



KNORR-BREMSE 1905 - 2025

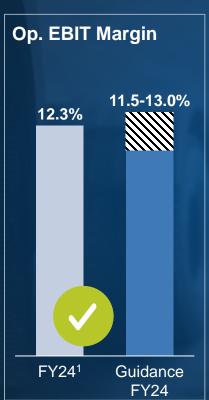
## **Key take-aways**

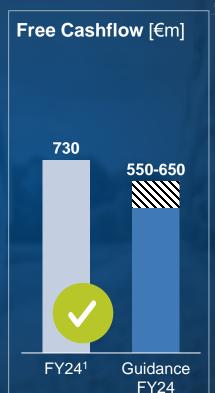


- Slobal challenges in 2024/2025 seen as opportunity to demonstrate **KB's** resilience and good base to execute structural changes
- RVS: revenue share >50% again and growing profitably
- BOOST well underway
- Superior financial profile and long-term financing secured
- Stability, stability from anchor investor
- Financials FY24 and guidance FY25 fully supportive for mid-term targets

#### **Guidance FY24 achieved**







#### Additional achievements

- Record order book of € >7bn provides solid foundation for 2025 and beyond
- Record operating FCF<sup>2</sup>
- CCR<sup>3</sup>: 113% (Target: 80-90%)
- Net Debt/ EBITDA of 0.70 and € 1.5bn<sup>4</sup> of liquidity underlines strong financial resilience

### **BOOST BROWNFIELD/GREENFIELD**



high

# BOOST BROWNFIELD SELL IT – Ahead of schedule







Op. EBIT margin **+130bps** until FY26 vs. FY22

#### **BOOST BROWNFIELD**

## FIX IT - Strong structural changes implemented

Recap Strategy Update in 07/23



# Implemented / in implementation

#### **CVS**

- Installation global responsibilities
- Prioritization of R&D projects
- SG&A Focus
- Efficiency of Global Steering
- One Japan

#### **RVS**

- Boosting profitable growth
- Global footprint optimization
- Defined portfolio → target picture
- Strengthening financial resilience

#### **NEW**

#### Group

- Regional production footprint improvements: e.g. Japan (CVS), India (RVS & CVS), EU (shift to BCCs¹) & NA (CVS & RVS)
- Full transformation: commercial and engineering excellence
- Increase share from BCCs¹
- Long-term targets reduced (Focus CVS)
   Capex/ rev. ~4-5% (from 5-6%)
- Adjustment of headcount in HCCs<sup>1</sup>
- Expansion of Al pilot applications
- Further expansion of global shared services

Op. EBIT margin **+70bps** until **FY26** vs. FY22

Margin benefits **beyond 2026** 

## Operational highlights fully supporting KB's strategy

#### **Power of innovation**

#### **Operations**

#### Governance



**Data2Action** 

**Electro-mechanical brake** 



**Synact** 



**Electric Power Steering** 



#### Important Rail contracts won

- Siemens, EU
- Stadler, EU
- Alstom, EU, AP, NA
- CRRC, CN



#### **Achievements in Truck**

- Successful extension brake control business (European OE)
- R.H. Sheppard, GT and Safety Direct sold



- Contract of CEO Marc Llistosella prolonged by 5 years
- KB shares transferred into Heinz Hermann Thiele Foundation
- Broad and experienced skill-set within supervisory and executive board

## Solid demand in Rail continues and improved Truck markets expected in H2/25

#### **Current situation**

- EU/ NA: **solid growth** in OE and AM
- CN: good AM and supportive HS at YE24
- **High order books** at OEMs continue
- Price/Cost gap closed at YE24

#### **Outlook FY25**

- Global: Book-to-bill >1 expected
- EU: ongoing high demand
- NA: favorable development
- IN: continued **positive** demand development
- CN: good demand continues → flat revenue development expected yoy



- Market developments as expected
- TPRs¹ in Q4/24 yoy:
  - EU: significantly lower
  - NA: significantly lower
  - CN: domestic weak, but export **supportive**



AM better than OE development and Cojali supportive



- EU: slightly lower yoy
  - NA: slightly lower yoy
  - CN: stable yoy
- TPRs H2/25 > TPRs H1/25 expected







# FY24 – Strong KPIs driven by BOOST program & KB's resilience

ORDER INTAKE

€ 8.19bn

 $(-0.8\% \text{ yoy}^1)$ 

ORDER BOOK

€**7.18**bn

 $(+3.8\% \text{ yoy}^1)$ 

**REVENUES OF** 

€ **7.88**bn (+0.7% yoy¹)

€ 4.04bn (+9.5% yoy¹)

€ 3.84bn (-7.3% yoy¹)



OPERATING EBIT MARGIN

12.3%

(PY: 11.3%)

**15.6**% (PY: 14.3%)

**10.4**% (PY: 10.0%)

FREE CASHFLOW

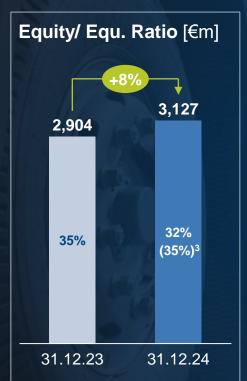
€ 730m

(PY: € 552m)

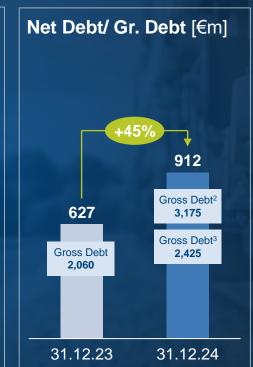
113%2

CCR 'PY: 96%

### Rock-solid balance sheet is excellent basis for 2025 and beyond

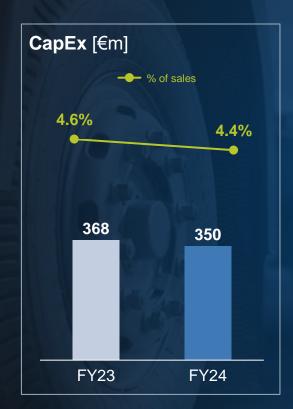


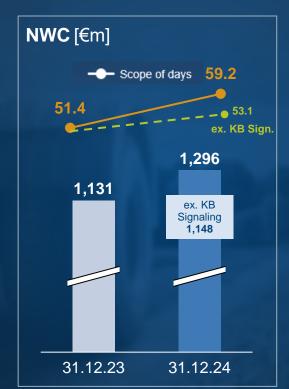


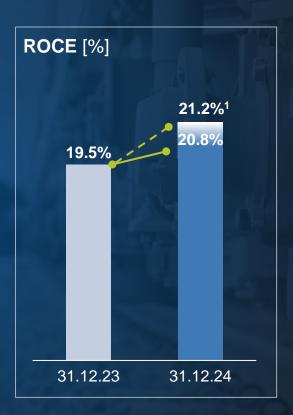




## Improved EBIT and Capex boosted ROCE to >20%

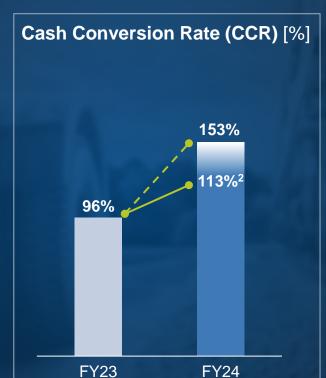






# "Walk the talk" – Historically strongest operational FCF and CCR above target range







## Sustainability activities consistently driven forward

#### Our performance in focus

# **Progress on Climate Targets Scope 1&2**<sup>1</sup>

CO<sub>2e</sub>-EMISSIONS SCOPE 1&2 EMISSION INTENSITY (Scope 1&2/ Revenues) SELF-PRODUCED RENEWABLE POWER

-20%





- Fully on track to reach Scope 1&2 climate target of -75% vs. 2018 in 2030
- Energy consumption from fossil sources decreased by ~11% vs. 2023, total energy consumption constant

#### **Process highlights**

**EU Taxonomy** 

**ALIGNED REVENUES** 



**ALIGNED CAPEX** 



**ALIGNED OPEX** 



- First Green Bond successfully placed
- First CSRD-aligned Nonfinancial Declaration filed
- Strong ESG Rating Performance in 2024







## Q4/24 – Solid top and strong bottom line driven by RVS

ORDER INTAKE

€ **2.00**bn

 $(-7.4\% \text{ yoy}^1)$ 

ORDER BOOK

€7.18bn

 $(+3.8\% \text{ yoy}^1)$ 

**REVENUES OF** 

€ 1.99bn

 $(-6.0\% \text{ yoy}^1)$ 

€ 1.07bn (+2.2% yoy¹)

€ 0.92bn (-13.7% yoy¹)



9.5% (PY: 11.0%)

15.6%

(PY: 14.8%)

OPERATING EBIT MARGIN

12.2%

(PY: 12.3%)

FREE CASHFLOW

€ 482m

(PY: € 487m)

344%2

CCR

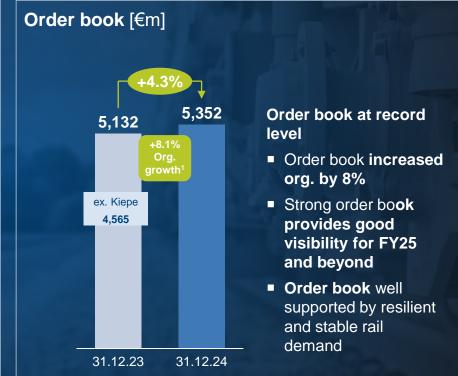
(PY: 274%)



## RVS – Strong OI and B-t-B >1 in every quarter over the last 3 years

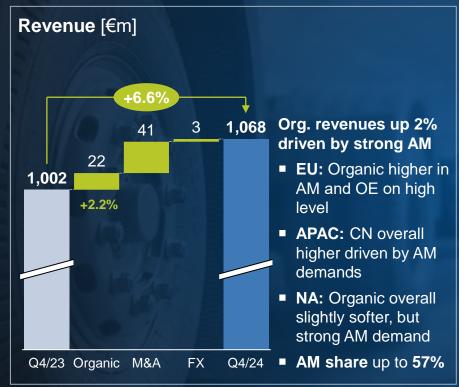


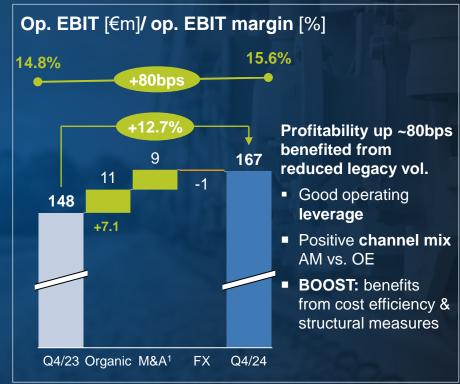




### RVS – All-time high in organic revenues in 2024 reached

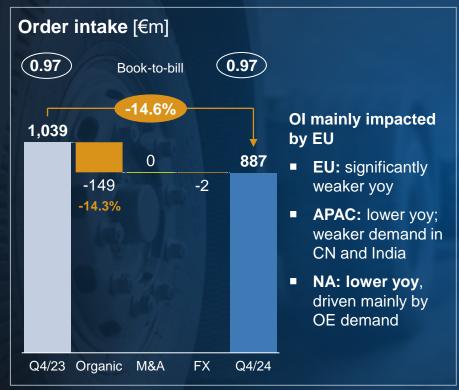


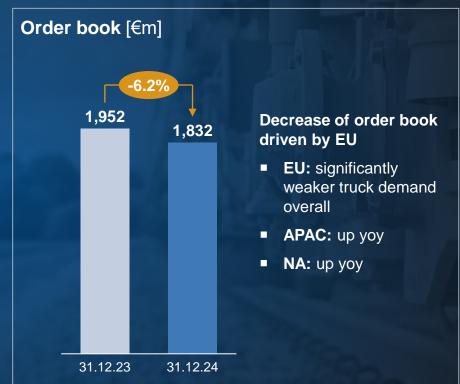




#### CVS – Order development as expected and in line with truck market

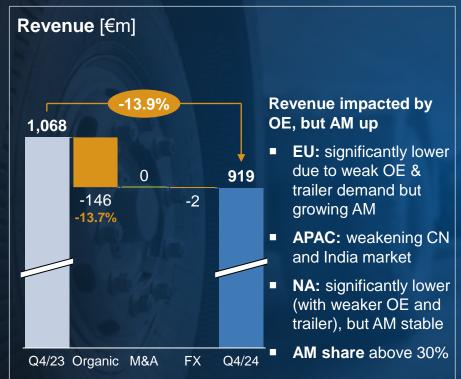


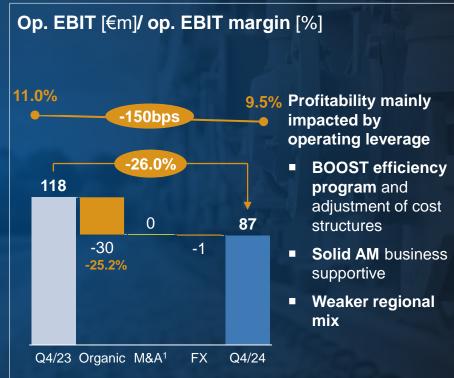




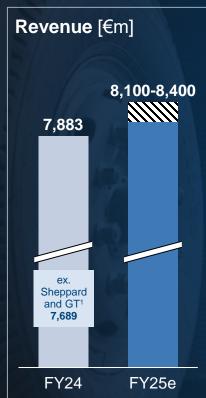
## CVS - Profitability hit by weak truck market

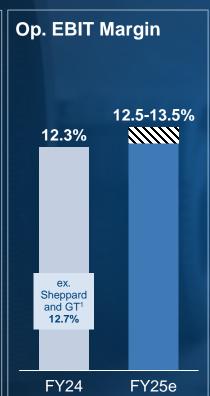


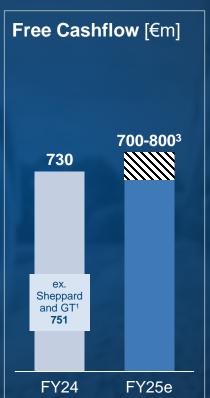




#### **Guidance FY25**







#### **General Assumptions**

- Stable FX vs. current levels
- Essentially stable geopolitical and macroeconomic conditions
- Potential restructuring costs of up to € 50m³ to adjust production footprint
- Capex/rev.: from 5-6% to 4-5%

#### **Divisional assumptions**

#### RVS<sup>1</sup>:

- Rev.: solid increase
- Op. EBIT margin: solid increase

#### CVS<sup>2</sup>:

- Rev.: almost flat despite disposals
- Op. EBIT margin: slight/solid increase



<sup>1)</sup> KB Signaling consolidated since 09/24 2) R.H. Sheppard was deconsolidated in 12/24 and GT in 01/25

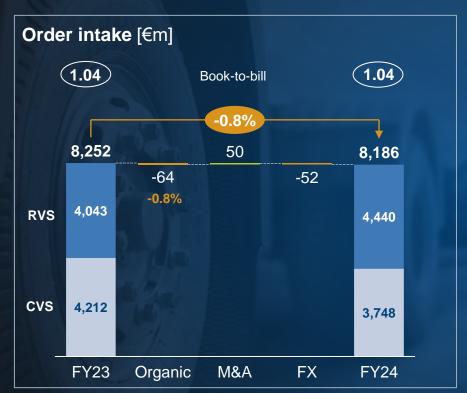


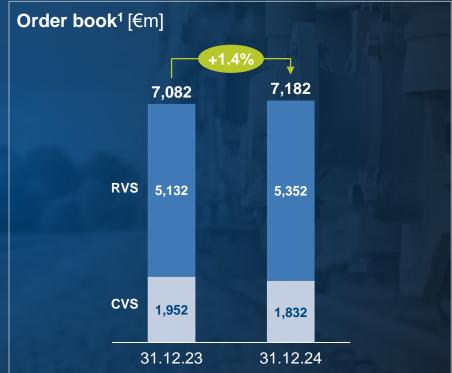
# Financial calendar 2025 – Upcoming events and FY25 release dates



DATE	EVENT	LOCATION
Feb 20	Preliminary FY24 results	Online
Mar 13	Roadshow	London
Mar 19	BofA Global Industrials	London
Mar 20	Stifel Southern Germany Summit	Stuttgart
Mar 25-26	Roadshow	Frankfurt/ Paris
Apr 30	Annual General Meeting	Online
May 8	Q1/25 financial results	Online
May 21	Roadshow	Toronto
May 22	Berenberg European Conference	N.Y.
May 27	dbAccess Conference	Frankfurt
Jul 2	Roadshow	Zürich
Jul 31	Q2/25 financial results	Online
Oct 30	Q3/25 financial results	Online

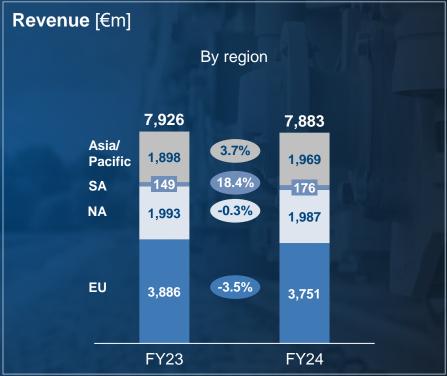
## **Group FY24 – Order intake and order book**





## **Group FY24 – Revenue development**

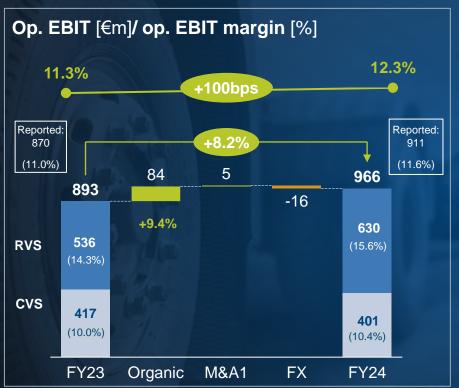


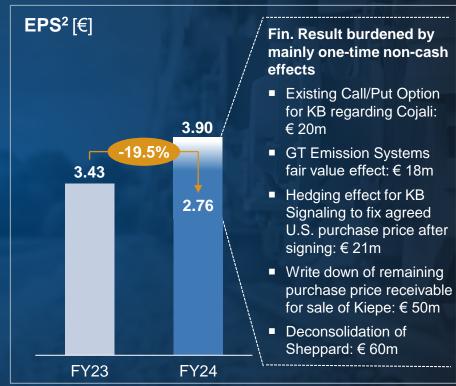




y-o-y growth

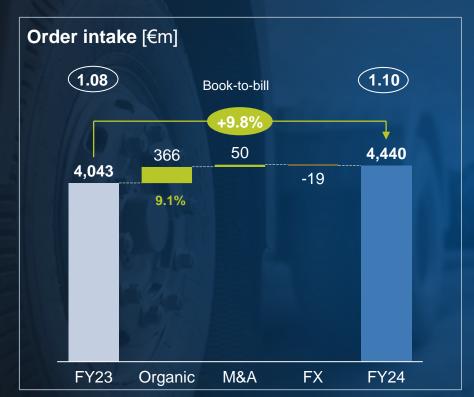
## **Group FY24 – Profitability and EPS**

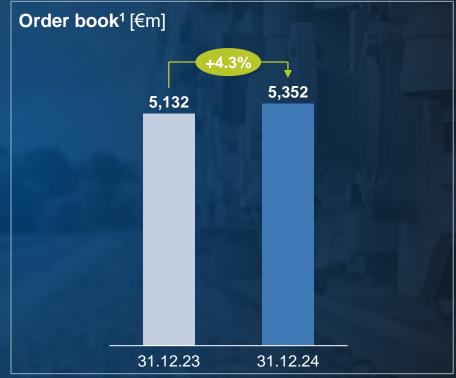




#### RVS FY24 – Order intake and order book

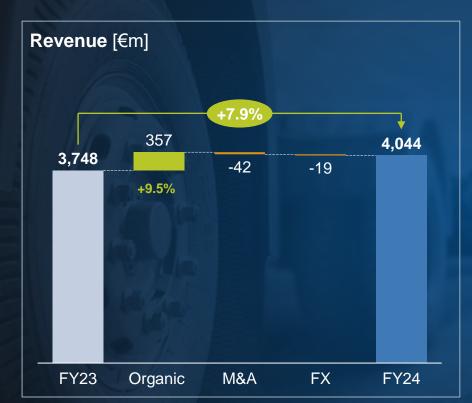


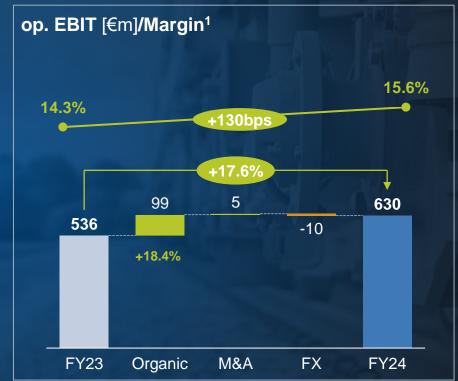




## **RVS FY24 – Revenue and profitability**





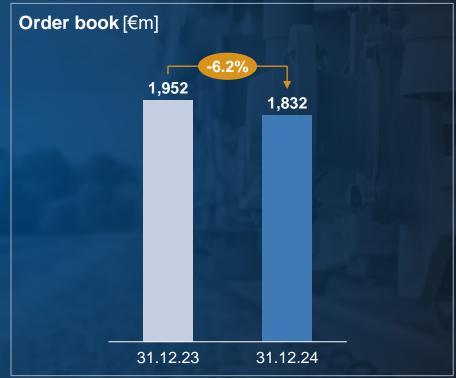


1) M&A: before PPA

#### CVS FY24 – Order intake and order book

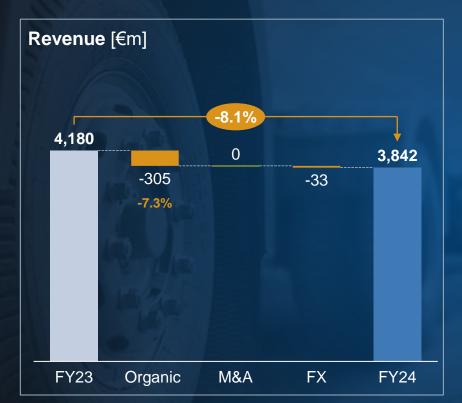


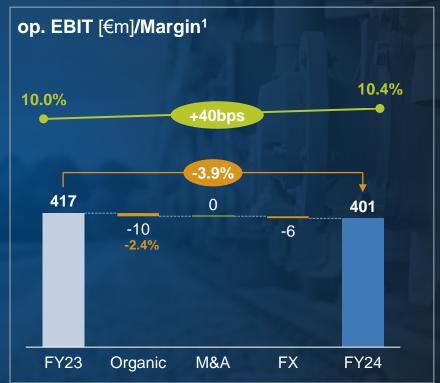




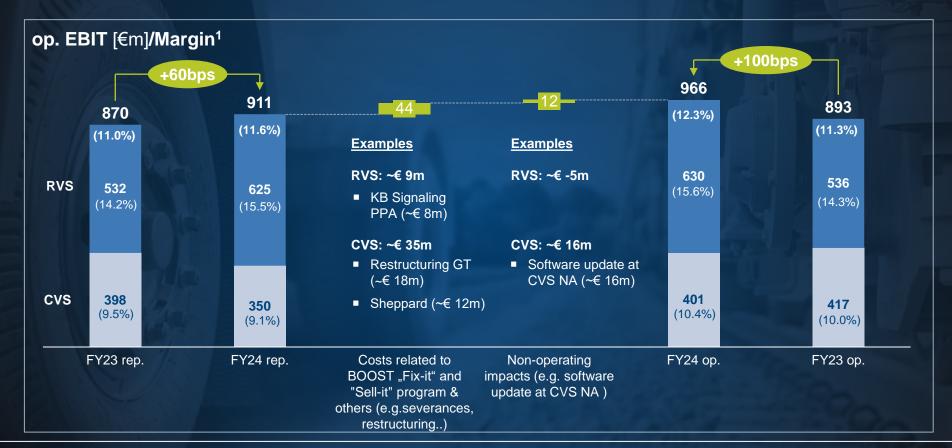
## CVS FY24 – Revenue and profitability







### **Group FY24 – Bridge reported EBIT to operating EBIT**



## Group Q4/24 - Op. EBIT growth vs. prior year



## **Group – Income statement**

	2023				2024				2023	2024	
in € million	Q1/23	Q2/23	Q3/23	Q4/23	FY23	Q1/24	Q2/24	Q3/24	Q4/24	FY23	FY24
Revenues	1,907.6	2,009.9	1,938.8	2,069.4	7,925.6	1,974.2	2,012.9	1,909.6	1,986.5	7,925.6	7,883.2
Change in inventory of unfinished/finished products	5.4	12.0	9.1	-36.0	-9.6	52.1	4.3	32.6	-57.6	-9.6	31.3
Own work capitalized	27.1	26.1	25.2	34.9	113.3	32.4	25.9	26.1	28.7	113.3	113.2
Total operating performance	1,940.0	2,047.9	1,973.1	2,068.3	8,029.3	2,058.7	2,043.1	1,968.3	1,957.5	8,029.3	8,027.7
Other operating income	22.3	25.4	28.3	28.7	104.8	19.1	27.0	25.0	46.0	104.8	117.2
Cost of materials	-979.9	-1,034.1	-998.2	-1,001.1	-4,013.2	-1,007.7	-965.1	-939.6	-878.1	-4,013.2	-3,790.6
Personnel expenses	-495.6	-491.0	-488.2	-494.9	-1,969.8	-523.5	-515.0	-496.3	-519.8	-1,969.8	-2,054.5
Other operating expenses	-210.3	-248.9	-211.1	-259.7	-930.0	-224.7	-241.2	-250.3	-281.1	-930.0	-997.4
Earnings before interest, tax, depreciation and amortization (EBITDA)	276.6	299.3	303.9	341.2	1,221.0	321.9	348.8	307.1	324.5	1,221.0	1,302.4
Depreciation, amortization, and impairment	-86.5	-90.2	-81.2	-93.3	-351.2	-84.4	-110.8	-88.4	-108.0	-351.2	-391.7
Earnings before interests and taxes (EBIT)	190.1	209.2	222.7	247.9	869.9	237.5	238.0	218.7	216.5	869.9	910.7
Interest income	8.8	6.1	8.6	8.4	31.9	14.3	11.4	15.8	19.1	31.9	60.5
Interest expenses	-21.5	-20.2	-22.2	-37.1	-101.0	-23.4	-25.4	-25.0	-33.8	-101.0	-107.6
Result from financial investments using the equity method	-4.1	-9.5	0.0	-6.0	-19.6	1.7	-1.6	0.1	-17.2	-19.6	-17.0
Other financial result	13.8	4.1	-25.1	-1.2	-8.3	-15.3	-25.0	-26.4	-134.4	-8.3	-201.1
Income before taxes	187.1	189.6	184.1	212.0	772.8	214.8	197.4	183.1	50.2	772.8	645.5
Taxes on income	-54.6	-61.1	-46.9	-34.0	-196.6	-55.6	-43.7	-43.4	-25.4	-196.6	-168.1
Net income	132.5	128.5	137.2	178.0	576.2	159.1	153.7	139.7	24.8	576.2	477.3
Profit (loss) attributable to non-controlling interests	3.5	6.9	7.2	6.0	23.7	5.4	9.4	9.8	7.3	23.7	31.8
Profit (loss) attributable to the shareholders of Knorr-Bremse AG	129.0	121.7	129.9	171.9	552.5	153.7	144.3	129.9	17.5	552.5	445.5
Earnings per share in Euro	0.80	0.76	0.81	1.07	3.43	0.95	0.90	0.81	0.11	3.43	2.77

# **Group – Cashflow statement**

	2023					2024				2023	2024
€ million	Q1/23	Q2/23	Q3/23	Q4/23	FY23	Q1/24	Q2/24	Q3/24	Q4/24	FY23	FY24
Cash flow from operating activities	-137.0	105.3	306.8	639.5	914.6	-48.3	219.0	257.6	614.0	914.6	1,042.3
Cash flow from investing activities	-110.7	-69.1	-88.3	-142.6	-410.6	-8.1	-77.0	-574.9	-90.3	-410.6	-750.3
Cash flow from financing activities	-17.1	-263.6	-69.7	-47.3	-397.7	-23.9	-311.5	1,009.8	-45.3	-397.7	629.1
Cash flow changes	-264.8	-227.3	148.7	449.7	106.3	-80.3	-169.5	692.4	478.4	106.3	921.1
Change in cash funds resulting from exchange rate and valuation-related movements	-11.6	-16.8	6.0	-12.2	-34.6	7.8	4.3	-28.3	41.5	-34.6	25.3
Change in cash funds resulting from changes to the group structure	-	-	-	1.0	1.0	-	ı	ı	0.0	1.0	0.0
Change in cash funds	-276.4	-244.1	154.7	438.5	72.7	-72.5	-165.2	664.1	519.9	72.7	946.4
Cash and cash equivalents at the beginning of the period	1,210.7	934.3	690.2	844.9	1,210.7	1,283.5	1,211.0	1,045.8	1,709.9	1,210.7	1,283.5
Cash and cash equivalents at the end of the period	934.3	690.2	844.9	1,283.5	1,283.5	1,211.0	1,045.8	1,709.9	2,229.8	1,283.5	2,229.8

## **Group – Balance sheet/ assets**

		20	23		2024				
in € million	31.03.2023	30.06.2023	30.09.2023	31.12.2023	31.03.2024	30.06.2024	30.09.2024	31.12.2024	
Assets									
Intangible assets	771.2	769.2	776.0	770.6	778.6	770.2	957.9	933.4	
Goodwill	691.9	688.1	693.2	696.4	688.5	689.2	864.1	883.4	
Property, plant and equipment	1,820.0	1,798.0	1,804.3	1,863.9	1,864.1	1,851.2	1,879.5	1,897.1	
Investments accounted for using the equity method	75.3	67.6	67.8	60.8	62.5	56.9	56.2	36.3	
Other financial assets	147.7	159.1	158.0	141.4	144.6	136.2	88.3	82.7	
Other assets	94.9	94.4	94.5	94.9	97.3	99.6	100.0	101.0	
Income tax receivables	0.8	1.3	1.8	2.4	0.6	0.2	0.3	1.0	
Assets from employee benefits	24.1	14.0	9.8	26.2	21.2	25.5	19.1	24.3	
Deferred tax assets	134.8	141.4	141.6	73.2	81.3	77.1	148.6	245.4	
Non-current assets	3,760.5	3,733.0	3,746.9	3,729.8	3,738.7	3,706.1	4,114.1	4,204.7	
Inventories	1,267.1	1,229.2	1,250.9	1,142.3	1,231.4	1,235.4	1,355.7	1,216.0	
Trade accounts receivable	1,644.5	1,638.2	1,634.9	1,359.3	1,605.0	1,604.6	1,635.4	1,384.8	
Other financial assets	139.4	168.9	172.8	160.9	171.1	180.9	152.3	89.0	
Other assets	169.9	189.3	178.2	183.0	168.9	182.4	202.1	205.5	
Contract assets	73.7	81.1	79.5	77.4	76.4	79.1	161.5	160.1	
Income tax receivables	39.7	94.8	82.5	83.5	79.6	101.3	84.4	81.2	
Cash and cash equivalents	954.1	688.5	884.2	1,291.4	1,268.6	1,075.7	1,760.3	2,263.0	
Assets held for sale and disposal groups	169.5	200.1	187.4	221.1	5.3	27.3	22.9	17.5	
Current assets	4,458.0	4,290.1	4,470.5	4,518.8	4,606.1	4,486.7	5,374.7	5,417.0	
Total assets	8,218.5	8,023.1	8,217.4	8,248.6	8,344.8	8,192.7	9,488.9	9,621.7	

## **Group – Balance sheet/ liabilities**

BALANCE SHEET								
		2024						
in € million	31.03.2023	30.06.2023	30.09.2023	31.12.2023	31.03.2024	30.06.2024	30.09.2024	31.12.2024
Equity								
Subscribed capital	161.2	161.2	161.2	161.2	161.2	161.2	161.2	161.2
Capital reserves	13.9	13.9	13.9	13.9	13.9	13.9	13.9	13.9
Retained earnings	10.3	10.3	4.8	9.4	9.4	309.4	309.8	309.4
Other components of equity	-138.4	-168.2	-131.6	-169.3	-181.4	-165.8	-207.7	-145.0
Profit carried forward	2,630.9	2,518.8	2,648.8	2,820.7	2,976.4	2,556.4	2,686.3	2,705.1
Equity attributable to the shareholders of Knorr-Bremse AG	2,677.9	2,536.0	2,697.1	2,835.9	2,979.5	2,875.0	2,963.6	3,044.6
Equity attributable to non-controlling interests	66.9	69.3	66.6	67.6	71.4	80.4	77.8	82.0
Equity	2,744.8	2,605.4	2,763.7	2,903.5	3,050.8	2,955.4	3,041.4	3,126.6
Liabilities								
Provisions for pensions	223.9	219.3	202.1	242.9	235.4	227.4	243.6	239.3
Provisions for ther employee benefits	17.8	18.0	18.5	18.4	19.3	28.4	31.3	32.4
Other provisions	184.7	191.8	191.0	186.4	180.4	183.5	183.0	184.8
Trade accounts payable	-	-	-	_	_	_	9.2	11.0
Financial liabilities	2,218.4	2,183.7	2,182.6	2,172.8	2,210.8	1,426.8	2,537.9	2,555.3
Other liabilities	6.5	6.9	5.8	7.1	10.8	9.6	12.0	12.5
Income tax liabilities	6.4	9.0	9.1	4.0	8.2	12.5	17.8	6.3
Deferred tax liabilities	191.0	210.7	219.1	133.2	140.1	135.2	135.1	98.2
Non-current liabilities	2,848.7	2,839.4	2,828.2	2,764.8	2,804.9	2,023.4	3,169.8	3,139.8
Provisions for other employee benefits	6.6	6.9	7.6	15.7	16.1	17.5	24.8	18.9
Other provisions	169.6	172.8	175.7	171.2	174.7	187.9	202.4	212.7
Trade accounts payable	1,260.2	1,217.2	1,207.3	1,201.5	1,199.2	1,170.0	1,160.7	1,128.4
Financial liabilities	567.6	531.1	584.9	587.1	649.7	1,350.4	1,370.9	1,390.9
Other liabilities	100.6	132.7	120.8	121.5	117.1	149.0	130.3	139.0
Contract liabilities	224.6	214.2	229.8	233.0	225.8	233.2	290.8	342.9
Income tax liabilities	144.9	145.4	150.5	97.2	103.6	93.5	89.2	112.5
Liabilities directly associated with assets held for sale	150.8	158.0	148.9	153.0	2.8	12.3	8.5	9.9
Current liabilities	2,624.9	2,578.3	2,625.6	2,580.2	2,489.1	3,213.9	3,277.7	3,355.2
Liabilities	5,473.6	5,417.7	5,453.7	5,345.0	5,294.0	5,237.3	6,447.5	6,495.1
Total assets	8,218.5	8,023.1	8,217.4	8,248.6	8,344.8	8,192.7	9,488.9	9,621.7

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## **Group – Net Financial Debt / (Cash) Balance**

in € million	31.12.2022	31.12.2023	31.12.2024
Cash and cash equivalents	1,342.6	1,291.4	2,263.1
Short-term liabilities to banks	-172.4	-66.2	-60.7
Short-term bonds and obligations	-11.0	-11.0	-769.3
Short-term leasing liabilities	-63.1	-63.4	-72.1
Securities	102.5	141.1	_
Long-term liabilities to banks	-33.5	-7.7	-5.5
Long-term bonds and obligations	-1,444.5	-1,446.0	-1,783.6
Long-term leasing liabilities	-446.6	-464.6	-482.7
Long-term notes payable / receivable	-0.7	-0.6	-0.7
Net Financial Debt / (Cash)	-726.7	-627.2	-911.6

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