

SULZER



Midyear Results 2023

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Disclaimer



This presentation may contain forward-looking statements, including but not limited to, projections of financial developments, market activities or future performance of products and solutions, containing risks and uncertainties.

These forward-looking statements are subject to change based on known or unknown risks and various other factors, which could cause the actual results or performance to differ materially from the statements made herein.



Highlights H1 2023

Continued robust performance in all businesses

- Continued order growth in all divisions
- Substantial sales increase on robust execution
- Substantial increase in profit

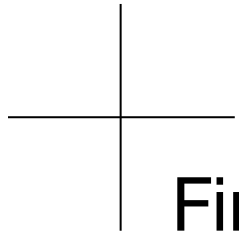
- Strong cash generation on better cash management, particularly with receivables

- Full year guidance increased

- Strong contribution of Renewables businesses to profitable growth



Note: All growth rates (%) are organic and adjusted for FX



Financials H1 2023

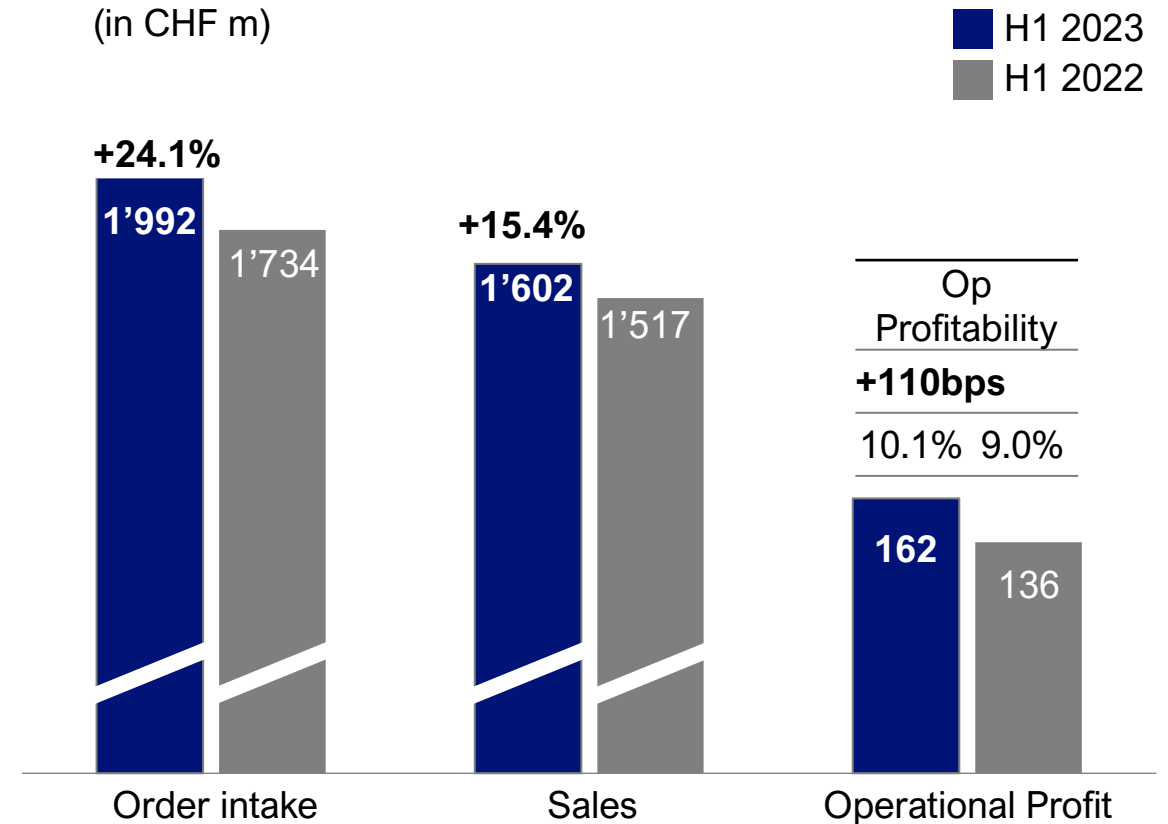
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Overview

Robust performance on all KPIs

- **Order intake +24.1%**
Strong momentum across all end markets
- **Order intake gross margin +20bps**
- **Sales +15.4%**
Solid backlog execution
- **Operational profitability +110bps**
Higher volumes and margins, better mix



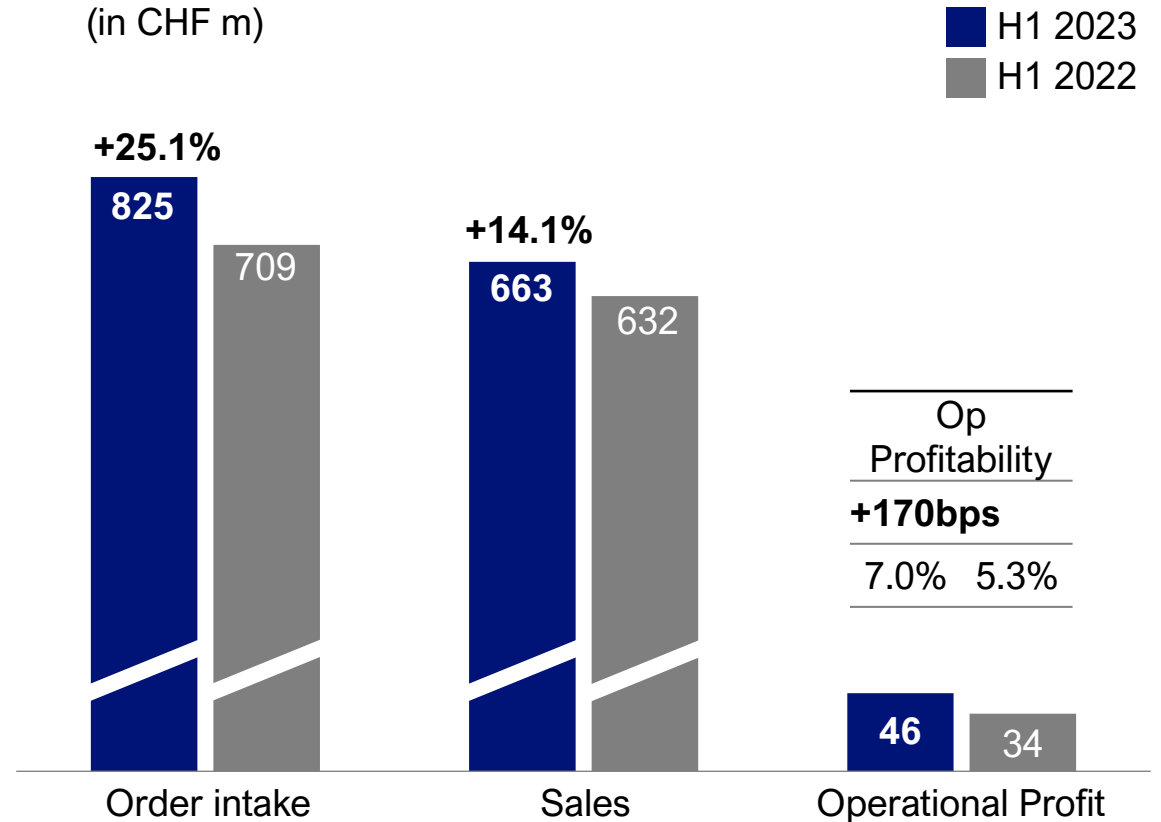
Note: All growth rates (%) are organic and adjusted for FX



Flow Equipment

Rise in order intake, sales and profitability

- **Order intake +25.1%**
Energy up, Water and Industry stable
- **Sales +14.1%**
Strong growth in Water and Industry
- **Operational profitability +170 bps**
Cost discipline and operational improvements

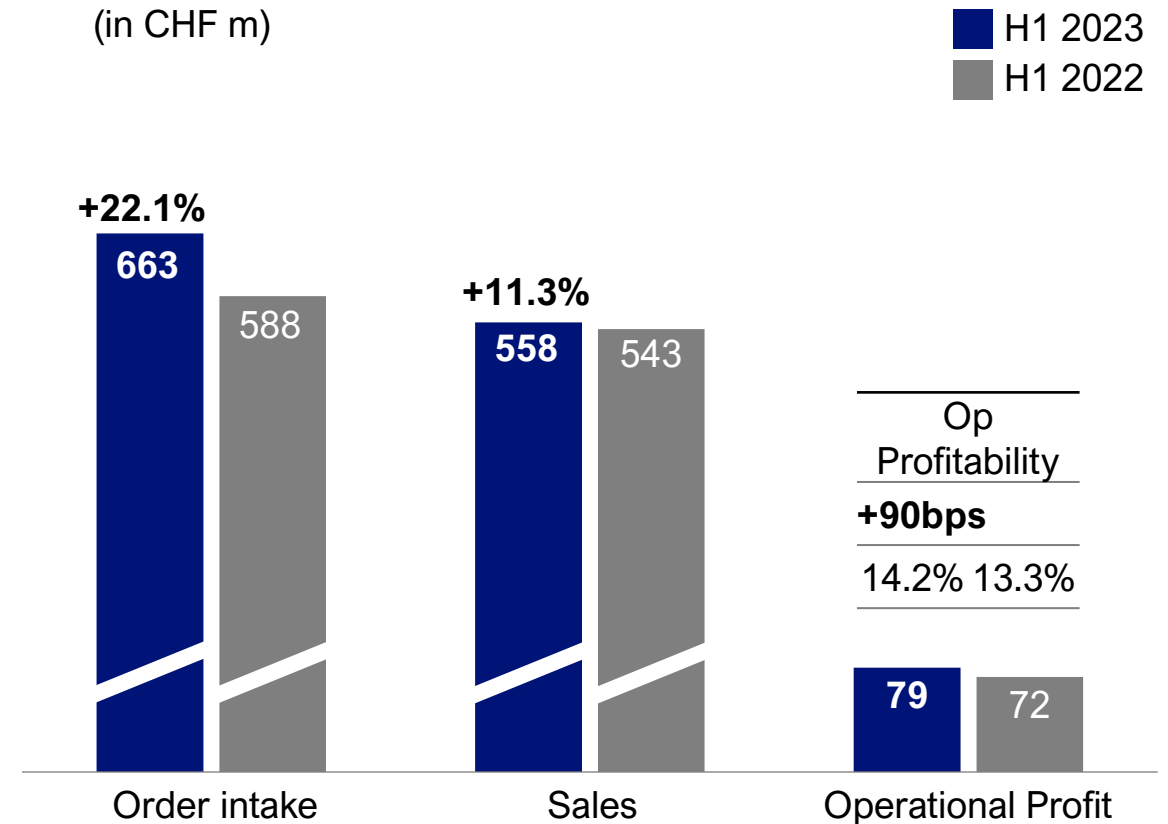




Services

Pick up in growth

- **Orders +22.1%**
Double digit growth in EMEA and Americas
- **Sales +11.3%**
Driven by all regions
- **Operational profitability +90 bps**
Increased volumes and better mix

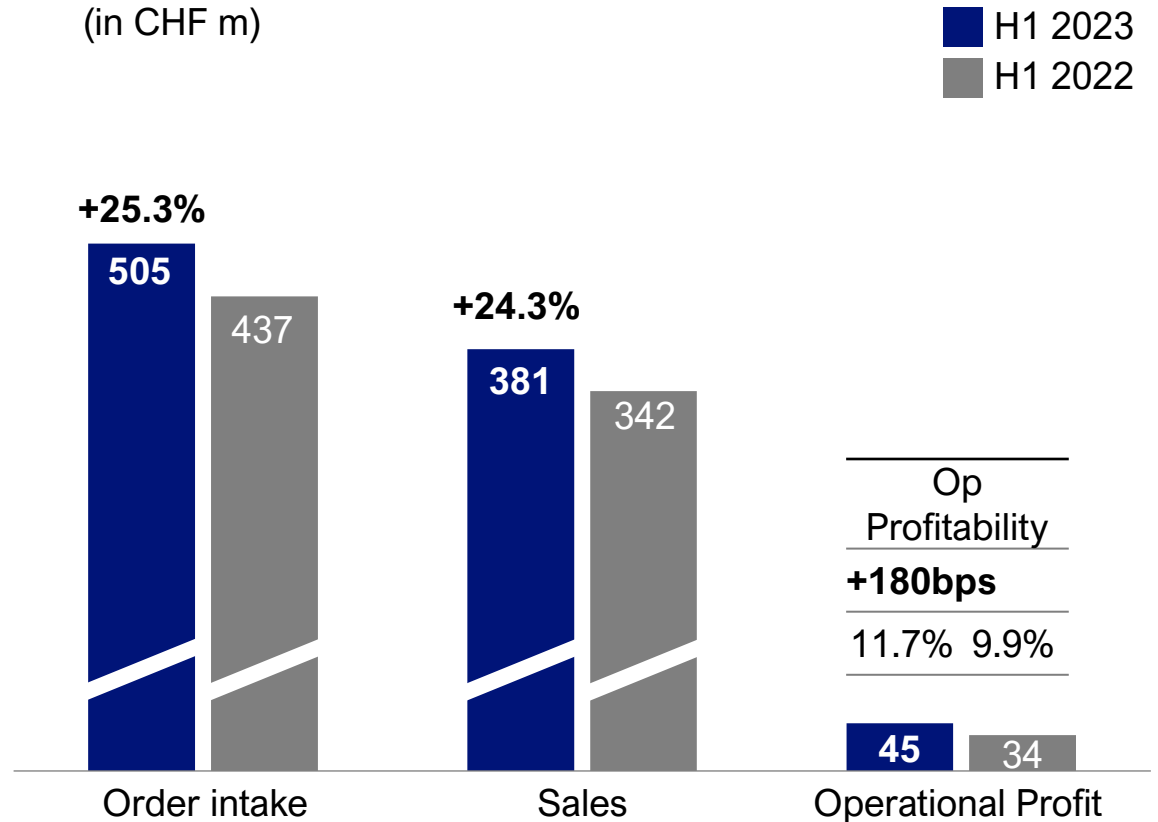




Chemtech

Growth across all businesses, continued focus on Renewables

- **Orders +25.3%**
All businesses up double digit, continued strong growth in Renewables (+79%)
- **Sales +24.3%**
Solid order backlog execution
- **Operational profitability +180 bps**
Pricing discipline in key markets and product mix

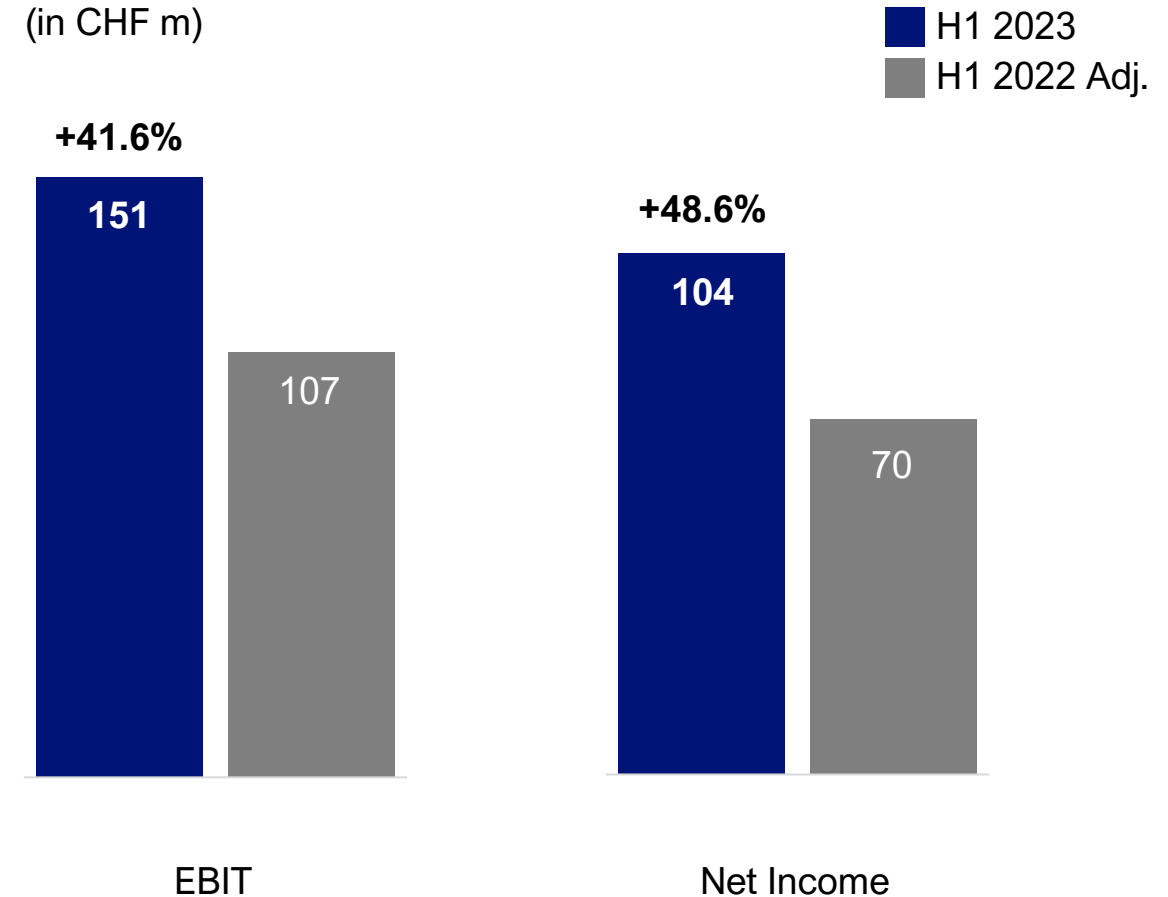




Strong rise in EBIT and Net Income

Profitability up on increased volumes and operational improvements

- H1 2022 figures presented exclude one-off impacts from Russia and Poland
 - EBIT impact -133m
 - Net Income impact -119m





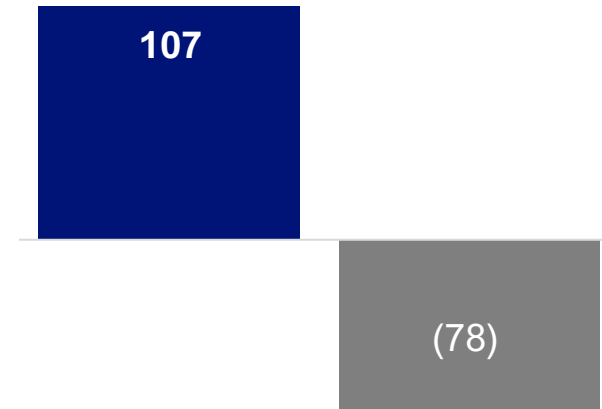
Free cash flow

FCF significantly up on better cash management

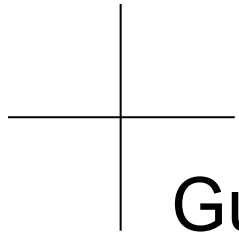
- **Free Cash Flow +185m**
 - Higher profitability
 - Operational improvements yield first results
 - Strong cash conversion on higher Net Income

(in CHF m)

■ H1 2023
■ H1 2022



Free cash flow



Guidance and Strategic Perspective

Dr. Suzanne Thoma | Executive Chairwoman



Full Year Guidance 2023

Profitable growth

Order Intake growth ¹	Sales growth ¹	Operational Profitability ² %
up 10-14%	up 11% – 13%	around 11.0%

¹ Organic and adjusted for FX

² Operational EBITA as a percentage of sales



Strategic perspective

**Realize
Growth
Potential**



SULZER



**Business and operational
excellence throughout the
Sulzer value chain**

Strong Sulzer brand with 190 years of heritage



Operational excellence and value creation

SULZER

Attractive long-term strategic growth perspectives

- Sulzer in growing markets
- Multiple leadership positions in all divisions
- Attractive opportunities within core business and select adjacencies

Business and operational excellence

- Value creation and customer satisfaction
- Finance and implement strategy
- Protect and develop Sulzer brand and reputation

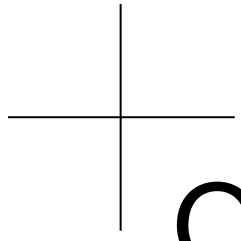
Resilience and reasonable risk-taking fundamental elements of Sulzer's strategy



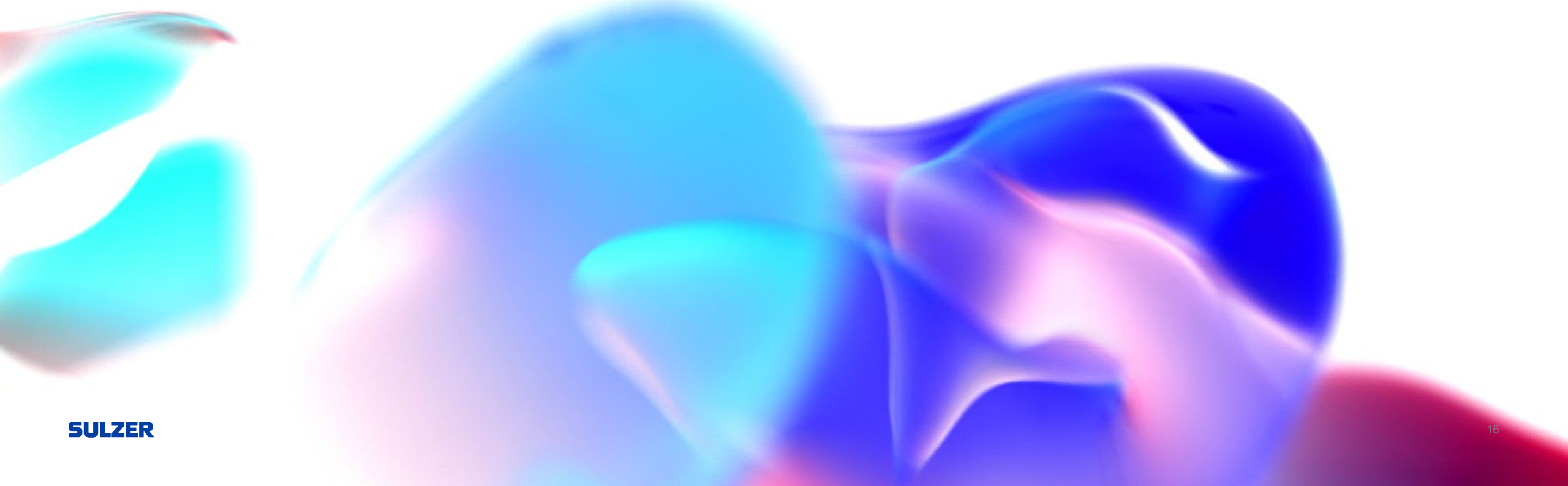
Take aways

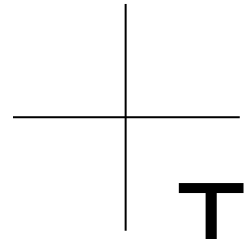
- Continued strong growth in all businesses. Sulzer markets with growth potential
- Margin expansion in all divisions, particularly in Flow Equipment and Chemtech
- Sulzer well positioned in markets that undergo transformation: energy efficiency, energy security, sustainability, ecological footprint reduction, water management
- Robust growth in new markets: biobased polymers, carbon capture and utilization, recycling
- Operational and commercial excellence is an essential building block for the future

Strong balance sheet supports continued profitable growth



Questions?





Thank you for your attention



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