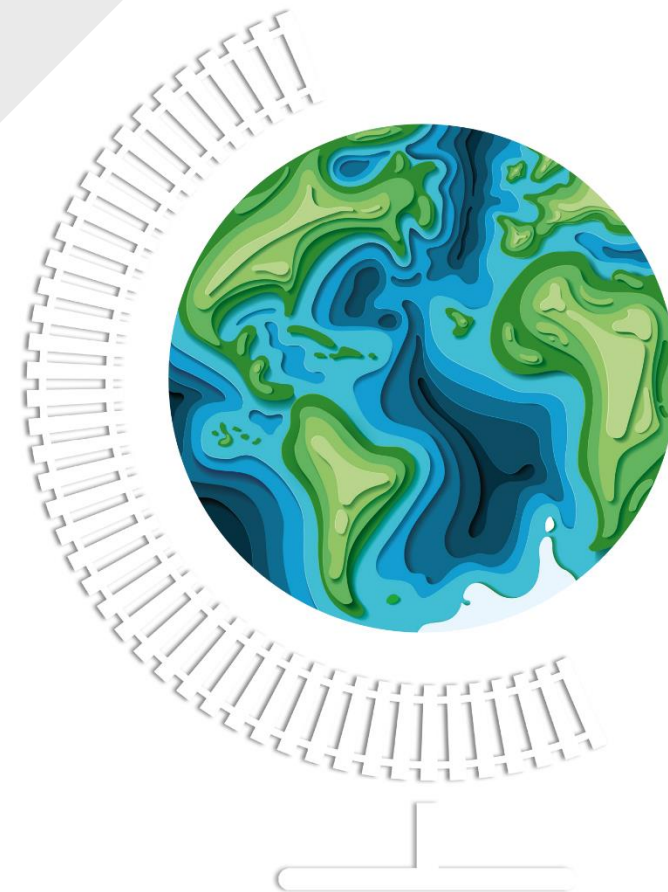
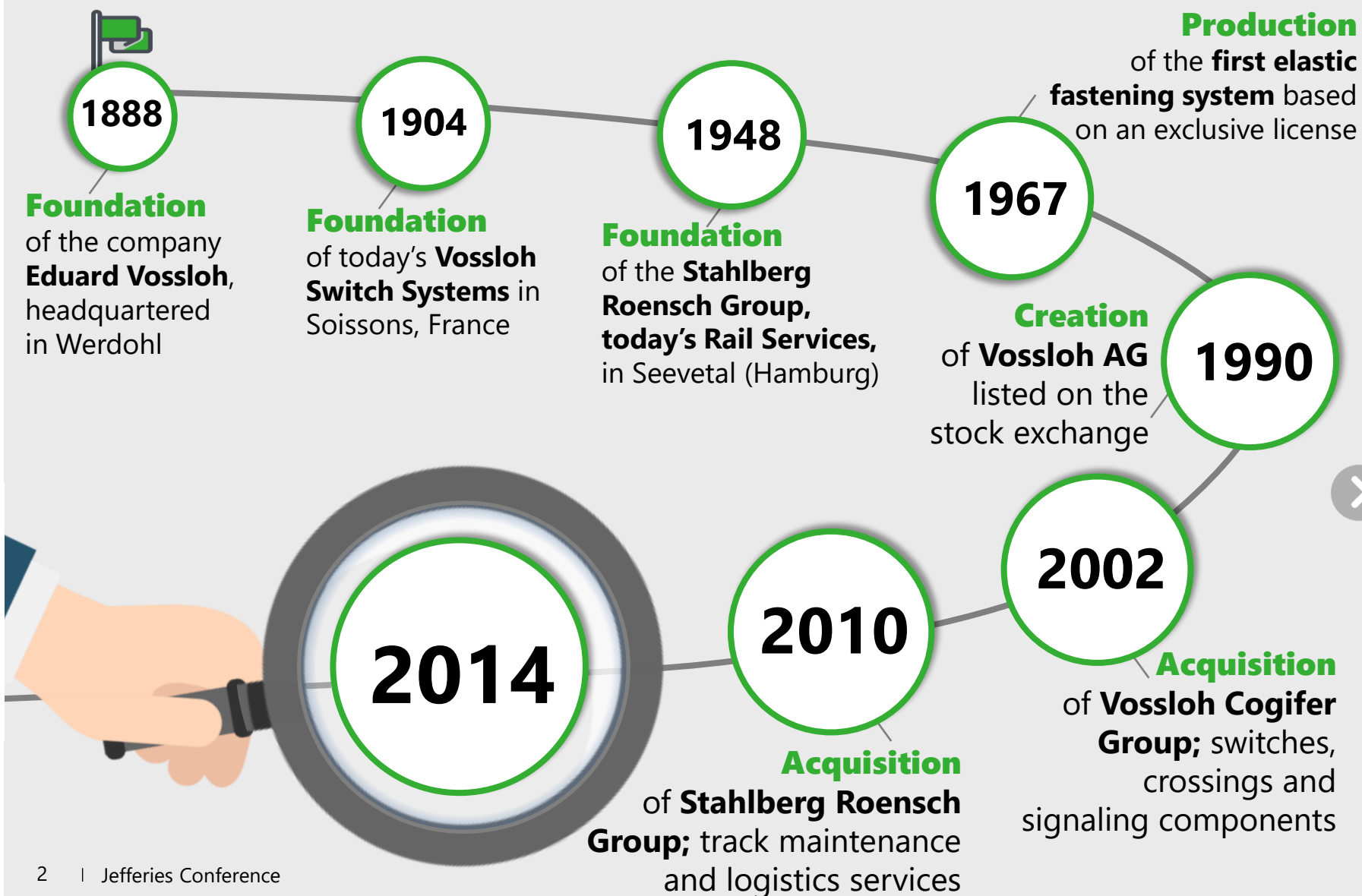


**PRESENTATION VOSSLOH  
JEFFERIES PAN-EUROPEAN MID-CAP  
VIRTUAL CONFERENCE**



**MARCH 30, 2022**






# VOSSLOH'S HERITAGE SNAPSHOT – 2014 REPOSITIONING



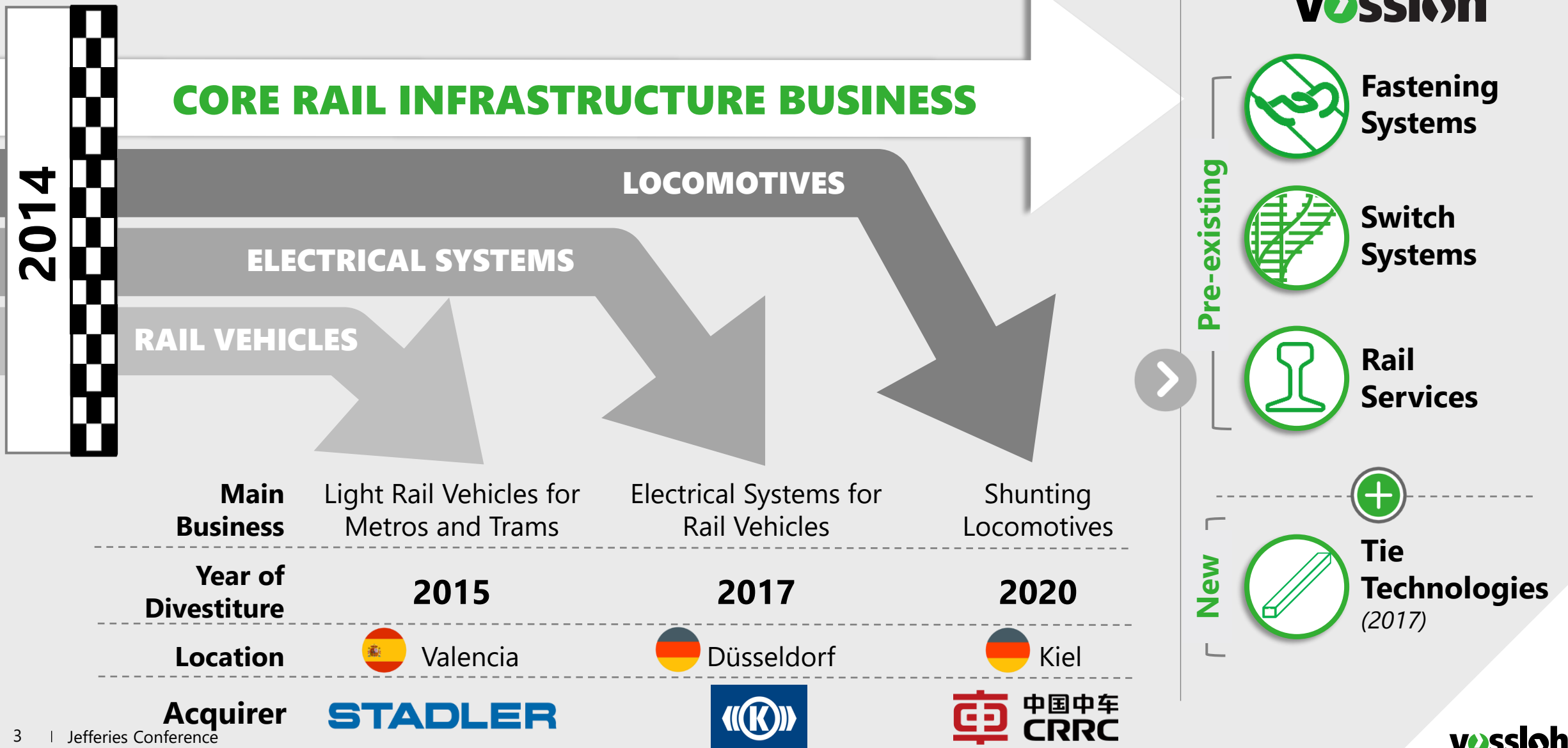
## 2014 at a Glance

-  **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**

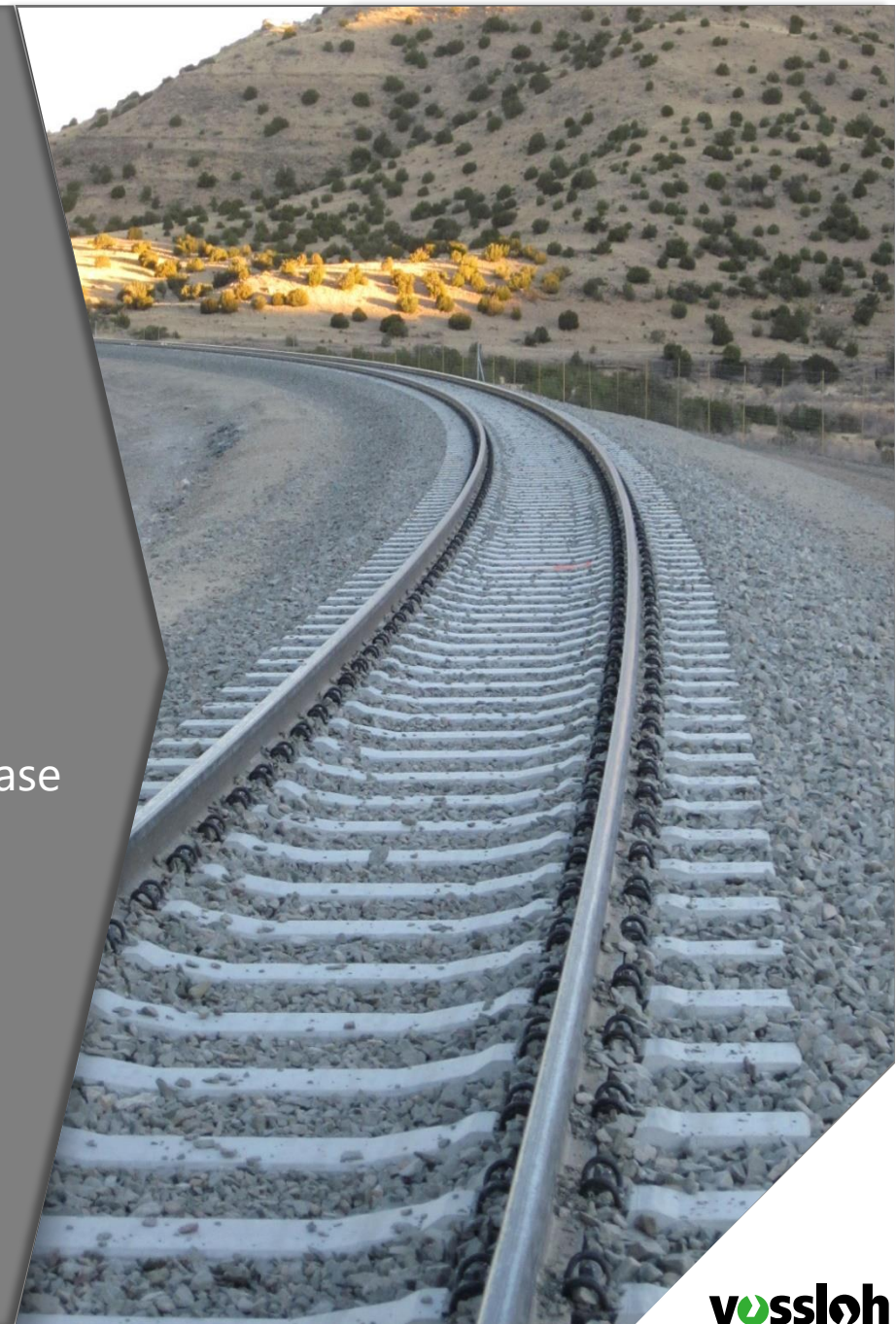
Sleepers successfully installed

**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  $-50^{\circ}\text{C}$  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



### 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



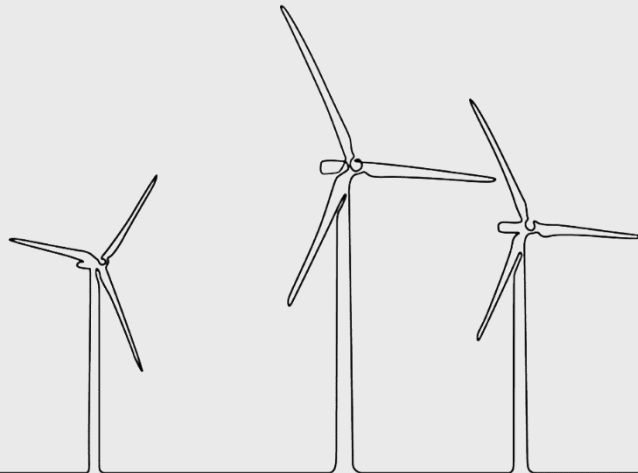
# RAILWAYS AS MAJOR CONTRIBUTORS TO REDUCE CARBON EMISSIONS

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

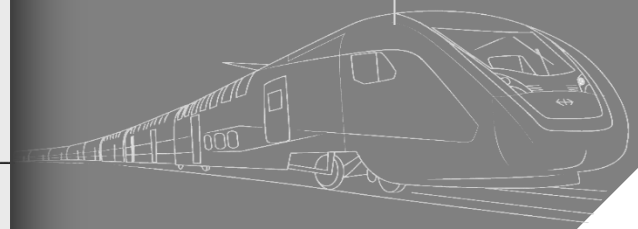
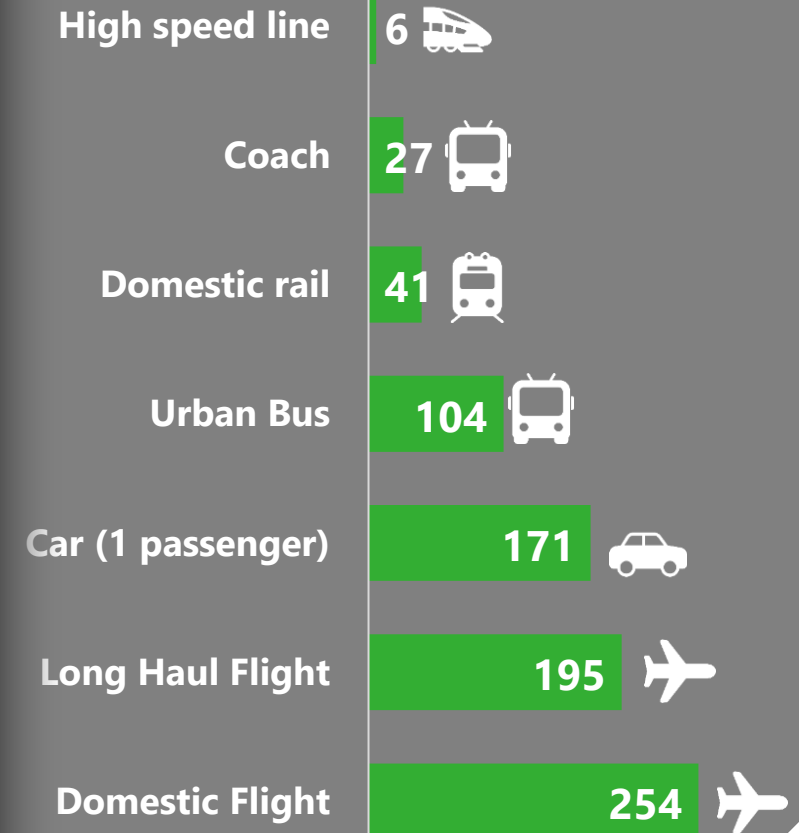
**Today rail mobility represents 8% of transportation but 2% in energy use. And it will play a major role in reducing greenhouse gas emissions as it is the most efficient and lowest emitting modes of transport.**

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**



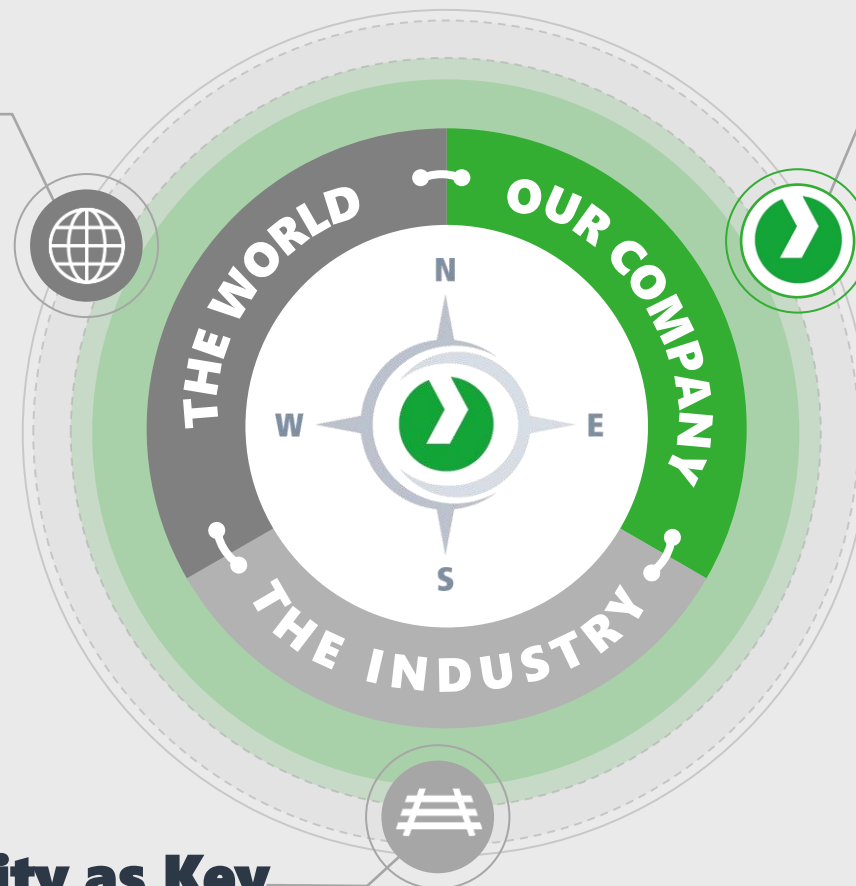
## Greenhouse Gases Emission (g) per Passenger per Km Travelled \*



# 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



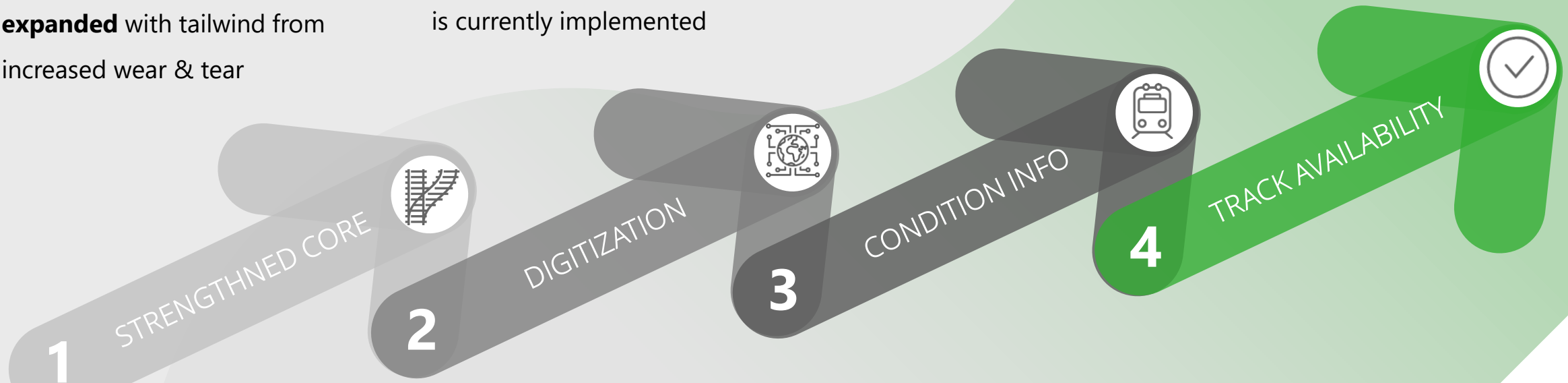
# THE STRATEGIC DIRECTION: VOSSLOH ENABLES TRACK AVAILABILITY VIA PRODUCTS & SMART MAINTENANCE SOLUTIONS

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



# WE TAKE RESPONSIBILITY

LONG-TERM CORPORATE SUCCESS REQUIRES A BALANCE OF ECONOMIC, SOCIAL AND ENVIRONMENTAL INTERESTS

## Sustainability as a corporate value

- / **enabling green mobility** forms Vossloh's guiding principle
- / Sustainability is a central element of Group strategy
- / Positive contribution and **sustainable business model** as a goal

## Positive view of stakeholders

- / Customers take sustainability criteria into account when awarding contracts
- / **Outstanding ESG ratings** confirm Vossloh's sustainability performance
- / Employees demand purpose & positive contribution

## New sustainability strategy

- / **Sustainability commitment** of the Executive Board renewed in 2021
- / Global sustainability organization established and key focus areas defined
- / **Group-wide sustainability** targets adopted, including carbon neutrality by 2030 (Scope1/2)

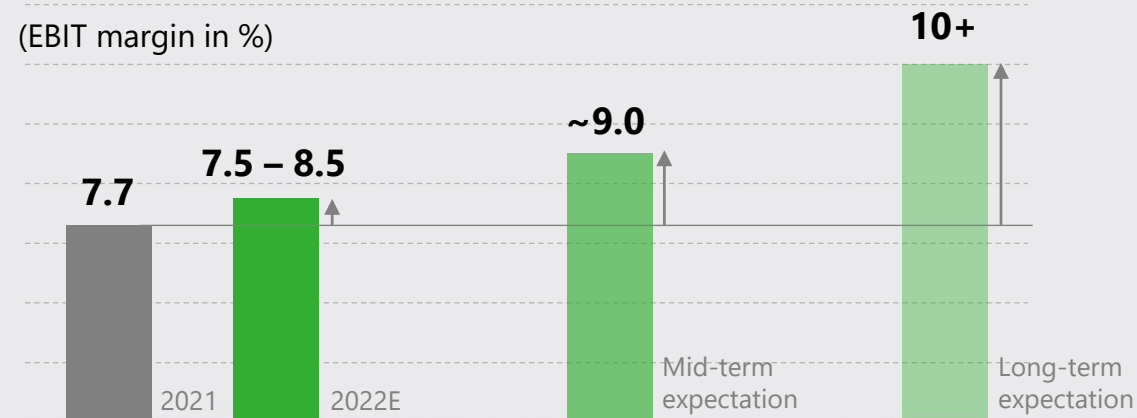
## Sustainability in facts & figures

- / CO<sub>2</sub> intensity 2017-2021 (t/M€ sales) reduced by 22%.
- / **100% of sales** EU taxonomy eligible and **62% of sales** taxonomy aligned
- / **7 + 40** sustainability initiatives group-wide
- / Member of the UN Global Compact



# GUIDANCE 2022 AND MID-TERM AMBITIONS

FURTHER SALES GROWTH AND INCREASING PROFITABILITY TARGETED



## Sales

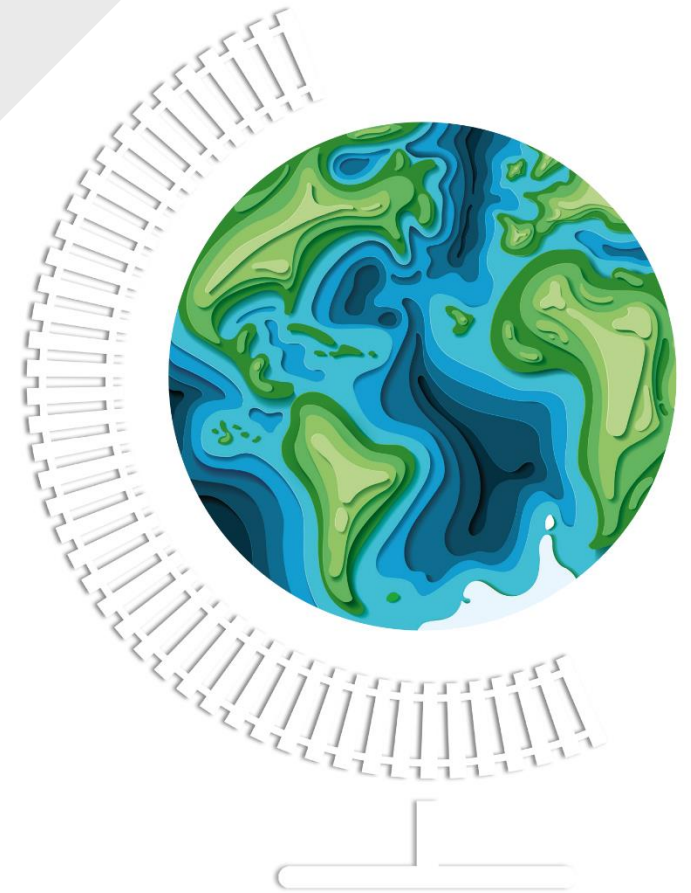
- / Organic sales growth with CAGR of 4 - 5% significantly above expectations of relevant studies (UNIFE forecasts growth of 2.2%)
- / Focus on additional growth through acquisitions and cooperations

## Profitability

- / Double-digit EBIT margins targeted for all business units in the mid-term, corresponding to an EBIT margin of around 9% and EBITDA margin of 15% in the Group
- / Long-term goal of double-digit EBIT margin in the Group, roughly equivalent to EBITDA margin of 16 percent

# **FINANCIAL OVERVIEW**

**FY 2021**



# VOSSLOH GROUP

STRONG BUSINESS PERFORMANCE IN 2021 DESPITE ONGOING COVID-19 BURDENS



## OPERATIONAL BUSINESS PERFORMANCE

Orders received up 3.5 percent year on year thanks to strong order situation in final quarter of 2021

Sales in 2021 increased by 8.4 percent to €942.8 million (previous year: €869.7 million); realized growth above original expectations for 2021 of €850 million to €925 million

EBIT on an operating basis up 26.1 percent despite substantial burdens due to significantly higher material, energy and logistics prices (more than €10 million); EBIT margin reaches 7.7 percent (previous year's operating EBIT margin: 6.6 percent)

Executive Board and Supervisory Board will propose to the upcoming Annual General Meeting the payment of a dividend of €1.00 per share, as in the previous year; this corresponds to a total payout of €17.6 million



## STRATEGIC MILESTONES

"Factory of the Future" completed at Werdohl headquarters, optimized production processes, high degree of automation and greater vertical integration with 30 percent reduction in CO<sub>2</sub> emissions, key success factor in regaining market leadership for rail fastening systems in Germany

Successful market entry of LS with milling technology in the U.S.; first assignments completed with Class I and transit customers

First switch sensors supply continuous data at Trafikverket in Sweden; smart HSG-city provides diagnostic and grinding services in Italy

Successful field tests of the composite sleeper in the track, planning to set up series production nearing completion



## M&A ACTIVITIES

Financial scope for inorganic growth significantly increased by issuance of hybrid note (vol. €150 million)

Acquisition of Dutch company ETS Spoor BV in 2021; strengthening market position and improving access to strategically important customers; Dutch market for rail infrastructure pioneer for future-oriented business models

Further focus of M&A activities is on expanding the product business and in particular strengthening the service business; in addition, strategic focus on cooperations in the area of digitalization



# VOSSLOH GROUP

NOTICEABLE INCREASE IN GLOBAL DEMAND FOR ENVIRONMENTALLY FRIENDLY RAIL MOBILITY



## 2021 WITH MAJOR SALES SUCCESSES

Renewed demand observed in numerous rail infrastructure markets; key sales successes in 2021 were:

- Major order for infrastructure components for construction of a high-speed line in Turkey
- Further major order for rail fastening systems (high-speed segment) in China
- Comprehensive service contribution to the modernization of the Hamburg-Berlin high-speed line
- Framework contracts won in 2021 (> €200 million), including ARTC (Australia), Pro Rail (Netherlands), STIB (Belgium), Bane NOR (Norway), Queensland Rail (Australia); only a small portion included in orders received and order backlog in 2021



## POSITIVE ORDER DEVELOPMENT CONTINUES

Strong sales achievements continue in Q1/2022 with good orders received:

- Extensive framework contract for concrete sleepers in Australia (€90 million), one of the biggest infrastructure orders in the history of the Company
- Another major order for rail fastening systems for the construction of a new high-speed line in China (nearly €40 million)
- Order to supply first zero-emission high-speed grinding trains (HSG-city) for Shenzhen Metro

Currently strong tender dynamics with upcoming major projects

Overall solid basis for targeted organic growth in the future



## SUSTAINABILITY / EU TAXONOMY

Sustainability criteria play an increasingly important role when customers place orders

Vossloh's guiding principle "enabling green mobility" includes commitment to climate protection and sustainable corporate management; successes in this area:

- Excellent rating results from renowned rating agencies (ISS ESG, MSCI, Ecovadis)
- Group-wide sustainability strategy revised including new sustainability targets (e.g. carbon neutrality by 2030 (Scope 1 and 2))
- All German production sites with green electricity

Very strong results from first-time application of the EU Taxonomy regulation underline green business model:

- 100 % taxonomy-eligible sales revenues
- 62 % taxonomy-aligned sales revenues

# VOSSLOH GROUP

SALES REVENUES AND OPERATIONAL PROFITABILITY SIGNIFICANTLY ABOVE PREVIOUS YEAR

## KEY GROUP INDICATORS

		2020	2021
Sales revenues	€ mill.	869.7	942.8
EBITDA / EBITDA margin <sup>1</sup>	€ mill./%	123.1 / 14.2	124.2 / 13.2
EBIT / EBIT margin <sup>1</sup>	€ mill./%	73.1 / 8.4	72.3 / 7.7
Net income <sup>1</sup>	€ mill.	20.8	35.9
Earnings per share <sup>1</sup>	€	0.98	1.31
Free cash flow	€ mill.	4.0	30.6
Capital expenditure	€ mill.	68.7	51.3
Value added <sup>1</sup>	€ mill.	12.5	9.5

## NOTES

**Sales revenues** significantly higher than in previous year (+8.4 percent), increase largely due to Core Components and here the Fastening Systems business unit, Customized Modules and Lifecycle Solutions also contributed to increase in sales revenues

**EBIT** and **EBIT margin** on an operating basis increased significantly from €57.5 million and 6.6 percent respectively, previous year's earnings figures included a €15.6 million carrying amount adjustment recognized in profit and loss; sharp increase in material prices had a negative impact on Core Components, but also on Customized Modules

**Net income** substantially improved year on year; previous year's figure impacted by losses from discontinued operations; in contrast, higher income taxes year on year in 2021 due to higher operating result and impairment of deferred taxes in Germany; **earnings per share** noticeably higher

**Free cash flow** significantly improved, previous year's figure negatively impacted by discontinued operations in the Transportation division

**Capital expenditure** below previous year largely due to the completion of major projects ("factory of the future" in Werdohl and Outreau in North France)

**Value added** up significantly on an operating basis, 2020 boosted by book effect

<sup>1</sup>Previous year's figures include a positive book effect (EBIT effect = €15.6 million) related to the transitional consolidation of a Chinese joint venture.

# VOSSLOH GROUP

EQUITY RATIO INCREASED TO OVER 45 PERCENT, SIGNIFICANT DECLINE IN NET FINANCIAL DEBT

KEY GROUP INDICATORS		2020 12/31/2020	2021 12/31/2021
Equity	€ mill.	412.4	587.9
Equity ratio	%	34.0	45.6
Average working capital	€ mill.	186.4	194.7
Average working capital intensity	%	21.4	20.6
Closing working capital	€ mill.	155.3	175.6
Average capital employed	€ mill.	865.8	896.9
Closing capital employed	€ mill.	849.4	901.6
Net financial debt	€ mill.	307.4	174.0
Net financial debt (including lease liabilities)	€ mill.	351.3	215.6

## NOTES

**Equity** increased significantly since the end of 2020, in particular due to the hybrid note placed in February 2021 (around €150 million) and the positive net income; equity ratio exceeds 45 percent

**Average working capital intensity** again improved year on year thanks to the Customized Modules and Lifecycle Solutions divisions; Core Components slightly up year on year due to higher working capital intensity (avg.) at Vossloh Tie Technologies

**Capital employed** as of December 31, 2021 higher compared with previous year's reporting date, primarily due to acquisition of ETS and increase in working capital

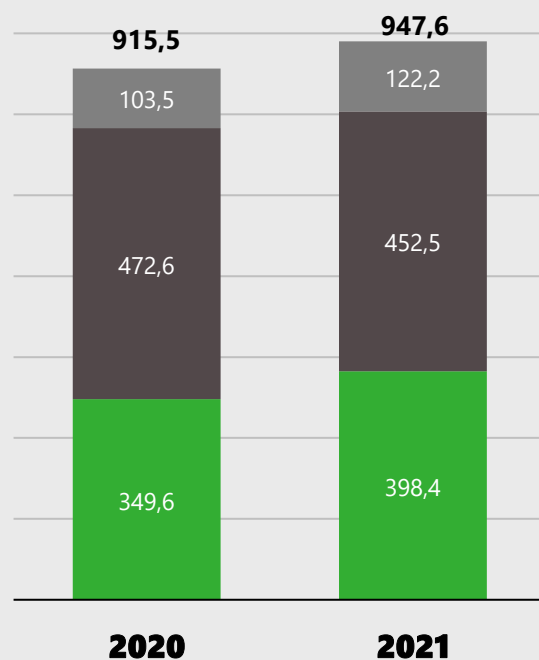
**Net financial debt** significantly lower compared to the end of 2020; downturn largely due to approximately €150 million in proceeds from the hybrid note and positive free cash flow of €30.6 million; offset by dividend, lease and interest payments as well as payments made in 2021 for the acquisition of ETS Spoor



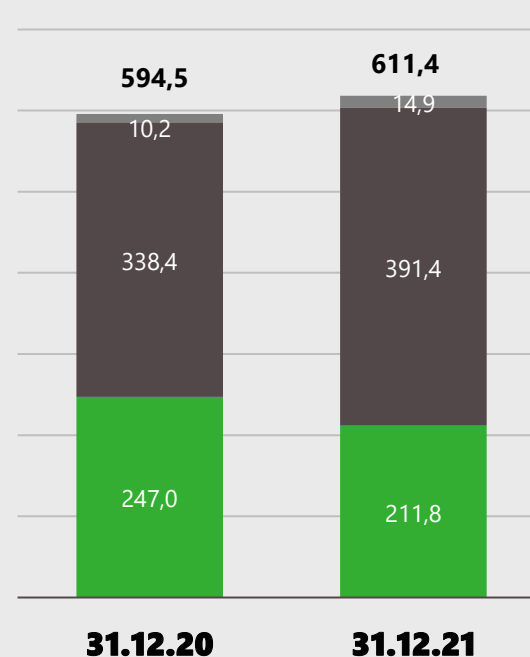
# VOSSLOH GROUP

ORDERS RECEIVED EXCEED PREVIOUS YEAR'S HIGH FIGURE

## ORDERS RECEIVED (in € mill.)



## ORDER BACKLOG (in € mill.)



## NOTES

**Orders received** noticeably increased by €32.1 million compared to previous year, positive development largely due to the Core Components division, growth driven by the Fastening Systems business unit which saw higher orders from China, India and Australia, Tie Technologies business unit recorded an overall downturn despite an increase in orders from Australia, figure improved for Lifecycle Solutions primarily due to increased orders in China, the Netherlands (driven by the acquisition of ETS Spoor) and Germany

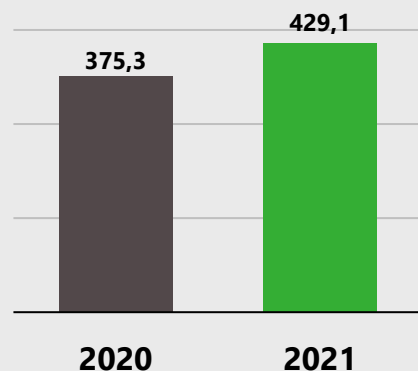
**Order backlog** of the Vossloh Group slightly higher than in the previous year, mainly due to the larger order backlog of the Customized Modules division; Lifecycle Solutions also improved year on year; Vossloh Fastening Systems in China and Vossloh Tie Technologies in USA and Australia saw a decline compared to the previous year due to major orders being completed

# CORE COMPONENTS DIVISION

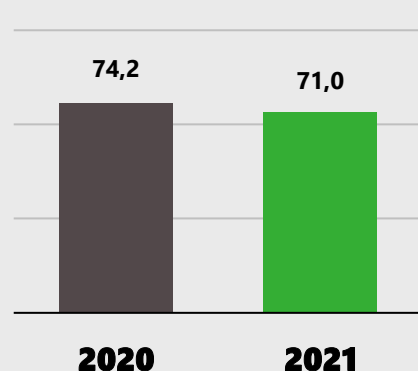
SALES REVENUES AND OPERATIONAL PROFITABILITY SIGNIFICANTLY ABOVE PREVIOUS YEAR<sup>1</sup>

## SALES REVENUES

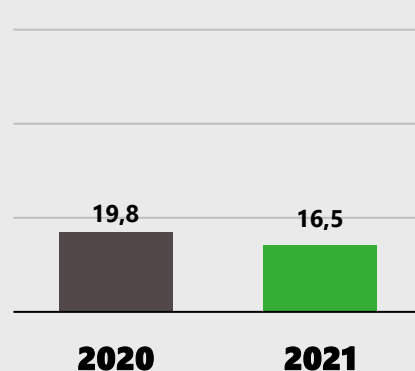
(in € mill.)



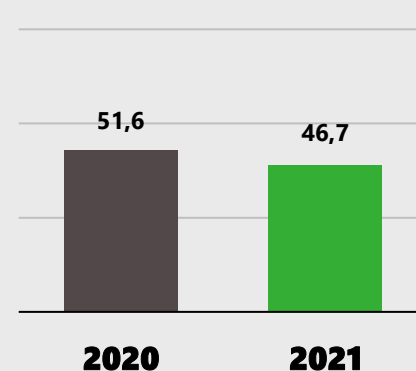
## EBITDA (in € mill.)



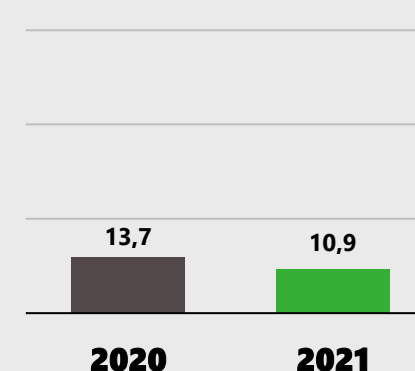
## EBITDA MARGIN (in %)



## EBIT (in € mill.)



## EBIT MARGIN (in %)



Sales increase (+14.3 percent) is due to Vossloh Fastening Systems, sales revenues at Vossloh Tie Technologies below previous year as expected

Adjusted EBITDA and EBIT in the previous year of €58.6 million and €35.9 million, respectively, margins accordingly 15.6 percent and 9.6 percent, respectively, strong increase on operational basis despite burdens from significantly higher material prices; EBIT margin in double digits

Value added up year on year on an operational basis; previous year substantially boosted by book effect

(in %)

## ROCE

<b>2020</b>	16.1
<b>2021</b>	13.5

(in € mill.)

## VALUE ADDED

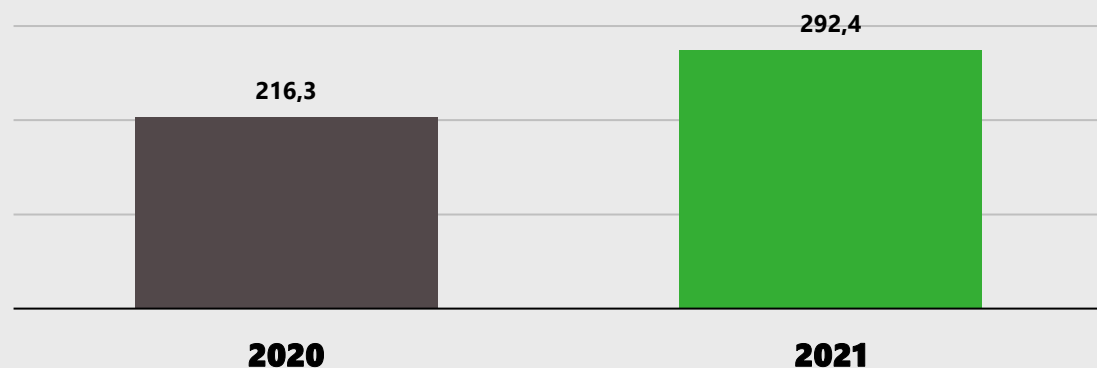
<b>2020</b>	29.1
<b>2021</b>	22.4

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

# FASTENING SYSTEMS BUSINESS UNIT

SALES SIGNIFICANTLY HIGHER YEAR ON YEAR DRIVEN BY CHINA, ITALY AND GERMANY

## SALES REVENUES (in € mill.)

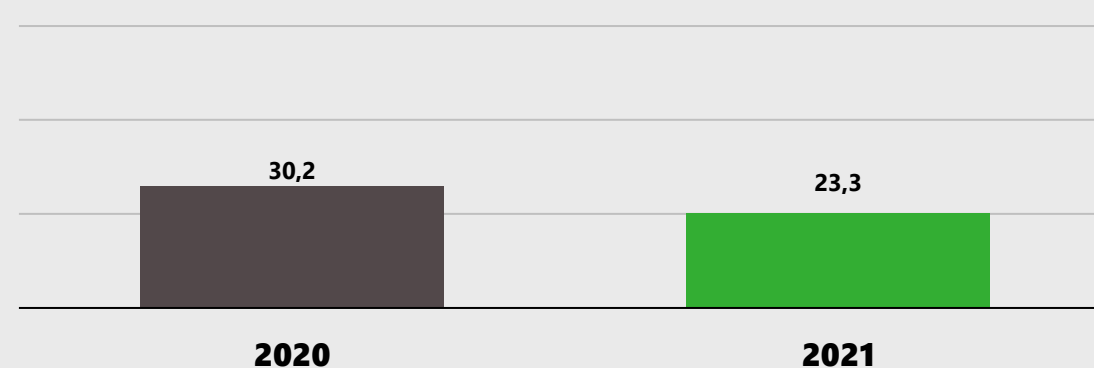


Extremely strong sales growth (+35.2 percent); increase mainly due to higher sales in China (for instance due to deliveries being delayed until 2021 because of the pandemic), also higher sales revenues in Italy and Germany

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

Significant increase in orders received, particularly in China, India, Australia and Germany; high level of orders received supports the positive sales forecast for 2022; lower order backlog at the end of 2021 due to completion of major orders in China, order received from Lai-Rong in China (volume just under €40 million) in Q1/2022

## VALUE ADDED<sup>1</sup> (in € mill.)



(in € mill.)	2020	211.0
<b>ORDERS RECEIVED</b>	2021	269.5

(in € mill.)	12/31/2020	177.1
<b>ORDER BACKLOG</b>	12/31/2021	150.0

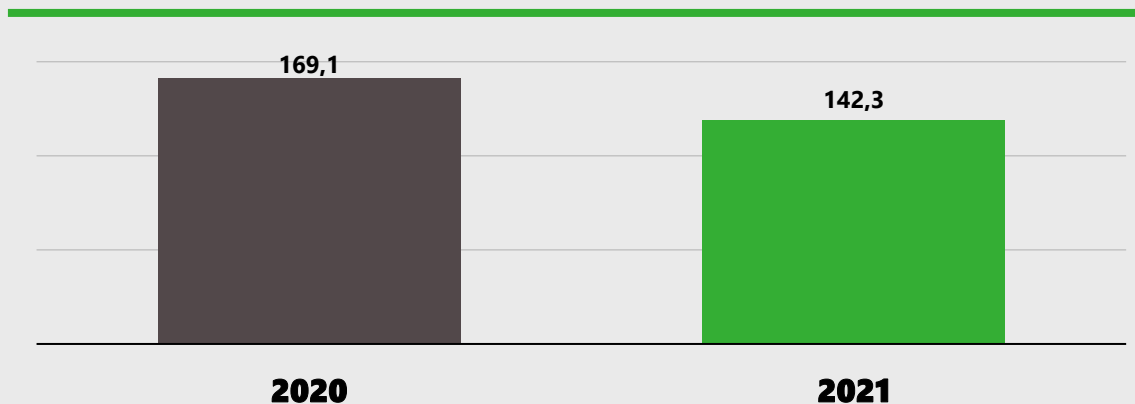
<sup>1</sup>Previous year's figure includes a positive book effect (EBIT effect = €15.6 million) related to the transitional consolidation of a Chinese joint venture.



# TIE TECHNOLOGIES BUSINESS UNIT

SLIGHT IMPROVEMENT IN VALUE ADDED DESPITE LOWER DEMAND IN THE USA

## SALES REVENUES (in € mill.)

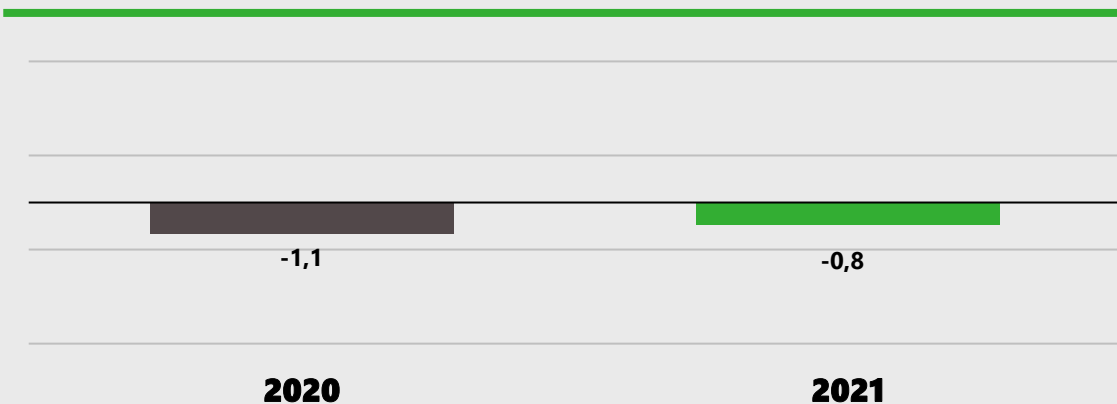


Sales revenues below previous year's figure, in particular due to lower demand from Class I customers in the USA as well as in Australia due to the completion of major projects, sales revenues slightly up year on year in Mexico and Canada

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

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

## VALUE ADDED (in € mill.)



(in € mill.)

### ORDERS RECEIVED

**2020**

151.7

**2021**

132.3

(in € mill.)

### ORDER BACKLOG

**12/31/2020**

75.5

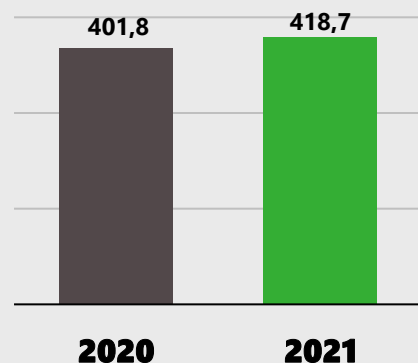
**12/31/2021**

65.1

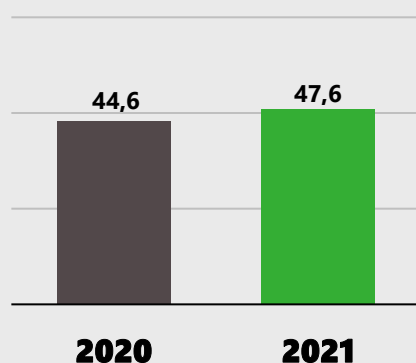
# CUSTOMIZED MODULES DIVISION

SALES REVENUES ABOVE PREVIOUS YEAR WITH NOTICEABLY HIGHER PROFITABILITY

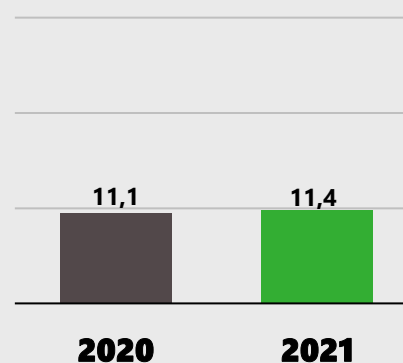
## SALES REVENUES (in € mill.)



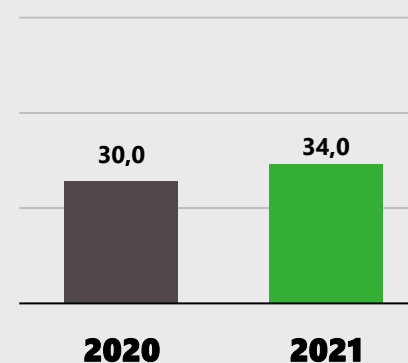
## EBITDA (in € mill.)



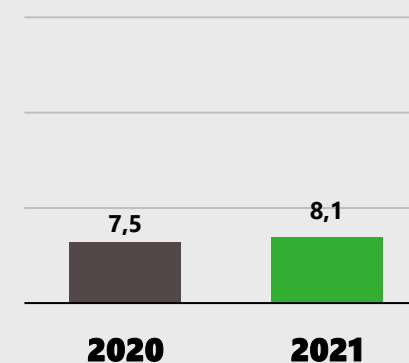
## EBITDA MARGIN (in %)



## EBIT (in € mill.)



## EBIT MARGIN (in %)



Higher sales revenues, particularly in Egypt, Australia and India, more than offset significantly lower sales in France; sales contributions from companies fully consolidated for the first time totaling €11.5 million in the year under review were offset by sales revenues from activities that have since been sold totaling €11.7 million in the previous year

Earnings and profitability noticeably higher than in the previous year, particularly due to improved operational efficiency, for instance in France; EBIT for 2021 also affected by higher material prices; considerable improvement in value added

Non-operational one-time effects related to a carrying amount adjustment recognized in profit and loss due to the initial full consolidation of companies offset by the recognition of a provision for further restructuring measures in France

## (in %) ROCE

<b>2020</b>	8.2
<b>2021</b>	9.3

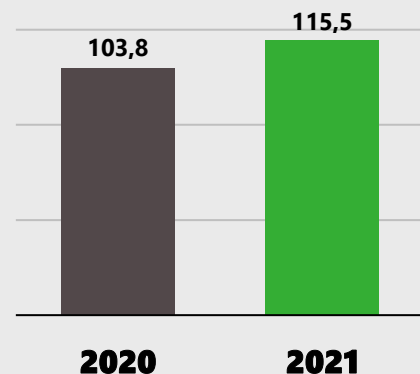
## (in € mill.) VALUE ADDED

<b>2020</b>	4.3
<b>2021</b>	8.3

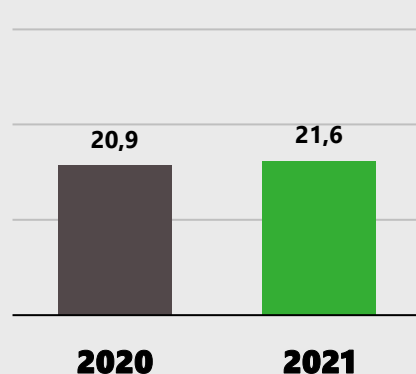
# LIFECYCLE SOLUTIONS DIVISION

SALES REVENUES AND EBIT UP YEAR ON YEAR THANKS TO STRONG FINAL QUARTER 2021

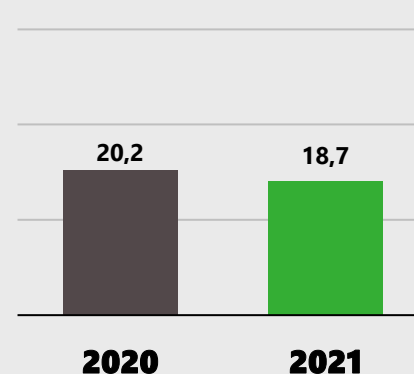
## SALES REVENUES (in € mill.)



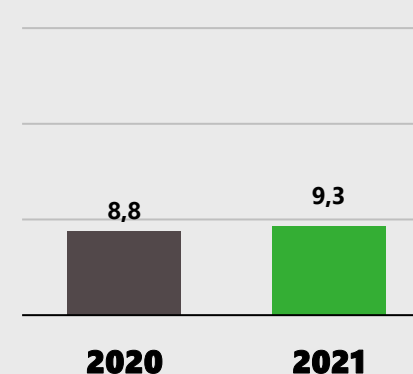
## EBITDA (in € mill.)



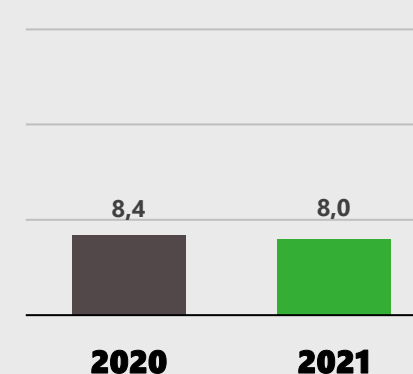
## EBITDA MARGIN (in %)



## EBIT (in € mill.)



## EBIT MARGIN (in %)



11.4 percent increase in sales revenues, largely due to the sale of machines to China, excellent utilization in stationary welding plants and initial sales from the acquired company ETS Spoor (€3.7 million), partly offset by lower sales revenues from rail and switch grinding

Earnings again increased due to a strong Q4/2021, driven largely by the sale of maintenance machines; slightly offset by the ancillary acquisition costs for ETS Spoor; no improvement in profitability in 2021 as a result

Orders received up, particularly in China (sale of maintenance machines) and Germany (stationary welding and logistics)

## (in %) ROCE

2020	4.9
2021	5.0

## (in € mill.) VALUE ADDED

2020	-3.7
2021	-3.6

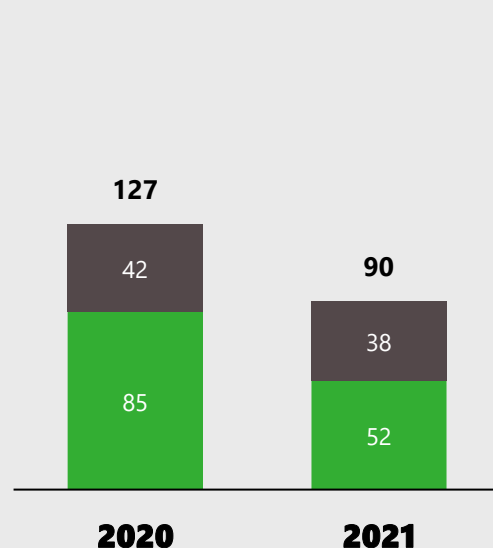


# VOSSLOH GROUP

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

(in € mill.)

## THE AMERICAS

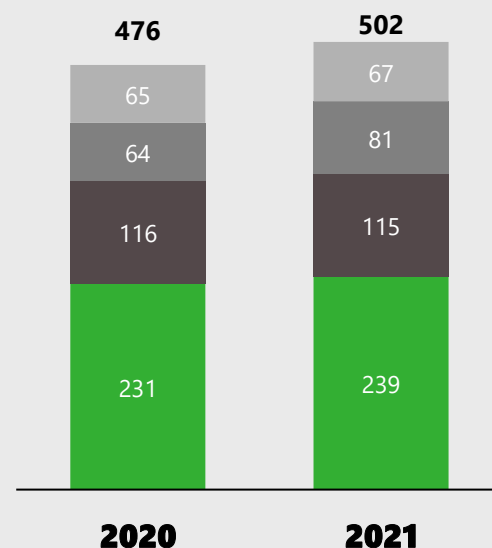


■ USA ■ Rest of the Americas

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

(in € mill.)

## EUROPE

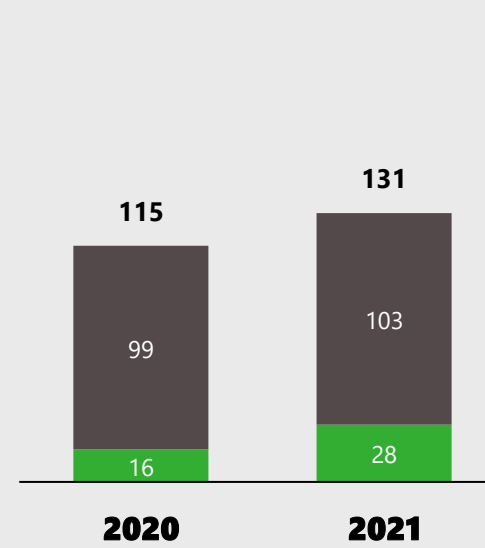


■ Western Europe ■ Southern Europe ■ Northern Europe ■ Eastern Europe

Significant increase in sales in Germany in VFS, LS and CM more than offsets downturn in sales revenues in France for CM; considerable sales growth in Italy, particularly for VFS

(in € mill.)

## AFRICA & AUSTRALIA

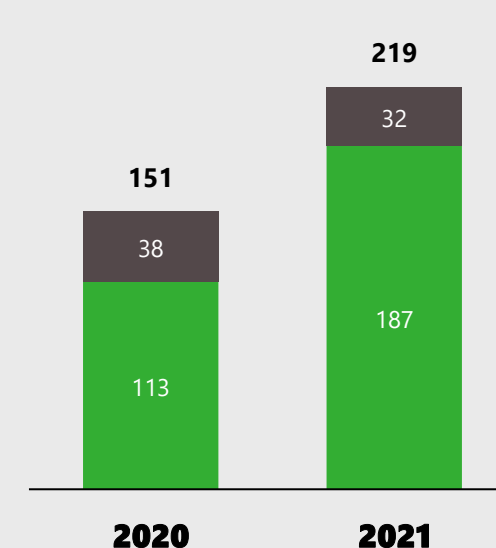


■ Africa ■ Australia

Sales revenues in Australia higher for instance at VFS, sales growth in Africa, particularly Egypt, driven by CM

(in € mill.)

## ASIA INCL. MIDDLE EAST



■ Asia ■ Middle East

Higher sales in Asia, particularly in China (VFS and LS) and India (VFS and CM due to initial full consolidation)

# VOSSLOH GROUP: OUTLOOK<sup>1</sup>

VOSSLOH EXPECTS EBIT INCREASE IN 2022

## Sales revenues

**2021: €942.8 million**

**Outlook 2022: €925 million to €1 billion**

/ Sales revenues for the Core Components division are expected to be on a par with 2021 (Vossloh Fastening Systems above, Vossloh Tie Technologies below 2021); slight sales growth forecast for Customized Modules, considerable increase in sales revenues forecast for Lifecycle Solutions

## Value added

**2021: €9.5 million**

**Outlook 2022: €5 million to €20 million**

/ Average capital employed for the 2022 fiscal year expected to be slightly higher than the figure for 2021; weighted average cost of capital before taxes (WACC) anticipated to remain at 7.0 percent in 2022 fiscal year

## EBITDA margin

**2021: 13.2 percent**

**Outlook 2022: 13 to 14 percent**

## EBIT margin

**2021: 7.7 percent**

**Outlook 2022: 7.5 to 8.5 percent**

/ Core Components expects profitability to remain stable or go down slightly overall, while the Customized Modules and Lifecycle Solutions divisions are forecasting an improvement in profitability; EBIT expected to increase again in 2022



<sup>1</sup>Forecast may be affected by recent political events in Eastern Europe and are reviewed on an ongoing basis..

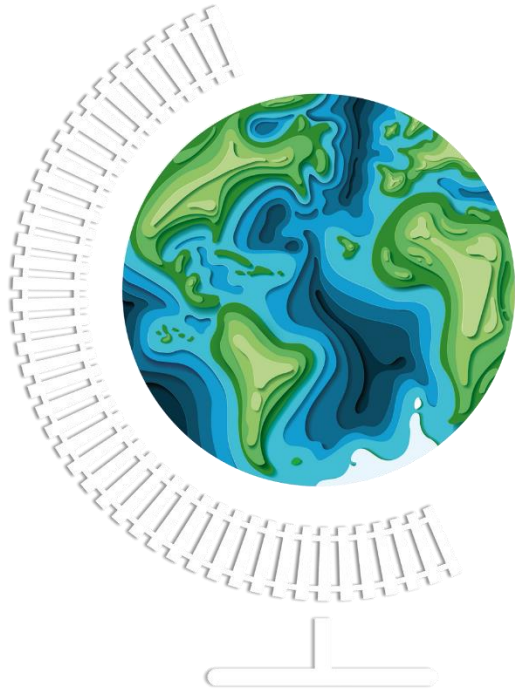
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