



Gaël Dumetier

30<sup>th</sup> May 2016, Rostov on Don

**Group sales: 1.200,7 Mill.€**

**Workforce: 4,875**

### Railways Infrastructure

The division provides products and services for rail infrastructure and includes three business units:



#### Core Components

**Vossloh Fastening Systems** business unit is one of the foremost suppliers of rail fastening systems. The range embraces fasteners for every application: from light-rail and heavy-haul to high-speed.

Sales: 256,6 Mill.€  
Workforce: 609

#### Customized Modules

**Vossloh Cogifer** equips rail networks with switches (turnouts, crossings,...), as well as with the related control and monitoring systems which it installs and maintains. Here, too, the line-up extends from light-rail to high-speed (tramway and metro networks, conventional lines, heavy haul...).

Sales: 523 Mill.€  
Workforce : 2.589

#### Lifecycle Solutions

**Vossloh Rail Services** offers wide-ranging rail-related services including complex logistics and welding work as well as preventive maintenance for the rails.

Sales: 71,7 Mill.€  
Workforce: 400

### Transportation

The division has three business units:

#### Transportation

**Vossloh Rail Vehicles**  
**Vossloh Locomotives**  
**Vossloh Kiepe**  
The Transportation division covers the operations concerned with rail vehicles and vehicle systems / components including the related services.

Sales: 357,3 Mill.€  
Workforce : 1.221

Customized Modules Division  
(Vossloh Cogifer)



# Customized Modules Division

## Key figures 2015

**Group sales: 523,0 Mill.€**

**Workforce: 2,589**



**North & South  
America**



Sales: 131 Mill.€  
Workforce: 474

**South & West  
Europe**



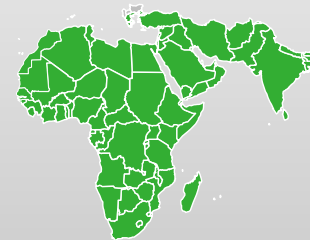
Sales: 131 Mill.€  
Workforce: 968

**North & East  
Europe**



Sales: 179 Mill.€  
Workforce: 801

**Middle-East  
India - Africa**



Sales: 42 Mill.€  
Workforce: 238

**Asia-Pacific  
& China**



Sales: 40 Mill.€  
Workforce: 108

# Customized Modules Division

## Range of products

Design and manufacturing of all types of points & crossings for rail guided systems



High & Very High Speed



Conventional



Heavy-haul



Tramways



Metros



Special points & crossings:

VAL, mines, harbours,...



## Recruitment of engineers

### What are the needs of Vossloh

- People that fit into the Vossloh group values : Passion, Entrepreneurship, Trust & Respect, Excellence
- People committed to stay, ready to grow & evolve in the company
  
- Engineers ***in France & in Germany*** doing a bridge in between Russia & all the European business units, for the on going projects
- Engineers ***in France*** knowing the Russian characteristics (market, product, law)
- Engineers ***in Russia*** for the local needs as well as for the CIS region

## Recruitment of engineers

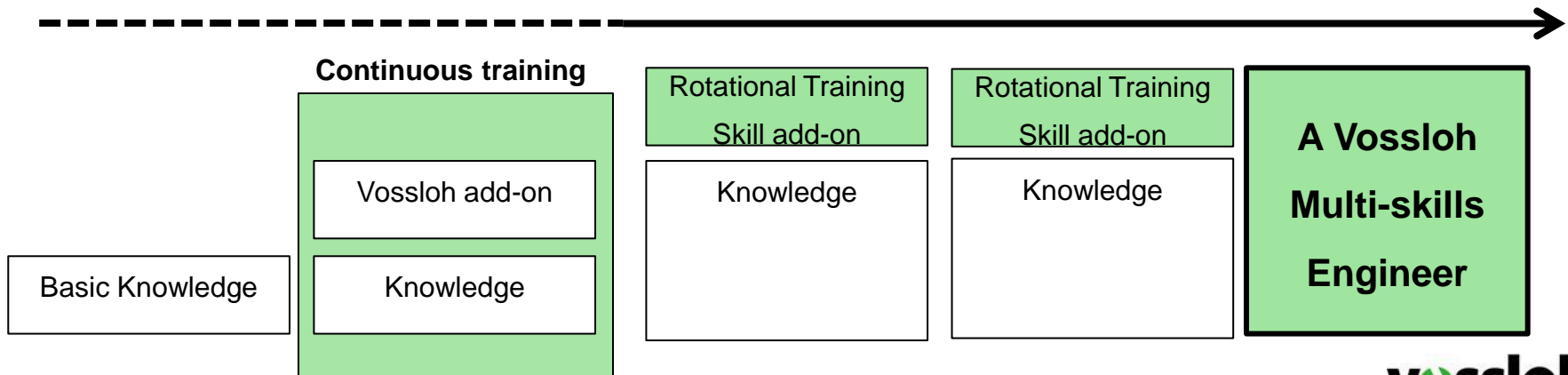
### A positive experience in the last years

- In the **Vossloh Group** a total of circa 20 Russian experts are working all over the world (France, Brazil, Germany, Russia, Australia)
- Four Russian engineers have been hired in **Vossloh Cogifer** in 2012
- Since then, they have evolved to different positions (Project Management, Production manager, Designer) and work places (Brazil, Paris, Reichshoffen)
- **Moscow office** has been taking Engineers from the MIIT and discuss with St Petersburg Railway university on the same basis

# Recruitment of engineers

## Next steps for Vossloh

1. Pursue the recruitment & find new candidates for the different business units: **a need of 4 to 6 candidates** for 2017 (trainees & long term contract)
2. Adjust together with the university our **program & needs for trainings**
3. Propose to the candidates to evolve to a **2/3 years rotational training** in between different business units







**Back up slides**

# Customized Modules Division

## Worldwide organization

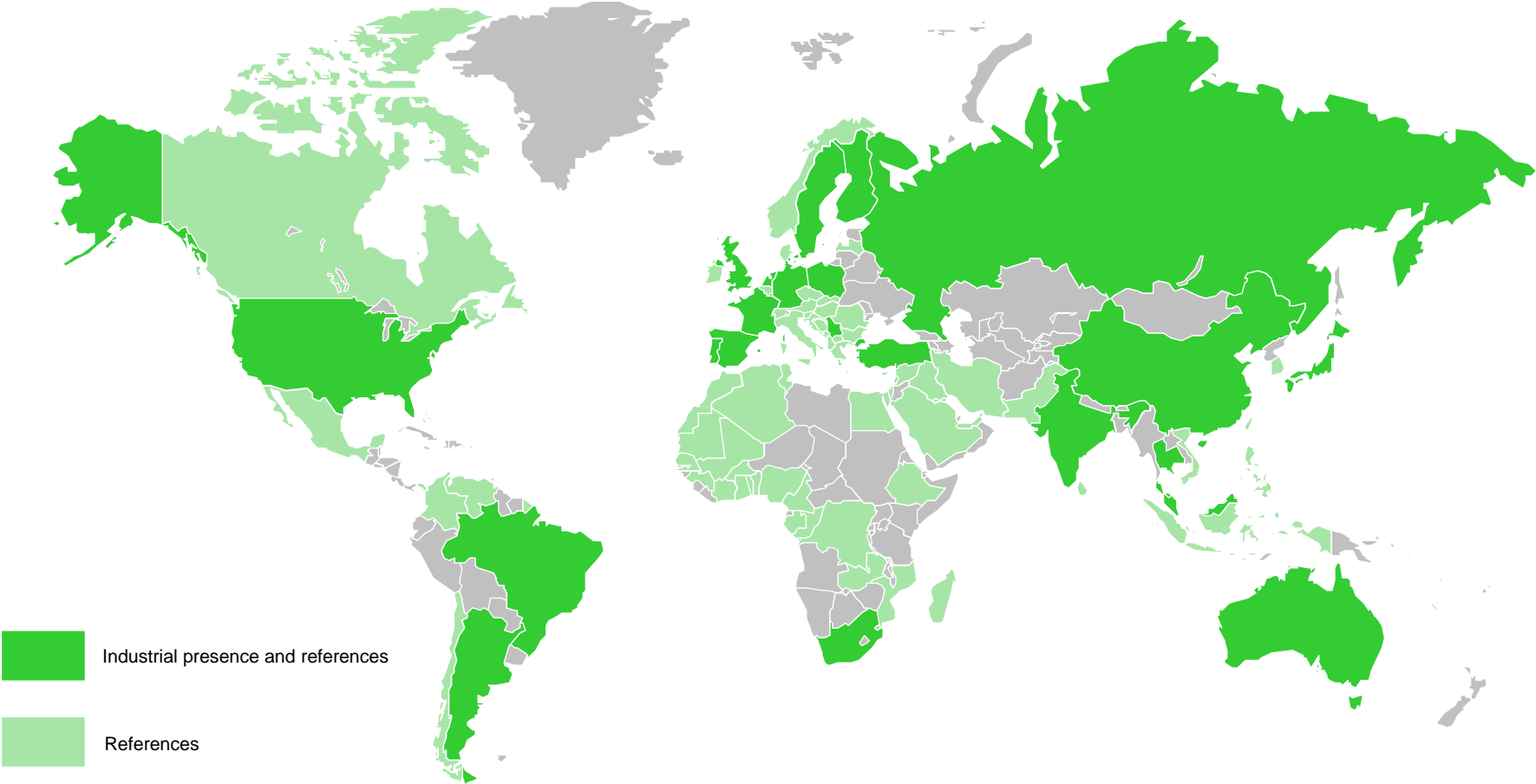
**5 regions - 20 countries – 27 affiliated companies - 37 industrial sites**

North & South America	South & West Europe	North & East Europe	Middle East India - Africa	Asia Pacific & China
<p><b>USA</b> Cleveland Track Material</p> <p>Vossloh Track Material</p> <p>Vossloh Signaling USA</p> <p><b>Brazil</b> Vossloh Cogifer do Brasil Metalurgica MBM</p> <p><b>Argentina</b> ADIF SE-Vossloh Cogifer Argentina Corsortio de Cooperation</p>	<p><b>France</b> Vossloh Cogifer SA</p> <p>Jacquemard-AVR</p> <p>Siema Applications</p> <p>Outreau Technologies</p> <p><b>UK</b> Vossloh Cogifer UK</p> <p><b>Italy</b> Vossloh Cogifer Italia</p> <p><b>Spain</b> Amurrio Ferrocarril &amp; Equipos</p> <p><b>Portugal</b> Futrifer</p>	<p><b>Sweden</b> Vossloh Nordic Switch Systems</p> <p><b>Finland</b> Vossloh Cogifer Finland</p> <p><b>Poland</b> Vossloh Cogifer Polska</p> <p><b>Serbia</b> Vossloh MIN Skretnice</p> <p><b>Germany</b> Vossloh Laeis</p> <p><b>Luxembourg</b> Vossloh Cogifer Kihn</p> <p><b>Netherlands</b> Vossloh Cogifer Kloos</p>	<p><b>India</b> Vossloh Cogifer Beekay Castings</p> <p>Vossloh Cogifer Turnouts India</p> <p>Vossloh Cogifer Signalling India</p>	<p><b>Australia</b> Vossloh Cogifer Australia</p> <p><b>Malaysia</b> Vossloh Cogifer Malaysia</p> <p><b>Thailand</b> ATO-Asian Turnouts Ltd</p> <p><b>China</b> Wuhu China Railway Cogifer Track</p>



# Customized Modules Division

## Worldwide organization



# Customized Modules Division

## References



▶ **High speed**

France, Spain, UK, Italy,  
Belgium, Netherlands, South  
Korea, China, Turkey, Morocco



▶ **Conventional**

in more than 85 countries

▶ **Heavy haul**

USA, Mauritania, Australia,  
Sweden, UAE, Brazil



▶ **Urban transport**

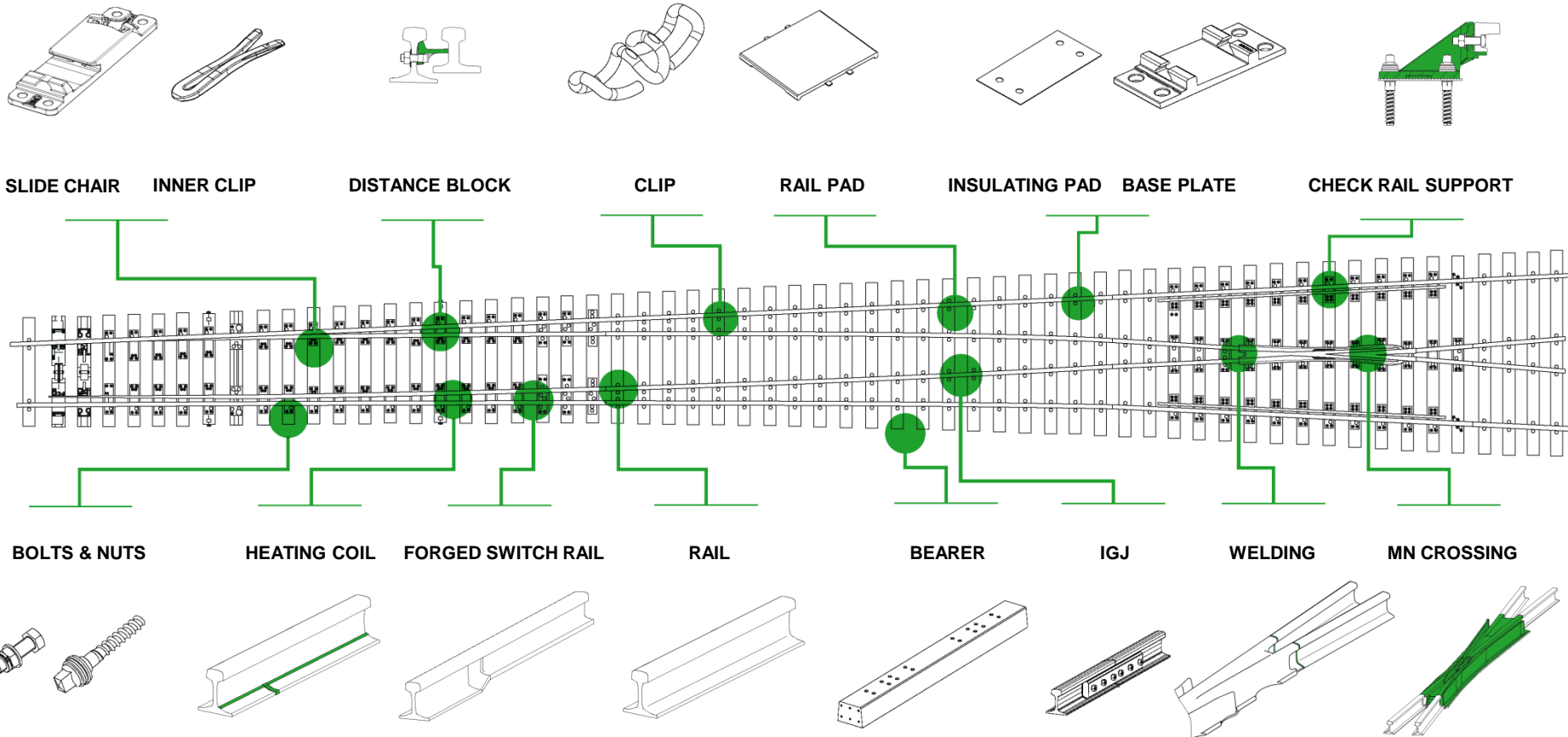
in more than 115 cities

▶ **Special points & crossings**

Tyred-wheel metros, VAL,  
Translohr, Space center at  
Kourou, rack railways  
lines, mining application,  
harbours, etc.

# Customized Modules Division

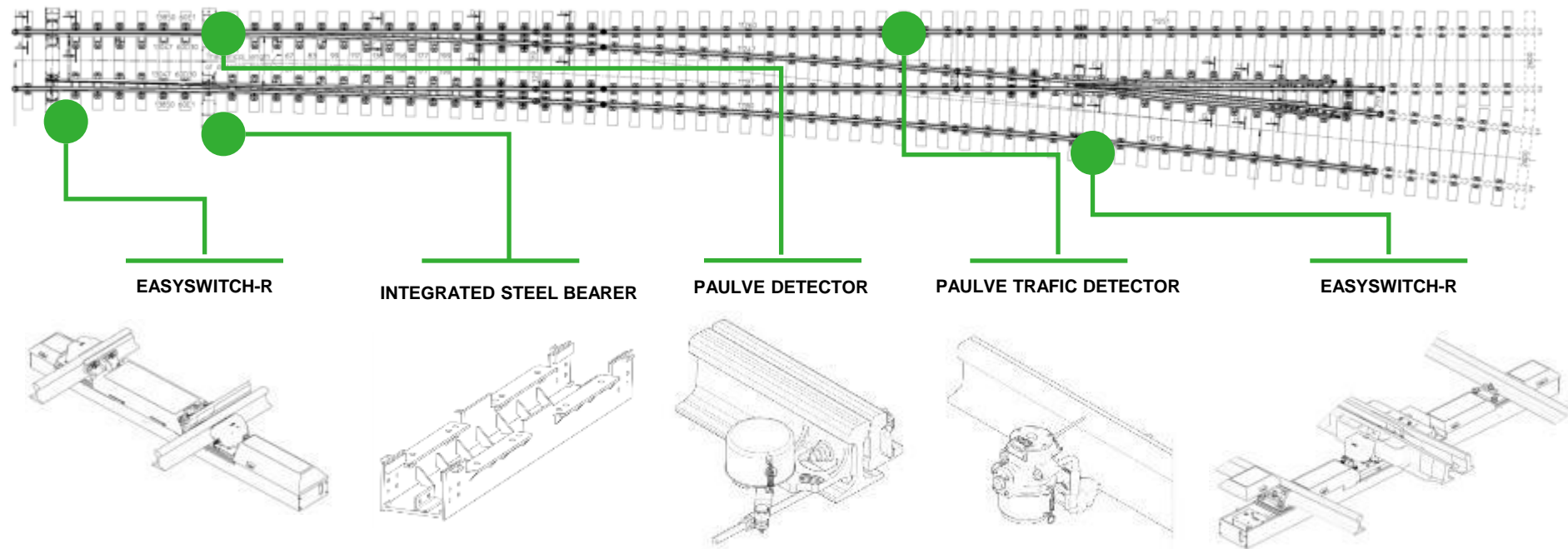
All technically and safety relevant components are mastered in-house



\* Non-contractual image

# Customized Modules Division

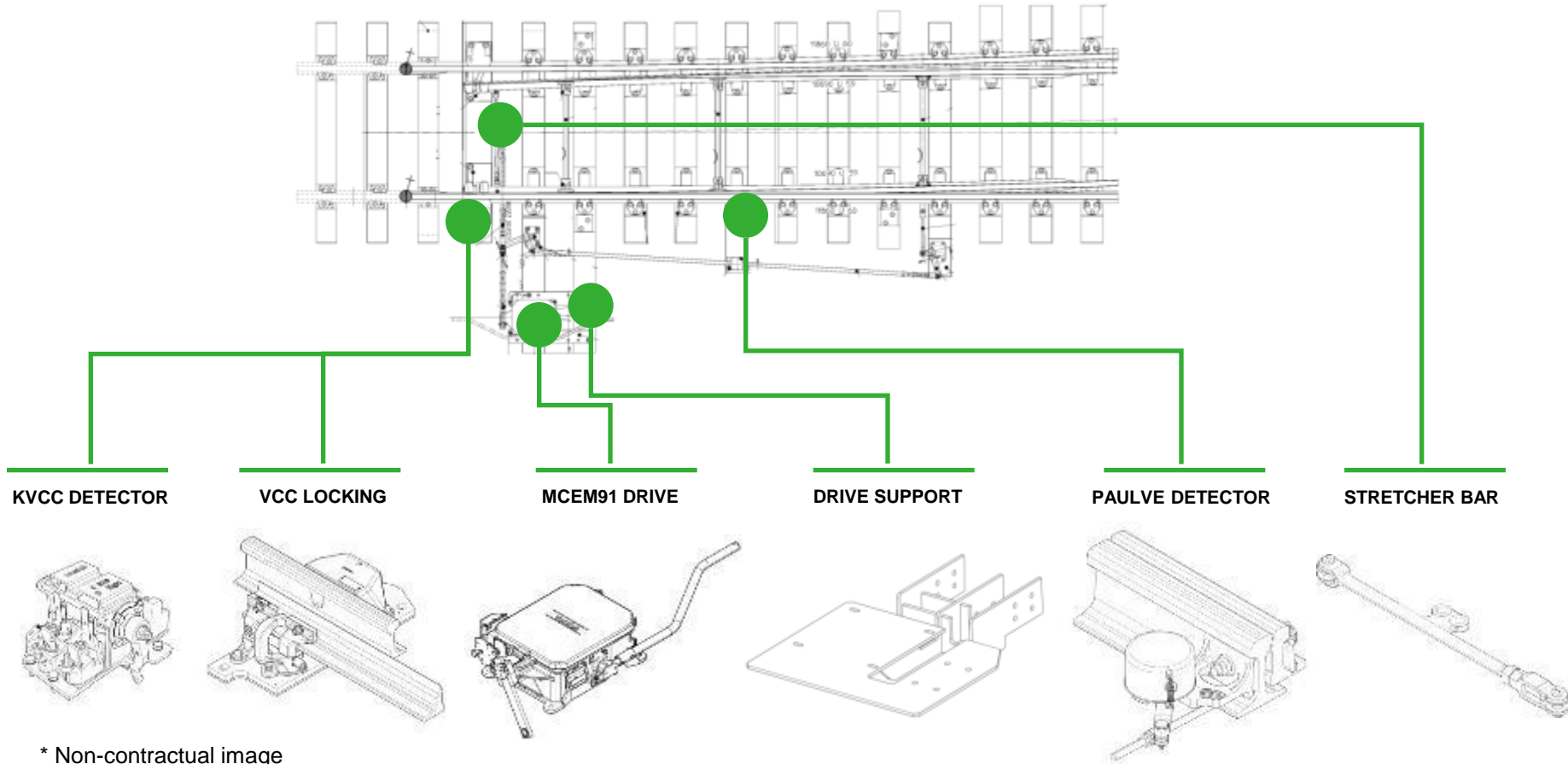
## Integrated signalling components



\* Non-contractual image

# Customized Modules Division

## Signalling components for the switch part

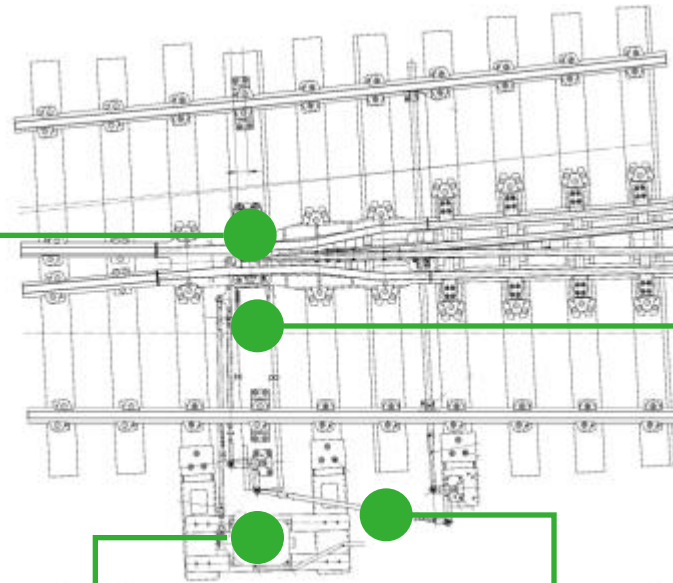


\* Non-contractual image

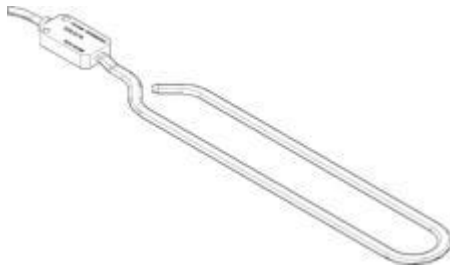


# Customized Modules Division

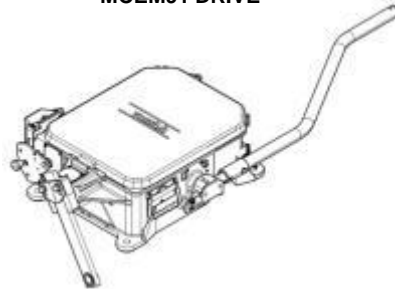
## Signalling components for the crossing part



VCC / VPM HEATING ELEMENT



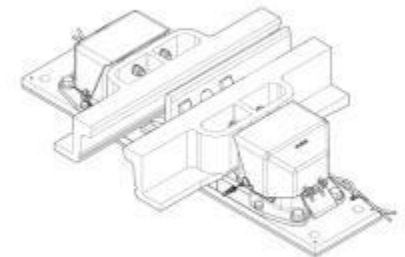
MCEM91 DRIVE



CONNECTING ROD



VPM LOCKING



\* Non-contractual image

# Customized Modules Division

## Signalling & Monitoring Systems - Telephony



### ► Signalling systems

- Relay interlocking systems (PRS)
- Computer-controlled relay interlocking system (PRCI)
- Computerized interlocking system (PIPC)

### ► Monitoring Systems

- Event Monitoring System (SIAM ST3)
- Turnout Condition Monitoring System (SURVAIG®)
- Track Circuit Condition Monitoring System (SURTRACK)
- Cable Cut Monitoring System (BTW)

### ► Telephony

- Railway phone switch, gateway and console (NUMCOM-4000)
- Outdoor telephone set (PTE)

# Customized Modules Division

## Services – Turnout and signalling experts



### ► Technical support and in-track expertise

- Inspection rounds of all your turnouts
- Specific assessments
- Survey to define corrective and preventive actions

### ► Technical assistance during transportation

- Loading
- Carriage (on tilted wagons)
- JIT Unloading

### ► Specific in-track works

- Technical assistance during turnout installation
- Adjustment and start-up of the equipment
- Building-up and grinding
- Replacement and renovation
- Specific welding process

### ► Training

- Certified Training Centre
- Formulas adapted to your needs, on all our products
- At the Techno center or on the network
- Obtaining of certifications