

**PRESENTATION VOSSLOH  
ODDO BHF FORUM**

**JANUARY 10, 2023**



# VOSSLOH'S HISTORY



## Foundation

of the company Eduard Vossloh, headquartered in Werdohl

**1888**

## Foundation

of Stahlberg-Roensch GmbH in Hamburg

**1948**



## Creation

of the current Vossloh AG, which is listed on the stock exchange

**1990**

## Takeover

of the Stahlberg-Roensch Group, track maintenance and logistics services

**2010**

**1904**

## Foundation

of the Société de Construction et d'Embranchements Industriels in Soissons



Kleisenfabrikation, Massenerstellung von Artikeln aus Eisen, Stahl und Metall, gestanzt, gesogen und geprägt • Kalbwalzwerk • Drahtzieherei • Rohrwalzwerk • Rohrzieherei, auch von Profilen

**1967**

## Patent

for the first elastic track fastening system

**2002**

## Acquisition

of the French Cogifer Group; expansion of the product range with switches and signalling components

# VOSSLOH'S HISTORY

## Sale

of Rail Vehicles, Spanish locomotive and tramway manufacturer, to Stadler Rail AG

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## 2015

## Acquisition

of the Australian sleeper manufacturer Austrak and the milling business of STRABAG Rail GmbH

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## 2018



## 2014

## Realignment

of the Group into a company focused exclusively on rail infrastructure



## 2017

## Acquisition

of Rocla Concrete Tie, Inc. portfolio expansion with concrete ties and crossing panels for the North American market; sale of Electrical Systems, a supplier of electrical equipment for rail and commercial vehicles, to Knorr Bremse

## 2020

## Completion of realignment

to a purely rail infrastructure-focused company; sale of Locomotives, manufacturer of diesel electric locomotives, to CRRC ZELC

# VOSSLOH CORPORATE VIDEO

<https://www.vossloh.com/en/company/>



# THE STRATEGY

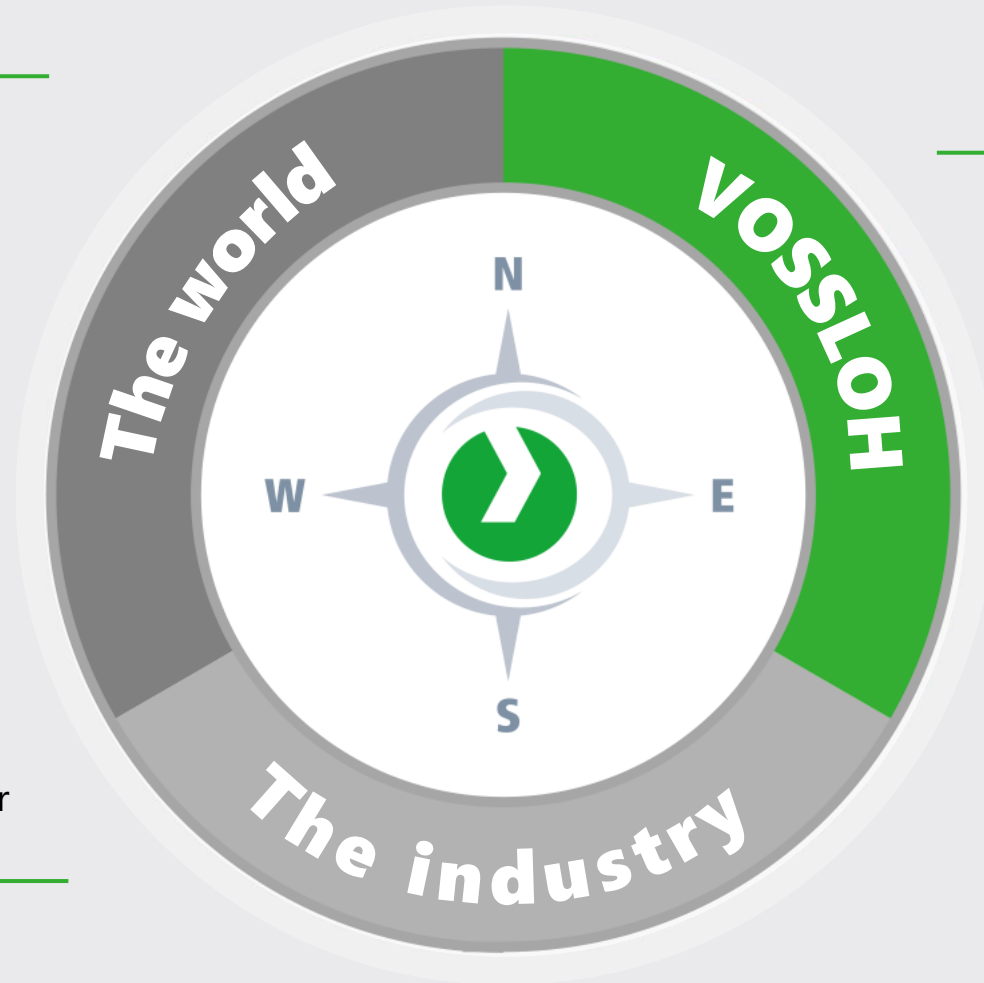
VOSSLOH IS PERFECTLY POSITIONED TO SERVE THE NEED FOR HIGHER TRACK AVAILABILITY

## Shift to Rail

Global megatrends  
Need for more transportation  
Clean modes of transportation

## Track availability as key

Increase of rail traffic on existing infrastructure  
Track availability as key success factor for rail network operator



## Unique position

Unique and comprehensive product and service portfolio  
Understanding of the rail track as a system  
Global market presence and customer access  
Solutions for higher track availability

# OUR VISION

MAKE THE WORLD A BETTER PLACE

## Our vision

Sustainable, safe and convenient rail mobility to make the world a better place

## Our mission

We enable green mobility with innovative and tailored rail infrastructure solutions

## Our values

Passion  
Excellence  
Entrepreneurship  
Trust & Respect  
Sustainability





# THE CORPORATE STRUCTURE

## FOCUS ON THE RAIL TRACK



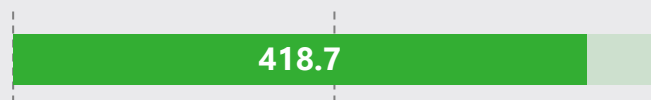
### Core Components

Industrially manufactured standardized products, in large quantities for projects of the rail infrastructure

#### Business units:

**Vossloh Fastening Systems**  
(Rail fastening systems)

**Vossloh Tie Technologies**  
(esp. concrete ties)

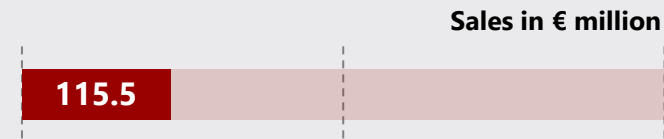


### Customized Modules

Modular solutions customized to suit specific projects

#### Business unit:

**Vossloh Switch Systems** (Switch systems, Signaling products and systems)



Workforce

### Lifecycle Solutions

Specialized services covering all aspects of the life cycle of rails and switches (esp. preventive and corrective maintenance / welding services / logistics)

#### Business unit:

**Vossloh Rail Services**

**#1**  
worldwide

**> 1bn**  
produced clamps

**#1**  
in North America  
and Australia

**40+m**  
produced ties

**#2**  
worldwide

**560 km/h**  
Speed record for  
driving over a  
switch

**80 km/h**  
working speed  
HSG

**40%**  
market share rail  
milling in Europe



# 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)

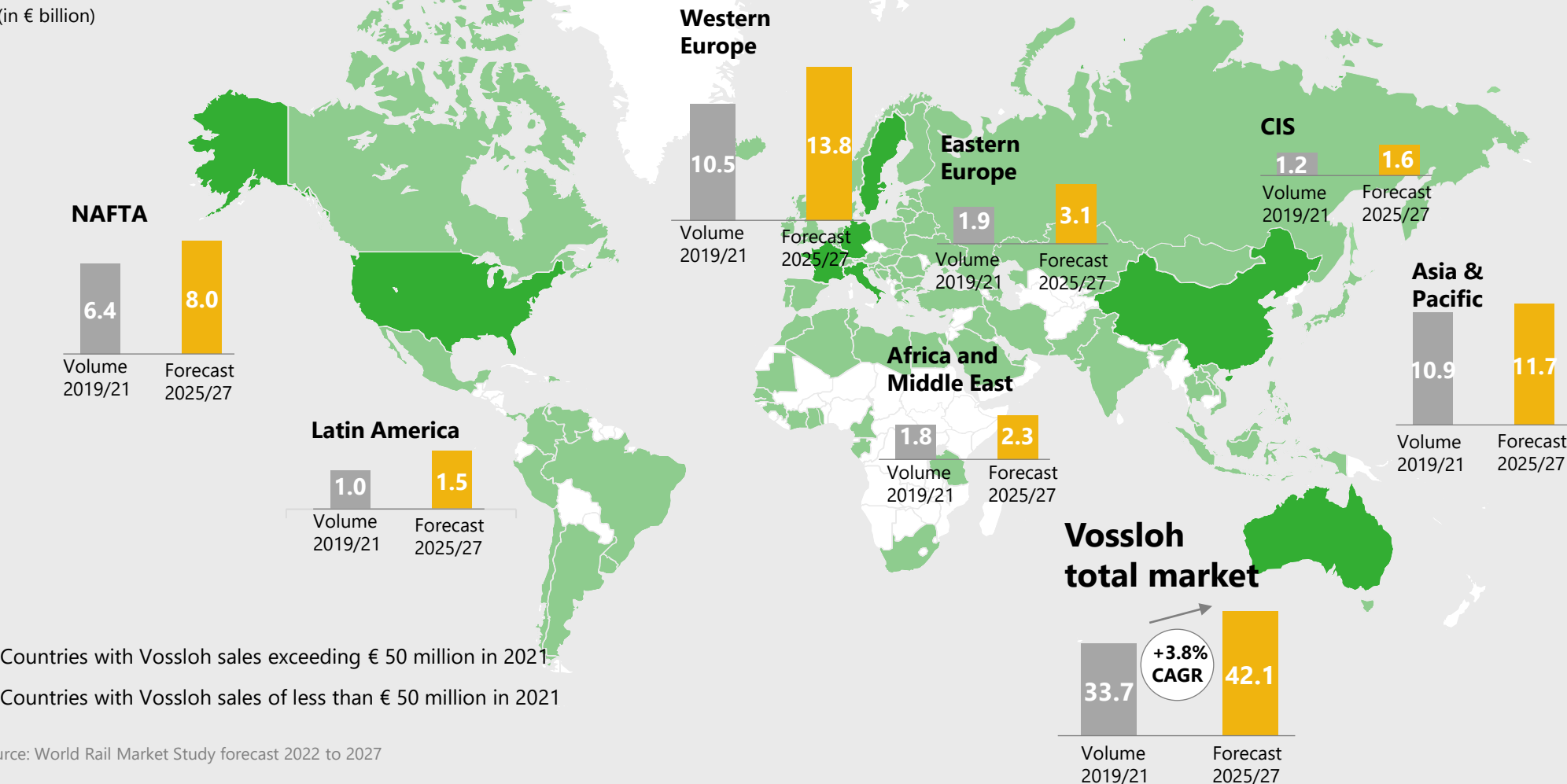
## Sustainability in facts & figures

- / 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



# RAIL INFRASTRUCTURE MARKET

THE RAIL MARKET RELEVANT TO VOSSLOH IS GROWING AND OFFERS POTENTIALS



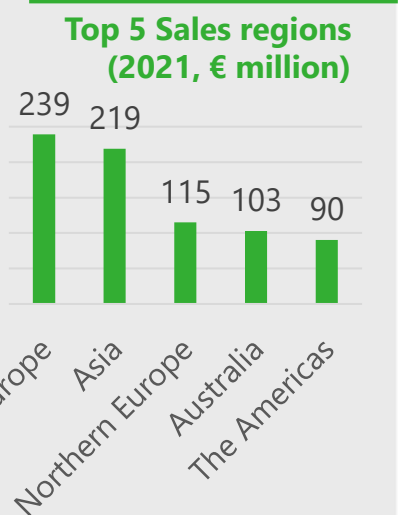
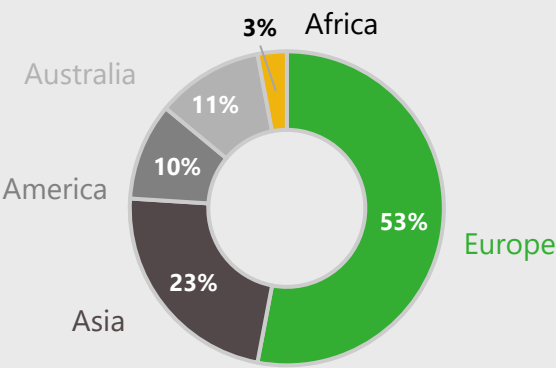
Source: World Rail Market Study forecast 2022 to 2027

# OUR SALES MARKETS

BROAD POSITIONING, WORLDWIDE CUSTOMER ACCESS, PRODUCTS AND SERVICES IN >100 COUNTRIES



Sales by region (2021)



Countries, in which Vossloh products are used

# RAIL INVESTMENT PROGRAMS WORLDWIDE

FOR GREATER LEVELS OF RAIL TRAFFIC





# STRONG ORDER SITUATION

MAJOR SALES SUCCESSES - STRONG BASIS FOR ORGANIC GROWTH

**12/1/2021** Vossloh wins major contract in Turkey for the supply of rail infrastructure components for high-speed line

**12/14/2021** Vossloh wins major order from China for rail fastening systems

**1/19/2022** Vossloh wins order from China to supply world's first zero-emission high-speed grinding trains

**2/3/2022** Vossloh wins one of the biggest infrastructure contracts in the company's history in Australia

**2/23/2022** Vossloh wins another major order for rail fastening systems in China

**3/28/2022** Vossloh wins further major order for rail fastening systems in China

**5/16/2022** Vossloh to supply rail fastening systems for high-speed line in Egypt

**9/15/2022** Framework agreement for preventive rail maintenance with Deutsche Bahn significantly extended

# **FINANCIAL OVERVIEW**

## **Q3/2022**



# VOSSLOH GROUP

SIGNIFICANT INCREASE IN SALES; PROFITABILITY IMPACTED BY HIGHER PROCUREMENT COSTS

## KEY GROUP INDICATORS

1-9/2021 1-9/2022

Sales revenues	€ mill.	698.4	756.2
EBITDA/EBITDA margin	€ mill./ %	100.8 / 14.4	92.8 / 12.3
EBIT/EBIT margin	€ mill./ %	62.2 / 8.9	55.0 / 7.3
Net income	€ mill.	33.8	38.8
Earnings per share	€	1.30	1.62
Free cash flow	€ mill.	9.8	(46.5)
Capital expenditure	€ mill.	28.5	29.7
Value added	€ mill.	15.2	5.2

## NOTES

**Sales** up by 8.3 percent, growth attributable to all divisions, in particular Lifecycle Solutions and Customized Modules with significant sales increase

**EBIT** and **EBIT margin** significantly improved after strong Q3/2022, but lower year on year due to substantially higher procurement costs for materials and energy and business-typical fluctuations in project business; Core Components still well below prior year, while Customized Modules and Lifecycle Solutions noticeably improved absolute EBIT

**Net income** up €5.0 million year on year despite higher interest expense due to lower tax expense; **earnings per share** up by 32 cents

**Free cash flow** again slightly negative in Q3/2022 due to further increase in working capital (+€30 million in single quarter), therefore significantly lower year on year after nine months; high free cash flow expected in Q4/2022

**Capital expenditures** slightly above prior-year level; lower at Core Components, but slightly higher at Customized Modules and Lifecycle Solutions

**Value added** positive for the first time in 2022 thanks to strong earnings performance in Q3



# VOSSLOH GROUP

NET FINANCIAL DEBT SIGNIFICANTLY HIGHER DUE TO INCREASE IN WORKING CAPITAL, SUBSTANTIAL DECREASE EXPECTED AT YEAR-END

KEY GROUP INDICATORS		1-9/2021 9/30/21	2021 12/31/21	1-9/2022 9/30/22
Equity	€ mill.	579.2	587.9	625.0
Equity ratio	%	45.5	45.6	43.6
Average working capital	€ mill.	198.3	194.7	215.7
Average working capital intensity	%	21.3	20.6	21.4
Closing working capital	€ mill.	191.9	175.6	258.7
Average capital employed	€ mill.	896.1	896.9	947.3
Closing capital employed	€ mill.	897.6	901.6	997.6
Net financial debt	€ mill.	231.7	215.6	292.6

## NOTES

**Equity** increased noticeably despite dividend payment in 2022 (around €18 million), in particular as a result of positive earnings performance; equity ratio remains at high level

**Closing working capital** increased significantly compared with 9/30/2021, mainly due to higher procurement prices and increased stockpiling; **average working capital intensity** virtually unchanged compared with prior-year period

**Closing capital employed** increased compared with 9/30/2021, mainly as a result of working capital build-up, significantly higher in particular at Core Components

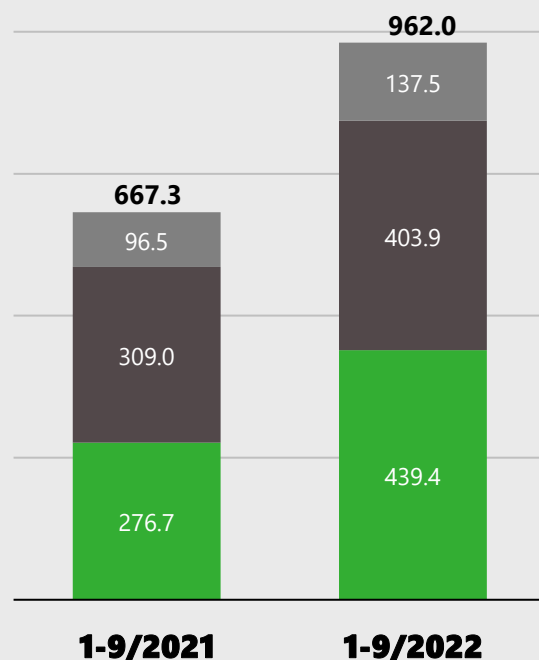
**Net financial debt** (thereof €39.1 million in lease liabilities) increased by €60.9 million compared with end of Q3/2021, mainly due to negative free cash flow in the past 12 months (approx. €26 million) and dividend, lease and interest payments; significant reduction in debt expected at end of year

# VOSSLOH GROUP

ORDERS RECEIVED REACH NEW RECORD LEVEL; BOOK-TO-BILL AT 1.27

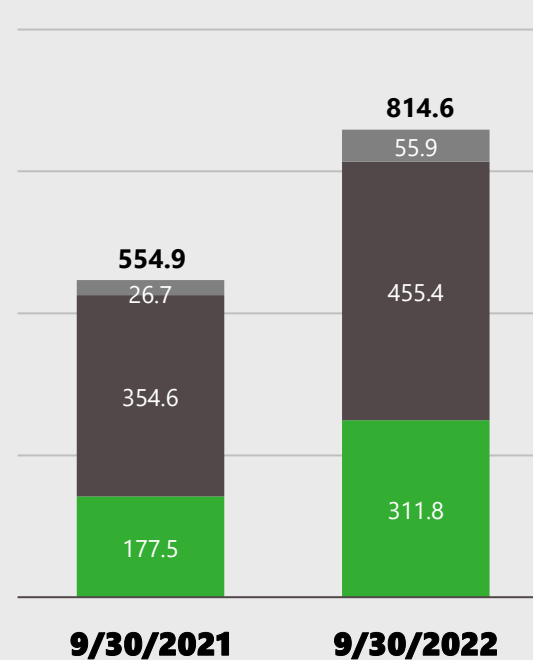
## ORDERS RECEIVED

(in € mill.)



## ORDER BACKLOG

(in € mill.)



## NOTES

**Orders received** after nine months at a new record level of almost €1 billion and 44.2 percent up year on year; especially significantly higher order intake at Vossloh Fastening Systems in China and Egypt; higher at VTT especially in the USA; Customized Modules also significantly up year on year, especially in France and Poland; Lifecycle Solutions up year on year mainly thanks to higher order intake in the Netherlands

**Order backlog** up 46.8 percent year on year; all divisions contributing to the increase; Core Components (+€134.3 million), in particular China and Egypt, and Customized Modules (+€100.8 million), in particular Sweden and Portugal, significantly up year on year; Lifecycle Solutions also records tangible year-on-year increase (+€29.2 million), mainly in Germany

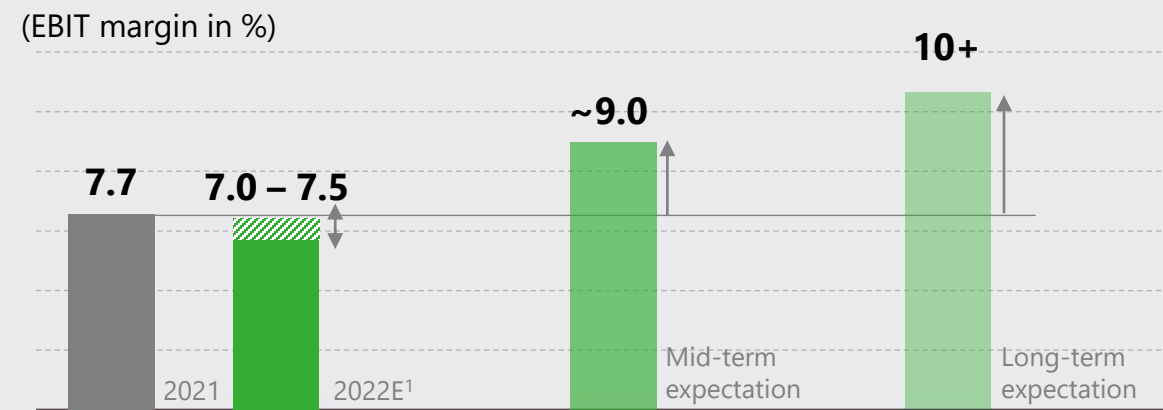
# OUTLOOK





# 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% in the Group
- / Long-term goal of double-digit EBIT margin in the Group

<sup>1</sup> Sales revenues and profitability guidance for 2022 adjusted on October 17.

# NOTES

# VOSSLOH GROUP

## INCOME STATEMENT

€ mill.	1-9/2021	1-9/2022
Sales revenues	698.4	756.2
Cost of sales	(527.0)	(590.1)
General administrative and selling expenses	(112.8)	(117.2)
Allowances and write-ups of financial assets	1.0	0.8
Research and development costs	(6.8)	(5.9)
Other operating income	8.6	13.6
Other operating expense	(4.2)	(5.1)
<b>Operating result</b>	<b>57.2</b>	<b>52.3</b>
Result from investments in companies accounted for using the equity method	2.8	2.6
Other financial income	2.2	0.1
Other financial expense	0.0	0.0
<b>Earnings before interest and taxes (EBIT)</b>	<b>62.2</b>	<b>55.0</b>
Interest income	1.2	(0.1)
Interest and similar expense	(6.9)	(7.3)
<b>Earnings before taxes (EBT)</b>	<b>56.5</b>	<b>47.6</b>
Income taxes	(22.4)	(9.8)
<b>Result from continuing operations</b>	<b>34.1</b>	<b>37.8</b>
Result from discontinued operations	(0.3)	1.0
<b>Net income</b>	<b>33.8</b>	<b>38.8</b>
<b>thereof attributable to shareholders of Vossloh AG</b>	<b>22.8</b>	<b>28.4</b>
thereof attributable to hybrid capital investors	3.6	4.5
thereof attributable to noncontrolling interests	7.4	5.9
<b>Earnings per share</b>		
Basic/diluted earnings per share (€)	1.30	1.62
thereof attributable to continuing operations	1.32	1.56
thereof attributable to discontinued operations	(0.02)	0.06

# VOSSLOH GROUP

## BALANCE SHEET

Assets in € mill.	9/30/2021	12/31/2021	9/30/2022
Intangible assets	328.8	343.2	352.7
Property, plant and equipment	316.0	323.8	322.4
Investment properties	4.4	7.4	7.1
Investments in companies accounted for using the equity method	52.4	47.6	52.1
Other noncurrent financial instruments	4.4	4.4	8.8
Other noncurrent assets	3.1	4.1	3.2
Deferred tax assets	12.7	12.3	12.5
<b>Noncurrent assets</b>	<b>721.8</b>	<b>742.8</b>	<b>758.8</b>
Inventories	192.3	195.0	259.1
Trade receivables	215.8	214.5	272.4
Contract assets	7.1	2.9	11.1
Income tax assets	6.7	7.0	9.3
Other current financial instruments	18.1	17.7	19.9
Other current assets	31.7	33.5	37.7
Short-term securities	1.3	1.0	1.5
Cash and cash equivalents	77.6	75.0	64.7
<b>Current assets</b>	<b>550.6</b>	<b>546.6</b>	<b>675.7</b>
<b>Assets</b>	<b>1,272.4</b>	<b>1,289.4</b>	<b>1,434.5</b>

Equity and liabilities in € mill.	9/30/2021	12/31/2021	9/30/2022
Capital stock	49.9	49.9	49.9
Additional paid-in capital	190.4	190.4	190.5
Retained earnings and net income	173.6	172.0	185.7
Hybrid capital	148.4	148.3	148.2
Accumulated other comprehensive income	(7.6)	(1.3)	15.4
<b>Equity excluding noncontrolling interests</b>	<b>554.7</b>	<b>559.3</b>	<b>589.7</b>
Noncontrolling interests	24.5	28.6	35.3
<b>Equity</b>	<b>579.2</b>	<b>587.9</b>	<b>625.0</b>
Pension provisions/provisions for other post-employment benefits	36.4	34.5	35.1
Other noncurrent provisions	13.4	16.5	16.9
Noncurrent financial liabilities	212.7	222.4	308.7
Noncurrent trade payables	0.0	1.0	0.0
Other noncurrent liabilities	2.9	2.9	5.4
Deferred tax liabilities	8.4	12.2	7.9
<b>Noncurrent liabilities</b>	<b>273.8</b>	<b>289.5</b>	<b>374.0</b>
Other current provisions	53.6	56.3	56.7
Current financial liabilities	97.8	69.2	50.3
Current trade payables	144.0	149.2	162.7
Current income tax liabilities	8.4	6.8	7.8
Other current liabilities	115.6	130.5	158.0
<b>Current liabilities</b>	<b>419.4</b>	<b>412.0</b>	<b>435.5</b>
<b>Equity and liabilities</b>	<b>1,272.4</b>	<b>1,289.4</b>	<b>1,434.5</b>



# VOSSLOH GROUP

## KEY PERFORMANCE INDICATORS

		Core Components		Fastening Systems		Tie Technologies		Customized Modules		Lifecycle Solutions	
		1-9/2021	1-9/2022	1-9/2021	1-9/2022	1-9/2021	1-9/2022	1-9/2021	1-9/2022	1-9/2021	1-9/2022
Sales revenues	€ mill.	339.3	346.7	232.7	244.1	111.4	113.1	292.6	332.4	78.6	94.1
EBITDA	€ mill.	63.5	47.9					33.6	37.3	13.4	14.6
EBITDA margin	%	18.7	13.8					11.5	11.2	17.0	15.6
EBIT	€ mill.	45.4	31.1					23.7	26.2	4.1	5.2
EBIT margin	%	13.4	9.0					8.1	7.9	5.2	5.6
Average working capital	€ mill.	122.4	122.6					68.7	74.5	12.4	22.6
Average working capital intensity	%	27.0	26.5					17.6	16.8	11.9	18.1
Average capital employed	€ mill.	350.3	364.9					364.8	378.3	181.2	202.8
ROCE	%	17.3	11.4					8.7	9.2	3.0	3.4
Value added	€ mill.	27.0	11.9	26.3	12.9	0.7	(1.0)	4.6	6.4	(5.4)	(5.4)
Orders received	€ mill.	276.7	439.4	181.8	325.1	98.7	129.2	309.0	403.9	96.5	137.5
Order backlog (9/30)	€ mill.	177.5	311.8	120.3	235.8	61.8	83.5	354.6	455.4	26.7	55.9
Capital expenditure	€ mill.	13.9	11.9	10.9	7.1	3.0	4.8	6.9	8.2	6.6	7.6
Depreciation/amortization	€ mill.	(18.1)	(16.9)	(6.4)	(7.9)	(11.7)	(9.0)	(9.8)	(11.1)	(9.3)	(9.4)

# VOSSLOH GROUP

## CASH FLOW STATEMENT

€ mill.	1-9/2021	1-9/2022
Earnings before interest and taxes (EBIT)	62.2	55.0
EBIT from discontinued operations	(0.3)	1.0
Amortization/depreciation/impairment losses/reversal of impairment losses of noncurrent assets	38.3	37.8
Change in noncurrent provisions	2.7	3.5
<b>Gross cash flow</b>	<b>102.9</b>	<b>97.3</b>
Income taxes paid	(16.5)	(16.8)
Change in working capital	(21.3)	(82.9)
Other changes	(21.3)	(20.1)
<b>Cash flow from operating activities</b>	<b>43.8</b>	<b>(22.5)</b>
Investments in intangible assets and property, plant and equipment	(34.8)	(24.7)
Cash-effective dividends from companies accounted for using the equity method	0.8	0.7
<b>Free cash flow</b>	<b>9.8</b>	<b>(46.5)</b>

# VOSSLOH GROUP

## EMPLOYEES

	Reporting date		Average	
	9/30/2021	9/30/2022	1-9/2021	1-9/2022
<b>Employees</b>				
Core Components	863	932	877	914
Customized Modules	2,122	2,247	2,132	2,240
Lifecycle Solutions	531	545	516	543
Vossloh AG	65	68	62	67
<b>Group</b>	<b>3,581</b>	<b>3,792</b>	<b>3,587</b>	<b>3,764</b>

# VOSSLOH GROUP

## PRICE PERFORMANCE, SHARE INFORMATION AND SHAREHOLDER STRUCTURE

Vossloh share price development, 12/31/2021 to 9/30/2022



### Information on the Vossloh share

ISIN	DE0007667107
Trading locations	Xetra, Tradegate, Düsseldorf, Frankfurt, Berlin, Hamburg, Hanover, Stuttgart, Munich
Number of shares outstanding on 9/30/2022	17,564,180
Share price (9/30/22)	€31.20
High price/low price, January to September 2022	€46.35 / €29.30
Market capitalization (9/30/22)	€548.0 million
Reuters code	VOSG.DE
Bloomberg code	VOS:GR

### Shareholder structure in %



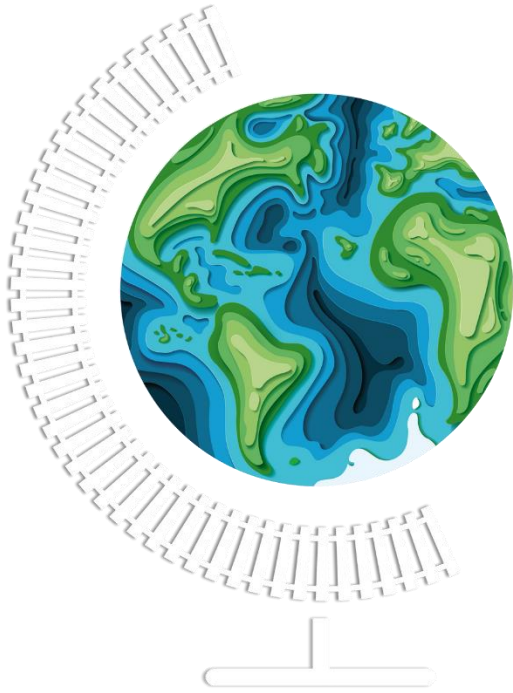


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## NOTE

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Q&A**