

YEAR-END RESULTS FISCAL YEAR 2022

JUNE 6, 2023, WINTERTHUR, SWITZERLAND



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1. KEY HIGHLIGHTS AND MARKET DEVELOPMENT

**FABRICE BILLARD
CEO**



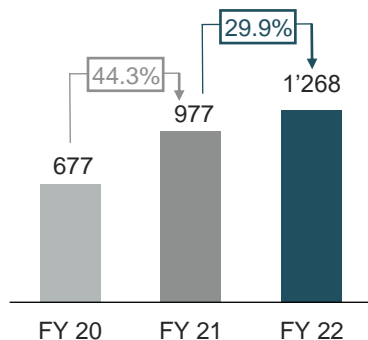
Successful delivery of FY 2022 priorities; transformation and growth agenda towards sustainable energy future on track



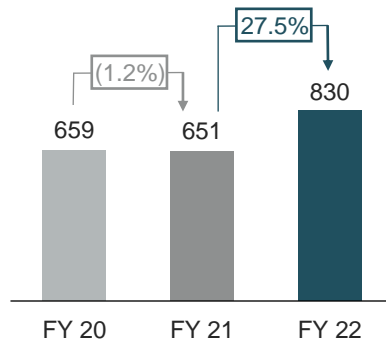
Record financials in fiscal year 2022

Significant increase of dividends proposed

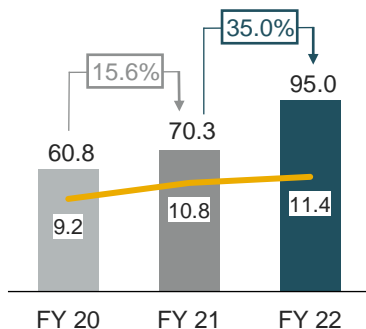
Order intake (CHF mn)



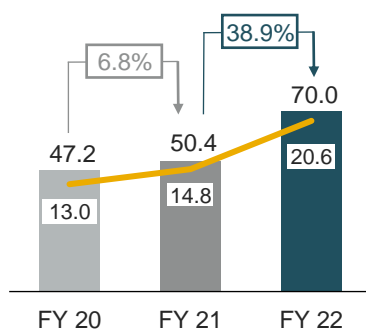
Revenue (CHF mn)



EBIT (CHF mn) & EBIT margin (%)



Net Income (CHF mn) & EPS (CHF)



FY 2022 highlights

Order intake of CHF 1.27 bn, exceeding CHF 1.0 bn for the first time in BC's history

Strong deliveries, with **sales growth of 27.5%**, reaching a **new record of CHF 829.7 mn**

Focus on operational excellence supported EBIT increase of 35.0%, reaching a new **record of CHF 95.0 mn** and **improved EBIT margin of 11.4%**

Net income of CHF 70.0 mn, with **EPS¹ up 39.3%**, to CHF 20.64

Strong value creation with **RONOA of 25.7%**, up 6.0 pp

Proposed dividend of CHF 12.00 per share.
58.1% payout ratio, increase of 60.0% vs prior year

Successfully delivered on FY 2022 Guidance and MRP 2018-2022; Raising the bar in the new MRP

	Actuals FY 2022	Guidance FY 2022		MRP target FY 2022		Raising the bar for 2027
Sales (CHF mn)	829.7	720-760	✓	700	✓	~1.1bn
EBIT margin (%)	11.4%	At similar level as FY 2021 (10.8%)	✓	10-15%	✓	12-15%
EBIT (CHF mn)	95.0	78-82 ¹	✓	70-105 ²	✓	132-165 ²
RONOA (%)	25.7%	N/A		N/A		>25%

Macro and geopolitical environment remains challenging, but mitigating actions proving effective

Challenges	Mitigating actions
Energy security and costs	<ul style="list-style-type: none">• Energy costs marginal for own operations• Energy-saving measures defined in Europe to minimize potential impact on operations in case of energy rationing imposed by authorities → Was not required so far
Ongoing challenges in supply chain and logistics	<ul style="list-style-type: none">• Operational agility via global footprint and supply chain teams• Material prices now more stable and updated in our cost calculations and pricing → Topic remains for certain categories. Further diversifying supplier base
Lockdowns in China	<ul style="list-style-type: none">• Some challenges in Q1 and Q3/4 FY 2022• Strong commitment of Chinese teams to serve customers despite challenges → Topic closed for now
War in Ukraine	<ul style="list-style-type: none">• No new orders taken from Russia since mid-March 2022• No more goods being shipped, nor services provided beyond July 2022 → CHF 7.1 mn one-off costs/provisions to wind down orders signed before sanctions

Market trends confirm supportive mid-term, as outlined at our 2022 Capital Markets Day

FY 2022 market dynamics

Petrochemical/ Chemical Industry	<ul style="list-style-type: none">• High-pressure: Record demand for solar panel related applications (China)• Low-pressure: stable, with significant orders received in China, India and the Middle East
Gas Transport & Storage	<ul style="list-style-type: none">• Record demand for LNG carriers, import terminals & FSRUs• Continuous demand for LNG-fueled ships• Reduced demand for LPG tankers after peak in FY21
H ₂ mobility & energy	<ul style="list-style-type: none">• Significant market growth, esp. USA hydrogen liquefaction plants (esp. Plug Power)• Strong growth of orders for small/med fuel stations (e.g. frame agreement with HRS)• Market for high-volume/high-pressure non-lube applications starting to develop (e.g. Shell)
Industrial Gas	<ul style="list-style-type: none">• Ongoing strong demand for polysilicon applications (China)• Rest of the market stable
Refinery	<ul style="list-style-type: none">• Moderate market activities, with China leading• Further opportunities in bio-fuels
Gas Gathering & Processing	<ul style="list-style-type: none">• Market in USA remain subdued• China and Africa active

Platform further strengthened across Group

● People

- Two new Executive Management Team members
- 250 employees nominated in new team award program
- New LTI¹ plan in line with new MRP²
- Workforce up 9%

● Digitalization





- First customer orders received for UP! Remote Support
- Successful pilot for AI-based predictive maintenance on ships
- Exploration of industrial metaverse applications
- New ERP in pilot phase in SYST and started roll-out in SERV

● Corporate responsibility

- Safety: LTIR³ reduced from 1.1 to 0.6
- Increased renewable electricity usage by 57%
- New sustainability targets
- Commitment for operational net-zero (scope 1 and 2) in 2035



Significant improvements in sustainability ratings validate execution of sustainability strategy

Rating	Type	Scale	2020		2022	Benchmark
MSCI 	ESG	CCC to AAA	BBB	➡	AA	Top 26% <i>(Industrial Machinery)</i>
 SUSTAINALYTICS	ESG	40+ to 0	33.7 (high risk)	➡	21.3 (medium risk)	Top 10% <i>(Industrial Machinery)</i>
ISS ESG 	ESG	D- to A+	D+	➡	C-	Top 50% <i>(Industrial Machinery & Equipment)</i>
 S&P Global	ESG	0 to 100	12	➡	26	Top 33% <i>(Machinery & Electrical Equipment)</i>
ecovadis	Customer	0 to 100	40 (2018)	➡	62	Top 17% <i>(Manufacture of general-purpose machinery)</i>

2. OPERATIONAL REVIEW

FABRICE BILLARD
CEO





Systems Division: New historical records for order intake, sales, gross profit, and EBIT

	FY 2022 (CHFmn)	Change YoY
Order Intake	911.2	+39.9%
Sales	489.7	+31.4%
EBIT/ EBIT margin	30.3 6.2%	+43.5% +0.5pp

- Order Intake increased by 39.9%
 - Following a 60% increase last financial year
 - Several exceptional orders
- Sales increased by 31.4%
 - Strong growth on the back of exceptionally high order volume received in the last 2 years
 - Ramping-up within existing facilities
- Gross profit up 35.1%
 - Higher sales volume
 - High capacity utilization
 - Temporary positive product mix
- EBIT increased by 43.5%
 - Higher gross margin and operational leverage on SG&A expenses
 - Including one-off costs and provisions in the amount of CHF 7.1 mn for Russian projects

Systems Division

Further progress achieved on strategic directions

		Strategic initiatives	Examples of progress in FY22
RESILIENCE & SUSTAINABLE GROWTH	 NEW MARKETS TO REDUCE CYCLICALITY	<ul style="list-style-type: none">• New Marine applications• High-Speed/BCS Compressor• Hydrogen mobility & energy• Bio-mass & CNG	<ul style="list-style-type: none">• Total 100+ compressors for new applications on LNG-fuelled ships• ~100 SYCC compressors sold for polysilicon application• Major order for Plug Power for liquid hydrogen plants in the USA
	 STRONGER DIFFERENTIATING CAPABILITIES	<ul style="list-style-type: none">• Engineering excellence for demanding applications• Unique products with strong references• Service-ready digital products• Empower employees	<ul style="list-style-type: none">• Sold several compressors for high-pressure, high-volume, non-lube hydrogen applications• Reinforced compressor frames for Labys and Hyper to extend possible applications
	 OPERATIONAL EXCELLENCE	<ul style="list-style-type: none">• Continue MRP initiatives• Transition to a modular offering• Digital processes & factory• Maintain operational flexibility to adjust to market changes	<ul style="list-style-type: none">• Strong ramp-up of production capacity (manpower & outsourcing)• Material price increases largely offset by procurement & price incr.• Standard diaphragm compressor packages developed




Services Division: New historical records for order intake, sales, gross profit, and EBIT

	FY 2022 (CHFmn)	Change YoY
Order Intake	357.1	+9.7%
Sales	340.0	+22.3%
EBIT/ EBIT margin	75.0 22.1%	+28.6% +1.1pp

- Order Intake increased by 9.7%
 - After almost 20% in previous year
- Sales increased by 22.3%, incl. exceptional factors
 - Orders of prev. year (Covid-19 pent-up demand)
 - Anticipated spare parts orders
 - Large revamp projects
 - Orders for PROGNOST® digital product line
- Gross profit up 23.9%
 - Passed-on material price increases
- EBIT increased by 28.6%
 - EBIT margin increased by 1.1pp
 - Higher gross margin and operational leverage on SG&A expenses
 - Arkos (USA) continued to grow in downstream business, reaching mid-single EBIT margin. Now merged with BCUS

Services Division

Further progress achieved on strategic directions

		Strategic initiatives	Examples of progress in FY22
AREAS FOR GROWTH IN SERVICES	 LOCAL BUSINESS	<ul style="list-style-type: none">• 60% of sales executed locally vs. centrally• Authorized partners to enter fast-growing markets with low investment	<ul style="list-style-type: none">• New Service center in Thailand after acquiring assets of our agents• New Service Partner in Mexico• Integration of Arkos in BCUS SERV and Mark van Schaick BV in BCNL
	 SERVICE SOLUTIONS	<ul style="list-style-type: none">• More long-term service contracts for marine customers• Condition assessment methodology (revamp offering)• Digital solutions to support business execution	<ul style="list-style-type: none">• Extended marine offering & further long-term service agreements• Launched first digital products for Marine customers• Enhanced repair offering following acquisition of Mark van Schaick BV
	 OTHER BRAND COMPRESSORS	<ul style="list-style-type: none">• Engineering capabilities positioned as an entrance to the OBC business• Improved global supply chain for non-OEM parts	<ul style="list-style-type: none">• Increased OBC share in SERV mix• New strategic partnerships with 3rd party component providers• Expanding engineering and parts production in China

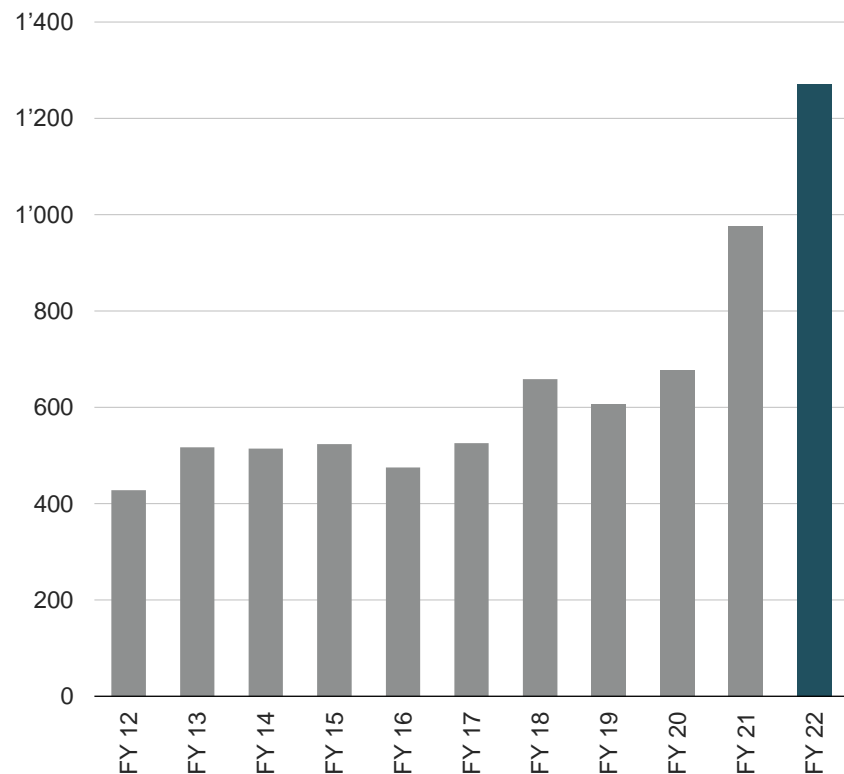
3. FINANCIAL REVIEW

ROLF BRAENDLI
CFO



Record-level order intake exceeds CHF 1 bn mark for the first time in Burckhardt Compression's history, including exceptional items

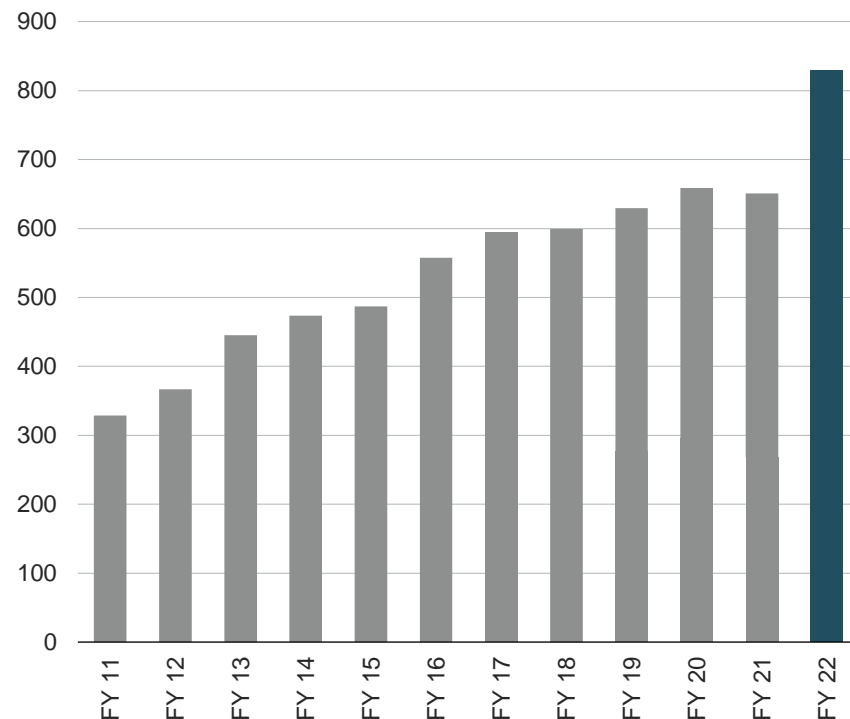
in CHF mn



- Total order intake +29.9% to CHF 1.27 bn (+32.8%¹)
- Systems Division: +39.9% to CHF 911.2 mn (+44.1%²), exceptional high order volume in FY22:
 - LDPE/EVA & polysilicon applications driven by solar panel production in China
 - LNG-related applications for delivery over the next few years
 - Increasing market activity in hydrogen for mobility and energy, especially in the USA
- Services Division: +9.7% to CHF 357.1 mn (+10.1%¹)
 - Mainly driven by spare parts and field service orders
 - Increasing demand for engineering/revamp solutions
 - Growth in all regions

Sales up 28% to new record high, driven by strong orders of the past two years

in CHF mn



- Total sales at CHF 829.7 mn, up 27.5% versus fiscal year 2021 (+29.4% net of currency translation effects and acquisitions)
- Systems Division +31.4% to CHF 489.7 mn
 - Strong sales growth on the back of the exceptionally high order volume received in the last 2 years
- Services Division +22.3% to CHF 340.0 mn
 - Exceptional growth driven by
 - Pent-up demand after Covid-19
 - Anticipated spare parts procurement
 - Few large revamp projects
 - Exceptional orders for PROGNOST® digital product line

Overproportionate growth of EBIT and EPS

in CHF mn	FY 2022	FY 2021	Change
Order intake	1'268.3	976.6	29.9%
Sales	829.7	650.7	27.5%
Gross profit	244.5	190.8	28.1%
In % of sales	29.5%	29.3%	0.2 pp
SG&A	-117.0	-106.9	9.4%
R&D	-23.9	-19.7	21.3%
Other operating income	-8.6	6.1	
EBIT	95.0	70.3	35.0%
In % of sales	11.4%	10.8%	0.6 pp
EBT	91.2	65.6	39.0%
Income tax expenses	-21.2	-15.2	39.5%
Net income incl. minorities	70.0	50.4	38.9%
<i>Thereof minorities</i>	0.1	0.2	
EPS	20.64	14.82	39.3%

- Gross margin up 0.2pp despite higher share of SYST business (59% in FY 2022 vs 57% in FY 2021)
 - Temporary positive product mix effects in SYST
 - High capacity utilization
- SG&A at 14.1% of sales (FY 2021: 16.4%)
 - Operational leverage
- R&D up CHF 4.2 mn to further develop innovative solutions for marine and hydrogen for mobility & energy markets, as well as digital solutions
- Other operating income decreased by CHF 14.7 mn
 - One-off costs and provisions in the amount of CHF 7.1 mn for Russian projects
 - Negative FX effect of CHF 4.2 mn
- Overproportionate growth in EPS (+39.3%)
 - Financial expenses slightly below FY 2021
 - Tax rate at 23.2% (same as previous year)

Balance sheet bolstered by high volume of advance payments from customers; solid equity ratio

in CHF mn	FY 2022	FY 2021
Property, Plant & Equipment	172.0	183.2
Inventories	286.2	192.4
- Thereof WIP	120.5	82.9
- Thereof Adv. Payments to Suppliers	41.6	27.8
Trade Receivables	245.5	259.0
Trade Payables	109.1	97.3
Adv. Payments from Customers	222.8	162.7
Shareholders Equity in % of Total Balance Sheet	27.8%	29.0%
Net financial position	-7.1	-56.8

- Property, Plant & Equipment slightly decreased
- Trade receivables slightly decreased
 - 18.1% of trade receivables overdue more than 90 days (FY 2021: 25.2%)
 - Trade receivables overdue more than 90 days mainly related to projects in China, however overdue receivables from China further decreasing
- Balance between advance payments from customers and work in progress plus advance payments to suppliers further improved, leaving a temporary positive balance of CHF 60.7 mn (FY 2021: CHF 52.0 mn)
- Equity ratio at 27.8% (FY 2021: 29.0%)
 - Lower equity ratio due to high volume of advance payments from customers increasing the overall balance sheet total as well as the relatively high amount of cash at hand which cannot be offset with the outstanding bond (CHF 100 mn until Sept 2024)
- Net financial position significantly improved to CHF -7.1 mn (FY 2021: CHF -56.8 mn)

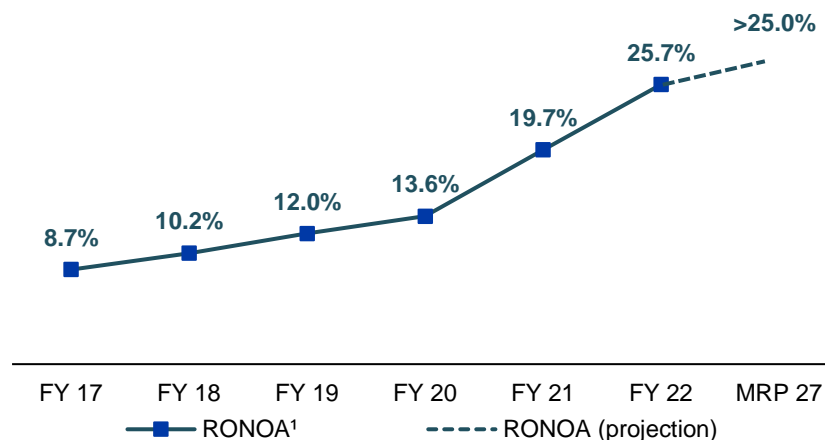
Net financial position further improved

in CHF mn	FY 2022	FY 2021
Cash Initial Balance	101.0	75.4
Cash Flow from Operating Activities (CFO)	110.6	134.7
Cash Flow from Investing Activities (CFI)	-13.1	-34.1
Cash Flow from Financing Activities (CFF)	-61.1	-73.9
Currency Translation Differences	-8.3	-1.1
Cash Position	129.1	101.0
Borrowings	-136.2	-157.8
Net Financial Position	-7.1	-56.8

- Net financial position (net debt) of CHF -7.1 mn
 - Cash flow from **operating activities** at CHF 110.6mn, lower than high prior-year period which included a larger increase in advance payments from customers
 - Cash flow from **investing activities** in FY22 mainly includes Capex (CHF -20.5 mn) and the sale of the Houma facility in US (CHF +4.2 mn). FY21 mainly included Capex (CHF -22.8 mn) and cash-out for the acquisition of Mark van Schaick BV (CHF -11.8mn)
 - Cash flow from **financing activities** on similar level compared to prior-year period
 - Higher dividend payment of CHF 7.50 per share for FY21 (FY20: CHF 6.50); CHF -3.4 mn y-o-y
- Currency translation differences mainly due to translation effect of cash positions in subsidiaries in China and some other locations outside Switzerland
- Borrowings decreased vs. prior-year and include a CHF 100 mn bond with a term until September 2024

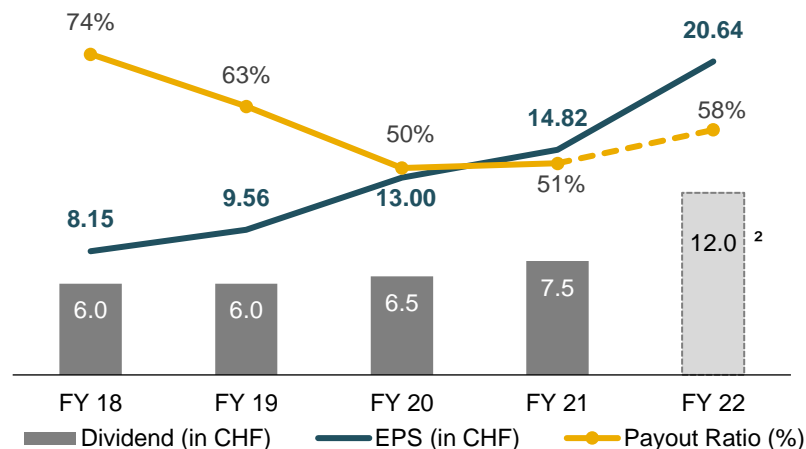
Strong value creation, with disciplined approach to capital allocation; Dividend of CHF 12.00 proposed, up 60%

CONTINUOUS RONO¹ GROWTH



- Key valuation drivers:
 - EBIT performance as per MRP objectives
 - Focus on NOA/NWC management (DSO/DPO)
 - Disciplined CAPEX and M&A process
 - Tax rate < 25%

DIVIDEND & RESILIENCE THROUGH THE CYCLE



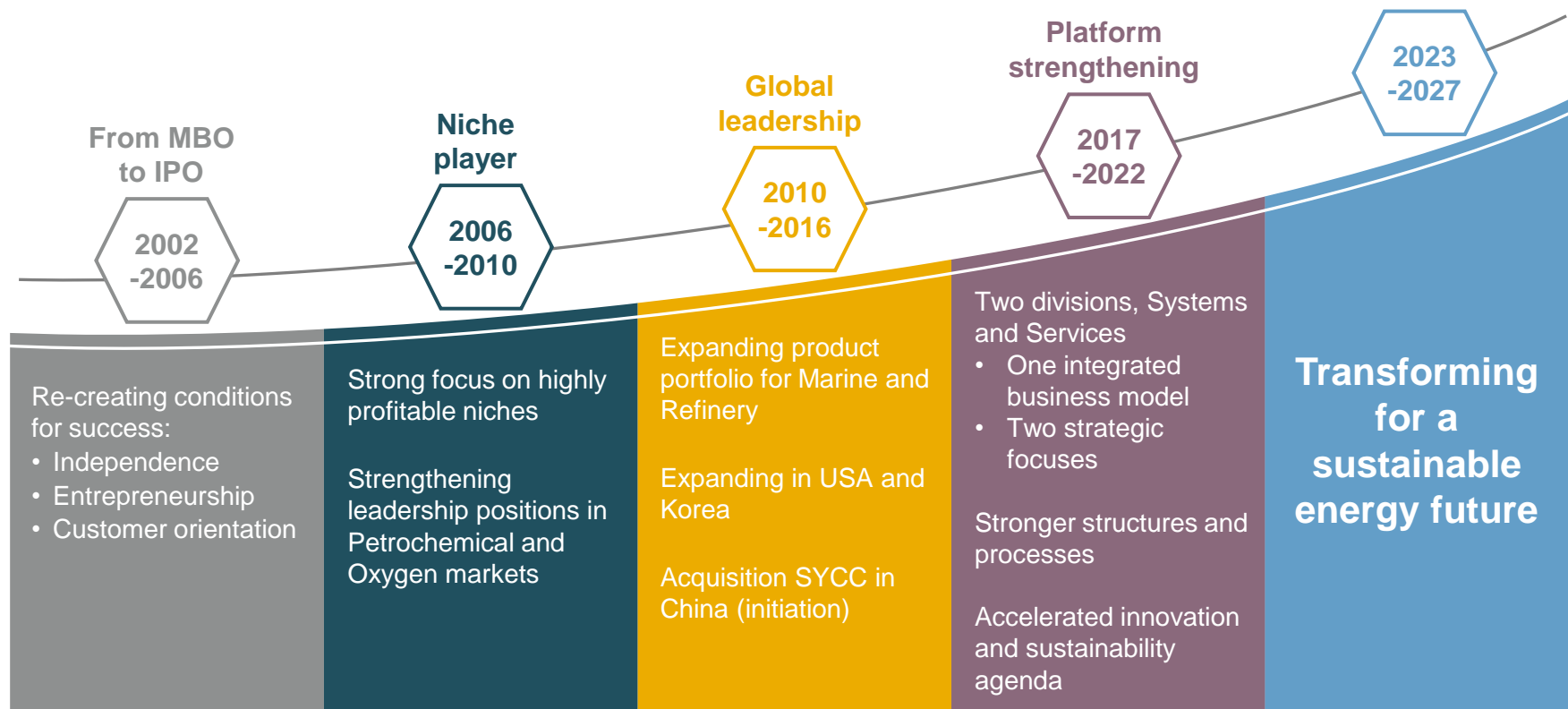
- 26.2% annual EPS growth since FY 2018
- Dividend paid every year since IPO in FY 2006
- Proposed dividend of CHF 12.00, up 60.0% vs. previous year
- Dividend payout ratio throughout MRP 2023-27 considered within range of 50% – 70%

4. OUTLOOK

FABRICE BILLARD
CEO

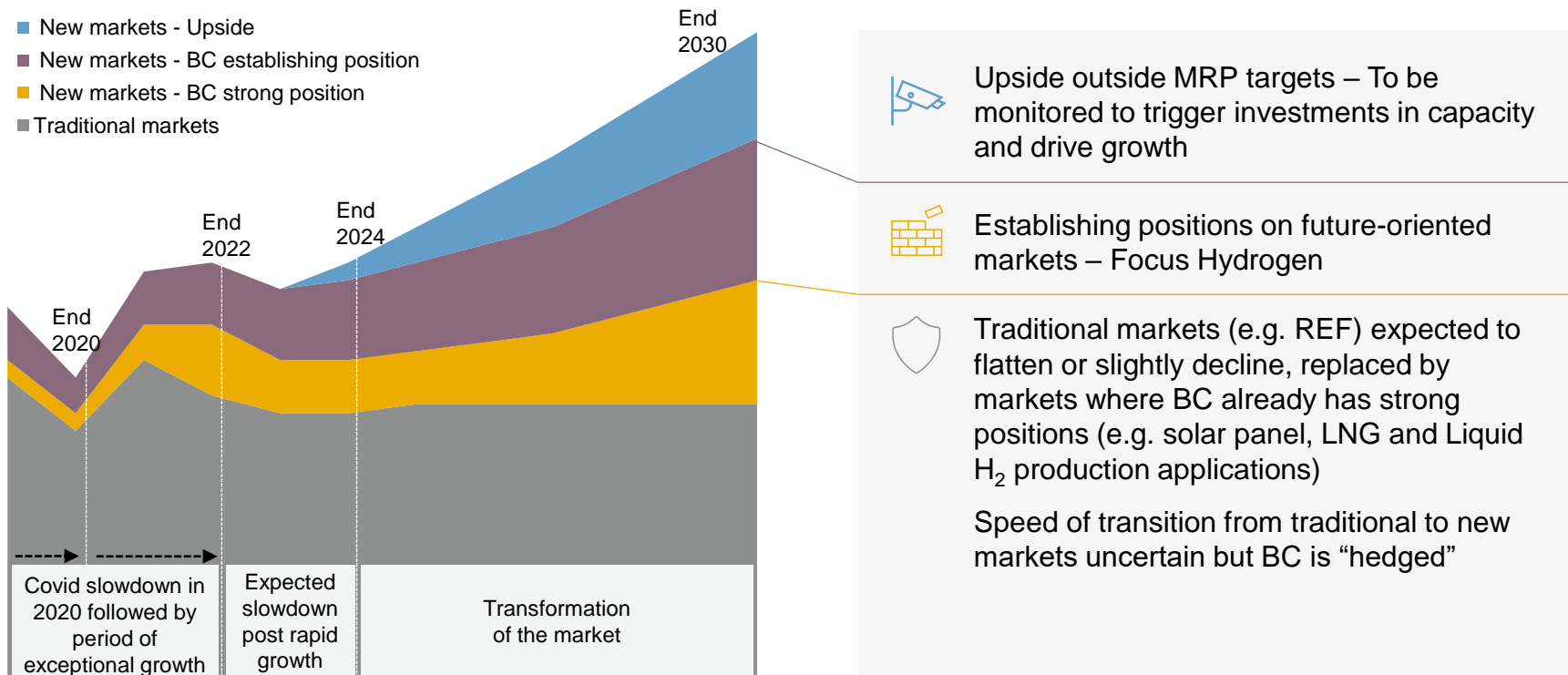


Embracing the next chapter in the Company's growth agenda



Slowdown following period of exceptional growth, as expected; End-market dynamics support growth in SYST post 2024

SYSTEMS MARKET SIZE - INDICATIVE



Confidence into 2023 and beyond, with sustainability at the core of our new strategy

2023 priorities

GROUP

- Continue to develop people and culture to aim for new purpose and targets 2027
- Progress on our sustainability roadmap
- Combine all customer-oriented digital capabilities and launch new digital solutions

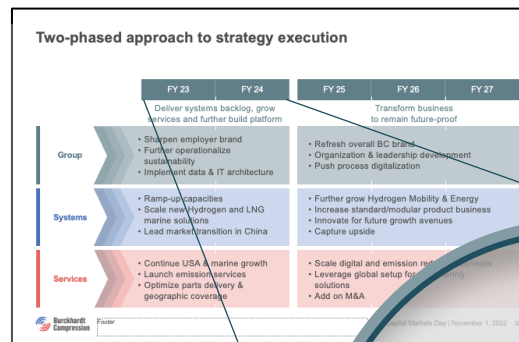
SYSTEMS

- Ramp-up workforce and suppliers to deliver backlog
- Further grow hydrogen mobility & energy orders
- Further improve product costs
- Launch new products

SERVICES

- Increase capabilities to support growing installed base
- Further grow LTSA agreements and digital services
- Further roll out global processes and ERP

Extract from the Capital Markets Day 2022



FY
2023

FY
2024

Deliver systems backlog, grow services and further build platform

Sustainability roadmap and commitments

AMBITIOUS SUSTAINABILITY TARGETS FOR MRP 2027

- Sustainability now deeply rooted in new purpose and a key pillar for the business strategies of both divisions
- Eight key sustainability targets for 2027, one for each material topic



-50%

Greenhouse gas emission intensity*

2021: 2.1 kg CO₂e/h



≥80%

Engagement Score in employee survey**

2020: 79%



>75%

Share of renewable electricity*

2021: 23%



<0.7

LTIR below 0.7 each year

2021: 1.1



+100%

Revamp + upgrades activities in Services

2021: 100 (Index)



0

Incidents related to product safety

2021: 0



40%

Order intake 'supporting energy transition'

2021: 16%



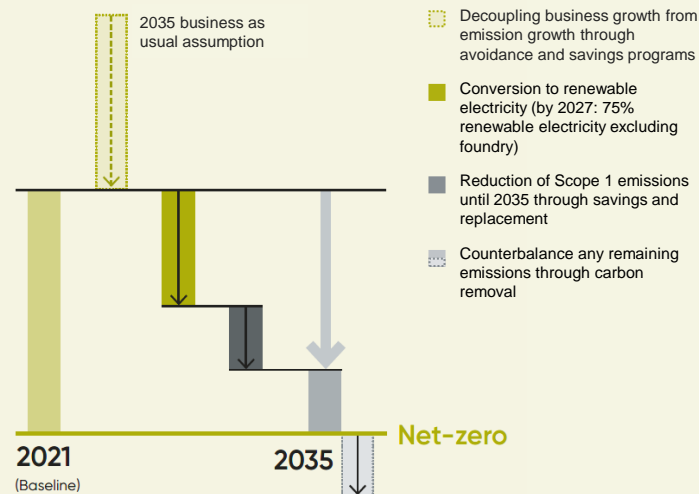
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Incidents on corruption or anti-competitive behavior

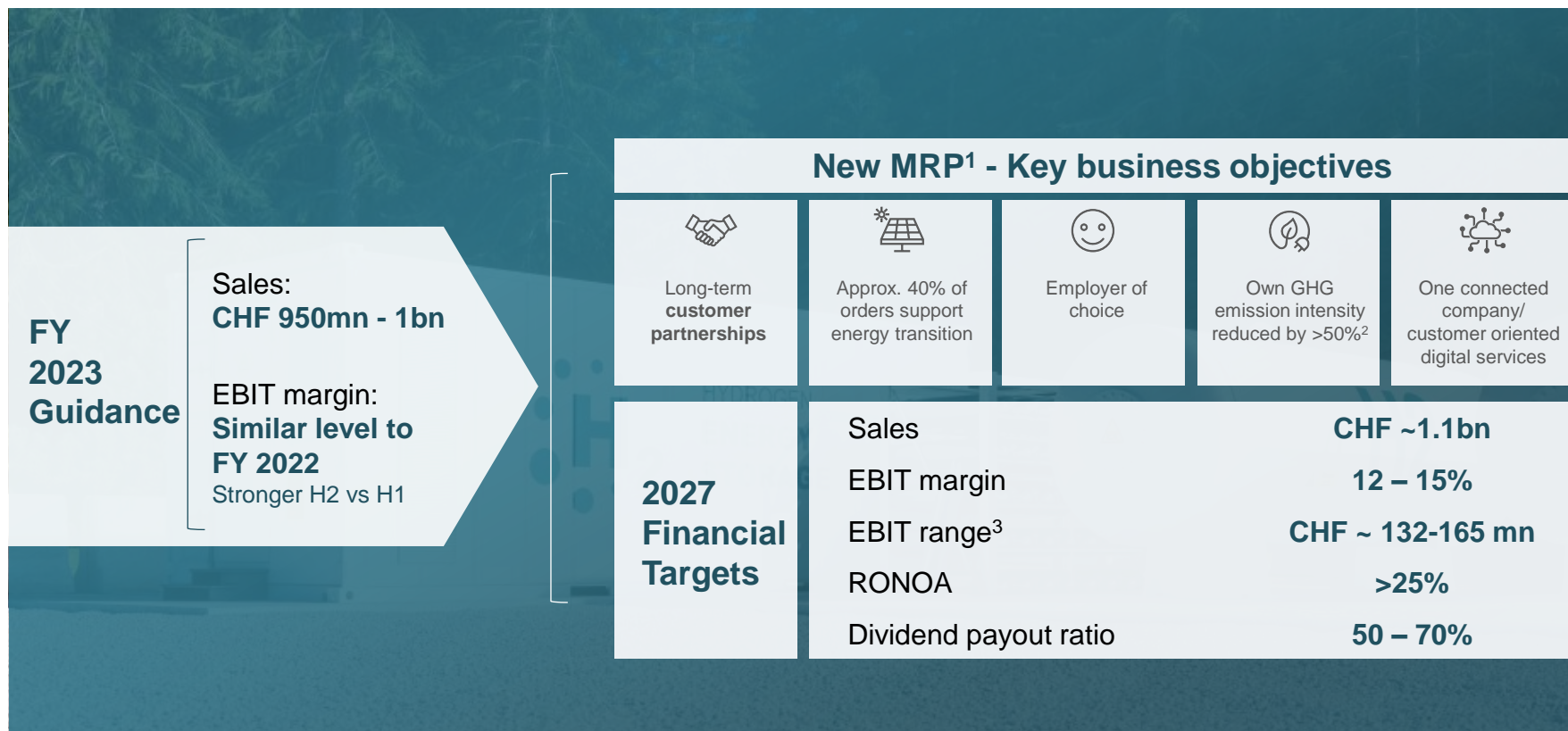
2021: 0

NET-ZERO COMMITMENT¹ BY 2035

- For Scope 1 and 2 emissions, following a 1.5°C climate aspiration in reference to Paris Climate Agreement
- Committed to reducing Scope 3 emissions
- Roadmap to operational net-zero emissions built on four key pillars



FY 2023 guidance underpins MRP 2023-2027 trajectory





Our Purpose

**We create leading compression solutions
for a sustainable energy future**

Glossary

• BC	Burckhardt Compression
• EBIT	Earnings before interest and taxes
• EBT	Earnings before taxes
• EPS	Earnings per share
• EVA	Ethylene-Vinyl-Acetate
• FSRU	Floating Storage and Regasification Unit
• LDPE	Low density polyethylene
• LNG	Liquefied natural gas
• MRP	Mid-range plan
• OBC	Other brand compressors
• OEM	Original equipment manufacturer
• pp	Percentage point
• R&D	Research and development
• RONO	Return on net operating assets
• SERV	Services Division
• SG&A	Selling, general and admin cost
• SYST	Systems Division



Burckhardt Compression

Compressors for a Lifetime™