



# Results Presentation First Quarter 2025

26 May 2025

*Talgo*

# Disclaimer



This presentation has been prepared and issued by Talgo, S.A. (the "Company") for the purpose of maintaining best practices in transparency. This presentation, nor any of the information contained herein, constitutes an invitation to buy, sell, or exchange shares of the Company or its subsidiaries, or any advice or recommendation regarding such securities.

The content of this presentation is purely for information purposes and the statements it contains reflect certain forward-looking statements, expectations and forecasts about the Company and/or its subsidiaries, operations, capital expenses or strategy of the Company and/or its subsidiaries, or economic data at the time of its elaboration. These expectations and forecasts are not in themselves guarantees of future performance, operations, capital expenses, strategy or economic data as they are subject to risks (including those identified in the documents filed by the Company in the Spanish National Securities Market Commission), uncertainties and other important factors (including economic or industrial, liquidity and financing, capital markets trends, technological changes, regulatory, governmental, environmental, legal and tax, and commercial) beyond the control of the Company and/or its subsidiaries that could result in facts materially differing from those contained in these statements. Save as required by applicable law, the Company shall not update or revise any forward-looking statements, expectations and forecasts contained in this presentation.

This document contains information that has not been audited or reviewed by any independent third party. It has been prepared by the company and reviewed by the Company directors with the aim of maintaining best practices in market transparency. Therefore, this information is subject to and should be read in conjunction with all other publicly available information..

In addition to the financial information prepared under IFRS, this presentation includes certain alternative performance measures ("APMs") for the purposes of Commission Delegated Regulation (EU) 2019/979, of March 14, 2019 and as defined in the Guidelines on Alternative Performance Measures issued by the European Securities and Markets Authority on 5 October 2015 (ESMA/2015/1415en). The APMs are performance measures that have been calculated using the financial information from Talgo, S.A. and the companies within its group, but that are not defined or detailed in the applicable financial information framework. These APMs are being used to allow for a better understanding of the financial performance of Talgo, S.A. with measures commonly used in the international financial markets but should be considered only as additional information and in no case as a substitute of the financial information prepared under IFRS. The way Talgo, S.A. defines and calculates these APMs may differ from the way these are calculated by other companies that use similar measures, and therefore they may not be comparable. The APMs used in the Presentation reconcile the figures with the International Financial Reporting Standards (IFRS). For more information in this regard, please refer to the APMs section in Talgo 2023 Consolidated Annual Accounts, or in the web site [www.talgo.com/inversores/en/](http://www.talgo.com/inversores/en/).

This disclaimer should be taken into consideration by all the individuals or entities to whom this document is targeted and by those who consider that they have to make decisions or issue opinions related to securities issued by the Company.

No warranty is made by the Company, its subsidiaries, their directors, representatives, associates, managers, partners, employees or advisors as to the impartiality, accuracy, completeness or correctness of the information or the opinions or statements expressed herein. None of that persons accept any responsibility for this information, the accuracy of the estimations contained herein or unauthorized use of the same.

# Executive Summary – Key Highlights



## Business Performance

- **Health & Safety:** Almost 50% decrease in both accident frequency and severity rates compared to the same period of 2024.
- Company currently **under negotiations with Deutsche Bahn** (largest manufacturing project in the backlog) mainly comprising scope and schedules. **First units expected for H2-2025.**
- No new significant contracts registered during Q1-2025. However, company expect **significant order intake during the year.**
- Ongoing public and private investments in railroad passenger transportation system enhance the **commercial momentum with a pipeline of €11.6 bn.**

### Q1-2025

Accident freq. <sup>1</sup>	6.1
Severity <sup>2</sup>	0.11
Backlog	€4,096 m
Pipeline	€11,594 m



## Financial Results

- **Revenues remain high** driven by main manufacturing projects although registering slightly decrease in the period.
- **Maintenance services** registered less profitability in the period mainly due to service operations in Spain (Renfe VHS trains) dragging business margins.
- In February 2025, Talgo registered its second **Commercial Paper Programme** traded in the Spanish Fixed Income market (MARF) for a maximum amount of €150 m.

### Q1-2025

Revenues	€154.3 m
EBITDA	€13.6 m
EBITDA Mg.	8.8%



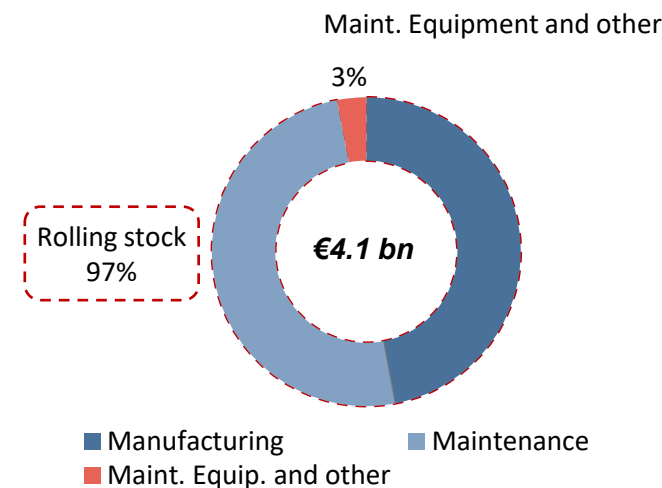
## Outlook update

**Talgo has decided to temporarily withdraw the guidance (“on hold”) established for the year 2025 due to unforeseen circumstances related to the main projects and the capital structure and which therefore make it difficult to establish forecasts appropriately.**

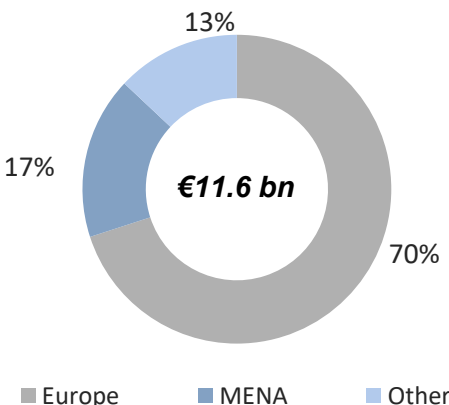
1) Accident frequency rate: Includes Talgo Group FTEs. Industrial accidents per million man-hours worked. FTEs (Full Time Equivalent Employees).  
2) Severity rate: Includes Talgo Group FTEs. Number of working days lost per 1,000 hours worked.

- **Order backlog amounts above €4.0 bn as of March 2025**, comprising opportunities providing **high revenues visibility** in the medium and long term.
- Talgo, in line with its vocation as a leading company in railway innovation, continues to carry out pioneering developments worldwide in the very high-speed and intercity segments, outstanding in terms of efficiency and service:
  - **Talgo Avril**: Technology initially developed and marketed in Spain through the project to manufacture 30 VHS trains for Renfe, for which 27 trains have already been delivered and are currently in commercial operation, having achieved high levels of reliability and availability during Q1-2025.
  - **Talgo 230**: Technology developed ad-hoc for DB rail operator (Germany) in first instance and later for DSB (Denmark).
    - **Currently under negotiation** to adapt to client needs and the industrial pace.
    - **First units expected to be delivered in H2-2025.**
- Maintenance activities not only represent c. 50% of the company order backlog through long-term projects in eight countries, but also **drive stability and provide a reliable cash flow, while expanding the installed base with new deliveries.**
- In addition to the current portfolio, Talgo continues to take advantage of a very favourable market momentum with opportunities worth €11.6 bn (bids already delivered worth €5.8 bn) which are expected to lead the company to continue to break portfolio records and consolidate in international markets its **technology as a reference to address the global transport decarbonisation process.**

**Order backlog Q1-2025 (€m)**

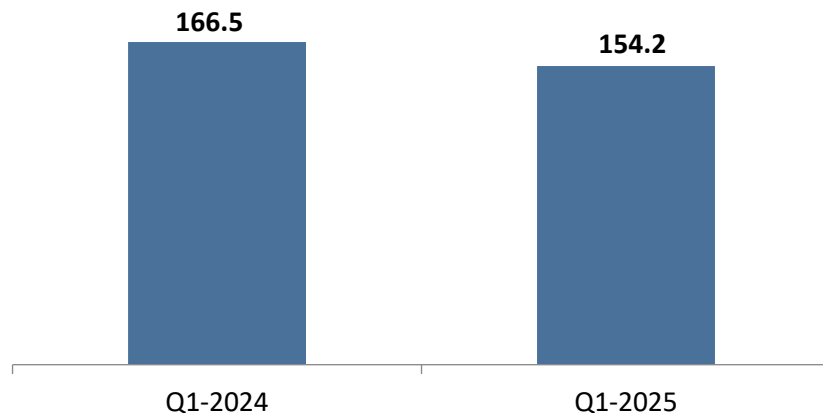


**Pipeline 2025-2026 (€m)**

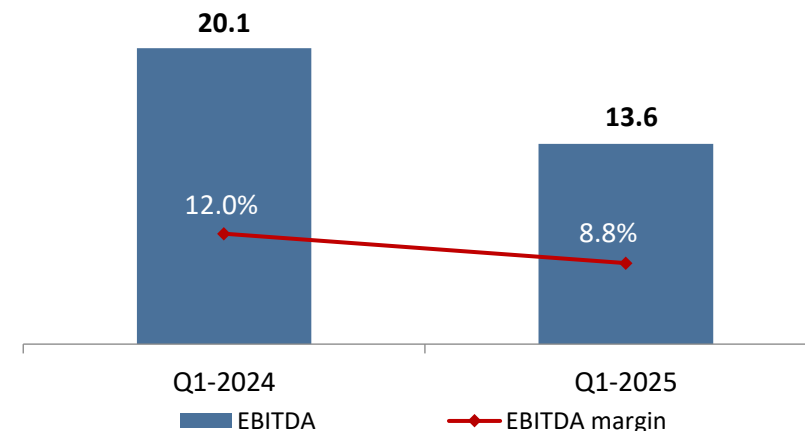


# Key financial figures

*Revenues (€m)*



*EBITDA (€m) and margin (%)*



- Revenues reflect the current phase of the projects, implying **high level of industrial activity** despite minor variations recorded on a quarterly basis. As a result, **revenues amounted to €154 m in Q1-2025**.
- However, revenues were slightly below the same period of 2024 and EBITDA was also lower in the period (€13.6 m in Q1-2025, resulting in an 8.8% margin), as a result of:
  - Less progress than planned in manufacturing thus arising higher allocation costs (indirect industrial costs) registered directly in P&L. **Recovery plan in progress.**
  - Decrease in the number of kilometers and higher costs in the in VHS trains in Spain, also dragging profitability in the period.
- Net income for Q1-2025 was €(7.1) m for the reasons expressed in the previous point and due to higher D&A as result of investments made in previous years and higher financial expenses.



## Current Outlook

### Profitability



✓ EBITDA: c. 11%

### Capital structure



✓ Working Capital: **Partial recovery driven by new project downpayments<sup>1</sup>**

✓ Net Financial Debt: c. 4.0x EBITDA

✓ Capex: c. €25 m<sup>2</sup> (+€30 m R&D)

### Business performance



✓ Revenues: > €600 m

✓ Book-to-Bill ratio: >1.0x

## Outlook update FY-2025 – Guidance “on hold”

### Reason for the change:

- Need to reassess estimates with updated information of the main projects once current negotiation processes are completed.

### Impact on business:

- Potential temporary adjustments in the main financial metrics of the business.
- Focus on stability and adaptation to new conditions.

### Action Plan:

- New assessment planned with a necessary visibility and certainty scenario.
- Consolidation of project portfolio, capital and shareholding structure.



1) Measured as % over revenues.  
2) Recurrent Capex (R&D investments includes mainly new platforms development).



# Thank you

More information:

Paseo del tren Talgo, 2  
28290 Las Matas - Madrid  
T (+34) 91 631 38 00  
[investors@talgo.com](mailto:investors@talgo.com)

[talgo.com](http://talgo.com)