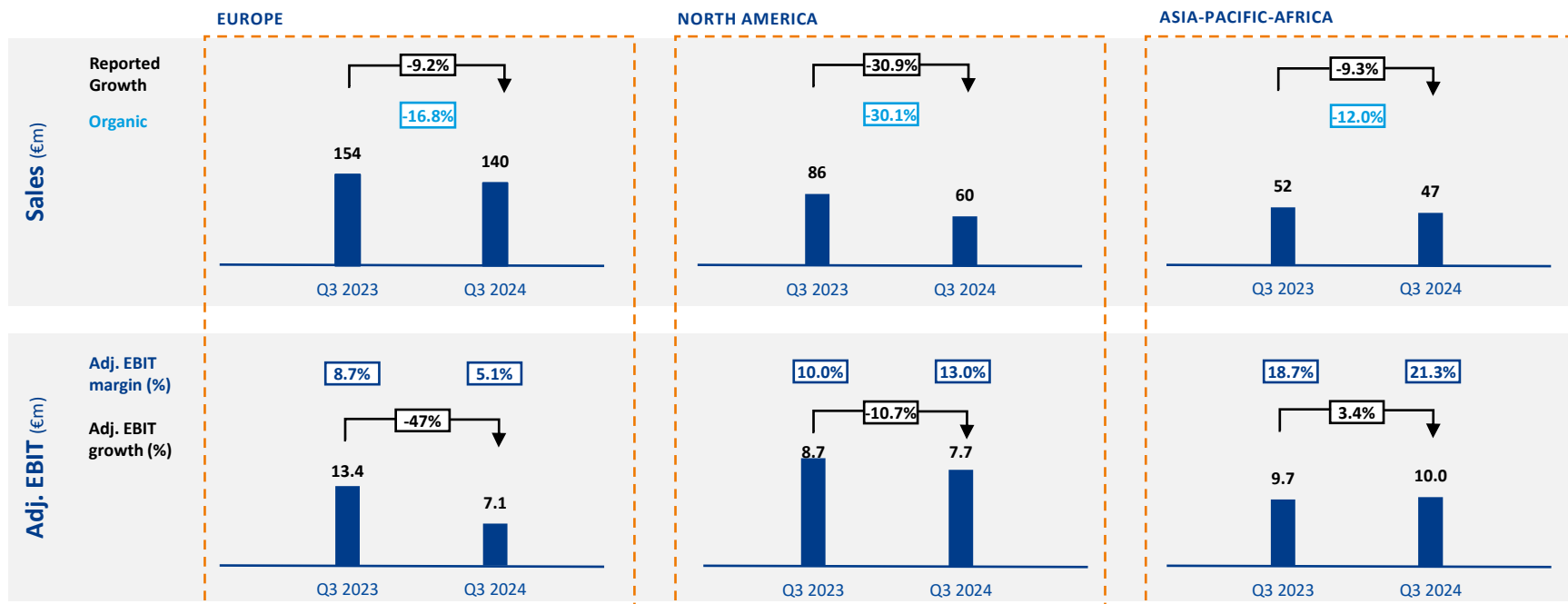


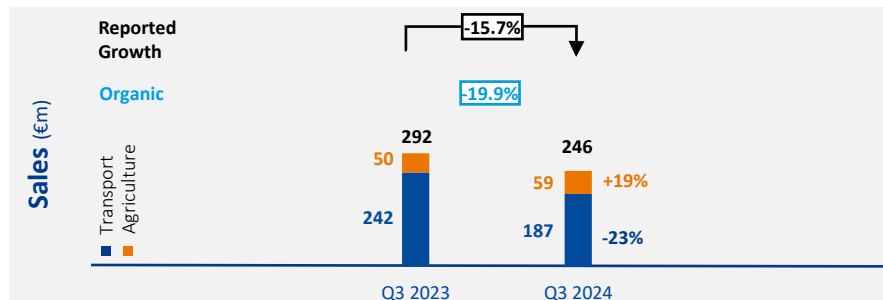
Q3 2024 RESULTS – QUICK OVERVIEW

ROMY ACOSTA (HEAD OF INVESTOR RELATIONS)

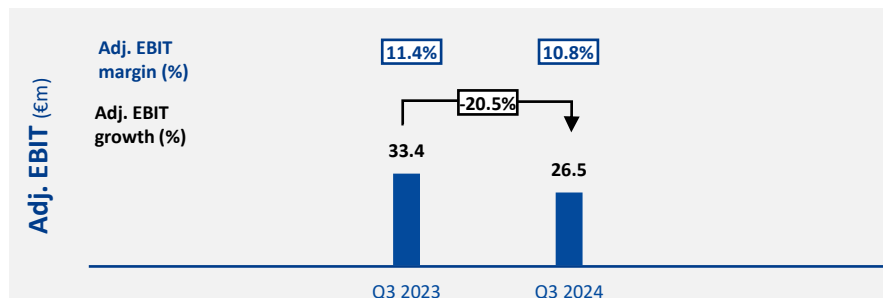
Development by regions in Q3 2024



Group – Strong Resilience Despite Cyclical Sales Decline



- Cyclical decline for Transport in Europe and North America (organic -20% in Q3 2024)
- Markets for agricultural loaders start to stabilize on low level as stocks level further decrease (organic -5.2% in Q3 2024)
- FX headwinds of 0.6pp affected sales slightly
- + Two months of M&A consolidation supported sales in Q3 with €14m



- + Profitability remains high despite sales decline
- + Resilient aftermarket business in both business lines
- + Strong improvements in North America offset the negative volume-driven profitability development in Europe
- + Strict cost control paired with active portfolio management continues to support strong adj. EBIT margin

Q3 2024 Executive Summary

Acquisition of **Hyva** is a **key milestone to achieve JOST's mid-term growth targets**, paving the way to increase our exposure to off-highway markets

Further improvements in Working Capital and **operational excellence** strengthen **Free Cashflow**, keeping **leverage at the 1.0x threshold**

Profitability strengthened through consolidation of production plants in Ningbo, China and in Michigan, U.S.

Strong shareholder value with ROCE of 19%, cash conversion rate of 1.4 and adj. EPS of €4.04 in 9M 2024

JOST will use current market environment to strengthen its market positioning and **continue to improve the group's business resilience in all regions**



JOST Confirms New Outlook for 2024

Sales	-15% decline y-o-y (+/- 2.5pp); (2023: €1,250m)
Adj. EBIT	Low double-digit decline y-o-y, trailing sales development (2023: €141m)
Adj. EBIT margin	Between 10.5% - 11.0%
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

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Financial Calendar 2024

Nov 14	Publication of Q3 2024 Interim Report
Nov 26	Road Show, The Netherlands
Dec 2	Berenberg European Conference 2024, Pennyhill, London/UK

Financial Calendar 2025

Jan 9	ODDO BHF Forum 2025, Lyon/France
Jan 14-15	German Investment Seminar 2025, New York/US
Jan 22	German Corporate Conference 2025, Frankfurt/Germany
Feb 18	Preliminary Results for Fiscal Year 2024
March 26	Publication of Annual Group Report 2024
May 8	Annual General Meeting 2025
May 15	Publication of Q1 2025 Interim Report
Aug 14	Publication of Q2 2025 Interim Report
Nov 13	Publication of Q3 2025 Interim Report

Contact

Investor Relations Contact:
ROMY ACOSTA
Head of Investor Relations

JOST Werke SE
SIEMENSSTRASSE 2
63263 NEU-ISENBURG
GERMANY

E-MAIL: romy.acosta@jost-world.com
PHONE: +49-6102-295-379
FAX: +49-6102-295-661

WWW.JOST-WORLD.COM