Q3 2018 Results

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1. Highlights Q3 2018

2. Market outlook

3. Detailed results review

4. Company outlook

5. Q&A

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Business summary – Q3 2018 highlights

Organic group sales growth of 10% in Q3 2018

Reported group sales grew by 9% to €187m (Q3 17: €171m)

- ✓ Sales in Europe up by 4% to €108m – another strong quarter
- ✓ North America sales accelerated further, up by 35% to €41m – growth driven by strong market dynamic and further market share gains
- ✓ Organic sales growth in APA up by 7% – high activity, esp. India and Australia. Reported sales in APA on euro basis up only by 3% to €38m due to FX-headwinds

Adjusted EBIT up by 4% to €20m (Q3 17: €19m)

- ✓ Group margin of 10.8% despite substantial cost increases of wages and raw materials, additional costs due to capacity constraints in the supply chain and stronger growth in OEM sales (Q3 17: 11.4%)

Net earnings grew by 36% in Q3 2018 reaching €9m (Q3 17: €6m)

- ✓ Reported earnings per share (EPS) grew in Q3 to €0.58 (Q3 17: €0.45)
- ✓ Adjusted EPS grew to €0.85 (Q3 17: €0.79)

2018 forecast confirmed: High-single digit organic sales growth (before: mid to high);
Mid-single digit adj. EBIT growth

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Market outlook 2018

	Europe	North America	APA
Truck	0-3%	25-30%	(15)-(10)%
	Stable on high level	Accelerated strong growth continues	Correction expected following massive growth in 2017
Trailer	0-2%	7-10%	(5)-(0)%
	Forecast increased to flat market, cyclical correction postponed	Forecast raised as trailer demand remains strong	Slowing demand following strong increase in recent years

Note: JOST estimates based on Berger, LMC, Clear, FTR

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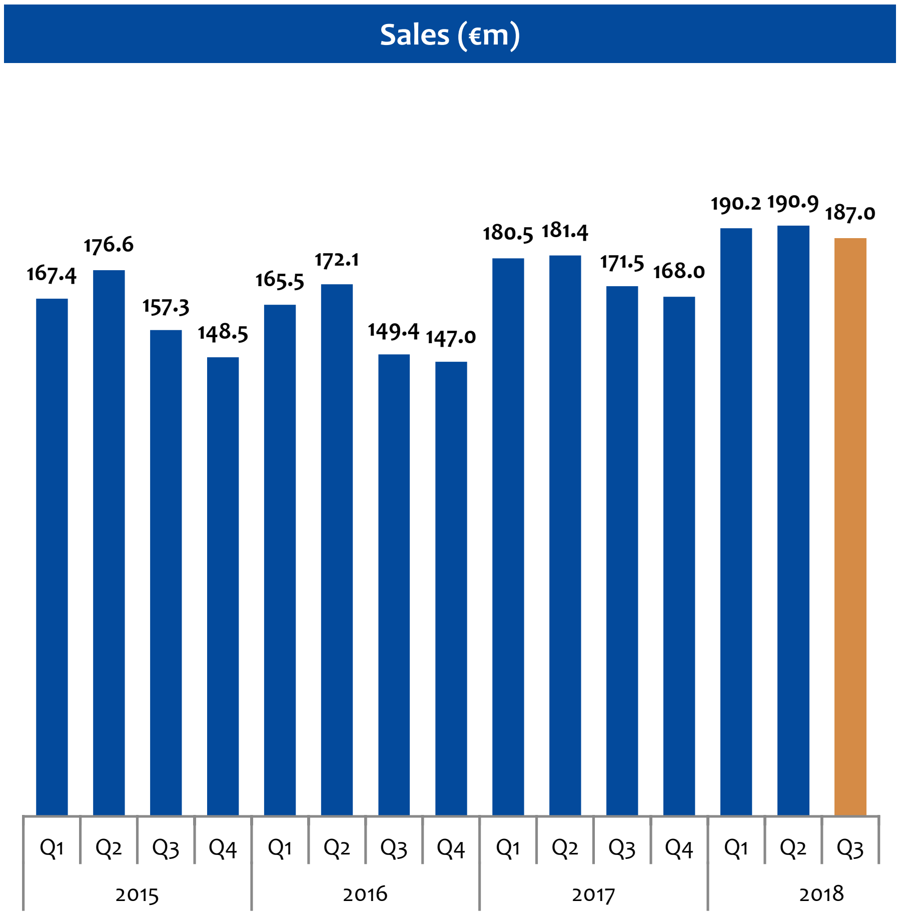
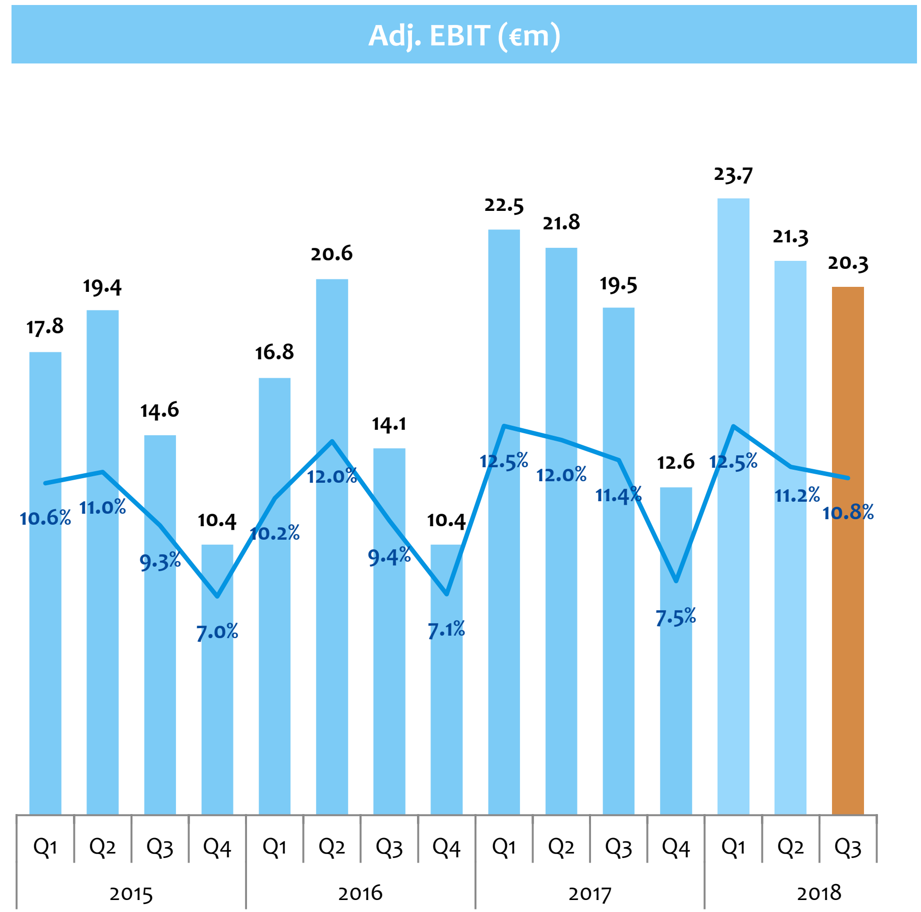
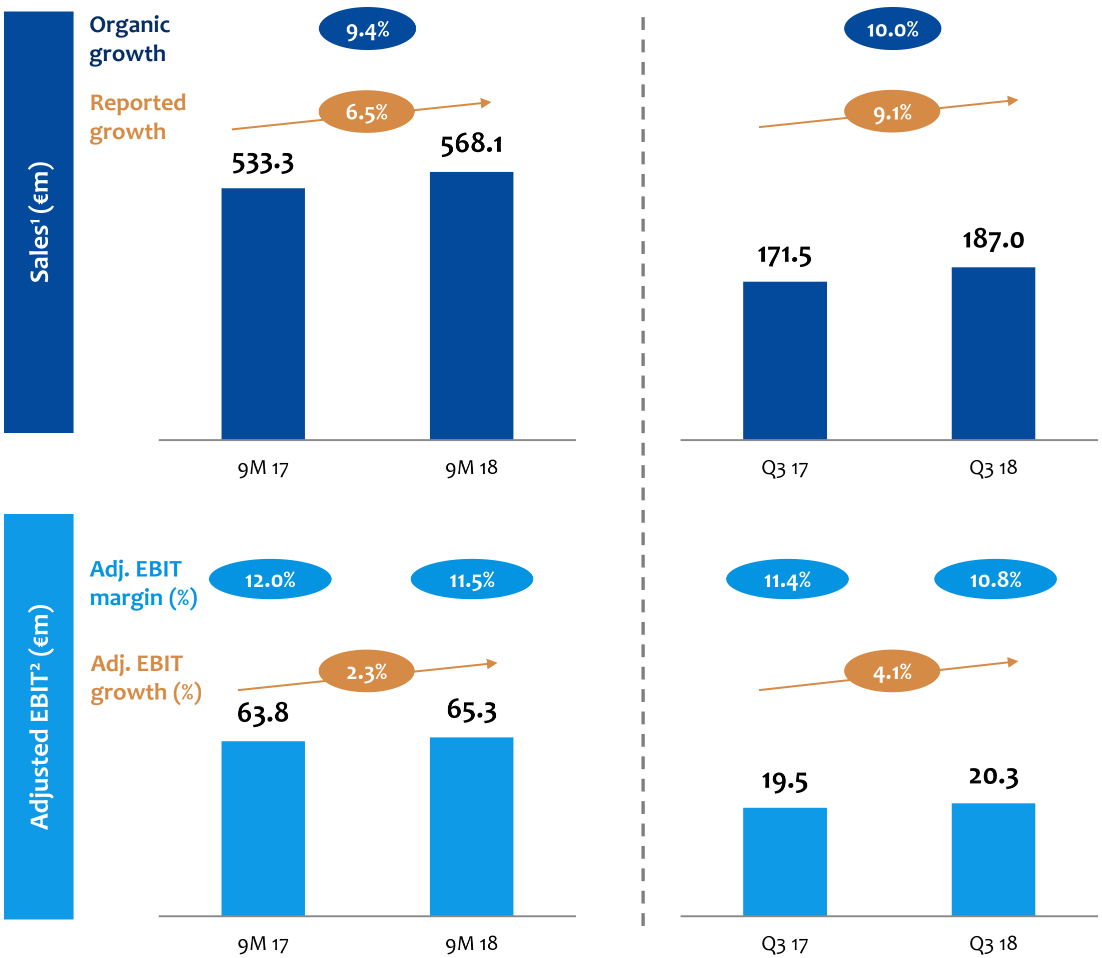
Group's sales and adjusted EBIT by quarter





Strong sales growth in Q3 driven esp. by North America and supported by softening fx headwinds. Operating leverage, efficiency improvements and price increases partially offset higher costs for raw materials, personnel and logistics

Group – Strong sales growth and solid earnings despite headwinds

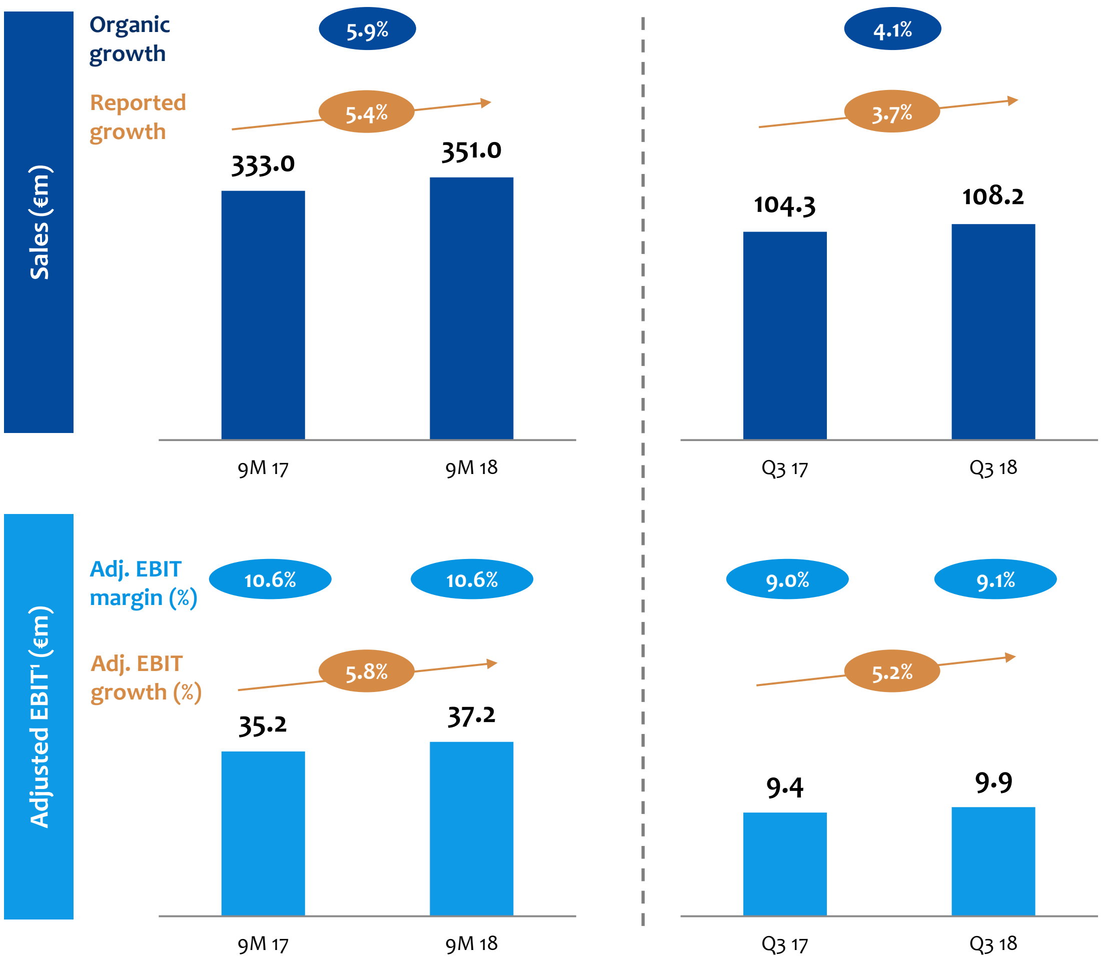


Key highlights

- Prior year sales exceeded in all regions.
- Growth driven by strong rising demand and market share gains in North America and supported by a healthy development in Europe and APA
- Adj. EBIT grew by 4.1% in Q3 18, picking up compared to H1 18
- Operating leverage improved despite extra costs due to bottlenecks in the supply chain and high raw material prices
- Margin contraction in Q3 vs prior year mostly resulting from costumer mix changes in North America and ramp-up costs for new subsidiaries in APA

[1] Reported sales figures do not include sales of Brazil JV
[2] Operating profit adjusted for PPA effects and exceptionals

Europe – High activity level with stable margins continues



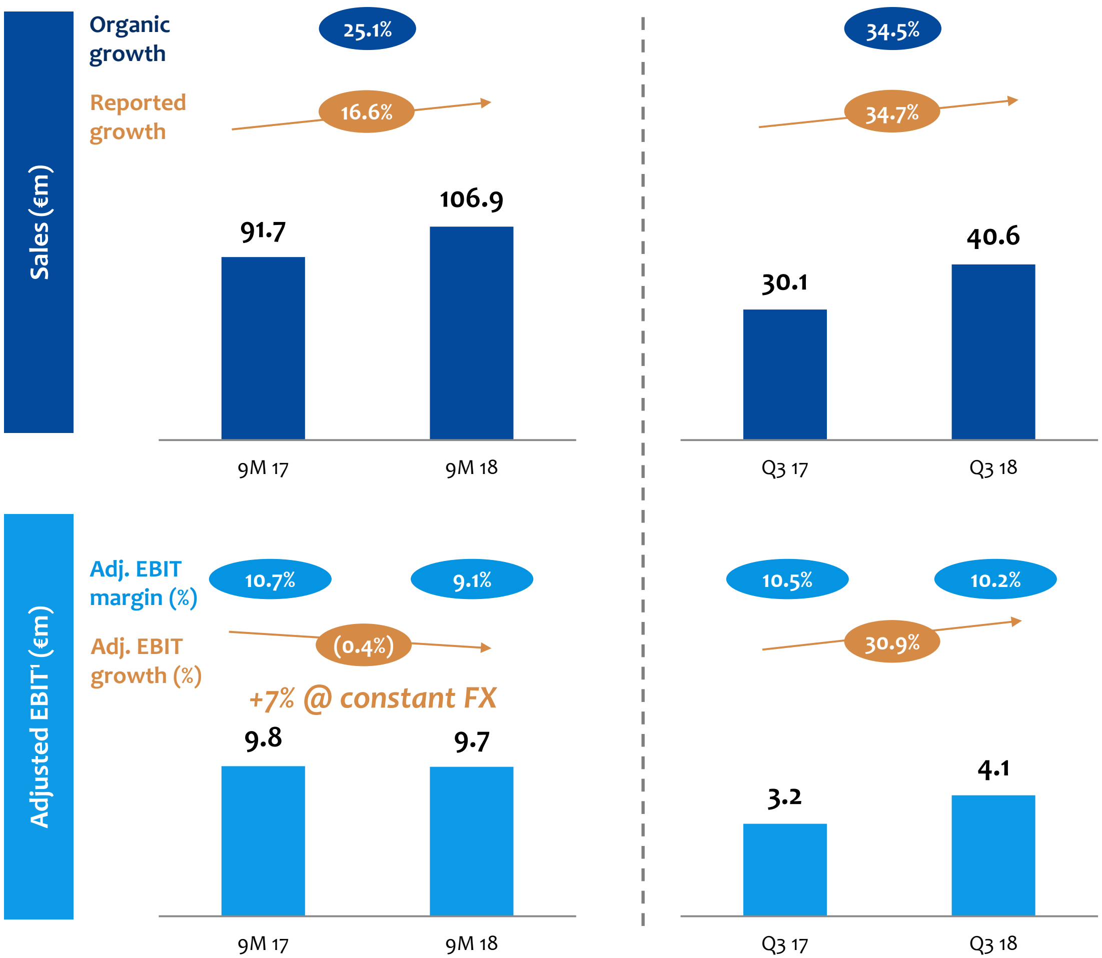
Key highlights

- Sales for trucks and trailers continued to grow on elevated level
- Activity levels remain high across all applications

- Adj. EBIT grew by 5.2% in Q3 with margin improving slightly to 9.1%
- YTD margin remained stable at 10.6%
- Efficiency measures and operating leverage yet offset extra costs in wages, procurement and logistic bottlenecks in the supply chain

[1] Operating profit adjusted for PPA effects and exceptionals

North America – Sales growth accelerates and margins improve

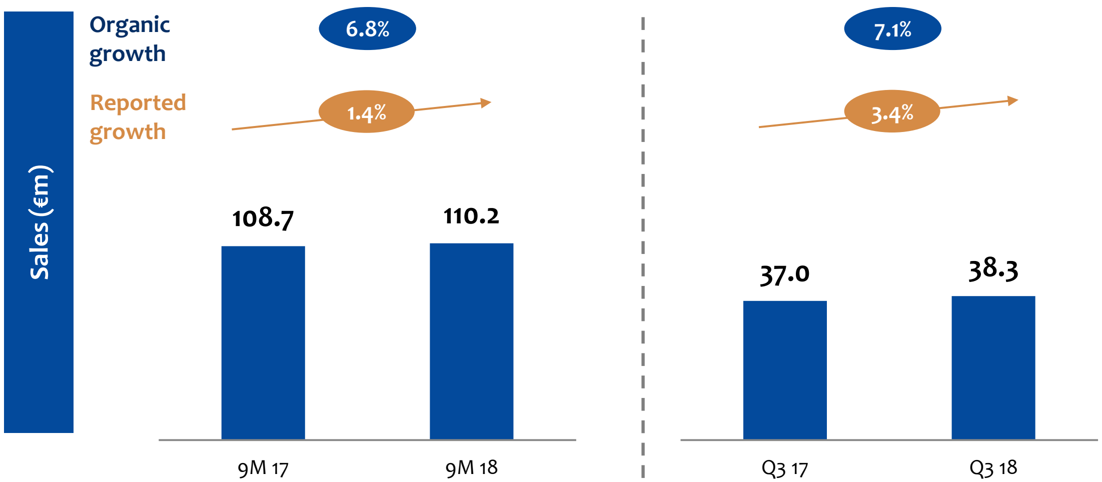


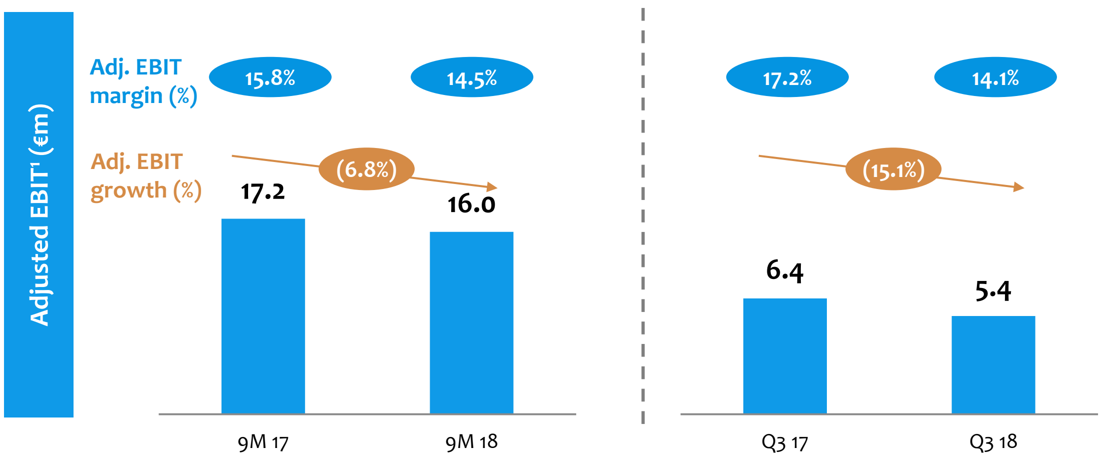
Key highlights

- Sales growth accelerates further in Q3 driven by substantial growth in truck production, strong trailer demand and market share gains
- Q3 sales hardly affected by FX while 9M sales still reflect -8.5% translational FX-headwinds
- Adj. EBIT grew by 30.9% in Q3; margins improved to 10.2% compared to Q2 18 (7.7%)
- Operating leverage improved vs. previous quarter as raw material prices were partially passed through to customers and efficiency of new staff increased
- Slight margin contraction by 30bp vs. Q3 17 is mostly due to higher share of OEM business

[1] Operating profit adjusted for PPA effects and exceptionals

APA – Good sales growth on top of prior year's record activity





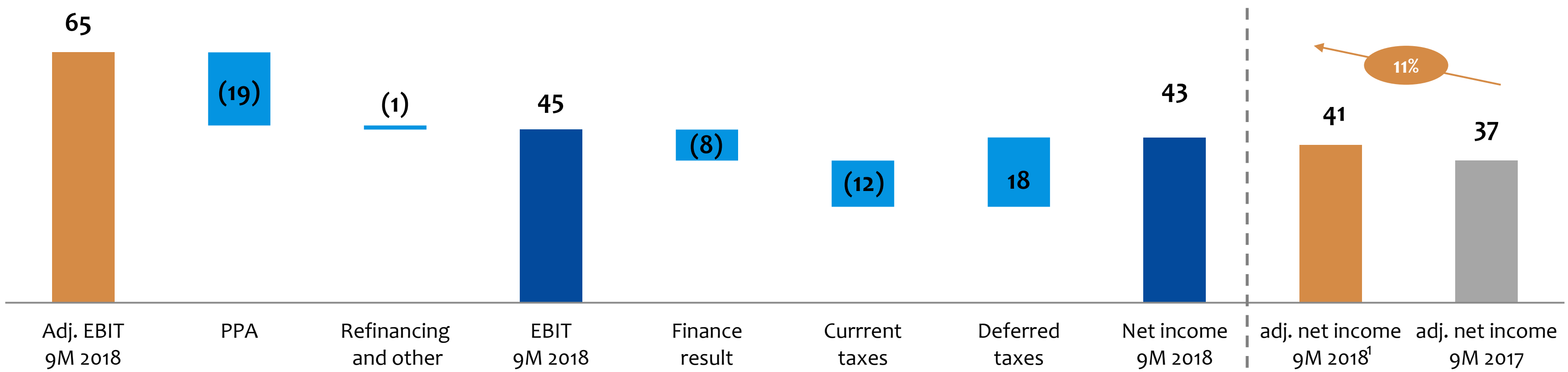
Key highlights

- Further 7.1% organic sales growth achieved in Q3 18 on top of prior year's record APA growth of 59.2%
- Headwinds from currency effects remain strong (-3.7% translational FX in Q3 and -5.4% in 9M)
- Adj. EBIT and margins down in Q3 compared to prior year's all-time high record quarter
- Q3 margin affected by ramp-up costs for a new production facility in Thailand and a new sales subsidiary in New Zealand, which are part of JOST's expansion strategy in APA

[1] Operating profit adjusted for PPA effects and exceptionals

Significant improvements of net income and EPS

Reconciliation of adjusted earnings



Key highlights

- Adjustments to EBIT mainly from amortization of PPA (non-operating); further exceptionals stemmed from advisory fees in the context of the refinancing and from the relocation of production from Shanghai to Wuhan at the beginning of the year
- Finance result and taxes in 9M 18 include one-off costs from refinancing as well as a positive income tax from the activation of deferred taxes in the context of the refinancing.

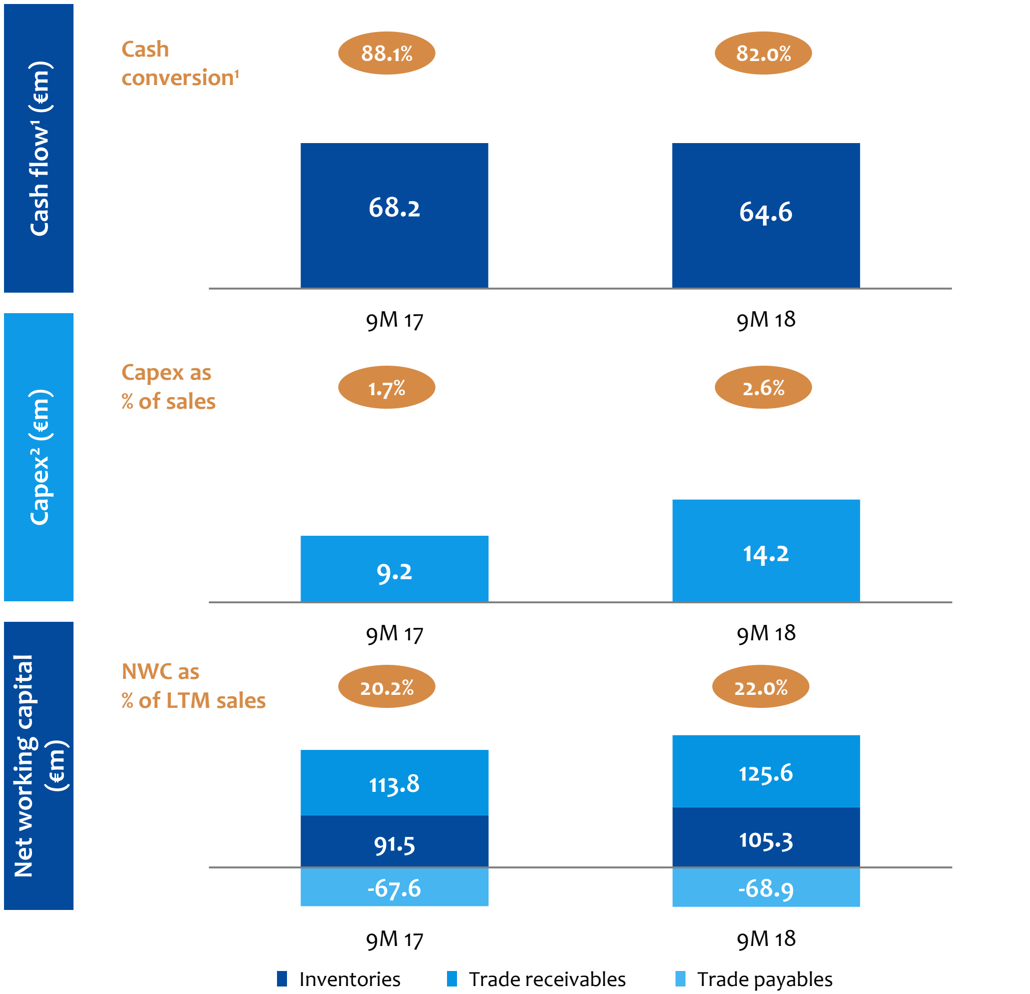
Reported EPS rose to €2.91 (9M 2017: €-5.07)

Adjusted EPS grew by 11% to €2.78 (9M 2017: €2.51)

[1] Detailed adjustments to net income can be found in Appendix on page 20 et seq.

Cash conversion affected by higher capex

Key financials overview



[1] Cash flow defined as adjusted EBITDA – capex; cash conversion defined as (adjusted EBITDA – capex)/adjusted EBITDA

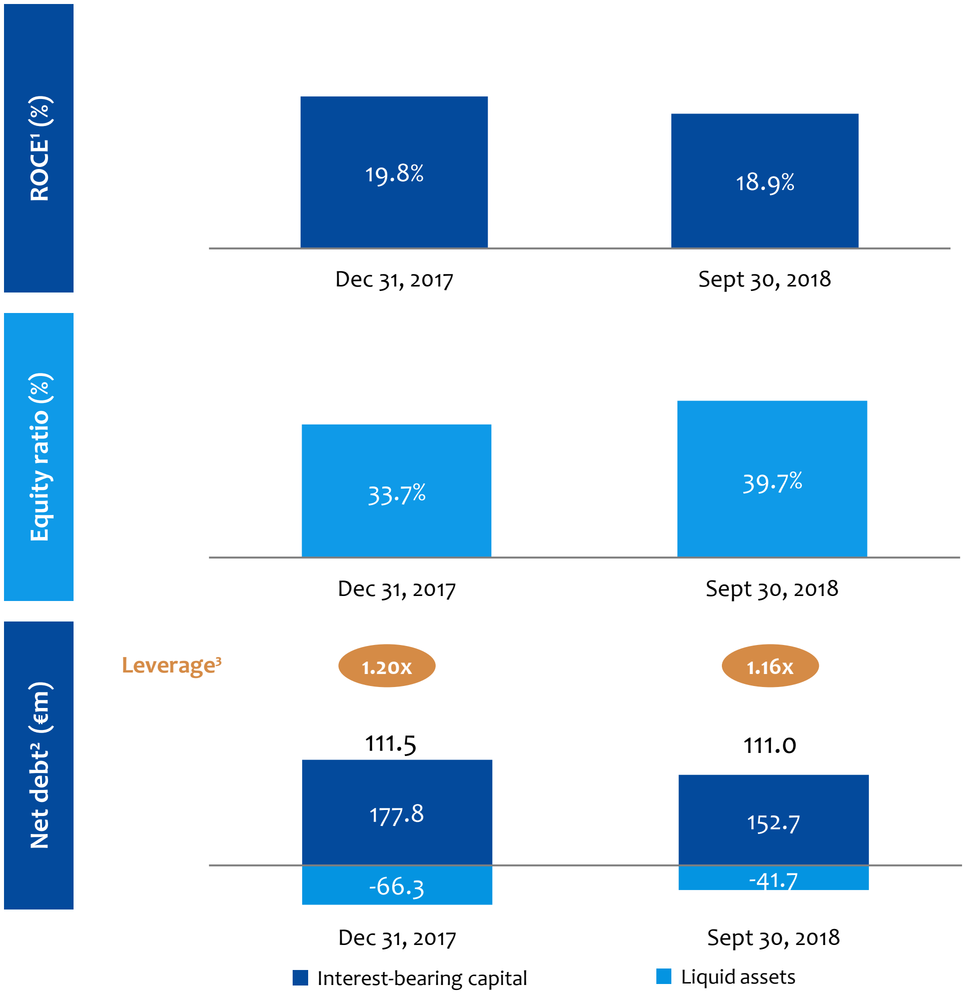
[2] Capex calculated as payments to acquire property, plant and equipment as well as intangible assets

Key highlights

- Cash conversion impacted as capex spending in 9M 2018 being higher than in prior year
- Capex ratio in line with target of 2.5% (prior year's investments were more back-ended)
- Higher WC due to increased sales volumes with inventory and trade receivables growing as a result of the higher activity levels.
- NWC as % of sales impacted by bottlenecks in the supply chain.

Equity ratio further improved with net debt remaining stable

Balance sheet overview



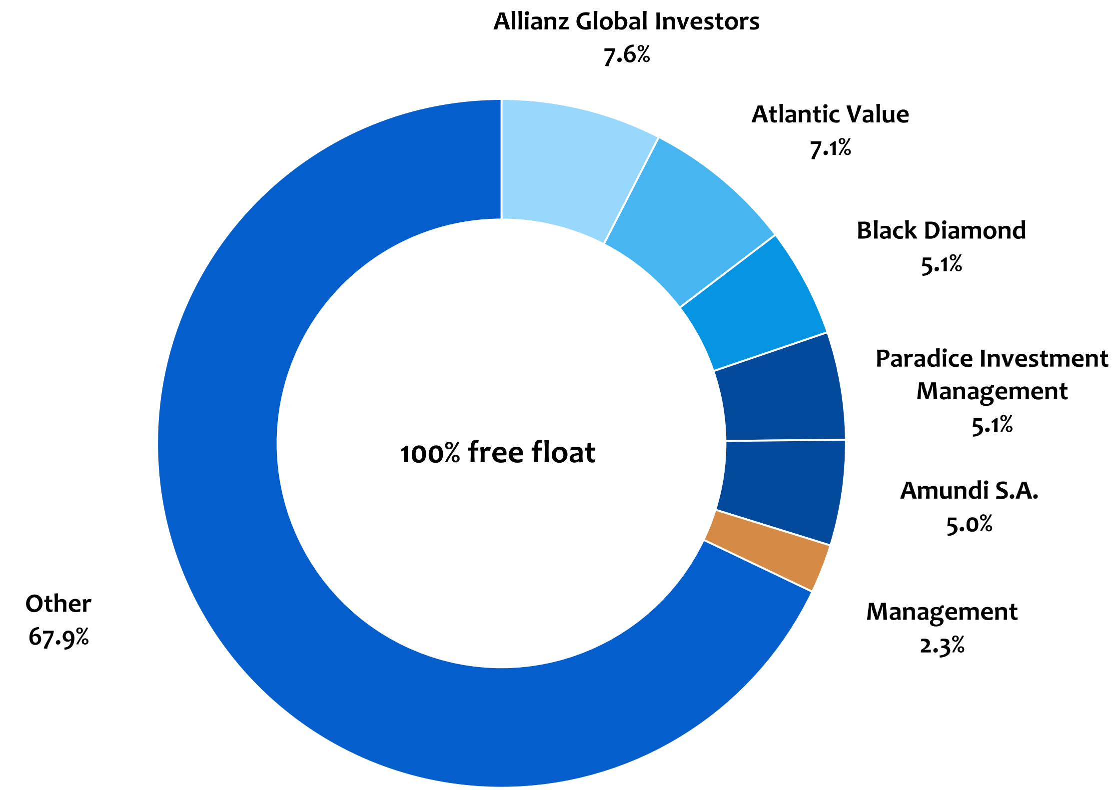
Key highlights

- ROCE of 18.9%, mostly due to an increase in equity by 15%
- Equity ratio improved to 39.7% as a result of growing net income accompanied by a significant reduction of long-term debt
- Leverage improved to 1.16x
- Net debt stable at €111.0m
- Liquid assets at €41.7m, after reducing long-term debt by €30m and dividend payment of €7.5m

[1] ROCE=LTM adj. EBIT / interest bearing capital employed (interest bearing capital: equity + financial liabilities (excl. refinancing costs) – cash + provisions for pensions)
[2] Net debt = Interest-bearing capital (excl. refinancing costs) – liquid assets
[3] Leverage = Net debt/LTM adj. EBITDA

Changes in shareholder structure

Shareholder structure as at November 15, 2018



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Outlook 2018 – confirmed with sales expected at higher end of range

	FY 2017 (€m)	Outlook 2018 (old)	Outlook 2018 (new)
Sales[1]	701	**Mid single digit growth**	high single digit growth (before: mid to high)
Adjusted EBIT	76	**Mid single digit growth**	**Mid single digit growth**
Capex[2] (% of sales)	19 (2.7%)	**~2.5% of sales**	**~2.5% of sales**
Net working capital (% of sales)	130 (18.6%)	**<20%**	**<20%**
Leverage[3]	1.2x	**~ 1.0x**	**< 1.0x**

[1] Sales forecast for 2018 refers to organic sales, excluding impact from FX effects
[2] Capex calculated as payments to acquire property, plant and equipment as well as intangible assets
[3] Excluding potential acquisitions

JOST strengthens Executive Board

Expansion of Executive Board with a new position for Sales, Marketing and R&D

- ✓ Joachim Dürr will be responsible for Sales, Marketing and R&D from 1st January 2019
- ✓ Long sales and product experience in commercial vehicle industry
- ✓ Previous position:
  - ✓ Executive VP Sales and Marketing at Rheinmetall MAN Miitary Vehicles (RMMV)
  - ✓ Various leadership positions at MAN Group

Change in CFO position

- ✓ Christoph Hobo will leave JOST at his own request to assume a new leadership role in Asia
- ✓ He will be available to provide for a seamless transition

- ✓ Dr. Christian Terlinde has been appointed as CFO starting January 1st, 2019
- ✓ Long financial and automobile experience
- ✓ Previous position:
  - ✓ CFO of BENTELER Automobiltechnik GmbH

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Reconciliation of earnings

(€m)	9M 2018 Unadjusted	Refinancing	Other exceptionals	PPA depreciation and amortization	Adjustments, total	9M 2018 Adjusted
Sales revenues	568.1					568.1
Cost of sales	(417.2)					(417.2)
Gross profit	150.9					150.9
Selling expenses	(65.1)			19.1	19.1	(46.0)
Research and development expenses	(9.4)					(9.4)
Administrative expenses	(34.4)	0.6	0.8		1.4	(33.0)
Other income / (expenses)	0.4					0.4
Share of JV profit	2.3					2.3
Operating profit (EBIT)	**44.7**	**0.6**	**0.8**	**19.1**	**20.5**	**65.3**
Net finance result	(8.3)	2.2			2.2	(6.0)
Profit / loss before tax	**36.5**	**2.8**	**0.8**	**19.1**	**22.7**	**59.2**
Income taxes	6.8					(17.8)
Profit / loss after taxes	**43.3**					**41.5**
Number of shares as of September 30, 2018	14,900,000					14,900,000
Pro forma earnings per share (in €)	**2.91**					**2.78**

Key figures – 9M 2018

(€ m)	9M 2018	9M 2017	yoy
Sales Europe	351.0	333.0	5,4%
Sales North America	106.9	91.6	16,7%
Sales Asia, Pacific and Africa (APA)	110.2	108.7	1,4%
Sales Group	**568.1**	**533.3**	6,5%
Adjusted EBITDA[1]	**78.8**	**77.4**	1,8%
Adjusted EBIT[1]	**65.3**	**63.8**	2,3%
Adjusted EBIT margin	*11.5%*	*12.0%*	*(0.5) %-points*
Net income	43.3	-75.6	n/a
Adjusted Net income	41.5	37.3	11%
EPS (€)	2.91	-5.07	n/a
Adjusted EPS (€)	2.78	2.51	11%
ROCE[2]	18.9%	19.6%	(0.7) %-points
Equity ratio	39.7%	32.0%	7.7 %-points
Cash conversion rate[3]	82.0%	88.1%	(6.1) %-points
Leverage ratio[4]	1.16x	1.36x	

[1] Operating profit adjusted for PPA effects and exceptionals
[2] LTM adj. EBIT/ interest-bearing capital employed; interest-bearing capital: shareholders' equity + financial liabilities – liquid assets + provisions for pensions
[3] Adj. EBITDA – Capex / adj. EBITDA
[4] Net debt / adj. EBITDA

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