



FIRST QUARTER 2019 RESULTS

7 May, 2019

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FIRST QUARTER 2019 RESULTS



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01/ AT A GLANCE

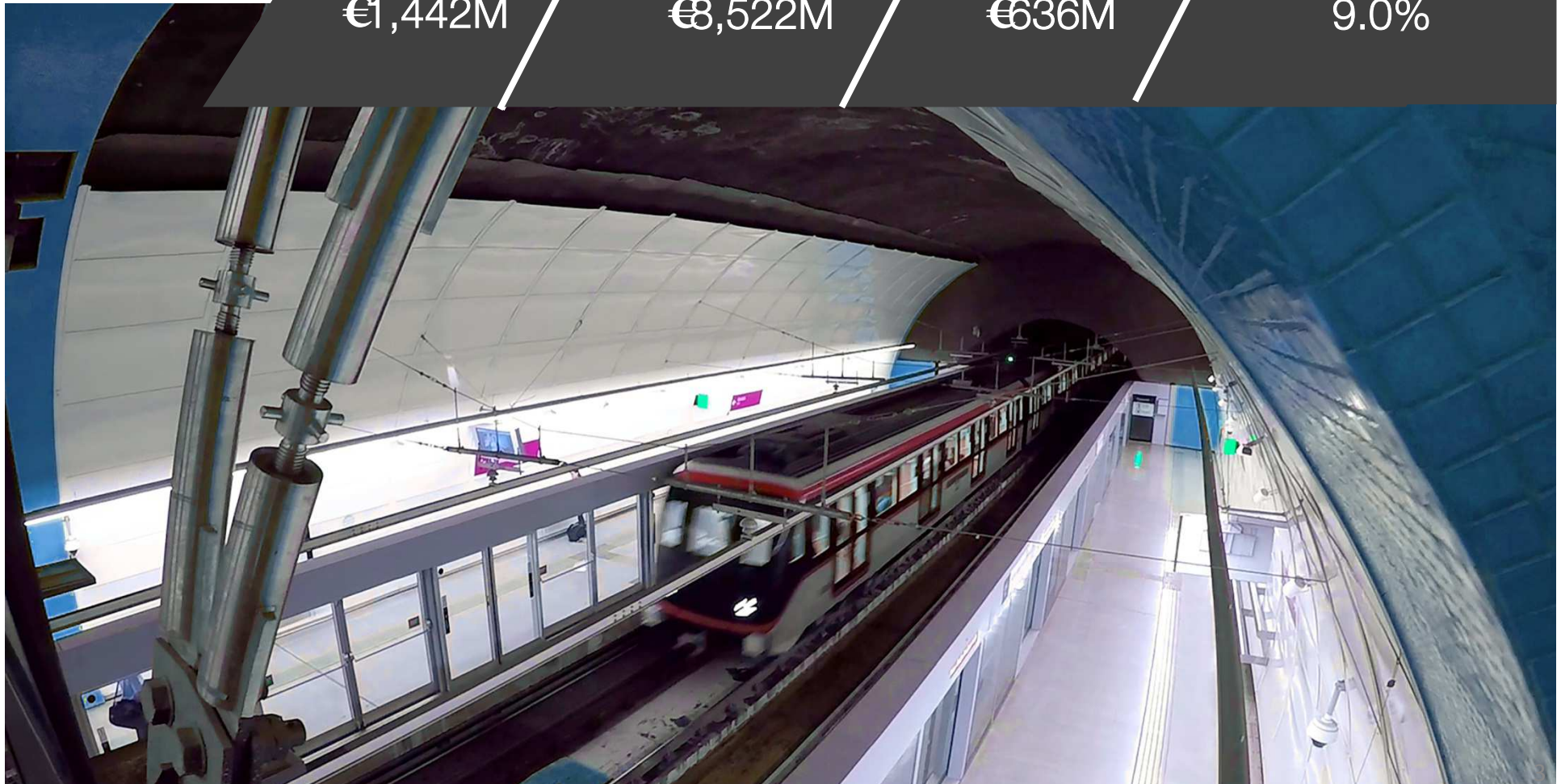


Order intake
€1,442M

Backlog
€8,522M

Revenue
€636M

EBITDA margin
9.0%



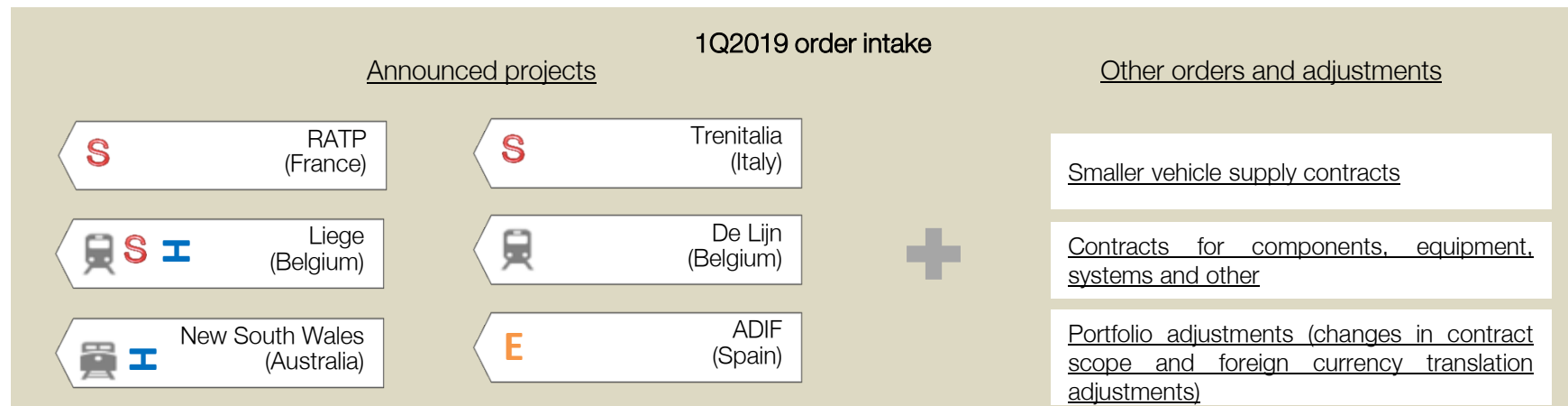


02/ ORDER INTAKE

Large volume and multi-business orders in the quarter

(in millions of Euros)

	2016 1Q-4Q	2017 1Q-4Q	2018 1Q-4Q	2019 1Q	2019 1Q <i>ex-Solaris</i>
Order intake ¹	2,677	1,514	2,902	1,442	1,313



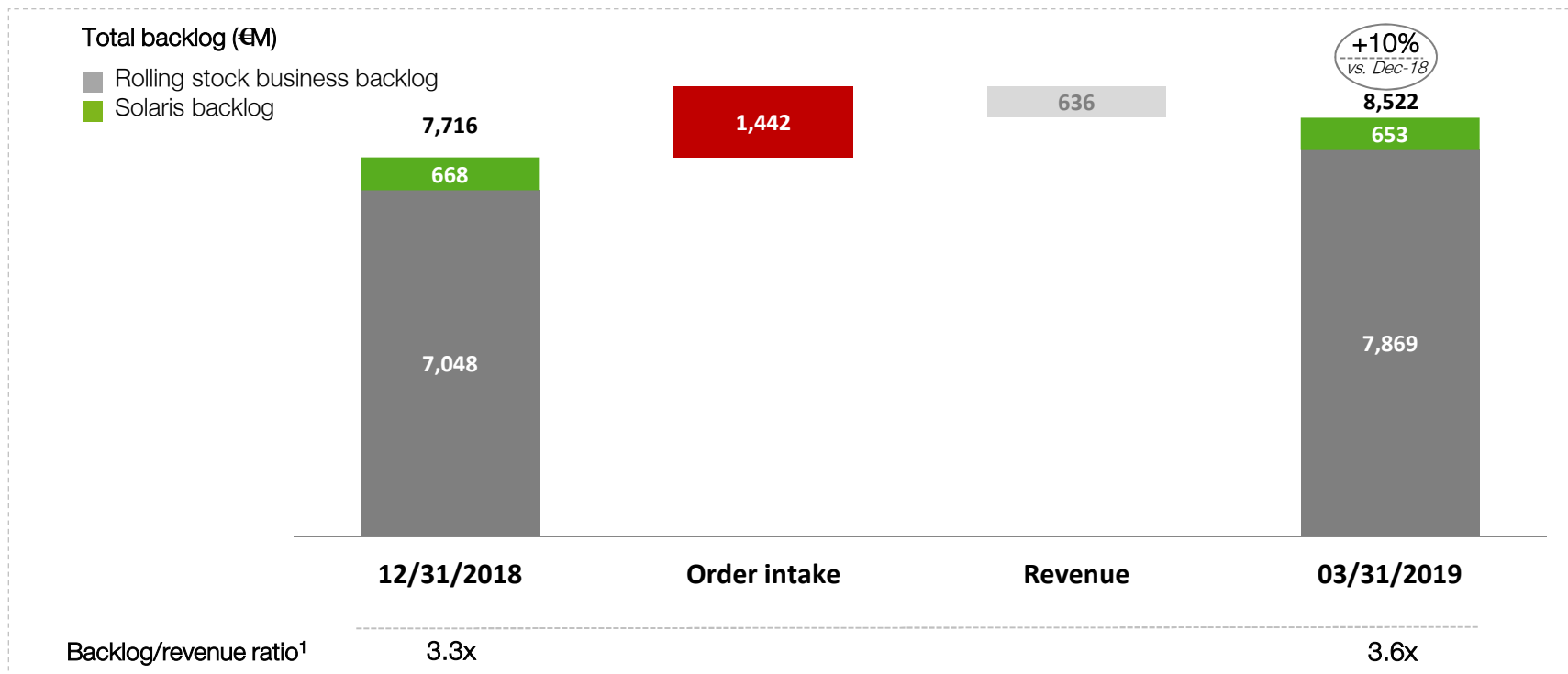
¹ Includes firm backlog in the year and potential modifications to orders from prior years, calculated as follows: (Backlog at end of reporting period – Backlog at beginning of period + Revenue). Order intake does not include options included in several signed projects and projects in the backlog. Breakdown of order intake for the year in Appendix A.

- Tram/ LRV
- Metro
- EMU/DMU/Coaches/Lo comotive
- S** Services
- E** Signalling and other equipment
- I** Turnkey project
- B** Bus



03/ BACKLOG

Strong order intake raised the backlog to an all-time high



- The backlog at 31 March 2019 **does not include** railway projects worth approximately EUR 160 million awarded and pending signature (maintenance of RENFE commuter train fleet and of units for SAR in Arabia).

¹ Considering by FY 2018 revenue of Solaris (EUR 458 million) and of the rest of the CAF Group. Projects in the bus business have a far shorter maturity period than railway projects, so the backlog/revenue ratio is lower (by around 1-2x), resulting in a lower Backlog/Revenue ratio for the CAF Group.

04/ CONSOLIDATED STATEMENT OF PROFIT OR LOSS

FIRST QUARTER 2019 RESULTS



Strong growth in revenue and net profit

(in thousands of Euros)

	1Q2019	1Q2018	% change
Revenue	636,444	439,218	45%
EBITDA	57,365	44,379	29%
D&A and impairments	(19,332)	(10,032)	93%
EBIT	38,033	34,347	11%
Financial result	(16,412)	(14,779)	11%
Profit before tax	21,621	19,569	10%
Income tax	(7,456)	(7,739)	(4%)
Net Profit	14,164	11,830	20%
Profit attributable to non-controlling interests	(297)	(277)	7%
Profit attributable to the Parent	14,462	12,106	19%

Revenue ex-Solaris has amounted to EUR 492,488 thousand, up 12% year-on-year.

Regional units for the Northern Arriva franchise in the UK, Civity units for NS in the Netherlands, LRV light trams for Maryland in the United States, and metro units for Quito in Ecuador has made up the **main manufacturing projects** being carried out in the first quarter of 2019.

EBITDA through 31 March 2019 has totalled EUR 57,365 thousand, up 29% year-on-year.

The **depreciation and amortisation** expense has increased to EUR 19,332 thousand as a result of applying IFRS 16 for the first time and due to the hefty investments undertaken in 2017 and 2018.

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Financial result has amounted a total loss of EUR 16,412 thousand, up 11% from 1Q2018, due mainly to the higher level of corporate debt added with the Solaris acquisition.

Profit before tax through 31 March 2019 has totalled EUR 21,621 thousand, 10% higher than the year-earlier figure.

Net profit through 31 March 2019 has risen by 20% year-on-year to EUR 14,164 thousand.

The CAF Group has adopted **IFRS 16 Leases** from 1 January 2019. The impact has resulted in an increase in depreciation and amortisation of EUR 2,577 thousand and in finance costs of EUR 542 thousand.

05/ OUTLOOK



The outlook for the Group remains upbeat

- Growth with the addition of new businesses to 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.





APPENDIX

| Breakdown of order intake in 1Q2019



BREAKDOWN OF ORDER INTAKE IN 1Q2019

Announced order intake and in backlog in 1Q2019

Date	Project	Country	Description	Client	Type	Extension options	Vehicles		Business			Value (M€)		
							# unit	Platform	Business	Rest of businesses Scope	Comments			
1Q	RATP	France	Commuters retrofit	Not new	Basis contract	No			✓	Services	Retrofit	43 units	121	
1Q	Liege	Belgium	Turnkey project with tram supply	New	Basis contract	No	✓	20	Urbos	✓	Services, Signalling and Systems	Comprehensive maintenance, on-board and wayside signalling and systems	27 years	-
1Q	New South Wales	Australia	Turnkey project with regional units supply	Not new	Basis contract	No	✓	29	Civity	✓	Systems	Driving simulators and building and equipment of maintenance depot	-	> 500
1Q	Trenitalia	Italy	HS units maintenance	Not new	Basis contract	Yes				✓	Services	Comprehensive maintenance	6 years	120
1Q	De Lijn	Belgium	Tram supply	Not new	Extension	Yes	✓	23	Urbos					44
1Q	ADIF	Spain	Signalling	Not new	Basis contract	No				✓	Signalling	Renovation and expert support for maintenance	20 years	16

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