



11 November 2020

Your Way
TO FUTURE MOBILITY

JANUARY-SEPTEMBER 2020 RESULTS



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Order intake
€835M

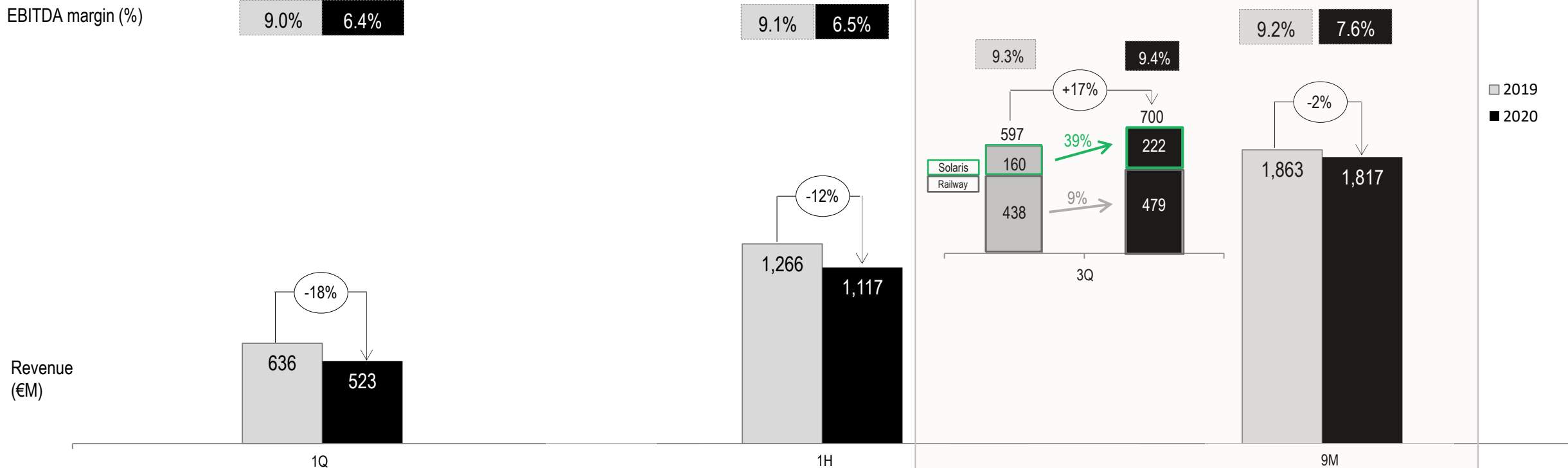
Backlog
€8,464M

Revenue
€1,817M

EBITDA margin
7.6%



Strong rebound in activity by CAF Group in 3Q, led by Solaris



- Shutdown of manufacturing activity due to COVID-19. Total stoppage: 3-4 weeks.
- Slight slowdown in the delivery of buses in areas particularly hit by COVID-19.
- Reduction in rail traffic by operators with an impact on maintenance services and guarantees required.

- Recovery of the days lost in 1Q and 2Q at manufacturing plants in Spain.

- Gradual rebound in rail traffic in current maintenance contracts.

- High level of bus deliveries.

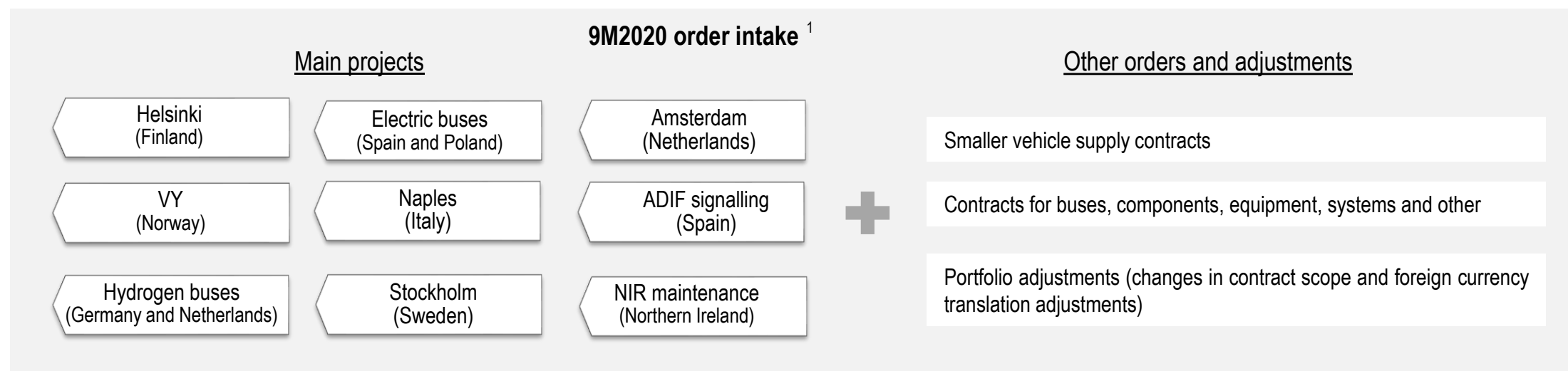
- Restriction on in-person activities in all Group businesses (e.g. installation of signalling, manufacturing activities, supply of components, field testing).

Healthy order intake in the bus business. Sustained volume in the rail pipeline, although tendering has tapered off.

(in millions of EUR)

	2017	2018	2019	1Q-3Q 2020		
	1Q-4Q	1Q-4Q	1Q-4Q	1Q-3Q	Railway	Solaris
Order intake	1,514	2,902	4,066	835	353	482
<i>book-to-bill</i>	<i>1.0</i>	<i>1.4</i>	<i>1.6</i>	<i>0.5</i>	<i>0.3</i>	<i>1.1</i>

The main contracts signed and included in the backlog in the first nine months of 2020 were:



¹ Includes firm backlog in the period 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.

Breakdown of order intake of 9M2020 in **Appendix A**.

The final rail backlog illustrates the decline in tendering during the period



- The backlog figure does not include the award of the contract to supply 37 metric gauge rail units for Renfe on 29 June 2020.

¹ In 2019 and 9M2020, calculated using the Group's 2019 total sales and full-year 2019 sales for EuroMaint (€148M).

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9M2020 RESULTS



(in millions of EUR)

Statement of profit or loss	9M 2020	9M 2019	change %
Revenue	1,817	1,863	(2%)
Other income (*)	14	29	(52%)
Procurements and changes in inventories	(924)	(987)	(6%)
Staff costs	(506)	(465)	9%
Other operating expenses	(263)	(269)	(2%)
Adjusted EBITDA¹	138	171	(19%)
% margin	7.6%	9.2%	-
D&A	(64)	(59)	(8%)
Impairment and gains or losses on disposals	(3)	(0)	(100%)
Adjusted EBIT¹	71	112	(37%)
% margin	3.9%	6.0%	-
Non-recurring items	(0)	(39)	-
EBIT	71	73	(3%)
% margin	3.9%	3.9%	-
Finance income	5	9	(44%)
Finance costs	(35)	(52)	33%
Exchange differences	(34)	(2)	(1,600%)
Other financial gains and losses (**)	(0)	(0)	-
Financial result	(64)	(45)	(42%)
Share of profit or loss of companies accounted for using the equity method	(1)	(2)	(50%)
Profit/(loss) before tax	5	26	(81%)
Income tax	(25)	(26)	4%
Adjusted net profit/(loss)¹	(20)	39	(151%)
% margin	(1.1%)	2.1%	-
Net profit/(loss)	(20)	(0)	(100%)
% margin	(1.1%)	(0.0%)	-
Non-controlling interests	1	(0)	(100%)
Adjusted profit/(loss) attributable to the Parent Company¹	(21)	39	(154%)
Profit/(loss) attributable to the Parent Company	(21)	(0)	(100%)

(*) Includes items under other operating income and self-constructed assets

(**) Includes items under changes in fair value of financial instruments and impairment and gains or losses on disposal of financial instruments

The shutdown of manufacturing activity at the main production facilities in the first half of the year because of the pandemic, offset partly by higher bus sales, and the addition of EuroMaint to the Group were the main factors behind the 2% year-on-year fall in **revenue**. Revenue ex-Solaris amounted to EUR 1,367.5 million, down 5% year-on-year.

Civity regional units for West Midlands in the UK, Civity units for NS in the Netherlands, Civity regional units for Keolis in the UK, and the regional units for New South Wales are the main projects under way in 2020.

¹ In 2019, the adjusted EBITDA margin excluded a non-recurring item related to the fine levied by CADE. In 2020, no non-recurring items were recognised.

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9M2020 RESULTS



(continued)

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The contribution of all businesses led to a decline in **adjusted EBITDA** of 19% compared to the same period in 2019. This fall is mainly attributable to the reduction in activity in the period due to the impact of COVID-19.

Adjusted EBIT was down 37% year-on-year. The increase in depreciation and amortisation was caused by the inclusion of EuroMaint in the consolidation scope (€7M) in July 2019.

The net **financial result** was an expense of €64 million, which includes a **negative impact of exchange differences** of €34 million.

Profit before tax through 30 September 2020 amounted to €5 million. The impacts of the decrease in activity and exchange losses explained previously were the two main factors explaining the changes between periods.

Lastly, **net loss** through 30 September 2020 was €20 million.

¹ In 2019, the adjusted EBITDA margin excluded a non-recurring item related to the fine levied by CADE. In 2020, no non-recurring items were recognised.

05/ APPENDICES

A/ Breakdown of order intake

B/ Key innovative activity

A/ BREAKDOWN OF ORDER INTAKE IN 9M2020



Contracts announced and included in the backlog in 9M2020

Date	Project	Country	Description	Customer	Type	Additional options	Business			Amount				
							Rolling stock		Business		Other businesses			
							No. units	Platform			Scope	Characteristics		
1Q	Helsinki	Finland	Supply of metros	Not new	Extension	No	✓	5	-					
1Q	VY	Norway	Maintenance of regional units	New	Base contract	No				✓	Services	Maintenance of regional units	9 years	> 100
1Q	Barcelona	Spain	Supply of buses	Not new	Base contract	No				✓	Bus	Supply of electric urban buses	14	
1Q	Wuppertal and Cologne	Germany	Supply of buses	Not new	Base contract	No				✓	Bus	Supply of urban hydrogen buses	25	
1Q	Connection	The Netherlands	Supply of buses	Not new	Base contract	No				✓	Bus	Supply of urban hydrogen buses	20	~25
2Q	Naples	Italy	Supply of metros	Not new	Extension	Yes	✓	4	-	✓	Services	Maintenance of metro units	3 years	
2Q	Stockholm	Sweden	Supply trams	Not new	Extension	Yes	✓	10	Urbos					~100
2Q	Amsterdam	Netherlands	Supply trams	Not new	Extension	Yes	✓	9	Urbos					
2Q	ADIF (León-Guardo)	Spain	Signalling	Not new	Base contract	No				✓	Signalling	Fit out of safety and communications facilities	-	
2Q	ADIF (Arahal-Fuente de Piedra)	Spain	Signalling	Not new	Base contract	No				✓	Signalling	Fit out of safety and communications facilities	-	~30
2Q	NIR maintenance	Northern Ireland	Maintenance of diesel units	Not new	Base contract	No				✓	Services	Integrated maintenance	15 years	> 60
3Q	Offenbach	Germany	Supply of buses	Not new	Base contract	No				✓	Bus	Supply of electric urban buses	29	
3Q	Malbork	Poland	Supply of buses	New	Base contract	No				✓	Bus	Supply of electric urban buses	6	> 30
3Q	Ploiesti	Romania	Supply of buses	New	Base contract	No				✓	Bus	Supply of trolleybuses	20	



Urbino 15 LE electric Online premiere

On 20 October 2020, Solaris premiered its new electric bus model.

- ✓ Solaris' first electric bus dedicated to both urban and intercity transport. Length of 15 metres.
- ✓ Effective and sustainable alternative to the diesel buses currently used in intercity transport.

EUROPE SELECTS THE CONSORTIUM LED BY CAF FOR THE DEVELOPMENT OF A HYDROGEN TRAIN PROTOTYPE

FCH JU - The Fuel Cells and Hydrogen Joint Undertaking of the European Commission

– has made a decision regarding the FCH2RAIL proposal for the development of a hydrogen-powered railway prototype. This project will be implemented by the consortium made up of **CAF** (the project leader with more than a 50% stake), **DLR** (German Aerospace Centre), **RENFE**, **TOYOTA MOTOR EUROPE**, **ADIF**, **IP** (Infraestructuras de Portugal), **CNH2** (Centro Nacional de Hidrógeno) and **FAIVELEY** Stemmann Technik.

The project, which has significant funding from European funds under the H2020 scheme, will consist of the design and construction of a state-of-the-art prototype, together with the required validation and certification tests. The underlying goal is to achieve a **zero emissions product** with competitive operating performance relative to current diesel engine powered trains.

It should be pointed out that this project is part of the CAF Group's ambitious strategy plan to establish itself as **one of the leading European transport companies using power stored in batteries and hydrogen**. This applies both to the **bus** sector, where the Group's subsidiary Solaris has already developed and marketed a state-of-the-art vehicle that runs on this fuel, which has positioned the company as the European leader, and to the **railway** sector, where the company has been working for some time and where the development of this significant project in Europe will contribute considerably towards helping the Group achieve its goals in this area.



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