

INTRALOGISTICS PIONEERS



Interim statement as of 31 March 2022 Conference call

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Hamburg, 6 May 2022

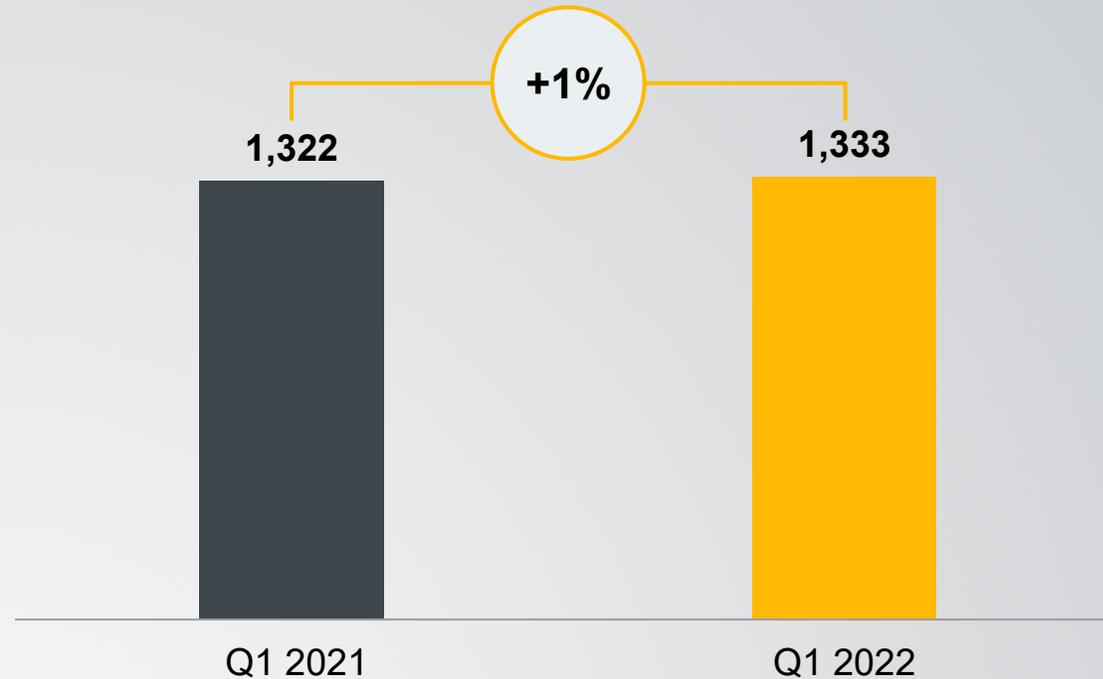
JUNGHEINRICH

Focal points in the first quarter of 2022

- Start of 2022 as expected with ongoing material supply issues and significantly increased material and logistics costs
- Great uncertainty about the impact of the Russia-Ukraine war on the European and global economies
- Incoming orders of €1,333 million up slightly against the very good prior-year figure
- EBIT (ROS) of €78 million (7.3%) slightly higher than the previous year's quarter of €72 million (7.5%)
- Net credit reduced to €95 million, largely due to an increase in inventories (31 December 2021: €222 million)
- Forecast for 2022 unchanged in view of the continued high degree of uncertainty

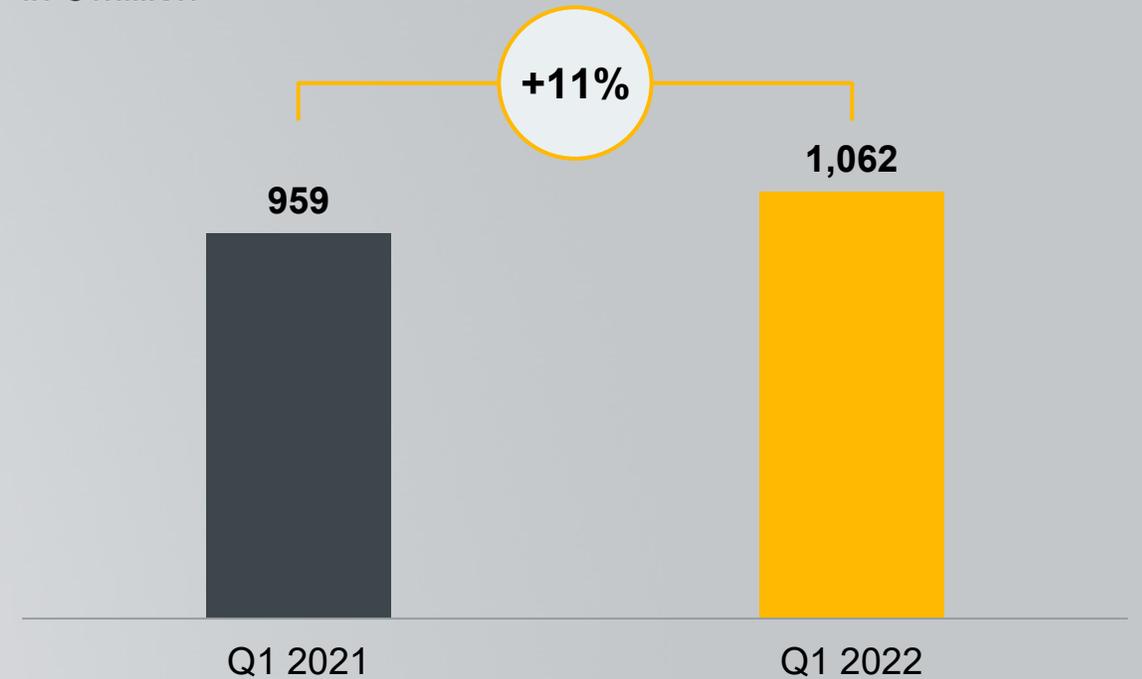
Business development as expected with ongoing bottlenecks in supply chains and logistics capacities

Value of incoming orders in Group
in € million



- Orders up slightly against the very good prior-year figure
- Q1 2022 adjusted for orders from Russia

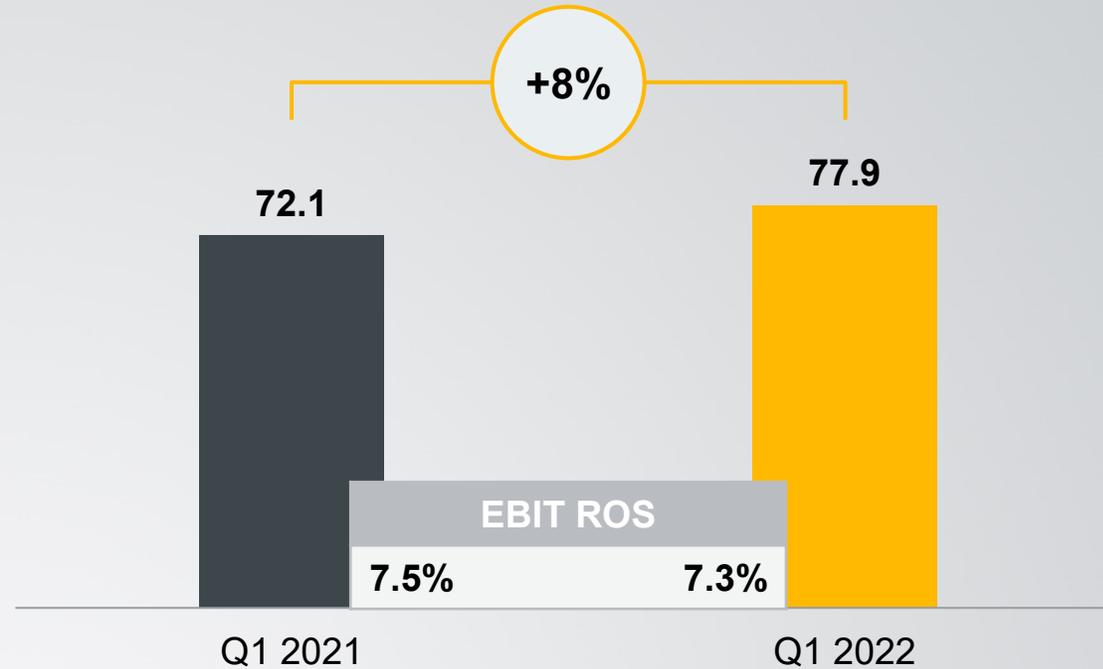
Revenue
in € million



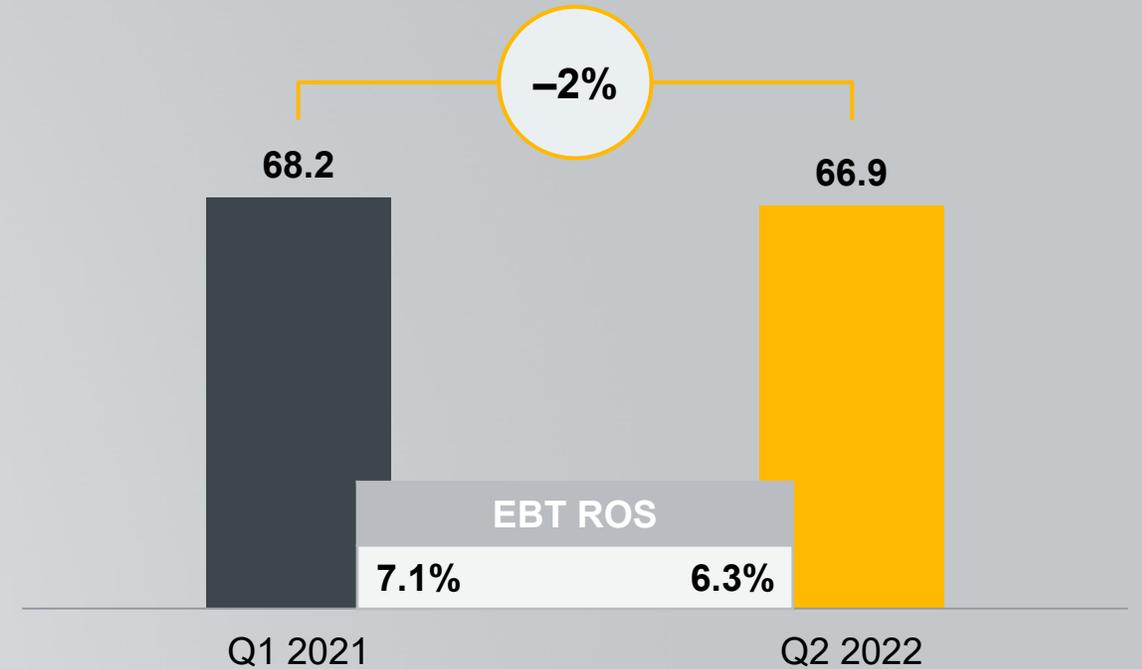
- Increase in revenue driven by new truck business, rental business and after-sales services
- Continued limited availability of production materials for further processing

Results as expected in view of massive cost increases

EBIT
in € million



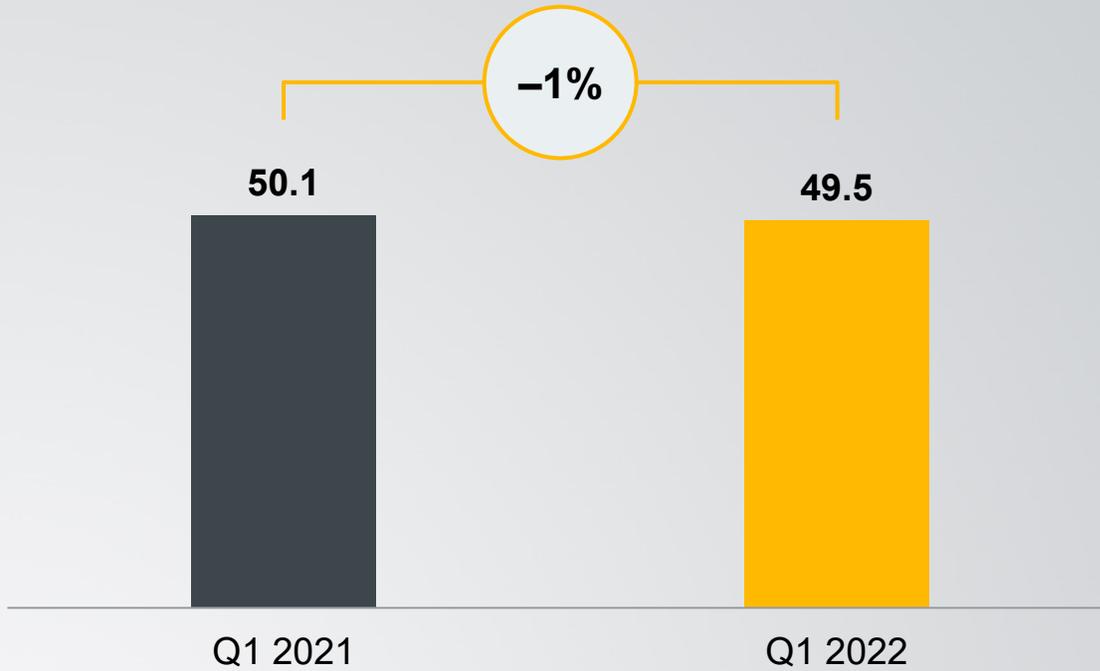
EBT
in € million



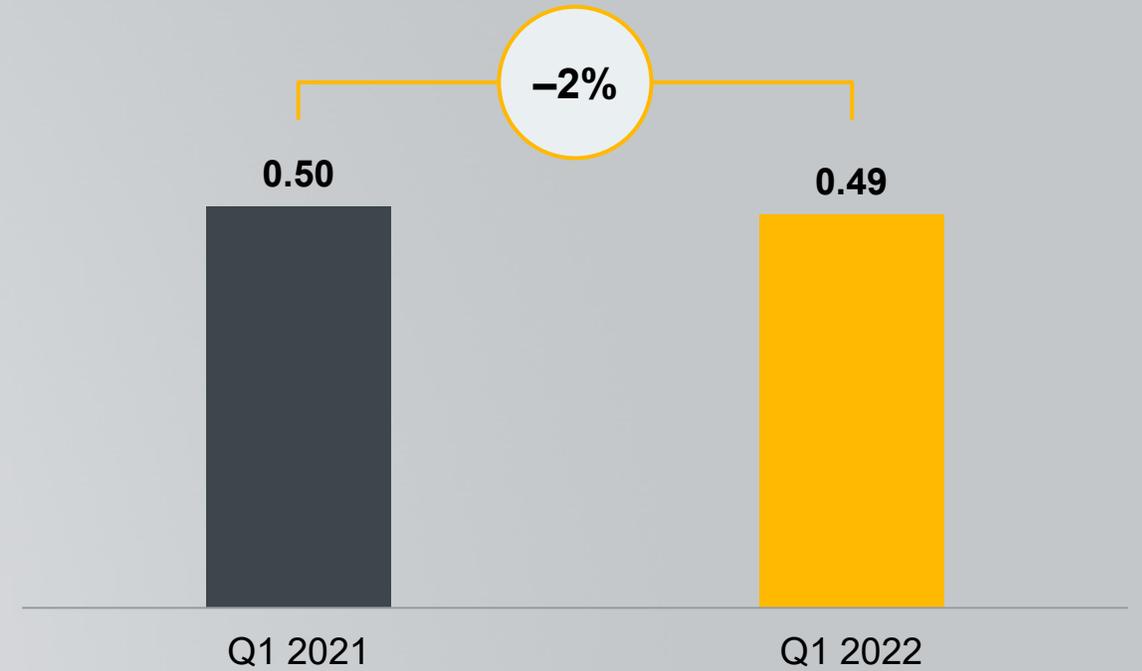
- EBIT impacted by significantly higher material and logistics costs
- Q1 2021 includes additions to provisions for battery disposal and warranty obligations

Profit or loss on previous year's level

Profit or loss
in € million



Earnings per preferred share¹⁾
in €



1) Based on share of profit attributable to the shareholders of Jungheinrich AG

2022 forecast unchanged

Forecast 2022	March 2022	Actual 2021
Incoming orders in € billion	slightly < previous year	4.9
Revenue in € billion	slightly > previous year	4.2
EBIT in € million	significantly < previous year	360
EBIT ROS in %	significantly < previous year	8.5
EBT in € million	significantly < previous year	349
EBT ROS in %	significantly < previous year	8.2
ROCE new in %	significantly < previous year	20.2

- Despite great economic uncertainty, fundamentally good market demand to date, continued profitable growth expected
- Negative impact on profitability very likely due to high level of risks in materials supply and massive increase in price of steel
- Other negative effects from the Russia-Ukraine war that currently cannot be conclusively assessed and have therefore not yet been included in the forecast
- Consistent continuation of supply chain management and assured implementation of Strategy 2025+

War in Ukraine – current status

STATUS QUO

- Jungheinrich sales companies: 83 employees in Ukraine, 576 employees in Russia
- Originally planned contributions of Russia and Ukraine to Group revenue amount to 4 and less than 1 per cent, respectively
- Assets of €130 million in Russia and €5 million in Ukraine are exposed to impairment risk

MEASURES AT JUNGHEINRICH

- Central crisis team established to assess impacts on a daily basis
- Severely restricted business in Ukraine, primarily in the area of critical infrastructure – where the security situation permits
- Support for a variety of humanitarian aid measures
- Embargo on new and used equipment as well as replacement parts to Russia and Belarus from 2 March 2022

Disclaimer

The explanations in this presentation are forward-looking statements that are based on the company management's current expectations, assumptions and assessments for future developments. Such statements are subject to risks and uncertainty that are largely beyond the company's control.

The business development for the 2022 financial year is very uncertain, especially because of the war that Russia started against Ukraine at the end of February 2022, as the possible further negative effects, particularly on procurement and sales, cannot currently be estimated – not just for business transactions with Ukraine and Russia, but globally. This also includes changes in the overall economic situation, including impacts from the further course of the coronavirus pandemic, within the intralogistics sector, in materials supply, the price development of fuel and raw materials, demand in important markets, developments in competition and regulatory frameworks and regulations, exchange and interest rates and the outcome of pending or future legal proceedings.

Should these or other uncertainties or unknown factors apply or the assumptions on which these statements are based proved false, actual results may deviate significantly from the results stated or implied. No responsibility is therefore taken for forward-looking statements. Without prejudice to existing capital market obligations, there is no intention nor do we accept any obligation to update forward-looking statements.

 ***JUNGHEINRICH***