

KION⁺

GROUP



We keep the world moving.

Investor Relations Presentation

April 2024



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1. **Company Overview**
 - I. **KION Group at a Glance**
 - II. Sustainability
 - III. Industrial Trucks & Services
 - IV. Supply Chain Solutions
2. Market Development and Business Drivers
3. Synergies and Combined Activities
 - I. A New Era in APAC
 - II. Mobile Automation
4. Appendix

KION Group at a Glance

One of the world leaders in industrial trucks and supply chain solutions



Joint Offering

- Industrial trucks
- Automated warehouse solutions
- Services



#1 & #2

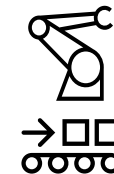
#1 in industrial trucks in EMEA¹

Global #2 in industrial trucks²



#1

#1 in supply chain solutions globally³



€10.9bn

Order intake in FY 2023



€11.4bn

Revenue in FY 2023



€791m / 6.9%

Adj. EBIT and margin in FY 2023

>42,000

Employees as of Dec 31st, 2023

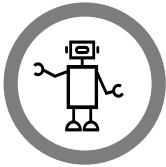


1. Based on units sold in 2022 (source: Interact Analysis, Global Forklift Market 2023) 2. Based on revenue in 2022 (source: Modern Material Handling; Top 20 lift truck suppliers 2022, August 2023)
3. Based on revenue in 2022 for Dematic - source: Interact Analysis, The Future of Warehouse Automation 2023 (incl. hardware, software and maintenance/servicing provided by systems integrators, excl. airport baggage handling)

KION Group at a Glance

A truly global player with a well-balanced portfolio

Global Footprint



~2,100
sales and
service
locations¹

Present in
>100
countries¹

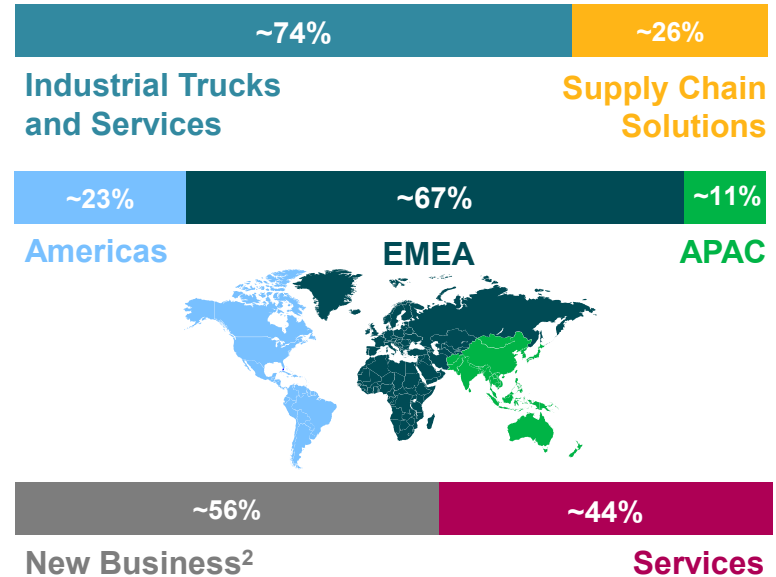


>1.8m
industrial
trucks in the
field¹

Ongoing
Lifecycle
support



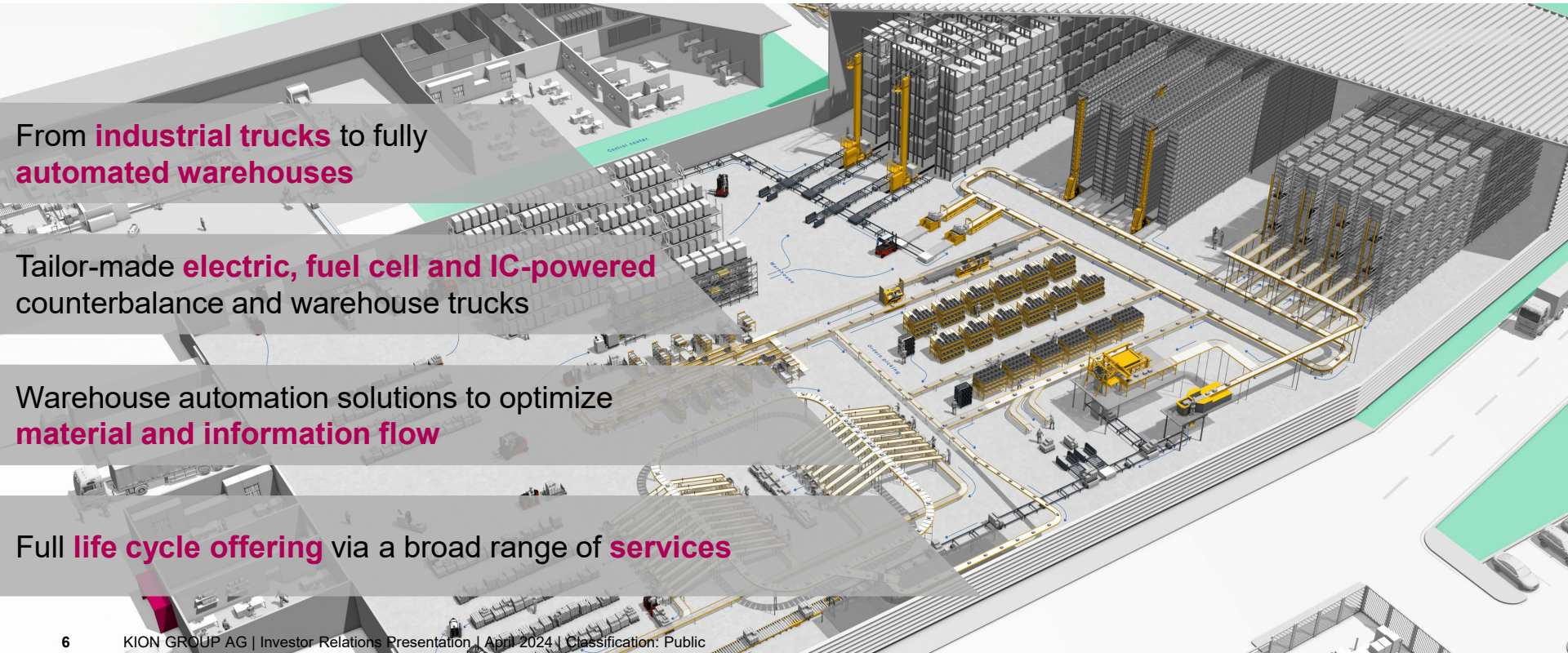
Revenue Split^{1,3}



1. Data based on FY 2023 2. New Business comprises ITS new business and business solutions from SCS; Services comprises service business from ITS, SCS, and Corporate Services
3. Corporate Services account for ~2% of revenue in FY 2023

Solutions Offering

Broad material handling offering



From **industrial trucks** to fully **automated warehouses**

Tailor-made **electric, fuel cell and IC-powered** counterbalance and warehouse trucks

Warehouse automation solutions to optimize **material and information flow**

Full **life cycle offering** via a broad range of **services**

Competitive Landscape

Market leading positions globally

Industrial trucks¹

Toyota Industries

KION

Mitsubishi Logisnext

Jungheinrich

Crown

Hyster-Yale



Automation systems²

KION

Honeywell
(Intelligrated)

Toyota Industries
(Vanderlande / Bastian Solutions)

Daifuku

SSI Schäfer

Knapp

**Broad
intralogistics
offering**

**Full-line
player in
intralogistics 4.0**

1. Based on revenue in 2022 (source: Modern Material Handling; Top 20 lift truck suppliers 2022, August 2023) 2. Based on revenue in 2022 for Dematic - source: Interact Analysis, The Future of Warehouse Automation 2023 (incl. hardware, software and maintenance/servicing provided by systems integrators, excl. airport baggage handling)

KION 2027 Strategy

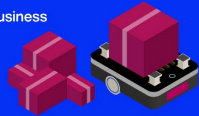
Strategy further developed – new fields of action defined

Why?

Customer needs

Strategic competitive advantage

- End-to-end solutions
- Reduced costs of moving goods
- Sustainability
- Supply chain agility
- Ease and speed of doing business
- Reliability
- Flexibility
- Energy efficiency



Vision
We are the global leader in understanding our customers' intralogistics and supply chain needs and providing the right sustainable solutions, today and in the future.

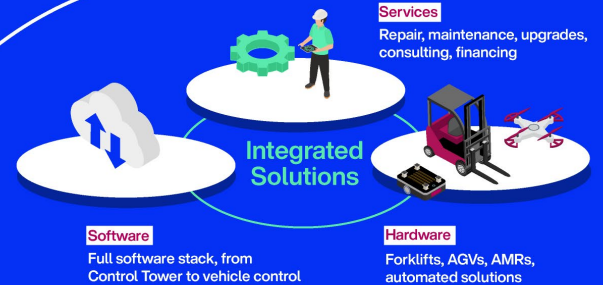
360 approach to intralogistics

With successfully positioned differentiated brands teaming up, a complete solutions offering and tailored go-to-market.



What! Offering

Tailored to verticals and customer-specific requirements



How:

Action Fields

- Multi-branded Go-to-Market
- Region-specific growth plans
- Sustainability
- Automation & Software
- Performance & Agility
- Values, People & Leadership

Values

Integrity
Collaboration
Courage
Excellence

2027 Targets



KION 2027 Strategy

Newly defined action fields to drive profitable growth

Multi-branded Go-to market

- Successfully positioned differentiated brands teaming up
- Complete solutions offering and tailored go-to-market

Region-specific growth plans

- Expansion of sales network in China and North America
- Additional production capacity in China (SCS)
- Production expansion & localization in North America

Sustainability

- Li-Ion batteries (KBS, Li-Cycle)
- Fuel cell technology
- AI-based energy management (ifesca)
- Products, people, processes

Automation & Software

- Mobile Automation (AGVs, AMRs)
- Proprietary WMS Dematic iQ
- Cloud innovations (Google)
- Artificial Intelligence (IMOCO, LoadRunner)

Performance & Agility

- Global value platform
- Subsystems and standards
- Optimized production network



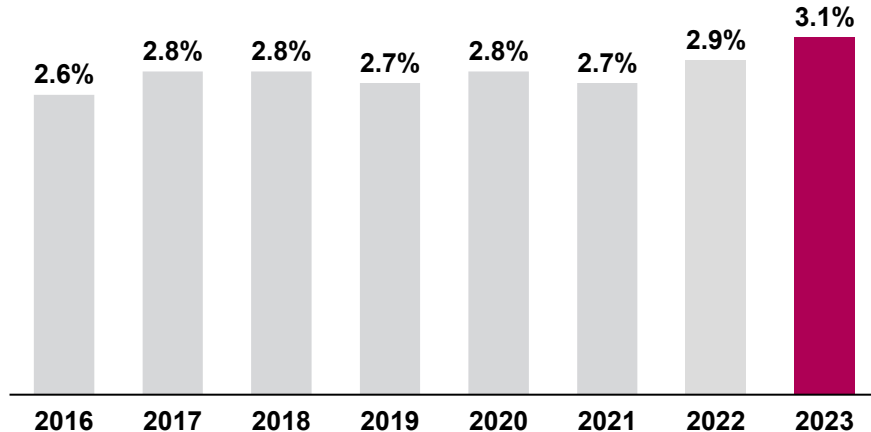
Values, People & Leadership

Development of R&D Spend

Strong R&D commitment with increased spend in clear focus areas

R&D spend¹

in % of revenue



Stable R&D spend at KION Group level at
~3% of group revenue

Increased R&D spend for **focus areas:**

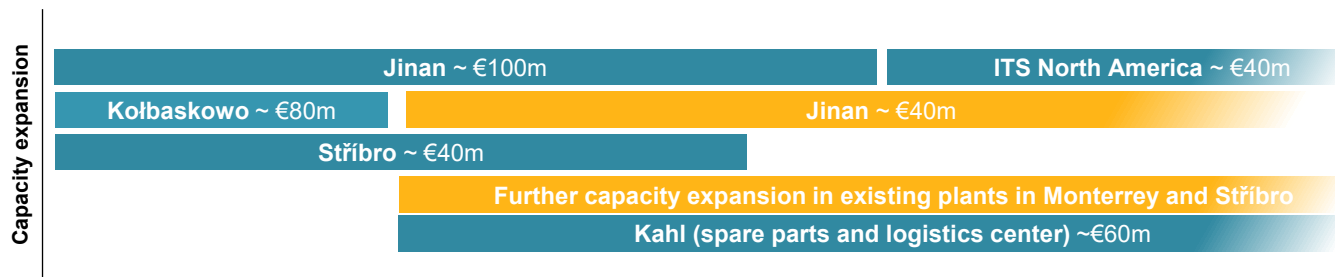
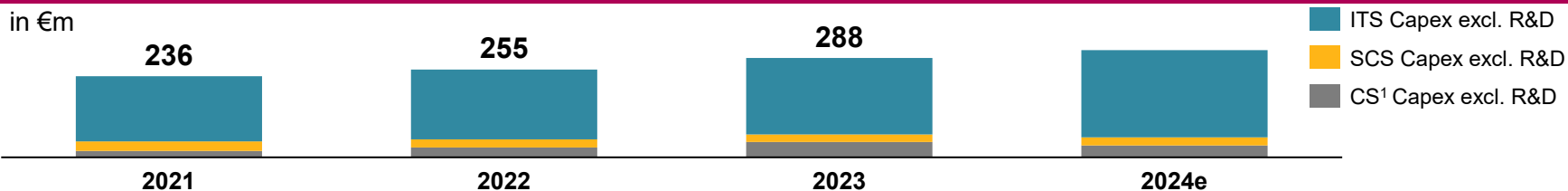
- New platforms and standards
- Sustainability
- Automation & Software

1. R&D expenditures (P&L) + capitalized development costs = R&D spend

Development of Strategic Investments

Next growth investments lined up

Strategic investments excl. R&D and SAP S4/HANA



General invest. **SAP S4/HANA** € low triple-digit million expenses and capex

1. Corporate Services

Investment Highlights

Key reasons for an investment in KION Group

1 | Attractive markets

Need for intralogistics solutions fueled by **structural trends and demand drivers** e.g., demographics, need for sustainable solutions and faster delivery requirements

2 | One of the global leaders

Well positioned to **outperform the material handling market** by driving customer centricity, innovation and **investments into new technologies**

3 | Capitalize on attractive areas of growth

Focus on **strategic investments** into regional coverage, manufacturing footprint, product and software portfolio

4 | Margin upside potential

Value creation through **integrated intralogistics solutions, agility, scale efficiencies and synergies**

5 | Resilient & sustainable business model

Integrated sustainable business model with **high contribution** from the **recurring services business**

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- I. A New Era in APAC

- II. Mobile Automation

4. Appendix

Sustainability Topics and Targets

KION sets itself ambitious sustainability targets

Excerpt

2023 KION Group Sustainability Report^{1,3}

Dimension	Action field	Targets and indicators, [target year]	Status 2023	Status 2022
People	Occupational health and safety	Reduction of accident frequency rate ² by 5 % per annum (based on the annual upper limit; long-term: no occupational accidents), [per annum]	5.2	5.9
		100 % ISO 45001 certification rate ³ (all sites), [2024]	89 %	80 %
	Talent	Increase in employee satisfaction to an engagement score of at least 75 and a participation rate of at least 80 %, as measured by an annual, global employee survey ⁴ , [2026]	Engagement score: 74 Participation rate: 80 %	Engagement score: 74 Participation rate: 77 %
Products	Product and solution safety	No cases of non-compliance with KION Group minimum employment standards, [ongoing]	0 cases, target achieved	0 cases, target achieved
		ITS segment: Average number of selected safety features per industrial truck ² increased to 4, [2027]	3.4	3.3
	Product and climate and energy	SCS segment: Mitigating risks of noise pollution by offering quieter and safer solutions: 20 % of Dematic's solution portfolio targeted to operate under 85 dB(A), [2027]	♦	♦
		ITS segment: Strive for an electric-focused portfolio incl. battery and fuel cell-driven products by increasing the share of electric-powered vehicles sold annually ² to 90%, [2027]	91.1 %	88.1 %
Climate and energy	Absolute reduction in GHG emissions (Scope 1, 2, 3) in metric tons of CO ₂ e compared with 2021 ¹	Near-term [2030]: Scope 1+2 by 4.2 % Scope 3 by 2.5 % per year (linear)	-2.2 % -26.5 %	-4.2 % -10.0 %
		Long-term [before 2050]:	1.4 % million tons ¹	1.0 % million tons ¹



People



Occupational Health & Safety:
Reduce accident frequency rate by 5% p.a.
100% ISO 45001² certification rate by 2024



Products



ITS & SCS: Development towards an **electric-focused portfolio** target to reach 90% share of electrified new trucks and to increase charging efficiency of electric vehicles by 2027



Processes



Net zero emissions latest by 2050³
100% ISO 14001⁴ certification rate by 2024

Excerpt

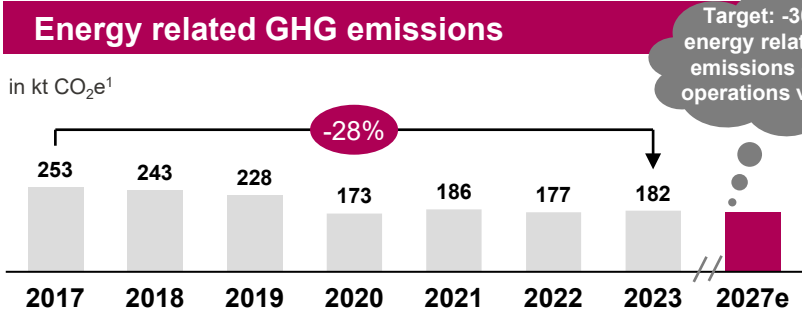
Selected sustainability targets¹

→ Access our full report [here](#)

1. KION Group Sustainability Report 2023, p. 6-7 2. vs 89% / 80% achieved in 2023 / 2022 based on all locations / employees 3. Absolute reduction in GHG emissions (Scope 1, 2, 3) in metric tons of CO₂e compared with 2021; KION GROUP AG formally committed to SBTi on 06 July 2023 4. Vs. 90% / 81% achieved in 2023 / 2022 based on all locations / employees

Processes | Climate Change Mitigation

Targeting net zero emissions by 2050 at the latest

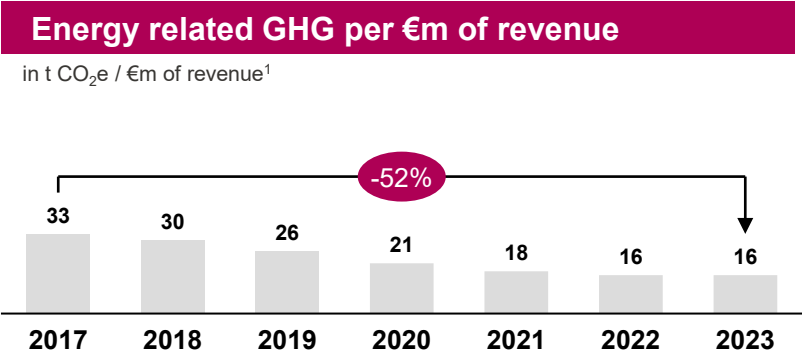


2030 targets²

- Reduction of scope 1 & 2 emissions by -4.2% per year
- Reduction of scope 3 emissions by -2.5% per year

2050 targets²

- Reduction of 100% CO₂ emissions from scope 1, 2 and 3



Levers for emission reductions include

- Reduction of energy consumption
- Substituting energy sources with carbon-neutral alternatives
- Optimization of lighting and heating systems
- Use of renewable electricity at the majority of production sites

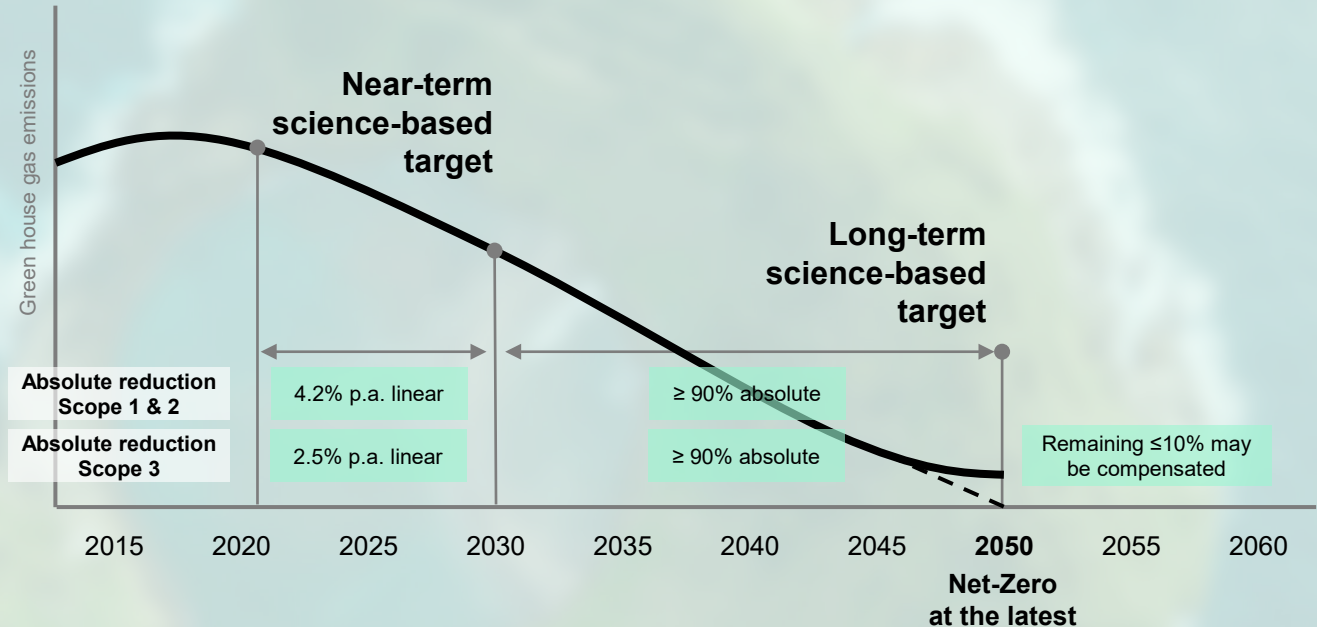
1. KION Group Sustainability Report 2023, Scope 1, 2, 3.3 market-based 2. The Boards of KION GROUP AG formally committed to SBTi on 06 July 2023

Sustainability Topics and Targets

KION commits to Net-Zero and to the Science Based Targets initiative

SBTi path to 1.5°C Net-Zero (schematic)

- Near-term path: linear
- Long-Term: **Net-Zero by 2050 at the latest**, multiple paths possible



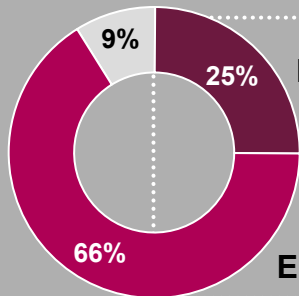
Products | Product Electrification & Efficiency

Combining electrification & efficiency focus enables client emission reduction



Electrified product portfolio¹

IC-trucks



E-trucks

91%
electrified
order intake

Electric WH-trucks

100%

Supply Chain
Solutions

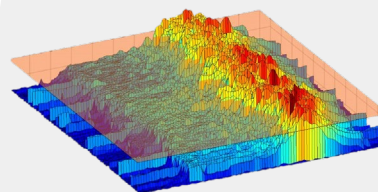
100%
electrified
solutions



Energy efficient solutions

Linde X20 – X35

E-truck series with minimized energy consumption yet IC-truck equivalent performance²

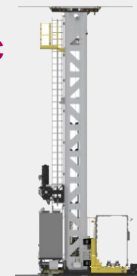


Ifesca Energy Management

Smart charging solution to reduce peak power demand

Dematic UL1200

Increased energy efficiency by 40%³



1. Based on order intake FY 2023. 2. Based on self-conducted test of Li-Ion powered Linde industrial truck X25 with equivalent diesel-powered Linde industrial truck H25D (both with load capacity of 2.5t) in 2021; KION estimates that total operating performance (productivity measured in time per cycle) of both industrial truck models is comparable. Testing methodology by KION was certified by TÜV Nord in 2009. 3. Internal assessment of Dematic UL1200 SRM and standard technology.

Products | Resource Efficiency and Product Health & Safety

Longevity, efficient resource use and health & safety as key parameters

Using trucks & resources efficiently

Up to
99%

recyclability¹ of trucks
ensured through ecological, modular design

1 in 5

trucks sold by ITS in 2023
was a used truck²

Almost
100%

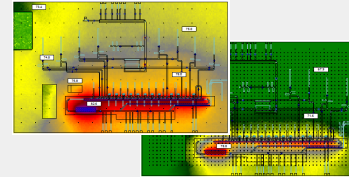
of counterbalance weights
in EU made from scrap metal¹

1st to 3rd

life truck lifecycle management
from sourcing to recycling

Health & Safety at customer site

Noise abatement



Dematic Quiet Flow Solution

- **3 – 15 dB(A) reduction** via solution-based approach³
- Integration in new & retrofit applications

Ergonomics



STILL iGo Neo

- Multi-level safety, **ergonomic design**
- Up to **75%⁴ less** mounting and dismounting

1. Linde Material Handling Sustainability Report 2021 2. KION Group Sustainability Report 2023 3. Based on test results from laboratory and on-site product testing
4. Based on internal calculation and on-site testing – target to achieve that 20% of Dematic's solution portfolio operates under 85 dB(A)

KION Selected ESG Achievements

ESG performance constantly improved over the last 5 years...

Description		Performance 2023 vs 2018	Description		Performance 2023 vs 2018
Revenues		+43%	Employees		+28%
E	Emission intensity GHG emissions Scope 1, 2 & 3 Market-based/Revenues	-48%	S	Diversity % of female employees	+2 Percentage Points
	Water intensity Total water consumption/ Revenues	-24%		LTIFR Lost Time Injury Frequency Rate	-52%
	Waste intensity Total waste produced/Revenues	-20%	G	ESG-linked incentive Variable remuneration linked to ESG criteria	Yes from 2020
	Energy intensity Total energy consumption/Revenues	-33%		Supplier assessment EcoVadis to assess suppliers (currently applied to share of suppliers)	Yes from 2018

Source: KION Sustainability reports 2018, 2019, 2020, 2021, 2022, 2023

People | Occupational Health & Safety and Board Remuneration

Promoting employee health & safety and strengthening board ESG focus

Achievements 2023 (selected)¹

89% of **Occupational Health & Safety Management Systems** at all sites certified²

98% of all employees trained in **Occupational Health & Safety**

~12% **Decrease in LTIFR³** compared to 2022 (target -5.0% p.a.)

ESG-linked board remuneration

ESG-linked board remuneration introduced in 2021 with dedicated **target criteria**:

- 1** Occupational Health & Safety: **Lost Time Injury Frequency Rate (LTIFR)**
- 2** Environmental Management System: **ISO 14001 and ISO 45001 certification**
- 3** ESG performance: **S&P Global Corporate Sustainability Assessment**
- 4** Employer attractiveness: **Employee Survey Score**

1. KION Group Sustainability Report 2023, p. 5-7 2. ISO 45001, 100% target by 2024

3. Lost time injury frequency rate: Occupational accidents of active employees with one or more working days lost per million hours worked

Processes | Supply Chain Management


Securing an environmentally and socially responsible supply chain


Transparency along the supply chain


ecovadis



Sustainable supply chain initiative

 **Rating:** assessment & validation of 21 ESG factors incl. environment, ethics & sustainable procurement

 **Target:** EcoVadis or equivalent rating available for 100% of strategic and high-risk suppliers by 2023¹

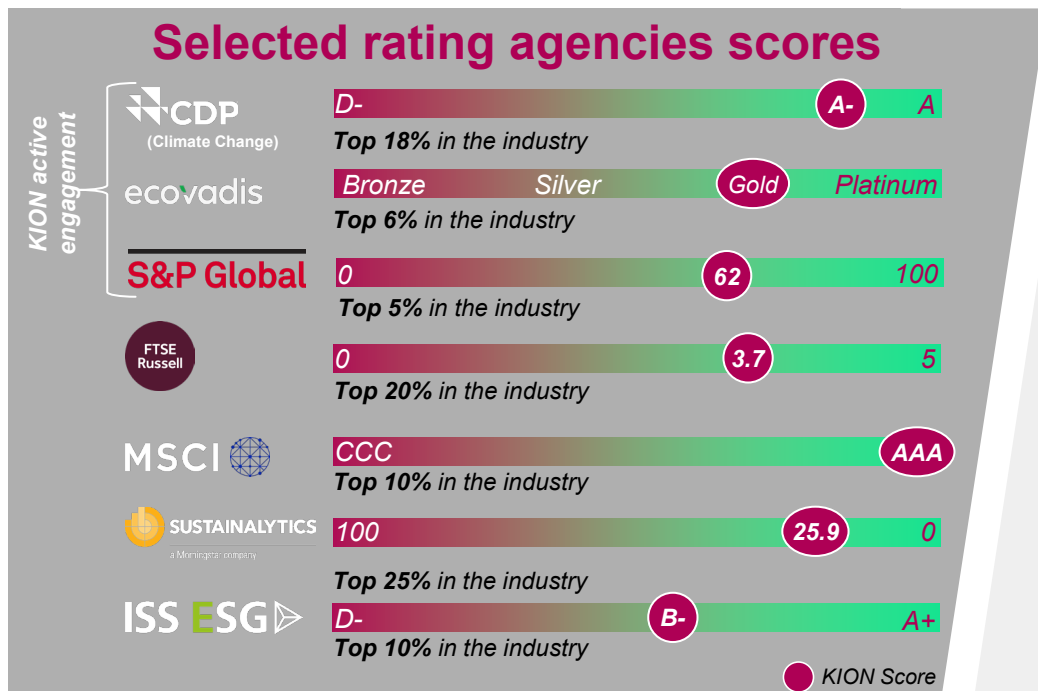
 **Future requirements:** Minimum EcoVadis score mandatory for all suppliers by 2027¹

The KION Group Principles of Supplier Conduct comprise the expectation that all **suppliers respect human rights and uphold international social standards**, including the **ban on child and forced labor** in accordance with International Labour Organization (ILO) conventions, as well as the enforcement of statutory minimum **health and safety standards**

1. KION Group Sustainability Report 2023

Sustainability

ESG Rating agencies recognize KION leadership in sustainability



Key highlights

- Environment**
Strong Environmental position, with good performance in resource management and production of low carbon products (e.g., E-trucks)
- Social**
Strong Social position, with good performance in product responsibility and human rights
- Governance**
Strong Governance position, mainly due to good management systems and governance processes

“ **KION Group product portfolio [...] may position the company well to tap the increasing demand for clean technology solutions, relative to peers** ”

MSCI Analysts

Note: KION Group is also a member of DAX® 50 ESG (since March 2020), FTSE4Good Index Series (since June 2019) and STOXX® Europe Sustainability (since Dec. 2017)

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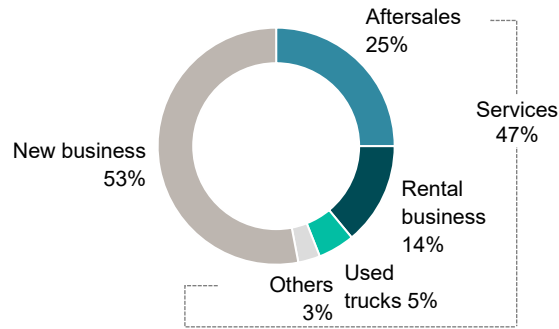
- I. A New Era in APAC
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4. Appendix

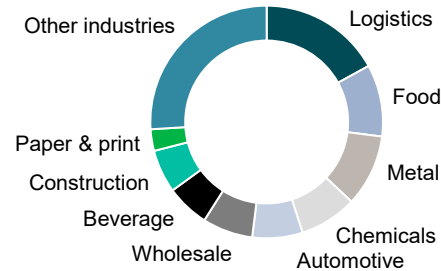
Industrial Trucks and Services at a Glance

One of the world leaders in industrial trucks

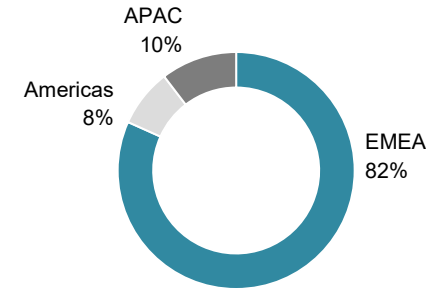
Revenue by product¹



Truck shipments by industry²



Revenue by region¹



No. 1³
in EMEA
in industrial
trucks

No. 2⁴
globally
in industrial
trucks

No. 3⁵
in China
in industrial
trucks

5
established
brands

>1.8m industrial
truck base¹
supports aftersales
business

~2,000
sales and/or
service
locations¹

Active in
>100
countries

1. Based on FY 2023 2. Calculation in shipment unit terms for 2023, based on German customers only 3. Based on units sold in 2022 (source: Interact Analysis, Global Forklift Market 2023)
4. Based on revenue in 2022 (source: Modern Material Handling; Top 20 lift truck suppliers 2022, August 2023) 5. Based on revenue for 2022 - source: Chinaforklift, 2023

Industrial Trucks and Services at a Glance

Financial overview

Key financials

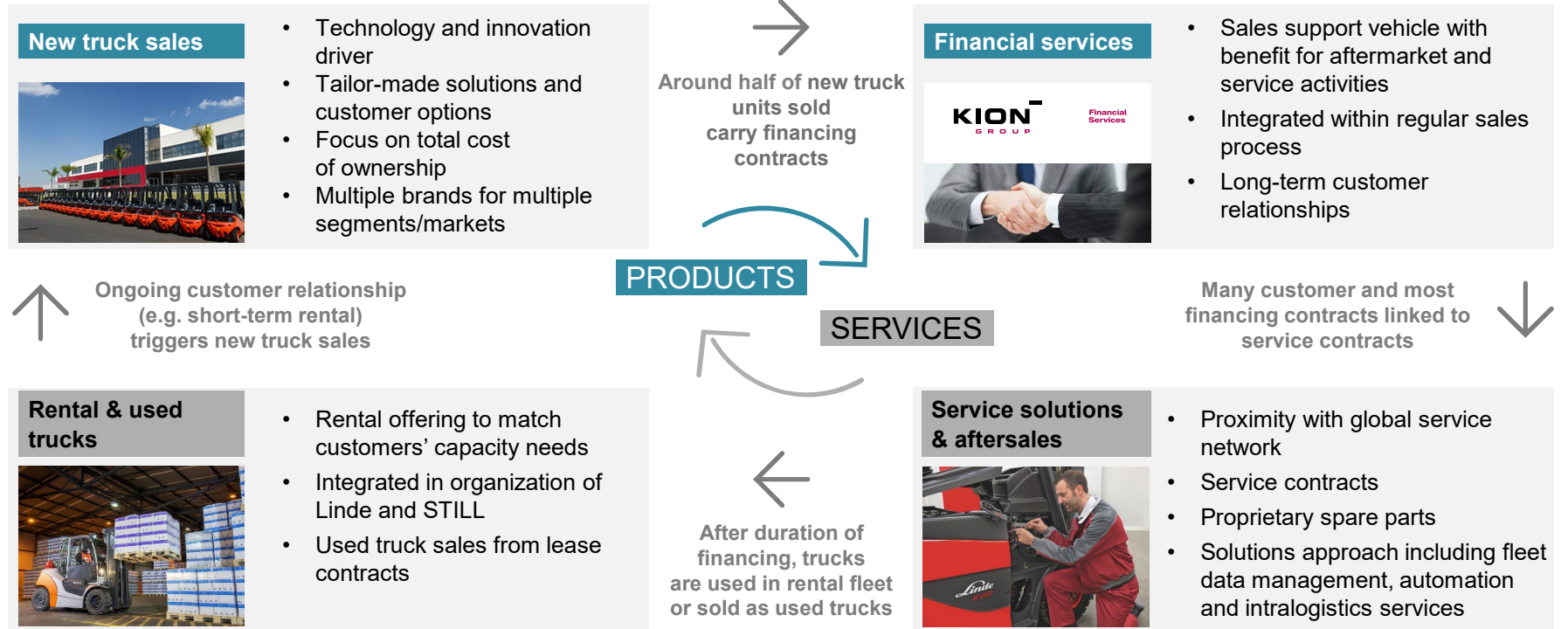
(in €m)	2023	2022	2021	2020	2019	2018	2017
Order intake	7,890	8,426	8,166	5,797	6,330	6,211	5,859
Order book	3,197	3,818	2,878	1,384	1,409	1,501	1,216
Order intake (in '000 units)	241.7	268.2	299.4	198.3	213.7	216.7	201.4
Thereof IC trucks	9%	12%	13%	13%	14%	16%	18%
Thereof E trucks	25%	27%	25%	24%	25%	26%	26%
Thereof electrified WH equipment	66%	61%	62%	63%	61%	58%	56%
Revenue	8,480	7,356	6,514	5,723	6,410	5,922	5,572
Thereof new business	53%	49%	48%	48%	52%	51%	56%
Thereof service business	47%	51%	52%	52%	48%	49%	44%
Adj. EBIT¹	849	420	536	311	695	655	643
Adj. EBIT Margin ¹	10.0%	5.7%	8.2%	5.4%	10.8%	11.1%	11.5%
Number of employees	30,283	28,738	26,149	26,149	26,131	25,533	24,090

1. Adjusted for PPA items and non-recurring items

Note: Key figures for 2017 were restated due to the initial application of IFRS 15 and IFRS 16; Effective January 1, 2021, the logistics service companies were transferred from the Corporate Services segment to the Industrial Trucks & Services segment. The 2020 segment figures have been adjusted accordingly

Industrial Trucks and Services

Integrated business model



Competitive Strengths

Three pillars expected to drive profitable growth of KION's ITS segment

Technology expertise



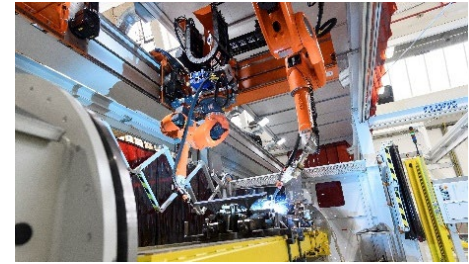
- High operational performance of trucks¹
- Energy solutions offering
- Safety solutions offering
- Mobile automation

Resilient services



- Striving to cover the full life cycle with innovative offering
- Expected to grow continuously with resilient services
- Digitalizing customer-facing processes

Efficiency improvement



- Modularizing products
- Optimizing plant footprint
- Efficient & flexible operations set-up
- Improving sales & services processes

1. Based on a self-conducted test of a typical 2.0 to 3.5 ton Linde industrial truck with equivalent trucks of competitors in 2019, KION estimates that the total operating performance (comprising energy consumption, purchase cost, maintenance and labor cost) of such a Linde industrial truck is better than for an equivalent truck of tested competitors. The testing methodology to compare the energy consumption and productivity (measured as time required per job) of industrial trucks used by KION was certified by TÜV Nord in 2009.

Competitive Strengths – Technology Expertise

KION's new truck platforms expected to enable future growth



Productivity



Performance



**Design to
Service**



Efficiency



Connectivity



Safety

New truck platforms

with 10 to 15-year lifecycle –
more derivatives planned for
next years

Digital twin

allowing new feature sales and
efficiencies

Enablers

for expansion of market share

R&D depreciation

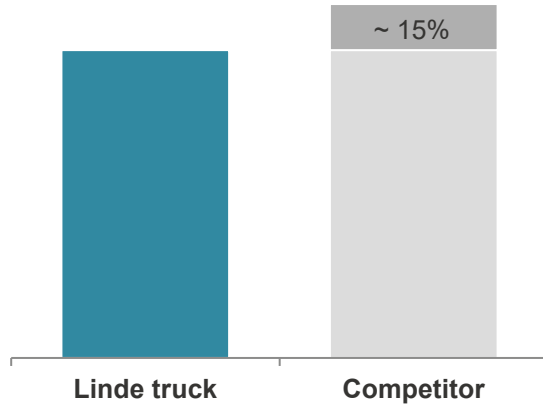
increases due to product
launches

Competitive Strengths – Technology Expertise

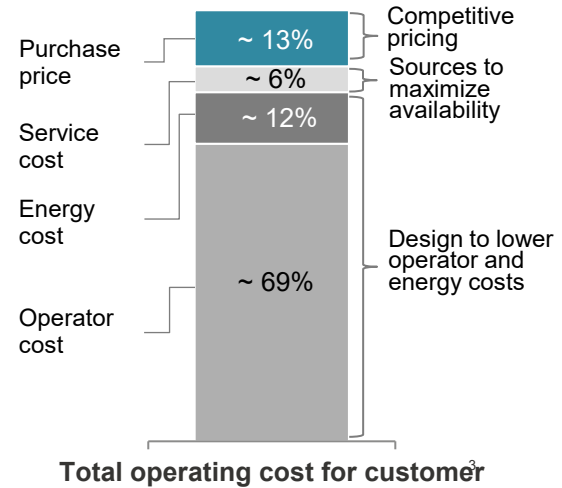
Premium efficiency and total cost of ownership

Industrial truck efficiency supports premium pricing¹

Cost per lorry load cycle²



Industrial truck purchase price only ~ 13% of TCO



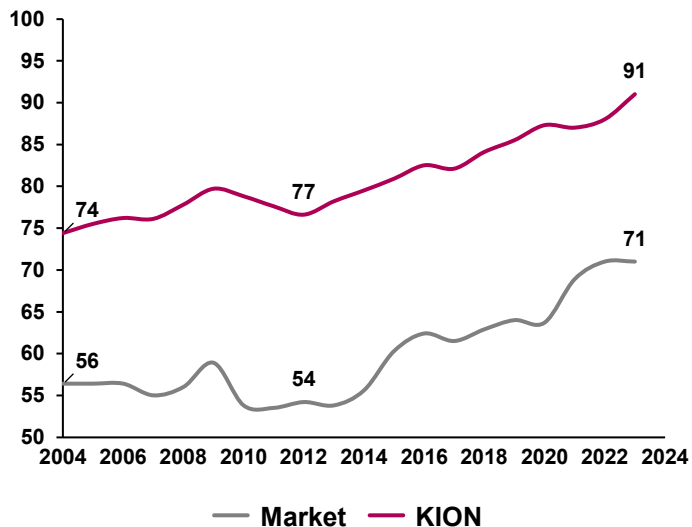
1. Application of KION developed methodology to compare the energy consumption and productivity (measured as time required per job) of industrial trucks which has been certified by TÜV (TÜV Nord certified testing methodology used by KION (2009)). Based on a self-conducted test of a typical 2.0 to 3.5 ton Linde industrial truck with equivalent trucks of competitors in 2019, which was based on the certified methodology, KION estimates that the total operating performance (comprising energy consumption, purchase cost, maintenance and labor cost) of such a Linde industrial truck is better than for an equivalent truck of tested competitors 2. Describes a defined transport task for loading and unloading of a lorry 3. Based on Western Europe according to Company estimates

Focus on Sustainability

KION is driving electrification and green industrial trucks

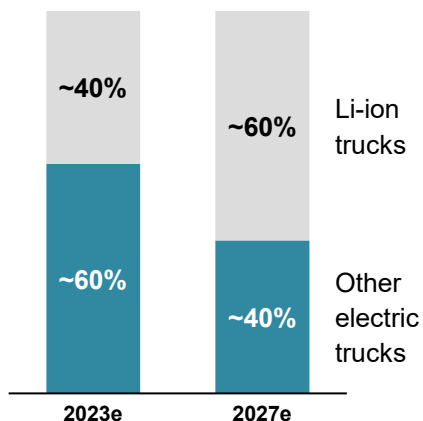
Electrification of industrial trucks

Global development from 2004 to 2023¹



Li-Ion share^{1,2}

Estimated market mix by battery technology



Comments on KION Group development

- Continued and substantial **shift** in global orders **from IC-trucks to more sustainable E-trucks, as well as WH-trucks**
- WH-trucks included in electrified equipment; therefore, the total share of **electrified unit order intake of KION Group was 91% in FY 2023**

Comments on market development

- Development expected to continue with Li-Ion batteries to power **~60% of all electric industrial trucks ordered globally by 2027²**

1. Order Intake, figures in percent / Source: KION Group; WITS/FEM (February 2024, e.g. Market data until October 2023)

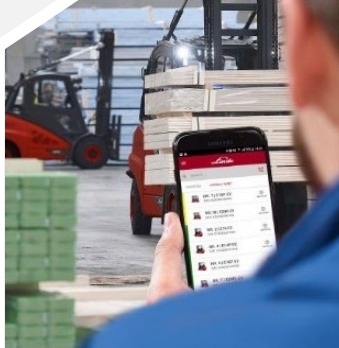
2. Management expectations – split for electrified CB-trucks and warehouse equipment

Competitive Strengths – Resilient Services

Digitalization aims to support customers' productivity and KION's efficiency

Remote health monitoring

- Truck stops from wear & tear are reduced
- Repairs and maintenance planned more efficiently



Remote technician support

- Efficiency increase through multimedia dialogue of on-site service technician and back-office specialist
- Aims to reduce downtime for customers through improved first-time-fix rate

Digital service ordering (app)

- Request service support & monitor status
- Improves convenience and transparency
- Developed inhouse at KION's Digital Campus

Expected benefits to customers

- ✓ Less downtime
- ✓ Higher productivity
- ✓ Lower aftersales cost

Expected benefits to KION

- ✓ Higher first-time-fix rate
- ✓ Shorter repair time
- ✓ Higher aftersales profitability
- ✓ Higher customer satisfaction

Summary - Industrial Trucks & Services

Accelerate volume growth and return to double-digit adj. EBIT margin

1

Exposure to **attractive markets** with products and services addressing core needs of customers

2

New business growth expected to be driven by **technology advantages** of new product platforms, safety, energy and automation solutions

3

High contribution from **resilient services** through full life cycle offering enhanced by digitalizing processes

4

Efficiency improvements, e.g., R&D, production footprint, operations set-up, sales & service processes

Harvest on
investments in
a highly
attractive
market

1. Company Overview

- I. KION Group at a Glance
- II. Sustainability
- III. Industrial Trucks & Services

IV. Supply Chain Solutions

- 2. Market Development and Business Drivers
- 3. Synergies and Combined Activities
 - I. A New Era in APAC
 - II. Mobile Automation
- 4. Appendix

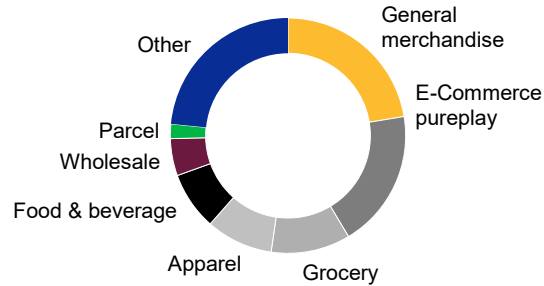
Supply Chain Solutions at a Glance

Leading in supply chain solutions

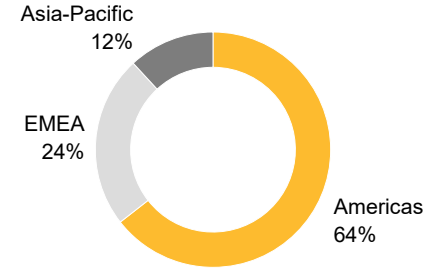
Revenue by product¹



Revenue by industry^{1,2}



Revenue by region¹



No. 1³
globally via
DEMATIC

~10,700
employees⁴

~1,500
employees⁴
software and AI
engineers⁴

~2,000
Service
technicians⁴

Ongoing
Lifecycle
support

Global
presence in
>35
countries⁵

1. Based on FY 2023 financials 2. Based on business solutions revenue 3. Based on revenue in 2022 for Dematic - source: Interact Analysis, The Future of Warehouse Automation 2023 (incl. hardware, software and maintenance/servicing provided by systems integrators, excl. airport baggage handling) 4. Data based on Dec 31, 2023

Supply Chain Solutions at a Glance

Financial overview

Key financials

(in €m)	2023	2022	2021	2020	2019	2018	2017
Order intake	3,032	3,362	4,329	3,654	2,771	2,425	2,099
Order book	3,238	3,327	3,792	3,071	2,232	1,797	1,398
Revenue	2,997	3,807	3,796	2,627	2,379	2,055	2,010
Thereof business solutions	65%	75%	80%	75%	75%	74%	75%
Thereof customer services	35%	25%	20%	25%	25%	26%	25%
Adj. EBIT¹	44	-46	410	278	228	180	189
Adj. EBIT Margin ¹	1.5%	-1.2%	10.8%	10.6%	9.6%	8.8%	9.4%
Number of employees	10,666	11,185	10,977	9,157	7,361	6,799	6,820

1. Adjusted for PPA items and non-recurring items

Note: Key figures for 2017 were restated due to the initial application of IFRS 15 and IFRS 16

Change in Presentation of SCS Customer Service Business from FY 2024 SCS to follow the ITS methodology

- Starting in FY2024, SCS Customer Service business will be aligned with methodology applied in ITS
- SCS Customer Services order intake will exclude Modernizations & Upgrades and will equal revenue (like in ITS)
- Except for Modernizations & Upgrades, the SCS Customer Service business will no longer be included in the order book
- The quarterly and FY adjustments on the **order intake** and **order book** in FY 2022 and FY 2023 are as follows:

(in €m)	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023
Order intake (stated)	843	1,022	614	882	3,362	497	873	872	789	3,032
Order intake adjustment¹	-28	-22	15	-2	-37	-43	8	20	-10	-26
Order intake (pro-forma)	815	1,000	629	880	3,325	454	881	892	779	3,006
Order book (stated)	3,695	3,762	3,477	3,327	3,327	3,000	3,154	3,338	3,238	3,238
Order book adjustment	-294	-322	-317	-302	-302	-338	-331	-314	-317	-317
Order book (pro-forma)	3,401	3,440	3,160	3,025	3,025	2,662	2,823	3,024	2,921	2,921

- There will be no impact on revenue and adj. EBIT

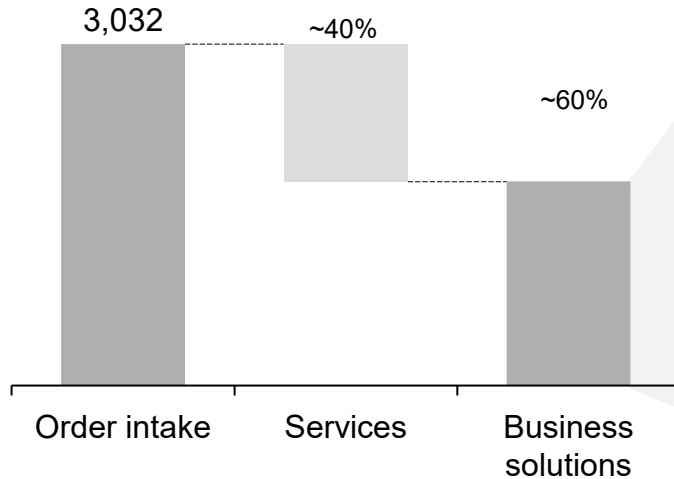
1. Adjustment on order intake is the delta of quarterly order intake less revenue. In FY 2022 and FY 2023, order intake was slightly higher than revenue

Supply Chain Solutions Order Intake Composition

Service business and smaller projects provide stability

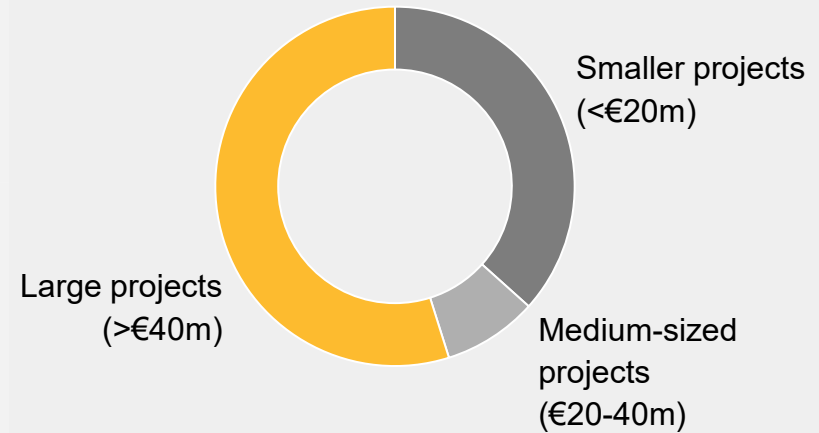
SCS order intake by product

Total order intake 2023 (in €m)



SCS orders by project size

Business solutions order intake 2023



Focus Verticals, Value Drivers and Solutions

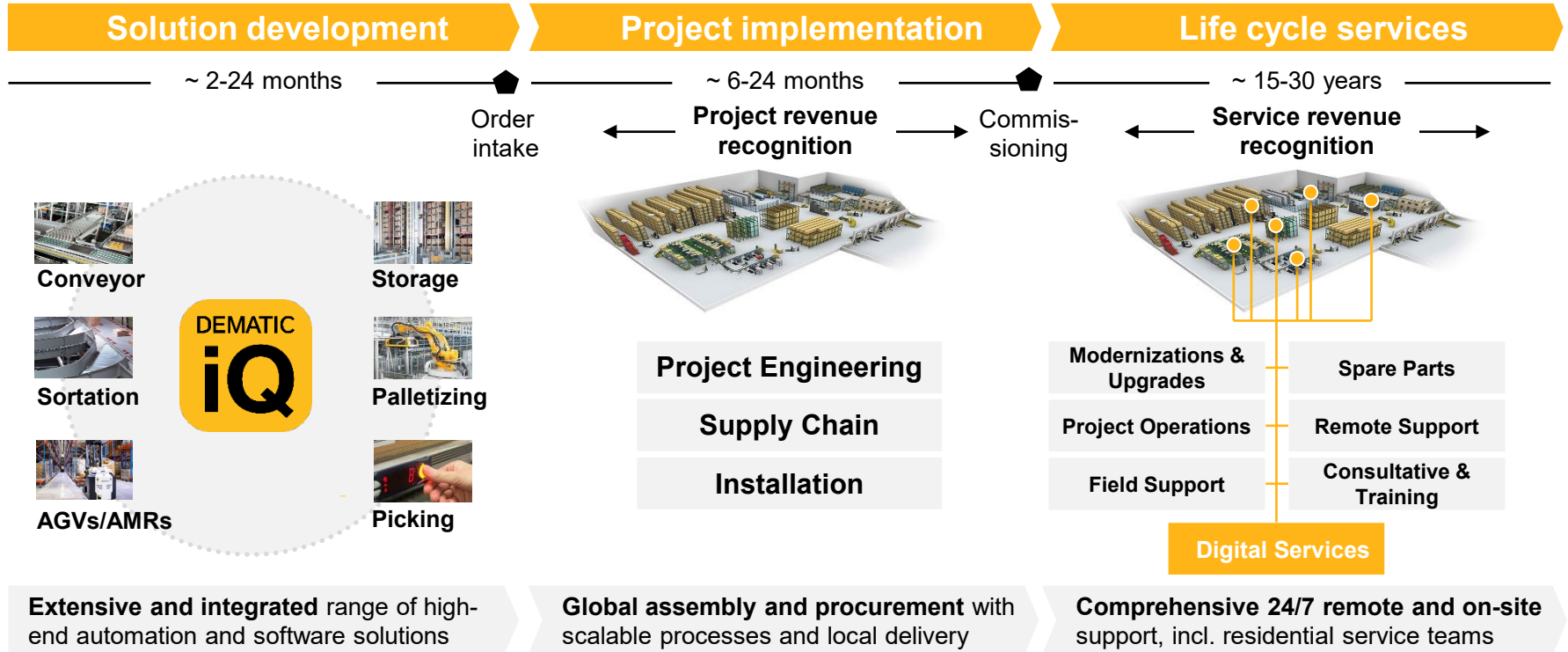
Purposeful growth in verticals with highest growth potential

		Share of total market revenue 2023 (%) ¹	Value drivers		SCS solutions (selected solutions only)				Selected clients				
SCS focused growth verticals	General Merchandise	20%	E-commerce and growth of digital channels	Speed of fulfillment & delivery	Decentralized supply chains	Warehouse Management Software	Flexible Fulfillment Center	Micro-Fulfillment	AMR-based ² Fulfillment	mPick / GTP ³	Walmart*	TRADER JOE'S	
	Apparel	7%									Pouch / GOH ⁴	BEST BUY	FAMILY DOLLAR
	Food & Beverage	15%		Urbanization	Speed to consumer	Intelligent Control Tower	Flexible Mixed Case Fulfillment	Chilled / Freezer Environments	Pallet Automated Storage / Retrieval Systems (AS/RS)	AutoStore	H&M	ZARA	NIKE
	Grocery	12%		Speed of fulfillment & delivery	Decentralized supply chains						Micro-Fulfillment		ANHEUSER-BUSCH
Further SCS active verticals	Durable	Healthcare	Non-Durable Manufacturing	Parcel	Third-Party Logistics	Wholesale / B2B						ALDI	

1. Business Solutions Market 2. Autonomous Mobile Robot 3. Modular Pick / Goods to Person 4. Garment on Hanger
 Source: Management assumptions based on internal KION Market Model as of September 2023

Supply Chain Solutions – Typical Project Timeline

Solution development and project implementation typically last 24 months and more



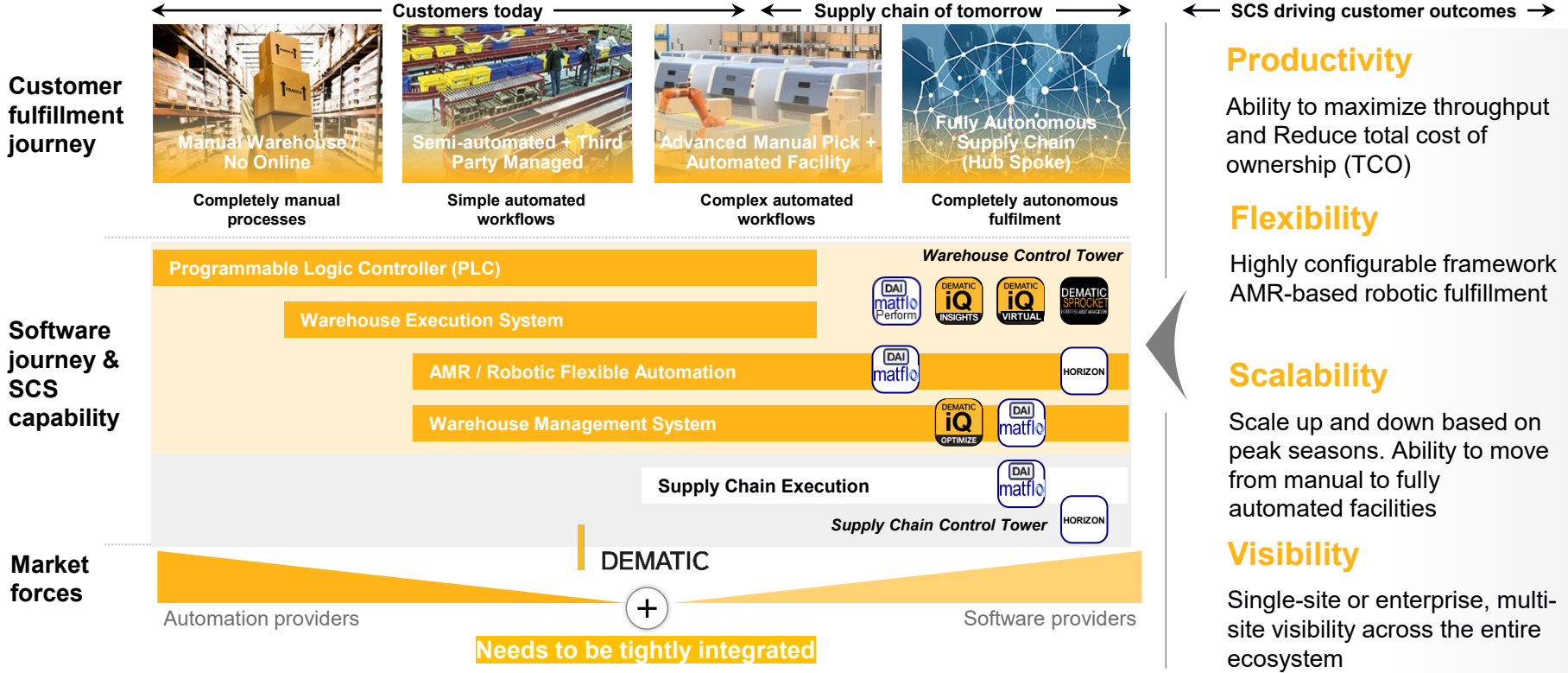
Extensive and integrated range of high-end automation and software solutions

Global assembly and procurement with scalable processes and local delivery

Comprehensive 24/7 remote and on-site support, incl. residential service teams

Software-defined Automation Journey and Capabilities

SCS enables the autonomous supply chain of the future



Software Vision and Footprint

Software is core to SCS's portfolio and value proposition

SCS's digital vision

To provide vertical **ecosystem based highly intelligent solutions** that combine our software / digital capabilities with automation & robotics technology to deliver **increased productivity flexibility, reliability, and throughput** to customer globally

Software expertise

>1,300

Software engineers

>200

AI¹ / R&D, cybersecurity experts

>500

Software clients worldwide

>100

Sites with remote monitoring

>99.98%

Client retention rate

Select software customers



What we deliver

(Value proposition)

increased product throughput

increased labor productivity

increased hardware availability

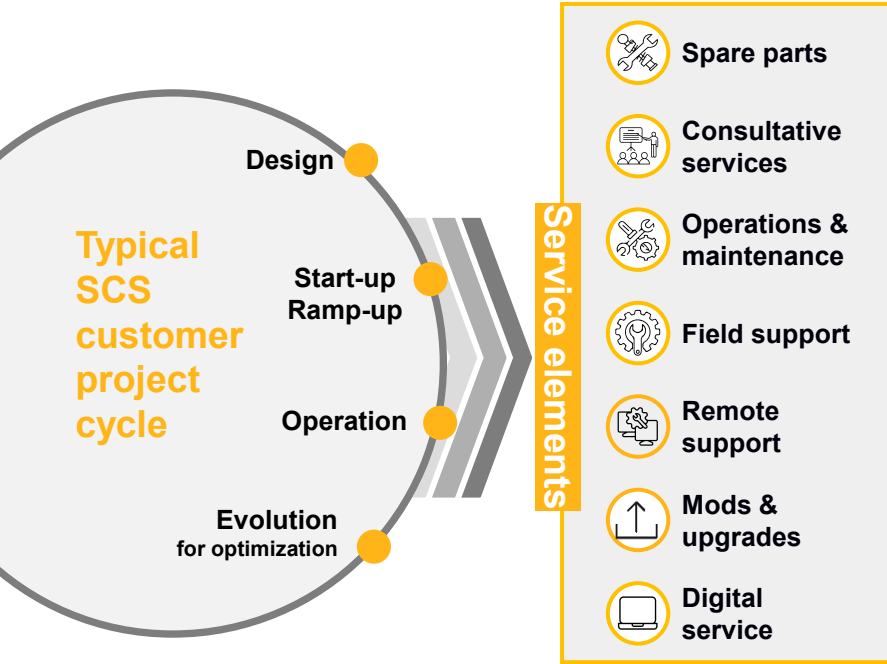
reduction in response & repair times

1. Artificial intelligence

Lifecycle-based Service Approach

Reducing total cost of ownership & driving value-based service offering

Customer intimacy across project journey (20+ years)



Driving business outcomes with combined offerings



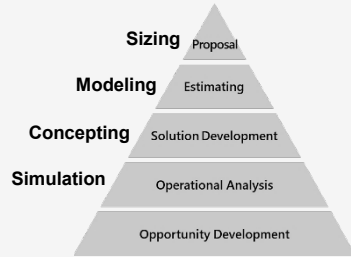
Service revenue target

- Plan to **outpace market growth**
- Ability to **bundle with business solutions** to up-sell / cross-up

Dematic Execution Excellence

Regionalization and standardization expected to drive speed, growth & profitability

Upfront engagement



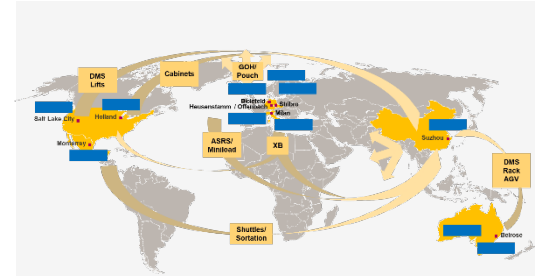
Extensive upfront customer engagement in **simulating and concepting** the right solution

Standardized solutions



Integrated range of various **automation and software solutions (pre-configured)**

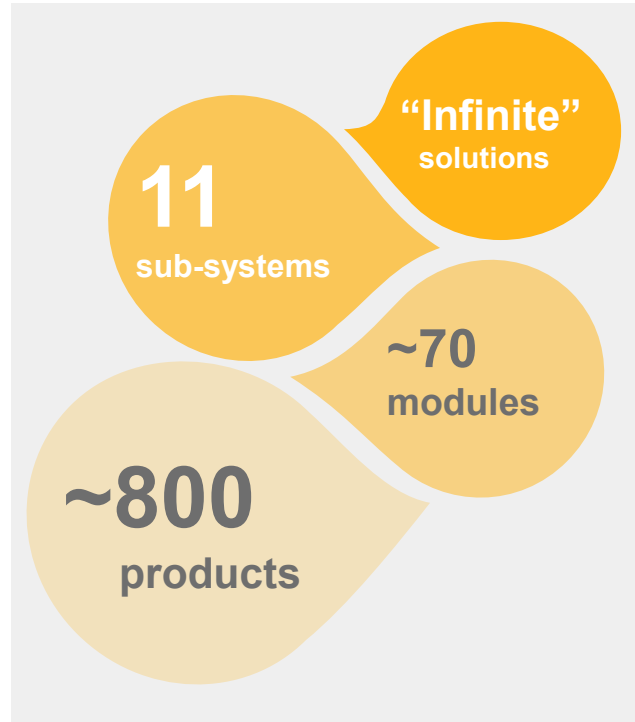
Regionalized fulfillment



Rapid on-site readiness by delivering products from regional sources

Standardization and Execution Benefits

Standardization is key to improve profitability and speed



Benefits of standards:

Scalability

Standardization helps to reduce manufacturing costs and production times

Faster execution

Selling more standard solutions reduces planning and installation times

Enhanced usability

Similar solutions across different customer locations is beneficial to quality, efficiency, operational control and maintenance

Sustainability

Less waste when integrating on site, driving higher efficiency products

Increasing standards:

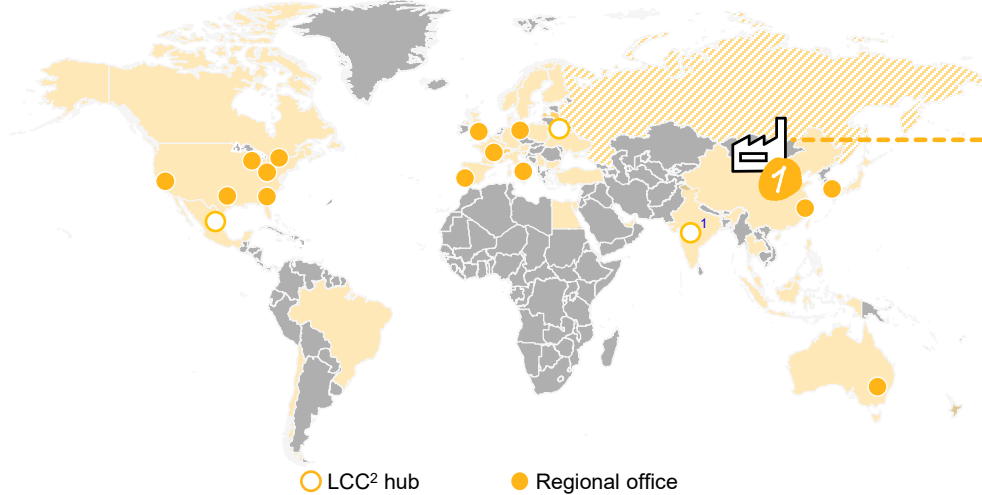
Aim to increase the share of standard products to **~40%** of SCS order intake

Emerging Markets Footprint

Driving cost leverage through low-cost country presence



Bettering global cost position and scale



Expanding engineering & software support and increasing manufacturing capacity in low-cost countries

1 Additional SCS APAC plant in China

- Creating a **new manufacturing facility** at Jinan
- Will become the **largest SCS plant** (28,000 m²) in China
- **Regionalized manufacturing footprint** with high-complex mix (Suzhou, China) with a low-complex mix plant (Jinan, China)
- **Value added products** such as conveyors, DMS³ racks and AGVs both for APAC market and overseas

2 Engineering & software efficiency

- Increasing technical support through **hub and spoke model** for software and project engineering
- Sourcing from developing markets to **drive global cost position**

1. Acquisition in India subject to regulatory approval 2. Low-cost country 3. Dematic Multishuttle

Customer Example: Dematic and Groupe Robert

First fully automated cold storage facility of its kind in Third Party Logistics (3PL)

Solution:

One of the tallest Automated Storage and Retrieval Systems (AS/RS) to support fulfillment of **fresh** and **frozen** products from **high-density cold storage**



60,000 pallets

30,000
in fresh

30,000
in frozen

temperatures down to
-28°C (-18°F)

Benefits:

Doubling of capacity in frozen and 30 to 40% more in the chilled environment

40m (130ft) tall cranes

Customer Example: AMR Solution for Radial Europe

AMRs to move pallets and totes, enhancing warehouse processes

Solution:

largest AMR project to process e-commerce orders for apparel products

Benefits:

improving efficiency (improved services and lower costs for customers), increasing flexibility, ensuring future scalability

26,000 m²

(4 football pitches)

299 AMRs

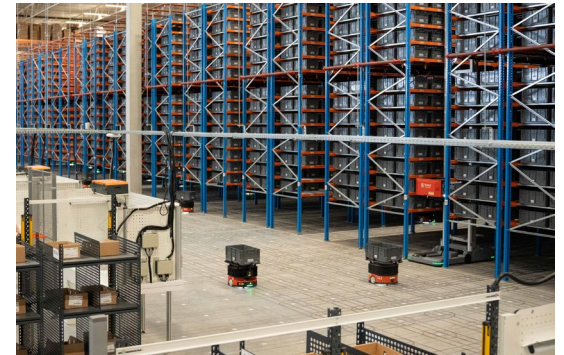
Pallet-to-picker
Bin-to-picker
Order-shelf-transport

65,000

tote storage locations

45

pick- and pack stations



Customer example: Holistic Solution for Landmark Group

Largest and the most sophisticated distribution center in the Middle East

Highly Intelligent & networked solution



74,000

boxes processed
per day



2,200

stores fulfilled



3

Continents

Best-in-class automation and robotics technology



36k

pallet storage
locations



371k

tote storage
locations



1,200

multishuttles



220

workstations

Sophisticated integration, executed with excellence



250

SCS employees
on site



1,800

tons of steel
used



860

shipment
containers



11.3 km

conveyor

Source: <https://www.landmarkgroup.com/int/en/home>, 2021

The largest retail group in the Middle East, Africa, and India, with a growing presence across Southeast Asia

16 brands, 3 continents, 2,200 stores

babyshop	Splash	homecentre	centrepoin	SHOEMART	max	Lifestyle	easybuy
SPAR	STYLI	LIPSY	CARPISA	ECCO	KURT GEIGER	POLO	STEVE MADDEN

Summary: Supply Chain Solutions

Growth and ambition to return to double digit adj. EBIT margins

1

Solid long-term market fundamentals expected to drive
strong growth of warehouse automation market

2

Capture market growth in promising verticals
through an ecosystem based on intelligent and connected automation solutions

3

Target to lead with **software and robotic technology**
embedded into automation solutions across the offering

4

Standardization and execution excellence and focusing on
emerging markets to drive global cost position

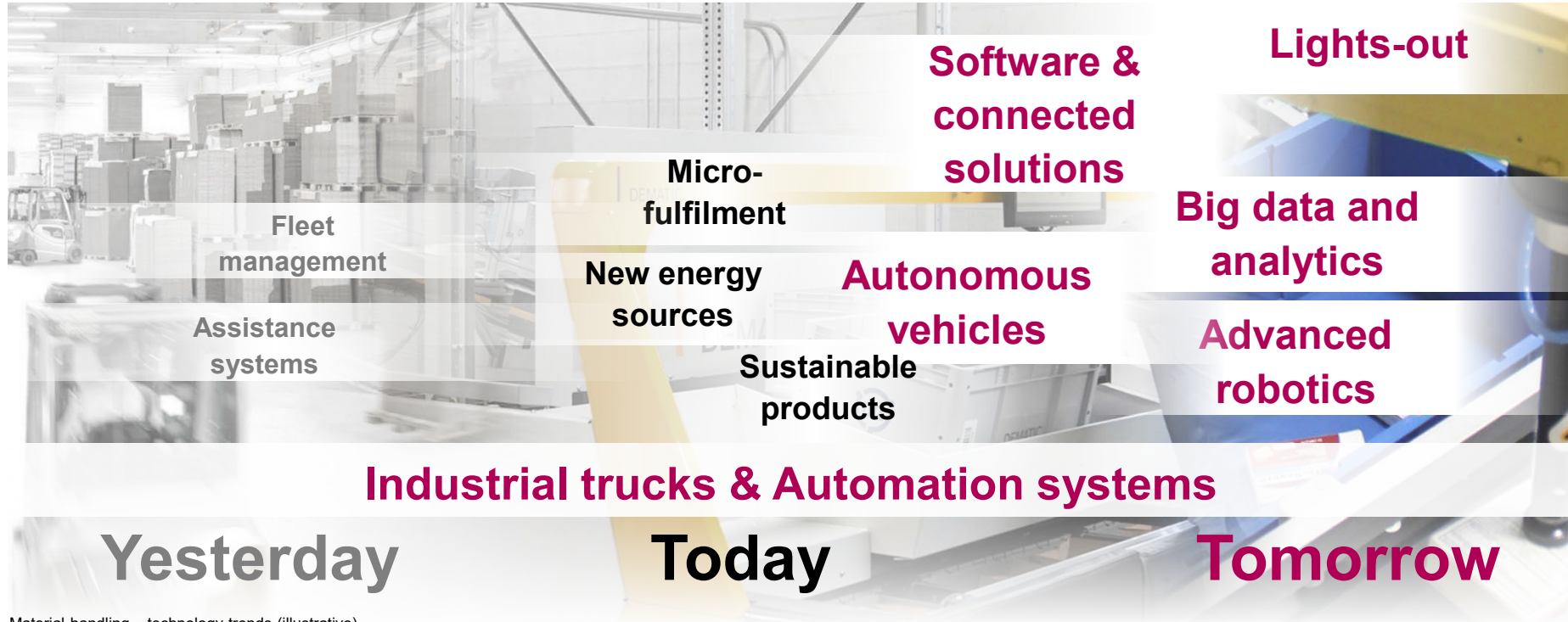
**Profitable
growth
with focus on
adj. EBIT**

Agenda

1. Company Overview
 - I. KION Group at a Glance
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4. Appendix

Material Handling Market Trends

On its path to lights-out material handling solutions



Material handling – technology trends (illustrative)

Megatrends and Expected Market Developments

Material handling industry benefits from attractive macro-drivers

Megatrends & demand implications

 **E-commerce**

➤ Demand for automated warehouse solutions

 **Emerging markets**

➤ Demand for (value) trucks in Chinese market

 **Sustainable solutions**

➤ Demand for zero-emission intra-logistics solutions

 **Demographic change**

➤ Demand for automated and robotic solutions

Long-term market growth

Warehouse automation market

~ **+9%**¹

Industrial truck market China

~ **+7%**¹

Market for Li-Ion powered trucks

~ **+20%**¹

Mobile automation market

~ **+36%**¹

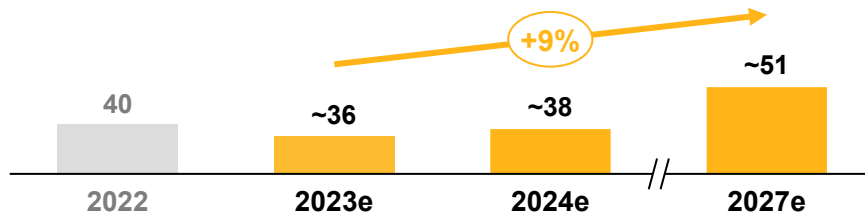
1. CAGR 2023-2027, management assumptions based on internal KION Market Model as of September 2023 and Interact Analysis Mobile Robot Market – Mid Year Update May 2023

Material Handling Market

Long-term attractive markets after being temporary weaker in 2023

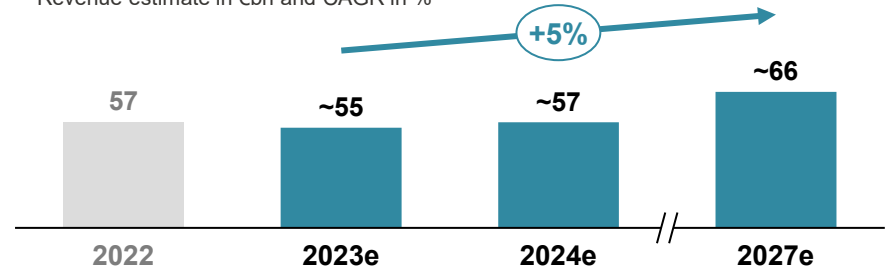
Supply Chain Solutions Market¹

Revenue estimate in €bn and CAGR in %



Industrial Trucks & Services Market¹

Revenue estimate in €bn and CAGR in %



Main drivers

2023

Expected lower market volume is ground on:

- Temporary slowdown in capex investments from E-Commerce retailers after significant acceleration during COVID-19
- Postponed investment decisions due to near-term economic uncertainty paired with negative impact of the higher interest rate environment
- Solid growth of resilient service business

Beyond 2023

Underlying megatrends drive future growth

- Automation
- Sustainability
- Urbanization, demographic change, labor and space shortage
- Continued growth in online sales
- Speed of fulfilment and delivery

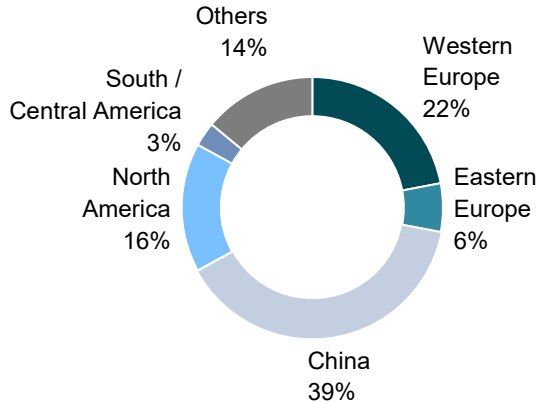
1. Based on internal KION market model as of September 2023, including service, supported by Interact Analysis.

Forklift Trucks Penetration

Well positioned to capture momentum in emerging markets

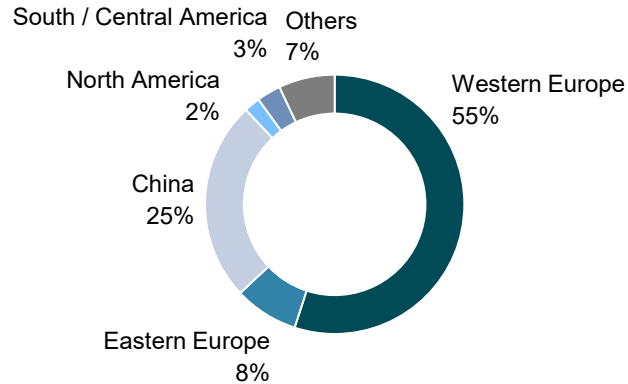
Regional mix ITS market

Unit order intake split 2023 in %¹



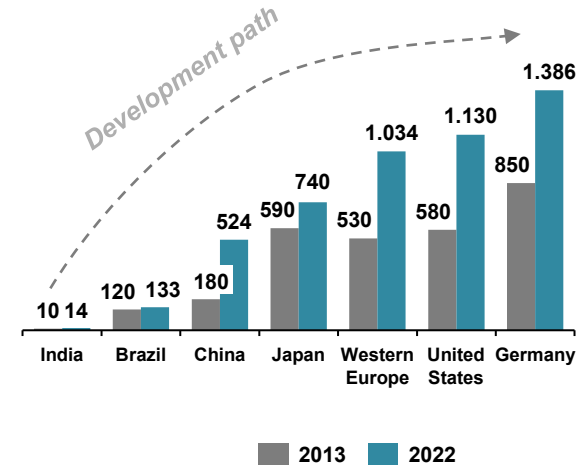
Regional mix KION ITS

Unit order intake FY 2023 in %¹



Development potential

Forklift penetration² per 1 million inhabitants 2022 vs 2013



1. Source: WITS/FEM (February 2024, e.g. Market data until October 2023) 2. Number of trucks ordered in 2013 / 2022 – source: WITS/FEM, IMF

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A New Era in China

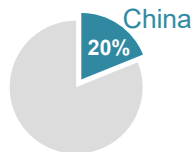
Strategic investments to capture significant upside potential in China

Growth in China



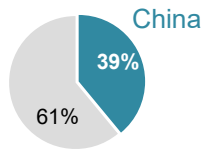
- China is the **single largest forklift market²** with significant **growth potential**
- KION is the **leading foreign player¹** in China with **longstanding experience in operation since 1993**
- **Comprehensive growth strategy** including development of **new products**, **expansion** of the local **sales network**, and a new industrial truck **plant**

Global GDP 2023²



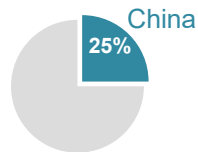
Second largest economy

Industrial Truck Market 10/2023³



Single largest forklift market

KION FY 2023³



Significant upside potential

Strategic Rationale

- Growing value segment /electrification
- Ensure production capacity
- Increase market coverage

1. Based on revenue for 2022 - source: Chinaforklift, 2023 2. Source: Oxford Economics 2024 3. Based on unit order intake FY 2023 - source: WITS/FEM as of October 2023 (WITS from February 2023)

A New Era in China – New Plant

New production plant and R&D center

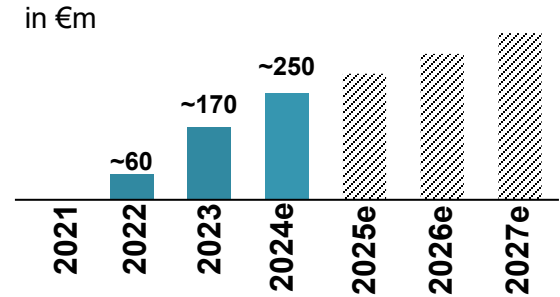
New plant

- **Production capacity** of 40,000 units for future growth
- Located in **Jinan**
- **223,000 m²** – equivalent to more than 31 soccer fields
- **Capex ~ €100m**
- **Production started** in December 2021
- **Joint venture** between KION (95%) and Weichai (5%)

R&D Center

- **Future “Global Center of Excellence for Value”** for counterbalance products
- **Complementing current APAC R&D centers** in Xiamen, Jingjiang and Pune

Revenue potential



KION Group Global Value Platform

Introducing a completely new approach targeting the value segment



Key features

Production located at new plant in **Jinan, China**

Multi-brand product platform for Baoli, Linde Material Handling and STILL

Modular platform for IC- and E-trucks

Various truck configurations ranging **from eco to value**

Strategic importance

Covering the strongly growing **value segment** and strategic positioning vs **Chinese competition**

Important Features of the Value Platform

Using modular platform and scaling drives price competitiveness

1 Winning selling proposition

- Increased **price competitiveness** through **modular platform**
- **Reduced service time** versus Chinese competitors¹
- Optimized **price-performance ratio** for value customers

2 Vast product variety

- Basis for **>50 new products** in next five years
- Incl. **Li-Ion series** with battery variants for all brands

3 Current status

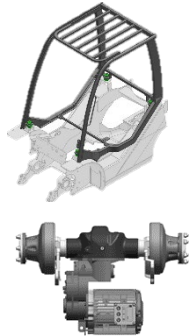
- Production started in **December 2021**
- **35 models** launched in the 2.0t & 2.5t category during 2022-2023
- **Global** roll-out in 2023 with local production in Latin America
- **7 models** to be launched in 2024 with local production in North America

1. Based on internal benchmarking

Truck architecture using modular components

Produce common modules for masts, chassis and overhead guard, ensuring best product cost and quality

Source standard modules such as engines under joint sourcing to get the best cost to volume ratio



Agenda

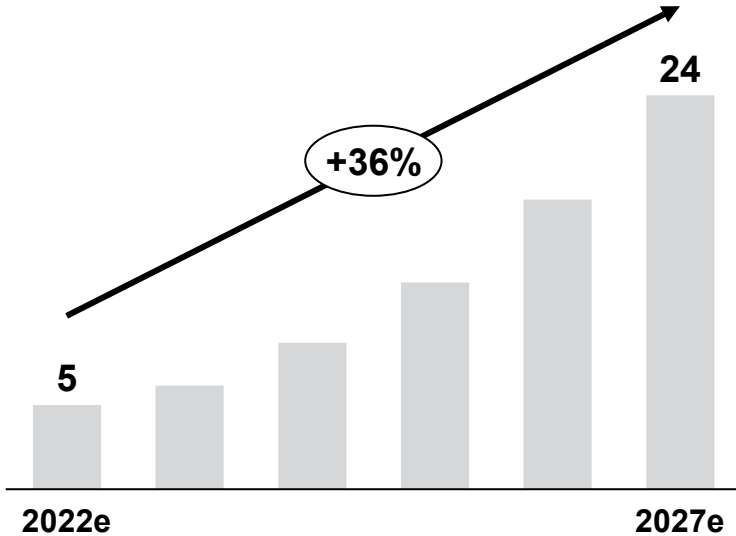
1. Company Overview
 - I. KION Group at a Glance
 - II. Sustainability
 - III. Industrial Trucks & Services
 - IV. Supply Chain Solutions
2. Market Development and Business Drivers
- 3. Synergies and Combined Activities**
 - I. A New Era in APAC
 - II. Mobile Automation**
4. Appendix

Mobile Automation Market Overview

Market for mobile automation expected to reach ~ €24bn by 2027

Total market size¹

(Revenue in €bn and expected CAGR)



1. Market for mobile automation is comprised of mobile robots (AGVs and AMRs) and contains hardware, software, commissioning and after sales estimations
 2. Source: Interact Analysis Mobile Robot Market – Mid Year Update May 2023

KION Group

One of the leaders in mobile automation²

FY 2023: revenue +11% to €215m

KION ensures end-to-end solution offerings by developing mobile automation solutions for all KION brands

Strategic partnerships with **Fraunhofer IML** or **Quicktron** and **idealworks** ensure and strengthen future readiness of mobile automation portfolio

Megatrends like **labor shortage** and increasing **supply chain efficiency targets** support growth even in economically strained times

Key Mobile Automation Drivers

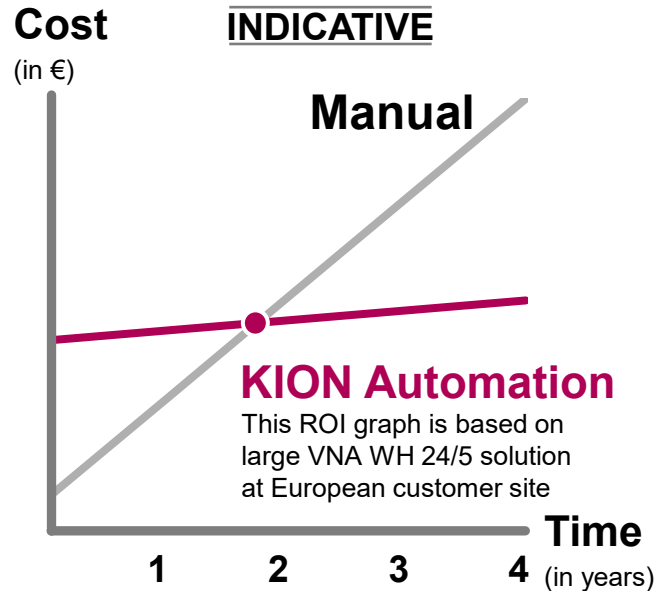
Our mobile automation solutions offer highly-attractive ROI potentials

Mobile Automation Drivers

Attractive ROI Potential

Further Customer Benefits

- Lack of warehouse workforce
- Cost and performance
- Meeting end customer demands



- ✓ Lower product damage
- ✓ Higher process stability
- ✓ Higher process transparency
- ✓ Higher flexibility

Mobile Automation – Solution Offerings

We are able to offer a broad range of solutions



Bespoke Solution

- Extensive range of fully customized AGVs

Production:

Mobile Automation Factories

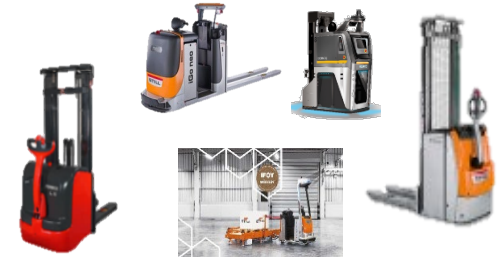


Small Batch Solution

- Built in batches / quasi-standard
- High number of customer options

Production:

Mobile Automation Factories



Serial Solution

- Basis of every robotics solution: tried and tested standard trucks

Production:

ITS Factories

We aim to leverage our global production and sales & services network to capture growth

Industrializing Production of Mobile Automation Solutions

Taking the necessary steps for anticipated strong market growth



Pallet stacker

- **Automated production** started in early 2022 in Châtellerault, France
- **Substantial reduction in production time** achieved
- Also successful in highly competitive **Chinese market**



AMR

- **AMRs** for Dematic, Linde Material Handling and STILL with integrated Quicktron technology available
- Production of next-generation M100 model started in **December 2021**
- Dedicated **research and production facilities** for AMRs in Xiamen, China



LoadRunner

- Development of high-speed, small-sized, **AI-assisted AGVs** in collaboration with Fraunhofer IML
- Sortation of **~10,000 parcels per hour** by just 60 prototype vehicles – in line with standard sorting systems – currently being tested with DPD Germany
- Common development by KION Group and IML to achieve **market launch by 2025**

Mobile Automation as binding element between ITS and SCS

Agenda

1. Company Overview
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- 4. Appendix**

Executive Board of KION Group

More than 60 years of experience in Supply Chain Solutions und Material Handling



Rob Smith
CEO

Since 01/2022

With KION 01/2022
Appointed until 12/2024

Nationality: American/
German
Born in 1965



Christian Harm
CFO

Since 07/2023

With KION since 08/2003
Appointed until 07/2026

Nationality: Austrian
Born in 1968



Valeria Gargiulo
CPSO¹

Since 05/2023

With KION since 05/2023
Appointed until 04/2026

Nationality: Argentinian/
Italian
Born in 1972



Andreas Krinninger
President
KION ITS EMEA
Since 01/2021

With KION since 11/2011
Appointed until 12/2028

Nationality: Austrian
Born in 1967



Mike Larsson
President KION SCS &
KION ITS Americas
Since 01/2024

With KION since 02/2021
Appointed until 12/2026

Nationality: Swedish/
American
Born in 1965



Ching Pong Quek
CTO & President
KION ITS Asia Pacific
Since 01/2013

With KION since 01/2006
Appointed until 06/2025

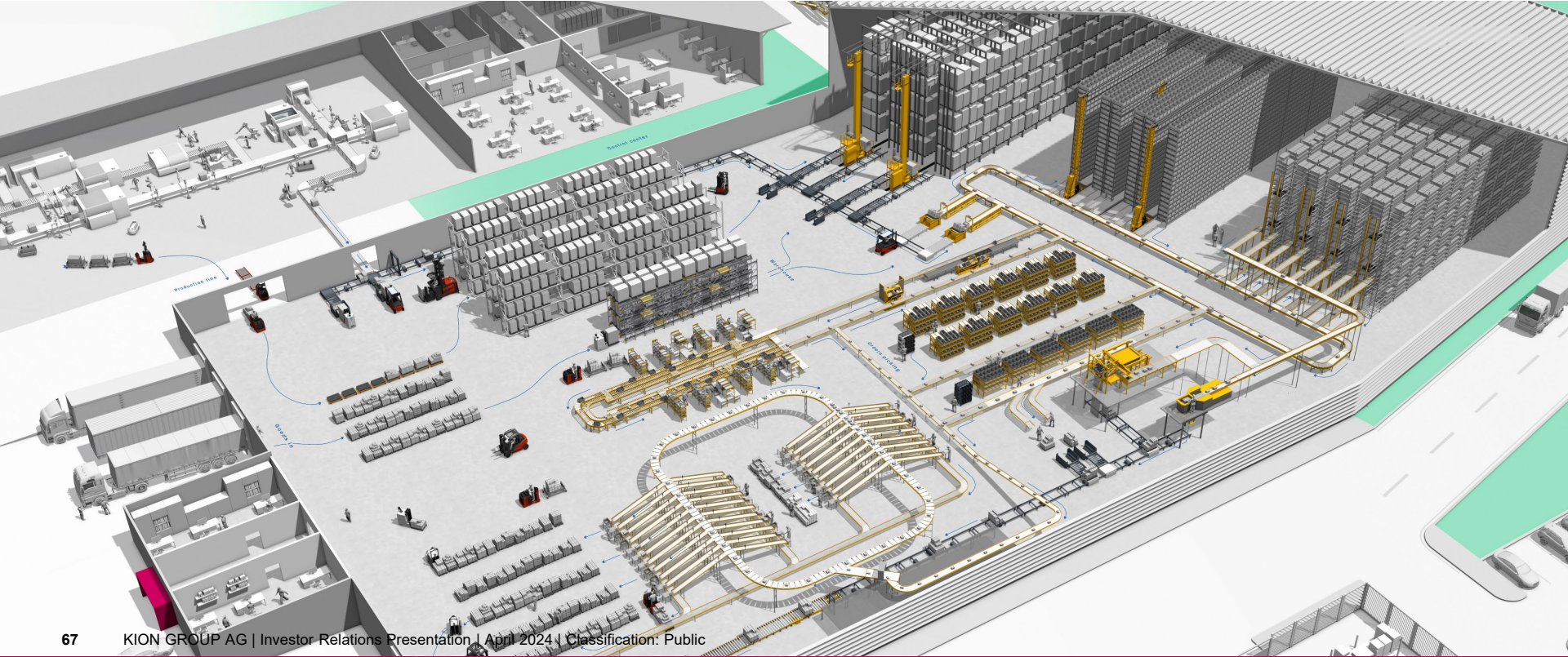
Nationality: Malaysian
Born in 1967

→ Further details can be found on the [KION Group website](https://www.kion.com)

1. Chief People and Sustainability Officer

Solutions Offering

Broad material handling offering



Industrial Trucks

Range of products serving customer needs worldwide

Examples

Internal combustion (IC) counterbalance trucks (Cl. 4/5)

- Mainly used outside



Electric (E) counterbalance trucks (Cl. 1)

- Mainly used inside



Warehouse technology: rider trucks (Cl. 2)

- Faster transportation of loads
- Specially designed for warehouse requirements



Warehouse technology: pedestrian trucks (Cl. 3)

- Transportation of loads at a walking pace



Tractors (Cl. 6)

- Industrial processes, train stations, airports



Automated and autonomous vehicles

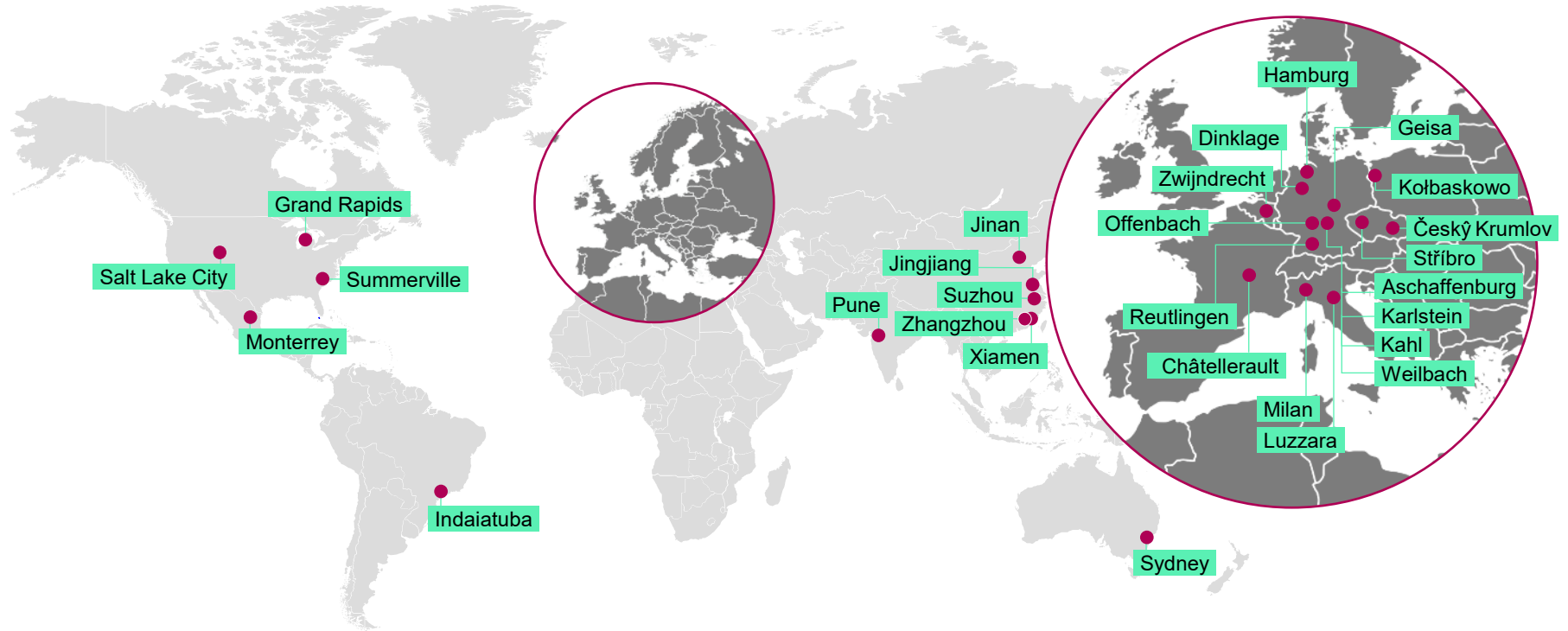
- Warehouse & distribution solutions
- Automated guided vehicle solutions



Note: The products shown are a selection from KION Group's comprehensive product range

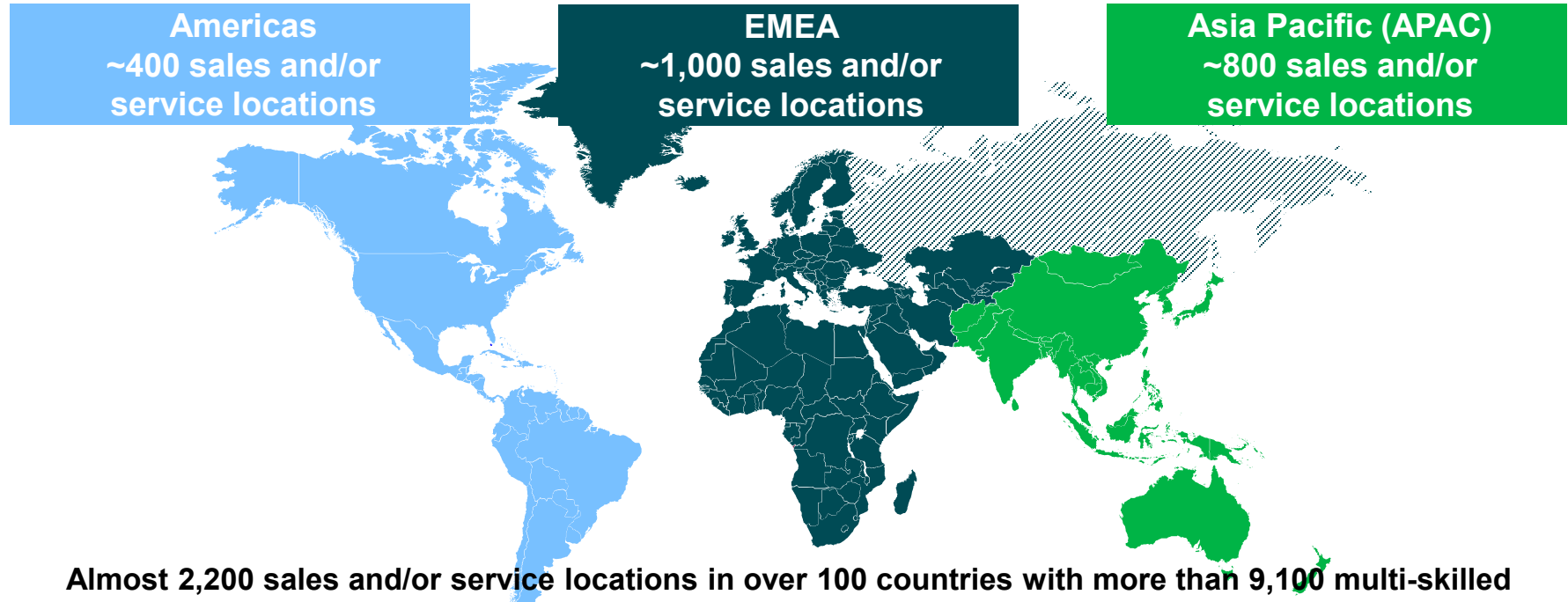
Global Manufacturing Network

Production facilities for Industrial Trucks and Supply Chain Solutions



KION Group at a Glance

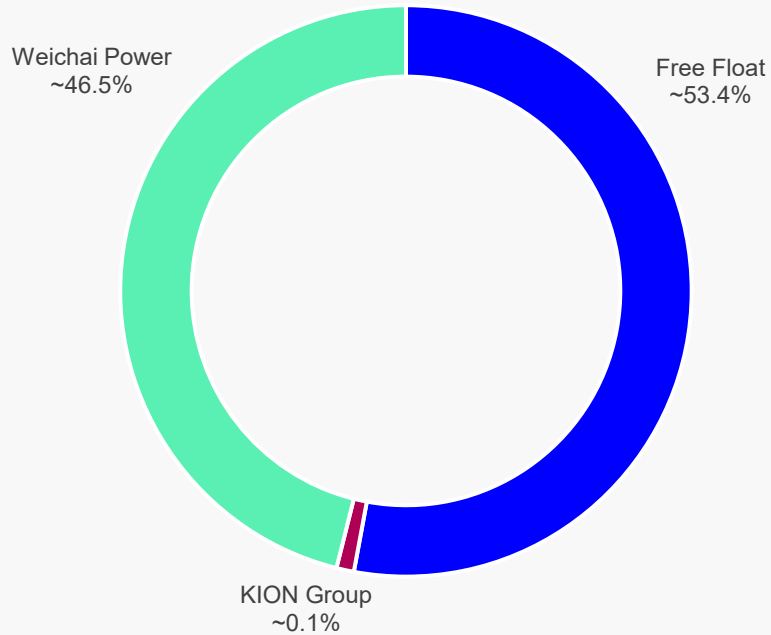
Strong global sales and service network for a global customer base¹



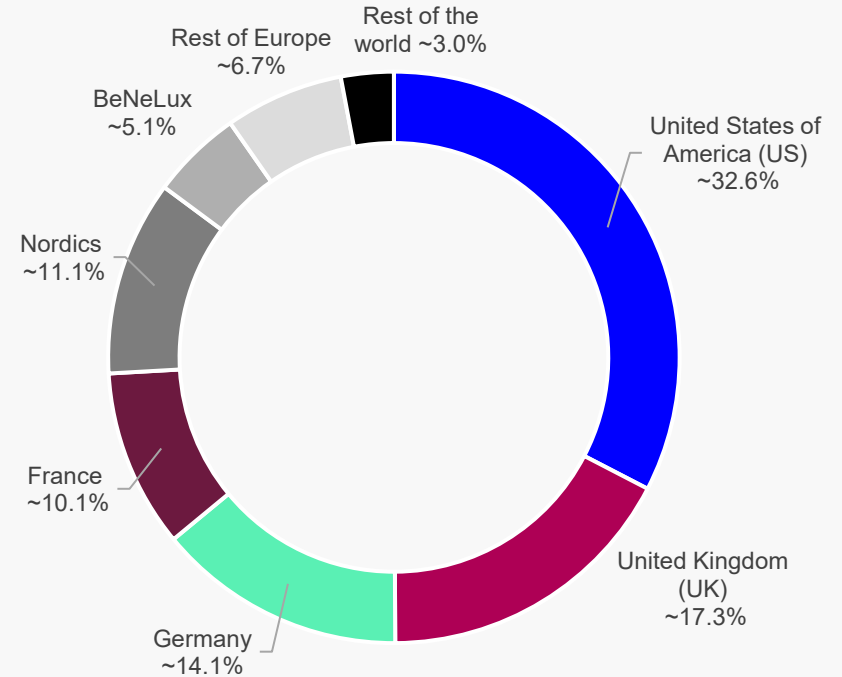
Almost 2,200 sales and/or service locations in over 100 countries with more than 9,100 multi-skilled internal industrial trucks service staff and more than 2,100 systems engineers

1. All numbers as of December 2023

Shareholder Structure 2023



Free float by country 2023¹

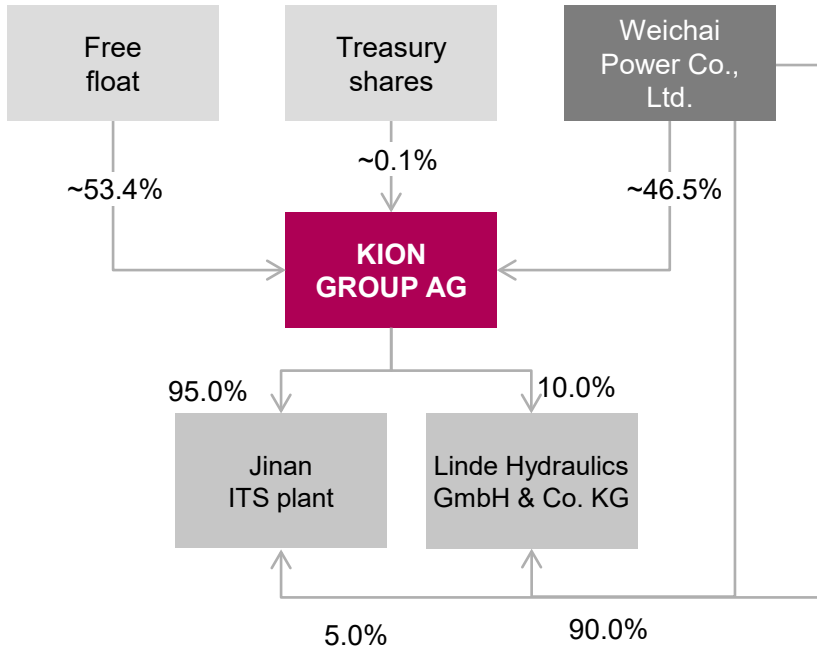


1. Based on 55,315,016 free float shares or 79% of 70,087,264 free float shares (Full Share-ID Dec. 2023)

Ownership Structure and Weichai Power Partnership

Weichai Power is KION's strategic anchor shareholder

Current ownership structure



Weichai Power partnership

- KION investment**
 - Strategic anchor shareholder
 - held 30% pre-IPO
 - Stepped up from 45.2% to 46.5% in Q4 22
- Linde Hydraulics**
 - Partner and strategic supplier for hydraulic components
 - Captive demand
- Co-operation**
 - Taking advantage of Weichai's customer base
 - Utilization of established relationships and dealership network of Weichai Power in China
 - Supply of components (e.g., Li-Ion batteries)
 - Weichai with 5% stake in JV for Jinan ITS plant

Key Financials

Group figures by year

(in €m)	2023	2022	2021	2020	2019	2018	2017 ⁸	2016 ⁶	2015	2014	2013	2012 ¹
Order intake	10,876	11,708	12,482	9,443	9,112	8,657	7,979	5,833	5,216	4,771⁵	4,489	4,590
Revenue	11,434	11,136	10,294	8,342	8,807	7,996	7,598	5,587	5,098	4,678	4,495	4,560
Adj. EBITDA ²	1,749	1,219	1,697	1,384	1,658	1,555	1,496	932	850	780	722	701
Adj. EBITDA margin ²	15.3%	10.9%	16.5%	16.6%	18.8%	19.4%	19.7%	16.7%	16.7%	16.7%	16.1%	15.4%
Adj. EBIT²	791	292	842	547	851	790	777	537	483	443	417	408
Adj. EBIT margin ²	6.9%	2.6%	8.2%	6.6%	9.7%	9.9%	10.2%	9.6%	9.5%	9.5%	9.3%	9.0%
Net income	314	106	568	211	445	402	423 ⁷	246	221	178	138	161
Dividend per share (€)	2.33	0.19	1.50	0.41	0.04	1.20	0.99	0.80	0.77	0.55	0.35	–
ROCE	7.7%	2.9%	9.1%	6.2%	9.7%	9.3%	9.3%	6.9%	11.9%	11.4%	–	–
Capital expenditures ³	443	383	334	284	287	258	218	167	143	133	126	155
Total R&D spending	351	321	273	235	237	222	212	147	131	120	114	120
R&D spend in % of revenue	3.1%	2.9%	2.7%	2.8%	2.7%	2.8%	2.8%	2.6%	2.6%	2.6%	2.5%	2.6%
Free cash flow	715	-716	544	121	568	520	474	-1,850	333	306	196	514
Net financial debt	1,211	1,671	568	880	1,609	1,870	2,096	2,903	573	811	979	1,790
Employees ⁴	42,325	41,149	39,602	36,207	34,604	33,128	31,608	30,544	23,506	22,669	22,273	21,215

1. Key figures for 2012 were adjusted due to the retrospective application of IAS 19R (2011); Order intake, Revenue, adjusted EBIT and adjusted EBITDA were aligned due to the sale of the Hydraulic Business
2. Adjusted for PPA items and non-recurring items 3. Incl. capitalized R&D costs, excl. leased and rental assets 4. Full-time employees incl. apprentices and trainees as of Dec, 31 5. Order intake for FY 2014 adjusted to new presentation 6. Dematic consolidated for 2 months 7. Incl. one-off non-cash effect resulting from the remeasurement of deferred taxes in connection with the corporate tax rate reduction approved in the US 8. Key figures for 2017 were restated due to the initial application of IFRS 15 and IFRS 16

FY 2024 Outlook

H2 adj. EBIT expected to be slightly stronger than H1 driven by SCS

	KION Group			Industrial Trucks & Services			Supply Chain Solutions	
(in €m)	FY 2023 Actuals	FY 2024 Outlook		FY 2023 Actuals	FY 2024 Outlook		FY 2023 Actuals	FY 2024 Outlook
Revenue <i>change yoy:</i>	11,434	11,200 – 12,000 <i>-2% to +5%</i>	➤	8,480	8,500 – 9,000 <i>+0% to +6%</i>		2,997	2,700 – 3,000 <i>-10% to +0%</i>
Adj. EBIT <i>change yoy:</i>	791	790 – 940 <i>-0% to +19%</i>	➤	849	850 – 950 <i>+0% to +12%</i>		44	60 – 120 <i>+36% to +173%</i>
FCF <i>change yoy:</i>	715	550 – 670 <i>-23% to -6%</i>						
ROCE (%) <i>change yoy:</i>	7.7	7.4 – 8.8 <i>-30bp to +110bp</i>						

➔ **ITS:** slight growth in revenue and sustainably above 10% adj. EBIT margin

SCS: lower revenue reflecting prior year order patterns; slight improvement in margins due to lower number of legacy projects in execution as well as benefits from measures to improve costs base

All predictions for the business performance of the Group and the operating segments in the remainder of the year continue to be subject to uncertainty in view of the development of the macroeconomic environment and lingering uncertainty in the sales and supply markets.

FY 2024 Expectation – Housekeeping Items

Non-recurring items¹

... between **-€10m to -€20m**

PPA

... around **-€90m to -€95m**

Net financial expenses

... between **-€170m to -€200m**

Tax rate

... effective tax rate to be between **29% and 34%**

Operating Capex²

... between **-€400m to -€450m**

R&D spending³

... around **3%** of group revenue

Dividend policy

... **25% to 40%** of consolidated net income,
subject to availability of distributable profit

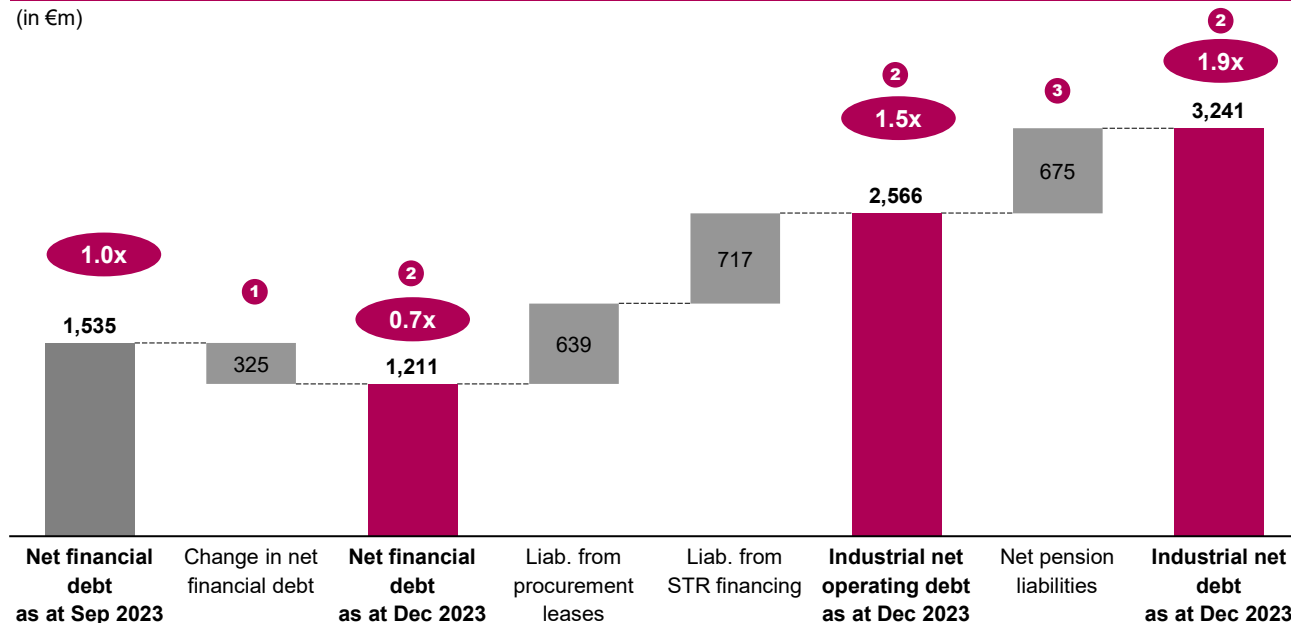
1. Refers to NRIs on EBIT 2. Includes capitalized development costs and spending on property, plant, and equipment and on intangible assets (excluding right-of-use assets)
3. includes R&D expenditure and capitalized development costs Please see disclaimer on last page regarding forward-looking statements

Net Debt

Higher LTM adj. EBITDA leads to further improved leverage ratios

Indebtedness and leverage¹ ratios as at 31 December 2023

(in €m)



1. Leverage based on LTM adj. EBITDA of €1,749m (Sep. 2023: €1,614m)

Comments

- 1 Positive free cash flow in Q4 partially used for repayment of financial debt, **reducing net financial debt** by €325m
- 2 **Leverage ratios** improved further sequentially in Q4 23 driven by further deleveraging and €135m incremental higher LTM adj. EBITDA

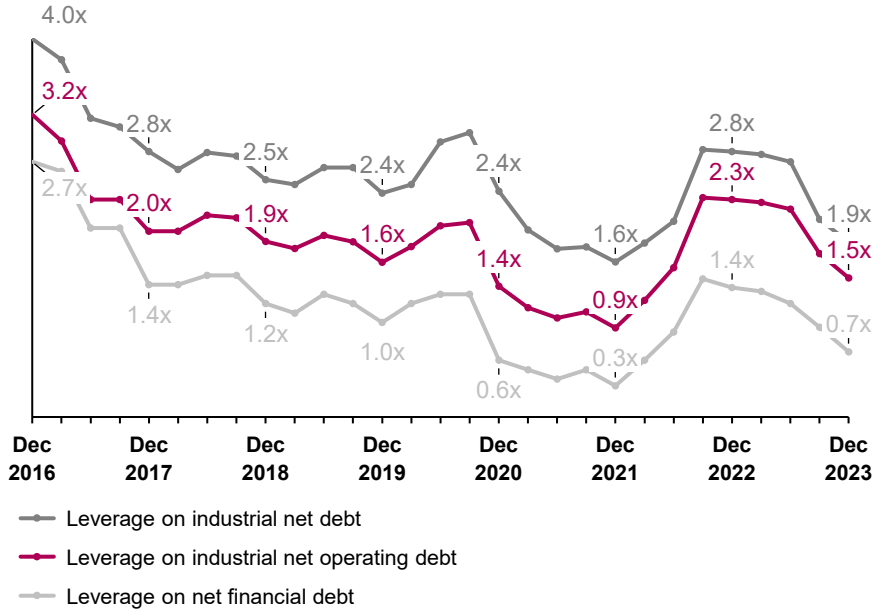
Leverage ratios on INOD and IND **improved by 0.2x** qoq

On 5 February 2024, **S&P affirmed IG rating (BBB-)** with negative outlook
- 3 Incl. **€50m additional pension funding (CTA)** in Q4

Leverage Development and Maturity Profile

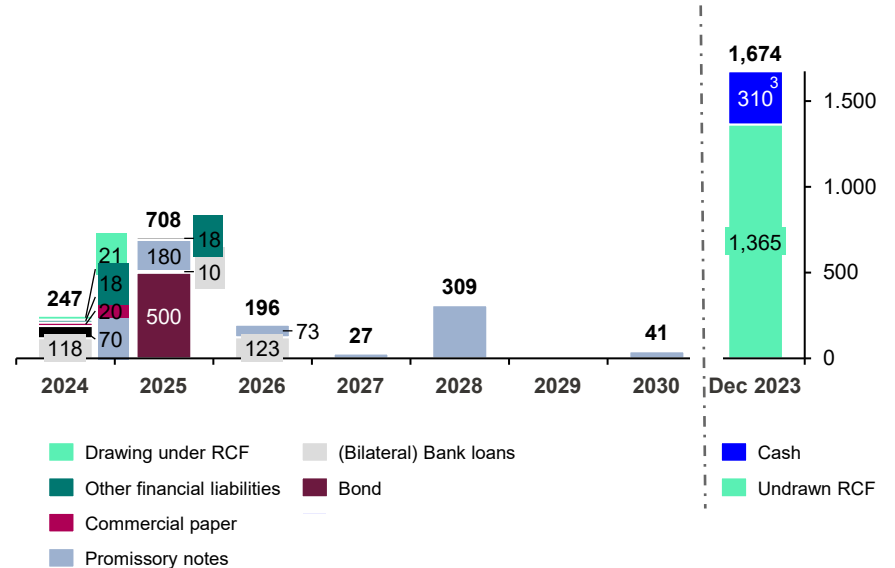
Leverage ratios improved further in Q4 2023

Leverage development^{1,2}



Maturity profile and free liquidity

as at 31 December 2023 (in €m)



1. Leverage ratios before Dec 2017 were not restated for IFRS 15 and IFRS 16 2. Leverage based on adj. LTM EBITDA 3. Total cash and cash equivalents amount to €312m

Credit Ratings and Refinancing Tools

Refinancing tools

Debt Issuance Program (EMTN)

Program size €3bn

Bonds issued under the Debt Issuance Program

Volume €500m

Issue Date Sep 2020

Maturity Date Sep 2025

Coupon 1.625%

Commercial Paper Program

Program size €750m

ESG-linked revolving credit facility (maturity Q4 2027)

Size ~€1.4bn

Corporate credit ratings

Agency	Rating	Outlook	Last Update
Fitch Ratings (long-term)	BBB	Stable	17 May 2023
Fitch Ratings (short-term)	F2		17 May 2023
Standard & Poor's	BBB-	Negative	01 Feb 2024

ESG-linked RCF details

Bonus-malus interest rate adjustment

- **+/- 2.5 basis points** interest rate adjustment based on **ESG performance**
- **First** testing in 2023 (based on KION Group Sustainability Report 2022)

Three performance criteria

- **Lost Time Injury Frequency Rate**
- **Share of electrified trucks**
- **Greenhouse gas emissions**

Financial Calendar

Date	Event
25 April 2024	Quarterly statement for the period ended 31 March 2024 (Q1 2024) and analyst call
14 May 2024	KION @ Berenberg Madrid Seminar, Madrid, Spain
15 May 2024	KION @ Stifel German Corporate Conference, Frankfurt, Germany
22 – 23 May 2024	KION @ Berenberg European Conference Manhattan, New York, USA
22 May 2024	KION @ dbAccess European Champions Conference, Frankfurt, Germany
28 May 2024	KION @ Société Générale The Nice Conference, Nice, France
29 May 2024	AGM 2024, Frankfurt, Germany
31 July 2024	Interim report for the period ended 30 June 2024 (Q2 2024) and analyst call
30 October 2024	Quarterly statement for the period ended 30 September 2024 (Q3 2024) and analyst call

Subject to change without notice

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