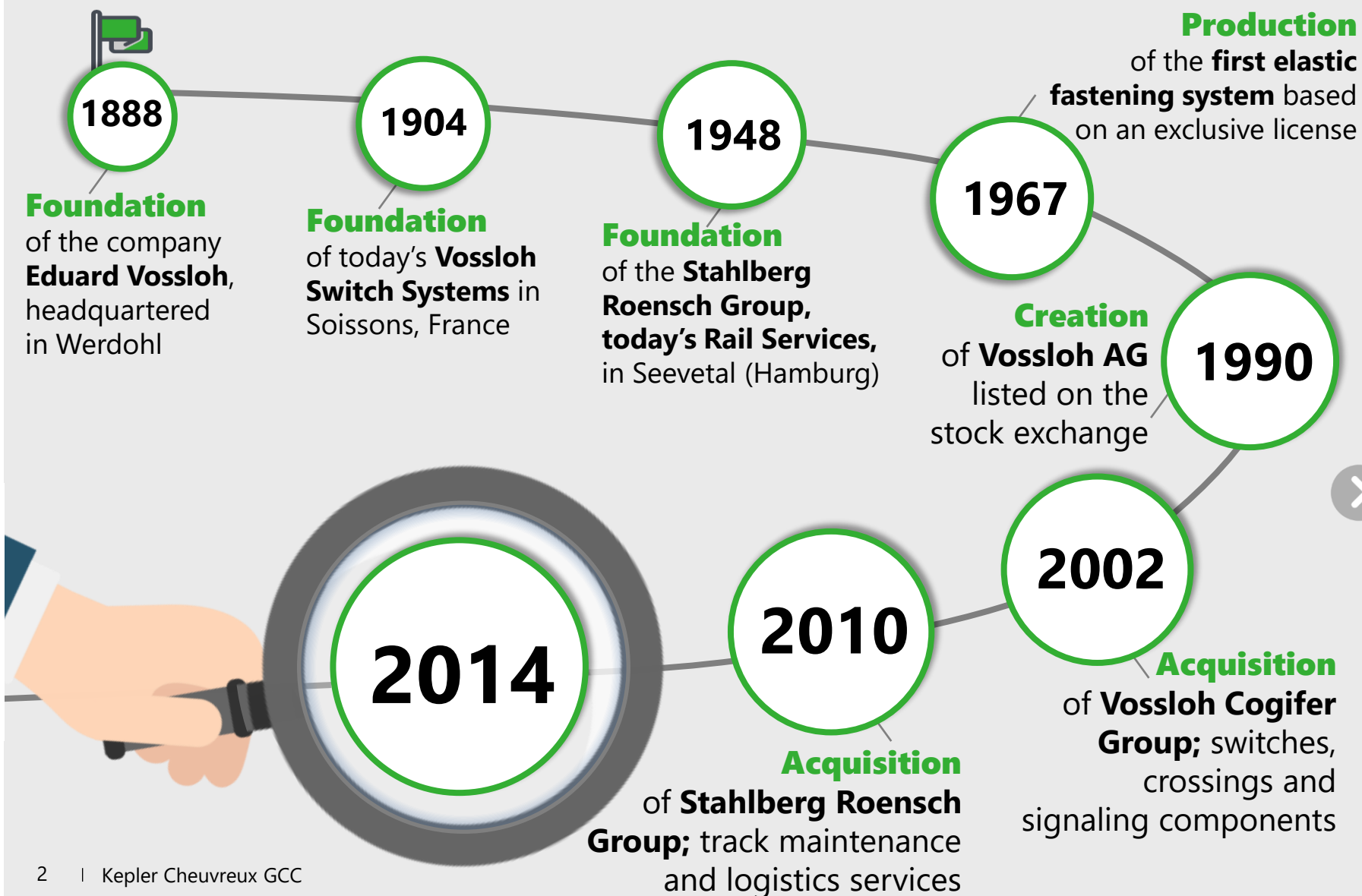




PRESENTATION VOSSLOH
KEPLER CHEUVREUX GCC 2022

JANUARY 18


VOSSLOH'S HERITAGE SNAPSHOT – 2014 REPOSITIONING



2014 at a Glance

-  **Very weak market position in the Rolling Stock Units** dealing with capital intensive businesses
-  **New board assumes operations** replacing previous management team

> 250 M€
in one-time effects

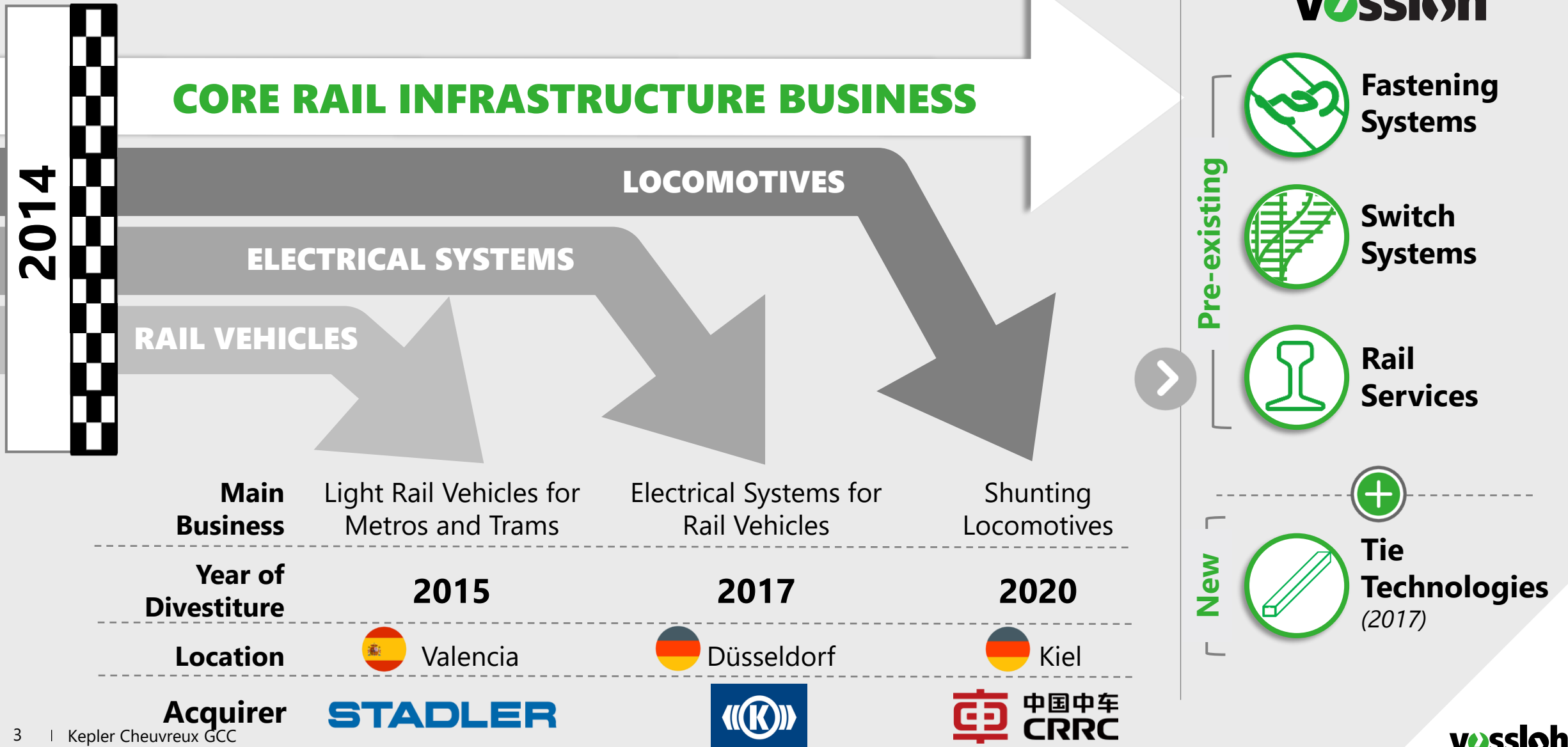
-  **Complete refinancing** incl. sale of treasury shares and replacing USPP structure

-  **Decision to reposition Vossloh** as a pure play **Railway Infrastructure Provider**



"ONE VOSSLOH"

REPOSITIONING COMPLETED IN 2020 AFTER A COMBINATION OF ACQUISITIONS AND DIVESTITURES



VOSSLOH COVERS THE FULL RAIL TRACK WITH A LEADING-EDGE PORTFOLIO IN PRODUCTS AND SERVICES



Rail Services



Switches & Crossings



Concrete Sleepers



Fastening Systems

FASTENING SYSTEMS



Product Purpose

/ The fastening system connects the rail to the superstructure, restraining the rail movement and accommodating stresses through adequate elasticity. The fastening system also provides electrical insulation to the rail



Necessary Features

- ✓ Axle load: from Tramways to Heavy Haul
- ✓ Speed: from Regional to High Speed
- ✓ Noise and vibration reduction
- ✓ Provide electric insulation
- ✓ Ability to comply with the most demanding technical specifications both in slab and ballasted tracks



Vossloh Facts

+1 Billion

Clamps already produced by Vossloh in Werdohl

50 Million

Clamps manufactured per year at Vossloh

70% of tracks

In Europe use Vossloh-Type

72 patents

Currently in place

+85 Countries

Supplied w/ Vossloh



CONCRETE SLEEPERS



Product Purpose

/ The concrete sleepers are an integral part of the track superstructure. They support the rails and distribute forces originated from the passage of rolling stock and the rail deformation caused by temperature effects



Necessary Features

- ✓ Design to load specification: light rail, commuter and heavy-haul traffic
- ✓ Rigorous quality standards must be achieved (e.g. ISO 9001/AAR M1003)
- ✓ Design production to account for different fastening system types
- ✓ Comply with strict product properties and geometric tolerances



Vossloh Facts

+32 Million

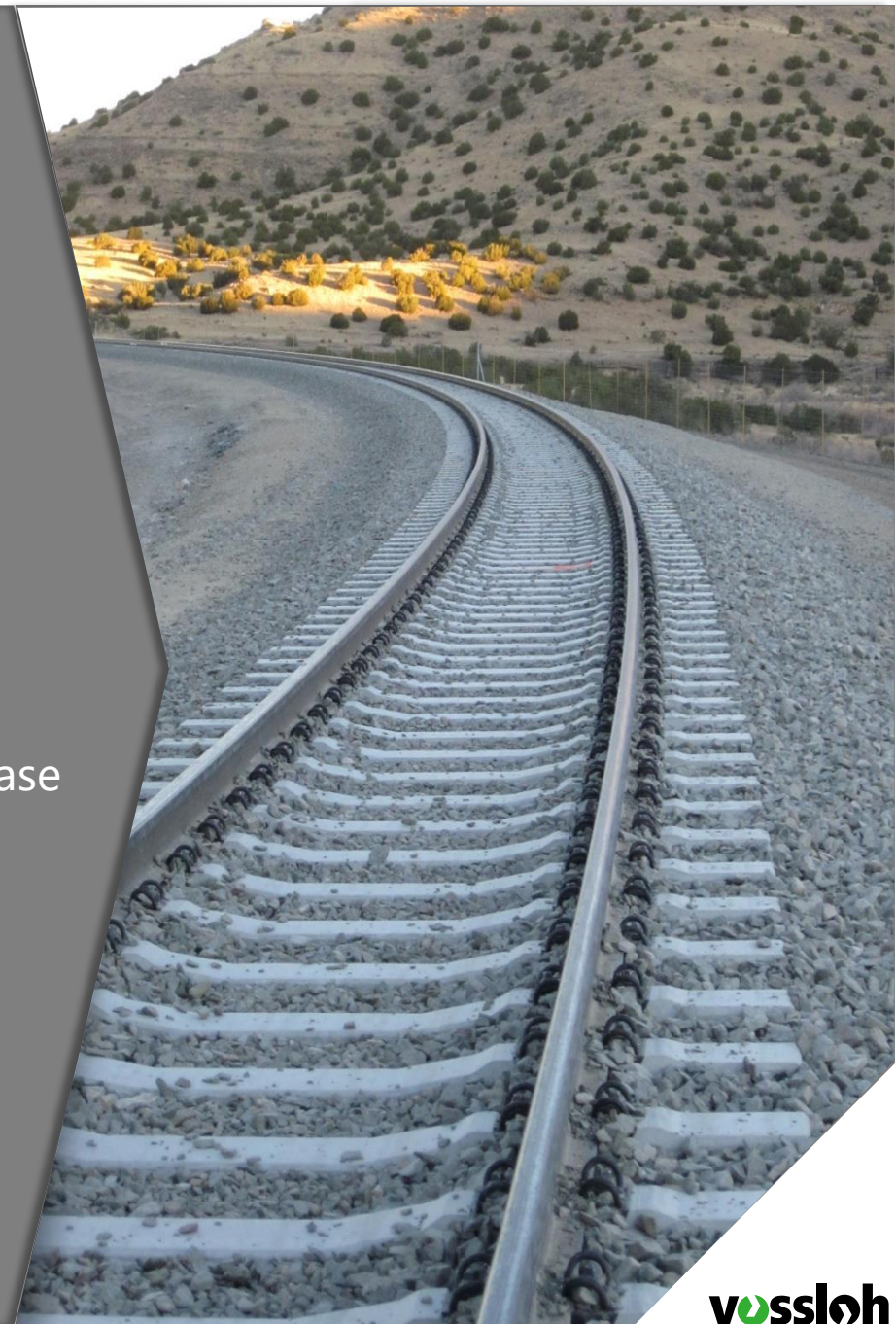
Sleepers successfully installed

70% of USA's

Concrete tie installed base

+1,7 Million

Concrete sleepers produced per year



SWITCHES & CROSSINGS

Product Purpose

/ The turnout is a mechanical assembly enabling trains to be guided from one track to another in a safe manner. It also comprises motors and rods to allow the movement and locking of the tongue rails

Necessary Features

- ✓ Tailor-made solutions to fit unique needs for every switch
- ✓ Operate at the highest speeds in optimal comfort and safety
- ✓ Designed to reduced maintenance time (*e.g. complete switch replacement in 8h*)
- ✓ Operations from -50°C to $+58^{\circ}\text{C}$

Vossloh Facts

4,000 Turnouts
12,000 Forged tongues
9,500 Monobloc crossing per year

560 km/h: record speed reached on a turnout

~80 countries delivered

from 9m up to 250m length
(tram to high speed)



RAIL SERVICES



General Characteristics

- / Rail Services encompasses all services to preserve the rail infrastructure and keep it safe and effective over the long term incl. inspection, maintenance and preventive care
- / Rail Services also relate to track supply, covering the whole lifecycle from rail commissioning, welding, just-in-time delivery on track, installation and recycling



Necessary Features

- ✓ High machine availability to cover a broad range of service demands
- ✓ Large service portfolio necessary to allow flexible best in practice offers
- ✓ Regional rail welding facilities to handle and cover local demands
- ✓ Reliable logistics fleet to guarantee functionality and delivery quality



Vossloh Facts

>120,000 km

of grinded rails by HSG in the past 10 years

>1,000 turnouts

maintained annually

75% of new rails in

Germany delivered by Vossloh

active in **15 countries**

on 3 continents

520 wagons

largest private fleet for rail transportation in Europe

Transportation of up to

360 m long rails



VOSSLOH PROVIDES AN UNIQUE HARDWARE & SERVICE PORTFOLIO WORLDWIDE

Unique & holistic hardware know-how



Broad variety of service offerings



- ✓ Vossloh combines a **comprehensive hardware portfolio** covering **all relevant rail tracks** with **global presence**
- ✓ Vossloh's **engineering skills** and **customer proximity** are considered **world class** by customers which makes Vossloh an attractive partner
- ✓ Holistic hardware know-how provides **comprehensive understanding of the rail track as a system** enabling Vossloh to increase customer value

- ✓ Vossloh has a **wide-ranging portfolio of service offerings** covering track supply and maintenance
- ✓ Vossloh's maintenance portfolio comprises **corrective as well as preventive services** including its **unique HSG technology**
- ✓ Vossloh possesses the **perfect starting base** for the expected shift to **condition based and predictive maintenance**

GLOBAL TRENDS PUSHING FOR INCREASED RAIL PARTICIPATION

177 Bn€

Yearly Rail Investments*



+2.3% CAGR

Expected Annual Growth
through 2023/2025*



Population Growth

The global population will increase from a population of 7.8 billion in 2020 to 11.2 billion by the end of the century, resulting in increased transportation needs for people and goods



Urbanization

While today only 55% of humans live in cities, it is expected that in 2050 up to 68% of the then 9.7 billion humans will live in urban areas requiring mass transit systems (metros & trams)



Sustainability

When it comes to environmentally-friendly travel, rail is the winner. The reduction of the carbon footprint of transport requires a significant shift to rail mobility



Market Globalization

Trend to increased international trade volumes creates the need for more efficient goods transportation on a global scale (long term COVID-19 effect on supply chains yet to be identified)



Digitalization

Digitalization with IoT, AI, big data & data analytics not only impact society, working environment and business operat., but will also heavily influence the rail industry with a view on trains, infrastructure and processes

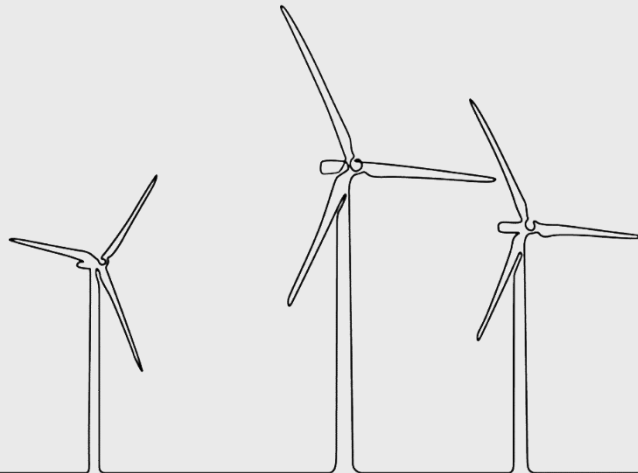
RAILWAYS AS MAJOR CONTRIBUTORS TO REDUCE CARBON EMISSIONS

Given the fact that sustainability and the climate emergency occupy a top position on the political agenda, there have been growing concerns over the carbon footprint of transportation

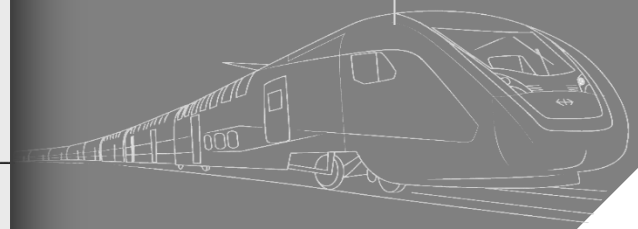
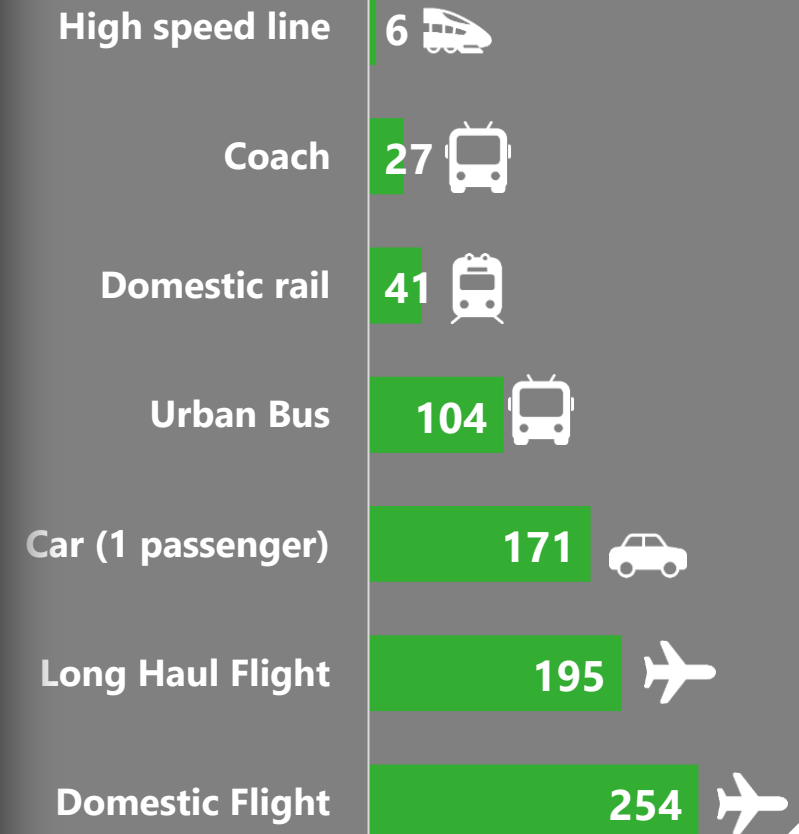
Today rail mobility represents 8% of transportation but 2% in energy use. And it will play a major role in reducing greenhouse gas emissions as it is the most efficient and lowest emitting modes of transport.

From local municipalities to the federal governments, the Political will is pushing for a shift of both freight and passengers from road and air to rail and creates business opportunities

VOSSLOH HAS THE OPPORTUNITY TO PLAY A KEY ROLE IN ENABLING GREEN MOBILITY



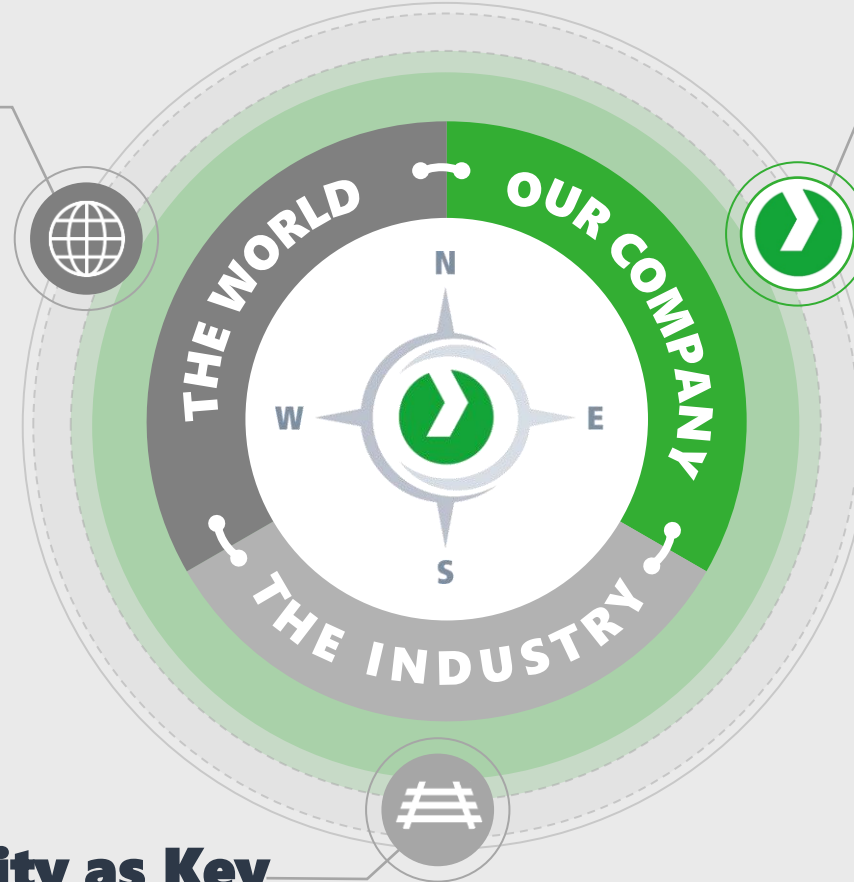
Greenhouse Gases Emission (g) per Passenger per Km Travelled *



THE STRATEGY'S FUNDAMENT: VOSSLOH IS PERFECTLY POSITIONED TO MAKE USE OF THE TRENDS TO RAIL AND TRACK AVAILABILITY

Shift to Rail

Global megatrends will provide **strong tailwind for rail** as mode of transportation in the coming decades. Population growth, urbanization and globalization create **need for more transportation**. On top, sustainability favors **clean modes of transportation**



Unique position

Vossloh has a **unique comprehensive portfolio** of products and services, providing the **understanding of the rail track as a system**. Combined with its **global market presence and customer access**, Vossloh has the perfect starting position to successfully implement **solutions for higher track availability**

Track Availability as Key

The network expansion cannot keep up with this growth. A substantial **increase of rail traffic on existing infrastructure** will be required, enabled by modern train control systems. With

growing traffic density **track availability becomes a key success factor** for rail networks

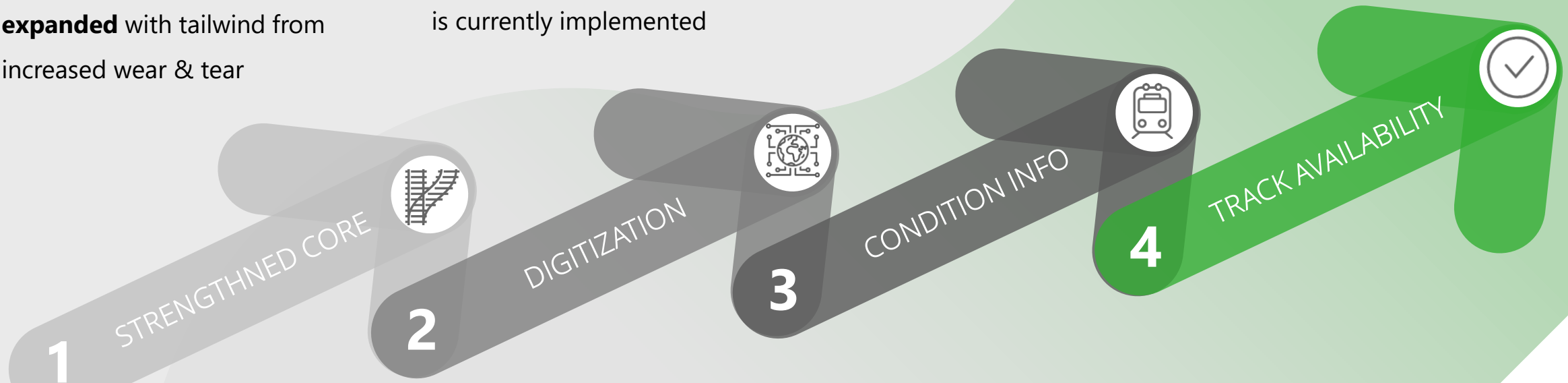
THE STRATEGIC DIRECTION: VOSSLOH ENABLES TRACK AVAILABILITY VIA PRODUCTS & SMART MAINTENANCE SOLUTIONS

Making products more **durable, reliable and with improved life-cycle-costs** is our core competence. This core will be **continued, strengthened and expanded** with tailwind from increased wear & tear

The ability to **process large amounts of data** collected by sensors in real time and evaluate them using **artificial intelligence and analytics** will **disrupt rail maintenance** as it is currently implemented

Rail track **condition information in real time** enables transition from experience- and period-based to **condition-based and perspectively predictive maintenance**

Condition-based and predictive maintenance will fulfil operators demand for **higher track availability** and opens huge **efficiency potentials** for maintenance execution and improved life-cycle-costs



THE STRATEGY IN PRACTICE: FROM DATA COLLECTION TO SMART SERVICES AND IMPROVED PRODUCTS



Vossloh as fully integrated, leading global solutions provider for rail infrastructure



Step-by-step Vossloh builds up a modular set of smart maintenance solutions partnering with its customers



Vossloh **collects condition data** both **stationary and mobile** using the company's **own service vehicles fleet**



Both **data sets are complementary** allowing a **holistic understanding** of the track infrastructure



Understanding of the rail infrastructure as a system enables Vossloh to **extract relevant condition information**



Vossloh provides customers not only with recommendations but **executes the maintenance services** (one-stop-shop)



Track condition findings improve product development



Data collection will allow **improved products targeting customer's data proven pain points** to differentiate against competition

OUR CORPORATE STRATEGY IMPERATIVES



Win the Commodity Game

- / Maintain and/or regain **cost leadership**
- / **Volume increase** via selective **sales push**
- / **Broaden product portfolio**
- / Differentiation via **selective innovation**



Develop the Service Business to the Digital Era

- / Strengthen the **conventional service business**
- / Develop the **smart maintenance market**



Improve Organization, Processes and Capabilities

- / **Commercial excellence & sales approach**
- / Improve **digital set-up & capabilities**
- / Groupwide **efficiency program**
- / **Leadership excellence**
- / **Sustainability strategy**



Win the Commodity Game

...TO REGAIN MARKET STRENGTH & PROFITABILITY



Fit for purpose to tackle commoditization

We acknowledge the commoditization trend undergoing on part of the portfolio; therefore we need to improve our cost structure to answer the escalating price competition



Selective sales push for volume

With a well-directed sales push into promising markets we must get more critical mass to outrun the commoditization race



Broaden portfolio, foster cross selling

Strategically expand our portfolio to increase cross selling opportunities and to further complete holistic rail track understanding and solutions offering



Differentiation via selective innovation

Focused R&D efforts on customer pain points provide competitive differentiation and generate customer satisfaction

...TO TAP NEW REVENUE STREAMS & EXPAND CUSTOMER VALUE-ADDED



Vossloh as a rail maintenance partner

A broad array of services allows the realization of lasting partnerships, where we offer our customers relief from maintenance and enable them to focus on their core business



Enabling predictive maintenance for the rail track

Our expertise combination around hardware and services is the perfect base to utilize new digital and analytics technologies to develop condition based and predictive maintenance concepts



Meet customer demand for track availability

An upgraded, more intelligent service offering will meet customer needs for more efficient maintenance on higher utilized tracks



From product design to lifecycle maintenance

Maintaining our own hardware provides us with the ability to optimize products and maintenance protocols enabling us to differentiate and upvalue from a components supplier to a provider of uptime



**Develop the
Service
Business to
the Digital
Era**



Improve Organization, Processes and Capabilities

...TO DEVELOP AN EFFICIENT ORGANIZATION FIT FOR PURPOSE



Commercial Excellence

Becoming better in making money via an improved sales set-up & approach with increased customer intimacy



Digital Set-up and Capabilities

Mastering the digital disruption is key for future customer solutions as well as digitized internal processes



Groupwide Efficiency Program

Lifting of efficiency potentials and cost consciousness culture will improve both competitiveness and financial performance



Leadership Excellence

Strengthened Vossloh culture via leadership competencies, improved feedback mechanism and top talent retention



Sustainability

Increased resource efficiency will make us more competitive and serves our responsible role with our stakeholders

SUSTAINABILITY PROGRAM

Why it matters to Vossloh?



- / Sustainability is a fully integrated part of Vossloh's strategy and business operations, long-term growth and profitability with simultaneous positive effects on society and the environment are targeted
- / Guiding principle: **Vossloh – enabling green mobility**
- / Vossloh not only enables green mobility but also wants to make a contribution as a good corporate citizen



Key objectives

- / Positive impact on the environment and society
- / Address stakeholder needs
- / Differentiation from the competition
- / Compliance with legal requirements
- / Increasing employer attractiveness
- / Increase profitability



Very good sustainability ratings

- / Vossloh's sustainability activities are regularly assessed by various international rating agencies
- / The renowned sustainability rating agency ISS-ESG has awarded Vossloh its "Prime Status" for years now
- / International rating agency MSCI ESG Research rates Vossloh's sustainability performance with an AA (on a scale from AAA to CCC)



Member of the UN Global Compact



72 % of employees employed at ISO 14001 certified units



Climate neutral in Europe by 2030



Central function for sustainability installed



CO2 intensity reduced by 10% between 2017 and 2019

GUIDANCE 2021 AND MID-TERM AMBITIONS

Guidance 2021

2020		2021E
€870 million	Sales revenues	€900 to 950 million
Operational Profitability:		
6.6 %*	EBIT margin	7.0 to 8.0 %
12.4 %*	EBITDA margin	13.0 to 14.0 %

Mid-term Ambitions

Sales increase

4 – 5 % p.a. on average; well above average market growth expected in relevant market studies

Profitability improvement

mid-term double-digit EBIT margins for all divisions targeted, interim step towards

long-term goal of double-digit EBIT margin for the Group, this corresponds to an EBITDA margin of roughly 16 %

*) For purposes of comparability excluding the €15.6 million book effect from a transitional consolidation of a joint venture in China, which corresponds to an EBIT or EBITDA margin of approx. 1.8 percent.

FINANCIAL OVERVIEW

Q3 2021

VOSSLOH GROUP

STRONG THIRD QUARTER DESPITE SIGNIFICANT BURDENS FROM SUBSTANTIALLY HIGHER MATERIAL PRICES



CONTINUING STRONG OPERATIONAL BUSINESS DEVELOPMENT

Sales in Q3 2021 up 5.0 percent to €235.8 million, 9M 2021 up 13.1 percent to €698.4 million

Increase compared to previous year mainly due to Core Components (Vossloh Fastening Systems); Customized Modules slightly above previous year, Lifecycle Solutions stable

EBIT of €19.8 million in Q3 2021 very encouraging in light of the burdens from higher material prices (previous year: €24.5 million)

EBIT after 9M 2021 increased to €62.2 million (previous year: €54.5 million, boosted by a positive book effect of €15.6 million); main driver of the improvement is the China business from Vossloh Fastening Systems

Net income in Q3 2021 of €13.2 million (previous year's quarter: €18.7 million); after 9M 2021 improved by €24.7 million to €33.8 million

Earnings per share almost tripled to €1.30 after 9M 2021 (previous year: €0.45)

Free cash flow in Q3 2021 at €25.5 million; after 9M 2021 at €9.8 million significantly improved compared to previous year (€(51.9) million, including €(54.1) million from discontinued operations)

Equity ratio at a very high level of 45.5 percent also thanks to hybrid note (September 30, 2020: 32.8 percent); substantially strengthened balance sheet significantly increases financial flexibility



GOOD ORDER SITUATION THANKS TO IMPORTANT SALES SUCCESSES

Orders received in Q3 slightly below previous year (€223.0 million) at €207.9 million; book-to-bill after 9M 2021 at 0.96; high orders received expected in Q4

Order volume for published framework agreements in 2021 with ARTC (Australia), ProRail (the Netherlands), STIB (Belgium) and Bane NOR (Norway) totaling well over €200 million; of this, only around €18 million included in orders received 9M 2021

New framework agreement with Queensland Rail for the supply of concrete ties in Australia and strategically important contract for a major project in Turkey for the supply of rail infrastructure components signed in October

VOSSLOH GROUP

INNOVATIVE VOSSLOH SERVICE PORTFOLIO MAKES IMPORTANT CONTRIBUTION TO SUSTAINABLE MOBILITY



SUCCESSES IN THE SERVICE BUSINESS

First use of milling technology at a Class I operator in the USA, 30 shifts successfully completed; strong interest from other Class I operators and transit customers

Market leadership in milling extended by winning framework agreement with Trafikverket in Sweden

Deployment of the smart HSG-city in Italy, diagnostic and grinding services for tailored maintenance for the customer Milan Metro

Operation of high-performance milling machine in Europe starting in November; innovative milling technology enables more material removal and higher speed



INVESTMENT PROGRAMS TO PROMOTE RAIL

Numerous investment programs to promote rail mobility have been set up around the world, but in many cases long planning periods are expected before implementation:

- USA: USD 66 billion for Amtrak and USD 90 billion for total transit infrastructure (final passage in House of Representatives pending)
- Germany: €86 billion for rail infrastructure maintenance and modernization until 2030 plus €5.5 billion for “Digital Rail”
- Italy: €23 billion, a significant portion for massive expansion of the high-speed network
- Australia: over €15 billion earmarked for various rail infrastructure projects
- Eastern Europe: well over €10 billion in rail investments announced, including Rail Baltica
- EU Green Deal: aiming to double high-speed traffic by 2030 and freight transport by 2050 in Europe



FURTHER PROGRESS IN SUSTAINABILITY

Sustainability has been a high priority at Vossloh for many years; selected successes:

- CO₂ intensity reduced by 10 percent between 2017 and 2019 (compared to 2020 by just under 20 percent)
- All German production sites switched to green power
- Top ratings from renowned agencies (including Prime Status with ISS ESG, AA with MSCI ESG Research, Silver with Ecovadis)

Group-wide sustainability program adopted by the Executive Board in September 2021; Group-wide framework created for central alignment of global sustainability activities; reprioritization of key issues and translation into Group-wide targets ongoing

Sustainability commitment of the Executive Board underscores even greater focus on sustainability ([Sustainability commitment of the Executive Board](#))

VOSSLOH GROUP

SALES REVENUES AND OPERATIONAL PROFITABILITY SIGNIFICANTLY ABOVE PREVIOUS YEAR

KEY GROUP INDICATORS

1-9/2020 1-9/2021

Sales revenues	€ mill.	617.7	698.4
EBITDA/EBITDA margin	€ mill./%	91.7 / 14.8	100.8 / 14.4
EBIT/EBIT margin	€ mill./%	54.5 / 8.8	62.2 / 8.9
Net income	€ mill.	9.1	33.8
Earnings per share	€	0.45	1.30
Free cash flow ¹	€ mill.	(51.9)	9.8
Capital expenditure	€ mill.	42.1	28.5
Value added	€ mill.	9.1	15.2

¹ Previous year's figure negatively affected by €(54.1) million from discontinued operations.

NOTES

Sales revenues significantly higher than in previous year (+13.1 percent), increase largely attributable to Core Components, Customized Modules also slightly above previous year, Lifecycle Solutions at previous year's level

EBIT and **EBIT margin** significantly higher on operational basis, especially due to Core Components and Customized Modules, in contrast Lifecycle Solutions still noticeably lower year on year; significant burdens from increase in material prices in 2nd half particularly at Core Components

Net income substantially improved year on year; previous year's figure impacted by losses from discontinued operations; in contrast, significantly higher tax expense year on year due to higher operating result and impairment of deferred taxes in Germany; **earnings per share** almost tripled

Free cash flow in Q3 2021 at €25.5 million, back in positive territory after nine months; clear improvement on previous year's figure, which was significantly impacted by discontinued operations

Capital expenditure in all divisions below high level from previous year, significant increase in capital expenditure expected in Q4 2021

Value added greatly improved compared to previous year

VOSSLOH GROUP

EQUITY RATIO INCREASED TO OVER 45 PERCENT, NET FINANCIAL DEBT SIGNIFICANTLY REDUCED

KEY GROUP INDICATORS		1–9/2020 9/30/20	2020 12/31/20	1–9/2021 9/30/21
Equity	€ mill.	401.8	412.4	579.2
Equity ratio	%	32.8	34.0	45.5
Average working capital	€ mill.	188.2	186.4	198.3
Average working capital intensity	%	22.9	21.4	21.3
Closing working capital	€ mill.	206.5	155.3	191.9
Average capital employed	€ mill.	864.9	865.8	896.1
Closing capital employed	€ mill.	887.2	849.4	897.6
Net financial debt	€ mill.	362.1	307.4	192.4
Net financial debt (including lease liabilities)	€ mill.	406.6	351.3	231.7

NOTES

Equity up significantly compared to the end of 2020, in particular due to the hybrid note (around €150 million) and positive business performance

Average working capital intensity noticeably reduced compared to previous year, all divisions contributing to improvement; **working capital** as of September 30, 2021, also below previous year thanks to Customized Modules and Core Components

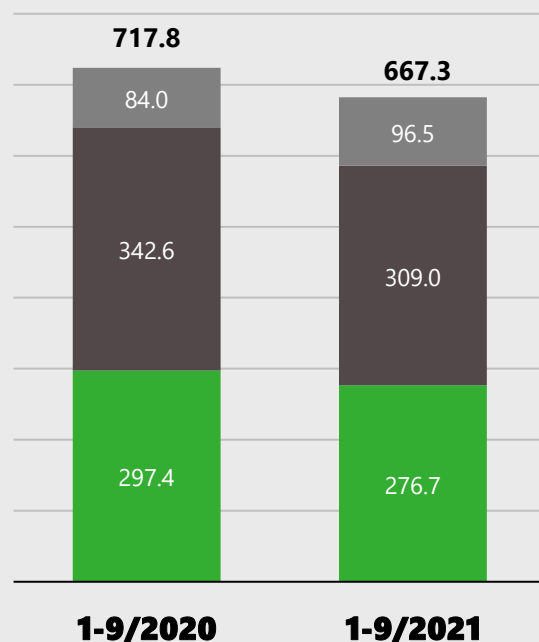
Capital employed as of September 30, 2021, higher compared with previous year's reporting date, due to acquisition of ETS

Net financial debt excluding lease liabilities down by €169.7 million compared to the end of Q3 2020, mainly due to cash inflows from the hybrid note of around €150 million and positive FCF of around €66 million in the last twelve months; this was offset by dividend, lease and interest payments as well as the payment for the acquisition of ETS in Q3 2021

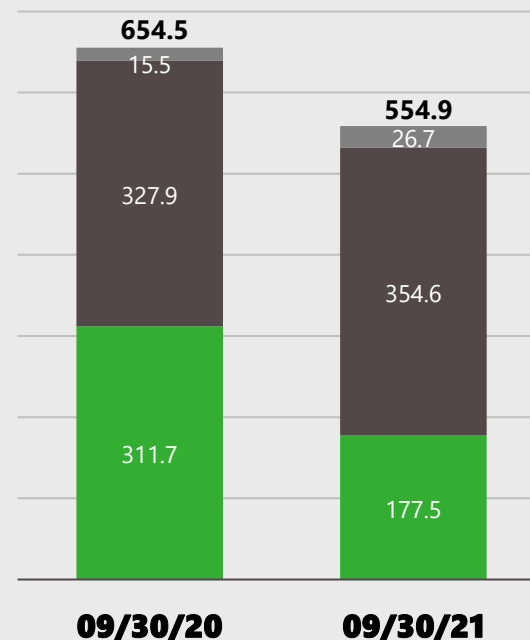
VOSSLOH GROUP

ORDERS RECEIVED STILL BELOW HIGH LEVEL FROM PREVIOUS YEAR, HIGH ORDERS RECEIVED EXPECTED IN FINAL QUARTER OF 2021

ORDERS RECEIVED (in € mill.)



ORDER BACKLOG (in € mill.)



NOTES

Orders received after nine months still below high level from previous year as expected; in particular lower orders received at Vossloh Tie Technologies in the USA, at Customized Modules in France and Eastern Europe (especially in Poland) and at Lifecycle Solutions in Northern Europe; in contrast, significantly higher orders received achieved especially in Mexico, Australia (especially Customized Modules and Vossloh Fastening Systems), India (especially Vossloh Fastening Systems) and Germany (Lifecycle Solutions and Vossloh Fastening Systems); book-to-bill at 0.96; high orders received expected in Q4 2021, including from China

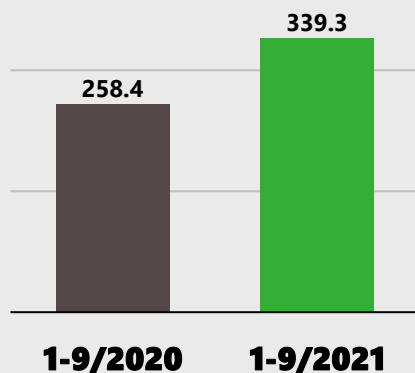
Order backlog of the Vossloh Group significantly below previous year as expected due to the planned processing of the high order backlog at Core Components, especially at Vossloh Fastening Systems in China and Vossloh Tie Technologies in the USA and Australia; in contrast, Customized Modules noticeably above previous year (including significant increase at the companies in Luxembourg and Australia), Lifecycle Solutions significantly above previous year (mainly due to sales of several maintenance machines); noticeable increase in order backlog expected at the end of the year

■ Core Components ■ Customized Modules ■ Lifecycle Solutions

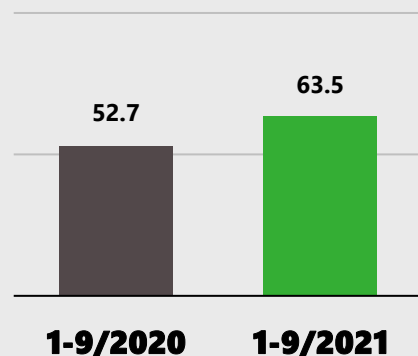
CORE COMPONENTS DIVISION

SALES REVENUES AND OPERATIONAL PROFITABILITY SIGNIFICANTLY ABOVE PREVIOUS YEAR¹

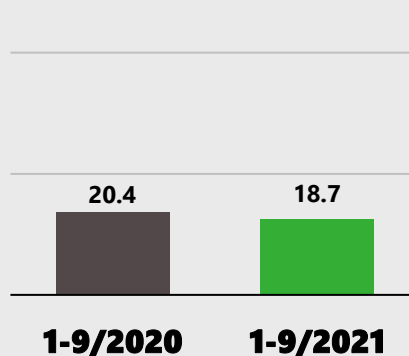
SALES (in € mill.)



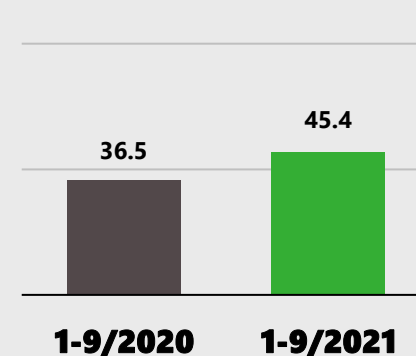
EBITDA¹ (in € mill.)



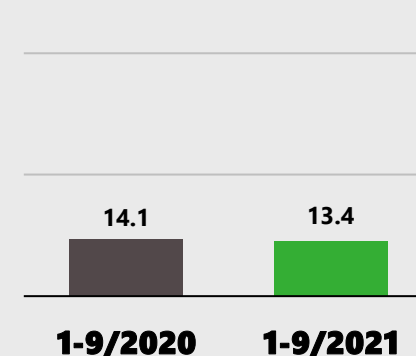
EBITDA MARGIN¹ (in %)



EBIT¹ (in € mill.)



EBIT MARGIN¹ (in %)



Sales increase (+31.3 percent) is due to Vossloh Fastening Systems, sales revenues at Vossloh Tie Technologies below previous year as expected

EBIT significantly higher year on year (+24.4 percent) despite high positive book effect in previous year in the Fastening Systems business unit and first significant burdens from substantially higher material prices

Value added exceeds high figure from previous year, which was significantly boosted by a positive book effect; both business units contribute to the increase

(in %)

ROCE

1-9/2020 15.3

1-9/2021 17.3

(in € mill.)

VALUE ADDED

1-9/2020 19.7

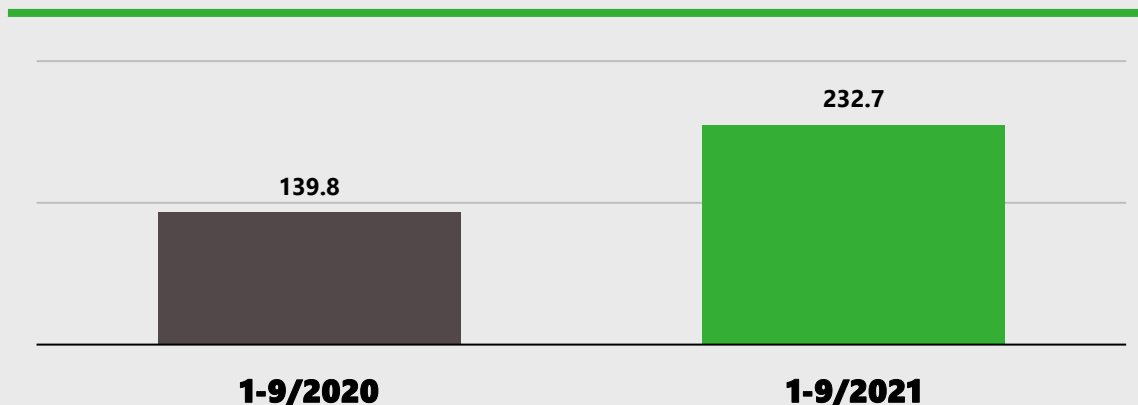
1-9/2021 27.0

¹Previous year's figures, with the exception of sales, include a positive book effect on EBIT (€15.6 million) related to the transitional consolidation of a Chinese joint venture.

FASTENING SYSTEMS BUSINESS UNIT

SALES REVENUES SIGNIFICANTLY ABOVE PREVIOUS YEAR, VALUE ADDED CLEARLY HIGHER DESPITE POSITIVE BOOK EFFECT IN PREVIOUS YEAR

SALES (in € mill.)

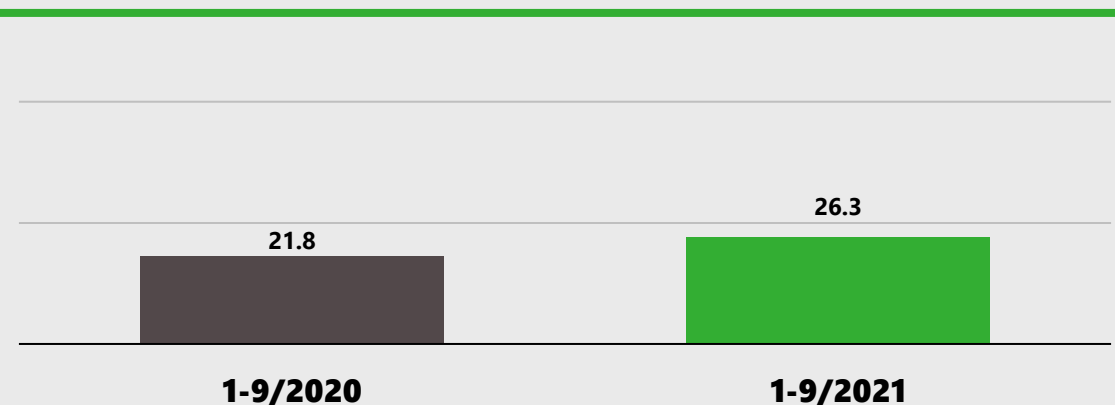


Extraordinarily strong sales growth (+66.4 percent); increase mainly due to higher sales in China (partly due to deliveries being delayed until 2021 because of the pandemic), also higher sales revenues in Italy and Germany

Significant increase in value added on an operational basis due to exceptionally strong sales and earnings performance in China

Higher orders received than in the previous year, especially in India, Australia and Germany; order backlog lower than in the previous year, mainly due to processing of the high order backlog in China; order backlog at the end of the year expected to be roughly at the previous year's level

VALUE ADDED¹ (in € mill.)



(in € mill.)

ORDERS RECEIVED	1-9/2020	167.0
	1-9/2021	181.8

(in € mill.)

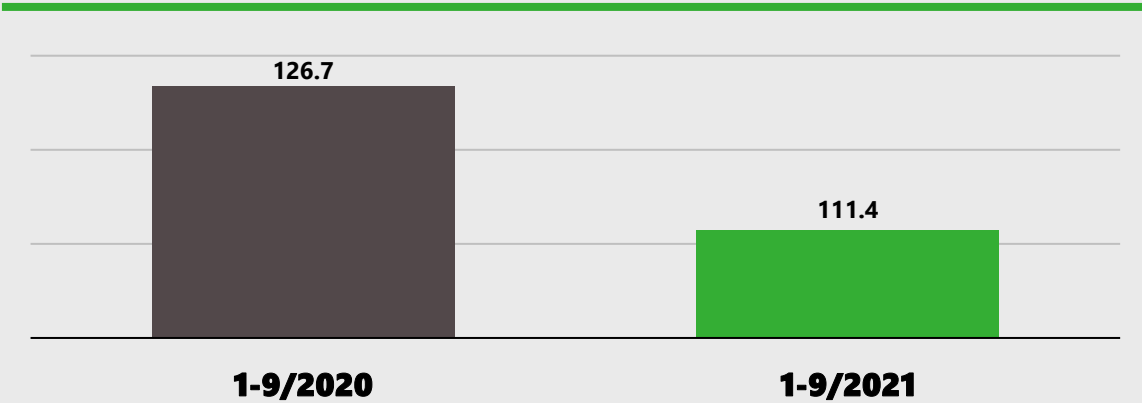
ORDER BACKLOG	9/30/2020	209.7
	9/30/2021	120.3

¹Previous year's figure includes a positive book effect on EBIT (€15.6 million) related to the transitional consolidation of a Chinese joint venture.

TIE TECHNOLOGIES BUSINESS UNIT

VALUE ADDED POSITIVE AND NOTICEABLY IMPROVED

SALES (in € mill.)

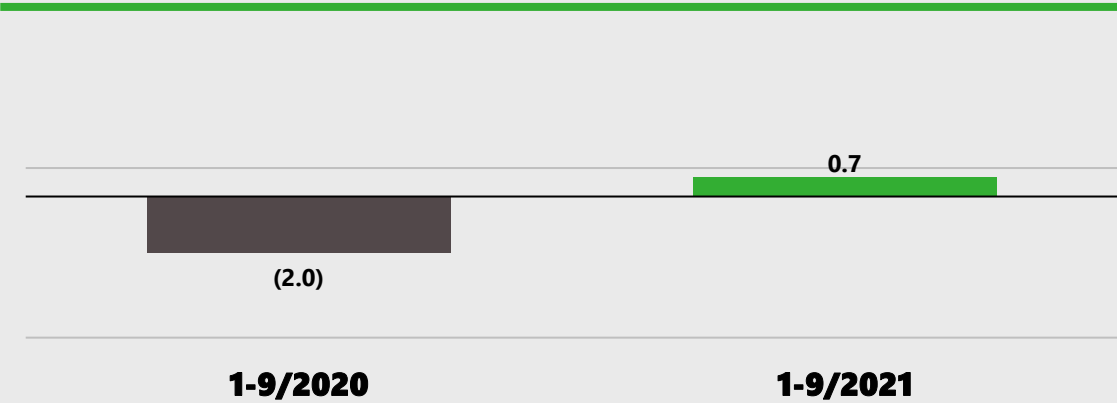


Sales revenues down year on year, in particular due to lower demand from Class I operators in the USA, but slightly up year on year in Mexico and Canada

Value added improved compared to previous year, noticeable increase in Australia in particular; previous year's figure impacted by ramp-up costs for concrete tie factories in Canada and Australia

Orders received in the USA significantly down year on year, but higher in Mexico and Canada; order backlog down as expected, in particular due to the completion of major projects in the USA and Australia

VALUE ADDED (in € mill.)



(in € mill.) **1-9/2020** 142.9

ORDERS RECEIVED **1-9/2021** 98.7

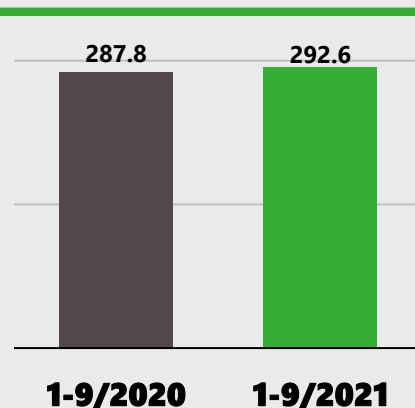
(in € mill.) **9/30/2020** 109.1

ORDER BACKLOG **9/30/2021** 61.8

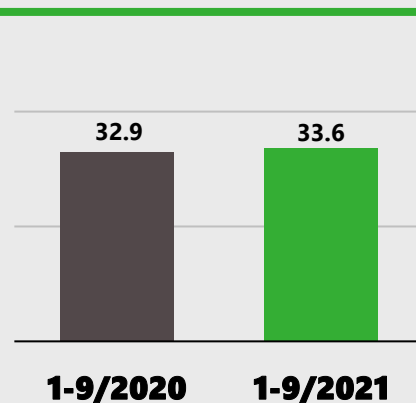
CUSTOMIZED MODULES DIVISION

SALES REVENUES SLIGHTLY ABOVE PREVIOUS YEAR WITH NOTICEABLY HIGHER PROFITABILITY

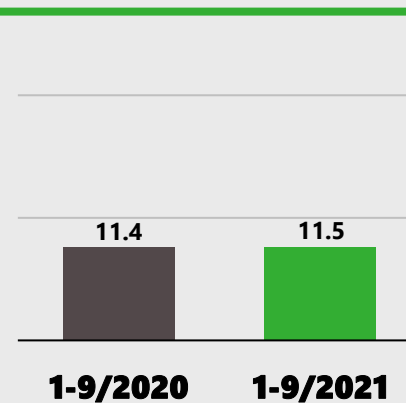
SALES (in € mill.)



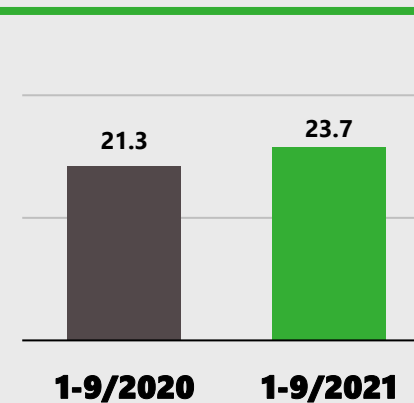
EBITDA (in € mill.)



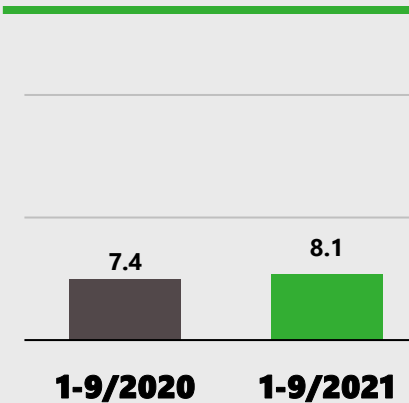
EBITDA MARGIN (in %)



EBIT (in € mill.)



EBIT MARGIN (in %)



Higher sales revenues, particularly in Egypt, Australia and India, more than offset noticeably lower sales in France; the previous year's figure included sales revenues from activities in the Americas that have since been sold (€9.5 million)

Earnings and profitability noticeably higher year on year, in particular due to operational efficiency gains; slight negative impact from higher material prices in Q3/2021; previous year's earnings also boosted by sale of land at a discontinued site in Germany

Book-to-bill at 1.06, higher orders for instance in Australia and Israel; in contrast, orders particularly in France and Poland noticeably down year on year

(in %)

ROCE

1-9/2020 7.7

1-9/2021 8.7

(in € mill.)

VALUE ADDED

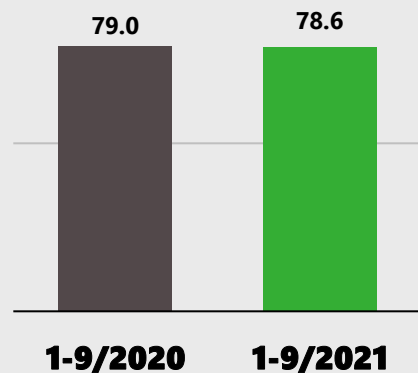
1-9/2020 2.0

1-9/2021 4.6

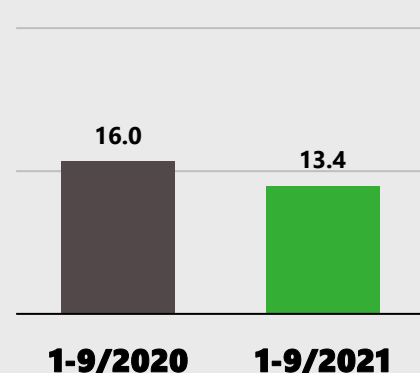
LIFECYCLE SOLUTIONS DIVISION

SALES REVENUES STABLE AT PREVIOUS YEAR'S LEVEL, EBIT MARGIN STILL BELOW PREVIOUS YEAR

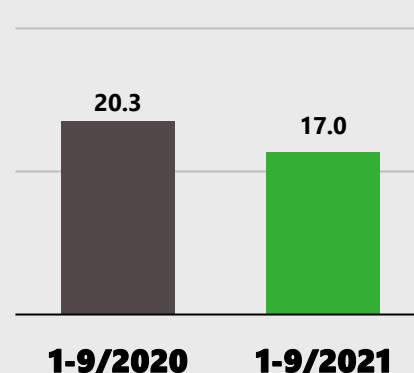
SALES (in € mill.)



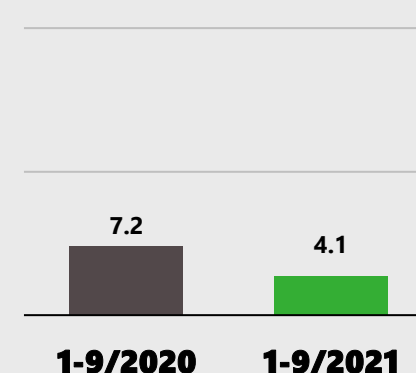
EBITDA (in € mill.)



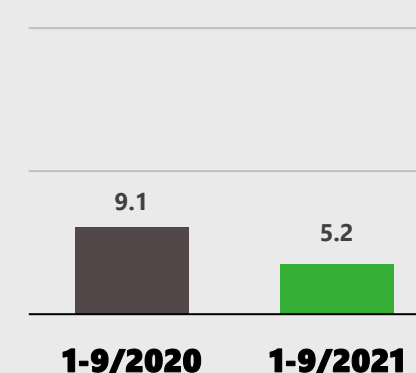
EBITDA MARGIN (in %)



EBIT (in € mill.)



EBIT MARGIN (in %)



High sales revenues from product sales (for instance to China), very good utilization in stationary welding plants and initial sales revenues from the acquired ETS (+€1.6 million) offset lower sales in rail and switch grinding, among others, as expected

Lower earnings contributions from rail and switch grinding partly offset by improved earnings from machine sales; significant improvement in profitability expected in final quarter, partly due to several sales of maintenance machines

Higher orders received mainly in Germany (stationary welding and logistics) and China (sales of maintenance machines), book-to-bill at 1.23

(in %)

ROCE

1-9/2020 5.4

1-9/2021 3.0

(in € mill.)

VALUE ADDED

1-9/2020 (2.1)

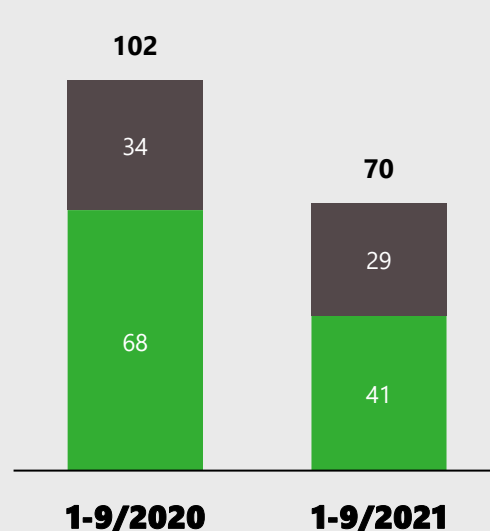
1-9/2021 (5.4)

VOSSLOH GROUP

SIGNIFICANT INCREASE IN SALES, PARTICULARLY IN CHINA, GERMANY AND ITALY

(in € mill.)

THE AMERICAS

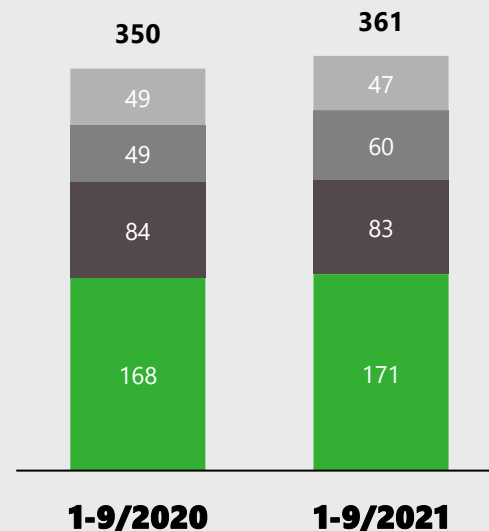


■ USA ■ Rest of Americas

Sales in the USA down year on year, particularly in VTT, partially also driven by changes in CM portfolio

(in € mill.)

EUROPE

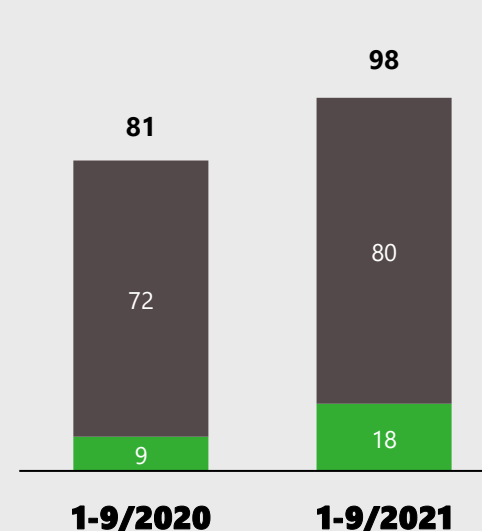


■ Western Europe ■ Southern Europe ■ Northern Europe ■ Eastern Europe

Lower sales revenues in France offset by higher sales revenues in Germany; decline in sales revenues in Sweden almost offset by higher sales revenues in Norway; higher sales revenues in Italy

(in € mill.)

AFRICA & AUSTRALIA

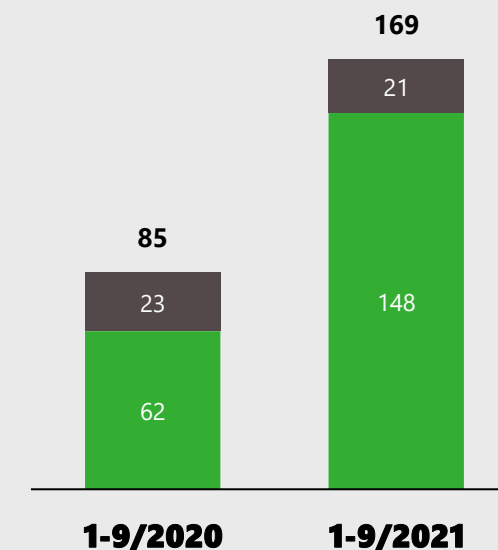


■ Africa ■ Australia

Sales revenues in Australia higher mainly due to CM and VFS, sales increase in Africa, particularly in Egypt, driven by CM and VFS

(in € mill.)

ASIA INCL. MIDDLE EAST



■ Asia ■ Middle East

Higher sales revenues in Asia, particularly in China (VFS) and India (CM and VFS)

VOSSLOH GROUP: OUTLOOK

OUTLOOK CONFIRMED OVERALL BASED ON BUSINESS PERFORMANCE IN Q3/2021

Sales

2020: €869.7 million

2021 forecast: €900 million to €950 million

/ Forecast changed on July 19, 2021

/ Original expectation of €850 million to €925 million for 2021 revised upwards, particularly for Core Components (significant improvement for Vossloh Fastening Systems, Vossloh Tie Technologies down year on year); sales growth now also forecast for Customized Modules and Lifecycle Solutions (following the acquisition of ETS)

Value added

2020: €12.4 million

2021 forecast: €0 million to €15 million

/ Value added in the 2021 fiscal year largely on a par with previous year's level due to higher expected operational profitability and therefore positive once again; noticeable improvement in operational terms compared to the positively impacted figure from the transitional consolidation of a company in the previous year

EBITDA margin

2020: 12.4 percent¹

2021 forecast: 13 to 14 percent

EBIT margin

2020: 6.6 percent¹

2021 forecast: 7 to 8 percent

/ Major improvement in operational profitability expected despite significant negative impact due to substantially higher material prices; operating EBIT margin expected to increase at Core Components and Customized Modules, Lifecycle Solutions at previous year's level due to the integration of ETS



¹ Without the book effect of the transitional consolidation of a Chinese company in the amount of €15.6 million; corresponds to an EBIT and EBITDA margin of approximately 1.8 percent.

DISCLAIMER

NOTE

This presentation contains statements concerning the future business performance of the Vossloh Group that are based on assumptions and estimates from the Company management. If the assumptions that the projections are based on fail to occur, the actual results of the projected statements may differ substantially. Uncertainties include changes in the political, commercial and economic climate, the actions of competitors, natural catastrophes, epidemics, legislative reforms, the effects of future case law and fluctuations in exchange rates and interest rates. Vossloh and its Group companies, consultants and representatives assume no responsibility for possible losses associated with the use of this presentation or its contents. Vossloh assumes no obligation to update the forecast statements in this presentation.

The information contained in this presentation does not constitute an offer or an invitation to sell or buy Vossloh shares or the shares of other companies.



Enabling green mobility

**THANK YOU FOR
YOUR TIME.**