



Group Quarterly  
Statement  
3M 2020

29 April 2020



**SMART SOLUTIONS**  
**FOR POWER AND MOBILITY**



## Disclaimer

This presentation contains statements regarding future developments based on information currently available. As a result of risks and uncertainties, actual outcomes could differ from the forward-looking statements made.

Schaltbau Holding AG does not intend to update these forward-looking statements.

## General remark

Figures may not add up due to rounding.

All figures without exceptional items and like-for-like for prior year.

## Agenda

- |  |    |
|--|----|
| 1. Introduction                        | 4  |
| 2. Key figures 3M 2020                 | 5  |
| 3. Schaltbau at a glance               | 6  |
| 4. Group business development          | 7  |
| 5. Equity and net debt                 | 11 |
| 6. Segments                            | 12 |
| 7. Guidance                            | 16 |
| 8. Update on COVID-19 situation        | 17 |
| 9. Mid- and long-term growth potential | 18 |
| 10. Appendix                           | 19 |



**SMART SOLUTIONS**  
**FOR POWER AND MOBILITY**

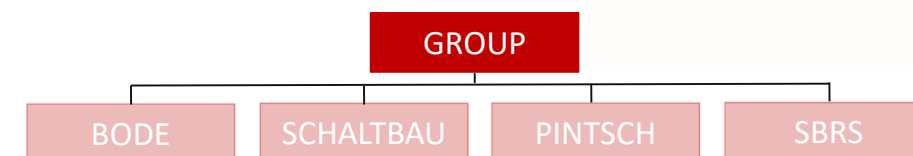


## New member of the Executive Board: Dr Jürgen Brandes

- With effect from 1 April, Dr Jürgen Brandes was appointed as Executive Board member responsible for the Schaltbau segment
- More than 35 years of professional experience in the fields of electrical mechanical engineering, electrical engineering and automation
- Operational and strategic management experience gained in all key corporate functions, including numerous general management functions - most recently as CEO of the Process Industries and Drives division of Siemens AG
- Deep industry knowledge in diverse process industries, in supplier industries, in engineering, and especially in electromobility and the rail sector, including modern signalling technology
- Dr Jürgen Brandes succeeds Dr Albrecht Köhler as Chairman of the Executive Board at the turn of the year



## 3M 2020 at a glance

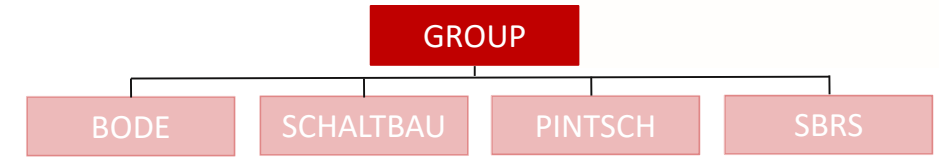


Key figures (in € million, unless stated otherwise).	3M 2020	3M 2019	Δ
Order intake like-for-like	143.2	152.5	-9.3
Order book like for like	509.4	480.2	+29.2
Sales like-for-like	119.6	120.0	-0.4
EBIT like-for-like	3.9	8.2	-4.3
EBIT margin (in %) like-for-like	3.2	6.9	-3.7
Group net profit	1.7	4.8	-3.1
Earnings per share (in €)	0.15	0.44	-0.29
Free cash flow	-1.7	-2.8	+1.1
	<b>31/03/2020</b>	<b>31/12/2019</b>	<b>Δ</b>
Net financial debt*	88.6	82.2	+6.4
Equity	96.4	97.4	-1.0
Employees at period-end (count)	2,878	2,863	15

\* Lease liabilities are included



## Material events and transactions

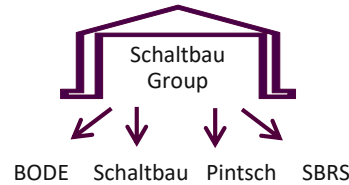


**Schaltbau  
Q1 2020**



### Structural changes

- Change in segment reporting; strenghtening of sub-brands



### Financial performance

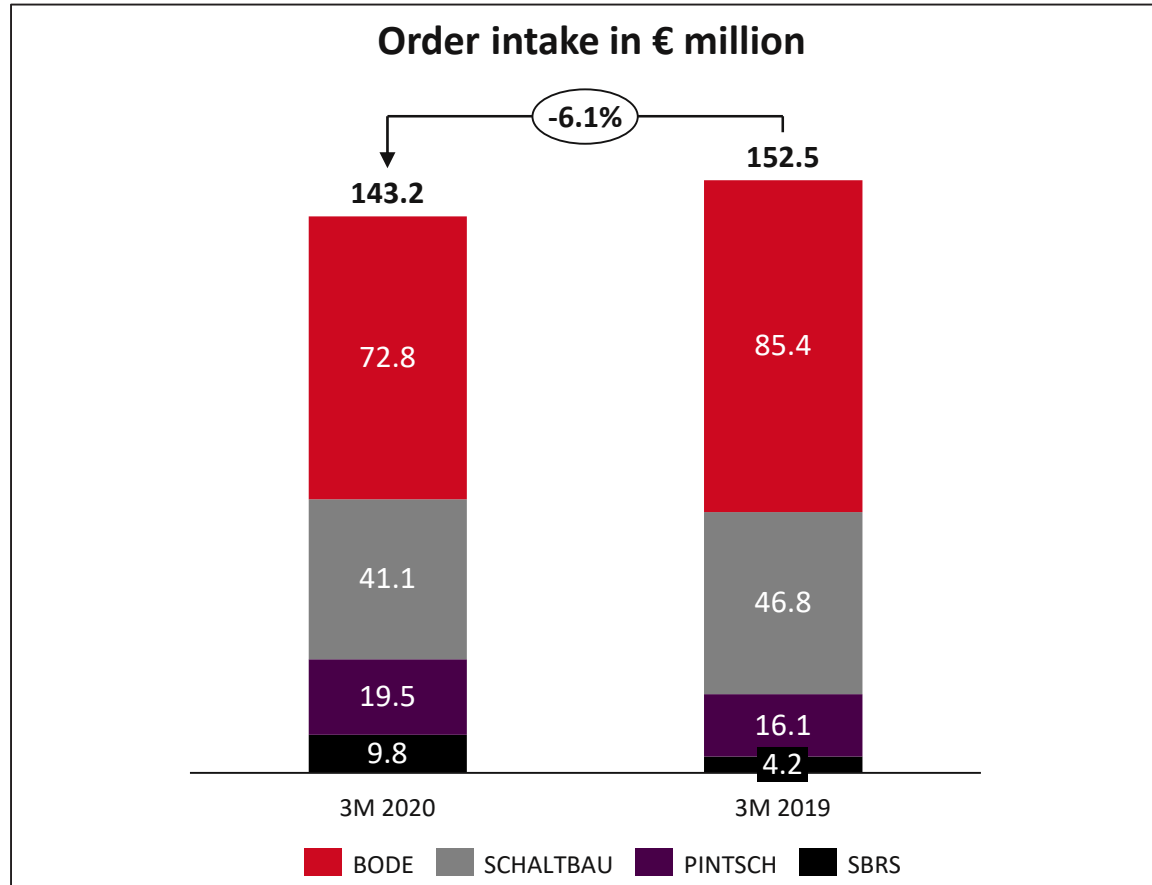
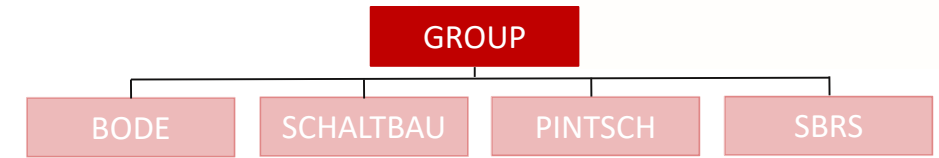
- Order intake of € 143.2 million, down by € 9.3 or 6.1% vs. 3M 2019; Book-to-bill ratio at 1.2; order book end of March 2020 at € 509.4 million vs. € 480.2 March 2019
- Sales volume at € 119.6 million, slightly down by € 0.4 million or 0.3% vs. 3M 2019
- EBIT at € 3.9 million vs. € 8.2 million 3M 2019



### Governmental changes

- Dr. Jürgen Brandes was appointed to the Executive Board on March 4, 2020, effective April 1, 2020.

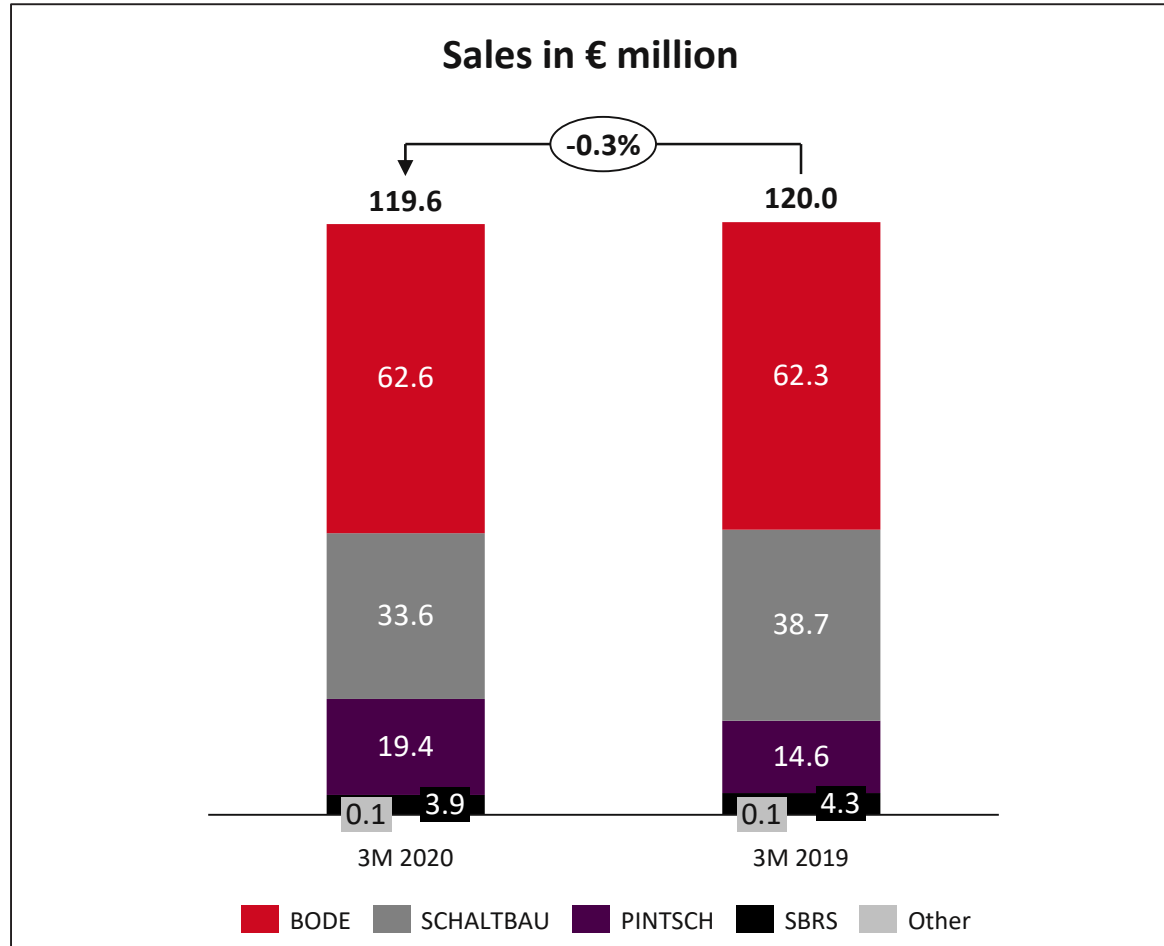
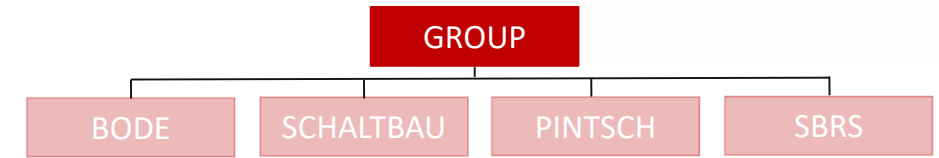
## Order intake in line with expectations



- Solid order intake of € 143.2 million in 3M 2020
  - Order intake at BODE down by -14.8% vs. prior year but over expectations
  - SCHALTBAU down by -12.2% vs. prior year; overall downturn of industry because of COVID-19 pandemic
  - PINTSCH up by 21.1% vs. prior year; high demand for axle counting systems
  - SBRS up by € 5.6 million vs. prior year; increased order intake for E-Mobility projects and Rail refurbishment projects
  
- Order book end of March 2020 of € 509.4 million, up 3.4% vs. € 492.9 million end FY 2019



## Sales at a high level

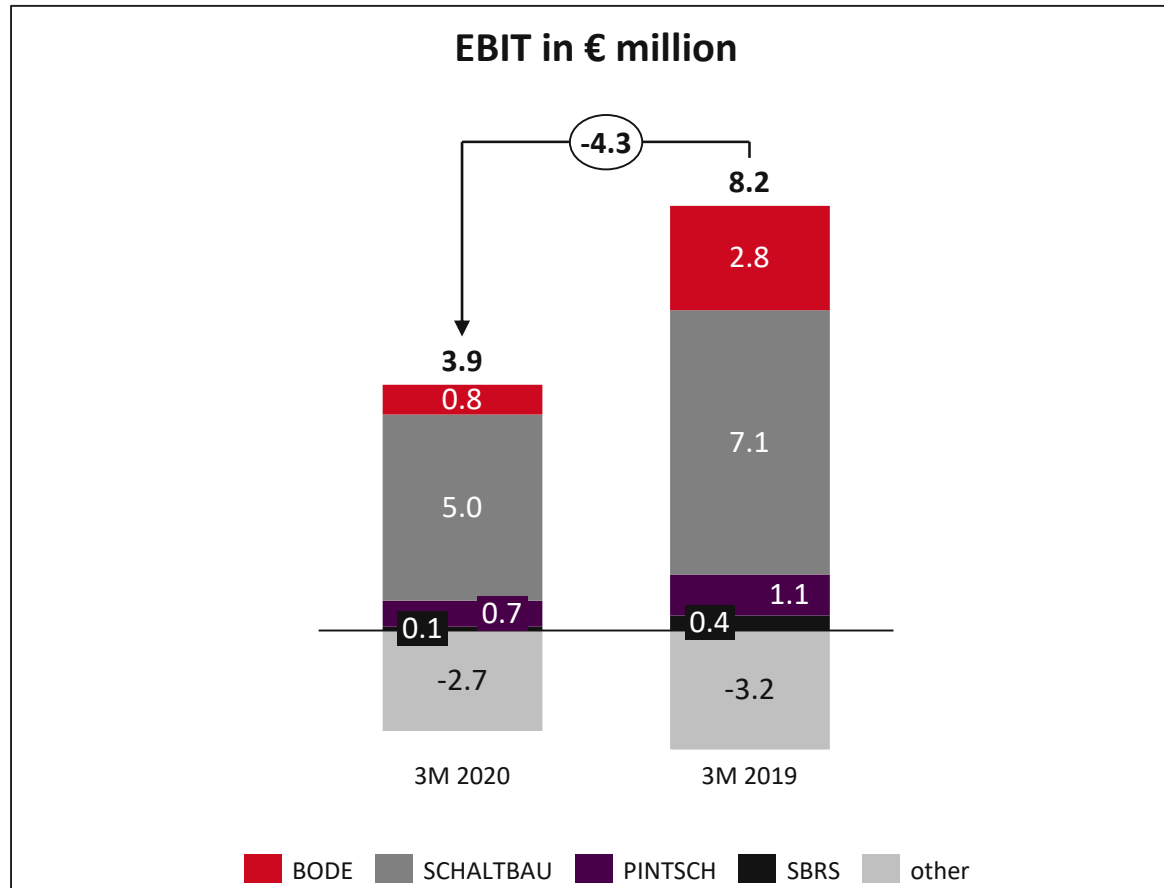
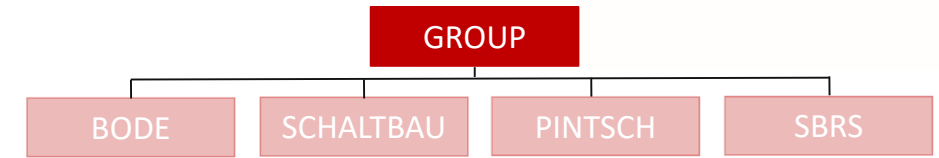


- Sales slightly down by 0.3% vs. 3M 2019, decrease of € 0.4 million
  - Sales at BODE slightly above prior year
  - Volume decrease at SCHALTBAU mainly driven by Schaltbau Germany and XIAN due to COVID-19
  - Sales at PINTSCH increased strongly by one third vs. 3M 2019 mainly resulting from finalising of projects and a very high demand for axle counting systems
  - Slight Sales decrease at SBRS by € 0.4 million vs. 3M 2019
  
- Sales split:
  - Germany 38.7%
  - Rest of Europe 46.3%
  - Rest of world 15.0%



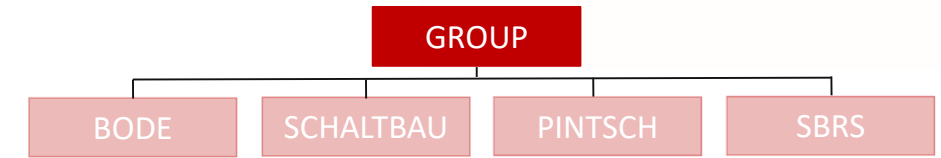


## EBIT affected by COVID-19 pandemic

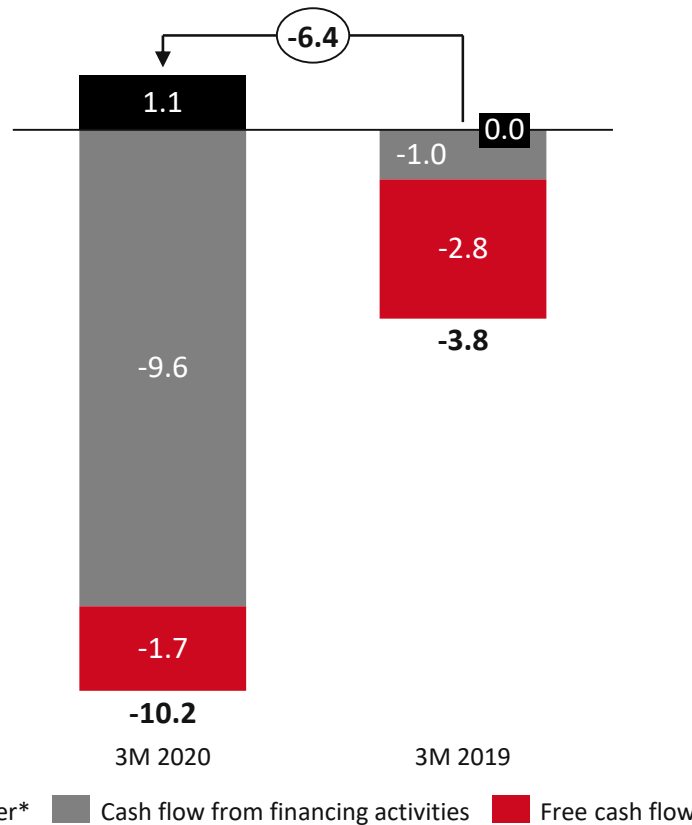


- EBIT decreased by € 4.3 million vs. 3M 2019.
- EBIT development mainly caused by
  - Loss of gross margin due to Schaltbau sales decrease
  - Temporary shut-down of production sites

## Improved free cash flow due to positive cash flow from operating activities



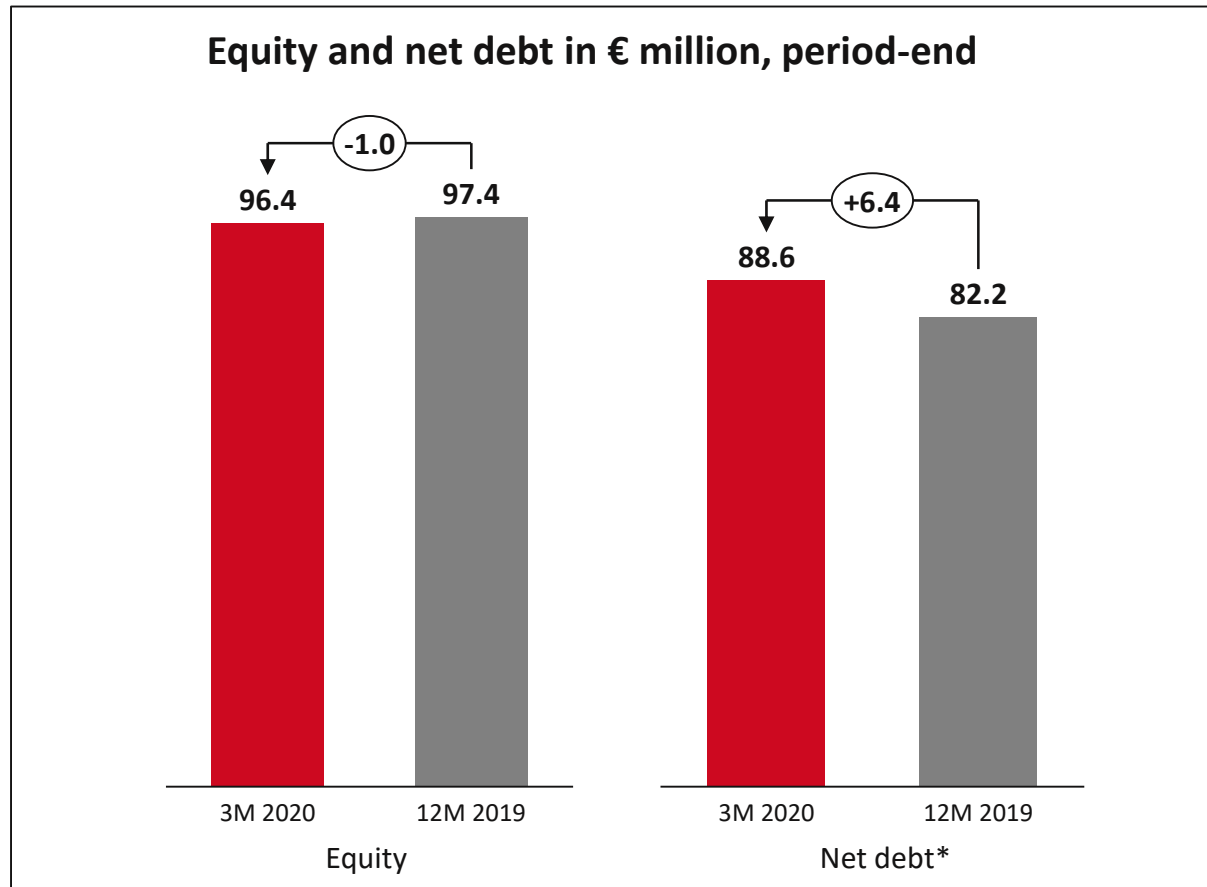
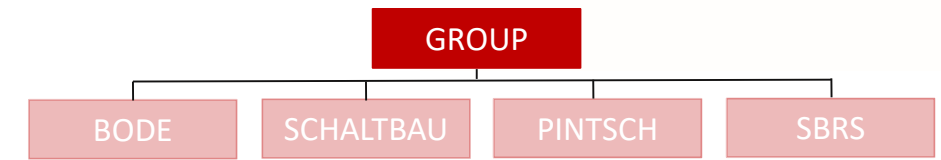
In € million



- Negative free cash flow in 3M 2020
  - Positive cash flow from operating activities mainly due to positive EBIT contribution as well as a slightly better net working capital partly compensated by paid income taxes
  - Cash flow from investments at € -3.2 million
- Financing cash flow in 3M 2020 mainly reflects
  - Paid dividends to minorities € 3.3 million
  - Loan repayment € 2.5 million

\* Includes change in cash funds due to exchange rate fluctuations

## Equity slightly lower, net debt increased

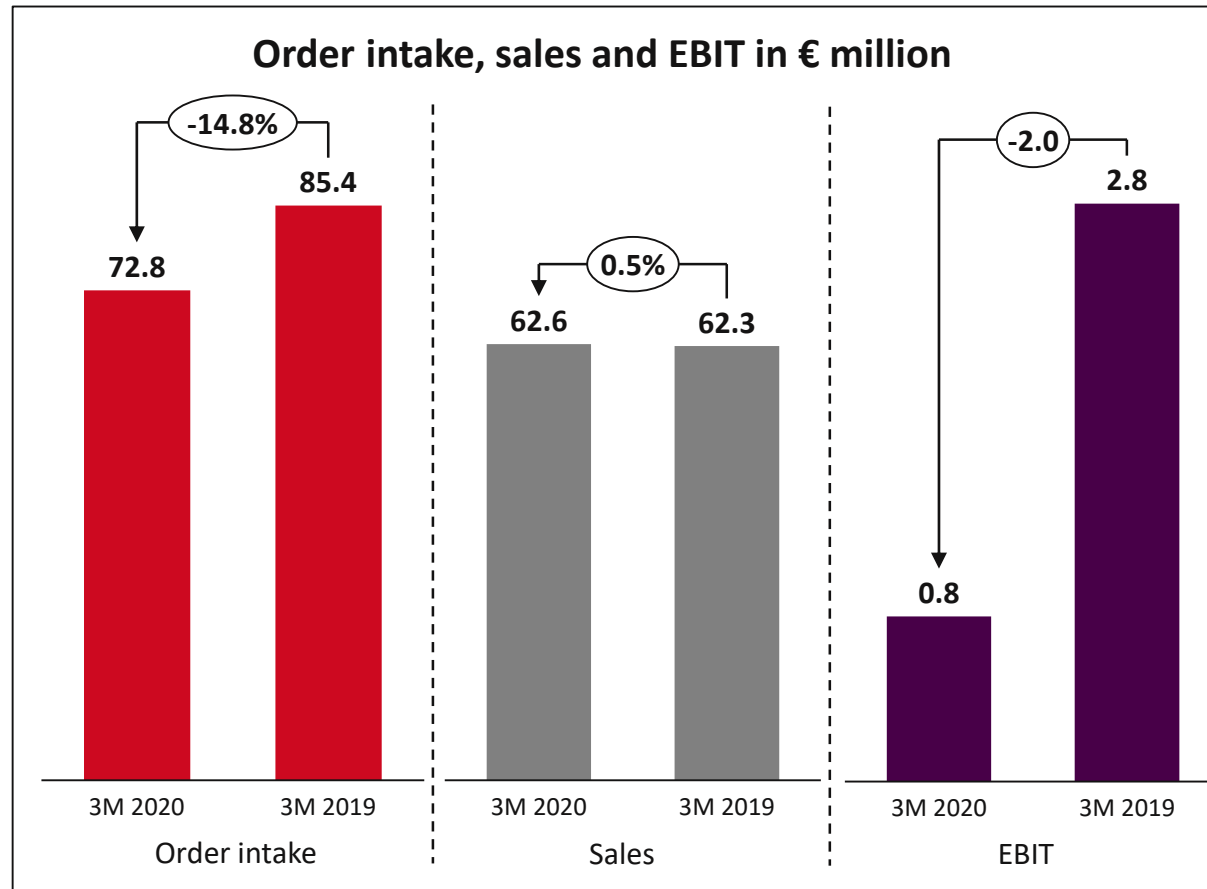
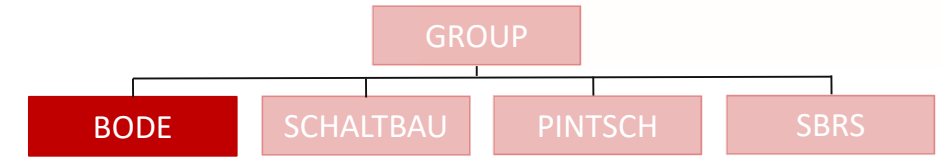


- Equity slightly decreased by € 1.0 million vs. year-end 2019 driven by:
  - Dividends to minorities - € 3.3 million
  - Group net profit + € 1.4 million
  
- Increase of net debt by € 6.4 million in 3M 2020 mainly driven by:
  - Investments in tangible and intangible assets
  - Paid dividends to minorities € 3.3 million
  - Payment of income taxes € 1.2 million

\* Lease liabilities are included

## BODE

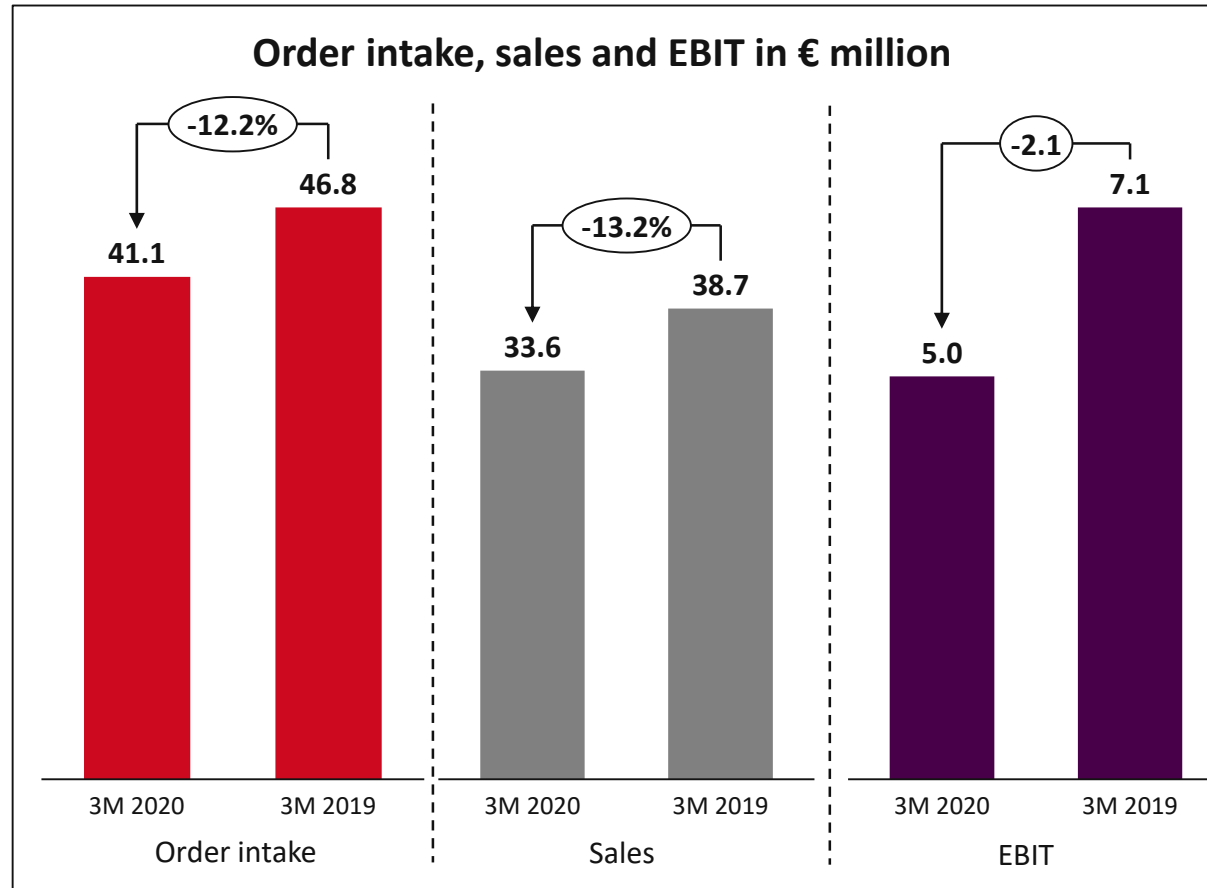
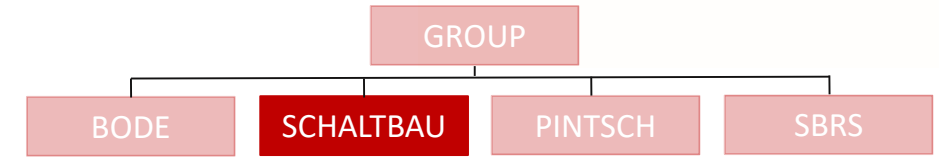
### Order intake, sales, EBIT affected by COVID-19



- Order intake down by € 12.6 million but still at a high level (BtB-Ratio of 1.16); positive development mainly driven by Rail
- Sales at the level of prior year; negatively affected by temporary shut-downs of several customers (e.g. Hitachi, CAF, MAN, Evobus and VW)
- EBIT dropped by € 2.0 million to € 0.8 million due to:
  - Negative sales mix
  - Productivity affected by COVID-19 (missing parts, higher sickness rates, etc.)
  - Negative one-off effects

## SCHALTBAU

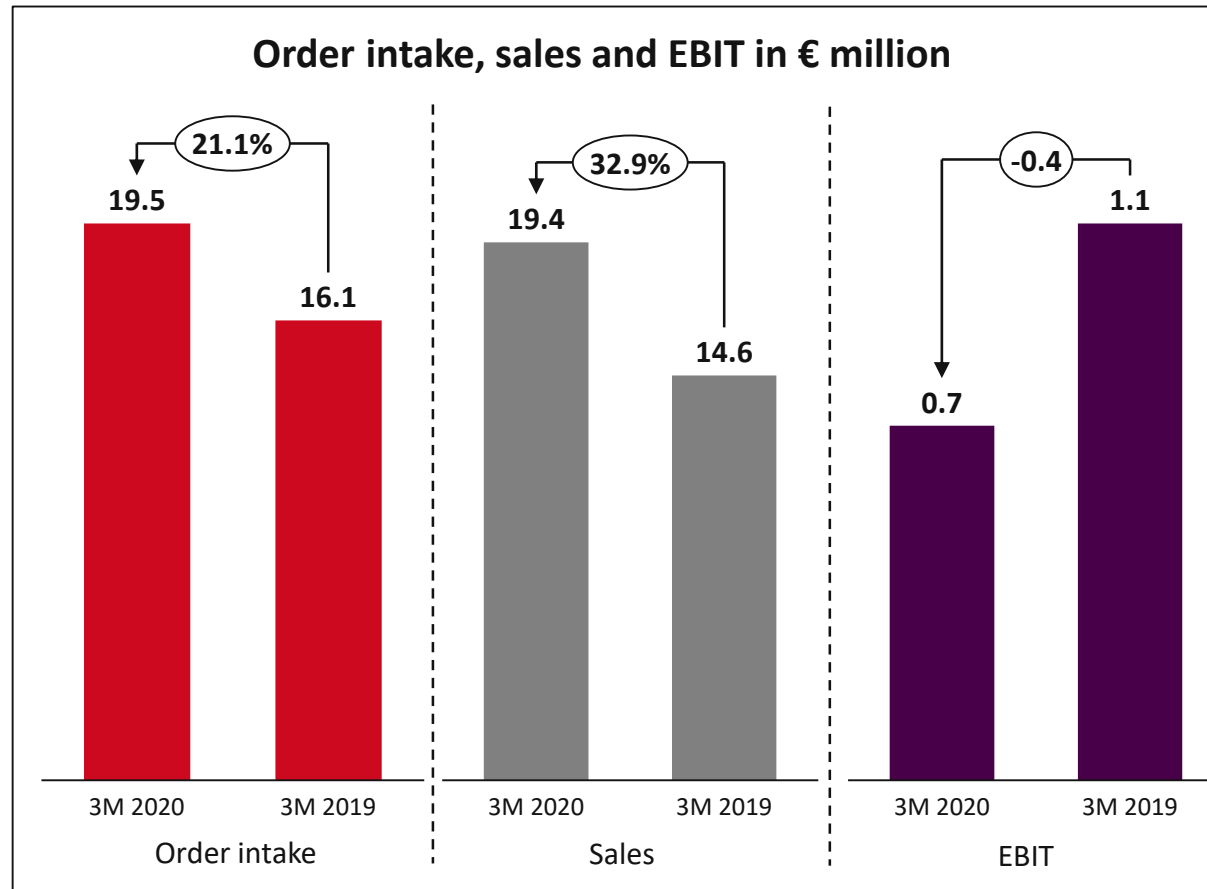
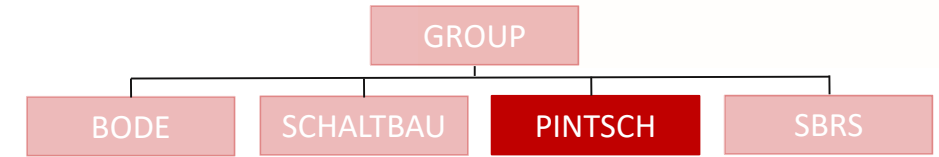
### Order intake, sales, EBIT affected by COVID-19



- Order intake in 3M 2020 by € 5.7 below 3M 2019 due to delayed orders from customers as a result of COVID-19 pandemic
- Declined sales affected by temporary shut-down of production facilities at XIAN and SPII
- EBIT in 3M 2020 by € 5.0 million, but below prior year due to COVID-19; counteracting savings through cost-cutting measures
- EBIT-margin reaches 14.6% (3M 2019: 18.2%)

## PINTSCH

### Strong order intake and sales first Quarter 2020

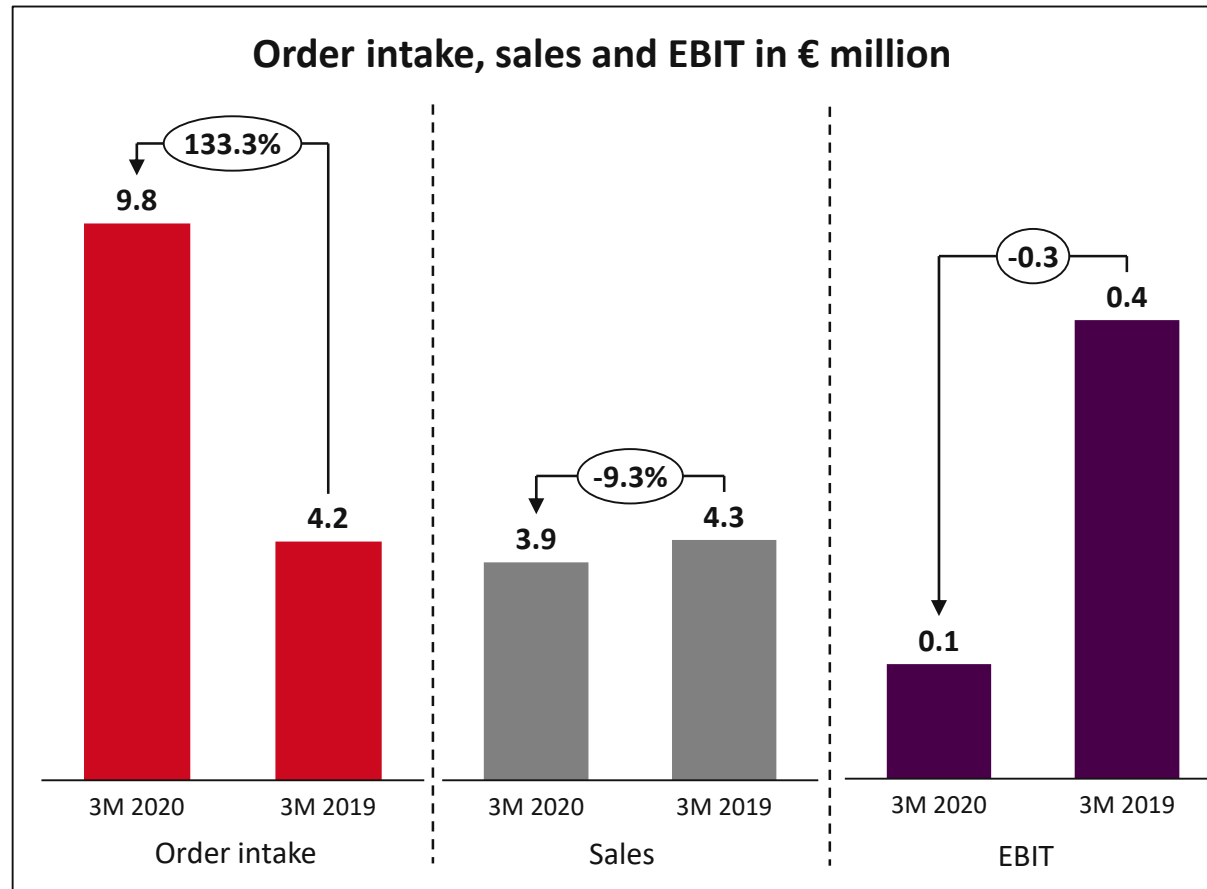
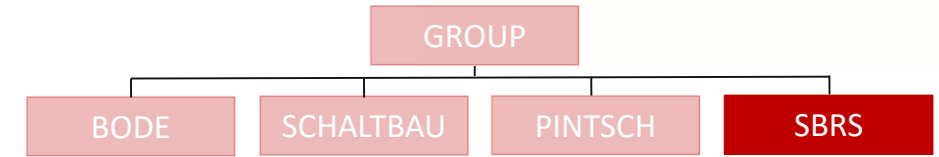


- Order intake up by € 3.4 million vs. 3M 2019
  - High order intake for axle counting systems in 3M 2020
  - Many projects awarding in the areas of shunting business
- Strong sales increase of € 4.8 million
  - High demand for axle counting systems
  - Completion of projects in train formation systems
  - Delivery of components in Level Crossing Technology and shunting business
  - Lower sales in the PSD division
- EBIT at € 0.7 million down by € 0.4 million
  - EBIT development in line with expectations
  - One off effects in 3M 2019 because of sale of PSD material



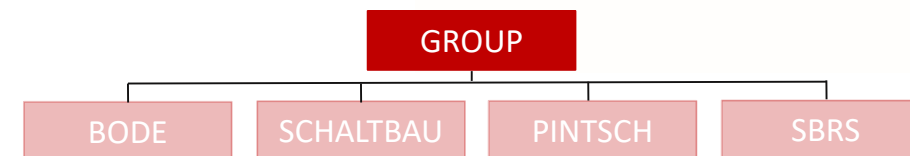
## SBRS

### Strong order intake first Quarter 2020



- Strong increase of order intake by € 5.6 million 3M 2020 vs. 3M 2019
  - Excellent growth in E-Mobility projects and for Rail Refurbishment projects
- Slightly decrease of sales by € 0.4 million 3M 2020 vs. 3M 2019
  - Completion of this year's major project starts in Q2/2020
- EBIT decreased by € 0.3 million to € 0.1 million due to:
  - Preproduction costs for this year's projects in E-Mobility and Rail Refurbishment

## Guidance FY 2020



- The expected effects from the COVID-19 pandemic are reflected in the current guidance for the FY 2020.
- The further development of the spread of the COVID-19 pandemic and consequences for the business development of Schaltbau are constantly monitored.

Outlook (in € million)	Original szenario FY 2020 (before COVID-19 impact)	Outlook FY 2020
Order intake	520 – 540	520 – 540
Sales	520 – 540	460 – 500
<i>Bode</i>	Moderate increase	Moderate decline
<i>SBRS</i>	Strong increase	Strong increase
<i>Pintsch</i>	Moderate increase	Stable
<i>Schaltbau</i>	Strong increase	Moderate decline
EBIT margin	6 % – 7 %	4 %

## Update on the COVID-19 situation



- European governments have adopted unprecedented measures to blunt the impact of the ongoing COVID-19 outbreak
- Difficult position for all transport sector stakeholders, including the European rail supply industry
- However, this unprecedented situation could even provide an opportunity to position the rail sector for even greater success going forward, as it is pivotal to the development of other economic sectors
- European Commission action plan will help to stabilise the supply chains within our industry in the midterm



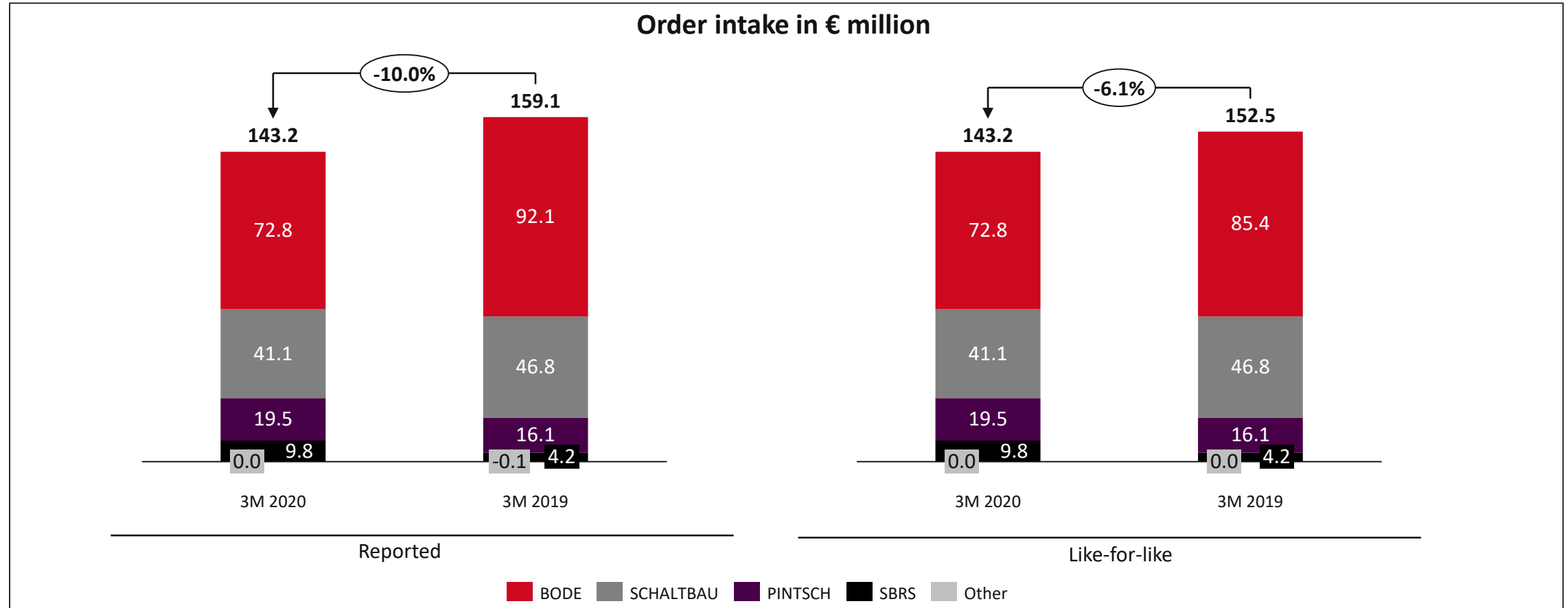
## Attractive base in Rail & Road and specific sweet spots in future growth markets



- Rail is and will remain a solid and strong foundation
- DC DNA allows for evolutionary steps towards new markets
- We have a clear plan for each of our four businesses
- Schaltbau today is ready to seize future opportunities

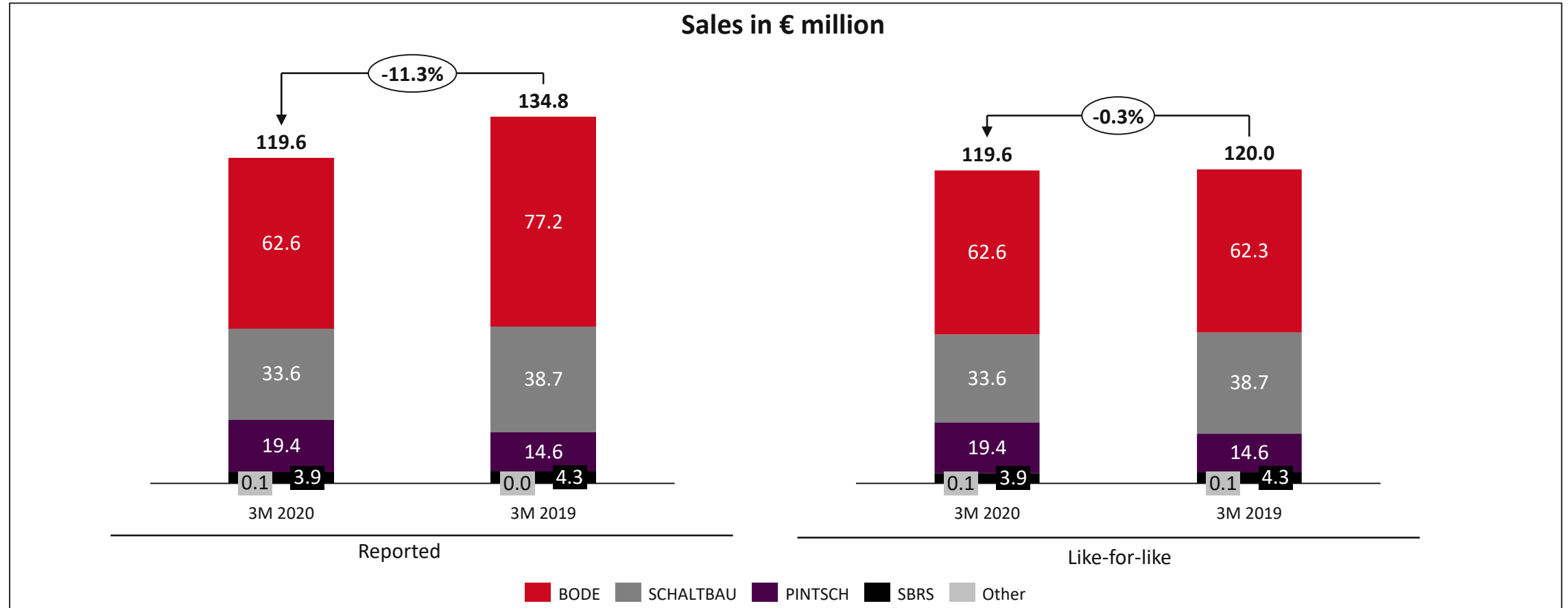


## Order intake

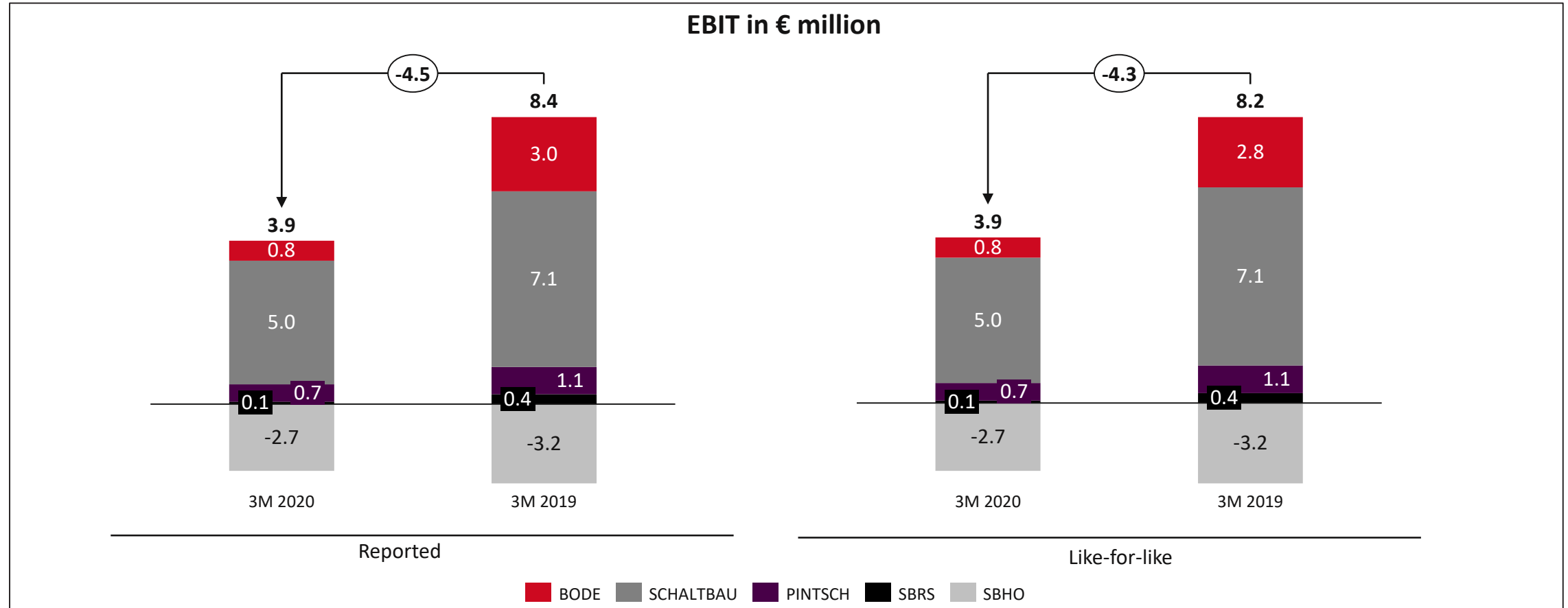




## Sales



## EBIT



## Financial calendar and contact details

### Upcoming events:

- **25 May** Annual General Meeting
- **30 Jul** Half-Year Financial Report
- **29 Oct** Nine-Months Interim Report

**Schaltbau Holding AG**  
Hollerithstrasse 5  
81829 München  
Germany

**IR contact**  
Dr. Kai Holtmann  
Head of IR & CC  
investor@schaltbau.de  
T +49 89 93005-209



**SMART SOLUTIONS**  
**FOR POWER AND MOBILITY**