

Presentation to Investors

April 25, 2013, interim report as of March 31, 2013



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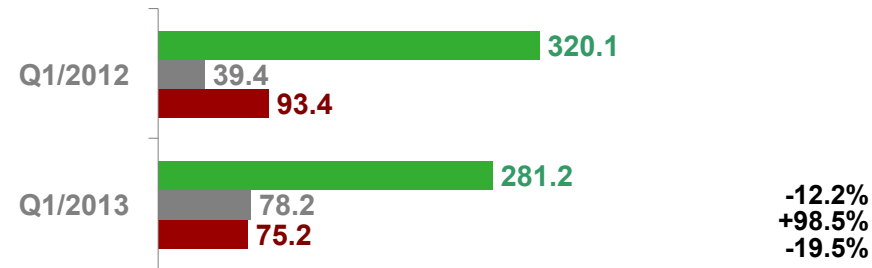
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Vossloh Group, Q1/2013

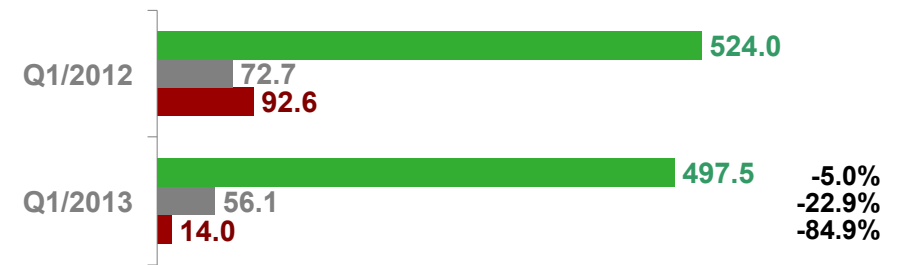
As expected, order intake at €253 million below high year-earlier level, order backlog remaining at a tall €1,533 million

Order backlog, sales and order intake by business unit (€ million)

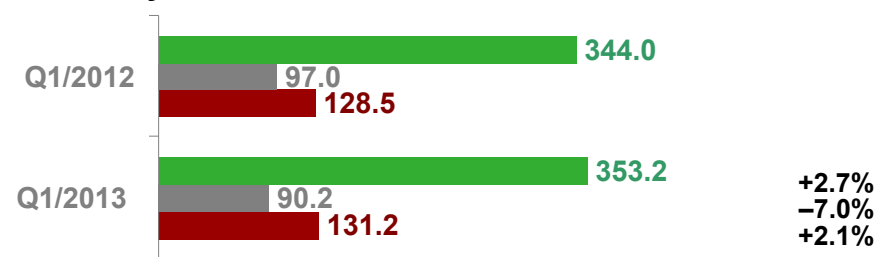
Fastening Systems



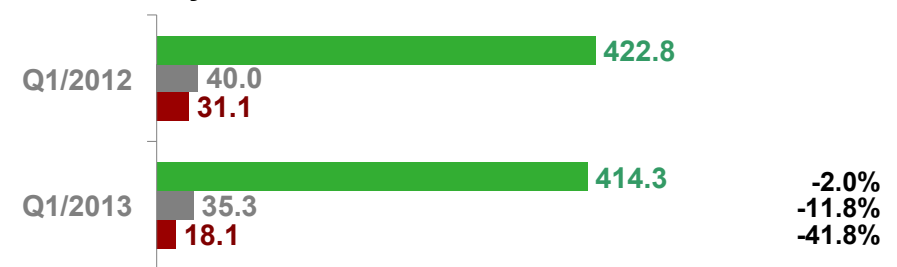
Transportation Systems



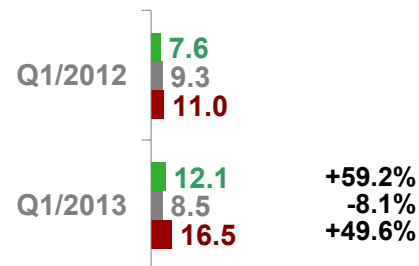
Switch Systems



Electrical Systems



Rail Services



Order backlog Sales Order intake

Vossloh Group, Q1/2013

Sales rising by over 4%, EBIT at €9.7 million inching down year-on-year

- **Vossloh Group with a weak business start in 2013, as expected:** incremental sales solely generated by the Rail Infrastructure division where sales by the Fastening Systems business unit virtually doubled; the Group's EBIT remained slightly below the year earlier's
- **Rail Infrastructure division boosting its sales**, benefiting from Vossloh Fastening Systems; **Transportation division reporting sales downturn** at both business units
- **EBIT margin and ROCE** slightly receding year-on-year



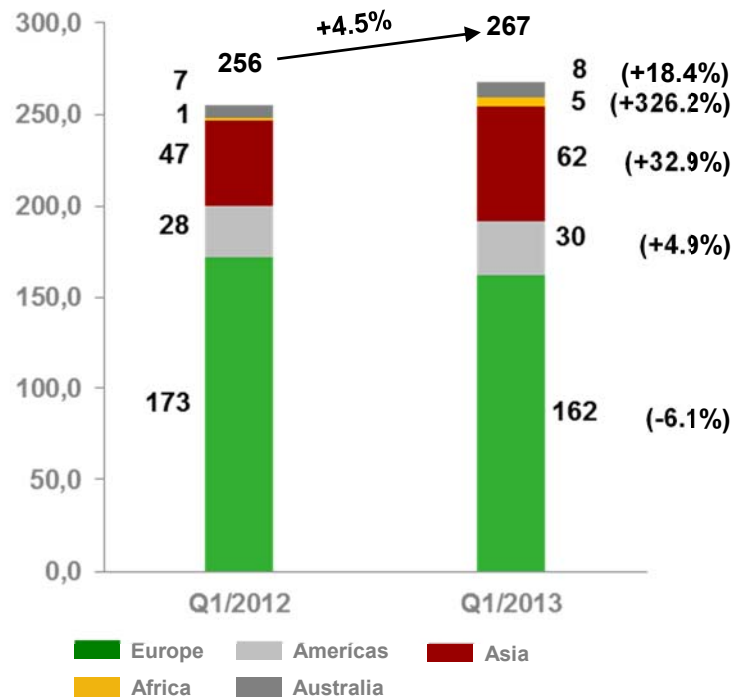
	Q1/2012	Q1/2013	Δ in %
Sales (€ million)	255.7	267.2	+4.5
EBIT (€ million)	10.2	9.7	-4.7
EBIT margin (%)	4.0	3.6	–
Group earnings (€ million)	4.2	2.0	-53.8
ROCE (%)	4.9 [5.0]*	4.4	–
Value added (€ million)	(10.7) [(10.1)]*	(8.8)	–
Earnings per share (€)	0.35	0.16	-53.8
Average headcount	5,013	5,149	+2.7

* Since fiscal 2013, certain obligations to employees (vacation not yet taken; profit-share/bonus payments; employee flexitime accounts; termination benefits or indemnities) are according to IAS 37 no longer accrued but recognized as other liabilities. For interperiod comparability, the resulting effects on working capital have been reflected in the year-earlier comparatives.

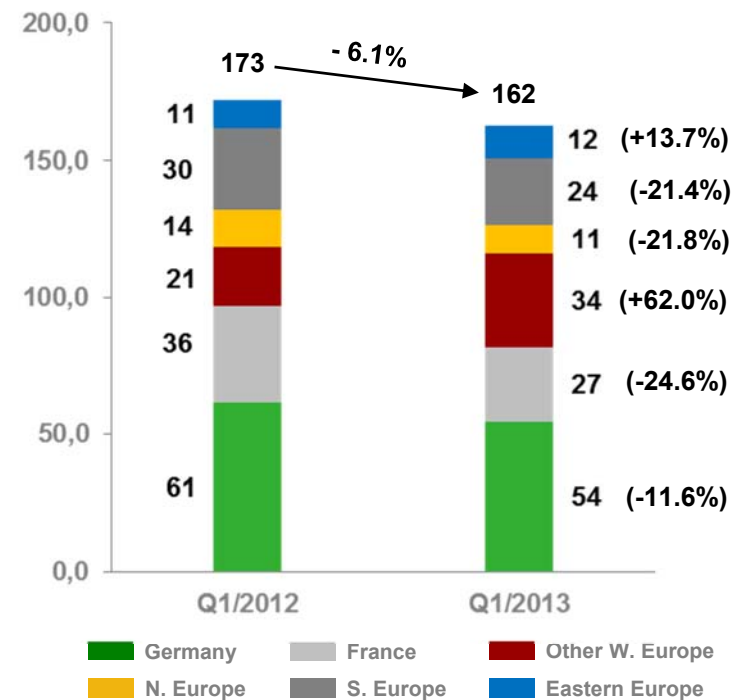
Vossloh Group, Q1/2013

Shrinking sales in Europe due to sluggish business at the Transportation division; Asia and Americas presenting sales uptrend

Sales trend worldwide (€ million)



Sales trend in Europe (€ million)

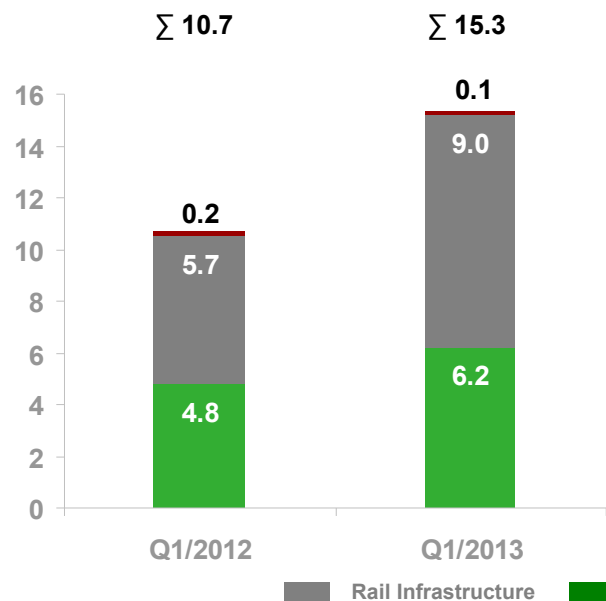


- Sales downturn in **Europe** mainly due to slack Transportation business (operating focus on Germany and France)
- Sales in the **UK**, in **Switzerland**, **Russia** and **Bulgaria** increasing
- Sales down in Southern Europe (mainly **Spain**) and Northern Europe (**Sweden** and **Denmark**)
- Share of **non-European** sales up to **39.3%** of the total (up from 32.4%)

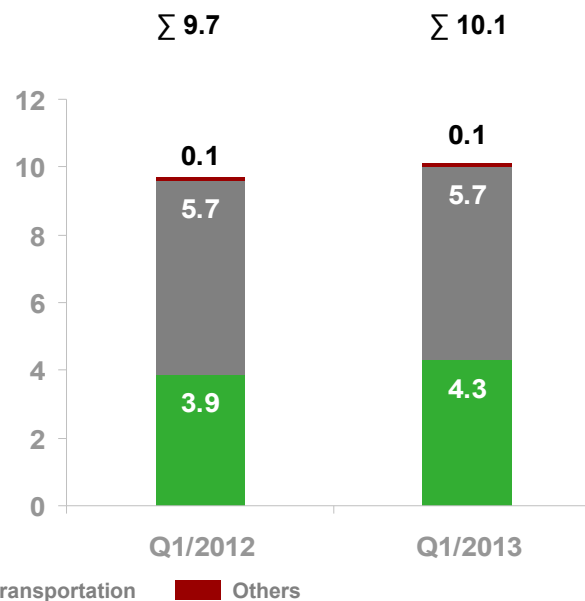
Vossloh Group, Q1/2013

Year-on-year significantly higher capex volume at both divisions

Capital expenditures (€ million)



Amortization/depreciation (€ million)



€ million	Q1/2012	Q1/2013	Δ in %
Group			
Capex	10.7	15.3	+42.8
Amort./deprec.	9.7	10.1	+4.0
Rail Infrastructure			
Capex	5.7	9.0	+58.7
Amort./deprec.	5.7	5.7	+/-0.0
Transportation			
Capex	4.8	6.2	+28.9
Amort./deprec.	3.9	4.3	+9.5

- Capital expenditures by the **Vossloh Group** considerably upscaled year-on-year to a level in line with the 2013 capex budget
- **Rail Infrastructure:** Lion's share of €5.1 million spent by Vossloh Rail Services (focus on mobile milling and mobile welding machines); capex volume of Vossloh Fastening Systems (€0.6 million) and Vossloh Switch Systems (€3.3 million) virtually unchanged (numerous individual projects)
- **Transportation:** Major capex portion and steepest rise at Vossloh Electrical Systems at €3.4 million (focus on a new test bay for the pending large projects, also together with Vossloh Transportation Systems); capex by Vossloh Transportation Systems at €2.6 million (emphasis on new locomotive families as well as on EUROLIGHT, EURO 3000 and Tralink projects)

Vossloh Group, Q1/2013

Freely available cash flow in Q1/2013 clearly in the red after working capital surge

- **Gross cash flow** just below year-earlier level
- **Cash flow from operating activities** negative in the wake of surging working capital
- **Freely available cash flow** hence likewise clearly in the red

Cash flow analysis (€ million)	Q1/2012	Q1/2013
EBIT	10.2	9.7
Amortization/depreciation/write-down of noncurrent assets (net after write-up)	9.8	11.5
Change in noncurrent accruals	0.6	(2.7)
Gross cash flow	20.6	18.5
Net book gain/loss from the disposal of tangibles/intangibles	0.0	0.0
Change in working capital	40.7	(87.0)
Noncash change in shares in associated affiliates, other noncash income/expenses (net), change in other assets/liabilities	(1.9)	4.2
Income taxes paid	(2.8)	(4.6)
Cash flow from operating activities	56.6	(68.9)
Cash outflow for additions to tangibles/intangibles	(10.7)	(15.3)
Freely available cash flow*	45.9	(84.2)

* Before investments in other noncurrent financial instruments and before acquisitions, disposal of consolidated subsidiaries and dividend payout

Vossloh Group, Q1/2013

Closing working capital surging, capital employed likewise up year-on-year, net financial debt also hiking up

- **Total assets** up year-on-year
- **Total equity** remaining above €500 million, at the level of December 31, 2012
- **Closing working capital climbing** as trade receivables and inventories swell
- **Closing capital employed** at March 31, 2013, clearly up year-on-year due to higher working capital and fixed assets



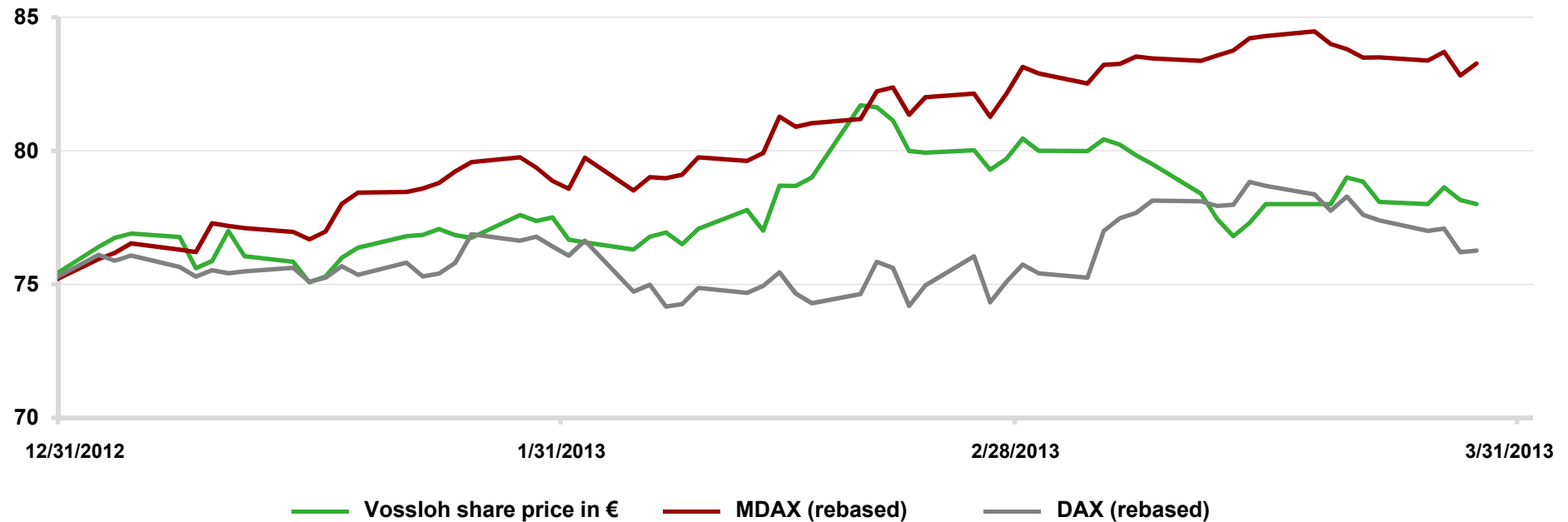
	3/31/2012	3/31/2013	Δ in %
Total assets (€ million)	1,510.4	1,621.5	+7.4
Total equity (€ million)	486.1	513.7	+5.7
Equity ratio (%)	32.2	31.7	–
Average working capital (€ million)	210.9 [183.7]*	201.8	-4.3
Average working capital intensity (%)	20.6 [18.0]*	18.9	–
Closing working capital (€ million)	187.8 [159.2]*	251.0	+33.6
Closing working capital intensity (%)	18.4 [15.6]*	23.5	–
Average capital employed (€ million)	836.2 [809.0]*	872.1	+4.3
Closing capital employed (€ million)	812.5 [783.9]*	925.6	+13.9
Net financial debt (€ million)	191.5	295.8	–
Net leverage (%)	39.4	57.6	–

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Vossloh Group, Q1/2013

Vossloh stock underperforming overall market; given the downsized free float, quoted within the SDAX since March 18, 2013

Vossloh stock price trend from January 1 to March 31, 2013



Market capitalization as of March 31, 2013:	€936 million			
Closing price at March 28, 2013:	€78.00			
Performance in Q1/2013:	DAX: +2.4%	MDAX: +11.8%	SDAX: +8.5%	Vossloh: +4.7%

Rail Infrastructure division, Q1/2013

Division sales surging after Vossloh Fastening Systems revenue doubles; EBIT and EBIT margin significantly outgrowing year-earlier levels

- **Sales** rise supported by **Vossloh Fastening Systems**: this business unit virtually doubled sales after shipments in China had been resumed
- Sales downturn at the **Switch Systems** and **Rail Services** business units
- **EBIT and EBIT margin** considerably improved, thanks to Vossloh Fastening Systems
- **Capital employed** mounting in the wake of increases in working capital and fixed assets due to brisk sales
- **ROCE** at 7.5% clearly up year-on-year; **negative value added** significantly improved



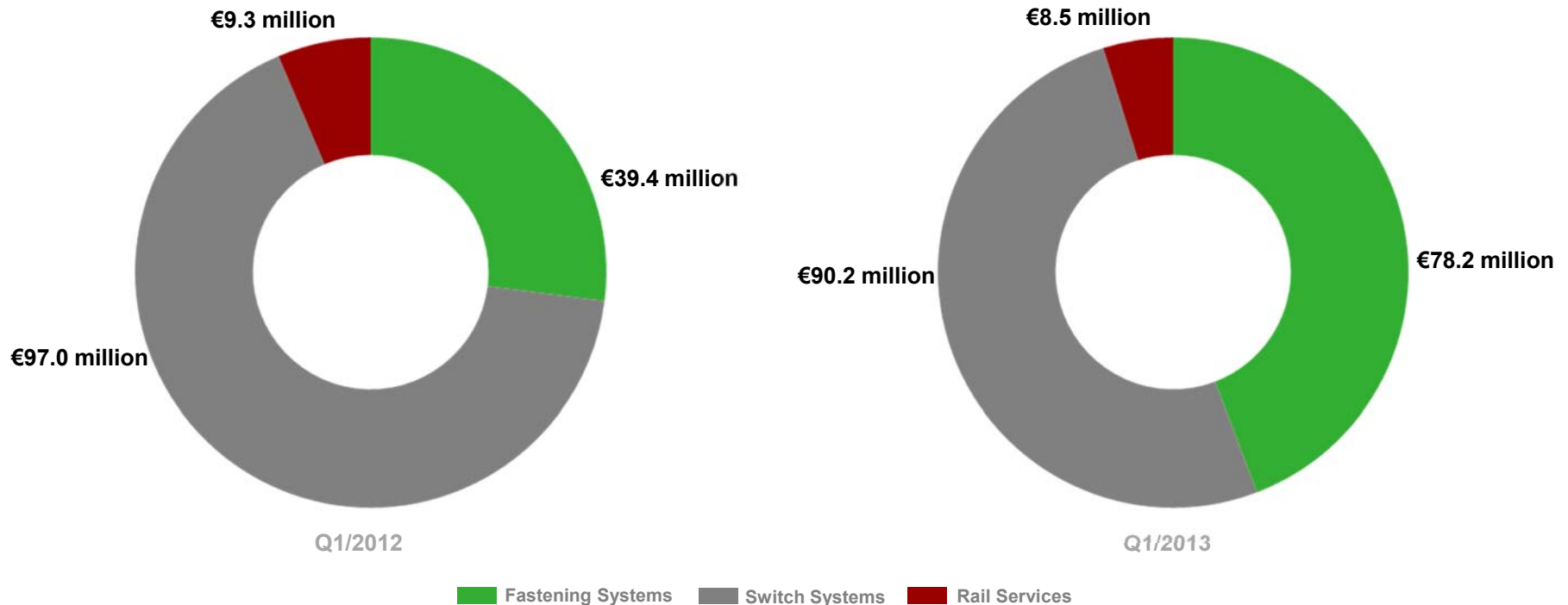
	Q1/2012	Q1/2013	Δ in %
Sales (€ million)	145.2	176.6	+21.6
EBIT (€ million)	7.9	13.6	+71.7
EBIT margin (%)	5.5	7.7	–
Average working capital (€ million)	242.3 [226.4]*	253.9	+4.8
Average capital employed (€ million)	696.4 [680.5]*	729.5	+4.7
Closing capital employed (€ million)	692.4 [674.8]*	763.4	+10.3
ROCE (%)	4.6 [4.7]*	7.5	–
Value added (€ million)	(9.5) [(9.1)]*	(1.9)	–

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Rail Infrastructure division, Q1/2013

Vossloh Fastening Systems doubling sales, outcompensating downswing at Vossloh Switch Systems and Vossloh Rail Services

Sales trend by business unit



- **Vossloh Fastening Systems** virtually doubles sales, essentially driven by shipments resumed in China
- **Vossloh Switch Systems** showing 7.0% sales drop from high year-earlier baseline due to Iraq contract; sales down in France
- **Vossloh Rail Services** again suffering from poor demand for rail welding and logistics; revenue 8.1% down year-on-year

Transportation division, Q1/2013

Sales shrinking, order backlog continuing very tall

- **Sales slide** at both business units and all locations, caused by project delays and sluggish order activity
- **EBIT and EBIT margin** clearly down year-on-year due to lower workload and to the considerable upstream costs for projects which will translate into sales as the year proceeds
- **ROCE** appreciably lower on account of the reduced EBIT
- **Value added in the red** at €1.8 million



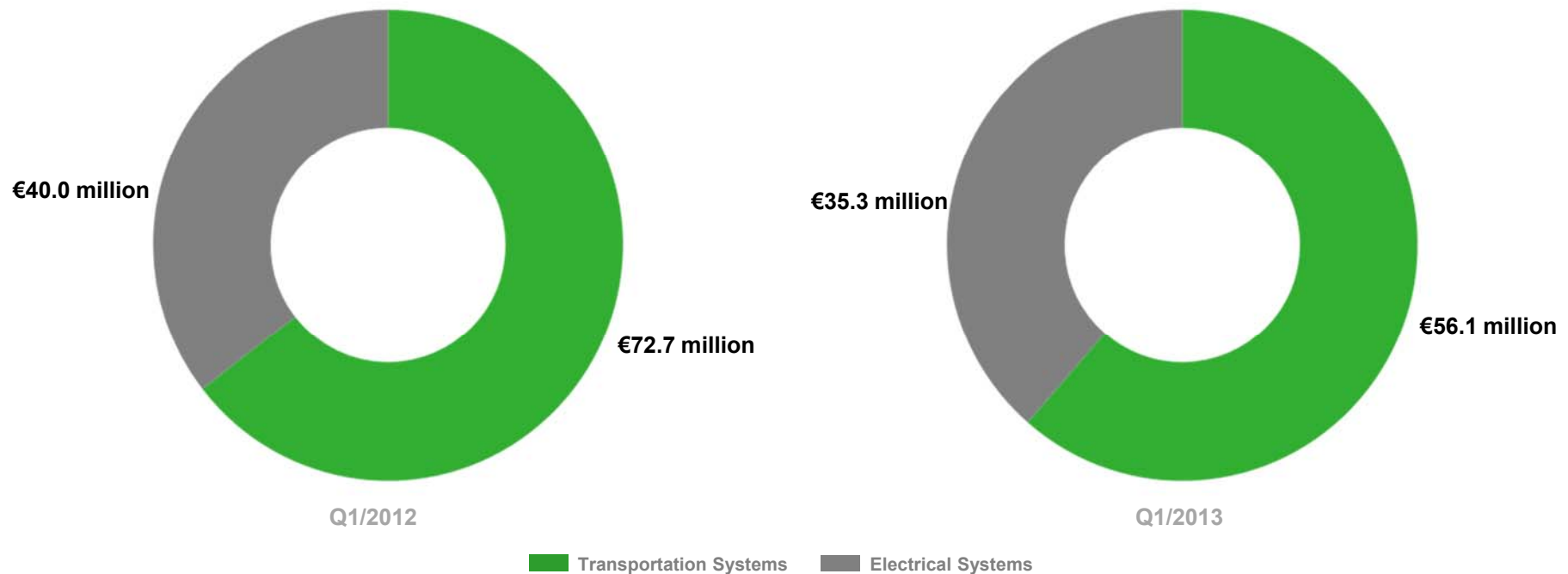
	Q1/2012	Q1/2013	Δ in %
Sales (€ million)	110.5	90.6	-18.0
EBIT (€ million)	7.5	1.0	-86.0
EBIT margin (%)	6.8	1.2	—
Average working capital (€ million)	(26.1) [(35.1)]*	(48.4)	+85.6
Average capital employed (€ million)	133.7 [124.6]*	133.5	-0.1
Closing capital employed (€ million)	115.8 [107.2]*	153.9	+32.8
ROCE (%)	22.4 [24.0]*	3.1	—
Value added (€ million)	4.2 [4.4]*	(1.8)	—

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Transportation division, Q1/2013

Sales slide at both business units

Sales trend by business unit



- **Vossloh Transportation Systems** reporting a 22.9% sales drop; both locations (Kiel and Valencia) affected due to poor order intake; revenue from large projects to be generated increasingly as the year 2013 advances
 - **Vossloh Locomotives:** 28.1% sales dip to €22.1 million (down from €30.7 million)
 - **Vossloh Rail Vehicles:** 18.9% sales drop to €34.0 million (down from €42.0 million)
- **Vossloh Electrical Systems** showing sales reduced by 11.8% to €35.3 million (down from €40.0 million)

Vossloh Group, prospects 2013

Sales rise of 5% to 10% budgeted, EBIT envisaged at about the 2012 level despite ongoing fierce competition

- **Expected sales uptrend** endorsed by the Vossloh Group's continuing tall order backlog of €1.5+ billion
- **Rail Infrastructure division:** added growth momentum through further internationalization; improved cost structures to strengthen market position
- **Transportation division:** sound order basis to boost sales and offer growth prospects even beyond 2013
- Significant sales rise expected for **Germany, UK, and France**
- Outside of Europe, the **Americas** (mainly **Brazil**) are believed to generate strong sales growth in absolute terms
- The **Vossloh Group** envisages for **2013** an EBIT at about the prior-year level despite the ever fiercer competition



	2012	2013p*
Sales (€ million)	1,243.0	+5%–10%
EBIT margin (%)	7.8	6%–8%
Average working capital (€ million)	180.3	+>10%
Capital expenditures (€ million)	61.1	rising
Average capital employed (€ million)	821.0	+10%
ROCE (%)	11.9	9%–12%
Value added (€ million)	15.4	positive

* based on the 2012 data published in the annual report 2012

Financial diary and contacts

— Financial diary

- May 29, 2013 Annual General Meeting
- July 25, 2013 Publication of interim report as of June 30, 2013¹
- October 30, 2013 Publication of interim report as of September 30, 2013¹

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¹ Conference call with financial analysts planned