Fact sheet

1-3Q 2023

Wielton Group – background information

The Wielton Group is one of the three largest producers of semi trailers, trailers and truck bodies in Europe and the ten largest producers inthe industry worldwide. The Group's strength is its consistently implemented strategy, based on organic growth and acquisitions.
In
2015 the Group acquired leading Italian brands **Viberti and Cardi** and French company **Fruehauf.** In May 2017, the Wielton Group acquired the German company **Langendorf,** thus expanding its offerings to include, among other things, specialized vehicles for transporting glass and precast concreto. The acquisition of **Lawrence David** in September 2018 allowed the Group to enrich its portfolio with more unique vehicles. In turn, the acquisition of **Guillén Desarrollos Industriales** enabled the Group to expand its activities into another important market Spain.

Nr 3
In Europe

Nr 10
In the world

175 000 units
Semi-trailers produced

An international Group operating with strong local brands, with **5 production centres in** Europe.

The Group also has an international service network that includes **390 points in w29 countries.**

Experienced Staff – **over3,400 people.**

Product portfolio structure

Universal semi-trailers — **48%**

Tippers — **13%**

Closed box semi-trailers — **13%**

Agro — **6%**

Home Delivery bodies — **3%**

Tippers bodies — **1%**

Low-loaders — **3%**

Container semi-loaders — **6%**

High volume combinations — **6%**

Inloadery — **1%**

Management Board of Group

Paweł **Szataniak** | CHAIRMAN

Chairman of the Board

Mariusz **Golec** | CEO

1st Vice President of the Board

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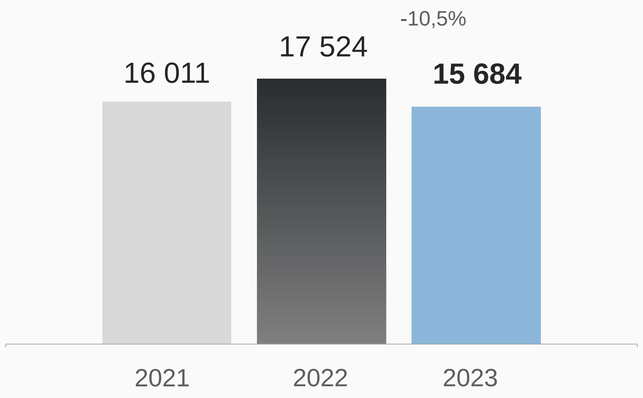
Fact sheet

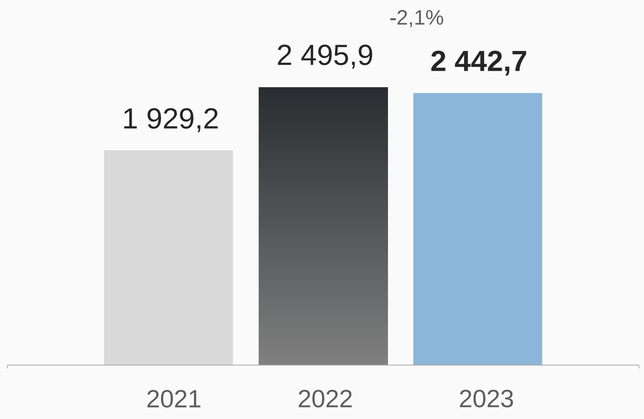
1-3Q 2023

Key data for 1-3Q 2023

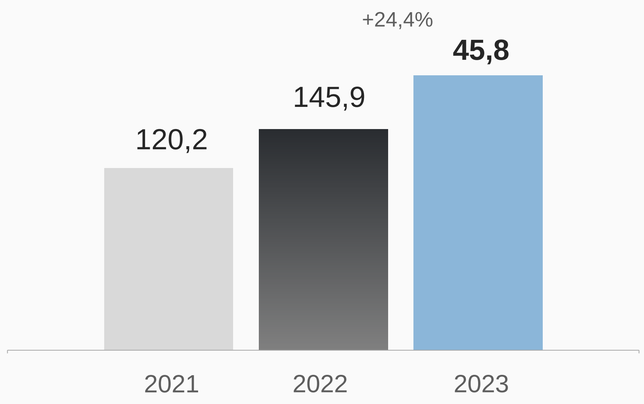
Volume
[units]



Revenues
[PLN mln]



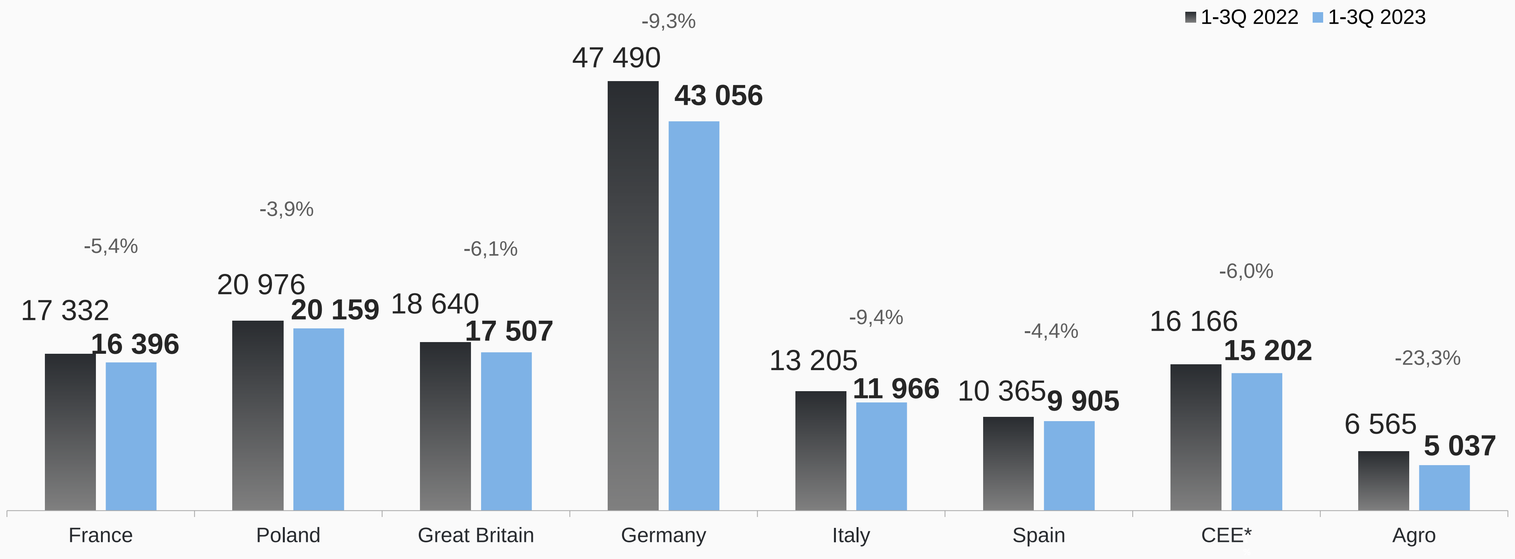
EBITDA
[PLN mln]



Decrease in volume sales related to continued cooling of demand for transportation services.
Consolidated sales revenues at similar y/y levels.
EBITDA margin at a solid 7.4%, despite pressure from the market environment.
High EBITDA after three quarters of 2023, despite significant pressure from the market environment. The EBITDA margin rate recorded in the period under review is significantly higher than the comparable period in 2022, which was realized primarily at Wielton S.A. and Lawrence David.

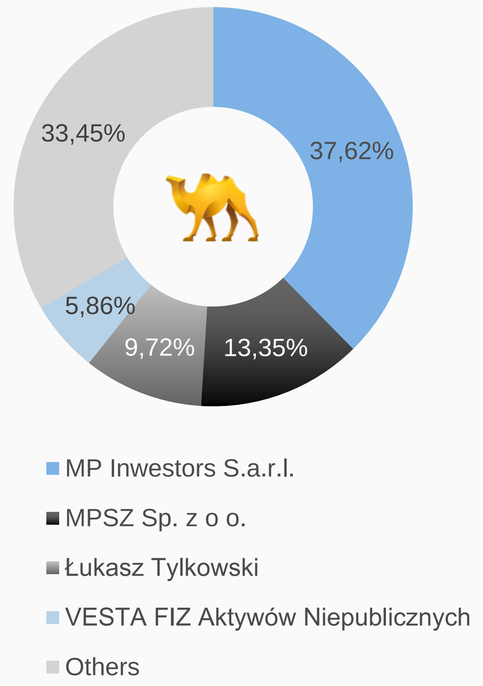
Semi-trailer market in 1-3Q 2023

[szt.]



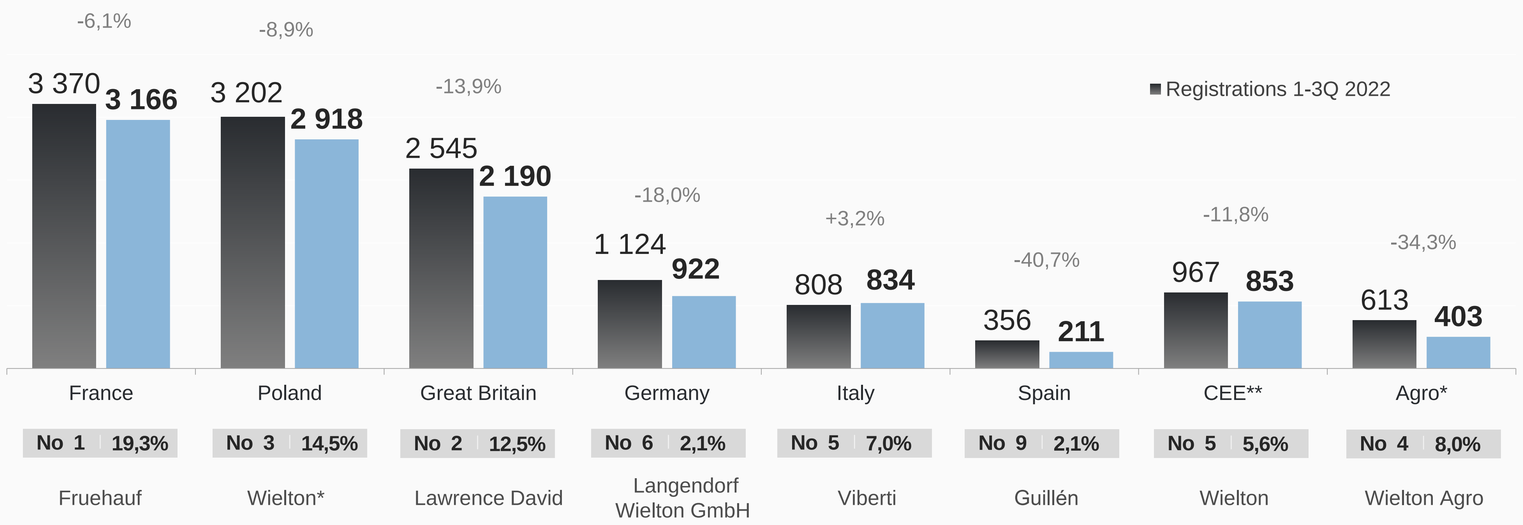
*Bulgaria, Croatia, Czech Republic, Romania, Serbia, Slovakia, Slovenia,

Shareholder structure of Wielton S.A.



Wielton Group on the markets in 1-3Q 2023

[PLN mln]



*for Polish market **Bulgaria, Croatia, Czech Republic, Romania, Serbia, Slovakia, Slovenia

Share of markets in revenue

Revenue by country	
France	24,5%
Poland	22,5%
Great Britain	19,1%
Germany	12,4%
Italy	5,1%
Spain	2,1%
CEE*	7,0%
Others	7,3%

* *Bulgaria, Croatia, Czech Republic, Romania, Serbia, Slovakia, Slovenia

Financial indicators

EBITDA margin **7,4%**

EBIT margin **5,1%**

Net profit margin **3,5%**

Net debt/EBITDA **2,18**

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