

#### **NUMBER 1 IN THE WORLD**



Global market leader for cranes and lifting solutions with a revenue of EUR 2.23 billion in 2022



Present in all regions with 30 production sites and around 5,000 service centers



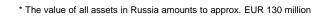
Around **12,700** employees (not including contract workers) at the end of **Q3/2023** 

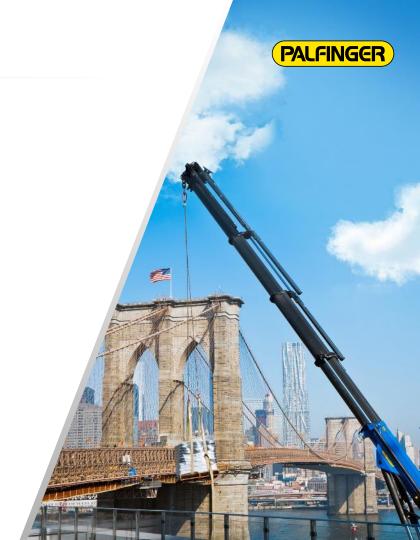


Revenue distribution by region Q1-Q3/2023:

60% EMEA 25% NAM 5% LATAM 5% CIS\*

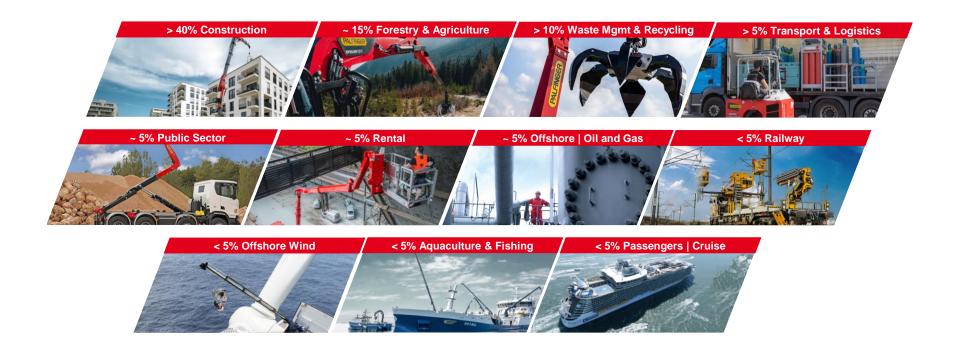
5% APAC





#### RESILIENCE THROUGH INDUSTRY DIVERSITY





# SUSTAINABILITY AS A KEY DRIVER OF STRATEGIC AND OPERATIONAL ACTION



FOR THE LIVING PLANET WE ALL DEPEND ON

FOR ALL THE PEOPLE WE TOUCH

FOR THE FUTURE-FORWARD WAY OF DOING BUSINESS

**Fewer emissions** 

Positive impact on the value chain

Greenhouse gas emissions as CO<sub>2</sub> equivalents (Scope 1 and Scope 2)

31,685 t in CO<sub>2</sub> equivalents\*

Safe & healthy on all levels



Qualified & diverse workforce

Accident rate

\_

**TRIR 11.6** 

25 percent

International employees at

headquarters

Committed to our values



Focus on Governance & Transparency

Number of proven cases of corruption

0 cases

\*) As at end of September 2023. Not all data is available at the time of reporting.

The figures presented therefore contain estimated values (~ 8% of total energy consumption are estimated).

Power from renewable

energy sources

61 percent\*



### Q1-Q3/2023 EXCEPTIONAL PERFORMANCE IN A DIFFICULT ENVIRONMENT



### BY FAR THE BEST Q1-Q3 RESULT IN PALFINGER'S HISTORY



in EUR million	Q1-Q3/2021	Q1-Q3/2022	Q1-Q3/2023	Δ%	
Revenue	1,337.6	1,580.9	1,798.9	+13.8 %	
EBITDA	188.3	170.6	233.4	+36.8 %	
EBIT (operating result)	125.4	112.5	165.0	+46.7 %	
EBIT margin	9.4 %	7.1 %	9.2 %	-	
Consolidated net result	71.4	53.2	90.9	+70.9 %	_

## HIGH INVENTORY LEVELS CONTINUE TO INFLUENCE NET DEBT – MEASURES FOR REDUCTION IMPLEMENTED



in EUR million	30/09/2021	30/09/2022	30/09/2023	
Financial liabilities (FV) 1)	421.0	719.1	794.1	
Avg. interest debt <sup>2)</sup>	1.28 %	1.91 %	3.68 %	
Avg. remaining term debt	2.08 years	3.31 years	3.18 years	
Net debt	421.0	629.8	719.0	

<sup>1)</sup> Including EUR 45.3 million leasing liabilities according to IFRS 16 (09/2022: EUR 41.5 million)

<sup>2)</sup> Excluding currency hedging costs.

In accordance with IFRS, slight rounding differences possible.

## EQUITY REDUCED DUE TO CURRENCY EFFECTS, NET DEBT/EBITDA AND ROCE AT IMPROVED LEVELS



in EUR million	30/09/2021	30/09/2022	30/09/2023
Equity	689.2	728.6	701.9
Equity ratio	39.2 %	35.7 %	34.0 %
Gearing	61.1 %	86.4 %	102.4 %
Net debt/EBITDA	1.78	2.79	2.46
ROCE*	11.0 %	8.7 %	11.3 %

<sup>\*</sup> ROCE = Ratio of NOPLAT and average capital employed (reporting date of previous year to reporting date of this year) In accordance with IFRS, slight rounding differences possible.

# POSITIVE FREE CASH FLOW IN Q3 FOLLOWING NEGATIVE FREE CASH FLOW IN THE FIRST HALF YEAR



in EUR million	Q1-Q3/2021	Q1-Q3/2022	Q1-Q3/2023
EBTDA	181.0	163.1	209.0
+/- non-cash income from at-equity companies	-8.1	6.8	-5.4
+/- change in working capital	-53.1	-137.9	-112.8
+/- cash flow from tax payments	-22.1	-36.3	-14.7
Cash flow from operating activities	97.6	-4.3	76.1
+/- cash flow from investing activities	-100.8	-71.3	-121.5
Cash flow after changes in working capital and investments	-3.2	-75.6	-45.4
+/- cash flow from interest on borrowings adjusted for tax expenditure	6.0	5.8	17.7
Free cash flow	2.8	-69.8	-27.7
In accordance with IFRS, slight rounding differences possible.			





**OUTLOOK 2023** 

ON TRACK FOR A SIGNIFICANT REVENUE AND EBIT RECORD

Management expects **revenue of EUR 2.4 billion** and **EBIT** above **EUR 200 million** for the full year 2023.

Order book coverage until end of Q1/2024.

No noticeable market recovery in EMEA currently foreseeable; still positive market environment in NAM and in the marine market.

Increased uncertainties due to geopolitical developments and macroeconomic situation.



# AMBITIOUS FINANCIAL TARGETS FOR 2027 - ADDITIONAL BOARD MEMBER AS OF 2024



#### **MARIA KOLLER**

will strengthen the executive board as CHRO from January 2024 to contribute to achieving these goals.

Market leader for crane and lifting solutions

EUR 3.0 billion \*

Revenue from organic growth

10% EBIT margin **12%** 

ROCE

\*Target for 2027 independent of business development in Russia

