



JANUARY-SEPTEMBER 2019 RESULTS

12 November 2019

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01/ AT A GLANCE



(cumulative as at 30/09/2019)

Order intake	Backlog	Revenues	Adjusted EBITDA margin	Adjusted Net Profit
€2,996m	€9,111m	€1,863m	9.2%	€39m



02/ ORDER INTAKE

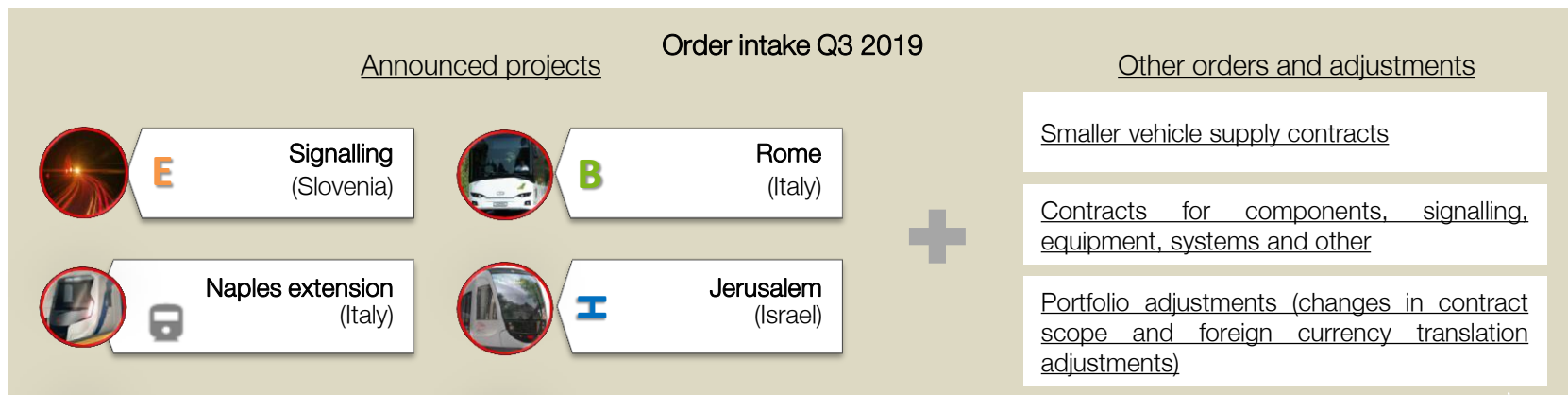


Large order intake spread over the Group various businesses

(in millions of EUR)

	2016 Q1-Q4	2017 Q1-Q4	2018 Q1-Q4	2019 Q1-Q3	2019 Q1-Q3 <i>ex-Solaris</i>
Order intake ¹	2,677	1,514	2,902	2,996	2,496
<i>book-to-bill</i>	2.0	1.0	1.4	1.6	1.7

In addition to order intake in the year's first half (see Appendix), the main contracts signed and included in the backlog in the third quarter of 2019 were:



¹ Includes firm backlog in the year and potential modifications to orders from prior years, calculated as follows: (Backlog at end of reporting period – Backlog at beginning of period + Revenue). Order intake does not include options included in several signed projects and projects in the backlog or the backlog acquired in the business combination carried out in the period (EuroMaint). It does include EuroMaint orders post-acquisition. See Appendix for breakdown of 2019 order intake.

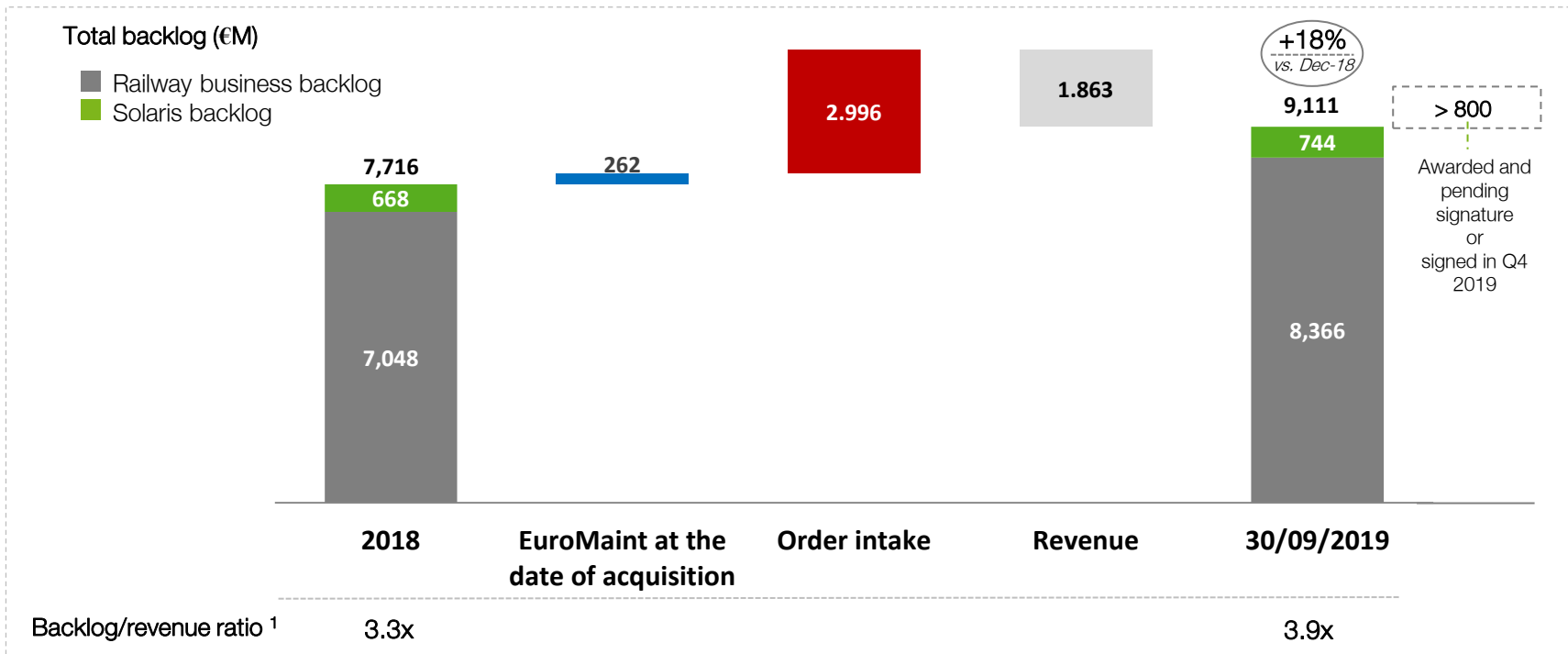
- Tram/LRV
- Metro
- EMU/DMU/Coaches/ Locomotive

- S** Services
- E** Signalling and other equipment
- I** Turnkey project
- B** Bus

03/ BACKLOG



Systems and other large volume projects drove a sharp increase in the backlog



Backlog as of 30 September 2019:

- **Includes**, in the railway business, the backlog of **EuroMaint**, and
- **Does not include** railway and bus projects **awarded and pending signature**, or signed in 4Q, for over **€800 million** (excluding future options).



- **City buses for Bolzano**
- **Signalling for ADIF and Bulgaria**
- **Regional units for SNCF**
- **Catenary-free tram for Birmingham**

¹ Ratio calculated including the backlog for each period and FY 2018 revenue of Ferroviario and Solaris (€458m).

04/ CONSOLIDATED STATEMENT OF PROFIT OR LOSS

JANUARY-SEPTEMBER 2019 RESULTS



Adjust profits grow in line with the Group

(in millions of EUR)

	9M2019	9M2018	% change
Revenue	1,863	1,372	36%
Adjusted EBITDA	171	136	26%
D&A and impairments	(59)	(30)	97%
Adjusted EBIT	111	105	6%
Non-recurring items ¹	(39)	0	-
EBIT	73	105	-
Financial result	(46,6)	(47,5)	(2%)
Profit before tax	26	58	-
Income tax	(26)	(28)	(7%)
Adjusted Net Profit	39	30	30%
Net Profit	0.5	30	
Profit attributable to non-controlling interests	0	(1)	-
Adjusted Profit attributable to the Parent	39	30	29%
Profit attributable to the Parent	1	31	-

Consolidated **revenue** amounted to EUR 1,863 million, up 36% year-on-year.

The increase was driven mainly by the inclusion of nine months of revenue of Solaris (compared to one month in 3Q 2018), the integration of EuroMaint and growth in the components, signalling, equipment, systems and other business.

Solaris accounted for 23% of total revenue for the period.

The main regional **manufacturing projects** related to the Northern franchise in the UK and Dutch operator NS. Metros include units under production for Quito and Brussels. The main tram projects include the tram for Mauritius, LRV light trams for Maryland and Boston in the United States, and the tram for the city of Amsterdam.



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Adjusted EBITDA soared by 26% year-on-year. Adjusted EBIT was 6% higher than in the same period last year, held back by the increase in "D&A and impairments" caused by the application of IFRS 16 and the inclusion for nine full months of depreciation and amortisation charges of Solaris.

Net Financial result was EUR -47 million, down 2% year-on-year.

Adjusted Net Profit through 30 September 2019 totalled EUR 39 million, marking a 30% increase from the year-earlier figure.

¹ "Non-recurring items" included a EUR 39 million charge for a penalty imposed via a ruling by the Brazilian anti-trust authority, CADE, which is not included in the adjusted ratios presented. CAF rejects the assessment carried out by CADE and will file an appeal before the Brazilian courts. This decision has no cash impact, and there is a reasonable possibility of reducing the amount and even cancelling the entire fine once the judicial procedure, which is expected to take several years, is completed.

The 2019 outlook for the Group remains upbeat

- Growth, with the addition of new businesses included in the Group

- Upward trend in profit, underpinned by:

- Increase in activity in European manufacturing plants
- Favourable profile of the backlog
- Contribution of new Businesses added to the Group
- Digitalisation of operating processes in manufacturing and the provision of services

- Ambition to maintain the high backlog level, based on stable volume of open tenders above EUR 7,000 million.





APPENDICES

Breakdown of order intake in 9M2019

Other information of interest

Breakdown of order intake in 9M2019

JANUARY-SEPTEMBER 2019 RESULTS



Announced order intake and in backlog in january-september 2019

Date	Project	Country	Description	Client	Type	Extension options	Vehicles		Business			Value (M€)		
							# unit	Platform	Business	Rest of businesses	Comments			
									Business	Scope				
Q1	RATP	France	Commuters retrofit	Not new	Base contract	No			✓	Services	Retrofit	43 units	121	
Q1	Liege	Belgium	Turnkey project with tram supply	New	Base contract	No	✓	20	Urbos	✓	Services, Signalling and Systems	Comprehensive maintenance, on-board and wayside signalling and systems	27 years	-
Q1	New South Wales	Australia	Turnkey project with regional units supply	Not new	Base contract	No	✓	29	Civity	✓	Systems	Driving simulators and building and equipment of maintenance depot	-	> 500
Q1	De Lijn	Belgium	Tram supply	Not new	Extension	Yes	✓	23	Urbos					44
Q1	ADIF	Spain	Signalling	Not new	Base contract	No				✓	Signalling	Renovation and expert support for maintenance	20 years	16
Q2	Maintenance SAR	Saudi Arabia	Maintenance of push-pull units	New	Base contract	No				✓	Services	Maintenance of push-pull units	3 years	-
Q2	Maintenance RENFE	Spain	Maintenance of different RENFE fleets	New	Base contract	Yes				✓	Services	Maintenance of the fleet of commuter trains in Madrid and regional middle-distance trains	4 years	-
Q2	Docklands	UK	Supply of automatic metro-type units and maintenance services	New	Base contract	No	✓	43	-	✓	Services	Technical assistance services and spare parts supply	35 years	-
Q3	Milan	Italy	Supply of buses	Not new	Base contract	Yes				✓	Buses	Supply of electric urban buses	40 buses	-
Q3	Warsaw	Poland	Supply of buses	Not new	Base contract	No				✓	Buses	Supply of electric urban buses	130 buses	76
Q3	Signalling Slovenia	Slovenia	Signalling	New	Base contract	No				✓	Signalling	Safety system modernization and signalling	-	-
Q3	Naples	Italy	Supply of metro units	Not new	Extension	Yes	✓	7	-					61
Q3	Rome	Italy	Supply of buses	Not new	Base contract	Yes				✓	Buses	Supply of conventional urban buses	50 buses	-
Q3	Jerusalem	Israel	Turnkey project with supply of trams	New	Base contract	No	✓	114	Urbos	✓	Modernization, signalling and systems	Modernization of trams, signalling and systems	-	500
Q3	Venice	Italy	Supply of buses	Not new	Base contract	No				✓	Buses	Supply of electric urban buses	30 buses	> 20
Q3	Bilbao	Spain	Supply of buses	New	Base contract	No				✓	Buses	Supply of electric urban buses	2 buses	-

Other information of interest

CAF acquired Swedish company **EuroMaint** on July 2019, accounting for this company in its consolidated financial statements as of that date.

AS OF

As of July 2019

% SHAREHOLDING

100% of share capital

CONSOLIDATION IN 9M2019 RESULTS

- Statement of profit or loss: inclusion of EuroMaint from the date of acquisition in the Railway segment
- Balance sheet: full integration of EuroMaint's balance sheet

COMPARABILITY

The integration of EuroMaint affects the comparability of CAF's historical information, although the impact is limited

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