Q3 2026 EP Equipment Earnings Presentation

Making the Material Handling to Material Moving

Let's grow together

Stock Code
603194



AGENDA

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EP AT A GLANCE

Revenue

6,146.83

(RMB mn)

Operating Profit

786.60

(RMB mn)

EBIT

780.27

(RMB mn)

Net Profit

637.06

(RMB mn)



BUSINESS UPDATE

Innovation, Digitalization, Globalization

Zhejiang EP Equipment Co., Ltd.



Global Ranking

No. 10 on the 2025 Global Forklift Supplier Top 20,
up two places year on year

Source: China Forklift Network, "Top 20 Lift Truck Suppliers 2025"
(compiled from publicly disclosed FY2025 revenue data; published September 2026)



Strategic Investment

4.9%
equity stake

Jungheinrich acquired a 4.9% equity stake , deepening synergies across technological innovation, product development, and the global supply chain.



Global Supply Chain Optimization

Thailand to North America

Successfully shipped the first batch of UL-certified lithium equipment from our Thailand facility to the US.

This ongoing offshore capacity ramp-up significantly enhances our delivery agility and responsiveness in the North American market.



European Event 2026

26 countries

300+ partners

Hosted 300+ partners from 26 countries in Cologne;
showcased four major automation scenarios and live-demoed dual AI stations for pre-sales and after-sales.



Product Matrix Expansion



EP PRO Launches

Launched 6 new models in Q3 (WAL20 PRO, RPL20 PRO, TVL202, EFL PRO, EFL183, CQD14/16 PRO), accelerating the transition from single-truck sales to high-performance fleet solutions.

FINANCIAL UPDATE

Innovation, Digitalization, Globalization

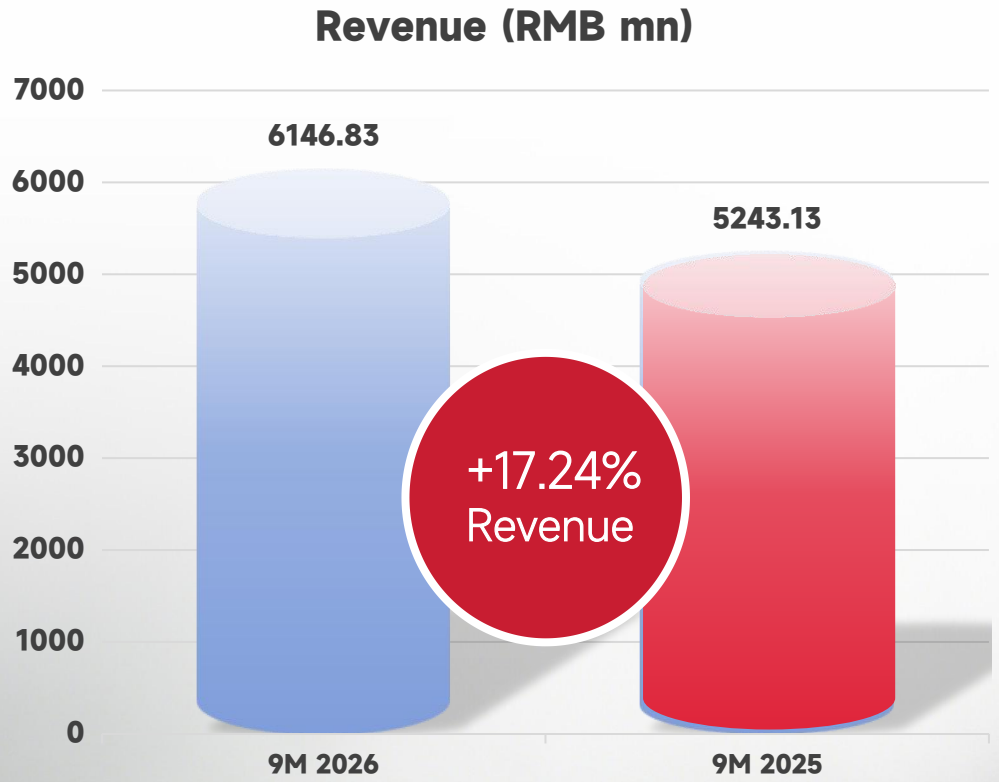
Zhejiang EP Equipment Co., Ltd.



Core Performance

+17.24%

Revenue

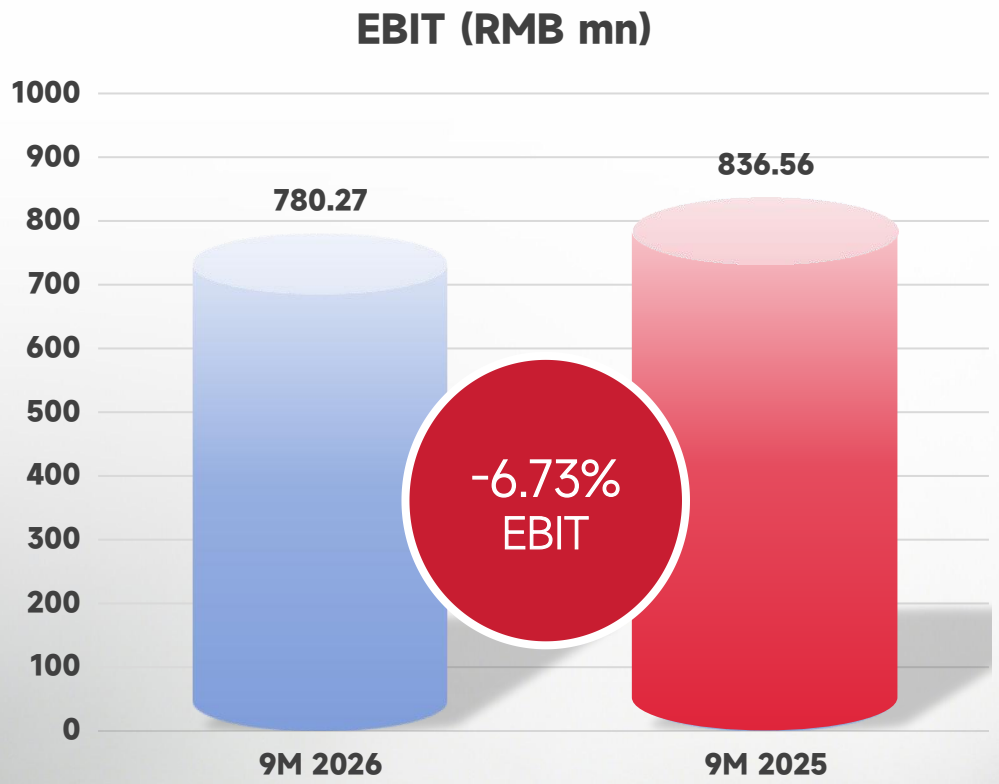




Core Performance

-6.73%

EBIT

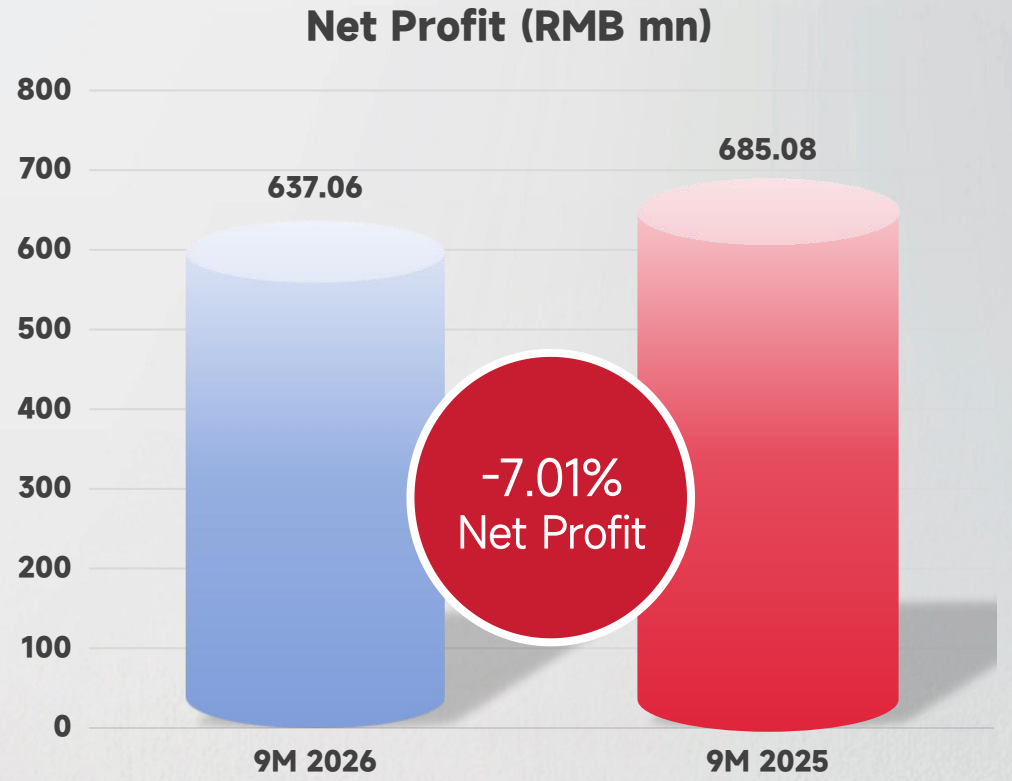




Core Performance

-7.01%

Net Profit







EP Group
Annual Comparison In RMB Million

EP Group	9M 2026	9M 2025	YoY Change
Revenue (RMB mn)	6,146.83	5,243.13	17.24%
Operating Profit (RMB mn)	786.60	838.44	-6.18%
EBIT (RMB mn)	780.27	836.56	-6.73%
Net Profit (RMB mn)	637.06	685.08	-7.01%
NI Margin (%)	10.36	13.07	Decreased by 2.70pp
EBIT Margin (%)	12.69	15.96	Decreased by 3.26pp
EPS	1.59	1.71	-7.02%
Weighted Average ROE (%)	11.28	13.59	Decreased by 2.31pp

Strategic & 2026 Outlook

On Track for 2026.

Green Leadership

Spearhead the industry's green transition.
Accelerate the "IC-to-Li-ion" substitution.
Scale up remanufacturing operations.

Digital Implementation

Leverage DAS factory digitalization.
Deepen AI commercialization and digital twin applications.
Pivot from traditional "material handling" to "material moving".

Intelligent Upgrade

Deliver a tri-fold "Product, Model, and System" solution.
Drive the comprehensive upgrade of industrial logistics toward Industry 4.0.

Global Expansion

Accelerate the expansion of global channels and service networks.
Fortify the "Global Operation, Local Management" framework.





Investor Contact

Zhejiang E-P Equipment Co., Ltd.

Address: Xiaquan Village, Lingfeng Street,
Anji County, Huzhou City, Zhejiang Province

Tel: 0572-5333958 **Fax:** 0572-5333958 **Email:** epir@ep-ep.com

Disclaimer

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These risks include, but are not limited to, changes in the global economic environment, the impact of geopolitical conflicts, natural disasters, pandemics and other force majeure events, debt-related issues, developments in the material handling industry, supply chain constraints, fluctuations in the availability and pricing of energy and raw materials, demand trends in key markets, competitive dynamics, changes in regulatory frameworks, currency and interest rate movements, as well as the outcome of pending or future legal proceedings.

Should one or more of these risks, uncertainties, or unknown factors materialize, or should the underlying assumptions prove incorrect, actual results may differ materially from those expressed or implied by these forward-looking statements.The Company undertakes no obligation to update or revise any forward-looking statements, except as required by applicable capital markets regulations. No responsibility is assumed for the accuracy of forward-looking statements.

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