

**PALFINGER**

**BALANCE SHEET PRESENTATION  
FOR**

**2022**

Vienna, February 24, 2023



**PALFINGER**

**ANDREAS KLAUSER**  
CEO

# 2022

**PALFINGER EXCEEDS THE  
EUR 2 BILLION REVENUE MARK**



**NEW REVENUE RECORD  
DESPITE ONGOING CRISES**



**DELAYED EFFECT OF  
PRICE INCREASES DUE TO  
HIGH ORDER LEVELS**



**HIGH OUTPUT DESPITE  
STRESSED SUPPLY CHAINS**



## 2022 WAS AN EVENTFUL YEAR



- ▣ The **NAM** region is a strong growth market. New truck-mounted forklift (TMF) ensures high order intake.
- ▣ Mining, civil engineering and agriculture are key growth drivers in **LATAM**. This region shows the **highest percentage growth** in the Group.
- ▣ **Löbau (GER)** becomes a European **hub for access platforms**. **Köstendorf Technology Center (AT)** becomes a **global center for innovation and development**.
- ▣ **Market slump in China** related to zero Covid policy.
- ▣ PALFINGER has stopped all deliveries, capital investment and transfer of know-how to Russia. The **Russian organization operates completely autonomously.** \*)
- ▣ **MARINE** benefits from the upturn in **offshore wind farm projects**.

\*) The value of all assets in Russia amounts to approx. EUR 139 million.



# NUMBER 1 IN THE WORLD



**Global market leader with revenues of EUR 2.23 billion in 2022**



**Present in all regions with 31 production sites and around 5,000 service centers**



**Around 12,200<sup>\*)</sup> employees**



**Revenue split 2022:**

59% EMEA

23% NAM

6% LATAM

5% APAC

7% CIS



<sup>\*)</sup> Reporting date figures of consolidated Group companies without equity investments and without contract workers.

# RESILIENCE THROUGH INDUSTRY DIVERSITY



> 40 % Construction



~ 15 % Forestry & Agriculture



> 10% Waste Mgmt & Recycling



> 5 % Transport & Logistics



~ 5 % Public Sector



~ 5 % Rental



~ 5 % Offshore / Oil and Gas



< 5 % Railway



< 5 % Offshore Wind



< 5 % Aquaculture & Fishing



< 5 % Passenger Ships





# SUSTAINABILITY COUNCIL ENSURES IMPLEMENTATION OF ESG STRATEGY



**FOR THE LIVING PLANET WE ALL DEPEND ON**

**FOR ALL THE PEOPLE WE TOUCH**

**FOR THE FUTURE-FORWARD WAY OF DOING BUSINESS**

Fewer emissions



Positive impact on the value chain

Energy consumption by energy sources (Scope 1 und Scope 2)

31,758t CO<sub>2</sub> equivalent

Electricity from renewable energy

76.6 per cent

Safe & healthy on all levels



Qualified & diverse workforce

Accident rate

TRIR 11.36

Int'l employees at HQ

21.7 per cent

Committed to Our values



Focus on Governance & Transparency

Number of proven cases of corruption

0 cases

Indications of violations of the law

0 cases

164'' 165  
170'' 170.79  
184'' 184  
170'' 172  
164'' 165



**PALFINGER**

**MARTIN ZEHNDER**  
COO



# TARGETED ACTIONS SECURE SUPPLY CHAINS AND PRODUCTION IN A DIFFICULT ENVIRONMENT



## CHALLENGES

Massively affected supply chains and supply bottlenecks for electronic components and truck chassis

High levels of inventory

Cost increases for raw materials, components and energy

Geopolitical challenges

Potential energy bottlenecks

## ACTIONS

Securing back-up supply levels with the “Supply Chain & Operations Resilience” task force

Actions started in 2023 to reduce inventory

Continuous transparency of the impact on manufacturing costs

Adapting and developing our sourcing strategy; decoupling Russian plants from the global value creation footprint

“Gas Emergency Readiness” task force to identify opportunities for evaluating natural gas substitution and energy reduction

# PRODUCTION FOOTPRINT WILL BE ADJUSTED TO MARKET AND GEOPOLITICAL REQUIREMENTS



## NAM

Automation projects for welding processes.

## CIS

Stopped deliveries from the PALFINGER supply chain. Autonomous production.

## EMEA

Implementation of the overall plant concept and investments in infrastructure at the Löbau site.

## LATAM

Capacity expansion due to increasing market demand.

## APAC

Qingdao plant — integration of the product portfolio from the plant sold in Olve (NOR).

# GO FOR SOLUTIONS – ON THE WAY TO BECOMING A SOLUTION PROVIDER

**PALFINGER**

## JOB TO BE DONE



### **CRANE VEHICLE**

**PK 1050 TEC on MAN**

Overall concept and body by PALFINGER.

## ZERO EMISSIONS



### **ACCESS PLATFORMS**

**P 250 BK on E-Daily IVECO**

Avoiding noise and exhaust emissions with all-electric drive.

## FIRST MOVER



### **eWorX<sup>\*)</sup> SYSTEM**

Solution that allows any PALFINGER product to be installed on a high-voltage truck.

<sup>\*)</sup> joint cooperation with ZF Friedrichshafen AG and Mercedes-Benz Trucks



# GO DIGITAL — ONLY ACHIEVABLE WITH HOLISTIC APPROACH



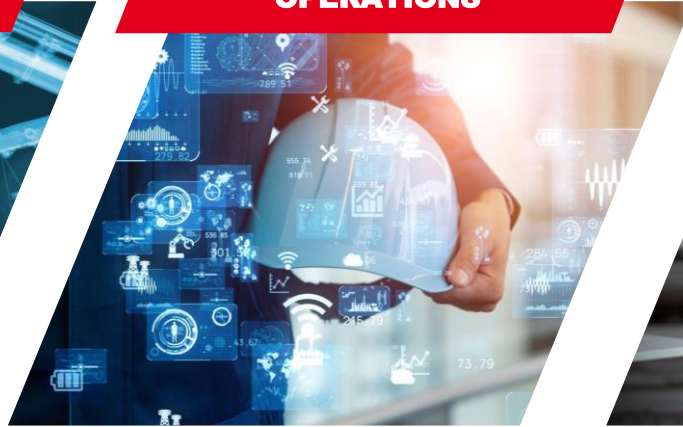
## PRODUCT LINE MANAGEMENT



### DIGITAL PRODUCT LINE

Focus on digitalization along the value chain and development of data-based business models.

## OPERATIONS



### INDUSTRIAL IoT (IIoT)

Rollout of IIoT to generate data and in turn increase efficiency and productivity.

## SUPPLY CHAIN



### TRANSPOREON ADD-ON

Introduction of a transport planning system for standardizing and simplifying communication with transport service providers.

# SUCCESS IN PRODUCT MANAGEMENT, ENGINEERING AND SUPPLY CHAIN MEANS...



**1**

... offering sustainable and future-driven product solutions for our customers.

**2**

... working with the best partners and suppliers and expanding these partnerships.

**3**

... further developing and strengthening our resilient supply chain.

**4**

... attracting and retaining the best employees.



**PALFINGER**

**FELIX  
STROHBICHLER  
CFO**



**SEGMENT**

**SALES & SERVICE**



# THE AMERICAS AS A GROWTH DRIVER

- ▣ **NAM and LATAM** are established **growth markets**, **weekend market demand in EMEA and APAC.**
- ▣ **Record revenues** positively affected by price increases and exchange rate effects.
- ▣ **Poor delivery reliability for trucks** leads to delays in assembly and high levels of finished inventory.
- ▣ **Marine service back to business as normal** due to the removal of most Covid-19 restrictions.



# OUTPERFORMANCE OF RECORD REVENUE 2021

in EUR million	2020	2021	<b>2022</b>	Δ%
External revenue	1,443.4	1,705.1	<b>2,022.6</b>	+18.6%
EBITDA	166.0	205.1	<b>162.4</b>	-20.8%
EBIT	118.6	166.5	<b>138.9</b>	-16.6%
EBIT margin	8.2%	9.8%	<b>6.9%</b>	–



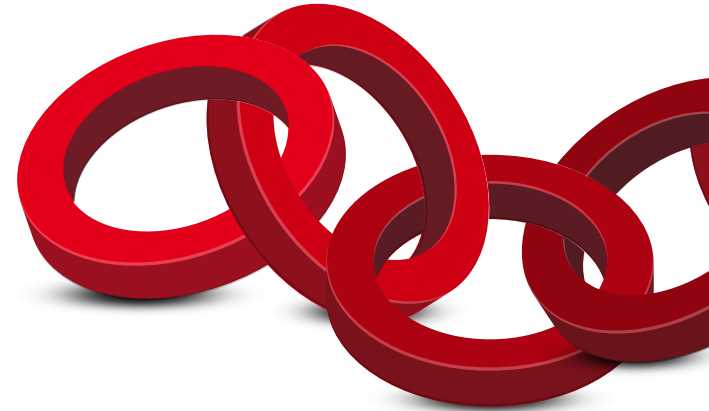
A close-up photograph of an industrial robotic arm in a factory setting. The arm is dark and metallic, with a lens or sensor at the end. It is positioned over a work area where bright orange sparks are being generated, likely from a grinding or welding process. The background is blurred, showing other industrial equipment and lights in a dimly lit factory environment.

# SEGMENT

# OPERATIONS

# UNSTABLE SUPPLY CHAIN REQUIRES HIGH FLEXIBILITY

- **Despite material and personnel shortages**, very good **output** for **2022 as a whole**.
- **Record revenue** in manufacturing for third parties.
- **High finished and semi-finished stock inventories due** to delivery delays, particularly for electronic components — positive trend in the 2nd half year.
- “Gas Emergency Readiness” **task force** established **to reduce energy consumption** and **substitute natural gas**.



# MASSIVELY INCREASED REVENUE IN MANUFACTURING FOR THIRD PARTIES

<b>in EUR million</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>Δ%</b>
External revenue	90.5	136.4	<b>203.6</b>	+49.3%
EBITDA	39.0	56.8	<b>89.3</b>	+57.2%
EBIT	4.2	20.3	<b>48.6</b>	+139.4%

**UNIT**

**HOLDING**





# PALFINGER CONTINUES TO DRIVE FORWARD FUTURE PROJECTS

**PALFINGER**

in EUR million	2020	2021	<b>2022</b>	Δ%
EBITDA	-16.3	-18.2	<b>-22.2</b>	-22.0%
EBIT	-22.5	-31.8	<b>-37.1</b>	-16.7%





**PALFINGER**

**GROUP**

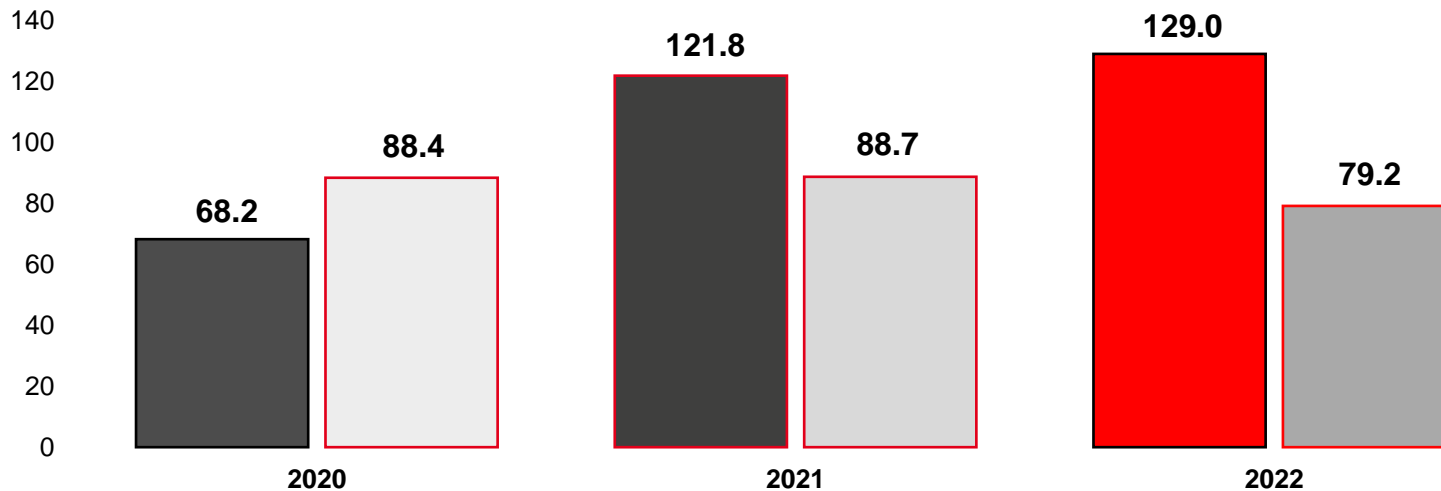


# EBIT IMPACTED BY COST INCREASE AND DEFERRED EFFECT OF PRICE INCREASES

in EUR million	2020	2021	<b>2022</b>	<b>Δ% 2021/22</b>
Revenue	1,533.9	1,841.5	<b>2,226.2</b>	+20.9%
EBITDA	188.7	243.7	<b>229.6</b>	-5.8%
EBIT (operating result)	100.3	155.0	<b>150.4</b>	-3.0%
EBIT margin	6.5%	8.4%	<b>6.8%</b>	–
Consolidated net result	49.8	86.6	<b>71.4</b>	-17.6%
Dividend/dividend proposal	€ 0.45	€ 0.77	<b>€ 0.77<sup>*)</sup></b>	–

<sup>\*)</sup> Proposal to the Annual General Meeting  
In accordance with IFRS, slight rounding differences possible.

# STRATEGY 2030 REQUIRES HIGH LEVEL OF INVESTMENT



■ ■ Net Investments  
□ ■ Depreciation, amortization and impairment



# INCREASED FINANCING VOLUME DUE TO INVESTMENTS AND HIGH INVENTORIES

<b>in EUR million</b>	<b>Dec. 31, 2020</b>	<b>Dec. 31, 2021</b>	<b>Dec. 31, 2022</b>
Financial liabilities (FV) <sup>1)</sup>	524.8	537.0	<b>685.2</b>
Avg. interest debt <sup>2)</sup>	1.33%	1.13%	<b>2,34%</b>
Avg. remaining term debt	4.01 years	2.43 years	<b>3.24 years</b>
Net debt	397.1	476.6	<b>609.6</b>

1) Including EUR 46.7 million leasing liabilities according to IFRS 16 (12/2021: EUR 40.5 million)

2) Excluding currency hedging costs.

In accordance with IFRS, slight rounding differences possible.

# EQUITY RATIO REDUCED SINCE 2021 DUE TO SANY DEAL AND ACQUISITION OF MINORITY SHARES

in EUR million	Dec. 31, 2020	Dec. 31, 2021	Dec. 31, 2022
Equity	616.4	613.9	<b>674.9</b>
Equity ratio	39.6%	36.3%	<b>34.5%</b>
Gearing	64.4%	77.6%	<b>90.3%</b>
Net debt/EBITDA	2.10	1.96	<b>2.66</b>
ROCE <sup>*)</sup>	6.9%	11.2%	<b>9.4%</b>

<sup>\*)</sup> ROCE = Ratio of NOPLAT and average capital employed (reporting date of previous year to reporting date of this year)

In accordance with IFRS, slight rounding differences possible.

# INVENTORY GROWTH LEADS TO NEGATIVE FREE CASH FLOW, POSITIVE TREND IN Q4/2022

<b>in EUR million</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
<b>EBTDA</b>	<b>173.5</b>	<b>233.5</b>	<b>212.9</b>
+/- non-cash income from at-equity companies	-4.0	-23.9	6.6
+/- change in working capital	+71.0	-90.6	-127.4
+/- cash flow from tax payments	-15.8	-31.6	-46.0
<b>Cash flow from operating activities</b>	<b>224.7</b>	<b>87.4</b>	<b>46.1</b>
+/- cash flow from investing activities	-60.5	-137.4	-85.8
<b>Cash flow after changes in working capital and investments</b>	<b>164.2</b>	<b>-50.0</b>	<b>-39.7</b>
+/- cash flow from interest on borrowings adjusted for tax expenditure	9.1	7.9	10.2
<b>Free cash flow</b>	<b>173.3</b>	<b>-42.1</b>	<b>-29.4</b>

In accordance with IFRS, slight rounding differences possible.

A close-up, slightly blurred image of a compass rose. The needle is pointing towards the top of the frame. The compass is mounted on a white base with a red cap. The background is a light, neutral color.

# OUTLOOK 2023

ANDREAS KLAUSER  
CEO



# TARGET 2023: SIGNIFICANT REVENUE AND EBIT RECORD

**PALFINGER**

- ▣ **High order backlog up to Q4/2023, the worldwide geopolitical situation** remains an uncertainty factor.
- ▣ **Dynamic pricing takes effect in Q1/2023.**
- ▣ **Q1 2023** is expected to **significantly exceed the comparable quarter of the previous year** in terms of **both revenue and EBIT.\*)**
- ▣ **Supply chain improvement** on the horizon.

*\*) Experience shows that deviations in earnings figures from the previous year or from analysts' estimates are more pronounced in Q1 or Q2, as individual effects have a stronger percentage effect on the lower base, without this resulting in a deviation from the communicated guidance for the full year.*



# STRONG PERFORMANCE IN 2022 ENABLES NEW FINANCIAL GOAL FOR 2027<sup>\*)</sup>

**PALFINGER**

**#1**

**Market leader for crane and lifting solutions**

**EUR 3.0 billion**  
Revenue from organic growth

**10%**  
EBIT margin

**12%**  
ROCE

**2027**

<sup>\*)</sup> Target for 2027 independent of business development in Russia

# Q&A

# INVESTOR RELATIONS AND PRESS CONTACT



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