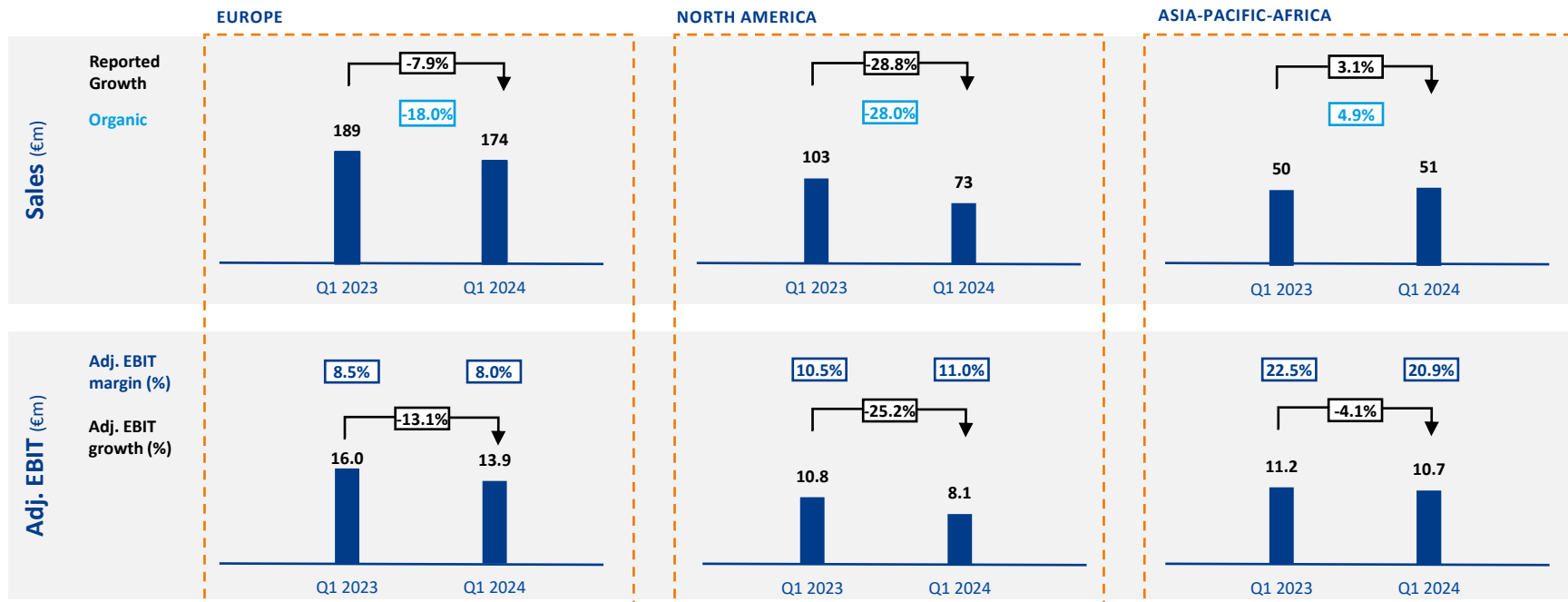


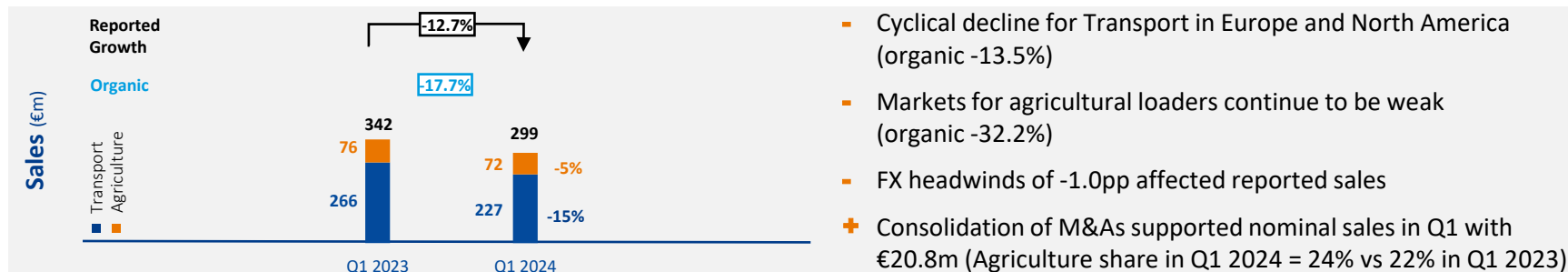
Q1 2024 RESULTS – QUICK OVERVIEW

ROMY ACOSTA (HEAD OF INVESTOR RELATIONS)

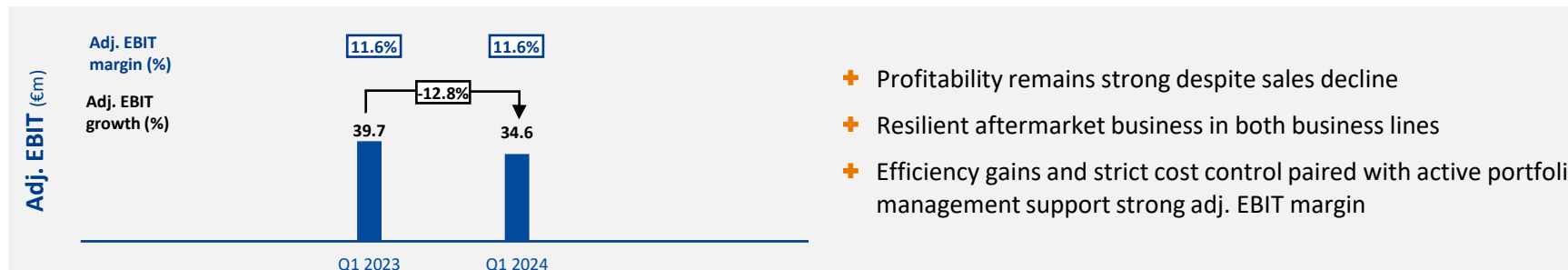
Development by regions



Group – JOST maintains strong profitability despite sales decline



- Cyclical decline for Transport in Europe and North America (organic -13.5%)
- Markets for agricultural loaders continue to be weak (organic -32.2%)
- FX headwinds of -1.0pp affected reported sales
- + Consolidation of M&As supported nominal sales in Q1 with €20.8m (Agriculture share in Q1 2024 = 24% vs 22% in Q1 2023)



- + Profitability remains strong despite sales decline
- + Resilient aftermarket business in both business lines
- + Efficiency gains and strict cost control paired with active portfolio management support strong adj. EBIT margin

Highlights in Q1 2024

JOST demonstrates the **strong flexibility** of its business model in Q1 2024, defending **high adj. EBIT margin** despite sales decline

Strong shareholder value with ROCE of 20.7% and **leverage improved** down to 0.93x

Free cashflow more than doubled to €35m and cash conversion rate of 1.4 in Q1 2024

Adj. EPS reached €1.70 per share and **adj. net earnings to sales ratio remained high** at 8.5%

Outlook for 2024 confirmed



JOST confirms Outlook for 2024

Sales	Single digit decline y-o-y; (2023: €1,250m)
Adj. EBIT	Single digit decline y-o-y (2023: €141m)
Adj. EBIT margin	Decline y-o-y, remaining within strategic corridor of 10.0-11.5%
Capex (in % of sales) ¹	Approx. 2.5% - 2.9% of sales
Working Capital	Below 19% from sales (2023: 18.0%)



1: Excluding M&A



Financial Calendar 2024

May 15	Publication of Q1 2024 Interim Report
May 23	Warburg London Conference 2024, UK
June 6	Warburg Highlights 2024, Germany
June 13-14	Berenberg Pan-European Discovery Conference, France
Aug 14	Publication of Q2 2024 Interim Report
Sept 10	JOST's Capital Market Day 2024, Germany
Sept 25	Berenberg and Goldman Sachs German Corporate Conference 2024, Germany
Nov 14	Publication of Q3 2024 Interim Report

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