

FY 2024 RESULTS - QUICK OVERVIEW

Romy Acosta (Head of IR)

JOST

EQUIPPED FOR EXPANDED GROWTH



JOST **ROCKINGER** **TRIDEC** *Quicke* **HYVA**

FINANCIAL HIGHLIGHTS



Affected by **market slowdown**, sales in Transport declined by 19% in 2024



M&A contributions from JACSA and LH supported sales in BL Agriculture, which grew by 5%



Adj. EBITDA developed in line with sales, with **adj. EBITDA margin stable at 13.9%** vs. prior year, despite sales decline



Record free cash flow of €+115m, supported strong improvement in leverage, which is down to 0.86x



Reported **net income grew by 1% to €53m**, aided by financial result and low tax rate.
Adj. for exceptionals, EPS declined by 16% to €5.20

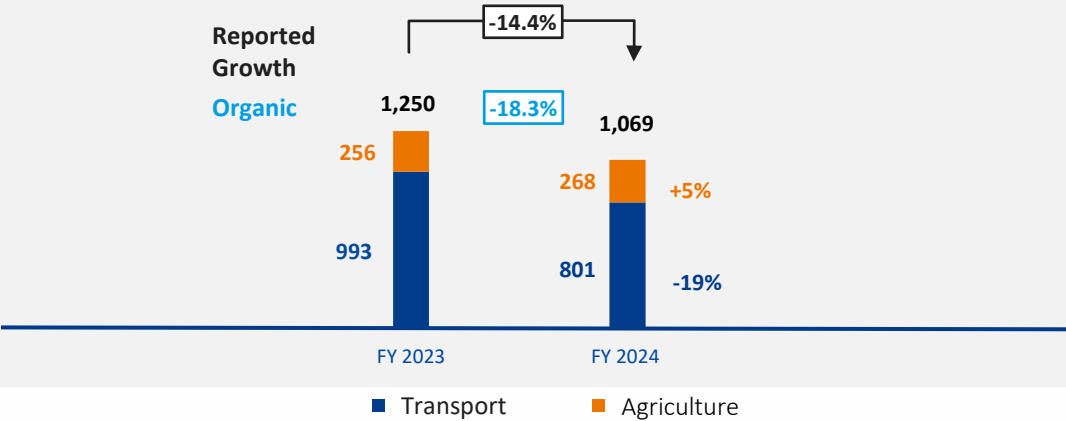


Dividend proposal of €1.50 per share, stable vs. prior year, despite M&A Hyva financing

GROUP – PROFITABILITY REMAINS HIGH DESPITE MARKET-DRIVEN SALES DECLINE

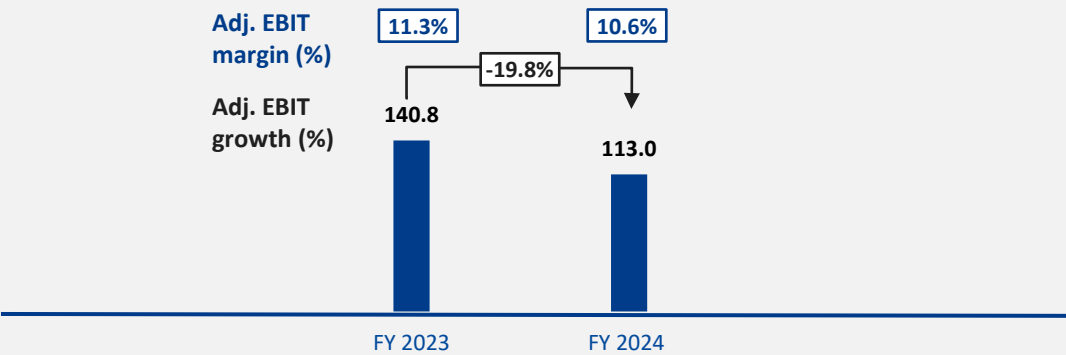


Sales (€m)



- Cyclical decline for Transport worldwide (organic sales Transport: -19% in 2024)
- Markets for agricultural loaders weakened further in 2024, as stocks level decreased (organic sales Agriculture: -12% in 2024)
- + Positive M&A contribution in agriculture of €55m from JACSA and LH Lift (until Augst 2024, effect phased out in Q4)

Adj. EBIT (€m)



- + Profitability remained high despite sales decline. Adj. EBITDA-margin stable at 13.9% yoy. Adj. EBIT margin declined to 10.6%, due to D&A not declining in line with sales
- + Strict cost control paired with active portfolio management partially offset declining top-line
- + Support from favorable material and freight costs development in H1
- + Resilient aftermarket business in both business lines

DEVELOPMENT BY REGIONS



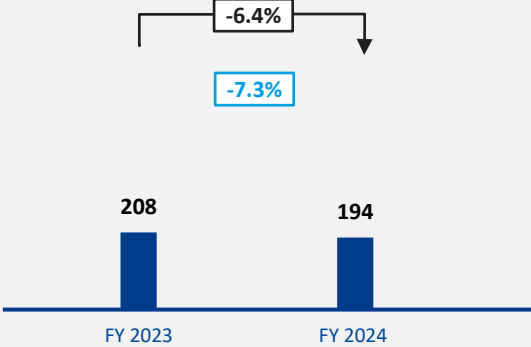
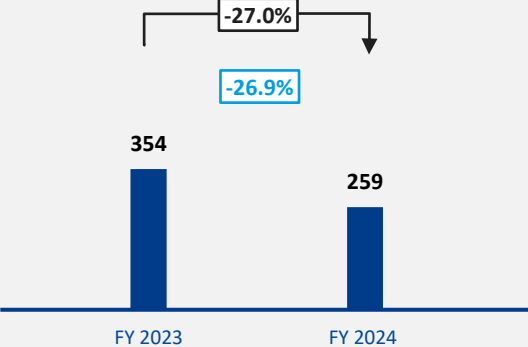
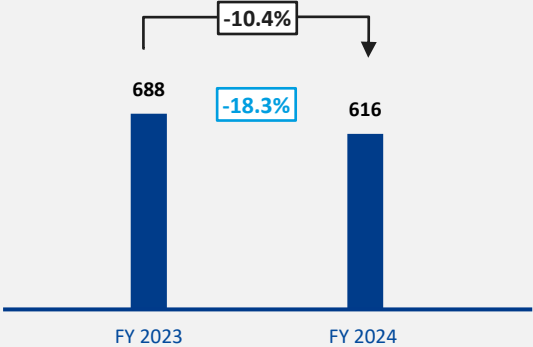
EUROPE

NORTH AMERICA

APAC

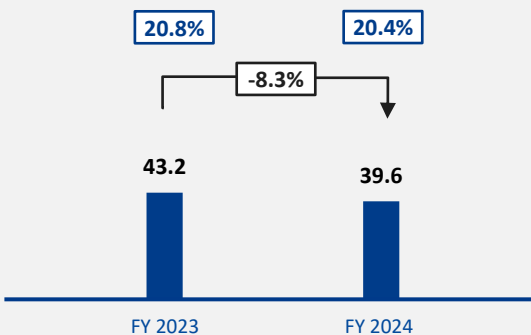
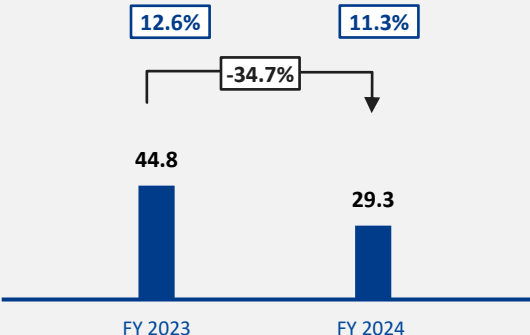
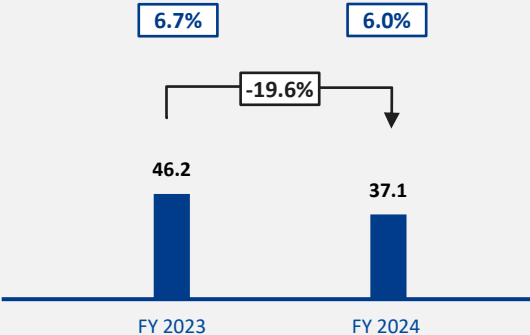
Sales (€m)

Reported Growth
Organic



Adj. EBIT (€m)

Adj. EBIT margin (%)
Adj. EBIT growth (%)





2024

OUTLOOK 2024 ACHIEVED



Sales	-15% decline y-o-y (+/- 2.5pp); (2023: €1,250m)	✓ -14.4% to €1,069m
Adj. EBIT	Low double-digit decline y-o-y, trailing sales (2023: €141m)	✓ -19.8% to €113m
Adj. EBIT margin	Between 10.5% - 11.0% (2023: 11.3%)	✓ 10.6%
Capex (in % of sales) ¹	Approx. 2.5% - 2.9% of sales (2023: 2.5%)	📊 3.1%
Working Capital	Below 19% from sales (2023: 18.0%)	✓ 15.3%

1: Excluding M&A





JOST



2025 OUTLOOK

MARKET DEVELOPMENT EXPECTATIONS FOR 2025 (INDUSTRY VOLUME)



	TRUCK	EMEIA	AMERICAS	APAC
		0 – 5 % → Demand stable on prior's year level with slight positive momentum expected in H2	(10) – (5) % → Decline in class 8 demand specially during H1, expected to be partially offset during H2	5 – 10 % → Indian and Chinese market expected to profit from incentives to boost manufacturing activity.
		5 – 10 % → Market should start recovering after two very weak years, as fleets need to replace equipment grows.	0 – 5 % → Trailer demand expected to remain on prior year's level, with slight increase in H2	5 – 10 % → India expected to increase due to government incentives, while rest of Asia will profit from economical driven demand
		0 – 5 % → Demand for agricultural tractors expected to start picking up as market uncertainties ease.	(5) – 0 % → Demand for agricultural tractors in light and medium HP segment expected to remain on prior year's level.	0 – 5 % → Demand for agricultural tractors expected to remain stable or increase slightly compared to 2024.
		0 – 5 % → Demand for construction equipment expected to pick up slightly with upside potential if infrastructure investment grow	(5) – (0) % → Lower demand for new equipment in North America. Slight decrease of activities in South America after strong 2024.	0 – 5 % → Infrastructure investments in India and Pacific region should support demand picking up, while China expected to stagnate.

Note: Market estimates based on LMC, Clear Consulting, ACT, OEM announcements, JOST estimates (as of March 2025)



2025 OUTLOOK

OUTLOOK FOR 2025



Sales

Up by 50% to 60% vs. prior year
(2024: €1,069m)

Adj. EBIT

Up by 25% to 30% vs. prior year
(2024: €113m)

Adj. EBITDA

Up by 25% to 30% vs. prior year
(2024: €148m)

Capex (in % of sales) ¹

Approx. 2.9% of sales
(2024: 3.1%)

Working Capital

Below 18.5% of sales
(2024: 15.3%)

1: Excluding M&A

UPCOMING INVESTOR EVENTS

March 26, 2025	Publication of Annual Group Report 2024
April 2, 2025	Metzler Small Cap Days 2025, Germany
May 8, 2025	Annual General Meeting 2025
May 15, 2025	Publication of Q1 2025 Interim Report
Aug 14, 2025	Publication of Q2 2025 Interim Report
Nov 13, 2025	Publication of Q3 2025 Interim Report

INVESTOR RELATIONS CONTACT

ROMY ACOSTA

Head of Investor Relations

E-MAIL: romy.acosta@jost-world.com

PHONE: +49-6102-295-379

FAX: +49-6102-295-661

JOST Werke SE

SIEMENSSTRASSE 2
63263 NEU-ISENBURG
GERMANY

WWW.JOST-WORLD.COM



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