



Conference with DVFA Analysts

Frankfurt/Main, December 10, 2003

Vossloh Group



Indicators

		2002	2003p	2004b
Net sales	(€ mill.)	744.5	892.1	963.1
Operating result	(€ mill.)	49.7	82.0	104.3
EBIT	(€ mill.)	78.4	97.7	106.3
EBIT margin	(%)	10.5	11.0	11.0
Group earnings	(€ mill.)	52.4	53.7	56.9
RoS after taxes	(%)	7.0	6.0	5.9
EpS ¹	(€)	3.85	3.70	3.90
Average headcount		4,190	4,408	4,590

¹ 2002: 13,592,983 shares, 2003p: 14,500,000 shares, 2004b: 14,600,000 shares

p = current projection

b = budget

> Gains from sale of VAE stake in

2002: €29.2 mill.

2003: €14.5 mill.

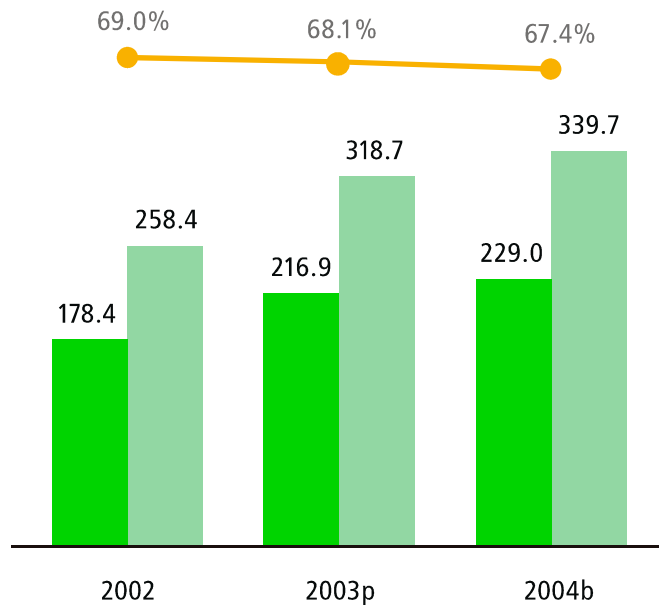
Key data

		2002	2003p	2004b
Working capital	(€ mill.)	175.5	243.0	261.6
Capital employed	(€ mill.)	590.0	627.9	666.5
ROCE	(%)	13.3	15.6	15.9
Equity ratio	(%)	25.2	32.5	34.5
Pretax ROE	(%)	26.7	27.2	27.4
Net financial debt	(€ mill.)	227.0	215.8	214.3
Net leverage	(%)	95.1	72.7	63.6

p = current projection

b = budget

Employees

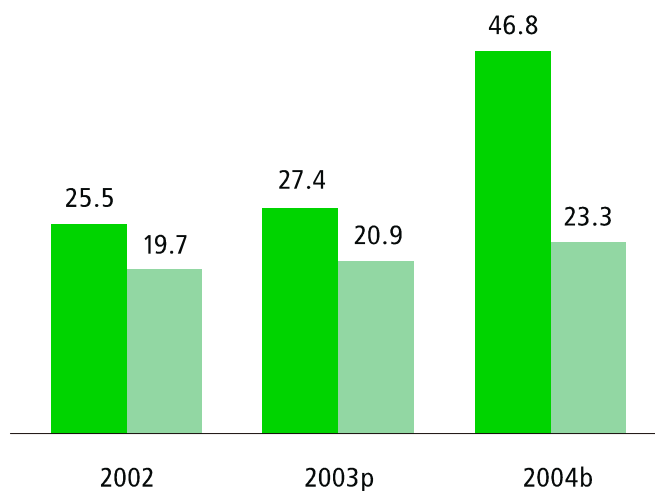


■ Personnel expenses in € mill.
■ Net value added in € mill.
—●— Payroll-to-value added ratio in %
 p = current projection
 b = budget

Annual average headcount	2002	2003p	2004b
Rail Infrastructure	3,178	2,937	3,037
Motive Power	727	1,174	1,226
Information Technologies	262	267	292
Vossloh AG	23	30	34
Group	4,190	4,408	4,590

p = current projection
 b = budget

Capital expenditure volume



■ Capital expenditures in € mill.
■ Amortization/depreciation in € mill.
 p = current projection
 b = budget

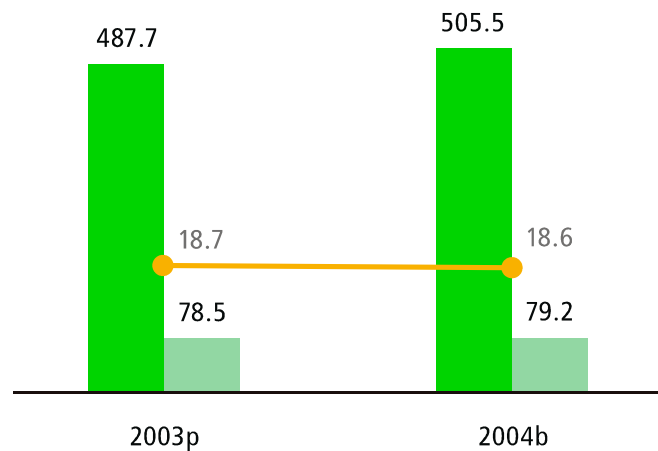
Capital expenditures		2002	2003p	2004b
Rail Infrastructure	(€ mill.)	16.6	19.5	26.4
Motive Power	(€ mill.)	6.7	6.2	17.6
Information Technologies	(€ mill.)	1.7	1.0	1.9
Vossloh AG	(€ mill.)	0.4	0.6	0.9
Group	(€ mill.)	25.5	27.4	46.8
Amort./deprec. Group	(€ mill.)	19.7	20.9	23.3

p = current projection
 b = budget

Rail Infrastructure Division

vossloh

Rail Infrastructure



■ Sales in € mill.
■ EBIT in € mill.
— ROCE in %
 p = current projection
 b = budget

Vossloh Fastening Systems

Sales 2003p: €146.8 mill.
 Sales 2004b: €133.2 mill.

Vossloh Switch Systems

Sales 2003p: €203.5 mill.
 Sales 2004b: €204.8 mill.

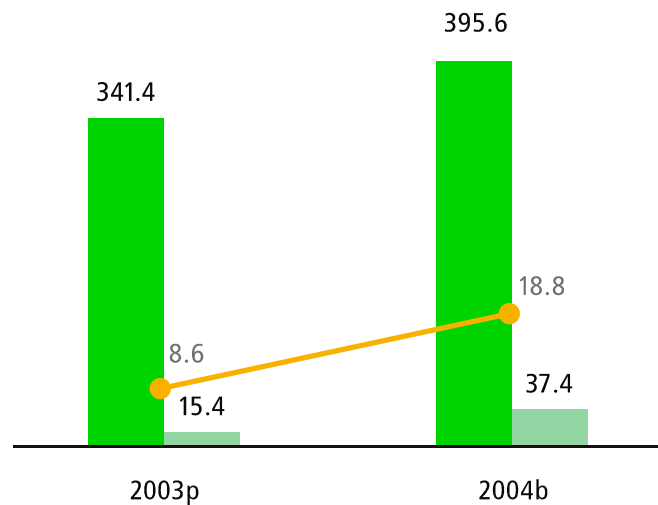
Vossloh Infrastructure Services

Sales 2003p: €147.3 mill.
 Sales 2004b: €172.7 mill.

Motive Power Division

vossloh

Motive Power



■ Sales in € mill.
■ EBIT in € mill.
— ROCE in %
 p = current projection
 b = budget

Vossloh Locomotives

Sales 2003p: €232.9 mill.
 Sales 2004b: €283,6 mill.

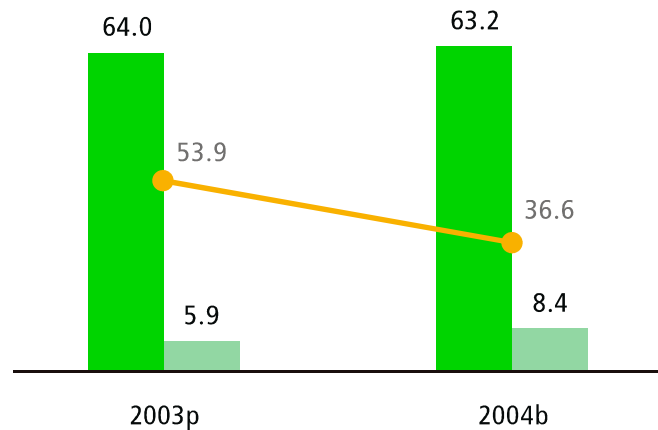
Vossloh Electrical Systems

Sales 2003p: €104,7 mill.
 Sales 2004b: €106,4 mill.€

Information Technologies Division

vossloh

Information Technologies



■ Sales in € mill.
■ EBIT in € mill.
— ROCE in %
p = current projection
b = budget

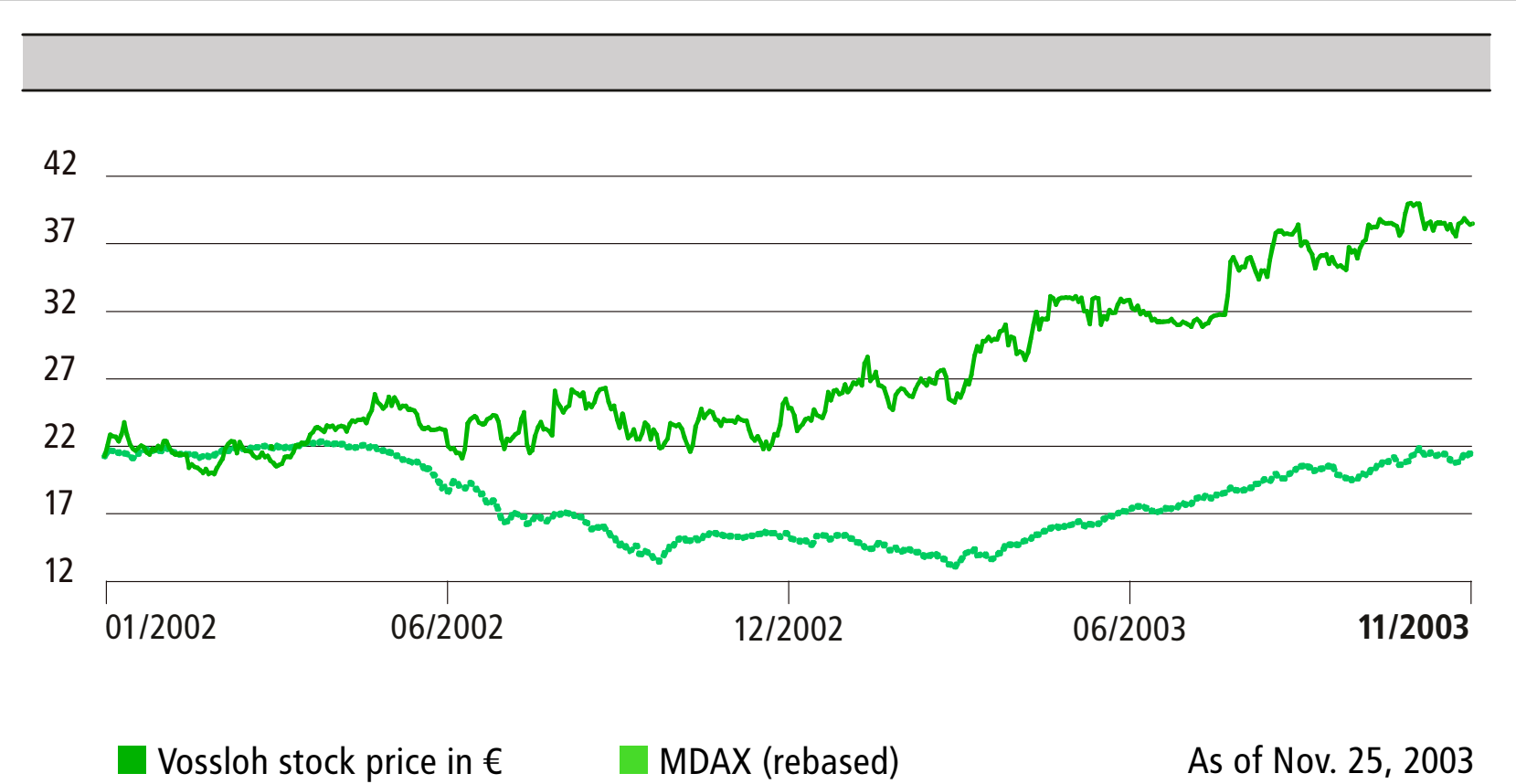
Vossloh Information Technologies

Sales 2003p: €64,0 mill.
Sales 2004b: €63,2 mill.

Vossloh stock



Vossloh stock price trend



Vossloh stock data

		2002	2003e	2004p
Market capitalization ¹	(€ mill.)	338.1	563.6	–
Book value per share	(€)	17.10	19.91	22.71
EpS ¹	(€)	3.85	3.70	3.90
CFpS ^{1/2}	(€)	5.30	5.14	5.49
PER		6.4	10.4	9.9

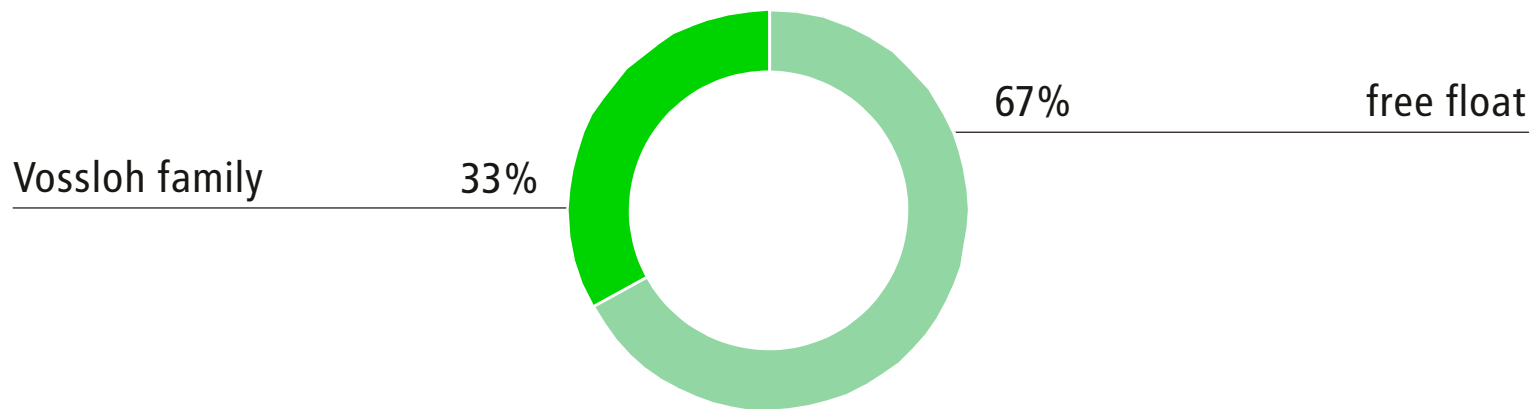
¹⁾ Average and year-end shares issued in 2002: 13,592,983 and 13,688,083, respectively
 Basis 2003p: price €38.50; average shares issued 14,500,000 (14,638,336 at 10/30/2003)
 Basis 2004b: 14,600,000 shares

²⁾ Cash flow = Group earnings + amortization/depreciation/write-down

p = current projection

b = budget

Ownership structure



The divisions

Rail Infrastructure Fastening Systems



Businesses

- Elastic rail fastening systems for ballast and slabbed tracks on mainline and urban services
- Bolted rail fastening systems for all load profiles, from heavy to high speed
- Boltless rail fasteners and spikes (Skamo)

Positioning

- World market share: around 35%, European market share about 65%, rail fastening systems used in over 65 countries
- Sales outside of Germany: 56%

Competitor

- Pandrol, UK

Rail Infrastructure Switch Systems



Businesses

- Standard, high-speed, and specialty switches according to all worldwide standards
- Signal components such as point drives and detection relays (10% of sales)

Positioning

- World's second biggest switch supplier
- 1,150 employees, production plants in 12 countries

Competitor

- VAE

Rail Infrastructure Infrastructure Service



Businesses

- Track construction (25% sales) and track maintenance (75% sales)
- State-owned and industrial rail networks
- Trams/urban rail systems
- Overhead lines

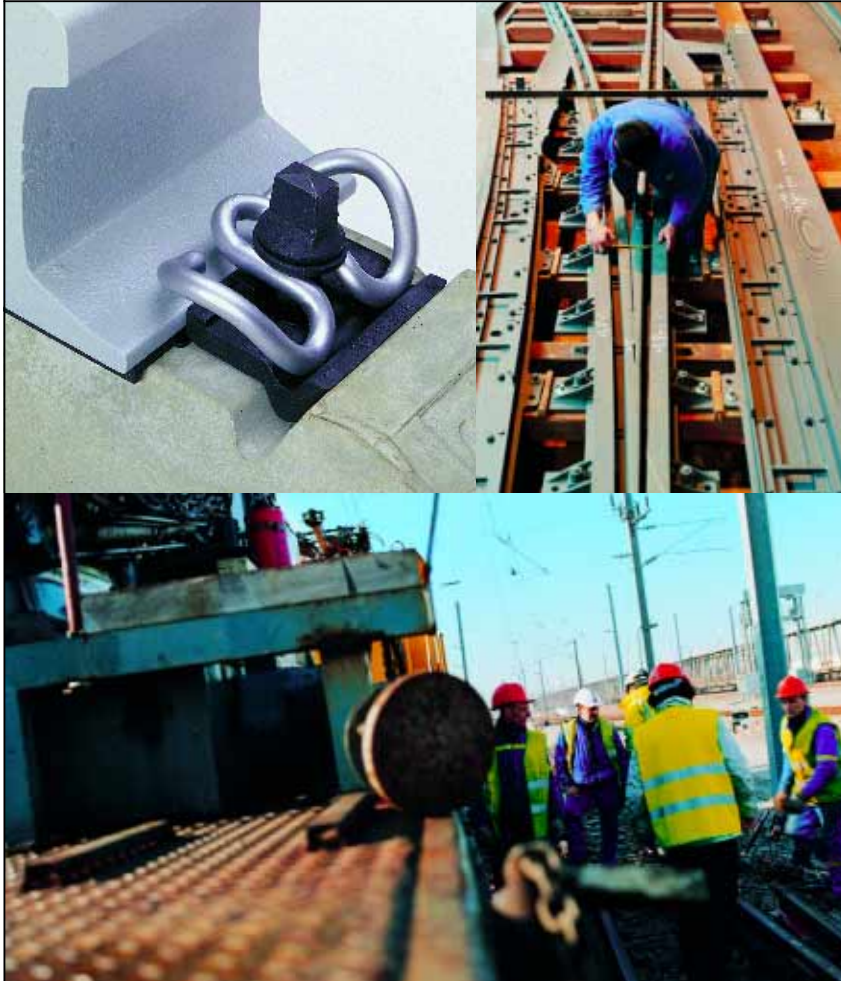
Positioning

- Track maintenance: market leader in France, Belgium, Luxembourg
- Industrial rail networks: market leader in France
- 1,250 employees

Competitor

- Wayss & Freytag, Germany; Colas SA, France; Balfour Beatty, UK; Spie Drouard, France, subsidiary of the British AMEC Group

Rail Infrastructure



Strategy plans

- Share in infrastructure expenditures in the wake of the EU's eastward enlargement
- Access Asian and Latin American markets
- Harness synergy potentials
- Grow further market shares in Western Europe (UK, Scandinavia, Italy)

Motive Power Locomotives



Businesses

- Diesel-hydraulic locomotives
- Locomotive maintenance (also for third parties) and leasing
- Locomotive components (bogies)

Positioning

- Western European market volume up to around 260 locomotives annually
- Western European market share: around 50%
- Growing significance through proliferating cross-border freight traffic within Europe

Competitor

- Siemens
- Bombardier
- Alstom
- General Electric
- General Motors

Motive Power Electrical Systems



Businesses

- Electrical systems for buses/trolleybuses
- Electrical systems for light rail vehicles (urban rail)
- Parts, modernization, servicing, maintenance, assembly
- Components

Positioning

- First in the world market for trolleybuses
- Niche supplier of technically advanced urban rail systems

Competitor

- Siemens, Bombardier, Alstom

Motive Power



Strategy plans

- Access higher-output vehicles and new forms of power transmission (for locomotives); tap new markets
- Expand the leasing business
- Expand services

Information Technologies



Businesses

- Passenger information systems
- Operations management
- Planning systems, simulation systems, consulting
- Signals and interlock engineering

Positioning

- Leading IT specialist for urban and mainline rail traffic

Competitor

- IT rail technology companies

Information Technologies



Strategy plans

- Expand position in the European market
- Market Alister for regional services on a pan-European scale
- Apply operations control systems to subway and regional rail networks

Executive Board Financial diary

Executive Board

Burkhard Schuchmann

Chairman (CEO)

Werner Andree

CFO, responsible for Finance, Investor

Relations, Controlling, Group Accounting, Taxes

Milagros Caiña-Lindemann

**Responsible for Human Resources & Social Affairs,
Organization, Insurance**

IR contact:

Christiane Konrad

Email:

investor.relations@ag.vossloh.com

Phone:

(+49-2392) 52-249

Fax:

(+49-2392) 52-264

Internet:

www.vossloh.com



Financial diary

**Publication of financial information 2003,
annual accounts press conference,
conference with DVFA analysts:**

March 24, 2004

Annual stockholders' meeting:

June 03, 2004

Q1 report:

April 27, 2004

Q2 report:

July 27, 2004

Q3 report:

October 26, 2004

**Publication of projected financial information 2004
and budget 2005, press conference, conference
with DVFA analysts:**

December 09, 2004