EARNINGS CONFERENCE Q1 2026

Joachim Dürr (CEO) & Oliver Gantzert (CFO) – May 13, 2026

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Q1 2026 HIGHLIGHTS

Hyva integration on track, with **synergies ramping up** and **profitability returning to the 10–12%** strategic adj. EBIT margin corridor

New hydraulics plant in Brazil strengthens regional footprint and **expands capacity to support future growth** in the AMERICAS region.

JOST **increased shared capital by 10%** in Q1 2026 issuing 1.49m shares at €62.13 with **gross proceeds** amounting to **approx. €93m**

EMEA market recovery and strong **APAC demand momentum** offset challenges in Transport US.

JOST leverages market environment to **drive organic growth**, supported by the **ramp-up of our organic project pipeline** and new customer gains.

FINANCIAL HIGHLIGHTS

JOST'S STRATEGY PROVES ITS STRENGTH AND RESILIENCE

Sales up by +12% to €417m in Q1 2026 with **organic sales growing +9%.** All regions and all business lines contributed to organic growth in Q1 2026.

Adj. EBIT up by +23% to €44m in Q1 2026 and **adj. EBIT margin improved to 10.6%**, back within strategic margin corridor earlier than expected.

Leverage improved to 1.75x, supported by 10% capital increase and **higher LTM adj. EBITDA of €204m**, well within the **1.0-2.0x target range**.

Adj. net income grew by 17% to €28m in Q1 2026 and **adj. EPS increased by +12% to €1.81** even with larger numbers of shares in circulation.

Strong start into the year: **Outlook confirmed for fiscal year 2026.**

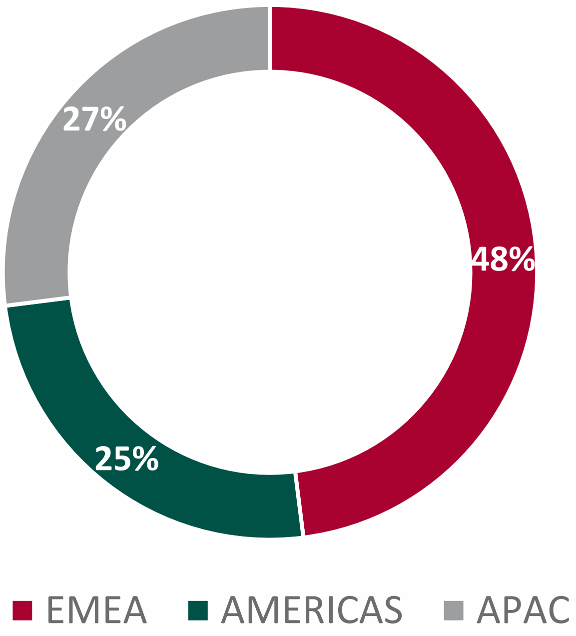
INDUSTRY MARKET DEVELOPMENT Q1 2026 VS. Q1 2025

INDUSTRY (VOLUMEN)		EMEA	AMERICAS	APAC
TRUCK		5 – 10 %	(30) – (25) %	10 – 15 %
TRAILER		5 – 10 %	(15) – (20) %	5 – 10 %
TRACTOR		5 – 10 %	(10) – (5) %	15 – 20 %
HYDRAULICS		0 – 5 %	(5) – 0 %	5 – 10 %
ORGANIC	JOST	+ 8.4 %	+ 5.2 %	+ 14.5 %

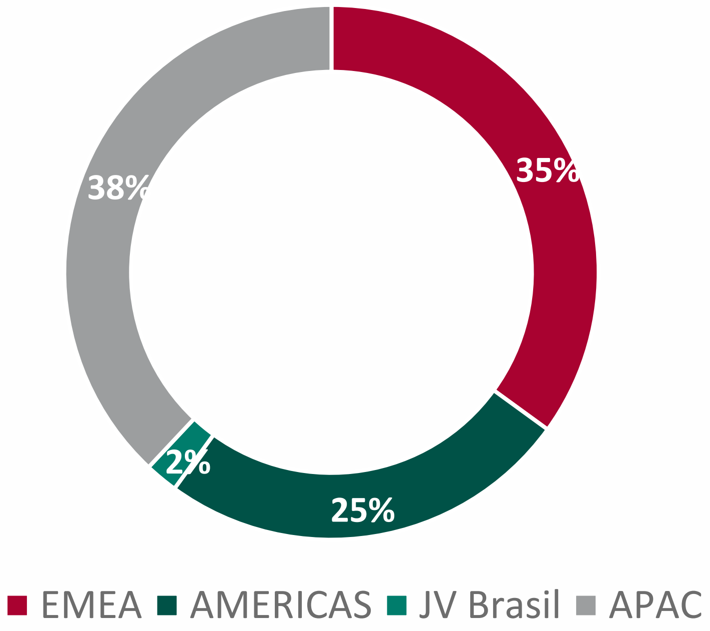
Note: Market estimates based on LMC, Clear Consulting, ACT, OEM announcements, JOST estimates (as of May 2026)

STRONG RESILIENCE THROUGH WIDE RANGE OF END MARKETS, PRODUCTS AND CUSTOMERS

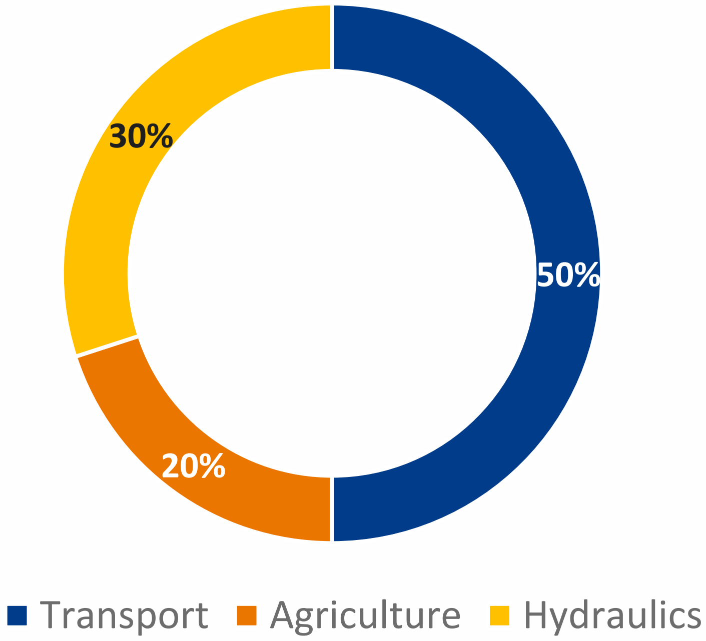
SALES BY DESTINATION Q1 2026
(in % of sales)



ADJ. EBIT BY REGION Q1 2026
(in % of sales)



SALES BY BUSINESS LINES Q1 2026
(in % of sales)



JOST

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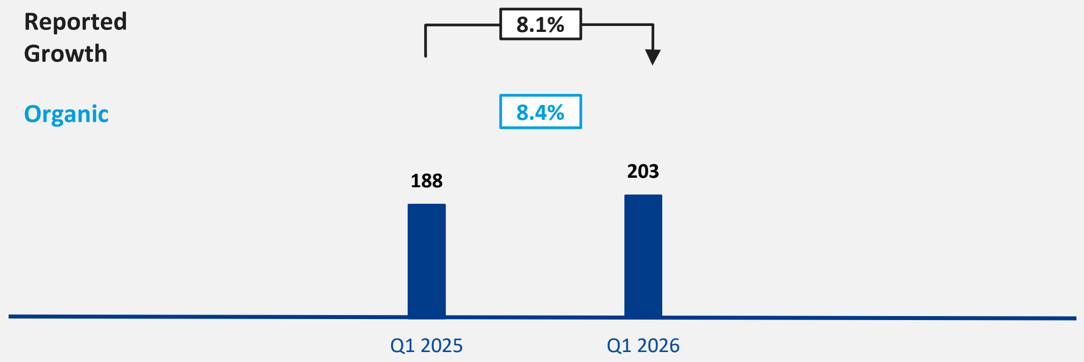
EMEA – GROWTH MOMENTUM CONTINUES AND PROFITABILITY IMPROVES DRIVEN BY SYNERGIES

EMEA

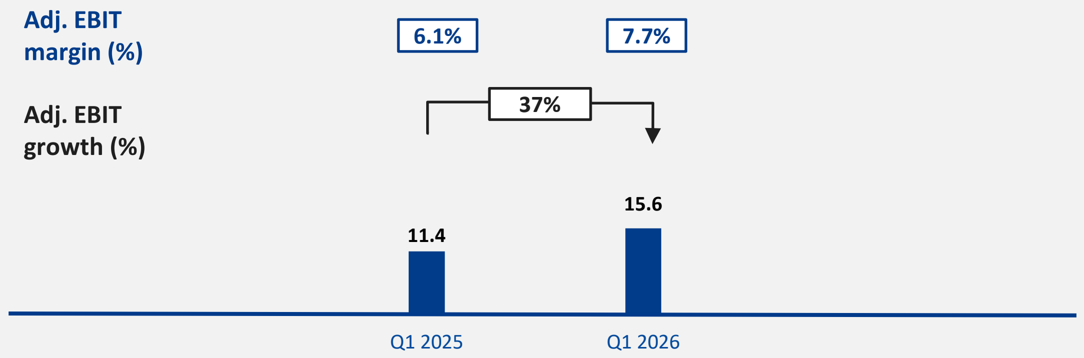
Sales (€m)



- Organic sales went up by +8.4% in Q1 2026 supported by growth in all business lines.

  M&A impact was broadly neutral: Hyva contributed €10m (Jan. 2026), offset by €11m discontinued Cranes sales in Q1 2025.
- Agriculture continues to show strong growth momentum and demand for Transport and Hydraulics remains robust with slight growth y-o-y
- Order intake remains strong with no signs of impacts from Iran conflict in demand so far, but we remain cautious
- Minor FX tailwinds of 0.7pp for sales in EMEA in Q1 2026

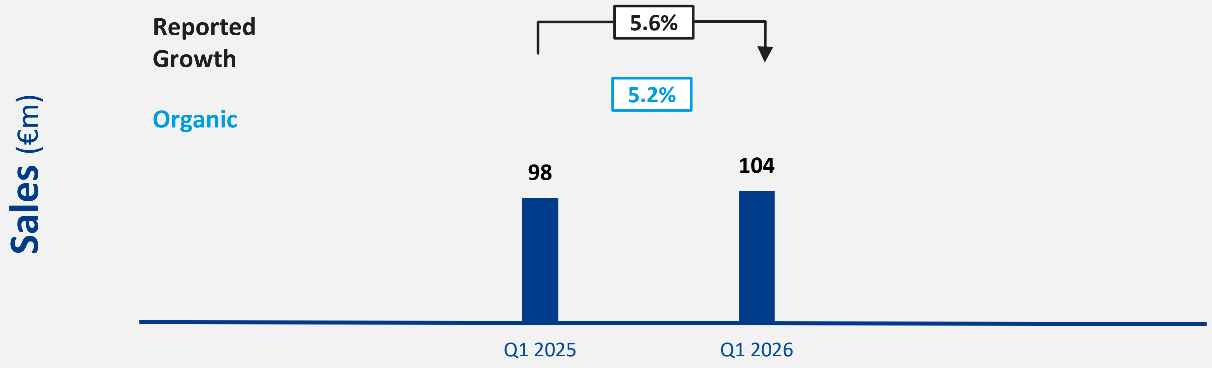
Adj. EBIT (€m)



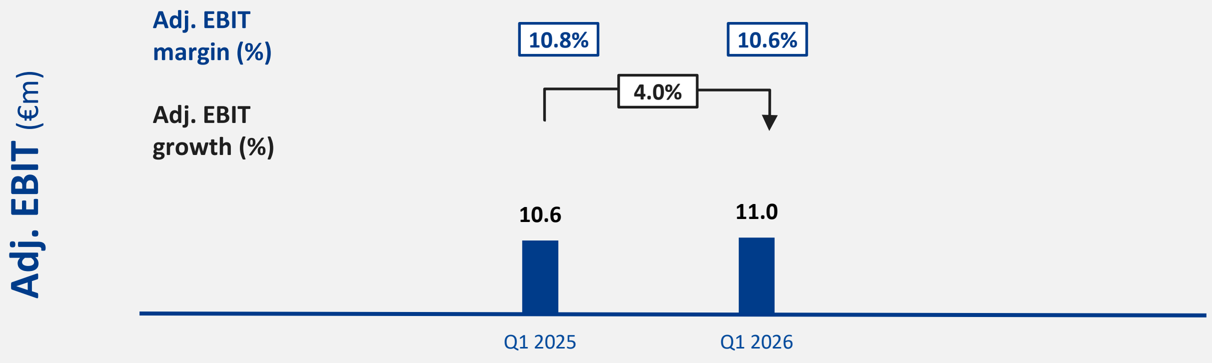
- Adj. EBIT increased +37% y-o-y, outpacing sales; adj. EBIT margin up to 7.7% driven by a better product mix (more off-highway), Cranes divestment and synergies.
- Higher activity levels also supported profitability; prior year affected by short-time work in Germany (Transport) and Sweden (Agriculture).
- EMEA is still burdened by higher proportion of fixed costs, compared to other regions due to headquarter costs being allocated to EMEA.

AMERICAS – GROWTH SUPPORTED BY M&A AND MARKET SHARE GAINS HIGHLIGHTING JOST'S STRONG POSITIONING

AMERICAS



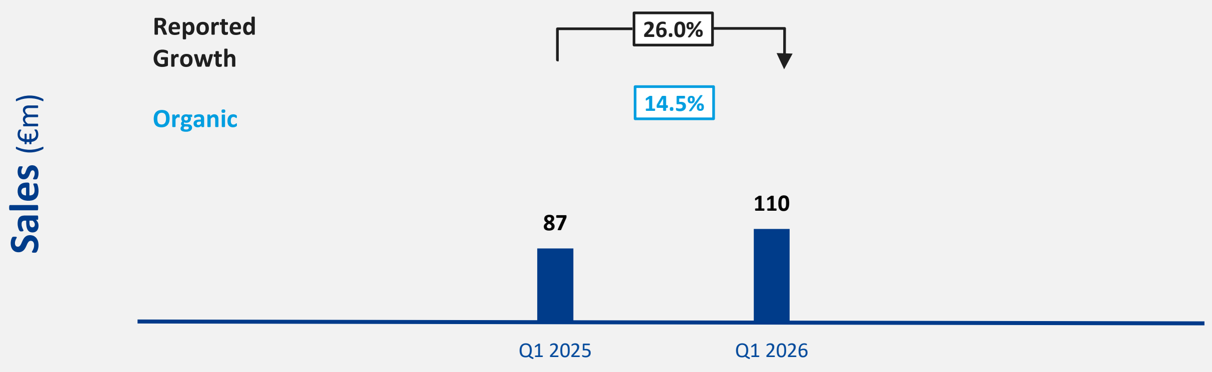
- ✚ Organic sales up by +5.2% in Q1 2026 supported by growth in agriculture and construction, especially due to ramp-up of organic project pipeline in South America.
- ✚ Positive M&A impact: Hyva contributed €9m (Jan. 2026), while discontinued Cranes sales in Q1 2025 only amounted to €2m in the region.
- ‐ Demand for Transport, Agriculture and Hydraulics products still weak in the North America sub-region
- ‐ FX-headwinds of -7.1pp in Q1 2026, due to weak USD



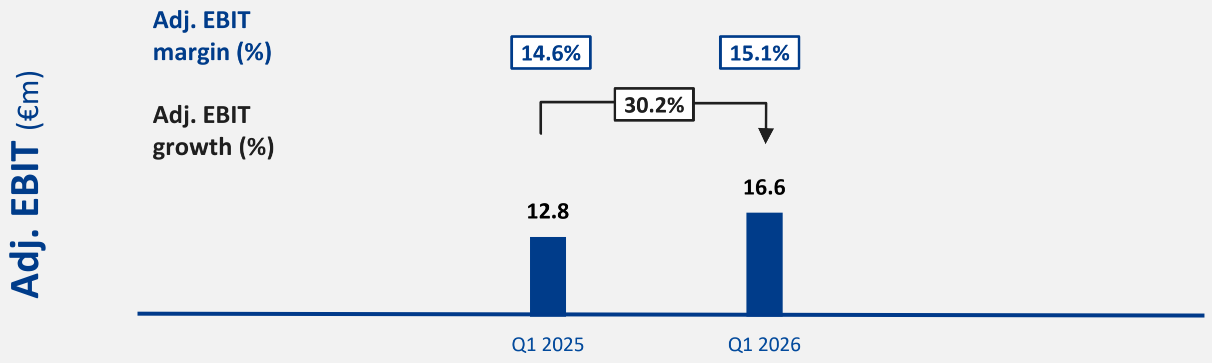
- ✚ Profitability firmly in the double-digit adj. EBIT margin range at 10.6%
- ‐ Slight margin contraction due to product mix shift and mild tariff impact vs. prior year (no tariffs in Q1 2025).
- ✚ Consolidation of Hyva on track as integration progresses further
- ✚ Ongoing measures for cost-control and reduction of fix costs across all business lines to flex costs down continue to support profitability, despite market weakness

APAC – STRONG GROWTH ACROSS ALL BUSINESS LINES WITH SYNERGIES DRIVING PROFITABILITY IMPROVEMENTS

APAC



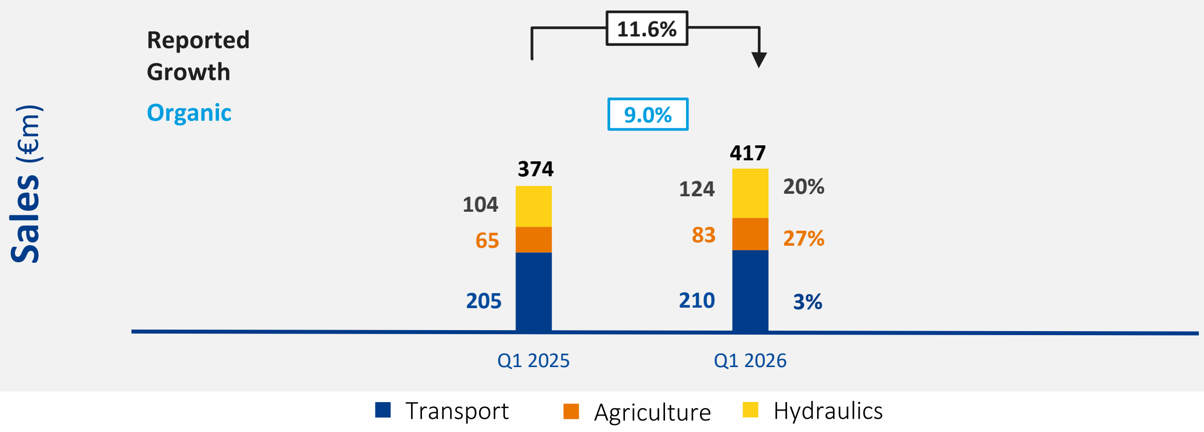
- ✚ Organic sales up by +14.5% driven by strong Transport and Hydraulic business in India and China.
- ✚ Strong M&A impact: Hyva contributed €12m (Jan. 2026), while discontinued Cranes sales in Q1 2025 amounted to €2m in APAC.
- ▬ Mining business in Far East was weak in Q1 but expected to recover in H2 2026
- ▬ FX-headwinds of -9.2pp impacted sales in APAC strongly (esp. India)



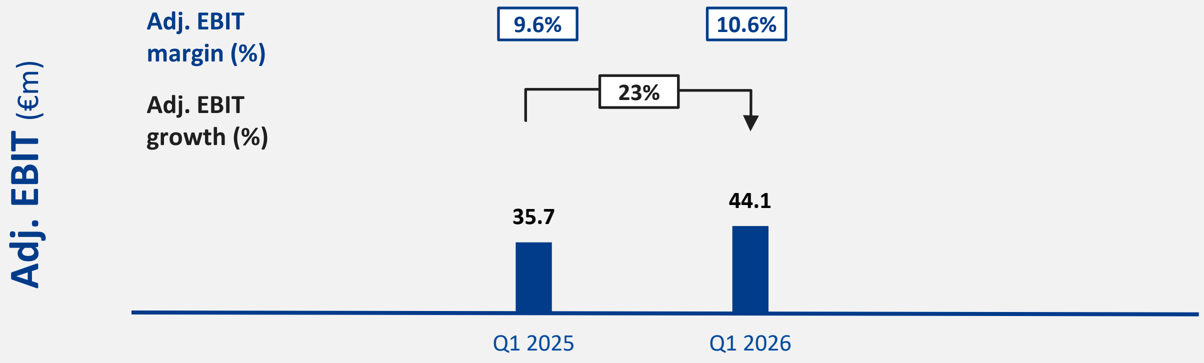
- ✚ Adj. EBIT up +30% y-o-y and adj. EBIT margin increased to 15.1% driven by synergies and scale effects due to high volumes in China
- ▬ Negative product mix due to weaker mining business in Far East
- ✚ Higher capacity utilization at agricultural plants driven by ramp-up of organic projects for new customers in the region

GROUP – STRONG ORGANIC GROWTH ACROSS ALL REGIONS AND BUSINESS LINES PAIRED WITH SYNERGIES BOOSTED PROFITABILITY

GROUP

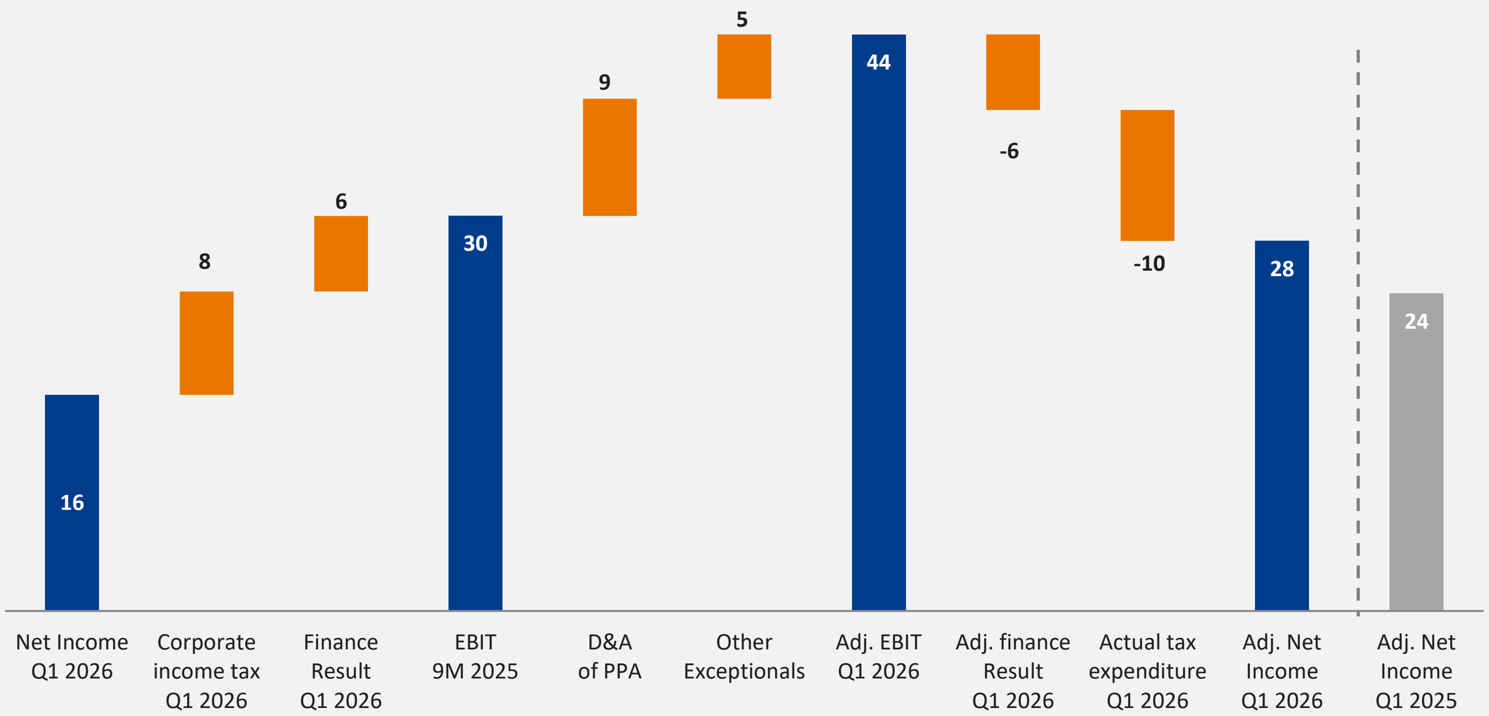


- Reported sales increased +12% to €417m in Q1 2026, with organic growth up by +9%, driven by all regions and all business lines.
- Positive M&A impact: Hyva contributed €39m (Jan. 2026) partially offset by discontinued Cranes sales in Q1 2025 amounting to €15m
- Agriculture BL grew by +27% (organic: +28%), Transport BL up by +3% (organic: +6%) and Hydraulic BL up by +20% (organic: +1%)
- FX-headwinds of -3.7pp burdened sales development in Q1 2026



- Strong profitability improvement with adj. EBIT up +23% and adj. EBIT margin up 1pp to 10.6%, firmly within the 10–12% target range
- Synergies, organic volume growth, no short-time work in EMEA, and higher share of off-highway products in product mix boosted profitability
- Active portfolio management across business lines and Cranes divestment also contributed to improvement

ADJUSTED NET INCOME AND ADJUSTED EPS FROM CONTINUING OPERATIONS



INCOME

Reported net income increased by 26% to €16.5m (Q1 2025: €13.1m)

Reported EPS increased to €1.05 (Q1 2025: €0.88) even with higher number of shares in Q1 2026

- PPA D&A declined to €-9m (Q1 2025: €-11m) as inventory step-ups phase out compared to prior year
- Other except. up €-5m (Q1 2025: €-4m), mostly driven by one-off integration costs due to portfolio optimization projects in APAC

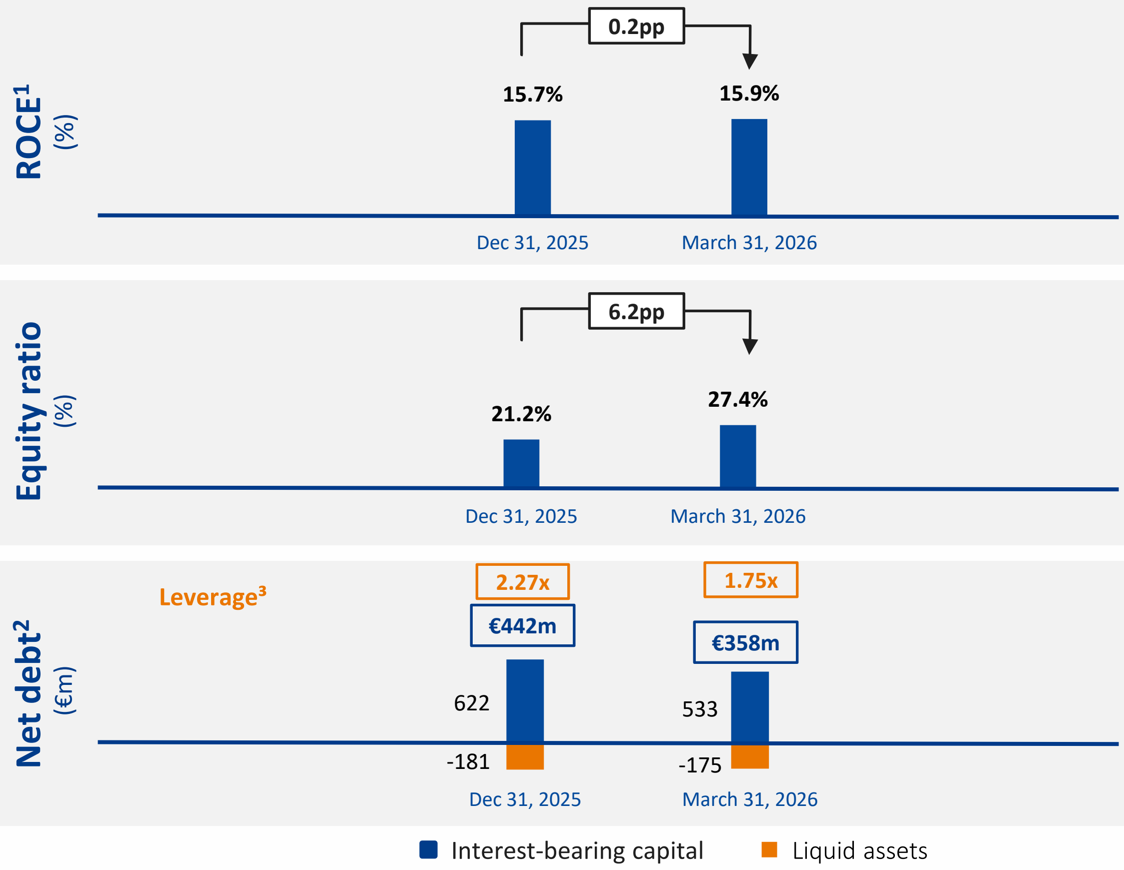
Adj. EBT up +20% to €38m (Q1 2025: €32m)

Adj. net income up by +17% to €28m (Q1 2025: €24m)

Adj. EPS up by +12% €1.81 (Q1 2025: €1.62) even with higher number of shares in Q1 2026

ROCE, EQUITY RATIO AND LEVERAGE DEVELOPMENT

BALANCE SHEET



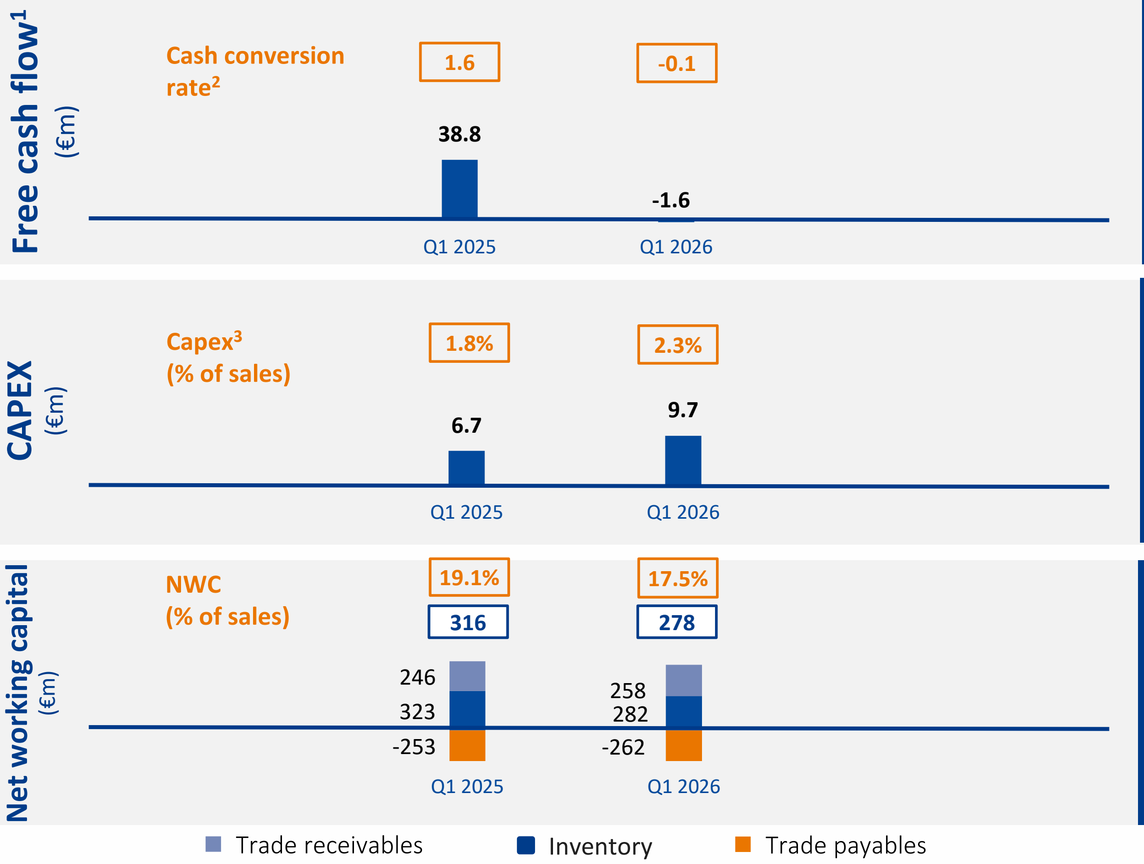
- Further sequential improvements to ROCE as adj. EBIT grows through synergies and financial liabilities decline
- ROCE up by 0.2pp to 15.9% compared to year-end and up 2.4pp vs. Q1 2025

- Strong improvement in equity ratio vs. year-end, driven by the capital increase in Q1 2026, generating approx. €91m net proceeds (after transaction fees).
- Reported net income of €16m led to equity increase
- Positive non-cash FX translation effects of €+11m (mainly USD appreciation)

- Net debt declined to €358m supported by 10% capital increase in Q1 2026
- The reduction of of net debt combined with strong operating performance and growing adj. EBITDA resulted in leverage improving to 1.75x.
- JOST back in strategic leverage corridor of 1.0x-2.0x, which gives high financial flexibility for further M&A projects

[1] ROCE=LTM adj. EBIT (incl. acquisitions LTM) / interest-bearing capital employed (interest-bearing capital = equity + financial liabilities [excl. refinancing costs] – liquid assets + provisions for pensions)
[2] Net debt = interest bearing capital [excl. refinancing costs] – liquid assets
[3] Leverage = Net debt/LTM adj. EBITDA [LTM adj. EBITDA Q1 2026= € 204m (incl. acquisitions LTM); LTM adj. EBITDA Q1 2025 = € 183m]

CASH FLOW AND WORKING CAPITAL DEVELOPMENT



CASH FLOW

- FCF impacted by Working Capital increase as receivables went up vs. year- end by €56m due to growing activity level q-o-q as well as inventory increase +21m vs. year-end (incl. safety stocks due to Iran conflict.
- Cash conversion rate negative at -0.1 driven by slight negative FCF

+ Capex amounted to 2.3% of sales, in line with FY26 target of approx. 2.8% of sales

+ Working Capital improved vs. Q1 2025 driven by lower inventories (€ -41m, Q1-25 incl. Cranes inventory) and higher trade payables (+€9m)

  Factoring contribution was neutral compared to Q1 2025
+ NWC in % sales improved to 17.5% supported by a lower Working Capital y-o-y paired with a higher LTM sales volume

[1] Free cash flow = Operating cash flow – capex (excl. M&A)
[2] Cash conversion = Free cash flow/adj. Net Income
[3] Capex = Payments to acquire property, plant and equipment + payments to acquire intangible assets

2026 OUTLOOK

MARKET DEVELOPMENT EXPECTATIONS FOR 2026 (INDUSTRY VOLUME)

		EMEA	AMERICAS	APAC
TRUCK		**0 – 5 %** Demand expected to remain stable on prior year's level	**5 – 10 %** Higher Class 8 orders signal an expected production growth in H2 driven by spot and potential shift in regulatory framework	**0 – 5 %** Truck demand in APAC expected to grow driven by India recovery and further China exports into Global South
TRAILER		**0 – 5 %** Trailer Market remains stable in 2026. OEM focus on internal efficiency measures and less on major investments	**(5) – 0 %** Trailer market is expected to remain muted in 2026 as fleets focus investment in class 8 trucks	**5 – 10 %** Demand in India expected to grow after 2 years of market weakness. China expected to grow driven by shift to EV and replacement needs
TRACTOR		**0 – 5 %** Business climate remains uncertain and visibility low, especially as impact of Iran war and energy prices on demand in H2 is not clear yet.	**(5) – 0 %** Tariff situation improving. Low HP tractor demand with signs of recovery while high HP tractors expected to remain weak in 2026	**0 – 5 %** India domestic market slightly positive again. Signs of recovery seen in Pacific region.
HYDRAULICS		**0 – 5 %** Stable replacement-led growth expected in Europe. Middle East and Africa flat amid Iran war.	**(5) – 0 %** North America demand still affected by tariffs. Soft rebound in Brazil delayed by uncertainty over elections.	**5 – 10 %** Strong mining & infrastructure demand in India. China domestic showing signs of recovery with stable export business.

Note: Market estimates based on LMC, Clear Consulting, ACT, OEM announcements, JOST estimates (as of May 2026)

2026 OUTLOOK

OUTLOOK FY 2026 CONFIRMED

Sales	Single digit growth (2025: €1,534m)
Adj. EBIT	Mid-to-high single digit growth (2025: €145m)
Adj. EBIT margin	Higher than prior year (2025: 9.5%)
Capex (in % of sales) [1]	Approx. 2.8% of sales (2025: 2.8%)
Working Capital	Between 17.5% - 18.5% of sales (2025: 14.8%)

1: Excluding M&A

Disclaimer: The ongoing Iran conflict increases the volatility of the global economic outlook for 2026, especially due to the possibility of persistently higher energy prices. The potential indirect effects on JOST, the global economy and the supply chains cannot be currently quantified. There is a risk that economic momentum will weaken over the course of the year and the supply chains will be affected, which could have a negative impact on our business.

EXECUTIVE SUMMARY

- JOST had **strong start into 2026** achieving a **new record** for sales and adj. EBIT in a single quarter
- **Hyva integration on track to deliver** all expected **synergies** in 2026, **boosting** JOST's **profitability**.
- JOST achieved **strong organic growth** in a mixed market environment due to its **robust global positioning** and **broad diversification** across industries and regions
- **Actively working on M&A pipeline** as market environment still offers an attractive window to act.
- **Robust order intake continues** with possibility of further market recovery, though we remain cautious due to volatile macro and geopolitical framework.
- **Outlook for 2026 confirmed.**

JOST

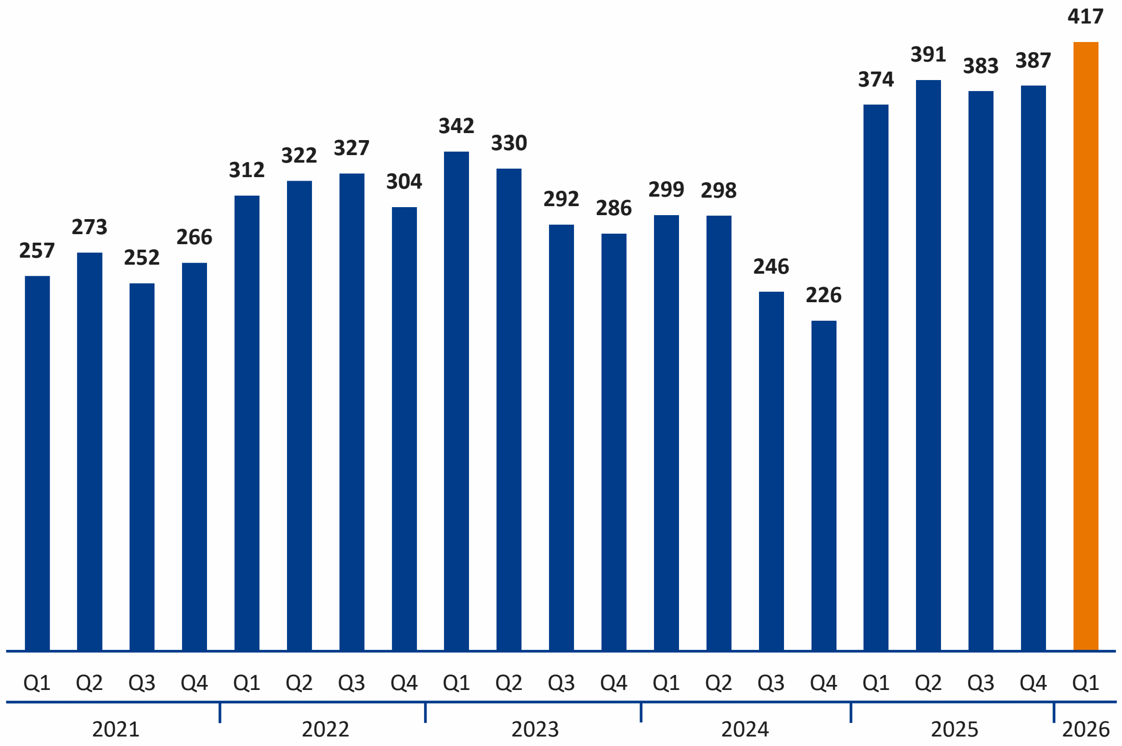
QUESTIONS

APPENDIX

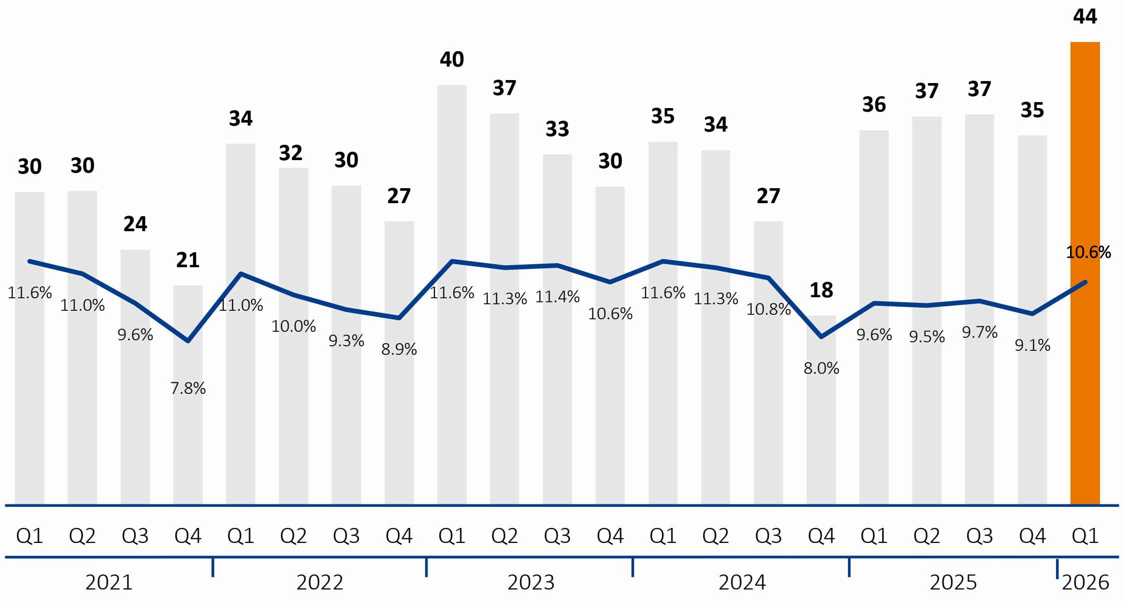
HISTORICAL SEASONALITY

DEVELOPMENT OF JOST'S SALES AND ADJUSTED EBIT BY QUARTER

Sales (€m)



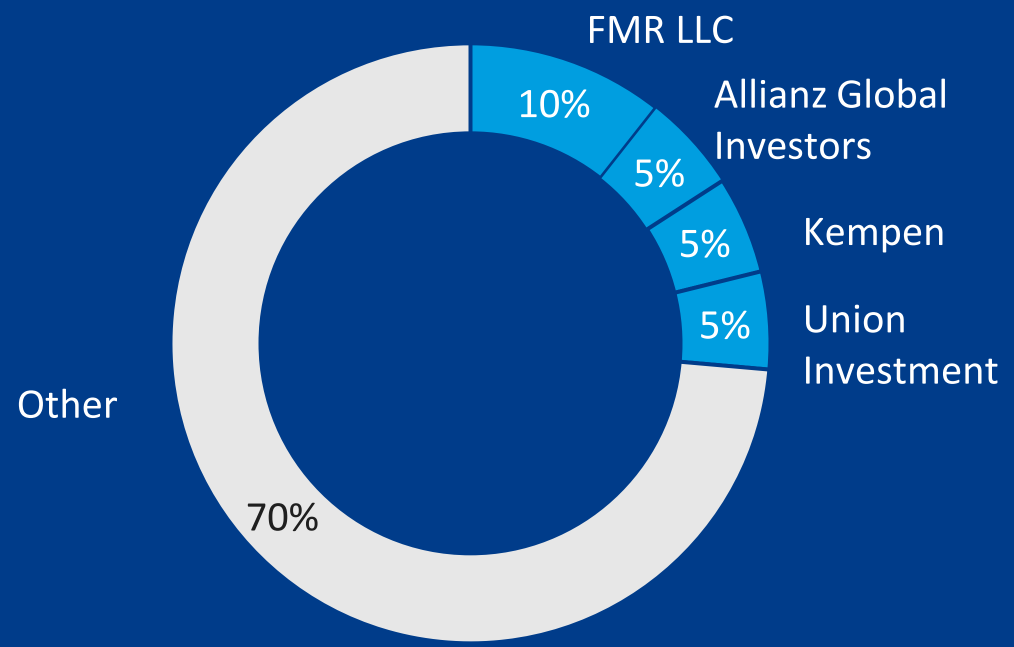
Adj. EBIT (€m) / Adj. EBIT Margin (%)



Note: Sales and adj. EBIT as well as organic sales development in fiscal year 2025 shown excl. discontinued operations from Cranes business

SHAREHOLDER STRUCTURE AND SHARE INFORMATION

Shareholder structure
as of May 12, 2026



Share information

ISIN	DE000JST4000
Trading symbol	JST
German Sec. Code Number (WKN)	JST400
Shares in issue	16,390,000
Index	SDAX
Listed since	July 20, 2017

INVESTOR EVENTS 2026

May 13, 2026	Publication Interim Report Q1 2026
May 22, 2026	Berenberg European Conference 2026, Manhattan, New York/USA
June 11, 2026	ODDO BHF NEXTCAP FORUM, Paris/France
Aug 13, 2026	Publication Interim Report H1 2026/Q2 2026
Nov 12, 2026	Publication Interim Report 9M 2026/Q3 2026

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