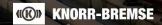
PRELIMINARY FINANCIAL RESULTS FY21 DR. JAN MROSIK I CEO FRANK WEBER I CFO FEBRUARY 24, 2022

DRIVING

DIGITALIZATION



## FY21 highlights



Financial KPIs significantly improved with strong finish in Q4/21 FY21 yoy: OI +13%, revenues +9% and op. EBIT margin at  $13.5\%^{1}(+30bps)$ , EPS of  $\in 3.85^{1}(+25\%^{1})$ 

Record order book of € 5.6bn at YE21 underlines resilient business in rail and truck



CVS: Strong underlying demand continues

FY21 revenues +20% yoy and EBIT margin at 10.7% (+240bps), despite supply challenges

RVS: very strong finish in FY21

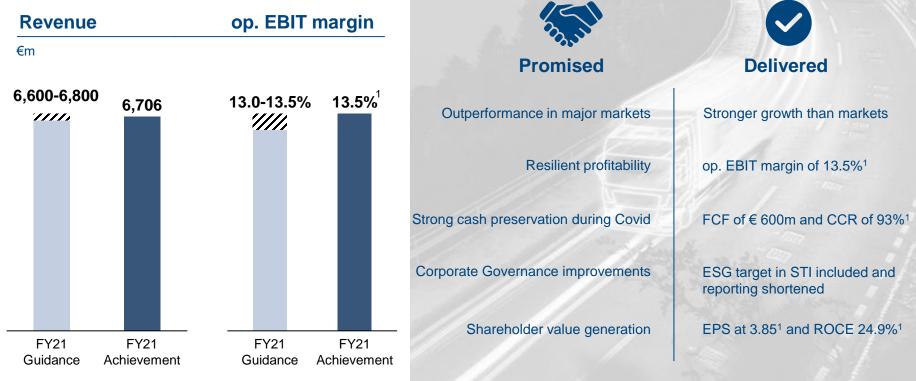
B-t-b of 1.05 (Q4/21: 1.49  $\rightarrow$  all time order high), flat revenue yoy and EBIT slightly above expectations despite ongoing Covid-challenges

- ESG: E carbon-neutrality achieved (preliminary assessment and before final tranche of green electricity certificates)
  - S employee share program successfully started
  - G 750m syndicated loan tied to sustainability rating

FY21 guidance achieved

1) Updated with Annual Report (March 31, 2022) vs. preliminary figures (February 24, 2022)





1) Updated with Annual Report (March 31, 2022) vs. preliminary figures (February 24, 2022)

## **RVS: Operational highlights in all rail megatrends**



Knorr-Bremse – a pioneer in rail megatrends

#### **Digitalization** Future of freight: Expanding in freight market; about to launch **Digital Automated Coupling (DAC)** Sustainability Railnova: increasing installed base of predictive maintenance and aftermarket connectivity for rolling stock Urbanization **Digitization:** Remote condition monitoring of climate control systems with Siemens in UK Mobility Big data: frame contract for the usage of train operating data with DB • Sanitary systems: With EVAC acquisition, Knorr-Bremse became a world leading manufacturer of integrated sanitary systems for passenger trains 5y extension contract to equip Alstom's Citadis tramway platform (brakes and entrance systems)

### New growth markets

Established

portfolio

Safety

 Major contract with Stadler to equip 606 metro cars in Berlin

Today

Time



## **CVS: Operational highlights underline leading market position**

**Sustainability** 

Urbanization



Knorr-Bremse – a pioneer in commercial vehicle megatrends

#### Digitalization

**Electric power steering:** First contract to develop new steering generation

 ADAS/HAD: start-up investment in Autobrains with video perception technology for realizing system solutions for ADAS and HAD

**Electric mobility:** 

- e-Cubator with 60 specialists founded to bundle expertise
- Successful market launch of Rotary Vane e-compressor
- New brake control system GSBC: simpler system layouts, reduced weight and future-ready platform to support ADAS and HAD

#### Safety

- 10y contract for braking and air treatment systems (€ 1bn) with big European truck OEM
- Capacity expansion in China: Increase of manufacturing capabilities that can be integrated with research & development and testing to meet high demand in China

Mobility

Today

Time

New

growth

markets

**Established** 

portfolio



## Covid-impact still visible but positive market outlook for rail and truck in 2022



#### **Current situation**

- No cancellations of contracts by rail operators, but postponements ongoing
- Europe as strongest rail market driver
- Increasing impact by supply challenges
- Lower rail traffic still impacting OE and AM

#### **Throughout 2022**

- Recovery of demand should benefit from postponements in FY21
  - OE: passenger and freight
  - AM: improvement expected
- Expected Book-to-Bill in FY22: >1

Sequential improvement qoq in FY22 expected

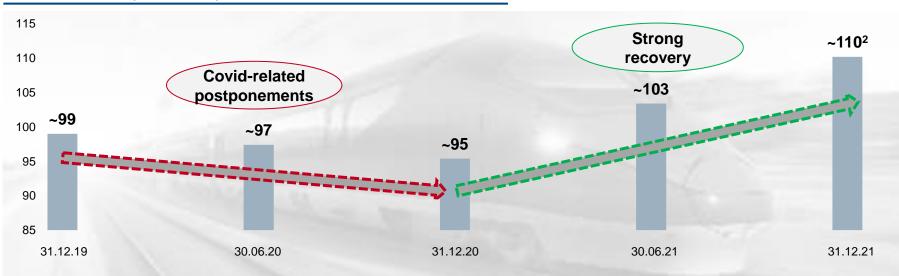
Components and raw materials price inflation



- TPRs Q4/21yoy: EU -14%, NA -1%, CN -55%
- Continuously strong demand in NA and EU
  - Fewer new vehicles drive AM business
- Supply shortages drive cost inflation for materials and labour

- TPRs FY22e yoy: EU +9%, NA +25%, CN -12%
- AM business benefitting from issues on truck production side
- No short-term recovery in China expected
- No signs of fast resolution of supply shortages in 2022 including strong price inflation

## Strong order books of selected rail OEMs show strong recovery in Europe

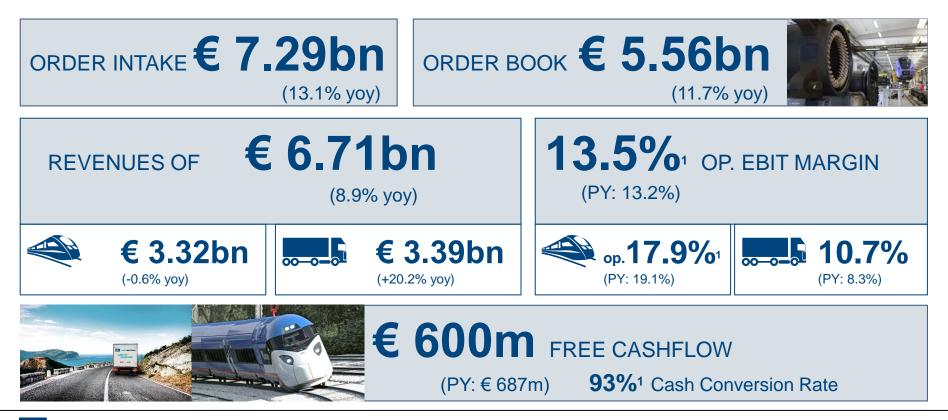


Order book development European OEMs<sup>1</sup> in €bn (selective & illustrative)

- · Main selected top customers of RVS in Europe posted record order books in 2021
- Strong foundation for RVS' business dynamics (remark: slight time lag driven by lead times OEM  $\rightarrow$  RVS)
- Covid-impact in 2020 on rail industry greatly visible but recovery in 2021 proves that long-term market fundamentals clearly intact:

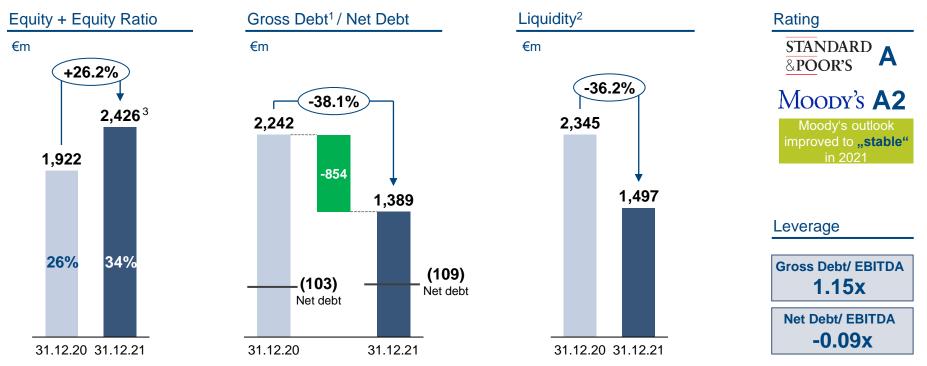
Sustainability	Urbanization	Digitalization	Mobility	
				(

Highlights FY21: Strong development of key financials



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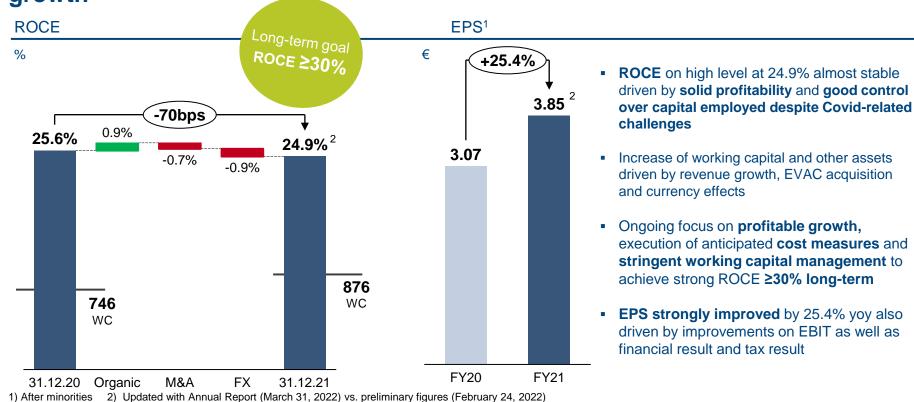
# FY21: Rock-solid balance sheet underlines superior financial profile of Knorr-Bremse



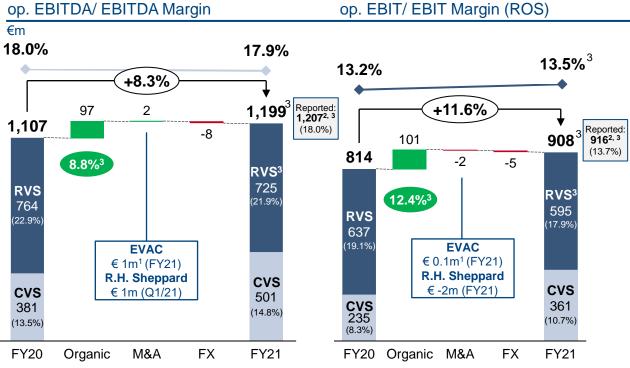
1) Including: bank loans, lease liabilities and bonds as well as debt instruments; ex Bosch liability 2) Cash and cash equivalents, incl. securities 3) Updated with Annual Report (March 31, 2022) vs. preliminary figures (February 24, 2022)



## Shareholder value focus through high return of invested capital and EPS growth



## FY21: Improved EBIT profitability despite Covid-related challenges

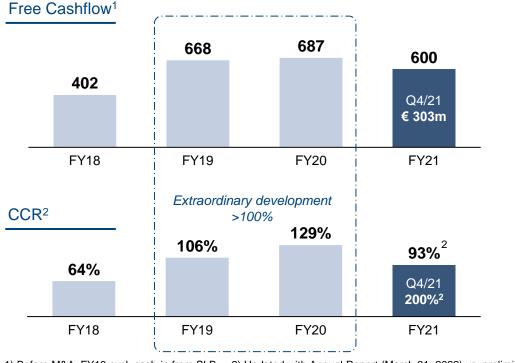


#### op. EBIT margin at 13.5% in FY21

- Operating leverage, cost measures and fix cost discipline supported margin
- Net extra costs (e.g. freight, semiconductors) of ~€ 65m for CVS in FY21
- Revenue share of AM slightly down from 37% in FY20 to 36% in FY21
- RVS: Regional mix, APAC lower, and less benefits from countermeasures against Covid weigh on profitability
- CVS: Strong operating leverage partially offset by Covid-related costs (e.g. freight, supply chain)

1) Before PPA 2) Incl. severance costs (RVS): € -8m Kiepe, U.S., € -3m and Group: sale gains from real estate in Berlin € 19m 3) Updated with Annual Report (March 31, 2022) vs. preliminary figures (February 24, 2022)

# FY21: Very strong FCF again and good CCR performance over the last four years



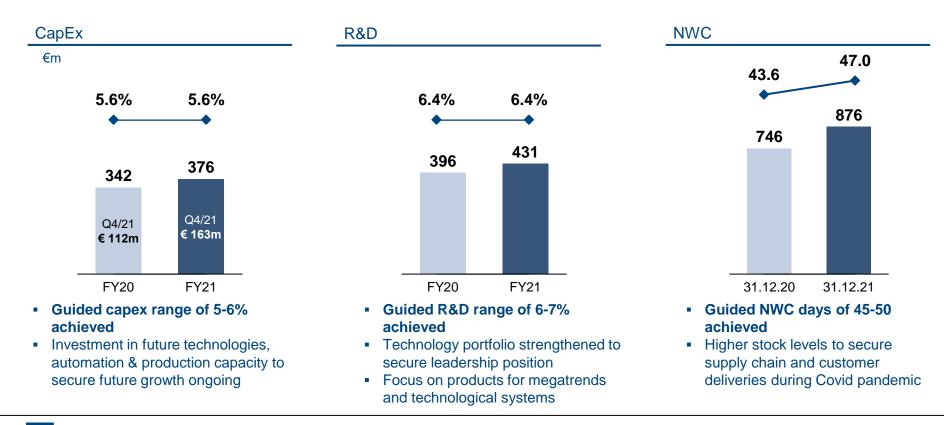
#### **Development in FY21**

- Good earnings quality supported strong FCF
- Stringent and focused capex prioritization but investments in future
- Tax rate improved
- Stringent WC management



1) Before M&A, FY19 excl. cash-in from SLB 2) Updated with Annual Report (March 31, 2022) vs. preliminary figures (February 24, 2022)

## Investments into future growth in line with financial targets





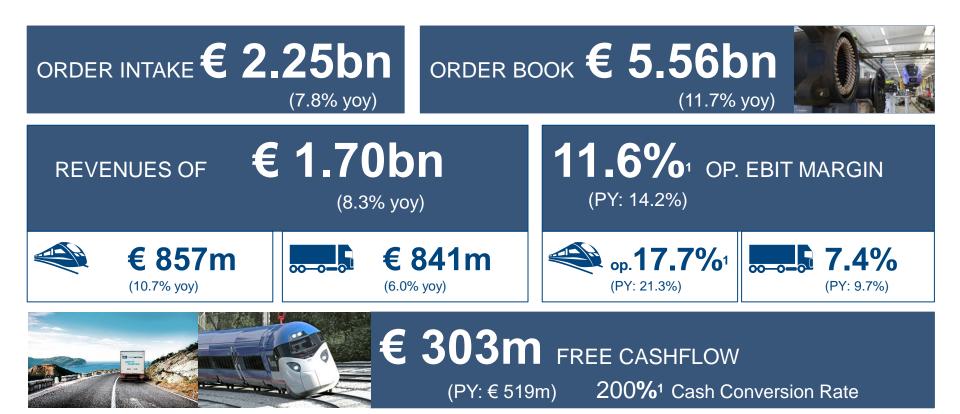
## FY21: Knorr-Bremse strengthened ESG status and reached important goal of carbon neutrality in 2021

*	Environment	<ul> <li>Carbon-neutrality YE21 at KB sites achieved<sup>1</sup></li> <li>Goal of -50% CO<sub>2</sub> until 2030 fully intact (&gt;-65% in FY21)<sup>1</sup></li> <li>First time TCFD and Scope 3 reporting in sustainability report FY21 (May)</li> <li>Systematic integration of EcoDesign into product development process</li> </ul>
	Society & Employees	<ul> <li>Gender equality and diversity efforts to increase share of women and diversity at KB (Women in leading position increased to 14%, overall &gt;20%)</li> <li>Excellent working conditions: Top employer Germany (9<sup>th</sup> consecutive year)</li> <li>Employee share program successfully started with 25% participation</li> </ul>
*	Governance	<ul> <li>Compliance: Group-wide compliance risk assessment conducted; task force to drive improvement of global human rights management</li> <li>ESG-linked € 750m syndicated loan tied to sustainability ratings</li> <li>ESG inclusion in management bonus system (STI) from 2022</li> </ul>
	Rat	ings at good levels with the clear goal to further improve going forward
		MSCI ESG RATINGS A PARE BY ISS ESG C+ ROBECOSAM We are Suitababling hereiting.

**(KNORR-BREMSE** 

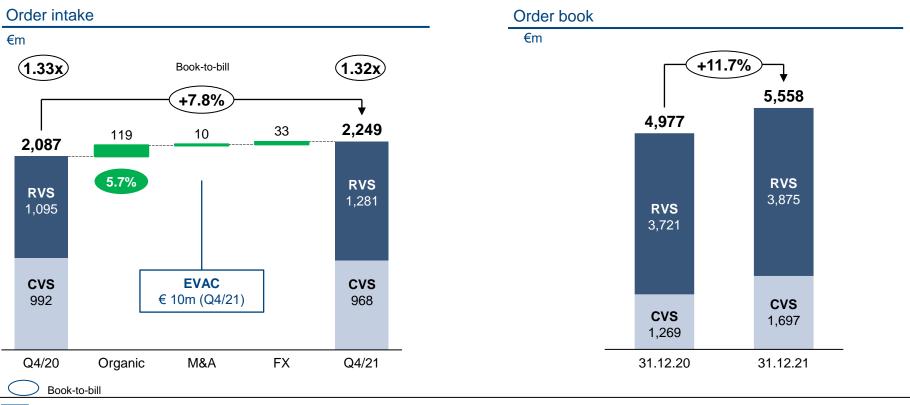
1) Preliminary assessment and before last tranche of green power certificates

Q4/21: Overall strong finish in FY21 achieved



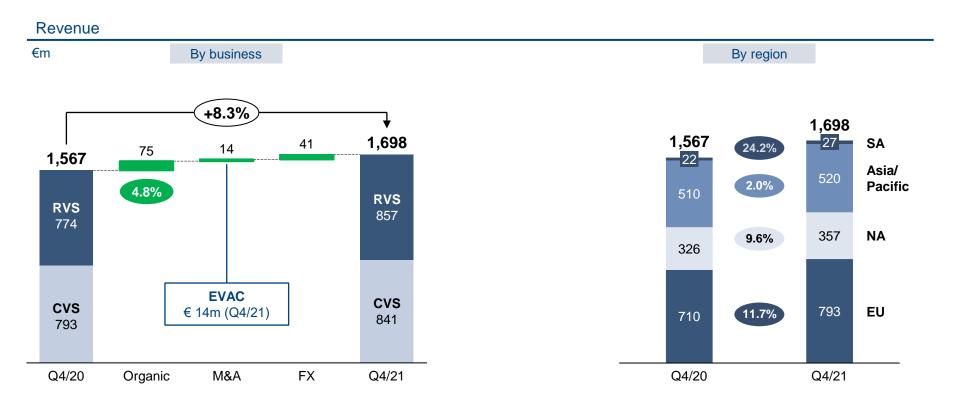
(NORR-BREMSE 1) Updated with Annual Report (March 31, 2022) vs. preliminary figures (February 24, 2022)

## Record order book provides strong foundation for future growth

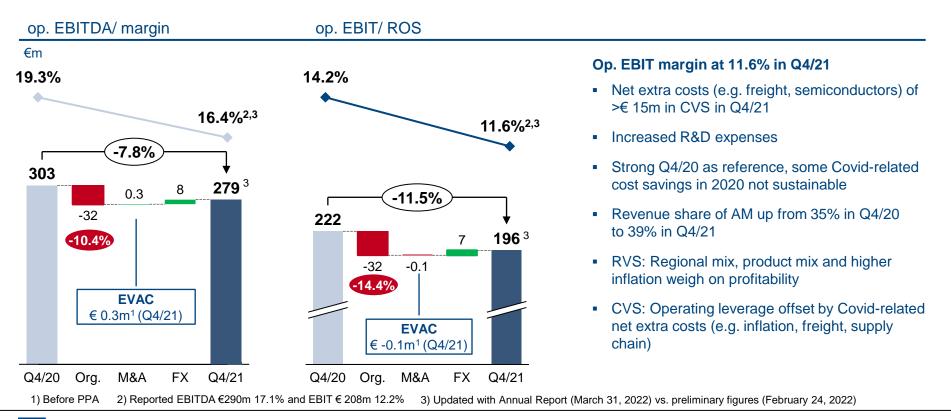


**(III)** KNORR-BREMSE

## **Revenue increase driven by Europe and North America**

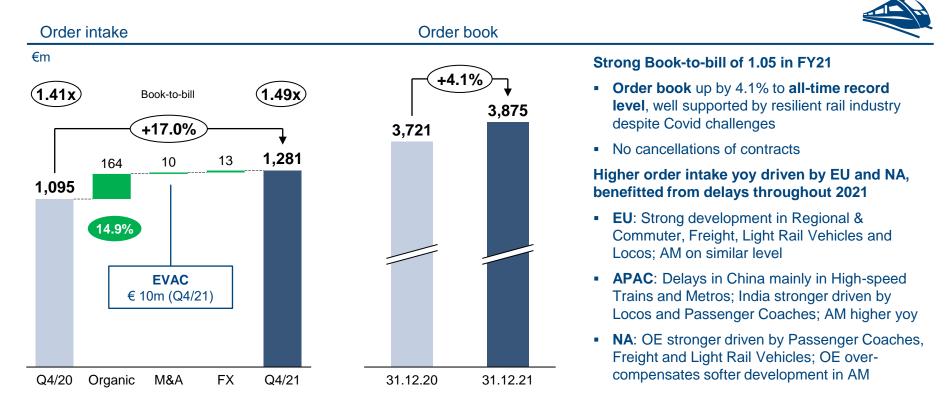


## Operating profitability impacted by Covid-related topics and supply issues

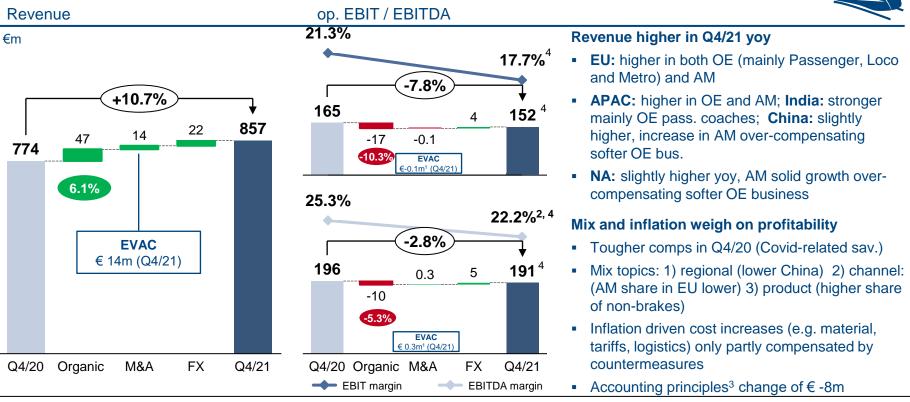


**(K)** KNORR-BREMSE

## RVS: Strong recovery of OI in Q4/21 as expected and Book-to-Bill of 1.49

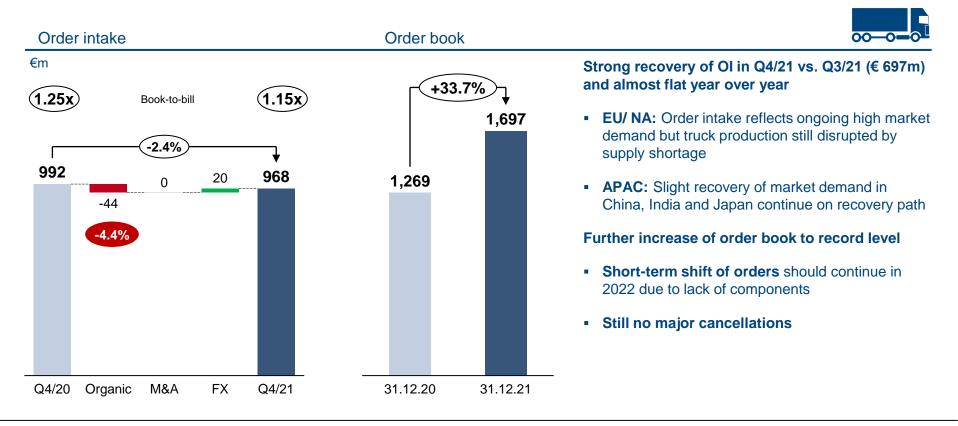


## RVS: Operating leverage could not fully offset negative effects on profitability



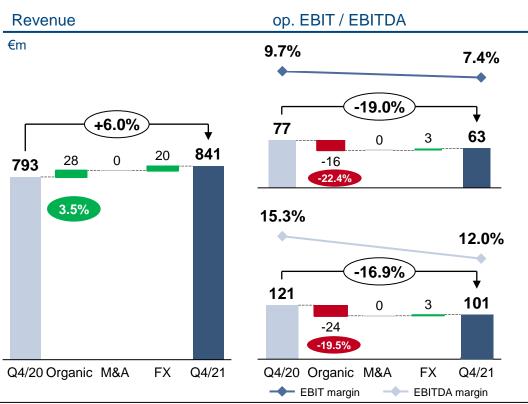
KNORR-BREMSE 1) Before PPA 2) Reported: EBITDA €183m and 21.3% and EBIT €144m and 16.8% 3) IAS 37: change of provisions of onerous contracts 4) Updated with Annual Report (March 31, 2022) vs. preliminary figures (February 24, 2022)

## CVS: B-t-B again well above 1 and strong order book, despite supply shortages





## CVS: Solid profitability, despite low China demand and Covid-related extra costs



Recovery of revenues, despite constrained truck production

- EU/ NA: increase yoy in spite of supply shortages reflect high market demand
- APAC: Despite recovery in China, turnover still below Q4/20
- AM share again higher qoq and yoy

## Profitability remains solid under adverse conditions

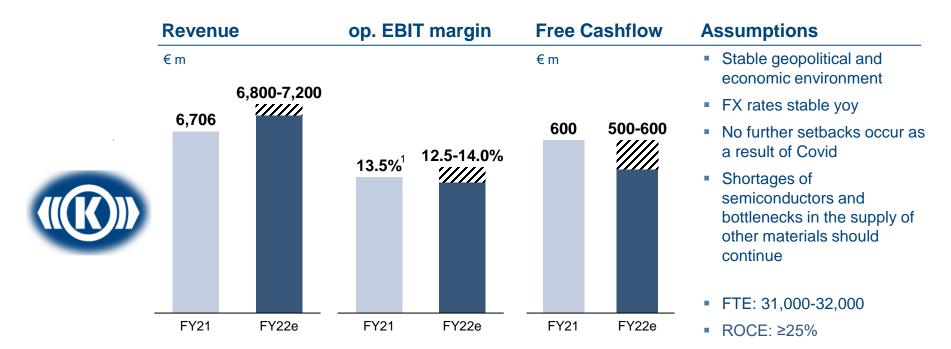
- Tougher comps in Q4/20, which strongly benefitted from Corona-related savings
- Slightly reduced burden from net extra costs of ~€ 15m (freight and semicond.) in Q4/21
- Ramp up of R&D capacity due to technology transition path towards e-mobility and HAD

22

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## **Group Guidance 2022 fully in line to support our mid-term targets**



1) Updated with Annual Report (March 31, 2022) vs. preliminary figures (February 24, 2022)



## Growth opportunity <u>RVS</u> in Europe: digitalization of rail freight

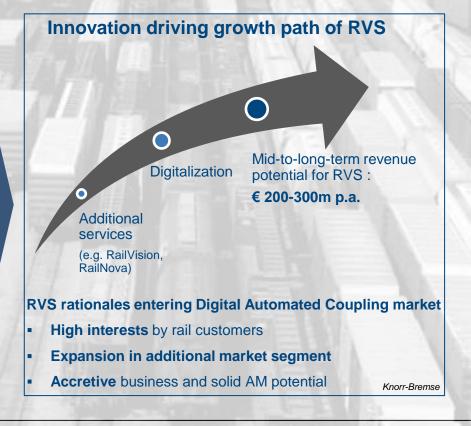
#### European rail freight market



- European rail freight market OEM new vehicles and aftersales<sup>1</sup>: € 3.7bn
- Additional revenue potential in EU through Digital Automated Coupling (DAC), brake automation system and digital services, if approved by governments:
   € 7-9bn over 6-8 years
- Digitalization enables an increase of rail freight capacity and supports expansion of rail freight share (Goal in EU from 18% to 30%)

Market

1) SCI Worldwide market for Rail Industries 2020, European Freight market volumes 2019





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## Growth opportunity <u>CVS</u>: EPS is next generation of truck steering

## Knorr-Bremse driving steering innovation and vehicle content growth

Base steering gear



Torque overlay steering (TOS) for ADAS<sup>1</sup> functions and Automated Driving

#### **Electric Power Steering**

CVS is among **TOP3** in truck steering manufacturers worldwide

Technological benefit through Electric Power Steering (EPS)

- Truck industry faces tough goals of CO<sub>2</sub> reduction
  - EU: CO<sub>2</sub> reduction of -15% until 2025 (vs. 2019) and -25% until 2030 (vs. 2019)
  - EPS is one major driver to meet goals as power on demand system
- High flexibility: EPS fits to combustion vehicles as well as to e-mobility and full electric vehicles

#### CVS strongly positioned in EPS technology

- High synergies in development in EU and NA
- Strong driver to increase content per vehicle further
- Top truck manufacturer commissions CVS to develop EPS systems for series production
- EPS provides accretive business opportunity



## Management focus in 2022









## Financial calendar: upcoming events

Date	Event
March 8, 2022	Morgan Stanley, Paris Industrials Day
March 9, 2022	UBS, Best of Business Services, Industrials & Green Mobility, Leisure & Transport
March 15, 2022	Bank of America, Global Industrials Conference
March 31, 2022	Annual Report FY21
May 12, 2022	Q1/22 results
May 2022	Sustainability Report FY21
May 24, 2022	Annual General Meeting (virtual format)
August 12, 2022	Q2/22 results
November 10, 2022	Q3/22 results

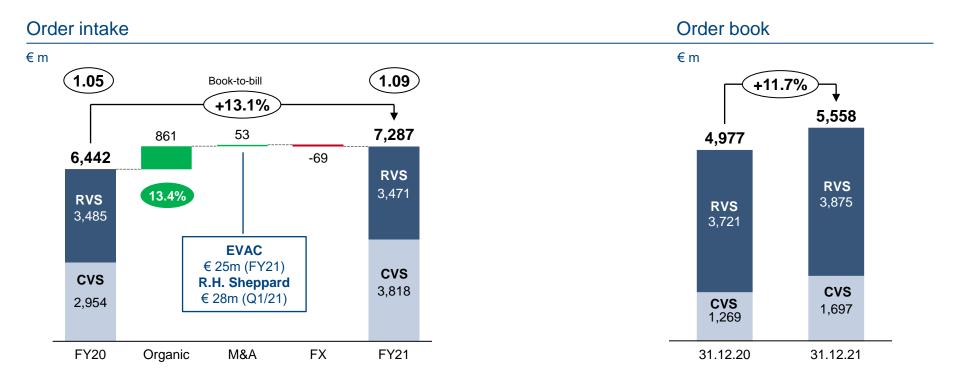




## Backup

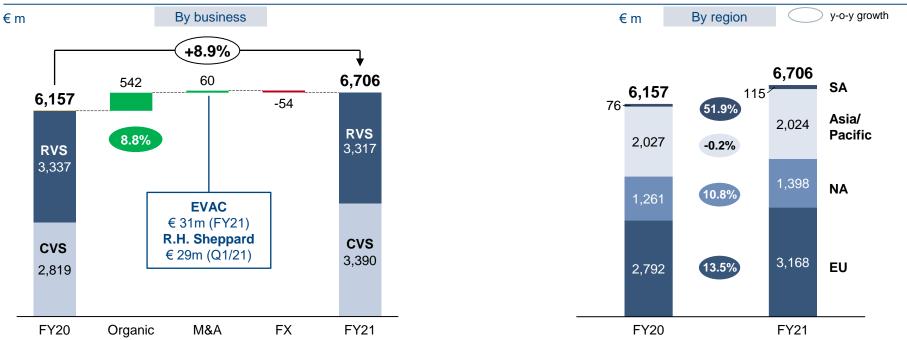


## FY21 – Group

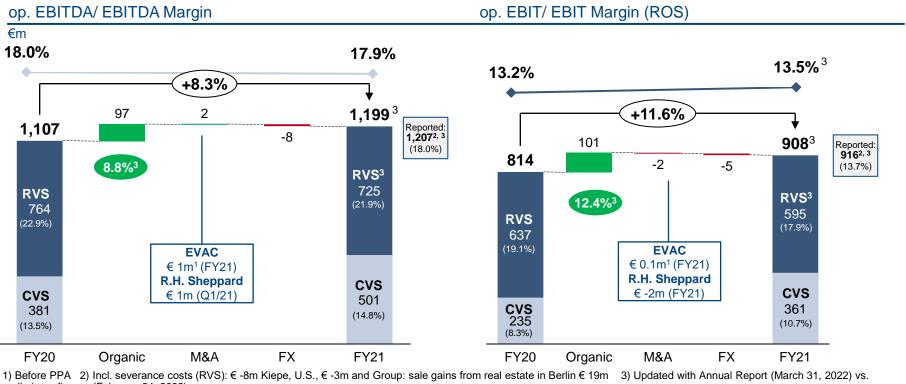


## FY21 – Group

#### Revenue

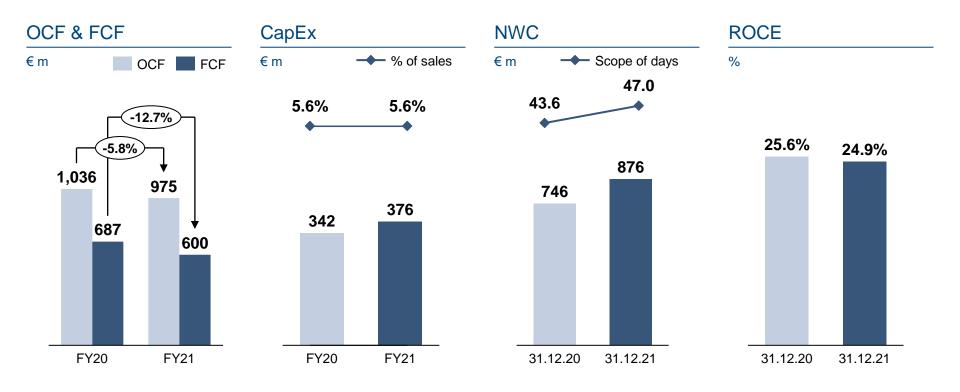


## FY21: Improved EBIT profitability despite Covid-related challenges

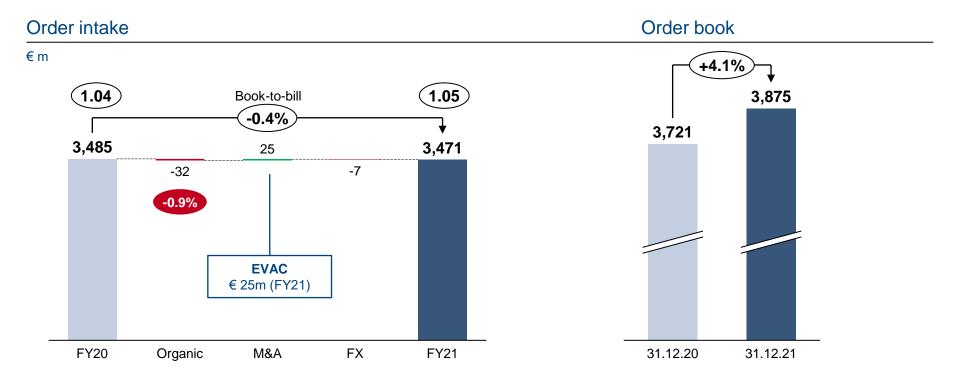


preliminary figures (February 24, 2022)

FY21 – Group

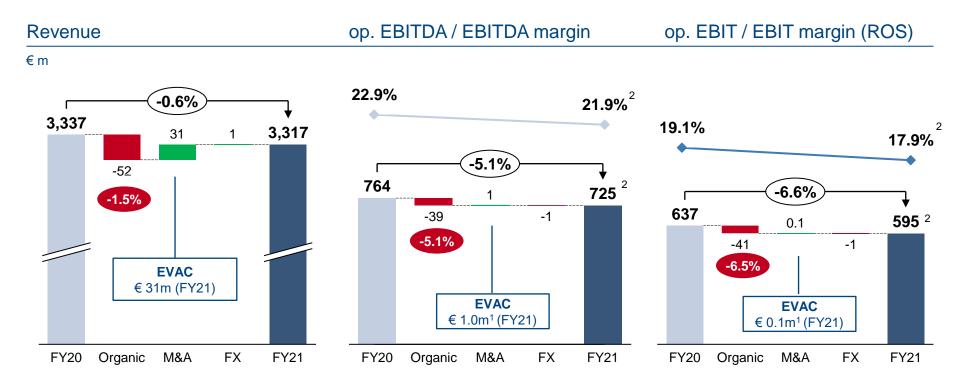


## **FY21 – RVS**





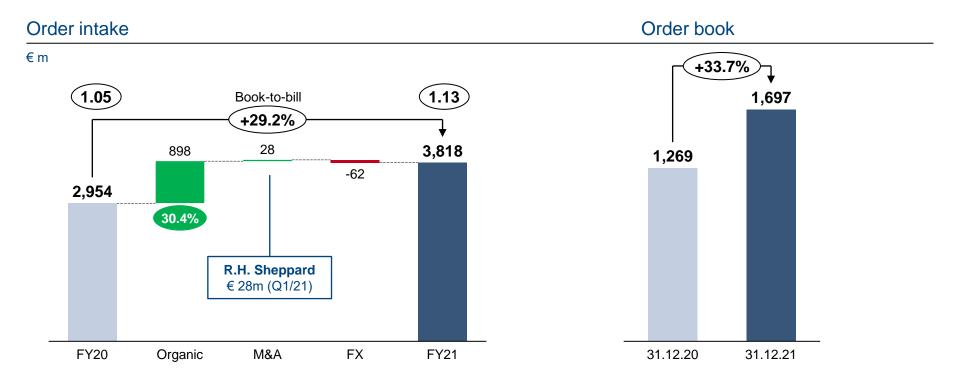
FY21 – RVS



1) Before PPA 19m 2) Updated with Annual Report (March 31, 2022) vs. preliminary figures (February 24, 2022)

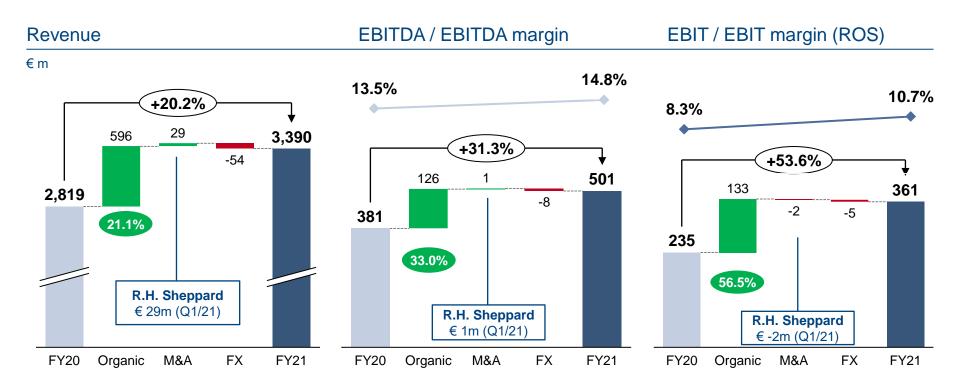
**(III)** KNORR-BREMSE

## FY21 – CVS





FY21 – CVS



### **Income statement**

	2020									
€m	Q1/20	Q2/20	Q3/20	Q4/20	FY/20	Q1/21	Q2/21	Q3/21	Q4/21	FY21
Revenues	1,627.5	1,428.3	1,533.5	1,567.4	6,156.7	1,691.5	1,727.4	1,589.2	1,697.5	6,705.6
Change in inventory of unfinished/finished products	-0.8	15.1	-6.7	-18.9	-11.3	30.0	22.2	17.9	-31.1	39.1
Own work capitalized	18.8	18.5	19.6	19.2	76.1	19.2	20.0	20.7	23.2	83.1
Total operating performance	1,645.4	1,461.9	1,546.5	1,567.7	6,221.5	1,740.7	1,769.6	1,627.9	1,689.6	6,827.8
Other operating income	29.6	19.1	27.4	16.0	92.2	29.4	6.5	34.7	41.4	111.9
Cost of materials	-780.1	-688.3	-736.4	-756.4	-2,961.1	-855.3	-892.1	-816.0	-813.3	-3,376.7
Personnel expenses	-400.9	-368.3	-374.9	-381.5	-1,525.5	-414.9	-415.9	-396.7	-420.3	-1,647.7
Other operating expenses	-203.9	-179.2	-194.0	-143.1	-720.2	-179.6	-156.3	-165.7	-207.2	-708.8
Earnings before interest, tax, depreciation and amortization (EBITDA)	290.2	245.3	268.7	302.7	1,106.9	320.3	311.9	284.2	290.2	1,206.5
Depreciation and amortization	-66.2	-71.7	-74.1	-80.8	-292.9	-68.7	-68.0	-71.1	-82.6	-290.4
Earnings before interests and taxes (EBIT)	224.0	173.5	194.6	221.9	814.0	251.6	243.8	213.1	207.5	916.1
Interest income	10.0	-0.8	4.8	5.4	19.4	3.0	4.0	5.1	3.8	15.9
Interest expenses	-15.3	-8.2	-12.3	-19.1	-54.9	-11.4	-13.9	-11.9	-18.6	-55.9
Other financial result	-20.2	-5.4	4.4	-6.7	-27.9	-0.9	1.5	-7.8	11.9	4.7
Income before taxes	198.5	159.1	191.5	201.5	750.6	242.3	235.4	198.5	204.6	880.8
Taxes on income	-56.7	-44.0	-51.0	-66.7	-218.4	-65.9	-65.7	-48.4	-53.4	-233.4
Net income	141.9	115.1	140.5	134.7	532.2	176.3	169.7	150.1	151.2	647.4
Profit (loss) attributable to non-controlling interests	7.5	12.4	8.4	8.4	36.7	7.2	5.6	4.1	9.1	26.1
Profit (loss) attributable to the shareholders of Knorr-Bremse	134.4	102.7	132.1	126.3	495.5	169.1	164.1	145.9	142.1	621.3
Earnings per share in Euro	0.83	0.64	0.82	0.78	3.07	1.05	1.02	0.91	0.88	3.85

## **Cashflow statement**

CASHFLOW STATEMENT (shortened)						_				
	2020				2021					
EUR million		Q2/20	Q3/20	Q4/20	FY 2020	Q1/21	Q2/21	Q3/21	Q4/21	FY 2021
Net cash flows from/used in operating activities	3.5	115.1	250.8	666.6	1,036.0	27.6	196.1	265.1	486.8	975.5
Net cash flows from/used in investing activities	-57.8	-195.5	-69.2	-253.9	-576.4	-78.8	-186.9	-71.0	-197.6	-534.4
Net cash flows from/used in financing activities	171.7	400.3	-324.7	-257.7	-10.4	-254.3	-530.2	-37.3	-603.1	-1,424.9
Cash flow changes	117.4	319.9	-143.1	155.0	449.2	-305.5	-521.1	156.7	-314.0	-983.8
thereof change in cash funds resulting from exchange rate and valuation-related movements	-11.9	-12.3	-13.9	-23.9	-62.0	27.7	-1.5	11.9	28.6	66.8
Change of cash fund	105.5	307.6	-156.9	131.2	387.3	-277.8	-522.6	168.7	-285.3	-917.0
Cash funds at the beginning of the period	1,853.5	1,958.9	2,266.5	2,109.6	1,853.5	2,240.7	1,963.0	1,440.4	1,609.0	2,240.7
Cash funds at the end of the period	1,958.9	2,266.5	2,109.6	2,240.7	2,240.7	1,963.0	1,440.4	1,609.0	1,326.5	1,326.5



## **Balance sheet / assets**

		2020 2021					21	
€m	31.03.2020	30.06.2020	30.09.2020	31.12.2020	31.03.2021	30.06.2021	30.09.2021	31.12.2021
Assets								
Intangible assets and goodwill	858.8	896.2	888.5	887.8	899.2	967.5	986.9	1,005.8
Property, plant and equipment	1,437.2	1,490.0	1,479.5	1,544.7	1,589.1	1,611.6	1,618.1	1,790.4
Investments accounted for using the equity method	16.6	17.8	17.7	24.7	24.2	23.0	23.0	22.1
Other financial assets	52.5	57.8	59.9	140.8	164.9	212.8	195.9	215.2
Other assets	70.5	52.3	54.9	57.3	75.9	74.9	75.3	79.1
Income tax receivables	1.9	0.0	0.0	0.0	1.0	1.0	1.7	1.0
Assets from employee benefits	30.5	29.8	38.4	21.0	22.2	29.0	22.0	30.1
Deferred tax assets	118.8	123.9	122.8	116.4	117.0	120.0	126.5	117.9
Non-current assets	2,586.7	2,667.8	2,661.6	2,792.6	2,893.4	3,039.8	3,049.6	3,261.5
Inventories	865.4	933.2	904.2	844.6	927.7	956.4	1,009.4	1,002.2
Trade accounts receivable	1,353.6	1,411.6	1,427.7	1,141.1	1,519.5	1,536.4	1,424.8	1,230.3
Other financial assets	58.2	41.5	52.0	39.8	71.5	71.7	38.7	63.8
Other assets	128.7	167.0	172.5	161.8	113.7	120.2	138.0	130.6
Contract assets	91.7	91.4	91.3	84.2	88.8	93.4	83.7	75.0
Income tax receivables	68.9	61.3	43.8	48.7	33.8	36.9	41.5	55.5
Cash and cash equivalents	1,983.7	2,293.2	2,131.6	2,277.0	1,989.3	1,502.0	1,640.6	1,380.2
Current assets	4,550.2	4,999.2	4,823.1	4,597.3	4,744.4	4,316.9	4,376.6	3,937.6
Total assets	7,136.9	7,667.1	7,484.7	7,390.0	7,637.8	7,356.7	7,426.2	7,199.2



## **Balance sheet / liabilities**

		20	20			20	21	
€m	31.03.2020	30.06.2020	30.09.2020	31.12.2020	31.03.2021	30.06.2021	30.09.2021	31.12.2021
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	34.2	34.2	34.2	13.3	13.3	13.3	13.3	13.3
Other components of equity	-233.5	-272.2	-305.7	-317.6	-241.4	-247.2	-250.9	-196.2
Profit caried forward	1,754.5	1,464.3	1,464.3	1,464.3	1,959.8	1,714.8	1,714.8	1,714.8
Profit attributable to the shareholders of Knorr-Bremse AG	134.4	237.1	369.2	495.5	169.1	333.3	479.2	621.3
Equity attributable to the shareholders of Knorr-Bremse AG	1,864.6	1,638.5	1,737.0	1,830.7	2,076.0	1,989.2	2,131.5	2,328.3
Equity attributable to non-controlling interests	121.7	103.0	103.0	91.0	101.1	100.0	90.6	97.2
thereof share of non-controlling interests in net income	7.5	19.9	28.3	36.7	7.2	12.8	16.9	26.1
Equity	1,986.3	1,741.5	1,840.1	1,921.7	2,177.1	2,089.2	2,222.0	2,425.5
Liabilities								
Provisions for pensions	301.3	347.8	362.1	354.9	296.6	330.5	327.6	312.1
Provisions for ther employee benefits	22.2	19.8	20.9	17.4	18.6	17.4	18.7	21.7
Other provisions	262.0	270.7	270.2	269.0	277.7	262.8	253.1	227.8
Financial liabilities	1,663.1	1,657.8	1,642.9	1,158.7	1,203.7	1,216.9	1,211.3	1,296.1
Other liabilities	5.1	3.4	2.5	3.5	5.3	4.2	4.3	3.9
Income tax liabilities	51.6	52.6	59.8	58.2	63.7	67.1	71.4	79.8
Deferred tax liabilities	85.9	94.7	97.0	114.5	135.4	135.4	147.3	134.9
Non-current liabilities	2,391.3	2,446.8	2,455.5	1,976.2	2,001.0	2,034.5	2,033.6	2,076.3
Provisions for other employee benefits	22.4	21.7	19.9	19.2	20.4	20.0	18.9	7.9
Other provisions	193.6	202.4	200.2	194.0	191.9	193.3	195.4	240.7
Trade accounts payable	978.0	946.2	959.0	1,027.7	1,166.4	1,175.1	1,112.5	1,166.1
Financial liabilities	1,170.8	1,859.8	1,592.2	1,818.2	1,646.5	1,395.9	1,411.8	852.4
Other liabilities	91.2	109.3	83.8	90.3	88.0	102.8	86.0	102.0
Contract liabilities	274.1	293.2	283.1	295.9	294.0	284.8	283.5	265.6
Income tax liabilities	29.1	46.2	50.9	46.8	52.5	61.1	62.5	62.7
Current liabilities	2,759.3	3,478.8	3,189.2	3,492.1	3,459.7	3,233.0	3,170.6	2,697.3
Liabilities	5,150.6	5,925.6	5,644.6	5,468.3	5,460.7	5,267.5	5,204.2	4,773.6
Total assets	7,136.9	7,667.1	7,484.7	7,390.0	7,637.8	7,356.7	7,426.2	7,199.2



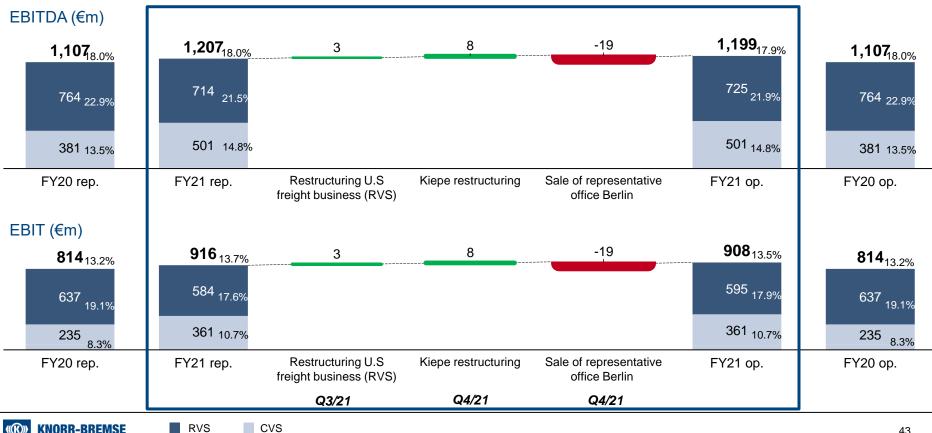
## **Net Financial Debt / (Cash) Balance**

€ thousand	2021	2020	2019
Cash and cash equivalents	(1,380,210)	(2,277,048)	(1,880,738)
Short-term liabilities to banks	90,106	566,459	153,871
Short-term bonds and obligations	4,636	504,808	4,808
Short-term leasing liabilities	59,942	51,574	57,142
Securities (incl. other debt investments)	(117,045)	(68,037)	-
Long-term liabilities to banks	36,528	38,107	42,841
Long-term bonds and obligations	747,182	745,718	1,244,205
Long-term leasing liabilities	450,330	335,647	320,151
Net Financial Debt / (Cash) incl. securities	(108,531)	(102,771)	(57,719)

Note: This is the result of offsetting (netting) cash and cash equivalents (incl. securities) against bank loans, bonds, notes and leasing liabilities

**(III)** KNORR-BREMSE

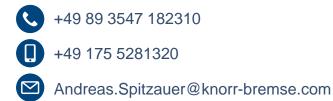
## **Bridge – reported to operating results**



## **Investor relations contact**

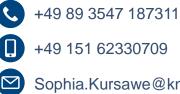








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