



WERDOHL, OCTOBER 29, 2020

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Dynamic.
Green.

DISCLAIMER

NOTE

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VOSSLOH GROUP: FOCUSED. DYNAMIC. GREEN.

VERY STRONG EARNINGS AND PROFITABILITY DEVELOPMENT IN THE THIRD QUARTER OF 2020, PROFITABILITY EXPECTATION RAISED



OPERATIONAL BUSINESS PERFORMANCE

Sales for the third quarter of 2020 at €224.5 million, above the previous year's portfolio-adjusted figure of €208.5 million

EBIT margin for the third quarter of 2020 at 10.9 percent (Q3/2019 adjusted: 5.1 percent); increase in profitability mainly due to operational improvements, among others from the performance program

Orders received in Q3/2020 up 21.1 percent year-onyear on a comparable basis

Profitability expectation raised for 2020

Net income at a positive €9.1 million after 9 months despite adverse effects from the sale of Vossloh Locomotives in the first two quarters



COVID-19 - CURRENT SITUATION

Relatively limited adverse effects from COVID-19 for the Vossloh Group in the third quarter of 2020; overall, the first nine months of the year saw a sales shortfall in the order of €55 million and a negative impact on EBIT in the order of €15 million due to COVID-19

Further burdens in the Vossloh Group in the course of the year are likely, mainly due to sales postponements from projects delayed into the following years, particularly for new construction projects

From a current perspective, the impact of the pandemic is expected to negatively influence sales and earnings in the 2021 fiscal year as well



CHANGES TO THE EXECUTIVE BOARD

Dr. Karl Martin Runge leaving the Executive Board at the end of October 31, 2020

Dr. Thomas Triska and Jan Furnivall joining the Group Executive Board

Dr. Thomas Triska is assuming responsibility for Finance, including Investor Relations, and Jan Furnivall will oversee Sales, Technics and EHS/Sustainability



EBIT AND EBIT MARGIN SIGNIFICANTLY INCREASED, NET INCOME POSITIVE AGAIN

KEY GROUP INDICATORS	,	1–9/2019	1-9/2020
Sales revenues	€ mill.	662.1 ¹	617.7
EBITDA/EBITDA margin (2019 adjusted)	€ mill./%	70.7/10.7	91.7/14.8
EBIT/EBIT margin (2019 adjusted)	€ mill./%	31.9/4.8	54.5/8.8
Net income	€ mill.	(85.4)	9.1
Earnings per share	€	(5.30)	0.45
Free cash flow (core business)	€ mill.	(27.5)	2.2
Free cash flow (discontinued operations)	€ mill.	(43.3)	(54.1)
Capital expenditure	€ mill.	33.9	42.1
Value added	€ mill.	(57.3)	9.0

NOTES

Sales revenues roughly €46 million lower than previous year due to portfolio changes; Core Components and Lifecycle Solutions higher than previous year, Customized Modules lower than previous year due to portfolio and pandemic factors

EBIT and **EBIT margin** significantly higher year-on-year; besides earnings effect from a business combination achieved in stages of a company in the Fastening Systems business unit (€15.6 million) mainly thanks to savings from the 2019 performance program; Customized Modules and Lifecycle Solutions substantially improved

Net income turns positive following strong earnings performance in Q3 despite adverse effects from discontinued operations of roughly €26 million; previous year's figure burdened by negative result from discontinued operations and one-time effects from the performance program

Free cash flow in core business significantly improved compared to previous year; free cash flow from discontinued operations following the sale of the locomotive business remains unchanged at the value reported as of the end of the first half of the year

Capital expenditure substantially higher, particular increase in the Lifecycle Solutions and Customized Modules divisions



¹ Excluding sales from the U.S. activities sold at the end of 2019, sales came to €615.7 million.

EQUITY RATIO SUBSTANTIALLY INCREASED COMPARED TO THE END OF 2019

KEY GROUP INDICATO	ORS	1–9/2019 9/30/2019	2019 12/31/2019	1–9/2020 9/30/2020
Equity	€ mill.	463.2	403.6	403.9
Equity ratio	%	32.7	30.3	32.9
Average working capital	€ mill.	235.1	227.2	188.2
Average working capital intensity	%	26.6	24.8	22.9
Closing working capital	€ mill.	226.9	180.3	206.5
Average capital employed	€ mill.	916.5	904.1	867.0
Closing capital employed	€ mill.	894.4	839.5	889.3
Net financial debt ¹	€ mill.	388.7	321.3	362.1

NOTES

Equity at the same level as the figure for the end of 2019, positive net income largely offset by negative currency effects; equity ratio 2.6 percentage points higher than the end of 2019 following the closing of the sale of VL

Average working capital intensity down considerably in comparison with the same period of the previous year, mainly due to improved working capital management in Customized Modules

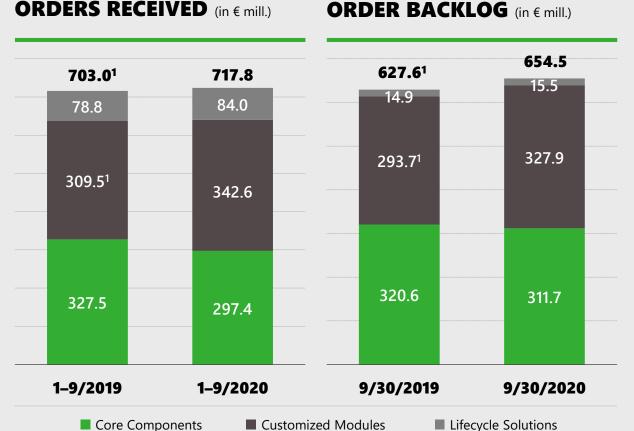
Capital employed as of the reporting date higher in comparison with the end of 2019, mainly due to full consolidation of the Chinese joint venture

Net financial debt higher compared to the end of 2019, mainly due to negative FCF from discontinued operations as well as lease and interest payments, countered primarily by cash inflows from the sale of Vossloh Locomotives; compared to the end of Q3/2019, additionally influenced mainly by cash inflows from the sale of U.S. switch activities and positive free cash flow from core business in Q4/2019



¹ Net financial debt before application of IFRS 16. Taking into account IFRS 16, net financial debt would increase by €44.6 million on 9/30/2020.

BOOK-TO-BILL REMAINING HIGH AT 1.16 AFTER NINE MONTHS



NOTES

Orders received slightly up year-on-year on a comparable basis; gap compared to previous year in Core Components substantially reduced by new major order in China for VFS (>€30 million); significant increase in Customized Modules adjusting for portfolio effects (+10.8 percent); Lifecycle Solutions also up on previous year; book-to-bill ratio higher than 1 for all divisions, 1.16 for Group as a whole

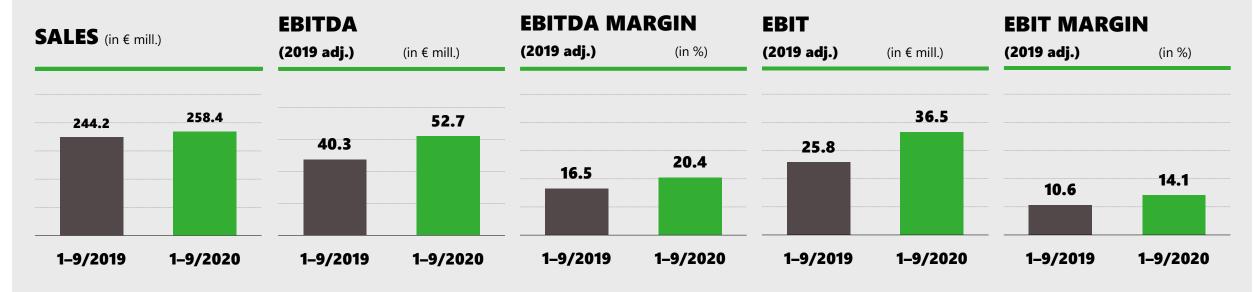
Order backlog of the Vossloh Group up slightly year-on-year on a comparable basis (+4.3 percent); notable increase particularly in Customized Modules division compared to the previous year adjusted for portfolio effects; only marginal changes for Core Components and Lifecycle Solutions



¹ For purposes of comparability, values are represented without U.S. activities sold in 2019 (orders received adjusted by €60.9 million and order backlog adjusted by €69.3 million).

CORE COMPONENTS DIVISION

SALES UP BY 5.8 PERCENT, EARNINGS AND PROFITABILITY CONSIDERABLY INCREASED THROUGH EFFECT OF IAS 28



Increase in sales attributable to additional sales in the Tie Technologies business unit, sales in Fastening Systems business unit due to project shifts lower than previous year

EBIT and EBIT margin considerably increased due to a gain from adapting to the fair value of shares in Vossloh Anyang recognized in profit and loss, as part of a business combination achieved in stages according to IAS 28 (€+15.6 million); in contrast, among other things, start-up costs for concrete tie factories in Canada and Australia

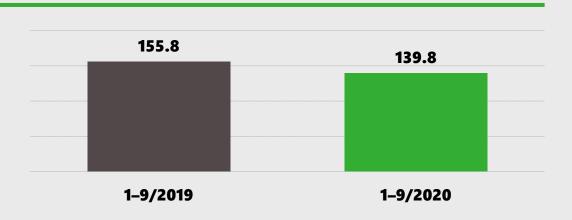
(in %) ROCE (in € mill.) VALUE ADDED	1-9/2019	11.9	
	1-9/2020	15.3	
	1–9/2019	9.3	
	1-9/2020	19.7	



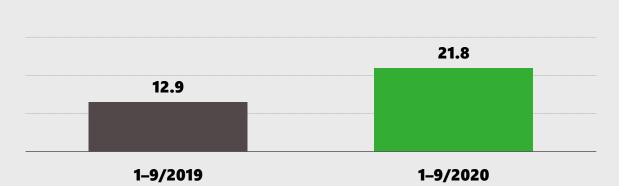
FASTENING SYSTEMS BUSINESS UNIT

VALUE ADDED SIGNIFICANTLY INCREASED BY EFFECT FROM BUSINESS COMBINATION ACHIEVED IN STAGES





VALUE ADDED (in € mill.)



Decreased sales mainly in Turkey, Mexico and Russia only partially offset by additional sales mainly in the United Arab Emirates and Mongolia

Value added significantly higher than previous year due to effect from the business combination achieved in stages; excluding the effect mainly below previous year due to sales development

Book-to-bill ratio at 1.19; significant new orders in Italy, the United Arab Emirates, Mongolia and Uruguay

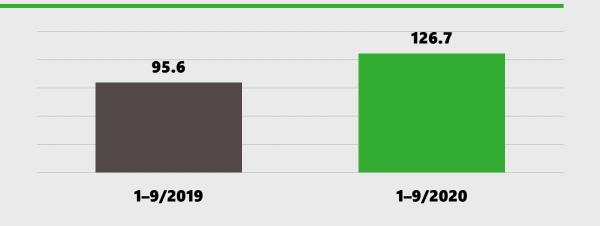
(in € mill.) ORDERS	1–9/2019	180.0
RECEIVED	1-9/2020	167.0
(in € mill.) ORDER	9/30/2019	215.2
BACKLOG	9/30/2020	209.7



TIE TECHNOLOGIES BUSINESS UNIT

SALES WELL ABOVE THE PREVIOUS YEAR, BOOK-TO-BILL AT 1.13

SALES (in € mill.)

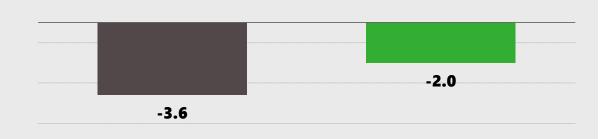


Increase in sales mainly due to higher sales contributions in the Australian market as a result of processing of substantial order backlog (e.g. Rio Tinto order), higher sales also in the U.S. (e.g. project in Florida)

Value added negatively affected by start-up costs for concrete tie factories in Canada and Australia and ongoing effects from purchase price allocation

Book-to-bill at 1.13; noteworthy new orders generated mainly in the U.S., but also in Canada; lower orders in Australia as expected following the previous year's very high level

VALUE ADDED (in € mill.)

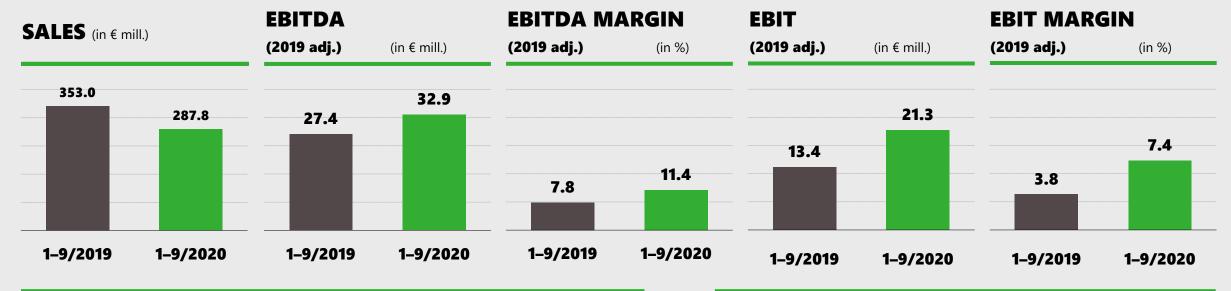


1–9/2019		1–9/2020	
(in € mill.) ORDERS	1–9/2019	152.2	
RECEIVED	1–9/2020	142.9	
(in € mill.) ORDER	9/30/2019	107.1	
BACKLOG	9/30/2020	109.1	



CUSTOMIZED MODULES DIVISION

SALES¹ BELOW PORTFOLIO-ADJUSTED PRIOR-YEAR FIGURE DUE TO THE PANDEMIC, EARNINGS AND PROFITABILITY SIGNIFICANTLY IMPROVED



Decrease in sales primarily due to sold U.S. activities (€46.4 million in the previous year); lower sales contributions due to COVID-19, particularly in France; increased sales mainly in Poland and Finland

Earnings and profitability significantly increased despite adverse effects from COVID-19, particularly due to operational improvements resulting from the 2019 performance program; earnings also slightly improved by sale of real estate in Q3/2020

Book-to-bill at 1.19, higher orders received mainly from Egypt, Poland and the United Kingdom

(in %)	1-9/2019	(5.0)	
ROCE (in € mill.)	1-9/2020	7.8	
	1-9/2019	(42.7)	
VALUE ADDED	1-9/2020	2.1	

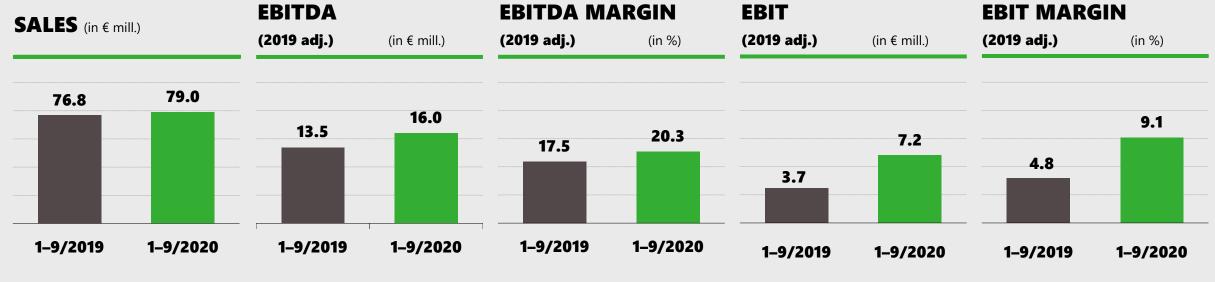
¹ Excluding sales from the U.S. switch activities sold at the end of 2019, sales for the previous year came to €306.6 million.



^{10 |} Quarterly Statement Q3/2020

LIFECYCLE SOLUTIONS DIVISION

SALES SLIGHTLY HIGHER, EARNINGS AND PROFITABILITY SIGNIFICANTLY INCREASED



Higher sales in stationary welding and logistics as well as milling business, but lower revenues from sales of maintenance vehicles; level of internationalization (sales outside of Germany) at 48.8 percent (previous year: 42.5 percent)

Earnings and profitability significantly improved, particularly due to positive EBIT development in stationary welding and logistics as well as operational improvements from the performance program

Book-to-bill at 1.06; notable increases in orders in the Netherlands (milling), Denmark and Finland (mainly stationary welding and logistics)

(in %)	1–9/2019	(0.1)	
ROCE (in € mill.)	1-9/2020	5.3	
	1-9/2019	(10.4)	
VALUE ADDED	1-9/2020	(2.3)	

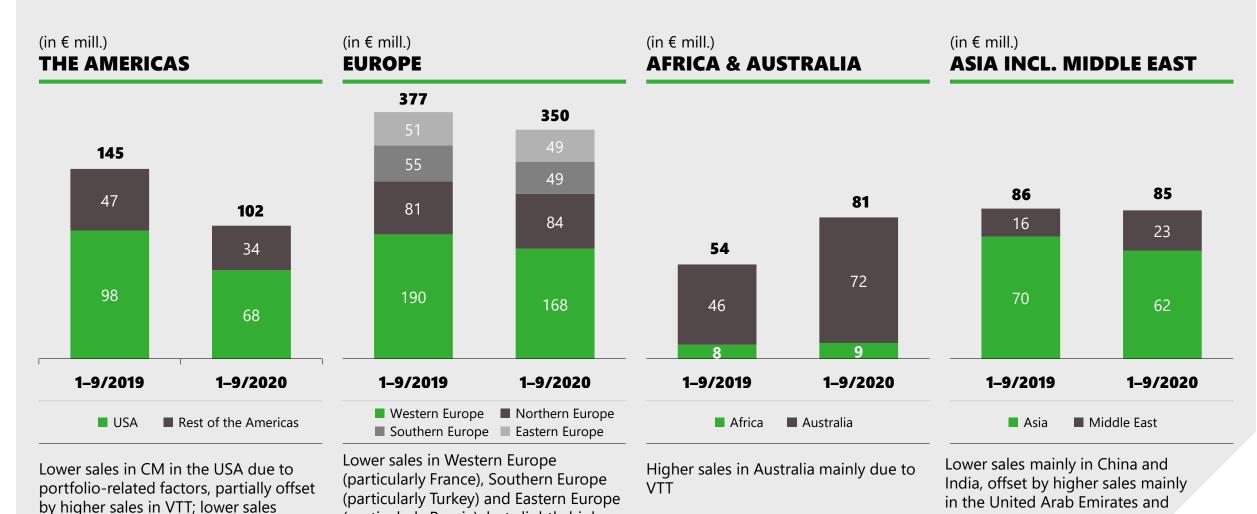


HIGHER SALES IN AUSTRALIA AND THE MIDDLE EAST PARTLY OFFSET LOWER SALES IN THE AMERICAS AND EUROPE

(particularly Russia), but slightly higher

sales in Northern Europe (particularly

Finland)



vession

Mongolia

contributions from Canada

VOSSLOH GROUP, OUTLOOK¹

SIGNIFICANT INCREASE IN PROFITABILITY EXPECTED COMPARED TO THE PREVIOUS YEAR

Sales

✓ Due to anticipated postponements of sales into subsequent years in connection with COVID-19, sales in the order of €870 million are expected; lower sales caused by exit from the U.S switch business will be partially offset by higher sales by Vossloh Tie Technologies

Value added

Previously: €0 to €15 million

Current: unchanged

Due to improved profitability and lower average capital employed, value added in 2020 is still expected to be within the forecast range of €0 to €15 million

EBITDA margin

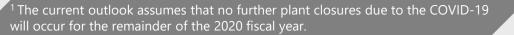
Previously: 12 to 13 percent Current: 13 to 14 percent

EBIT margin

Previously: 7 to 8 percent

Increase in profitability in particular due to improvements resulting from the performance program; operational profitability expected to increase significantly in Customized Modules and Lifecycle Solutions; slight drop in operational profitability at Core Components more than offset by earnings effect from a business combination achieved in stages





Current: 7.5 to 8.5 percent



FINANCIAL CALENDAR AND CONTACT INFORMATION

HOW YOU CAN REACH US

Financial calendar 2021

/ March 18, 2021

/ May 19, 2021 (anticipated)

Annual Report 2020

Annual General Meeting

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Q&A

THANK YOU FOR YOUR TIME.

NOTES



INCOME STATEMENT

€ mILL.	1–9/2019	1-9/2020
Sales revenues	662.1	617.7
Cost of sales	(535.9)	(476.4)
General administrative and selling expenses	(111.9)	(104.3)
Allowances for financial assets	(7.0)	0.1
Research and development costs	(7.7)	(6.9)
Other operating result	(7.2)	5.9
Operating result	(7.6)	36.1
Income from investments in companies accounted for using the equity method	4.4	2.7
Other net financial result	(2.6)	15.7
Earnings before interest and taxes (EBIT)	(5.8)	54.5
Interest income	0.7	2.5
Interest and similar expenses	(16.8)	(13.2)
Earnings before taxes (EBT)	(21.9)	43.8
Income taxes	(2.1)	(8.8)
Result from continuing operations	(24.0)	35.0
Result from discontinued operations	(61.4)	(25.9)
Net income	(85.4)	9.1
thereof attributable to shareholders of Vossloh AG	(87.7)	7.9
thereof attributable to noncontrolling interests	2.3	1.2
Earnings per share		
Basic/diluted earnings per share (€)	(5.30)	0.45
thereof attributable to continuing operations	(1.59)	1.92
thereof attributable to discontinued operations	(3.71)	(1.47)



BALANCE SHEET

Assets (€ mill.)	9/30/2019	12/31/2019	9/30/2020
Intangible assets	290.9	280.1	297.6
Property, plant and equipment	295.0	296.8	301.3
Investment properties	2.1	1.8	4.5
Investments in companies accounted for using the equity method	73.0	74.6	73.5
Other noncurrent financial instruments	6.6	6.0	6.0
Other noncurrent assets	3.3	4.0	3.1
Deferred tax assets	18.5	17.7	19.2
Noncurrent assets	689.4	681.0	705.2
Inventories	193.8	152.1	179.2
Trade receivables	201.9	212.8	212.8
Contract assets	13.1	5.0	8.0
Income tax assets	5.6	5.8	5.8
Other current financial instruments	27.3	29.6	27.3
Other current assets	30.4	25.8	25.9
Cash and cash equivalents	36.4	56.7	54.2
Current assets	508.5	487.8	513.2
Assets held for sale	218.9	162.6	8.5
Assets	1,416.8	1,331.4	1,226.9

Equity and liabilities (€ mill.)	9/30/2019	12/31/2019	9/30/2020
Capital stock	49.8	49.9	49.9
Additional paid-in capital	190.5	190.4	190.4
Retained earnings and net income	215.4	158.7	162.7
Accumulated other comprehensive income	(1.5)	(4.8)	(12.1)
Equity excluding noncontrolling interests	454.2	394.2	390.9
Noncontrolling interests	9.0	9.4	13.0
Equity	463.2	403.6	403.9
Pension provisions/provisions for other post-employment benefits	31.9	33.2	35.5
Other noncurrent provisions	8.2	10.5	9.7
Noncurrent financial liabilities	398.0	385.8	176.2
Noncurrent trade payables	-	1.4	-
Other noncurrent liabilities	15.6	10.6	3.1
Deferred tax liabilities	7.7	7.9	9.8
Noncurrent liabilities	461.4	449.4	234.3
Other current provisions	43.4	59.4	55.5
Current financial liabilities	75.5	41.3	284.7
Current trade payables	112.0	132.8	130.4
Current contract liabilities	-	0.2	0.0
Current income tax liabilities	1.3	4.4	5.4
Other current liabilities	108.5	91.7	106.3
Current liabilities	340.7	329.8	582.3
Liabilities related to assets held for sale	151.5	148.6	6.4
Equity and liabilities	1,416.8	1,331.4	1,226.9



KEY PERFORMANCE INDICATORS

		Core Con	Core Components Fastening Systems Tie Technologies Customized Modules		nents Fastening Systems		d Modules	Es Lifecycle Solutions			
		1-9/2019	1-9/2020	1-9/2019	1-9/2020	1-9/2019	1-9/2020	1-9/2019	1-9/2020	1-9/2019	1-9/2020
Sales revenues	€ mill.	244.2	258.4	155.8	139.8	95.6	126.7	353.0	287.8	76.8	79.0
EBITDA (2019 adjusted)	€ mill.	40.3	52.7					27.4	32.9	13.5	16.0
EBITDA margin (2019 adjusted)	%	16.5	20.4					7.8	11.4	17.5	20.3
EBIT (2019 adjusted)	€ mill.	25.8	36.5					13.4	21.3	3.7	7.2
EBIT margin (2019 adjusted)	%	10.6	14.1					3.8	7.4	4.8	9.1
Average working capital	€ mill.	89.7	99.2					132.8	77.6	14.6	13.5
Average working capital intensity	%	27.6	28.8					28.2	20.2	14.3	12.8
Average capital employed	€ mill.	278.0	318.6					453.9	365.7	183.8	181.5
ROCE	%	11.9	15.3					(5.0)	7.8	(0.1)	5.3
Value added	€ mill.	9.3	19.7	12.9	21.8	(3.6)	(2.0)	(42.7)	2.1	(10.4)	(2.3)
Orders received	€ mill.	327.5	297.4	180.0	167.0	152.2	142.9	309.5 ¹	342.6	78.8	84.0
Order backlog (9/30)	€ mill.	320.6	311.7	215.2	209.7	107.1	109.1	293.7 ¹	327.9	14.9	15.5
Capital expenditure	€ mill.	19.6	17.5	9.7	13.9	9.9	3.6	6.1	13.6	8.0	10.5
Depreciation/amortization	€ mill.	(14.5)	(16.2)	(5.8)	(6.4)	(8.7)	(9.8)	(31.7)	(11.6)	(9.8)	(8.8)



¹ For purposes of comparability, values are represented without U.S. activities sold in 2019 (orders received adjusted by €60.9 million and order backlog adjusted by €69.3 million).

CASH FLOW STATEMENT¹

€ mill. 1–9/2019	1-9/2020
Earnings before interest and taxes (EBIT) (5.8)	54.5
EBIT from discontinued operations (60.6)	(22.4)
Amortization/depreciation/impairment losses (less write-ups) of noncurrent assets	46.7
Change in noncurrent provisions 2.8	(1.1)
Gross cash flow 40.0	77.7
Income taxes paid (6.8)	(10.4)
Change in working capital (73.0)	
Other changes (1.6)	(15.9)
Cash flow from operating activities (41.4)	(20.3)
Investments in intangible assets and property, plant and equipment (26.9)	(31.6)
Investments in companies accounted for using the equity method (2.6)	(0.1)
Cash-effective dividends from companies accounted for using the equity method 0.1	0.1
Free cash flow (70.8)	(51.9)



¹Also includes effects from discontinued operations. Free cash flow from the core business amounted to € 2.2 million after nine months.

EMPLOYEES

	Reporting date		Average	
Employees ¹	9/30/2019	9/30/2020	1–9/2019	1-9/2020
Core Components	874	943	877	938
Customized Modules	2,336	1,999	2,361	1,991
Lifecycle Solutions	547	490	552	499
Vossloh AG	60	59	63	58
Total	3,817	3,491	3,853	3,486



¹ Since the end of 2019, the employee figures reported no longer include trainees; averages are calculated on the basis of quarterly figures. The figures for the previous year have been adjusted accordingly.

PRICE PERFORMANCE, SHARE INFORMATION AND SHAREHOLDER STRUCTURE

