

**QUARTERLY STATEMENT
AS OF SEPTEMBER 30, 2024**

WERDOHL, OCTOBER 31, 2024



DISCLAIMER

NOTE

This presentation contains statements concerning the future business performance of the Vossloh Group that are based on assumptions and estimations 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 content. Vossloh assumes no obligation to update the forecast statements in this presentation.

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VOSSLOH GROUP

VERY STRONG PROFITABILITY TREND CONTINUES IN Q3/2024, SUPPORTED BY A VERY GOOD FREE CASH FLOW

ORDER SITUATION



- / Orders received in Q3/2024 stable at the previous year's level at €256.2 million; cumulative orders received after nine months at €1,025.7 million, 8.5 percent higher than in the previous year; book-to-bill after nine months at 1.19 (previous year: 1.02)
- / Continued high demand in Germany from the end customer Deutsche Bahn, especially for LS, including rail replacement Cologne - Rhine/Main, various services for general refurbishment of the Riedbahn and rail milling
- / Order backlog at the end of Q3/2024 at €852.3 million, up by 9.0 percent on the previous year
- / Framework agreements signed in September 2024 with DB for rail milling and high-speed grinding of well over €100 million not included in orders received

BUSINESS DEVELOPMENT



- / Sales revenues of €298.7 million in Q3/2024 (Q3/2023: €325.3 million) and €859.6 million after nine months (9M/2023: €925.9 million), as expected, significantly lower in particular in China and Mexico; sales gap compared to previous year to be largely closed in Q4/2024
- / Noticeably improved profitability in Q3/2024 with an EBIT margin of 9.2 percent (Q3/2023: 8.5 percent); all divisions with double-digit EBIT margins after nine months
- / Earnings per share after nine months at €2.70 (previous year: €1.68)
- / Strong free cash flow (FCF) of €38.9 million in Q3/2024 (Q3/2023: €10.5 million); €34.2 million in the first nine months of 2024 (previous year: €48.0 million)
- / Sales revenues and EBIT outlook for the full year 2024 confirmed

VOSSLOH GROUP

VOSSLOH UNDERLINES ITS TECHNOLOGICAL LEADERSHIP AT INNOTRANS AND PRESENTS ITS FINANCIAL AMBITIONS FOR 2030

INNOTRANS



- / Motto "Shaping the Future of Rail Infrastructure": Innovative products and digital solutions that underline the technological leadership position in rail infrastructure
- / Focus on sustainable products: Rail fastening systems with CO₂ footprint reduced by up to 65 percent, environmentally friendly under sleeper pads, the world's first crossing made of recycled manganese steel or the self-developed

composite sleeper EPS as an environmentally friendly alternative to wooden sleepers

- / Extremely positive response to broad portfolio of digital solutions around the Vossloh connect platform
- / Unique positioning with customized solutions for the specific needs of rail operators, impressively demonstrated

CAPITAL MARKETS DAY



- / Vossloh with significant sales and EBIT growth since the 2020 strategy update, sales revenues up by around 40 percent and operating EBIT improvement of over 70 percent
- / Sales revenues are expected to exceed €2 billion in 2030, based on organic growth and the completion of the planned acquisition of Sateba as well as further M&A transactions

- / Long-term profitability target of a double-digit EBIT margin in the Group to be achieved by 2030 at the latest, EBIT amounts of over €200 million would be the result
- / Working capital intensity of less than 15 percent as new target for 2030; Cash4Growth program will make a significant contribution to achieving this target and to significantly higher free cash flow generation

VOSSLOH GROUP

CURRENT DEVELOPMENTS IN THE SATEBA TRANSACTION, SUCCESSES IN THE AREA OF SUSTAINABILITY

UPDATE SATEBA



- / Agreement on the acquisition of the Sateba Group signed on July 30, 2024
- / Consultation process with responsible employee representatives in France completed, final purchase agreement signed on August 8, 2024
- / All applications in connection with antitrust and investment control approvals have been submitted
- / Very positive feedback on the transaction from customers and investors

SUSTAINABILITY



German Sustainability Award (DNP)

- / DNP: Europe's highest award for ecological and social commitment
- / Vossloh once again honored as a pioneer in its industry with participation in the final
- / Winners will be announced at the beginning of November 2024

EcoVadis

- / EcoVadis: one of the world's most renowned providers of sustainability assessments
- / Vossloh awarded gold for the first time
- / Vossloh is among the top 4 percent of all companies rated by EcoVadis

VOSSLOH GROUP

VERY POSITIVE EARNINGS AND MARGIN DEVELOPMENT CONTINUES IN THE 3RD QUARTER

KEY GROUP INDICATORS

1-9/2023 1-9/2024

		1-9/2023	1-9/2024
Sales revenues	€ mill.	925.9	859.6
EBITDA / EBITDA margin	€ mill. / %	122.2 / 13.2	116.5 / 13.6
EBIT / EBIT margin	€ mill. / %	76.9 / 8.3	77.1 / 9.0
Net income	€ mill.	43.9	56.6
Earnings per share	€	1.68	2.70
Free cash flow	€ mill.	48.0	34.2
Capital expenditure	€ mill.	38.9	42.5
Value added	€ mill.	17.2	8.1
ROCE	%	10.9	10.6

NOTES

Sales revenues down by 7.2 percent compared to the previous year, with a sharp decline in Core Components as expected, Customized Modules still slightly down on the previous year, Lifecycle Solutions continues to grow strongly

EBIT at the previous year's level despite lower sales revenues and transaction costs incurred for the acquisition of Sateba; **EBIT margin** increased accordingly compared to the previous year

Net income increased significantly, mainly due to lower tax and interest expenses, tax rate favored by capitalization of tax loss carryforwards in the domestic tax group; **Earnings per share** by €1.02 above previous year

Free cash flow still below previous year, but with strong development in Q3/2024 of €38.9 million (Q3/2023: €10.5 million); clearly positive free cash flow also expected in Q4/2024

Capital expenditure above previous year's level as expected, increase mainly due to investments in new production sites and machines at Customized Modules

Value added below previous year, mainly due to higher weighted average cost of capital (9.5 percent vs. 8.5 percent in previous year); ROCE negatively influenced by higher average capital employed, but still roughly at previous year's level

VOSSLOH GROUP

POSITIVE FREE CASH FLOW DEVELOPMENT IN Q3 LEADS TO LOWER DEBT COMPARED TO THE PREVIOUS YEAR

KEY GROUP INDICATORS		1-9/2023	2023	1-9/2024
		9/30/23	12/31/23	9/30/24
Equity	€ mill.	636.3	638.5	665.2
Equity ratio	%	45.0	45.8	46.3
Average working capital	€ mill.	211.5	209.4	219.6
Average working capital intensity	%	17.1	17.2	19.2
Closing working capital	€ mill.	213.5	193.1	217.2
Average capital employed	€ mill.	936.3	937.2	968.8
Closing capital employed	€ mill.	940.4	939.2	978.1
Net financial debt (excl. lease liabilities)	€ mill.	202.8	182.9	191.0
Net financial debt	€ mill.	239.0	219.5	228.4

NOTES

Equity increased noticeably compared to the previous year due to the high net income; **Equity ratio** remains at a high level

Closing working capital roughly at the previous year's level as at 9/30; **Average working capital intensity** increased compared to the previous year due to lower sales revenues, but still below the previous target of less than 20 percent

Closing capital employed increased compared to year-end 2023 due to higher fixed assets and higher working capital

Net financial debt including lease liabilities down by €10.6 million compared to the end of Q3/2023 due to the positive free cash flow during the last 12 months

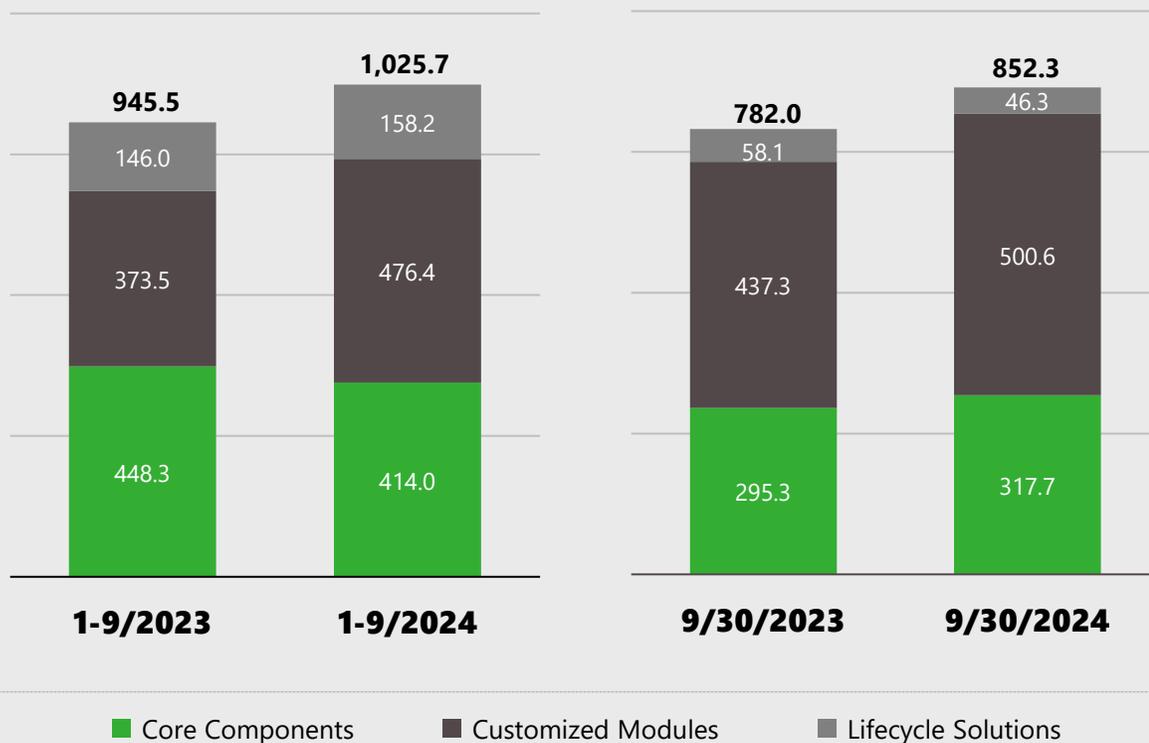
VOSSLOH GROUP

ORDER SITUATION REMAINS VERY SATISFACTORY

ORDERS RECEIVED (in € mill.)

ORDER BACKLOG (in € mill.)

NOTES



Orders received exceed the €1 billion mark for the first time after nine months of 2024 and are 8.5 percent higher than the already high prior-year figure; in the first nine months of 2024, Vossloh achieved higher orders received in Algeria (CM, VFS), Sweden (LS, CM), the Middle East, Canada and Italy (CM in each case) and the USA (VTT) in particular

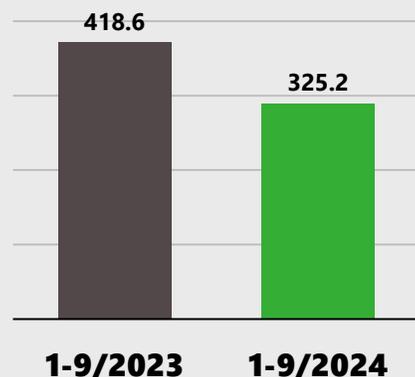
Order backlog up by 9.0 percent on the previous year, reflecting continued high market demand; Customized Modules up significantly on the previous year despite the disposal of Signalling Systems; Core Components also up noticeably on the previous year due to a high order backlog in China; Lifecycle Solutions down on the previous year, particularly in Germany (DB framework agreements signed in September 2024 for well over €100 million are not included in the order backlog until they are called up)

CORE COMPONENTS DIVISION

PROFITABILITY REMAINS AT A VERY HIGH LEVEL; SALES REVENUES, AS EXPECTED, WELL BELOW THE PREVIOUS YEAR'S HIGH FIGURE

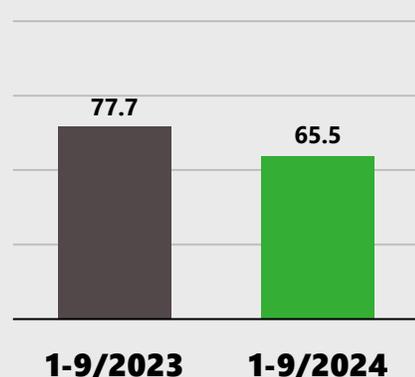
SALES REVENUES

(in € mill.)



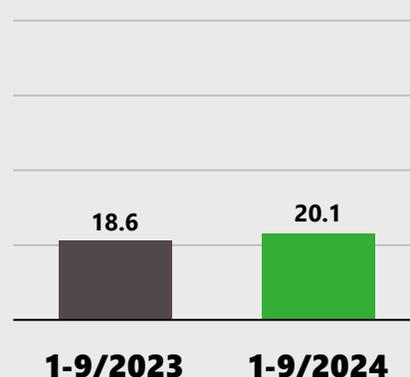
EBITDA

(in € mill.)



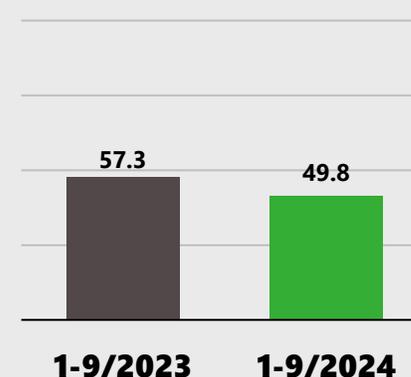
EBITDA MARGIN

(in %)



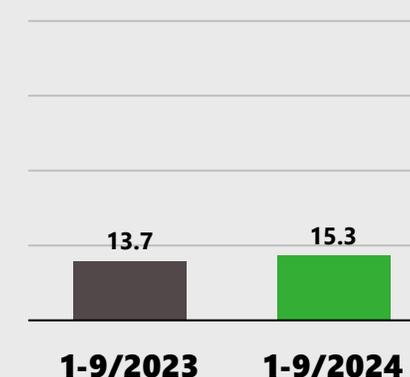
EBIT

(in € mill.)



EBIT MARGIN

(in %)



Sales revenues significantly below previous year's level; decline mainly due to Vossloh Fastening Systems

EBIT margin up on the previous year's high figure despite temporarily weaker business in China; increase results in particular from significantly improved profitability in the Tie Technologies business unit; EBIT and EBIT margin also benefited from the release of some provisions

ROCE remains at a high level (>20 percent); Value added cannot reach the previous year's high level, which is due to the increase in WACC to 9.5 percent as well as lower EBIT

ROCE

(in %)

1-9/2023 22.9

1-9/2024 20.6

VALUE ADDED

(in € mill.)

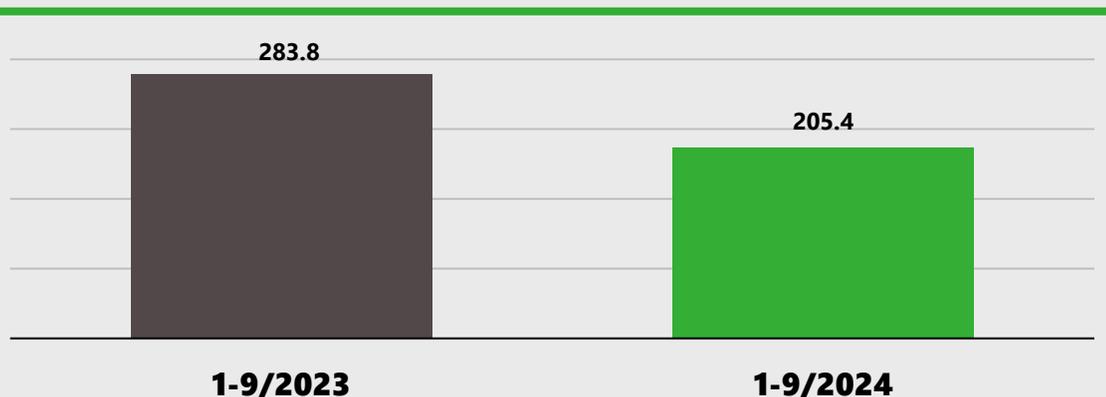
1-9/2023 36.0

1-9/2024 26.9

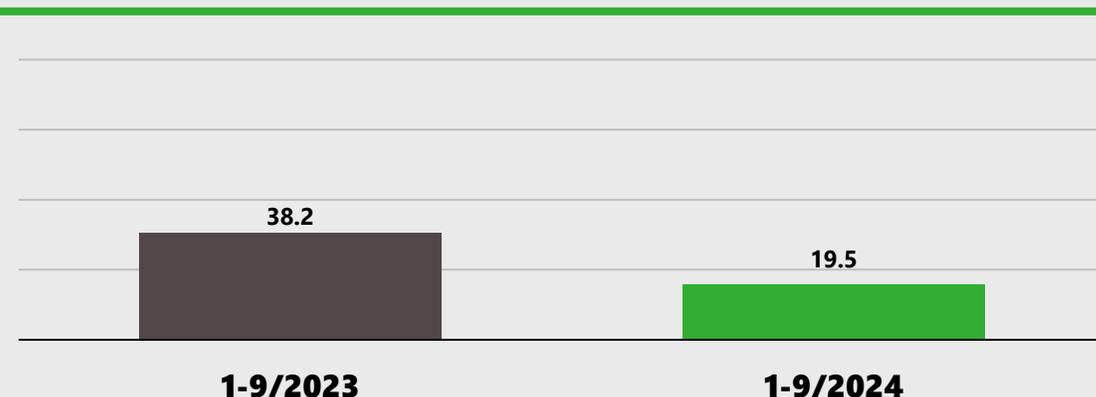
FASTENING SYSTEMS BUSINESS UNIT

SALES REVENUES AND VALUE ADDED SIGNIFICANTLY BELOW PREVIOUS YEAR, BOOK-TO-BILL AT 1.42

SALES REVENUES (in € mill.)



VALUE ADDED (in € mill.)



Orders received remain at a very high level (book-to-bill at 1.42); previous year's figure cannot be reached due to lower orders received in Mexico; order backlog has increased significantly, mainly due to orders from China

Significant decline in sales is mainly attributable to China, but also lower sales revenues particularly in Mexico following the expiry of a new construction project are also contributing to the expected decline

Value added down year-on-year, in particular due to lower high-margin sales revenues in China and a higher weighted average cost of capital

ORDERS RECEIVED

(in € mill.)

1-9/2023 304.0

1-9/2024 291.8

ORDER BACKLOG

(in € mill.)

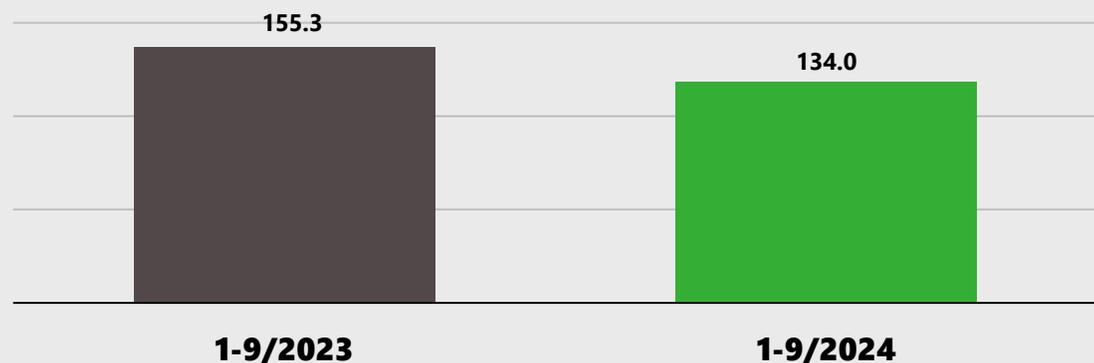
9/30/2023 202.3

9/30/2024 270.8

TIE TECHNOLOGIES BUSINESS UNIT

CONSIDERABLY HIGHER VALUE ADDED REFLECTS THE OVERALL SIGNIFICANT IMPROVEMENT IN MARKET DEMAND IN THE USA

SALES REVENUES (in € mill.)

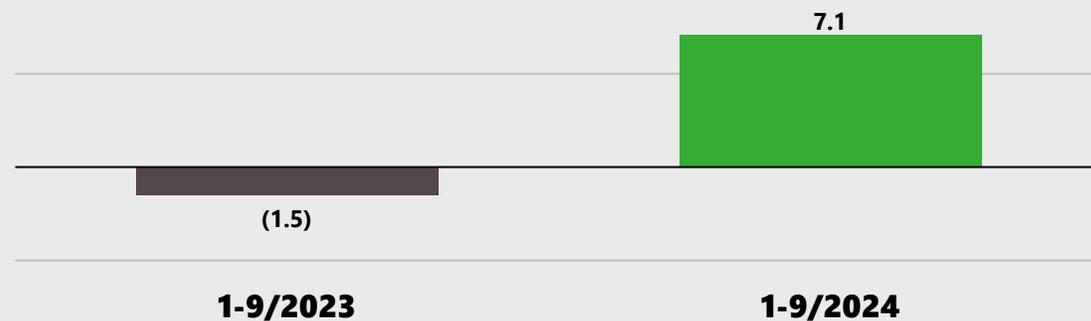


Orders received in the first nine months of 2024 significantly below the previous year; decline mainly due to lower orders received in Mexico, also below the previous year in Australia; in contrast, significantly higher orders received in the USA and Canada

Sales noticeably below the previous year's high level; significant decline in sales in Australia and Mexico partially offset by higher sales in the USA

Value added after nine months of 2024 significantly improved despite higher costs of capital; increase mainly due to higher earnings in the USA as a result of higher capacity utilization

VALUE ADDED (in € mill.)



ORDERS RECEIVED (in € mill.)	1-9/2023	167.6
	1-9/2024	138.3

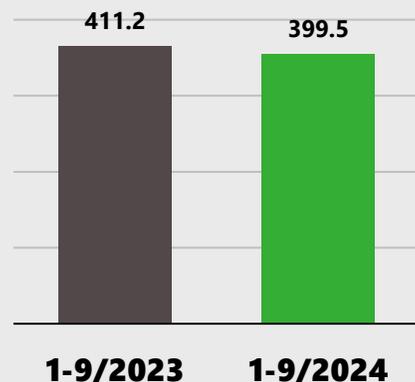
ORDER BACKLOG (in € mill.)	9/30/2023	99.3
	9/30/2024	52.6

CUSTOMIZED MODULES DIVISION

CONTINUED POSITIVE MARKET ENVIRONMENT, DOUBLE-DIGIT EBIT MARGIN

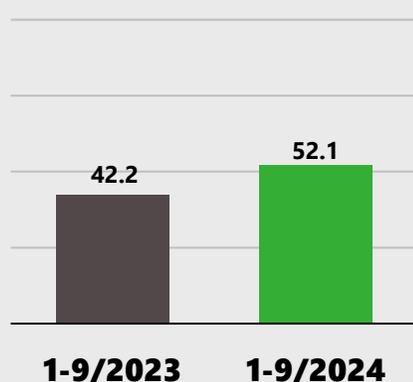
SALES REVENUES

(in € mill.)



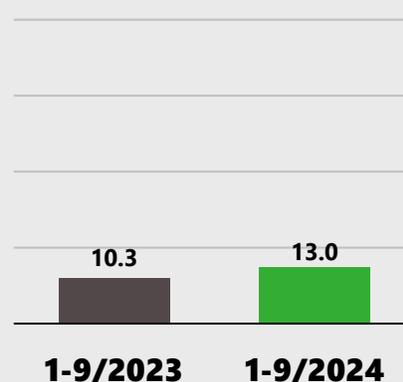
EBITDA

(in € mill.)



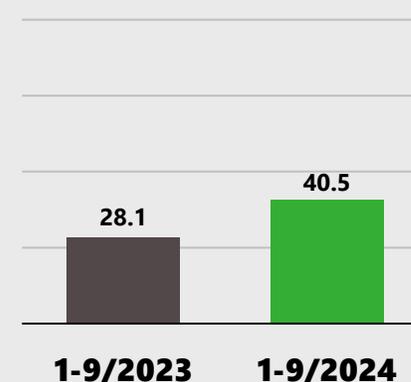
EBITDA MARGIN

(in %)



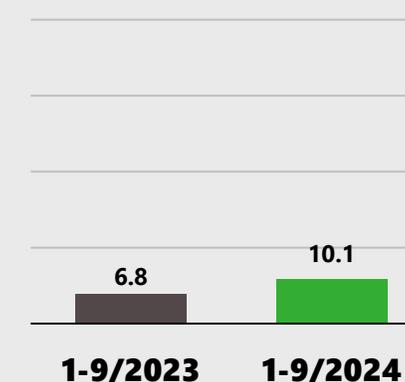
EBIT

(in € mill.)



EBIT MARGIN

(in %)



Orders received after nine months up by 27.6 percent compared to the previous year; increase mainly in Southern Europe, but also in North America, Asia and Africa; book-to-bill at 1.19

Sales revenues still slightly down on the previous year, particularly in Mexico, the UK and Serbia; in contrast, growth specifically in France, Germany and the Middle East

EBIT significantly above previous year's level despite lower sales revenues, in particular due to significantly higher earnings contributions from the locations in France and Luxembourg; EBIT and EBIT margin in Q3/2024 also benefited from retroactive price adjustments; EBIT margin in the double-digit range after nine months of 2024

ROCE

(in %)

1-9/2023 9.9

1-9/2024 13.2

VALUE ADDED

(in € mill.)

1-9/2023 4.1

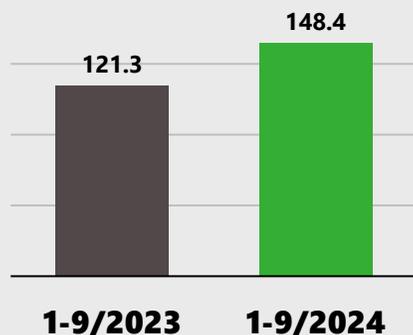
1-9/2024 11.4

LIFECYCLE SOLUTIONS DIVISION

SALES REVENUES AND EBIT AT RECORD LEVEL, DOUBLE-DIGIT EBIT MARGIN

SALES REVENUES

(in € mill.)



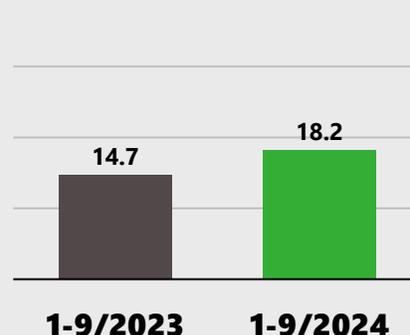
EBITDA

(in € mill.)



EBITDA MARGIN

(in %)



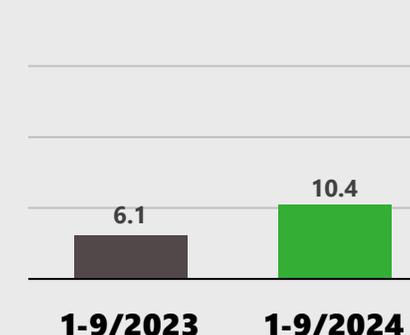
EBIT

(in € mill.)



EBIT MARGIN

(in %)



Orders received increased by 8.3 percent compared to the previous year, particularly in Sweden following the STG acquisition completed at the beginning of July; framework agreements from Deutsche Bahn of over €100 million communicated in September not reported as orders received

Sales increase of 22.3 percent in particular due to Track Supply and the Maintenance sub-segments (including HSG); in contrast, lower sales contributions from the Dutch company; initial sales revenues from newly acquired units (STG and FAS) included

EBIT and EBIT margin increased significantly compared to the previous year, mainly due to higher contribution from Track Supply; double-digit EBIT margin achieved after nine months

ROCE

(in %)

1-9/2023 4.5

1-9/2024 8.9

VALUE ADDED

(in € mill.)

1-9/2023 (6.5)

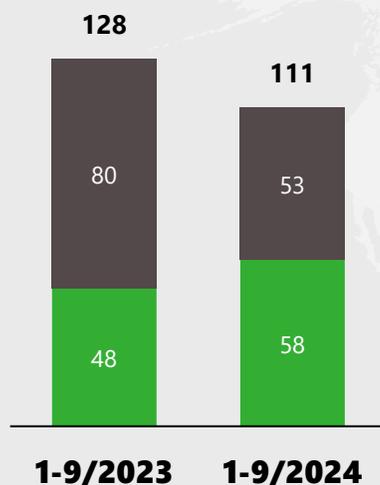
1-9/2024 (1.0)

VOSSLOH GROUP

CONTINUED POSITIVE SALES DEVELOPMENT IN THE CORE MARKET EUROPE

AMERICAS

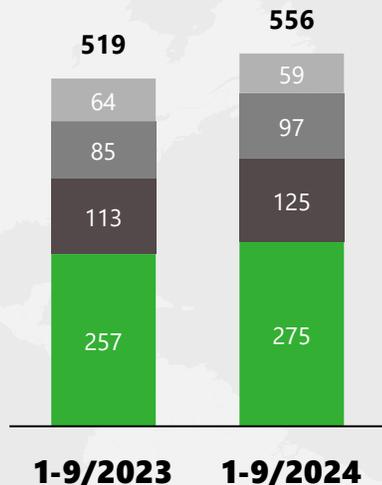
(in € mill.)



■ USA ■ Rest of Americas

EUROPE

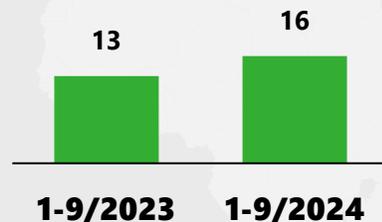
(in € mill.)



■ Western Europe ■ Northern Europe
■ Southern Europe ■ Eastern Europe

AFRICA

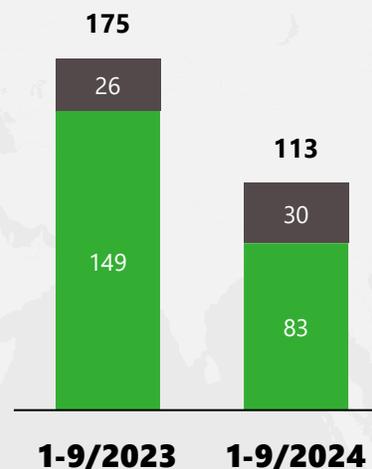
(in € mill.)



■ Africa

ASIA INCL. MIDDLE EAST

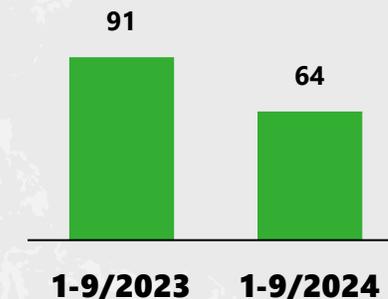
(in € mill.)



■ Asia ■ Middle East

AUSTRALIA

(in € mill.)



■ Australia

Sales revenues primarily in Mexico for VFS and CM below previous year, on the other hand, increased noticeably in the USA for VTT

Western Europe: increase in Germany and France, decline in the Netherlands; Northern Europe: Sweden significantly higher, Denmark lower; Southern Europe: increase in Italy; Eastern Europe: Serbia lower

Higher sales revenues in Morocco and other countries

Significant decline in Asia, primarily in China (VFS)

Sales revenues in Australia below previous year mainly due to VTT

VOSSLOH GROUP: OUTLOOK

VOSSLOH EXPECTS NOTICEABLE INCREASE IN EARNINGS IN 2024

Sales revenues

2023: €1.21 billion

Outlook 2024: €1.16 billion to €1.26 billion

/ Despite the completion of some major new construction projects, mainly in Mexico and Serbia, which contributed to exceptionally strong sales growth in 2023, Vossloh expects sales in 2024 - based on the mid-point of the sales guidance - to be roughly on a par with the previous year based on overall positive market demand.

Value added

2023: €18.9 million

Outlook 2024: €7.5 million to €22.5 million

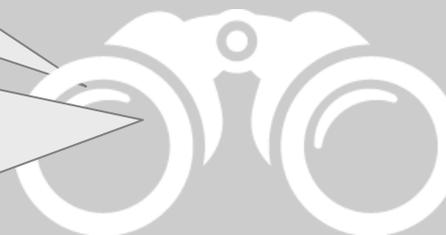
/ The weighted average cost of capital before taxes (WACC) relevant for internal management raised to 9.5 percent in the 2024 financial year (2023: 8.5 percent) as a result of the general interest rate trend.

EBIT

2023: €98.5 million

Outlook 2024: €100 million to €115 million

/ A further year-on-year increase in EBIT to over €100 million is forecast for the 2024 financial year (despite transaction costs of around €10 million in connection with the planned acquisition of Sateba). Based on the mid-point of the sales guidance, the forecast corridor for the EBIT margin is between 8.3 percent and 9.5 percent (2023: 8.1 percent).



FINANCIAL CALENDAR AND CONTACT INFORMATION

HOW YOU CAN REACH US

Financial calendar 2025

- / March 2025 Annual report 2024
- / April 2025 Quarterly statement as of March 31, 2025
- / May 2025 Annual General Meeting

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VOSSLOH ENABLING GREEN MOBILITY

NOTES

VOSSLOH GROUP

INCOME STATEMENT

€ mill.	1-9/2023	1-9/2024
Sales revenues	925.9	859.6
Cost of sales	(693.3)	(622.8)
General administrative and selling expenses	(151.3)	(158.6)
Allowances and write-ups on financial assets	(1.2)	1.5
Research and development costs	(7.5)	(10.4)
Other operating income	12.7	11.5
Other operating expenses	(8.3)	(8.4)
Operating result	77.0	72.4
Income from investments in companies accounted for using the equity method	5.6	4.7
Other financial income	0.6	0.0
Other financial expenses	(6.3)	0.0
Earnings before interest and taxes (EBIT)	76.9	77.1
Interest income	1.7	3.0
Interest and similar expenses	(14.9)	(11.9)
Earnings before taxes (EBT)	63.7	68.2
Income taxes	(20.8)	(11.6)
Result from continuing operations	42.9	56.6
Result from discontinued operations	1.0	-
Net income	43.9	56.6
thereof attributable to shareholders of Vossloh AG	29.4	47.4
thereof attributable to hybrid capital investors	4.5	4.5
thereof attributable to noncontrolling interests	10.0	4.7
Earnings per share		
Basic/diluted earnings per share (in €)	1.68	2.70
thereof attributable to continuing operations	1.62	2.70
thereof attributable to discontinued operations	0.06	-

VOSSLOH GROUP

BALANCE SHEET

Assets in € mill.	9/30/2023	12/31/2023	9/30/2024
Intangible assets	345.1	347.5	352.4
Property, plant and equipment	324.3	339.8	346.2
Investment properties	1.0	1.0	1.3
Investments in companies accounted for using the equity method	49.1	51.1	50.1
Other noncurrent financial instruments	12.0	8.6	12.9
Other noncurrent assets	1.5	1.7	2.3
Deferred tax assets	17.3	12.4	23.9
Noncurrent assets	750.3	762.1	789.1
Inventories	258.2	262.9	271.1
Trade receivables	248.5	201.0	215.2
Contract assets	4.3	0.5	7.8
Income tax assets	12.1	8.2	11.6
Other current financial instruments	13.7	11.1	17.0
Other current assets	41.3	31.8	40.3
Short-term securities	1.1	1.1	1.6
Cash and cash equivalents	66.7	99.4	81.6
Current assets	645.9	616.0	646.2
Assets held for sale	16.4	14.6	-
Assets	1,412.6	1,392.7	1,435.3

Equity and liabilities in € mill.	9/30/2023	12/31/2023	9/30/2024
Capital stock	49.9	49.9	49.9
Additional paid-in capital	190.5	190.4	190.4
Retained earnings and Net income	219.5	228.4	256.0
Hybrid capital	148.3	148.3	148.3
Accumulated other comprehensive income	(0.1)	(6.6)	(9.4)
Equity excluding Noncontrolling interests	608.1	610.4	635.2
Noncontrolling interests	28.2	28.1	30.0
Equity	636.3	638.5	665.2
Pension provisions/provisions for other post-employment benefits	22.5	22.9	23.2
Other noncurrent provisions	23.8	21.3	16.3
Noncurrent financial liabilities	166.3	121.6	173.2
Noncurrent trade payables	-	0.5	-
Other noncurrent liabilities	4.6	5.9	3.9
Deferred tax liabilities	9.3	2.1	5.4
Noncurrent liabilities	226.5	174.3	222.0
Other current provisions	65.7	67.4	67.4
Current financial liabilities	140.5	198.4	138.3
Current trade payables	178.1	171.4	161.3
Current liabilities from reverse factoring	-	-	20.1
Current income tax liabilities	14.2	12.0	11.8
Other current liabilities	141.8	122.9	149.2
Current liabilities	540.3	572.1	548.1
Liabilities related to assets held for sale	9.5	7.8	-
Equity and liabilities	1,412.6	1,392.7	1,435.3

VOSSLOH GROUP

KEY PERFORMANCE INDICATORS

		Core Components		Fastening Systems		Tie Technologies		Customized Modules		Lifecycle Solutions	
		1-9/2023	1-9/2024	1-9/2023	1-9/2024	1-9/2023	1-9/2024	1-9/2023	1-9/2024	1-9/2023	1-9/2024
Sales revenues	€ mill.	418.6	325.2	283.8	205.4	155.3	134.0	411.2	399.5	121.3	148.4
EBITDA	€ mill.	77.7	65.5					42.2	52.1	17.8	27.0
EBITDA margin	%	18.6	20.1					10.3	13.0	14.7	18.2
EBIT	€ mill.	57.3	49.8					28.1	40.5	7.4	15.4
EBIT margin	%	13.7	15.3					6.8	10.1	6.1	10.4
Average working capital	€ mill.	104.3	95.4					78.2	95.1	33.0	36.2
Average working capital intensity	%	18.7	22.0					14.3	17.9	20.4	18.3
Average capital employed	€ mill.	333.1	321.3					377.4	408.3	218.2	230.2
ROCE	%	22.9	20.6					9.9	13.2	4.5	8.9
Value added	€ mill.	36.0	26.9	38.2	19.5	(1.5)	7.1	4.1	11.4	(6.5)	(1.0)
Orders received	€ mill.	448.3	414.0	304.0	291.8	167.6	138.3	373.5	476.4	146.0	158.2
Order backlog (reporting date 9/30)	€ mill.	295.3	317.7	202.3	270.8	99.3	52.6	437.3	500.6	58.1	46.3
Capital expenditure	€ mill.	13.9	12.7	9.9	5.1	4.0	7.6	10.6	16.8	10.7	10.3
Depreciation/amortization	€ mill.	(16.4)	(15.7)	(7.6)	(7.9)	(8.8)	(7.8)	(11.5)	(12.0)	(10.5)	(11.6)

VOSSLOH GROUP

CASH FLOW STATEMENT

€ mill.	1-9/2023	1-9/2024
Earnings before interest and taxes (EBIT)	76.9	77.1
EBIT from discontinued operations	1.0	0.0
Amortization/depreciation/impairment loss/reversal of impairment losses of noncurrent assets	45.6	39.8
Change in noncurrent provisions	7.0	2.3
Gross cash flow	130.5	119.2
Income taxes paid	(20.1)	(23.8)
Change in working capital	(22.0)	(20.0)
Other changes	(4.5)	(11.8)
Cash flow from operating activities	83.9	63.6
Investments in intangible assets and property, plant and equipment	(36.9)	(34.7)
Proceeds from profit distributions from companies accounted for using the equity method	1.0	5.3
Free cash flow	48.0	34.2

VOSSLOH GROUP

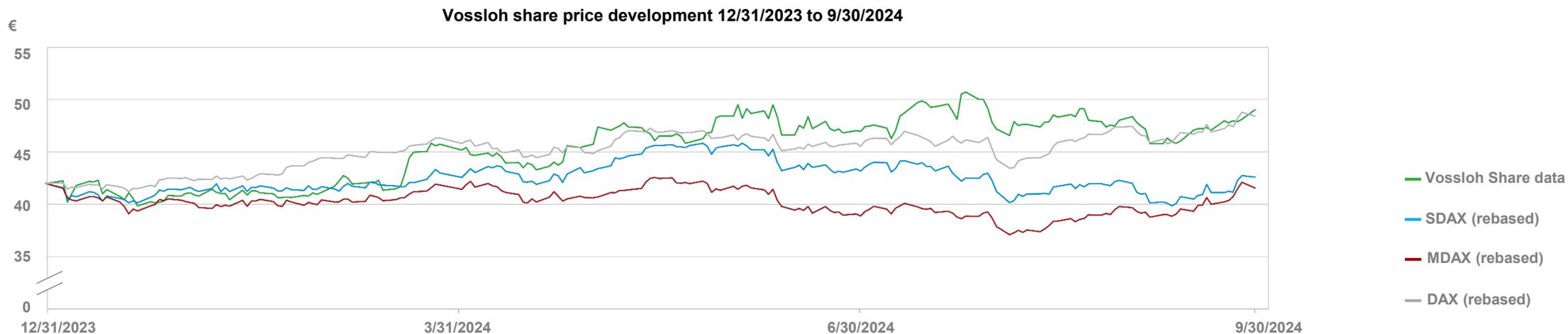
EMPLOYEES

Employees	Reporting date		Average	
	9/30/2023	9/30/2024	1-9/2023	1-9/2024
Core Components	1,041	1,016	1,032	1,016
Customized Modules	2,289	2,308	2,281	2,317
Lifecycle Solutions	626	826	602	708
Vossloh AG & Vossloh RailWatch GmbH	79*	117	78*	110
Group	4,035	4,267	3,993	4,151

* Vossloh RailWatch GmbH was included for the first time in the consolidated financial statements as at December 31, 2023.

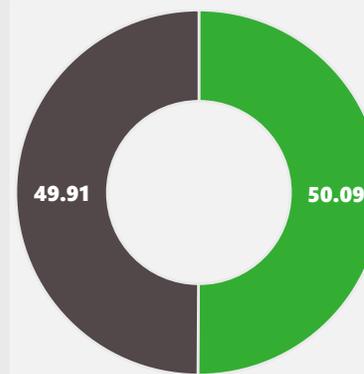
VOSSLOH GROUP

SHARE PRICE PERFORMANCE, INFORMATION ON THE SHARE AND SHAREHOLDER STRUCTURE



Information on Vossloh share

ISIN	DE0007667107
Trading venues	Xetra, Tradegate, Düsseldorf, Frankfurt, Berlin, Hamburg, Hanover, Stuttgart, Munich
Number of shares outstanding as of 9/30/2024	17,564,180
Share price (9/30/2024)	€49.00
Share price high/low January to September 2024	€51.40 / €39.50
Market capitalization (9/30/2024)	€860.6 million
Reuters code	VOSG.DE
Bloomberg code	VOS:GR



Shareholder structure in %

- Nadia Thiele; Robin Brühmüller (Executor of the will for the estate of the deceased Heinz Hermann Thiele)
- Free float