



First Quarter Results 2018

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1. Highlights Q1 2018

2. Detailed results review

3. Market outlook

4. Company outlook

5. Q&A

Appendix

Group sales grew by 9.8% in constant currency (5.4% on reported basis)

Reported group sales grew to €190.2m (Q1 17: €180.5m)

- ✓ Sales in Europe up by 7.1% to €123.9m – growth supported by strong demand in trucks and trailers
- ✓ North America sales significantly up by 18.0% in US\$ terms – driven by underlying market growth and further market share gains. Reported US sales on euro basis up by 2.3% to €30.7m
- ✓ Sales growth in APA up by 10.4% in const. currency – solid market demand for quality products. Reported sales in APA on euro basis up by 2.3% to €35.6m

Adjusted EBIT increased by 5.5% to €23.7m (Q1 17: €22.5m)

- ✓ Group margin improved by 10bp to 12.5% (Q1 17: 12.4%)

Net earnings quadrupled to €12.0m (Q1 17: €3.0m)

- ✓ Leverage improved to 1.16x
- ✓ Liquid assets grew to €68.4m (Q1 2017: €57.5m)
- ✓ Reported earnings per share (EPS) quadrupled to €0.81 (Q1 17: €0.20)

2018 forecast confirmed: Mid-single digit organic sales and adj. EBIT growth expected

1. Highlights Q1 2018

2. Detailed results review

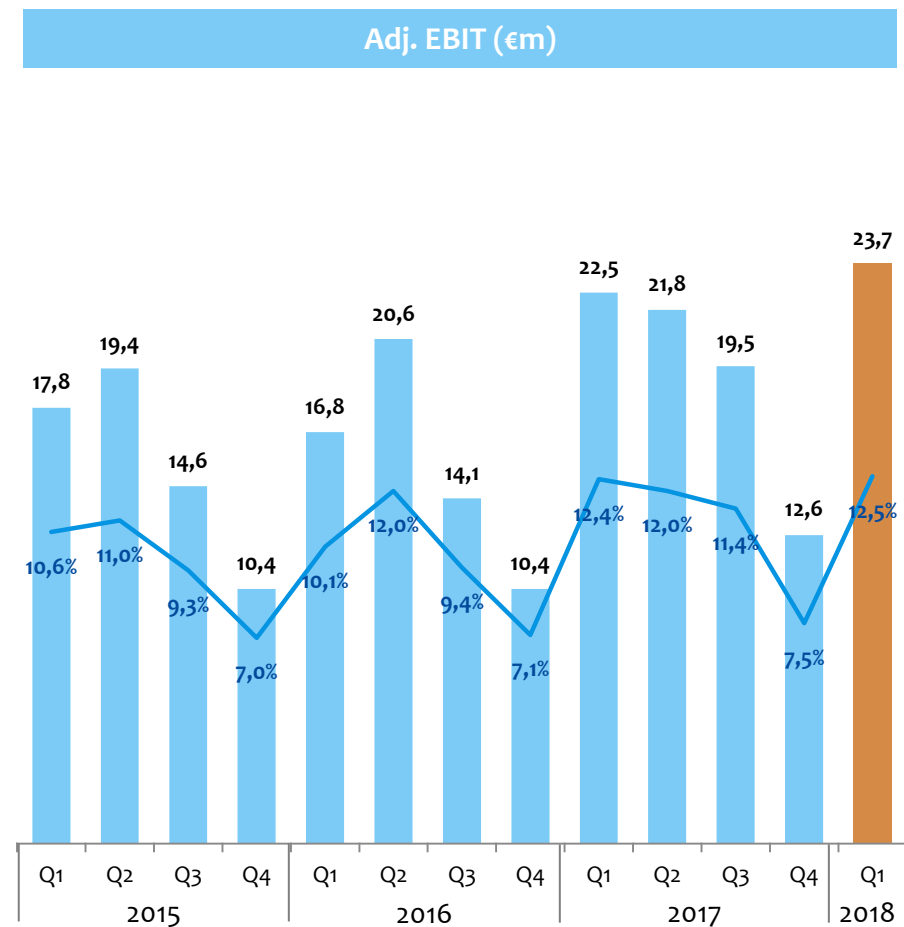
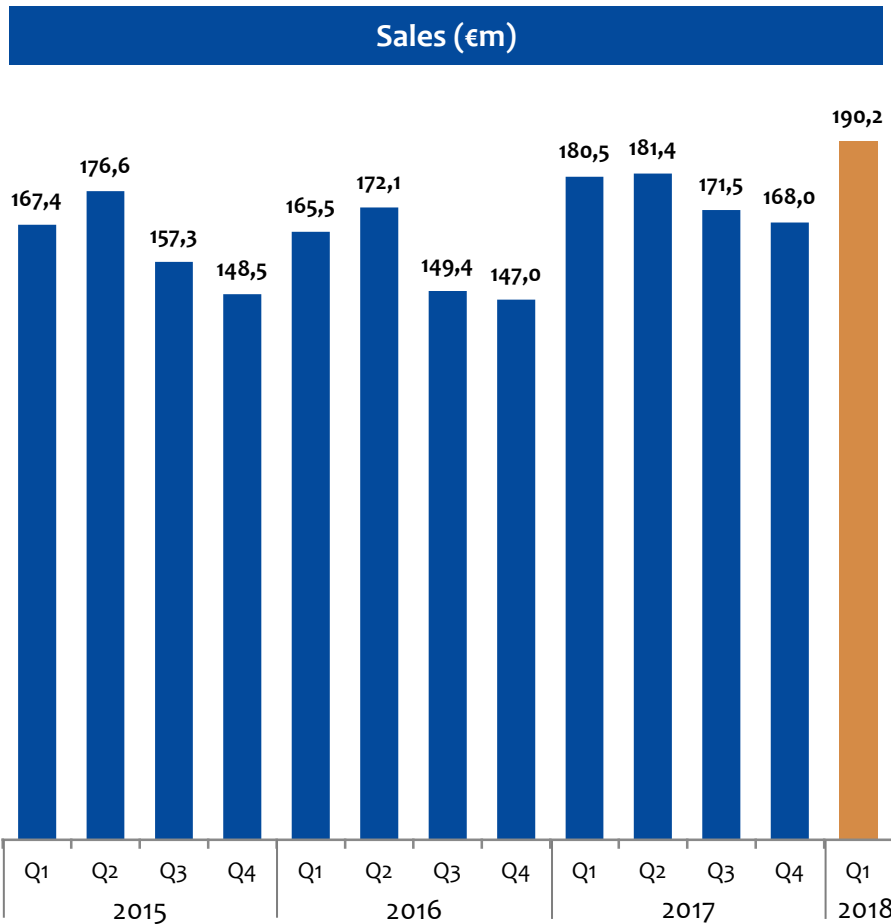
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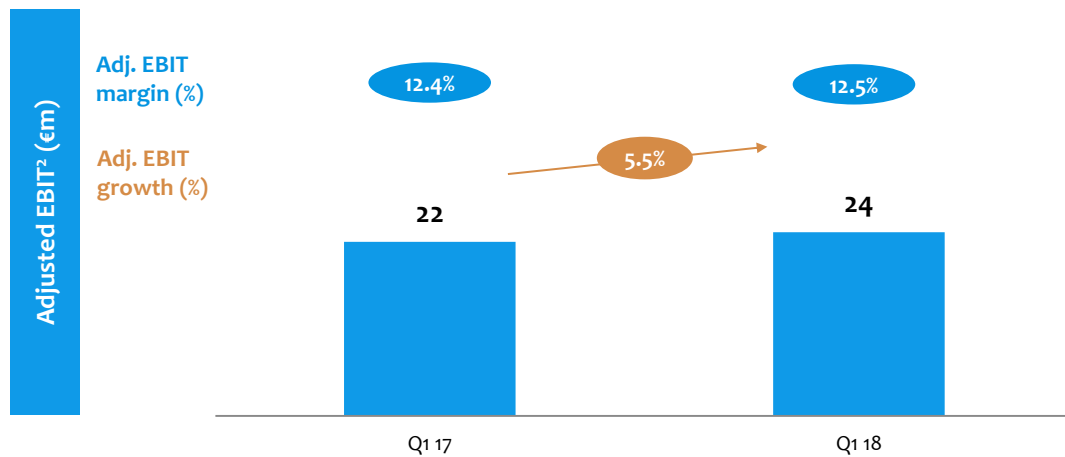
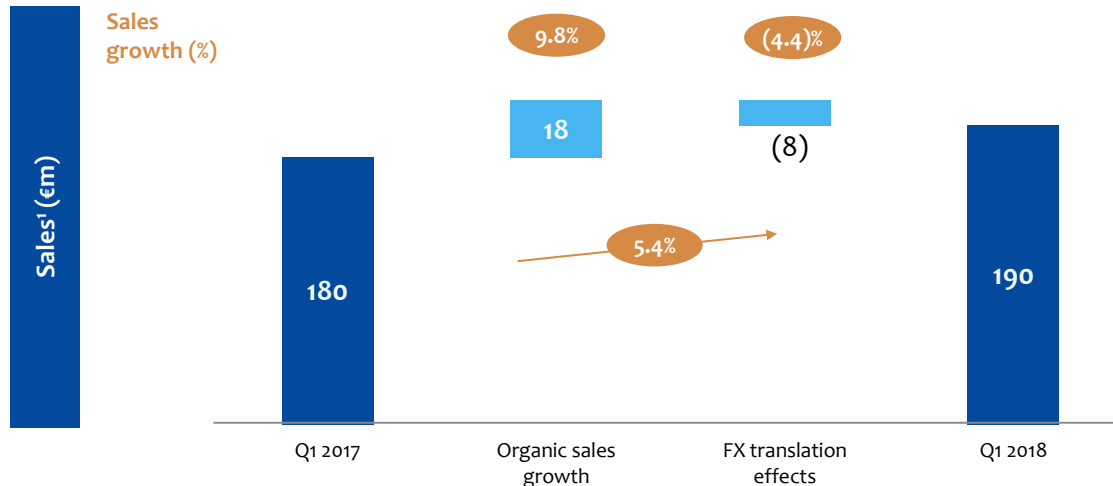
Appendix

Group's sales and adjusted EBIT by quarter



Record Q1 results for sales and operating earnings on the back of strong demand for trucks and trailers boosted by additional market share

Group – Record Q1 sales and strong earnings despite headwinds



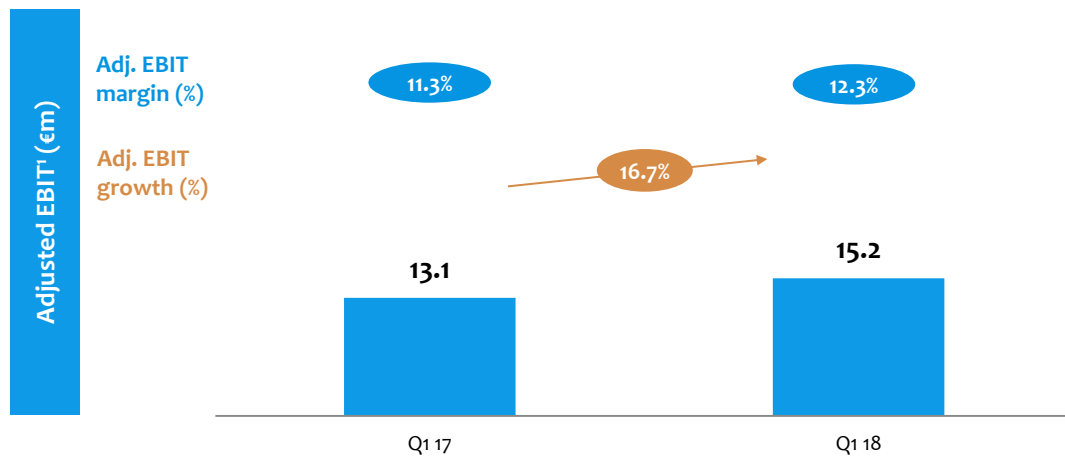
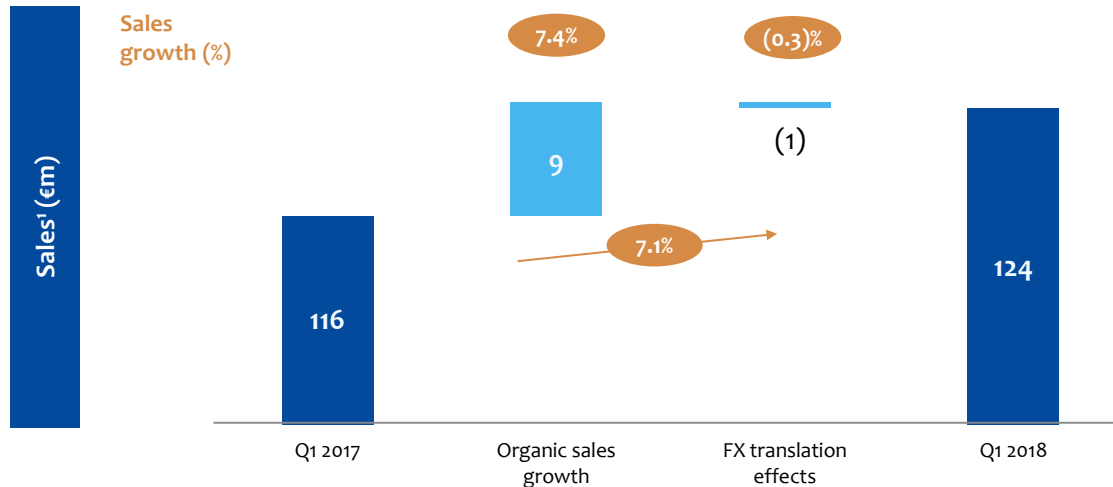
Key highlights

- ❖ Strongest Q1 in JOST's history. Prior year sales exceeded in all regions
- ❖ Growth driven by strong demand in Europe, market share gains in North America and good APA performance following strong growth in 2017
- ❖ Adj. EBIT grew by 5.5% resulting in margin expansion to 12.5%
- ❖ Efficiency improvements and positive operating leverage compensated headwinds from raw material price increases and wage inflation

¹ Reported sales figures do not include sales of Brazil JV

² Operating profit adjusted for PPA effects and exceptionals

Europe – Strong sales growth and improved margins

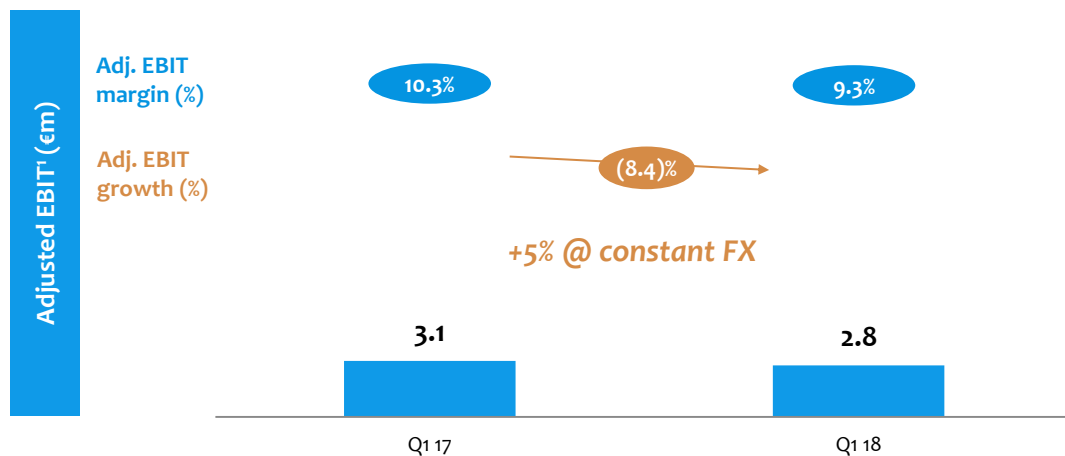
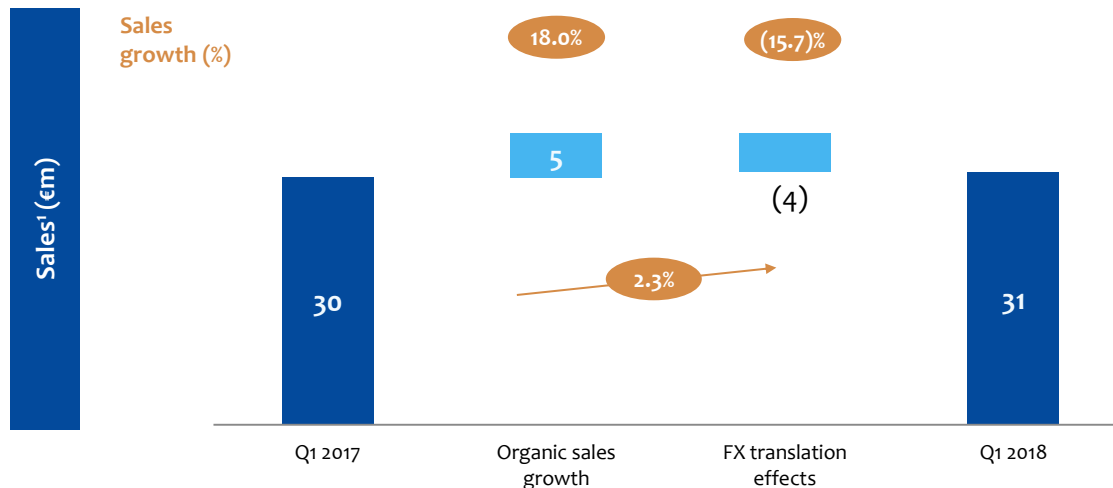


Key highlights

- ❖ Strong sales growth in trucks and trailers, continuation of strong market momentum from Q4 2017
- ❖ Adj. EBIT grew by 16.7% vs. previous year
- ❖ Margin improvement by 100 bp to 12.3%
- ❖ Positive operating leverage from higher business volume and further improvements from efficiency measures introduced in the previous year

¹Operating profit adjusted for PPA effects and exceptionals

North America – Accelerated organic sales growth and market share gains

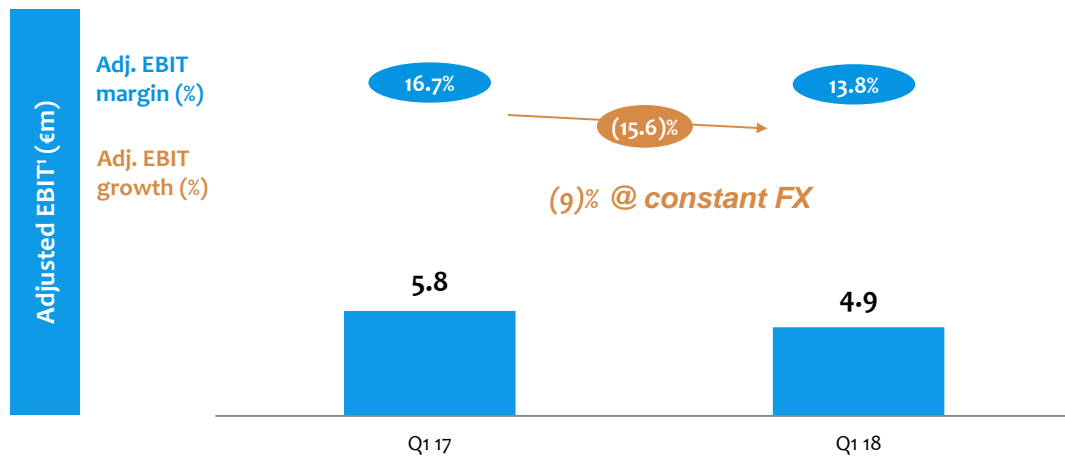
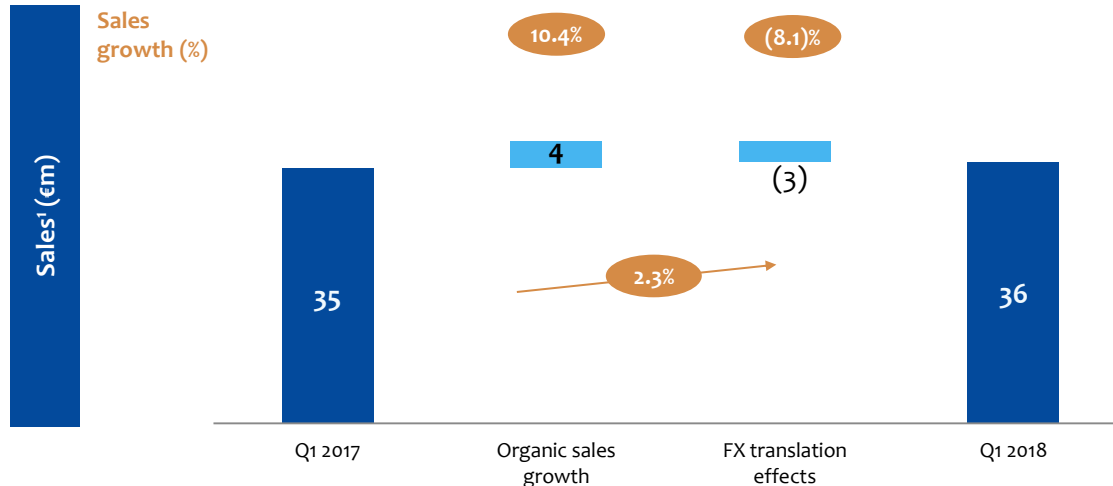


Key highlights

- ❖ 18% sales growth driven by increased truck production in Q1 and market share gains, as well as solid trailer markets
- ❖ Headwind from currency effects (-16% translational FX)
- ❖ Adj. EBIT growth slower than sales due to
 - ❖ Raw material price increases
 - ❖ Higher costs for recruitment and training of additional staff (higher activity level)
- ❖ Adj. EBIT fell by 8.4% vs. prior year but grew 5% at constant currency

¹Operating profit adjusted for PPA effects and exceptionals

APA – Solid demand for JOST products



Key highlights

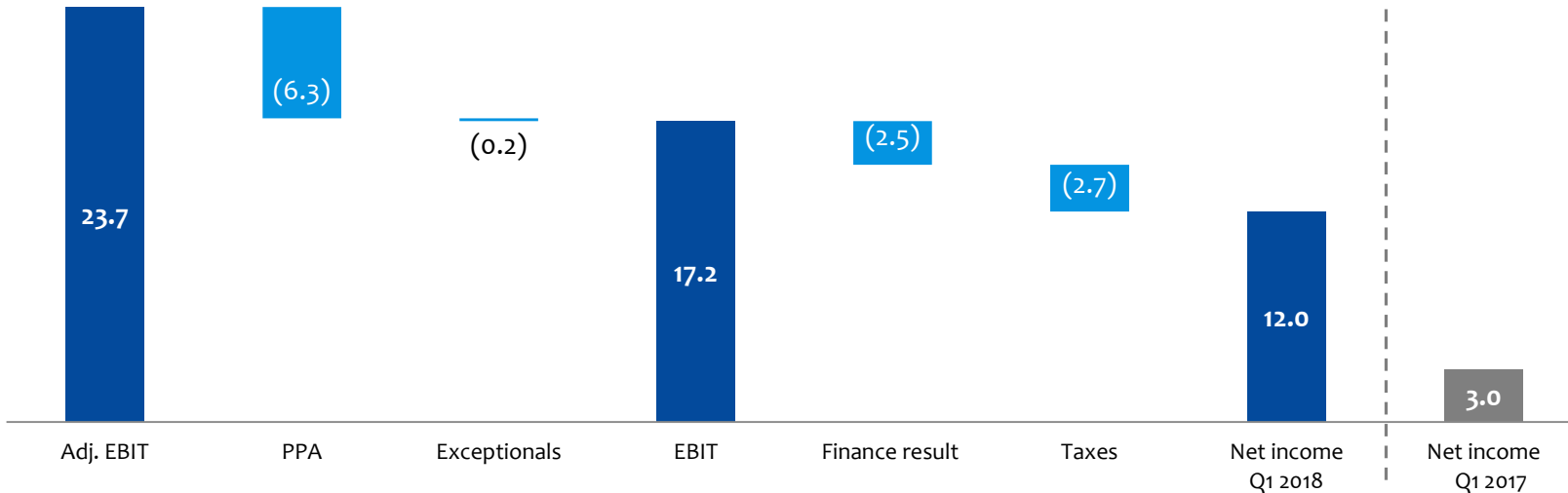
- ❖ Strong APA sales performance in Q1 (+10% at const. fx) following 42% sales growth in Q1 2017
- ❖ Adj. EBIT down to €4.9m
- ❖ Reduction in EBIT-margin mostly driven by significant increases in raw material prices and start-up costs following the production relocation of trailer products from Shanghai to existing plant in Wuhan in Q4 17

¹Operating profit adjusted for PPA effects and exceptionals

Significant improvements of net income and EPS



Reconciliation of adjusted earnings



Key highlights

- ❖ Adjustments to EBIT mainly from amortization of PPA (non-operating)
- ❖ Exceptionals mostly associated to the relocation of production from Shanghai to Wuhan in China
- ❖ Financial result improved significantly amounting to €-2.5m, vs. €-8.7m in the prior year. Mostly due to the reduction of interest payments as a result of successful deleveraging and refinancing in 2017.

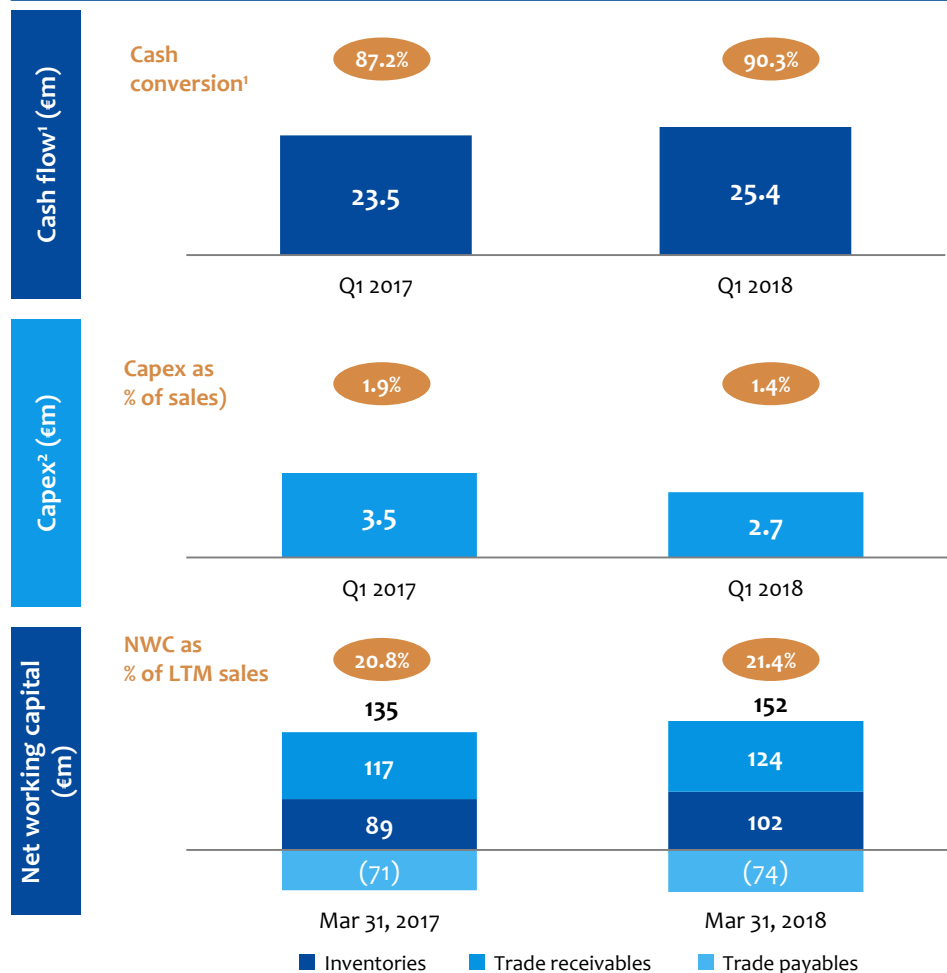
Net income quadrupled to €12.0m (Q1 2017: €3.0m)

Earnings per share rose to €0.81 (Q1 2017: €0.20)

Cash conversion improved. NWC impacted by growing sales volumes.



Key financials overview



Key highlights

- ❖ Cash conversion improved further
- ❖ Some investments were already realized in Q4 2017. Thus capex lower than in previous year.
- ❖ Higher working capital due to increased sales volume. Inventory and Trade receivables grew as a result of higher activity levels.
- ❖ NWC as % of sales expected to be below 20% over the course of the year. Due to seasonality, Q1 levels tends to be higher.

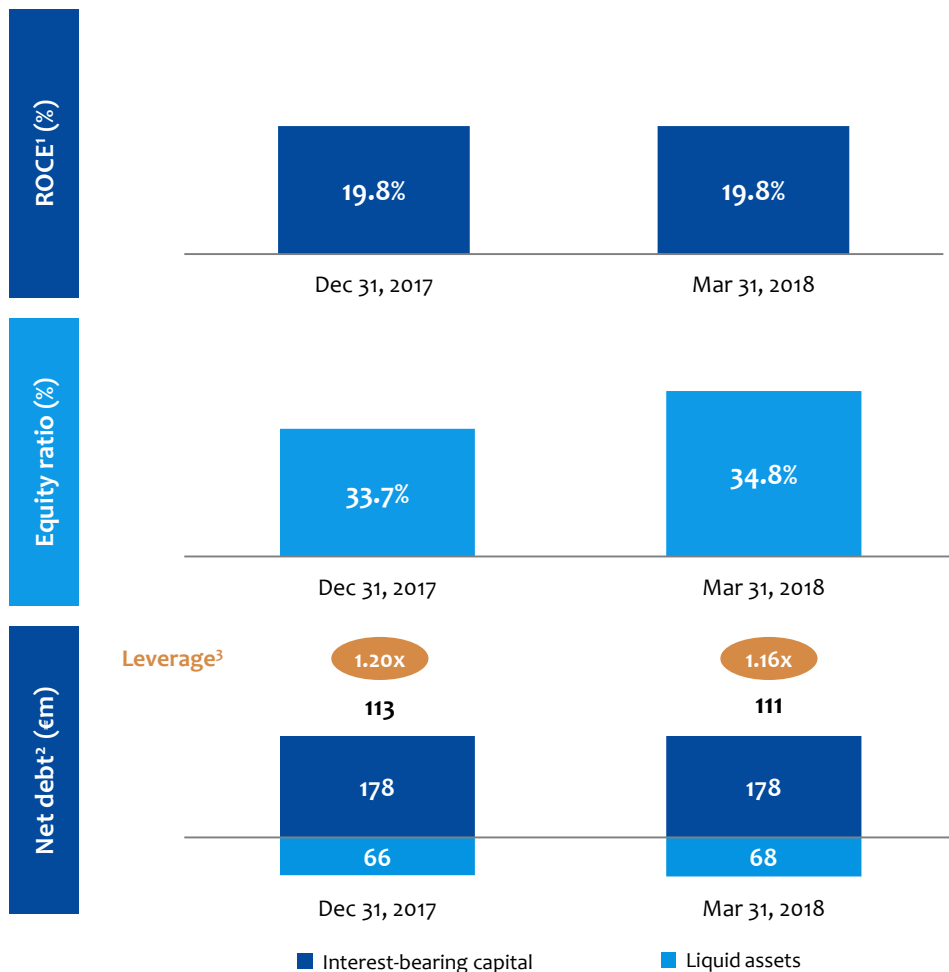
¹ Cash flow defined as adjusted EBITDA – capex; cash conversion defined as (adjusted EBITDA – capex)/adjusted EBITDA

² Capex calculated as payments to acquire property, plant and equipment as well as intangible assets

Increase in equity ratio and cash, ROCE stable



Balance sheet overview



Key highlights

- ❖ ROCE stable at 19.8%
- ❖ Equity ratio further improved to 34.8% as a result of net income generated in Q1 2018
- ❖ Leverage improved to 1.16x
- ❖ Net debt reduced to €111.0m
- ❖ Liquid assets grew to €68.4m

¹ ROCE=LTM adj. EBIT / interest bearing capital employed (interest bearing capital: equity + financial liabilities – cash + provisions for pensions)

² Net debt = Interest-bearing capital (excl. refinancing costs) – liquid assets

³ Leverage = Net debt/LTM adj. EBITDA

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Market outlook 2018



	Europe	North America	APA
Truck	<p>0-3%</p>	<p>25-30%</p>	<p>(15)-(10)%</p>
	Stable on high level	Accelerated strong growth	Correction expected following massive growth in 2017
Trailer	<p>(2)-0%</p>	<p>5-7%</p>	<p>(10)-(5)%</p>
	Cyclical correction expected following strong growth which carried on into first months of 2018	Sound demand	Slowing market following strong increase in recent years

Note: JOST estimates based on Berger, LMC, Clear, FTR

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Q2 2018 observations



- ❖ Ramp-up costs from relocation of trailer parts production from Shanghai to Wuhan to be phased out in Q2.

- ❖ Expansion of geographic footprint to better serve local demand from existing customers and create further sales opportunities going forward
 - ❖ Production in Turkey to commence in H2 2018
 - ❖ New subsidiaries in Thailand and New Zealand founded to strengthen local presence in those regions

- ❖ Increasing headwinds from wage inflation & higher raw material prices

- ❖ Intention to take advantage of the currently favourable debt capital markets to secure a more flexible and long-term financing at improved conditions.

Outlook 2018 confirmed



	FY 2017 (€m)	Outlook 2018
Sales	701	Mid single digit growth
Adjusted EBIT	76	Mid single digit growth
Capex ¹ (% of sales)	19 (2.7%)	~2.5% of sales
Net working capital (% of sales)	130 (18.6%)	<20%
Leverage ²	1.2x	~ 1.0x

¹ Capex calculated as payments to acquire property, plant and equipment as well as intangible assets

² Excluding potential acquisitions

2018

May

24

Publication of Q1 2018 Results

June 6

dbAccess Berlin Conference

June 21

Warburg Highlights, Hamburg

August

28

Publication of H1 2018 Results

November

22

Publication of 9M 2018 Results

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Reconciliation of earnings



(€m)	January 1 – March 31, 2018 Unadjusted	Exceptional (stock listing and other)	PPA depreciation and amortization	Adjustments, total	January 1 – March 31, 2018 Adjusted
Sales revenues	190.2			-	190.2
Cost of sale	(137.7)			-	(137.7)
Gross profit	52.5			-	52.5
Selling expenses	(21.5)		6.4	6.4	(15.1)
thereof: D&A of assets	0			-	0
Research and development expenses	(3.1)			-	(3.1)
Administrative expenses	(11.5)	0.1		0.1	(11.4)
Other income / (expenses)	0.0	(0.0)		(0.0)	0.1
Share of JV profit	0.7			-	0.7
Operating profit (EBIT)	17.2	0.1	6.4	6.5	23.7
Net finance result	(2.5)			-	(2.5)
Profit / loss before tax	14.7	0.1	6.4	6.5	21.2
Income taxes	(2.7)			-	(6.4)
Profit / loss after taxes	12.0			-	14.8
Number of shares as of March 31, 2018	14,900,000				14,900,000
Pro forma earnings per share (in €)	0.81				1.00

Key figures – Q1 2018



(€ m)	Q1 2018	Q1 2017	yoy
Sales Europe	123.9	115.7	7%
Sales North America	30.7	30.0	2%
Sales Asia, Pacific and Africa (APA)	35.6	34.8	2%
Sales Group	190.2	180.5	5%
Adjusted EBITDA ¹	28.1	27.0	4%
Adjusted EBIT ¹	23.7	22.5	5%
<i>Adjusted EBIT margin</i>	12.5%	12.4%	0.1 %-points
Net income	12.0	3.0	303%
EPS (€)	0.81	0.20	305%
ROCE ²	19.8%	20.6%	(0.8) %-points
Equity ratio	34.8%	(20.9)%	55.7 %-points
Cash conversion rate ³	90.3%	87.2%	3.1 %-points
Leverage ratio ⁴	1.16x	3.12x	

¹ Operating profit adjusted for PPA effects and exceptionals

² LTM adj. EBIT / interest-bearing capital employed; interest-bearing capital: shareholders' equity + financial liabilities – liquid assets + provisions for pensions

³ Adj. EBITDA – Capex / adj. EBITDA

⁴ Net debt / adj. EBITDA