



Q3 2020

JUST AT A GLANCE

Key figures

in € million	9M 2020	9M 2019	Change	Q3 2020	Q3 2019	Change
Consolidated sales	563.6	579.1	-2.7%	196.9	177.8	10.7%
thereof sales Europe	343.8	343.0	0.2%	116.9	102.6	13.9%
thereof sales North America	123.0	129.3	-4.9%	41.5	43.3	-4.2%
thereof sales Asia, Pacific and Africa (APA)	96.8	106.8	-9.3%	38.5	31.9	20.8%
Adjusted EBITDA ¹	67.3	83.2	-19.0%	27.3	24.9	9.7%
Adjusted EBITDA margin (%)	11.9%	14.4%	-2.5%-points	13.9%	14.0%	-0.1%-points
Adjusted EBIT ¹	46.1	65.5	-29.6%	20.3	19.0	7.0%
Adjusted EBIT margin (%)	8.2%	11.3%	-3.1%-points	10.3%	10.7%	-0.4%-points
Equity ratio (%)	27.1%	40.9%	-13.8%-points			
Net debt ²	241.0	59.6	304.6%			
Leverage ^{3,9}	2.65x	0.57x	363.7%			
Capex ⁴	12.2	11.1	10.4%	4.6	4.1	13.1%
ROCE (%) ^{5,9}	9.6%	19.2%	-9.6%-points			
Cash conversion rate (%) ⁶	81.9%	86.7%	-4.8%-points	83.0%	83.5%	-0.5%-points
Profit/loss after taxes	5.3	34.4	-84.7%	4.6	11.1	-58.9%
Earnings per share (in €)	0.35	2.31	-84.8%	0.30	0.75	-60.0%
Adjusted profit/loss after taxes ⁷	27.4	42.7	-35.9%	11.8	12.8	-7.6%
Adjusted earnings per share (in €) ⁸	1.84	2.87	-35.9%	0.79	0.86	-8.1%

¹ Adjustments for PPA effects and exceptionals

² Interest bearing loans (excl. accrued financing costs) – liquid assets

³ Net debt/adj. EBITDA, last 12 months

⁴ Gross presentation (capex; without taking into account divestments)

⁵ LTM adj. EBIT/interest-bearing capital employed; interest-bearing capital: shareholders' equity + financial liabilities (except for refinancing costs) – liquid assets + provisions for pensions

(Adj. EBITDA – capex)/adj. EBITDA

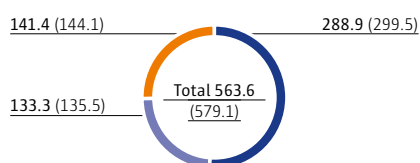
⁷ Profit after taxes adjusted for exceptionals in accordance with note 12

⁸ Adjusted profit after taxes/14,900,000 (number of shares as of September 30, 2020)

⁹ LTM figures for comparison purposes also include figures for Ålö before the January 31, 2020 acquisition date

Regional sales by destination

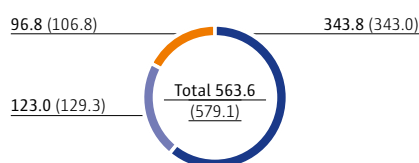
9M 2020 (2019), in € million



■ Europe 51% (52%)
 ■ North America 24% (23%)
 ■ APA 25% (25%)

Regional sales by origin

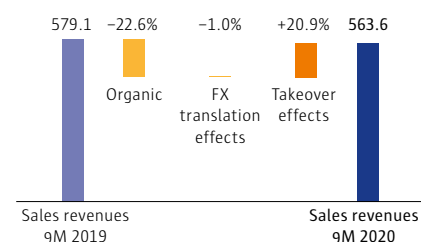
9M 2020 (2019), in € million



■ Europe 61% (59%)
 ■ North America 22% (22%)
 ■ APA 17% (18%)

Sales development organic

9M 2020, in € million



Sales revenues
9M 2019

Sales revenues
9M 2020

ABOUT JOST

JOST is a leading global producer and supplier of safety-critical systems for the commercial vehicle industry under the JOST, ROCKINGER, TRIDEC, Edbro and Quicke brands.

JOST's global leadership position is driven by the strength of its brands, by its long-standing client relationships serviced through its global distribution network as well as by its efficient and asset-light business model. With its sales and production facilities in more than 20 countries across five continents, JOST has direct access to all major manufacturers of trucks, trailers and agricultural tractors and relevant end customers in the commercial vehicle industry.

JOST currently employs over 3,500 staff worldwide and has been listed on the Frankfurt Stock Exchange since 20 July 2017.

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INTERIM GROUP MANAGEMENT REPORT

for the first nine months of 2020

MANAGEMENT BOARD'S OVERALL ASSESSMENT OF THE COURSE OF BUSINESS

JOST delivered a strong performance in the third quarter of 2020. Especially, the excellent growth in Asia, Pacific and Africa (APA) boosted sales and earnings. Overall, JOST increased consolidated sales by 10.7% year-over-year to €196.9m and adjusted EBIT by 7.0% year-over-year to €20.3m in the third quarter of 2020, despite the coronavirus pandemic. Älö's acquired agricultural front loader business contributed €43.8m to sales and generated adjusted EBIT of €3.9m in the same period.

Even when adjusted for the effects of the acquisition, JOST achieved strong organic performance compared to the market in the third quarter of 2020. Organic consolidated sales decreased by just -13.8% to €153.2m. Despite this, the high degree of flexibility within JOST's business model enabled the group to generate adjusted EBIT (excluding Älö) of €22.1m. As a result, JOST (excluding Älö) achieved the previous year's strong adjusted EBIT margin of 10.7% in the third quarter of 2020.

JOST also improved its operating free cash flow (operating cash flow less capital expenditure) to €+31.6m compared to the previous year. The group used its high level of cash generation to reduce its financial liabilities and was thus able to lower its net debt to €241.0m compared to the previous quarter (Q2 2020: €268.0m). Combined with its strong operating performance in the third quarter of 2020, JOST managed to reduce its leverage ratio to 2.65x compared to the previous quarter, further strengthening the group's financial position (Q2 2020 leverage: 2.84x).

MACROECONOMIC ENVIRONMENT

The economic impact of the coronavirus pandemic is lessening faster than expected: The global economy did not contract as much as originally anticipated during the third quarter of 2020. Despite the continued

worldwide spread of the novel coronavirus (SARS-CoV-2 virus) and associated countermeasures aimed at reducing the rate of infection, many economies were showing the first signs of recovery in the third quarter.

Demand for products and services rose significantly in many countries compared to the previous quarter due to the easing of quarantine measures and national lockdowns. The current outlook for the fourth quarter of 2020 is also more positive than originally anticipated. As a result, the International Monetary Fund (IMF) lifted its dramatic economic expectations from June 2020 slightly in its latest study published in October 2020. Nevertheless, the economic situation is still subject to many uncertainties, particularly due to the current sharp rise in infection rates in most countries.

The IMF currently anticipates a -4.4% decline in global economic output for 2020 (previously: -4.9%). Global trade is expected to fall by -10.4% in 2020 (previously: -11.9%). In Europe, the IMF believes that the economy will contract by -8.3% in the 2020 fiscal year (previously: -10.2%), while the US economy is only expected to decline by -4.3% (previously: -8.0%). Only in China is the economic recovery that began in the second quarter continuing unabated. The IMF currently expects the country's economy to grow by 1.9% in 2020 (previously: +1.0%). By contrast, there has been a further deterioration in economic expectations for India, where the IMF now anticipates a -10.3% decline in economic output for 2020 (previously: -4.5%). India's poor performance is the main reason why the economy in Asia's emerging and developing markets is predicted to contract by -1.7% compared to 2019 despite China's positive influence (previously: -0.9%). The Latin American economy is expected to improve slightly and is now likely to decline by -8.1% in the 2020 fiscal year (previous year: -9.4%).

SECTOR-SPECIFIC ENVIRONMENT

Global truck market stabilizing: Global demand for heavy trucks stabilized during the third quarter after pandemic-related production shutdowns in the first half of 2020. Another positive factor was strong growth in the truck market in China, which rose sharply again compared to the same quarter last year. This led to improved global expectations for heavy truck production in 2020. In its latest study from October 2020, forecasting institute LMC Automotive expects global production of heavy trucks to fall by just -8.1% year-over-year in 2020 (July 2020 expectation: -24.3%). However, global truck production excluding China is predicted to contract by -36.6% compared to 2019.

China's favorable market development has also significantly raised expectations for the Asia-Pacific-Africa (APA) region, where LMC is now expecting the truck market to grow by +7.9% in 2020 (July 2020 expectation: -11.5%). According to the latest estimates, truck production in Europe is likely to contract by -27.8% in 2020 (July 2020 expectation: -34.7%). The outlook in North America has also improved. Market research firm FTR, which specializes in North America, anticipates a -44.3% contraction in truck production in the region in 2020 (FTR expectation in July 2020: -54.2%). In Latin America, LMC Automotive now expects truck production to decline by -28.5% year-over-year in 2020 (July 2020 expectation: -30.5%).

Given the sharp market decline in the first half of 2020, current expectations point to a stabilization in the market during the fourth quarter of 2020. Nevertheless, significant uncertainty remains due to the renewed rise in infection figures.

Trailer production remains subdued in 2020: The effects of the pandemic on the real economy have also left their mark on the trailer market. However, this market did not collapse as dramatically as the truck market during the first half of 2020. As a result, we are seeing a somewhat more subdued recovery here.

In Europe, Clear Consulting still expects the trailer market to fall by around -25% during 2020 compared to 2019. In Asia, Pacific and Africa, Clear anticipates a decline of just -11% compared to the previous year, which only represents a slight improvement on previous expectations. This improvement is driven by China's recovery. However, the bigger-than-expected slump in the Indian market offset this effect. The trailer market is also recovering slowly in North America. After making an adjustment in July 2020, the FTR Institute left its expectations for the North American trailer market unchanged at -41.7% year-over-year in its latest study from October 2020.

Agricultural tractor market recovers: As demand for food is not impacted by the pandemic, the agricultural sector is less affected than the truck and trailer market. Although economic uncertainty curbed farmers' willingness to invest in the first half of 2020, sentiment improved in the course of the third quarter. Rising crop prices and strong grain exports to China boosted demand for agricultural tractors. Experts are currently predicting that in 2020 the tractor market in North America could grow by up to 5% year-over-year, whereas at the end of the second quarter of 2020 they were expecting a slight decline. The outlook has also improved in Europe. Overall, the European market is expected to contract by only -5% in 2020 compared to 2019. Previously a reduction in the low double-digit percentage range was expected.

COURSE OF BUSINESS IN THE FIRST NINE MONTHS OF 2020

In January 2020, the relevant antitrust authority approved JOST's acquisition of Ålö Holding AB ("Ålö") without conditions. This enabled JOST to complete the planned transaction on January 31, 2020 and acquire 100% of the shares in Ålö.

The Ålö Group is headquartered in Umeå, Sweden, with production sites in Sweden, China, the USA and France as well as sales offices in other significant markets worldwide. The company develops, produces and markets its systems for agricultural applications under the internationally renowned Quicke brand. The acquisition can transform JOST's existing business with commercial vehicle components for the agricultural industry into another cornerstone of the group.

JOST acquired a total of 14,207,973 shares with a notional value of SEK 10 per share. The enterprise value was €245.4m. Ålö had liquid assets of €12.3m at the acquisition date. The existing bank liabilities in the amount of €98.9m were repaid by JOST on January 31, 2020.

Ålö was included in the basis of consolidation of JOST effective February 1, 2020. Accordingly, the comparability of key financials with those of the previous year is limited.

Sales

Sales revenues by origin 9M

in € thousands	9M 2020	Organic sales trend	FX effects	Takeover effects	Change	9M 2019
Europe	343,775	-24.8%	-0.4%	25.4%	+0.2%	343,021
North America	122,981	-30.1%	0%	25.2%	-4.9%	129,285
Asia-Pacific-Africa (APA)	96,845	-6.8%	-3.7%	1.2%	-9.3%	106,777
Total	563,601	-22.6%	-1.0%	20.9%	-2.7%	579,083

Sales revenues by origin Q3

in € thousands	Q3 2020	Organic sales trend	FX effects	Takeover effects	Change	Q3 2019
Europe	116,922	-16.0%	-0.8%	30.7%	+13.9%	102,646
North America	41,475	-28.0%	-3.4%	27.2%	-4.2%	43,315
Asia-Pacific-Africa (APA)	38,530	+25.6%	-5.9%	1.1%	+20.8%	31,886
Total	196,927	-11.4%	-2.5%	24.6%	+10.7%	177,847

In the third quarter, JOST increased sales year-over-year for the first time in the 2020 fiscal year. Although the ongoing pandemic still had a significant impact on JOST's business, the company was able to profit considerably from the recovery in the market. Overall, consolidated sales rose by 10.7% in the third quarter of 2020 to €196.9m (Q3 2019: €177.8m). This includes a positive effect of €43.7m arising from the acquisition of Älö. Sales excluding takeover effects fell by just -13.8% to €153.2m in the third quarter of 2020, which reflected the recovery in the truck and trailer markets, particularly in China but also in Europe and North America.

As more and more countries eased national measures aimed at containing the coronavirus pandemic and restrictions on public life were reduced, the economic situation improved worldwide and with it demand for heavy trucks and trailers. JOST's strong position in China made a particularly significant contribution to growth in the third quarter of 2020. All of the company's production plants were in operation during the third quarter and were no longer affected by closures triggered by official quarantine measures.

Although growth in the third quarter partially offset the pandemic-related decline in sales in the first half of the year, it was not enough to completely compensate for this negative effect. As a result, consolidated sales for the first nine months of the year were -2.7% below the prior-year figure at €563.6m (9M 2019: €579.1m). This includes takeover effects of €121.0m from the consolidation of Älö effective February 1, 2020.

Europe

European sales rose by 13.9% in the third quarter of 2020 to €116.9m (Q3 2019: €102.6m). Älö's contribution was €31.5m. When adjusted for takeover effects, JOST's European sales fell by only -16.8% year-over-year to €85.4m in the third quarter. This performance primarily reflects the recovery in both the truck and trailer markets. Sales of agricultural products were positively impacted by postponed sales from the second quarter, which meant that the typical seasonality of the business was not as pronounced as usual.

In the first nine months of 2020 sales in Europe rose by 0.2% to €343.8m (9M 2019: €343.0m). The sales revenues generated by Älö since February 1, 2020, amounted to €87.1m. Excluding takeover effects, sales in Europe in the first nine months of 2020 fell by -25.2% to €256.6m due to the negative effects of the pandemic.

North America

After a very weak start to the third quarter, the North American truck and trailer market steadily recovered over the course of the quarter. Although demand for heavy trucks remained –40.4% below the prior-year quarter according to FTR, it was up significantly on the extremely weak second quarter of 2020. By contrast, the trailer market remained weak according to FTR, down –47.3% on the prior-year quarter.

The acquired agricultural front loader business generated €11.8m in sales in North America during the third quarter. In this environment, JOST's sales in North America only fell slightly by –4.2% to €41.5m in the third quarter of 2020 (Q3 2019: €43.3m). When adjusted for takeover and currency exchange effects, JOST's sales in the region decreased by –28.0% to €29.7m in the same period. This means that JOST once again outperformed the truck and trailer market, which was largely due to gaining market share in the growing aftermarket business.

Sales in the region dropped by –4.9% to €123.0m in the first nine months of 2020 (9M 2019: €129.3m). This includes sales of €32.6m generated by Ålö. Excluding the effects of the acquisition, JOST's sales in North America fell by –30.1% to €90.4m during that period.

Asia-Pacific-Africa (APA)

JOST's performance in the APA region was dominated by strong growth in China in the third quarter of 2020. Other countries in the region such as South Africa and Australia also showed a positive trend. Only the Indian market remained at a record low. Another positive aspect was the fact that all of JOST's production plants in the region were able to continue producing without interruption despite the pandemic.

As a result, JOST increased sales in APA by 20.8% year-over-year to €38.5m in the third quarter (Q3 2019: €31.9m). The contribution made by the acquisition of Ålö was almost negligible at €0.3m. Headwinds from currency exchange reduced sales by –5.9%. Cumulative sales in the first nine months of 2020 fell by –9.3% to €96.8m due to the strong impact of the pandemic on the APA region in the first half of 2020 (9M 2019: €106.8m). This includes an amount of €1.3m contributed by Ålö.

Results of operations

Results of operations 9M

in € thousands	9M 2020	9M 2019	% yoy
Sales revenues	563,601	579,083	–2.7%
Cost of sales	–411,685	–428,425	
Gross profit	151,916	150,658	+0.8%
Gross margin	27.0%	26.0%	+1%-points
Operating expenses / income	–140,200	–105,018	
Operating profit (EBIT)	11,716	45,640	–74.3%
Net finance result	–7,226	–4,463	
Income taxes	790	–6,772	
Earnings after taxes	5,280	34,405	

Results of operations Q3

in € thousands	Q3 2020	Q3 2019	% yoy
Sales revenues	196,927	177,847	+10.7%
Cost of sales	–137,985	–131,694	
Gross profit	58,942	46,153	+27.7%
Gross margin	29.9%	26.0%	+3.9%-points
Operating expenses / income	–50,608	–33,787	
Operating profit (EBIT)	8,334	12,366	–32.6%
Net finance result	–3,379	–671	
Income taxes	–397	–594	
Earnings after taxes	4,558	11,101	

JOST increased its gross margin by 3.9 percentage points year-over-year to 29.9% in the third quarter of 2020 (Q3 2019: 26.0%). The group introduced numerous cost cutting measures worldwide during the pandemic that are now causing an improvement in gross margin as the markets slowly recover. Strong growth in Asia, Pacific and Africa (APA), a more favorable product mix and the increased share of the aftermarket business have all reinforced this development.

By contrast, factors such as exceptionals relating to the acquisition of Älö continue to lead to a sharp year-over-year rise in operating expenses. Research and development expenses were also on a par with the previous year, as JOST continues to push ahead with the enhancement of its product portfolio. These activities were focused on the final stages of development for the KKS 2 automatic coupling system, which was introduced to the market at the end of the third quarter of 2020. The rise in administrative expenses compared to the previous year is primarily attributable to the initial consolidation of Älö. In the third quarter of 2020, earnings before interest and taxes (EBIT) decreased to €8.3m (Q3 2019: €12.4m). Consolidated EBIT totaled €11.7m in the first nine months of 2020 (9M 2019: €45.6m).

Adjusted for exceptionals, adjusted EBIT rose by 7.0% to €20.3m in the third quarter of 2020 (Q3 2019: €19.0m). JOST managed to generate an adjusted EBIT margin in the double-digit percentage range despite the pandemic. At 10.3%, the adjusted EBIT margin was just -0.4 percentage points below the strong prior-year quarter (Q3 2019: 10.7%). This represents an improvement of 3.3 percentage points compared to the previous quarter (Q2 2020: 7.0%).

Despite the seasonal weakness typically experienced by the agricultural sector in the third quarter, the Älö Group managed to generate adjusted EBIT of €3.9m and an adjusted EBIT margin of 8.8%. JOST was able to quickly convert the recovery in the truck market into new business. As a result, JOST (excluding Älö) generated adjusted EBIT of €16.4m in the third quarter of 2020 and was able to achieve an adjusted EBIT margin on a par with the previous year at 10.7% for the first time in the 2020 fiscal year.

Consolidated EBIT in the first nine months of 2020 came to €46.1m (9M 2019: €65.5m) with a lower adjusted EBIT margin of 8.2% (9M 2019: 11.3%). This figure includes the adjusted EBIT of Älö, which came to €13.0m in the first nine months of 2020. The adjusted EBIT margin of Älö was 10.7%. In the same period, JOST (excluding Älö) generated adjusted EBIT of €33.2m and an adjusted EBIT margin of 7.5%. These results were impacted primarily by the weak first half of 2020 caused by the pandemic.

In the first nine months of 2020, JOST adjusted expenses by €34.4m overall (9M 2019: €19.9m). EBIT adjustments mainly concerned non-operating exceptionals arising from depreciation and amortization in connection with purchase price allocation (D&A from PPA) in the amount of €21.7m (9M 2019: €18.8m). The year-over-year increase of €2.9m is exclusively attributable to the acquisition of Älö. There was also a €6.9m adjustment from the use of step-ups on Älö's inventories in the first nine months of the year. JOST also adjusted administrative expenses by €2.2m, a substantial portion of which was triggered by consulting costs in connection with the acquisition of Älö. An additional €2.4m concern one-off costs from an optimization project at Älö, which is expected to be completed by the end of 2020. The following tables show a summary of adjustments made:

Reconciliation of adjusted earnings 9M

in € thousands	9M 2020	9M 2019
EBIT	11,716	45,640
D & A from PPA	-21,713	-18,827
Other effects	-12,682	-1,061
Adjusted EBIT	46,111	65,528
Depreciation	-18,752	-16,168
Amortization	-2,457	-1,465
Adjusted EBITDA	67,320	83,161

Adjustments totaled €11.9m in the third quarter of 2020 (Q3 2019: €6.6m). This included non-operating exceptionals from PPA depreciation and amortization amounting to €7.3m (Q3 2019: €6.3m) and an additional €2.6m from the use of step-ups on Älö inventories. In addition, exceptionals in the amount of €1.2m were incurred in the third quarter of 2020 in connection with the optimization project at Älö.

Reconciliation of adjusted earnings Q3

in € thousands	Q3 2020	Q3 2019
EBIT	8,334	12,366
D & A from PPA	-7,347	-6,277
Other effects	-4,601	-313
Adjusted EBIT	20,282	18,956
Depreciation	-6,059	-5,431
Amortization	-964	-512
Adjusted EBITDA	27,305	24,899

The net finance result amounted to €-3.4m in the third quarter of 2020 (Q3 2019: €-0.7m). The increase in financial expense is to some extent due to the increase in interest payments made in connection with the new loans taken out in early 2020 to finance the Älö acquisition. In addition, unrealized currency losses triggered by non-cash effects from the measurement of foreign currency loans rose to €-1.9m in the third quarter (Q3 2019: €-0.3m). The net finance result amounted to €-7.2m in the first nine months of 2020 (9M 2019: €-3.8m).

Profit after taxes in the third quarter of 2020 reached €4.6m (Q3 2019: €11.1m). Earnings per share came to €0.30 in the third quarter (Q3 2019: €0.75). In the first nine months of 2020, JOST generated a profit of €5.3m (9M 2019: €34.4m) and earnings per share of €0.35 (9M 2019: €2.31) due to the negative impact of the pandemic.

Adjusted for exceptionals, earnings after taxes in the third quarter of 2020 came to €11.8m (Q3 2019: €12.8m) and earnings per share to €0.79 (Q3 2019: €0.86). In the first nine months of 2020, adjusted earnings after taxes amounted to €27.4m (9M 2019: €42.7m) and adjusted earnings per share to €1.84 (9M 2019: €2.87).

Segments

Segment reporting 9M 2020

in € thousands	Europe	North America	Asia, Pacific and Africa	Reconciliation	Consolidated financial statements
Sales revenues*	546,317	132,362	152,783	-267,861	563,601**
thereof: external sales revenues*	343,775	122,981	96,845	0	563,601
thereof: internal sales revenues*	202,542	9,381	55,938	-267,861	0
Adjusted EBIT***	22,830	7,794	13,525	1,962	46,111
thereof: depreciation and amortization	13,873	3,711	3,625	0	21,209
Adjusted EBIT margin	6.6%	6.3%	14.0%		8.2%
Adjusted EBITDA***	36,703	11,505	17,150	1,962	67,320
Adjusted EBITDA margin	10.7%	9.4%	17.7%		11.9%

* Sales by destination in the reporting period:

- Europe: €288,946 thousand
- Americas: €133,276 thousand
- Asia, Pacific and Africa: €141,379 thousand

** Sales revenues in the segments show the sales revenues by origin.

*** Adjusted EBIT/EBITDA includes share of profit or loss of investment accounted for using the equity method that is not allocated to a segment and therefore included in the reconciliation column.

To improve comparability with the previous year's figures, the following table shows the key figures of the former JOST before the acquisition of the Ålö Group and of the acquired Ålö Group separately for the first nine months of 2020:

in € thousands	Ålö Group	JOST (excl. Ålö)	Consolidated financial statements
Sales revenues	121,005	442,596	563,601
Adjusted EBIT	12,952	33,159	46,111
thereof: depreciation and amortization	3,552	17,657	21,209
Adjusted EBIT margin	10.7%	7.5%	8.2%
Adjusted EBITDA	16,504	50,816	67,320
Adjusted EBITDA margin	13.6%	11.5%	11.9%

Segment reporting 9M 2019

in € thousands	Europe	North America	Asia, Pacific and Africa	Reconciliation	Consolidated financial statements
Sales revenues*	557,151	130,168	134,835	-243,071	579,083**
thereof: external sales revenues*	343,021	129,285	106,777	0	579,083
thereof: internal sales revenues*	214,130	883	28,058	-243,071	0
Adjusted EBIT***	35,522	12,141	15,179	2,686	65,528
thereof: depreciation and amortization	11,874	3,010	2,749	0	17,633
Adjusted EBIT margin	10.4%	9.4%	14.2%		11.3%
Adjusted EBITDA***	47,396	15,151	17,928	2,686	83,161
Adjusted EBITDA margin	13.8%	11.7%	16.8%		14.4%

* Sales by destination in the reporting period:

- Europe: €299,518 thousand
- Americas: €135,457 thousand
- Asia, Pacific and Africa: €144,108 thousand

** Sales revenues in the segments show the sales revenues by origin.

*** Adjusted EBIT/EBITDA includes share of profit or loss of investment accounted for using the equity method that is not allocated to a segment and therefore included in the reconciliation column.

Europe

The decline in demand caused by the pandemic had a significantly adverse impact on JOST's European earnings in the first nine months of 2020. The market slowly began to recover in the course of the third quarter, although the effects of the pandemic were still being felt. JOST succeeded in tackling the significant market slump with measures such as short-time work, renegotiations with suppliers and service providers and very strict and consistent cost controls across all European sites.

JOST generated an operating profit in Europe in the first nine months of 2020 despite the dramatic impact of the pandemic on the course of business: Adjusted EBIT in the first nine months of 2020 came to €22.8m (9M 2019: €35.5m) with an adjusted EBIT margin of 6.6% (9M 2019: 10.4%), an improvement on the 6.0% margin recorded in the first half of 2020. The acquisition of Ålö effective February 1, 2020, had a particularly positive impact on earnings in Europe. However, the group's administrative expenses, which are allocated to the Europe region, resulted in a comparatively higher proportion of fixed costs.

North America

Due to the market shares acquired in recent years, JOST was able to grow the aftermarket business in North America and could thus partially offset the sharp decline in sales from OEM customers. The cost reduction measures introduced in the second quarter quickly took effect, leading to a significant reduction in the region's cost of sales and administrative expenses. Ålö's business performance in North America, however, was adversely impacted by the US production plant relocation from Telford, Tennessee to Simpsonville, South Carolina, which affected the overall operating result in North America.

Despite the sharp decline in the North American market triggered by the pandemic, JOST recorded adjusted EBIT of €7.8m in the first nine months of 2020 (9M 2019: €12.1m) and an adjusted EBIT margin of 6.3% (9M 2019: 9.4%).

Asia-Pacific-Africa

The APA segment was particularly hard hit by the outbreak of the coronavirus pandemic in the first half of 2020. JOST was forced to close its Chinese production plant in Wuhan, Hubei province, from the end of January to mid-March 2020. The plants in India and South Africa also had to be closed from the end of March to mid-May 2020 due to the pandemic. But the economic situation improved in most countries in APA during the third quarter, with India being the exception.

JOST's robust positioning in China enabled the group to profit from the strong growth in this market. Thus, JOST could recover a large part of the sales missing from the first quarter over the course of the year. Due to high capacity utilization at the plant in China, a beneficial product mix and the cost reduction measures introduced, JOST generated adjusted EBIT of €13.5m in the first nine months of 2020 despite the sharp drop in sales (9M 2019: €15.2m). As a result, the adjusted EBIT margin in APA was at a similar level to the previous year at 14.0% (9M 2019: 14.2%). This represents a significant improvement in profitability compared to the first half of 2020 (adjusted EBIT margin in H1 2020: 10.2%).

Segment reporting Q3 2020

in € thousands	Europe	North America	Asia, Pacific and Africa	Reconciliation	Consolidated financial statements
Sales revenues*	181,265	44,692	62,249	-91,279	196,927**
thereof: external sales revenues*	116,922	41,475	38,530	0	196,927
thereof: internal sales revenues*	64,343	3,217	23,719	-91,279	0
Adjusted EBIT***	9,326	2,545	7,596	815	20,282
thereof: depreciation and amortization	4,875	961	1,187	0	7,023
Adjusted EBIT margin	8.0%	6.1%	19.7%		10.3%
Adjusted EBITDA***	14,201	3,506	8,783	815	27,305
Adjusted EBITDA margin	12.1%	8.5%	22.8%		13.9%

* Sales by destination in the reporting period:

- Europe: €97,354 thousand
- Americas: €44,804 thousand
- Asia, Pacific and Africa: €54,769 thousand

** Sales revenues in the segments show the sales revenues by origin.

*** Adjusted EBIT/EBITDA includes share of profit or loss of investment accounted for using the equity method that is not allocated to a segment and therefore included in the reconciliation column.

To improve comparability with the previous year's figures, the following table shows the key figures of the former JOST before the acquisition of the Ålö Group and of the acquired Ålö Group separately for the third quarter of 2020:

in € thousands	Ålö Group	JOST (excl. Ålö)	Consolidated financial statements
Sales revenues	43,689	153,238	196,927
Adjusted EBIT	3,865	16,417	20,282
thereof: depreciation and amortization	1,352	5,671	7,023
Adjusted EBIT margin	8.8%	10.7%	10.3%
Adjusted EBITDA	5,217	22,088	27,305
Adjusted EBITDA margin	11.9%	14.4%	13.9%

Segment reporting Q3 2019

in € thousands	Europe	North America	Asia, Pacific and Africa	Reconciliation	Consolidated financial statements
Sales revenues*	166,186	43,376	40,699	-72,414	177,847**
thereof: external sales revenues*	102,646	43,315	31,886	0	177,847
thereof: internal sales revenues*	63,540	61	8,813	-72,414	0
Adjusted EBIT***	9,046	4,316	4,657	937	18,956
thereof: depreciation and amortization	3,953	1,036	954	0	5,943
Adjusted EBIT margin	8.8%	10.0%	14.6%		10.7%
Adjusted EBITDA***	12,999	5,352	5,611	937	24,899
Adjusted EBITDA margin	12.7%	12.4%	17.6%		14.0%

* Sales by destination in the reporting period:

- Europe: €88,018 thousand
- Americas: €44,837 thousand
- Asia, Pacific and Africa: €44,992 thousand

** Sales revenues in the segments show the sales revenues by origin.

*** Adjusted EBIT/EBITDA includes share of profit or loss of investment accounted for using the equity method that is not allocated to a segment and therefore included in the reconciliation column.

Europe

The economic situation in Europe continued to stabilize in the third quarter. Despite the typical summer break, demand for heavy trucks and trailers rose substantially compared to the previous quarter. Performance in the agricultural sector was weaker than in the second quarter, which reflects the market's usual seasonality. Nevertheless, the acquired agricultural front loader business made an important contribution to the region's operating result.

JOST increased its adjusted EBIT in Europe by 3.1% year-over-year to €9.3m in the third quarter of 2020 (Q3 2019: €9.0m) and generated an adjusted EBIT margin of 8.0% (Q3 2019: 8.8%). This means that JOST was able to improve the adjusted EBIT margin in Europe by +5.2 percentage points compared to the previous quarter (Q2 2020: 2.8%).

North America

After an extremely weak second quarter of 2020 caused by the pandemic, the North American market slowly recovered at the end of the third quarter. Demand for heavy trucks in particular rose sharply in the region compared to the previous quarter, even though it remained below the record high of the same quarter last year. The robust after-market business boosted JOST's operating result despite declining sales. By contrast, additional costs incurred as a result of the relocation of Ålö's US production plant from Telford, Tennessee, to Simpsonville, South Carolina, put the operating result in North America under pressure.

As a result, adjusted EBIT in the region amounted to €2.5m in the third quarter of 2020 (Q3 2019: €4.3m) while the adjusted EBIT margin was 6.1% (Q3 2019: 10.0%). JOST succeeded in increasing its adjusted EBIT margin in North America as well compared to the previous quarter (Q2 2020: 5.4%).

Asia-Pacific-Africa

In APA, JOST was able to take advantage of the rapid growth in China during the third quarter of 2020. Other countries such as Australia, New Zealand and South Africa also recovered during the quarter and were able to substantially improve earnings in the region. The situation only remains critical in India. However, the cost reduction measures successfully introduced here in the previous quarters limited the negative impact the slump of the Indian market had on earnings.

As a result, JOST achieved sales growth of 20.8% in APA in the third quarter and increased adjusted EBIT by 63.1% year-over-year to €7.6m (Q3 2019: €4.7m). This meant that the adjusted EBIT margin reached a new high of 19.7% (Q3 2019: 14.6%).

Net assets

Condensed balance sheet

Assets			Equity and Liabilities		
in € thousands	09/30/2020	12/31/2019	in € thousands	09/30/2020	12/31/2019
Noncurrent assets	521,866	313,477	Equity	246,316	263,130
Current assets	388,604	325,075	Noncurrent liabilities	413,665	267,851
			Current liabilities	250,489	107,571
	910,470	638,552		910,470	638,552

In the first nine months of 2020, the equity of JOST Werke AG fell by -6.4% to €246.3m (December 31, 2019: €263.1m). This development is mainly due to non-cash exchange differences of foreign companies. The equity ratio decreased to 27.1% as of September 30, 2020 (December 31, 2019: 41.2%). Alongside the decline in equity, the main reason for the reduced equity ratio was the increase in noncurrent and current liabilities following the acquisition of the Älö Group.

To finance its acquisition of Älö, JOST entered into a financing arrangement with a consortium of banks for an amount of €120.0m and a term of 5 years. This was the primary reason for the increase in non-current liabilities to €413.7m (December 31, 2019: €267.9m). JOST also used liquid assets during the third quarter to repay €42.5m of the additional revolving credit line drawn down in connection with the takeover. As a result, the drawdown decreased to just €67.5m as of September 30, 2020.

The group's current and noncurrent assets increased as well due to the initial consolidation of the Älö Group. As part of the purchase price allocation, significant step-ups on intangible assets (€81.3m) such as customer lists and brand names were identified and measured. As a result of the Älö Group's strong market position and high profitability, as well as the expected synergies, goodwill of €79.7m was also recognized in intangible assets. A detailed overview of the assets identified in the acquisition can be found in note 3 of the Notes.

The increase in property, plant and equipment by €14.4m to €124.1m (December 31, 2019: €109.7m) is largely due to the acquisition of Älö. Overall, noncurrent assets rose by €208.4m to €521.9m as of September 30, 2020 (December 31, 2019: €313.5m).

Some of the €30.0m increase in inventories to €138.1m (December 31, 2019: €108.2m) was also attributable to the initial consolidation of Älö and as of September 30, 2020, still included a write-up of Älö's inventories totaling €2.6m associated with the purchase price allocation. The increase in inventories compared with December 31, 2019, was further bolstered by seasonal effects as inventories and receivables are generally lower at the end of the year. In addition to the initial consolidation of Älö, this was the main reason for the €42.9m increase in trade receivables to €132.9m as of September 30, 2020, compared to year-end (December 31, 2019: €89.9m). Trade payables rose analogously by €43.5m to €107.7m (December 31, 2019: €64.2m). As a result, working capital increased by 21.9% to €163.2m in the first nine months of 2020 (December 31, 2019: €133.9m). Working capital rose by only 9.1% year-over-year (9M 2019: €149.6m), mainly due to the consolidation of Älö.

Working capital as a percentage of sales rose to 21.1% in the last twelve months (9M 2019: 19.5%). The main reason for this development is the sharp year-over-year decline in sales in the first nine months of 2020 triggered by the pandemic-related slump seen particularly in the commercial vehicle market in the first half of 2020. To avoid a continued distortion of key figures, Älö's sales of the last twelve months have been taken into account.

Due to JOST's high cash generation, the company kept its liquid assets stable at a high level of €97.3m as of September 30, 2020 (December 31, 2019: €104.8m), although the company utilized around €50m of available liquidity to finance the Ålö acquisition in the first quarter of 2020 and used additional liquid assets of €42.5m to repay financial liabilities in the third quarter of 2020. Of this figure, €20m was drawn from the revolving credit facility in the first half of 2020 to bridge possible liquidity bottlenecks in the wake of the coronavirus pandemic. However, these funds were not needed and were therefore repaid in July 2020. JOST generated the remaining €22.5m in its operating business and used it to reduce financial liabilities.

As a result, net debt fell to €241.0m compared to the previous quarter (June 30, 2020: €268.0m), while the leverage ratio (ratio of debt to adjusted EBITDA for the last twelve months) improved to 2.65x (June 30, 2020: 2.84x). However, these figures have risen compared to December 31, 2019, due to the acquisition of Ålö. As of December 31, 2019, net debt amounted to €46.3m and the leverage ratio was 0.46x.

The significant improvement compared to the previous quarter underlines JOST's strong operating performance and shows that the company is rapidly approaching its target of a leverage ratio below 2.0x.

Financial Position

Cash flows 9M

in € thousands	9M 2020	9M 2019
Cash flow from operating activities	74,098	56,378
thereof change in net working capital	8,014	-7,661
Cash flow from investing activities	-255,020	-7,566
Cash flow from financing activities	176,400	-24,031
Net change in cash and cash equivalents	-4,522	24,781
Change in cash and cash equivalents due to exchange rate movements	-2,989	714
Cash and cash equivalents at January 1	104,812	66,087
Cash and cash equivalents at September 30	97,301	91,582

Cash flows Q3

in € thousands	Q3 2020	Q3 2019
Cash flow from operating activities	36,267	34,021
thereof change in net working capital	13,312	9,227
Cash flow from investing activities	-4,324	-2,330
Cash flow from financing activities	-45,836	-3,554
Net change in cash and cash equivalents	-13,893	28,137
Change in cash and cash equivalents due to exchange rate movements	-1,694	209
Cash and cash equivalents at April 1	112,888	63,236
Cash and cash equivalents at September 30	97,301	91,582

Cash flow from operating activities increased to €+74.1m in the first nine months of 2020, driven primarily by the improvement in working capital (9M 2019: €+56.4m). Cash flow from operating activities in the third quarter of 2020 at €+36.3m was also higher year-over-year (Q3 2019: €+34.0m).

As a result of the acquisition of Ålö effective January 31, 2020, cash flow from investing activities in the first nine months of 2020 was €-255.0m (9M 2019: €-7.6m). Investments in property, plant and equipment decreased year-over-year to €-8.3m (9M 2019: €-10.2m). Cash flow from investing activities in the third quarter of 2020 was €-4.3m (Q3 2019: €-2.3m), with investments in property, plant and equipment amounting to €-3.2m (Q3 2019: €-3.7m).

Cash flow from financing activities in the first nine months of 2020 was also significantly impacted by the acquisition of Ålö. As a result of cash inflows from long-term loans (€+120.0m) and short-term loans (€+67.5m), it rose to €+176.4m in the reporting period (9M 2019: €-24.0m). The €42.5m repayment of borrowings reduced cash flow from financing activities in the third quarter of 2020 to €-45.8m (Q3 2019: €-3.6m).

Despite the repayment, liquid assets at the end of the third quarter of 2020 rose to €+97.3m year-over-year (Q3 2019: €+91.6m).

Opportunities and risks

The risk situation of JOST has changed significantly since the preparation of our 2019 Annual Report. The global spread of the SARS-CoV-2 coronavirus is having a major negative impact on the company and the economy. As the duration and severity of measures to contain the epidemic differ significantly from one country to the next and are subject to dynamic changes, it is not possible to reliably predict its consequences for the future development of both individual economies and the global economy.

JOST is affected by the consequences of the pandemic in all stages of the value chain. Particular risks arise from persistently low demand and possible production and supply chain interruptions caused by the pandemic as well as the quarantine measures imposed to contain the pandemic. Competition may also continue to intensify as a result of decreasing demand worldwide. There are also other challenges associated with protecting the health of our workforce. JOST has introduced additional hygiene and protective measures in all production plants to protect the health of its employees and ensure operations.

JOST's Management Board currently expects negative impacts on the operating business worldwide. Overall, the risks identified do not influence the group's net assets, financial position and results of operations in a way that represents a risk to the group as a going concern and are considered by the Management Board to be manageable from today's perspective.

Outlook

Since the Annual Report was prepared on March 13, 2020, the effects of the coronavirus pandemic have intensified significantly worldwide. In most countries, OEM customers reacted by temporarily closing their plants or reducing their production programs in the first half of 2020. National quarantine measures put additional pressures on the production of customers and suppliers in the first half of 2020. Some of JOST's sites have also had to close, in part due to national regulations. But in the third quarter of 2020, all JOST plants were operational again.

Therefore, the assumptions underlying the forecasts made in the 2019 Annual Report no longer apply. Due to the significant negative impact of the pandemic on the commercial vehicle market, JOST now anticipates a year-over-year decline in sales in the single-digit percentage range for the 2020 fiscal year (2019 sales: €736.7m). This merely slight decline is primarily due to the positive effect of the initial consolidation of the Älö Group.

The group's adjusted EBIT will fall more sharply than consolidated sales in 2020 due to the negative impact of pandemic-related plant closures in the first half of 2020 and associated fixed cost effects (2019 adjusted EBIT: €76.8m). As a result, the adjusted EBIT margin will also be significantly lower in 2020 than in the previous year (2019 adjusted EBIT margin: 10.4%). However, JOST anticipates an improvement in the adjusted EBIT margin during the second half of 2020, which means it will be higher for the full fiscal year than it was in the first half of 2020 (H1 2020 adjusted EBIT margin: 7.0%).

Consolidated adjusted EBITDA is likely to perform slightly better than adjusted EBIT in 2020, although it will also shrink compared to the previous year (2019 adjusted EBITDA: €100.8m). Similarly, although the adjusted EBITDA margin for 2020 will decrease year-over-year, it will still remain in double digits (2019 adjusted EBITDA margin: 13.7%).

This forecast is based on the assumption that there will be no further pandemic-related plant closures at JOST or important JOST customers for the rest of the 2020 fiscal year. It is also contingent on government measures to contain the pandemic being implemented only on a regional basis and no further national lockdowns being introduced.

JOST is working hard to swiftly adapt its costs, structures and processes to the rapidly changing situation. The Management Board is confident that JOST is well positioned to deal with the latest challenges in a successful and results-driven manner and that the group will emerge stronger from the current crisis.

The Management Board of JOST Werke AG

Neu-Isenburg, November 12, 2020

CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

for the nine months ended September 30, 2020
Neu-Isenburg, Deutschland

CONDENSED CONSOLIDATED STATEMENT OF INCOME – BY FUNCTION OF EXPENSES

for the nine months ended September 30, 2020
JOST Werke AG

in € thousands	Notes	9M 2020	9M 2019	Q3 2020	Q3 2019
Sales revenues	(6)	563,601	579,083	196,927	177,847
Cost of sales		-411,685	-428,425	-137,985	-131,694
Gross profit		151,916	150,658	58,942	46,153
Selling expenses		-87,463	-66,772	-36,348	-21,579
thereof: depreciation and amortization of assets		-24,251	-21,095	-7,691	-7,042
thereof: depreciation of right-of-use assets from leases		-2,066	-1,629	-862	-553
Research and development expenses		-10,143	-10,310	-3,016	-3,421
Administrative expenses	(7, 12)	-45,348	-31,268	-13,382	-10,090
Other income	(8)	7,401	3,634	2,843	1,324
Other expenses	(8)	-6,609	-2,988	-1,520	-958
Share of profit or loss of equity method investments		1,962	2,686	815	937
Operating profit (EBIT)		11,716	45,640	8,334	12,366
Financial income	(9)	1,716	1,739	591	934
Financial expense	(9)	-8,942	-6,202	-3,970	-1,605
Net finance result		-7,226	-4,463	-3,379	-671
Profit/loss before tax		4,490	41,177	4,955	11,695
Income taxes	(10)	790	-6,772	-397	-594
Profit/loss after taxes		5,280	34,405	4,558	11,101
Weighted average number of shares		14,900,000	14,900,000	14,900,000	14,900,000
Basic and diluted earnings per share (in €)	(11)	0.35	2.31	0.30	0.75

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME – BY FUNCTION OF EXPENSES

for the nine months ended September 30, 2020
JOST Werke AG

in € thousands	9M 2020	9M 2019	Q3 2020	Q3 2019
Profit/loss after taxes	5,280	34,405	4,558	11,101
Items that may be reclassified to profit or loss in subsequent periods				
Exchange differences on translating foreign operations	-20,068	3,719	-11,697	868
Items that will not be reclassified to profit or loss				
Remeasurements of defined benefit pension plans	-2,895	-12,614	-1,042	-3,440
Deferred taxes relating to other comprehensive income	869	3,784	313	1,032
Other comprehensive income	-22,094	-5,111	-12,426	-1,540
Total comprehensive income	-16,814	29,294	-7,868	9,561

CONDENSED CONSOLIDATED BALANCE SHEET

as of September 30, 2020

JOST Werke AG

Assets			
in € thousands	Notes	30/09/2020	31/12/2019
Noncurrent assets			
Goodwill	(3)	78,045	0
Other intangible assets	(3)	300,310	184,233
Property, plant, and equipment		124,138	109,716
Investments accounted for using the equity method		8,968	10,851
Deferred tax assets		9,390	7,348
Other noncurrent assets		1,015	1,329
		521,866	313,477
Current assets			
Inventories		138,124	108,173
Trade receivables	(13)	132,858	89,937
Receivables from income taxes		4,208	4,799
Other current financial assets	(13), (14)	746	628
Other current assets		15,367	16,726
Cash and cash equivalents		97,301	104,812
		388,604	325,075
Total assets		910,470	638,552

Equity and liabilities

in € thousands	Notes	30/09/2020	31/12/2019
Equity			
Subscribed capital		14,900	14,900
Capital reserves		474,653	474,653
Other reserves		-61,632	-39,538
Retained earnings		-181,605	-186,885
		246,316	263,130
Noncurrent liabilities			
Pension obligations	(15)	71,179	69,098
Other provisions		3,321	2,405
Interest-bearing loans and borrowings	(16)	270,049	150,444
Deferred tax liabilities		39,250	16,661
Other noncurrent financial liabilities	(13)	25,157	25,161
Other noncurrent liabilities		4,709	4,082
		413,665	267,851
Current liabilities			
Pension obligations	(15)	1,897	1,897
Other provisions		19,165	7,331
Interest-bearing loans and borrowings	(16)	67,808	311
Trade payables		107,749	64,223
Liabilities from income taxes		5,565	3,407
Contract liabilities		3,914	4,571
Other current financial liabilities	(13), (17)	9,094	7,419
Other current liabilities		35,297	18,412
		250,489	107,571
Total equity and liabilities		910,470	638,552

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

for the nine months ended September 30, 2020

JOST Werke AG

Condensed Consolidated Statement of Changes in Equity for the nine months ended September 30, 2020

in € thousands	Subscribed capital	Capital reserves	Exchange differences on translating foreign operations
Balance at January 1, 2020	14,900	474,653	-10,025
Earnings after taxes	0	0	0
Other comprehensive income	0	0	-20,068
Deferred taxes relating to other comprehensive income	0	0	0
Total comprehensive income	0	0	-20,068
Balance as of September 30, 2020	14,900	474,653	-30,093

Condensed Consolidated Statement of Changes in Equity for the nine months ended September 30, 2019

in € thousands	Subscribed capital	Capital reserves	Exchange differences on translating foreign operations
Balance at January 1, 2019	14,900	499,399	-12,529
Profit/loss after taxes	0	0	0
Other comprehensive income	0	0	3,719
Deferred taxes relating to other comprehensive income	0	0	0
Total comprehensive income	0	0	3,719
Dividends paid	0	0	0
Balance as of September 30, 2019	14,900	499,399	-8,810

Other reserves			
Remeasurements of defined benefit pension plans	Other reserves	Retained earnings	Total consolidated equity
-29,410	-103	-186,885	263,130
0	0	5,280	5,280
-2,895	0	0	-22,963
869	0	0	869
-2,026	0	5,280	-16,814
-31,436	-103	-181,605	246,316

Other reserves			
Remeasurements of defined benefit pension plans	Other reserves	Retained earnings	Total consolidated equity
-21,289	-103	-228,765	251,613
0	0	34,405	34,405
-12,614	0	0	-8,895
3,784	0	0	3,784
-8,830	0	34,405	29,294
0	0	-16,390	-16,390
-30,119	-103	-210,750	264,517

CONDENSED CONSOLIDATED CASH FLOW STATEMENT

for the nine months ended September 30, 2020

JOST Werke AG

in € thousands	9M 2020	9M 2019	Q3 2020	Q3 2019
Profit/loss before tax	4,490	41,177	4,955	11,695
Depreciation, amortization, impairment losses and reversal of impairment on noncurrent assets	42,922	36,460	14,370	12,220
Other noncash expenses	-194	386	779	-495
Change in inventories	4,546	-2,738	4,030	-2,025
Change in trade receivables	-19,453	313	-10,915	16,566
Change in trade payables	22,921	-5,236	20,197	-5,314
Change in other assets and liabilities	25,851	-4,921	7,477	4,767
Income tax payments	-6,985	-9,063	-4,626	-3,393
Cash flow from operating activities	74,098	56,378	36,267	34,021
Payments to acquire intangible assets	-3,905	-888	-1,442	-374
Proceeds from sales of property, plant, and equipment	2,332	122	101	-8
Payments to acquire property, plant, and equipment	-8,305	-10,167	-3,196	-3,726
Acquisition of subsidiaries, less acquired cash and cash equivalents	-245,419	0	0	0
Dividends received	0	2,813	0	1,730
Interests received	277	554	213	48
Cash flow from investing activities	-255,020	-7,566	-4,324	-2,330
Interest payments	-4,223	-2,192	-1,389	-1,110
Proceeds from short-term interest-bearing loans and borrowings	110,000	0	0	0
Proceeds from long-term interest-bearing loans and borrowings	120,000	0	0	0
Refinancing costs	-510	0	0	0
Repayment of short-term interest-bearing loans and borrowings	-42,729	-150	-42,572	-75
Dividends paid to the shareholders of the company	0	-16,390	0	0
Repayment of lease liabilities	-6,138	-5,299	-1,875	-2,369
Cash flow from financing activities	176,400	-24,031	-45,836	-3,554
Net change in cash and cash equivalents	-4,522	24,781	-13,893	28,137
Change in cash and cash equivalents due to exchange rate movements	-2,989	714	-1,694	209
Cash and cash equivalents at January 1/July 1	104,812	66,087	112,888	63,236
Cash and cash equivalents at September 30	97,301	91,582	97,301	91,582

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

for the period from January 1 to September 30, 2020
JOST Werke AG

1. GENERAL INFORMATION

JOST is a leading global producer and supplier of safety-critical systems for the commercial vehicle industry.

The registered office of JOST Werke AG is at 2, Siemensstraße in 63263 Neu-Isenburg, Germany. The company is registered in the Commercial Register of Offenbach am Main under section B, number 50149.

As of July 20, 2017, the shares of JOST Werke AG (hereinafter also “JOST”, the “group,” the “company,” or the “JOST Werke Group”) were traded for the first time on the Frankfurt Stock Exchange. As of September 30, 2020, the majority of JOST shares were held by institutional investors.

The condensed consolidated interim financial statements of JOST Werke AG were prepared based on the going concern principle.

2. BASIS OF PREPARATION OF THE INTERIM FINANCIAL STATEMENTS

The condensed consolidated interim financial statements (hereinafter also “interim financial statements”) as of and for the nine months ended September 30, 2020 (hereinafter also “2020 reporting period”) comprise JOST Werke AG, its subsidiaries and the joint venture. These interim financial statements were prepared in accordance with the International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board (IASB), London, that are effective as of the reporting date, and the Interpretations issued by the International Financial Reporting Interpretations Committee (IFRS IC), as adopted by the European Union (EU).

The interim financial statements were prepared in accordance with IAS 34 Interim Financial Reporting. They do not include all the information required for a complete set of IFRS financial statements. However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the group’s net assets, financial position and results of operations since the last annual consolidated financial statements as of and for the fiscal year ended December 31, 2019. The interim financial statements should be read in conjunction with the annual consolidated financial statements as of and for the fiscal year ended December 31, 2019, which can be downloaded at <http://ir.jost-world.com/>. The new and amended International Financial Reporting Standards and Interpretations that are effective for fiscal years beginning on or after January 1, 2020 (Amendments to IAS 1 and IAS 8 - Definition of “Material”; Amendments to IFRS 3 – Definition of a Business; Revised Conceptual Framework of IFRSs; and Amendments to IFRS 9, IAS 39 and IFRS 7 – Interest Rate Benchmark Reform), had no effect on the reporting period or earlier periods and will probably not have a material effect on future periods.

Extensive measures have been taken at our sites to restrict and prevent the spread of the COVID-19 pandemic. These include measures to ensure social distancing, regulations for staff working from home and the introduction of short-time work in Germany. By doing this, we are complying with the recommendations and regulations issued by international, national and local authorities. The health and safety of our employees and customers is our number one priority. Infection control precautions have been taken wherever work is being carried out.

JOST provides its customers with important services and rapidly supplies them with replacement parts worldwide. By doing this, we can help to ensure that transport is still out on the road during times of crisis, particularly when it comes to carrying medication and food.

The situation at our sites in China, South Africa, Brazil and India, which had to be closed for several weeks in Q1 and Q2, has largely returned to normal. Employees have now gone back to work and production has been resumed according to schedule. All JOST plants worldwide are currently operational and the availability of all our products is guaranteed. JOST was able to get through the first wave of the pandemic and the subsequent ramp-up of production without major incidents.

Looking ahead to the fourth quarter 2020, the Covid-19 pandemic is expected to have further economic consequences – such as those caused by lockdowns – that will influence the international trade in goods and therefore affect JOST as well. Our focus for the remainder of the year will be on maintaining the ability to supply our products and all services to our customers worldwide in this difficult environment.

The Management Board approved the condensed consolidated interim financial statements of JOST Werke AG for the period ending on September 30, 2020 for issue on November 12, 2020.

3. BUSINESS COMBINATIONS

Acquisition of Ålö Holding AB, Umeå, Sweden

On January 31, 2020 the subsidiary Jost-Werke International Beteiligungsverwaltung GmbH acquired a 100% interest in Ålö Holding AB, a leading international manufacturer of agricultural front loaders marketed under the Quicke brand, for a purchase price of €159.2m. This acquisition concerned 14,207,973 shares with a notional value of SEK 10 per share. The main reason for the acquisition is that JOST intends to use the takeover to expand its successful business and sales model, and its industrial expertise as a producer and supplier of systems and components in the agricultural sector.

If the Ålö Group had already been included in the basis of consolidation as of January 1, 2020, the condensed consolidated income statement would have shown additional sales revenues of €14.5m. The sales revenues attributable to Ålö for the period from January 1 to September 30, 2020 would be €135.5m. For the period from January 1 to September 30, the Ålö Group would have contributed a total of €0.2m to consolidated earnings instead of €2.3m for the period from February 1 to September 30, 2020.

The following table summarizes the consideration transferred for the acquisition and the fair values of the assets identified and liabilities assumed at the acquisition date:

in € thousands	
Consideration transferred	
Payment made in cash	159,160
Contingent consideration	0
Total	159,160

in € thousands	
Intangible assets	137,809
Property, plant, and equipment	25,464
Inventories	49,250
Trade receivables	26,676
Cash and cash equivalents	12,318
Trade payables	-23,142
Interest-bearing loans and borrowings	-98,904
Deferred tax liabilities	-32,037
Other assets and liabilities	-17,951
Net identifiable assets acquired	79,483
Plus: goodwill	79,677
Net assets acquired	159,160

Significant step-ups (fair value adjustments) on intangible assets such as customer lists (€32.5m) and brand names (€48.8m) as well as tangible assets such as inventories (€9.5m) and property, plant and equipment (€2.6m) were identified and measured as part of the purchase price allocation. The acquired goodwill of €79.7m is attributable to the strong market position and high profitability of the Ålö Group and the expected synergies. This goodwill is not deductible for tax purposes.

The bank liabilities assumed in the amount of €99m were repaid by JOST on January 31, 2020.

The purchase price allocation in 2020 resulted in €3,034 thousand in depreciation of land, land rights and buildings, including buildings on third-party land, and amortization of customer lists and acquired intangible assets. There are also negative earnings effects from step-ups on inventories amounting to €6,943 thousand.

Costs of business combinations

The costs of business combinations of €2,244 thousand (2019: €2,482 thousand) are presented in administrative expenses within the income statement. For further details on exceptionals, see note 12.

Contingent consideration

Should the gross margin of Ålö Holding AB exceed a certain absolute figure in fiscal year 2020, the group is obliged to pay the former owners of Ålö Holding AB up to €25m.

The group's potential payment obligations under this agreement are between €1 and €25m and will become due and payable in 2021 if this company's gross margin exceeds a certain figure.

Based on the assessment at the acquisition date, a value of zero was recognized for the contingent consideration. As of the reporting date, the assessment has not changed.

4. SEGMENT REPORTING

Segment reporting as of September 30, 2020

in € thousands	Europe	North America	Asia, Pacific and Africa	Reconciliation	Consolidated financial statements
Sales revenues*	546,317	132,362	152,783	-267,861	563,601**
thereof: external sales revenues*	343,775	122,981	96,845	0	563,601
thereof: internal sales revenues*	202,542	9,381	55,938	-267,861	0
Adjusted EBIT***	22,830	7,794	13,525	1,962	46,111
thereof: depreciation and amortization	13,873	3,711	3,625	0	21,209
Adjusted EBIT margin	6.6%	6.3%	14.0%		8.2%
Adjusted EBITDA***	36,703	11,505	17,150	1,962	67,320
Adjusted EBITDA margin	10.7%	9.4%	17.7%		11.9%

* Sales by destination in the reporting period:

- Europe: €288,946 thousand
- Americas: €133,276 thousand
- Asia, Pacific and Africa: €141,379 thousand

** Sales revenues in the segments show the sales revenues by origin.

*** Adjusted EBIT/EBITDA includes share of profit or loss of investment accounted for using the equity method that is not allocated to a segment and therefore included in the reconciliation column.

To improve comparability with the previous year's figures of JOST, the following table shows the key figures of the former JOST and the acquired Älö Group for the period up to September 30, 2020.

in € thousands	Älö Group	JOST (excl. Älö)	Consolidated financial statements
Sales revenues	121,005	442,596	563,601
Adjusted EBIT	12,952	33,159	46,111
thereof: depreciation and amortization	3,552	17,657	21,209
Adjusted EBIT margin	10.7%	7.5%	8.2%
Adjusted EBITDA	16,504	50,816	67,320
Adjusted EBITDA margin	13.6%	11.5%	11.9%

Segment reporting as of September 30, 2019

in € thousands	Europe	North America	Asia, Pacific and Africa	Reconciliation	Consolidated financial statements
Sales revenues*	557,151	130,168	134,835	-243,071	579,083**
thereof: external sales revenues*	343,021	129,285	106,777	0	579,083
thereof: internal sales revenues*	214,130	883	28,058	-243,071	0
Adjusted EBIT***	35,522	12,141	15,179	2,686	65,528
thereof: depreciation and amortization	11,874	3,010	2,749	0	17,633
Adjusted EBIT margin	10.4%	9.4%	14.2%		11.3%
Adjusted EBITDA***	47,396	15,151	17,928	2,686	83,161
Adjusted EBITDA margin	13.8%	11.7%	16.8%		14.4%

* Sales by destination in the reporting period:

- Europe: €299,518 thousand
- Americas: €135,457 thousand
- Asia, Pacific and Africa: €144,108 thousand

** Sales revenues in the segments show the sales revenues by origin.

*** Adjusted EBIT / EBITDA includes share of profit or loss of investment accounted for using the equity method that is not allocated to a segment and therefore included in the reconciliation column.

Reconciliation of adjusted earnings figures

in € thousands	9M 2020	9M 2019
Profit/loss after taxes	5,280	34,405
Income taxes	790	-6,772
Net finance result	-7,226	-4,463
EBIT	11,716	45,640
D & A from PPA	-21,713	-18,827
Other effects	-12,682	-1,061
Adjusted EBIT	46,111	65,528
Depreciation of property, plant and equipment	-18,752	-16,168
Amortization of intangible assets	-2,457	-1,465
Adjusted EBITDA	67,320	83,161

The other effects are explained in more detail in note 12.

5. SEASONALITY OF OPERATIONS

Seasonal effects during the fiscal year can result in variations in sales and resulting profit. JOST usually has higher sales and earnings in the first half-year due to the fact that major customers close their manufacturing plants for summer break at the start of the second half-year. It cannot be ruled out that the coronavirus pandemic may also trigger seasonal shifts.

6. SALES REVENUES

The sales revenues gained as part of the acquisition of the Ålö Group are shown in note 4. When adjusted for Ålö Group sales revenues, sales revenues declined significantly across all regions, which is primarily a result of the COVID-19 pandemic but is also connected with the slowing of the commercial vehicle markets expected for 2020.

For information on the effects of the COVID-19 pandemic, please refer to the explanations in note 2.

7. ADMINISTRATIVE EXPENSES

The rise in administrative expenses compared to the previous year is associated with expenses from the acquisition of Ålö Group (€2.2m; see note 12) as well as the administrative expenses of the Ålö Group itself (€8.6m).

8. OTHER INCOME / OTHER EXPENSES

For the 2020 reporting period, other income amounted to €7.4m (2019 reporting period: €3.6m) and other expenses amounted to €6.6m (2019 reporting period: €3.0m).

In the 2020 reporting period as well in the 2019 reporting period, other income mainly comprises currency gains (2020 reporting period: €4.3m; 2019 reporting period: €2.0m) and government grants (2020 reporting period: €0.3m; 2019 reporting period: €0.6m). The figure for the 2020 reporting period also includes income from asset disposals of €1.5m (2019 reporting period: €0.1m). Other expenses mainly comprise currency losses.

9. FINANCE RESULT

Financial income is composed of the following items:

in € thousands	9M 2020	9M 2019
Interest income	283	173
Realized currency gains	3	79
Unrealized currency gains	1,390	1,456
Result from measurement of derivatives	28	0
Other financial income	12	31
Total	1,716	1,739

Financial expense is composed of the following items:

in € thousands	9M 2020	9M 2019
Interest expenses	-5,271	-2,688
thereof: interest expenses from leasing	-669	-425
Realized currency losses	-195	-104
Unrealized currency losses	-2,970	-1,977
Result from measurement of derivatives	0	-1,034
Other financial expenses	-506	-399
Total	-8,942	-6,202

Expenses of €0.3m recognized in other financial expense resulted from the additional financing agreement dated December 19, 2019 for financing the acquisition of Ålö Holding AB.

10. INCOME TAXES

The following table shows a breakdown of income taxes:

in € thousands	9M 2020	9M 2019
Current tax	-9,125	-10,467
Deferred taxes	9,915	3,695
Taxes on income	790	-6,772

Tax expenses are calculated based on management's best estimate of the weighted average annual income tax rate expected for the full fiscal year multiplied by the pre-tax income of the interim reporting period.

11. EARNINGS PER SHARE

As of September 30, 2020, the number of no-par value shares (bearer shares) remained unchanged at 14,900,000.

The diluted earnings per share (in €) correspond to basic earnings per share.

	9M 2020	9M 2019
Earnings per share		
Earnings after taxes (in € thousand)	5,280	34,405
Weighted average number of shares	14,900,000	14,900,000
Basic and diluted earnings per share (in €)	0.35	2.31

12. EXCEPTIONALS

The following explanation of adjusted effects serves to clarify the information in the income statement.

In the 2020 reporting period, expenses amounting to €34,395 thousand (2019: €19,888 thousand) were adjusted within earnings before interest and taxes (EBIT).

The items adjusted within EBIT relate to selling expenses arising from the purchase price allocations (PPA depreciation and amortization) in the amount of €21,713 thousand (2019: €18,827 thousand). Furthermore, cost of sales, selling expenses, research and development expenses and administrative expenses, and other income were adjusted for expenses relating to other effects totaling €12,682 thousand (2019: €1,061 thousand). The other effects mainly relate to the expenses associated with the acquisition of Ålö Holding AB in the amount of €2,244 thousand, earnings effects from the use of step-ups on inventories in the amount of €6,943 thousand as well as expenses of €2,399 thousand for an optimization project at Ålö that is expected to be completed by the end of 2020.

In the 2020 reporting period, expenses of €240 thousand (2019: €0 thousand) arising from entering into the acquisition financing agreement were adjusted within the net finance result.

Notional income taxes after adjustments were recognized in the amount of €11,738 thousand in the 2020 reporting period (2019: €18,320 thousand).

The tables below show the earnings adjusted for these effects:

in € thousands	January 1 – September 30, 2020			Adjustments, total	January 1 – September 30, 2020
	Unadjusted	D & A from PPA	Other effects		Adjusted
Sales revenues	563,601			0	563,601
Cost of sales	-411,685		7,928	7,928	-403,757
Gross profit	151,916	0	7,928	7,928	159,844
Selling expenses	-87,463	21,713	1,191	22,904	-64,559
Research and development expenses	-10,143		61	61	-10,082
Administrative expenses	-45,348		4,956	4,956	-40,392
Other income	7,401		-1,454	-1,454	5,947
Other expenses	-6,609			0	-6,609
Share of profit or loss of equity method investments	1,962			0	1,962
Operating profit (EBIT)	11,716	21,713	12,682	34,395	46,111
Financial income	1,716			0	1,716
Financial expense	-8,942		240	240	-8,702
Net finance result	-7,226	0	240	240	-6,986
Earnings before tax	4,490	21,713	12,922	34,635	39,125
Income taxes	790				-11,738
Earnings after taxes	5,280				27,387
Weighted average number of shares	14,900,000				14,900,000
Basic and diluted earnings per share (in €)	0.35				1.84

in € thousands	January 1 – September 30, 2019			Adjustments, total	January 1 – September 30, 2019
	Unadjusted	D & A from PPA	Other effects		Adjusted
Sales revenues	579,083			0	579,083
Cost of sales	-428,425		238	238	-428,187
Gross profit	150,658	0	238	238	150,896
Selling expenses	-66,772	18,827	159	18,986	-47,786
Research and development expenses	-10,310			0	-10,310
Administrative expenses	-31,268		596	596	-30,672
Other income	3,634			0	3,634
Other expenses	-2,988		68	68	-2,920
Share of profit or loss of equity method investments	2,686			0	2,686
Operating profit (EBIT)	45,640	18,827	1,061	19,888	65,528
Financial income	1,739			0	1,739
Financial expense	-6,202			0	-6,202
Net finance result	-4,463	0	0	0	-4,463
Earnings before tax	41,177	18,827	1,061	19,888	61,065
Income taxes	-6,772				-18,320
Earnings after taxes	34,405				42,746
Weighted average number of shares	14,900,000				14,900,000
Basic and diluted earnings per share (in €)	2.31				2.87

13. FINANCIAL ASSETS AND FINANCIAL LIABILITIES

The carrying amounts, fair values, categories and classes of financial assets and financial liabilities are as follows:

in € thousands	Measurement categories in accordance with IFRS 9	Carrying amount 09/30/2020	Fair value 09/30/2020	Carrying amount 12/31/2019	Fair value 12/31/2019	Level
Assets						
Cash and cash equivalents	FAAC	97,301	97,301	104,812	104,812	n/a
Trade receivables	FAAC	132,858	132,858	89,937	89,937	n/a
Other financial assets	FAAC	746	746	628	628	n/a
Total		230,905	230,905	195,377	195,377	

Cash and cash equivalents, trade receivables, and other financial assets are generally of a current nature. The fair value therefore roughly corresponds to the carrying amount. As of the reporting date, all other financial assets are measured at amortized cost (FAAC); the same applied to December 31, 2019.

in € thousands	Measurement categories in accordance with IFRS 9	Carrying amount 09/30/2020	Fair value 09/30/2020	Carrying amount 12/31/2019	Fair value 12/31/2019	Level
Liabilities						
Trade payables	FLAC	107,749	107,749	64,223	64,223	n/a
Interest bearing loans and borrowings*	FLAC	380,765	381,085	151,076	151,396	2
Lease liabilities	n/a**	31,849	31,849	30,618	—	n/a
Other financial liabilities	FLAC	857	857	389	389	n/a
Derivative financial liabilities	FLtPL	1,545	1,545	1,573	1,573	2
Total		522,765	523,085	247,879	217,581	

* excluding accrued financing costs (see note 16)

** within the scope of IFRS 16

Since trade payables and other liabilities have short maturities, their carrying amounts do not differ from their fair values. With the exception of derivative financial liabilities, all financial liabilities listed in the table are measured at amortized cost (FLAC). Derivative financial liabilities are measured at fair value through profit or loss (FLtPL).

Lease liabilities fall within the scope of IFRS 16 and are therefore not allocated to any of the measurement categories established under IFRS 9.

JOST uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices)

Level 3: Inputs for the assets or liabilities that are not based on observable market data (that is, unobservable inputs).

There were no transfers between the levels of the fair value hierarchy during 2020 and 2019.

The fair value of the interest-bearing loans and borrowings is determined in 2020 and 2019 considering actual interest curves and classified as level 2 of the fair value hierarchy.

The measurement of derivatives is described in note 17.

14. OTHER FINANCIAL ASSETS

Other financial assets primarily include deposits in the amount of €611 thousand (December 31, 2019: €431 thousand) and overpayments to suppliers in the amount of €126 thousand (December 31, 2019: €197 thousand). There were no credit-impaired financial assets as of the balance sheet date. The gross carrying amount corresponds to the maximum default risk. No financial assets were known to be at risk of default as of the balance sheet date.

15. PENSION OBLIGATIONS

Pension obligations as of September 30, 2020 were €73.1m (December 31, 2019: €71.0m). The following significant actuarial assumptions were made:

Assumptions

	09/30/2020	12/31/2019
Discount rate	0.6%	0.8%
Inflation rate/ future pension increases	2.0%	2.0%
Future salary increases	2.0%	2.0%

16. INTEREST-BEARING LOANS AND BORROWINGS

The following table shows the group's loan liabilities as of September 30, 2020:

in € thousands		09/30/2020	12/31/2019
Promissory note loans	5 years, fixed	29,000	29,000
	5 years, variable	86,500	86,500
	7 years, fixed	20,000	20,000
	7 years, variable	14,500	14,500
		150,000	150,000
Loan	5 years, variable	120,000	0
Revolving credit facility		67,500	0
Other		841	1,076
Interest-bearing loans		338,341	151,076
Accrued financing costs		-484	-321
Total		337,857	150,755

In order to finance its acquisition of Ålö Holding AB, JOST in December 2019 entered into a new financing arrangement with a consortium of banks for an amount of €120m and over a term of 5 years.

JOST drew €67.5m from the available revolving facility as of September 30, 2020 (December 31, 2019: €0m). Interest payments were made in the amount of €3,391 thousand (2019 reporting period: €1,756 thousand).

The revolving credit facility has a short-term maturity and is therefore reported under current liabilities. It carries a variable interest rate depending on the EURIBOR and the group-wide leverage of JOST.

To the extent that they can be accrued, the costs incurred under the previous financing agreement are spread on a pro rata basis until mid-2025 in accordance with the effective interest method, and those incurred under the additional financing agreement dated December 19, 2019 are spread until the end of 2024.

17. OTHER FINANCIAL LIABILITIES

The future interest rate volatility from the variable interest tranches of the promissory note loan is hedged via four interest rate swaps. Overall, the interest rate swaps as of September 30, 2020 had a negative fair value of €1,545 thousand (December 31, 2019: €1,573 thousand) (mark-to-market valuation), which is shown in the balance sheet under other noncurrent financial liabilities. For details regarding the maturities of loans see note 16.

As in the previous year, the group did not apply hedge accounting in accordance with IFRS 9 in the reporting period.

18. RELATED PARTY DISCLOSURES

IAS 24 defines related parties as those persons and companies that have control or a significant influence over the other party.

The structure of JOST, including the subsidiaries and the joint venture, as of September 30, 2020, has changed compared to December 31, 2019 as a result of the acquisition of Ålö Holding AB and its subsidiaries. The following entities were acquired in this context. The list includes information on their registered office and the equity interest acquired.

- Ålö Holding AB, Umeå, Sweden (100%)
- Ålö Group AB, Umeå, Sweden (100%)
- Ålö Intressenter AB, Umeå, Sweden (100%)
- Ålö AB, Umeå, Sweden (100%)
- Alö Deutschland Vertriebs-GmbH, Dieburg, Germany (100%)
- Alo Danmark A/S, Skive, Denmark (100%)
- Ålö Norge A/S, Rakkestad, Norway (100%)
- Alo UK Ltd, Droitwich, United Kingdom (100%)
- Alo France S.A.S., Blanzac-Les-Matha, France (100%)
- Agroma S.A.S., Blanzac-Les-Matha, France (100%)
- Alo Canada Inc, Vancouver, Canada (100%)
- Alo USA Inc, Elgin, IL, USA (100%)
- Alo Tennessee Inc, Telford, TN, USA (100%)
- Alo Agricult. Machinery (Ningbo) Co. Ltd., Ningbo, PR China (100%)
- Alo Trading (Ningbo) Co. Ltd., Ningbo, PR China (100%)
- Alo Brasil Ltda, Brazil (100%)

Alo France S.A.S., Blanzac-Les-Matha, France, was merged with Agroma S.A.S., Blanzac-Les-Matha, France, effective June 1, 2020.

The **Management Board** comprises the following members, who are all related parties within the meaning of IAS 24:

Joachim Dürr, Diplom-Ingenieur, Dachau
Chairman of the Management Board
Chief Executive Officer

Dr.-Ing. Ralf Eichler, Diplom-Ingenieur, Dreieich
Chief Operating Officer

Dr. Christian Terlinde, Diplom-Kaufmann, Dinslaken
Chief Financial Officer

The **Supervisory Board** consists of the following persons:

Manfred Wennemer
(Chair)

Prof. Dr. Bernd Gottschalk
(Deputy Chair)

Natalie Hayday

Rolf Lutz

Jürgen Schaubel

Klaus Sulzbach

There were no other material changes to existing transactions or new transactions with related parties during the 2020 reporting period.

19. EVENTS AFTER THE REPORTING DATE

There were no material, reportable events after the reporting date.

REVIEW

This interim report was neither audited according to Section 317 HGB nor reviewed by auditors.

Neu-Isenburg, November 12, 2020



Joachim Dürr

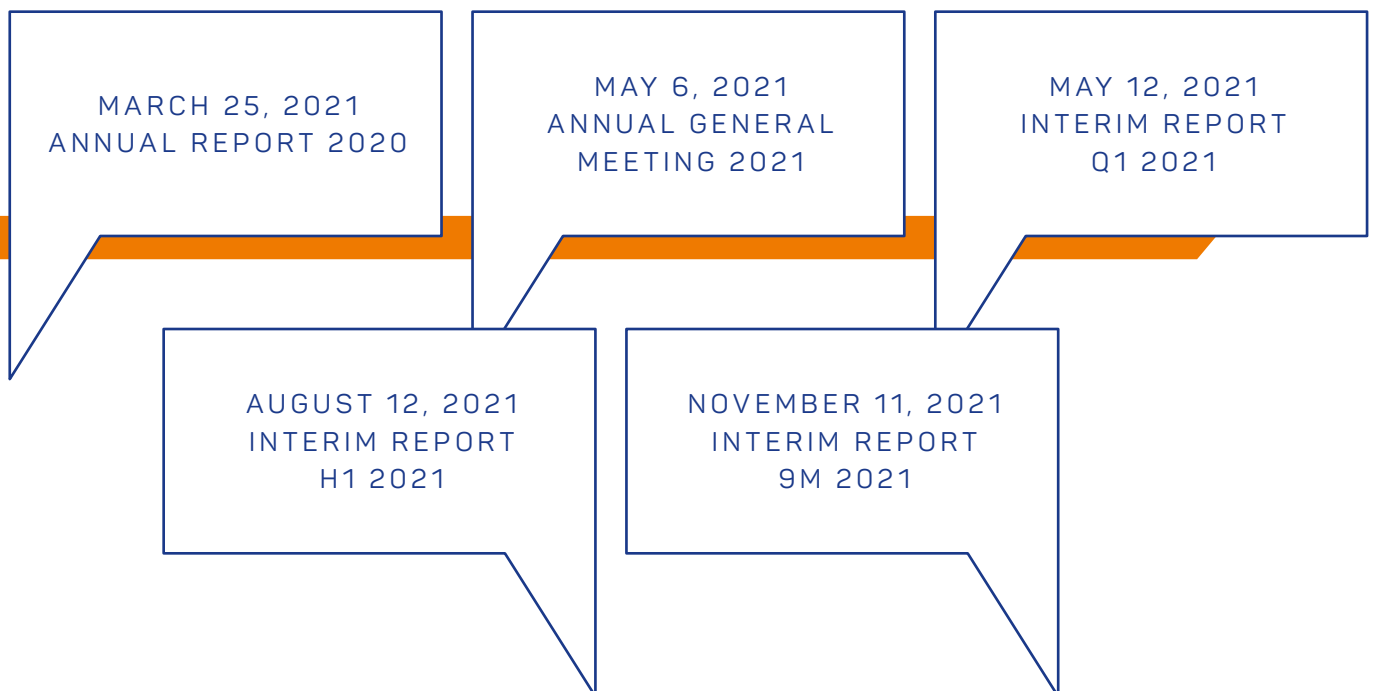


Dr. Ralf Eichler



Dr. Christian Terlinde

FINANCIAL CALENDAR



Legal disclaimer

This document contains forward-looking statements. These statements reflect the current views, expectations and assumptions of the management, and are based on information currently available to the management. Forward-looking statements do not guarantee the occurrence of future results and developments and are subject to known and unknown risks and uncertainties. Therefore, actual future results and developments may deviate materially from the expectations and assumptions expressed in this document due to various factors. These factors primarily include changes in the general economic and competitive environment. Furthermore, developments on financial markets and changes in currency exchange rates as well as changes in national and international laws, in particular in respect of fiscal regulation, and other factors influence the company's future results and developments. Neither the company nor any of its affiliates undertakes to update the statements contained in this notification.

This interim report has been translated into English. Both language versions are available for download on the Internet at → <https://ir.jost-world.com/>. In case of any conflicts, the German version of the interim report shall prevail over the English translation.

Publishing Information

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