

KION GROUP AG

Preliminary Financial Figures FY2019

Anke Groth (CFO) – Frankfurt, 17 January 2020



Preliminary Financial Figures 2019

KION beats expectations for 2019 with a strong year end

	KION Group			Industrial Trucks & Services			Supply Chain Solutions		
	Prelim. FY 2019 ¹	Change (y-o-y)	Outlook FY 2019 (in €m)	Prelim. FY 2019 ¹	Change (y-o-y)	Outlook FY 2019 (in €m)	Prelim. FY 2019 ¹	Change (y-o-y)	Outlook FY 2019 (in €m)
Order intake	~ €9.1bn	~ +5%	8,250 – 8,950	~ €6.3bn	~ +2%	6,250 – 6,450	~ €2.8bn	~ +14%	2,000 – 2,500
Revenue	~ €8.8bn	~ +10%	8,150 – 8,650	~ €6.4bn	~ +8%	6,050 – 6,250	~ €2.4bn	~ +16%	2,100 – 2,400
Adj. EBIT	~ €850m	~ +8%	805 – 875	~ €693m	~ +6%	685 – 720	~ €228m	~ +27%	190 – 225
FCF	~ €565m	~ +9%	380 – 480						

Please see disclaimer on last page regarding forward-looking statements

1. Based on preliminary, unaudited figures.

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