

# KEY FIGURES OF THE PALFINGER GROUP

EUR thousand	Q1-Q3/2022	Q1-Q3/2023	Q1-Q3/2024
<b>Income statement</b>			
Revenue	1,580,932	1,798,918	1,745,044
EBITDA	170,599	233,412	224,963
EBITDA margin	10.8%	13.0%	12.9%
EBIT (operating result)	112,500	164,970	158,674
EBIT margin	7.1%	9.2%	9.1%
Earnings before tax	105,086	140,588	124,898
Consolidated net result	53,151	90,945	90,813
<b>Balance sheet</b>			
Net working capital (average)	458,164	527,781	533,493
Capital employed (average)	1,224,416	1,352,750	1,444,531
ROCE	8.7%	11.3%	10.8%
Equity	728,612	701,938	746,613
Equity ratio	35.7%	34.0%	35.0%
Net debt	629,794	719,000	758,785
Gearing	86.4%	102.4%	101.6%
<b>Cash flows and investments</b>			
Cash flow from operating activities	-4,255	76,082	91,499
Free cash flow	-69,776	-27,718	-1,951
Net investments	82,428	114,422	125,672
Depreciation, amortization and impairment	58,099	68,442	66,289
<b>Human resources</b>			
Employees <sup>1)</sup>	12,175	12,707	12,541
<b>Share</b>			
Earnings per share (EUR)	1.53	2.62	2.61

# CONSOLIDATED STATEMENT OF INCOME (CONDENSED)

EUR thousand	1-9/2023	1-9/2024
Revenue	1,798,918	1,745,044
Cost of sales	-1,330,621	-1,280,489
<b>Gross profit</b>	<b>468,298</b>	<b>464,555</b>
Other operating income	21,433	20,755
Research and development costs	-51,721	-48,118
Distribution costs	-123,472	-127,914
Administrative expenses	-136,454	-142,961
Other operating expenses	-23,340	-22,086
Share of profit/loss of companies reported at equity	10,226	14,444
<b>Earnings before interests and taxes – EBIT</b>	<b>164,970</b>	<b>158,674</b>
Net financial result	-24,382	-33,776
<b>Earnings before income tax</b>	<b>140,588</b>	<b>124,898</b>
Income tax expense	-35,868	-26,314
<b>Result after income tax</b>	<b>104,720</b>	<b>98,584</b>
<b>thereof shareholders of PALFINGER AG (consolidated net result)</b>	<b>90,945</b>	<b>90,813</b>
<b>thereof non-controlling interests</b>	<b>13,775</b>	<b>7,771</b>
EUR		
Earnings per share (undiluted and diluted)	2.62	2.61

# CONSOLIDATED BALANCE SHEET

EUR thousand	30 Sep 2023	31 Dec 2023	30 Sep 2024
<b>Non-current assets</b>			
Intangible assets	250,483	249,570	253,144
Property, plant and equipment	561,434	595,301	643,513
Investment property	-	-	1,641
Investments accounted for using equity method	58,894	62,362	71,692
Other non-current assets	3,929	4,639	4,427
Deferred tax assets	21,229	20,030	23,092
Non-current financial assets	9,959	5,304	4,562
	<b>905,927</b>	<b>937,206</b>	<b>1,002,070</b>
<b>Current assets</b>			
Inventories	669,319	619,862	705,177
Trade receivables	327,602	318,862	251,715
Contract assets	13,251	17,246	28,189
Other current receivables and assets	79,876	83,797	81,854
Income tax assets	1,433	1,788	3,603
Current financial assets	3,181	5,803	6,224
Cash and cash equivalents	62,147	76,538	55,054
	<b>1,156,808</b>	<b>1,123,896</b>	<b>1,131,816</b>
<b>Total assets</b>	<b>2,062,735</b>	<b>2,061,102</b>	<b>2,133,887</b>
<b>Equity</b>			
Share capital	34,767	34,767	34,767
Additional paid-in capital	86,844	86,844	86,844
Retained earnings	-96,667	-96,667	-96,667
Retained earnings	709,311	723,083	775,339
Reserve of exchange differences on translation	-88,488	-92,583	-108,031
<b>Total equity of the shareholders of PALFINGER AG</b>	<b>645,767</b>	<b>655,444</b>	<b>692,252</b>
Non-controlling interests	56,172	60,073	54,360
	<b>701,939</b>	<b>715,517</b>	<b>746,613</b>
<b>Non-current liabilities</b>			
Non-current financial liabilities	603,381	607,362	750,134
Non-current purchase price liabilities from acquisitions	893	938	24
Non-current provisions	46,125	42,384	43,306
Deferred tax liabilities	5,839	6,038	5,918
Non-current contract liabilities	3,833	4,047	3,960
Other non-current liabilities	440	520	548
	<b>660,511</b>	<b>661,289</b>	<b>803,890</b>
<b>Current liabilities</b>			
Current financial liabilities	190,733	148,190	74,317
Current purchase price liabilities from acquisitions	821	821	1,106
Current provisions	39,046	44,400	46,740
Income tax liabilities	24,654	18,896	16,052
Trade payables and other current liabilities	393,465	405,862	383,790
Current contract liabilities	51,566	66,127	61,379
	<b>700,285</b>	<b>684,296</b>	<b>583,384</b>
<b>Total equity and liabilities</b>	<b>2,062,735</b>	<b>2,061,102</b>	<b>2,133,887</b>