

CREATING SUSTAINABLE VALUE

Interim statement as of 30 September 2021

Conference call

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Hamburg, 10 November 2021

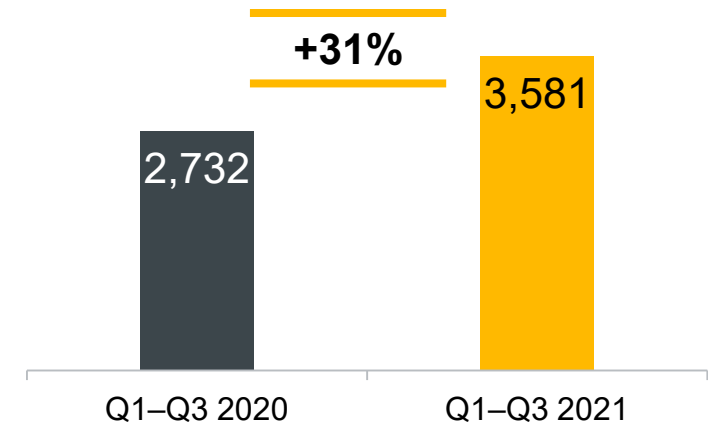
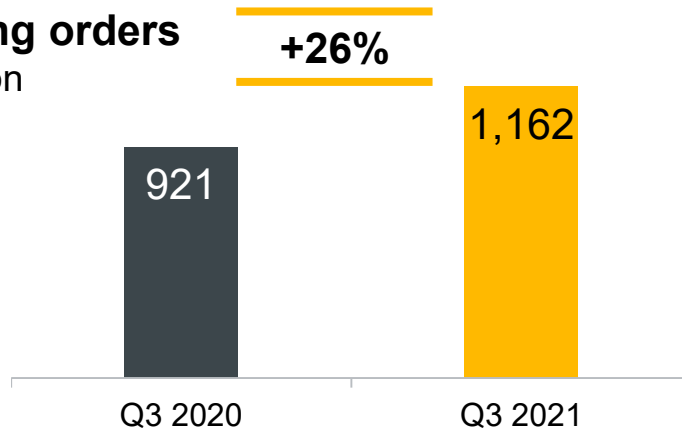


Highlights Q1– Q3 2021

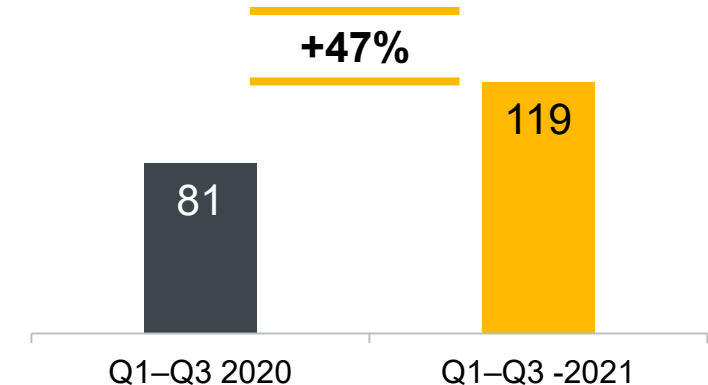
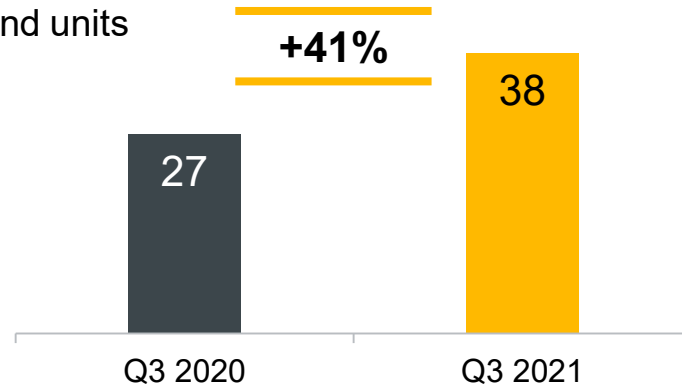
- Global market volume grows significantly, as does European market volume
- Incoming orders rise to €3.6 billion (+31%)
- All results markedly higher than previous year's figures
- Net credit of €295 million achieved (end of December 2020: €194 million)
- Increase in price of materials more than compensated for with price adjustments and efficiency measures; bottlenecks in supply chains overcome well so far
- Forecast for 2021 raised again

Incoming orders continue to develop very well

Incoming orders
in € million



in thousand units



► Incoming orders reflect positive market development, especially in Europe

Revenue growth trails behind increase in demand due to strained material supply

Revenue

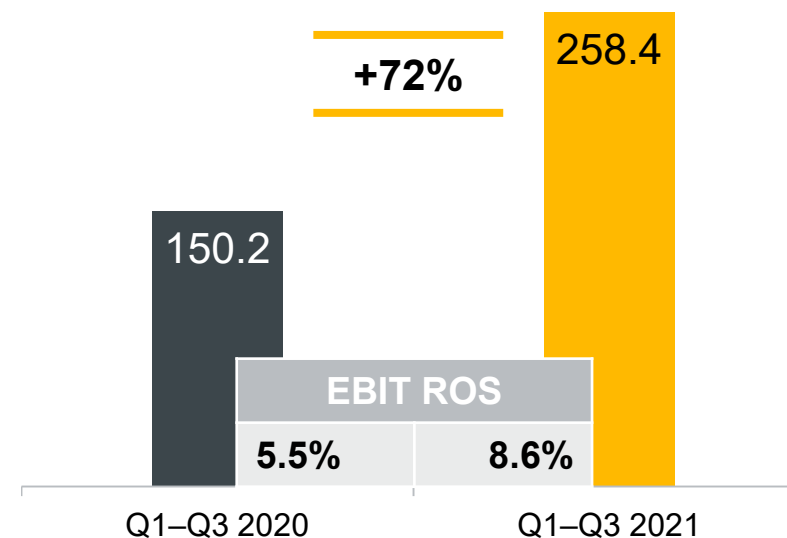
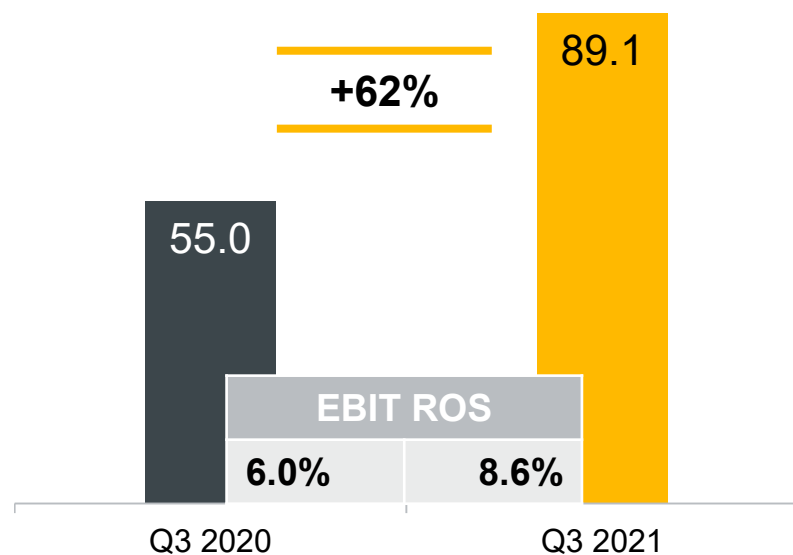
in € million



- ▶ New truck business is main driver of revenue growth (€204 million increase)
- ▶ Main causes: significantly higher production volume of new trucks and solid growth in automated systems

EBIT very significantly higher than in previous year

EBIT
in € million



- ▶ EBIT largely profits from significant increase in capacity utilisation
- ▶ Increase in price of materials more than compensated for with price adjustments and efficiency measures

Forecast raised again

2021 forecast	October 2021 ¹⁾	April 2021 ²⁾
Incoming orders in € billion	4.6 to 4.8	4.2 to 4.5
Revenue in € billion	4.0 to 4.2	
EBIT in € million	340 to 370	300 to 350
EBIT ROS in %	8.5 to 8.8	7.5 to 8.3
EBT in € million	325 to 355	280 to 330
EBT ROS in %	8.1 to 8.5	7.0 to 7.9
Net credit in € million	considerably > 300	
ROCE³⁾ in %	20 to 23	17 to 21
ROCE new in %	19 to 22	17 to 21

1) Ad hoc announcement as of 25 October 2021

2) Ad hoc announcement as of 22 April 2021

3) Will be reported for the last time for the 2021 financial year

- ▶ Prerequisite: no further deterioration of the currently strained material supply (particularly in the case of electronics components) for the rest of the year
- ▶ Unrestricted, continued implementation of measures to ensure ability to deliver
- ▶ Future serious production shutdowns due to bottlenecks in the material supply chain cannot be ruled out

Disclaimer

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