

"enabling green mobility"

**Speech by Dr. Thomas Triska, member of the Executive Board
of Vossloh AG,
on the occasion of the Annual General Meeting for the fiscal
year 2022**

Düsseldorf, May 24, 2023

- The spoken word applies -

Thank you very much, Dr. Grube,
Thank you very much, Mr. Schuster,

Dear shareholders,
Dear further participants of today's Annual General Meeting,

I would also like to welcome you wholeheartedly to this year's Annual General Meeting and, as already announced by Mr. Schuster, provide you with a little more detail on the key financial figures for fiscal year 2022 and the first quarter of 2023. I enjoy looking into your expectant faces and not having to speak into the lens of a camera! Of course, it is also a relief that we can present consistently good figures today.

Ladies and gentlemen, we have just heard it from Mr. Schuster. It was a year of challenges in which your company Vossloh was once again able to demonstrate how crisis-resistant it is. Burdens on the global economy from political upheavals, rising prices for energy and materials, higher wages and salaries, and persistently disrupted supply chains have also affected us to varying degrees. Nevertheless, we have continued on our growth path. All this was only possible because we have done our homework in recent years! The key factors here were both our clear strategic alignment and the excellent market position we have built up over the past few years. At the same time, we have significantly strengthened our cost position. We are looking to the future with justified optimism, especially as we are operating in an industry with outstanding development prospects. Mr. Schuster has already explained impressive facts in this respect.

When I have presented our results for the past fiscal year 2022, you will be able to understand my assessment that a good year lies behind us, behind your Vossloh AG. Let us start with orders received: this reached an all-time high of €1.25 billion in 2022, exceeding the prior-year level of €947.6 million by 31.6 percent. All divisions contributed to this development. The Core Components division benefited in particular from major orders in the Fastening Systems business unit, which we won in China and Egypt. The Tie Technologies business unit also recorded significantly higher order intake than in the previous year; in the USA in particular, we appear to have finally bottomed out after many years. Orders received in the Customized Modules division also increased noticeably, particularly in Italy, Poland, Portugal and France. Orders received also

developed positively in our Lifecycle Solutions division. It increased significantly in Germany and the Netherlands in particular. The book-to-bill ratio at Group level, which reflects the ratio of orders received to sales, was 1.19 in 2022 compared with 1.01 in the previous year.

One consequence of this key figure is the likewise higher order backlog - at the end of 2022 it amounted to €799.6 million, around 30.8 percent up on the prior-year figure of €611.4 million. In the past, the order backlog in rail infrastructure was mostly in the range of €500 million to €600 million. This also shows that our market environment is currently undergoing major change. I would like to remind you that the order backlog alone is of limited value due to the high number of multi-year framework agreements. As a rule, we only record the order volume of framework agreements as order intake when they are called off.

Revenue from infrastructure business exceeded the billion euro mark for the first time in our company's history, reaching €1.046 billion. This represents an increase of 11.0 percent compared with the prior-year figure of €942.8 million. This excellent result significantly exceeded our original expectations for fiscal year 2022 and is at the upper end of the forecast corridor of the outlook adjusted in October 2022. I am not only pleased with the level of this figure, I am also pleased here that all three divisions - Core Components, Customized Modules and Lifecycle Solutions - once again contributed to the result. This shows that we are well positioned in all our disciplines and have aligned our business model correctly.

Earnings before interest and taxes - EBIT - increased by 8.0 percent from €72.3 million in 2021 to €78.1 million. This corresponds to the highest level in ten years.

At 7.5 percent, operating EBIT margin was only just below the previous year's level of 7.7 percent. This was in particular due to the effects of price increases on the purchasing side, which would have had a noticeable impact on profitability even if they had been passed on in full to customers. Ultimately, however, we were unable to pass on more than €10 million of these price increases, which placed an additional burden on profitability. All in all, we can therefore be extremely satisfied with the result achieved.

At €56.0 million, net income for fiscal 2022 was significantly higher than the previous year's level of €35.9 million due to a tax rate boosted by non-recurring special effects. Accordingly, earnings per share rose significantly from €1.31 to €2.38.

Alongside return on capital employed, value added is the key indicator for the longer-term

management of the Group. Positive value added means that the average return expected by both debt and equity investors has been exceeded. We succeeded in doing this once again. Value added in fiscal year 2022 was €11.5 million, €2.0 million higher than in the previous year.

This year, too, investments were financed from the cash flow from operating activities. Free cash flow was therefore positive and reached €27.9 million. In the previous year, a figure of €30.6 million was achieved. In view of the rise in procurement prices and increased stockpiling to avoid supply bottlenecks, this development is satisfactory overall for the year as a whole.

At €625.1 million, the Group's equity at the end of the past fiscal year was significantly higher than the figure of €587.9 million at the 2021 reporting date. The equity ratio remained virtually unchanged, reaching 45.7 percent at the end of 2022. Net financial debt excluding lease liabilities increased from €174.0 million at the end of 2021 to €197.6 million at the 2022 reporting date.

Ladies and Gentlemen, let's take a brief look together at how our divisions have developed in terms of sales and earnings over the course of 2022.

The significant 12.4 percent rise in sales at Core Components to €482.1 million was in particular due to the positive development at the Fastening Systems business unit. Sales in this business unit increased by €48.9 million to €341.3 million. This was mainly due to higher sales in Mexico, Turkey, Eastern Europe, China and Australia. Revenue in the Tie Technologies business unit was €156.3 million, up on the previous year's figure of €142.3 million, due to higher demand in Canada and Mexico. The Core Components division generated EBIT of €43.7 million in fiscal 2022, compared with €46.7 million in the previous year. The decline is primarily related to higher procurement prices, which could not be fully passed on to customers. As a result, the EBIT margin also decreased from 10.9 percent in the previous year to 9.1 percent.

We also significantly increased sales in the Customized Modules division. It increased by €37.4 million to €456.1 million during the reporting period. Higher sales in France, Portugal and Turkey in particular more than offset lower sales in Egypt. EBIT increased by 9.4 percent to €37.1 million, compared with €34.0 million in the previous year. Overall, the EBIT margin thus remained stable at 8.1 percent despite the burdens on the procurement side, which are also relevant here.

The Lifecycle Solutions division recorded the highest percentage growth of 17.7 percent, reaching €136.0 million in 2022. The positive development was primarily related to higher revenues in the

Netherlands, Denmark and Germany. The sales of the Dutch company ETS Spoor, acquired in July 2021, also contributed to the increase. The division's EBIT increased by €2.2 million to €11.5 million, mainly due to higher earnings contributions from this Dutch company and from machine sales. The EBIT margin thus increased from 8.0 percent in the previous year to 8.4 percent.

Against the background of our business success in the period under review, Vossloh AG's Executive and Supervisory Boards are today proposing to you the distribution of a dividend of €1 per share. In relation to earnings per share, this corresponds to a payout ratio of slightly over 40 percent.

Ladies and Gentlemen, this concludes my review of the past fiscal year 2022. It has certainly contributed to substantiating the assessment of the previous speakers. The Vossloh Group is in an excellent position, especially in the face of the headwinds that have come from various directions and have blown in our faces, sometimes forcefully. Together with all our employees, we can be proud of the results. Taking what we have achieved as an incentive to continue on our successful growth course and to continue the positive trend - this is what will guide us in the further course of 2023.

Up to this point, we have already been able to implement this plan well, as we can look back on a successful first quarter of 2023. As you have already heard one or two figures from me today and time is moving relentlessly on, I will confine my remarks on fiscal 2023 to the Group's perspective.

Ladies and Gentlemen, the orders received of €344.9 million were the third-highest figure in a single quarter. As expected, we were not quite able to match the previous year's record figure of €378.2 million. At the time, this figure included the two major orders from China mentioned above with a total volume of around €90 million. The order backlog at the end of the reporting period rose to a new all-time high of €868.6 million, compared with €772.4 million at the end of the previous year. This represents an increase of 12.5 percent, to which all divisions again contributed. The ratio of orders received to sales reached the high level of 1.35 in the first quarter of 2023.

We were able to set another record in our company's history in terms of revenue. The revenue of €256.3 million generated in the first quarter of 2023 represents a year-on-year increase of 15.4 percent and is also the highest revenue figure ever achieved in the infrastructure business in an opening quarter. All divisions contributed to the positive development, with Lifecycle Solutions showing the strongest growth in percentage terms with an increase of 56.9 percent. At €14.0

million, EBIT in the first quarter of 2023 significantly exceeded the figure for the prior-year period of €8.1 million, thus rising operationally to the highest level in twelve years.

Net financial debt excluding lease liabilities increased to €234.6 million in the first quarter. The main reason for the increase since the beginning of the year was the negative free cash flow typical of the season.

Ladies and gentlemen, dear shareholders, we have made an extremely good start to the year and are looking ahead with great confidence. Our order books are well filled. We firmly expect to be able to achieve sales growth again in 2023 despite the difficult overall global economic environment. Overall, we expect sales of between €1.05 billion and €1.15 billion. Despite a significant rise in personnel costs, we also expect to be able to significantly increase our EBIT in the course of the year. We currently expect a figure of between €79 million and €88 million. In terms of profitability, the EBIT margin is expected to range between 7.2 percent and 8.0 percent based on the average of the sales forecast.

I am very much looking forward to working with Mr. Furnivall and Mr. Schuster to lead your company into an even more successful future. The medium and long-term prospects for this are very positive. With that, I would like to thank you for your attention and your confidence and hand the floor back to the Chairman of the Supervisory Board, Dr. Grube.