

The logo for Accele/eron, featuring the company name in a white, sans-serif font. The 'e' in 'Accele' is stylized with a slash through it. The background of the slide is a close-up, artistic photograph of a wind turbine's blades, rendered in a color palette of deep blue and bright yellow.

# Media and Investor Conference Acquisition of OMT

May 31, 2023

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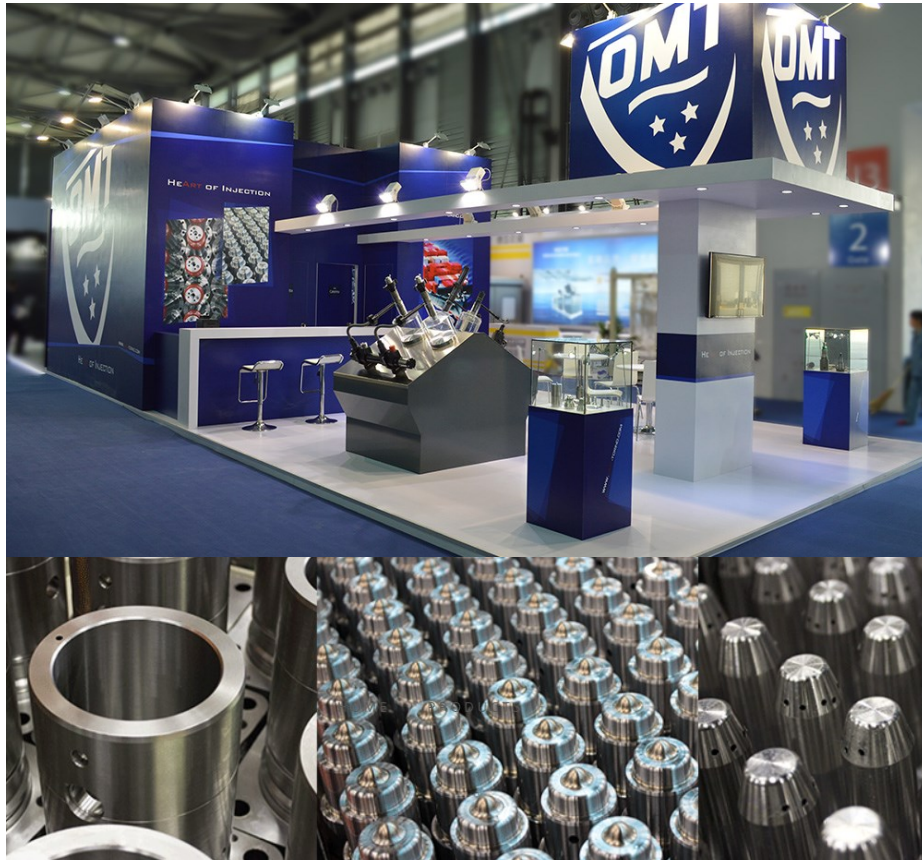
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# Acquisition of OMT (Officine Meccaniche Torino)

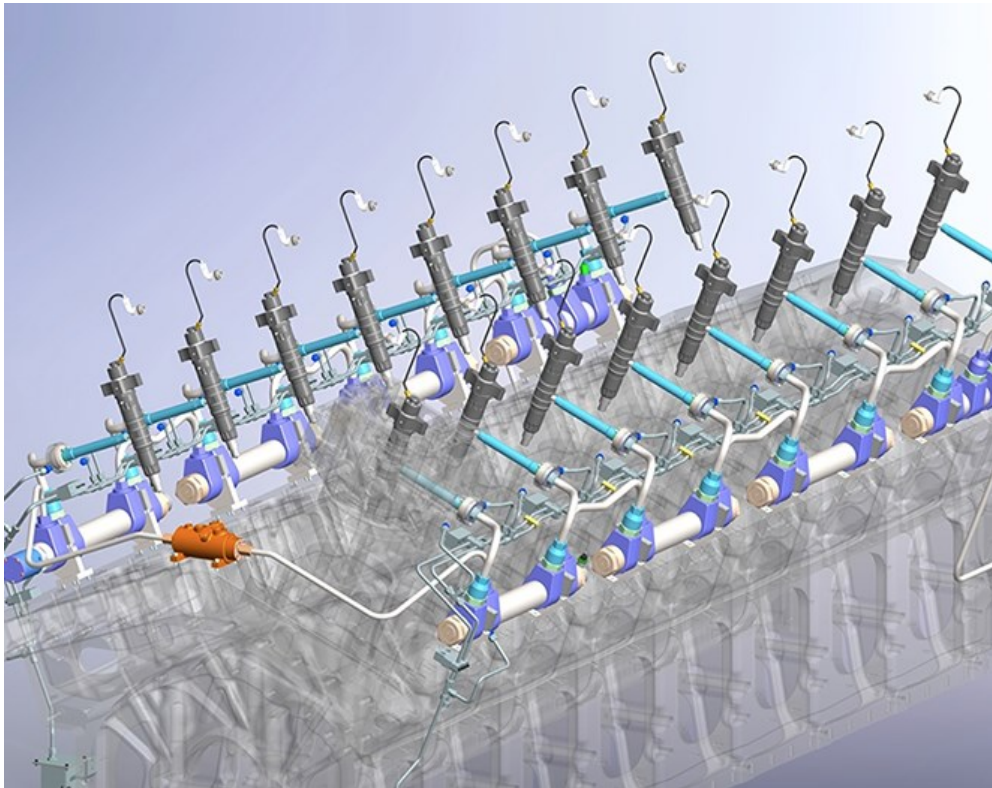
## High precision fuel injection equipment



- Manufacturer of high precision fuel injection equipment mainly in marine
- Founded in 1930, so far majority-owned by Musso family with minority shareholders
- 250 Employees mainly in Torino (IT)
- 2022 Revenues EUR 52 million, EBIT Margin above 20%
- >70% of revenues originate from aftermarket
- Similar engine builder (OEM) customer base as Accelleron
- Price in high two-digit EUR million range
- Transaction expected to be closed within next weeks

# OMT technology highlights

## Fuel injection - key for performance, efficiency and emissions



- **High precision mechanical** and common rail injectors with pressure up to more than 2'000 bar
- **Critical technology for the use of green fuels** (Methanol, Ammonia)
- **Dual fuel engines have significantly higher requirements for fuel injection** which increase revenue potential per engine produced
- **OMT R&D and manufacturing with strong expertise in high-precision and electromechanical equipment**
- **Close development and manufacturing partnership with key OEM in low-speed and medium-speed engines**

# Accelleron's core business strengthened

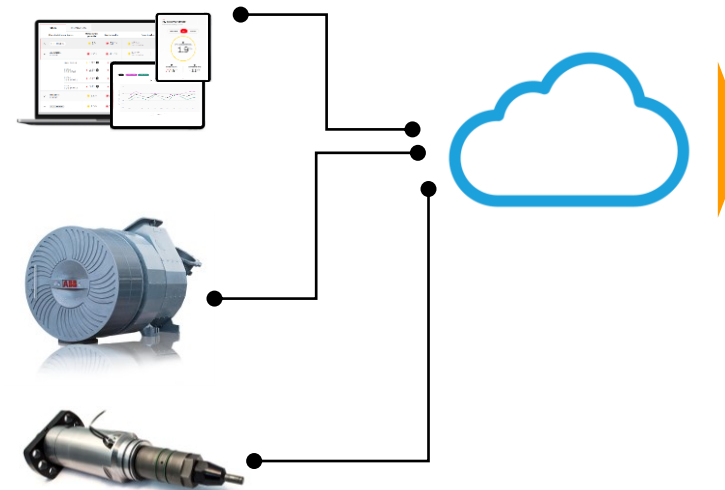
## Acquisition supports product and digital offering

### Foster leadership in green fuel applications

- **Fuel injection** is a mission critical component when developing zero carbon combustion engines and a driver in future propulsion of ships
  - Like turbochargers, OMT's injection equipment is at the **core of new fuel developments**
  - Both technologies, turbochargers and fuel injection require **close partnerships with engine builders (OEM)** in their development phase
  - Injection manufacturers are involved at the **early stage in the development process** of the OEM
- Accelleron with **higher impact and earlier entry** into OEM's R&D activities on transition and future fuels

### Opportunity to add a third pillar to Accelleron's digital offering

Use Tekomar XPERT to understand engine use and conditions



Collect information from performance determining components: injector & turbocharger

- Provide feedback to OEMs for development and maintenance support
- Use information to better intervene in the market with sales and service
- Simplified procurement and procurement through digital channels

# Accelleron & OMT: Joining forces

Advancing the energy transition in shipping and beyond together

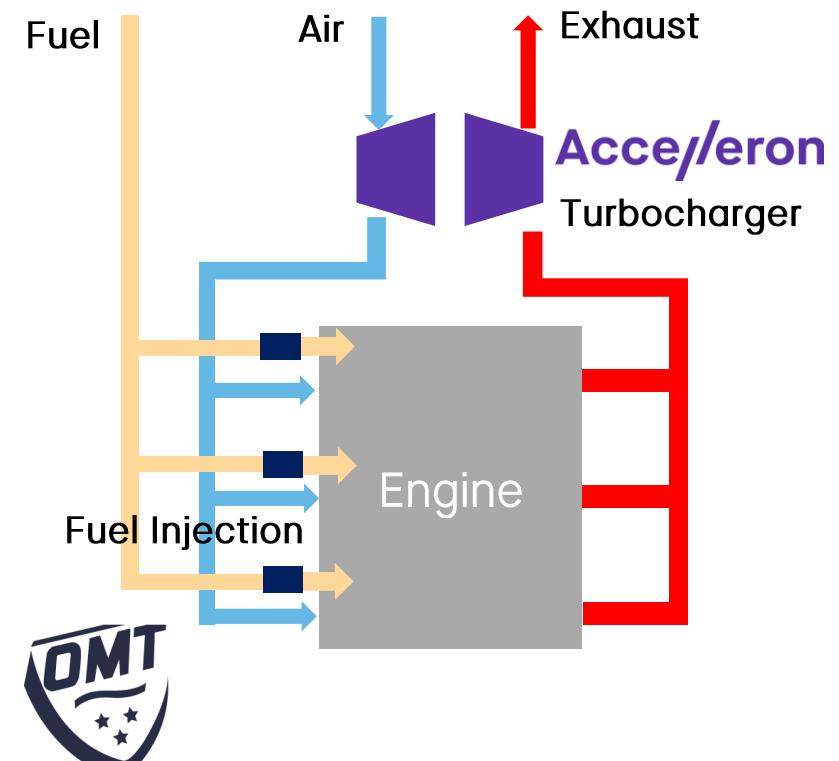
## OMT & Accelleron are both

- Leaders within the same industry
- Contributing to the decarbonization journey with innovative solutions
- Working towards achieving greater fuel efficiencies
- Requiring close partnerships with OEMs in their development phase

## Together, we will

- Be a partner of choice and leading innovator in the development of alternative fuel technologies
- Be able to better support our customers to achieve their sustainability goals and decarbonize the shipping industry
- Support our customers with digital solutions

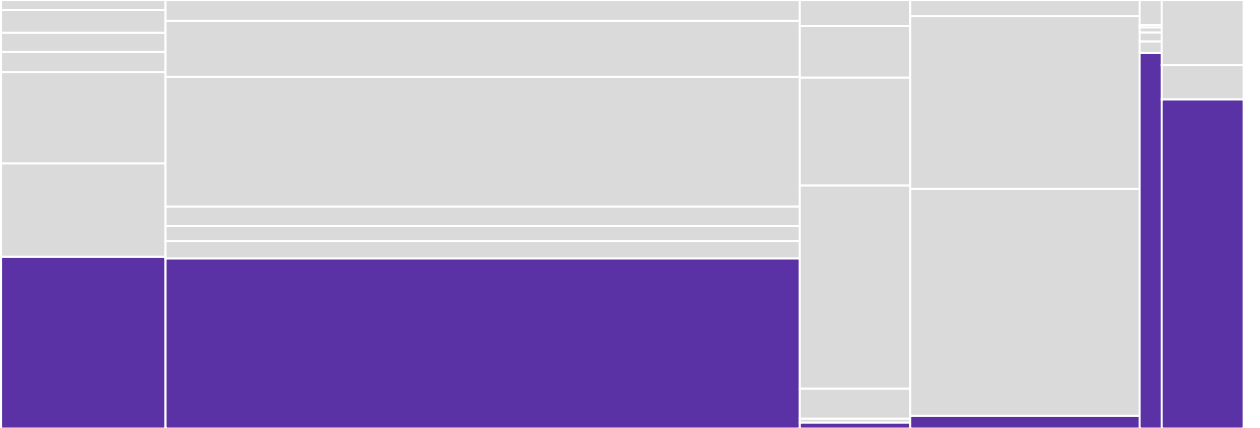
## Air and fuel path of the engine



# Providing Accelleron with further growth potential

OMT plays in the same markets as Accelleron

Turbocharging ~2 bn USD



Medium & Low Speed

#1

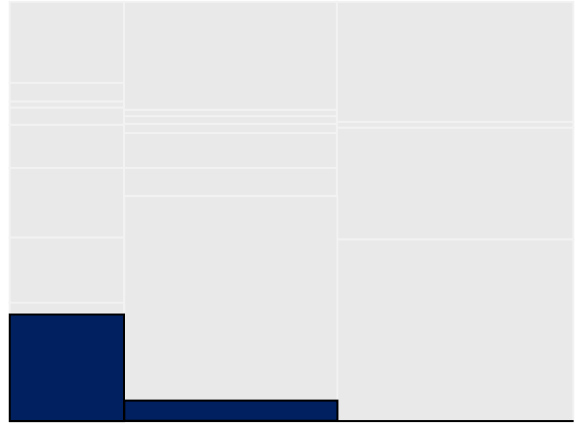
High Speed Diesel HS Gas

#4+

#1



Fuel Injection Medium and Low Speed: ~0.5 bn USD



LS

#1

MS

#4+

HS

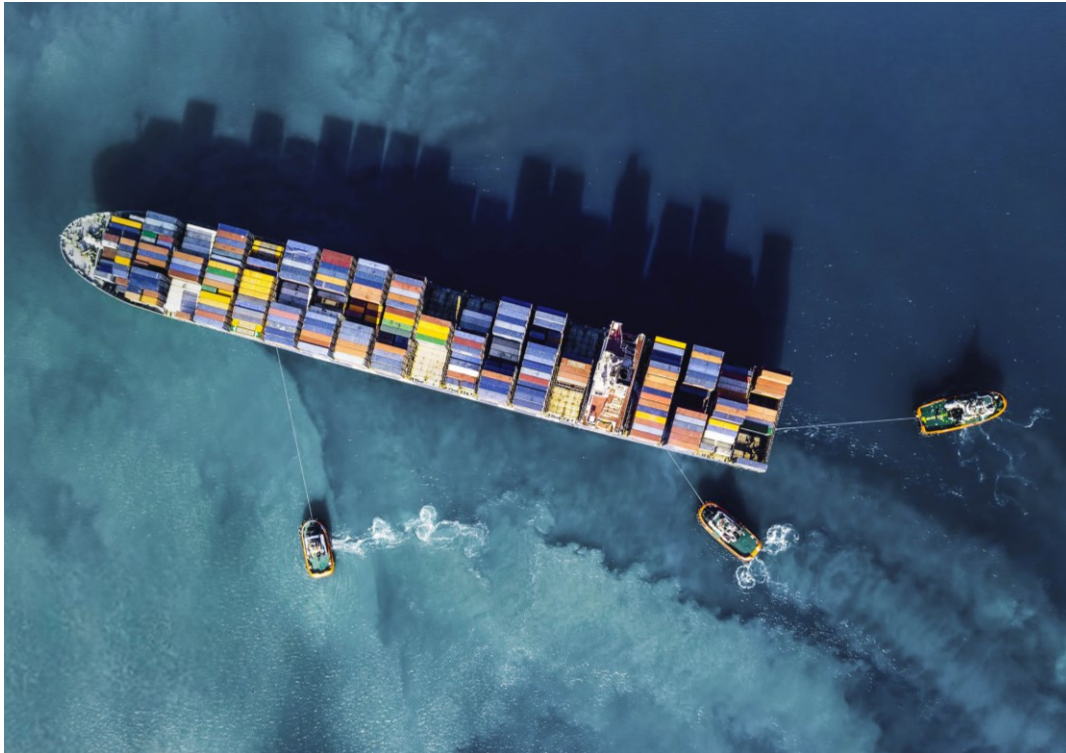
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Objective: Expand leadership position in low-speed and penetrate medium-speed supported by development activities for new fuels



# Integration strategy

Tapping in the growth potential while ensuring operational continuity



- Ensure continuity in operation
- Brand OMT including positioning, sales and service of the product portfolio will be continued by the OMT team
- Management, Production, R&D, and Sales to remain in Torino
- OMT run as a **separate division** within Accelleron, part of Medium- and Low Speed reporting Segment
- ERP integration not foreseen in the near future



# Looking ahead

## Invest & expand together



- Drive cooperation with global OEM
- Use global Accelleron network to promote OMT and its technology with key customers worldwide
- Invest in dedicated test facilities for green fuels in Torino
- Grow market share by pushing Medium Speed development activities

# Accelleron Financial Guidance 2023

OMT 2023 Revenues and op. EBITA margin same or better than 2022

## Revenues & Growth



Revenues guidance up by at least 52 Mio. EUR inorganic on an annualized base

Final inorganic growth contribution for 2023 subject to closing date

## Profitability



Op. EBITA margin to remain at the lower end of Accelleron mid-term guidance of 23 – 26%

## Leverage & Dividend



Net Leverage financial year 2023 expected to be slightly above 1.0

Dividend in 2024 expected to be stable to slightly growing vs. dividend payout in 2023

# Q & A Session

Acce//eron