

The background image shows a white semi-trailer truck parked on the left side of a paved road. To the right of the road, in a lush green field, is a blue tractor with a front loader. The scene is set during a bright sunset or sunrise, with the sun low on the horizon, creating a warm glow and long shadows. The sky is a clear, pale blue.

JOST WERKE AG

INVESTOR PRESENTATION – SEPTEMBER 2022

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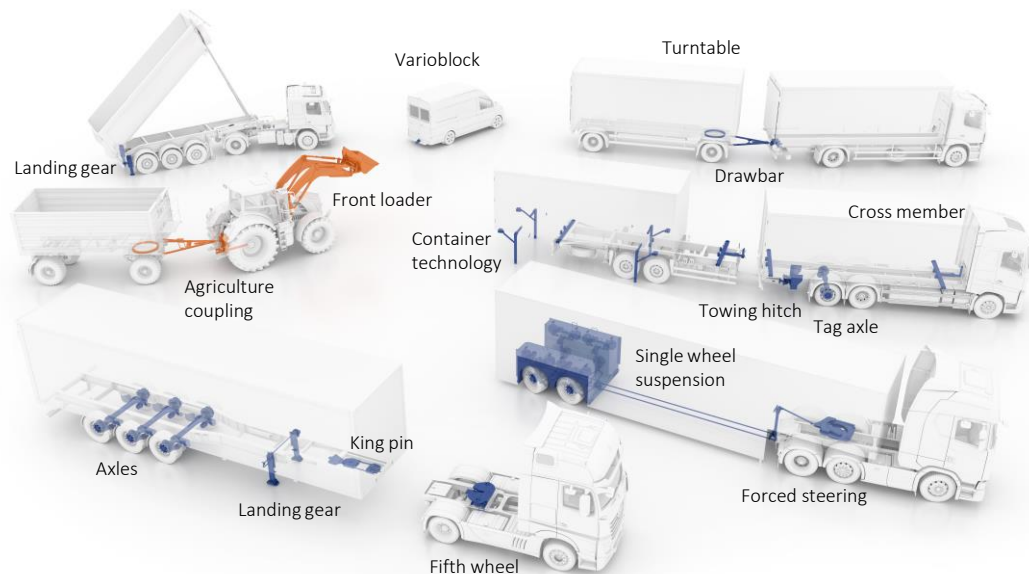
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JOST: A Leading Global Supplier of Mission Critical Solutions for Commercial Vehicles



€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



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

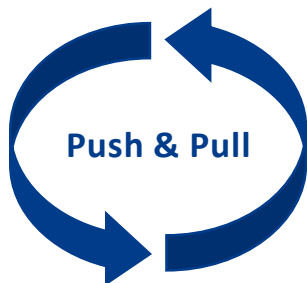
Fleet operators



Farmers



- 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



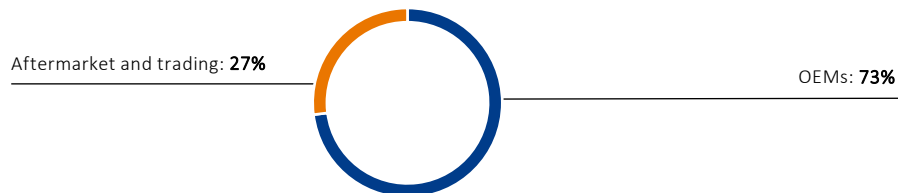
After market value 50% of
OEM first fit sales

LANDING GEAR



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

SALES BREAKDOWN BY CUSTOMER TYPE 2021



REGIONAL MIX IN 2021 (DESTINATION)

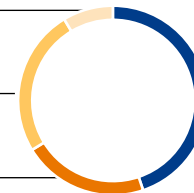
in % of sales (incl. JV)

South America (incl. JV): 9%

North America: 25%

Asia Pacific Africa: 21%

Europe: 45%



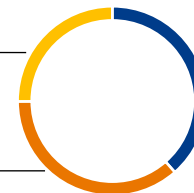
APPLICATION MIX IN 2021

in % of sales

Tractor: 25%

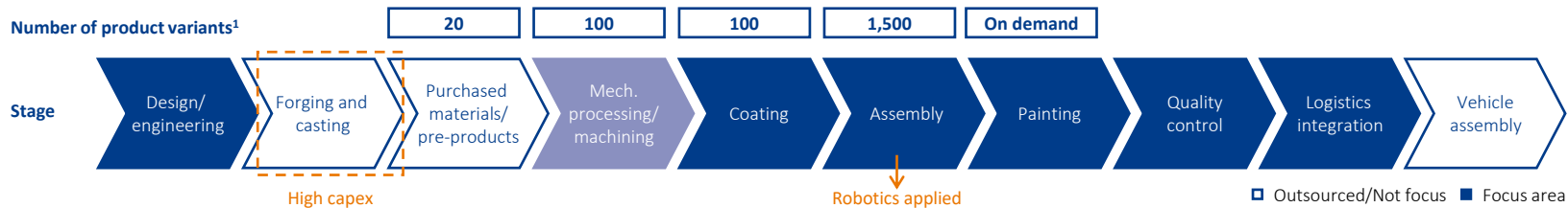
Truck: 35%

Trailer: 40%



Flexible and Asset Light Business Model Allows a Quick Adaptation to Changing Market Environment

KEY PARTS OF THE VALUE CHAIN



ASSEMBLY PROCESS



¹ On the example of fifth wheel

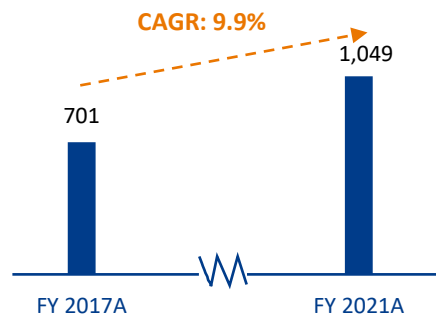
HIGH NUMBER OF VARIANTS



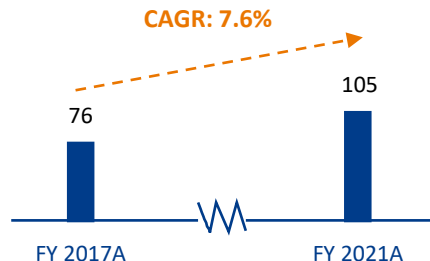
A Proven Track Record

A resilient and flexible business model with potential for growth through the cycles

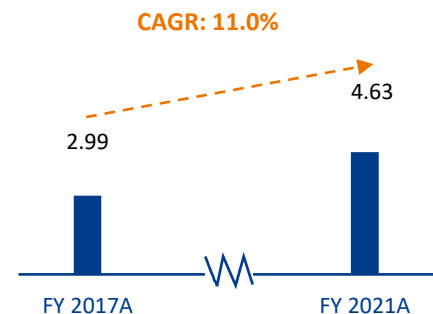
SALES IN M€



ADJ. EBIT IN M€



ADJ. EPS IN €



JOST Innovations – Leveraging Industry Expertise and Know-how to Provide Solutions, Generate Value and Capture Growth



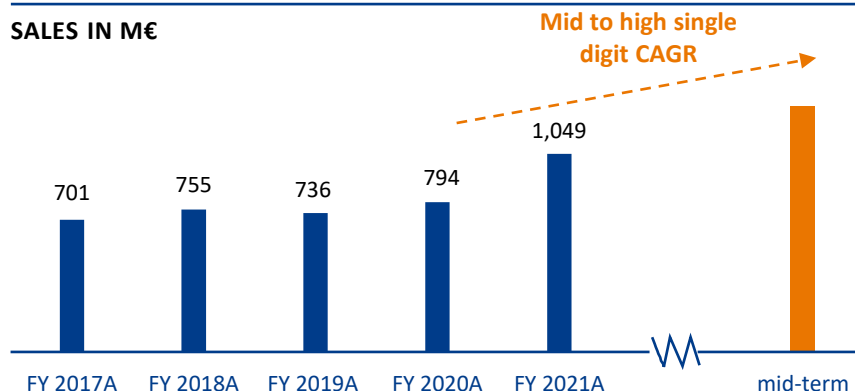


MID-TERM TARGETS

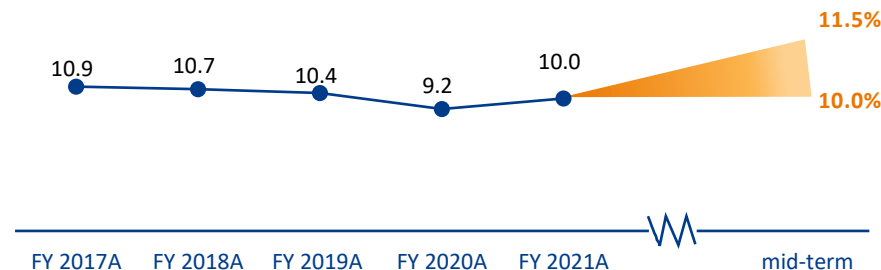
JOST's Ambitions Through the Cycle – Accelerated Profitable Growth

Mid-term timeframe: 3-5 years // Targets announced during the 2020 Capital Markets Day

SALES IN M€



ADJ. EBIT MARGIN IN %
(ADJ. EBIT/SALES X 100)



AMBITION:

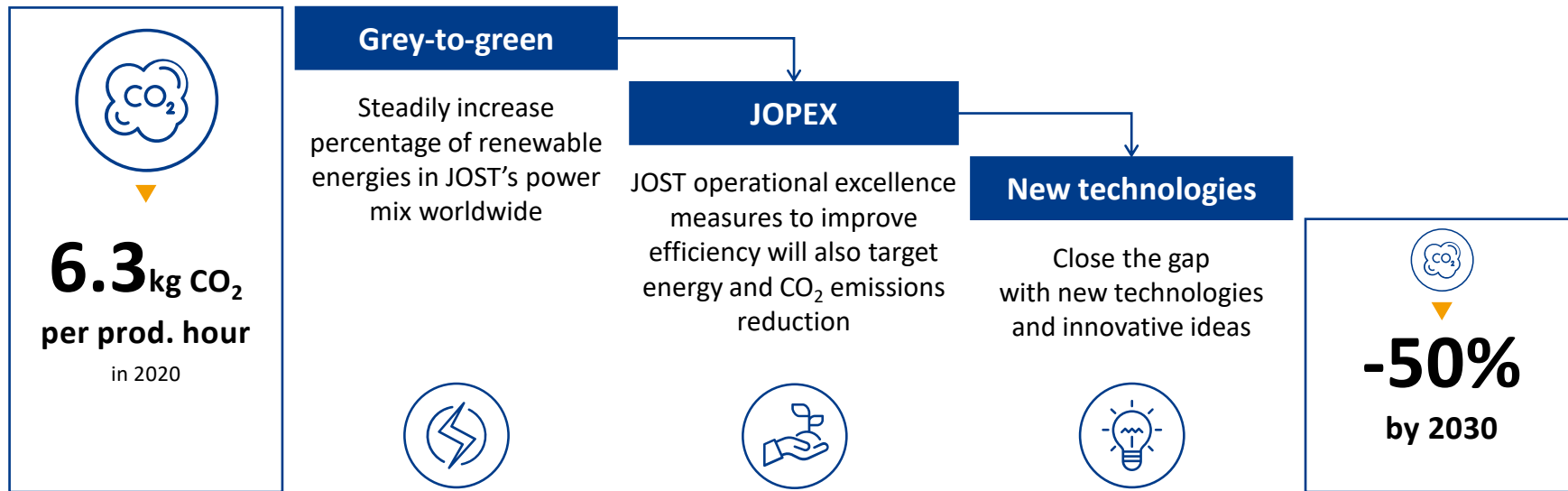
Outperform relevant markets by 2-3% p.a.

AMBITION:

Achieve adj. EBIT margin range of 10.0% - 11.5% through the cycle

Towards a Sustainable Future – The Way There

Reduce Scope 1 and Scope 2 CO₂ emissions per production hour by -50% until 2030 (compared to 2020)





OUTLOOK 2022

JOST Outlook for 2022 Confirmed

Sales	Mid-single digit growth y-o-y (2021: €1.049m)
Adj. EBIT	Mid-single digit growth y-o-y (2021: €105m)
Adj. EBIT margin	Stable (2021: 10.0 %)
Capex (in % of sales)	Approx. 2.5% of sales



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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