



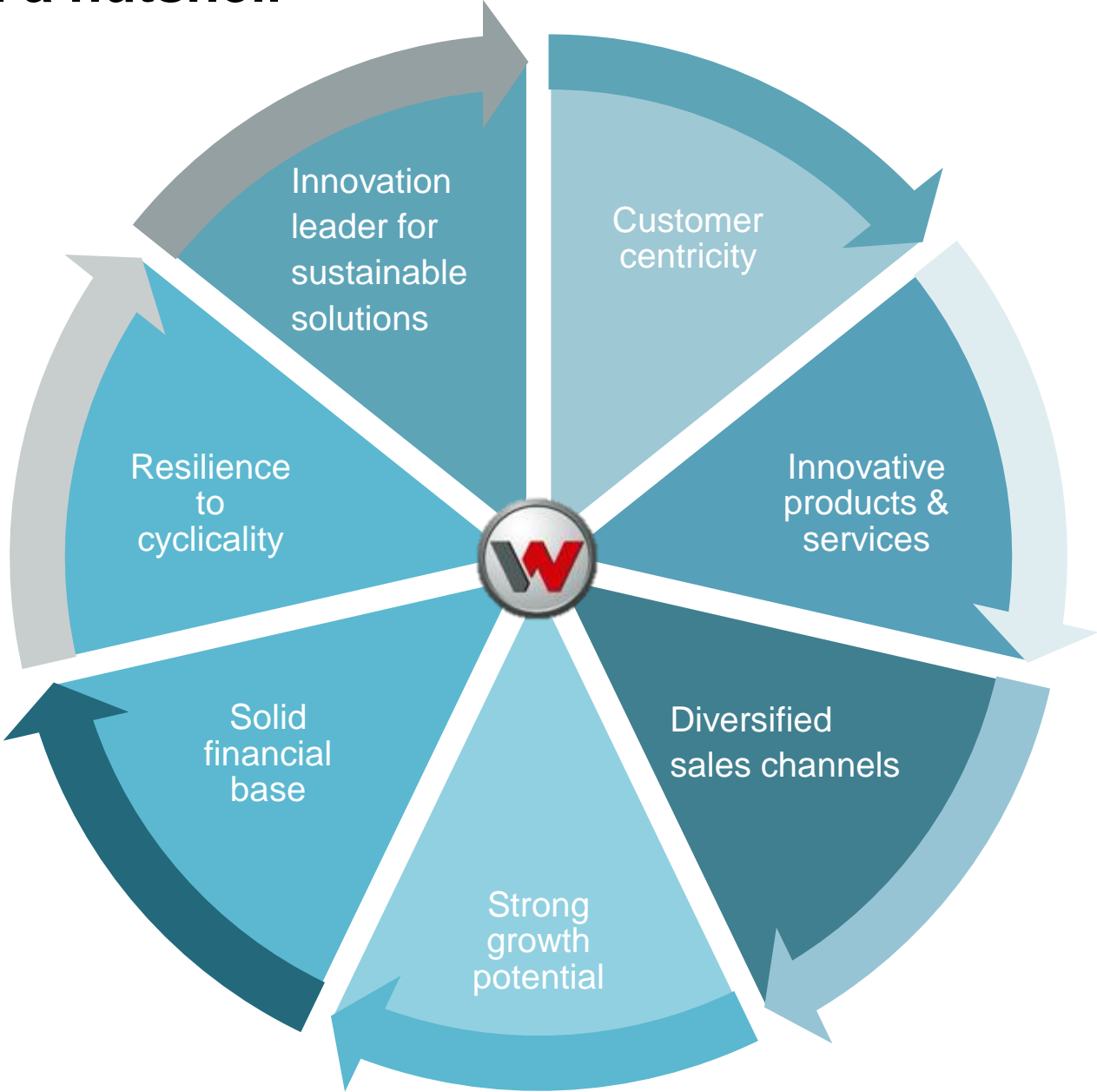
Wacker Neuson Group – Our way to success

April 2023 – June 2023



Wacker Neuson
Group

Wacker Neuson in a nutshell

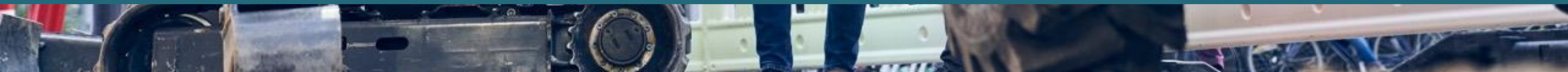


Agenda

1. Putting the customer first
2. Who we are
3. Our way to success in different markets
4. Innovation is part of our DNA
5. Financials FY 2022



Putting the customer first



Empowering our customers benefits our growth

CUSTOMER NEEDS

Maximum productivity & machine uptime

Comfortable & intuitive machine handling

Operator health & safety

Service, Partnership, Reliability

Attractive total cost of ownership

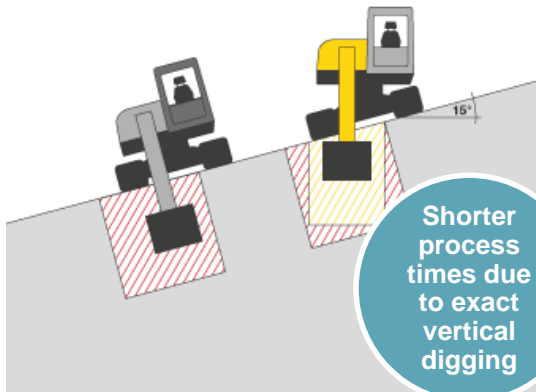


We drive innovation to improve our customers' processes



Cockpit rotatable by 180°

Dual View Dumper



Shorter process times due to exact vertical digging

Vertical Digging System



Wireless handling with no emissions

Zero emission



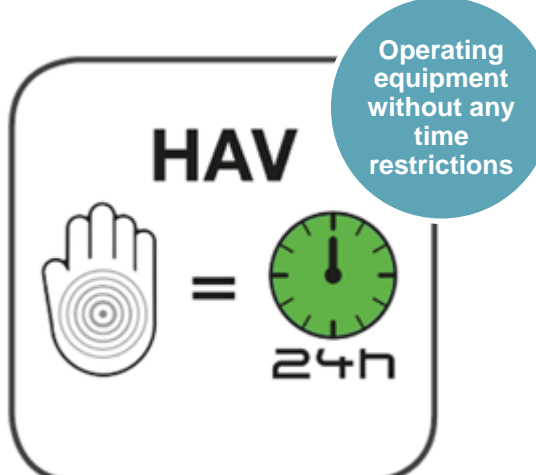
Maximizing operator comfort

Remote-control steering



Give your machines a voice!

Connected products



Operating equipment without any time restrictions

Hand-arm vibrations



Autonomous control and digital performance record

Self-driving equipment




Flexibility with one battery fitting various products

Modular design

We see our customers as our partners




Voice of Customer




Strong customer involvement in R&D

Technical benchmarking



Sophisticated value engineering

Early involvement of all functions



Teamwork at every step of the value chain



Who we are

We are a one-stop solution provider with an unrivaled offering

Light Equipment (LE)

23%

of Group revenue¹



Compact Equipment (CE)

57%

of Group revenue¹



Different product groups



same customers

Services

20%

of Group revenue¹



Repair² & Maintenance²



Rental Service²



Used Machines²



Financial Solutions



E-Store²



Telematics



Concrete solutions



Academy



Genuine Parts

¹ FY 2022. ² In selected countries

Customers trust in our longstanding expertise in LE

Light Equipment (LE)

Concrete technology



Compaction



Demolition



Power & Lighting



Pumps



Heaters



In 1930, Wacker invented the electric rammer. The term "wacker packer" is still used on construction sites.



23%
of Group revenue¹

€ 1,700
Average price of an LE product¹

Competitors include

- Ammann
- Bomag
- Husqvarna
- Weber MT

¹ FY 2022.

Customers opt for the advantages of compact equipment

Urbanization,
limited space and
mechanization are
driving demand for
compact equipment
in construction and
agriculture.

EUR 18 Bn

expected value of global compact
construction equipment market
accessible to Wacker Neuson in 2025¹

57%

of Group sales²

€ 38,000

Average price of a CE product²

Competitors include

Kubota
Takeuchi
Yanmar
Manitou
JCB
Bobcat (Doosan)

Compact Equipment (CE)

Excavators



Dumpers



Backhoe loaders



Skid steers / Compact track loaders



Telehandlers



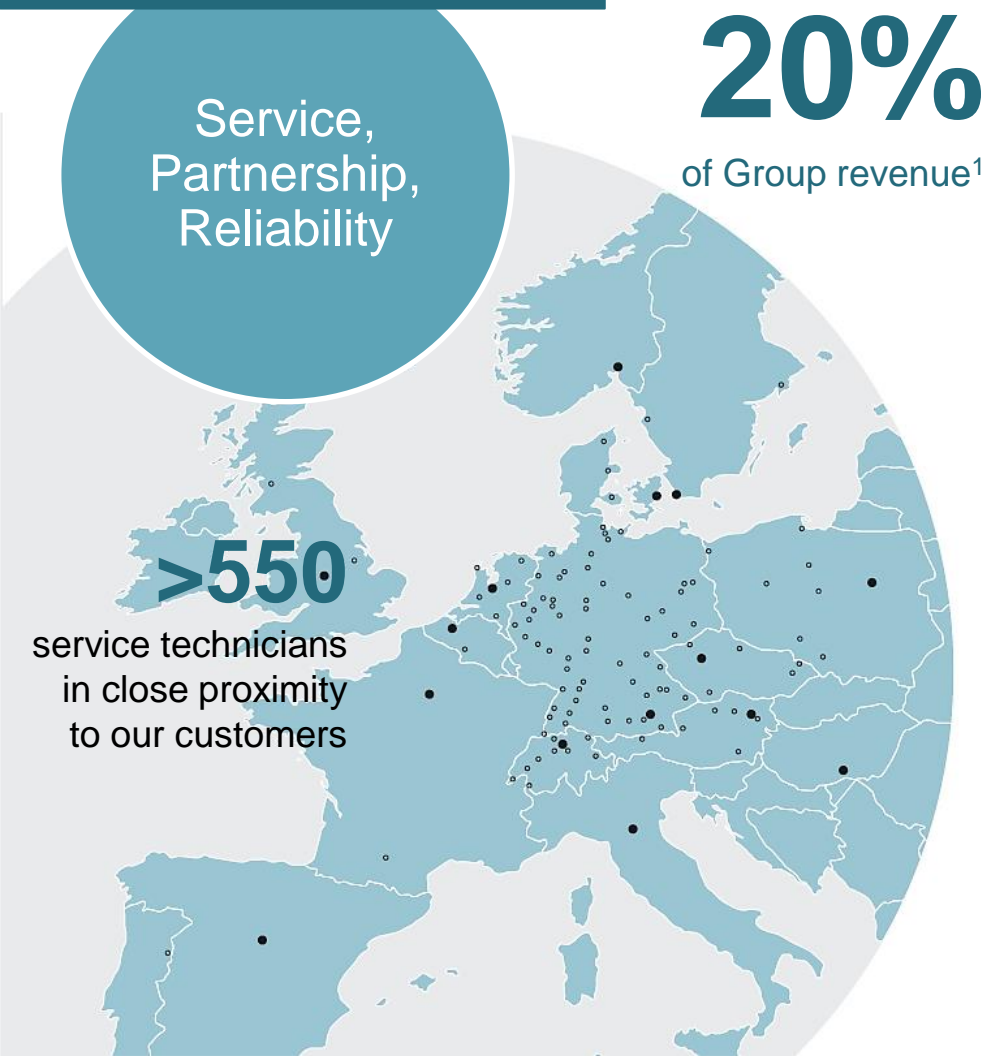
Wheel loaders



¹ Own estimates, based on underlying data from CECE and Off-Highway Research. ² FY 2022.

Service is key to our customers' success

Customer proximity



Comprehensive services



Collaborative relationship

We are there for our customers, listening, sharing our expertise and working closely with them to find the best solutions.



¹ FY 2022. ² In selected countries.

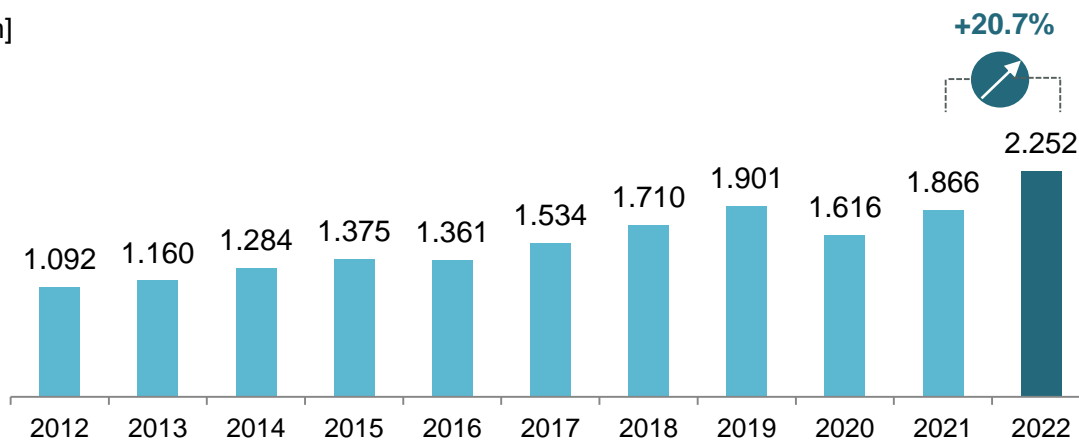
We serve our markets with three strong brands



Double-digit growth again

Revenue development (2012-2022)

[€ m]



We attach importance to a solid balance sheet structure

EUR **-234.5m**

Net cash position^{1,2}

60%

Equity ratio¹

0.6

Net financial debt/
EBITDA¹

**Solid
financial
base**

for further profitable growth



¹ FY 2022. ² Net cash position = -Net financial debt = -(Long-term borrowings + short-term borrowings from banks + current portion of long-term borrowings - liquid funds - fixed short-term financial investments)

Long-term partnership between Wacker Neuson and John Deere

Kramer¹ distributing through John Deere dealer network (since 2017)

- **Strategic partnership for telescopic handlers and wheel loaders** for the agricultural sector (EMENA, CIS², Australia/New Zealand)



New long-term agreement for mini and compact excavators: Wacker Neuson manufacturing for Deere construction (since 2022)

- **OEM sales of mini and compact excavators < 5 tons:**
Global agreement with focus on North America: Wacker Neuson designs and manufactures machines, including battery electric excavators, at its facilities in Menomonee Falls, USA, and Linz, Austria, for the requirements of John Deere.
- Existing cooperation regarding OEM sales of mini and compact excavators for APAC transferred into this new agreement
- **License agreement for excavators > 5 tons:**
Wacker Neuson sells design and technical IP to John Deere. John Deere will incorporate design and technical IP provided by Wacker Neuson to develop and produce its own models.



¹ Kramer "green line" only. ² Commonwealth of Independent States.

With the acquisition of Enar, we further strengthen our market position in concrete technology.



By intensifying market penetration with
two complementary brands, ...

... opening up additional **customer segments ...**

... and addressing the market with
different sales channels ...

... we accelerate our business in an attractive **growth market.**

Experienced management team



Dr. Karl Tragl

(CEO & Chairman of the Executive Board)

Strategy, M&A, legal & compliance, human resources, investor relations, corporate communication, real estate, sustainability and business process management.

Christoph Burkhard (CFO)

Finance, controlling & risk management, auditing, IT and sales financing and integrated business planning.



Alexander Greschner (CSO)

Sales, service and marketing.

Felix Bietenbeck (CTO & COO)

Production, quality, supply chain management, procurement, business process consulting and research & development.





Our way to success in different markets

Our diversified sales organization responds to regional needs



**Direct sales &
rent to sell¹**



Dealers



**Key accounts
& rental firms**

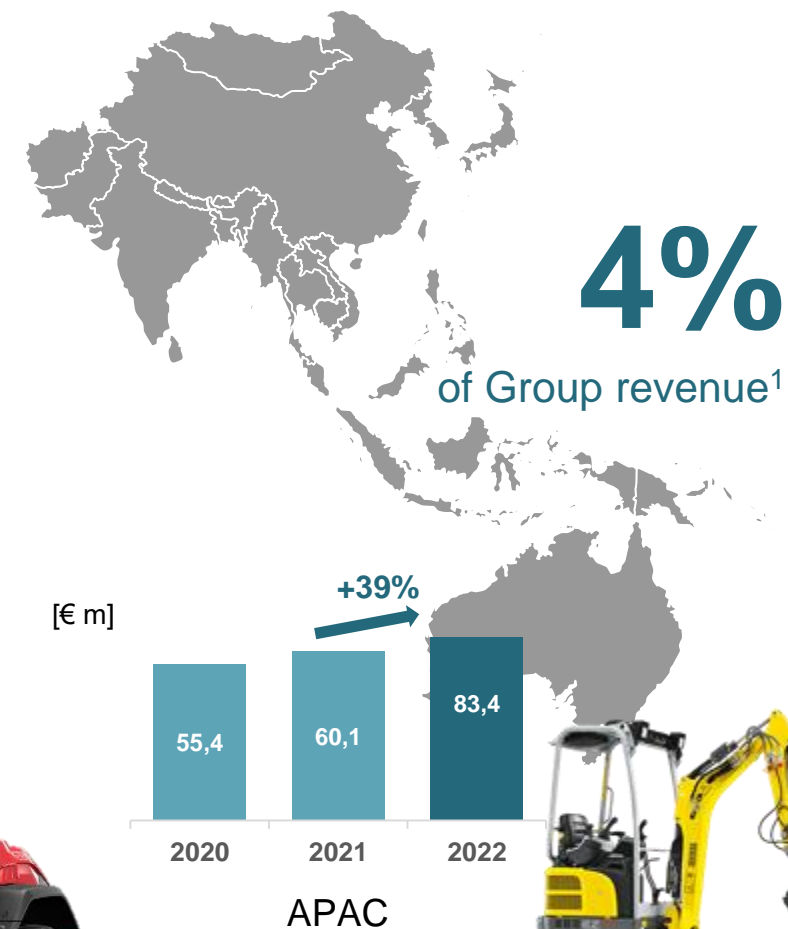
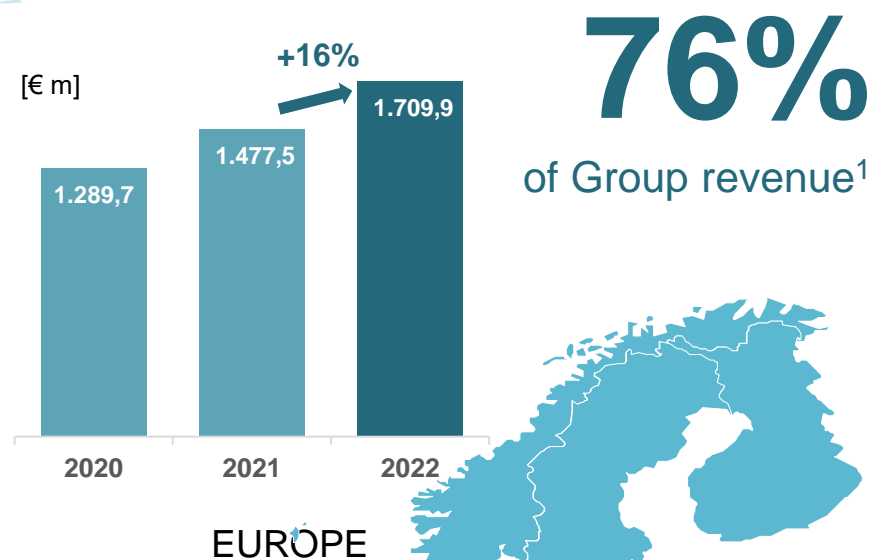
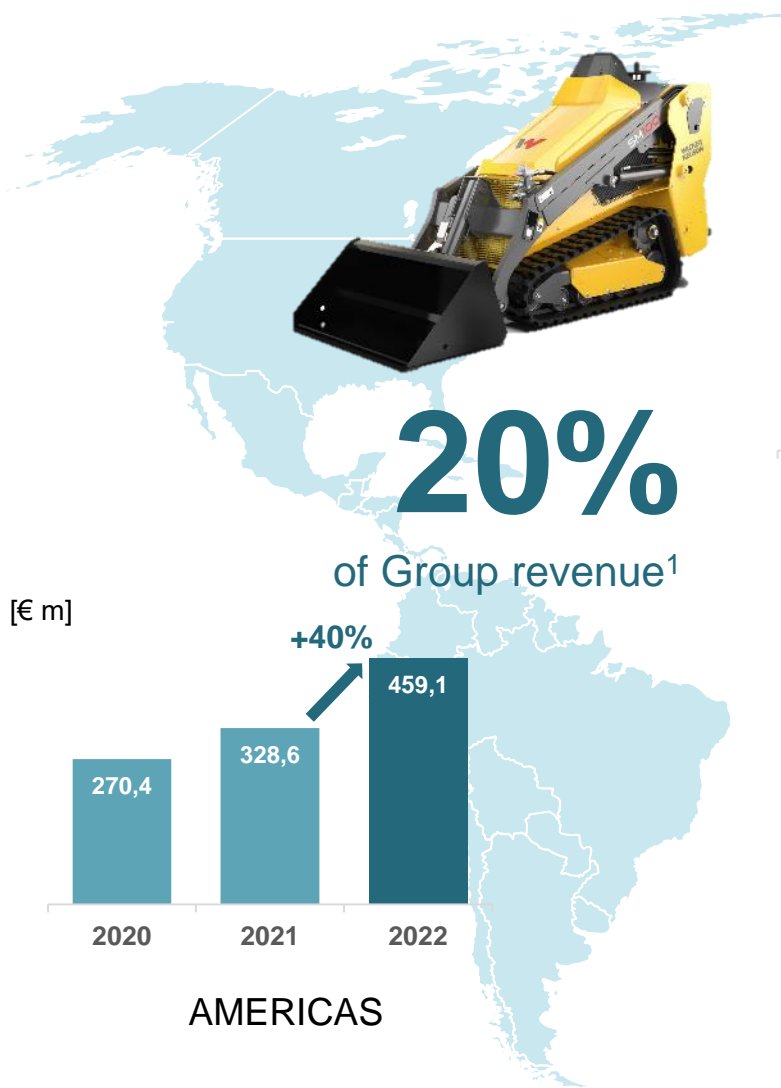


eCommerce¹

Country-specific sales with long-standing customer relationships

¹ In selected countries.

Double-digit revenue growth again in all regions



¹ FY 2021: Americas 18%; Europe 79%; APAC 3%.

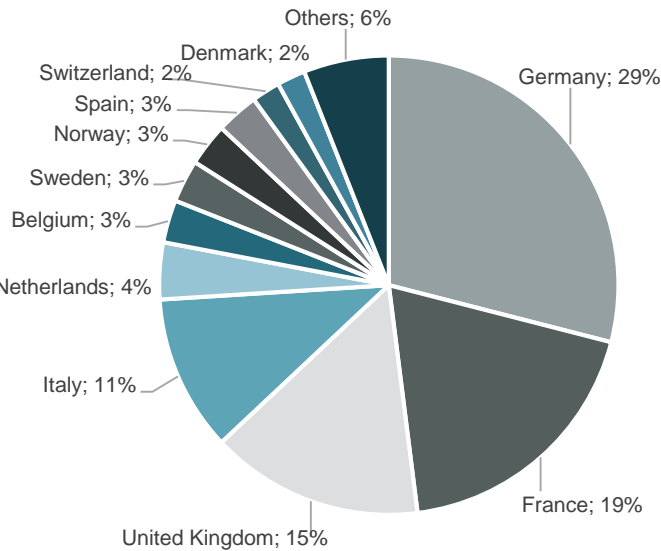
Europe – We are striving to increase market shares



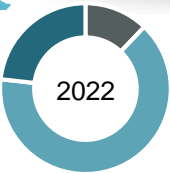
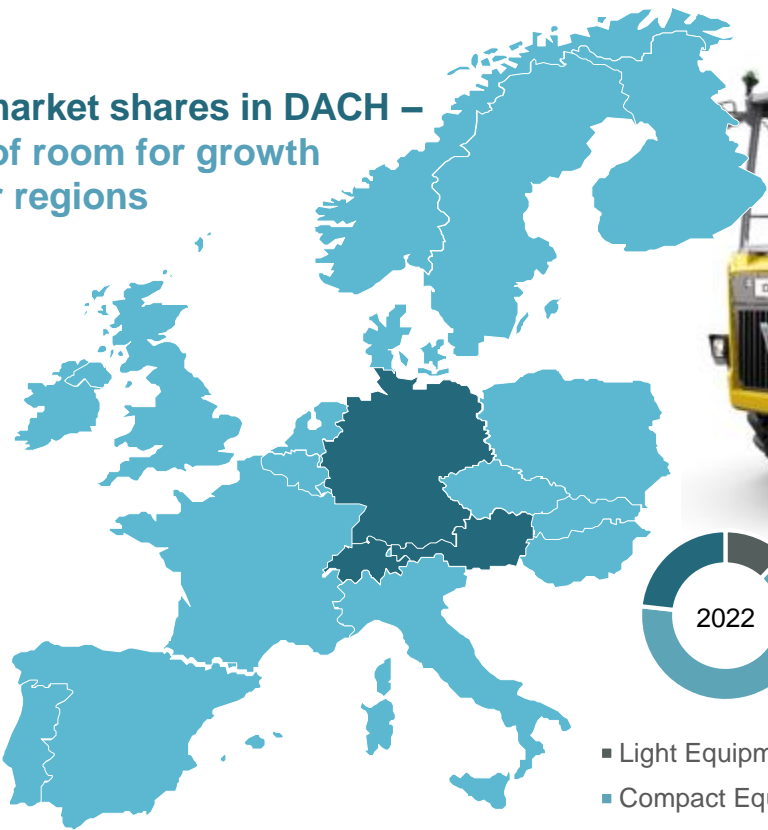
Game changer

We have redefined safety and accelerated our customers' processes with our Dual View dumpers

Western Europe:
Relative size of equipment markets¹



Major market shares in DACH – plenty of room for growth in other regions



- Light Equipment
- Compact Equipment
- Services



Charles Messenger, Galtec Ltd. "It's a lovely bit of kit, [...] I'm very impressed so far. It's going to be ideal for the winter, no more sitting out in the open exposed to the wind and rain, which will be really nice. Not only that, but they are safe and will save time without a doubt."²

¹ Source: Off-Highway Research, Sept. 2020 ² Charles Messenger, Galtec Ltd.

Europe – We are growing our business in the agricultural sector

All-wheel steering



KRAMER
on the safe side



+31%

dynamic business development in agricultural sector¹

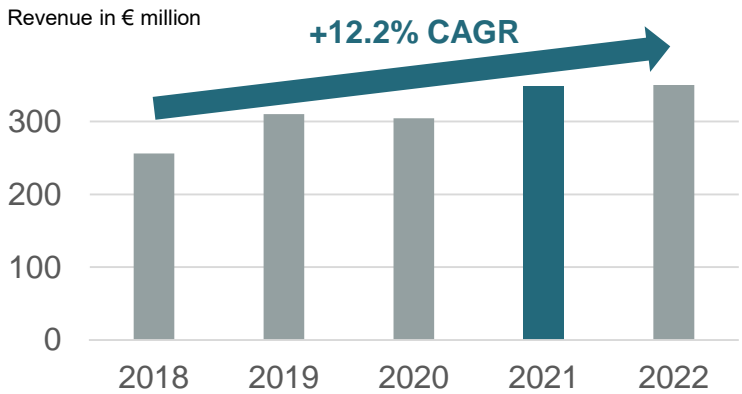
20%

of Group revenue from agriculture¹

Our customers are mainly dairy and cattle farmers who work in confined spaces such as stables.

They require small, highly maneuverable machines with a minimal turning radius and outstanding stability.

Development of revenues in the ag sector



¹ FY 2022



Articulated steering



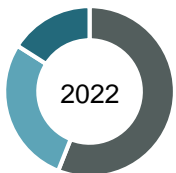
WEIDEMANN
designed for work



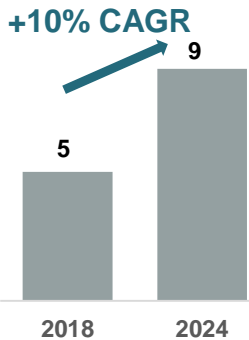
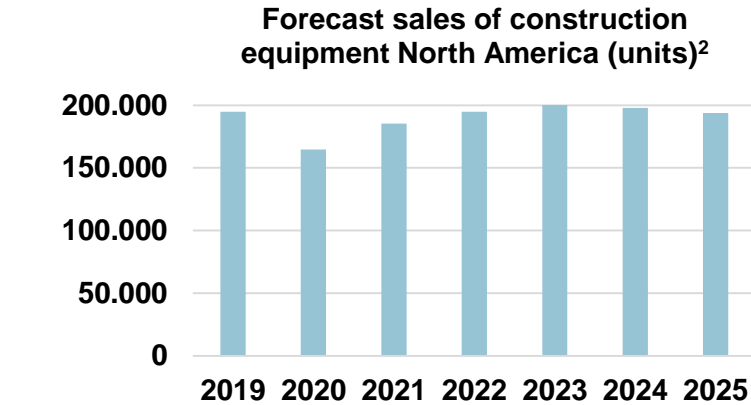
Americas – A market with huge growth potential

60 years

in the US light equipment market with high market shares



- Light Equipment
- Compact Equipment
- Services



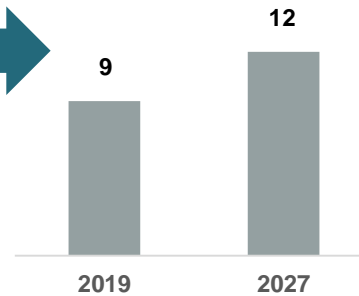
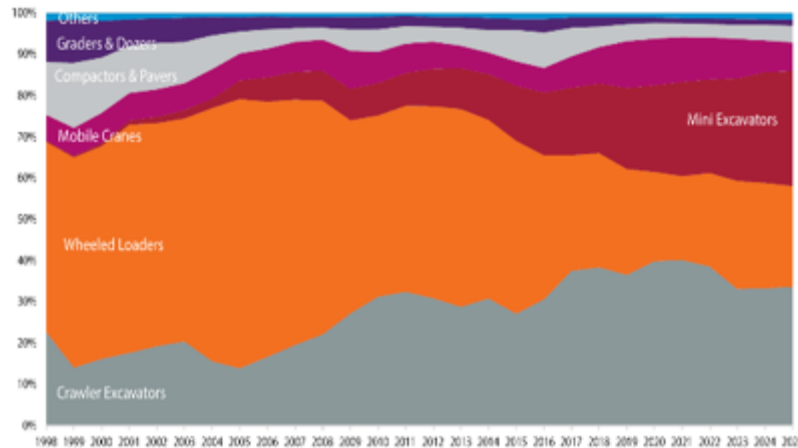
North America skid steer & compact tracked loader market (in USD bn)¹



¹ Source: SDKI, September 2022 ² Source: Off-Highway Research, September 2022.

APAC – China export and Australian market as growth driver

Changing market structure in China – compact equipment on the rise¹



28%
of mini excavator
sales worldwide

Global mini excavator market (in USD bn)¹

Asia-Pacific holds a dominant position and is expected to grow at a highest rate during the forecast period.



- Light Equipment
- Compact Equipment
- Services



Serving export
markets from
plant in Pinghu,
China

Even small
market shares
would leverage
our sales
significantly

Strengthening
market position in
Australia/New
Zealand

¹ Source: Off-Highway Global Briefing, Sept. 2022.



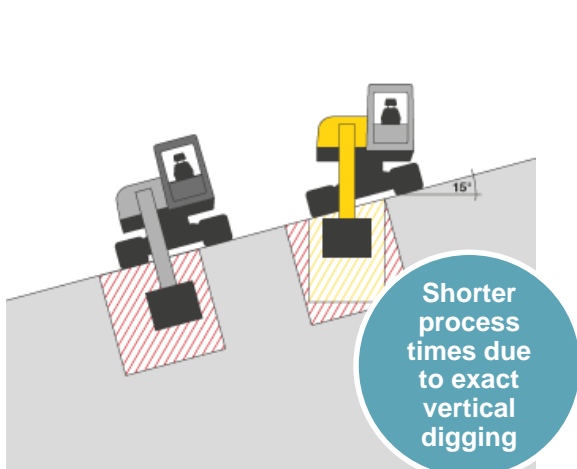
Innovation is part of our DNA

We drive innovation to improve our customers' processes



Cockpit rotatable by 180°

Dual View Dumper



Shorter process times due to exact vertical digging

Vertical Digging System



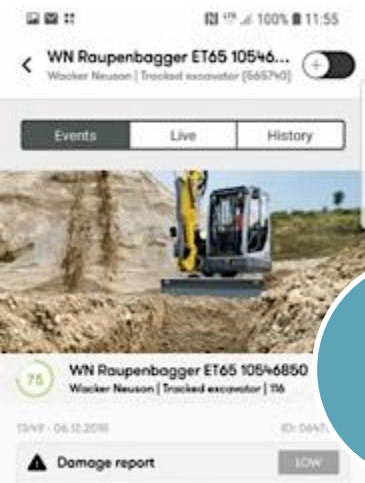
Wireless handling with no emissions

Zero emission



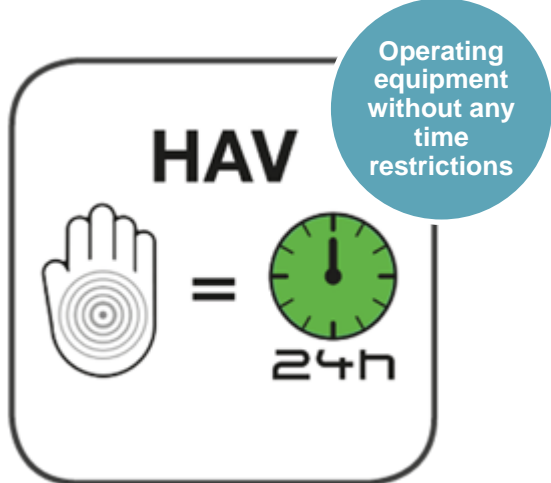
Maximizing operator comfort

Remote-control steering



Give your machines a voice!

Connected products



Operating equipment without any time restrictions

Hand-arm vibrations



Autonomous control and digital performance record

Self-driving equipment

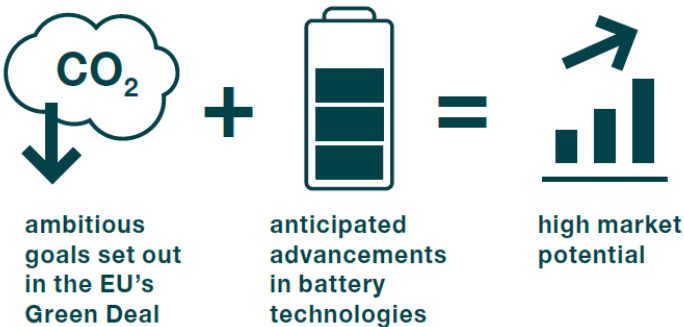


Flexibility with one battery fitting various products

Modular design

We drive electrification in our industry...

zero **e**mission



Change

We are well prepared for the shift to zero emission construction sites



Oslo, Los Angeles, Mexico City and Budapest commit to clean construction.

The cities have pledged to halve emissions from all construction activities by 2030.

“If we learn early enough that ambitious climate demands will be imposed, we can drive innovation forward by demanding zero-emission solutions from machinery manufacturers, equipment suppliers and contractors.”¹

¹ Ole Henrik Ystehede, director of EBA (Contractors Association - Building and Construction) for Oslo/Akershus/Østfold.

... and accelerate the transition to emissions-free construction

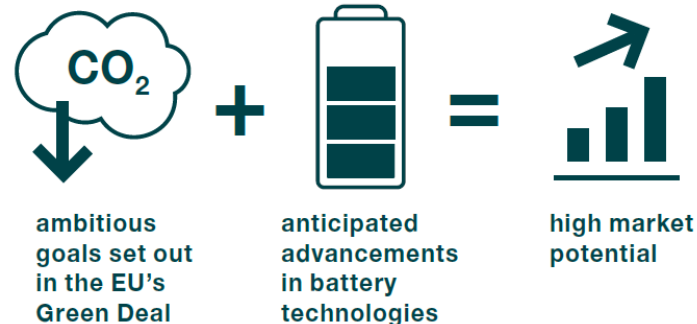


Our contribution to achieving the Paris climate agreement goals



Cooperation with Bomag:

Sharing our battery platform: the modular, rechargeable construction equipment battery developed by Wacker Neuson will also be compatible with equipment of our cooperation partner Bomag



Up to **93%**
of CO₂ emissions can be saved compared to a conventional product of the same class.



Customer benefits

- potential for synergies and cost savings
- simplified construction site logistics
 - advantages for contractors who promise lower CO₂ emissions in tenders

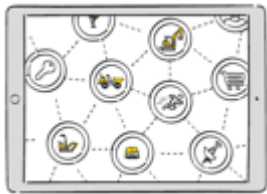


Digitalization creates new opportunities for our business

Give your machines a voice



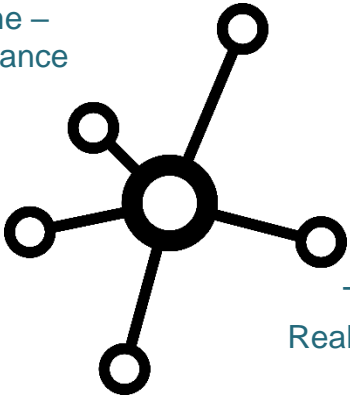
Connected products –
always a step ahead



Pinpointing location –
connected jobsites

Increasing runtime –
predictive maintenance

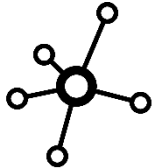
Optimizing utilization



Transparency –
Real-time data analysis



Increasing efficiency –
smart products

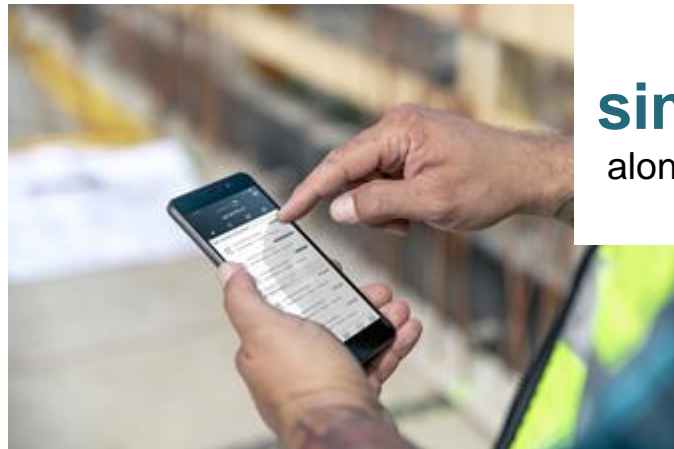


EQUIPCARE

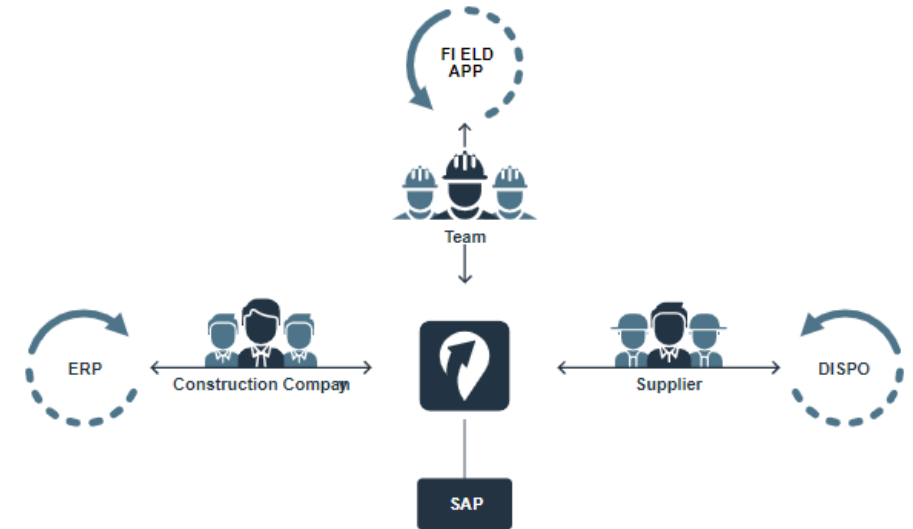
Digitizing the construction site

Third partner in **SEQUELLO**
joint venture with PORR and
Umdasch Group Ventures

The digital platform for
core processes
in construction logistics



**digitalizes and
simplifies processes**
along the entire value chain that were
previously paper-based



**„Finally, a digital solution
that makes my job on the
construction site easier.“**

HERBERT DÜRNBECK,
FOREMAN



Innovation is our answer to a changing world

DIGITALIZATION



- Process optimization
- Telematics
- Smart products
- Building Information Modeling (BIM)

URBANIZATION



- Maintenance of infrastructure
- Limited space
- Clean air regulations
- Noise pollution
- Growing middle class

POPULATION GROWTH



- Food
- Mechanization
- Infrastructure
- Housing
- Energy efficiency
- Waste management



Financial results FY/2022

Overview Q4/22 // Fiscal year 2022

Q4/22		
Revenue	EBIT margin	FCF (pre fixed term deposits) ¹
€ 611 m	9.4%	€ 20 m
(+28.3% vs. 2021)	(2021: 10.1%)	(2021: € 79 m)

FY/2022		
Revenue	EBIT margin	FCF (pre fixed term deposits) ¹
€ 2,252 m	9.0%	€ -131 m
(+20.7% vs 2021)	(2021: 10.3%)	(2021: € 264 m)



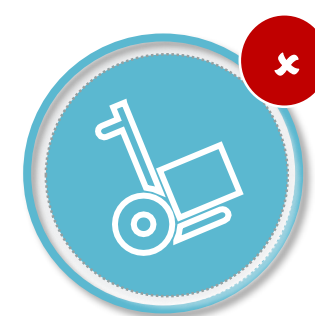
Sales up 21% year-on-year; order backlogs at record levels and high customer demand, supply chain issues dampen growth



Reworking and inflation weigh on margins, Price increases progressively effective since H2



High inventory levels burden FCF and NWC ratio → slightly above strategic target range of ≤ 30%; net financial position burdened

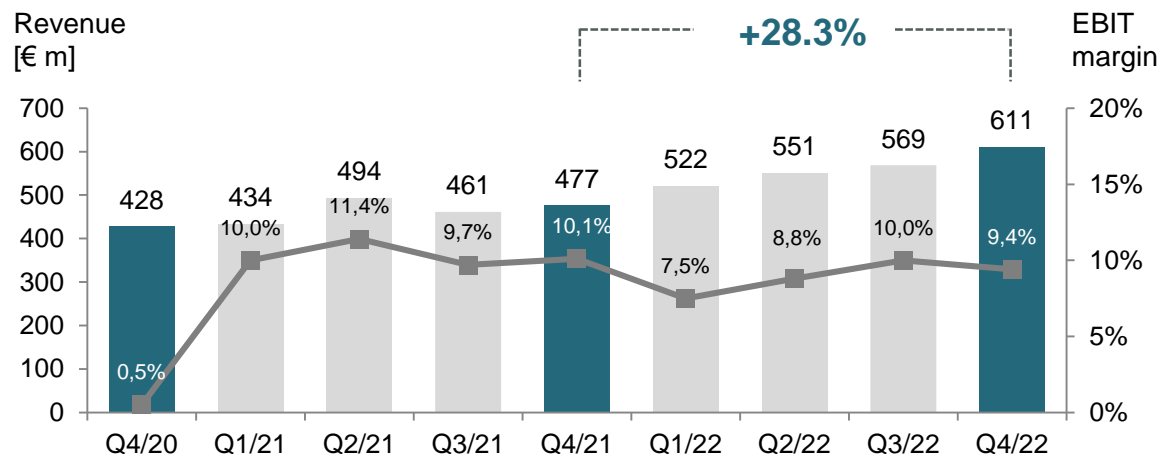


Supply chains and price dynamics on the procurement market still challenging

¹ Free cash flow before taking into account a fixed term deposit of EUR 130 m in FY 2022 (FY 2021: EUR 115 m, of which EUR 15 m in Q4).

Wacker Neuson Group on profitable growth path

Increasing revenue growth over course of year



Income statement (excerpt)

€ m	Q4/22	Q4/21	2022	2021
Revenue	611.4	476.5	2,252.4	1,866.2
Gross profit	144.3	113.5	534.3	483.5
<i>as a % of revenue</i>	23.6%	23.8%	23.7%	25.9%
Operating costs	-100.9	-68.9	-352.2	-298.9
<i>as a % of revenue</i>	-16.5	-14.5%	-16.4	-16.0%
EBIT	57.2	48.2	201.8	193.0
<i>as a % of revenue</i>	9.4%	10.1%	9.0%	10.3%
Financial result	-9.2	-1.1	-9.5	-5.6
Taxes on income	-7.0	-10.4	-49.7	-49.5
Profit for the period	41.0	36.7	142.6	137.9
EPS (in €)	0.60	0.53	2.10	1.99

Comments on Q4/22

Revenue +28.3% yoy (adj. for currency effects: +26.6%)

- Continued growth in construction and agriculture market segment
- Price increases materialize in increased revenue growth
- Supply chain issues and material cost inflation remain challenging

Gross profit +27.1% yoy (gross profit margin -0.2 PP)

- Gross profit in Q4 increased due to higher revenues, but margin still slightly below 2021 level
- Price increases became increasingly effective during the course of the year

EBIT well above prior year level (EBIT margin: -0.7 PP)

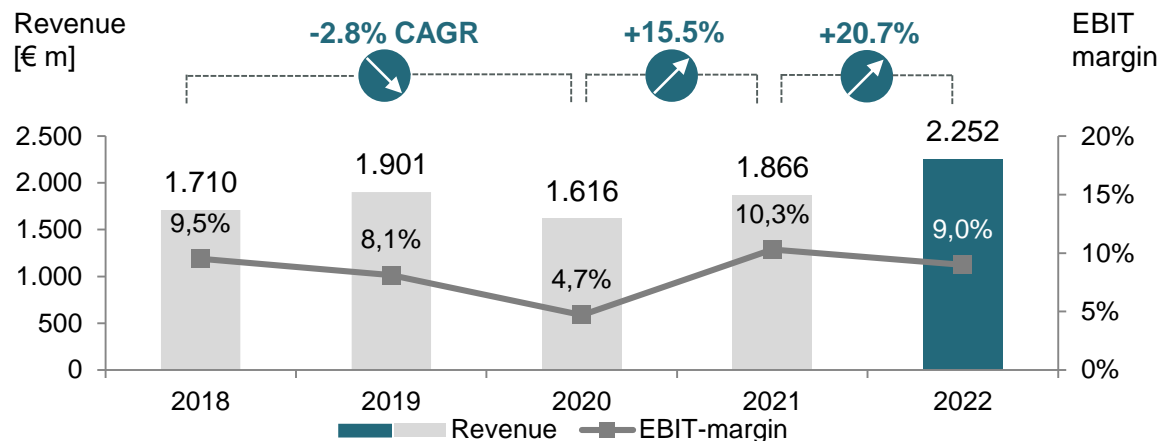
- Rising input costs from personnel burden margin in Q4
- Positive trend over the year as counter-measures materialize (improved reworking process, surcharges, ...)

Solid earnings per share

- At EUR -9.5m, financial result lower mainly due to FX effects in 2021
- Tax rate for 2022 at 25.8%, slightly below 2021 (26.4%)

Wacker Neuson Group on profitable growth path

Revenue above pre-crisis level, increased profit, but lower margin



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Comments on FY 22

Revenue +20.7% yoy (adj. for currency effects: +17.8%)

- Group revenue well above pre-crisis level (+18.5% vs. FY 2019)
- Trend stays positive in all sales regions
- Dynamic growth in construction and agriculture market segment
- Supply chain issues and material cost inflation remain challenging

Gross profit +10.5% yoy (gross profit margin -2.2 PP)

- Affected by higher material prices
- Price increases in newer contracts improve margins over course of year

EBIT climbed 4.6% (EBIT margin: -1.3 PP)

- Rising input costs from personnel over course of year
- Positive trend over the year as counter-measures materialize (improved reworking process, surcharges, ...)
- In fiscal 2021: positive one-off effect of EUR +13.5m from value adjustments to receivables

Earnings per share improved

- At EUR -9.5m, financial result lower mainly due to FX effects in 2021
- Tax rate for 2022 at 25.8%, slightly below 2021 (26.4%)

All regions and business segments contribute to growth and profit

Again double-digit growth across all sales regions

	Revenue [€ m]	share	yoy	EBIT ¹
Europe	1.710	76%	+16%	188.6
Americas	459	20%	+40%	22.6
Asia-Pacific	83	4%	+39%	10.5
FY 2022	2.252	100%	+21%	201.8

Light and Compact equipment continue to receive high demand

	Revenue [€ m] ²	share	yoy
Light Equipment	521	23%	+31%
Compact Equipment	1.305	57%	+23%
Services	442	20%	+6%
FY 2022	2.252	100%	+21%

Comments on FY 2022

Revenue Europe +15.7% yoy (adj. for currency effects: +15.6%)

- Solid growth of European core markets despite economic headwinds and Ukraine war; Germany performing very well again
- Construction machinery markets France and UK continue driving growth
- Eastern European countries and majority of Northern European countries with double-digit growth
- Kramer- and Weidemann-branded compact equipment for the agricultural sector very strong again (+30.9% yoy despite strong baseline from 2021)

Revenue Americas +39.7% yoy (adj. for currency effects: +25.5%)

- Demand developed positively across all sales channels
- Additional authorized dealers attracted; again strong growth in Canada

Revenue Asia-Pacific +38.8% yoy (adj. for currency effects +32.3%)

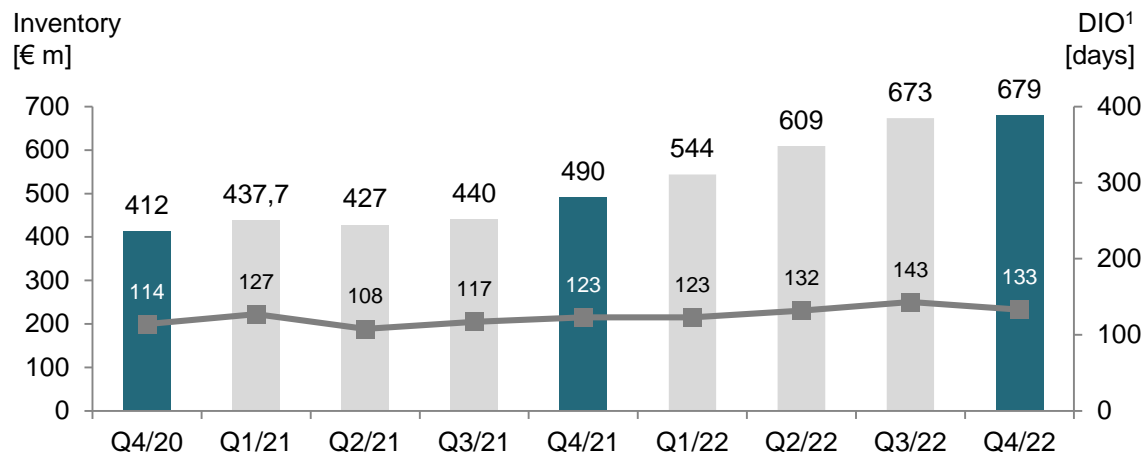
- Growth driven again by positive business development in Australia: expansion of dealer network; focus on independent rental companies increased; product portfolio adapted further to local needs
- China: still difficult market environment with high price pressure and a declining construction machinery market
- Southeast Asian countries and India developing increasingly well

¹ EBIT for regions before consolidation.

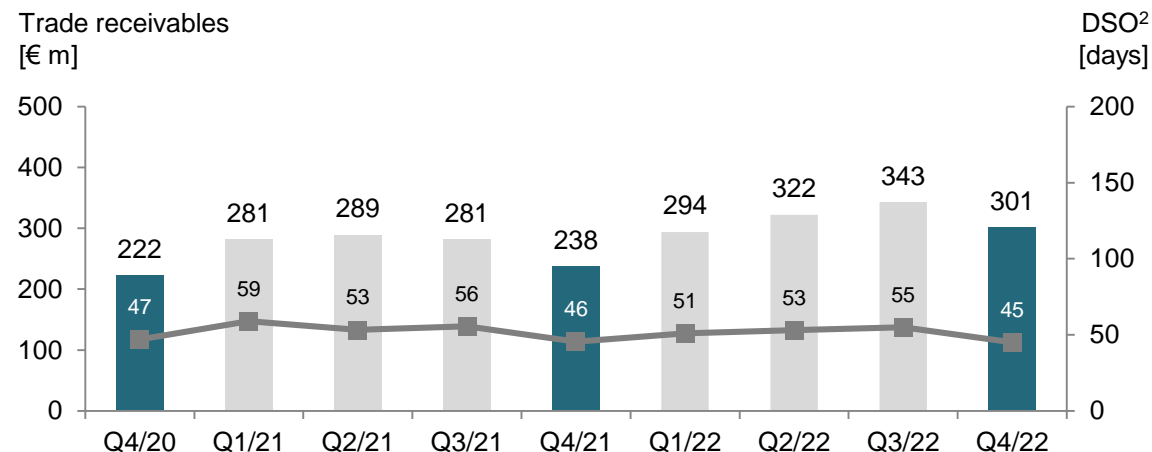
² Revenue by business segment before cash discounts.

Net working capital slightly above target range of $\leq 30\%$

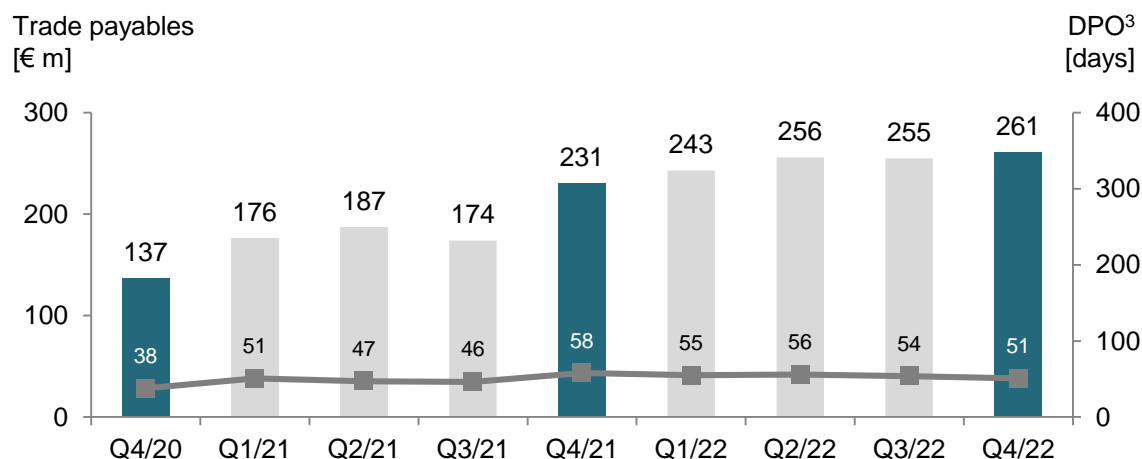
Inventories



Trade receivables



Trade payables



Comments

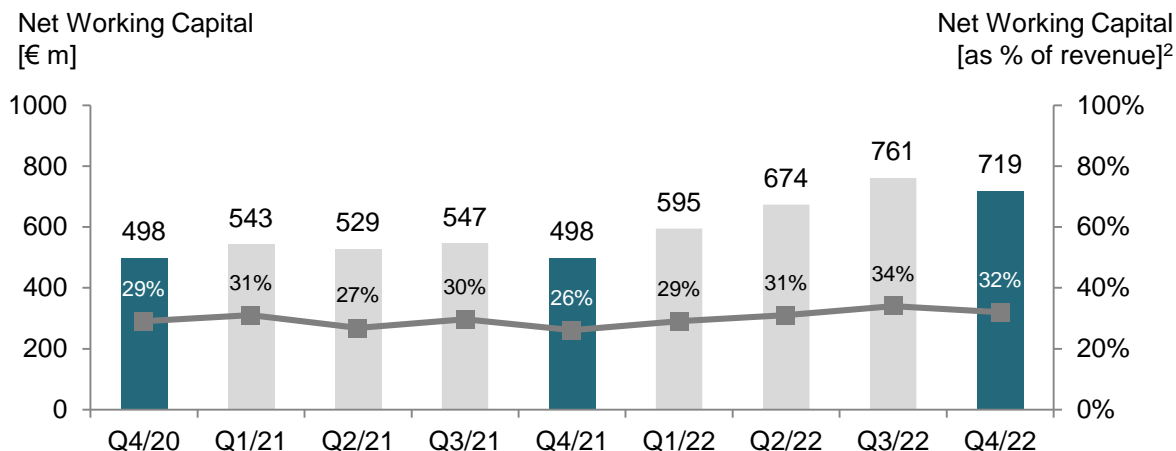
- Inventory levels of machines, raw materials and supplies increased
 - Levels of unfinished machines significantly higher, but substantial reduction over course of year signals positive trend
 - Continuous improvement of reworking process in H2/2022
 - Higher inventories (raw material, supplies) are key to stay on growth track in light of supply chain issues
- Trade payables rise to similar extent as revenues

➡ At 31.9%, the NWC⁴ ratio is slightly above target range

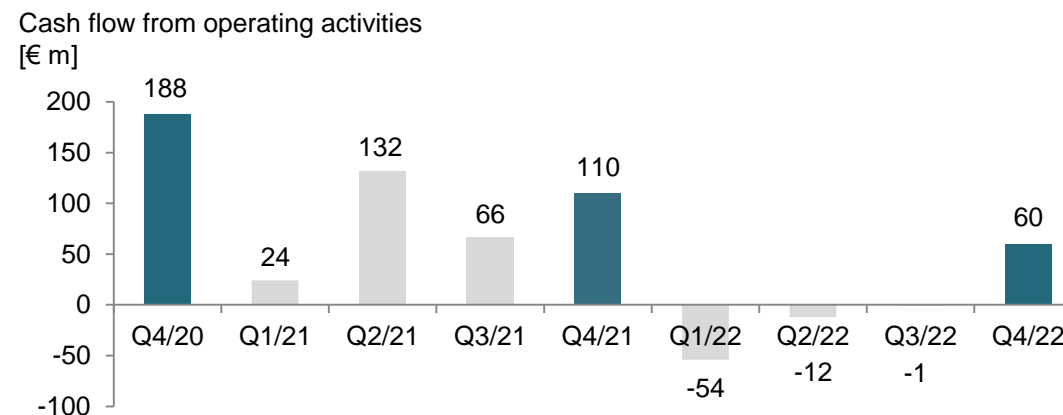
¹ Days inventory outstanding = (inventory/(cost of sales*4))*365 days; ² Days sales outstanding = (receivables/(revenue*4))*365 days;
³ Days payables outstanding = (payables/(cost of sales*4))*365 days. ⁴ Net working capital as a % of annualized revenue for the quarter.

Increase in working capital temporarily burdens cash flow

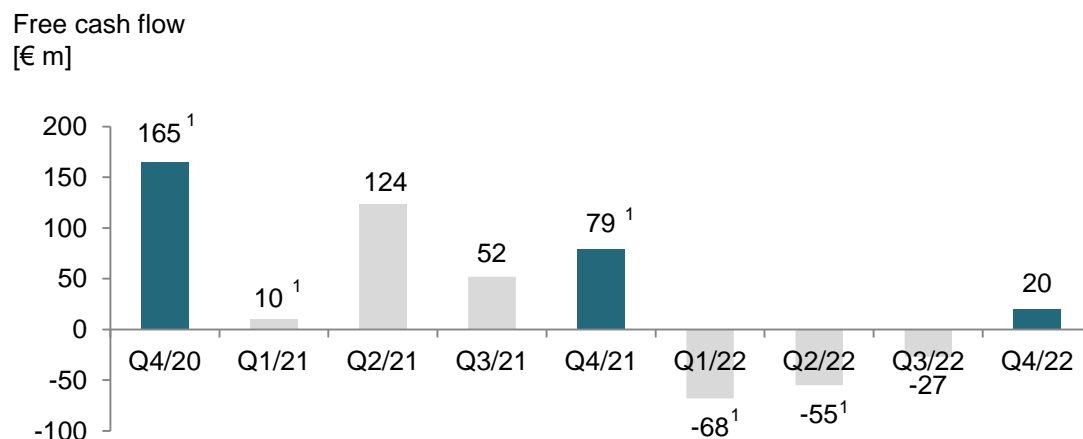
Net Working Capital



Cash flow from operating activities



Free cash flow



Comments

- NWC ratio² of 31.9% due to higher working capital against the background of supply chain issues and higher number of unfinished machines
- 2021 cash flow benefited from early repayments of non-current receivables amounting to EUR 67.9 m
- Investments³ of EUR 103.8 m significantly above previous year due to significantly higher investment into property, plant and equipment
- Free cash flow of EUR -0.8 m
(excl. inflows from fixed-term deposit of EUR 130.0 m: EUR -130.8 m)

¹ Before outflows from fixed-term investments amounting to € 15 m in Q4/20, € 100 m in Q1/21 and € 15 m in Q4/21 as well as inflows of € 30 m in Q1/22 and € 100 m in Q2/22.

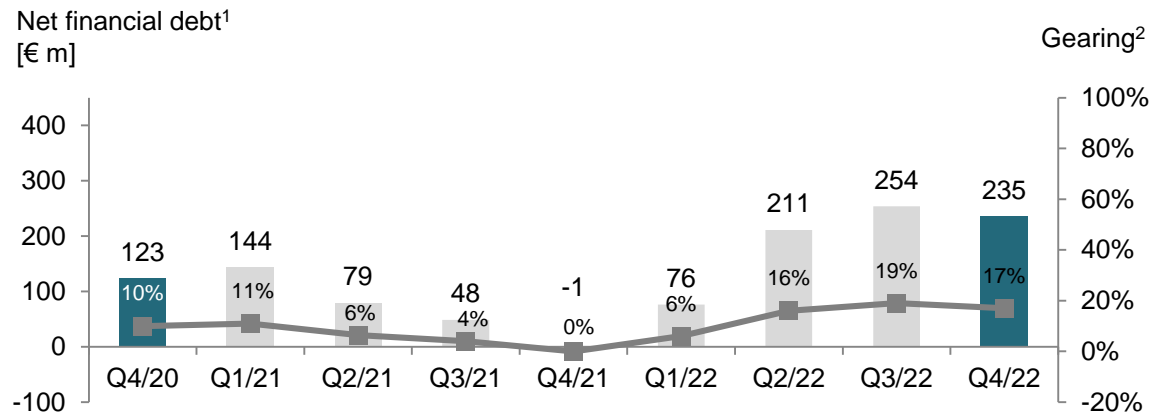
² Net working capital as a % of annualized revenue for the quarter. ³ Investments in property, plant and equipment and intangible assets.

Net financial position burdened by increase in working capital

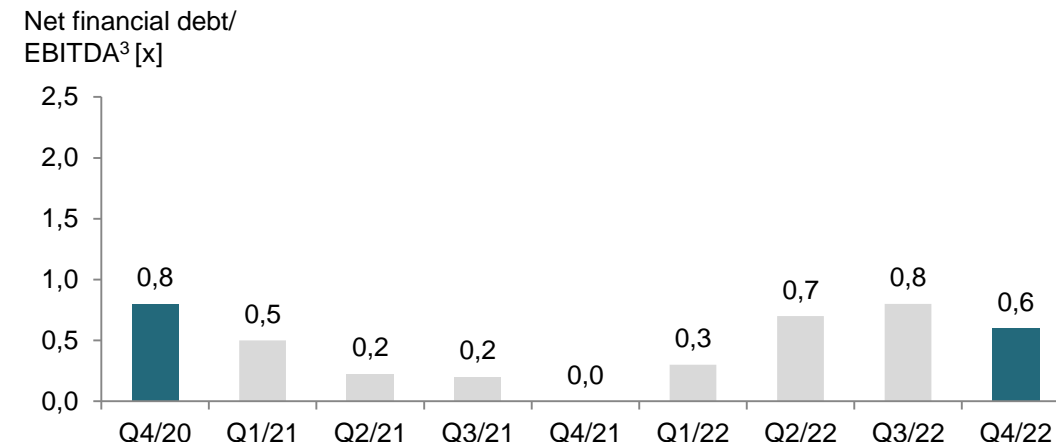


WackerNeuson
Group

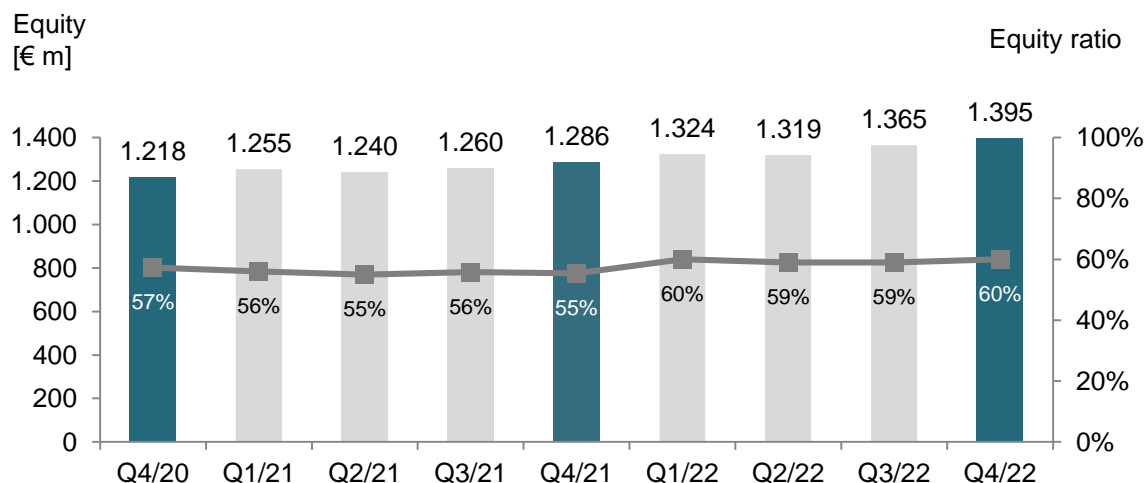
Net financial debt and gearing¹



Net financial debt/EBITDA³



Equity and equity ratio



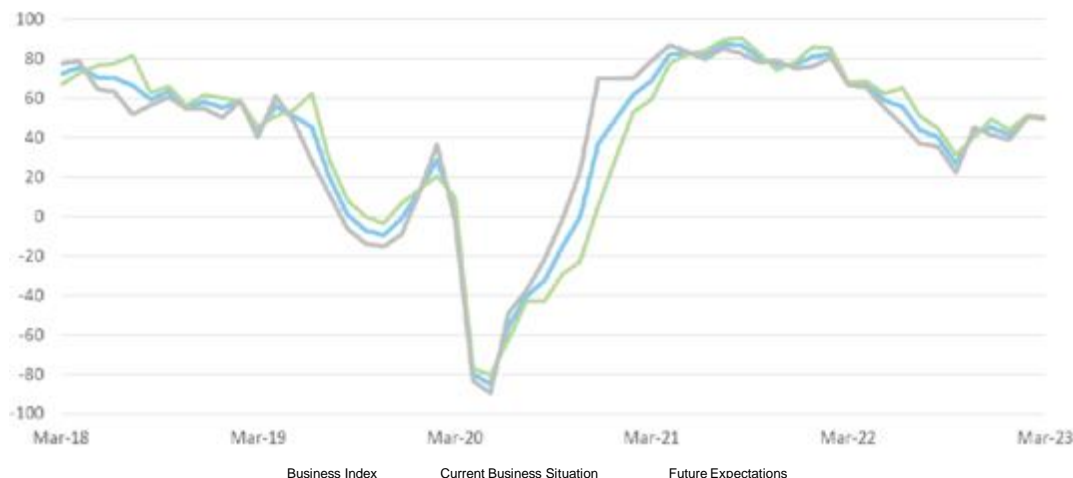
Comments

- Increase of net debt to EUR 235 m due to higher working capital needs
- NWC decrease since Q3 (peak of EUR 254 m) signals trend reversal and shows counter-measures start to work
- Gearing of 16.8% still within reasonable limits due to overall strong financial fundamentals
- Equity ratio increased to 60.0%; highest level since 2018
- Cash and cash equivalents decreased to EUR 53.7 m, also due to early repayment of USD 40 m of the USD promissory note

¹ Non-current financial liabilities + short-term borrowings from banks + current portion of long-term borrowings - liquid funds - fixed short-term investments. ² Net financial debt/equity. ³ Net financial debt/annualized EBITDA for the quarter.

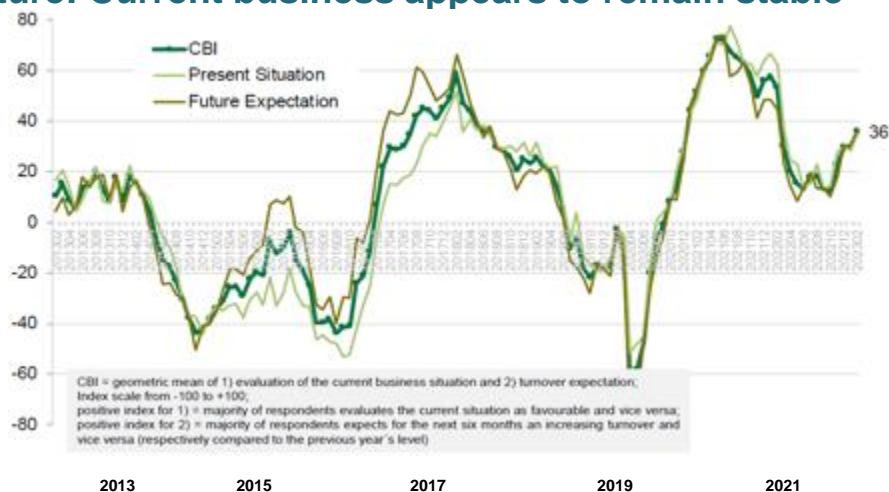
Outlook: Dynamic demand, overstretched supply chains

Construction: CECE business barometer with downward trend



Source: CECE (Committee for European Construction Equipment), Mar 2023.

Agriculture: Current business appears to remain stable



Source: CEMA (European Agricultural Machinery Industry Association), Feb 2023.

Outlook

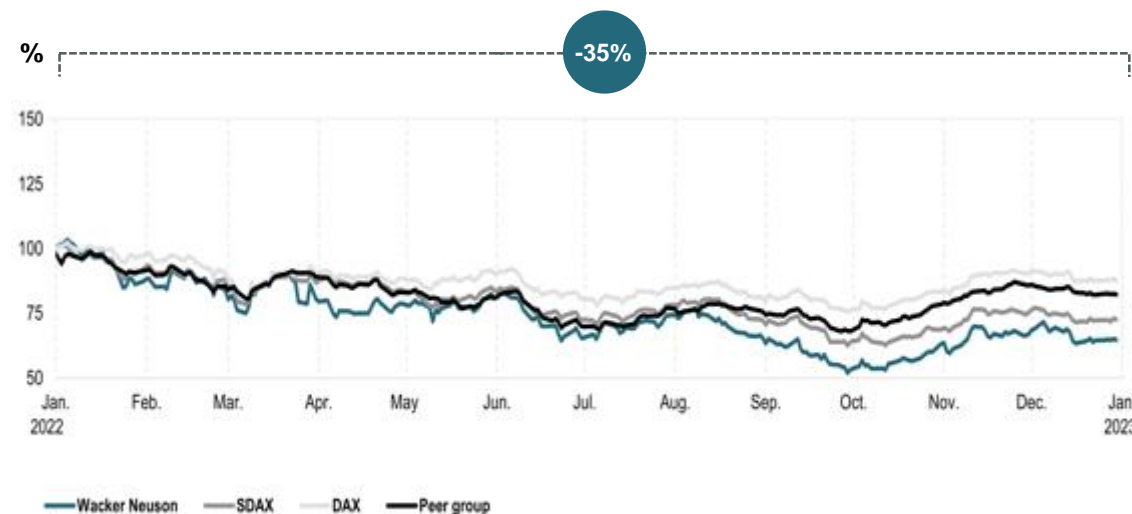
- **CECE business barometer** (European construction equipment sector):
Business climate remains robust despite geopolitical situation. Sales on the European market recovering.
Further slight growth expected in the short/medium term.
- **CEMA business barometer** (European agricultural equipment sector):
Order backlog presumably at maximum.
Companies surveyed increasingly able to fill their orders. Production duration at all-time high.
- **Mood in important end markets** for Wacker Neuson Group remains cautiously positive; **customer demand and order intake** still good; **order backlog** at record level.
- **Macro risks remaining at high level:**
 - Supply chains remain challenging
 - Material, energy and shipping costs reduced from top level, but further development hard to forecast
 - Ukraine war mostly likely to further burden supply chains
- **Outlook for 2023 :**

– Revenue	€ 2,300 - 2,500 m
– EBIT margin	9.5% - 10.5%
– Investments	about € 120 m ¹
– Net working capital ratio	about 30 %

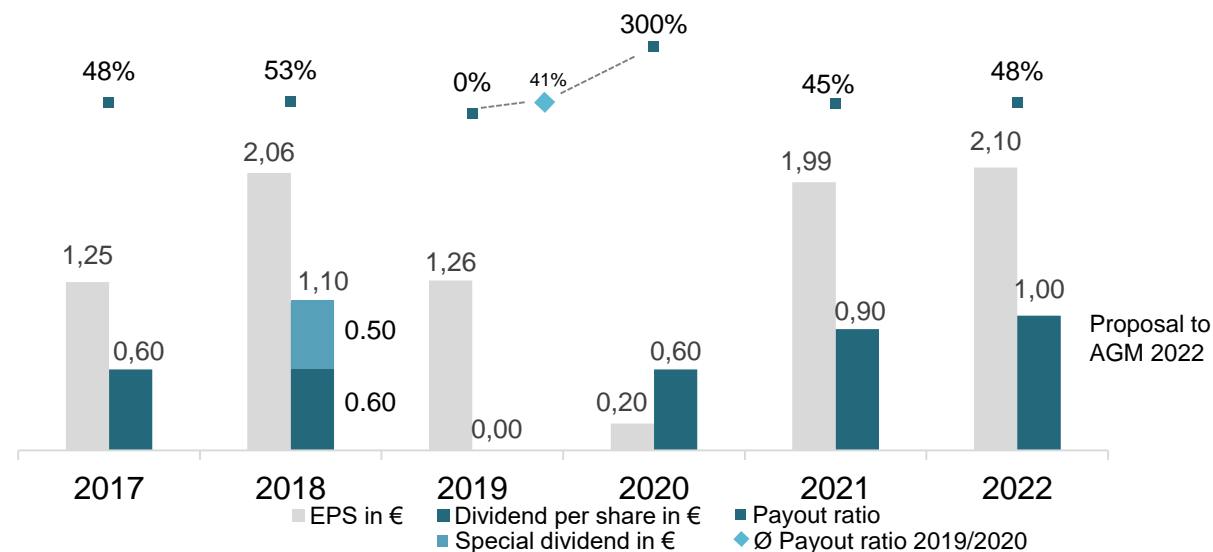
¹ Investments in property, plant and equipment and intangible assets. Investments in the Group's own rental equipment, purchases of investments and investments in financial assets are not included.

Share price development and dividend

The share in 2022^{1,2}



Dividend payout



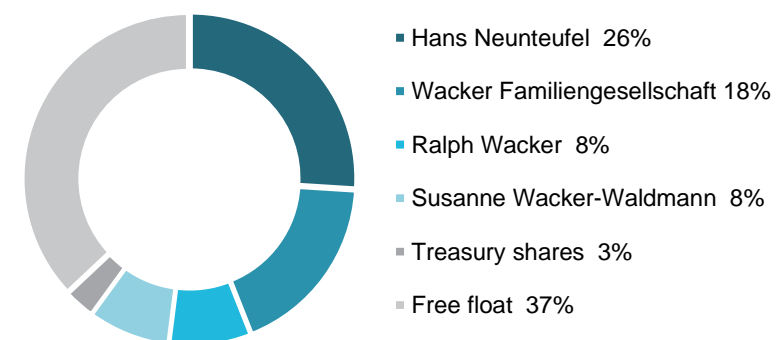
Key figures per share

in €	2022	2021
Earnings per share	2.10	1.99
Book value per share	19.81	18.91
Share price at end of period	16.34	25.24
Market capitalization (€ m)	1,146.1	1,770.3

Coverage³

Bank	TP (€)	Recom.	Date
Hauck & Aufhäuser	30.00	Buy	Feb. 15, 2023
Berenberg	27.00	Buy	Feb. 16, 2023
Jefferies	26.00	Buy	Feb. 06, 2023
Warburg	25.00	Buy	Dec. 13, 2022
Metzler	25.00	Buy	Feb. 06, 2023
Kepler Cheuvreux	16.00	Reduce	Feb. 16, 2023

Shareholder structure



(Total shares: 70,140,000)

¹ As at Dec. 31, 2022 ² Peer group: Agco, Ashtead, Atlas Copco, Bauer, Caterpillar, CNH Industrial, Deutz, DoosanBobcat, Hitachi, Husqvarna, John Deere, Komatsu, Kubota, Manitou, Sany, Takeuchi, United Rentals, Volvo. ³ As at March 1, 2023

Financial calendar and contact

March 28, 2023	Annual Report 2022
May 9, 2023	Q1 Report 2023
May 26, 2023	Annual General Meeting 2023 (Munich, Germany)
August 8, 2023	H1 Report 2023
November 9, 2023	9M Report 2023

Disclaimer

This presentation contains forward-looking statements which are based on the current estimates and assumptions by the corporate management of Wacker Neuson Group. Forward-looking statements are characterized by the use of words such as expect, intend, plan, predict, assume, believe, estimate, anticipate and similar formulations. Such statements are not to be understood as in any way guaranteeing that those expectations will turn out to be accurate. Future performance and the results actually achieved by Wacker Neuson Group and its affiliated companies depend on a number of risks, uncertainties and other factors. Many of these factors, including, but not limited to, those described in disclosures, in particular in the risk report of the Company, are outside the Company's control and cannot be accurately estimated in advance, such as the future economic environment, the actions of competitors and others involved in the market-place or the legal and regulatory framework. If these risks or uncertainties materialize, or if the assumptions underlying any of these statements prove incorrect, then actual results may be materially different from those expressed or implied by such statements. Above and beyond legal requirements, the Company neither plans nor undertakes to update any forward-looking statements.

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