PUBLICATION OF RESULTS Q1/2026

Bergheim, April 2026

TRUE GLOBAL PLAYER WITH EUR 2.34 BILLION REVENUE IN 2025

STRONG GLOBAL PRESENCE

Engineering and technology centers worldwide

Comprehensive sales and service network worldwide

30 production sites worldwide

Around 12,000 employees end of 2025[1)]

[1)] Excluding equity investments and excluding temporary workers

A LEADING GLOBAL TECHNOLOGY COMPANY WITH GROWTH AND EARNINGS POTENTIAL

EQUITY STORY: WHAT MAKES US STAND OUT

A TECHNOLOGY AND INDUSTRY LEADER

PALFINGER creates added value for its customers every day with smart lifting solutions

RESILIENCE

Broad product portfolio, global presence, industry diversity, and consistent implementation of local value creation

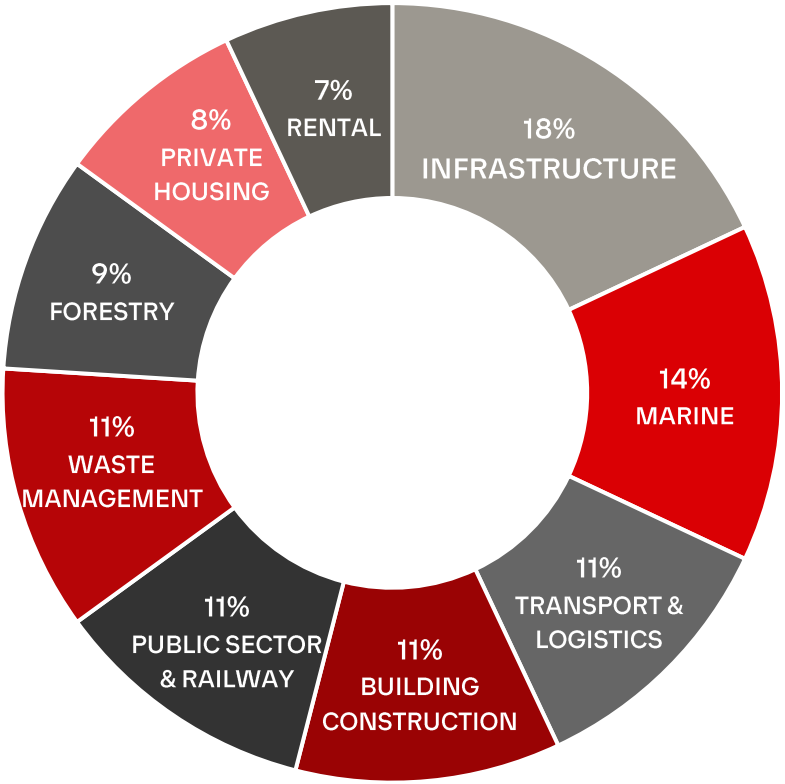
GROWTH

Momentum in Europe, focus on growth markets, NAM, APAC, and MARINE, as well as the service segment

EARNINGS POTENTIAL

Significant potential for increased profitability through digitalization, standardization, and footprint optimization

RESILIENCE THROUGH INDUSTRY DIVERSITY

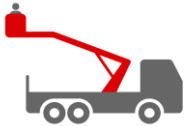


WE HAVE A SOLUTION
FOR EVERY CUSTOMER NEED

Loader Cranes

Timber and Recycling

Service Cranes



Aerial Work Platforms

Hookloaders Skiploaders

Truck Mounted Forklifts

Railway Systems

Tail Lifts

Digital Solutions

Marine Cranes

Offshore Cranes

Wind Cranes

Boats and Davits

Winches, Lifting and Handling Equipment

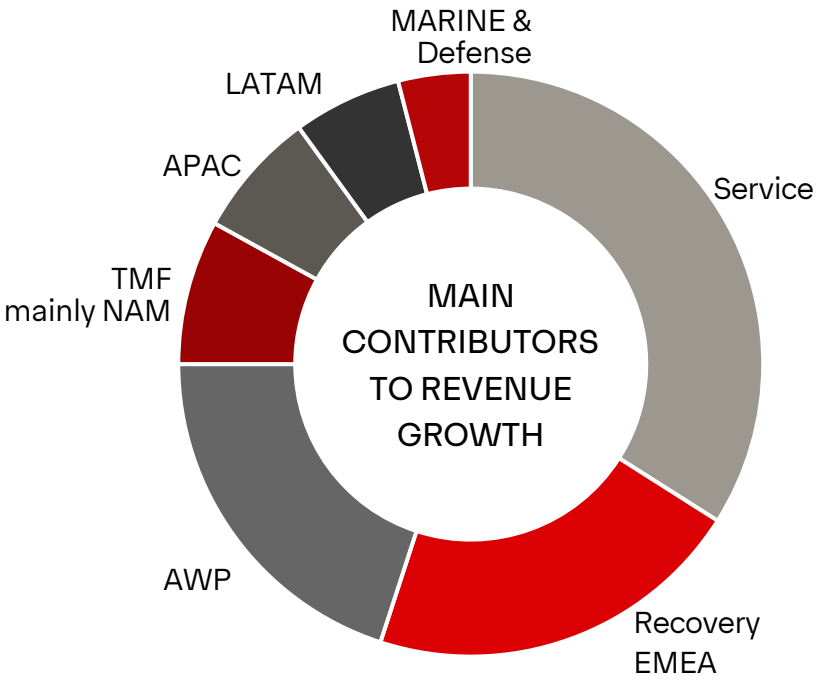
Slipway Systems

OUR "REACH HIGHER" - STRATEGY 2030+ IS BASED ON THREE STRATEGIC DIRECTIONS

LIFTING CUSTOMER VALUE	BALANCED PROFITABLE GROWTH	EXECUTION EXCELLENCE
↗ Customer-focused technology and market leader	↗ Business expansion service and spares	↗ Supply chain optimization
	↗ Aerial work platforms as additional core pillar	↗ Process, system & data optimization

↗ Total of 18 programs to drive future growth and profitability

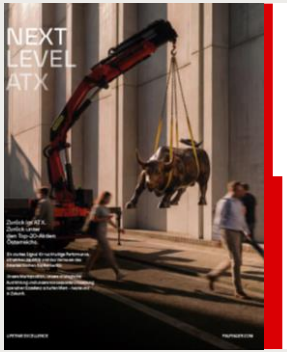
MAIN DRIVERS OF REVENUE GROWTH IN THE STRATEGY 2030+



Q1/2026 WITH PROFITABLE GROWTH, GLOBAL PRESENCE, AND INNOVATION

Profitable Growth

Revenue: EUR 561.5 million
EBIT: EUR 41.3 million
Net result: EUR 24.6 million

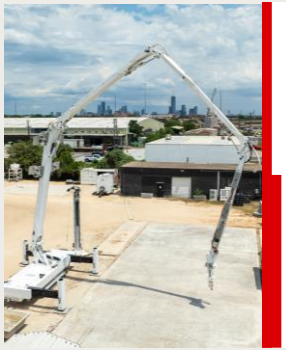


Inclusion in the ATX

Re-entry into the leading Austrian index as of 03/23/2026

Conexpo USA

Focus on innovation and customer proximity with new technologies and integrated lifting solutions

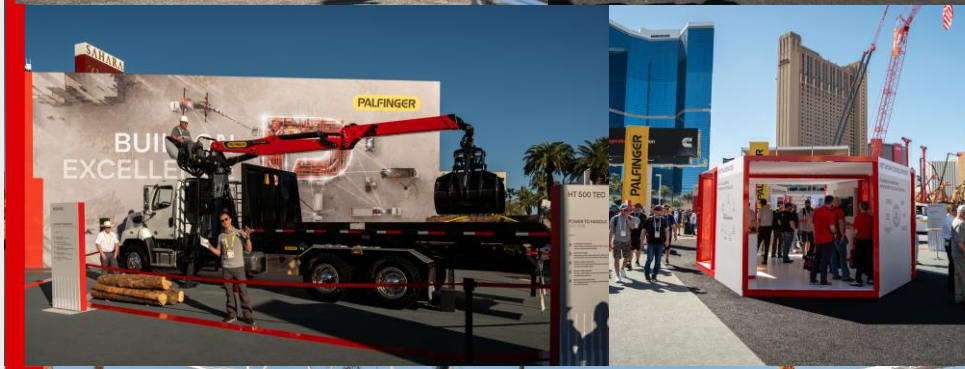


Collaboration with ICON

Robot-assisted 3D printing with PALFINGER's lifting solutions and expertise in XXL robotics

CONEXPO 2026 LARGEST CONSTRUCTION TRADE FAIR IN AMERICA

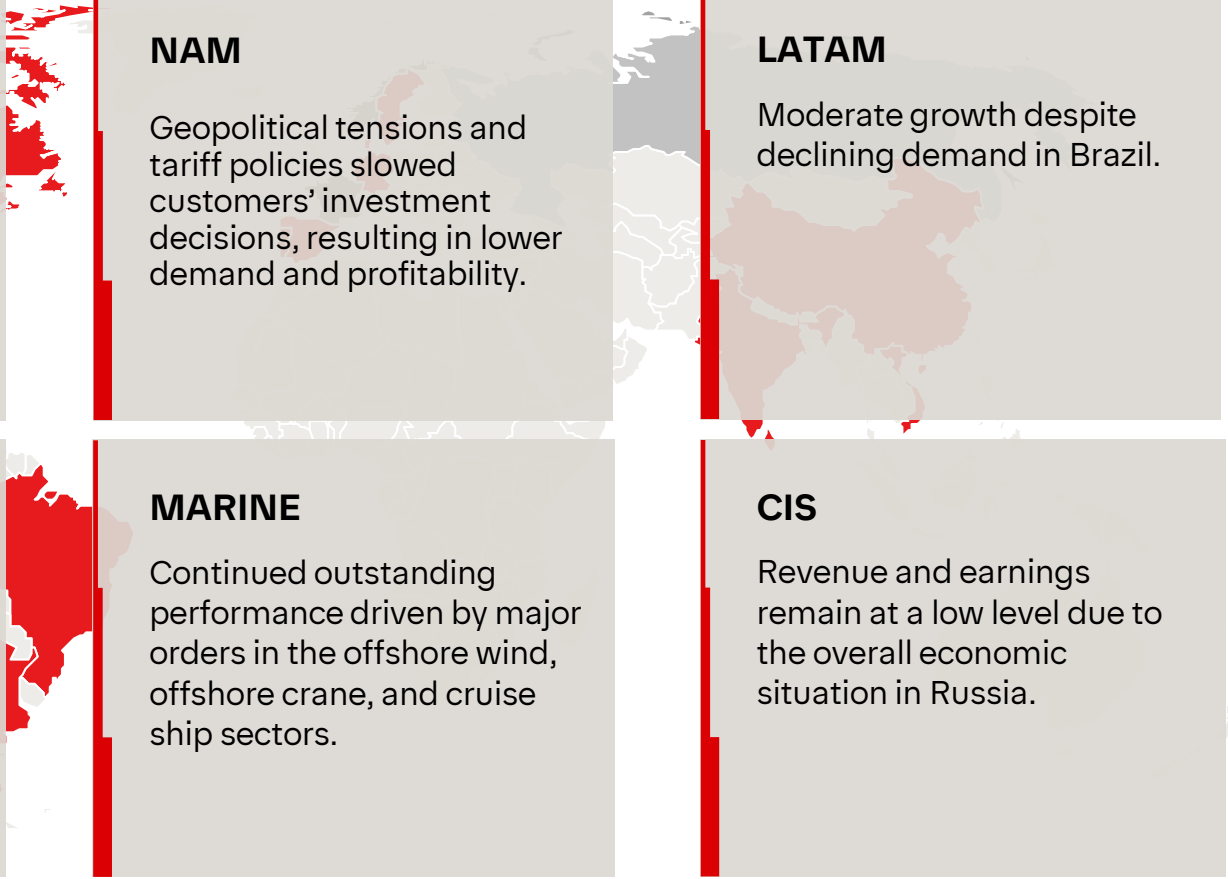
- March 3 to 7, 2026 in Las Vegas
- 140,000 registered visitors
- 33,500 visitors to the PALFINGER booth
- Presentation of all 6 NAM product lines
- First look at 4 new innovations



TECHNOLOGY
COOPERATION WITH ICON

- ICON headquartered in Austin, Texas, founded in 2017, currently 400 employees
- Robot-assisted 3D printing in the construction industry
- Expansion of expertise in XXL robotics and digital manufacturing
- Growth potential in construction, automation and industrial production

DIVERSE DEVELOPMENT OF REGIONAL MARKETS



EMEA

An improved market environment was reflected in significantly higher revenue and earnings.

NAM

Geopolitical tensions and tariff policies slowed customers' investment decisions, resulting in lower demand and profitability.

LATAM

Moderate growth despite declining demand in Brazil.

APAC

India is the growth driver in the region, while the Chinese market remains soft.

MARINE

Continued outstanding performance driven by major orders in the offshore wind, offshore crane, and cruise ship sectors.

CIS

Revenue and earnings remain at a low level due to the overall economic situation in Russia.

REVENUE GROWTH IN EMEA AND MARINE
MORE THAN COMPENSATES DECLINES IN NAM AND CIS

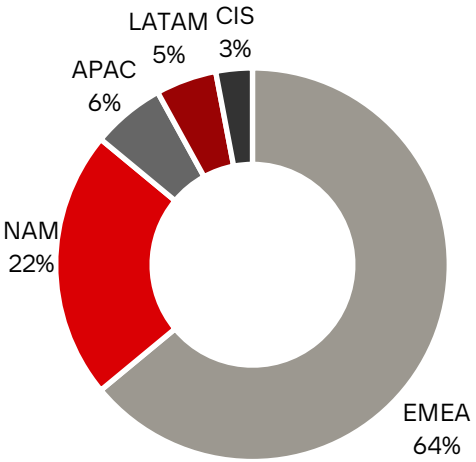
In EUR million	Q1/2024	Q1/2025	Q1/2026	Δ %
External revenue	513.3	495.2	**506.2**	+2.2%
EBITDA	64.6	58.4	**54.5**	-6.7%
EBIT	59.6	53.0	**46.6**	-12.1%
EBIT margin	11.6%	10.7%	**9.2%**	–

In EUR million	Q1/2024	Q1/2025	Q1/2026	Δ %
Order book	1,161	1,032	**1,002**	-2.9%
Service revenue share	17.6%	19.6%	**17.4%**	–

IMPROVEMENT IN REVENUE AND PROFITABILITY

In EUR million	Q1/2024	Q1/2025	Q1/2026	Δ %
Revenue	578.5	552.5	**561.5**	+1.6%
EBITDA	76.6	63.0	**65.7**	+4.3%
EBIT (operating result)	54.7	40.1	**41.3**	+3.0%
EBIT margin	9.5 %	7.3 %	**7.4 %**	–
Consolidated net result	32.5	22.0	**24.6**	+11.8%

Revenue distribution by region Q1/2026



In accordance with IFRS, slight rounding differences possible.

FCF TARGET > EUR 100 MILLION FOR THE FULL YEAR

In EUR million	03/31/2024	03/31/2025	03/31/2026
EBTDA	**66.7**	**54.4**	**60.2**
+/- non-cash income from at-equity companies	1.0	1.2	4.3
+/- change in working capital	-44.3	-11.6	-48.0
+/- cash flow from tax payments	-11.0	-7.6	-3.8
Cash flow from operating activities	**12.4**	**36.4**	**12.7**
+/- cash flow from investing activities	-36.2	-22.7	-37.6
Cash flow after changes in working capital and investments	**-23.7**	**13.7**	**-24.9**
+/- cash flow from interest on borrowings adjusted for tax expenditure	8.0	7.1	5.7
Free cash flow	**-15.7**	**20.7**	**-19.2**

In accordance with IFRS, slight rounding differences possible.

MASSIVE IMPROVEMENT IN BALANCE SHEET RATIOS, GEARING ABOVE 50 PERCENT FOLLOWING SALE OF TREASURY SHARES

In EUR million	03/31/2024	03/31/2025	03/31/2026
Equity	739.2	806.0	**948.7**
Equity ratio	33.9%	36.3%	**43.8%**
Gearing	94.5%	79.4%	**51.8%**
Net debt/EBITDA	2.25	2.43	**1.81**
ROCE*)	11.5%	9.2%	**9.5%**

*) 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

NET FINANCIAL DEBT IMPROVES BY AROUND EUR 150 MILLION

In EUR million	03/31/2024	03/31/2025	03/31/2026
Financial liabilities (FV)[1)]	806.7	799.4	**581.8**
Avg. interest debt[2)]	4.20%	3.63%	**3.74 %**
Avg. remaining term debt	4.07 years	3.18 years	**3.24 years**
Net debt	698.5	639.7	**491.5**

[1)] Including EUR 70.7 million leasing liabilities according to IFRS 16 (03/2025: EUR 56.8 million)
[2)] Excluding foreign currency hedging costs.
In accordance with IFRS, slight rounding differences possible.

OUTLOOK 2026

- For the **first half of the year**, development is expected to be **slightly above the prior year** level.
- We are also aiming for **revenue and EBIT above the previous year's** level in the **second half of 2026**.
- The goal is to achieve **another of the most successful years** in the company's history.
- The achievement of our financial targets by 2027 depends on a further **recovery in Germany** and an **upswing in the United States** in Q2.

ACHIEVE AMBITIOUS FINANCIAL TARGETS 2030 WITH "REACHHIGHER"

More than
EUR 3 billion
Revenue through organic growth

12%
EBIT margin

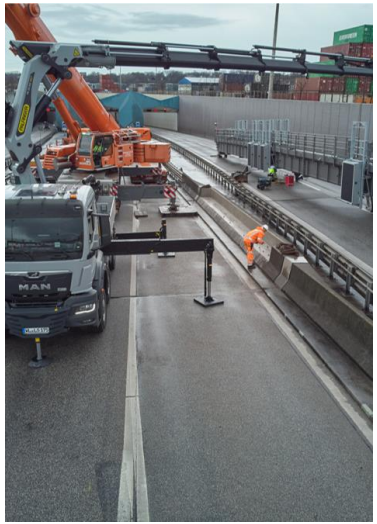
15%
ROCE

↗ **#1**
FOR CRANE AND LIFTING SOLUTIONS

MAJOR INVESTMENT PROGRAMS CREATE SIGNIFICANT OPPORTUNITIES FOR PALFINGER

→ Overall investment needs of EUR 3,700 bn in Germany until 2035 [1)]

→ EU infrastructure investment gap EUR 500-800 bn p.a. [1)]



→ USA Stargate Project USD 500 billion

→ Reconstruction of Ukraine EUR 500 billion

[1)] Source: Raiffeisen Research – Infrastructure Investments as a Key Driver for the European Recovery, presentation by Gunter Deuber, Zürs Conference, April 2026.