

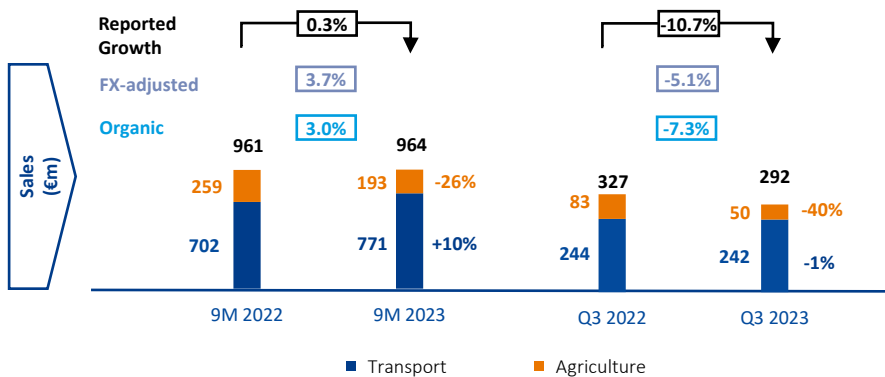


RESULTS Q3 2023

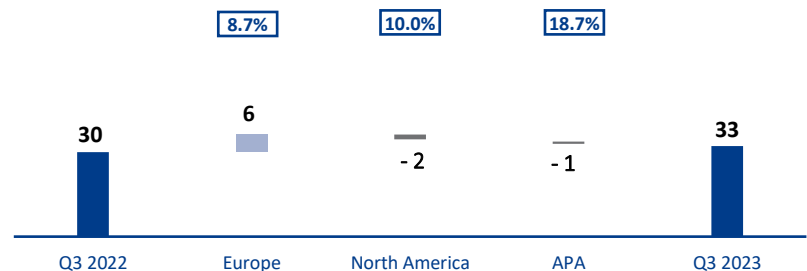
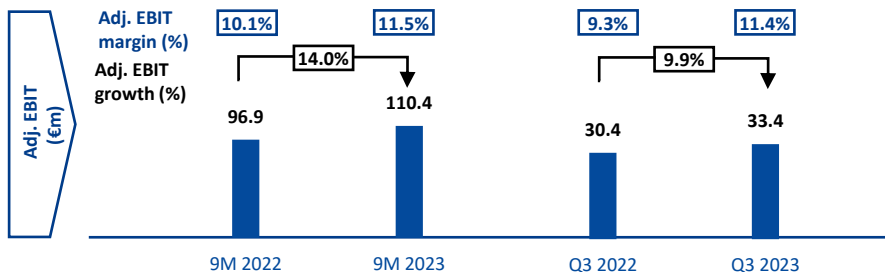
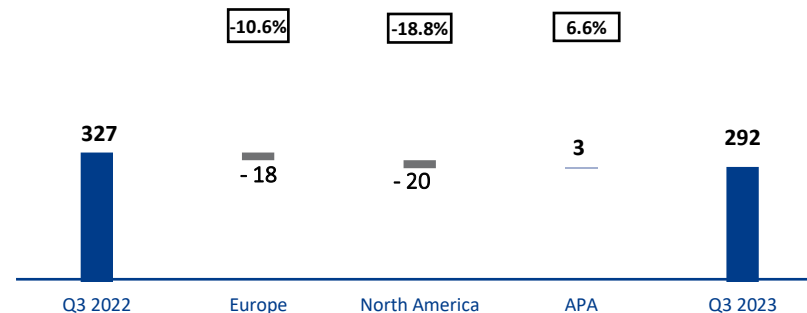
ROMY ACOSTA (HEAD OF INVESTOR RELATIONS)

JOST Achieves Strong Profitability Improvement

DEVELOPMENT BY BUSINESS LINE



DEVELOPMENT BY REGION



Executive Summary

JOST achieved strong profitability improvements during Q3, supported by efficiency gains in Transport and effective cost control measures in Agriculture.

Integration of Crenlo do Brasil and LH Lift is well on track. First talks with large agricultural OEMs have been very supportive of JOST's market strategy as well as regional and product expansion.

Market expectations for the remainder of 2023 remain very robust for trucks, while softening in trailer demand and current negative trend in agriculture should continue until year-end.

JOST raised 2023 guidance for adj. EBIT to high single digit growth and expects a significant improvement of adj. EBIT margin in 2023, while sales remaining on previous year's level.



JOST Outlook for 2023 Updated

Sales	On previous year's level (2022: €1,265m)
Adj. EBIT	High-single digit growth y-o-y (2022: €124m)
Adj. EBIT margin	Significant increase (2022: 9.8 %)
Capex (in % of sales) ¹	Approx. 2.5% of sales (2022: 2.6%)
Working Capital	Below 20% from sales (2022: 19.2%)



1: Excluding M&A

Financial Calendar 2023

Nov 13 Publication of Q3 2023 Interim Report
Nov 30 Virtual road show

Financial Calendar 2024

Jan 9-10 German Investment Seminar 2024, New York/USA
Jan 11 ODDO BHF Forum 2024
Jan 16 German Corporate Conference 2024, Frankfurt/Germany
Feb 20 Preliminary Results FY 2023
March 26 Publication of Annual Group Report 2023
May 8 Annual General Meeting
May 15 Publication of Q1 2024 Interim Report
Aug 14 Publication of Q2 2024 Interim Report
Nov 14 Publication of Q3 2024 Interim Report

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