



FIRST QUARTER 2024

Wabtec Financial Results & Company Highlights

FORWARD LOOKING STATEMENTS & NON-GAAP FINANCIAL INFORMATION

This communication contains “forward-looking” statements as that term is defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended by the Private Securities Litigation Reform Act of 1995. All statements, other than historical facts, including statements regarding Wabtec’s plans, objectives, expectations and intentions; Wabtec’s expectations about future sales, earnings and cash conversion; Wabtec’s projected expenses and cost savings associated with its Integration 2.0 initiative; Wabtec’s 5-year outlook (established in March 2022); Wabtec’s expectations for evolving global industry, market and macro-economic conditions and their impact on Wabtec’s business; Wabtec’s execution on its decarbonization initiatives, synergies and other expected benefits from Wabtec’s acquisitions; Wabtec’s expectations for production and demand conditions; and any assumptions underlying any of the foregoing, are forward looking statements. Forward-looking statements concern future circumstances and results and other statements that are not historical facts and are sometimes identified by the words “may,” “will,” “should,” “potential,” “intend,” “expect,” “endeavor,” “seek,” “anticipate,” “estimate,” “overestimate,” “underestimate,” “believe,” “could,” “project,” “predict,” “continue,” “target” or other similar words or expressions. Forward-looking statements are based upon current plans, estimates and expectations that are subject to risks, uncertainties and assumptions. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those indicated or anticipated by such forward-looking statements. The inclusion of such statements should not be regarded as a representation that such plans, estimates or expectations will be achieved. Important factors that could cause actual results to differ materially from such plans, estimates or expectations include, among others, (1) changes in general economic and/or industry specific conditions, including the impacts of tax and tariff programs, inflation, supply chain disruptions, foreign currency exchange, and industry consolidation; (2) changes in the financial condition or operating strategies of Wabtec’s customers; (3) unexpected costs, charges or expenses resulting from acquisitions and potential failure to realize synergies and other anticipated benefits of acquisitions, including as a result of integrating acquired targets into Wabtec; (4) inability to retain and hire key personnel; (5) evolving legal, regulatory and tax regimes; (6) changes in the expected timing of projects; (7) a decrease in freight or passenger rail traffic; (8) an increase in manufacturing costs; (9) actions by third parties, including government agencies; (10) the impacts of epidemics, pandemics, or similar public health crises on the global economy and, in particular, our customers, suppliers and end-markets, (11) potential disruptions, instability, and volatility in global markets as a result of global military action, acts of terrorism or armed conflict, including from the imposition of economic sanctions on Russia resulting from the invasion of Ukraine; (12) cybersecurity and data protection risks and (13) other risk factors as detailed from time to time in Wabtec’s reports filed with the SEC, including Wabtec’s annual report on Form 10-K, periodic quarterly reports on Form 10-Q, current reports on Form 8-K and other documents filed with the SEC. The foregoing list of important factors is not exclusive. Any forward-looking statements speak only as of the date of this communication. Wabtec does not undertake any obligation to update any forward-looking statements, whether as a result of new information or development, future events or otherwise, except as required by law. Readers are cautioned not to place undue reliance on any of these forward-looking statements.

This presentation as well as Wabtec’s earnings release and 2024 financial guidance mention certain non-GAAP financial performance measures, including adjusted gross profit, adjusted operating expenses, adjusted income from operations, adjusted interest and other expense, adjusted net income, adjusted operating margin, adjusted gross margin, adjusted income tax expense, adjusted earnings per diluted share, EBITDA and adjusted EBITDA, net debt and operating cash flow conversion rate. Wabtec defines EBITDA as earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA is further adjusted for restructuring costs. Wabtec defines operating cash flow conversion as net cash provided by operating activities divided by net income plus depreciation and amortization including deferred debt cost amortization. While Wabtec believes these are useful supplemental measures for investors, they are not presented in accordance with GAAP. Investors should not consider non-GAAP measures in isolation or as a substitute for net income, cash flows from operations, or any other items calculated in accordance with GAAP. In addition, the non-GAAP financial measures included in this presentation have inherent material limitations as performance measures because they add back certain expenses incurred by the Company to GAAP financial measures, resulting in those expenses not being taken into account in the applicable non-GAAP financial measure. Because not all companies use identical calculations, Wabtec’s presentation of non-GAAP financial measures may not be comparable to other similarly titled measures of other companies. Included in this presentation are reconciliation tables that provide details about how adjusted results relate to GAAP results. Wabtec is not presenting a quantitative reconciliation of its forecasted GAAP earnings per diluted share to forecasted adjusted earnings per diluted share as it is unable to predict with reasonable certainty and without unreasonable effort the impact and timing of restructuring-related and other charges, including acquisition-related expenses and the outcome of certain regulatory, legal and tax matters; the financial impact of these items is uncertain and is dependent on various factors, including the timing, and could be material to Wabtec’s Consolidated Statement of Earnings.

TODAY'S PARTICIPANTS



**RAFAEL
SANTANA**

President &
Chief Executive Officer



**JOHN
OLIN**

Executive Vice President &
Chief Financial Officer



**KYRA
YATES**

Vice President,
Investor Relations

1Q 2024 OVERVIEW

SALES	\$2.50B	Up 13.8% YOY
OPERATING MARGIN	16.5% GAAP	19.8% Adjusted
EARNINGS PER SHARE	\$1.53 GAAP	\$1.89 Adjusted
CASH FLOW FROM OPERATIONS⁽¹⁾	\$334M	
12-MONTH BACKLOG	\$7.71B	

1Q 2024 HIGHLIGHTS

Increased sales were driven by strong growth in the Freight Segment ... higher Equipment deliveries and Services growth

Operating margin benefited from sales growth, improved gross margin and lower SG&A/Engineering expenses as a percentage of sales

GAAP EPS up 64.5% YoY ... Adjusted EPS up 47.7% YoY from higher sales and operating margin expansion

Operating cash flow of \$334M vs \$(25) in year ago quarter

Backlog continues to provide strong visibility ... 12-month up 11.3% and multi-year backlog at \$22.1 billion

STRONG UNDERLYING MOMENTUM

Note: Adjusted numbers represent non-GAAP financial measures. See Appendix for additional details and reconciliations
 (1) The favorable impact from proceeds of accounts receivable securitization was \$210 million in 1st quarter of 2024 and \$145 million in the prior year period

2024 MARKET EXPECTATIONS

FREIGHT

FAVORABLE / UNFAVORABLE

NA Carloads + / ↔

Active Locomotive Fleet ↔

International Freight Volumes +

NA Railcar Deliveries -

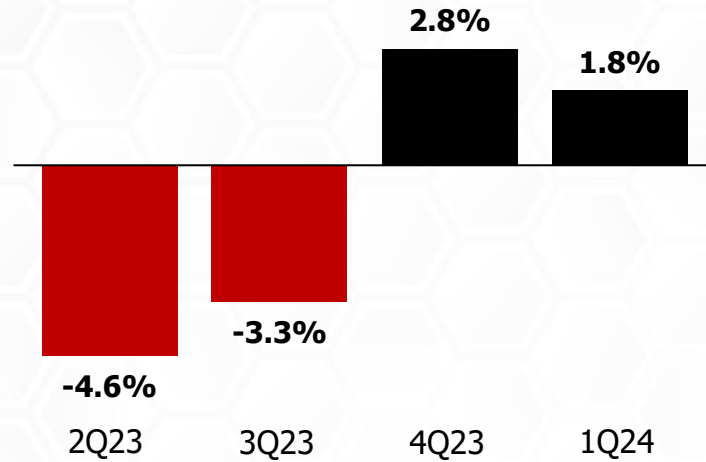
Mining Commodities ↔

TRANSIT

Infrastructure Investment +

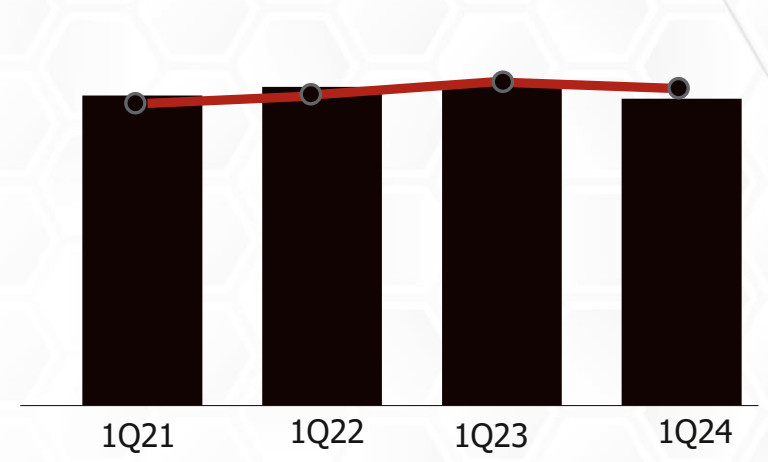
Global Ridership + / ↔

NORTH AMERICAN FREIGHT CARLOADS



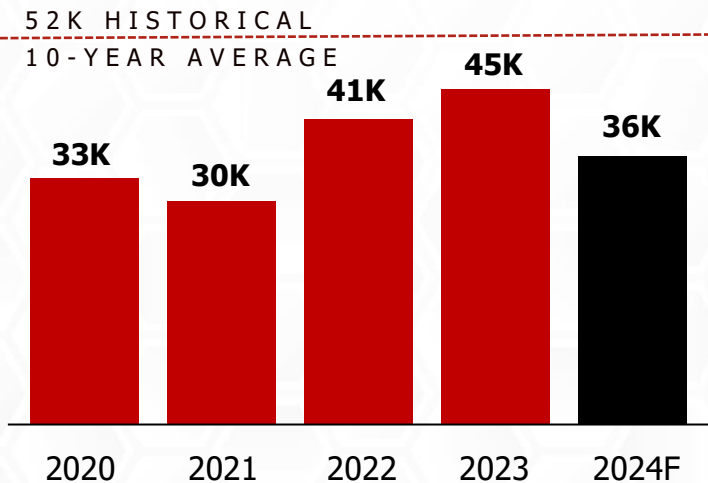
Source: Association of American Railroads

AVG NORTH AMERICAN ACTIVE LOCOMOTIVES



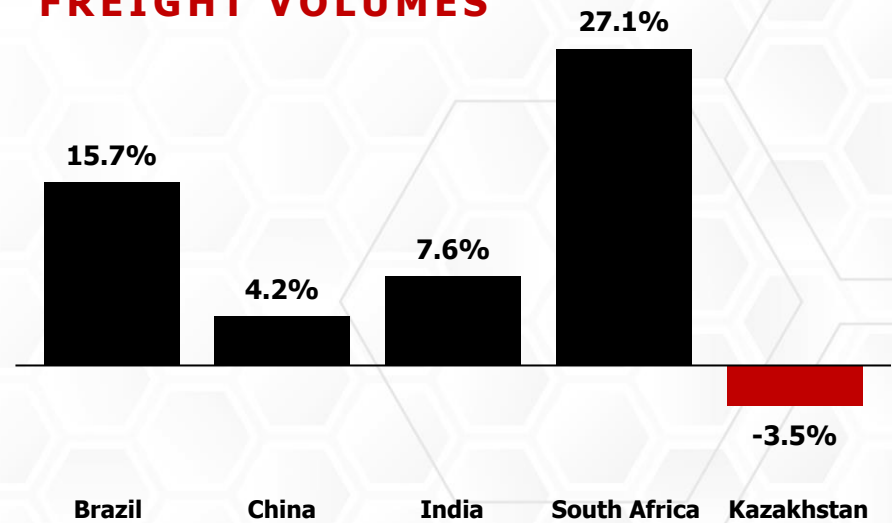
Source: Wabtec

NORTH AMERICAN RAILCAR DELIVERIES



Source: Rail Supply Institute and FTR Associates

2024 INTERNATIONAL FREIGHT VOLUMES



Sources: Previous 3 months available for China, Kazakhstan, India Ministry of Railways, Brazil: ANTT, South Africa

EXECUTING ON OUR VALUE CREATION FRAMEWORK

DRIVERS OF PORTFOLIO GROWTH

- » Accelerate innovation of scalable technologies
- » Grow and refresh expansive global installed base
- » Lead decarbonization of rail
- » Expand high-margin recurring revenue streams
- » Drive continuous operational improvement

RECENT WINS

Won multi-year order for over \$270 million in Africa

Mining orders \$260 million ... aftermarket continues to be strong

Long term parts agreement for \$80 million signed with PT KAI

Launched next-generation railcar mover ... Commander NXT series



WABTEC'S PATH TO ZERO EMISSIONS LOCOMOTIVES

ENABLE TRANSITION TOWARD NEAR ZERO EMISSIONS

Step 1 - Fleet Renewal through Tier 4 & Mods

Wabtec Advantage: Fleet replacement with Tier 4 locomotives & mods improves fuel efficiency by up to 18%. Wabtec locomotives are up to 6% more fuel efficient versus competitors (excluding digital benefits)

Step 2 – Enable Wabtec Engines for Alternative Fuels

Wabtec Strategy: Enabling Wabtec's installed base to utilize alternative fuels providing customers a secure energy transition with reversibility back to diesel. Wabtec's 4-stroke engine architecture allows for ICE hydrogen⁽¹⁾ & increased engine efficiency

	CURRENT	Targeted 2H24
BIODIESEL (AII)	11%	20%
RENEWABLE (AII)	50%	100%
ICE HYDROGEN (T3/T4)	0%	50% ⁽²⁾

Up to 60% ↓ CO2



FDL FLEET

Up to 80% ↓ CO2



EVO FLEET

DEVELOP BEST-IN-CLASS ZERO EMISSIONS TECHNOLOGY

Battery Electric (FLEXDRIVE)



Wabtec Strategy: Provide best-in-class heavy haul locomotives and railyard switchers

Development of Battery-Electric Locomotives:
 Introduced the World's 1st Zero Emissions Heavy Haul Battery Electric Loco on 10/23
 Shipping Wabtec's 1st Battery-Hybrid Locomotive

Hydrogen Fuel Cell 100% Reduction in CO2 Emissions



H₂ FUEL CELLS

Development of Fuel Cell Locomotives:
 Pacing Wabtec investment with market adoption
 Finalizing partnership for fuel cell locomotives

(1) ICE (Internal Combustion Engine) Hydrogen specific to EVO Engines
 (2) Hydrogen full engine lab testing 2H24

1Q 2024 FINANCIAL SUMMARY

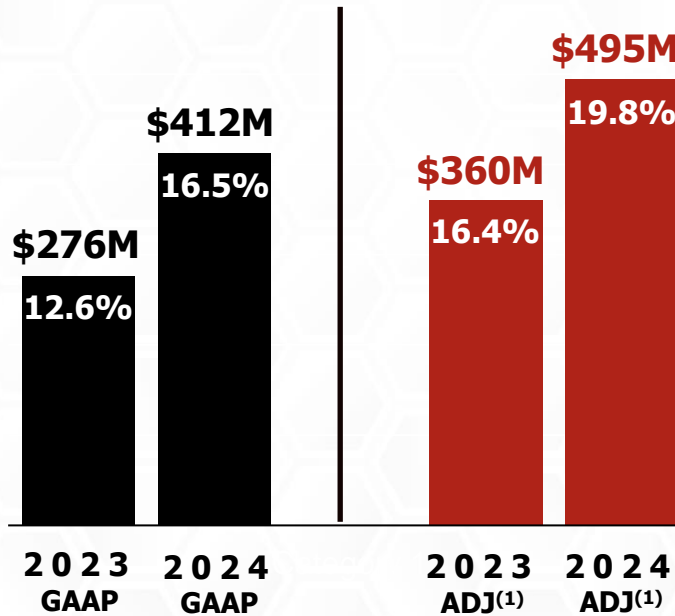
INCREASED SALES, MARGIN EXPANSION AND EPS GROWTH

SALES

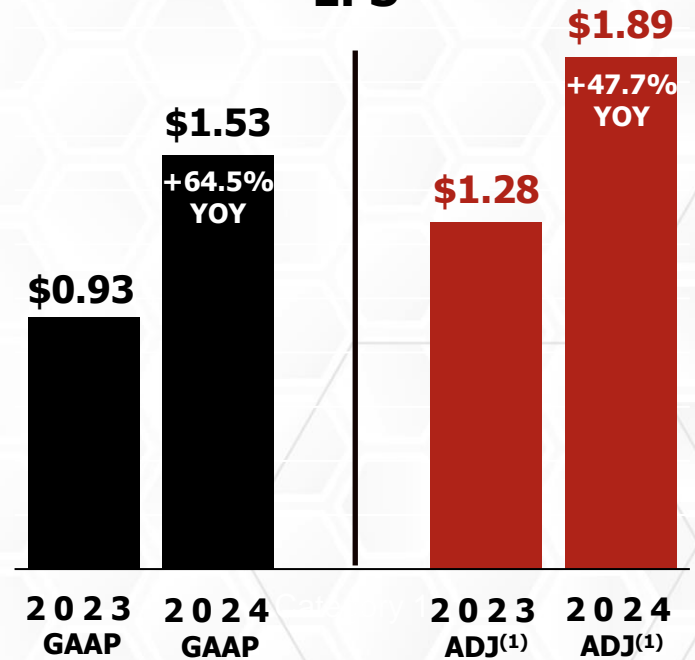


13.8% INCREASE
(13.6% INCREASE EX-CURRENCY)

OP INCOME / OP MARGIN



EPS



(1) Adjusted numbers represent non-GAAP financial measures. See Appendix for additional details and reconciliations

1Q 2024 SALES

(in millions)

PRODUCT LINE	1Q24	YOY
Equipment	\$526	30.2%
Components	\$293	13.6%
Digital Intelligence	\$176	(5.9%)
Services	\$829	17.3%
Freight Segment	\$1,824	17.2%
Transit Segment	\$673	5.5%
TOTAL SALES	\$2,497	13.8%

1Q KEY DRIVERS

EQUIPMENT

Higher mining sales and locomotive deliveries

COMPONENTS

Increased demand for industrial products, higher international sales and the year-over-year impact of the L&M acquisition, partially offset by a lower North America railcar build (down 0.4% YoY excluding acquisitions)

DIGITAL INTELLIGENCE

Lower sales in North America, partially offset by growth in on-board locomotive products and digital mining

SERVICES

Increased sales from significantly higher mods deliveries, increased overhauls, and higher parts sales

TRANSIT

Higher OE and aftermarket sales ... sales up 4.9% on constant currency basis

1Q 2024 CONSOLIDATED GROSS PROFIT



(\$ in millions)

	GAAP	Adjusted
2023 GROSS PROFIT	\$665	\$669
<i>% Gross Profit Margin</i>	<i>30.3%</i>	<i>30.5%</i>
Volume	↑	↑
Mix/Pricing	↑	↑
Raw Materials	↔	↔
Currency	↔	↔
Manufacturing/Other	↑	↑
2024 GROSS PROFIT	\$815	\$821
<i>% Gross Profit Margin</i>	<i>32.7%</i>	<i>32.9%</i>

1Q KEY DRIVERS

VOLUME

Higher Freight and Transit segment sales

MIX/PRICING

Significant favorable mix between & within the Freight segment and improved pricing, despite significant growth in loco/mod deliveries

RAW MATERIALS

Slightly favorable input costs

CURRENCY

Favorable foreign exchange increased adjusted gross profit \$2M (adjusted operating income favorable by \$1M)

MANUFACTURING/OTHER

Favorable fixed cost absorption, benefits of Integration 2.0, and lapping 1Q 2023 higher Next Gen Digital development costs

1Q 2024 CONSOLIDATED OPERATING INCOME

(\$ in millions)	GAAP	Adjusted
2023 OP INCOME	\$276	\$360
<i>% Operating Margin</i>	<i>12.6%</i>	<i>16.4%</i>
Gross Profit	150	152
SG&A	(18)	(20)
Engineering	3	3
Amortization	1	-
2024 OP INCOME	\$412	\$495
<i>% Operating Margin</i>	<i>16.5%</i>	<i>19.8%</i>

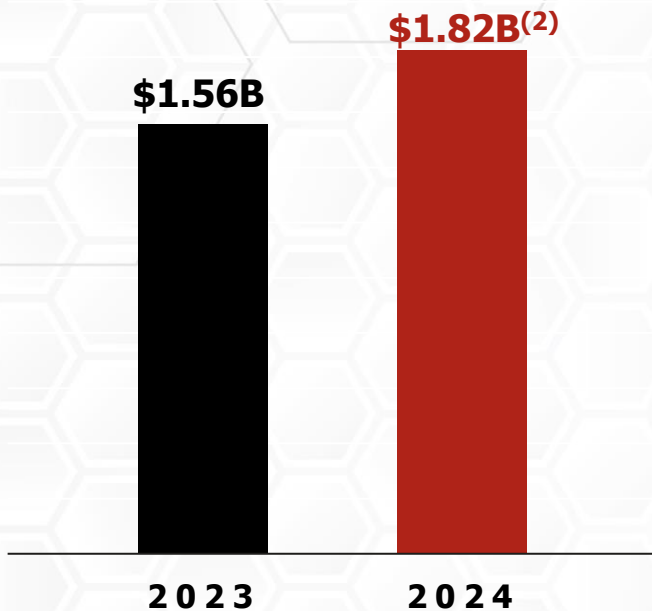
OP MARGIN BENEFITED FROM HIGHER SALES, INCREASED GROSS MARGIN AND LOWER SG&A/ENGINEERING AS PERCENTAGE OF SALES





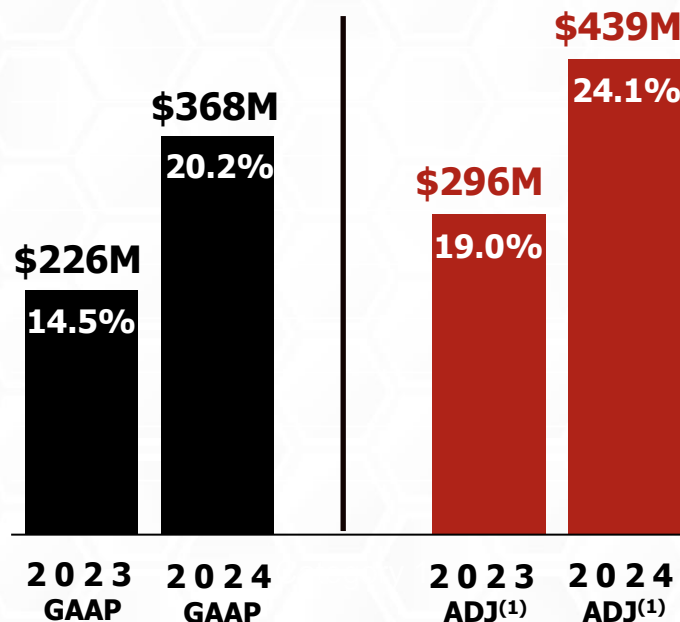
1Q 2024 FREIGHT SEGMENT PERFORMANCE

SALES

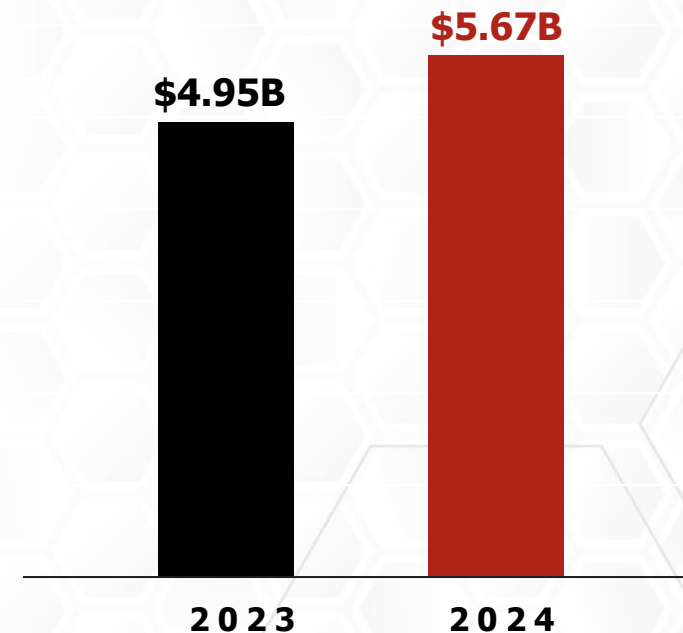


17.2% INCREASE
(17.2% INCREASE EX-CURRENCY)

OP INCOME / OP MARGIN



12-MONTH BACKLOG



14.5% INCREASE YOY

2.3% DECREASE
MULTI-YEAR BACKLOG⁽²⁾ YOY

Note: Adjusted numbers represent non-GAAP financial measures. See Appendix for additional details and reconciliations

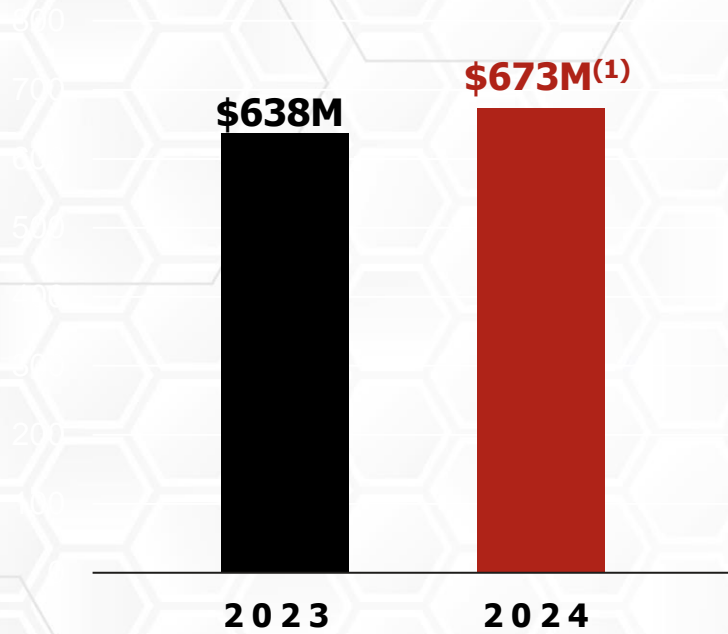
(1) Freight segment operating income was positively impacted by below-market intangible amortization of \$11 million; down \$1 million versus 1st quarter 2023

(2) Foreign exchange positively impacted Freight sales by \$1 million; Foreign exchange rates had a positive \$84 million impact on segment multi-year backlog

1Q 2024 TRANSIT SEGMENT PERFORMANCE

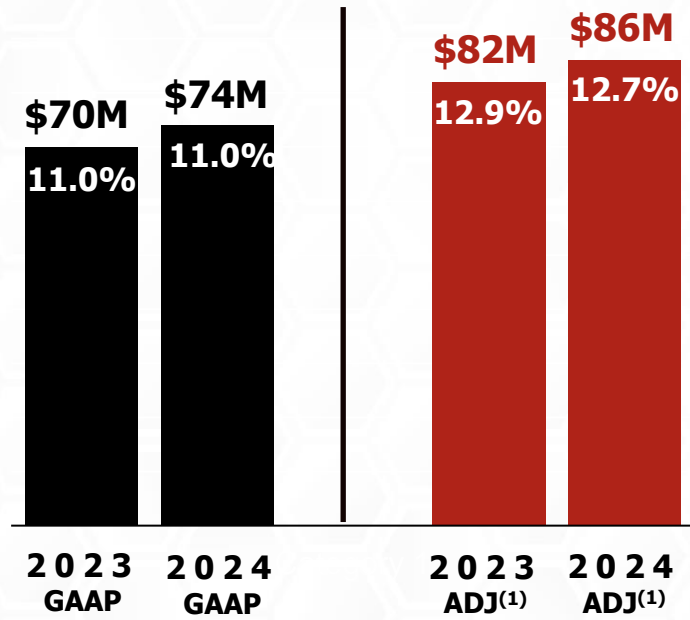


SALES

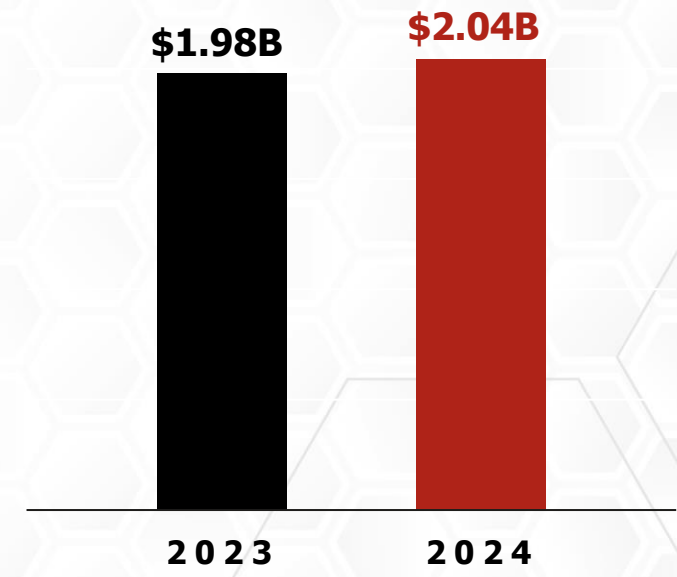


5.5% INCREASE
(4.9% INCREASE EX-CURRENCY)

OP INCOME / OP MARGIN



12-MONTH BACKLOG



3.3% INCREASE YOY

4.2% INCREASE
MULTI-YEAR BACKLOG⁽¹⁾ YOY

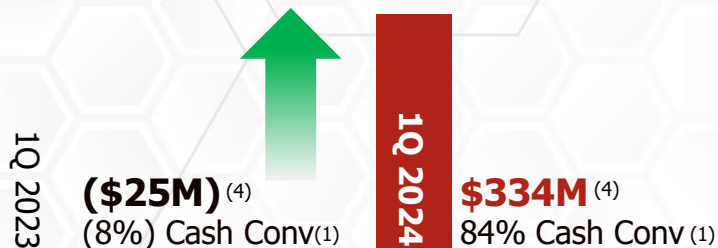
Note: Adjusted numbers represent non-GAAP financial measures. See Appendix for additional details and reconciliations

(1) Foreign exchange positively impacted Transit sales by \$4 million; Foreign exchange rates had a negative \$(25) million impact on segment multi-year backlog

RESILIENT BUSINESS ALLOWS FOR EXECUTION ON FINANCIAL PRIORITIES

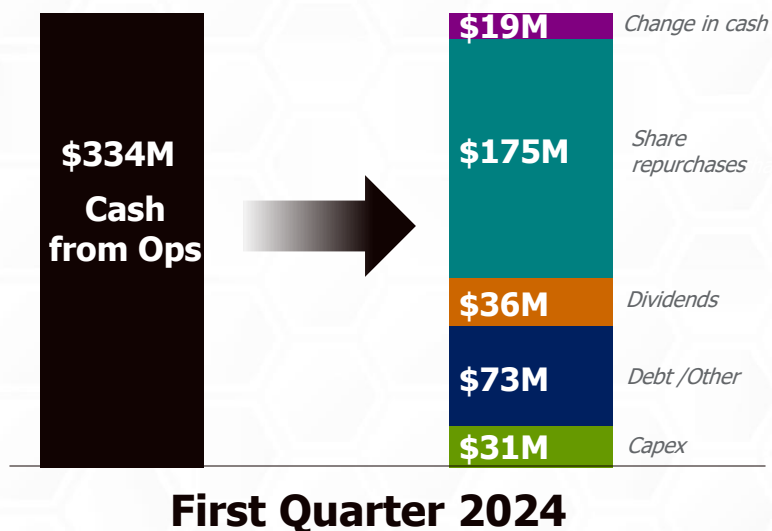


FOCUSED ON CASH CONVERSION ⁽¹⁾ *CASH FROM OPS*



1st quarter CFOA of \$334M driven by strong growth in net income, improved working capital and increased securitization funding

DISCIPLINED CAPITAL ALLOCATION



Strong balance sheet and financial position ... liquidity of \$2.13B ⁽³⁾

Debt leverage ratio of 1.7x⁽²⁾ versus 2.3x in year ago quarter

Returning capital to shareholders ... **\$211M returned through share repurchases and dividends**

STRONG FINANCIAL PERFORMANCE; INVESTING FOR GROWTH AND MAXIMIZING SHAREHOLDER RETURNS

Note: Adjusted numbers represent non-GAAP financial measures. See Appendix for additional details and reconciliations

- (1) Cash from Operations conversion % is defined as GAAP Cash from Operations divided by GAAP net income plus depreciation and amortization including deferred debt cost amortization
- (2) Leverage ratio is defined as net debt divided by trailing 12-month adjusted EBITDA (as defined in Wabtec's credit agreements). Net debt is defined as total debt minus cash, restricted cash and cash equivalents
- (3) At March 31, 2024, the Company's total available liquidity was \$2.13 billion, which includes cash and cash equivalents of \$0.63 billion, plus \$1.50 billion available under current credit facilities
- (4) The favorable impact from proceeds of accounts receivable securitization was \$210 million in 1st quarter of 2024 and \$145 million in the prior year period

2024 Updated Financial Guidance^(1,2)

PRIOR GUIDANCE

REVENUES

\$10.05B to \$10.35B

ADJUSTED EPS

\$6.50 to \$6.90

CASH CONVERSION⁽³⁾

>90%



UPDATED GUIDANCE

REVENUES

\$10.25B to \$10.55B

ADJUSTED EPS

\$7.00 to \$7.40

CASH CONVERSION⁽³⁾

>90%

KEY ASSUMPTIONS

- Adjusted operating margin up
- Favorable productivity/absorption
- Benefits of Integration 2.0/Portfolio Optimization
- Lower SG&A & Engineering expenses as % of sales
- Tax rate ~25%
- Capex ~2% of sales

STRONG MOMENTUM ACROSS THE PORTFOLIO ... DRIVING PROFITABLE GROWTH

(1) See Forward looking statements and non-GAAP financial information

(2) Wabtec is not presenting a quantitative reconciliation of our forecasted GAAP earnings per diluted share to forecasted adjusted earnings per diluted share in reliance on the unreasonable efforts exemption provided under Item 10(e)(1)(i)(B) of Regulation S-K. Wabtec is unable to predict with reasonable certainty and without unreasonable effort the impact and timing of restructuring-related and other charges, including acquisition-related expenses and the outcome of certain regulatory, legal and tax matters. The financial impact of these items is uncertain and is dependent on various factors, including timing, and could be material to our Consolidated Statements of Earnings.

(3) Cash from operations conversion % is defined as GAAP cash from operations divided by GAAP net income plus depreciation and amortization including deferred debt cost amortization

KEY TAKEAWAYS

5-YEAR OUTLOOK⁽¹⁾

MSD CORE ORGANIC GROWTH CAGR

+

**250 – 300 BPS MARGIN
EXPANSION**

+

DISCIPLINED CAPITAL DEPLOYMENT

=

**DOUBLE-DIGIT EPS GROWTH
WITH STRONG OPERATING
CASH FLOW CONVERSION
(90%+)**

01

Strong revenue growth, margin expansion, increased earnings, and improved cash flow to start the year

02

Positive productivity driven by continuous cost improvement combined with realization of Integration 2.0 savings

03

Continued momentum across the portfolio and strong order pipeline and backlog, internationally and in North America

04

Wabtec is well-positioned to drive higher returns and create significant long-term value for shareholders

(1) Long-term guidance as of March 9, 2022 (on an adjusted earnings basis)

INCOME STATEMENT

WESTINGHOUSE AIR BRAKE TECHNOLOGIES CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
FOR THE THREE MONTHS ENDED MARCH 31, 2024 AND 2023
(AMOUNTS IN MILLIONS EXCEPT PER SHARE DATA)
(UNAUDITED)

APPENDIX A (1 of 2)

	Three Months Ended March 31,	
	2024	2023
Net sales	\$ 2,497	\$ 2,194
Cost of sales	<u>(1,682)</u>	<u>(1,529)</u>
Gross profit	815	665
<i>Gross profit as a % of Net Sales</i>	32.7%	30.3%
Selling, general and administrative expenses	(281)	(263)
Engineering expenses	(48)	(51)
Amortization expense	<u>(74)</u>	<u>(75)</u>
Total operating expenses	(403)	(389)
<i>Operating expenses as a % of Net Sales</i>	16.2%	17.7%
Income from operations	412	276
<i>Income from operations as a % of Net Sales</i>	16.5%	12.6%
Interest expense, net	(47)	(48)
Other (expense) income, net	<u>(2)</u>	<u>5</u>
Income before income taxes	363	233
Income tax expense	<u>(86)</u>	<u>(60)</u>
<i>Effective tax rate</i>	23.6%	25.5%
Net income	277	173
Less: Net income attributable to noncontrolling interest	<u>(5)</u>	<u>(4)</u>
Net income attributable to Wabtec shareholders	<u>\$ 272</u>	<u>\$ 169</u>
Earnings Per Common Share		
Basic		
Net income attributable to Wabtec shareholders	<u>\$ 1.54</u>	<u>\$ 0.94</u>
Diluted		
Net income attributable to Wabtec shareholders	<u>\$ 1.53</u>	<u>\$ 0.93</u>
Basic	<u>176.5</u>	<u>179.9</u>
Diluted	<u>177.2</u>	<u>180.6</u>

INCOME STATEMENT (CONT.)

WESTINGHOUSE AIR BRAKE TECHNOLOGIES CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
FOR THE THREE MONTHS ENDED MARCH 31, 2024 AND 2023
(AMOUNTS IN MILLIONS EXCEPT PER SHARE DATA)
(UNAUDITED)

Segment Information	Three Months Ended March 31,		
	2024	2023	
Freight Net Sales	\$ 1,824	\$ 1,556	
Freight Income from Operations	\$ 368	\$ 226	
Freight Operating Margin	20.2%	14.5%	
Transit Net Sales	\$ 673	\$ 638	
Transit Income from Operations	\$ 74	\$ 70	
Transit Operating Margin	11.0%	11.0%	
Backlog Information (Note: 12-month is a sub-set of total)	<u>March 31, 2024</u>	<u>December 31, 2023</u>	<u>March 31, 2023</u>
Freight Total	\$ 17,898	17,785	18,319
Transit Total	4,185	4,214	4,015
Wabtec Total	<u>\$ 22,083</u>	<u>21,999</u>	<u>22,334</u>
Freight 12-Month	\$ 5,667	5,420	4,948
Transit 12-Month	2,043	2,037	1,977
Wabtec 12-Month	<u>\$ 7,710</u>	<u>7,457</u>	<u>6,925</u>

BALANCE SHEET

WESTINGHOUSE AIR BRAKE TECHNOLOGIES CORPORATION
CONDENSED CONSOLIDATED BALANCE SHEETS
(UNAUDITED)

	<u>March 31, 2024</u>	<u>December 31, 2023</u>
<i>In millions</i>		
Cash, cash equivalents and restricted cash	\$ 639	\$ 620
Receivables, net	1,541	1,684
Inventories, net	2,356	2,284
Other current assets	<u>263</u>	<u>267</u>
Total current assets	4,799	4,855
Property, plant and equipment, net	1,445	1,485
Goodwill	8,730	8,780
Other intangible assets, net	3,115	3,205
Other noncurrent assets	<u>658</u>	<u>663</u>
Total assets	<u>\$ 18,747</u>	<u>\$ 18,988</u>
Current liabilities	\$ 3,153	\$ 4,056
Long-term debt	3,997	3,288
Long-term liabilities - other	<u>1,093</u>	<u>1,120</u>
Total liabilities	8,243	8,464
Shareholders' equity	10,462	10,487
Noncontrolling interest	<u>42</u>	<u>37</u>
Total shareholders' equity	<u>10,504</u>	<u>10,524</u>
Total Liabilities and Shareholders' Equity	<u>\$ 18,747</u>	<u>\$ 18,988</u>

**WESTINGHOUSE AIR BRAKE TECHNOLOGIES CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(UNAUDITED)**

<i>In millions</i>	Three Months Ended March 31,	
	<u>2024</u>	<u>2023</u>
<i>Operating activities</i>		
Net income	\$ 277	\$ 173
Non-cash expense	126	124
Receivables	121	(51)
Inventories	(85)	(188)
Accounts Payable	45	47
Other assets and liabilities	(150)	(130)
Net cash provided by (used for) operating activities	334	(25)
Net cash used for investing activities	(19)	(32)
Net cash used for financing activities	(289)	(72)
Effect of changes in currency exchange rates	(7)	5
Increase (decrease) in cash	19	(124)
Cash, cash equivalents and restricted cash, beginning of period	620	541
Cash, cash equivalents and restricted cash, end of period	<u>\$ 639</u>	<u>\$ 417</u>

EPS AND NON-GAAP RECONCILIATION

Set forth below is the calculation of the non-GAAP performance measures included in this press release. We believe that these measures provide useful supplemental information to assess our operating performance and to evaluate period-to-period comparisons. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, Wabtec's reported results prepared in accordance with GAAP.

Wabtec Corporation										
Reconciliation of Reported Results to Adjusted Results										
(in millions)										
First Quarter Year-to-Date 2024 Actual Results										
	<u>Net Sales</u>	<u>Gross Profit</u>	<u>Operating Expenses</u>	<u>Income from Operations</u>	<u>Interest & Other Exp</u>	<u>Tax</u>	<u>Net Income</u>	<u>Noncontrolling Interest</u>	<u>Wabtec Net Income</u>	<u>EPS</u>
Reported Results	\$ 2,497	\$ 815	\$ (403)	\$ 412	\$ (49)	\$ (86)	\$ 277	\$ (5)	\$ 272	\$ 1.53
Restructuring and Portfolio Optimization costs	-	6	4	10	-	(2)	8	-	8	\$ 0.05
Non-cash Amortization expense	-	-	73	73	-	(17)	56	-	56	\$ 0.31
Adjusted Results	\$ 2,497	\$ 821	\$ (326)	\$ 495	\$ (49)	\$ (105)	\$ 341	\$ (5)	\$ 336	\$ 1.89
Fully Diluted Shares Outstanding										177.2

Wabtec Corporation										
Reconciliation of Reported Results to Adjusted Results										
(in millions)										
First Quarter Year-to-Date 2023 Actual Results										
	<u>Net Sales</u>	<u>Gross Profit</u>	<u>Operating Expenses</u>	<u>Income from Operations</u>	<u>Interest & Other Exp</u>	<u>Tax</u>	<u>Net Income</u>	<u>Noncontrolling Interest</u>	<u>Wabtec Net Income</u>	<u>EPS</u>
Reported Results	\$ 2,194	\$ 665	\$ (389)	\$ 276	\$ (43)	\$ (60)	\$ 173	\$ (4)	\$ 169	\$ 0.93
Restructuring costs	-	4	5	9	-	(2)	7	-	7	\$ 0.04
Non-cash Amortization expense	-	-	75	75	-	(20)	55	-	55	\$ 0.31
Adjusted Results	\$ 2,194	\$ 669	\$ (309)	\$ 360	\$ (43)	\$ (82)	\$ 235	\$ (4)	\$ 231	\$ 1.28
Fully Diluted Shares Outstanding										180.6

EPS AND NON-GAAP RECONCILIATION

Set forth below is the calculation of the non-GAAP performance measures included in this press release. We believe that these measures provide useful supplemental information to assess our operating performance and to evaluate period-to-period comparisons. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, Wabtec's reported results prepared in accordance with GAAP.

Wabtec Corporation Reconciliation of Reported Results to Adjusted Results (in millions)										
Fourth Quarter Year-to-Date 2023 Actual Results										
	<u>Net Sales</u>	<u>Gross Profit</u>	<u>Operating Expenses</u>	<u>Income from Operations</u>	<u>Interest & Other Exp</u>	<u>Tax</u>	<u>Net Income</u>	<u>Noncontrolling Interest</u>	<u>Wabtec Net Income</u>	<u>EPS</u>
Reported Results	\$ 9,677	\$ 2,944	\$ (1,678)	\$ 1,266	\$ (174)	\$ (267)	\$ 825	\$ (10)	\$ 815	\$ 4.53
Restructuring and Portfolio Optimization costs	-	38	41	79	-	(17)	62	-	62	\$ 0.34
Gain on LKZ Investment	-	-	-	-	(35)	-	(35)	-	(35)	\$ (0.19)
Non-cash Amortization expense	-	-	298	298	-	(74)	224	-	224	\$ 1.24
Adjusted Results	\$ 9,677	\$ 2,982	\$ (1,339)	\$ 1,643	\$ (209)	\$ (358)	\$ 1,076	\$ (10)	\$ 1,066	\$ 5.92
Fully Diluted Shares Outstanding										179.5

Wabtec Corporation Reconciliation of Reported Results to Adjusted Results (in millions)										
Fourth Quarter Year-to-Date 2022 Actual Results										
	<u>Net Sales</u>	<u>Gross Profit</u>	<u>Operating Expenses</u>	<u>Income from Operations</u>	<u>Interest & Other Exp</u>	<u>Tax</u>	<u>Net Income</u>	<u>Noncontrolling Interest</u>	<u>Wabtec Net Income</u>	<u>EPS</u>
Reported Results	\$ 8,362	\$ 2,540	\$ (1,529)	\$ 1,011	\$ (157)	\$ (213)	\$ 641	\$ (8)	\$ 633	\$ 3.46
Restructuring costs	-	43	9	52	-	(13)	39	-	39	\$ 0.21
Non-cash Amortization expense	-	-	291	291	-	(73)	218	-	218	\$ 1.19
Adjusted Results	\$ 8,362	\$ 2,583	\$ (1,229)	\$ 1,354	\$ (157)	\$ (299)	\$ 898	\$ (8)	\$ 890	\$ 4.86
Fully Diluted Shares Outstanding										182.8

EBITDA RECONCILIATION

Set forth below is the calculation of the non-GAAP performance measures included in this press release. We believe that these measures provide useful supplemental information to assess our operating performance and to evaluate period-to-period comparisons. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, Wabtec's reported results prepared in accordance with GAAP.

Wabtec Corporation
2024 Q1 YTD EBITDA Reconciliation
(in millions)

	<u>Reported Income from Operations</u>	+	<u>Other Income (Expense)</u>	+	<u>Depreciation & Amortization</u>	=	<u>EBITDA</u>	+	<u>Restructuring Costs</u>	=	<u>Adjusted EBITDA</u>
Consolidated Results	\$412		(\$2)		\$122		\$532		\$8		\$540

Wabtec Corporation
2023 Q1 YTD EBITDA Reconciliation
(in millions)

	<u>Reported Income from Operations</u>	+	<u>Other Income (Expense)</u>	+	<u>Depreciation & Amortization</u>	=	<u>EBITDA</u>	+	<u>Restructuring Costs</u>	=	<u>Adjusted EBITDA</u>
Consolidated Results	\$276		\$5		\$121		\$402		\$6		\$408

SALES BY PRODUCT LINE

WESTINGHOUSE AIR BRAKE TECHNOLOGIES CORPORATION SALES BY PRODUCT LINE (UNAUDITED)

<i>In millions</i>	Three Months Ended March 31,	
	<u>2024</u>	<u>2023</u>
Freight Segment		
Equipment	\$ 526	\$ 404
Components	293	258
Digital Intelligence	176	187
Services	829	707
Total Freight Segment	<u>\$ 1,824</u>	<u>\$ 1,556</u>
Transit Segment		
Original Equipment Manufacturer	\$ 310	\$ 289
Aftermarket	363	349
Total Transit Segment	<u>\$ 673</u>	<u>\$ 638</u>

SEGMENT GROSS MARGIN & OPERATING MARGIN RECONCILIATION

WESTINGHOUSE AIR BRAKE TECHNOLOGIES CORPORATION RECONCILIATION OF REPORTED RESULTS TO ADJUSTED RESULTS - BY SEGMENT (UNAUDITED)

<i>In millions</i>	Three Months Ended March 31,			
	2024		2023	
	<u>Gross Profit</u>	<u>Income from Operations</u>	<u>Gross Profit</u>	<u>Income from Operations</u>
Freight Segment Reported Results	\$ 625	\$ 368	\$ 478	\$ 226
<i>Freight Segment Reported Margin</i>	34.3%	20.2%	30.7%	14.5%
Restructuring and Portfolio Optimization costs	3	3	1	2
Non-cash Amortization expense	-	68	-	68
Freight Segment Adjusted Results	\$ 628	\$ 439	\$ 479	\$ 296
<i>Freight Segment Adjusted Margin</i>	34.5%	24.1%	30.8%	19.0%
Transit Segment Reported Results	\$ 190	\$ 74	\$ 187	\$ 70
<i>Transit Segment Reported Margin</i>	28.2%	11.0%	29.4%	11.0%
Restructuring costs	3	7	3	5
Non-cash Amortization expense	-	5	-	7
Transit Segment Adjusted Results	\$ 193	\$ 86	\$ 190	\$ 82
<i>Transit Segment Adjusted Margin</i>	28.6%	12.7%	29.8%	12.9%

SEGMENT SALES RECONCILIATION

WESTINGHOUSE AIR BRAKE TECHNOLOGIES CORPORATION
RECONCILIATION OF CHANGES IN NET SALES - BY SEGMENT
(UNAUDITED)

	Three Months Ended March 31,		
	<u>Freight</u>	<u>Transit</u>	<u>Consolidated</u>
2023 Net Sales	\$ 1,556	\$ 638	\$ 2,194
Acquisitions	36	-	36
Foreign Exchange	1	4	5
Organic	231	31	262
2024 Net Sales	\$ 1,824	\$ 673	\$ 2,497
<i>Change (\$)</i>	268	35	303
<i>Change (%)</i>	17.2%	5.5%	13.8%

CASH CONVERSION RECONCILIATION

Set forth below is the calculation of the non-GAAP performance measures included in this press release. We believe that these measures provide useful supplemental information to assess our operating performance and to evaluate period-to-period comparisons. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, Wabtec's reported results prepared in accordance with GAAP.

Wabtec Corporation 2024 Q1 YTD Cash Conversion Calculation (in millions)					
	<u>Reported Cash from Operations</u>	<u>(Net Income)</u>	+	<u>Depreciation & Amortization</u>	= <u>Cash Conversion</u>
Consolidated Results	<u>\$334</u>	<u>\$277</u>		<u>\$123</u>	<u>84%</u>

Wabtec Corporation 2023 Q1 YTD Cash Conversion Calculation (in millions)						
	<u>Reported Cash from Operations</u>	÷	<u>(Net Income)</u>	+	<u>Depreciation & Amortization</u>	= <u>Cash Conversion</u>
Consolidated Results	<u>(\$25)</u>		<u>\$173</u>		<u>\$123</u>	<u>(8%)</u>