

ANNUAL GENERAL MEETING OF VOSSLOH AG

MAY 24, 2023





FISCAL YEAR 2022

VOSSLOH GROUP

SUCCESSEUL FISCAL YEAR 2022 DESPITE ADVERSE CONDITIONS



2022 was "Year of the Polycrisis": war; refugee, climate and energy crises; persistently disrupted supply chains; high material and energy costs; rising inflation rates and interest rates; turbulence on the stock markets.



BUT: Vossloh continued on course of sustainable and profitable growth in 2022

Orders received

Sales

EBIT

2022: €1,247.0 million 2022: €1,046.1 million

2022: €78.1 million

+31.6 percent

+11.0 percent

+8.0 percent



Big thanks to all employees worldwide!



Forward-looking, sustainable and crisis-resistant business model:

- Focus on core competence rail infrastructure
- Effect of the "Performance Program" from the year 2019
- Worthwhile investments as in the "Factory of the Future" for rail fastening systems at the Werdohl headquarters
- Comprehensive product and service portfolio for more green mobility





CORPORATE STRATEGY

MORE TRAFFIC ON RAIL - FOR THE CLIMATE

RAIL-BASED TRANSPORT IS NECESSARY TO ACHIEVE CLIMATE TARGETS AND HAS MANY ADVANTAGES



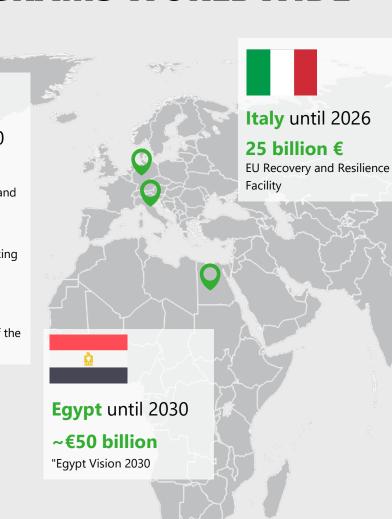
- 25% of greenhouse gas emissions in the EU are caused by the transport sector
- The rail mode of transport accounts for only 0.5% of this,
- have increased significantly in the transport sector since 1990.
 By contrast, they have fallen by 66% in the rail sector.
- / Enormous **growth potential**, only 18% of freight and 6% of passenger transport in Europe by rail
- **/ External costs** in the EU (accident, congestion and environmental costs for climate change, air pollution, noise pollution...) for road transport alone are 800 billion euros per year, for rail only 18 billion euros/year.
- **Space savings for** rail: in cities, it manages with around 7 square meters per person transported, the bicycle requires 10 square meters, the bus 20 square meters and private motorized transport around 100 square meters.

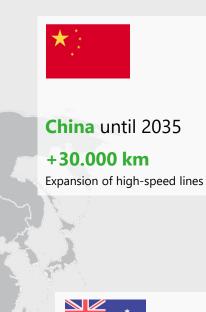


RAIL INVESTMENT PROGRAMS WORLDWIDE

THE RAILROAD IS EXPERIENCING A RENAISSANCE









Australia until 2033

~€75 billion

In rail infrastructure projects

MOBILITY TURNAROUND AS PART OF THE SUSTAINABILITY STRATEGY

VOSSLOH OFFERS CUSTOMIZED TRACK SOLUTIONS



- Availability of existing infrastructure is important
- Holistic optimization of the rail track system
- Broad portfolio of relevant maintenance technologies for customized maintenance solutions
- More traffic on rail causes more wear and tear and shortens time window for maintenance
- Life cycle costs of the track must become the focus of investment decisions

VOSSLOH IS THE SYSTEMS HOUSE FOR THE RAIL TRACK AND OFFERS INTEGRATED SOLUTIONS FROM A SINGLE SOURCE



PRODUCT INNOVATIONS: ROBUST, DURABLE AND SUSTAINABLE

COMPOSITE SLEEPER (EPS) / M-GENERATION TENSION CLAMP



- Composite sleeper EPS as a resource-saving and sustainable alternative to the wooden sleeper;
- Start of series production planned for early 2024 at Polish site in Nowe Skalmierzyce
- Initial capacity of 100,000 sleepers per year
- New M-generation tension clamp with higher natural frequency, robustness and service life
- Lower CO₂ footprint thanks to new microsteel alloy,
 reduced material use and compact product design
- lower life cycle costs



PRODUCT AND SERVICE PORTFOLIO WITH DIGITAL COMPETENCE

VOSSLOH IS THE SYSTEMS HOUSE FOR RAIL TRACK





- Innovative, digitally supported inspection of rail infrastructure, especially for the rehabilitation of track sections
- / The use of drones, data analysis using algorithms, and 3D modeling in BIM make the modernization of the rail network more efficient, safer, and more transparent, while also increasing track availability



INTELLIGENT SWITCH MONITORING

- / Network-wide data-based monitoring of switches with selected sensors
- / Big Data processing and analysis in a dedicated cloud environment
- / Derive meaningful insights with AI-based algorithms.
- / Identify weak points before line closures become necessary



SMART MAINTENANCE WITH HSG MACHINES

- / HSG maintenance machines equipped with digital sensor technology
- / State measurement, visualization via an app and loops at the same time without blocking pauses
- / Numerous references in mass transit in France, Italy and the Netherlands; smart high-speed grinding in Deutsche Bahn's high-performance network started on schedule after successful approval of all sensor systems



WE TAKE RESPONSIBILITY

BALANCE OF ECONOMIC, SOCIAL AND ENVIRONMENTAL ASPECTS CRUCIAL



¹ For Scope 1 and 2 emissions

- /Sustainability is an integral part of corporate strategy and firmly anchored in Vossloh's value system
- / Economic, social and environmental aspects in healthy balance in decisions
- Excellent results within the EU taxonomy confirm our sustainable business model: sales 100% taxonomy-eligible and 64% taxonomy-aligned
- /Sustainability guideline implemented
- /Sustainability targets identified (including climate neutrality¹ by 2030)
- /Over 50 ongoing sustainability initiatives
- / Member of the UN Global Compact
- Top ratings received from leading ESG agencies





FISCAL YEAR 2022 KEY FINANCIAL FIGURES

VOSSLOH GROUP

SALES AT RECORD LEVEL; EBIT AT 10-YEAR HIGH

| INCREASE IN EQUITY; NET FINANCIAL DEBT BELOW €200 MILLION

GROUP KEY FIGURES		2021	2022
Incoming orders	mio.€	947,6	1.247,0 🗸
Orders on hand (at Dec. 31)	mio.€	611,4	799,6 🗸
Revenues	mio.€	942,8	1.046,1
EBIT / EBIT margin	Mio.€ / %	72,3 / 7,7	78,1 / 7,5 🗸
EBITDA / EBITDA margin	Mio.€ / %	124,2 / 13,2	131,2 / 12,5 🗸
Group result	mio.€	35,9	56,0 🗸
Earnings per share	€	1,31	2,38 🗸
Value contribution	mio.€	9,5	11,5 🗸
Free cash flow	mio.€	30,6	27,9 🗸

GROUP KEY FIGURES		31.12.21 2021	31.12.22 2022
Equity	mio.€	587,9	625,1 🗸
Equity ratio	%	45,6	45,7 🗸
Net financial debt (excl. lease liabilities)	mio.€	174,0	197,6

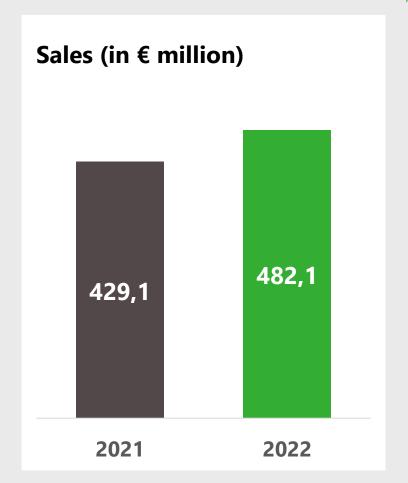


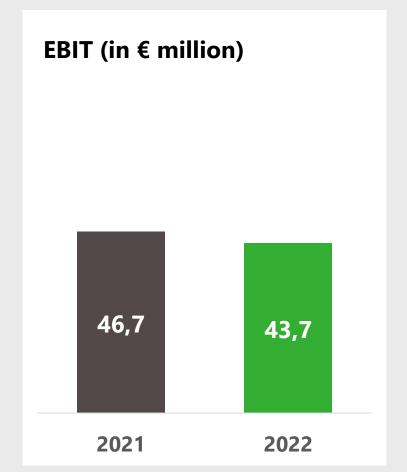


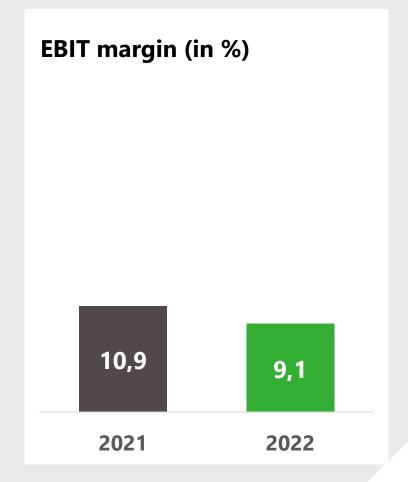
CORE COMPONENTS FISCAL YEAR 2022

CORE COMPONENTS DIVISION, FY 2022

SALES SIGNIFICANTLY ABOVE PREVIOUS YEAR; PROFITABILITY NOTICEABLY IMPACTED BY HIGHER PROCUREMENT PRICES







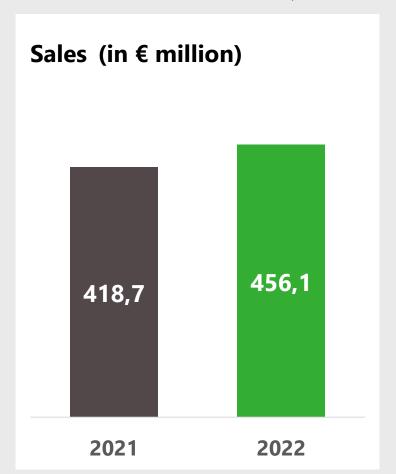


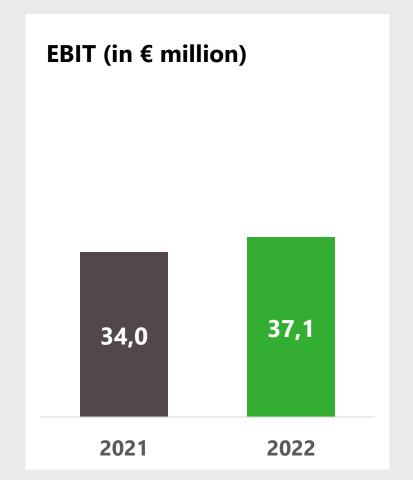


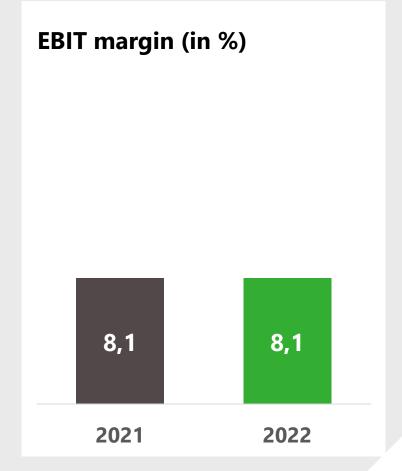
CUSTOMIZED MODULES FISCAL YEAR 2022

CUSTOMIZED MODULES DIVISION, FY 2022

SIGNIFICANT INCREASE IN SALES; EBIT NOTICEABLY ABOVE PREVIOUS YEAR DESPITE BURDENS FROM HIGHER PROCUREMENT PRICES





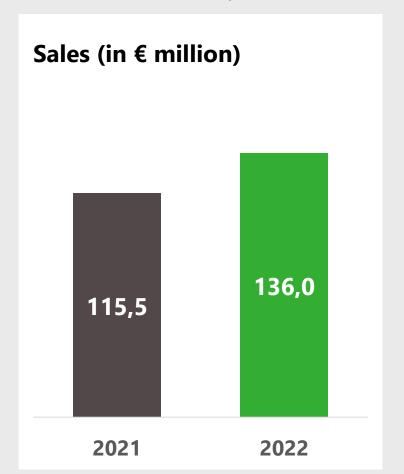


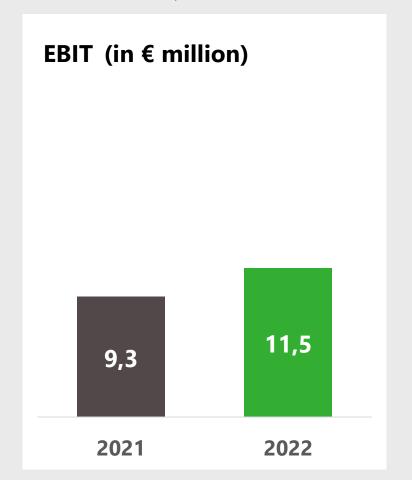


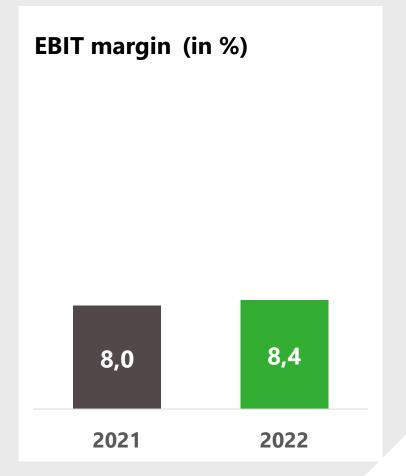
LIFECYCLE SOLUTIONS FISCAL YEAR 2022

LIFECYCLE SOLUTIONS DIVISION, FY 2022

SALES UP SIGNIFICANTLY; DOUBLE-DIGIT EBIT IN ABSOLUTE TERMS; PROFITABILITY INCREASED







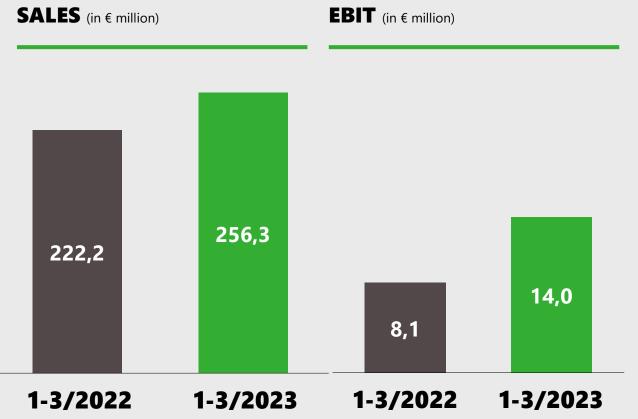




VOSSLOH GROUP Q1 2023

VOSSLOH GROUP Q1 2023

NOTICEABLE INCREASE IN SALES; EBIT UP DESPITE BURDENS FROM PERSISTENTLY HIGH MATERIAL AND ENERGY PRICES



GROUP KEY FIGURES		1-3/ 2022	1-3/ 2023
Orders received	mio.€	378,2	344,9
Order backlog (as of 3/31)	mio.€	772,4	868,6
EBIT margin	%	3,6	5,5
Equity ratio (at 3/31)	mio.€	45,1	44,5
Net financial debt excl. lease liabilities (at 3/31)	mio.€	187,1	234,6





OUTLOOK

VOSSLOH GROUP: OUTLOOK

NOTICEABLE INCREASE IN SALES AND EARNINGS EXPECTED IN 2023

OUTLOOK 2023

Sales

2023E: €1.05 billion to €1.15 billion 2022: €1,046.1 million

EBIT

2022: €78.1 million 2023E: €79 million to €88 million

EBIT margin ¹

2022: 7.5 % 2023E: 7.2 % to 8.0 %

Value added

2023E: €0 million to €10 million 2022: €11.5 million



¹ Based on the mean value of the sales forecast

