## vossl@h

## QUARTERLY STATEMENT AS OF MARCH 31, 2023

WERDOHL, APRIL 27, 2023

## DISCLAIMER

NOTE

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

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## VOSSLOH GROUP

REMARKABLE START INTO FISCAL YEAR 2023

Orders received again at record level, third highest quarterly figure in company history; order backlog reaches all-time high at end of Q1/2023

Sales up 15.4 percent year on year, highest sales volume in an opening quarter

EBIT rises by almost 74 percent, strongest first-quarter operating EBIT in 12 years


Net burden from increased factor costs slightly lower than in prior-year quarter

Construction of photovoltaic system at headquarters in Werdohl completed

Heinz Hermann Thiele Family Foundation established

## VOSSLOH GROUP

SALES AND EBIT SIGNIFICANTLY ABOVE PREVIOUS YEAR

| KEY GROUP INDI |  | 1-3/2022 | 1-3/2023 |
| :---: | :---: | :---: | :---: |
| Sales revenues | € mill. | 222.2 | 256.3 |
| EBITDA/EBITDA margin | € mill. / \% | 20.1 / 9.1 | 26.9 / 10.5 |
| EBIT/EBIT margin | € mill. / \% | 8.1 / 3.6 | 14.0 / 5.5 |
| Net income | € mill. | 3.6 | 4.8 |
| Earnings per share | $€$ | 0.02 | 0.07 |
| Free cash flow | € mill. | (11.7) | (27.5) |
| Capital expenditure | € mill. | 8.7 | 9.4 |
| Value added | € mill. | (7.9) | (6.0) |

## NOTES

Sales up 15.4 percent, growth in all divisions, strongest percentage growth at Lifecycle Solutions

EBIT and EBIT margin significantly higher year on year, all divisions achieve noticeable improvement in earnings and profitability, in particular Core Components, again with double-digit EBIT margin in Q1/2023

Net income due to EBIT development despite higher interest expense above the prior-year level; earnings per share up 5 cents

Free cash flow negative in first quarter, as is typical for the season; year-on-year decrease due to stronger working capital build-up

Capital expenditure slightly above prior-year level; increase mainly due to Customized Modules and Core Components

Value added as expected still negative at start of year; improved year on year despite higher cost of capital of 8.5 percent (previous year: 7.0 percent)

## VOSSLOH GROUP

SEASONAL BUILD-UP OF WORKING CAPITAL LEADS TO EXPECTED INCREASE IN NET FINANCIAL DEBT

| KEY GROUP INDICA | RS | $\begin{aligned} & \text { 1-3/2022 } \\ & \mathbf{3 / 3 1 / 2 2} \end{aligned}$ | $\begin{array}{r} 2022 \\ \mathbf{1 2 / 3 1 / 2 2} \end{array}$ | $\begin{array}{r} 1-3 / 2023 \\ \mathbf{3 / 3 1 / 2 3} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Equity | € mill. | 598.1 | 625.1 | 626.3 |
| Equity ratio | \% | 45.1 | 45.7 | 44.5 |
| Average working capital | € mill. | 188.2 | 218.1 | 214.6 |
| Average working capital intensity | \% | 21.2 | 20.8 | 20.9 |
| Closing working capital | € mill. | 200.8 | 191.6 | 237.7 |
| Average capital employed | € mill. | 915.7 | 950.6 | 943.0 |
| Closing capital employed | € mill. | 929.8 | 923.2 | 962.9 |
| Net financial debt (excluding leasing) | € mill. | 187.1 | 197.6 | 234.6 |
| Net financial debt | € mill. | 228.2 | 237.5 | 273.4 |

## NOTES

Equity significantly increased compared with Q1/2022; equity ratio remains at a good level despite slight decline

Closing working capital increased noticeably in Q1/2023 as a result of higher inventories and receivables, typical for the season; average working capital intensity slightly improved compared with prior-year period due to strong sales growth

Closing capital employed increased compared to March 31, 2022 due to noticeably higher working capital

Net financial debt increased compared to year-end 2022, in particular due to negative free cash flow in Q1/2023 which is typical for the season

## VOSSLOH GROUP

ORDERS RECEIVED IN Q1/2023 AGAIN AT A VERY HIGH LEVEL; BOOK-TO-BILL AT 1.35

## ORDERS RECEIVED

(in € mill.)


## ORDER BACKLOG

(in $€$ mill.)


## NOTES

As expected, orders received in the first quarter of 2023 below prior-year record value but again at a very high level; in particular, noticeably lower value at Vossloh Fastening Systems after two major orders in China (total volume around $€ 90$ million) had been won in Q1/2022; VTT, in contrast, with significant additional orders in Mexico and the USA; Customized Modules stable at high prior-year level; Lifecycle Solutions above prior-year level mainly thanks to higher order intake in Germany and the Netherlands

Order backlog up 12.5 percent year on year and at a historic high; all divisions contributing to the increase; Customized Modules in particular ( $+€ 71.7$ million) significantly up year on year, especially in France and Serbia; Lifecycle Solutions also achieves noticeable year-on-year increase ( $+€ 15.4$ million), mainly in Germany; Core Components ( $+€ 13.2$ million) slightly up year on year, on the one hand VFS with lower order backlog due to major orders in the previous year, VTT on the other hand with significant increase

## CORE COMPONENTS DIVISION

SALES AND EBIT WELL UP YEAR ON YEAR, EBIT MARGIN AGAIN IN DOUBLE DIGITS

## SALES REVENUES

(in € mill.)




EBITDA MARGIN
(in \%)
(in \%)

EBIT
(in € mill.) $\qquad$
EBIT MARGIN (in \%)



Sales up 13.5 percent year on year; in particular Vossloh Tie Technologies with significant sales increase, but also Vossloh Fastening Systems up year on year

EBIT and EBIT margin despite persistently high procurement prices above the prior-year level; earnings and profitability improvement attributable to Vossloh Fastening Systems

Significant increase in value added despite higher cost of capital, strong rise in ROCE

| ROCE <br> (in \%) | $\mathbf{1 - 3 / 2 0 2 2}$ | 10.5 |
| :--- | :---: | :---: |
|  | $\mathbf{1 - 3 / 2 0 2 3}$ | 14.2 |
| VALUE ADDED <br> (in $€$ mill.) | $\mathbf{1 - 3 / 2 0 2 2}$ | 3.0 |

## FASTENING SYSTEMS BUSINESS UNIT

SALES INCREASED, VALUE ADDED SIGNIFICANTLY INCREASED

## SALES REVENUES

(in € mill.)


## VALUE ADDED

(in € mill.)

| 4.6 |  | 7.4 |
| :--- | :--- | :--- |
|  |  |  |
| 1-3/2022 |  | $\mathbf{1 - 3 / 2 0 2 3}$ |
| ORDERS <br> RECEIVED <br> (in € mill.) | $\mathbf{1 - 3 / 2 0 2 2}$ | 162.7 |
| ORDER <br> ORACKLOG <br> (in € mill.) | $\mathbf{1 - 3 / 2 0 2 3}$ | 95.7 |

## TIE TECHNOLOGIES BUSINESS UNIT

SIGNIFICANT INCREASE IN SALES MAINLY DUE TO HIGHER DEMAND IN NORTH AMERICA

SALES REVENUES
(in € mill.)


Orders received up 141.6 percent year on year; growth particularly in Mexico and the USA

Sales up 46.5 percent year on year, higher sales achieved in all regions represented, strongest increase in the USA

Value added in reporting year still below previous year, also due to higher capital costs; in addition, burdened by high maintenance expenses at an Australian site

## VALUE ADDED

(in $€$ mill.)

|  |  |  |
| :---: | :---: | :---: |
| (1.6) |  | (2.4) |
| $\mathbf{1 - 3 / 2 0 2 2}$ | $\mathbf{1 - 3 / 2 0 2 3}$ |  |
| ORDERS <br> RECEIVED <br> (in € mill.) | $\mathbf{1 - 3 / 2 0 2 2}$ | 35.5 |
| ORDER <br> BACKLOG <br> (in € mill.) | $\mathbf{3 / 3 1 / 2 0 2 2}$ | 71.5 |

## CUSTOMIZED MODULES DIVISION

SIGNIFICANT INCREASE IN SALES AND HIGHER PROFITABILITY

SALES REVENUES
(in € mill.)


EBITDA
(in € mill.)


EBITDA MARGIN
(in \%)


EBIT
(in € mill.)


EBIT MARGIN
(in \%)

Orders received stable at high prior-year level; in particular lower order intake in Poland and Egypt was offset by additional orders mainly in Serbia, France and Germany
Very gratifying sales performance in Q1/2023, sales up 14.8 percent year on year, in particular higher sales in Mexico as well as in Western and Eastern Europe
Highest EBIT in a year-opening quarter for more than 10 years, in particular thanks to higher earnings contributions from the sites in Luxembourg, the UK and Australia

| ROCE <br> (in \%) | $\mathbf{1 - 3 / 2 0 2 2}$ | 5.5 |
| :--- | :---: | :---: |
|  | $\mathbf{1 - 3 / 2 0 2 3}$ | 7.7 |
| VALUE ADDED <br> (in $€$ mill.) | $\mathbf{1 - 3 / 2 0 2 2}$ | (1.4) |
|  | $\mathbf{1 - 3 / 2 0 2 3}$ | (0.8) |

## LIFECYCLE SOLUTIONS DIVISION

SALES SIGNIFICANTLY HIGHER YEAR ON YEAR, EBIT AND EBIT MARGIN NOTICEABLY IMPROVED

SALES REVENUES
(in € mill.)

EBITDA
(in € mill.)


## EBITDA MARGIN

(in \%)


EBIT
(in € mill.)

EBIT MARGIN
(in \%)

| ROCE <br> (in \%) | $\mathbf{1 - 3 / 2 0 2 2}$ | (4.6) |
| :--- | :---: | :---: |
|  | $\mathbf{1 - 3 / 2 0 2 3}$ | (1.7) |
| VALUE ADDED <br> (in $€$ mill.) | $\mathbf{1 - 3 / 2 0 2 2}$ | (5.7) |
|  | $\mathbf{1 - 3 / 2 0 2 3}$ | (5.5) |

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## VOSSLOH GROUP

SIGNIFICANT INCREASE IN SALES, PARTICULARLY IN EUROPE AND NORTH AMERICA

## AMERICA <br> (in $€$ mill.)



Sales up year on year, especially in Mexico at CM and CC; also noticeable increase in the USA particularly at VTT

EUROPE
(in € mill.)

$\square$ Western Europe $\quad$ Northern Europe $\square$ Southern Europe Eastern Europe
$\begin{array}{ll}\text { Sales }+17.7 \% \text {; Western Europe: } & \text { Lower sales in Egypt (CM) } \\ \text { higher sales mainly in Germany; } & \text { partially offset by higher sater }\end{array}$ higher sales mainly in Germany; Northern Europe: stable at high prior-year level; Southern Europe: slightly above prioryear level, mainly thanks to Italy; Eastern Europe: almost

ASIA INCL. MIDDLE
EAST (in $€$ mill.)
(in $€$ mill.)
 Liberia (CM)
 to lower sales in India (CM \& VFS) and China (VFS)


Sales decline in Asia mainly due Sales in Australia up year on

## VOSSLOH GROUP: OUTLOOK

VOSSLOH EXPECTS NOTICEABLE INCREASE IN SALES AND EBIT IN 2023

Sales revenues
2022: $€ 1,046.1$ million
Outlook 2023: €1.05 billion to €1.15 billion
/ The expected increase in sales is mainly based on the high order backlog at the end of 2022. All divisions contribute to the forecast sales growth. The strongest growth in percentage terms is expected in the Lifecycle Solutions division.

## EBIT

## 2022: €78.1 million

## Outlook 2023: €79 million to €88 million

/ Despite the persistently high level of procurement costs for energy and materials and significantly rising personnel costs, EBIT is also expected to increase noticeably in fiscal year 2023. Along with the sales, all divisions are expected to contribute to the increase in EBIT. Based on the midpoint of the sales forecast, the EBIT margin is expected to range between 7.2 percent and 8.0 percent.

## Value added

2022: €11.5 million Outlook 2023: €0 million to €10 million
/ The weighted average cost of capital before taxes (WACC), which is relevant for internal management, was increased to 8.5 percent for the fiscal year 2023 as a result of the general interest rate development (prior year: 7.0 percent). Despite the increase, a positive value added is expected in 2023.

## FINANCIAL CALENDAR AND CONTACT INFORMATION

HOW YOU CAN REACH US

## Financial calendar 2023

/ May 24, 2023
Annual General Meeting
/ August 3, 2023
/ October 26, 2023

Semi-annual report as of June 30, 2023
Quarterly statement as of September 30, 2023

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## NOTES

## VOSSLOH GROUP

INCOME STATEMENT

| € mill. | 1-3/2022 | 1-3/2023 |
| :---: | :---: | :---: |
| Sales revenues | 222.2 | 256.3 |
| Cost of sales | (178.8) | (198.7) |
| General administrative and selling expenses | (37.6) | (42.4) |
| Allowances and write-ups of financial assets | 0.0 | (0.6) |
| Research and development costs | (2.0) | (2.3) |
| Other operating income | 6.1 | 3.8 |
| Other operating expense | (2.1) | (2.3) |
| Operating result | 7.8 | 13.8 |
| Result from investments in companies accounted for using the equity method | 0.3 | 0.5 |
| Other financial income | 0.0 | 0.0 |
| Other financial expense | 0.0 | (0.3) |
| Earnings before interest and taxes (EBIT) | 8.1 | 14.0 |
| Interest income | 0.2 | 0.5 |
| Interest and similar expense | (1.5) | (5.5) |
| Earnings before taxes (EBT) | 6.8 | 9.0 |
| Income taxes | (3.2) | (4.2) |
| Net income | 3.6 | 4.8 |
| thereof attributable to shareholders of Vossloh AG | 0.4 | 1.3 |
| thereof attributable to hybrid capital investors | 1.5 | 1.5 |
| thereof attributable to noncontrolling interests | 1.7 | 2.0 |
| Earnings per share |  |  |
| Basic/diluted earnings per share ( () | 0.02 | 0.07 |
| thereof attributable to continuing operations | 0.02 | 0.07 |
| thereof attributable to discontinued operations | 0.00 | 0.00 |

## VOSSLOH GROUP

BALANCE SHEET

| Assets in € mill. | 3/31/2022 | 12/31/2022 | 3/31/2023 |
| :---: | :---: | :---: | :---: |
| Intangible assets | 346.9 | 345.0 | 343.3 |
| Property, plant and equipment | 322.5 | 326.4 | 322.1 |
| Investment properties | 7.4 | 1.3 | 1.2 |
| Investments in companies accounted for using the equity method | 48.1 | 49.4 | 49.4 |
| Other noncurrent financial instruments | 4.4 | 13.7 | 12.7 |
| Other noncurrent assets | 3.5 | 1.5 | 1.5 |
| Deferred tax assets | 13.4 | 17.1 | 17.3 |
| Noncurrent assets | 746.2 | 754.4 | 747.5 |
| Inventories | 223.4 | 236.5 | 264.0 |
| Trade receivables | 210.9 | 228.0 | 251.0 |
| Contract assets | 6.0 | 1.4 | 1.3 |
| Income tax assets | 8.2 | 8.9 | 10.2 |
| Other current financial instruments | 16.9 | 15.5 | 15.5 |
| Other current assets | 31.0 | 28.9 | 33.9 |
| Short-term securities | 1.7 | 2.3 | 2.3 |
| Cash and cash equivalents | 82.0 | 76.8 | 65.3 |
| Current assets | 580.1 | 598.3 | 643.5 |
| Assets held for sale | - | 16.1 | 17.3 |
| Assets | 1,326.3 | 1,368.8 | 1,408.3 |


| Equity and liabilities in $€$ mill. | 3/31/2022 | 12/31/2022 | 3/31/2023 |
| :---: | :---: | :---: | :---: |
| Capital stock | 49.9 | 49.9 | 49.9 |
| Additional paid-in capital | 190.4 | 190.4 | 190.4 |
| Retained earnings and net income | 175.2 | 199.0 | 209.0 |
| Hybrid capital | 148.3 | 148.3 | 148.3 |
| Accumulated other comprehensive income | 3.1 | 10.3 | (0.3) |
| Equity excluding noncontrolling interests | 566.9 | 597.9 | 597.3 |
| Noncontrolling interests | 31.2 | 27.2 | 29.0 |
| Equity | 598.1 | 625.1 | 626.3 |
| Pension provisions/provisions for other post-employment benefits | 34.8 | 21.9 | 22.3 |
| Other noncurrent provisions | 14.6 | 17.5 | 18.7 |
| Noncurrent financial liabilities | 234.9 | 267.4 | 294.0 |
| Noncurrent trade payables | 0.0 | 1.7 | 0.0 |
| Other noncurrent liabilities | 2.9 | 10.4 | 4.7 |
| Deferred tax liabilities | 12.3 | 9.4 | 9.3 |
| Noncurrent liabilities | 299.5 | 328.3 | 349.0 |
| Other current provisions | 62.2 | 52.7 | 53.0 |
| Current financial liabilities | 77.0 | 49.2 | 46.9 |
| Current trade payables | 146.5 | 167.3 | 163.6 |
| Current income tax liabilities | 7.9 | 9.8 | 9.5 |
| Other current liabilities | 135.1 | 126.6 | 149.2 |
| Current liabilities | 428.7 | 405.6 | 422.2 |
| Liabilities related to assets held for sale | - | 9.8 | 10.8 |
| Equity and liabilities | 1,326.3 | 1,368.8 | 1,408.3 |

## VOSSLOH GROUP

KEY PERFORMANCE INDICATORS


## VOSSLOH GROUP

CASH FLOW STATEMENT

| € mill. | 1-3/2022 | 1-3/2023 |
| :---: | :---: | :---: |
| Earnings before interest and taxes (EBIT) | 8.1 | 14.0 |
| Amortization/depreciation/impairment losses/reversal of impairment losses of noncurrent assets | 12.0 | 13.0 |
| Change in noncurrent provisions | 0.8 | 1.5 |
| Gross cash flow | 20.9 | 28.5 |
| Income taxes paid | (4.1) | (6.0) |
| Change in working capital | (24.2) | (43.3) |
| Other changes | 3.0 | 4.4 |
| Cash flow from operating activities | (4.4) | (16.4) |
| Investments in intangible assets and property, plant and equipment | (7.3) | (11.1) |
| Free cash flow | (11.7) | (27.5) |

## VOSSLOH GROUP

EMPLOYEES

|  | Reporting date |  |  |  | Average |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Employees | $\mathbf{3 / 3 1 / 2 0 2 2}$ |  |  |  |  |
| Core Components | 918 | $\mathbf{3 / 3 1 / 2 0 2 3}$ |  | $\mathbf{1 - 3 / 2 0 2 2}$ |  |
| Customized Modules | 2,216 | 996 | $\mathbf{1 - 3 / 2 0 2 3}$ |  |  |
| Lifecycle Solutions | 538 | 2,276 | 2,211 | $\mathbf{1 , 0 0 0}$ |  |
| Vossloh AG | 67 | 575 | 536 | 2,260 |  |
| Group | $\mathbf{3 , 7 3 9}$ | 77 | 671 |  |  |

## VOSSLOH GROUP

SHARE PRICE PERFORMANCE, SHARE INFORMATION AND SHAREHOLDER STRUCTURE


Information on the Vossloh share

| ISIN | DE0007667107 |
| :--- | :--- |
| Trading locations | Xetra, Tradegate, Düsseldorf, Frankfurt, Berlin, <br> Hamburg, Hanover, Stuttgart, Munich |
| Number of shares outstanding on 3/31/2023 | $17,564,180$ |
| Share price (3/31/23) | $€ 42.85$ |
| High price/low price, January to March 2023 | $€ 43.25 / € 37.20$ |
| Market capitalization (3/31/23) | $€ 752.6$ mill. |
| 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)

■ Franklin Mutual Advisers

- Others


[^0]:    11 | Quarterly Statement Q1/2023

