



**JOST ROCKINGER *TRIDEC***

**ROCKINGER *Quicke***

# **CAPITAL MARKETS DAY 2024**

Ambitions 2030

Joachim Dürr – CEO JOST Werke SE – September 10, 2024



# OUR DRIVING FORCE THE JOST SYSTEM FOR PROFITABLE GROWTH

QUALITY, SAFETY & RELIABILITY



GLOBAL CUSTOMER PROXIMITY



COMMITTED AND SKILLED PEOPLE



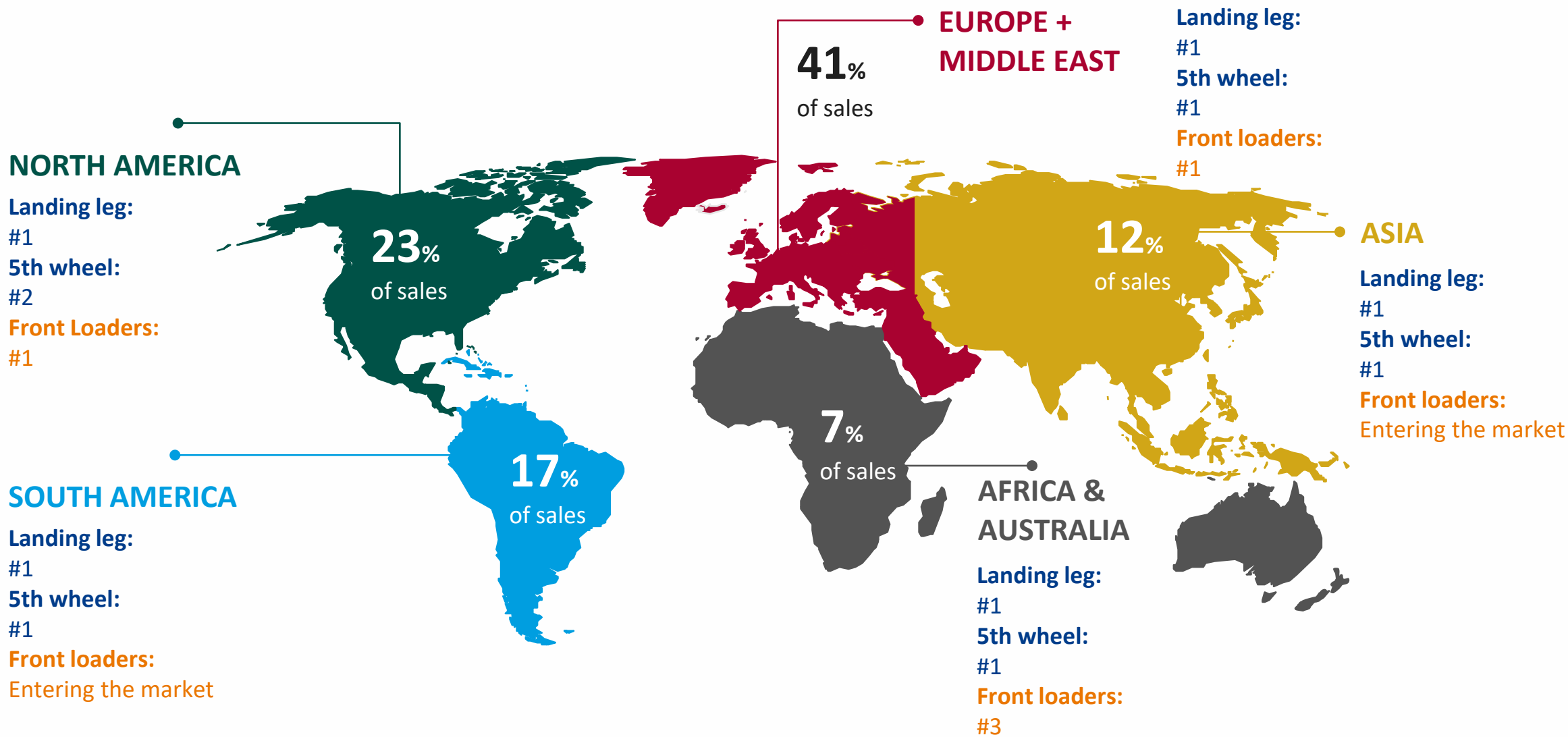
STRONG FLEXIBILITY AND RESILIENCE

With a deep understanding of customers and market needs, JOST has been able to develop and offer the right products across the world, creating value for its customers and actively shaping its success path.

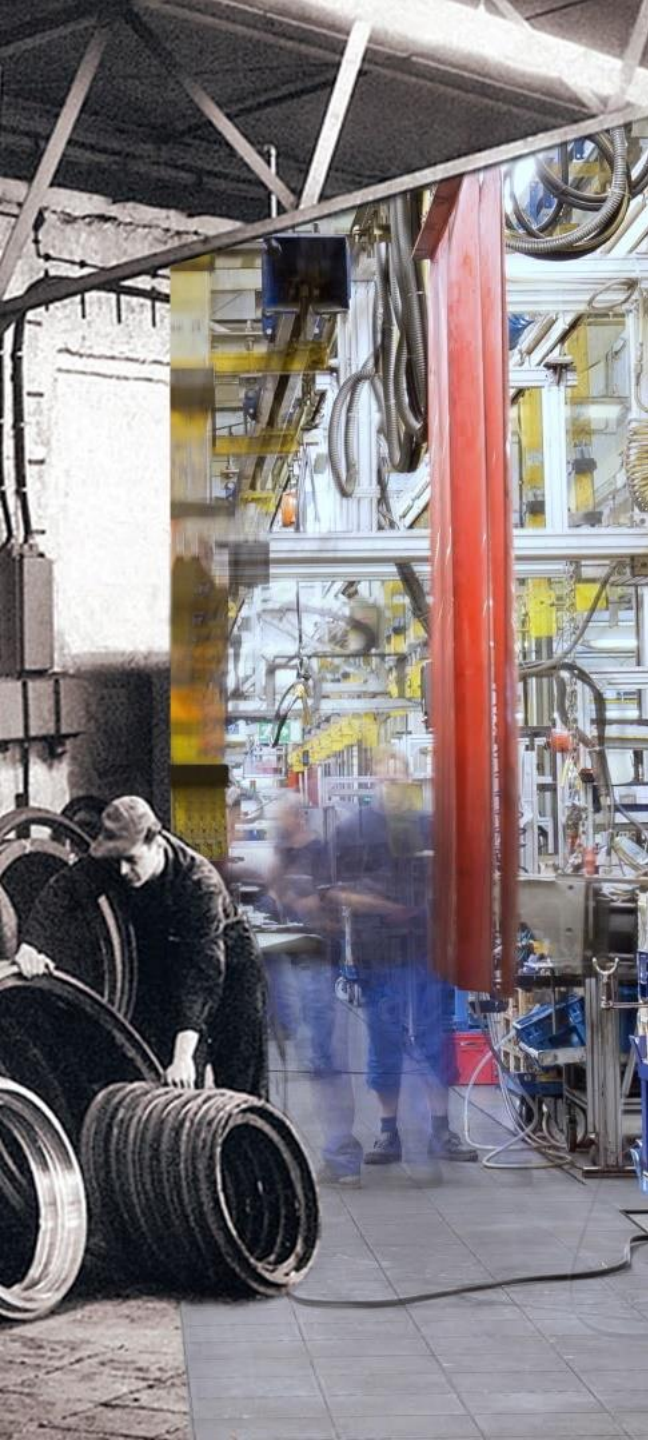


# WHO WE ARE

## A LEADING GLOBAL SUPPLIER FOR COMMERCIAL VEHICLES



Note: Sales revenues by destination including sales from JV in Brazil



# OUR HISTORY

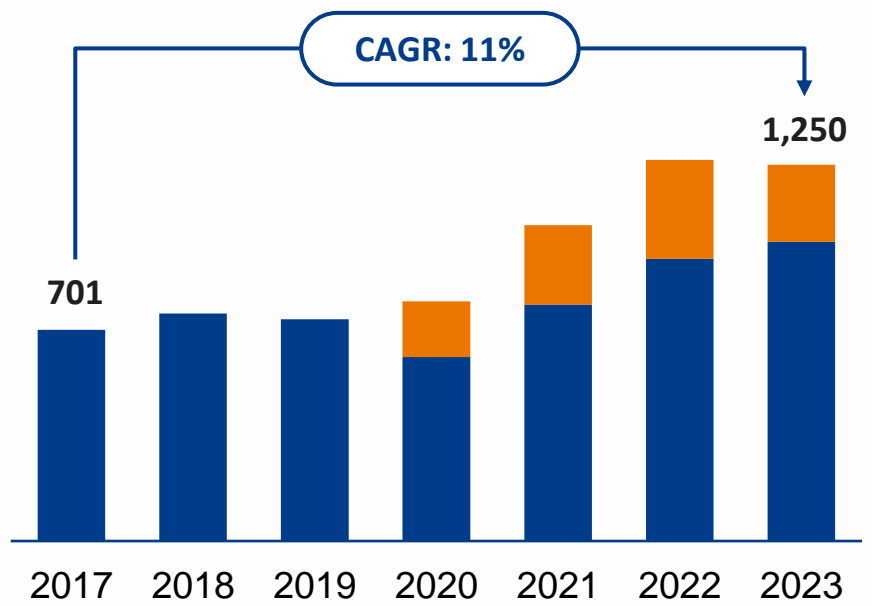
## A PROVEN TRACK RECORD OF PROFITABLE SUCCESS



MARKETS WITH STRONG FUNDAMENTALS

LONG-TERM CUSTOMERS RELATIONSHIPS

STRONG BRANDS WITH HIGH CUSTOMER LOYALTY



TECHNOLOGY LEADERSHIP

SIGNIFICANT AFTERMARKET EXPOSURE

LARGE INSTALLED PRODUCT BASE WORLDWIDE

ORGANIC CAGR (TRANSPORT): 6%

CAGR (AGRICULTURE; POST M&A): 6%

# WHAT WE ARE BEST AT UNDERSTANDING OUR CUSTOMERS AND SEIZING OPPORTUNITIES



## PREPARING

Entrepreneurship  
Global expansion  
Strengthening brands  
Private to public



UNTIL 2017

## SEEDING

Expanding into agriculture  
Acquiring new brands  
Growing product offering  
Entering new markets



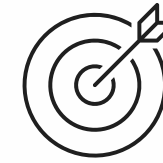
2018 - 2024

## HARVESTING

Boosting growth  
Advancing technology  
Leveraging global operations  
Delivering value



2025+



# AMBITION 2030

SALES  
REVENUE

> € 2<sub>bn</sub>

CAGR: 7% p.a.

ADJ.  
EPS

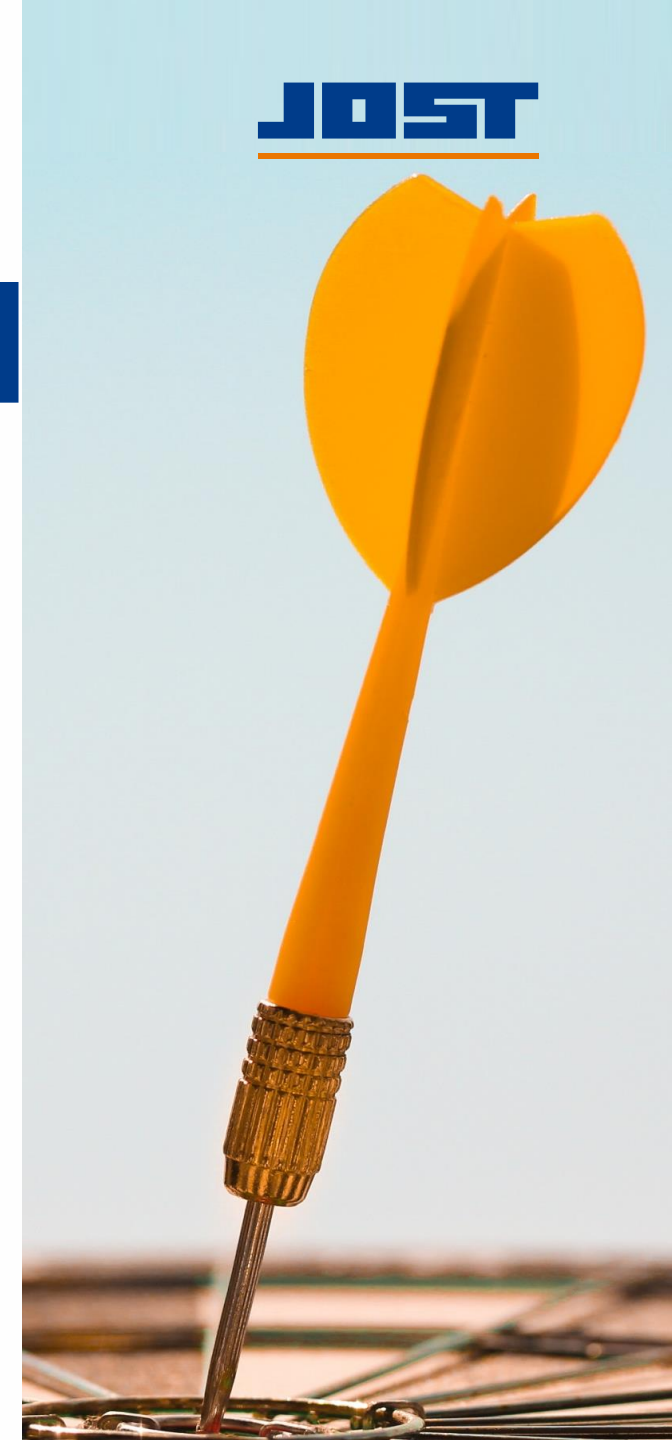
> €10  
per share

CAGR: 8% p.a.

ADJ. EBIT  
MARGIN

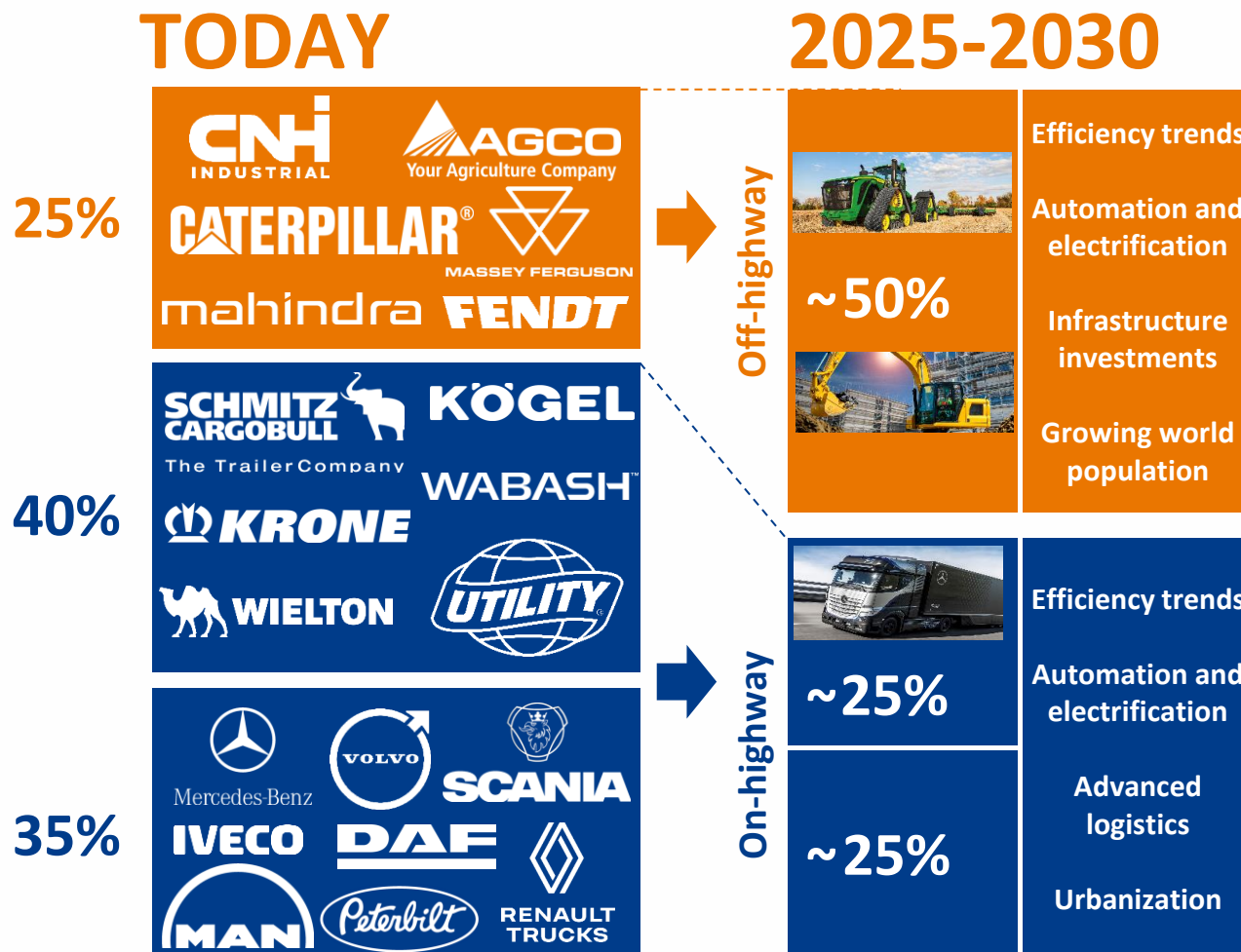
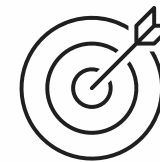
10.0%  
to  
12.0%

Shifting margin corridor  
up by 0.5pp

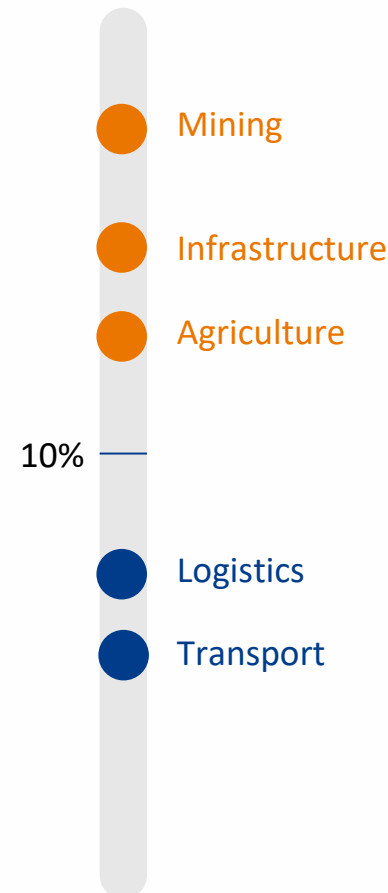


# OPPORTUNITIES TO ACHIEVE PROFITABLE GROWTH

Balanced sizeable opportunities for all market applications, with growing significance of trends in off-highway



OEM earnings power by end markets (Ø EBIT margin)



Balancing end markets

Off-highway

On-highway



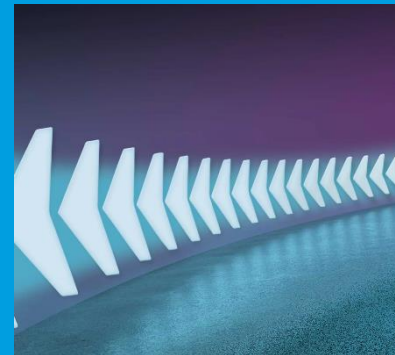
## OUR GOAL



Be the  
**No. 1 SUPPLIER**  
for on- and  
off-highway  
commercial  
vehicles  
worldwide



Global market  
leader with  
high market  
shares



Technology  
leadership



Value creation  
for consumers



Operational  
excellence  
and flexibility  
through the  
cycle



High Quality  
and strong  
customer  
satisfaction

**JOST**

**NO. 1  
SUPPLIER**

# BOOSTING GROWTH



How to seize the potential?

## Organic growth



## Growth through M&A

The topic for our podium discussion!



# STRONG FOUNDATION

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