



# RESULTS Q1 2021

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## Highlights Q1 2021

JOST achieved new sales record of €257m

Adj. EBIT doubled to €30m and adj. EBIT margin rose to 11.6%


High operational flexibility allowed swift capacity ramp-up

Increasing headwinds from rising steel prices and logistic costs

Outlook for 2021 confirmed



# Market Development Q1 2021 vs. Q1 2020

	EUROPE	NORTH AMERICA	APA
<b>TRUCK MARKET</b>	<b>2 – 23%</b> Truck market starts to recover after downturn	<b>1 – 5%</b> Class 8 production slowly ramping-up in Q1 2021	<b>+91%</b> High growth driven by China. Market almost doubled compared to pandemic affected Q1 2020
<b>TRAILER MARKET</b>	<b>2 – 15%</b> Trailer production is ramping up with order intake growing	<b>(1) – 5%</b> Trailer production picks up as order intake soars and dealers' stocks shrink	<b>+60%</b> Strong recovery of trailer demand especially in China and India.
<b>TRACTOR MARKET</b>	<b>23%</b> Robust demand in Europe as farmer sentiment continues to improve	<b>+31%</b> Strong demand for tractors favored by rising wheat, dairy and livestock prices	
	<b>+27% reported</b>	<b>+23% reported</b>	<b>+94% reported</b>

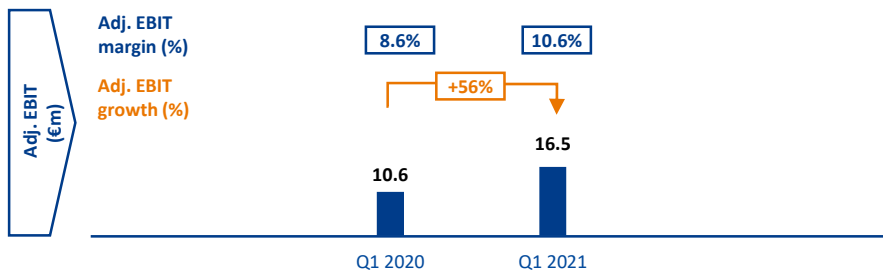
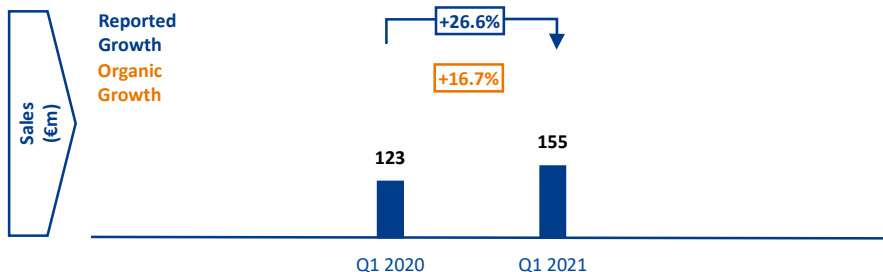
Note: Market estimates based on LMC, Clear Consulting, FTR as well as truck and tractor OEMs announcements (May 2021)



# KEY FINANCIALS Q1 2021

# Europe – Strong Start to 2021 with Markets Pointing to Further Growth

## KEY FINANCIALS OVERVIEW

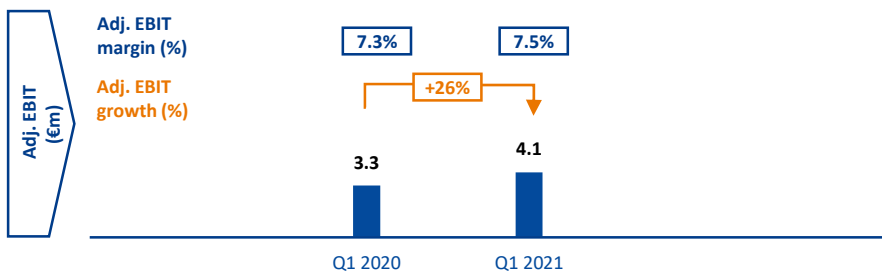
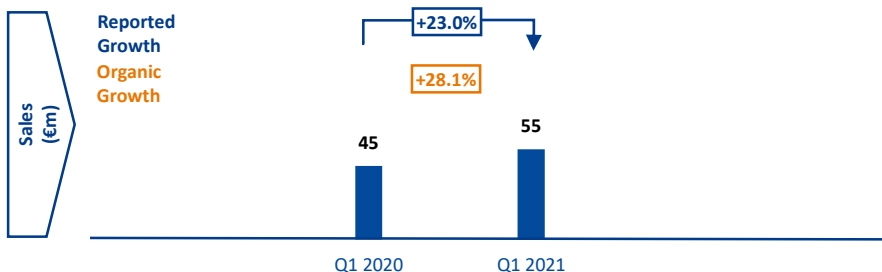


## KEY HIGHLIGHTS

- JOST achieved strong growth in Q1 2021 both in transport and agriculture, with reported sales up by +27% to €155m.
- Adjusted for FX of and taking the Ålö contribution in January 2020 into account (which was not consolidated in prior year), organic growth was +16.7%
- Agricultural market grew faster than transport, due to a stronger underlying demand. Trucks and trailer demand accelerated further during Q1 showing a positive trend. Order intake continues to rise.
- Adj. EBIT grew faster than sales by +56% reaching €16.5m in Q1 2021
- Adj. EBIT margin improved to 10.6% due to:
  - higher utilization rates than in previous year as demand continues to grow
  - flexible operating business model with rather fixed SG&A costs
  - favorable product mix with a robust aftermarket business and a higher share of agricultural products, compared to prior year

# North America – Markets Recover and Order Intake Rises Further

## KEY FINANCIALS OVERVIEW

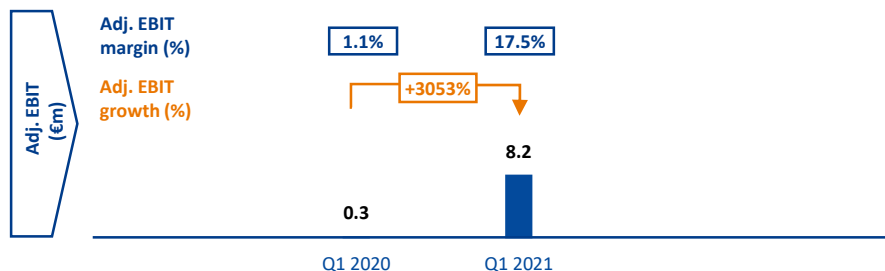
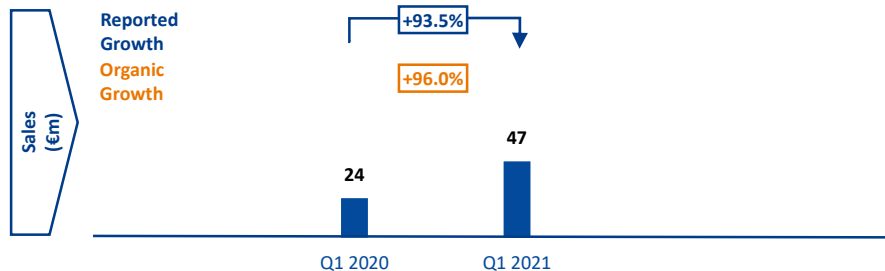


## KEY HIGHLIGHTS

- North America truck and trailer markets continued to recover during Q1 with order intake rising and dealer stocks shrinking.
- Agricultural business boosted sales significantly. Adjusted for FX-headwinds (-11%) and taking the Ålö contribution in January 2020 into account (which was not consolidated in prior year), organic growth was +28.1%
- In transport, market share gains and a stable aftermarket business allowed JOST to outperform the industry.
- Adj. EBIT grew in line with sales by +26% to €4.1m
- Adj. EBIT margin improved slightly to 7.5%.
- The operating leverage effect resulting from higher sales volumes was partially offset by increasing steel prices and logistic costs as well as by logistic disruptions bringing products from Asia into North America. This affected mostly JOST's agricultural business.

# Asia-Pacific-Africa – JOST Continues to Post Strong Growth in APA

## KEY FINANCIALS OVERVIEW



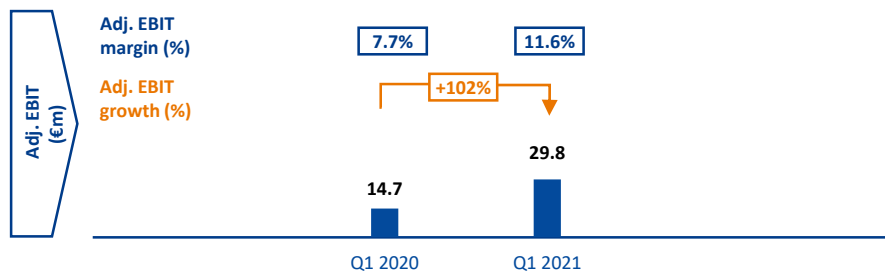
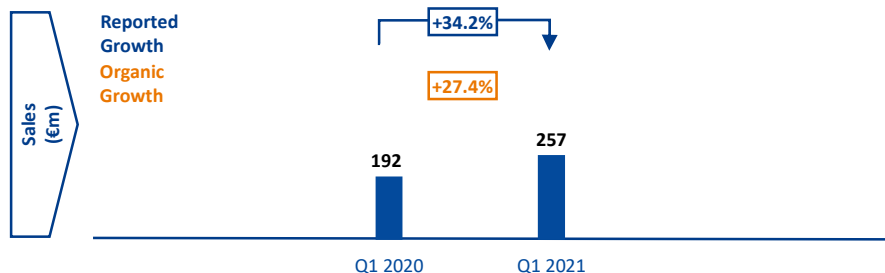
## KEY HIGHLIGHTS

- JOST continues to benefit from its strong position in the APA region.
- Sales almost doubled by +93.5% to €47m. This was influenced by previous year's extremely low sales due to the pandemic outbreak in Wuhan/China and the ensuing lockdown.
- India and other markets in Africa and the Pacific region also contributed positively to sales growth in Q1 2021. The contribution of the agricultural business to APA sales was minor.
- FX-headwinds amounted to -2.5%, organic growth was +96.0%.
- Adj. EBIT grew sharply to €8.2m, after barely breaking-even in Q1 2020 due to the pandemic-related lockdown in China.
- JOST's production efficiency in APA is back to its strong levels, with adj. EBIT margin reaching 17.5%. This was supported by:
  - higher utilization rates in all production plants in the region, and
  - a favorable product mix with a higher proportion of heavy-duty couplings.
  - On the other hand, headwinds from rising steel prices and logistic costs had a slightly dampening effect on profitability



# Group – JOST With a Strong Start in Fiscal Year 2021

## KEY FINANCIALS OVERVIEW

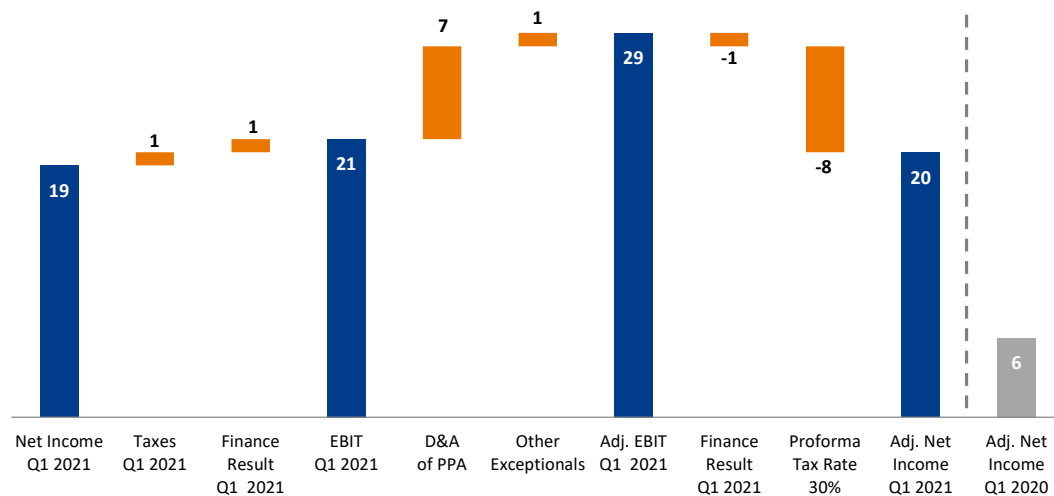


## KEY HIGHLIGHTS

- JOST started 2021 with a strong Q1, posting organic growth of +27.4% and an overall sales growth of +34% to reach record sales volumes of €257m.
- As Ålö was consolidated in February 2020, the acquisition contributed one additional month of sales, compared to the prior year's quarter. Overall FX-headwinds amounted to -5%.
- The strongest contribution to sales growth came from APA, with Europe and North America also showing a positive development as demand continues to strengthen both in transport and agriculture.
- Group adj. EBIT doubled to €29.8m, compared to prior year, growing much faster than sales due to the positive operating leverage effect
- Adj. EBIT margin improved to 11.6% driven by:
  - strong sales growth in APA, Europe and North America with accompanying higher utilization rates across all production plants worldwide
  - a favorable product mix
  - the recovery of the APA region, compared to prior year's Q1, which had been massively affected by the COVID-19 outbreak in Wuhan/China

# Net Income and Adjusted EPS Improved Significantly

## RECONCILIATION OF ADJUSTED EARNINGS Q1 2021 (IN M€)

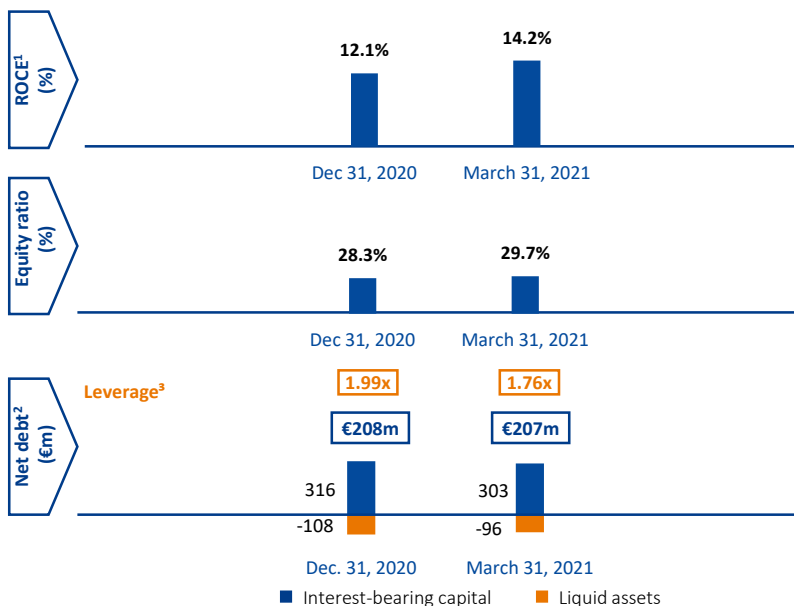


## KEY HIGHLIGHTS

- In Q1 2021 net profit grew to €19m (Q1 2020: €-4m) and reported EBIT rose to €21m (Q1 2020: €2m)
- Adjustments to EBIT resulted mostly from D&A of PPA (€ -7m)
- Other exceptionals fell to €-1m (Q1 2020: -5m) as acquisition related one-offs have phased out.
- The finance result improved to €-1m due to better interest rates resulting from lower leverage. Prior year was also additionally affected by non-cash unrealized currency losses (Q1 2020: -7m)
- Assuming a constant pro-forma tax rate of 30%, adj. net income grew to €20m (Q1 2020: €6m).
- Adjusted EPS rose in Q1 2021 to €1.35 (Q1 2020: €0.39)

# Development of Equity Ratio and Net Debt

## BALANCE SHEET OVERVIEW AS AT MARCH 31, 2021



## COMMENTARY

- With adj. EBITDA growing by +69% to €37.1m in Q1 2021, ROCE improved considerably compared to year-end now reaching 14.2%
- Equity ratio grew to 29.7 % as a result of higher net profits achieved during Q1 2021 and the decrease of financial liabilities.
- JOST used €13m cash in Q1 2021 to repay part of the revolving credit facility which had been drawdown during the Ålö acquisition. Thus, liquid assets amounted to €96m at the end of Q1 2021 (Dec. 31,2020: €108m)
- Net debt remained stable at €207m compared to year-end (Dec. 31, 2020: €208m). However, leverage improved considerably, due to the higher LTM adj. EBITDA. As a result, the leverage ratio reached 1.76x adj. EBITDA in Q1 2021.

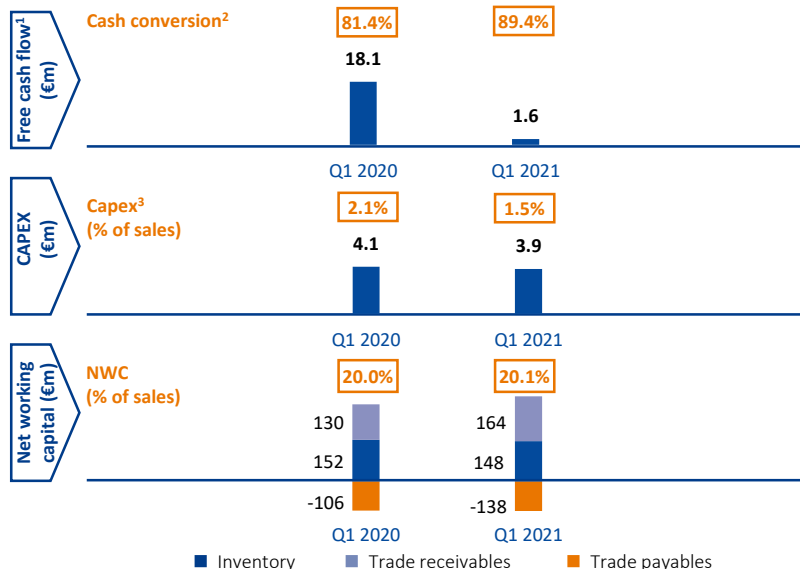
<sup>1</sup> ROCE=LTM adj. EBIT / interest-bearing capital employed (interest-bearing capital = equity + financial liabilities [excl. refinancing costs] – liquid assets + provisions for pensions)

<sup>2</sup> Net debt = financial liabilities [excl. refinancing costs] – liquid assets

<sup>3</sup> Leverage = Net debt/LTM adj. EBITDA [LTM EBITDA Q1 2021 = € 118m; LTM EBITDA 2020= € 104m, incl. Jan 2020 for Ålö]

# Cash Flow and Working Capital Development

## CASH FLOW OVERVIEW IN Q1 2021



## COMMENTARY

- Cash conversion rate increased to 89%, boosted by the strong improvement in adj. EBITDA. Free cash flow down to €1.6m (Q1 2020: €18.1m) due to the higher business volume and the associated increase in working capital.
- Capex in Q1 2021 slightly down to €3.9m or 1.5% of total sales, mostly due to different investment phasing between the quarters.
- Trade receivables and trade payables increased compared to prior year due to the stronger business activity in Q1 2021. The comparison quarter Q1 2020 had already been affected by the pandemic outbreak in China, leading to an atypical reduction of trade payables and receivables.
- Inventories went down, compared to prior year also due to the high increase in activity
- NWC as % of LTM sales remained stable at 20.1%.

<sup>1</sup> Free cash flow = Operating cash flow – capex

<sup>2</sup> Cash conversion = (adjusted EBITDA – capex)/adjusted EBITDA

<sup>3</sup> Capex = Payments to acquire property, plant and equipment + payments to acquire intangible assets



# OUTLOOK 2021

# Market Outlook for FY 2021

	EUROPE	NORTH AMERICA	APA
<b>TRUCK</b>	<p><b>15 – 20%</b></p> <p>Demand for heavy duty trucks is expected to recover in 2021</p>	<p><b>35 – 40%</b></p> <p>Production of class 8 trucks is expected to pick up sharply in 2021, starting the upswing in the cycle</p>	<p><b>(5) – (10)%</b></p> <p>Truck demand in APA is expected to fall as China demand slows down in H2 2021. Expectations for other countries better</p>
<b>TRAILER</b>	<p><b>15 – 20%</b></p> <p>Recovery of trailer production after weak years in 2019 and 2020</p>	<p><b>35 – 40%</b></p> <p>Recovery of trailer production has picked up and is expected to keep a strong momentum throughout the year</p>	<p><b>5 – 10%</b></p> <p>Trailer production continues to recover from the low volumes in 2020 but still affected by weak Chinese export of trailers</p>
<b>TRACTORS</b>	<p><b>0 – 5%</b></p> <p>Demand for agricultural tractors expected to improve in Europe, after a flat development in 2020</p>	<p><b>10 – 15%</b></p> <p>Strong recovery of the tractor market in North America, aided by rising commodity prices</p>	

Note: Market estimates for heavy truck based on LMC, Clear Consulting and FTR and OEMs announcements (as of May 2021)

## JOST Outlook for 2021

Sales	Low double-digit percent growth y-o-y (2020: 794m€)
Adj. EBIT	Low double-digit percent growth y-o-y (2020: €73m)
Adj. EBIT margin	Higher than previous year (2020: 9.2 %)
Capex (in % of sales)	Approx. 2.5% of sales



## Executive Summary

Successful start into 2021 with all regions and business lines contributing significantly to the achieved record sales

High operational flexibility and local-for-local approach allowed us to cope with logistic disruptions and ramp-up capacities swiftly


Significant boost to profitability in all regions, but especially in APA, resulting from higher utilization rates and a good product mix

Important steps taken to push forward innovations in transport and to grow agricultural business in Asia and Latin America

JOST is well positioned to achieve all financial targets in 2021 and continuous profitable growth





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## Q&A

## Appendix

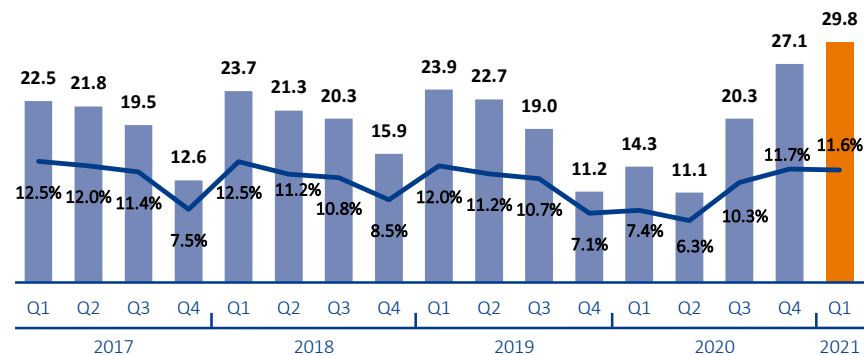
Further information

# Development of JOST's Sales and Adjusted EBIT by Quarter

SALES (€m)



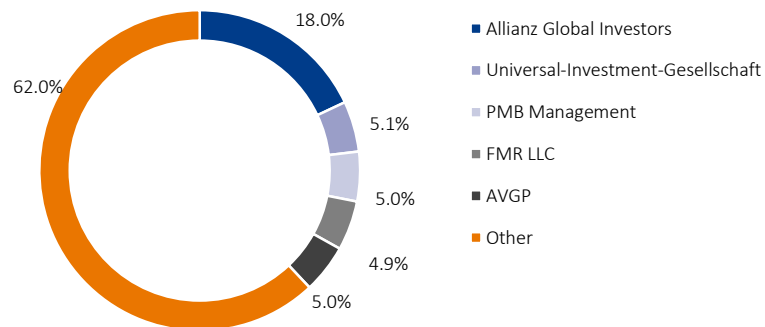
ADJ. EBIT (€m)



Sales and earnings in Q1 2021 increased significantly driven by the strong recovery in all end markets as cycles in transport and agriculture shift towards growth.

# Shareholder Structure and Share Information

## SHAREHOLDER STRUCTURE AS OF MAY 10, 2021



## SHARE INFORMATION

ISIN	DE000JST4000
Trading symbol	JST
German Sec. Code Number (WKN)	JST400
Shares in issue	14,900,000
Index	SDAX
Listed since	July 20, 2017

## Financial Calendar 2021

May 12	Publication of Q1 2021 Report
May 20	Virtual Road Show
June 10	Warburg Highlights 2021
Aug. 12	Publication of Q2 2021 Report
Sept. 1	Commerzbank Sector Conference 2021
Sept. 21	10th Baader Investor Conference 2021
Sept. 22	10th Berenberg German Corporate Conference 2021
Nov. 11	Publication of Q3 2021 Report

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