



JOST WERKE AG

INVESTOR PRESENTATION – SEPTEMBER 2022

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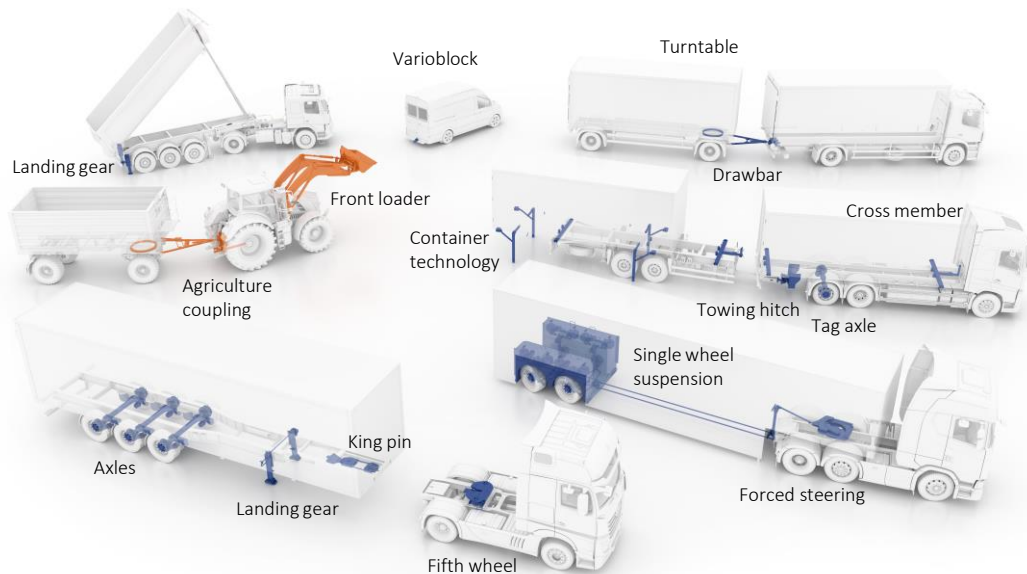
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JOST: A Leading Global Supplier of Mission Critical Solutions for Commercial Vehicles



€1.049m
sales
in 2021

€105m
adj. EBIT
in 2021

21
production
plants

3,300
employees

Strong Products Driving Brand Desirability and Pulling Demand

With the Push & Pull sales strategy end users generate additional demand by actively asking OEMs for JOST's products

Truck OEMs



Trailer OEMs



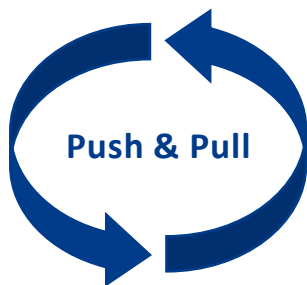
Tractor OEMs



Fleet operators



Farmers



- High demand from end customers (pull)
- High delivery performance
- High quality and competitive pricing

- Strong brand and reputation
- Strong customer relationship
- High quality and ease to repair
- Low costs of ownership and availability

JOST ROCKINGER TRIDEC Quicke

WORLDWIDE LEADING SUPPLIER WITH HIGH MARKET SHARES AND CUSTOMER LOYALTY

#1 SUPPLIER OF FIFTH WHEELS FOR TRUCKS WORLDWIDE

#1 SUPPLIER OF LANDING GEARS FOR TRAILERS WORLDWIDE

#1 SUPPLIER OF FRONT LOADERS FOR AGRICULTURAL TRACTORS WORLDWIDE

High Aftermarket Content and Wide Diversification by Application and Region Support Business Resilience

FIFTH WHEELS



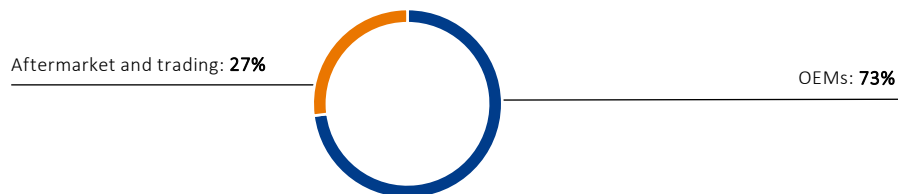
After market value 50% of OEM first fit sales

LANDING GEAR



After market value 200-300% of OEM first fit sales

SALES BREAKDOWN BY CUSTOMER TYPE 2021



REGIONAL MIX IN 2021 (DESTINATION)

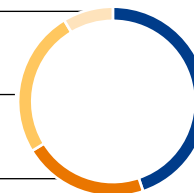
in % of sales (incl. JV)

South America (incl. JV): 9%

North America: 25%

Asia Pacific Africa: 21%

Europe: 45%



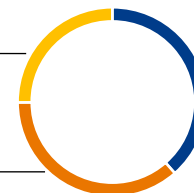
APPLICATION MIX IN 2021

in % of sales

Tractor: 25%

Truck: 35%

Trailer: 40%



JOST Investment Case Summary

Internationally renowned brands with high OEM (push) and strong end-customer base (pull) worldwide	~60% market share
Wide diversification by product, customer and region as well as high aftermarket content with strong network effects	~27% aftermarket
Flexible and asset-light business model with attractive margin profile	10.0% adj. EBIT margin
Strong growth fundamentals and ability to outperform market through services, innovations and further international expansion	Attractive CAGRs
Strong balance sheet and high cash generation provide ample scope for organic and M&A growth	Ø1.3 cash conversion



Financial Calendar 2022

Sept 8	Commerzbank and ODDO BHF Corporate Conference, Frankfurt/Germany
Sept 21	11th Berenberg German Corporate Conference 2022, Munich/Germany
Sept 22	11th Baader Investor Conference 2022, Munich/Germany
Nov. 14	Publication of Q3 2022 Report

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