



Interim statement as of 31 March 2024

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Hamburg, 7 May 2024



Q1 2024 At a glance



Incoming orders stable in comparison with previous year at €1,363 million, despite challenging market conditions



Revenue slightly down against previous year at €1,274 million



As expected, **EBIT and EBIT ROS** below previous year at €101.5 million and 8.0 per cent.



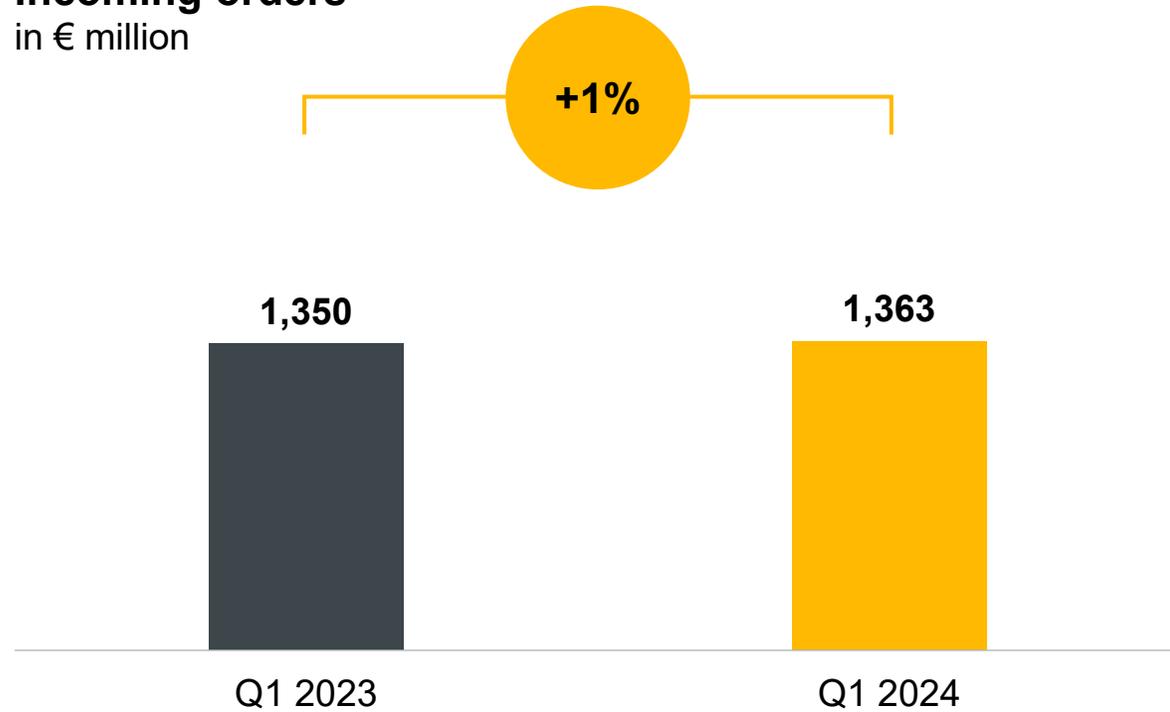
Free cash flow is strong at €159 million



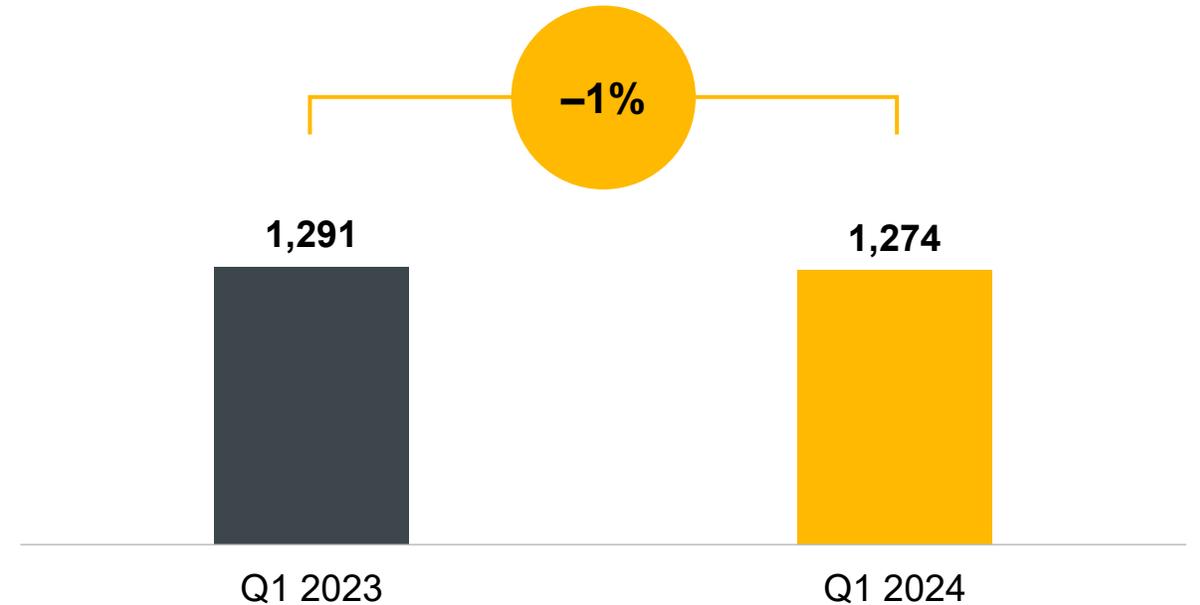
Forecast for 2024 remains unchanged

Incoming orders stable

Incoming orders
in € million



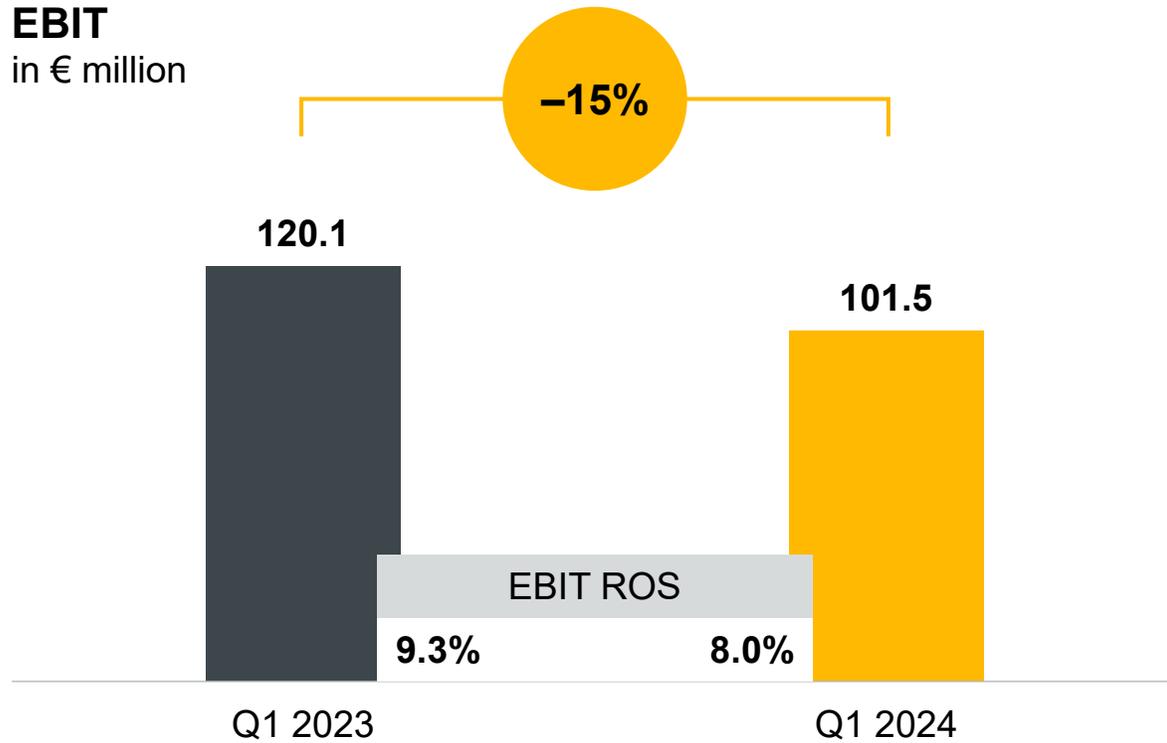
Revenue
in € million



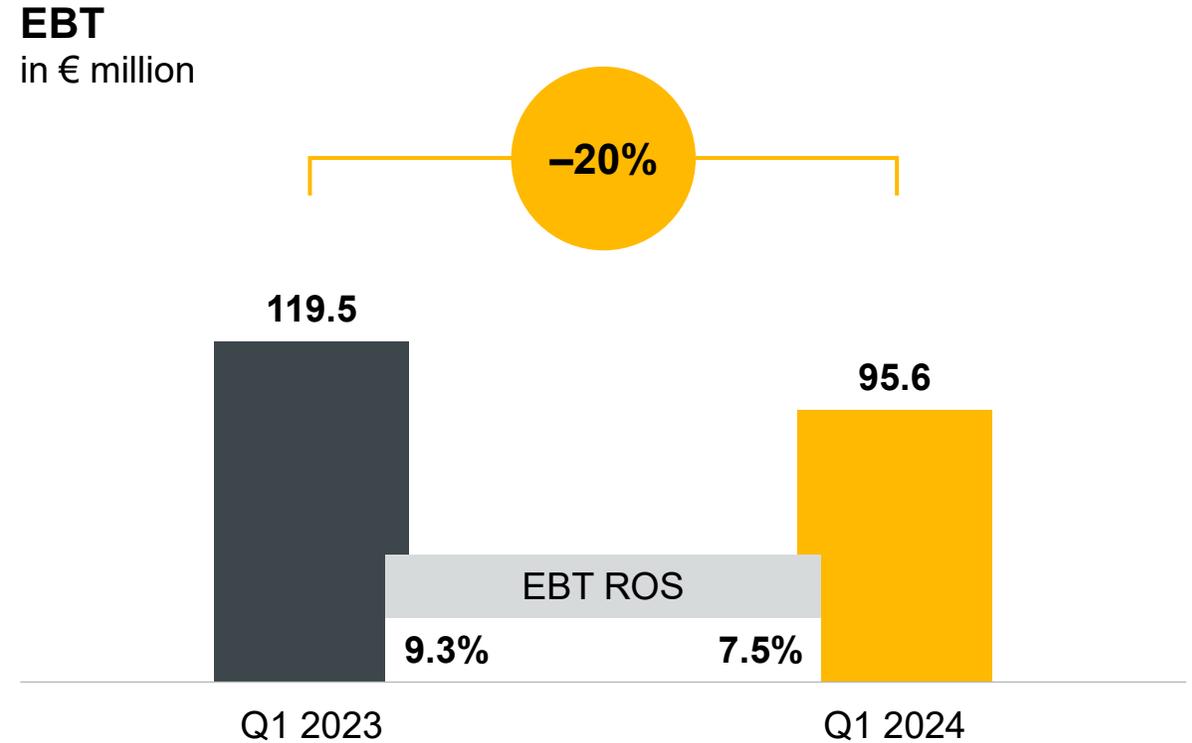
Decline in revenue from new business almost fully offset by growth in after-sales services and positive developments in the financial services business

EBIT and EBT below previous year, as expected

EBIT
in € million



EBT
in € million

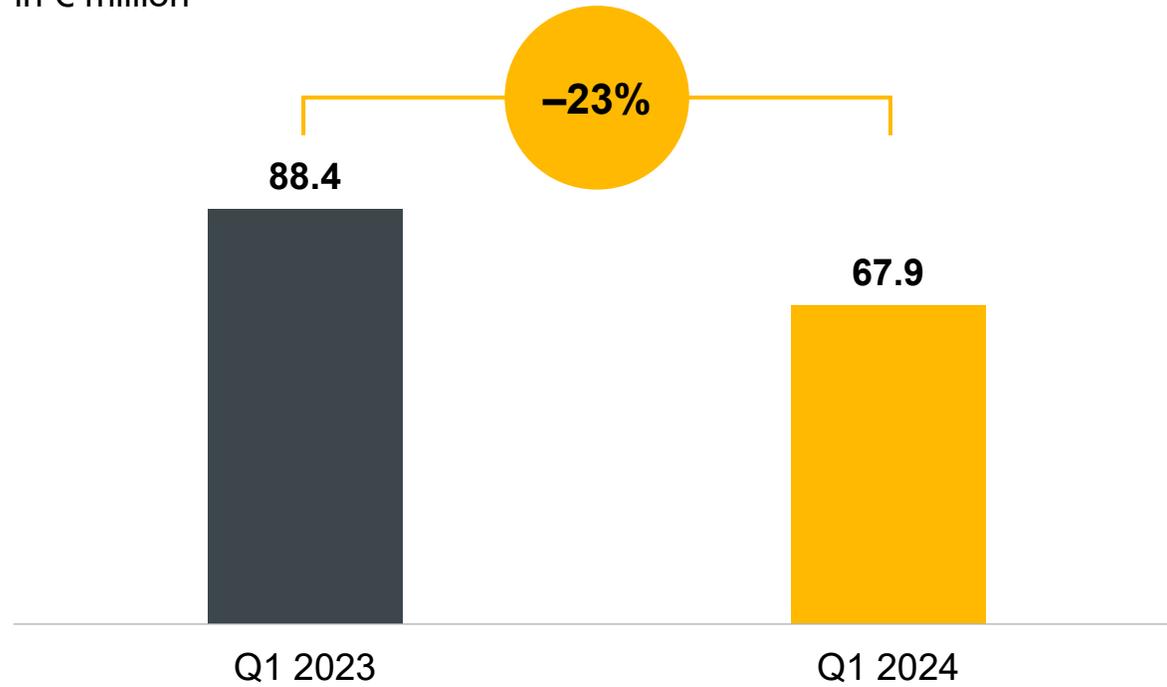


Measures to improve earnings showing positive results, however they could not fully offset the increased costs from tariff effects and the increase in personnel largely carried out in the previous year

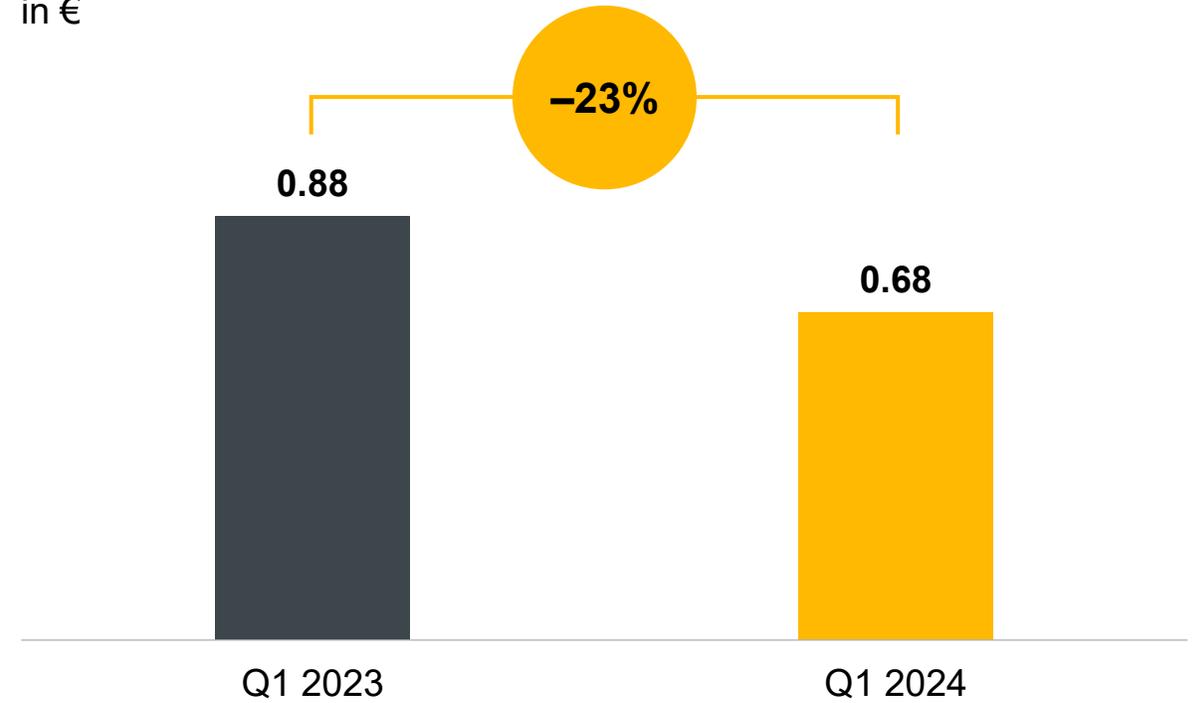
In the previous year, EBT also benefited from a positive effect from the currency hedge for the purchase price payments for Storage Solutions (mid-single-digit million Euro amount)

Profit or loss also down

Profit or loss
in € million



Earnings per preferred share
in €



2024 forecast remains unchanged

	Actual 2023	2024 forecast
Incoming orders in € billion	5.2	5.2 to 5.8
Revenue in € billion	5.5	5.3 to 5.9
EBIT in € million	430	420 to 470
EBIT ROS in %	7.8	7.6 to 8.4
EBT in € million	399	380 to 430
EBT ROS in %	7.2	6.9 to 7.7
ROCE in %	15.9	14.5 to 17.5
Free cash flow in € million	15	>200

Assumptions

No deterioration in the geopolitical situation

Current interest and inflation environment is maintained

Stable supply chains

Included effects from acquisitions

Purchase price allocations (€13 million)

Variable remuneration (€11 million)

Disclaimer

The explanations in this presentation are partially 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. This includes changes in the overall economic situation, such as impacts from geopolitical conflicts, natural catastrophes, pandemics and similar force majeure events, debt issues, within the intralogistics sector, in materials supply, the availability and price development of energy 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 to accept any obligation to update forward-looking statements.

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