



ALSTOM'S EQUITY STORY

July 2025

ALSTOM
• mobility by nature •

Disclaimer

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Summary

1. Executive summary p.4
2. The most comprehensive offering in the rail industry p.10
3. An innovation leader p.27
4. CSR at the heart of Alstom's DNA p.33
5. FY 2024/25 Group performance p.44
6. Trajectory p.61
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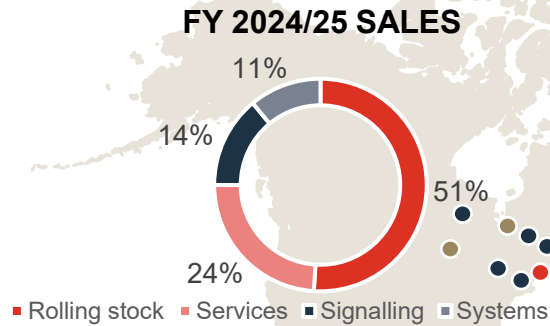
01

Executive summary

Alstom's investment case

A WORLDWIDE LEADER WITH STRONG MARKET SHARES

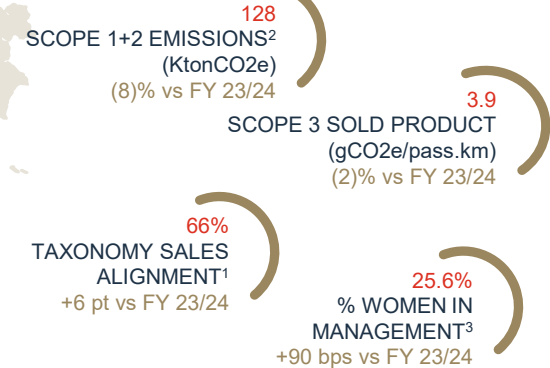
Rolling stock: **#1**
 Services: **#1**
 Signalling: **#3**
 Turnkey: **#1**



Mid- to long-term ambitions

- Book to bill **above 1**
 - Sales average growth **~5% / year**
 - aEBIT margin within **8-10% range**
 - FCF conversion trending to **100%* over the cycle**
- * Of adjusted net profit

A RECOGNIZED CSR CHAMPION



LEADING THE INNOVATION RACE

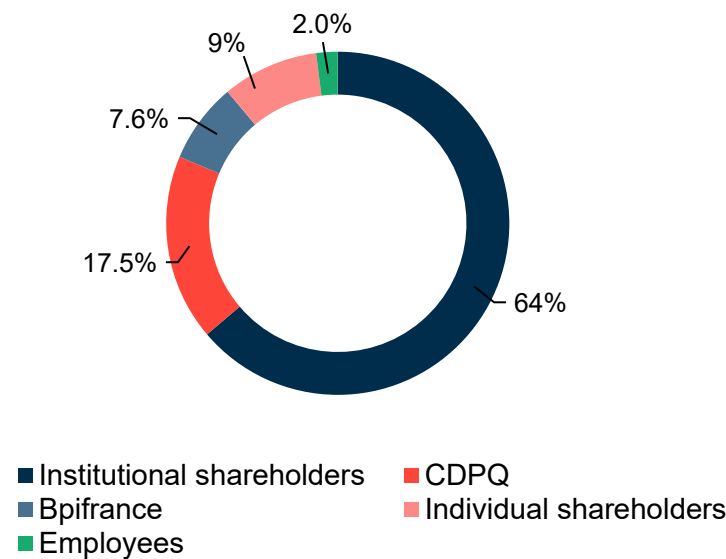
STANDARD MANUFACTURING LINES
 SMART MOBILITY
 STATIC CHARGING SYSTEM
 DIGITAL Signalling
 AUTOMATED DRIVING



1. Figures audited
2. Environmental figures are reported on a calendar year basis: FY 2023/24 corresponds to 2023 calendar year. Based on last 12 Rolling Months.
3. Women in management and professional positions

A stable shareholding structure

Shareholding structure¹ (in %)

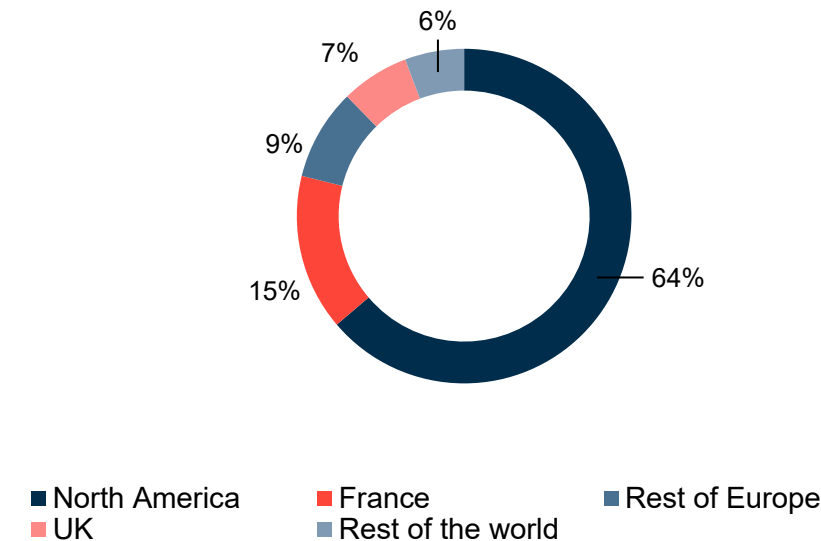


Stock market indexes



SBF 120
EUROSTOXX 600

By geographic zone¹ (in %)



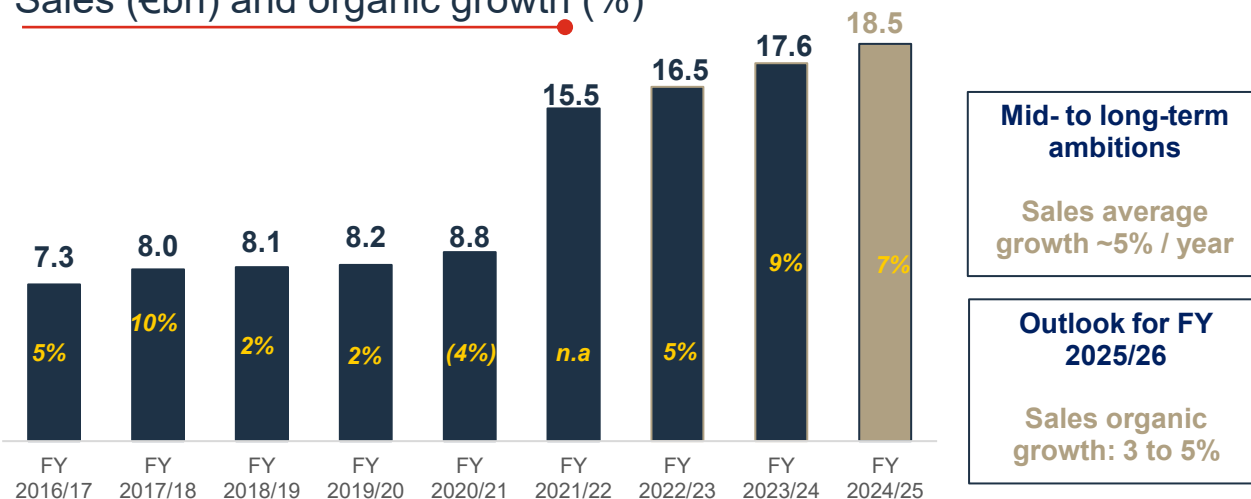
A large international floating base for investors

1. According to a shareholder study carried out IHS Markit as of 31 March 2025

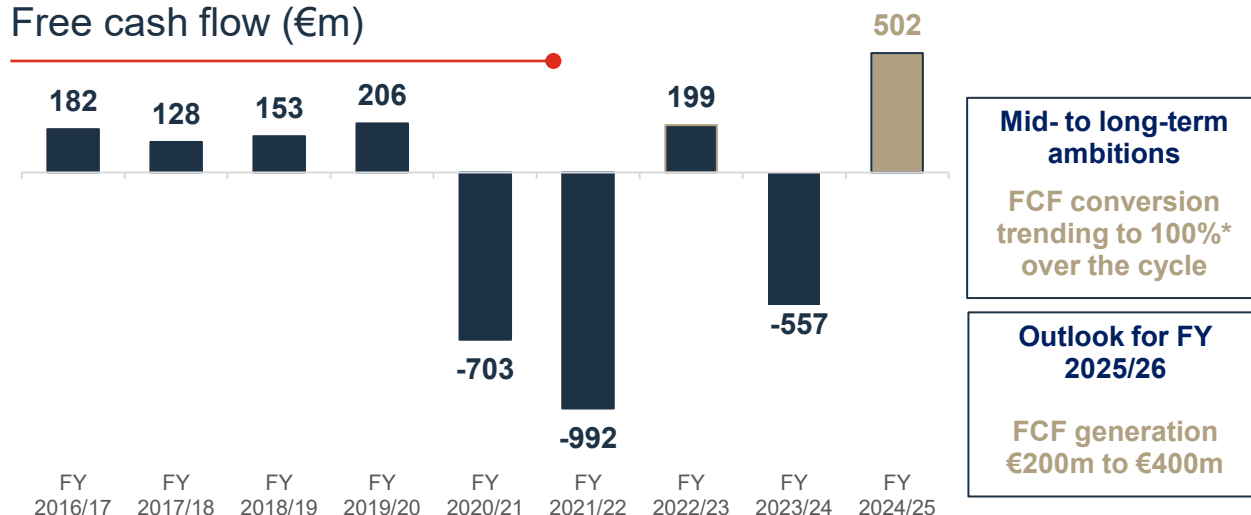
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Financial performance trajectory

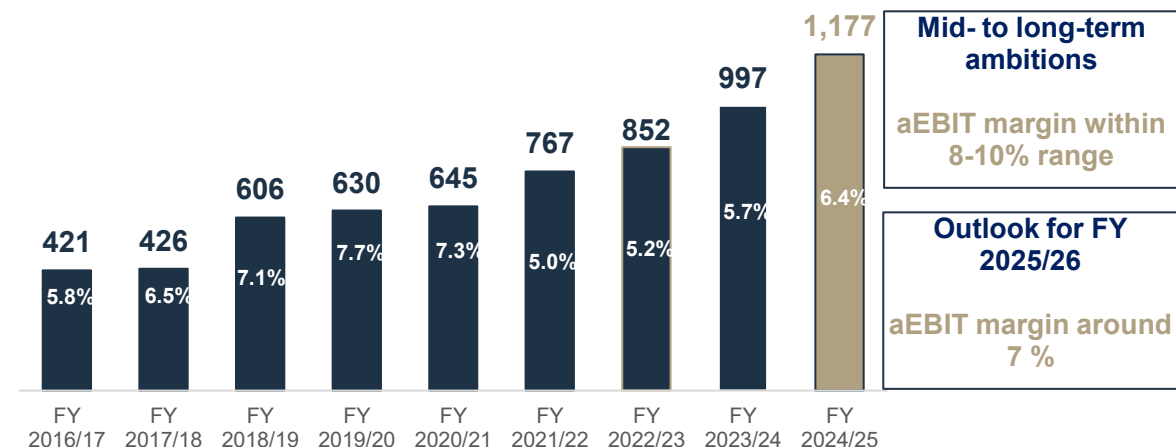
Sales (€bn) and organic growth (%)



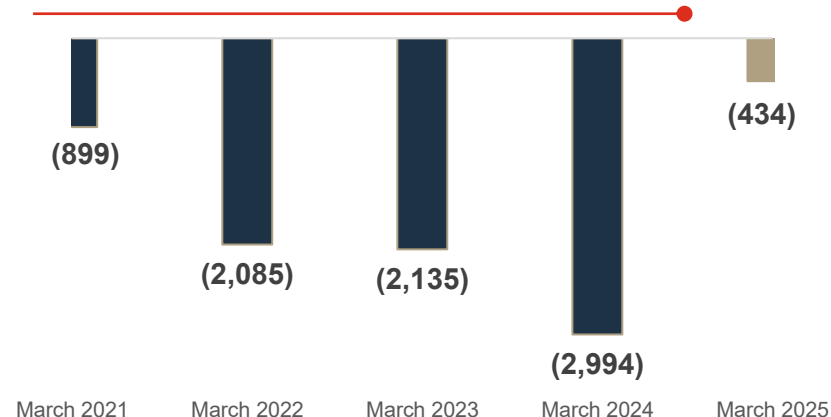
Free cash flow (€m)



Adjusted EBIT¹ (€m) and margin (%)



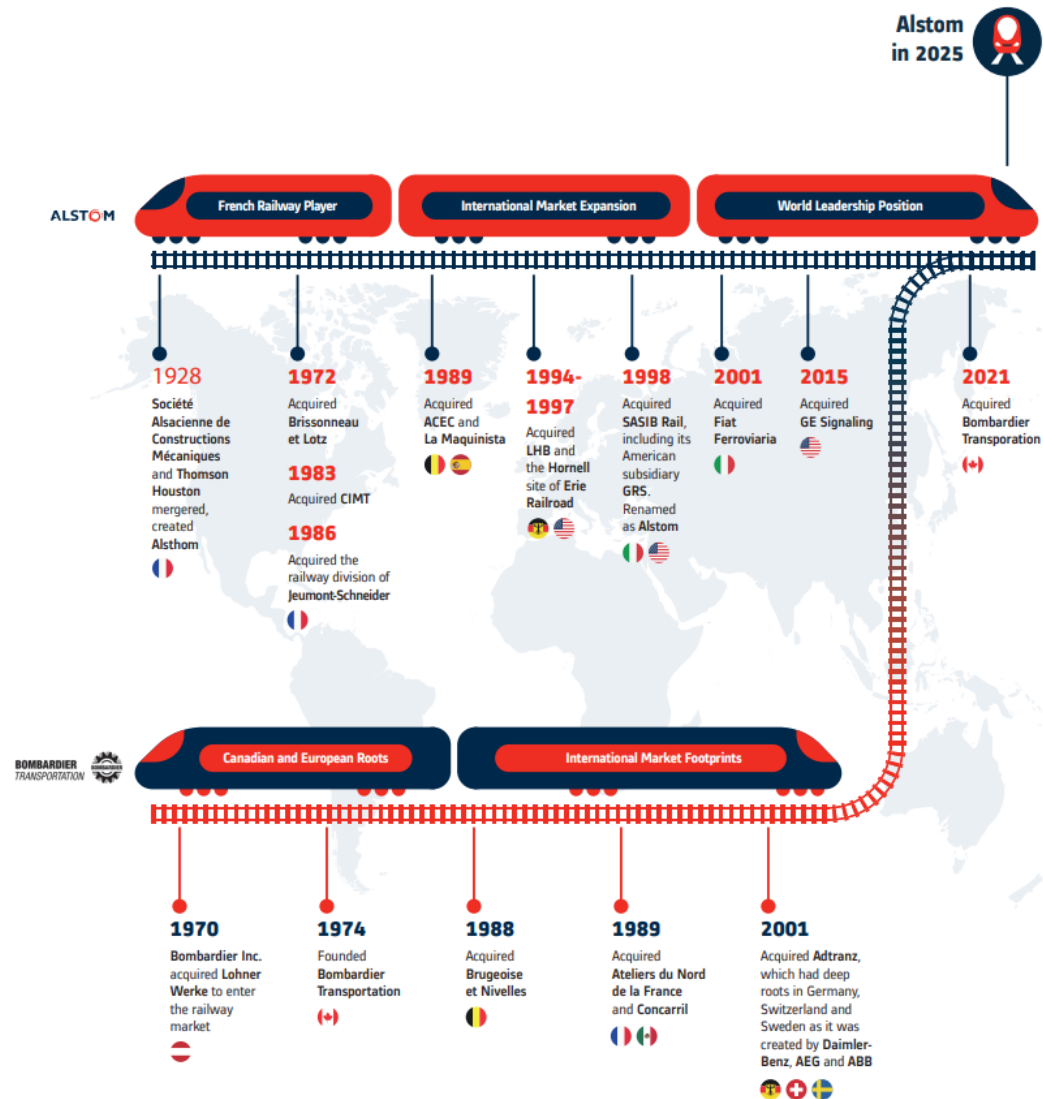
Financial net debt (€m)



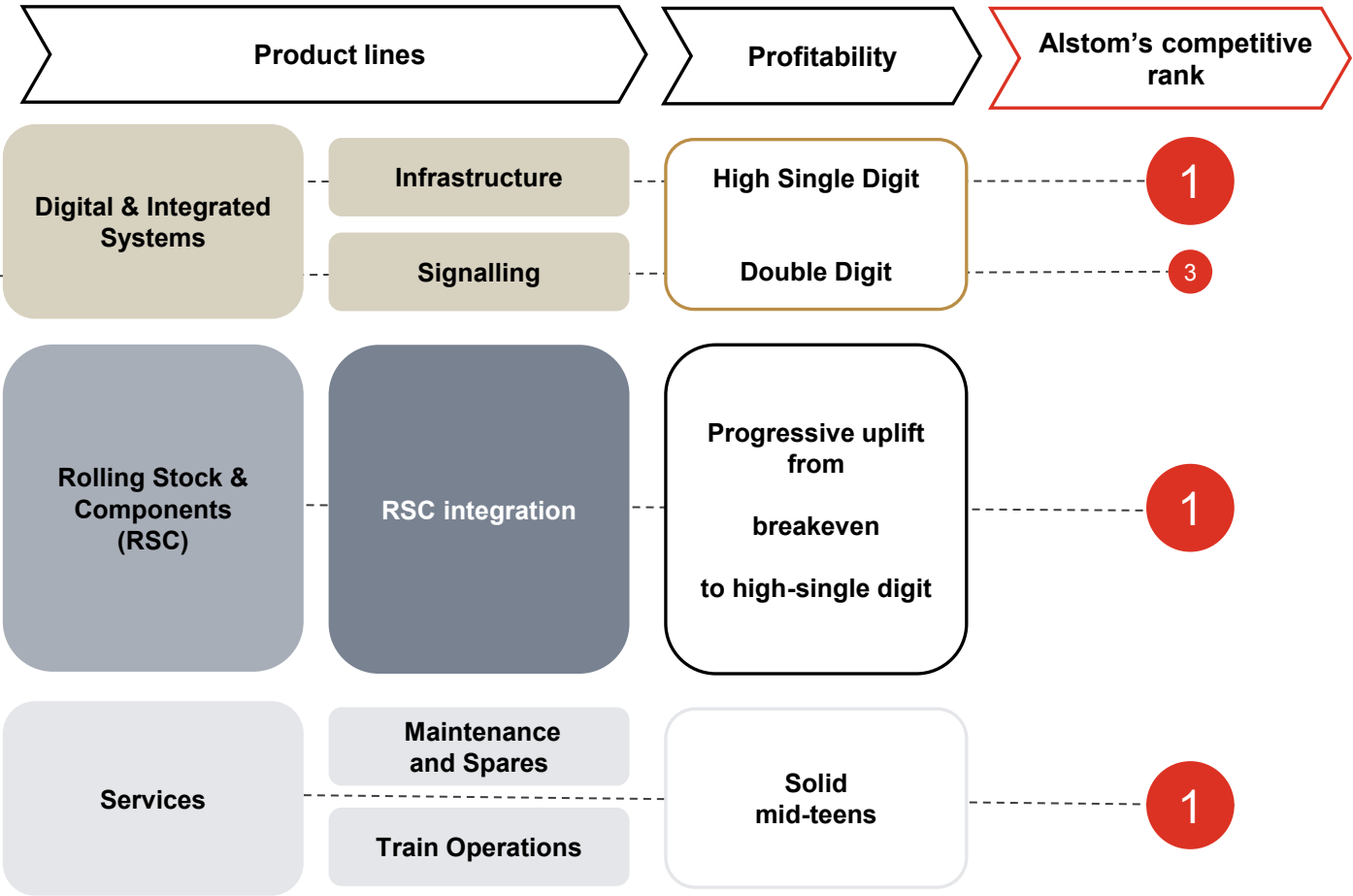
1. Non-GAAP. See definition p.54 of the URD 2024/25

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Alstom's story: building the world's leader in rail technology



Major part of the value creation is spread across trains Sub-systems, Services and Signalling



* Estimated values – Alstom analysis (Operations: only passengers operation considered); 1. Accessible Market p.a. based on WRMS 2024 Rail Supply market value 2021-2023

02

The most comprehensive offering in
the rail industry

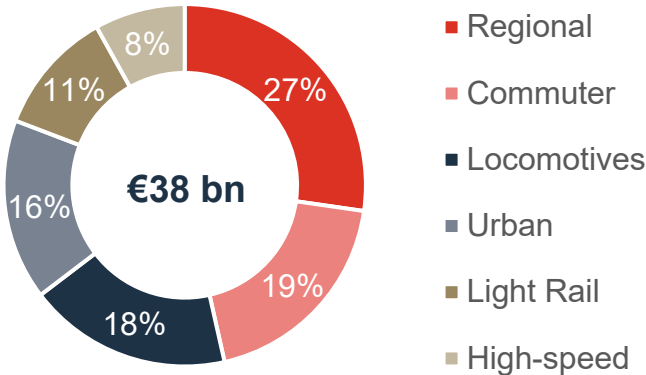


Alstom is the market leader in Rolling Stock & Components (RSC)

RSC IS A LARGE AND STEADY MARKET

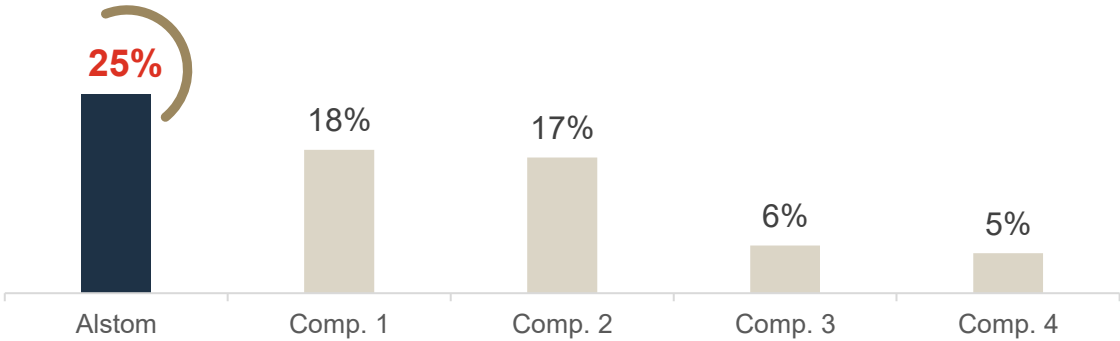
(WRMS 2024) – Alstom addressable market¹ average in € Bn / year (2024 – 2026)

+2.6%*



ALSTOM: A CLEAR RSC MARKET LEADER

RSC Market shares 2022-2024, in %, including turnkey share



MARKET DRIVERS

European Rail Plans

Increased Indian Railways Budget

US acceleration with Jobs & Infra Act

Europe Diesel replacement

RECENT WINS



GERMANY
S-BAHN Rhineland (Trains & Maintenance)
€3.6 BILLION



FRANCE
VELVET (ex-PROXIMA, Trains & Maintenance)
€850 MILLION



GERMANY
fully and semi-automated Metropolis™ trains for Hamburg
€700 MILLION



MOROCCO
18 Avelia Horizon trains for ONCF's VHS expansion



ITALY
POLO LOGISTCA FS (TRAXX LOCOS & Maintenance)
€300 MILLION

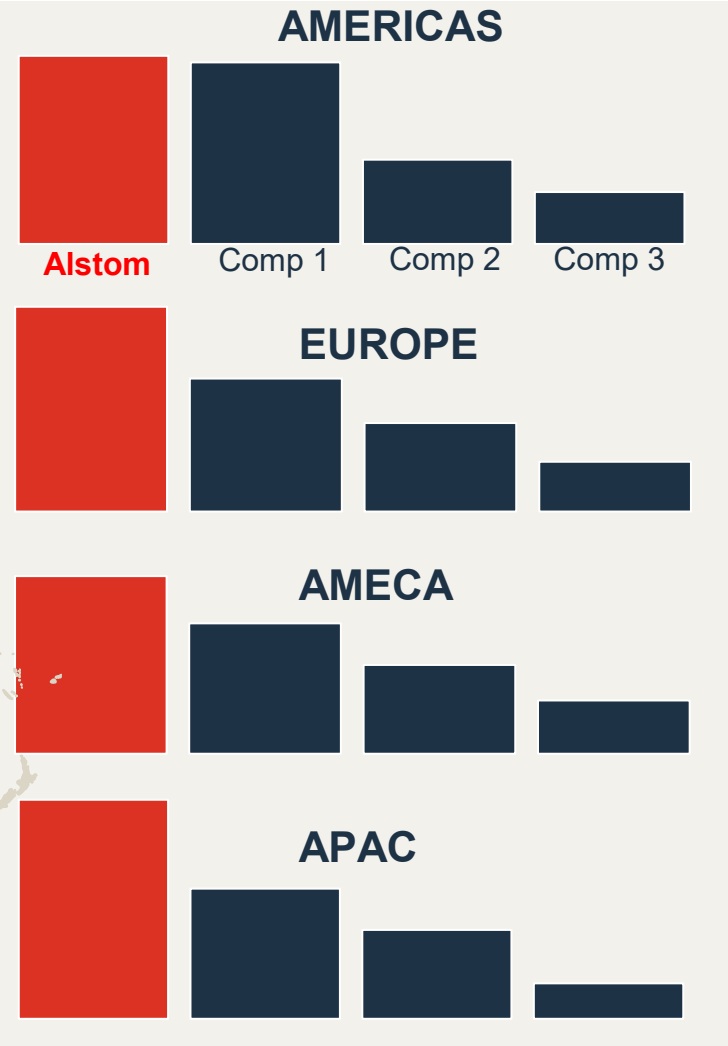
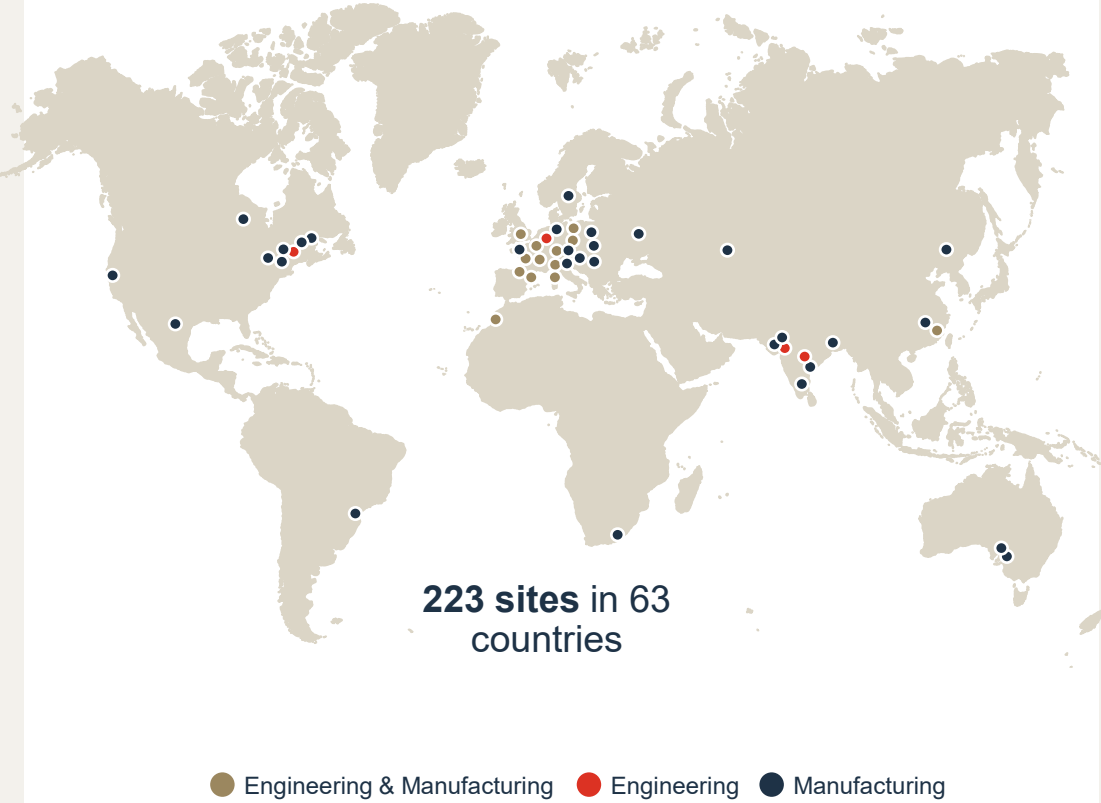
* CAGR of 2.6 % based on UNIFE Alstom addressable rolling stock market 2021-2023 to 2027-2029 period; 1. Alstom addressable market excludes freight wagons, and China, Russia, Japan, South Korea and Iran
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Alstom is the only player present in all geographies
and has only 1 or 2 competitor(s) in each country

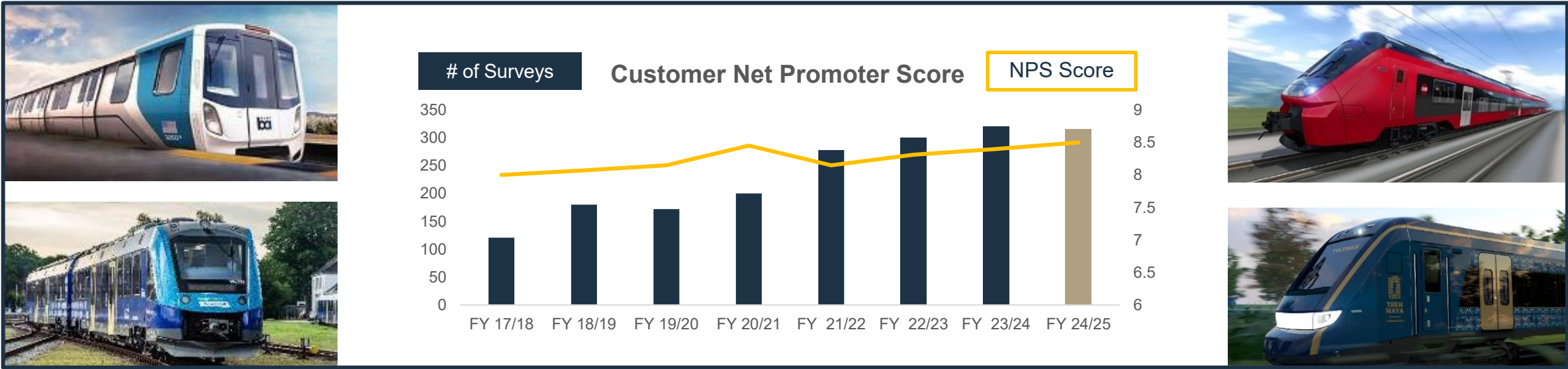


ALSTOM #1 IN ALL REGIONS

Rolling Stock & Components Key Sites



Continuous increase in customer satisfaction since merger at 8.5



RSC turnaround with production ramp-up supporting growth above market

RSC BUSINESS PROFILE

FY 2024/25:

- Backlog €40.1bn
- Orders €7.5bn
- Sales €9.4bn

Typical mid to large contracts:

- From >100m to multi-billion€
- 3 to >5 years

Cash:

- 15 to 20% downpayments
- Negative working capital contribution

RSC product line as key enabler to Services and Systems businesses

PROFITABILITY IMPROVEMENT LEVERS



HEADWINDS MONITORING



Progressive margin uplift to high single digit profitability

Services

go.Rheinland | S-Bahn Cologne 34 years Full maintenance



Metrolink | SCRRRA 5 years Operations and maintenance



Most extensive rail services portfolio, expertise and footprint

ALL ENCOMPASSING PORTFOLIO



ROLLING STOCK MAINTENANCE



PARTS AND COMPONENT OVERHAULS



ASSET LIFE MANAGEMENT



TRAIN OPERATIONS AND SYSTEM
MAINTENANCE



DIGITAL SOLUTIONS

CLEAR LEADERSHIP OVER THE RAIL SERVICES MARKET

250+

SERVICES
SITES

40+

COUNTRIES

1,400+

CONTRACTS

17,000+

EMPLOYEES

Railway OEM Services revenues (B€)

ALSTOM

4.5

Competitor 1

2.0

Competitor 2

1.2

Competitor 3

0.7

Competitor 4

0.5

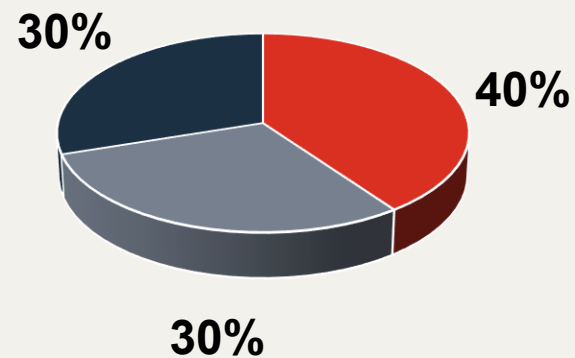
Source: Railway OEM latest annual reports - Excluding China Market

Business model and evolution

(bundled contracts, installed based advantage, small contracts)

SUSTAINABLE BUSINESS WITH WELL BALANCED ORDER INTAKE

Order intake distribution
average last 3 years

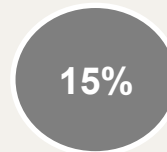


- Bundled (Rolling stock or Turnkey + Services)
- Standalone services contracts
- Gardening (Variation orders, extensions, etc)

CAGR
FY 21/22 to 24/25



- Growing trend to **bundle** rolling stock and services agreements



- Healthy level of **standalone** contracts both on Alstom and non-Alstom fleets

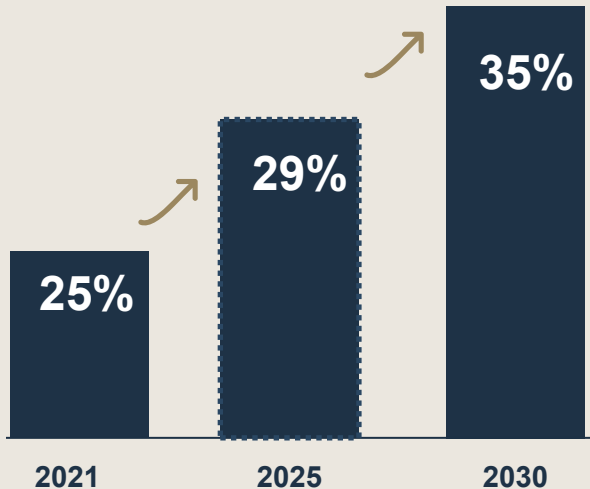


- Sustained long term customer intimacy securing continuous / **gardening** sales

Mid-term ambition: 35% of installed base under services contract

INSTALLED BASE OF OVER 150,000 CARS WITH VAST HARVESTING POTENTIAL

Alstom Installed Base covered by Services contract



DEVELOPMENT LEVERS

Parts Supply
Component Overhauls
TSSSA*

Smart modernisation
Digital Solutions (incl.
software, Cybersecurity)

Optimised Train Operations &
System Maintenance

TSSSA to open new customers relationship (Singapore – Austria – US – France)

Customer key points

- Technology access
- End of warranty
- Fleet availability
- Mid-life overhaul required
- Social paradigm

Customer benefits

- Performance & Budget guaranty
- Obsolescence managed
- Asset life extension
- Modern / Digital approach

* TSSSA: Technical Support and Spare Supply Agreement

Service franchise with strong predictability and high-single digit growth

SERVICES BUSINESS PROFILE

FY 2024/25:

- Backlog €38.5bn
- Orders €8.2bn
- Sales €4.5bn

Contracts:

- Long contracts up to 30 years
- Indexation as general rule
- Short-cycle business (parts)

Cash:

- Limited mobilisation payments (depots, capital spares)
- Positive working capital

PROFITABILITY IMPROVEMENT LEVERS

BUSINESS DEVELOPMENT LEVERS

Bundle
offers

Small orders
management
focus

TSSSA
opportunities

Harvesting installed base

Improvement of Client Total Cost of Ownership

OPERATIONAL LEVERS

Local
Footprint

Improvement of
fleet availability and reliability

Low
R&D needs

Scale effect on Data
management

HEADWINDS MONITORING



RESOURCES
AVAILABILITY

To support growth



SUPPLIERS
PERFORMANCE

*Localisation, resources
availability and on-time
performance*

ACHIEVED SOLID MID-TEENS PROFITABILITY WITH LARGE GROWTH POTENTIAL

Signalling and Systems



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Solid signalling market growth

with accelerating modal shift as key market driver

~€17bn¹

STRONG Signalling MARKET GROWTH

~+4% CAGR²

Market boosted by infrastructure plans & ERTMS³ roll-out

- Signalling key to increasing capacity on existing lines
- Enabling modal-shift acceleration towards rail

>20% high-speed capacity
(Paris – Lyon ERTMS Level 2)

>25% metro capacity
(Shanghai L3 / L4, Fluence delivered by CASCO Joint venture)

ERTMS³ ROLL-OUT IN EUROPE

€30bn Signalling

German roll-out in the coming years



€13bn Signalling

Italy ERTMS roll-out framework attributed



FRANCE rail plan
(€100bn for entire plan,
Signalling share not yet known)



Already materializing in orders

& OUTSIDE EUROPE



Canada
(Toronto)



Mexico
(Tren Maya)



Australia
(New South Wales)



India
(Delhi-Meerut)



Philippines
(NSCR)



Tanzania



Turkey
(BBYO)



Brazil
(SP L8-9)

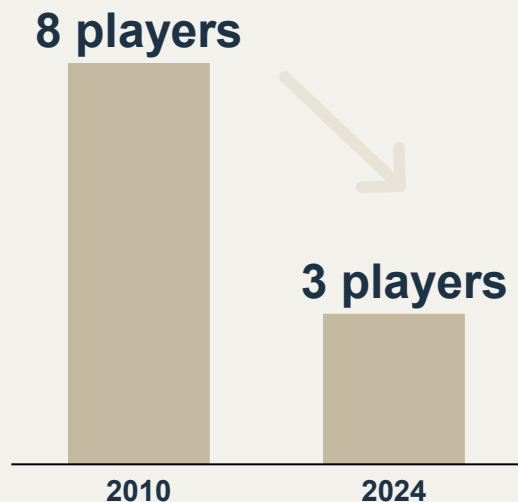
Source: UNIFE 2024 market study (Alstom Addressable markets) 1. p.a. in 2027-2029 2. CAGR 2025-2028 3. ERTMS: European Rail Traffic Management System

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Signalling, a market segment consolidated around 3 global players

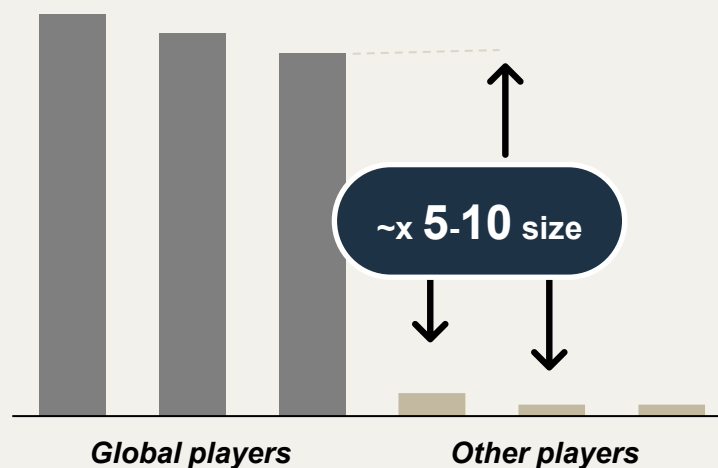
KEY GLOBAL PLAYERS CONSOLIDATING...

of global Signalling players¹



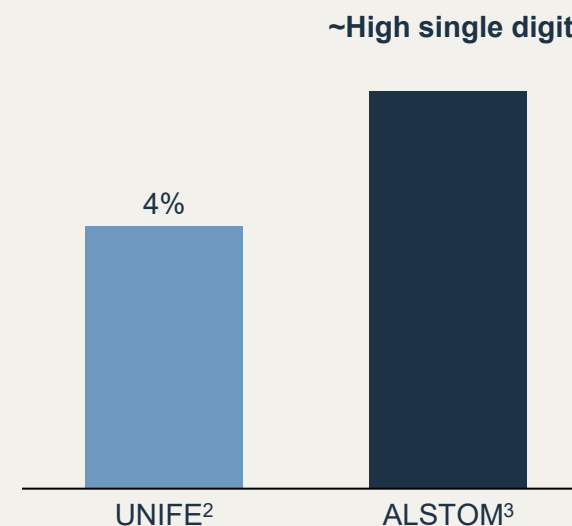
... FAR AHEAD OF REST OF COMPETITION

Signalling players revenues overview



... OUTPACING MARKET GROWTH

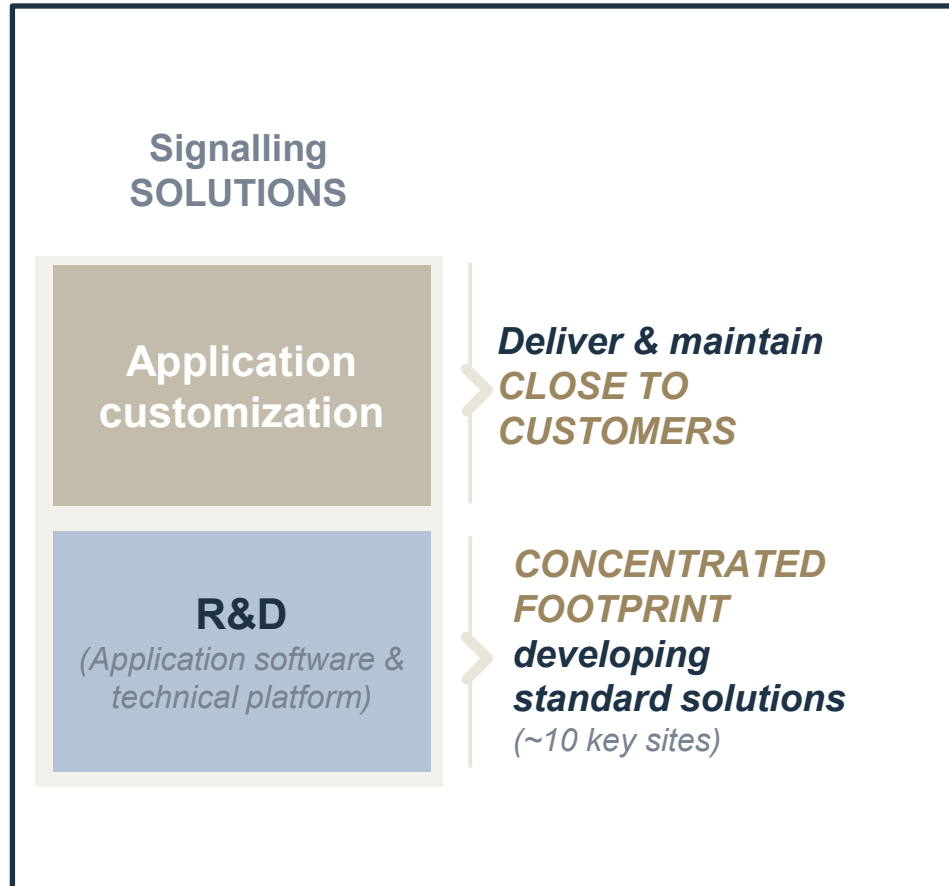
Alstom growth vs. Market



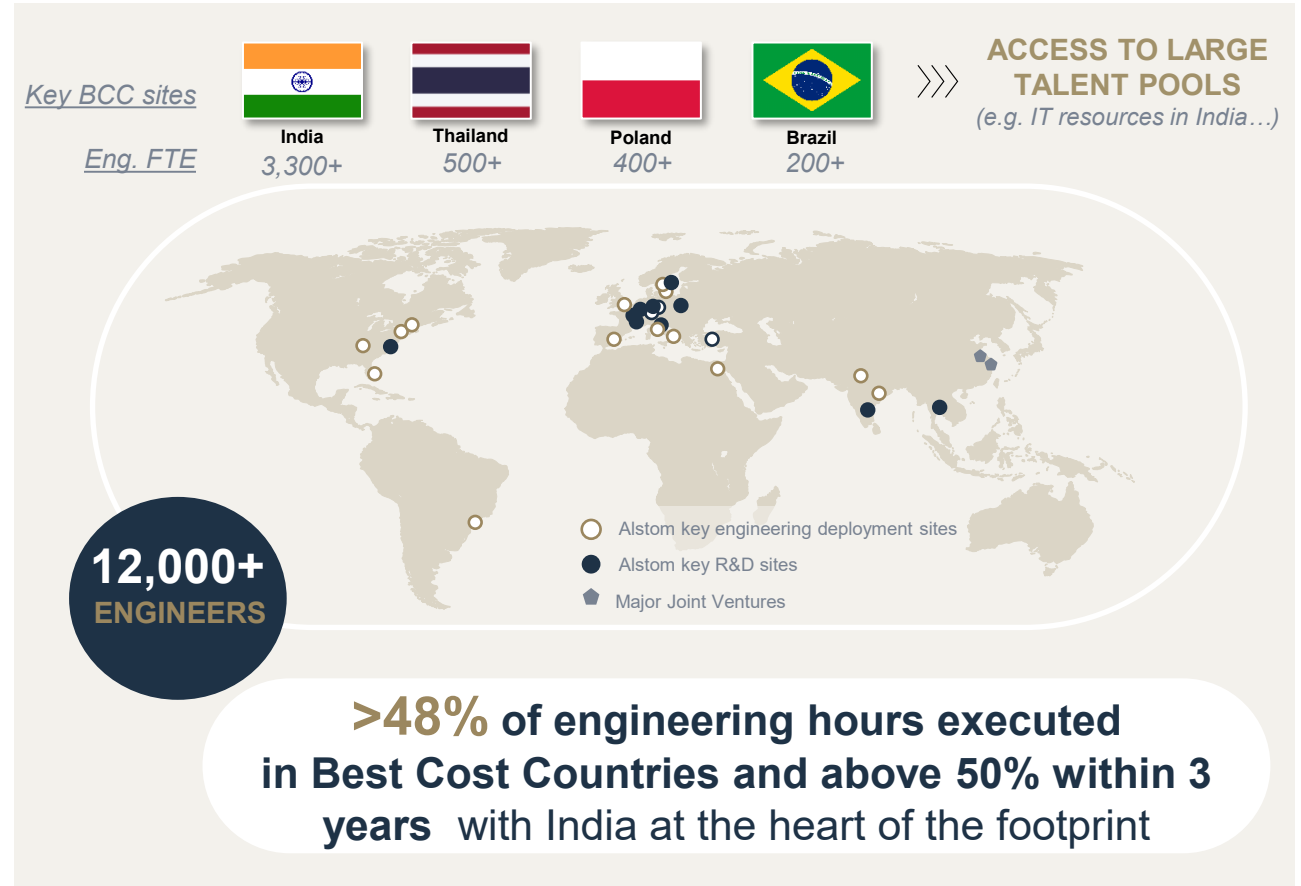
1. Global players considered >500m€ revenues present in Alstom addressable market 2. Alstom addressable, CAGR 2025-2028 3. Signalling scope FY23/24 vs. FY22/23

Deliver projects locally leveraging a worldwide footprint

LEVERAGE SCALE WHILE SECURING CUSTOMER INTIMACY



DELIVER EFFICIENTLY THROUGH AN UNPARALLELED ENGINEERING FOOTPRINT



Signalling franchise set for profitable growth

Signalling BUSINESS PROFILE

FY 2024/25:

- Backlog €8.8bn
- Orders €3.3bn
- Sales €2.6bn

Contracts:

- Typical small size; < 2 years
- Few > €100m; 3 - 5 years

Cash:

- Low downpayments
- Electronics inventories
- Positive working capital

PROFITABILITY IMPROVEMENT LEVERS

BUSINESS DEVELOPMENT LEVERS

Small orders
boost

Selectivity

High Single Digit growth pattern
o/w services fast development

Harvesting customer long term relationship

Increased share of contract indexation

OPERATIONAL LEVERS

Increase Best-Cost
vs. High-Cost countries
engineering content

- > Cost of labor
- > Productivity
- > Access to digital skills

Scaling effect on R&D
&
Convergence roadmap

- > Decreasing R&D Intensity

HEADWINDS MONITORING



SUPPLY CHAIN

*Suppliers' technical
maturity for certain
components*

ACHIEVED DOUBLE DIGIT PROFITABILITY

Systems commercial success driving double digit growth

SYSTEMS BUSINESS PROFILE

FY 2024/25:

- Backlog €7.6bn
- Orders €0.9bn
- Sales €1.9bn

Very large projects business

- Several hundred millions to > €1bn
- 5-7 years execution

Profitable enabler

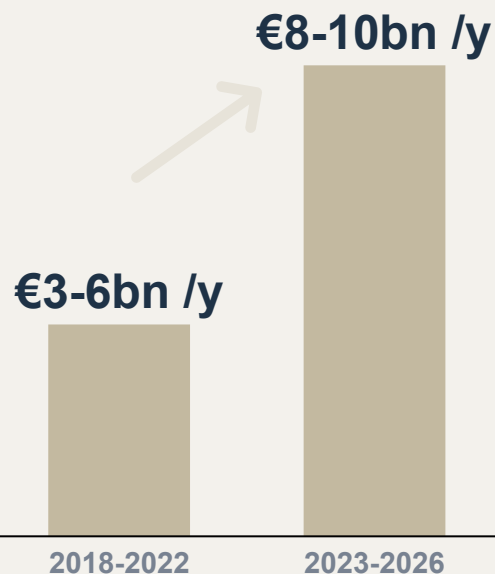
- Low R&D, low Capex
- Operations and Maintenance enabler

Cash generator

- Well – financed contracts
- Negative working capital

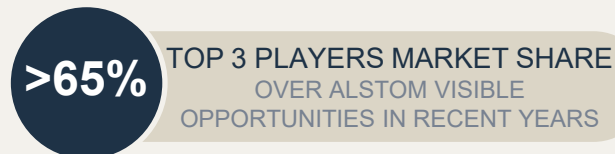
INCREASING VISIBLE PIPELINE OF OPPORTUNITIES

Volume of visible & addressable opportunities



STRONG ALSTOM POSITIONING

ALSTOM LEADING PLAYER AMONG THE 3 GLOBAL PLAYERS



“KEEP BEING THE BEST-IN-CLASS SYSTEM PROVIDER TO BE SELECTED AS THE BEST PARTNER”

- > Proven delivery track-record
- > Unique vertical integration from system level to all key sub-systems
- > Technology & competitiveness



Cairo Monorail



Riyadh metro



Tren Maya

... WITH STRONG HIGH SINGLE DIGIT PROFITABILITY

03

An Innovation leader

We deploy an all-encompassing innovation...

RAIL PRODUCTS, SOLUTIONS AND SERVICES



Connecting **physical**
and **digital** worlds

PROCESSES AND PERFORMANCE

... anticipating and addressing our customers' challenges

Demands towards lower Cost of ownership

Throughout complete asset life-cycle

Optimum Resilience, Availability and Reliability of solutions

Cybersecurity, predictive maintenance/health monitoring, obsolescence management, connectivity, reliability at 0 km, extreme climate resilience

Climate neutral and enjoyable solutions for their stakeholders and riders

Carbon emissions, noise comfort, train vibrations, re-use and recycling

Rising energy concern

Efficiency, on-board energy storage and technology integration

Social/Economical constraints

Increasing traffic demand, more senior passengers, Driver/Staff shortage in some countries, infrastructure and stations footprint availability restrictions

A sustained R&D effort¹

€522m

SALES²
2.8%

FY 2024/25

1. Covering entire Alstom R&D spend 2. Net EBIT Impact R&D expenses

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Innovation will be a significant enabler to address our strategic priorities

1. Enhance current portfolio to be Greener, Smarter and more inclusive

AUTONOMOUS TRAIN OPERATIONS



Train remote monitoring and control

DIGITAL TRAIN



End-to-end digital continuity

2. Contribute to **Service** growth

NEW BUSINESS MODELS



Open multipurpose depot

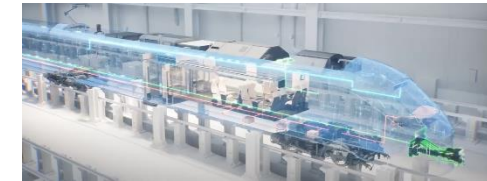
MAINTENANCE IMPROVEMENT



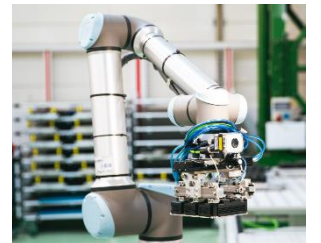
Predictive maintenance

3. Reinforce **efficiency and performance**

DIGITAL TWINS TO OPTIMIZE CUSTOMER DELIVERY AND SATISFACTION



Virtual universe used in Design and Manufacturing



Industry 5.0

Technologies

Ecosystem and partnerships

Joint innovation work with suppliers

Participative Innovation, Intrapreneurs and start-ups

Alstom innovation at the forefront of sustainable traction solutions

to better serve our customers

Several criteria influencing Total Cost of ownership

Mission profile/Distance

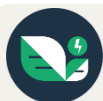
Energy Infrastructure requirements

System economics in client's environment (e.g. cost of energy)

Climate conditions and topography

More or less energy required

Alstom wide-encompassing portfolio of solutions



Continuous design improvements of our RS trains enabling lower energy consumption



H₂ and battery to replace diesel on non-electrified lines



Battery charging solutions (APS, Hesop™) and **Hydrogen refuelling stations** partnerships



FlexCare Modernise™: zero direct emission or low emissions green re-tractioning by replacing or upgrading diesel with green solutions

...being further developed as part of innovation strategy

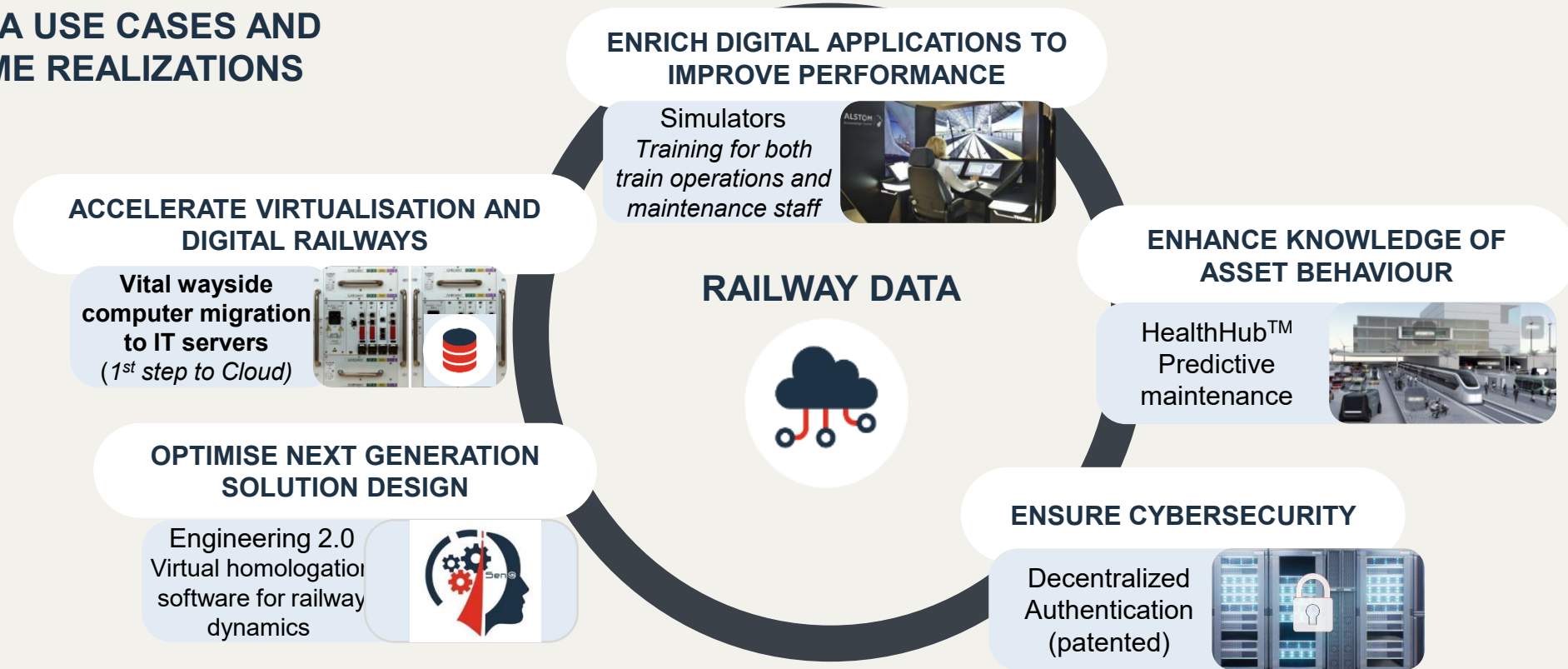
- Liquid hydrogen use assessment
- Battery technologies (e.g. sodium) and rare Earths monitoring
- Smart Energy Management through real-time software platform assessment
- Boost of Green and Smart modernisation and FlexCare Sustain™ activities as part of short cycle sales push
- Recyclability, circularity and eco-design



Supported by EU IPCEI financing

We push innovations where data plays a critical role for rail applications

DATA USE CASES AND SOME REALIZATIONS



Powered by SaaS hosting solution, Onexis™ Cloud

04

CSR at the heart of Alstom's DNA

Sustainable Mobility at the heart of Alstom's business

SUSTAINABILITY ISSUES

Potential Global Temperature Increases by end of the century



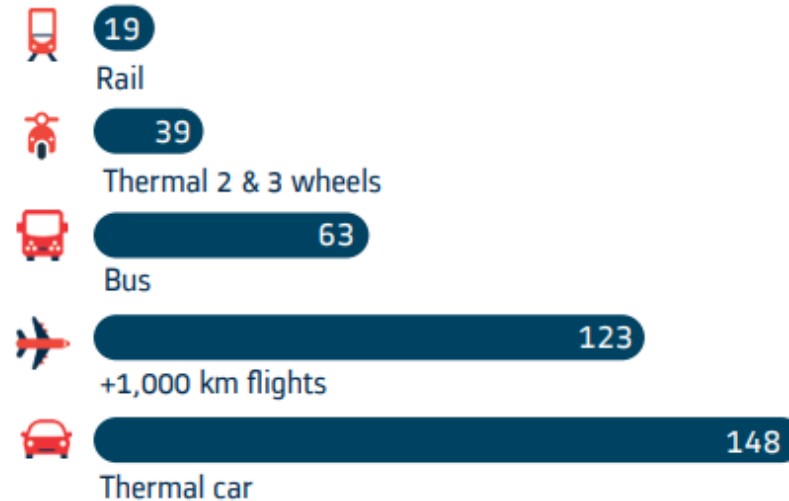
- 2.5-2.9°C** Expected based on current policies & actions
- 2.4°C** Likely to be reached based on current commitments
- 1.5°C** Maximum increase targeted
- 1.1°C** Temperature increase today

Transport
generates
27%
of CO₂ emissions
from energy use

Alstom directly contributes to Sustainable Development goals to provide access to safe, affordable, accessible and sustainable transport for all

THE TRAIN IS ONE OF THE LEAST EMITTING MODES OF TRANSPORT

Average GHG emissions for powered transportation modes (gCO₂/pkm)



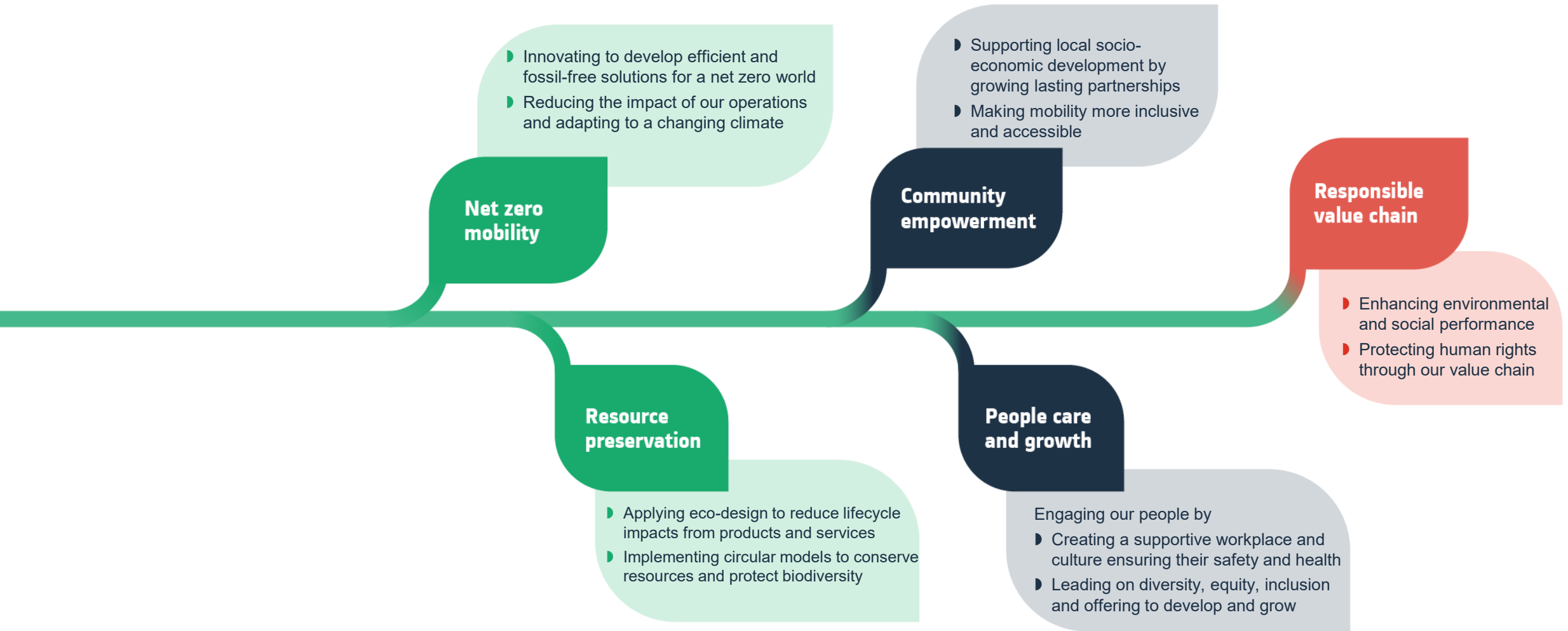
Source: www.iea.org/data-and-statistics/charts/well-to-wheel-wake-wing-ghg-intensity-of-motorised-passenger-transport-modes-in-2021.

Today, every tCO₂e emitted by Alstom manufactured trains in operation would contribute to avoid **5** times more emissions.

SUSTAINABLE DEVELOPMENT GOALS



Five sustainability & CSR priorities



Net zero mobility

Equip customers with solutions to achieve Net Zero

2030 Ambition

SCOPE 3

Purchased goods and services

Reduce carbon intensity
by **30%** vs FY2022/23



SCOPE 1&2

Operations

Reduce absolute emissions
by **40%** vs FY2021/22



*aligned with
1.5°C trajectory*



SCOPE 3

Sold Products

Reduce carbon intensity
by **42%** for Passenger Rolling-stock
and **35%** for Freight vs FY2021/22



*aligned with
Well-Below 2°C trajectory*



Resource preservation

Accelerate Ecodesign and Circular Economy

2030 Ambition

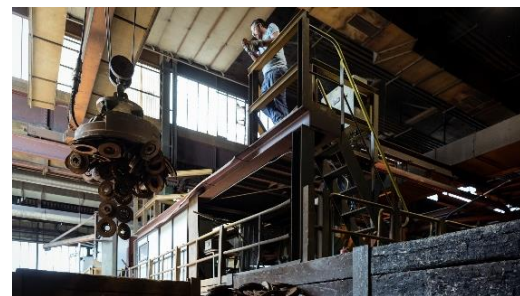
Leverage ecodesign for better performance



40% share of recycled content (RSC & Infra)



Integrate circular economy business models for services



Expand recycling in sites to 85%



People care and growth

Engage, support and grow employees

2030 Ambition

Lead in Diversity, Equity & Inclusion

32% Female Managers, Engineers and Professionals & 30% Top Management



Create a supportive workplace & culture

TRIR 1.4, 100% social protection coverage



Develop & Grow people

25 learning hours per employee



Engage Employees

72% Engagement Index



Community empowerment

Partnering to deliver social impact

2030 Ambition

Increase beneficiaries to 400,000

(Alstom Foundation + community actions)

Promote employee volunteering

More accessible & inclusive mobility



Responsible value chain

Enhancing environmental and social performance

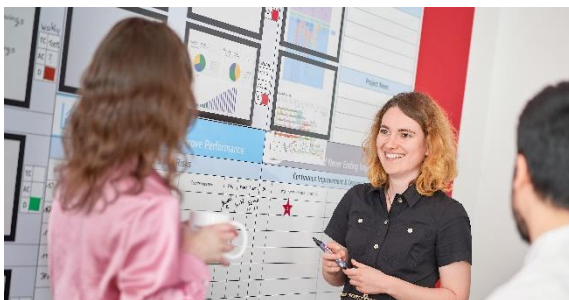
2030 Ambition

95% of suppliers with low/medium net CSR risk¹

1,200 suppliers trained in Sustainability & CSR

* cumulative from FY2023/24

Engage stakeholders on Sustainability & CSR



1: Proportion of suppliers with low or medium net CSR risk level after CSR evaluation as per supplier's initial gross risk level

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Our CSR priorities for a better world

Net zero mobility

Equip our customers with the solutions to achieve Net Zero Mobility and deliver on our commitments

Resources preservation

Accelerate on Ecodesign and Circular Economy to protect resources and preserve biodiversity

People care & growth

Engaging with our employees through extended care and growth programmes

Community empowerment

Partnering in the growth of our communities to deliver social impact

Responsible value chain

Enhancing environmental and social performance through the value-chain

2030 Targets

- **139 kt (-40%)** for emissions from Alstom sites ¹ (Scope 1 & 2: direct and indirect)
- **2.7 (-42%)** reduction in emissions intensity passenger solutions² (Scope 3: sold products)
- **5.9 (-35%)** reduction in emissions intensity freight solutions² (Scope 3: sold products)
- **665 gCO₂e/€ (-30%)** reduction in supply chain emissions intensity ³ (Scope 3: supply chain)

- **40%** of circular (recycled) content in newly-developed trains and Infrastructure
- **85%** Waste recycling rate from Alstom sites

- **32%** women in management, engineering and professional roles
- Total recordable injury rate at **1.4**
- **100%** of social care / social protection coverage
- Learning culture: **25** hours per employee per year
- **72%** engagement Index

- **400,000** beneficiaries per year from local actions and Alstom Foundation

- **95%** of suppliers monitored or assessed on CSR with low or medium net risk
- **1,200** suppliers trained in sustainability and CSR

1: Baseline year 2021/22, Target year 2030/31 in kt CO₂e 2: Baseline year 2021/22, Target year 2030/31 in gCO₂/pkm and Tkm
3: Baseline year 2022/23, Target year 2030/31 in gCO₂/added value (€)

Landing 24/25 and continuation 2030/31

	KPIs	Performance FY2024/25	Targets FY 2029/30
Net zero mobility	<ul style="list-style-type: none"> Scope 1 & 2 emissions from Alstom sites (kT)¹ Scope 3 emissions from passenger solutions in intensity² Scope 3 emissions from freight solutions in intensity² Scope 3 supply chain emissions in intensity³ 	128 3.9 9 872	139 (-40%) 2.7 (-42%) 5.9 (-35%) 665 (-30%)
Resources preservation	<ul style="list-style-type: none"> % of circular (recycled) content in newly-developed trains (REPLACED) % of circular (recycled) content in newly-developed trains and Infra (NEW) Waste recycling rate from Alstom sites (NEW) 	25.8% - -	- 40% 85%
People care & growth	<ul style="list-style-type: none"> Total recordable injury rate % Female in MEP % Female (Top AG11+) (NEW) Learning culture: hours per year and employee Engagement Index (NEW) Social care / Social Protection coverage (NEW) 	1.4 25.4% - 22.4 67% 99.8%	1.4 32% 30% 25 72% 100%
Community empowerment	<ul style="list-style-type: none"> Beneficiaries per year from local actions and Alstom foundation 	370,000	400,000
Responsible value chain	<ul style="list-style-type: none"> Suppliers monitored or assessed on CSR and E&C standards according to level of risk (REPLACED) Suppliers with low or medium CSR net risk (%) (NEW) Suppliers trained in sustainability and CSR 	93% 93% 573	- 95% 1,200

1: Baseline year 2021/22, Target year 2030/31 in ktCO₂e

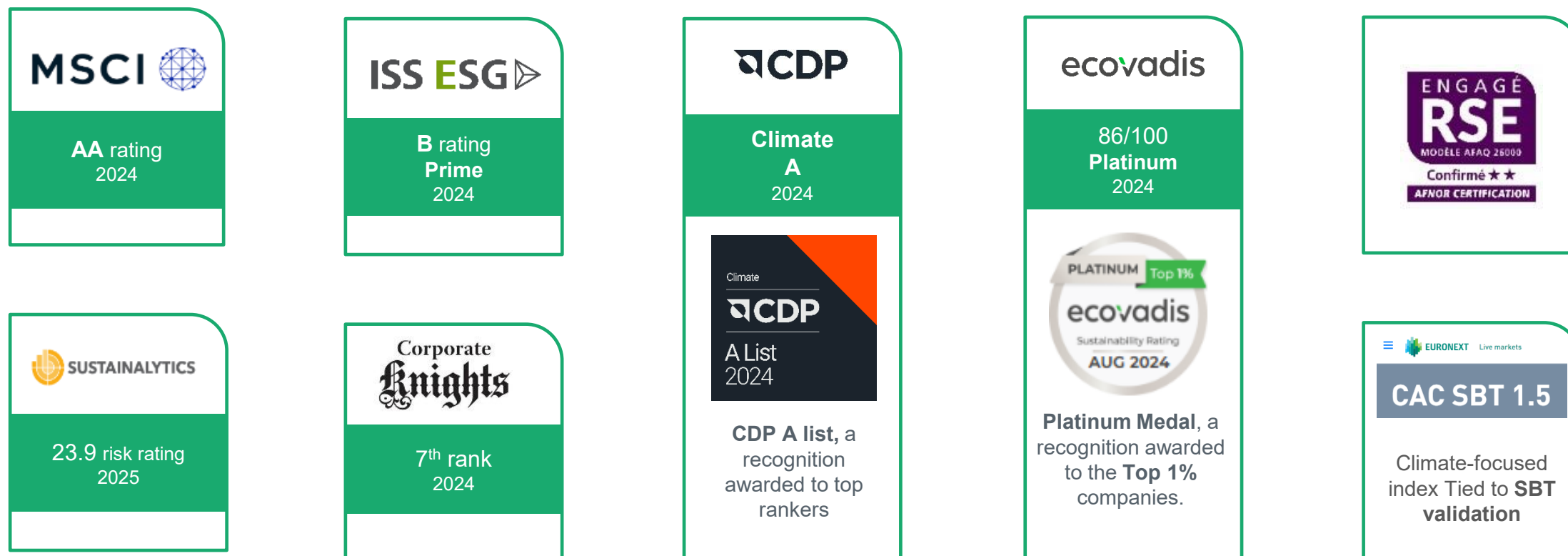
2: Baseline year 2021/22, Target year 2030/31 in gCO₂ /pkm and /Tkm

3: Baseline year 2022/23, Target year 2030/31 in gCO₂/added value (€)

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Alstom currently well perceived on ESG performance

Strong sustainable rating profile by all main agencies



05

FY 2024/25 Group performance

1



Highlights

Solid FY 2024/25 results

All objectives delivered

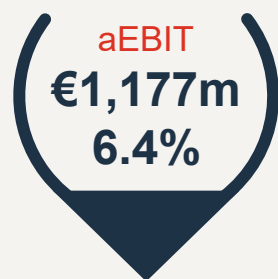
Results in line with guidance



Book-to-bill
1.1



+4.9% (o/w 6.6% org)
vs FY 2023/24



+18%
vs FY 2023/24



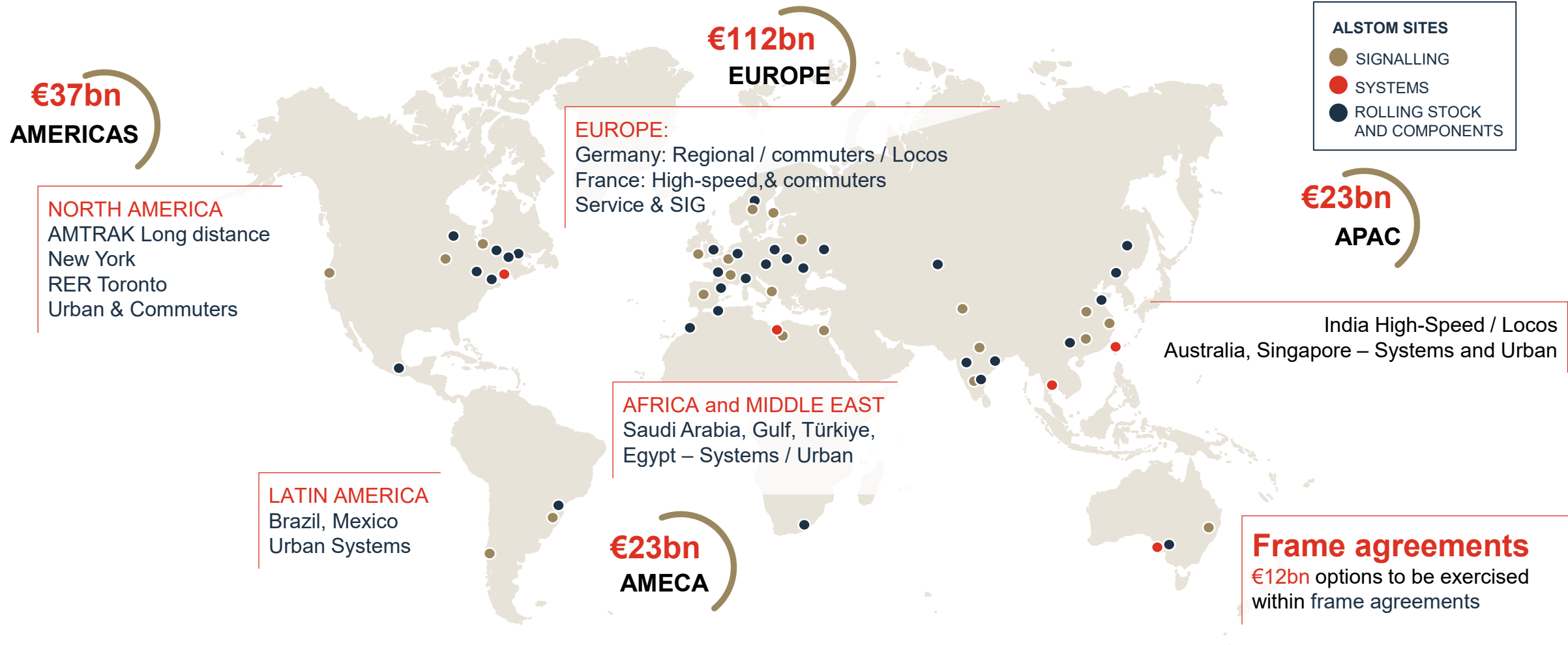
vs €(557)m
FY 2023/24

Progress on strategic priorities

- Further improvement in **backlog quality** across all Product Lines
- **Project execution**, with strong Q4 output
- Optimization of manufacturing footprint initiated to improve **industrial efficiency**
- **Train development** process and tools enhancement

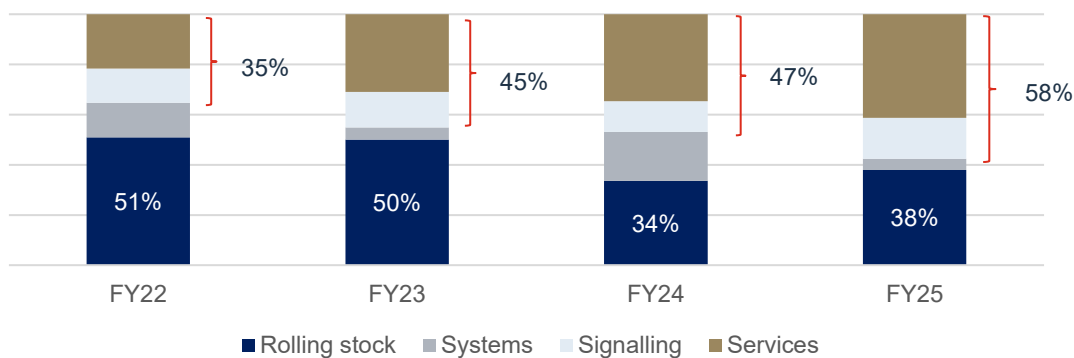
Stable three-year pipeline at ~€200bn

Strong momentum in Europe mitigating projects shifting elsewhere

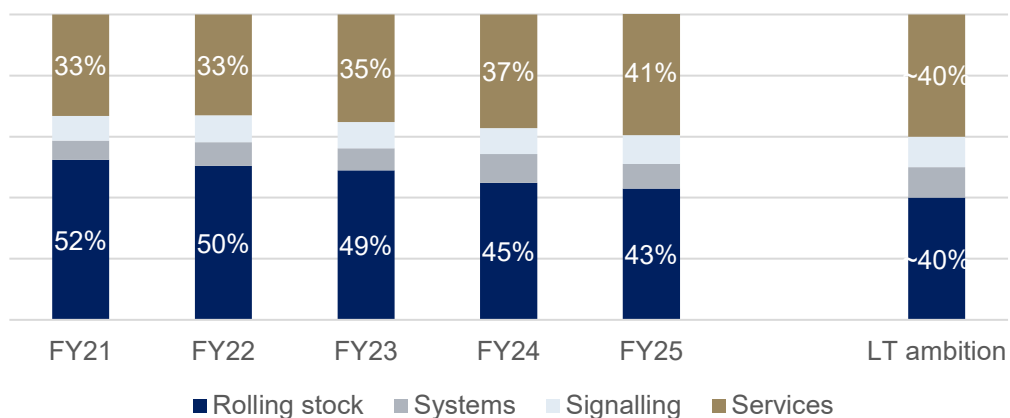


Rebalancing of backlog towards Services, in line with long-term ambition

Order intake by Product Line



Backlog by Product Line



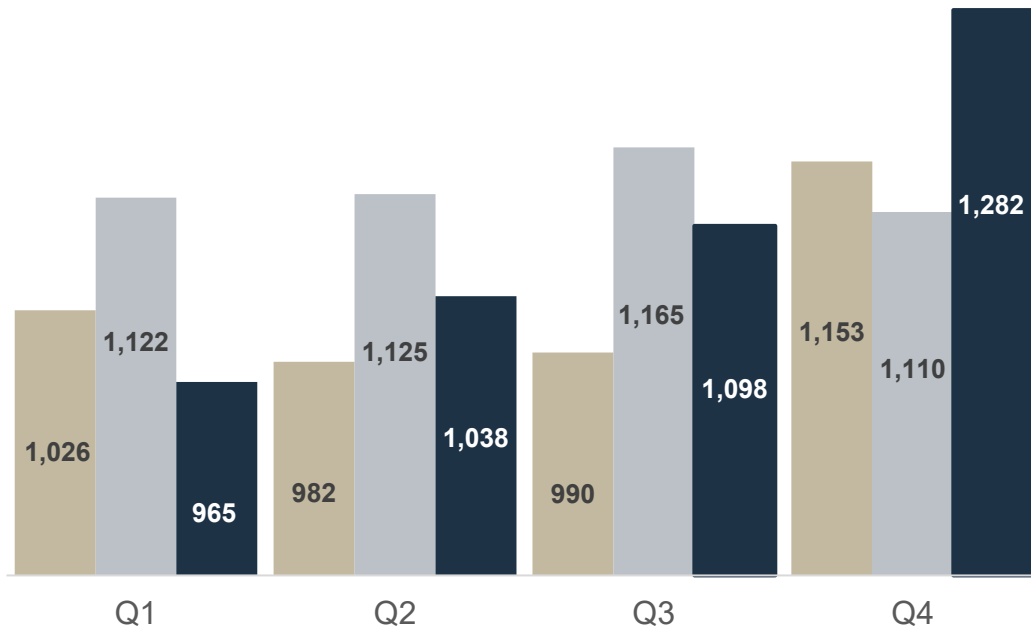
Strong commercial momentum in Services thanks to:

- New customers (S-Bahn Rheinland, Proxima, Transnet)
- Scope extension on existing contracts
- 100% contract renewal rate, including expanded scope (California)

Long-term ambition to reach ~40% of backlog from Services and ~40% from Rolling Stock

Full Year Production volumes

Quantity of cars produced per quarter



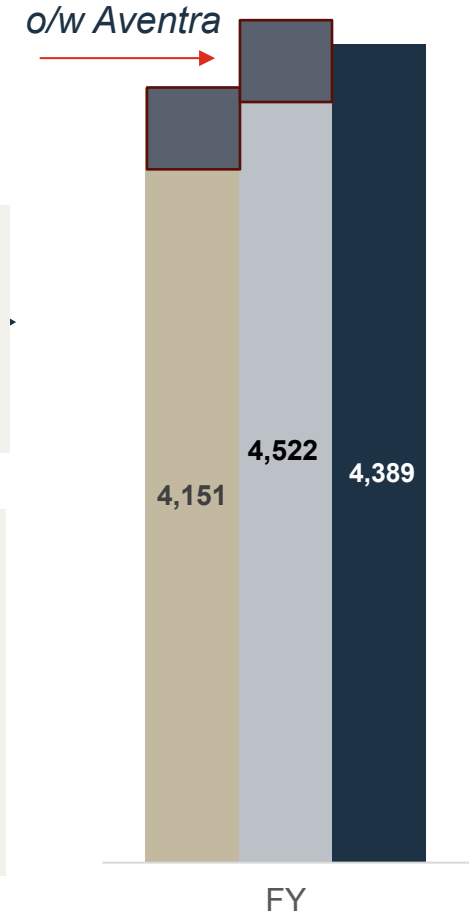
■ FY 2022/23 ■ FY 2023/24 ■ FY 2024/25

- FY output +9% CAGR since FY23 excluding Aventura (~500cars / year in FY23 and FY24 vs. 0 in FY25)

Strong Q4 volumes

Successful ramp-up in Americas (Brazil, Mexico and US notably)

Some projects ending (Americas, Europe)



2

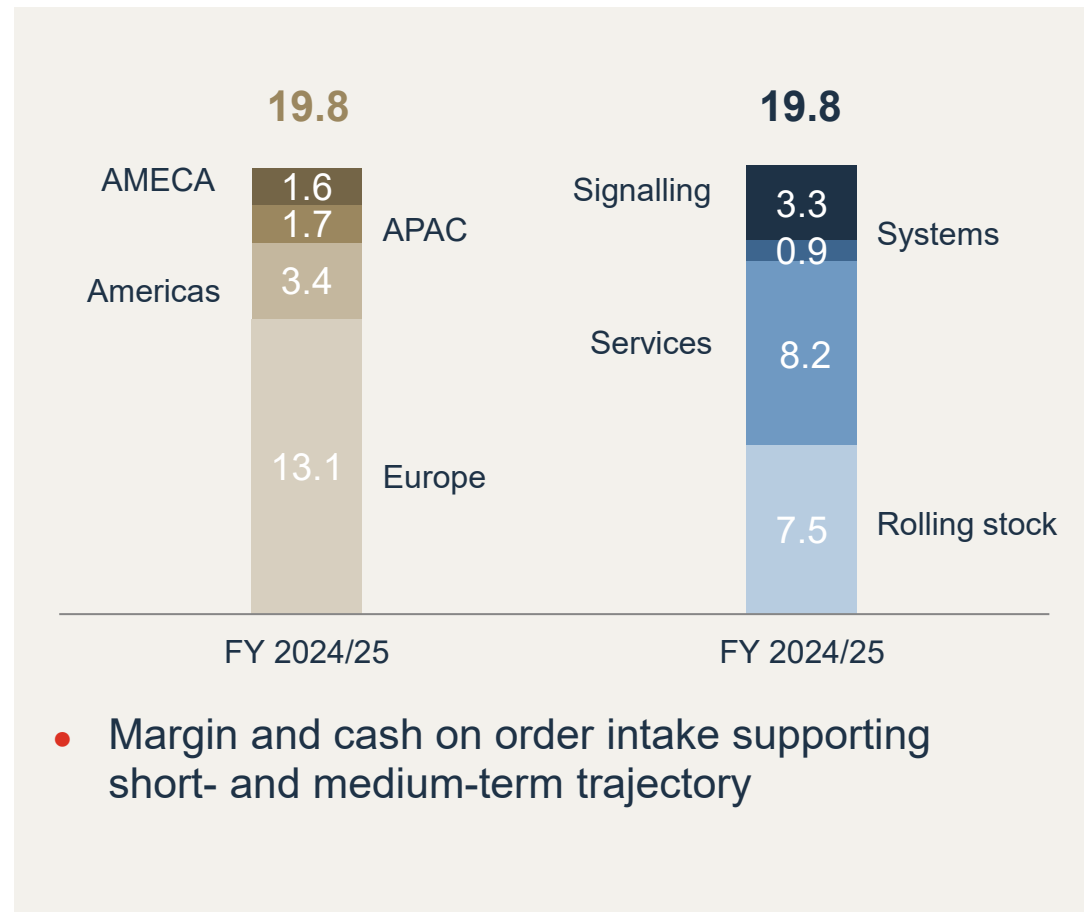
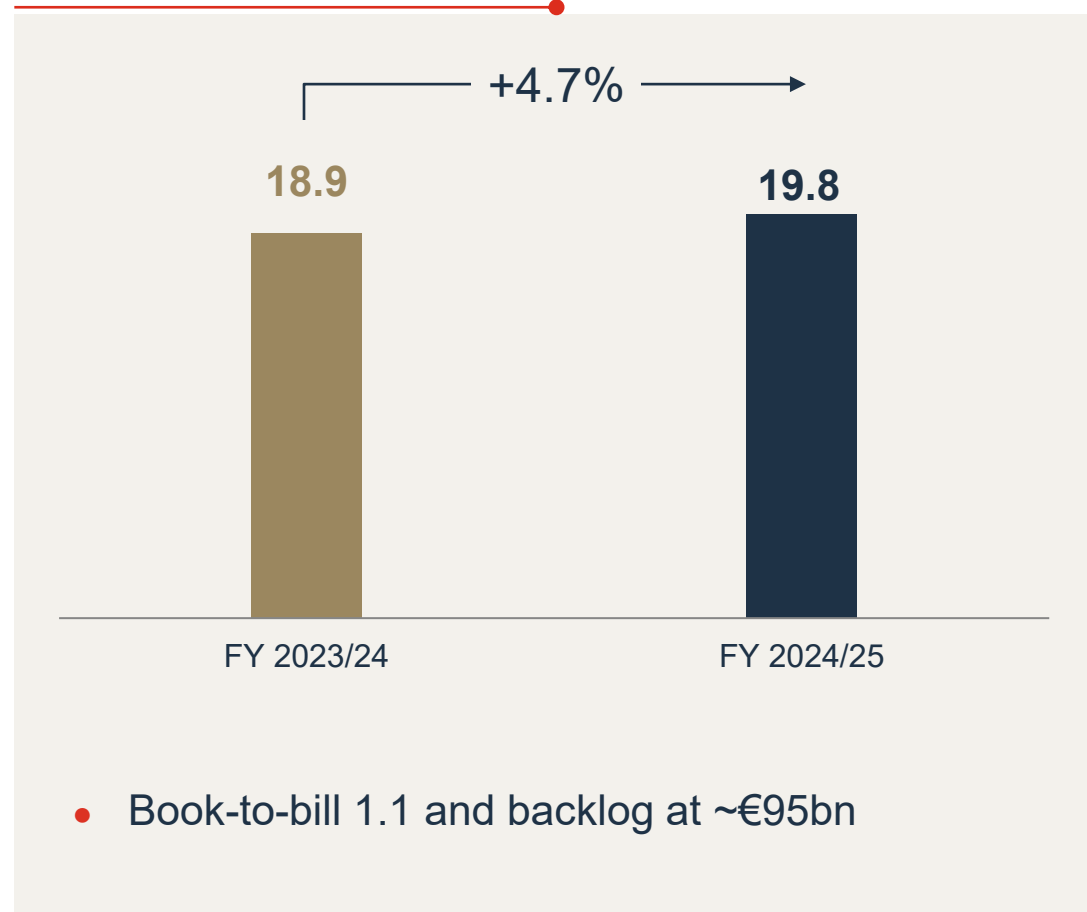


Financial Results

Good flow of base orders in Q4

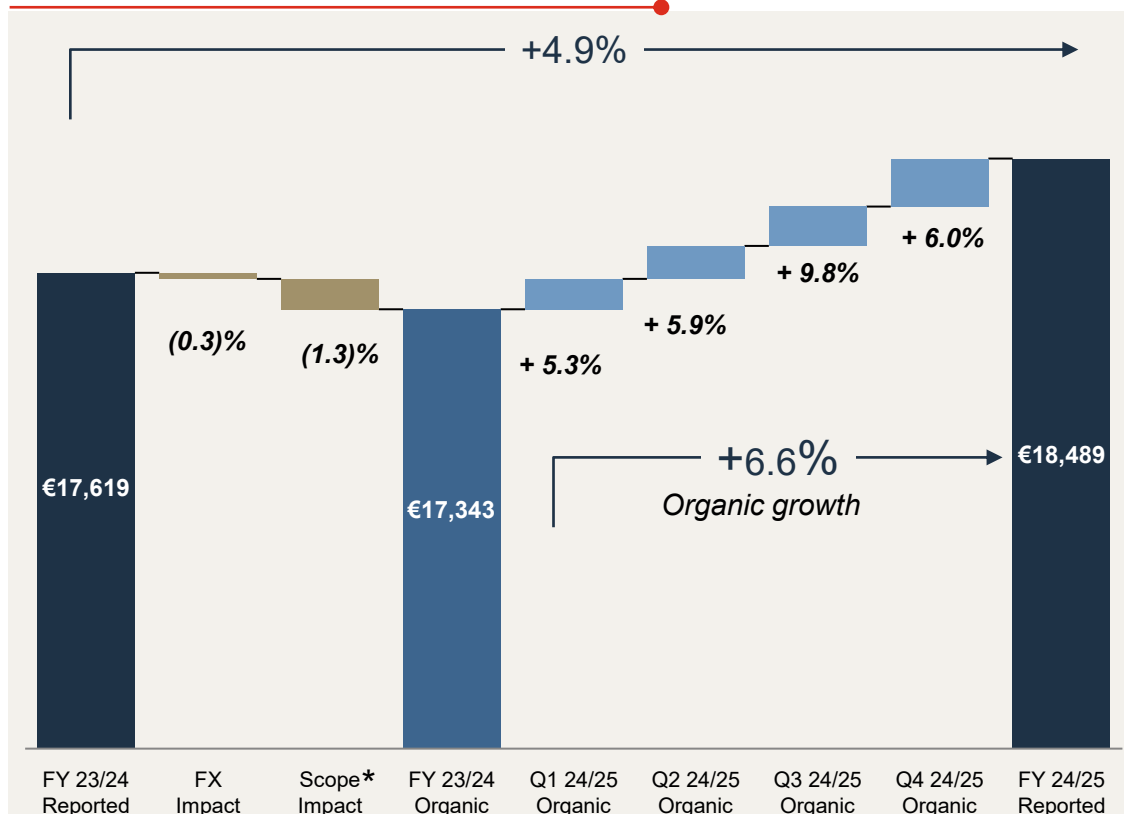
Book-to-bill <1 on Rolling Stock

ORDERS FY 2024/25 (in €bn)



Organic Growth at 6.6%

SALES EVOLUTION (in € million)



* Spain JVs change in consolidation method and disposal of US conventional signalling

FY 2024/25 SALES SPLIT BY PRODUCT LINES



ROLLING STOCK: €9,454m

(+3.6% vs 2023/24, o/w +3.7% org)

Ramp-up in Australia and consistent execution in France, Italy, South Africa, Belgium and USA



SERVICES: €4,493m

(+5.2% vs 2023/24, o/w +6.2% org)

Solid execution in UK, Canada, Italy and Germany



SIGNALLING: €2,642m

(-0.1% vs 2023/24, o/w +6.0% org)

Impact on reported growth of US conventional signalling. Consistent execution in France, Australia, Germany and Italy



SYSTEMS: €1,900m

(+20.4% vs 2023/24, o/w +26.3% org)

Strong deliveries in Mexico and good performance in Canada, Ivory Coast and France

aEBIT margin up 70bps to 6.4%

<i>(in € million)</i>	FY 2023/24	FY 2024/25	<i>Evolution</i>
Sales	17,619	18,489	+4.9%
Cost of Sales	(15,096)	(15,876)	+5.2%
Adjusted Gross Margin before PPA¹ <i>As a % of sales</i>	2,523 14.3%	2,613 14.1%	<i>(20)bps</i>
Research and development expenses before PPA ² <i>As a % of sales</i>	(549) 3.1%	(522) 2.8%	<i>(30)bps</i>
Selling & Administrative expenses <i>As a % of sales</i>	(1,108) 6.3%	(1,062) 5.7%	<i>(60)bps</i>
Net interest in equity investees pickup ³	131	148	+13.0%
Adjusted EBIT¹	997	1,177	+18.1%
Adjusted EBIT margin¹	5.7%	6.4%	+70bps

1. Definition in Appendix

2. Excluding €(59) million of amortisation expenses of the purchase price allocation of Bombardier Transportation.

3. Definition in Appendix. This mainly includes Chinese joint-ventures

Net profit recovery driven by aEBIT and reduced non-operating expenses

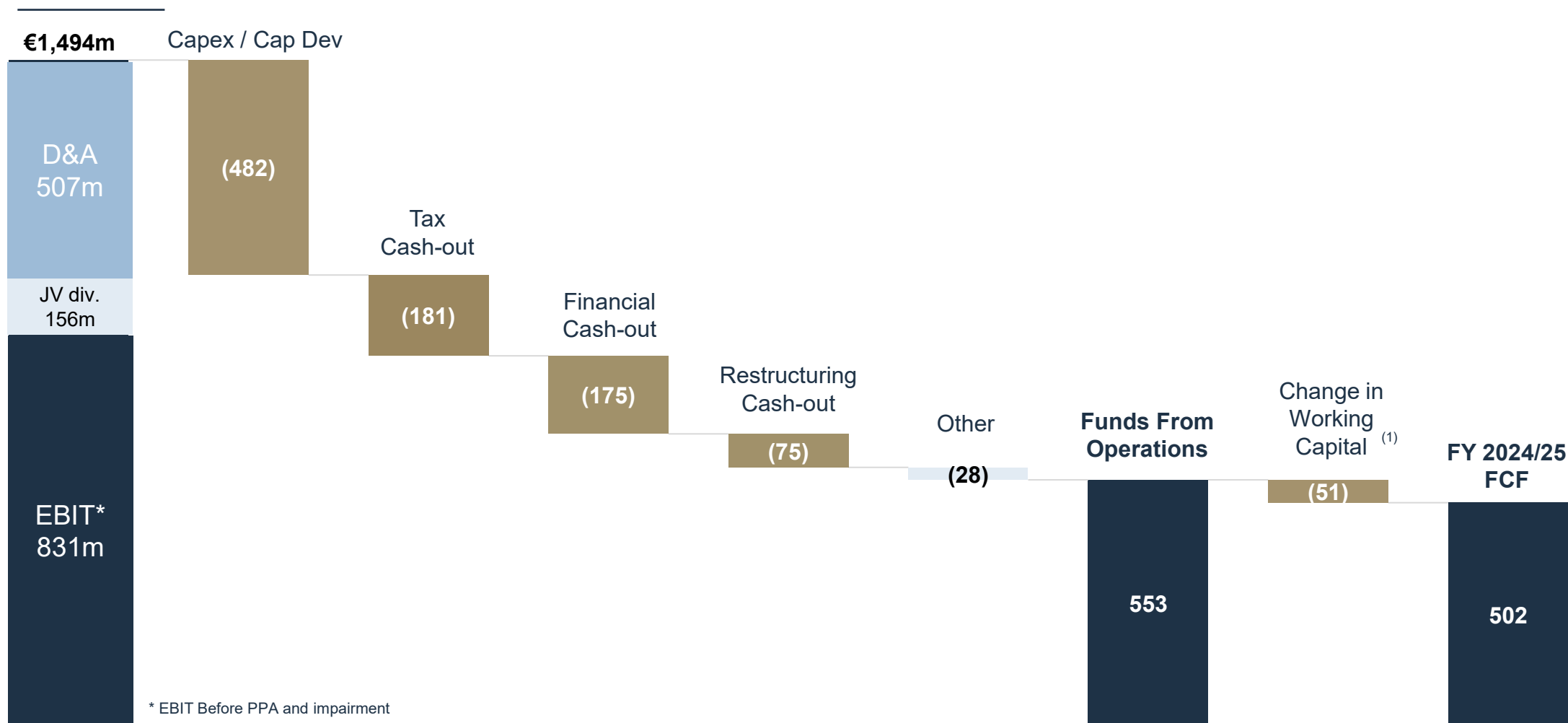
(in € million)	FY 2023/24	FY 2024/25	Evolution	
Sales	17,619	18,489	+4.9%	
Adjusted EBIT	997	1,177	+18.1%	
Adjusted EBIT margin	5.7%	6.4%	+70 bps	o/w Integration costs €97m - as per plan, and Legal fees €36m
Non-operating expenses	(510)	(198)	(61.2%)	
Reversal of net interest in equity investees pickup ¹	(131)	(148)	+13.0%	
EBIT before PPA and impairment	356	831	+133.4%	Net interest expense €64m (-€89m vs FY24) Other financial expenses €150m (+€61m vs FY24)
Financial results	(242)	(214)	(11.6%)	
Tax results	(33)	(217)	-	ETR 35% in FY2024/25
Share in net income of equity investees	(7)	128	-	
Minority interests from continued op.	(30)	(30)	-	
Adjusted Net profit²	44	498	-	
PPA net of tax	(351)	(345)	(1.7%)	
Net Profit - Continued operations, Group share	(307)	153	-	

¹ This mainly includes Chinese joint-ventures

² Definition in appendix

FFO at 3% of sales, H1 working capital drag mostly reversed during H2

From EBIT* to Free Cash Flow (in € million)



(1) the total of Change in working capital of the FCF bridge of €(51)m corresponds to the €(87) million changes in working capital resulting from operating activities disclosed in the consolidated financial statements from which the €74 million variations of restructuring provisions and €(38)m of variation of Tax working capital have been excluded.

Stability of Trade Working Capital despite inventories

<i>(in € million / days of sales)</i>	31 March 2024		31 March 2025	
Inventories	3,818	79	4,151	82
Trade payables	(3,444)	(71)	(3,751)	(74)
Trade receivables	2,997	62	2,906	57
Other assets/ liabilities ²	(1,705)	(35)	(1,599)	(32)
Trade Working Capital^{1,2}	1,666	34	1,707	34

Inventories and Trade payables increase:

- cars production acceleration in Q4
- supply chain perturbations

Receivables: good cash collection with strong overdues reduction during second half

¹ Definition in appendix

² Excluding restructuring provisions and corporate tax changes

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Contract WC: Contract assets up with Services and Signalling growth

Contract liabilities up with projects in Startup phase

<i>(in € million / days of sales)</i>	31 March 2024		31 March 2025	
Contract assets	4,973	103	5,895	116
Contract liabilities	(7,995)	(166)	(8,881)	(175)
Current provisions <i>Of which Risks on contracts</i>	(1,612) (981)	(33)	(1,529) (920)	(30)
Contract Working Capital¹	(4,634)	(96)	(4,515)	(89)

Contract WC from (96) to (89) days

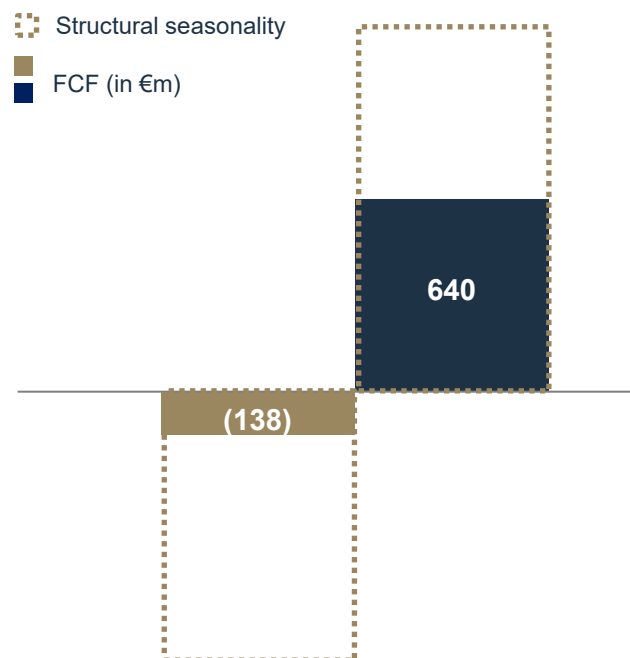
- Compared to FY24:
 - Downpayments stable in €
 - High proportion of projects in startup and serial phase

¹ Definition in appendix

FY25 low seasonality

Structural FCF seasonality...

- **Cash-in seasonality** on progress payments:
 - Fewer working days during H1
 - Summer factory closures leading to lower production and train acceptances
- **Cash-out evenly distributed**



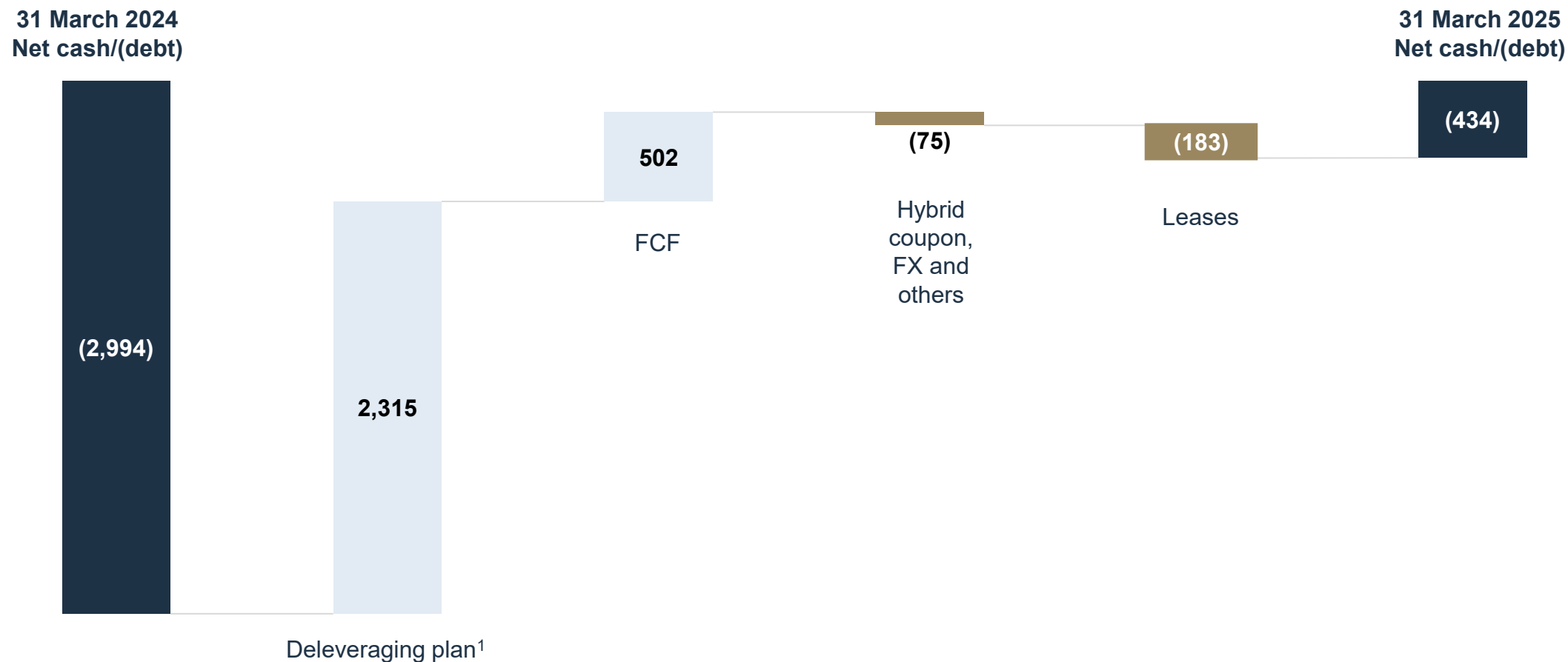
...has been mitigated in FY25

- **Downpayment phasing** being more H1-weighted driven by strong H1 commercial momentum (Köln, Proxima, Hamburg) as well as shifts from H2 to FY26 (CP in Portugal)
- **Project mix** with a good share of well-financed projects in start-up phase in H1

H1 24/25

H2 24/25

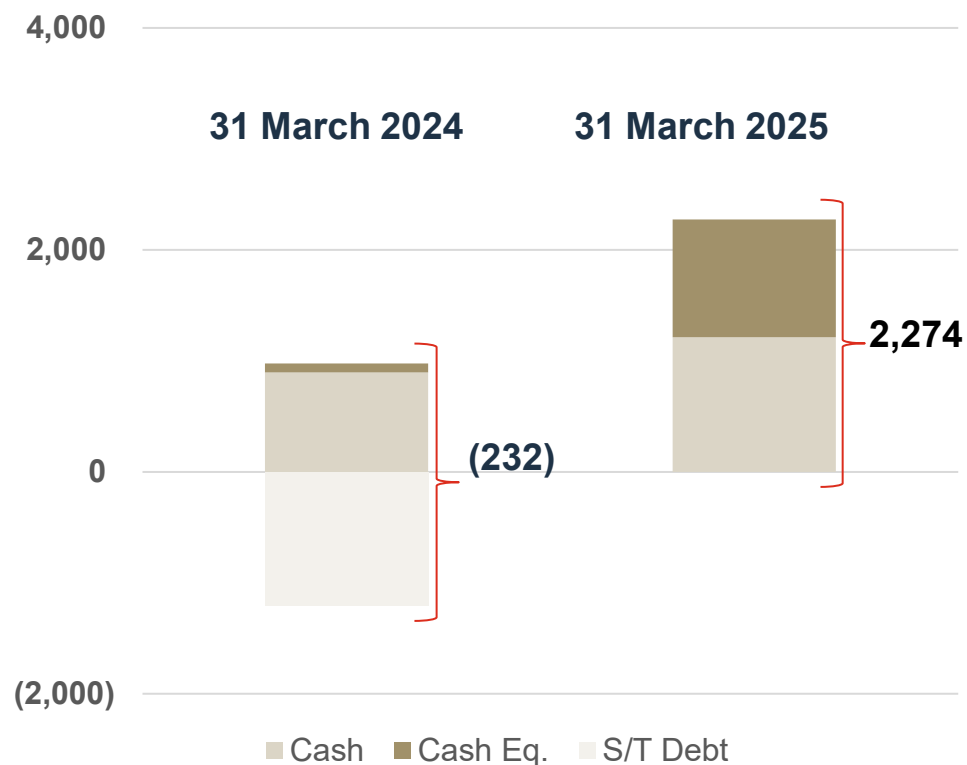
Net debt reduced to €434m following deleveraging plan and FCF generation



1. Sale of TMH for €75m executed during FY 2023/24. Rights issue, hybrid issuance and sale of US conventional Signalling net of advisory fees.

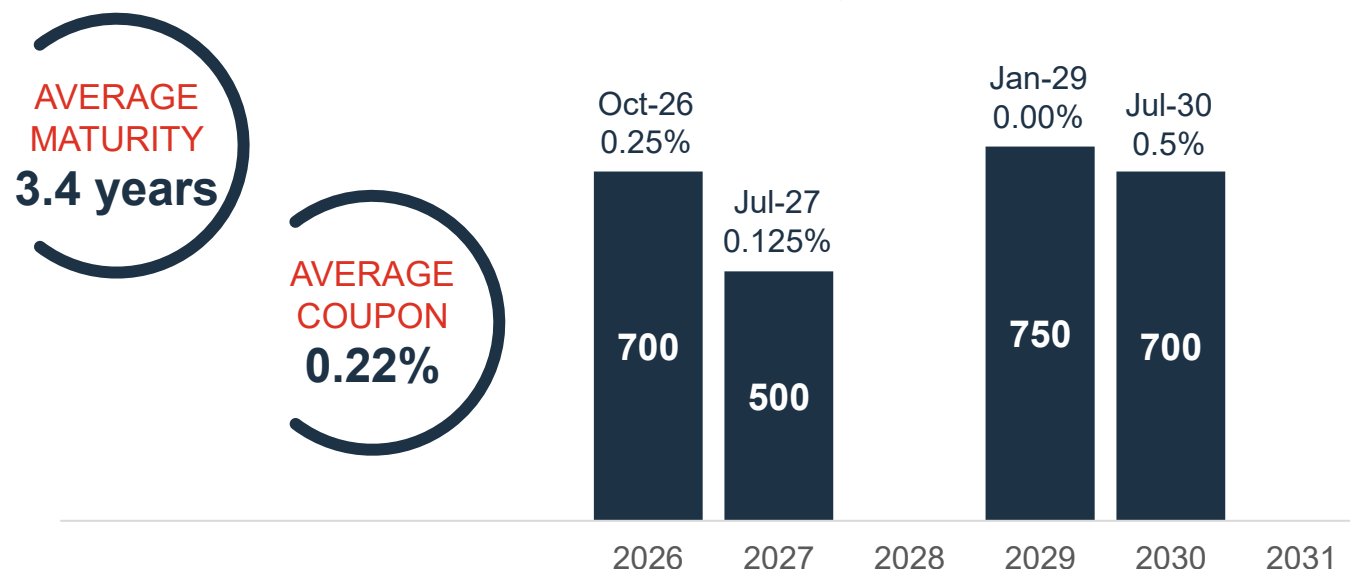
Short-term debt reimbursed, strong increase in Cash & cash equivalents

CASH, CASH EQ. and S/T DEBT (IN € MILLION)



- ~€1.3bn increase in Cash and Cash equivalents
- ~€1.2b reimbursement of short-term debt during H1

STABLE OUTSTANDING BONDS (IN € MILLION)



- No financial covenants and fixed coupons on all bonds
- No planned redemption before October 2026
- Hybrid bond for €750m maturing Aug 29 (*accounted for in Equity*)

06

Trajectory

Turning operational improvements into accelerated profit and cash generation

From post-merger challenges

Increase operational excellence

To ...

securing cash and profit targets over the next three years

FY 2025 achievements
(vs FY 2021/22)



1

External demerit

Divided by 4

2

Manufacturing Throughput (# cars) +43%
(since March 23)

3

On-Time Delivery of rolling stock +21pp

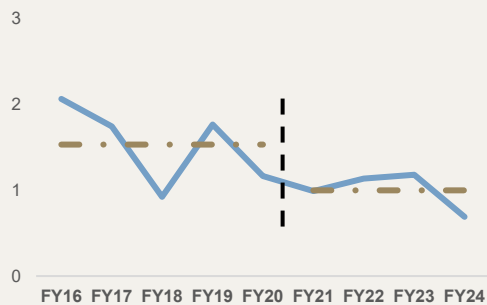
4

Client Net Promoter Score constant increase at 8.5

Rolling stock : turning selectivity into sustainable profit

Selectivity since merger

Rolling Stock Book to Bill



Book-to-bill from ~1.5 to ~1 before / after merger

Margin in backlog improved by ~200bps since merger

Key additional actions to uplift profitability over next three years

Focus on 13 most attractive countries

- ✓ Clear competitive advantage
- ✓ Concentrating R&D efforts
- ✓ Service / Systems synergies

Enhance commercial discipline

- ✓ Increased target margins by segment
 - ✓ Reinforced golden rules
- ✓ Strict contract management

Seamless execution

- ✓ Engineering efficiency through automation and AI tools
 - ✓ Execute legacy backlog
- ✓ On-time delivery back to ex-AT levels in FY25

Mid-term expectations

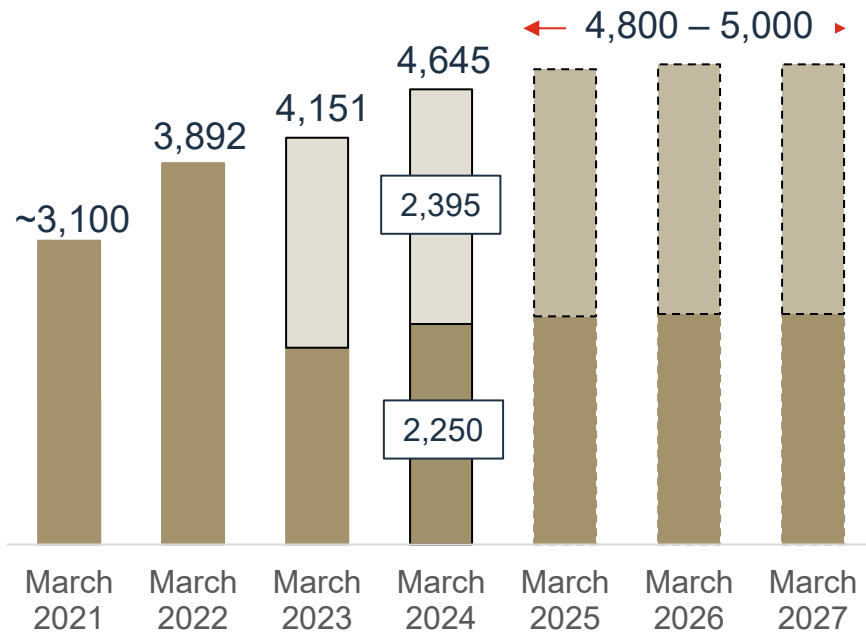
Continue improving Rolling Stock margin in backlog

Rolling Stock profitability uplift to high-single digit by FY 2026/27

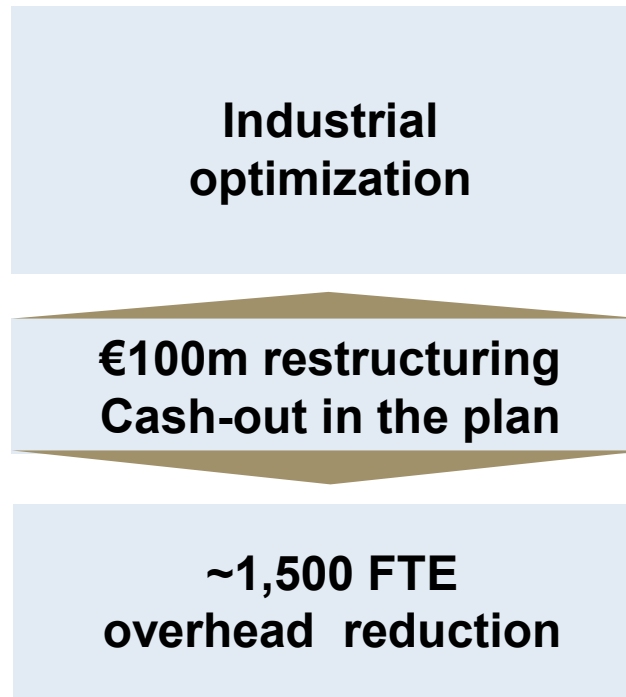
Rolling Stock to consume Contract Working Capital

Industrial optimization and overheads reduction post integration, as the Group stabilizes deliveries to 4,800-5,000 cars per year

Manufacturing Output (#cars)



- 2,395 cars delivered over H2



Mid-term expectations

Reduce industrial inefficiencies on gross margin

Reduce incidence of SG&A on sales by ~1pp

Bringing Services to the forefront of the Alstom business model

AMBITION

Consolidate leadership

- Harvest installed base
- Grow short cycle sales
- One-stop shop positioning

Capture new markets

- Cross border and open access in Europe
- Smart and Green modernisation
- Boost Digital Maintenance
- TSSSA to penetrate incumbents' fleets

Enhance industrialization

- Strategic depot footprint capex
- Maintenance performance centres
- Boost Parts business model

Mid-term expectations

Average book-to-bill
largely above 1

Share of Services in
backlog to match
share of Rolling Stock
by FY 2026/27

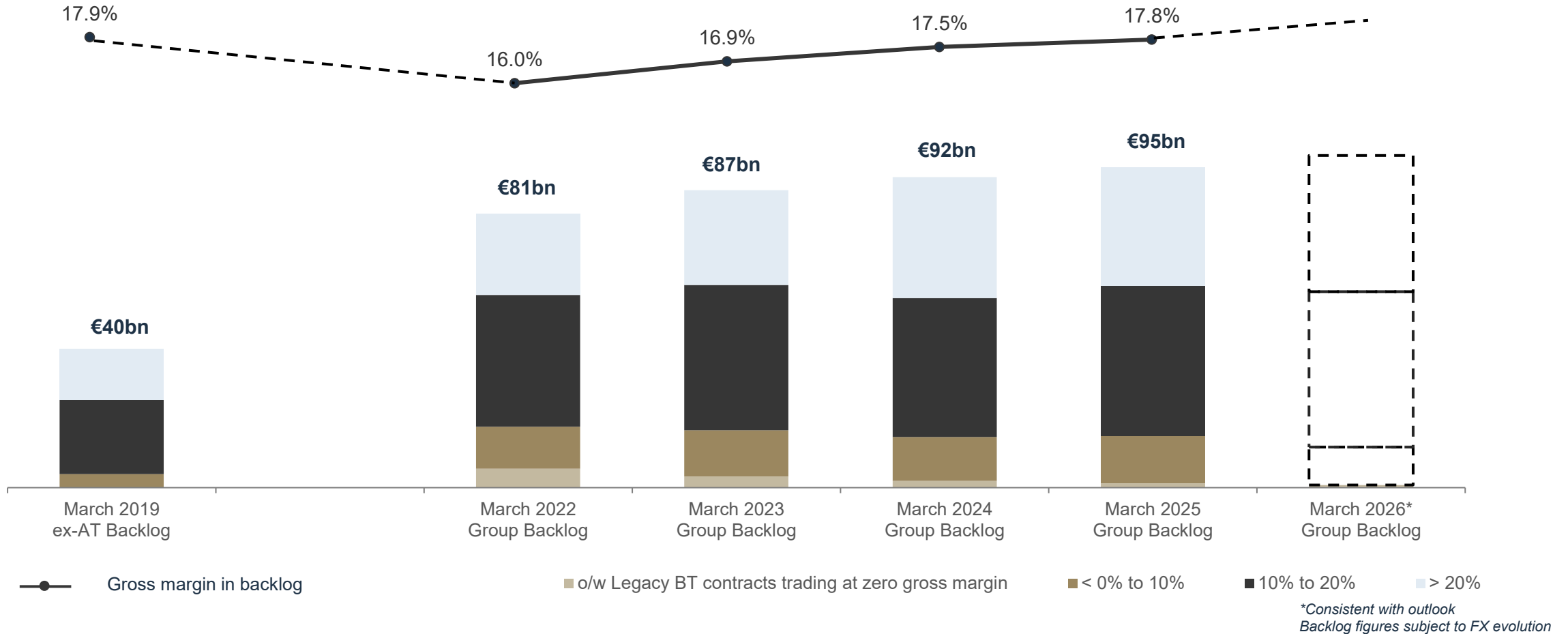
Services Contract
Working capital
build-up

Signalling and Systems - Profitable growth in a concentrated market



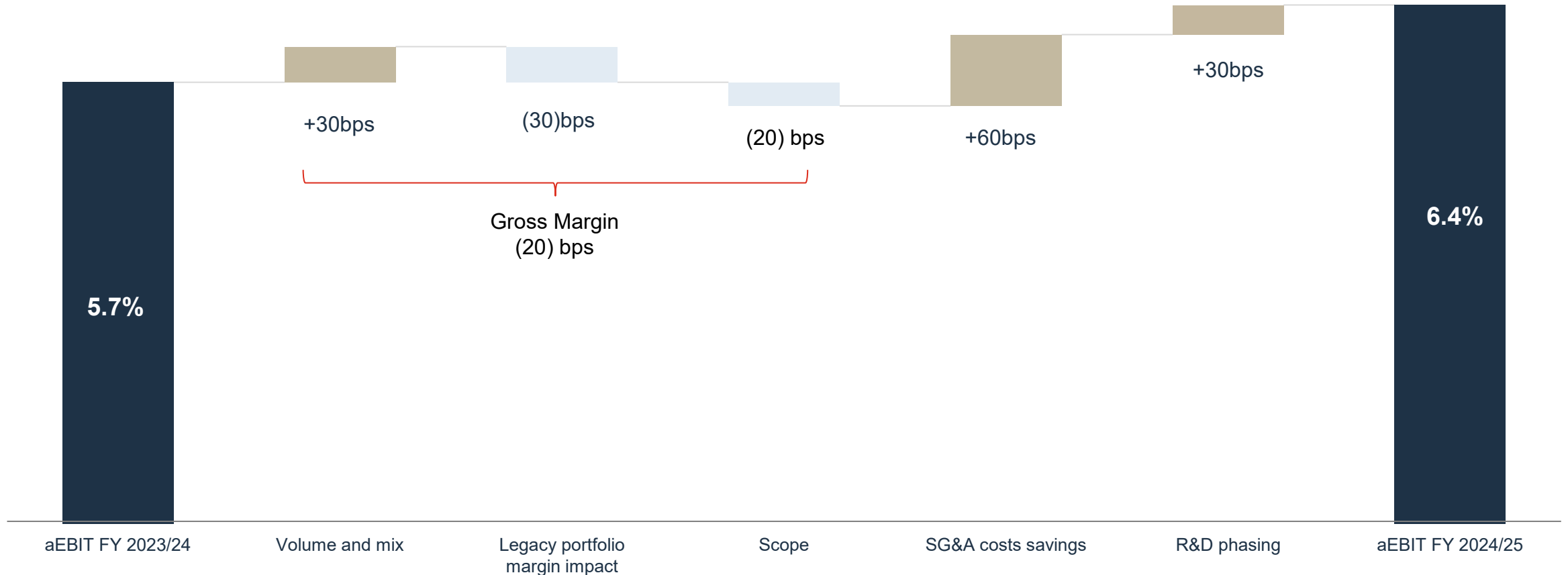
Gross margin upside from quality order intake

Backlog stratification and gross margin evolution



Efficient costs savings initiatives compensating for headwinds from legacy projects and scope

aEBIT (in %)

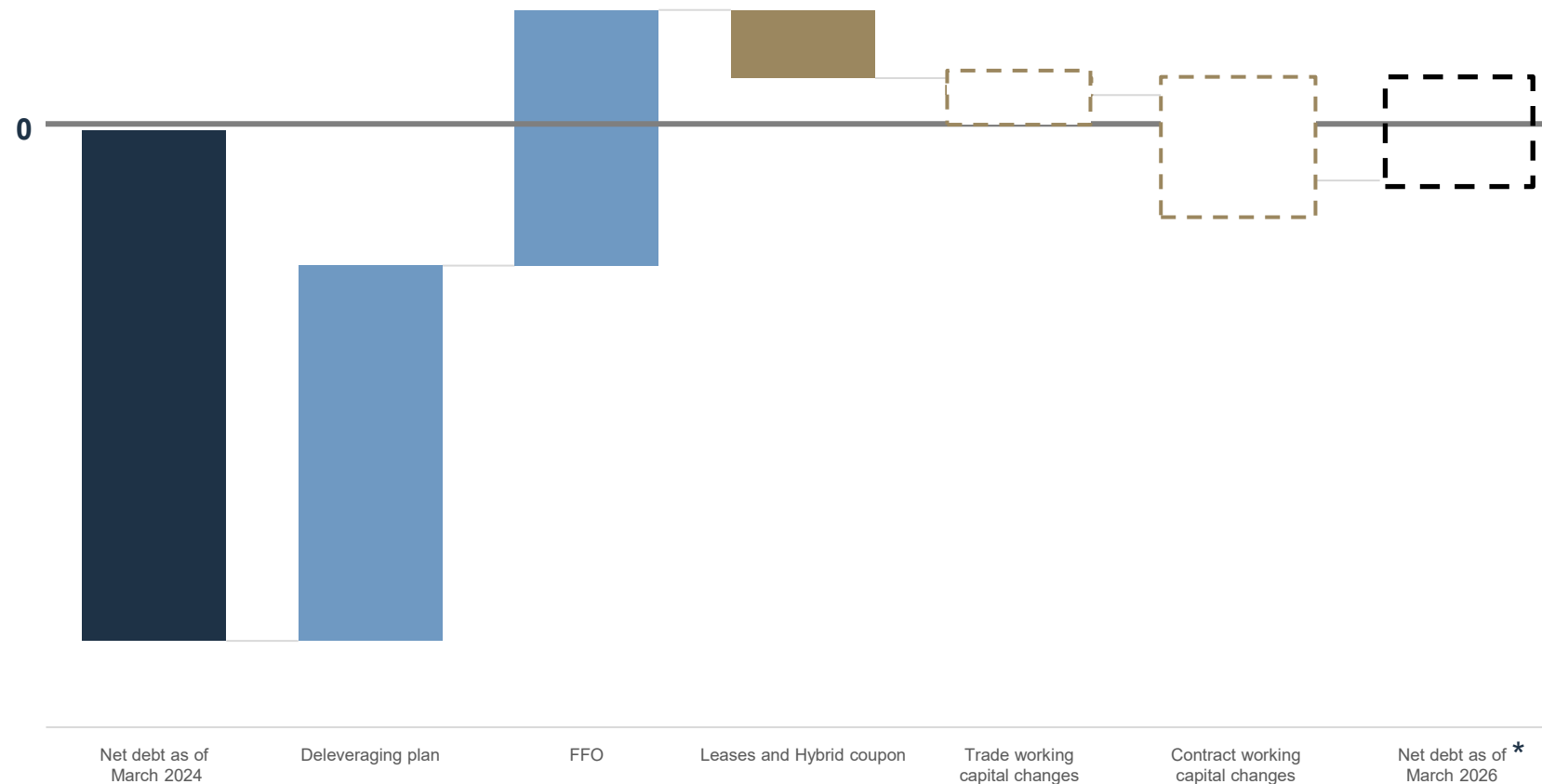


FY26 FCF generation marked by Services and Signalling growth and some Rolling Stock projects ramp-ups

	FY25	FY26
FFO / Sales	3.0%	Increased from profit uplift
Trade Working Capital	Stable in days of sales	Stable in days of sales
Contract Working Capital	~€100m headwind	Higher headwind
<hr/>		
<i>Seasonality</i>	<i>Very low - €(138)m in H1</i>	<i>High – up to €(1.0)bn in H1</i>
FCF	€502m	€200-400m

Capital allocation priorities and March 2026 deleveraging trajectory unchanged

- Priority to deleverage and maintain Investment Grade rating
- Dividends policy to be re-evaluated once zero net financial debt is reached
- M&A policy:
 - Pursue bolt-on acquisitions (Innovation, Services)
 - Dynamic portfolio management



Graph not at scale, for illustration purposes

* Considering Hybrid bond as Equity, as per IFRS

FY 2025/26 outlook

Medium-term ambitions confirmed

FY 2025/26

Assumptions

- Supportive market demand
- # cars production stable vs. FY2024/25
- R&D back to > 3% of sales
- Mitigating US tariffs beyond Q1 FY 2025/26.

Outlook

- Group and Rolling stock book to bill above 1
- Sales organic growth: 3% to 5%
- aEBIT margin around 7%
- FCF within €200-400m range
- Seasonality more pronounced with FCF up to €(1.0)bn in H1 FY 2025/26

Medium-term

Ambitions

- Book-to-bill above 1
- Average sales growth of ~5% per year
- aEBIT margin within 8-10% range
- FCF conversion trending to 100%* over the cycle

* Of adjusted net profit

At least €1.5bn cumulative FCF from FY 2024/25 to FY 2026/27

07

Appendix

Board of Directors composition (March 31st, 2025)



Philippe Petitcolin
Chairman of the Board



Claude Mandart
Director representing employees



Baudouin Prot
Independent Director



Edouard Ringuet
Observer




Henri Poupart-Lafarge
Chief Executive Officer



Gilles Guilbon
Director representing employees



Sylvie Rucar
Independent Director

 Nominations and Remuneration Committee



Bi Yong Chungunco
Independent Director




José Gonzalo
Permanent representative of BPIfrance Investissement



Kim Thomassin
Permanent representative of CDPQ



 Ethics & Sustainability Committee

 Audit and Risks Committee



Clotilde Delbos
Independent Director



Sylvie Kandé de Beaupuy
Independent Director



Jay Walder
Independent Director



Independence*: 80%

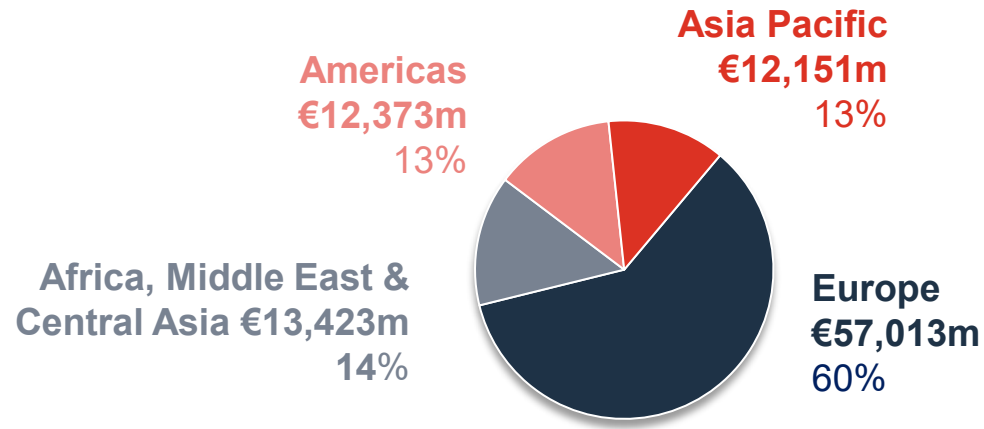
Women*: 50%

Number of nationalities represented: 7

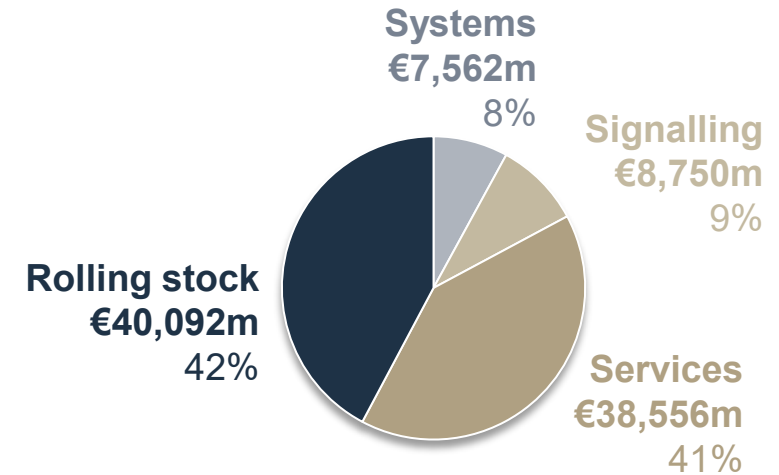
**Excluding directors representing employees*

FY 2024/25 backlog by region and product line

Backlog breakdown by region (in € million)

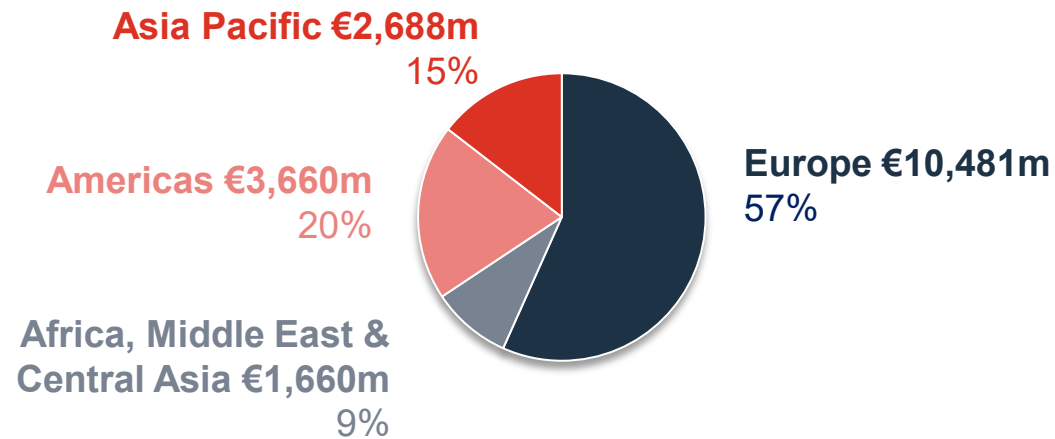


Backlog breakdown by product line (in € million)

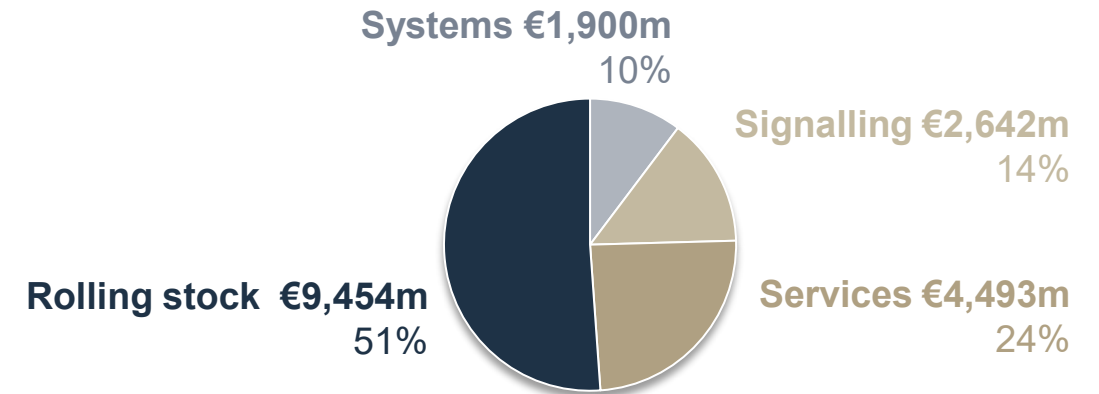


FY 2024/25 Sales by region and product line

Sales breakdown by region (in € million)

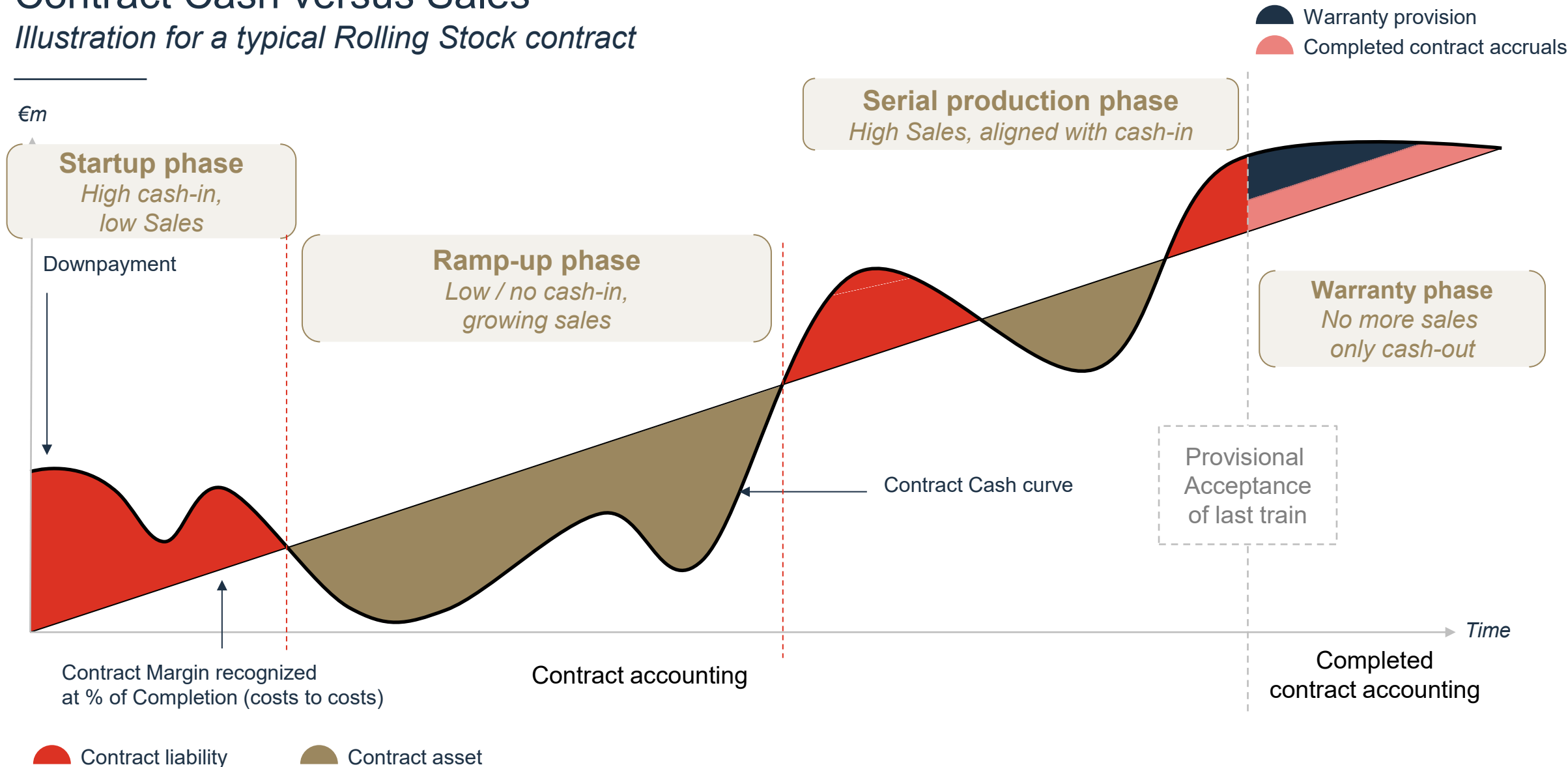


Sales breakdown by product line (in € million)

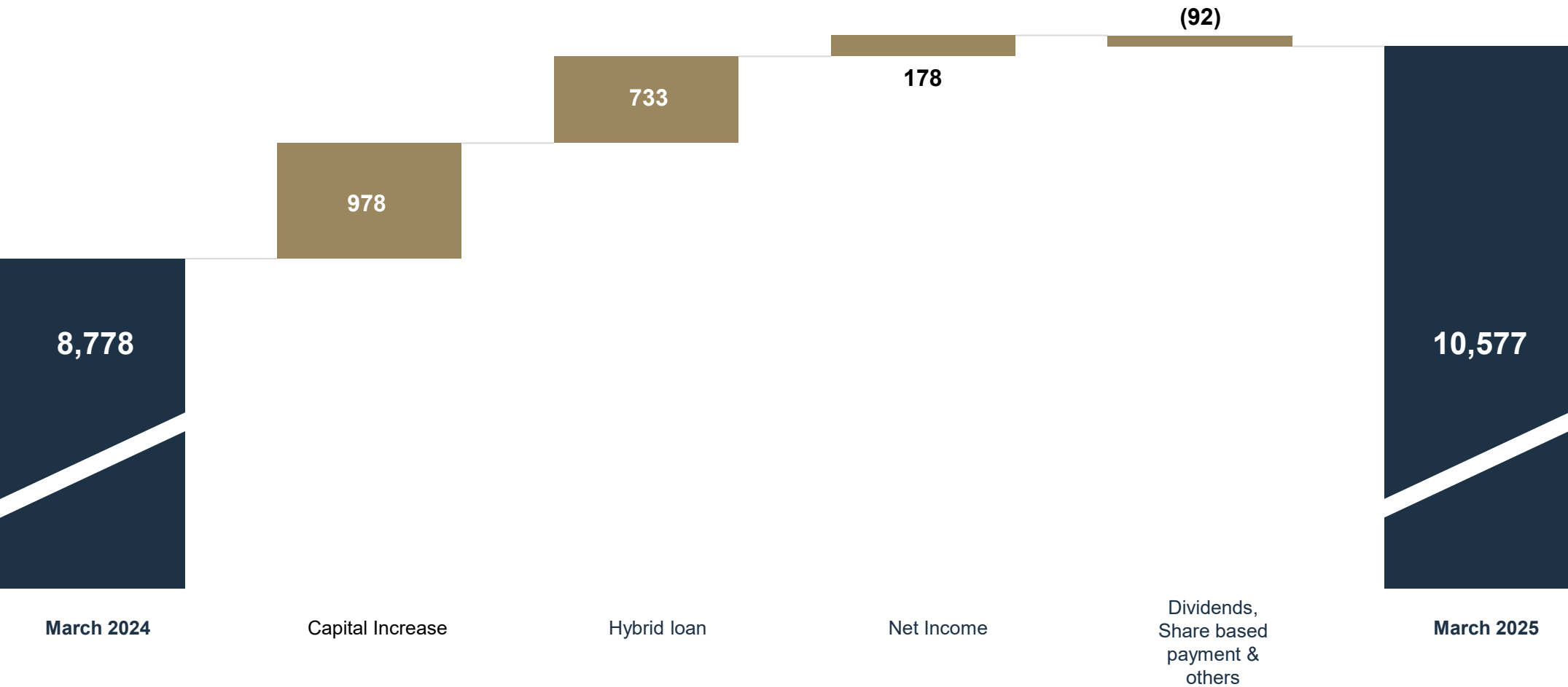


Contract Cash versus Sales

Illustration for a typical Rolling Stock contract



Equity in € million



Contract accounting – P&L – Glossary

- **Revenue and Contract Margin** are recognized at the percentage of completion method based on Costs-to-Costs under IFRS15:
 - **Percentage of completion** (PoC) = Costs accumulated to date divided by Costs at completion
 - Cumulative sales to date = Selling Price at completion x PoC.
 - **Period Sales** = Cumulative Sales to date – cumulative sales at end of last period.
 - Contract Margin (CM) to date = CM at completion x PoC.
 - **Period CM** = Cumulative CM to date – cumulative CM at end of last period.
 - **Selling Price (SP) and CM at completion** are reviewed for each project at least twice a year:
 - Changes in SP and / or CM at completion are recognized in P&L immediately so that cumulative P&L and related working capital balances (see next slides) always reflect the latest project review estimates.
 - If CM at completion is negative,
 - Losses to date (= negative CM at completion x PoC) are recognized in P&L + (if any) reversal of previously recognized positive margin
 - A provision for contract loss is recognized for the losses to come (provision = Negative CM at completion – Loss recognized to date)
 - At any further project review of a loss-making contract, the evolution of the loss (negative or positive) is immediately recognized in P&L, regardless the nature of the evolution (variation orders, operational improvements / degradations, penalties...)

Contract and Completed contract accounting – Working Capital – Glossary

- **Contract Liabilities** are made of
 - **Down-payments received** (upfront payment received at inception to finance the contract)
 - **Deferred income on contracts** : when cumulative billing of the contract is exceeding cumulative trading (revenue recognized in the income statement) on Cost-to-Cost contracts.
- **Contract Assets** are mainly **Unbilled income on contracts**: when cumulative trading (revenue recognized in the income statement) of the contract is exceeding cumulative billing¹ on Cost-to-Cost (CtC) contracts.
- At any time, a contract is either in a **Net Contract Assets** or in a **Net Contract Liability** situation as seen in the illustrative chart.
- When a contract reaches **provisional acceptance of 100% of the quantity of trains as per the contract**, Sales and GM at completion are recognized at 100%, net contract liability is reclassified to **completed contract accruals** (within Other payables) representing activities to be completed after acceptance

1. Billing triggers reduction of contract asset and recognition of a Receivable.

Other Working Capital items - Glossary

- **Inventories** are mainly **raw materials and semi-finished goods**. They are recognized when goods are received at the factory¹. Inventories are transferred to Contract Assets / liabilities when they exit the warehouse and are entering the assembly line, then allocated to the contract accounting scheme
- **Current Provisions** –are mainly:
 - **Warranty provisions (about 1 /3 of total)** – provision created progressively at the delivery of each train. Mainly spare parts and warranty team at customer site.
 - **Provisions for risks on contracts (about 2/3) include** mainly provisions for contracts losses which are recognized when CM at completion becomes negative, corresponding to the portion of negative margin at completion still to be recognized through the P&L (see previous)
- **Non-Current Provisions** – are mainly for litigations, tax and environmental risks and restructuring provisions

1. Goods receipt triggers recognition of an Accounts Payable.

Other Working Capital items - Glossary

- **Other current operating assets** are mainly :
 - 40 to 50% represent B/S side of financial derivatives and hedged firm commitments not yet turned into a receivable
 - The remainder consists in
 - Taxes (VAT, CIT...)
 - Downpayment to suppliers
 - Prepaid expenses
 - Non-trade receivables
- **Other current operating liabilities** are mainly:
 - **Other payable (about 1/3 of total)** – are mainly completed contract accruals, representative of goods to be delivered or services to be rendered after the 100% provisional acceptance milestone is reached. In particular, reliability growth activities.
 - **Staff and associated liabilities (about 20% of total)** – mostly vacation accruals, social security payables...
 - Derivatives and hedged firm commitments / liability side (**about 1/3 of total**)
 - **AP with extended payment terms:** trade payables supported by the supply chain financing arrangement and exceeding regular payment terms
 - The remainder consists essentially in Taxes payable

Appendix - Non-GAAP financial indicators definitions (1/2)

This section presents financial indicators used by the Group that are not defined by accounting standard setters.

- **Orders received**

A new order is recognised as an order received only when the contract creates enforceable obligations between the Group and its customer. When this condition is met, the order is recognised at the contract value. If the contract is denominated in a currency other than the functional currency of the reporting unit, the Group requires the immediate elimination of currency exposure using forward currency sales. Orders are then measured using the spot rate at inception of hedging instruments.

- **Book-to-Bill**

The book-to-bill ratio is the ratio of orders received to the amount of sales traded for a specific period.

- **Adjusted Gross Margin before PPA**

Adjusted Gross Margin before PPA is a Key Performance Indicator to present the level of recurring operational performance. It represents the sales minus the cost of sales, adjusted to exclude the impact of amortisation of assets exclusively valued when determining the purchase price allocations ("PPA") in the context of business combination as well as non-recurring "one off" items that are not supposed to occur again in following years and are significant.

- **Adjusted EBIT**

Adjusted EBIT ("aEBIT") is the Key Performance Indicator to present the level of recurring operational performance. This indicator is also aligned with market practice and comparable to direct competitors.

Starting September 2019, Alstom has opted for the inclusion of the share in net income of the equity-accounted investments into the aEBIT when these are considered to be part of the operating activities of the Group (because there are significant operational flows and/or common project execution with these entities). This mainly includes Chinese joint-ventures, namely CASCO, Alstom Sifang (Qingdao) Transportation Ltd, Jiangsu ALSTOM NUG Propulsion System Co. Ltd. (former Bombardier NUG Propulsion) and Changchun Changke Alstom Railway Vehicles Company Ltd.

aEBIT corresponds to Earning Before Interests and Tax adjusted for the following elements:

- net restructuring expenses (including rationalisation costs);
- tangibles and intangibles impairment;
- capital gains or loss/revaluation on investments disposals or controls changes of an entity;
- any other non-recurring items, such as some costs incurred to realise business combinations and amortisation of an asset exclusively valued in the context of business combination, as well as litigation costs that have arisen outside the ordinary course of business;
- and including the share in net income of the operational equity-accounted investments.

A non-recurring item is a "one-off" exceptional item that is not supposed to occur again in following years and that is significant.

Adjusted EBIT margin corresponds to Adjusted EBIT expressed as a percentage of sales.

Appendix - Non-GAAP financial indicators definitions (2/2)

- **EBIT before PPA**

Following the Bombardier Transportation acquisition and with effect from the fiscal year 2021/22 condensed consolidated financial statements, Alstom decided to introduce the “EBIT before PPA” indicator aimed at restating its Earnings Before Interest and Taxes (“EBIT”) to exclude the impact of amortisation of assets exclusively valued when determining the purchase price allocations (“PPA”) in the context of business combination. This indicator is also aligned with market practice.

- **Adjusted net profit**

The “Adjusted Net Profit” indicator aims at restating the Alstom’s net profit from continued operations (Group share) to exclude the impact of amortisation & impairment of assets exclusively valued when determining the purchase price allocations (“PPA”) in the context of business combination, net of the corresponding tax effect.

- **Free cash flow**

Free Cash Flow is defined as net cash provided by operating activities less capital expenditures including capitalised development costs, net of proceeds from disposals of tangible and intangible assets. Free Cash Flow does not include any proceeds from disposals of activity.

The most directly comparable financial measure to Free Cash Flow calculated and presented in accordance with IFRS is net cash provided by operating activities.

- **Net cash/(debt)**

The net cash/(debt) is defined as cash and cash equivalents, marketable securities and other current financial asset, less borrowings

- **Organic basis**

This presentation includes performance indicators presented on an actual basis and on an organic basis. Figures given on an organic basis eliminate the impact of changes in scope of consolidation and changes resulting from the translation of the accounts into Euro following the variation of foreign currencies against the Euro.

The Group uses figures prepared on an organic basis both for internal analysis and for external communication, as it believes they provide means to analyse and explain variations from one period to another. However, these figures are not measurements of performance under IFRS.

Contacts & Agenda

CONTACTS

Cyril Guérin

VP Investor Relations and M&A

Guillaume Gauvillé

Head of Investor Relations

Estelle Maturell Andino

Director of Investor Relations

Jalal Dahmane

Investor Relations Analyst

investor.relations@alstomgroup.com

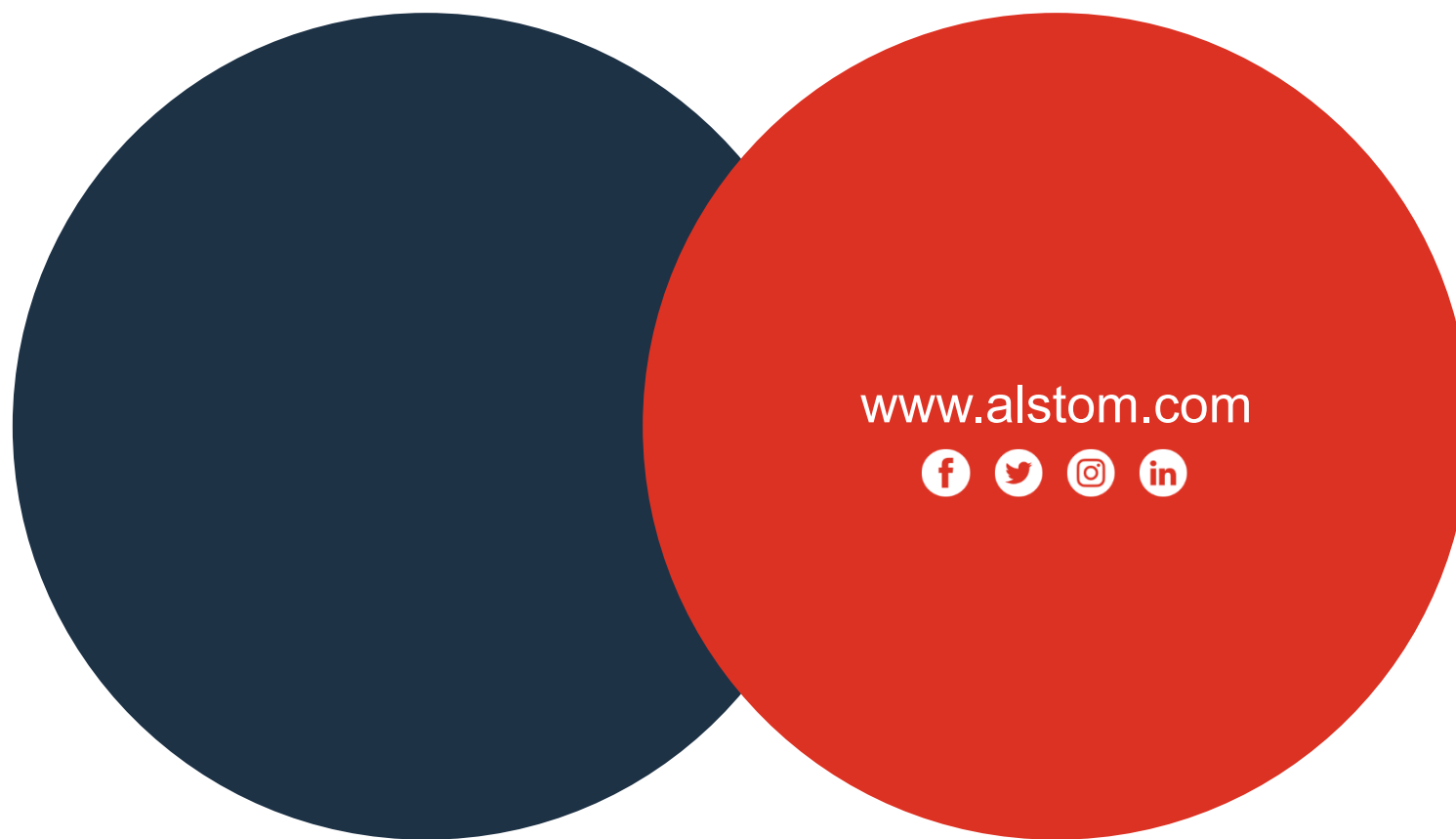
AGENDA

13 November 2025

2025/26 Half-year Results

20 January 2026

**FY 2025/26 Third Quarter
Orders & Sales**



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