

Segment report

The Executive Board, as the chief operating decision-maker (CODM), manages the KION Group on the basis of the following segments: Industrial Trucks & Services, Supply Chain Solutions and Corporate Services. Segment reporting therefore takes into account the organisational and strategic focus of the KION Group.

The KPIs used to manage the segments are order intake, revenue and adjusted EBIT. Segment reporting therefore includes a reconciliation of externally reported consolidated earnings before interest and tax (EBIT) – including effects from purchase price allocations and non-recurring items – to the adjusted EBIT for the segments ('adjusted EBIT').

Segment report Q1 2019

TABLE 18

in € million	Industrial Trucks & Services	Supply Chain Solutions	Corporate Services	Consolidation/ Reconciliation	Total
Revenue from external customers	1,507.9	568.4	7.2	–	2,083.4
Intersegment revenue	0.7	0.4	72.8	–74.0	–
Total revenue	1,508.6	568.8	80.0	–74.0	2,083.4
Earnings before taxes	135.4	19.4	–21.0	0.1	133.9
Net financial expenses	–13.1	–5.4	–6.3	–	–24.8
EBIT	148.5	24.8	–14.7	0.1	158.7
+ Non-recurring items	0.1	1.1	0.0	–	1.2
+ PPA items	0.2	22.3	–	–	22.5
= Adjusted EBIT	148.8	48.2	–14.7	0.1	182.4
Segment assets	9,906.1	5,140.3	1,720.5	–3,380.1	13,386.8
Segment liabilities	7,032.1	2,234.1	4,075.4	–3,377.0	9,964.6
Capital expenditure ¹	43.4	8.6	3.6	–	55.6
Amortisation and depreciation ²	28.4	8.8	4.1	–	41.3
Order intake	1,510.5	602.9	80.0	–75.1	2,118.3
Number of employees ³	25,716	7,033	815	–	33,564

1 Capital expenditure including capitalised development costs, excluding right-of-use assets

2 On intangible assets and property, plant and equipment (excluding right-of-use assets and PPA items)

3 Number of employees (full-time equivalents) as at 31/03/2019; allocation according to the contractual relationships

> TABLES 18–19 show information on the KION Group's operating segments for the first quarters of 2019 and 2018.

Non-recurring items resulted in expenses of €1.2 million in the first quarter of 2019 (Q1 2018: income of €0.9 million). The effects from purchase price allocations comprised net write-downs and

other expenses in relation to the hidden reserves and charges identified as part of the acquisition processes.

Frankfurt am Main, 24 April 2019

The Executive Board

Segment report Q1 2018

TABLE 19

in € million	Industrial Trucks & Services	Supply Chain Solutions	Corporate Services	Consolidation/ Reconciliation	Total
Revenue from external customers	1,367.7	469.8	5.8	–	1,843.3
Intersegment revenue	1.1	0.8	70.2	–72.2	–
Total revenue	1,368.8	470.7	76.0	–72.2	1,843.3
Earnings before taxes	122.7	–5.6	–20.0	–0.0	97.1
Net financial expenses	–14.4	–7.5	–6.9	–	–28.8
EBIT	137.1	1.9	–13.1	–0.0	125.8
+ Non-recurring items	–1.4	0.3	0.2	–	–0.9
+ PPA items	0.2	32.8	0.0	–	33.0
= Adjusted EBIT	135.9	35.0	–13.0	–0.0	157.9
Segment assets	9,010.9	4,667.3	1,680.3	–2,877.1	12,481.3
Segment liabilities	6,217.1	1,982.5	4,154.7	–2,887.9	9,466.5
Capital expenditure ¹	36.4	10.8	1.8	–	48.9
Amortisation and depreciation ²	27.6	6.4	3.8	–	37.8
Order intake	1,485.2	396.3	76.0	–72.4	1,885.0
Number of employees ³	24,451	6,877	713	–	32,042

1 Capital expenditure including capitalised development costs, excluding right-of-use assets

2 On intangible assets and property, plant and equipment (excluding right-of-use assets and PPA items)

3 Number of employees (full-time equivalents) as at 31/03/2018; allocation according to the contractual relationships