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Half-Year Results 2023

Investor & Media Presentation

Baden, September 5th, 2023

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Adrian Grossenbacher, Chief Financial Officer

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01

Agenda

Half-Year Results Conference 2023 - Agenda

Time (CET)	Topic	Presenter
09:30 – 10:30	1. Agenda	
	2. Key Highlights and market developments H1 2023	Daniel Bischofberger (CEO)
	3. Financial Review H1 2023 and Outlook	Adrian Grossenbacher (CFO)
	4. Q&A	

02

Key Highlights & Market Developments of First Half-Year 2023

H1 2023 Highlights
Strong Performance

+17.1%

Strong revenue growth

- Revenues at $449 Mio.
- 20.3% growth on constant currency basis.
- Strong contribution from merchant marine business.
- Continued strong demand for gas compression installations in United States.

24.1%

Operational EBITA up by 12%

- Margin down by 120 bps y-o-y.
- Impacted by standalone costs, supply chain challenges and product mix.
- Higher material, labor and energy costs largely compensated by price increases.

17.5%

FCF conversion impacted by growth and supply chain

- Free cash flow conversion in H1 at low level.
- Net-working capital increase linked to high volume growth.
- Supply chain challenges further impacted inventories and cash conversion.
- Adjusted for the impact of one-off separation cost on net profit and cashflow around 55%

Gas compression

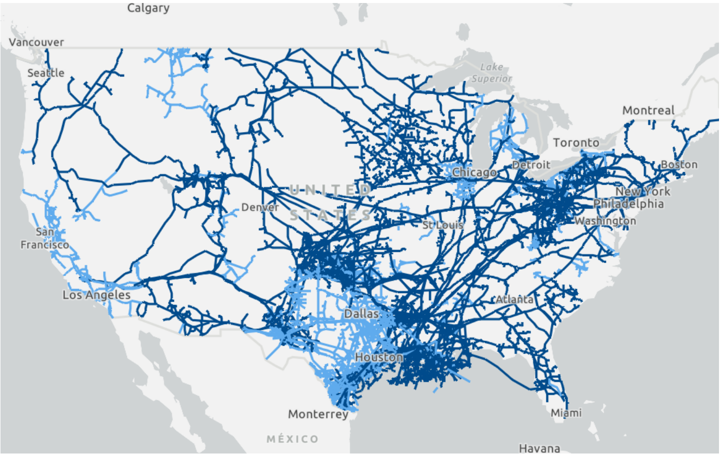
Overview

- High speed gas powered internal combustion engines (ICE) drive **compressor stations**
- Typical application area in US **gas pipeline network** is **upstream** i.e. pipelines transporting gas from shale O&G wells to main pipelines/midstream

- **Flexibility** and **smaller volume flows** than in midstream where gas turbines are driving the larger compressors
- Compared to conventional O&G unconventional O&G has **lower CAPEX, but higher marginal costs,** leading to **higher gas price sensitivity**

- Engines in compressor stations **operating 24/7**
- **Reliable products and service** key elements
- If **gas price drops below marginal production costs,** investments in new rigs less likely, with corresponding negative impact on pipeline utilization

Compressor station operated with ICE



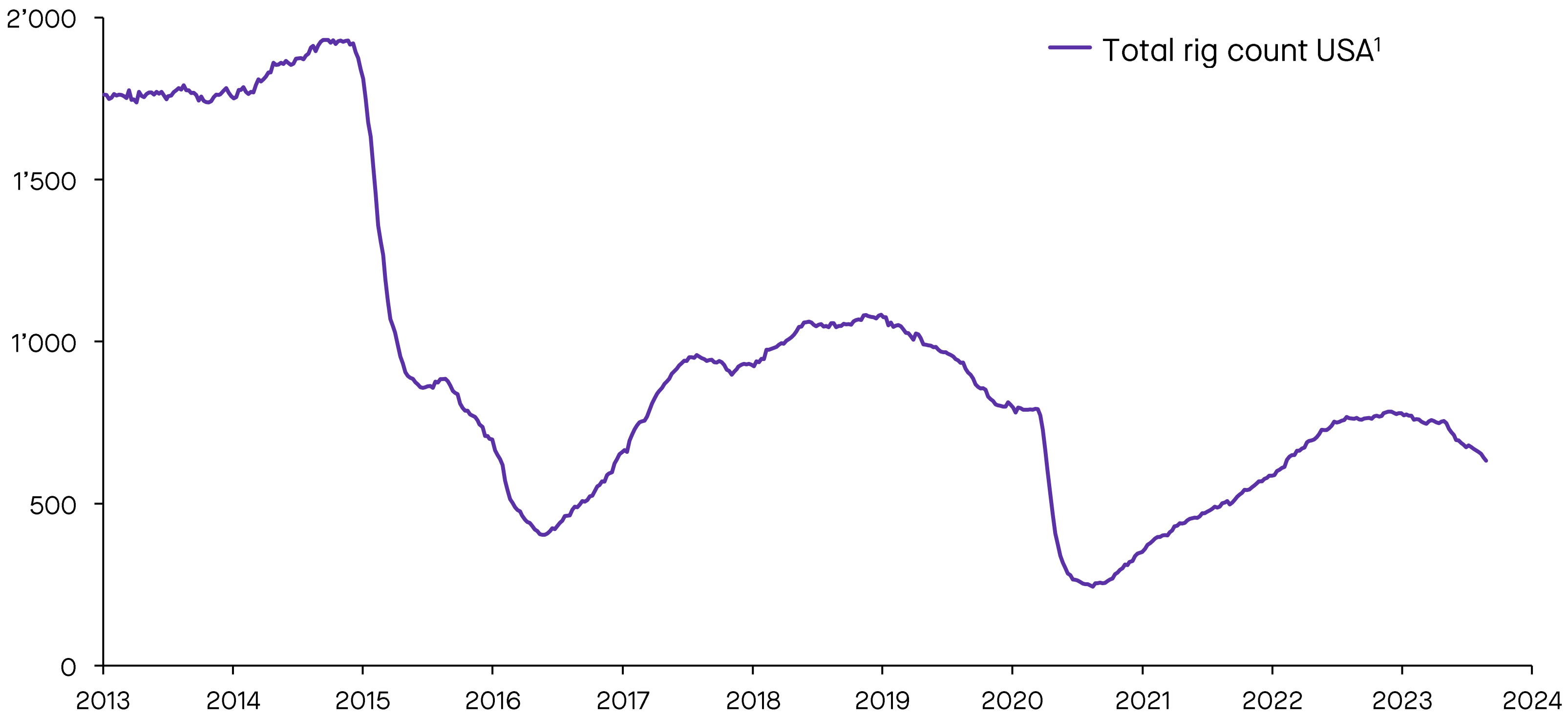
Map of natural gas pipelines in the U.S.[1]

Service on turbocharger

1) Source: EIA

Gas compression

US rig count as indicator for Accelleron’s gas compression business



1) Source: Baker Hughes, 2023

- **Rig count is volatile** with phases of rapid decline.
  Since 2021 slow but steady recovery of gas compression market from the Covid-19 impact.
- Unconventional wells facing much higher annual decline rates vs. conventional wells.
- OEM and dealers in this segment typically order to stock and not for specific demand. This comes with lower lead-times and can further increase volatility (by increasing/ decreasing stocks).
- Service is more stable than new business, but also here we see higher volatility than in marine or power.

First Sustainability Report

Accelerating Sustainability in Marine & Energy

- **Decarbonization of target industries** will support the growth of the company.
- Sustainability report **inspired by the standards of the Global Reporting Initiative** (GRI).
- Ambition to **fulfill the Science Based Target initiative** (SBTi) standards in the future.
- Set target to reduce CO2 emissions **Scope 1 & Scope 2** by 70% compared to 2022 levels by 2030
- Ambition to reduce CO2 emission **Scope 3** in line with Paris Agreement with targets to be set in 2024
- Prioritizing work safety and providing a secure environment for our employees.

International Maritime Organization (IMO)

Decision on New Decarbonization Objectives

- New CO2 target: Net zero until 2050 (previously 50% reduction)
- Checkpoints 2030: >20% reduction, 2040 >70%
- Objective to have >5% of energy used in Marine based on zero emission sources by 2030
- Global Fuel standards and GHG Pricing to be agreed by 2025, entry into force by 2027
- Well-to-wake reflected

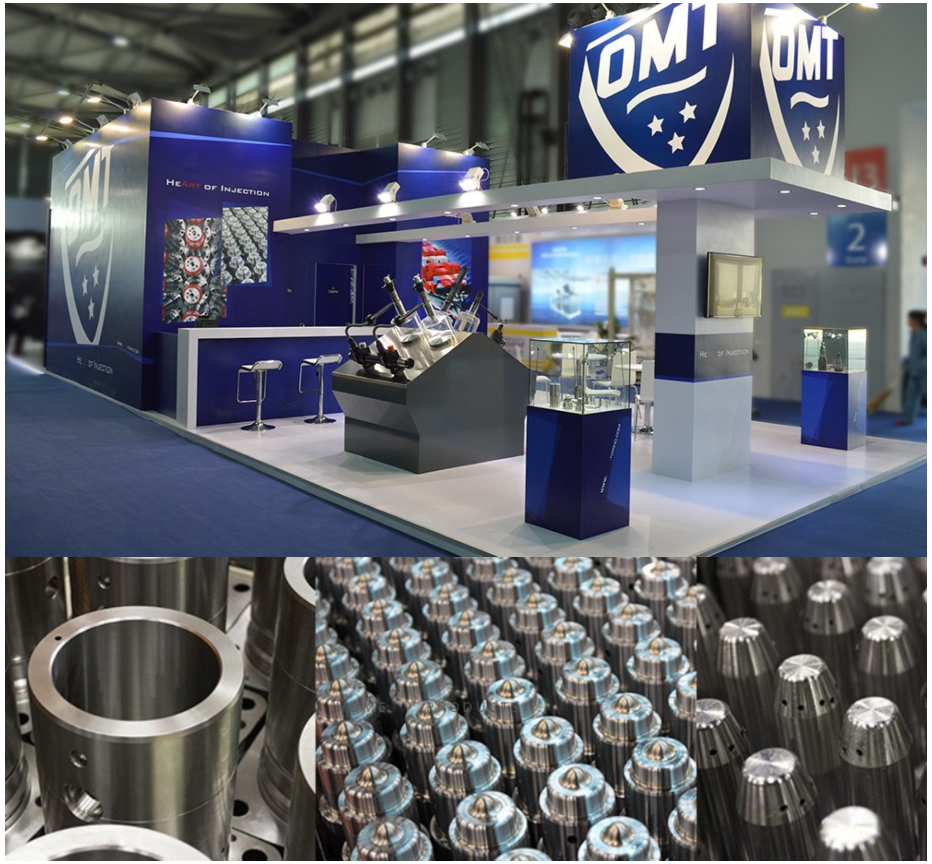
?

- Clear E-Fuel target is missing, risk of over-reliance on non-scalable biofuels
- Real impact will depend on stringency of regulatory implementation in key geographies

Roadmap provides unique opportunity for Accelleron to strengthen support of OEMs and ship operators with turbochargers, fuel injection, digital solutions, upgrades and service offerings.

Acquisition of OMT (Officine Meccaniche Torino)

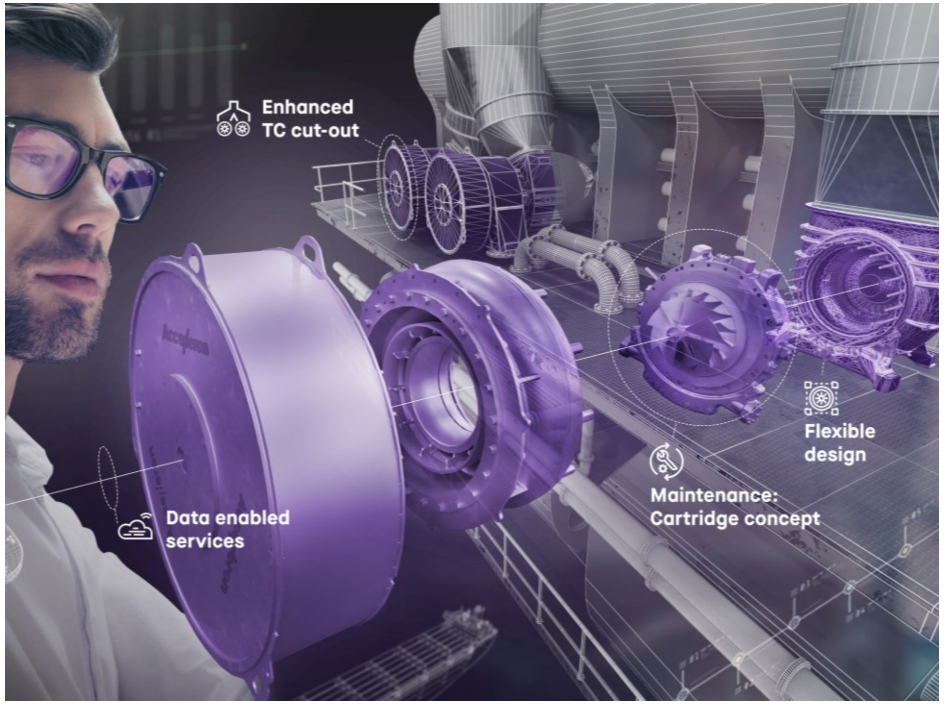
High precision fuel injection equipment for medium and low speed engines



- **Founded in 1930 with 250 Employees** mainly in Torino, Italy
- **2022 Revenues EUR 52 million, EBIT Margin above 20%**
- Price in **high two-digit EUR million range, Transaction** closed **on July 20, 2023**
- **Similar** engine builder (OEM) **customer base** as Accelleron and **>70% of revenues originate from aftermarket**
- Demand for fuel injection **to outgrow the engine market** as dual fuel engines will be becoming standard and require more injectors per engine
- **New CEO:** Klaus Heim (former CEO of WinGD), started Sep 1st
- Priorities include the investment in **a new test facility for green fuels** and **expansion of production and R&D capacity** to support growth **and energy transition**

Next Generation Low Speed Axial Turbocharger

Accelleron X300-L launched in June 2023



Turbocharging re-imagined

- More than the usual evolutionary improvement
- Focus on flexibility to help customers address uncertainty about different pathways to maritime decarbonization

Key benefits

- **Flexible design:** Modular setup facilitates adaptation to new fuels & engine developments
- **Flexible operations:** Flexible turbocharger cut-out optimizes fuel consumption across the full load range
- **Flexible service:** Cartridge concept improves service duration and increases flexibility on service location (port stay instead of dry docking): ideal for turbochargers under service agreement
- **Digital ready:** Ready for data enabled service models

Exceeding needs of today and preparing for a future of heightened uncertainty on an accelerated timeline to decarbonization

Accelleron growth corridor

Boom or new normal?

Historically steady growth

- In line with GDP growth levels (3-4% CAGR) from 2000 to 2020, however with booms (marine from 2007 to 2011) and subsequent longer periods of stagnation, or even heavy declines
- Product business highly volatile (fluctuations up to +/-20% y-o-y)
- Service business less volatile compared to product business, but still (+/-5% y-o-y)

2020-2023 steep recovery

- Three years of accelerated organic growth (2021: 5%, 2022: 12%, 2023E: 13%)
- Recovery from Covid-19 impact in Service
- Shipbuilding picking up
- Heavy investment in gas infrastructure caused by Russian war against Ukraine
- While smaller (High Speed) power plants experience strong demand, orders for larger (Medium Speed) power plants remain on low levels

Medium-term outlook

- Stringent implementation of recent IMO regulations can further push ship newbuilding – however value chain facing capacity constraints
- Service will stay largely in line with fleet growth – however, normalized charter rates might impact customer’s service spending short to mid term
- Positive trend for HS balancing and back-up power (e.g. datacenters).
- Demand for new MS power plants subdued due to political uncertainties
- Gas compression investment will normalize at certain point

We confirm mid-term organic growth corridor of 2-4%
Service to support profitability in product business downturns

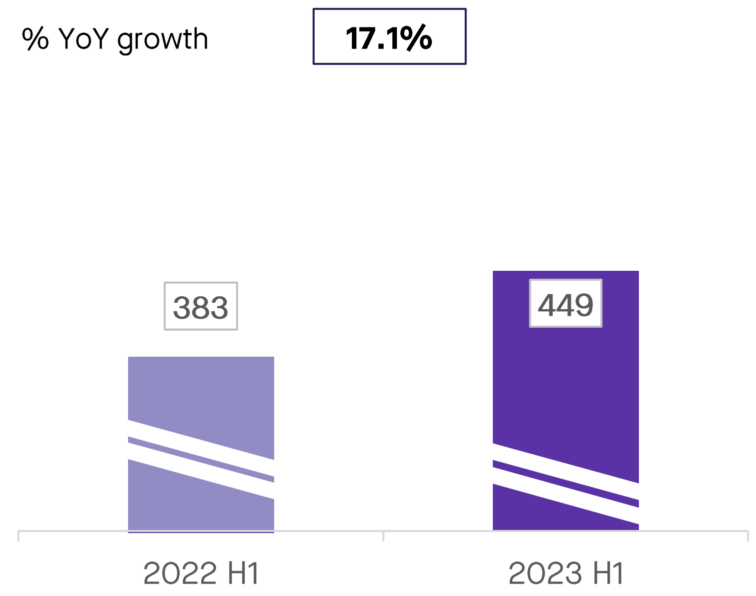
03

Financial Review HY 2023 and Outlook

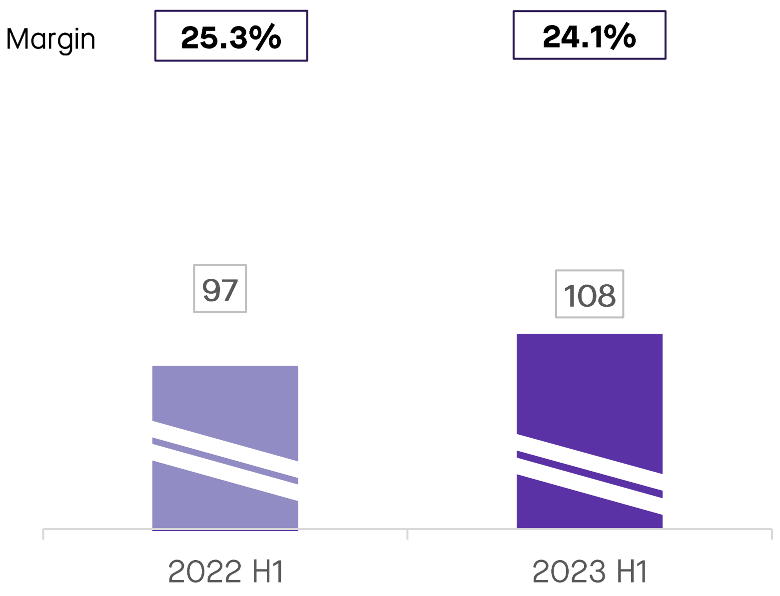
Group Performance

Strong revenues momentum and attractive margin

Revenues and growth
$ m



Op. EBITA & margin
$ m



Highlights

Revenues

- Overall positive market momentum continued.
- Strong demand across most of the relevant industries, especially global merchant marine and gas compression in United States.
- Price increases also contributed to revenue growth +17.1% (or +20.3% on a constant currency basis).

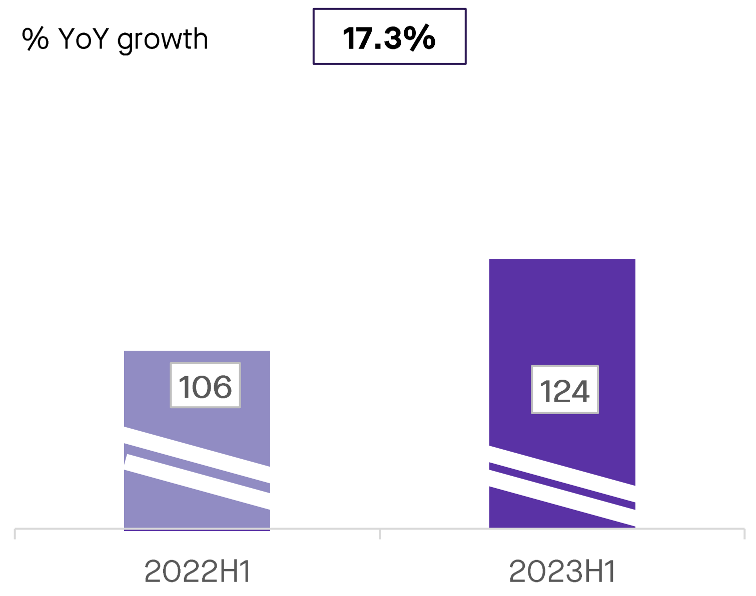
Op. EBITA

- Attractive margin of 24.1% delivered despite additional expenses resulting from standalone setup.
- Ongoing cost inflation largely offset by price increases and continued productivity initiatives.

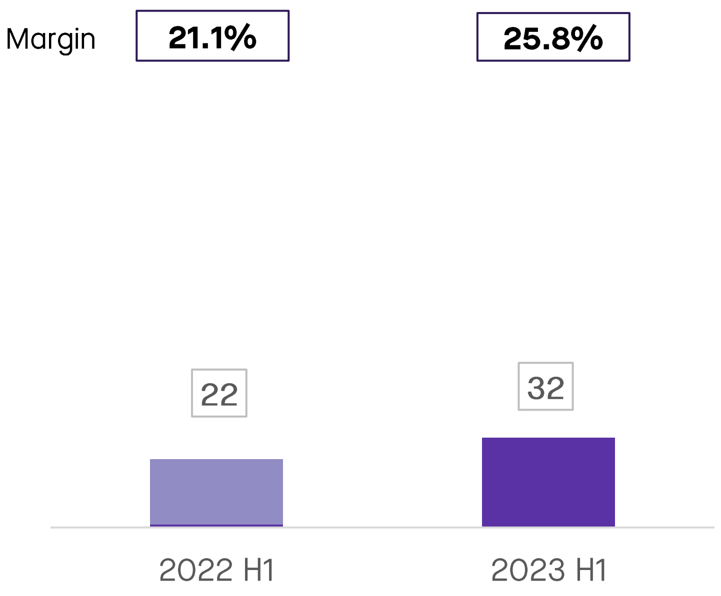
High Speed Performance

Strong growth in Revenues and EBITA

Revenues and growth
$ m



Op. EBITA & margin
$ m



Highlights

Revenues

- Continued growth namely for gas compression business in US.
- Power generation largely stable.
- Further contribution through price increases.
- Revenues growth +17.3% (or +18.9% on a constant currency basis).

Op. EBITA

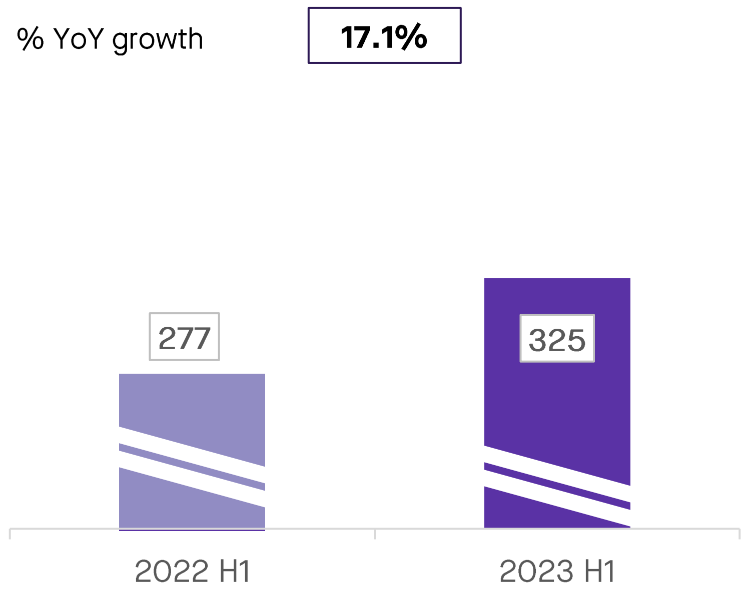
- Operational EBITA margin increased by 470 bps.
- Strong operating leverage and pricing measures overcompensate additional expenses arising from stand-alone setup and inflation.

Note: Numbers might not add up due to rounding

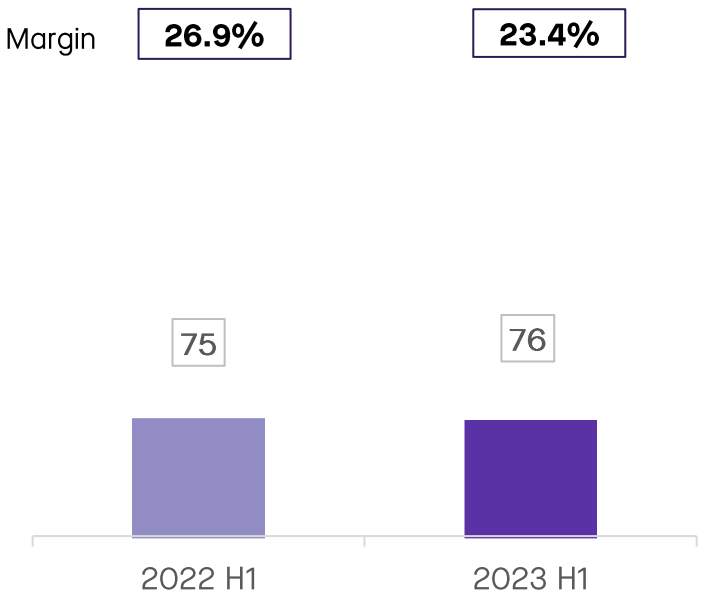
Medium & Low Speed Performance

Strong growth only leads to marginally higher profit

Revenues and growth
$ m



Op. EBITA & margin
$ m



Highlights

Revenues

- Strong demand in merchant marine as well as price increases contributed.
- Cruise business further recovering approaching pre-pandemic level and MS power generation stable.
- Revenues growth +17.1% (or +20.9% on a constant currency basis).

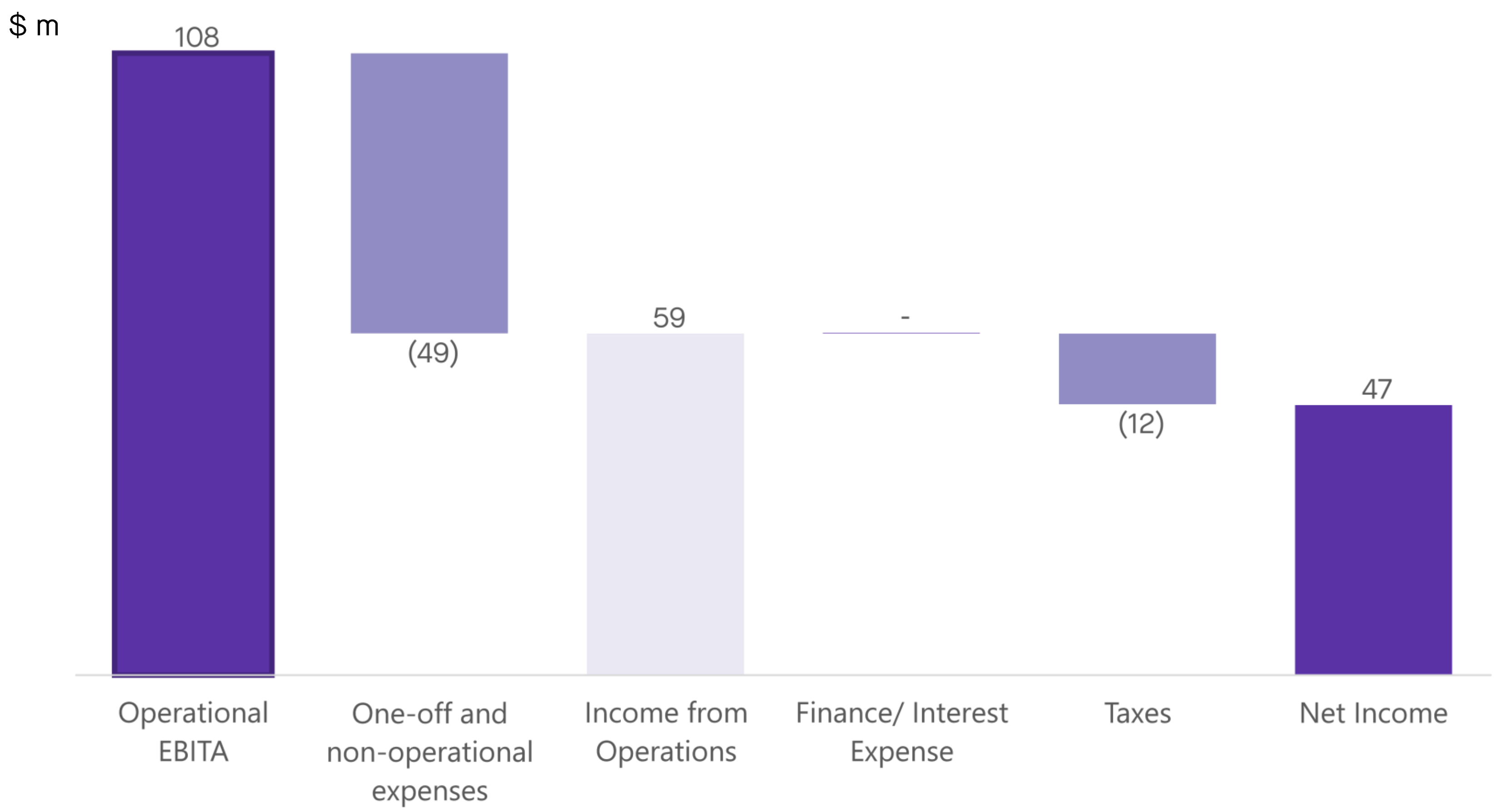
Op. EBITA

- Operational EBITA decreased by 350 bps, reasons include:
  - Moderate operational leverage.
  - Additional expenses arising from standalone setup,
  - Challenging operational cost inflation only partly offset by price increases
  - Adverse product mix

Note: Numbers might not add up due to rounding

Op. EBITA to Net Income Bridge

Separation delivered according to plan, however impacting net profit



Key observations

One-off and non-operational costs

- Separation and build up of standalone functions and systems.
- Great progress made with practically full independence from ABB reached in July 2023.
- Clearly >95% of TSA with former mother company discontinued
- Majority of one-off cost guided for 2023 expensed in H1, full year guidance remaining at 70-80MUSD

Income tax expense

- Income tax rate decreased to 20.7% compared to 21.4% in H1 2022 mainly due to change in jurisdictional profit mix

Free Cash Flow Conversion

Supply chain and growth affect cash flow conversion

Free cash flow and conversion over net income

$ m	2022 H1	2023 H1
Net income	**67**	**47**
Depreciation & amortization (D&A)	12	13
Change in net working capital and other[1]	(41)	(39)
Net cash provided by operating activities	**38**	**21**
Capital expenditure	(16)	(13)
Other[1]	12	0
Net cash (used in) investing activities	**(3)**	**(13)**
Total free cash flow	**26**	**8**
% conversion over net income	39%	17%

Note: Non-U.S. GAAP financial metric, as defined within the Accelleron Performance measures (accelleron-industries.com) on the Accelleron website. Numbers might not add up due to rounding.

1 For detailed breakdown, please refer to the "Statements of cash flows".

Highlights

- Free cash flow conversion in H1 returns to lower levels (17.5%).
- Excluding expenses and cash-out for one-off separation cost, cash conversion would be around 55%.
- Net-working capital increase linked to high volume growth absorbing capital and supply chain challenges.
- Inventories remaining high with limited room to optimize within 2023.

Financial Guidance 2023

Assuming normalized business environment

	2023	Mid-term[1]
Revenues growth at constant currency[2]	13% (organic) 15% incl. OMT	2-4%
Operational EBITA margin[3]	Lower end of mid-term guidance	23-26%
Free cash flow conversion[3]	60-70%	90-100%
Net leverage[3]	Slightly above 1.0 at FY 2023	0.5-1.5x
Dividend policy	Constant to slightly growing	• If net leverage[3] ≥ 1.0x: 50-70% of reported net income[4] • If net leverage[3] < 1.0x: Up to 100% of reported net income[4]

Source: Company information, Audited Combined Carve-out Financial Statements, Unaudited Condensed Combined Interim Carve-out Financial Statements

1. Referring to mid-term period of 4-5 years
2. Adjusted for M&A
3. Non-U.S. GAAP financial metric, as defined https://accelleron-industries.com/investors/performance-measures
4. Barring unforeseen events. The ability to pay dividends remains subject to the availability of sufficient distributable reserves, as well as certain other legal and contractual restrictions applicable

Thank you!

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