

Press release

**WIELTON GROUP WITH GOOD SALES REVENUE AFTER THREE QUARTERS
DESPITE MARKET SLOWDOWN IN EUROPE**

- After three quarters of 2023, revenues of the leading manufacturer of trailers, semi-trailers and car bodies in Europe amounted to PLN 2.44 billion (vs. PLN 2.49 billion last year), with volume sales of 15,684 vehicles (17,524 units after three quarters of 2022).
- EBITDA increased by 24.4 percent, to PLN 181.5 million. The EBITDA margin amounted to 7.4 percent (vs. 5.8 percent after three quarters of 2022), which helped keep the net debt/EBITDA ratio at a safe level of 2.18 (3.26 in the same period of the previous year).
- Net profit after three quarters reached PLN 85.2 million and was supported by a positive one-off event of PLN 13.5 million. After three quarters of 2022, net profit was PLN 94.2 million, but the sum of one-off events amounted to PLN 43.8 million. These included BI compensation and the settlement of the acquisition of Guillen and Lawrence David.
- The Wielton Group has maintained its position as a leading player in the semi-trailer industry in most key European markets despite the slowdown in the transportation sector translating into lower y/y order levels.
- The Group is focusing on cost discipline and implementing cost-saving projects to further improve efficiency and reduce production costs. At the same time, Wielton is taking steps to win new orders and activate sales amid the industry downturn.

In the first three quarters of 2023, the European trucking industry was heavily influenced by a number of unfavorable market and economic factors, contributing to a significant slowdown in demand for trailers and semi-trailers, and a consequent drop in order levels. During such a marked market slowdown, the Group's consolidated sales revenues reached PLN 2.44 billion (-2.1% y/y). After three quarters of 2023, we maintained our position as a leading player in the trailer industry in most key European markets. Given the decline in order levels at the current time, we are focusing our activities mainly on shortening the delivery time to customers and maintaining high cost discipline. - says Paweł Szataniak, CEO of the Wielton Group.

After three quarters of 2023, consolidated revenues of the Wielton Group amounted to 2.44 billion, declining y/y. by 2.1 percent. Volume sales amounted to 15,684 units of vehicles, compared to 17,524 units a year ago (down 10.5 percent). Postponing purchasing decisions and weakening demand for trailers and transport trailers translated into a lower year-on-year backlog, amounting to approx. 6,200 units.

The Wielton Group has maintained its position as a leading player in the semi-trailer industry in most key markets, despite a marked slowdown in the European transportation sector.

Fruehauf, with a share of 19.3 percent, maintained its position as the French market leader. Fruehauf sold 3,309 vehicles, down 8.5 percent from the three quarters of 2022. The company's consolidated revenues increased y-o-y. by 2.4 percent, to PLN 547.5 million. The recovery program being implemented at the company resulted in a positive EBITDA result after three quarters of PLN 5.7 million. In Poland, Wielton ranked third with shares of 14.5 percent. Its volume sales were at 3,822 vehicles (down 10.4 percent year-on-year). The company's revenue in Poland amounted to PLN 501.3 million, compared to PLN 499.5 million after three quarters of 2022 (up 0.4 percent).

British company Lawrence David retained second place in the market with a share of 12.5 percent. Volume sales amounted to 2,789 units. (down 21.3 percent year-on-year) with revenues of PLN 427 million, 5 percent lower than a year ago. German companies Langendorf and Wielton GmbH fell to sixth place, from fifth a year ago. The companies' volume sales were at 1,289 units, decreasing y-o-y. by 16.4 percent. Consolidated revenues of Langendorf and Wielton GmbH in Germany declined by 18.3 percent, to PLN 276.4 million.

Wielton Slovakia's growth and its cooperation with a new dealer have resulted in record sales in the country and an ascension to the position of market runner-up. Overall in CEE, the Wielton Group defended its fifth position in the market. Volume sales amounted to 1,099 units, a level similar to last year's (down 0.5 percent). Sales revenues in CEE increased by 3.6 percent to PLN 156.2 million.

Italian company Viberti increased vehicle sales by 8.2 percent to 776 units. Its share of the Italian market, which declined y-o-y. by 9.4 percent, amounted to 7 percent, securing its fifth market position. The company's revenues amounted to PLN 112.9 million, increasing y-o-y. by 17.5 percent. After the three quarters, Guillén ranked ninth, with a 2.1 percent share of the Spanish market, up from 3.4 percent a year ago. Volume sales were at 305 units. (down 27.7 percent year-on-year). The company's revenues in Spain decreased by 13.7 percent, to PLN 46.8 million. As part of building synergies with the youngest company in the Group, which was acquired at the end of 2021, new products were introduced to the Spanish market: subcontainer trailers and trailers with air transport solutions, among others.

In the first three quarters of 2023, the Wielton Group's EBITDA increased by 24.4 percent, rising to PLN 181.5 million. Despite pressure from the market environment, the EBITDA margin rate reached 7.4 percent (5.8 percent after the three quarters of 2022). High cost discipline ensured that the net debt/EBITDA ratio maintained a safe level of 2.18. The Group recorded a net profit of PLN 85.2 million, (9.6 percent lower than the net profit of the first three quarters of 2022) supported by a positive one-time event in the form of a paid BI compensation of PLN 13.5 million.

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About the Wielton Group:

The Wielton Group is one of the top three manufacturers of semi-trailers, trailers and rigid bodies in Europe and is among the world's top ten manufacturers in the industry. The mission of the Wielton Group is to create and deliver the best transport solutions for business. The Group's activities are based on four key values, which include a community of values and purpose, diversity, local presence and collaboration. The entire Group currently employs over 3.4 thousand people, the largest number of which, i.e. 2 thousand employees, currently work in the Wieluń plant.

The parent company of the Wielton Group is Wielton S.A., a company listed on the Warsaw Stock Exchange. The Group's strength lies in its consistently implemented strategy based on organic growth and acquisitions. In 2015, the Group purchased the leading Italian brands Viberti and Cardi and the French company Fruehauf. In May 2017, the Wielton Group acquired a German company, Langendorf, thus expanding its product range to include, among other items, specialised vehicles for transporting glass and precast concrete products.

With the acquisition of Lawrence David in September 2018, the Group's product range has been expanded with further unique vehicles. Particularly noteworthy are "home delivery" bodies and pillarless curtain semi-trailers. The acquisition of Guillén Desarrollos Industriales in 2021, on the other hand, opened the door for the Group to expand into another important market – Spain.