

Wacker Neuson Group – Strategy 2030 Management Call & Webcast

Dr. Karl Tragl (CEO), Christoph Burkhard (CFO)
June 14, 2023



Wacker Neuson
Group

175 years of Wacker Neuson Group driven by Innovation ...

Wacker Neuson Group 1848 - 2023



The roots of the Wacker Neuson Group go back to 1848, when Johann Christian Wacker founded a blacksmith's workshop in Dresden.

Innovation is and remains a tradition at the Wacker Neuson Group - it is our DNA.



Innovation will drive Wacker Neuson Group in the years to come ...



Wacker Neuson Group Vision 2030



Our innovative solutions drive technological change.

We place our customers at the heart of everything we do: From our broad and deep application know-how and engineering excellence to our open interfaces and smart business models.

Next to our contribution to environment and society

Wacker Neuson Group Purpose 2030

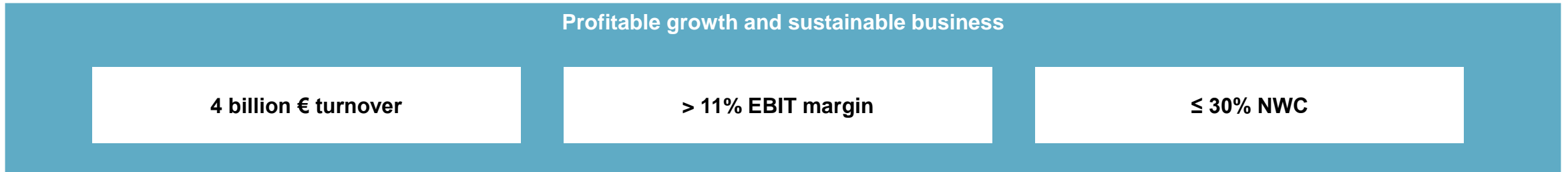


We make a strong contribution to sustainable construction and agriculture.

Our innovative solutions for the construction and agricultural sectors benefit society and the environment. zero emission is the key driver here.

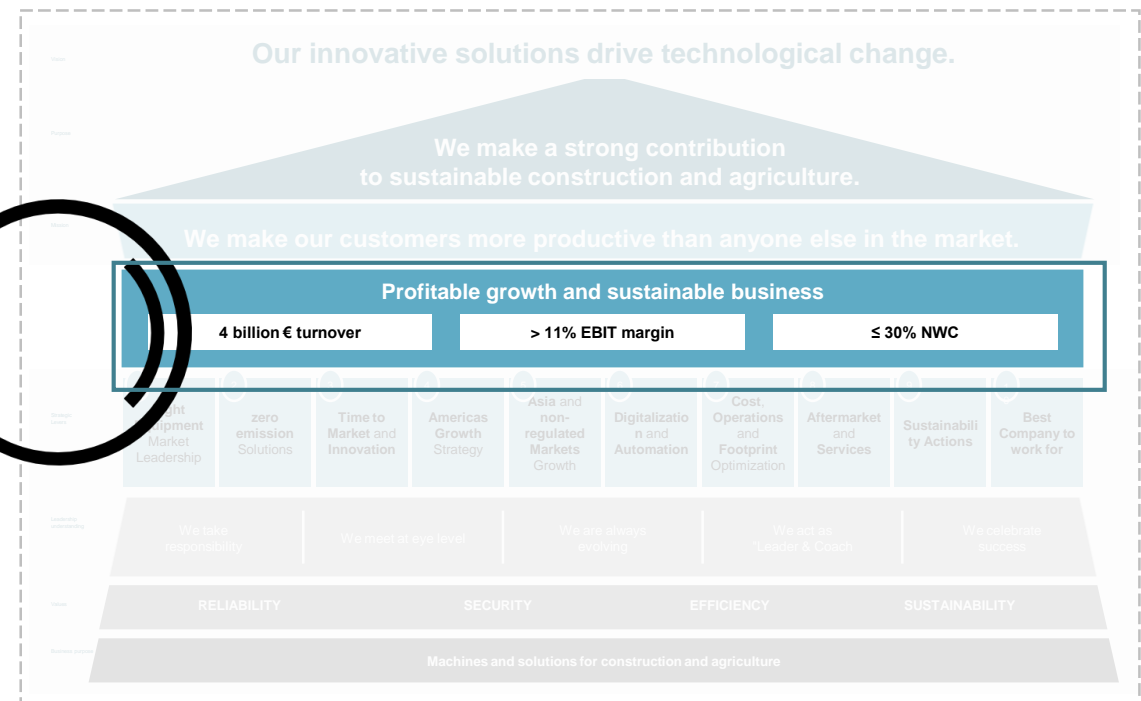
Strategy 2030 targets Profitable Growth and Sustainable Businesses

WNG Strategy 2030: Strategic Perspective



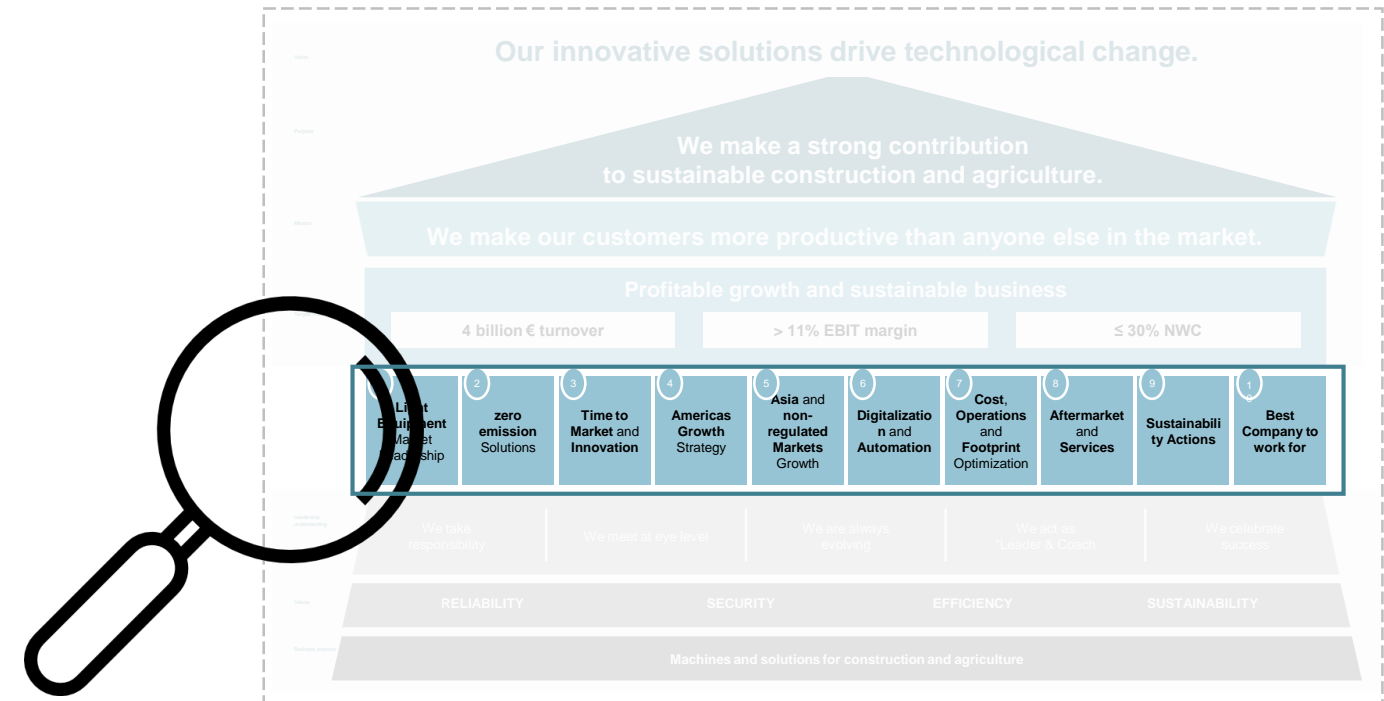
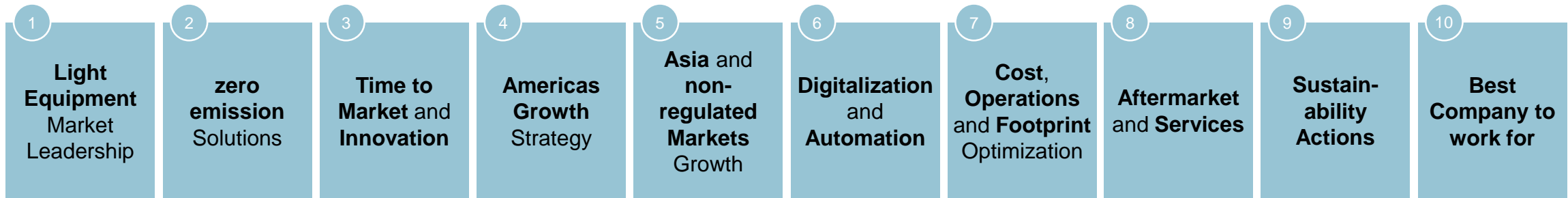
Strategic Perspective 2030

- **Revenues:** Our historic CAGR of ~ 8% is translating into the perspective of 4 billion Euro by 2030. This is based on organic growth including OEM business with John Deere.
- **EBIT margin:** Our profitability target of > 11 % shall be achieved sustainably well before 2030.
- **NWC:** Our target of <=30% NWC is derived from a balance between operational resilience acknowledging imperfect global supply chains and Free Cash Flow generation for sustainable growth.













Strategy 2030 lays the path to achieve the strategic perspective

WNG Strategy 2030: Strategic Levers



Action Items per Strategic Lever ensure Strategy Execution

Status June 2023

		2023	2024	2025
Light Equipment Market Leadership		Battery One Implementation		Market Leadership
zero emission Solutions		Further zero emission Solutions		
Time to Market and Innovation		Processes Implemented	Continued Product Initiatives	
Americas Growth Strategy		UTL Product Range Expansion	Milestones Sales Channel Mix and Product Cost Reductions	SOP John Deere Excavator
Asia and non-regulated Markets Growth		Mini Excavator Localization for LRC	Further Product-Localizations for LRC	
Digitalization and Automation		Next Gen Telematic Solutions S/4HANA		
Cost, Operations and Footprint Optimization		Optimizing Plants Serbia Manufacturing Expansion		
Aftermarket and Services		SOP Aftermarket Operations Mülheim-Kärlich		
Sustainability Actions		SOP Photovoltaic-Systems	CSRD-Readyness	Achieve Co2-Reduction Targets*
Best Company to work for		Execution of People Strategy		

* Scope 1 and Scope 2

Nobody is perfect, but a team can be!



Financial calendar and contact

August 8, 2023

H1 Report 2023

November 9, 2023

9M Report 2023

Disclaimer

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Contact

Wacker Neuson SE Investor Relations

+49 - (0)89 - 354 02 – 427
ir@wackerneuson.com

www.wackerneusongroup.com