

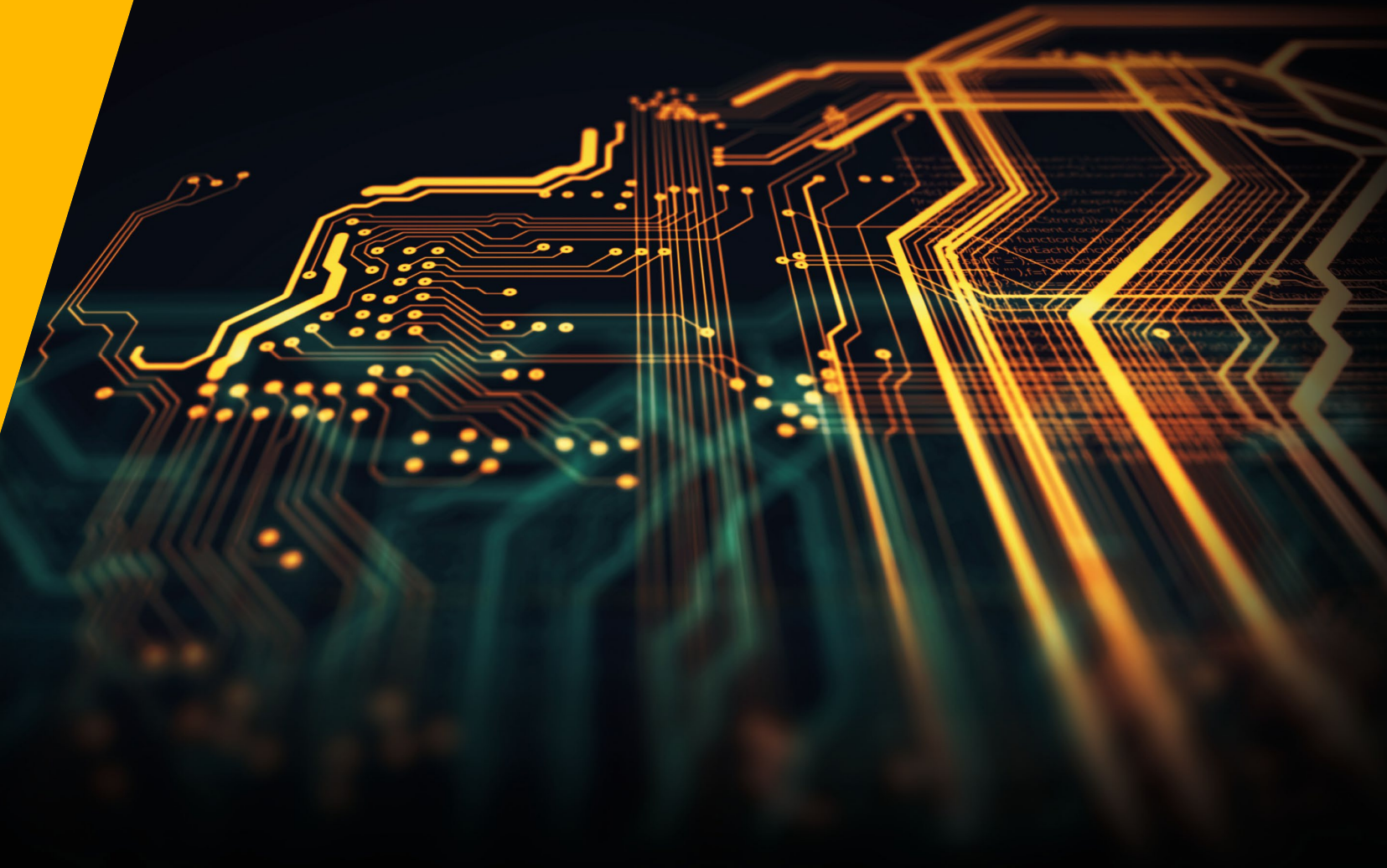


Interim statement as of 31 March 2025

Dr Lars Brzoska
(Chairman of the Board of Management)

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(Member of the Board of Management, Finance)

Hamburg, 7 May 2025



Q1 2025: At a glance



Economy subdued, geopolitical risks high



Business performance remains robust in a persistently **difficult** market environment



Incoming orders of €1,386 million and **revenue** of €1,305 million **in line with expectations**



EBIT reaches €104.5 million with an **EBIT ROS** of 8.0 per cent



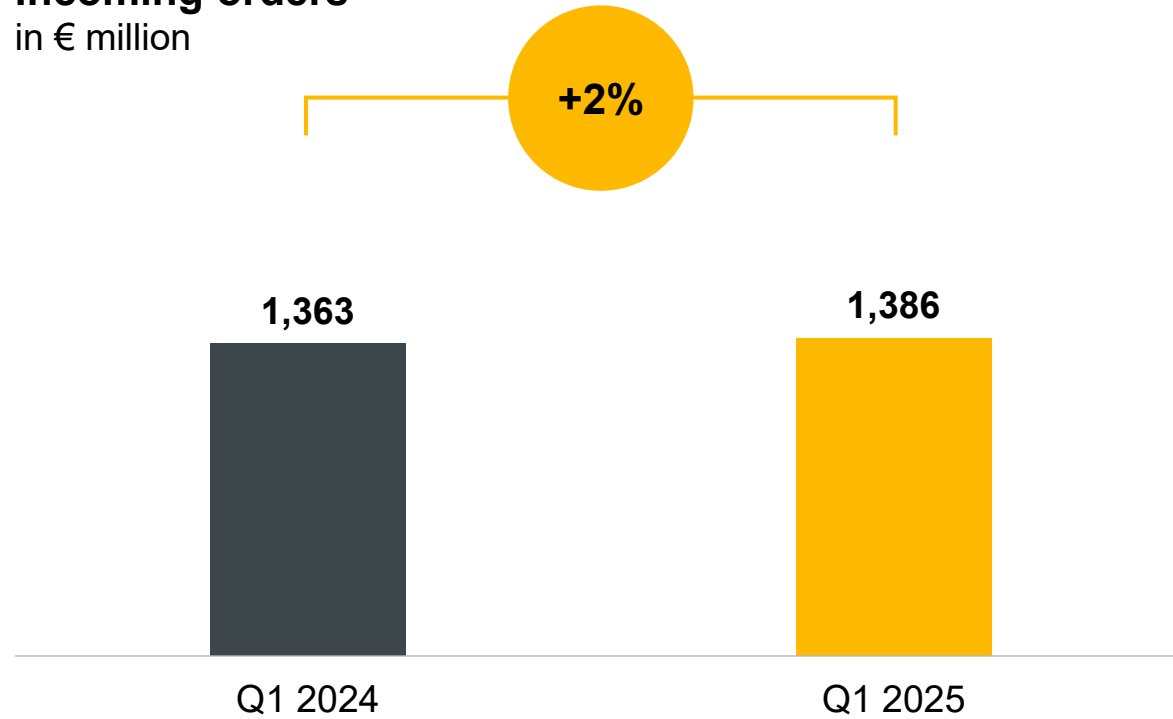
Free cash flow of €16 million shaped by working capital development



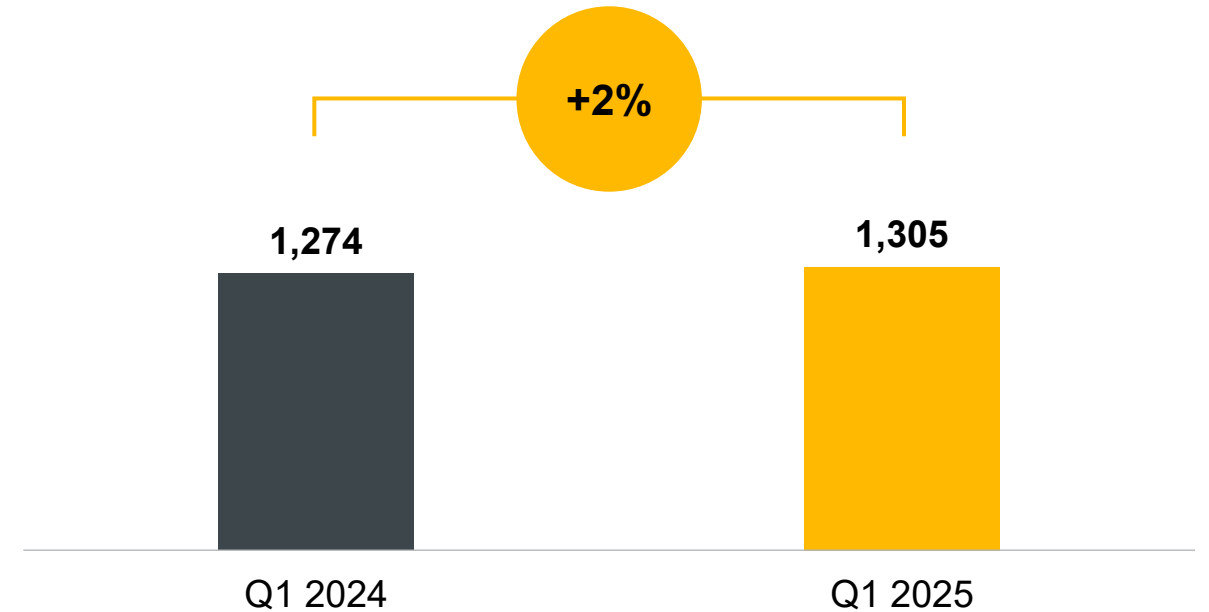
Forecast for 2025 unchanged

Incoming orders and revenue in line with expectations

Incoming orders
in € million



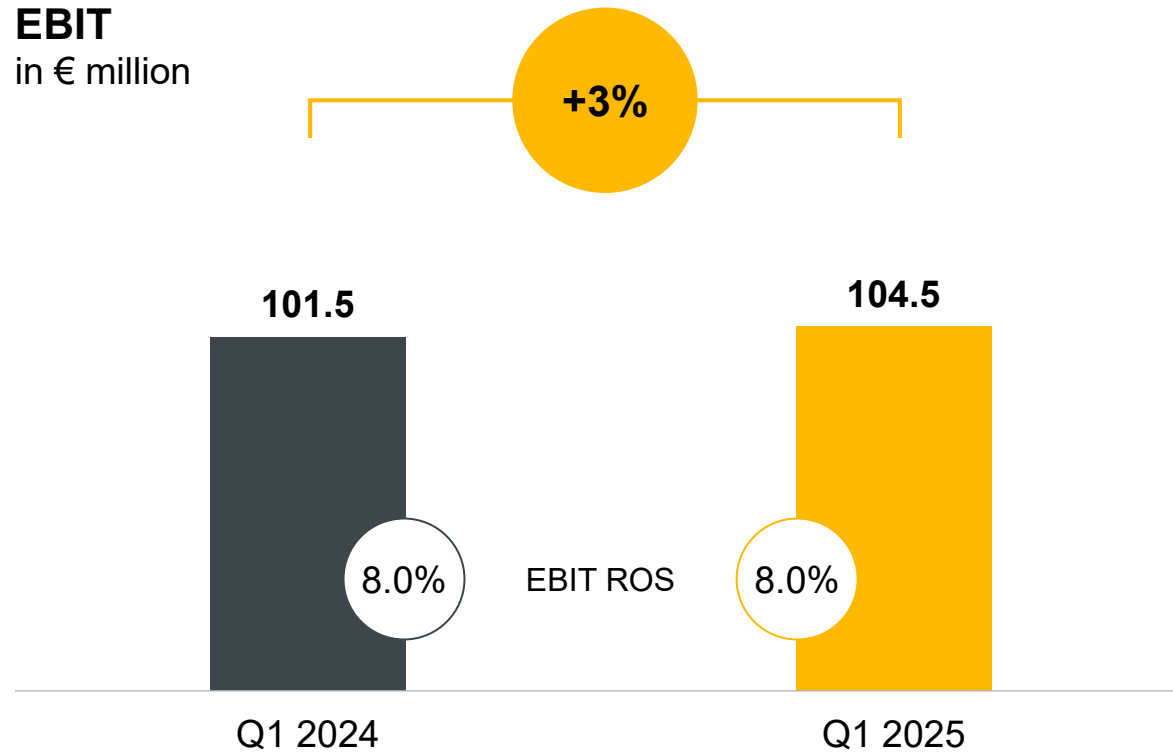
Revenue
in € million



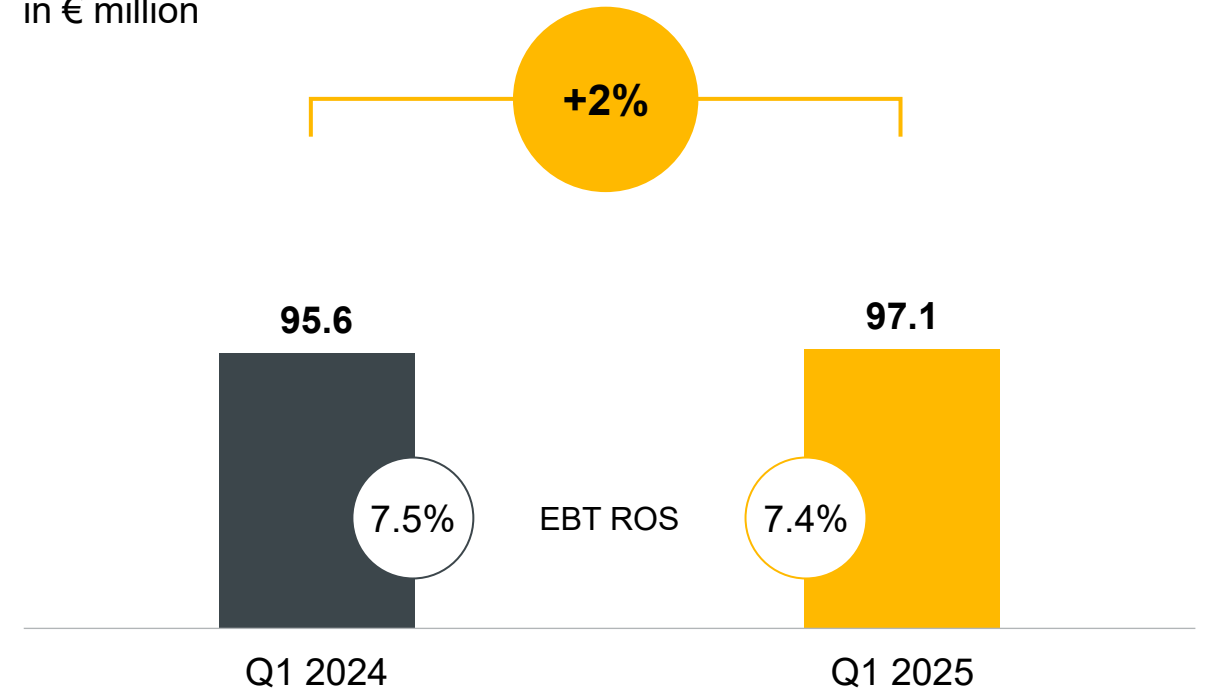
Positive development in new business and in after-sales services

EBIT and EBT reflect ongoing measures to safeguard earnings

EBIT
in € million

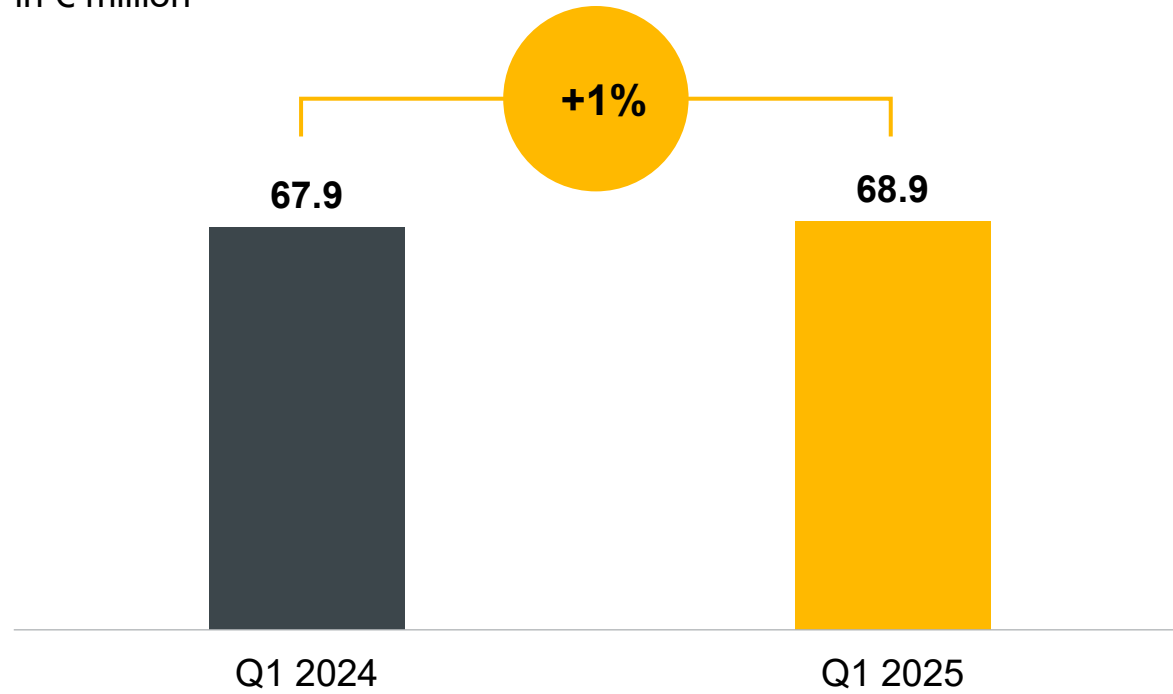


EBT
in € million

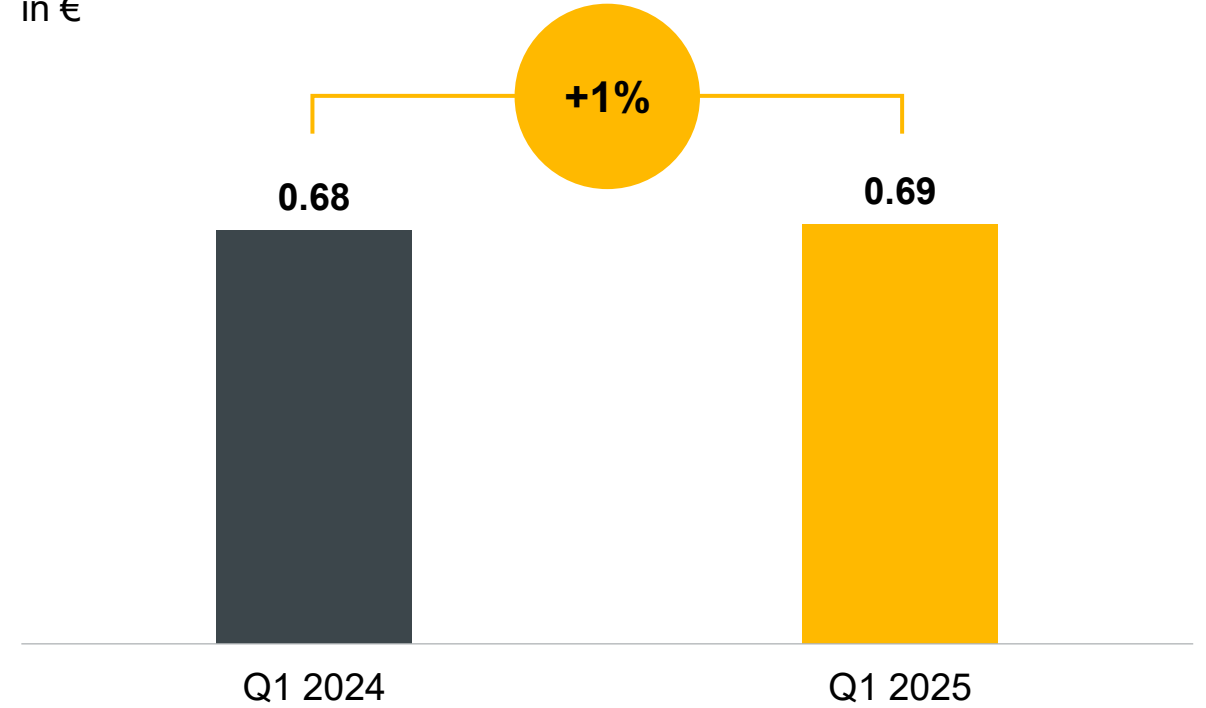


Profit or loss on a par with previous year

Profit or loss
in € million



Earnings per preferred share
in €



2025 forecast unchanged

	2024 Actual	2025 forecast
Incoming orders in € billion	5.3	5.5 to 6.1
Revenue in € billion	5.4	5.4 to 6.0
EBIT in € million	434	430 to 500
EBIT ROS in %	8.1	7.8 to 8.6
EBT in € million	404	400 to 470
EBT ROS in %	7.5	7.3 to 8.1
ROCE in %	17.3	15.0 to 19.0
Free cash flow in € million	431	>300

Forecast assumptions

No further intensification of geopolitical tensions

No significant change in cost of materials

Current interest rate environment and exchange rates roughly the same as before

Stable supply chains

Effects from acquisitions

Purchase price allocations (€10 million)

Variable remuneration (€3 million)

Disclaimer

The explanations in this presentation are partially forward-looking statements that are based on the company management's current expectations, assumptions and assessments for future developments. Such statements are subject to risks and uncertainty that are largely beyond the company's control. This includes changes in the overall economic situation – such as impacts from geopolitical conflicts, natural catastrophes, pandemics and similar force majeure events –, debt issues, within the material handling sector, in materials supply, the availability and price development of energy and raw materials, demand in

important markets, developments in competition and regulatory frameworks and regulations, exchange and interest rates and the outcome of pending or future legal proceedings. Should these or other uncertainties or unknown factors apply or the assumptions on which these statements are based prove false, actual results may deviate significantly from the results stated or implied. No responsibility is therefore taken for forward-looking statements. Without prejudice to existing capital market obligations, there is no intention to accept any obligation to update forward-looking statements.