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Note:

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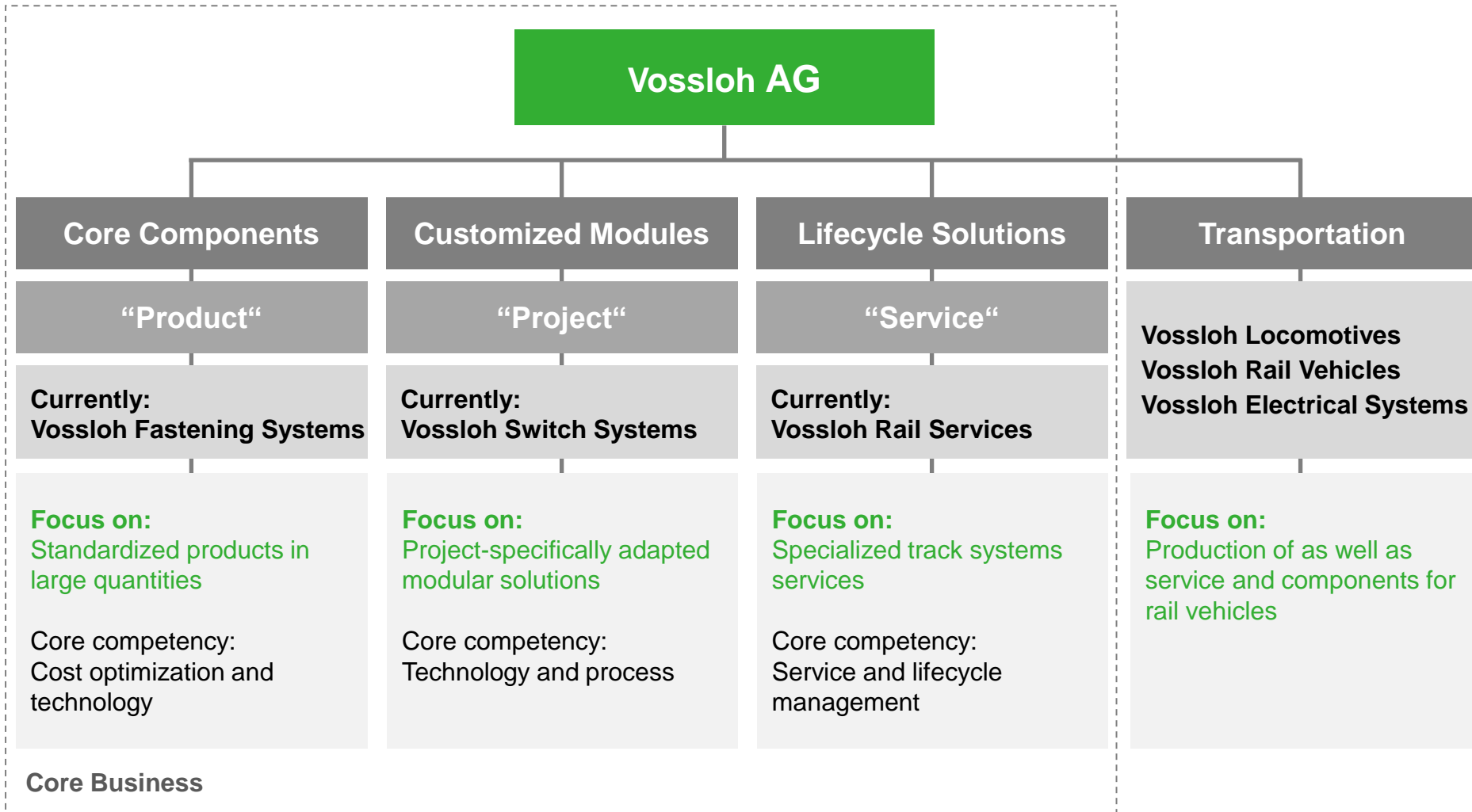
Vossloh in Transformation

Key steps forward in a short period



Transforming Vossloh

Group structure since 2015: organization by business model



Product business

- ▶ Starting point: Vossloh Fastening Systems
- ▶ A worldwide market leader in rail fastening systems
- ▶ Products used in over 65 countries
- ▶ More than 90% of sales outside Germany
- ▶ Elastic rail fastening systems, screwed and maintenance-free, for ballast and ballastless tracks (high-speed), for mainline & conventional lines, heavy-haul tracks and urban rail haulage (LRT)
- ▶ More than 120 years of experience
- ▶ Production of more than 65 million rail fasteners per year at 5 main production sites worldwide: Germany, China, USA, Poland, Turkey; JV with leading Russian manufacturer of railway sleepers, BetElTrans, provides access to Russian market



Project business

- ▶ Starting point: Vossloh Switch Systems
- ▶ A worldwide market leader in switch and crossing systems
- ▶ 80% of sales outside the French home market
- ▶ Standard, high-speed and specialty (heavy-haul) switches in accordance with all international standards
- ▶ Signaling components, switch actuators, locking devices and rail monitoring systems, manganese frogs and switch blades
- ▶ More than a century of experience
- ▶ 39 production sites in 22 countries
- ▶ JV with VR Track starting from mid 2015 for manufacturing of switches allows better access to demanding Finnish market



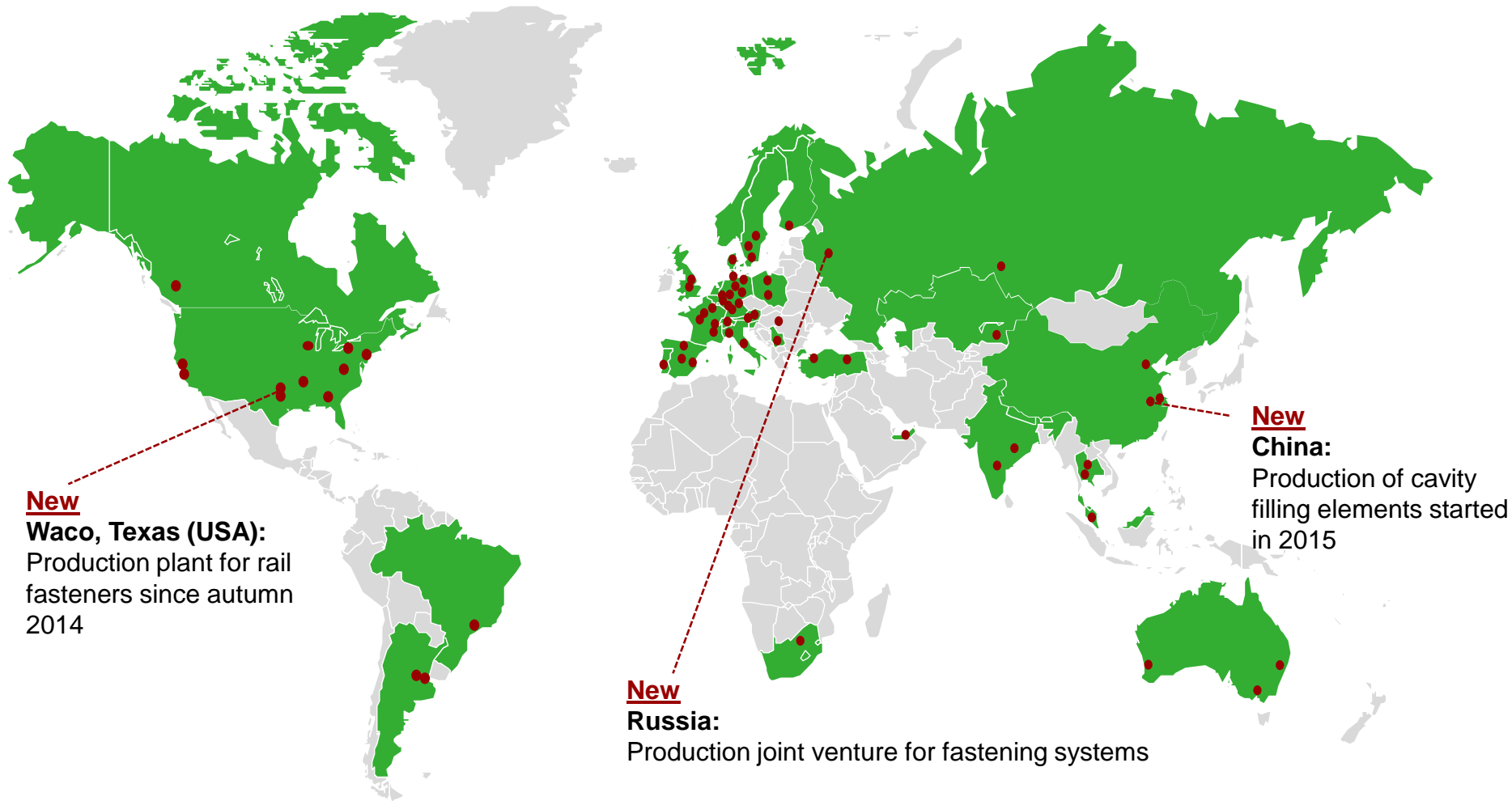
Service Business

- ▶ Starting point: Vossloh Fastening Systems
- ▶ Provider of comprehensive service packages, complementary services to the products of Core Components and Customized Modules
- ▶ Rail grinding, especially high-speed grinding, turnout maintaining services, rail milling, rail reconditioning, rail testing, rail welding (long welded rail production), rail logistics
- ▶ Customers: rail producers and rail operators, e.g. Deutsche Bahn, China Railways, Danish State Railways, Finnish State Railways
- ▶ A leader in the German market for comprehensive rail servicing and logistics
- ▶ More than 60 years of experience
- ▶ Further internationalization of activities through JV with VR Track in Finland



Vossloh Group, global presence

Vossloh-subsiidiaries – projects in over 100 countries, worldwide



- Countries with Vossloh production sites
- Locations of Vossloh entities

Vossloh in Transformation

Vossloh gains a new, more powerful profile

Dynamic

- ▶ Realignment of the Group is moving forward at full speed
- ▶ Value-driven growth strategy

Due care

- ▶ Precise planning and consistent adjustment to the market evaluation

Networking

- ▶ Uniform, closely coordinated outward presentation
- ▶ Intensive cooperation under the operational management of Vossloh AG

Orderliness

- ▶ Ongoing process optimization, project for improved working capital management
- ▶ Focus on research and innovation

Culture

- ▶ Company values promote close, intensive collaboration
- ▶ More open communication, clear communication lines

Simplicity

- ▶ Reduction to the essentials: one Group, one consistent decision-making process, one core business

Focus

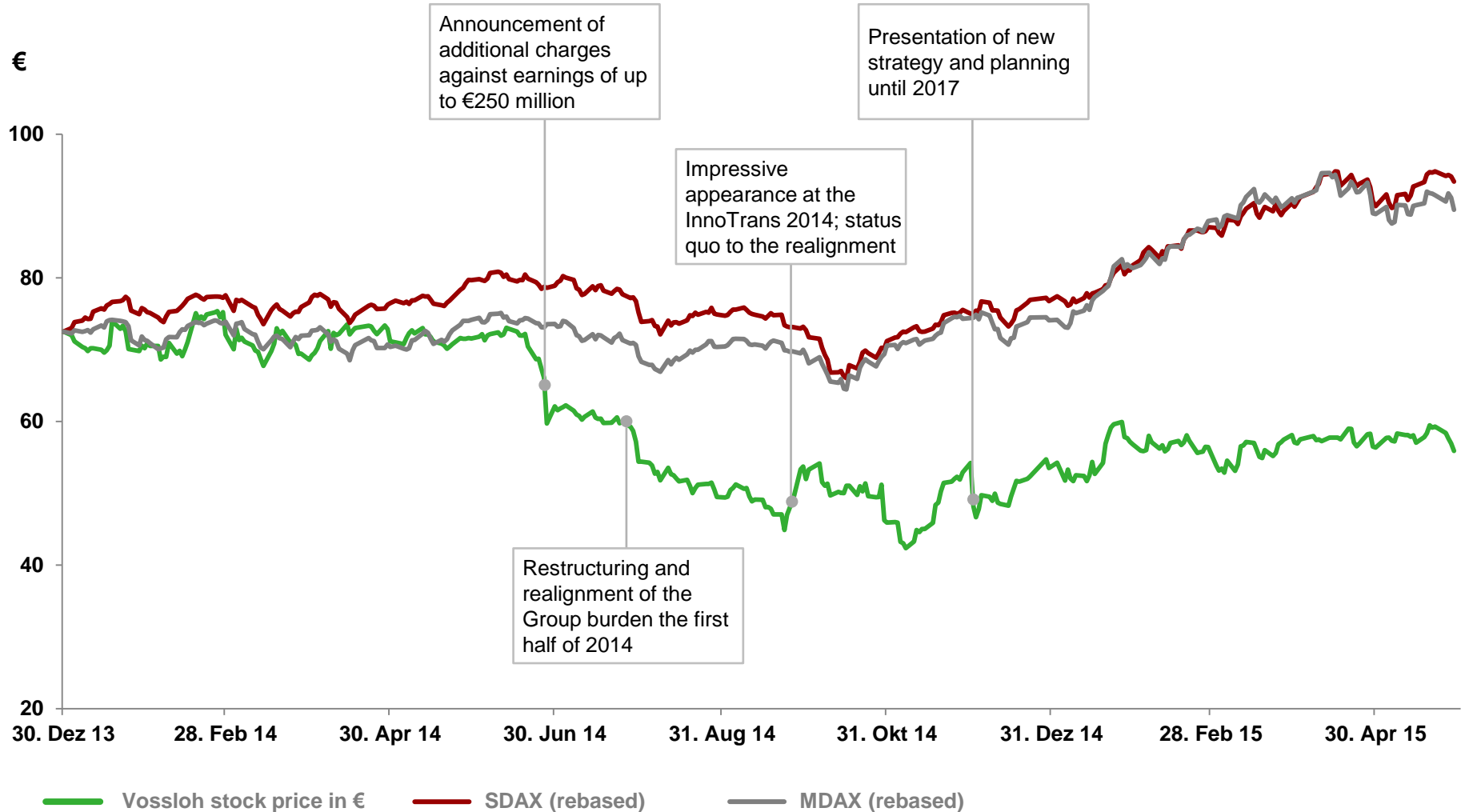
- ▶ Core business rail infrastructure
- ▶ Four large, fast-growing, technologically leading key markets: Western Europe, China, USA and Russia



„One Vossloh“ – idea of an integrated group

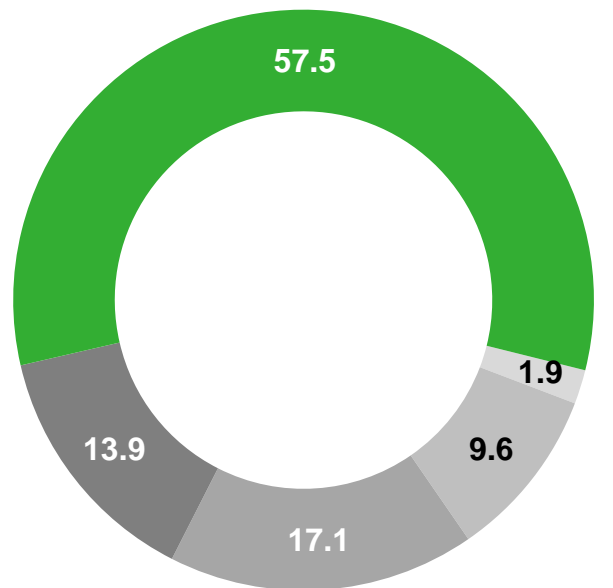
Vossloh stock

Price trend reflects beginning of transformation



Key data for the Group

Sales breakdown by region (in %)



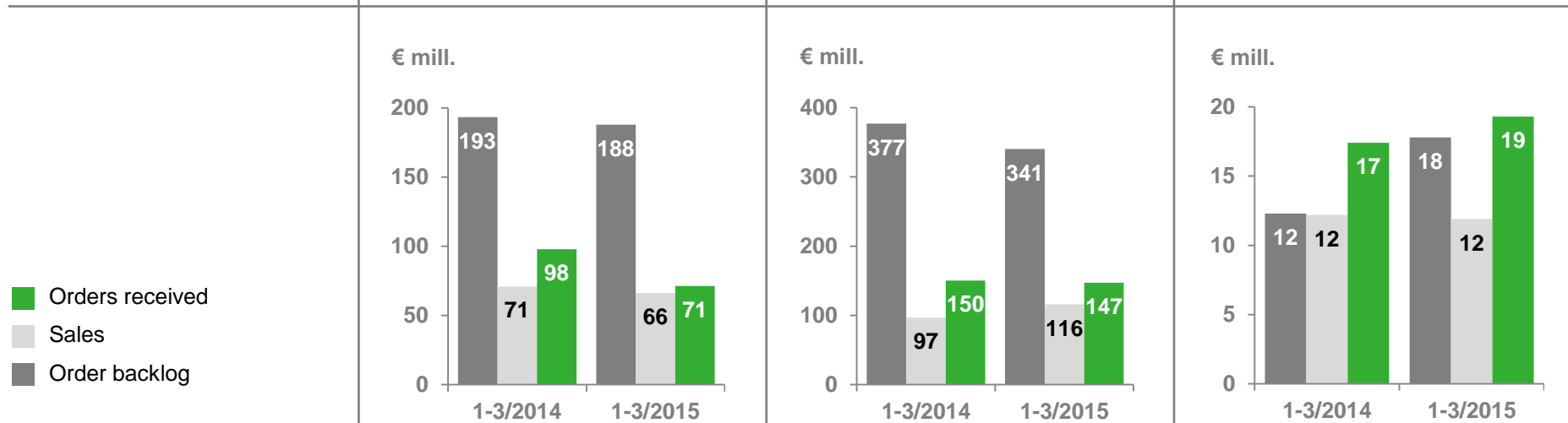
Group figures		1-3/2014	1-3/2015
Sales	€ mill.	294.2	319.8
EBIT	€ mill.	6.5	1.0
EBIT margin	%	2.2	0.3
Net income	€ mill.	1.6	-1.0
ROCE	%	3.0	0.5
Working capital (Ø)	€ mill.	122.7	124.9
Investment	€ mill.	19.5	12.2
Total assets	€ mill.	1,635.1	1,644.4
Equity	€ mill.	572.7	353.5
Net financial debt	€ mill.	219.1*	290.9
Equity ratio	%	35.0	21.5
Free cash flow	€ mill.	-70.5	-24.6
Orders received	€ mill.	456.5	266.5
Order backlog	€ mill.	1,869.3	1,697.6

* At the end of the 1st quarter of 2014, derivatives in the amount of €28.0 million, associated with the USPP outside of the net financial debt, were recorded as other liability. In the course of refinancing of the USPP in the 2nd quarter of 2014, the amounts became part of the net financial debt: €219.1 million is comparable to the amount disclosed at the end of the 1st quarter of 2015

Vossloh Group, Q1/2015

Core business divisions

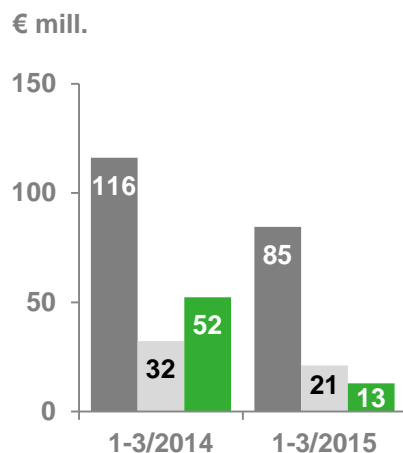
	Core Components Product business		Customized Modules Project business		Lifecycle Solutions Service business	
	1-3/2014	1-3/2015	1-3/2014	1-3/2015	1-3/2014	1-3/2015
Sales (€ mill.)	70.9	66.2	97.0	115.9	12.2	11.9
EBIT (€ mill.)	11.0*	6.4	5.1	5.5	-1.0	-1.6
EBIT margin (%)	15.5*	9.6	5.2	4.8	-7.9	-13.6
Working capital (Ø, € mill.)	80.1	71.2	131.2	132.0	4.4	8.1
ROCE (%)	33.9*	19.9	4.3	5.3	-3.5	-5.6
Value added (€ mill.)	7.7*	3.2	-6.9	-4.9	-3.7	-4.5



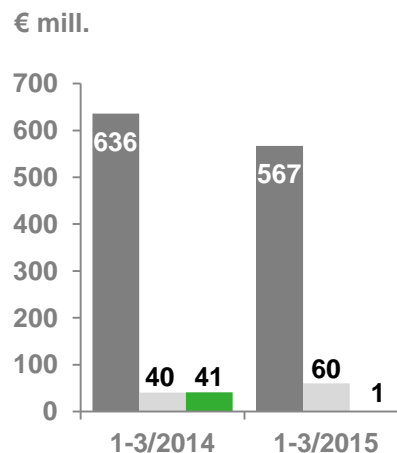
* Calculated on a comparable basis; In the first quarter of 2014, an intra-group sale of the US subsidiary, Vossloh Fastening Systems America Corporation, was carried out. The related income in the amount of €14.9 million had been eliminated at the Group level.

		1-3/2014	1-3/2015
Sales	€ mill.	115.3	127.9
EBIT	€ mill.	-4.7	-5.6
EBIT margin	%	-4.1	-4.4
Working capital (Ø)	€ mill.	-88.5	-84.2
ROCE	%	-15.1	-28.2
Value added	€ mill.	-7.8	-7.5

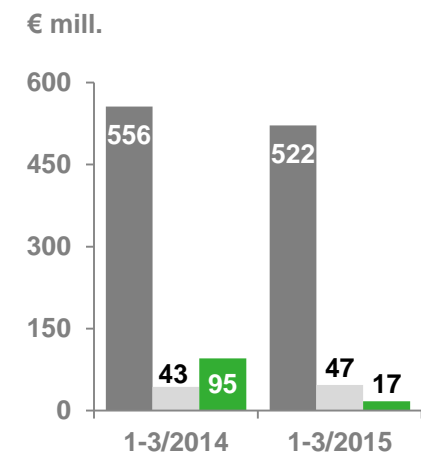
Vossloh Locomotives



Vossloh Rail Vehicles



Vossloh Electrical Systems



■ Orders received
■ Sales
■ Order backlog

Outlook 2015 confirmed – Ongoing improvement expected

2015e*



- Sales growth between 3% and 4%
- EBIT margin to improve to between 3% and 4%
- Positive free cash flow

2016e*



- Still below EBIT target margin; development impacted by low-margin multi-year projects and increased expenditures focusing on accelerated innovation

2017e*



- EBIT target margin of 5% to 6% on the basis of existing portfolio structure

Financial calendar and contact

Financial calendar

- ▶ July 30, 2015 Interim Report as of June 30, 2015
- ▶ October 29, 2015 Interim Report as of September 30, 2015

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