

KEY FIGURES OF THE PALFINGER GROUP

| EUR thousand | Q3 2020 | Q3 2021 | Q3 2022 |
|---|-----------|-----------|-----------|
| Income statement | | | |
| Revenue | 1,102,449 | 1,337,636 | 1,580,932 |
| EBITDA | 140,301 | 188,278 | 170,599 |
| EBITDA margin | 12.7% | 14.1% | 10.8% |
| EBIT (operating result) | 70,584 | 125,436 | 112,500 |
| EBIT margin | 6.4% | 9.4% | 7.1% |
| Earnings before tax | 58,491 | 116,919 | 105,086 |
| Consolidated net result | 31,787 | 71,375 | 53,151 |
| Balance sheet | | | |
| Net working capital (average) | 323,070 | 378,710 | 458,164 |
| Capital employed (average) | 1,110,190 | 1,061,868 | 1,224,416 |
| ROCE | 6.5% | 11.0% | 8.7% |
| Equity | 606,733 | 689,247 | 728,612 |
| Equity ratio | 39.0% | 39.2% | 35.7% |
| Net debt | 458,907 | 420,953 | 629,794 |
| Gearing | 75.6% | 61.1% | 86.4% |
| Cash flows and investments | | | |
| Cash flow from operating activities | 132,819 | 97,614 | -4,255 |
| Free cash flow | 96,262 | 2,805 | -69,776 |
| Net investments | 46,920 | 86,229 | 82,428 |
| Depreciation, amortization and impairment | 69,717 | 62,842 | 58,099 |
| Human resources | | | |
| Employees ¹⁾ | 10,841 | 11,510 | 12,175 |
| Share | | | |
| Earnings per share (EUR) | 0.85 | 1.90 | 1.53 |