



ACCELERATING GROWTH

JOACHIM DÜRR (CEO) & ROMY ACOSTA (HEAD OF IR)

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JOST Successfully Advances Corporate Growth Strategy



Strategically compelling M&As to create value and strengthen JOST's global market position



Targeting new regions and new customers with two M&As and one greenfield investment



Expanding JOST's product portfolio and global production footprint in agriculture



Accelerating profitable growth by seizing cross-selling opportunities with local-for-local approach



Acquiring strong industrial know-how and enhancing JOST's financial profile



Crenlo do Brasil



Accelerating Profitable Growth

Acquisitions of Crenlo do Brasil and LH Lift strengthen JOST's growth prospects and meet JOST's strategic and financial M&A criteria



Compelling Strategic Fit

Acquisitions combined with Indian greenfield push JOST's corporate growth strategy forward



Product Portfolio and Customer Expansion

JOST expands its product portfolio and customer list worldwide



Strengthening Market Position

Combined global footprint boosts growth opportunities worldwide and closes white spots



Combining Know-how and Sales Forces

Joint expertise and manufacturing know-how increases added value for JOST and its customers



Improving Financial Profile

New cross-selling opportunities enhance JOST's financial profile

JOST's newest investments further strengthen JOST's strategic position in the global agricultural machinery industry, increasing JOST's value as an international supplier to agricultural OEMs



Immediate Access to the Brazilian Off-Highway and Agricultural Machinery Market

Crenlo do Brasil

Investment Goal:

To develop the South American off-highway market for JOST's products by gaining immediate access to a wide network of blue-chip OEMs in Brazil, further expanding JOST's global customer list



Guaranésia,
Minas Gerais, Brazil

<p>PRODUCTS</p>	 <p>Front loaders</p>  <p>Excavator buckets</p>  <p>Trencher</p>  <p>Cab enclosures</p>
<p>CUSTOMERS</p>	              
<p>STRATEGIC FIT</p>	<ul style="list-style-type: none"> • Efficient manufacturing processes and capacity to rapidly scale up production of JOST's wide range of products for the Brazilian agricultural market • An experienced management team and sales force with +20 years industry experience to develop the Brazilian agricultural machinery market for JOST • Direct access to +30 blue chip OEMs operating in Brazil to expand JOST's current customer network



Highly Complementary Product Portfolio Expansion with Strong Cross-selling Potential

Investment Goal:

To expand product portfolio in agriculture, leveraging joint know-how and sales channels to provide superior services to agricultural OEMs and end-customers worldwide



<p>PRODUCTS</p>	 <p>Three-point linkages</p>  <p>Pick-up hitches</p>  <p>Drawbars</p>  <p>Couplings hooks</p>
<p>CUSTOMERS</p>	 <p>AGCO Your Agriculture Company</p>  <p>VALTRA</p>  <p>MASSEY FERGUSON</p>  <p>JOHN DEERE</p>  <p>ZOOMLION 中联重科</p>  <p>YTO 中国一拖</p>  <p>LOVOL AGRICULTURE CONSTRUCTION</p>
<p>STRATEGIC FIT</p>	<ul style="list-style-type: none"> • Highly complementary product portfolio expansion to generate new cross-selling opportunities in agriculture under the ROCKINGER brand • An experienced engineering team with strong product know-how to grow JOST's R&D expertise • Strong sales synergies with JOST to quickly scale up growth and bring superior services to customers • Consolidation of production plants in Ningbo, China, to generate synergies

Expanding Manufacturing Footprint for Agriculture with JOST's Own Greenfield Production Plant in India

Investment Goal:

To expand JOST's manufacturing footprint in Asia, tapping into the strong growing Indian market, while at the same time widening supplier pool and improving logistic costs for existing products



- First step to **develop the attractive Asian agricultural market**, leveraging the **market expertise of JOST's Indian team** to gain new customers in the region
- Building a **second competitive manufacturing production plant in Asia**, strengthening JOST's **local-for-local approach** and **reducing dependency** from a single country
- Production in India improves group logistics and opens **access to new competitive supplier pool for agriculture**
- Closeness to harbor and well-developed industrial hub in Chennai provides **strong infrastructure** and grants better **access to skilled labor**



Positioning JOST to Capitalize on Strong Industry Fundamentals

ACCELERATING GROWTH IN AGRICULTURE



JOST CURRENT
AGRICULTURAL FOOTPRINT



JOST FUTURE
AGRICULTURAL FOOTPRINT

Expected Market Growth
2023-2028e

+6% CAGR

Brazilian agricultural machinery market

+6% CAGR

APA agricultural machinery market

Sources: Market estimates based on Mordor Intelligence, 2023



Combining Know-how, Manufacturing and Sales Forces to Create Value and Strengthen JOST's Future Success

The combined group brings together:

CUSTOMER FOCUS

- a strong and deeply entrenched long-standing relationship with OEMs worldwide
- a deep understanding of markets and customers needs
- complementary capabilities and product know-how to increase product and service depth, boosting innovation and accelerating international expansion

PRODUCTION EXCELLENCE

- skilled staff, strong engineering capabilities and excellent industrial know-how
- efficient production processes with capacity to rapidly scale manufacturing for JOST's existing and new products
- the ability to replicate JOST's industry-leading earnings through high operational flexibility and synergies in production processes

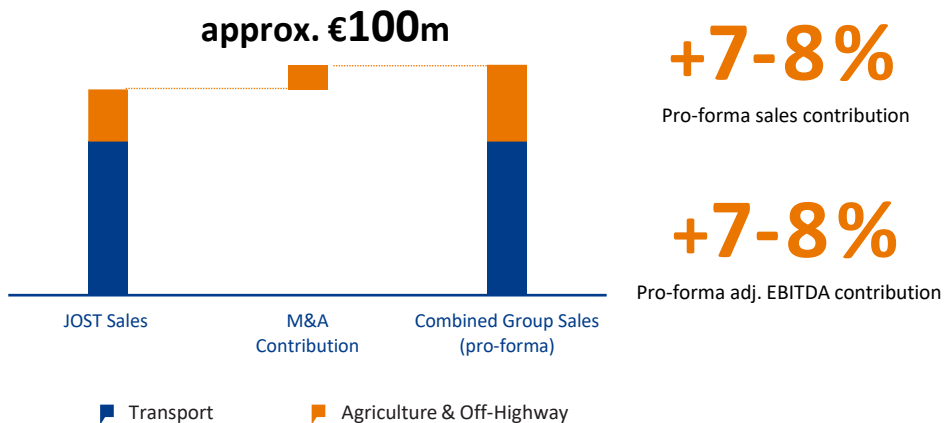
REGIONAL PROXIMITY

- a wide joint global network of customers to boost JOST's international growth
- access to new regions to accelerate the developing of JOST's markets for agricultural products in South America and in Asia, closing regional white spots
- a strong joint global production footprint and supplier network to increase synergies and hedge costs



Improving Financial Profile: New Products and Markets Allow JOST to Tap into Attractive Revenue Pools and Accelerate Profitable Growth

INITIAL FINANCIAL CONTRIBUTION OF M&A TARGETS



KEY HIGHLIGHTS

- In fiscal year 2023, Crenlo do Brasil and LH Lift together are expected to generate sales of about €100m and an adj. EBITDA in the range of €10m and €12m
- The purchase price represents approximately 5.1x adj. EBITDA, based on the mid-point of the 2023e adj. EBITDA range
- After tapping into the expected sales synergies, Crenlo do Brasil and LH Lift will further enhance JOST's financial profile short- to mid-term



Value Accretive Transactions

Product portfolio and customer list enhancement

Production footprint expansion closing regional white spots



Top line synergies through joint sales forces in key markets in South America, Asia and Europe

Excellent operating leverage opportunities through joint operations in Brazil and China



M&A Transaction Details

- Purchase price for Crenlo do Brasil and LH Lift corresponds to a joint enterprise value of €56m.
- The transactions will be financed with existing cash and the partial use of JOST's undrawn credit facility.
- JOST's leverage (currently at 1.18x) will increase slightly after closing, remaining significantly below the 2.0x threshold.
- The new companies are expected to be integrated into JOST's group of consolidated companies as of September 1st, 2023.
- No regulatory issues anticipated.

Executive Summary

JOST successfully advances its corporate growth strategy with two acquisitions and one greenfield investment in agriculture

JOST expands product portfolio with highly complementary products and gains access to new blue-chip OEM customers

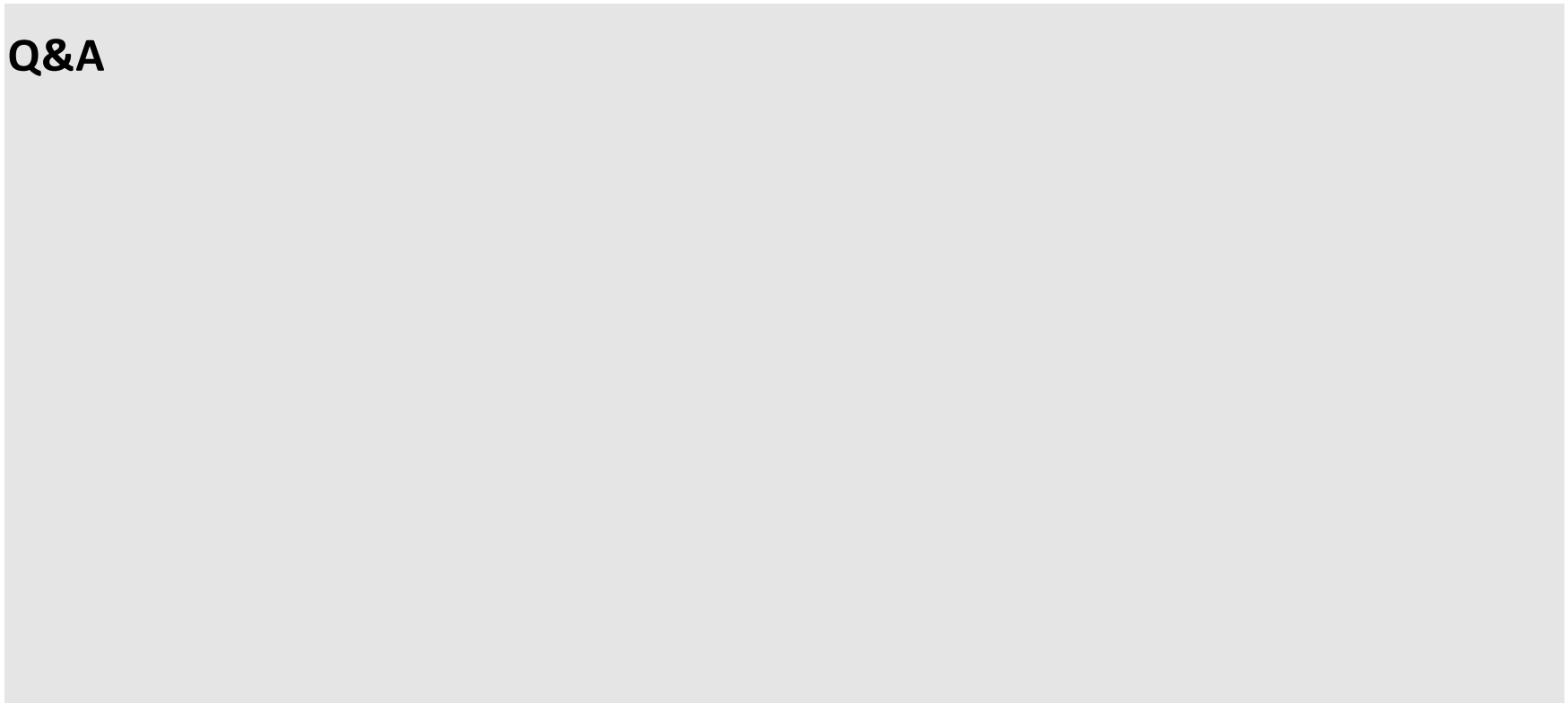
Higher diversification of JOST's global footprint increases group's operational flexibility and broadens its supplier network

Top line synergetic add-ons boost cross-selling potential and close geographical white spots in off-highway markets

Accretive M&A transactions with attractive multiples and ability to accelerate JOST's profitable growth



Q&A



Financial Calendar 2023

Sept 6	Commerzbank and ODDO BHF Corporate Conference, Frankfurt/Germany
Sept 19	Berenberg German Corporate Conference 2023, Munich/Germany
Sept 20	Baader Investor Conference 2023, Munich/Germany
Nov 13	Publication of Q3 2023 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