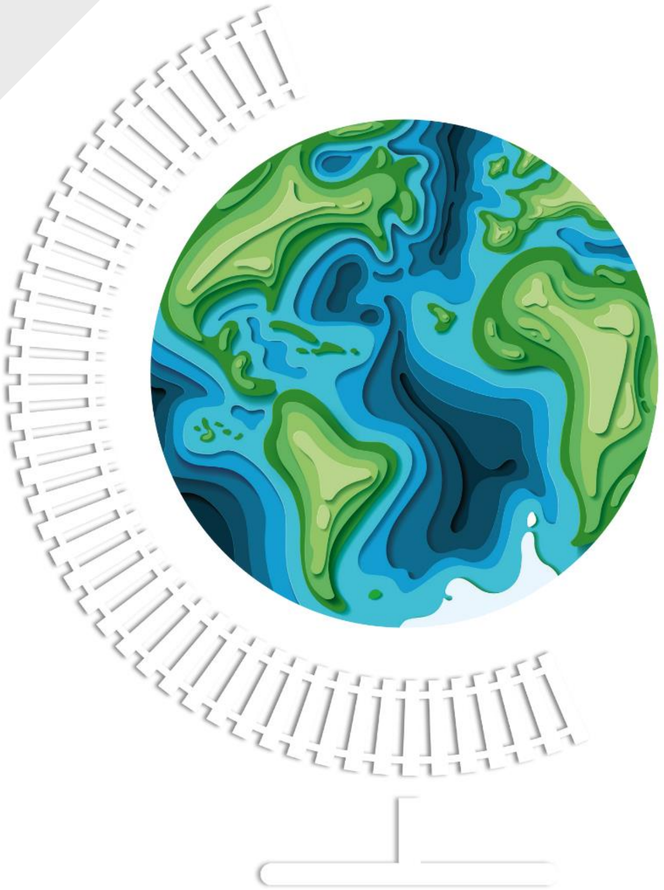
vossloh
enabling green mobility

PRESENTATION TO INVESTORS

INTERIM REPORT
AS OF JUNE 30, 2022

WERDOHL, AUGUST 3, 2022



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.

This presentation contains statements concerning the future business performance of the Vossloh Group that are based on assumptions and estimates from the Company management.

vossloh

VOSSLOH GROUP

ORDERS RECEIVED AND ORDER BACKLOG REMAIN AT A VERY HIGH LEVEL

ORDER VOLUME REMAINS HIGH

Orders received in Q2/2022 again at a very high level of €314.8 million; increase of 57.9 percent compared to Q2/2021

Order backlog reaches record level of €827.9 million, up 41.6 percent compared with June 30, 2021

Orders received in the quarter particularly strong year on year:

- Egypt: contract for rail fastening systems for construction of new high-speed line (volume exceeding €40 million) won in May 2022
- USA: significant increase in new orders for concrete ties from Class I operators
- Europe: all regions achieve higher orders, especially strong growth in Western and Eastern Europe

OPERATIONAL BUSINESS PERFORMANCE

Sales revenues in Q2/2022 of €254.2 million almost unchanged from the high figure of €255.5 million in the previous year’s quarter

EBIT in Q2/2022 of €20.8 million despite the continued pressure from higher material and energy prices; exceptionally high previous-year figure of €30.3 million benefited by significantly lower procurement costs and a project mix with higher margins at VFS; EBIT margin at 8.2 percent (previous year: 11.9 percent)

Higher material and energy prices led to adjustment of sales revenues and earnings forecast in May 2022; full-year EBIT expected to be impacted significantly compared with original forecasts; nevertheless, significant increase in earnings contributions already expected in H2/2022 compared with H2/2021

SITUATION ON THE PROCUREMENT MARKETS

Trend in material prices:
Material prices continued to rise in the second quarter; trend for the rest of the year difficult to forecast; indications of slight easing in regard to first components on the market visible; measures to limit additional costs well advanced, agreements to pass on cost increases reached with customers in many cases; essential materials still available also due to early action taken to stock up

Trend in energy prices:
Energy prices, especially natural gas prices, are several times higher compared with previous year’s levels in some cases; natural gas prices have been almost fully hedged until the end of the year; production alternatives in the event of a natural gas shortage are currently under review

VOSSLOH GROUP

SALES REVENUES SLIGHTLY ABOVE PREVIOUS YEAR'S LEVEL, PROFITABILITY IMPACTED BY HIGHER ENERGY AND MATERIAL PRICES

KEY GROUP INDICATORS

KEY GROUP INDICATORS		1-6/2021	1-6/2022
Sales revenues	€ mill.	462.6	476.4
EBITDA/EBITDA margin	€ mill./%	68.4 / 14.8	53.8 / 11.3
EBIT/EBIT margin	€ mill./%	42.4 / 9.2	28.9 / 6.1
Net income	€ mill.	20.6	17.3
Earnings per share	€	0.70	0.63
Free cash flow	€ mill.	(15.7)	(42.0)
Capital expenditure	€ mill.	19.9	19.9
Value added	€ mill.	11.1	(3.7)

NOTES

Sales revenues up 3.0 percent; growth driven by Customized Modules and Lifecycle Solutions; Core Components significantly below the previous year's level

EBIT and **EBIT margin** as expected are lower year over year, mainly due to a sharp increase in material and energy prices and a change in the project mix; EBIT contributions at Core Components have fallen by roughly half, while Customized Modules and Lifecycle Solutions are slightly higher year over year

Net income was only €3.3 million lower than the previous year, in particular due to significantly lower tax expense; **earnings per share** in Q2/2022 was even higher year over year (€0.60 vs. €0.55)

Free cash flow noticeably below previous year, mainly due to strong working capital build-up in H1/2022 (>€50 million)

Capital expenditure at previous year's level overall; Core Components invested less, while Customized Modules and Lifecycle Solutions invested more

Value added was lower year over year due to lower EBIT, but positive again in Q2/2022 at €4.3 million

vossloh

VOSSLOH GROUP

EQUITY RATIO REMAINS AT HIGH LEVEL, NET DEBT INCREASED DUE TO RISE IN WORKING CAPITAL

KEY GROUP INDICATORS		1-6/2021 **6/30/21**	2021 **12/31/21**	1-6/2022 **6/30/22**
Equity	€ mill.	569.1	587.9	596.0
Equity ratio	%	44.6	45.6	43.4
Average working capital	€ mill.	197.9	194.7	201.6
Average working capital intensity	%	21.4	20.6	21.2
Closing working capital	€ mill.	206.3	175.6	229.2
Average capital employed	€ mill.	894.3	896.9	931.0
Closing capital employed	€ mill.	901.5	901.6	962.5
Net financial debt	€ mill.	241.3	215.6	281.2

NOTES

Equity has increased further since year-end 2021 despite dividend payments, in particular due to positive net income; the **equity ratio** remains high at 43.4 percent

Closing working capital significantly higher year over year, also due to increased procurement prices and stockpiling of materials to minimize risk of supply bottlenecks; **average working capital intensity** nevertheless slightly lower than in H1/2021

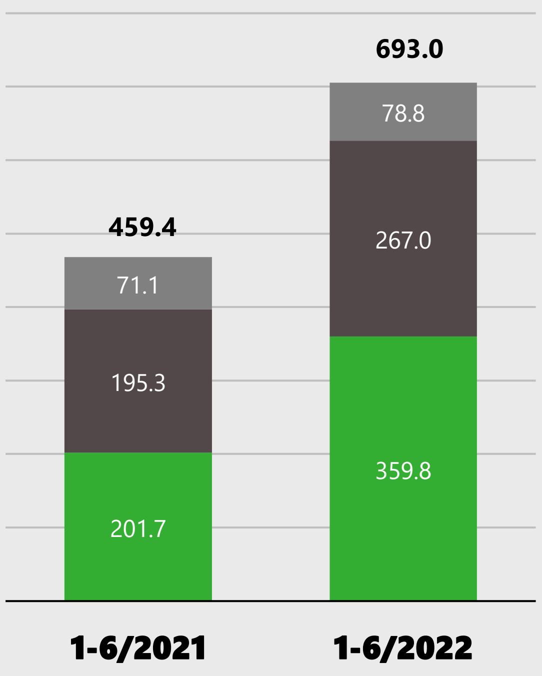
Closing capital employed increased significantly compared with the reporting date of the previous year's period and since year-end 2021, in particular due to increases in fixed assets and working capital

Net financial debt including lease liabilities increased by €39.9 million compared to end of H1/2021, mainly due to negative FCF and dividend payments in H1/2022; significant decrease in net financial debt expected by end of year

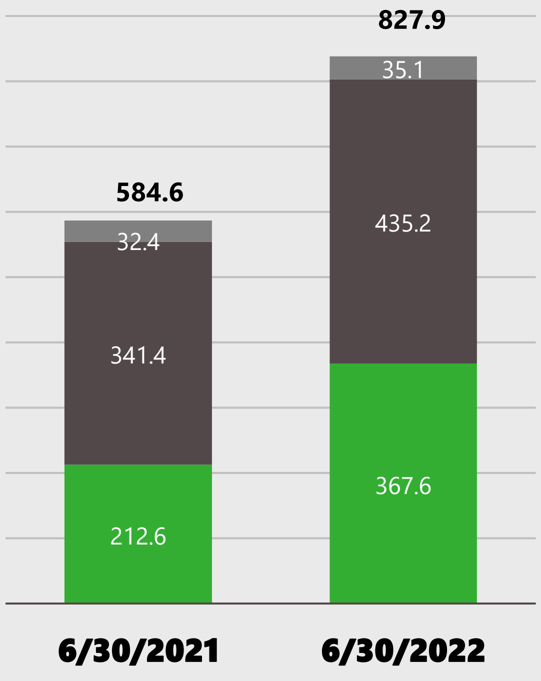
VOSSLOH GROUP

ORDER SITUATION REACHES RECORD LEVEL, BOOK-TO-BILL AT 1.45

ORDERS RECEIVED (in € mill.)



ORDER BACKLOG (in € mill.)



Core Components Customized Modules Lifecycle Solutions

NOTES

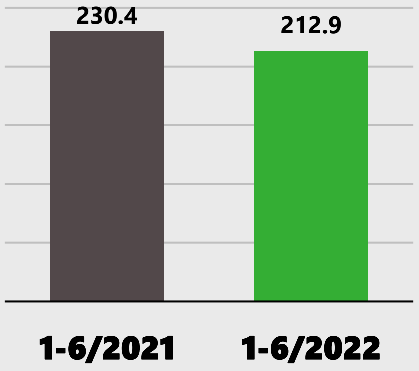
Orders received sets new record for a half-year period; Core Components division posts significant gains, primarily due to an increase in orders received in the Fastening Systems business unit in China and Egypt and in the Tie Technologies business unit in the USA and Australia. Customized Modules division is also significantly above the previous year, primarily in Poland and France. Lifecycle Solutions division was higher year over year mainly due to an increase in orders in the Netherlands

Order backlog of the Vossloh Group was also at record levels at the end of the reporting period. The Core Components and Customized Modules divisions significantly outperformed their previous year’s levels; Lifecycle Solutions was also up slightly year over year

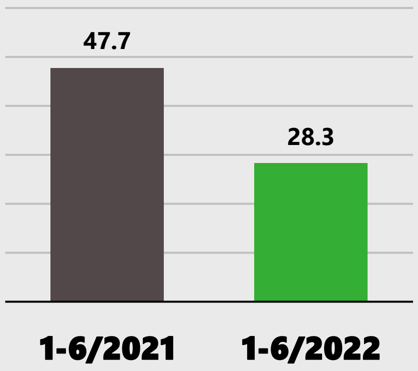
CORE COMPONENTS DIVISION

SALES REVENUES STILL BELOW PREVIOUS YEAR, PROFITABILITY IMPACTED BY SHARP INCREASES IN MATERIAL AND ENERGY PRICES

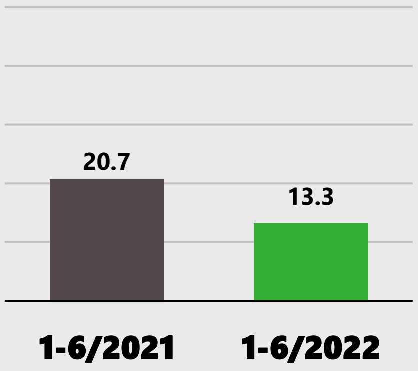
SALES REVENUES (in € mill.)



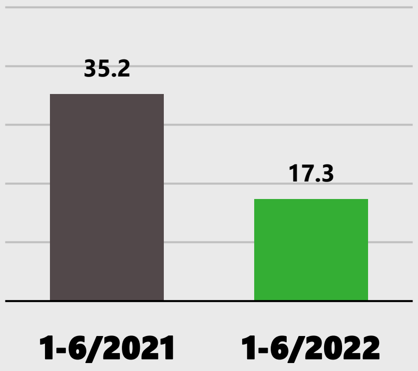
EBITDA (in € mill.)



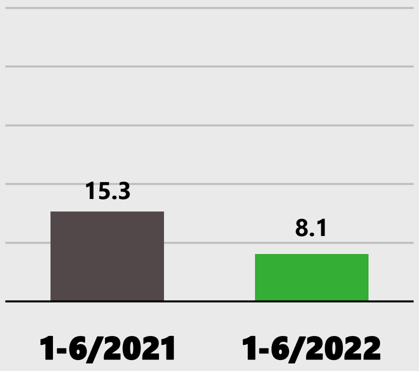
EBITDA MARGIN (in %)



EBIT (in € mill.)



EBIT MARGIN (in %)



Decline in sales at Fastening Systems business unit due to lower revenues in China also as a result of pandemic-related catch-up effects in the previous year; in addition, lower sales revenues in the USA and Australia at the Tie Technologies business unit

EBIT in H1/2022 significantly lower than in H1/2021, mainly due to significantly higher material and energy prices and a changed project mix; significantly higher earnings contributions expected in H2/2022 compared to H2/2021

Value added positive again despite more difficult underlying conditions

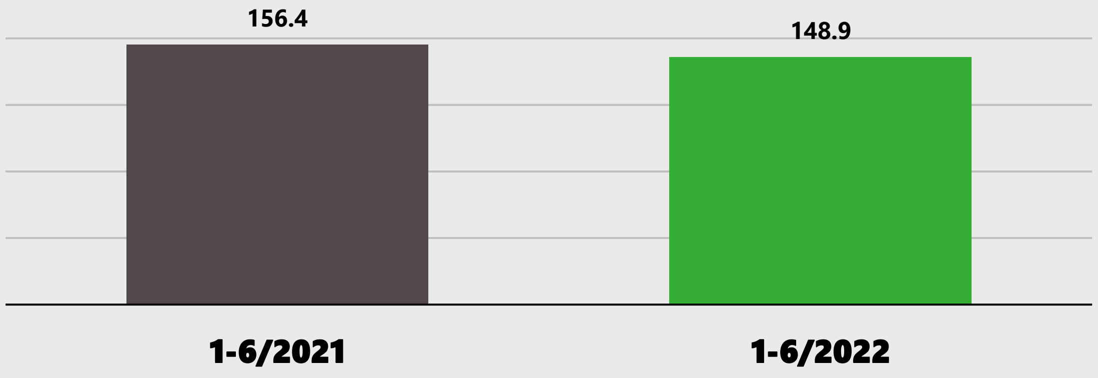
(in %) **ROCE**	**1-6/2021**	20.0
	1-6/2022	9.8
(in € mill.) **VALUE ADDED**	**1-6/2021**	22.9
	1-6/2022	5.0

vossloh

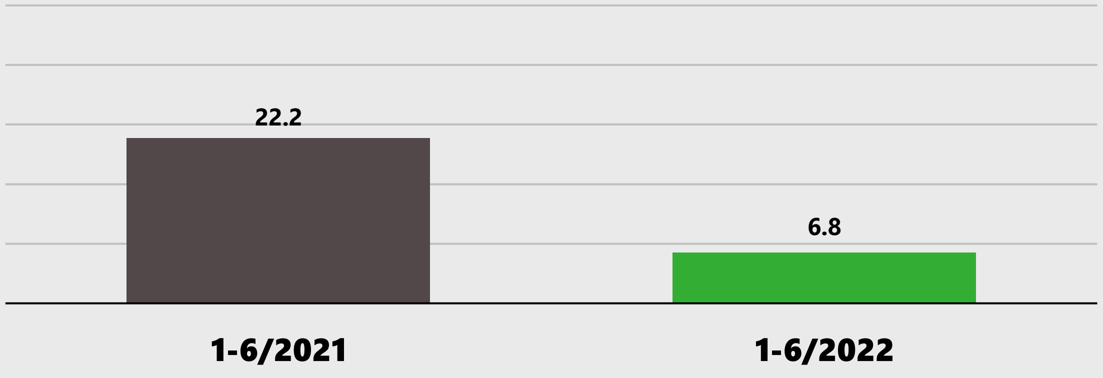
FASTENING SYSTEMS BUSINESS UNIT

ORDER SITUATION AT RECORD LEVEL, VALUE ADDED STILL POSITIVE DESPITE SIGNIFICANTLY HIGHER PROCUREMENT PRICES

SALES REVENUES (in € mill.)



VALUE ADDED (in € mill.)



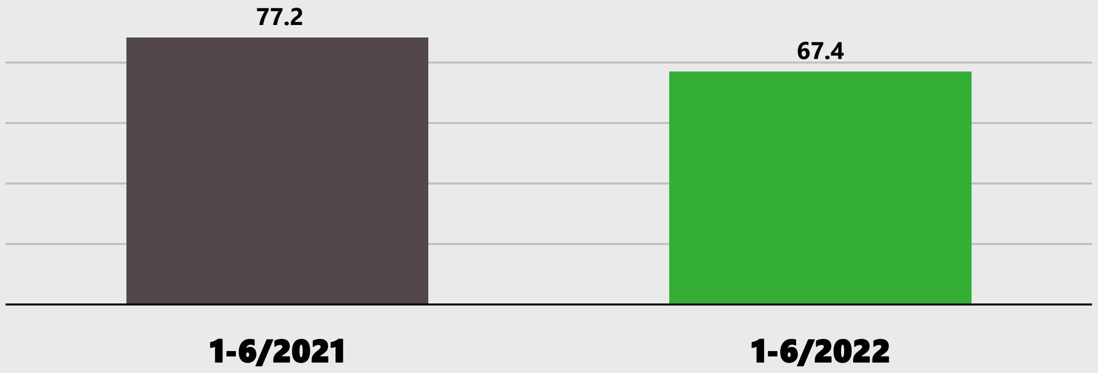
- Orders received more than doubled year over year due to major orders from China and Egypt for the construction of high-speed lines; order backlog at close of H1/2022 twice as high as at close of H1/2021
- H1/2022 sales revenues still slightly below the high previous year's figure; lower revenues in China, where the previous year's figure benefited from particularly high sales revenues due to pandemic-related catch-up effects from 2020
- Value added down due to considerable pressure from significantly higher material and energy prices and a project mix with exceptionally high margins in the previous-year period

(in € mill.) **ORDERS RECEIVED**	**1-6/2021**	125.0
	1-6/2022	274.1
(in € mill.) **ORDER BACKLOG**	**6/30/21**	141.2
	6/30/22	283.1

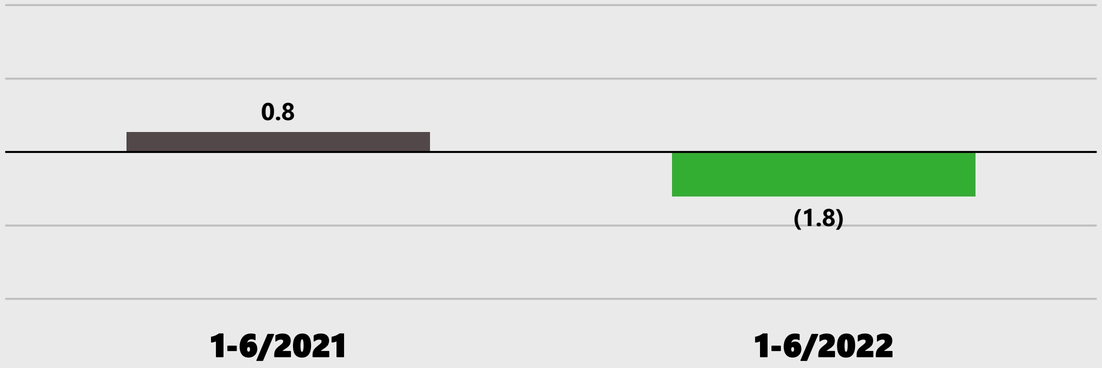
TIE TECHNOLOGIES BUSINESS UNIT

SIGNIFICANT IMPROVEMENT IN ORDER SITUATION COMPARED TO THE PREVIOUS YEAR, PARTICULARLY IN THE USA

SALES REVENUES (in € mill.)



VALUE ADDED (in € mill.)



Orders received significantly up year over year due to growth in the USA and Australia; order backlog noticeably higher than the previous year's figure

Decline in sales revenues is due to lower revenues in the USA and Australia, while sales revenues increased in Canada; positive sales revenues trend in Q2/2022 (+6.3 percent compared to the previous year)

Value added also below the previous year due to lower sales revenues

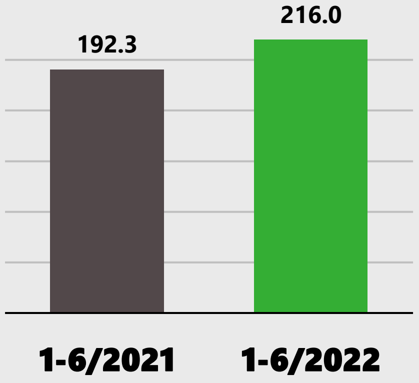
(in € mill.) **ORDERS RECEIVED**	**1-6/2021**	76.9
	1-6/2022	94.6
(in € mill.) **ORDER BACKLOG**	**6/30/21**	74.1
	6/30/22	93.2

vossloh

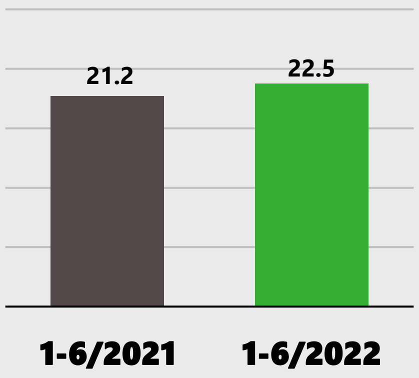
CUSTOMIZED MODULES DIVISION

SALES REVENUES AND EBIT HIGHER YEAR OVER YEAR DESPITE MORE DIFFICULT UNDERLYING CONDITIONS

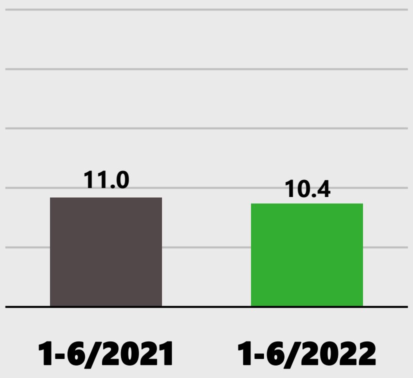
SALES REVENUES (in € mill.)



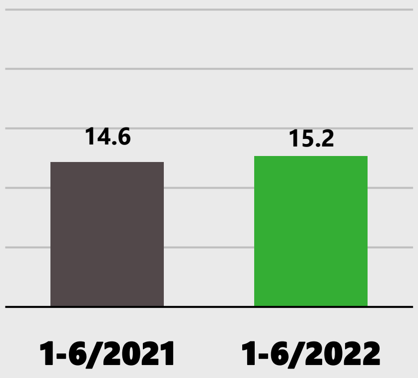
EBITDA (in € mill.)



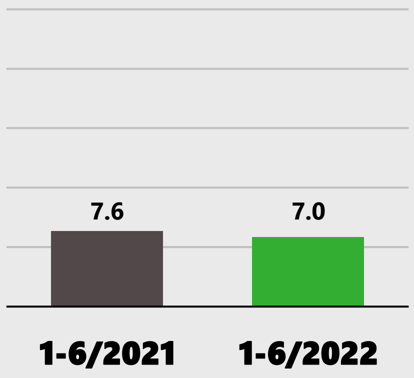
EBITDA MARGIN (in %)



EBIT (in € mill.)



EBIT MARGIN (in %)



Orders received up 36.7 percent year over year; higher demand from Poland and France; book-to-bill at 1.24; order backlog significantly higher year over year, especially at sites in Sweden and France

Sales revenues significantly above previous year's level (+12.3 percent), in particular higher sales revenues in Sweden, France and the Netherlands; trend in sales revenues also boosted by full consolidation of a company in Portugal

EBIT higher year over year despite increased procurement costs for materials and energy; this was mainly due to higher earnings contributions from the sites in France, Australia and Sweden

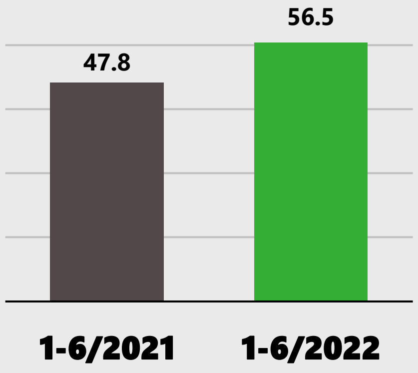
(in %) **ROCE**	**1-6/2021**	8.0
	1-6/2022	8.0
(in € mill.) **VALUE ADDED**	**1-6/2021**	1.9
	1-6/2022	2.0

vossloh

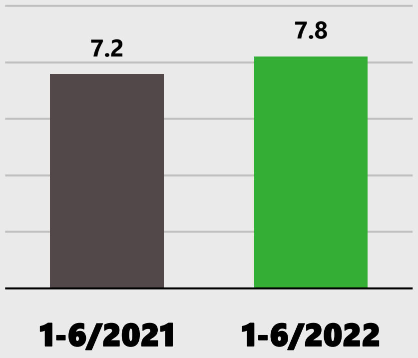
LIFECYCLE SOLUTIONS DIVISION

SALES REVENUES AND EBIT MARGIN HIGHER YEAR OVER YEAR

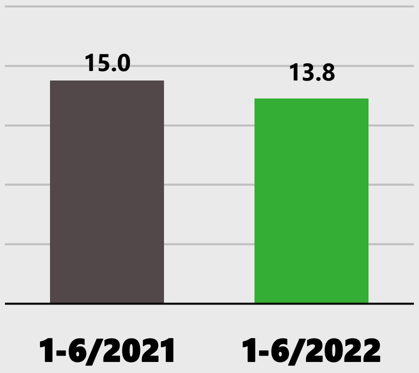
SALES REVENUES (in € mill.)



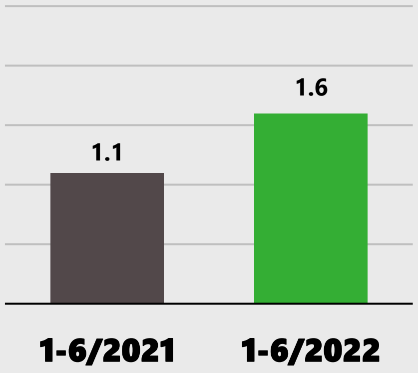
EBITDA (in € mill.)



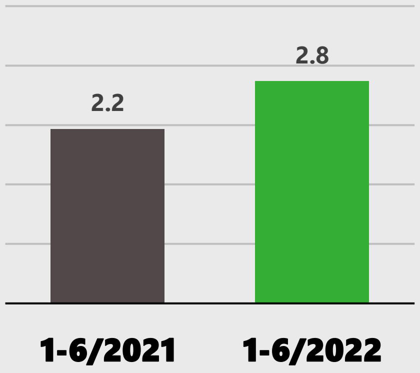
EBITDA MARGIN (in %)



EBIT (in € mill.)



EBIT MARGIN (in %)



Orders received well above previous year's level, especially due to significantly higher orders received from Vossloh ETS in the Netherlands, which was acquired in July 2021

Sales growth of 18.2 percent mainly due to sales revenues contributions from the new company Vossloh ETS

EBIT and EBIT margin up year over year thanks to a strong Q2/2022, which was primarily due to improved earnings from the maintenance business and Vossloh ETS

(in %) **ROCE**	**1-6/2021**	1.2
	1-6/2022	1.6
(in € mill.) **VALUE ADDED**	**1-6/2021**	(5.2)
	1-6/2022	(5.4)

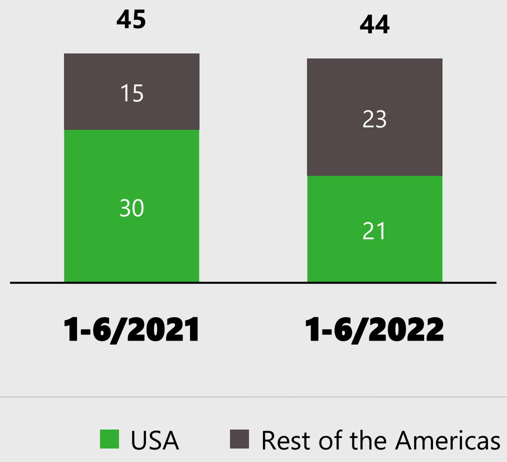
vossloh

VOSSLOH GROUP

SIGNIFICANT INCREASE IN SALES REVENUES, PARTICULARLY IN EUROPE, EXCEEDS PROJECT-RELATED DECLINE IN SALES REVENUES IN CHINA

(in € mill.)

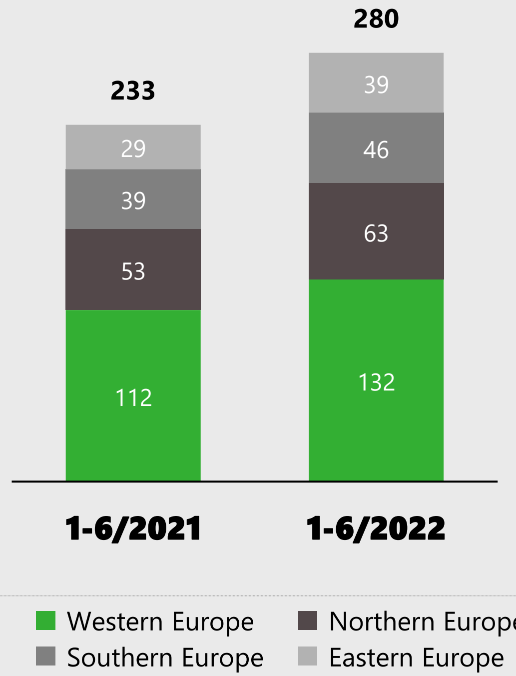
THE AMERICAS



Sales revenues in the USA below previous year, especially at VTT, largely offset by increase in sales revenues in Canada (VTT)

(in € mill.)

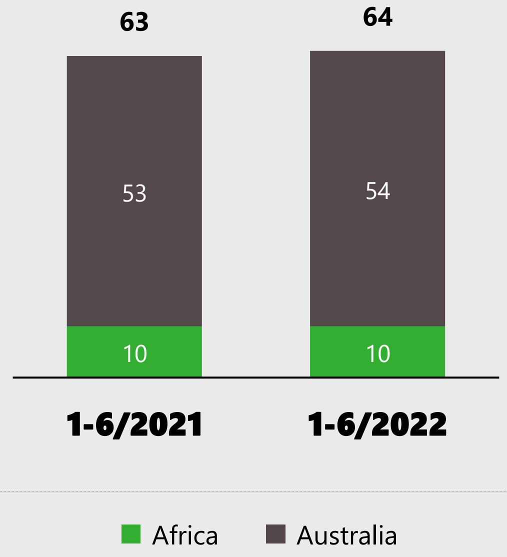
EUROPE



Sales +20.3 percent; Western Europe: higher revenues in the Netherlands and France; Northern Europe: Sweden and Denmark increase; Southern Europe: Portugal and Turkey report additional sales; Eastern Europe: Czech Republic and Poland up

(in € mill.)

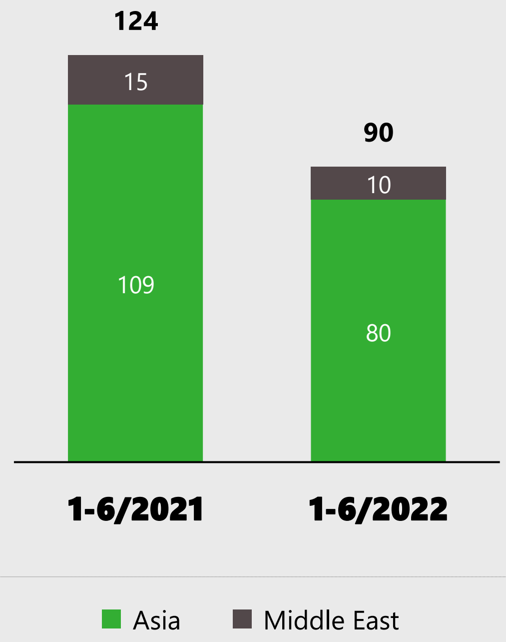
AFRICA & AUSTRALIA



Sales revenues increase in Australia mainly due to VFS, offsetting declines in VTT; sales in Africa at previous year's level, slightly higher revenues in Egypt and Morocco from CM

(in € mill.)

ASIA INCL. MIDDLE EAST



Sales revenues decline in Asia mainly due to project-related reduction in revenues at VFS in China and in the Arab Emirates (VFS and CM)

vossloh

VOSSLOH GROUP: OUTLOOK

SALES REVENUES AND EARNINGS FORECAST ADJUSTED IN MAY 2022

Sales revenues

2021: €943 million **2022 forecast: €0.95 billion to €1.05 billion**

- All divisions contribute to the forecast growth in sales revenues. In percentage terms, the strongest growth is expected in the Lifecycle Solutions division.

Value added

2021: €9.5 mill. **2022 forecast: €(5) million to €15 million**

- Forecast corridor for value added also adjusted and extended, weighted average cost of capital before taxes (WACC) remained unchanged at 7.0 percent in fiscal year 2022.

EBITDA margin

2021: 13.2 percent **2022 forecast: 11.5 to 13.5 percent**

EBIT margin

2021: 7.7 percent **2022 forecast: 6 to 8 percent**

- A key driver of the expected increase in sales revenues is the passing on of cost increases for materials and energy to customers. The additional sales revenues from this are not accompanied by any additional EBIT. In conjunction with cost increases that are not passed on or that are passed on with a time lag, this has a negative impact on profitability. The widening of the forecast corridors reflects the uncertainty caused by the ongoing war in Ukraine and the Covid-19 pandemic as well as the resulting consequences on the procurement markets.

vossloh

FINANCIAL CALENDAR AND CONTACT INFORMATION

HOW YOU CAN REACH US

Financial calendar 2022

/ September 23, 2022	Capital Markets Day InnoTrans, Berlin
/ October 27, 2022	Quarterly statement as of September 30, 2022
/ March 2023	2022 Annual Report

Contact information for investors:

Dr. Daniel Gavranovic

Email: investor.relations@vossloh.com

Phone: +49 (0) 23 92 / 52-609

Fax: +49 (0) 23 92 / 52-219

Contact information for the media:

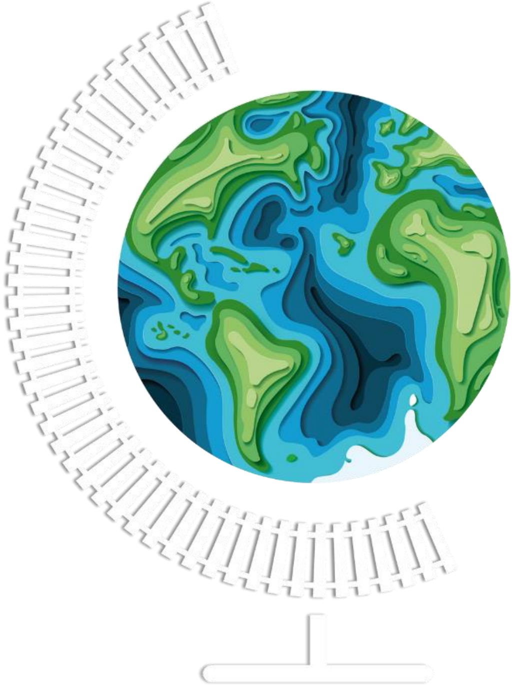
Andreas Friedemann (Kirchhoff Consult AG)

Email: presse@vossloh.com

Phone: +49 (0) 23 92 / 52-608

Fax: +49 (0) 23 92 / 52-219

vossloh



Q&A

THANK YOU FOR YOUR TIME.