



THIRD QUARTER 2023

Wabtec Financial Results and 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 including statements regarding the impact of acquisitions by Wabtec, statements regarding Wabtec’s expectations about future sales and earnings and statements about the impact of evolving global conditions on Wabtec’s business. All statements, other than historical facts, including statements regarding synergies and other expected benefits from acquisitions; statements regarding Wabtec’s plans, objectives, expectations and intentions; and statements regarding macro-economic conditions and evolving production and demand conditions; and any assumptions underlying any of the foregoing, are forward-looking statements. Forward looking statements include statements regarding: Wabtec’s plans, objectives and intention; 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; 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. 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 (including the COVID-19 pandemic), 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 2023 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 operating margin, adjusted income tax expense, adjusted effective tax rate, 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 and Chief
Executive Officer*



JOHN OLIN

*Executive Vice President
and Chief Financial Officer*



KRISTINE KUBACKI

*Vice President,
Investor Relations*

3Q 2023 overview

3Q 2023 HIGHLIGHTS

SALES	\$2.55B	Up 22.5% YoY	Increased sales were driven by strong growth across the Freight and Transit segments
OPERATING MARGIN	14.5% GAAP	17.9% Adjusted ⁽²⁾	Operating margin benefited from sales growth and lower SG&A as a percentage of sales
EARNINGS PER SHARE	\$1.33 GAAP	\$1.70 Adjusted ⁽²⁾	GAAP EPS up 51.1% YoY ... Adjusted EPS up 39.3% YoY from higher Freight and Transit sales and adjusted operating margin expansion
CASH FLOW FROM OPERATIONS ⁽¹⁾	\$425M		Operating cash flow driven by significantly higher net income and improved inventory management
MULTI-YEAR BACKLOG	\$21.48B		Backlog provides multi-year visibility ... 12-month backlog up 13.1% to \$7.09 billion

STRONG PERFORMANCE AND MOMENTUM ACROSS THE BUSINESS

2023 Market Expectations

FREIGHT

FAVORABLE / UNFAVORABLE

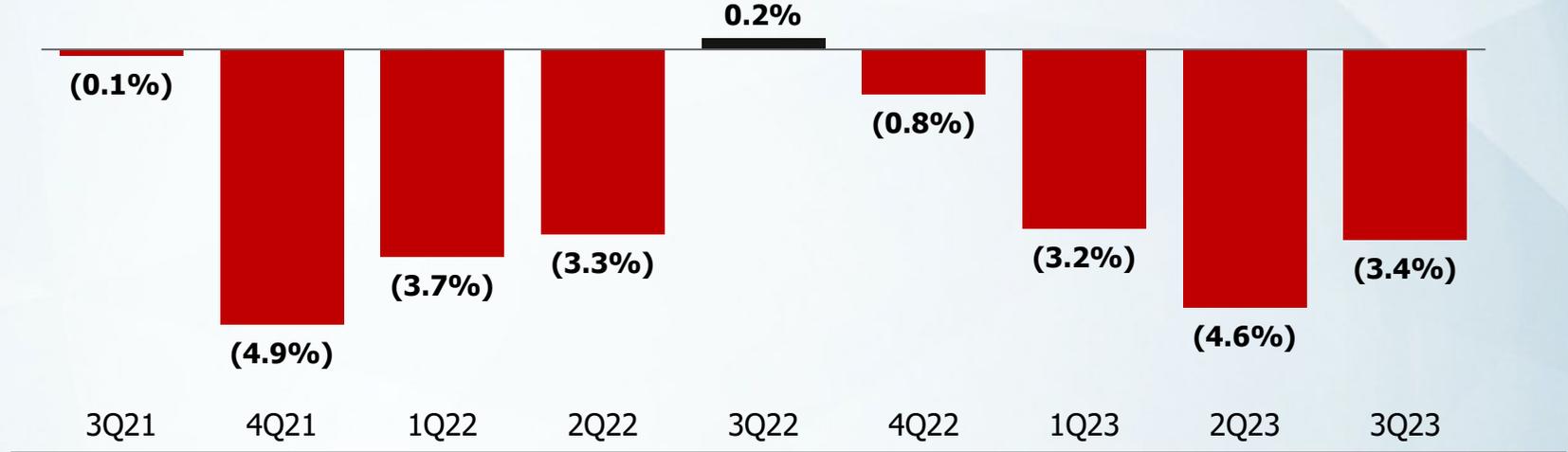
NA Carloads	-
Locomotive and Railcars Parkings	↔ / -
International Freight Volumes	+
NA Railcar Deliveries	+
Mining Commodities	↔

TRANSIT

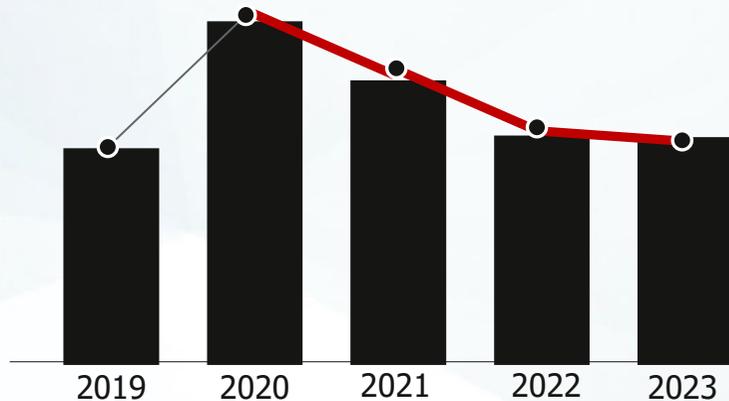
Infrastructure Investment	+
Global Ridership	+ / ↔

NORTH AMERICAN FREIGHT CARLOADS

Source: Association of American Railroads

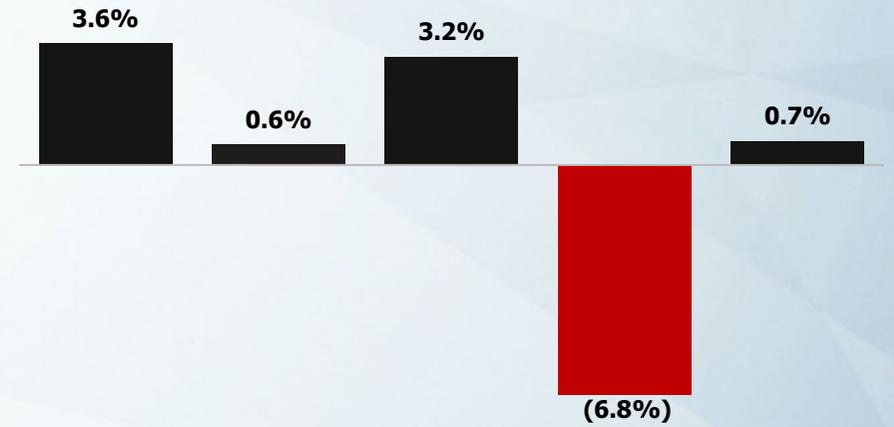


AVG NORTH AMERICAN PARKED LOCOMOTIVES



Source: Wabtec

2023 FREIGHT VOLUMES



Sources: 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

\$2+ billion MOU in Kazakhstan ... expected to drive significant growth in 2024 and beyond

Mining orders \$150+ million ... up double-digit versus prior year

Additional 4Q orders for 22 locomotives in LATAM for 2024

Significant components order with New York City Transit ... for 640 additional cars

Recent acquisitions in mining and maintenance of way (L&M and Nordco) ... ahead of plan

Spotlight on international markets



KEY MARKETS & GROWTH DRIVERS

SOUTH AMERICA

New concessions
Agriculture + mining growth

CIS

Gateway Asia → Europe
Fleet renewal & efficiency

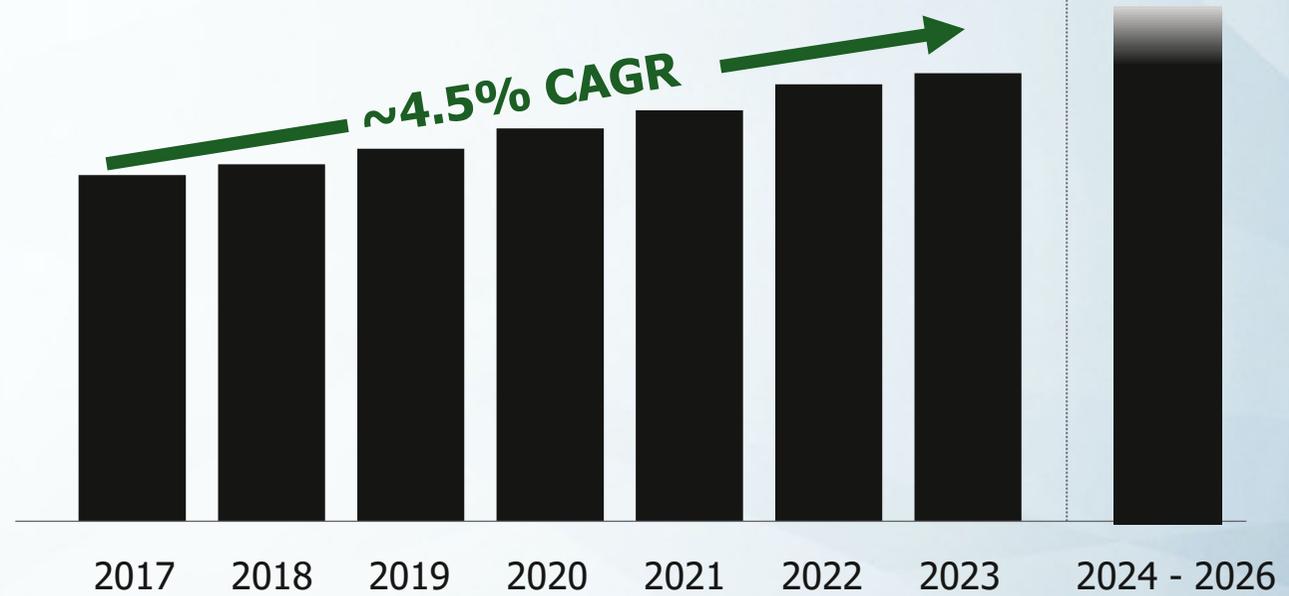
INDIA & AFRICA

Economic growth + mining
Transit urbanization

AUSTRALIA

Mining growth
Decarbonization targets

RESILIENT GROWTH IN THE INTERNATIONAL INSTALLED BASE



*Excludes Canada & Mexico

LEVERAGING WABTEC PORTFOLIO AND LOCAL PARTNERSHIPS TO DRIVE PROFITABLE GROWTH IN 2024 AND BEYOND

3Q 2023 financial summary

INCREASED SALES, MARGIN EXPANSION AND EPS GROWTH DESPITE MACRO UNCERTAINTY

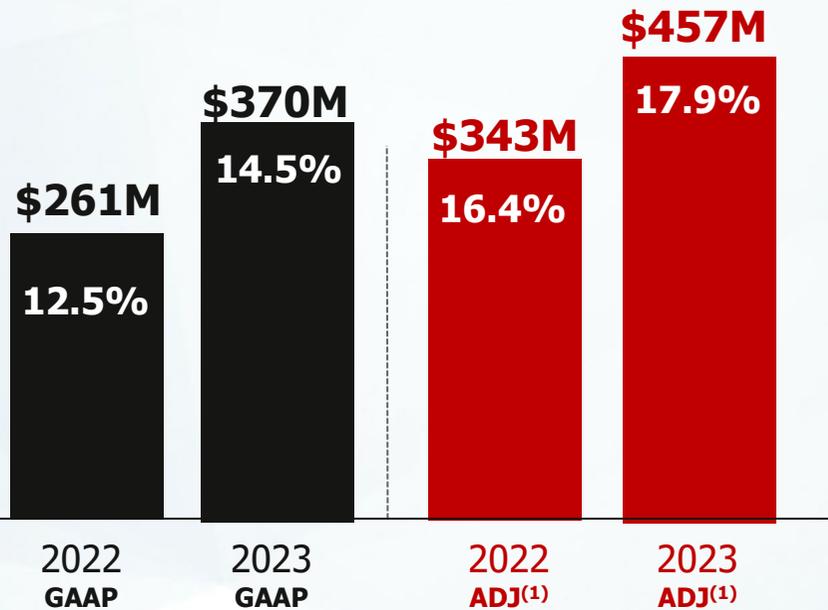
SALES



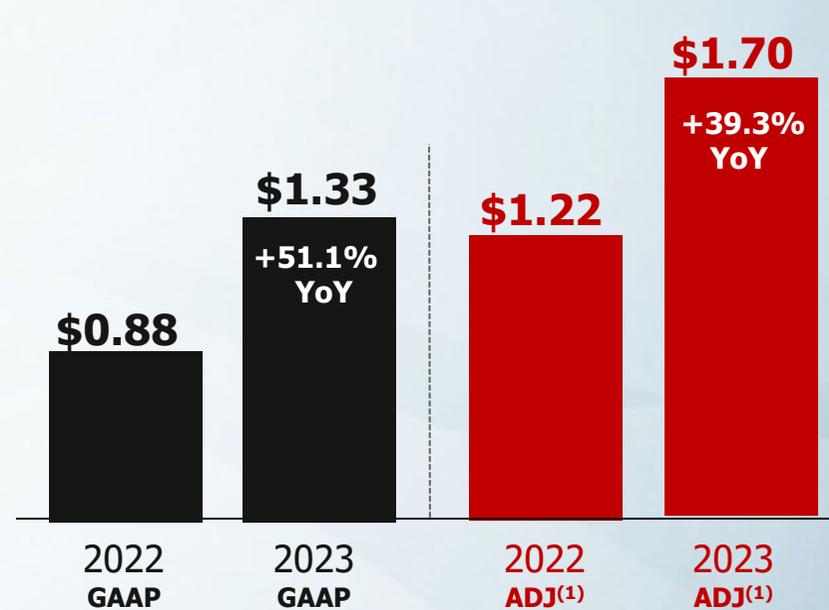
22.5% INCREASE

(21.0% INCREASE EX-CURRENCY)

OP INCOME/OP MARGIN



EPS



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

3Q 2023 sales



(\$ in millions)

PRODUCT LINE	3Q23	YOY
Equipment	\$615	38.8%
Components	\$307	32.3%
Digital Intelligence	\$181	(3.2%)
Services	\$787	17.6%
Freight Segment	\$1,890	23.4%
Transit Segment	\$660	20.0%
TOTAL SALES	\$2,550	22.5%

3Q KEY DRIVERS

EQUIPMENT

Higher North American and international locomotives sales ... increased mining sales

COMPONENTS

Higher OE railcar build and increased demand for industrial products (14.2% YoY growth excluding acquisitions)

DIGITAL INTELLIGENCE

Softness in NA signaling business, partially offset by higher demand for international PTC, on-board locomotive hardware, and digital mining products

SERVICES

Increased sales from higher mods deliveries and increased parts sales

TRANSIT

Strong OE and aftermarket sales ... sales up 14.5% on constant currency basis

3Q 2023 consolidated gross profit



(\$ in millions)	GAAP	Adjusted ⁽¹⁾
2022 GROSS PROFIT	\$648	\$653
<i>% Gross Profit Margin</i>	<i>31.1%</i>	<i>31.4%</i>
Volume	↑↑	↑↑
Mix/Pricing	↑	↑
Raw Materials	↔	↔
Currency	↑	↑
Manufacturing/Other	↓	↓
2023 GROSS PROFIT	\$792	\$805
<i>% Gross Profit Margin</i>	<i>31.0%</i>	<i>31.5%</i>

3Q KEY DRIVERS

VOLUME

Significantly higher Freight and Transit segment sales

MIX / PRICING

Favorable mix of products between and within segments

RAW MATERIALS

Largely flat input costs

CURRENCY

Favorable foreign exchange increased gross profit \$7M (operating income favorable by \$3M)

MANUFACTURING / OTHER

Favorable fixed cost absorption and benefits of Integration 2.0 offset by manufacturing inefficiencies related to Erie strike

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

3Q 2023 consolidated operating income

(\$ in millions)	GAAP	Adjusted ⁽¹⁾
2022 OP INCOME	\$261	\$343
<i>% Operating Margin</i>	<i>12.5%</i>	<i>16.4%</i>
Gross Profit	144	152
SG&A	(35)	(39)
Engineering	1	1
Amortization	(1)	-
2023 OP INCOME	\$370	\$457
<i>% Operating Margin</i>	<i>14.5%</i>	<i>17.9%</i>

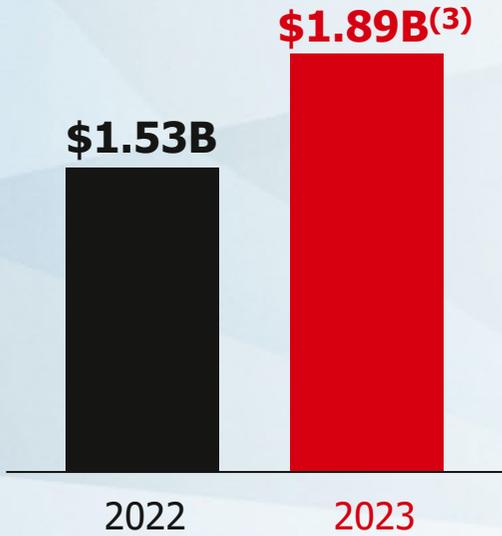
OP MARGIN BENEFITED FROM HIGHER SALES AND LOWER SG&A AS PERCENTAGE OF SALES

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

3Q 2023 Freight segment performance

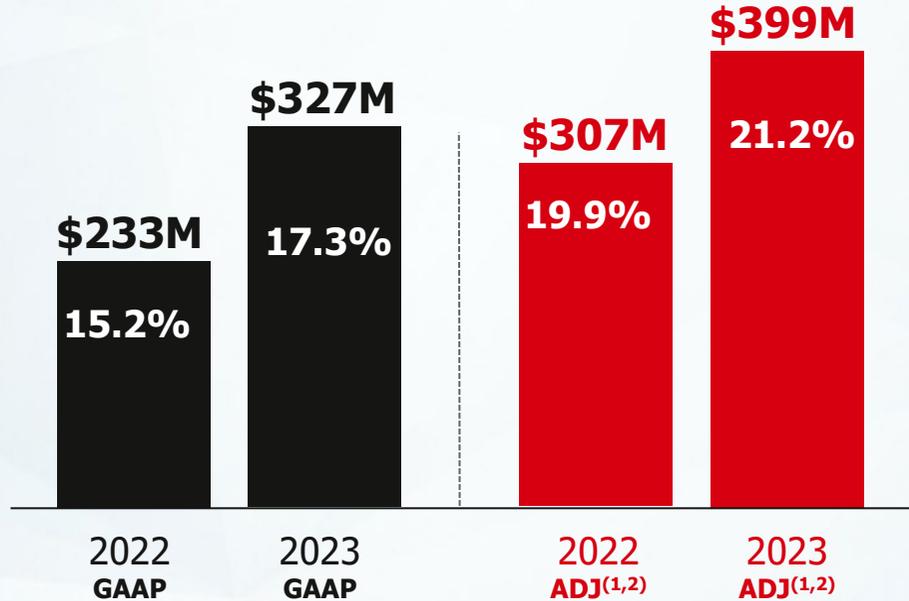


SALES

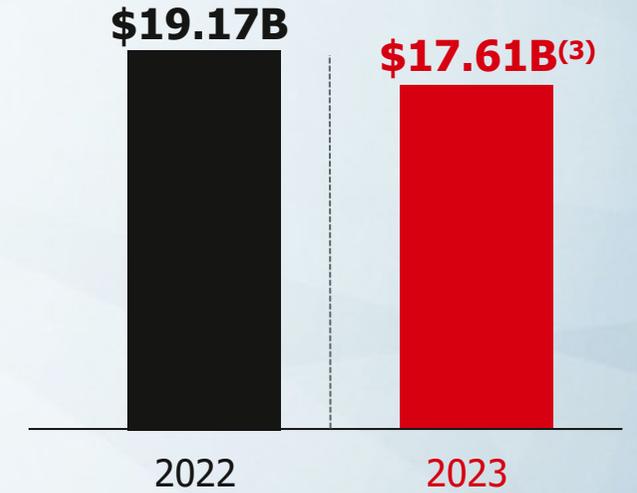


23.4% INCREASE
(23.3% INCREASE EX-CURRENCY)

OP INCOME/OP MARGIN



MULTI-YEAR BACKLOG



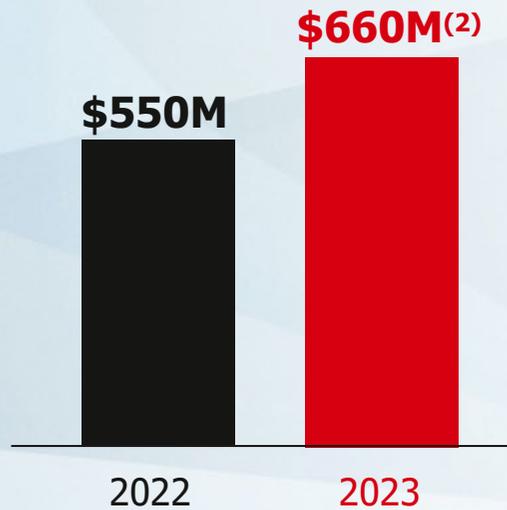
8.1% DECREASE YoY

15.7% INCREASE
12-MONTH BACKLOG YoY

(1) Adjusted numbers represent non-GAAP financial measures. See Appendix for additional details and reconciliations
 (2) Freight segment operating income was positively impacted by below-market intangible amortization of \$13 million; down \$1 million versus 3rd quarter 2022
 (3) Foreign exchange positively impacted Freight sales by \$2 million; Foreign exchange rates had a positive \$89 million impact on segment multi-year backlog

3Q 2023 Transit segment performance

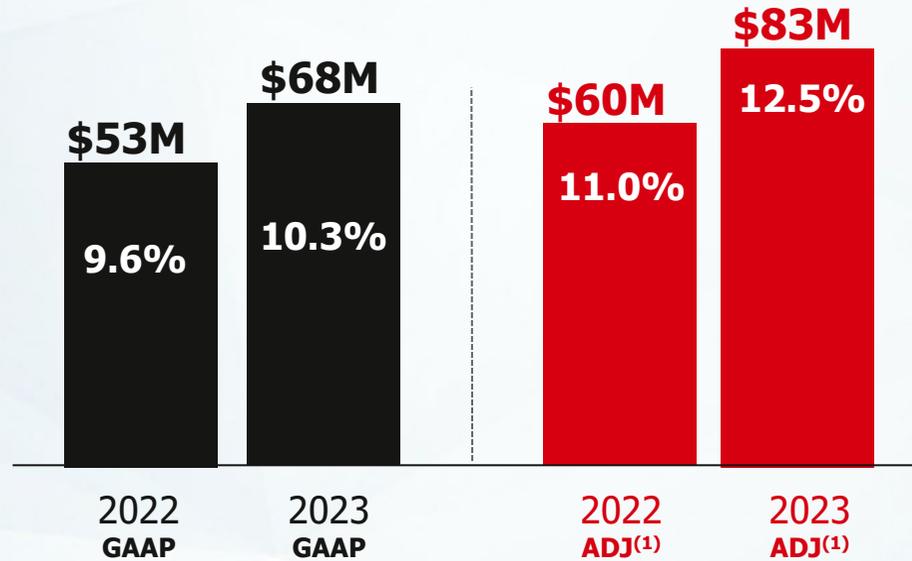
SALES



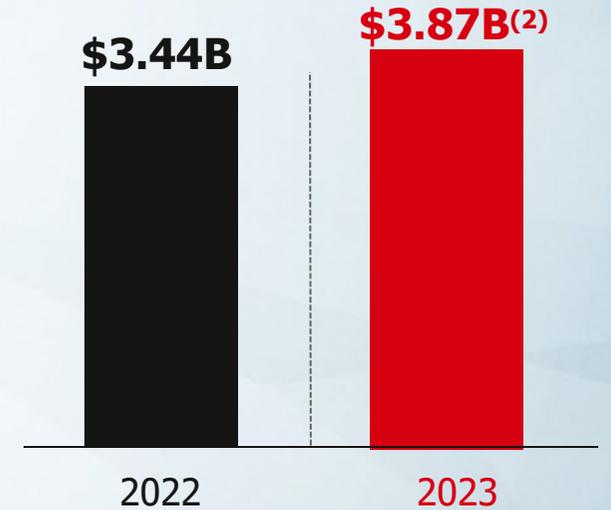
20.0% INCREASE

(14.5% INCREASE EX-CURRENCY)

OP INCOME/OP MARGIN



MULTI-YEAR BACKLOG



12.6% INCREASE YoY

6.4% INCREASE
12-MONTH BACKLOG YoY

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

(2) Foreign exchange positively impacted Transit sales by \$30 million; Foreign exchange rates had a positive \$167 million impact on segment multi-year backlog

Resilient business allows for execution on financial priorities

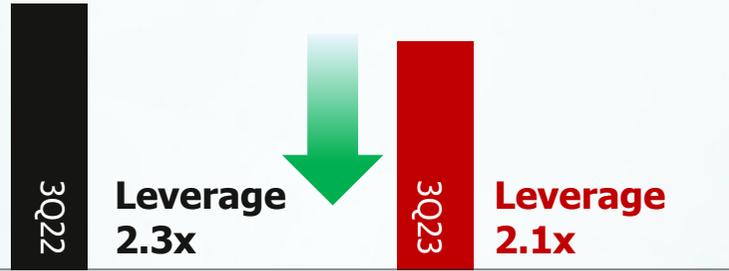
FOCUSED ON CASH CONVERSION⁽¹⁾ YTD CASH FROM OPS



3rd quarter CFO of \$425M driven by strong growth in net income and improved inventory management

Full year 2023 cash conversion impacted by higher working capital investment to support growth

STRONG FINANCIAL POSITION LEVERAGE



Debt leverage⁽²⁾ within target range of 2.0 to 2.5x

Strong balance sheet ... liquidity of \$1.86B⁽³⁾

RETURN CAPITAL TO SHAREHOLDERS



Returning capital to shareholders ... **\$344M returned through share repurchases and dividends**

STRONG FINANCIAL POSITION; INVESTING FOR GROWTH AND MAXIMIZING SHAREHOLDER RETURNS

(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 is defined as net debt divided by trailing 12-month adjusted EBITDA. Net debt is defined as total debt minus cash, restricted cash and cash equivalents
 (3) At September 30, 2023, the Company's total available liquidity was \$1.86 billion, which includes cash and cash equivalents of \$0.39 billion, excluding restricted cash of \$0.07 million, plus \$1.48 billion available under current credit facilities

2023 updated financial guidance^(1,2)

PRIOR GUIDANCE

REVENUES

\$9.25B to \$9.50B

ADJUSTED EPS

\$5.50 to \$5.80

CASH CONVERSION ⁽³⁾

>90%

UPDATED GUIDANCE

REVENUES

\$9.5B to \$9.7B

ADJUSTED EPS

\$5.80 to \$6.00

CASH CONVERSION ⁽³⁾

>90%

KEY ASSUMPTIONS

Adjusted operating margin up

- Favorable productivity/absorption offset by mix
- SG&A as % of sales down
- Engineering as % of sales flat

Tax rate ~25.5%

Capex ~1.75% of sales (prior ~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 operational and financial performance despite significant macro uncertainty and volatility
- 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
- 04** Wabtec is well-positioned to drive higher returns and create significant long-term value for shareholders

Income statement

WESTINGHOUSE AIR BRAKE TECHNOLOGIES CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2023 AND 2022
(AMOUNTS IN MILLIONS EXCEPT PER SHARE DATA)
(UNAUDITED)

Appendix A (1 of 2)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
Net sales	\$ 2,550	\$ 2,081	\$ 7,151	\$ 6,056
Cost of sales	<u>(1,758)</u>	<u>(1,433)</u>	<u>(4,971)</u>	<u>(4,168)</u>
Gross profit	792	648	2,180	1,888
<i>Gross profit as a % of Net Sales</i>	31.0%	31.1%	30.5%	31.2%
Selling, general and administrative expenses	(295)	(260)	(843)	(757)
Engineering expenses	(53)	(54)	(157)	(149)
Amortization expense	<u>(74)</u>	<u>(73)</u>	<u>(222)</u>	<u>(218)</u>
Total operating expenses	(422)	(387)	(1,222)	(1,124)
<i>Operating expenses as a % of Net Sales</i>	16.5%	18.6%	17.1%	18.6%
Income from operations	370	261	958	764
<i>Income from operations as a % of Net Sales</i>	14.5%	12.5%	13.4%	12.6%
Interest expense, net	(60)	(48)	(163)	(135)
Other income, net	<u>10</u>	<u>4</u>	<u>17</u>	<u>15</u>
Income before income taxes	320	217	812	644
Income tax expense	<u>(78)</u>	<u>(54)</u>	<u>(204)</u>	<u>(162)</u>
<i>Effective tax rate</i>	24.5%	24.7%	25.1%	25.1%
Net income	242	163	608	482
Less: Net income attributable to noncontrolling interest	<u>(2)</u>	<u>(3)</u>	<u>(8)</u>	<u>(7)</u>
Net income attributable to Wabtec shareholders	<u>\$ 240</u>	<u>\$ 160</u>	<u>\$ 600</u>	<u>\$ 475</u>
Earnings Per Common Share				
Basic				
Net income attributable to Wabtec shareholders	<u>\$ 1.34</u>	<u>\$ 0.88</u>	<u>\$ 3.34</u>	<u>\$ 2.60</u>
Diluted				
Net income attributable to Wabtec shareholders	<u>\$ 1.33</u>	<u>\$ 0.88</u>	<u>\$ 3.33</u>	<u>\$ 2.59</u>
Basic	<u>178.6</u>	<u>181.3</u>	<u>179.1</u>	<u>182.6</u>
Diluted	<u>179.2</u>	<u>181.9</u>	<u>179.7</u>	<u>183.1</u>

Income statement (cont.)

WESTINGHOUSE AIR BRAKE TECHNOLOGIES CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2023 AND 2022
(AMOUNTS IN MILLIONS EXCEPT PER SHARE DATA)
(UNAUDITED)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
Segment Information				
Freight Net Sales	\$ 1,890	\$ 1,531	\$ 5,164	\$ 4,343
Freight Income from Operations	\$ 327	\$ 233	\$ 825	\$ 655
Freight Operating Margin	17.3%	15.2%	16.0%	15.1%
Transit Net Sales	\$ 660	\$ 550	\$ 1,987	\$ 1,713
Transit Income from Operations	\$ 68	\$ 53	\$ 203	\$ 168
Transit Operating Margin	10.3%	9.6%	10.2%	9.8%
Backlog Information (Note: 12-month is a sub-set of total)				
	<u>September 30, 2023</u>	<u>June 30, 2023</u>	<u>September 30, 2022</u>	
Freight Total	\$ 17,614	\$ 18,336	\$ 19,173	
Transit Total	3,869	4,095	3,437	
Wabtec Total	<u>\$ 21,483</u>	<u>\$ 22,431</u>	<u>\$ 22,610</u>	
Freight 12-Month	\$ 5,282	\$ 5,318	\$ 4,567	
Transit 12-Month	1,809	1,902	1,700	
Wabtec 12-Month	<u>\$ 7,091</u>	<u>\$ 7,220</u>	<u>\$ 6,267</u>	

Balance sheet

Appendix B

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

	<u>September 30, 2023</u>	<u>December 31, 2022</u>
<i><u>In millions</u></i>		
Cash, cash equivalents and restricted cash	\$ 392	\$ 541
Receivables, net	1,714	1,519
Inventories	2,246	2,034
Other current assets	<u>282</u>	<u>233</u>
Total current assets	4,634	4,327
Property, plant and equipment, net	1,419	1,429
Goodwill	8,590	8,508
Other intangible assets, net	3,267	3,402
Other noncurrent assets	<u>890</u>	<u>850</u>
Total assets	<u>\$ 18,800</u>	<u>\$ 18,516</u>
Current liabilities	\$ 3,891	\$ 3,467
Long-term debt	3,288	3,751
Long-term liabilities - other	<u>1,254</u>	<u>1,151</u>
Total liabilities	8,433	8,369
Shareholders' equity	10,326	10,102
Noncontrolling interest	<u>41</u>	<u>45</u>
Total shareholders' equity	10,367	10,147
Total Liabilities and Shareholders' Equity	<u>\$ 18,800</u>	<u>\$ 18,516</u>

Cash flow

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

	Nine Months Ended September 30,	
	<u>2023</u>	<u>2022</u>
<i><u>In millions</u></i>		
<i>Operating activities</i>		
Net income	\$ 608	\$ 482
Non-cash expense	372	355
Receivables	(214)	(39)
Inventories	(201)	(401)
Accounts Payable	(50)	232
Other assets and liabilities	-	(1)
Net cash provided by operating activities	515	628
Net cash used for investing activities	(336)	(149)
Net cash used for financing activities	(323)	(395)
Effect of changes in currency exchange rates	(5)	(43)
(Decrease) increase in cash	(149)	41
Cash, cash equivalents and restricted cash, beginning of period	541	473
Cash, cash equivalents and restricted cash, end of period	\$ 392	\$ 514

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)										
Third Quarter 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	\$ 2,550	\$ 792	\$ (422)	\$ 370	\$ (50)	\$ (78)	\$ 242	\$ (2)	\$ 240	\$ 1.33
Restructuring costs	-	13	-	13	-	(3)	10	-	10	\$ 0.06
Non-cash Amortization expense	-	-	74	74	-	(19)	55	-	55	\$ 0.31
Adjusted Results	\$ 2,550	\$ 805	\$ (348)	\$ 457	\$ (50)	\$ (100)	\$ 307	\$ (2)	\$ 305	\$ 1.70
Fully Diluted Shares Outstanding										179.2

Wabtec Corporation Reconciliation of Reported Results to Adjusted Results (in millions)										
Third 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	\$ 7,151	\$ 2,180	\$ (1,222)	\$ 958	\$ (146)	\$ (204)	\$ 608	\$ (8)	\$ 600	\$ 3.33
Restructuring costs	-	25	7	32	-	(8)	24	-	24	\$ 0.13
Non-cash Amortization expense	-	-	222	222	-	(56)	166	-	166	\$ 0.92
Adjusted Results	\$ 7,151	\$ 2,205	\$ (993)	\$ 1,212	\$ (146)	\$ (268)	\$ 798	\$ (8)	\$ 790	\$ 4.38
Fully Diluted Shares Outstanding										179.7

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)										
	Third Quarter 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	\$ 2,081	\$ 648	\$ (387)	\$ 261	\$ (44)	\$ (54)	\$ 163	\$ (3)	\$ 160	\$ 0.88
Restructuring costs	-	5	4	9	-	(2)	7	-	7	\$ 0.04
Non-cash Amortization expense	-	-	73	73	-	(18)	55	-	55	\$ 0.30
Adjusted Results	\$ 2,081	\$ 653	\$ (310)	\$ 343	\$ (44)	\$ (74)	\$ 225	\$ (3)	\$ 222	\$ 1.22
Fully Diluted Shares Outstanding										181.9

Wabtec Corporation										
Reconciliation of Reported Results to Adjusted Results										
(in millions)										
	Third 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	\$ 6,056	\$ 1,888	\$ (1,124)	\$ 764	\$ (120)	\$ (162)	\$ 482	\$ (7)	\$ 475	\$ 2.59
Restructuring costs	-	12	8	20	-	(5)	15	-	15	\$ 0.08
Non-cash Amortization expense	-	-	218	218	-	(54)	164	-	164	\$ 0.89
Adjusted Results	\$ 6,056	\$ 1,900	\$ (898)	\$ 1,002	\$ (120)	\$ (221)	\$ 661	\$ (7)	\$ 654	\$ 3.56
Fully Diluted Shares Outstanding										183.1

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 2023 Q3 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	\$370		\$10		\$124	\$504		\$10		\$514

Wabtec Corporation 2023 Q3 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	\$958		\$17		\$367	\$1,342		\$24		\$1,366

Wabtec Corporation 2022 Q3 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	\$261		\$4		\$117	\$382		\$9		\$391

Wabtec Corporation 2022 Q3 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	\$764		\$15		\$354	\$1,133		\$20		\$1,153

Sales by product line

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

<i><u>In millions</u></i>	Three Months Ended September 30,	
	<u>2023</u>	<u>2022</u>
Freight Segment		
Equipment	\$ 615	\$ 443
Components	307	232
Digital Intelligence	181	187
Services	787	669
Total Freight Segment	<u>\$ 1,890</u>	<u>\$ 1,531</u>
Transit Segment		
Original Equipment Manufacturer	\$ 302	\$ 264
Aftermarket	358	286
Total Transit Segment	<u>\$ 660</u>	<u>\$ 550</u>
<i><u>In millions</u></i>	Nine Months Ended September 30,	
	<u>2023</u>	<u>2022</u>
Freight Segment		
Equipment	\$ 1,423	\$ 1,098
Components	874	695
Digital Intelligence	563	504
Services	2,304	2,046
Total Freight Segment	<u>\$ 5,164</u>	<u>\$ 4,343</u>
Transit Segment		
Original Equipment Manufacturer	\$ 909	\$ 815
Aftermarket	1,078	898
Total Transit Segment	<u>\$ 1,987</u>	<u>\$ 1,713</u>

Segment gross margin & operating margin reconciliation

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

In millions	Three Months Ended September 30,				Nine Months Ended September 30,			
	2023		2022		2023		2022	
	Gross Profit	Income from Operations	Gross Profit	Income from Operations	Gross Profit	Income from Operations	Gross Profit	Income from Operations
Freight Segment Reported Results	\$ 611	\$ 327	\$ 497	\$ 233	\$ 1,632	\$ 825	\$ 1,414	\$ 655
<i>Freight Segment Reported Margin</i>	32.3%	17.3%	32.5%	15.2%	31.6%	16.0%	32.6%	15.1%
Restructuring costs	2	3	4	5	8	11	7	8
Non-cash Amortization expense	-	69	-	69	-	206	-	204
Freight Segment Adjusted Results	<u>\$ 613</u>	<u>\$ 399</u>	<u>\$ 501</u>	<u>\$ 307</u>	<u>\$ 1,640</u>	<u>\$ 1,042</u>	<u>\$ 1,421</u>	<u>\$ 867</u>
<i>Freight Segment Adjusted Margin</i>	32.4%	21.2%	32.7%	19.9%	31.8%	20.2%	32.7%	20.0%
Transit Segment Reported Results	\$ 181	\$ 68	\$ 151	\$ 53	\$ 548	\$ 203	\$ 474	\$ 168
<i>Transit Segment Reported Margin</i>	27.3%	10.3%	27.4%	9.6%	27.6%	10.2%	27.6%	9.8%
Restructuring costs	11	10	1	3	17	21	5	10
Non-cash Amortization expense	-	5	-	4	-	16	-	14
Transit Segment Adjusted Results	<u>\$ 192</u>	<u>\$ 83</u>	<u>\$ 152</u>	<u>\$ 60</u>	<u>\$ 565</u>	<u>\$ 240</u>	<u>\$ 479</u>	<u>\$ 192</u>
<i>Transit Segment Adjusted Margin</i>	29.0%	12.5%	27.5%	11.0%	28.4%	12.1%	27.9%	11.2%

Segment sales reconciliation

RECONCILIATION OF CHANGES IN NET SALES - BY SEGMENT (UNAUDITED)

<i>In millions</i>	Three Months Ended September 30,		
	<u>Freight</u>	<u>Transit</u>	<u>Consolidated</u>
2022 Net Sales	\$ 1,531	\$ 550	\$ 2,081
Acquisitions	45	-	45
Foreign Exchange	2	30	32
Organic	312	80	392
2023 Net Sales	<u>\$ 1,890</u>	<u>\$ 660</u>	<u>\$ 2,550</u>
<i>Change (\$)</i>	359	110	469
<i>Change (%)</i>	23.4%	20.0%	22.5%
	Nine Months Ended September 30,		
	<u>Freight</u>	<u>Transit</u>	<u>Consolidated</u>
2022 Net Sales	\$ 4,343	\$ 1,713	\$ 6,056
Acquisitions	77	-	77
Foreign Exchange	(28)	(3)	(31)
Organic	772	277	1,049
2023 Net Sales	<u>\$ 5,164</u>	<u>\$ 1,987</u>	<u>\$ 7,151</u>
<i>Change (\$)</i>	821	274	1,095
<i>Change (%)</i>	18.9%	16.0%	18.1%

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 2023 Q3 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	\$425		\$242	\$125	116%

Wabtec Corporation 2023 Q3 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	\$515		\$608	\$371	53%

Wabtec Corporation 2022 Q3 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	\$204		\$163	\$119	72%

Wabtec Corporation 2022 Q3 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	\$628		\$482	\$359	75%