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## Accelleron's Board comes with extensive governance experience



Oliver Riemenschneider Chairman ABB Turbocharging, ex. President V-ZUG, Chairman



Bo Cerup-Simonsen Member Maersk Mc-Kinney Moller Center for Zero Carbon Shipping, CEO

Source: Company information



Monika G. Krüsi Chair AC Burckhardt Compression, Chair NCC Repower, Chairwoman



Detlef A. Trefzger Member Kuehne+Nagel, ex. CEO



**Gabriele Sons** Chair NCC ElringKlinger, BoD Member TK Elevator, ex. EC Member



Stefano Pampalone Member CNH Industrial. **President Construction** 



## Experienced leadership team with fit for purpose organization



Daniel Bischofberger
Chief Executive Officer



Adrian Grossenbacher
Chief Financial Officer



Christoph Rofka Head of Medium & Low Speed Products



Herbert Müller
Head of High Speed Products



Roland Schwarz
Head of Turbocharging Service



Dirk Bergmann Chief Technology Officer



Annika Parkkonen
Chief Human Resource Officer



# Agenda for the day

Time (CET)	Topic	Presenter	
11:00 - 12:00	1. Introduction to Accelleron	Daniel Bischofberger (CEO)	
	2. Leading position in attractive markets		
	3. The energy transition in our markets		
	4. Our technology for the future	Dirk Bergmann (CTO)	
12:00 - 12:30	Break		
12:30 - 14:00	5. Business strategy	Christoph Rofka (Medium & Low Speed Products) Herbert Müller (High Speed Products)	
		Roland Schwarz (Turbocharging Service)	
	6. Financials	Adrian Grossenbacher (CFO)	
	7. Transaction overview and concluding remarks	Daniel Bischofberger (CEO)	
14:00 - 14:30	Q&As		
14:30 - 15:30	Factory tour		



Introduction to Accelleron



# A global leader in high power turbochargers for mission-critical applications





#1 position across segments



Industry leading technology offering



Preferred partner to both OEMs<sup>1</sup> and operators



>180k turbocharger installed base



>100 service stations globally



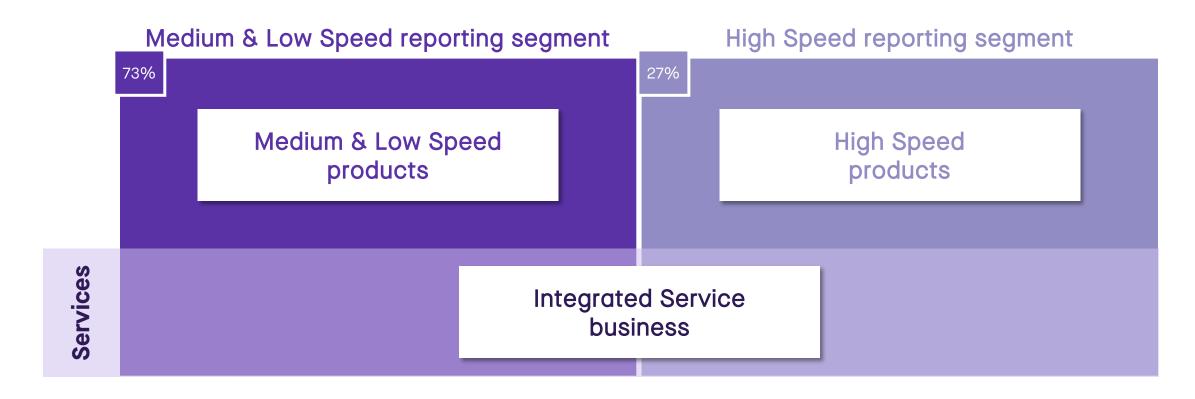
~75% recurring service-driven revenues



Strong cash conversion



# We are organized into two reporting segments with three operating divisions working hand in hand



Service business is intrinsically linked with our product businesses' value chain

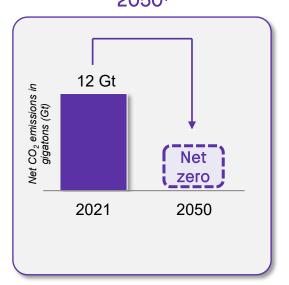




# World requires massive emission reduction and Accelleron provides solutions for hard-to-decarbonize sectors

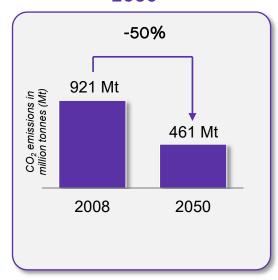
Accelleron revenues by core end-markets

Energy emissions reduction required by 2050<sup>1</sup>





Marine emissions reduction required by 2050<sup>2</sup>



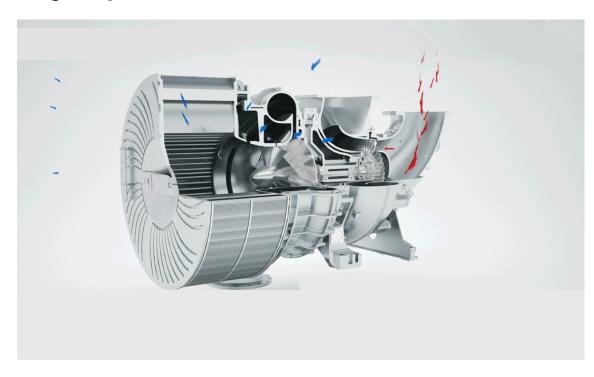
Source: Company information, BloombergNEF and International Maritime Organization

- Based on net zero 2050 emission targets outlined in Paris agreement
- 2. Based on IMO targets



# Turbocharging technology helps end users achieve key decarbonization and financial KPIs

# How does a turbocharger improve engine performance?



# Adding a turbocharger to an engine helps to...

... increase power by up to 300%

... lower fuel consumption and CO<sub>2</sub> emissions by up to 10%

 $\overline{\text{...}}$  reduce  $NO_x$  emissions by up to 60%

... save OpEx of up to ~\$3m¹ per annum, being multiple times of the initial outlay

Source: Company information



<sup>1.</sup> For a large container vessel; calculated as 250t of fuel per day at \$500/t for 250 days of operation per annum and assuming 10% fuel savings. Upside potential from carbon credits

### Accelleron has the most comprehensive range of products on the market

#### **Smallest product: TPX**



Size



Weight 100 kg

Power 500kW

Applications Diversified end markets

#### Largest product: A100 / 200- L



Size



Weight 10 tons

Power 25,000kW

Applications Marine end markets



# Accelleron has focused applications with market leading positions

















	Medium & Low Speed	High Speed	
Industry <sup>3</sup>	Marine Energy Rail	Energy Off-highway	
Average useful life of a TC	20 – 30 years	~15 years	
Differentiation	Highly customized	Small series production	
Key competitors include	Mapier TURBOCHARGERS A Wabsec company  KBB	Garrett ADVANCING MOTION  HOLSET  TURBOCHARGERS  A Rolls-Royce solution	

Source: Company information, Company internal estimates, third party analysis and Audited Combined Carve-out Financial Statements

- Based on 2021 revenues
- 2. Position in High Speed Gas Engines segment only, excluding High Speed Diesel Engines
- 3. Main focus industries in black



# The overall lifecycle implies long timelines for development and yielding returns

# It takes more than 10 years to build a sizeable installed base which yields returns

	Product development	Product business	Service business
Timeline	>3 years	10-15 years 30+ years	
Objective	Develop industry leading product with key technological differentiation	Maximize installed base through leading salesforce and customer relationships	Retain installed base and create a resilient service business with loyal customer base
Investment	High upfront investment required No immediate returns	Continuous manufacturing footprint Investments required Lower returns	Continuous service footprint investments required Higher returns

Attractive business model with significant scale and high share of recurring service revenues



# Best-in-class technology enabling leading product and service offering



Best-in-class efficiency (up to 2% above peers) with up to 25% higher power density<sup>1</sup> compared to closest peer

Supporting our OEM customers with industry leading emission reduction competences

Digital capabilities enabling predictive maintenance and remote monitoring / diagnostics

~7%<sup>2</sup> of annual revenues spent on R&D and 119 patent families with 30 – 50 patents filed per year<sup>3</sup>

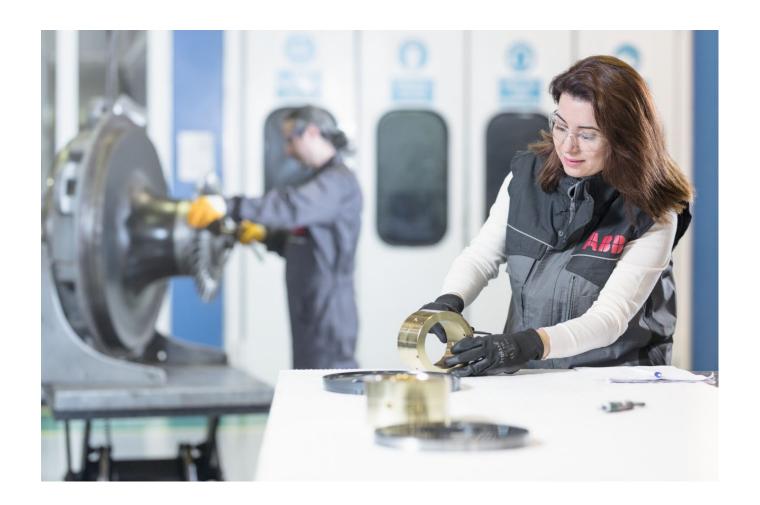
Source: Company information and Audited Combined Carve-out Financial Statements

- Power density refers to power per unit of volume (e.g. W/m3)
- Based on 2021



# Our skills and competence is the basis for our success

- ~2,300¹ people with clear goals
- ~185 R&D employees
- >500 service engineers
- 80 training hours per annum per engineer
- Investing in our local peoples' training & development to meet exacting Swiss standards
- ~7% R&D as % of revenues<sup>2</sup>
- 119 patent families

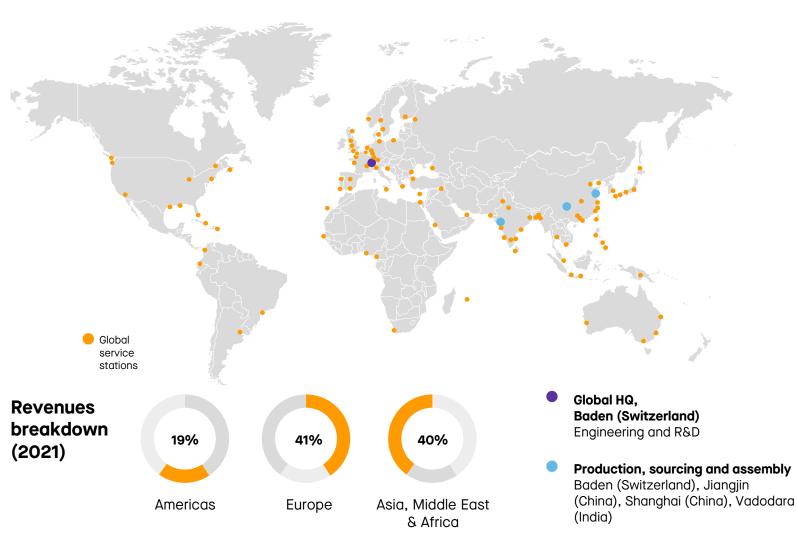




<sup>.</sup> Includes externals

<sup>2.</sup> Based on 2021

# We serve global markets and operate on a global basis



#### **Resilient supply chain**

**Dual sourcing** is in place for key components

#### **Efficient manufacturing & sourcing**

4 global hubs

~10,000 turbochargers manufactured per year

#### **Central service center Baden**

100,000 orderlines per year

#### **Global service network**

>100 service locations globally

#### Service availability

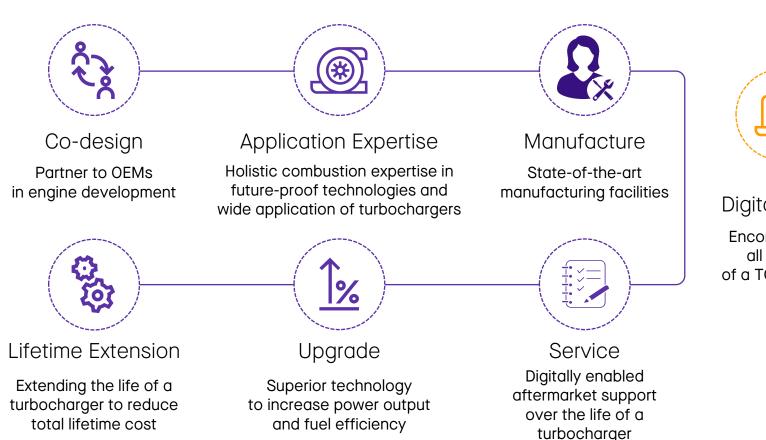
Assembly of orders 24/7

#### Parts availability

Within **48 hours** at every airport



Our value proposition: support customers through entire product lifecycle with digitalization encompassing every step





Digitalization

Encompassing all stages of a TC1 lifecycle

# Megatrends are forcing our markets to transition and creating opportunities for Accelleron

Now Future

**Decarbonization** 

If maritime industry was a country, it would be the world's 6th largest CO2 polluter

- Trends: synthetic fuels, fossil fuel decarbonization, bio fuels, blends, increased efficiency
- Power: grid balancing for intermittent renewables
- Heavy-duty: carbon neutral fuels where batteries are not a solution

1% reduction in maritime industry fuel use is equivalent to:

- 1. ~\$2bn of annual savings
- 2. CO<sub>2</sub> reduction from taking ~2 million cars off the road

Digitalization



Source: Company information

- Device connection & data collection
- Smart service contracts & monitoring
- Shared benefits & risks model
- Operational knowledge drives design

Remotely connected engines



## Sustainability is at the core of our strategy and operations



#### We aim to improve the Environmental impact of...

#### ...our own operations:

- ✓ Scope 1 & 2 CO₂ emissions reduced by 50% since 2019. Further 60% reduction planned by 2030
- $\checkmark$  New test facilities to operate with alternative green fuels from 2022 (e.g.  $H_2$ )<sup>1</sup>
- √ Transition 80% of test center operations to green fuels by 2030

#### ...our customers' operations:

- ✓ Improving customers' efficiency by reducing their fuel consumption and combustion engine size
- Enabling longer usage of customer assets via prioritizing repairs and upgrades over replacements
- ✓ Helping our customers to decarbonize further by leading the transition to green fuels



#### We take Social responsibility for...

#### ...our employees:

- ✓ Global development opportunities for local talent at one worldwide standard (e.g. >80h of training per year for service engineers)
- ✓ Worker safety: LTIFR<sup>2</sup> of 0.45<sup>3</sup> in 2021, plan to achieve 0.2 by 2024
- ✓ **Diversity:** 2021/22 Female share of 15% across senior leadership<sup>4</sup>, >20% across new hires. Employees from 80 nationalities in 50 countries

#### ... our external stakeholders:

- ✓ Ethical and social supplier due diligence
- ✓ Support local communities in which we are active, e.g. China, UK, Ecuador, Philippines and India

Executive compensation will be linked to environmental and social targets; Support of UN Sustainable Development Goals, to be laid-out in dedicated Sustainability Report

Source: Company information

- 1. H2 stands for Hydrogen
- 2. Lost time injury frequency rate
- Per 200k hours worked
- Senior leadership defined as highest graded 4% of employees



# We plan to strategically target key areas in order to achieve our goals:



Increase percentage share in our marine and power core markets



Expand our business offering into adjacent areas where we can differentiate



Grow long-term customer engagement through lifetime service offering



Increase digital scope and facilitate customer energy transition



# Attractive financial profile with resilient margins and strong cash flow



2021 revenues

\$756m

24.8% operational EBIT margin<sup>3,4</sup>



Mid-term targets1

Organic revenues growth<sup>2,3</sup>

2-4% CAGR

Operational EBITA margin<sup>3</sup>

23-26%

Free cash flow conversion<sup>3</sup>

90-100%



2022 organic revenues growth<sup>2,3</sup>

~6%

~24% operational EBITA margin<sup>3</sup>



Source: Company information, Audited Combined Carve-out **Financial Statements** 

- 1. Referring to mid-term period of 4-5 years
- 2. At constant currency and adjusted for M&A

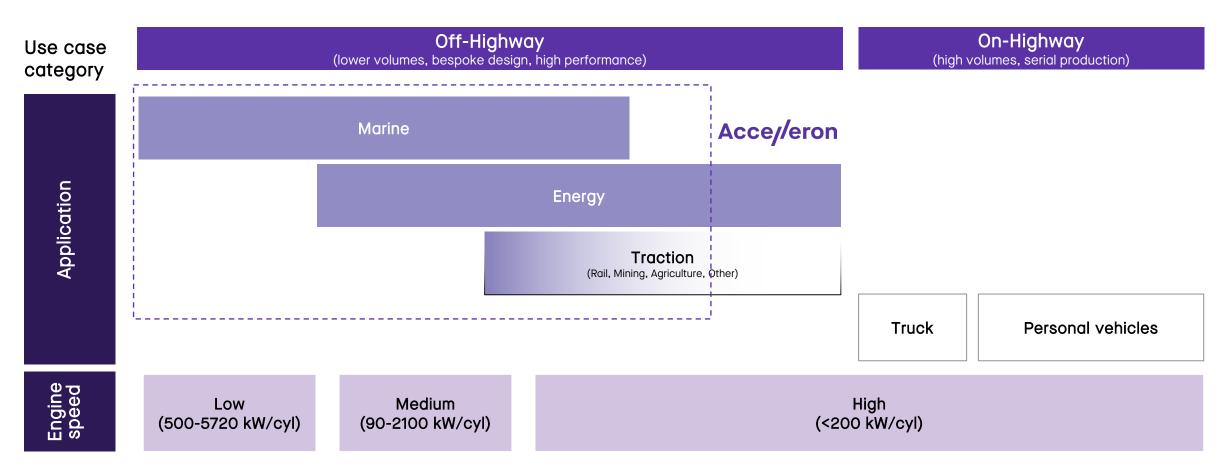
- Non-U.S. GAAP financial metric, as defined on page 106
- Equivalent to operational EBITA margin, as there has been no acquisition-related amortization in 2021



Leading Position in Attractive Markets



# We are positioned in critical applications and the sustaining segment of the turbocharger market

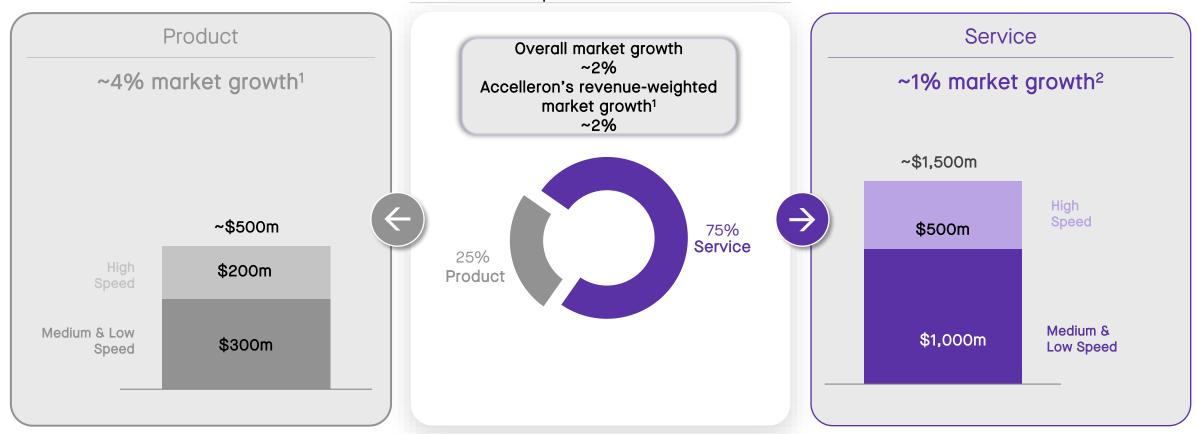




### Product led growth is expected across our markets

Addressable Off-Highway Market:

~\$2bn¹ in 2020

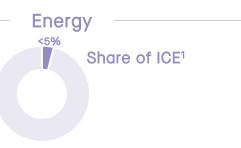


Source: Company internal estimates and third party analysis and Audited Combined Carve-out Financial Statements Note: Traction not included in addressable market size

- 1. Excluding rail
- FY20 FY26E CAGR, excludes inflation and FX impact



## Trends in core market segments support the growth trajectory



Energy transition increases turbocharger applications

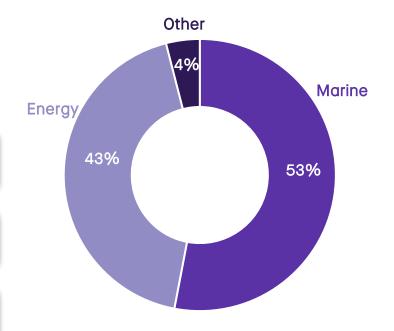
Grid balancing from ICE critical with

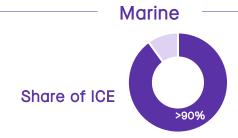
- Accelerating shift to renewables
- · Overall electrification trend

Back-up power ever more important for critical infrastructure (inc. data centers)

Continuous demand for baseload in emerging markets

# Accelleron's revenue by core market segments



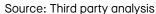


Segment growth increases turbocharger applications

Strong investment in shipping supported by global trade

Stricter CO<sub>2</sub> emission regulations for propulsion systems create new technology opportunity

New propulsion systems and alternative fuels emerging

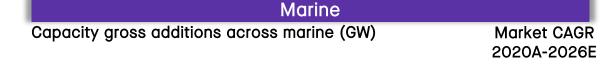


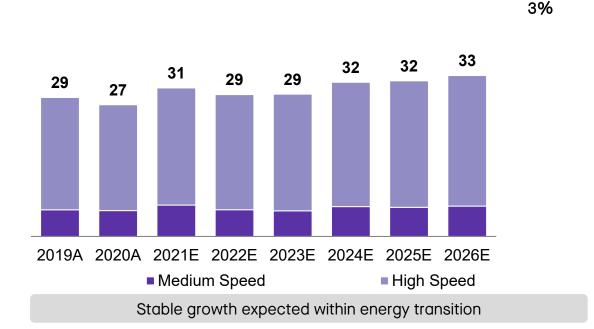
1. ICE refers to internal combustion engine

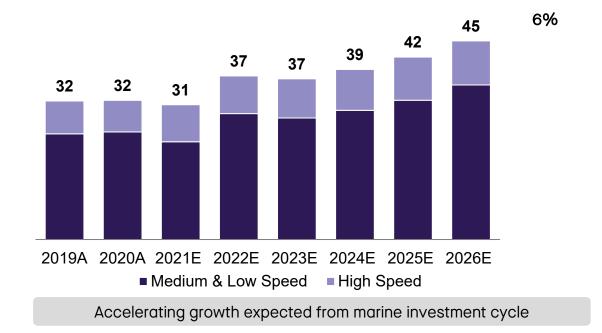


### We benefit from new capacity across our core end markets







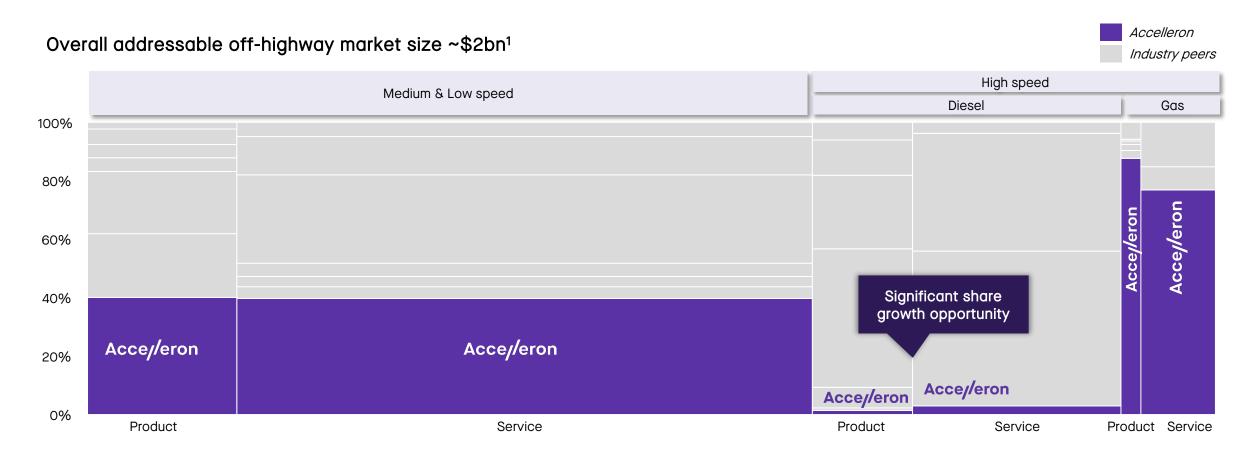


Source: Third party analysis



Capacity gross additions refers to aggregate power of new engines on the market

# Strong share in key products and services, with High Speed providing growth opportunities





# 03

The energy transition in our markets

## The energy transition provides us with multiple opportunities

1 ICE upgrades / retrofits

We reduce emissions across our end markets and expect to do so for many years to come

7 Transition fuels

We are a leader in transition fuels and enable gradual decarbonization of installed products through blending with green fuels

3 Future technology

Customer focused development of future technologies, including power generation and propulsion systems operating on 100% green fuels and digital offerings that pave the way to "net zero"



# Regulation started the decarbonization trend across our markets with customers now highly focused on their CO<sub>2</sub> footprint



#### Regulation

- ✓ International Maritime Organisation aims to reduce CO₂ emissions by 50% by 2050
- Regulation within energy focuses on achieving Paris Agreement 2015 targets



### Technology

- Alternative, green fuels emerging
- New technologies for propulsion and power generation with different use cases (e.g. fuel cell)
- ✓ Digital solutions increasing engine efficiency further

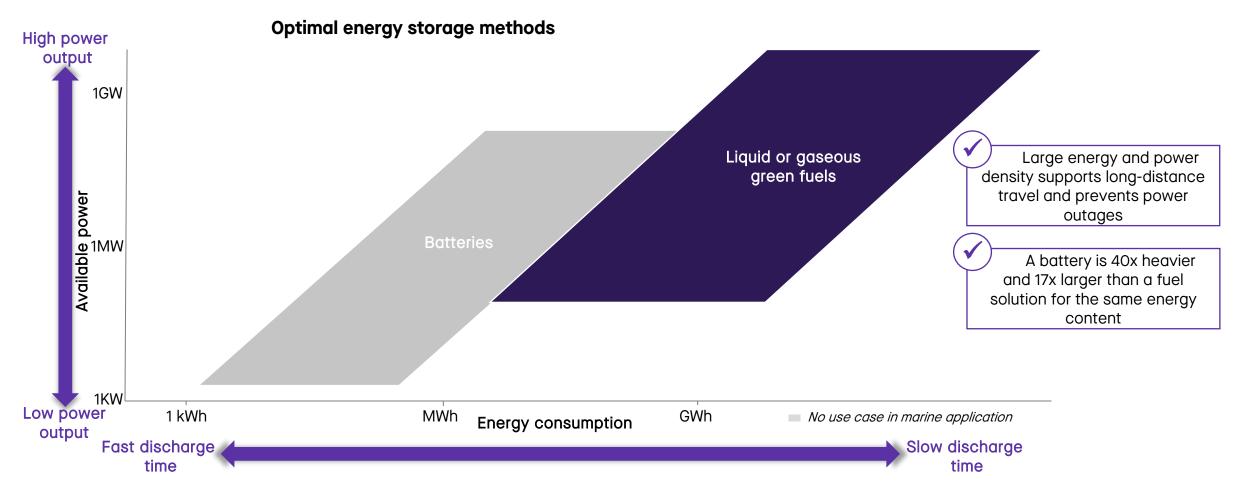


#### **Customer Patterns**

- Ship-owners / operators demands more efficient and green technologies due to IMO¹ regulations
- ✓ End-customers (e.g. IKEA) are moving to greener transport to reduce Scope 3 CO₂ footprint given heightened focus on ESG



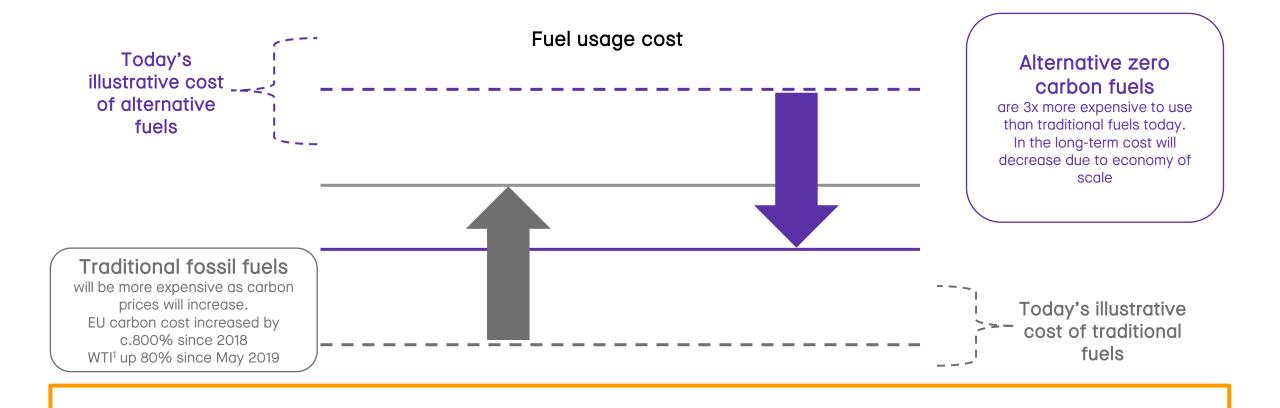
## There is a strong use case for ICEs run with green fuels





Source: Company information

### The use of traditional fuels will become more expensive



Owing to increasing CO<sub>2</sub> pricing and economies of scale, green fuel will become competitive vs. fossil fuel



# 

Our technology for the future



# As an industry leader we shape the energy transition across Accelleron's markets and segments



A track record of innovation



Holistic engine performance expertise



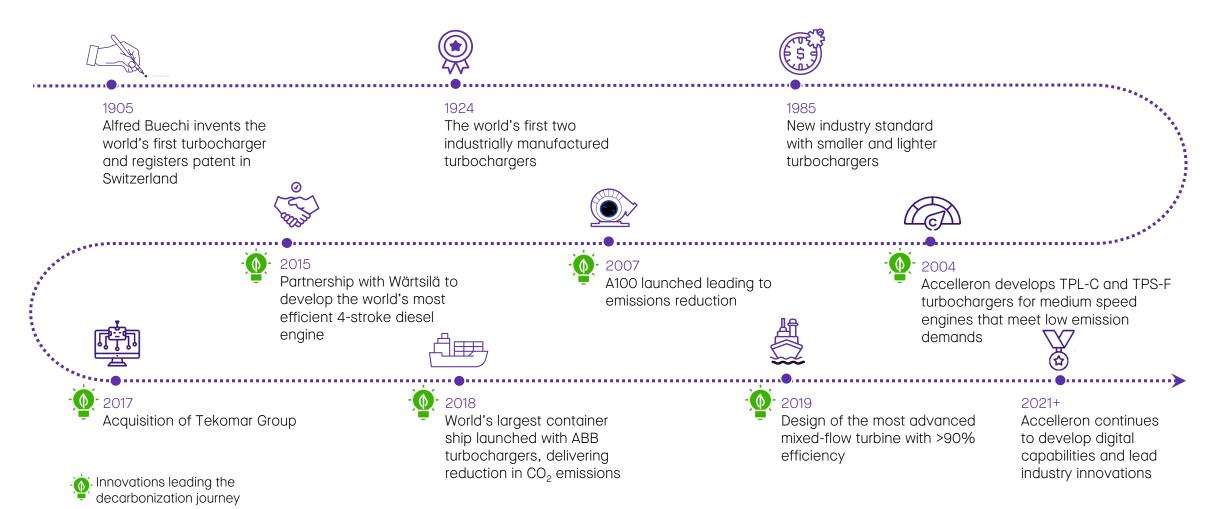
Partner of choice for OEMs to collaborate on most efficient future system design



Future-proof technology with applications beyond 2040



# Accelleron has industry leading R&D innovation capabilities with a strong track record





Source: Company information

# Accelleron invests in highest turbocharger performance - today and tomorrow

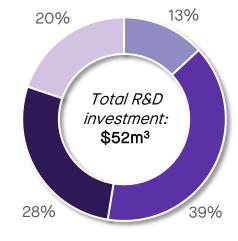
#### **R&D Spend by Category**

#### **Technology**

- Investments in new base technologies1
- Significant expense apportioned to new fuels tech
- Turbocharging simulation and modeling

#### **Product Development**

- Development of new turbocharger generations
- Enhancement of existing product generations
- New product development



#### **Product Improvement**

- Product care
- Product cost optimization
- Continuous product improvement

#### **Testing & Infrastructure**

- State of the art turbocharging test centre
- R&D software
- IP management

Source: Company information, Company estimates, third party data and Audited Combined Carve-out Financial

- Including turbocharger components and advanced technologies
- 10-year average



2021 R&D spending: 7% of revenue

**R&D** staff:

~185 FTEs 900

loyal, with diverse experience, and >90% higher education

Patents filed p.a.<sup>2</sup>: 30-50



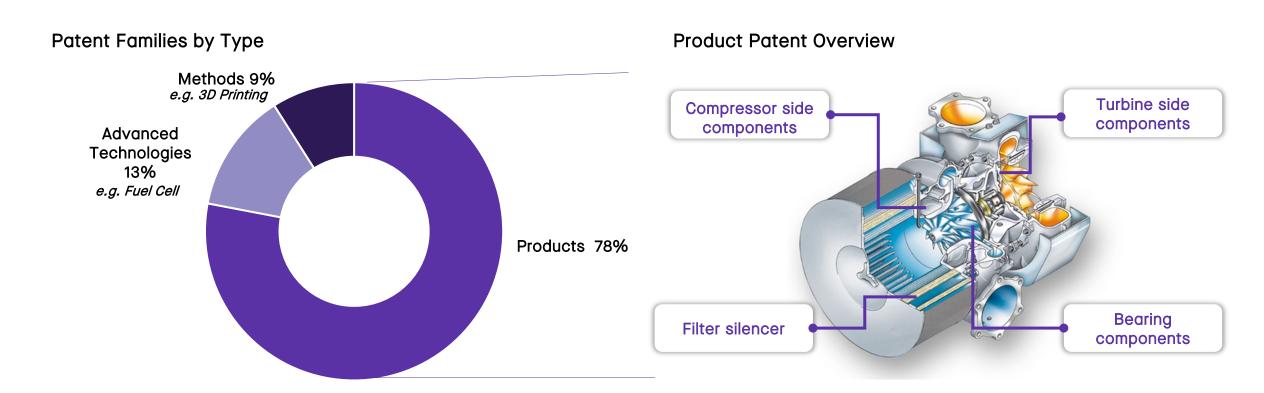
# of Patent families:



~\$3m of total R&D focused on digital products and offerings



# Accelleron's 119 patent families demonstrate its strong innovation capabilities across the broader turbocharging field



Most relevant geographies for patent protection include Europe, China, Japan, Korea and USA

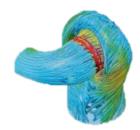


## Optimizing core component designs through integrated workflow



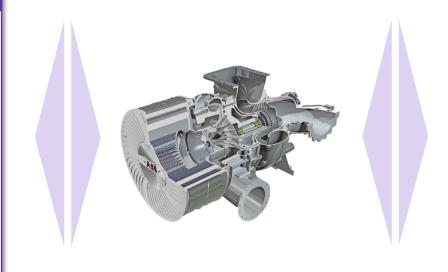
### Product Development

- → Machine learning for design optimization
- → Simulation of customer's performance
- → Professional test centre for product validation



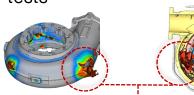
Flange-to-flange turbine computational fluid dynamics simulation

Source: Company information



# Product Reliability & Safety

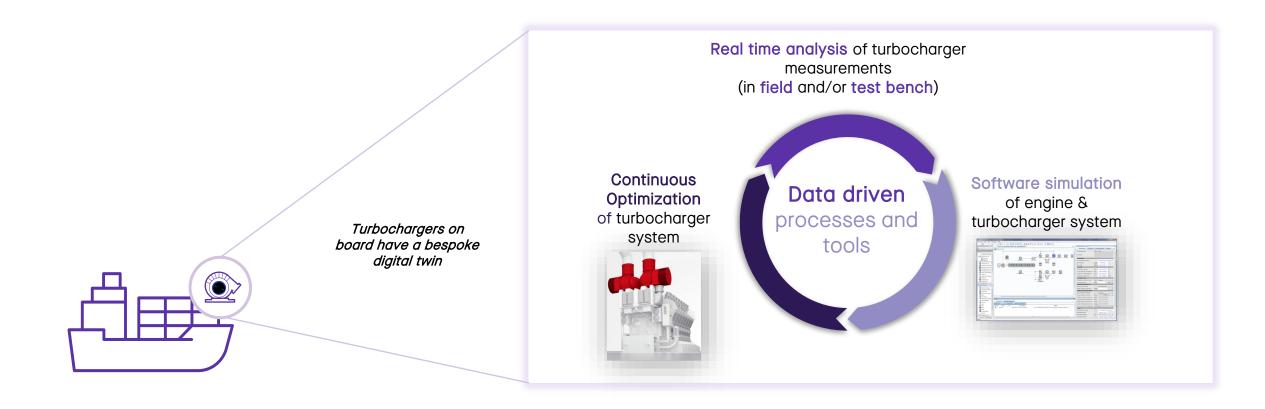
- → Turbochargers designed for up to 100,000 operating hours (depending on load & application)
- → Service and exchange concept over life time
- → Containment simulation for classification proven by dedicated tests



Turbine casing penetration after turbine burst, visualised through simulation



# Continuous optimization loop will be driven by Accelleron's Digital Twin and computer-aided engineering abilities





# Accelleron's products achieve cost savings through increased turbocharger efficiency

What makes our turbochargers more efficient than competition?

**Higher Efficiency** 

**Fuel Savings** 

**Cost Savings** 

~2% more efficient

Accelleron's turbochargers are more efficient than the competition

~100 tonnes

of fuel savings per year per vessel

2x payback from fuel cost

of upfront cost over lifetime

>0.5x from lower emissions cost

upfront cost savings from lower carbon emissions (additional potential)



40

# Collaboration with Wärtsilä: a showcase of partnership development with engine OEMs in the decarbonization megatrend

Cooperation with Wärtsilä over 5 years led to launch of **W31 Engine**  World's most efficient 4-stroke diesel engine<sup>1</sup> (2015) Serves offshore, power, cruise & ferries and other marine segments

Operates on a range of fuels, with on average 8% lower consumption

High efficiency gains through best fit between turbocharger and base engine



Two-stage turbocharging

High-pressure fuel injection system

Adjustable valve actuation

Next-generation engine control system



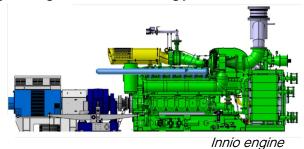






## Accelleron are at the forefront of key industry developments with strategic partners

#### Large Engine Technology & Fuel Flexibility





Large Engine Competence Center, Graz

EvoLET project ongoing since 2015; collaboration to shift natural gas engines to hydrogen

Fuel flexibility crucial in energy transition

Source: Company information

#### 3D Printing







Collaboration on additive manufacturing and computer aided engineering

Optimizing manufacturing & inventory

#### Institutional Knowledge

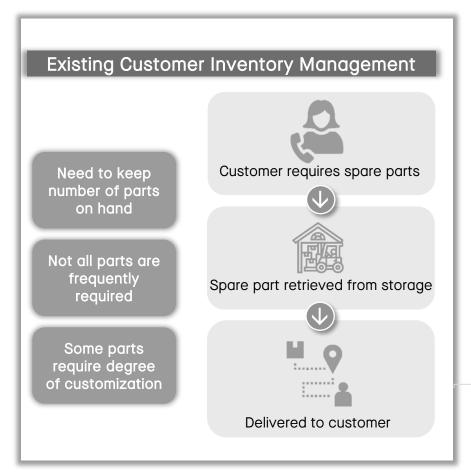


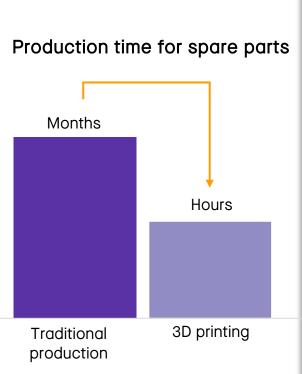


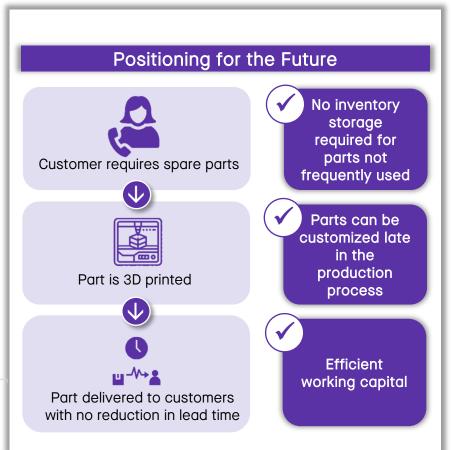




# Market leading 3D-printing technology enhances operational efficiency









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### Accelleron's core segments will transition to various alternative fuels

	2030	2050
Marine	Liquified natural gas + Green fuel blends Fossil diesel	<b>Green liquid fuel</b> Green gas / fuel gas
Energy	<b>Natural gas</b> Natural gas + Hydrogen blending	<b>Green gaseous fuel</b> Green liquid fuel

Bold = dominant fuel

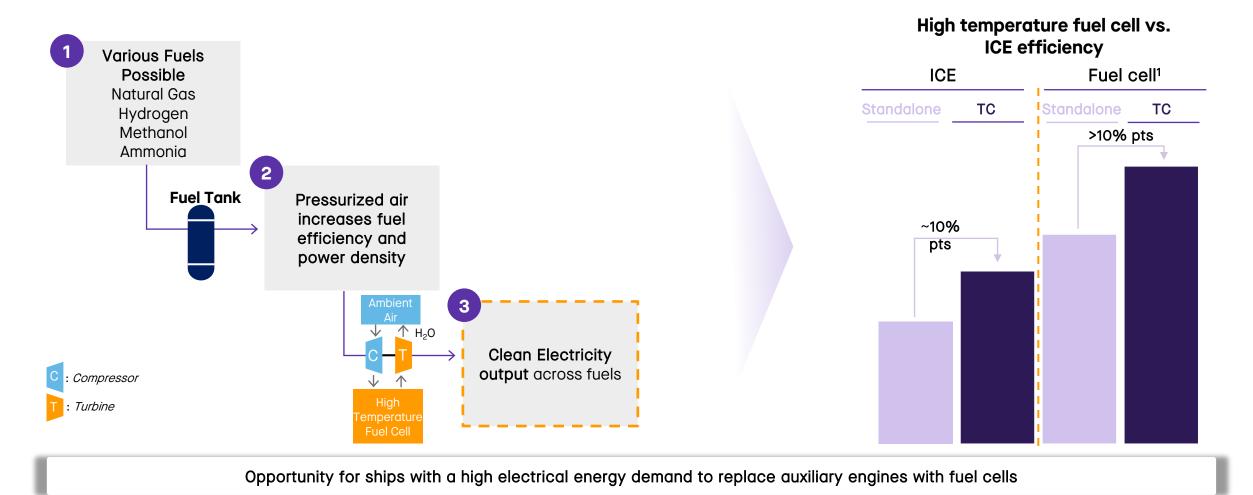
Customer and industry focus on moving to a cleaner future

Fossil liquid fuels and natural gas transition to green fuel blends, and ultimately, green fuels

Accelleron's R&D investment and technological capabilities will lead the transition



# Expanding turbocharger applications to fuel cells will be a market shaping innovation





# Accelleron's continuous R&D efforts support our strong market position

R&D yields clear benefits across our offering











Source: Company information

Business strategy

Medium & Low Speed



# The industries we serve with our Medium & Low Speed products

**Merchant Marine** 



**Cruise & Ferries** 



**Offshore** 

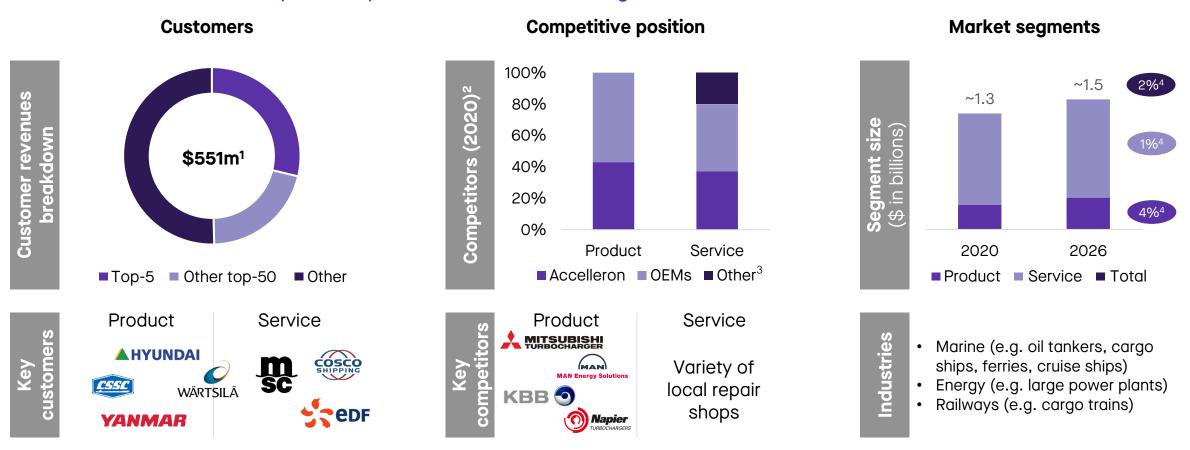


**Power Generation** 



## Division Medium & Low Speed

#### Customer overview, competitive position and market segments

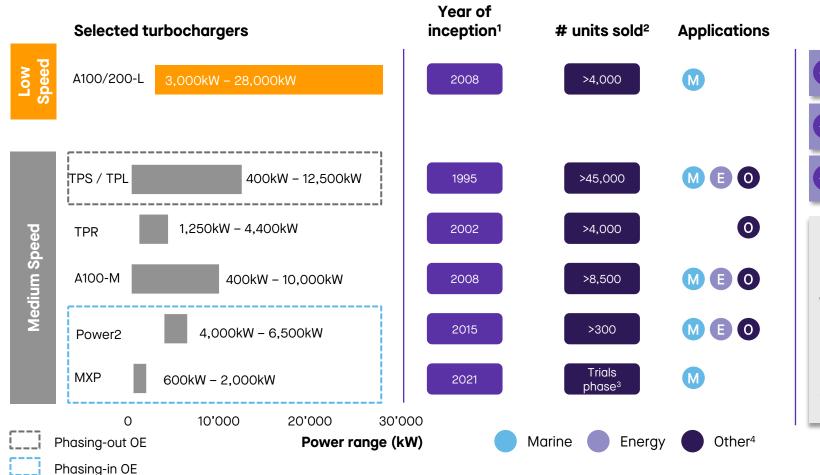


Source: Company information, Company internal estimates, third party analysis and Audited Combined Carve-out Financial Statements Note: Figures include rail

- 2021 revenues; includes 3rd party service and rail
- Based on 2020 revenues
- Includes 3rd party service providers and internal servicing
- Expected FY20 FY26 market CAGR



# A comprehensive and well-balanced portfolio of products to cover all heavy-duty applications



- Broadest power range in the industry
- Tailored for specific applications to achieve maximum performance
- Leading technology

#### Example:

Wärtsilä W31 with Power2



"Recognized by Guinness World Records as being the world's most efficient 4-stroke diesel engine"

Source: Company information, Company internal estimates and third party

Note: Power range refers to a single turbocharger and both axial and radial setup where applicable

Year of 1st release

- Cumulative volume from date of inception until end of 2021
- First vessel sea trials done
- Includes oil and gas offshore, earthmoving, mining equipment and rail
- OE = original equipment



## Latest product release: MXP, an optimized solution for auxiliary power

#### Need

- Small bore medium-speed marine auxiliary diesel engine
- TC solution to fulfill the specific needs of up to a 2MW auxiliary engine in operation, efficiency & maintenance
- Addressable market of 3-4GW

#### Solution

- ✓ Simple, robust and cost-efficient design
- ✓ Excellent performance characteristic
- ✓ Designed in cooperation with IHI Corporation

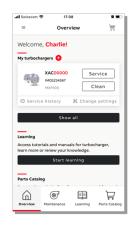
#### Digital angle

- + Integration of digital solutions, including self-service app, GS1 code and LOREKA Portal<sup>1</sup>
- + Easily troubleshoot solutions
- + Seamlessly order spare parts via digital service support app

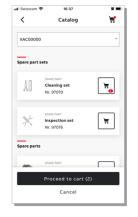
#### Benefit

- ✓ Optimized load response behavior
- ✓ IMO II & IMO III Compliance
- √ Easy maintenance













# Upcoming product release: CRRMS, tailored solution for local Chinese shipping market

#### Opportunity

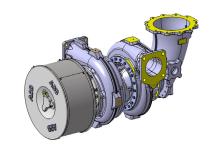
#### China coast and river Emission Control Areas (ECAs)

- Aligning with Chinese government's ambition to decarbonize domestic shipping
- Demand for ~2,000 turbochargers per year
- Stringent emission legislation requires high turbocharger technology
- Revenues potential of ~\$10 m per year

Source: Company information

#### **Product solution**

#### **CRRMS** (release scheduled for 2022)



**Medium Speed turbocharger** for local Chinese shipping applications

#### Value proposition elements

- ✓ Robust and cost-efficient design
- ✓ Local logistic and supply chain concept
- ✓ Supporting high engine power densities
- ✓ Enabler to fulfil latest emission regulations
- High parts commonality with existing products
- **Dedicated service concept** enabled by digital means

Full development in 1.5 years, thanks to parts commonality with existing products



## Upcoming product release: Next generation axial turbochargers, platform-based solution for (Net)-Zero Carbon Fuel applications

#### Opportunity

#### Growth in future (Net-) Zero Carbon fuel solutions

- **Global decarbonization trend** driving demand for (Net-) Zero Carbon fuel solutions such as green Ammonia for Marine and green Hydrogen for Power Generation
- Need for platform-based and adaptable solutions in rapidly evolving transition fuel environment

Source: Company information

#### **Product solution**

#### **Next generation axial** turbochargers (release from 2025 onwards)



Low Speed and Large Medium Speed turbochargers for Marine and Energy

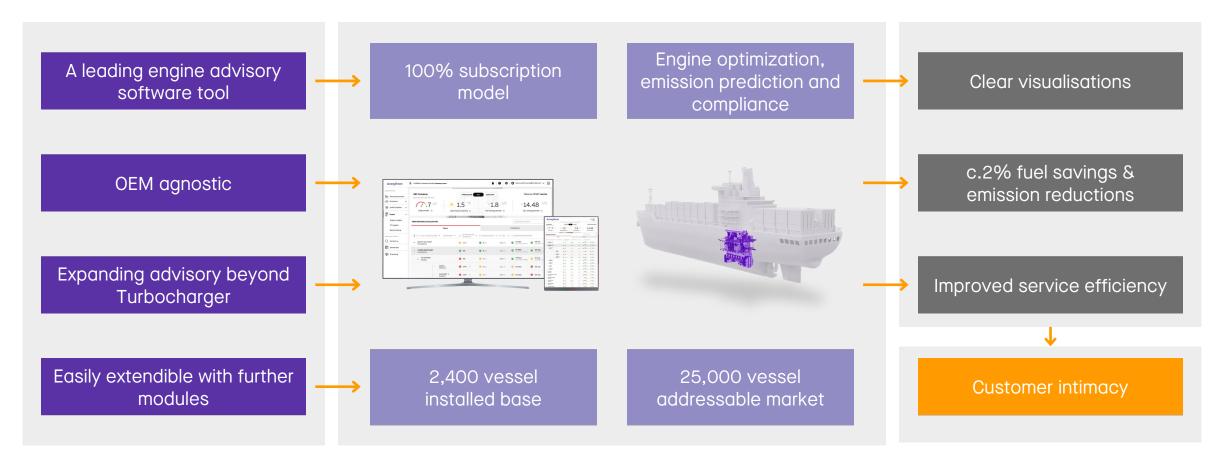
#### Value proposition elements

- ✓ Platform-based design architecture
- ✓ Best-in-class turbocharging efficiency
- ✓ Benchmark in compactness and weight
- ✓ **Digitally connected**; easy & fast overhaul
- ✓ Easy adaptation to different requirements enabling fuel flexibility & coverage of upcoming (Net)-Zero Carbon Fuels

A 2-year core technology development & platform approach significantly shortens traditional 10-year development & ramp-up phase

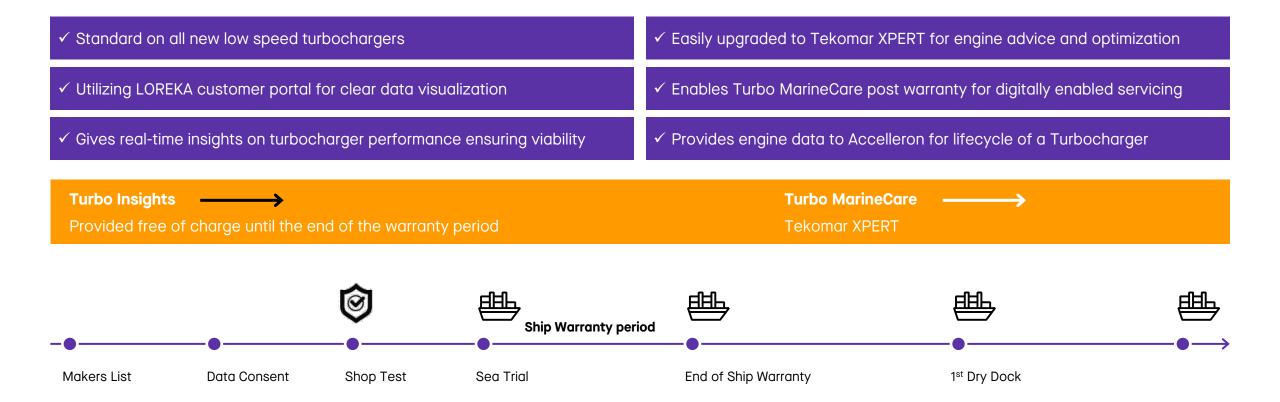


# Tekomar XPERT provides a strong digital service solution to enhance customer offering





# Turbo Insights: the key bridge to lifetime digitalization around the Turbocharger





## Pressure is rising to decarbonize Accelleron's core segments...

#### Corporations are committing to net zero carbon

cargo users Significant









Utilities





Source: Company information



















Accelleron can help customers to achieve their net zero goals through:

- Superior power density
- Fuel efficiency and flexibility
- Engine performance advisory

#### Accelleron is the partner of choice...

... for the world's first carbon neutral liner vessel coming into operation by 2023 and running on green Methanol

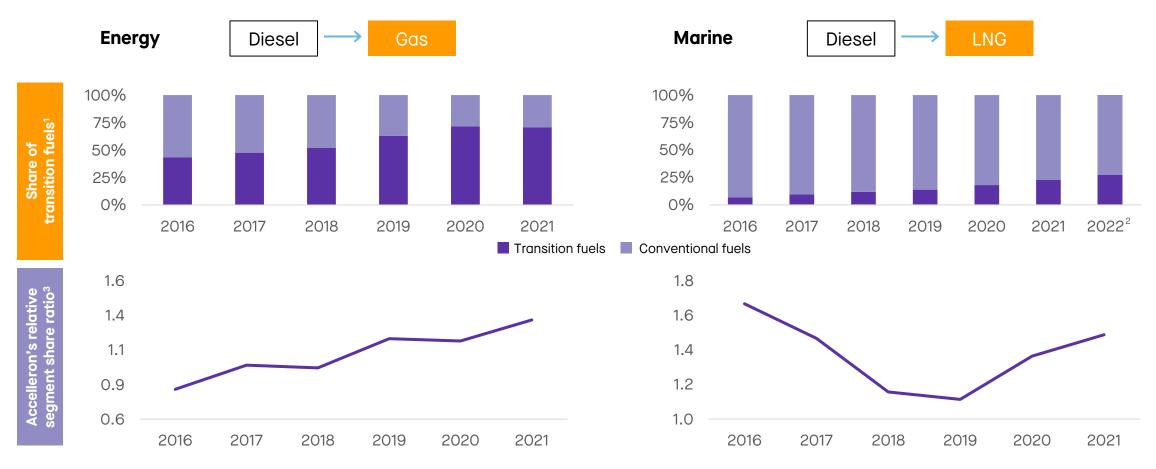
... on 1<sup>st</sup> major container vessel series running on green Methanol for Auxiliary engines

... on 1st newbuild Methanol-fueled Wärtsilä engines for an Offshore Wind Installation Vessel





## ... and we are the partner of choice for low carbon fuels to enable this decarbonization



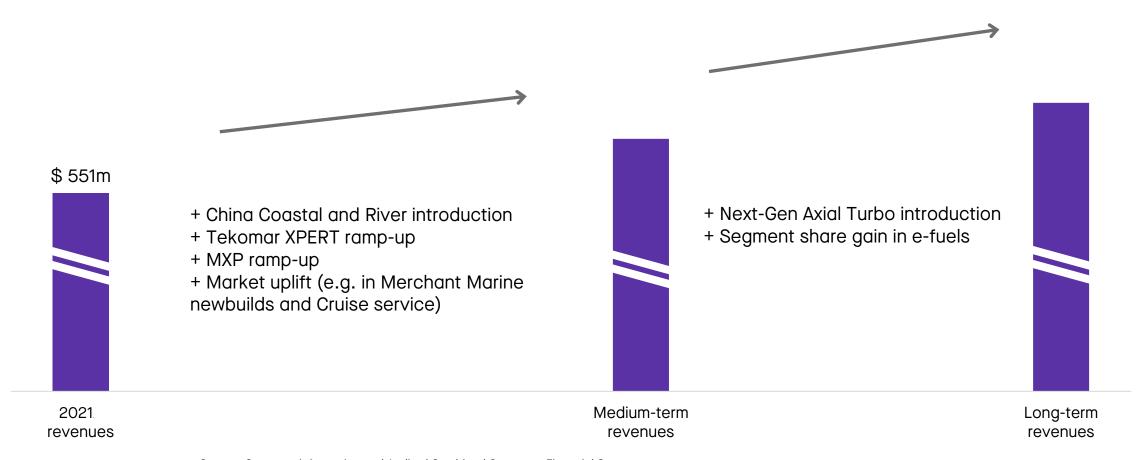
A segment share ratio of above 1.0 indicates Accelleron's share in transition fuel engines is greater than its share in the broader market

Source: Third party analysis and Company information

- Based on produced engines output
- 2022 based on Low Speed only
- Accelleron segment share in transition fuels / total Accelleron segment share



# Vision for Medium & Low Speed: Changing industry landscape leading to significant growth opportunity





High Speed



# The industries we serve with our High Speed products

**Energy** 



Gas fuelled applications

Marine



**Off-Highway** 



Diesel fuelled applications



#### Favorable market drivers

#### Market growth drivers

- Increasing electricity demand
- Power density increase
- Efficiency increase
- Energy transition to CO<sub>2</sub> neutrality

#### **Impact of Energy Transition**

- Increasing demand for balancing power
- Increasing total cost of fuel
- Increasing portfolio of fuels
- Gas as transition fuel

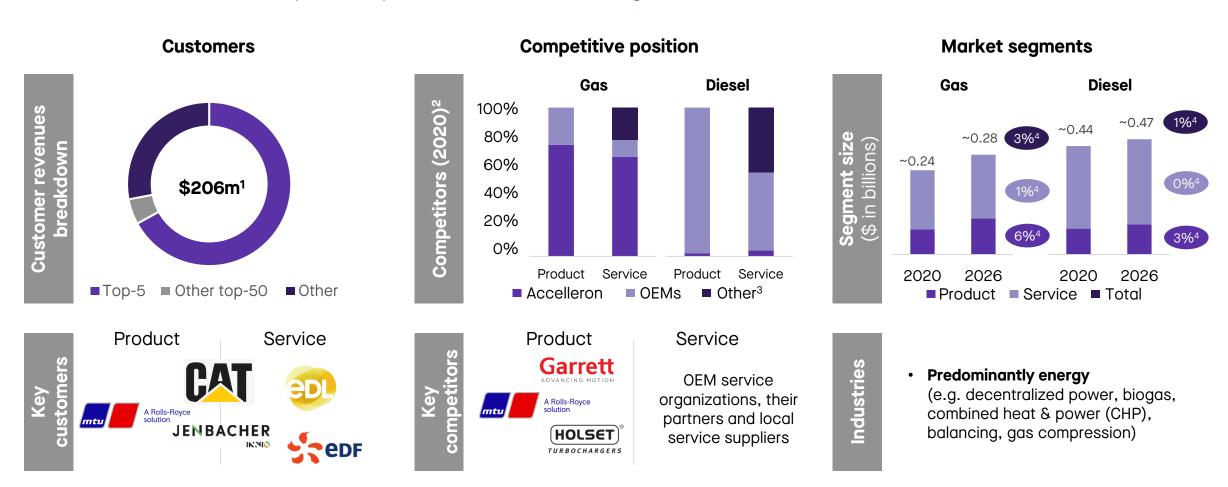
# Accelleron is well positioned to deliver solutions for the future

- ✓ High pressure ratio to increase power density
  - → Reduction of CAPEX / kW
- ✓ High efficiency to reduce fuel consumption
  - → Reduction of OPEX / kWh
  - → Reduction of emissions
- ✓ High performance for operational flexibility
  - → Fuel flexibility
  - → Running CO<sub>2</sub> neutral fuels today



# Division High Speed

#### Customer overview, competitive position and market segments



Source: Company information, Company internal estimates, third party analysis and Audited Combined Carve-out Financial Statements

- 2021 revenues
- Based on 2020 revenues
- Includes 3rd party service providers
- 4. Expected FY20 FY26 market CAGR



# A comprehensive portfolio of products to cover all heavy-duty applications



Source: Company information, Company internal estimates and third party analysis

Note: Power range refers to a single turbocharger and both axial and radial setup where applicable

- 1. Cumulative volume until end of 2021
- 2. In High Speed Off Highway Market. Includes mining, construction, agriculture and industrial



## Overview of product pipeline

#### **Description / Application Value Proposition Elements Product** ✓ TPX peak pressure ratio ~30% higher than current similar turbochargers Current product: TPX ✓ **20% increased engine power density** – 16% lower Mainly used for EPG<sup>1</sup> stand-by space requirement and 30% lower weight applications ✓ Lower CAPEX per kW (launched in 2020) **High Speed Diesel** ✓ Best-in-class performance Future product: A101-R A101-R ✓ Dedicated to cyclical diesel applications For larger multipurpose High Speed (final validation) diesel engines √ Tailored to various applications A200-H ✓ At least 5% improvement on competition's peak pressure ratio and peak efficiency Future product: A200-H **High Speed Gas** √ Higher engine power density and lower capex per Next generation single-stage turbochargers for High Speed gas kW engines in energy applications (commercial launch √ Lower fuel consumption per kWh in 12-18 months)



# High Speed Engines running today on future fuels

#### Selected applications

#### High Hydrogen (H<sub>2</sub>) Blend

- √ 10 years of experience
- √ 9 engines with 18 turbochargers
- √ 1,600,000 running hours
- √ H₂ blend rate > 50%
- ✓ Industrial application
- ✓ Reliable operations

#### 100% Natural Gas - 100% H<sub>2</sub>

- ✓ First 1 MW engine capable to run on 100% H<sub>2</sub>
- ✓ Full flexibility from 0% to 100% H<sub>2</sub>

#### Biogas

- ✓ Several thousand engines with Accelleron turbochargers in operations for more than 10 years
- ✓ Sources of gas include: organic waste, organic material, wastewater treatment, farms



Source: Company information

#### Accelleron is ready for future fuel solutions already today

- In 2020 Accelleron supplied a turbocharger for the first 100% Hydrogen fuelled MW industrial scale reciprocating engine by INNIO / Jenbacher
- Accelleron has >1,600,000 running hours of experience in working with hydrogen blends beyond 50%

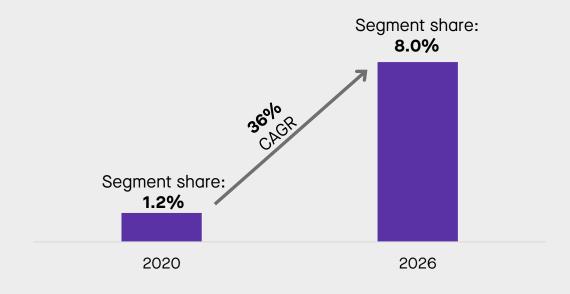


# Opportunity to grow our market position in High Speed diesel with a dedicated product portfolio

- ✓ The rising total cost of fuel is driving need for efficiency
- ✓ Next level turbocharger performance required to keep engines competitive (power density)
- ✓ While ICE will continue be prevalent in a fair share
  of applications, the fuel of choice will expand
- Current turbocharger market players face disruption in their on-highway core market

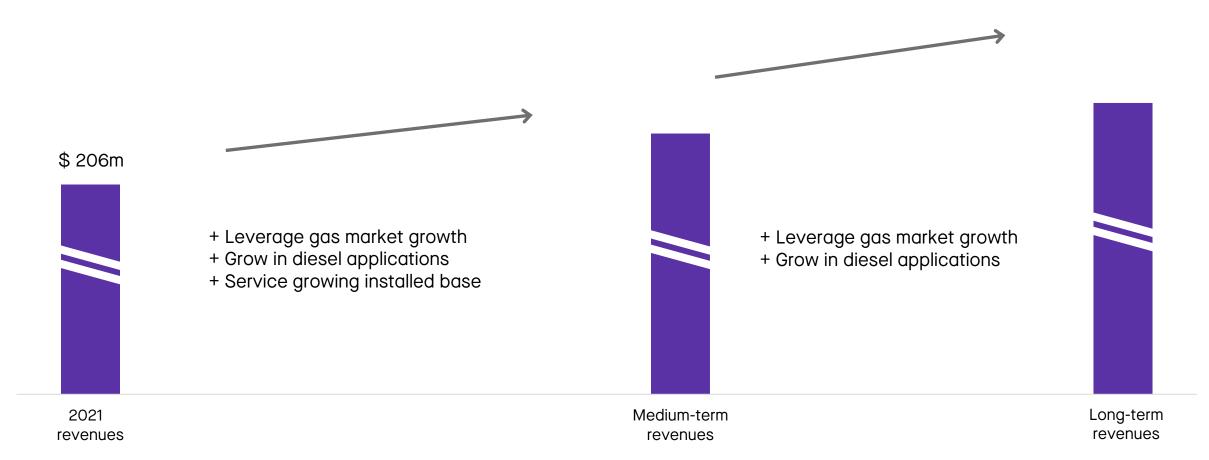
Accelleron share in High Speed diesel segment

#### Accelleron deliveries(1)





# Vision for High Speed: We expect to excel in the market with outsized growth through our initiatives





# 05.03

Service

Market leading global service business with highly attractive customer value proposition

Steadily growing installed base

Exclusive "full cover" service model

High customer loyalty with frequent engagement

Recurring revenues demonstrating resilience & predictability



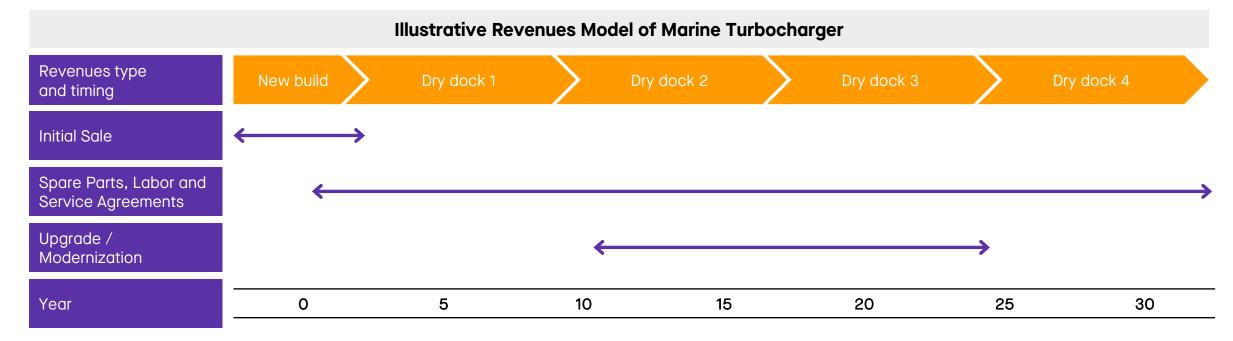
## Accelleron provides the best lifecycle support to its customers



There are many opportunities to generate revenues streams with a Turbocharger, from inception, to routine maintenance and upgrades / modifications



New service business models enabled by digitalization provide further opportunities to entrench Accelleron with the end users and engine builders

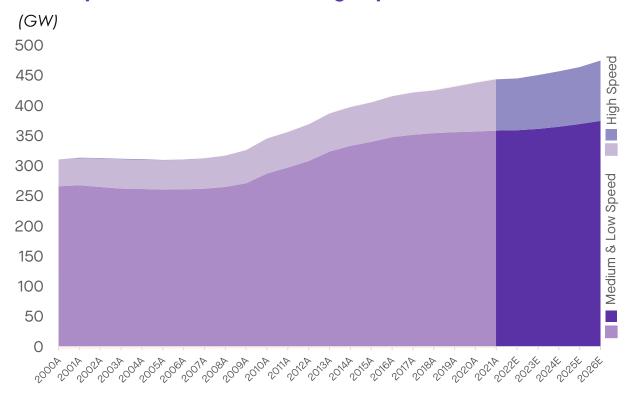




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# Continuously growing installed base securing service business with further potential for growth

#### Development of Accelleron charged power



- Assumed lifetime<sup>1</sup>:
  - Medium & Low Speed: ~25 years
  - High Speed: ~15 years
- Continuous growth of charged power
- Accelleron charged power in GW is expected to grow with a ~1% CAGR<sup>2</sup>
- **Accelleron Service revenues expected to** outperform the market, benefiting from growth in service agreements

Source: Company information



Average turbocharger age by the end of 2021: High Speed = 6-7 years; Medium & Low Speed = 11-12 years

<sup>2020 - 2026</sup>F

# Our proprietary global service network is continually optimized to changing market demands

45 countries
75 locations

53 countries
109 locations

## We regularly assess suitability of sites based on:

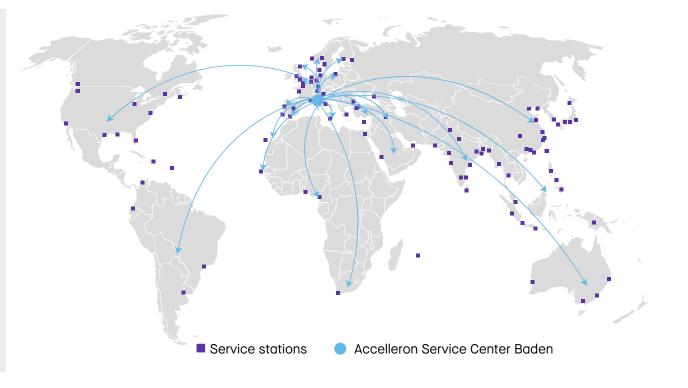
- Customer proximity
- Business opportunities
- Changing markets



>500 highly trained service engineers



>200 dedicated service sales experts





# Our service excellence is enhanced by Accelleron Service Center Baden



## 98% on-time delivery

## Shipping statistics yearly:

- √ 23,000 shipments
- √ 100,000 orderlines
- √ 2,100 tons of material sent
- √ 4,600 same day deliveries



## Within 48 hours at every airport

### **Warehouse & logistics:**

- √ 15,000 components on stock
- √ 180,000 turbocharger installed base
- √ ~10,000 different specifications
- ✓ On-call team 24/7



## **Continuous innovation**

#### **Investments:**

- ✓ Automated small parts warehouse
- ✓ Additive manufacturing
- ✓ Automated order processing
- ✓ Further process automation

## Reasons for having a central spare parts center in Baden

Source: Company information



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Proximity to factory



Excellent logistics capabilities



Highly efficient operational set-up



Constantly moving equipment



# Accelleron's service evolution from a classic spare parts business to a smartly enabled, "availability as a service" model



## **Availability as a service**

"Smartly Enabled Services" **Turbo SmartCare Turbo MarineCare** 

- Individual optimization of turbocharger maintenance, performance and customer experience
- Customer benefits:
  - ✓ Financial predictability
  - ✓ Easy budgeting
  - Peace of mind
  - ✓ Clarity on real-time equipment health



Source: Company information

## Classic spare parts business

#### "Parts & labor"

7 5

75

- × Non-committing
  - Customer responsible for service

Reactive

### **Maintenance management** agreements (MMA)

#### "Contractual servicing"

- ✓ Easy planning & budgeting supported
- × Non-committing

#### Planned maintenance

# agreements

**Committing service** 

"Keep it up and running" **Turbo LifecycleCare Turbo UptimeCare** 

- Accelleron responsible for care
- Customer benefits:
  - √ Financial predictability
  - ✓ Easy budgeting
  - ✓ Peace of mind

Proactive: from preventive to predictive

Expanding service scope

Increasing differentiation potential



# Turbo MarineCare provides digitally enhanced service for merchant marine

#### **Benefits for customers**



Financial predictability



Peace of mind



Ease of doing business



Real time equipment health clarity

Daily opportunity costs for a shipowner in case of a break-down are \$35k-\$100k depending on the ship type<sup>1</sup>

#### **Benefits for Accelleron**



Closer customer relationships



Improved lifetime revenues



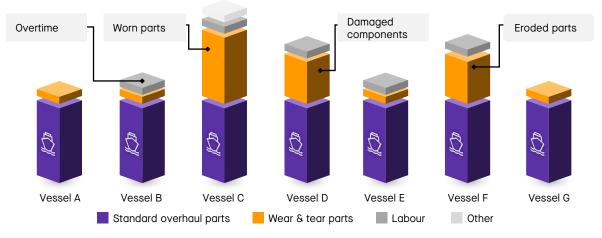
Further digital penetration to unlock

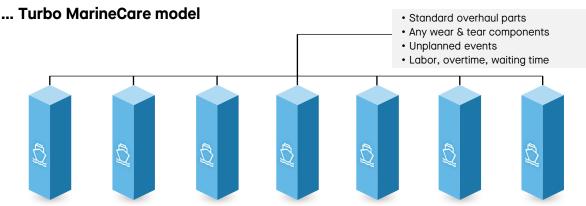


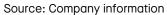
Deeper insights on operational data

## Relative lifetime cost of turbocharger ownership with...

#### ... traditional business model

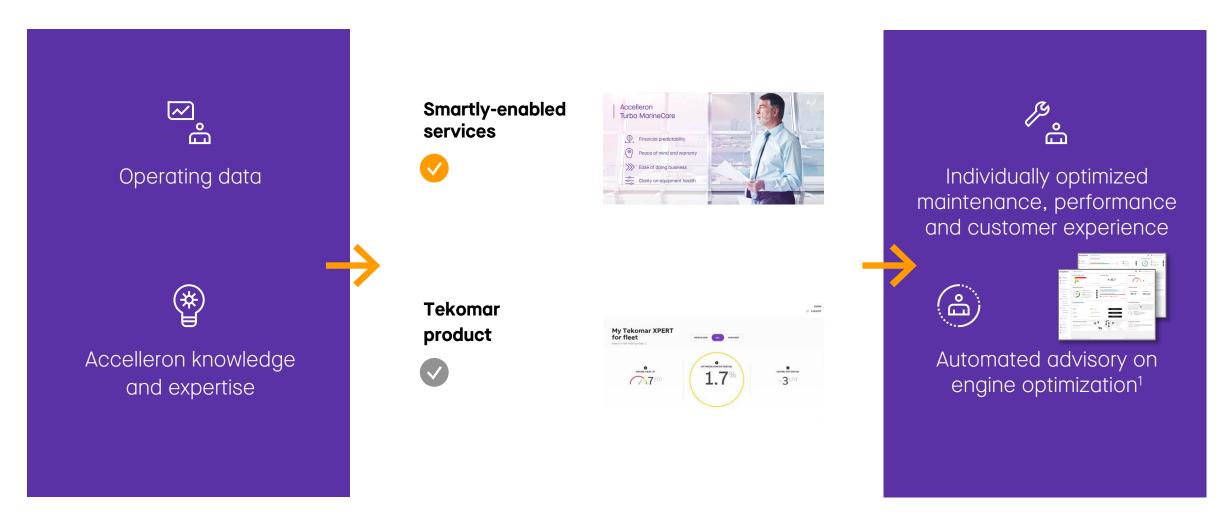


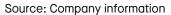




<sup>1.</sup> Based on a range of charter rates for different size vessels; from mid-sized bulk carrier to large container ships

# Smartly-enabled Engine, Advisory, and Turbocharging Services





<sup>1.</sup> LOREKA is a customer portal tool covering TC service + Tekomar XPERT enabling enhanced customer experience



# Developing the upgrade business to support decarbonization

# **Key upgrade benefits**



Reduce engine and TC¹ component wear



Reduce fuel consumption, lower emissions



Remove load limitation, more power output

### Tangible real-world benefits - ferry vessel case study<sup>2</sup>



Investment cost of \$800,000 per vessel



Expected annual fuel savings of \$ 200,000



1,400 tons CO<sub>2</sub> reduction per year, equivalent to >22,000 trees planted every year



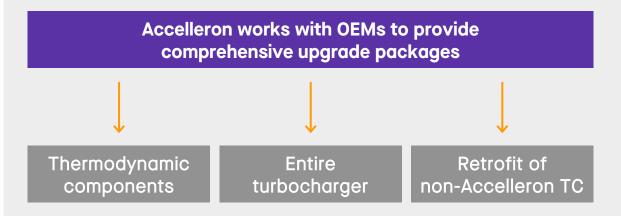
Return on investment in less than four years

Source: Company information

- 1. TC = turbocharger
- 2. Calculations are based on a normalized fuel price environment
- 3. CII stands for Carbon Intensity Indicator regulation framework
- I. EEXI stands for Energy Efficiency Existing Ships regulation

## **Regulatory impact**

- Regulatory and social pressure towards decarbonization in shipping industry (CII<sup>3</sup>, EEXI<sup>4</sup>) is continuously increasing
- The need for upgrades in the marine industry is increasing, Accelleron is well positioned:
  - Cooperation with OEMs
  - Capability to provide complete solution directly to end user, including certification





# Further initiatives to propel Accelleron's highly profitable service business

# ervicing

#### The opportunity:

Service of non-Accelleron turbochargers thanks to our extensive service network

#### The benefits:

- ✓ Single point of service for a turbocharger
- ✓ Increase of installed base
- ✓ Utilize our well-established Service organization and well-trained people

#### **Strategy:**

- ✓ Focus on loyal customers with mixed fleets
- ✓ Attract further customers with the offering to increase covered installed base

#### The opportunity:

Service entire fleets, rather than single turbochargers

>1,400 ship management companies (SMC) >40,000 vessels

#### The benefits:

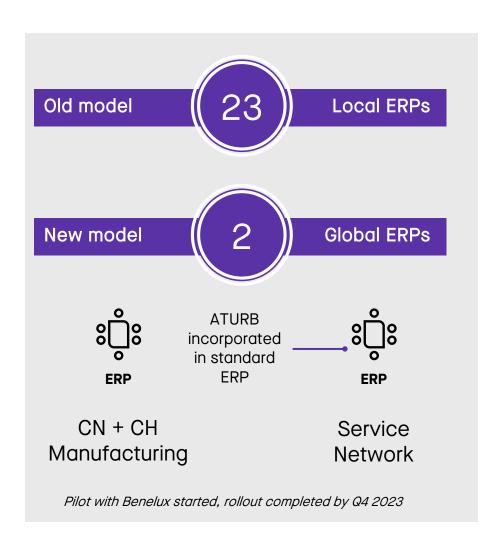
- ✓ Optimize business communications and reduce administrational efforts for both Accelleron and a customer
- ✓ Tailored service agreements
- ✓ Maximize value by combining with other offerings (service of non-Accelleron turbochargers, Tekomar)

#### **Strategy:**

- ✓ Dedicated offering for channel ship management companies
- ✓ Retain and increase market penetration in competitive marine industry



# Operational efficiency through implementation of a global ERP system



#### Characteristics

Benefits for customers

- Global single source of data
- ✓ Improved global collaboration
- Productivity and operational excellence
- Management reporting and transparency

Process standardization and automation



Enhanced inventory transparency

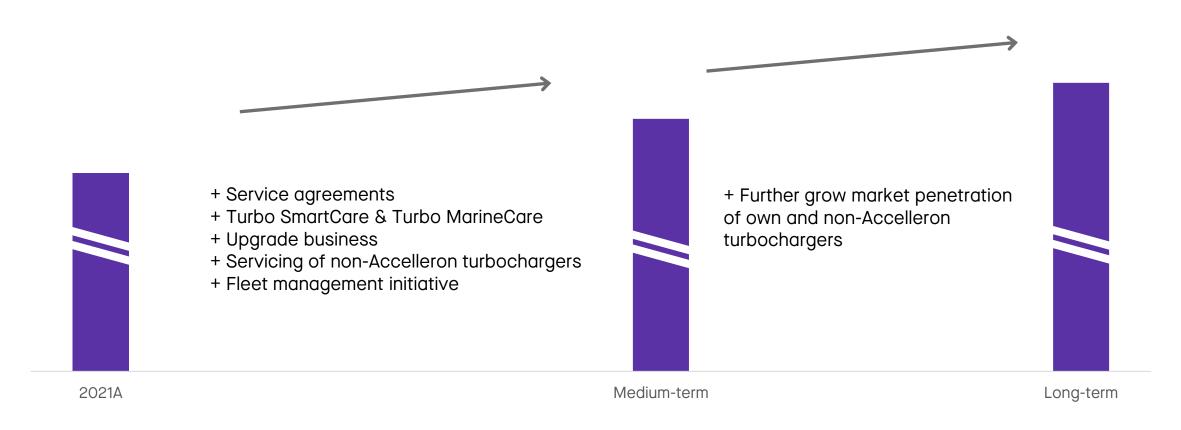


Faster customer order execution and higher service quality





# Vision for Service: Steady growth through continually optimized best-in-class service offering

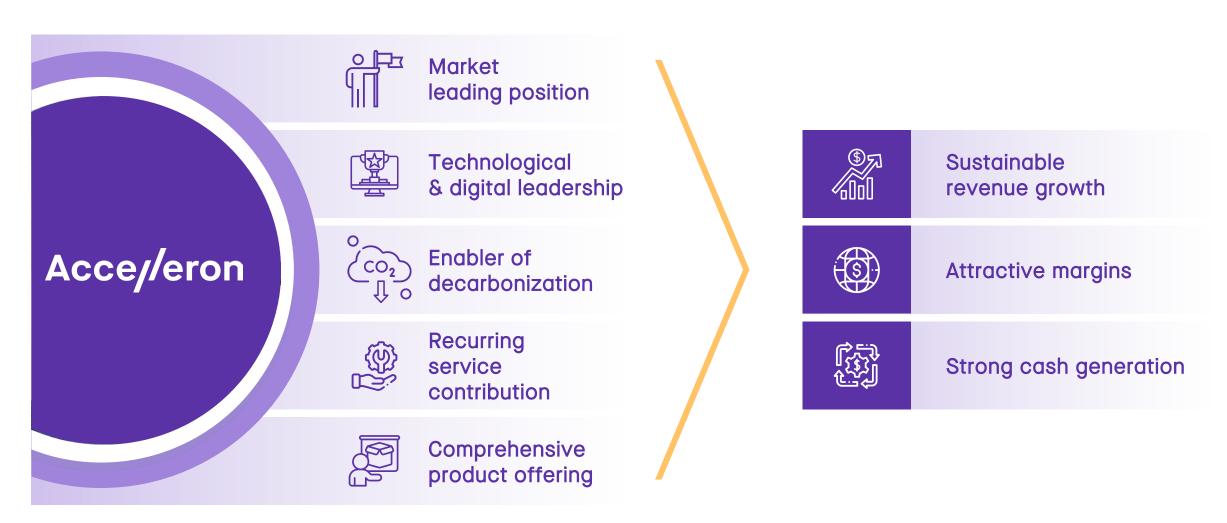




Financials



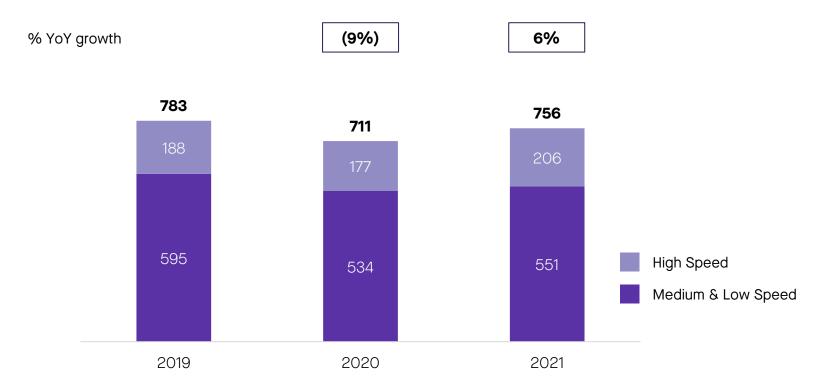
# Compelling investment proposition translating into attractive financial profile





## Revenues and growth

\$ m



## **Highlights**

#### 2020

- Revenues mainly impacted by pandemicdriven weakness in consumer-facing businesses (e.g. cruise)
- Low point middle of the year, with first visible recovery towards end of the year as most industries started to pick up

#### 2021

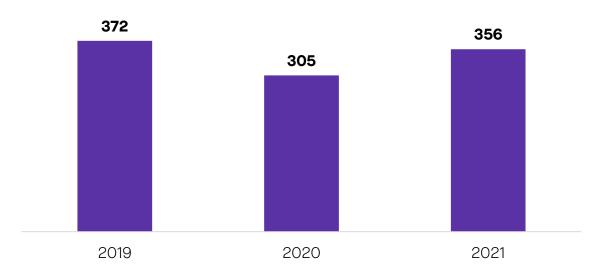
- Continuing recovery, sequentially up
- Medium & Low Speed: Overall volume improved, cruise business not yet normalized
- High Speed: Strong gas compression demand, clearly above pre-pandemic level while power generation slightly up



# Gross profit and margin

\$ m





Source: Audited Combined Carve-out Financial Statements Note: Numbers might not add up due to rounding

## **Highlights**

#### 2020

 Decline driven by lower volume, under absorption of fixed costs and adverse product mix

#### 2021

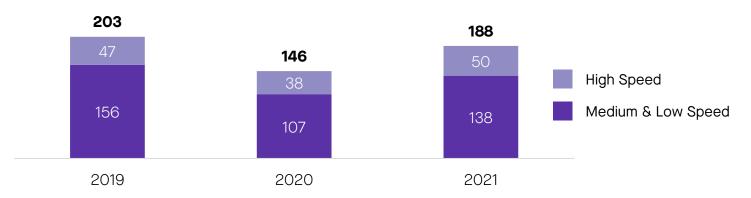
 Operating leverage, leaner cost base and better product mix supporting swift margin recovery to pre-pandemic level



## Operational EBIT and margin<sup>1</sup>

\$ m

Group margin	25.9%	20.5%	24.8%
High Speed	24.8%	21.7%	24.1%
Medium & Low Speed	26.2%	20.1%	25.1%



Source: Audited Combined Carve-out Financial Statements Note: Non-U.S. GAAP financial metric, as defined on page 106. Numbers might not add up due to rounding

- Equivalent to operational EBITA margin, as there has been no acquisition-related amortization in 2019, 2020 and 2021
- 2. Referring to Selling, General and Administrative expenses

FY historical financials

Current trading

Outlook

## **Highlights**

#### 2020

- Volume decline could only be partially offset by swift implementation of cost measures
- Medium & Low Speed segment during pandemic more heavily impacted than the High Speed one, largely due to cruise business exposure

#### 2021

- Medium & Low Speed: Robust recovery across most industries/businesses
- High Speed: Reaching pre-pandemic level
- Overall SG&A<sup>2</sup> as % of revenues back to pre-pandemic level, while R&D slightly up in \$ to elevate our innovation leadership



# Strong free cash flow conversion over net income in past 3 years

#### Free cash flow and conversion over net income

2019	2020	2021
159	112	144
21	24	24
9	16	(5)
189	151	163
(23)	(26)	(29)
(5)	0	1
(28)	(25)	(28)
161	126	136
101%	113%	94%
	159 21 9 189 (23) (5) (28) 161	159     112       21     24       9     16       189     151       (23)     (26)       (5)     0       (28)     (25)       161     126

## **Highlights**

#### 2020

- Increase in capital expenditure mainly resulting from real estate investments<sup>2</sup>
- Stringent net working capital management in challenging environment

#### 2021

- Real estate investments<sup>2</sup> main driver for elevated capital expenditure level, project expected to finish in 2022
- Net working capital kept stable in growing scenario, demonstrating strong operational excellence culture

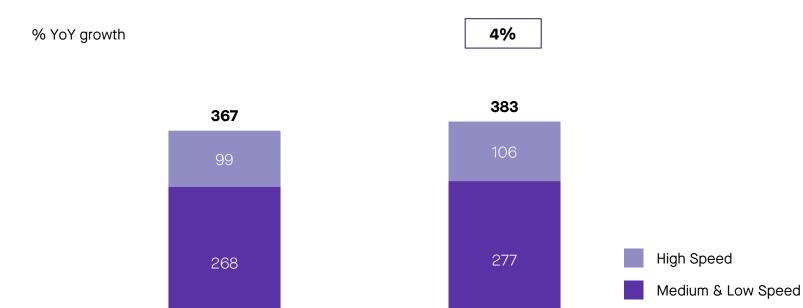
Source: Audited Combined Carve-out Financial Statements

Note: Non-U.S. GAAP financial metric, as defined on page 106. Numbers might not add up due to rounding

- 1. For detailed breakdown, please refer to the "Statements of cash flows" in the Appendix
- 2. Related to the Swiss office facility

## **Revenues and growth**





## **Highlights**

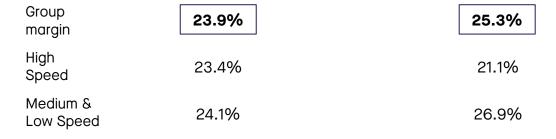
- In H1 2022, revenues grew strongly as a result of increased customer demand and further recovery from the pandemic (+4% in \$ m, +11% on a constant currency basis), combined with favorable pricing dynamics
- The growth at constant currency was partly offset by a strengthening of the US Dollar against almost all major currencies
- Medium & Low Speed: Increase mainly related to strong marine demand in merchant and cruise business, latter further recovering from the pandemic
- High Speed: Strong energy demand related to gas compression business clearly above pre-pandemic levels

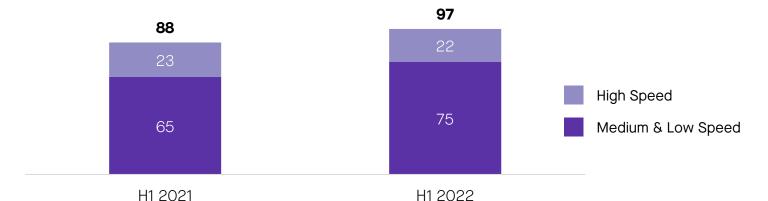
H1 2022

H1 2021

# Operational EBIT and margin<sup>1</sup>

\$ m





Source: Unaudited Condensed Combined Interim Carve-out Financial Statements

Note: Non-U.S. GAAP financial metric, as defined on page 106. Numbers might not add up due to rounding

1. Equivalent to operational EBITA margin, as there has been no acquisition-related amortization in H1 2021 and H1 2022

FY historical financials

Current trading

Outlook

## **Highlights**

- The operational EBIT margin<sup>1</sup> improved by ~130bps in H1 2022, mainly as a result of operating leverage
- Medium & Low Speed: Favorable product mix with a higher share of service revenues further strengthened the operational EBIT margin
- High Speed: A higher share of product revenues resulted in a temporarily lower operational EBIT margin
- Higher transportation costs and inflation of material costs to a large extent offset by pricing adjustments and productivity improvements



### Free cash flow<sup>1,2</sup> and conversion over net income

\$ m	H1 2021	H1 2022
Net income	67	67
Depreciation & amortization	14	12
Change in net working capital and other	(10)	(40)
Net cash provided by operating activities	72	39
Capital expenditure	(11)	(16)
Other	2	3
Net cash used in investing activities <sup>2</sup>	(9)	(12)
Total free cash flow <sup>1,2</sup>	63	26
% conversion over net income <sup>1,2</sup>	93%	39%

• Oth

FY historical financials Current trading

g Outlook

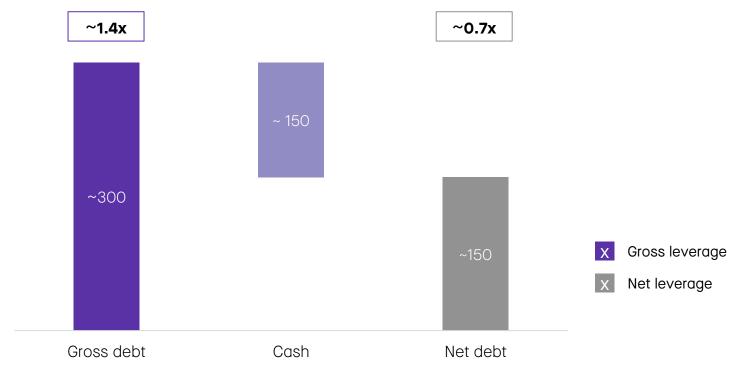
## **Highlights**

- Inventory build up mainly driven by overall longer conversion cycles due to unplanned longer lead times within supply chain respectively recurrence of missing parts
- Capital expenditure increased by roughly \$5m mainly due to investments in the Swiss office facility
- Other free cash flow items were broadly in line with previous half-year

Source: Unaudited Condensed Combined Interim Carve-out Financial Statements Note: Numbers might not add up due to rounding

- 1. Non-U.S. GAAP financial metric, as defined on page 106
- 2. Excluding 'Changes in financing receivables'

\$ m



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

1. Corresponding to \$218m. Non-U.S. GAAP financial metric, as defined on page 106

Outlook

## **Highlights**

- Target net leverage at spin-off intended to provide Accelleron with a solid capital structure, whilst allowing adequate flexibility for future growth
- Net debt defined as interest-bearing liabilities (including finance lease liabilities) net of cash and cash equivalents
- Intention to be externally financed on a standalone basis at spin-off



FY historical financials

# Coherent financial framework to deliver attractive total shareholder return

**Dividend** 

returns

- Clear R&D focus on efficiency improvements and decarbonization
- Maintain capital expenditures largely in line with depreciation level

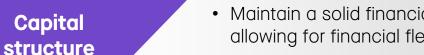
- Committed to attractive dividend policy of 50-70% of reported net income
- Payout of up to 100% of reported net income, if net leverage is below 1.0x operational EBITDA<sup>1</sup>



Inorganic opportunities

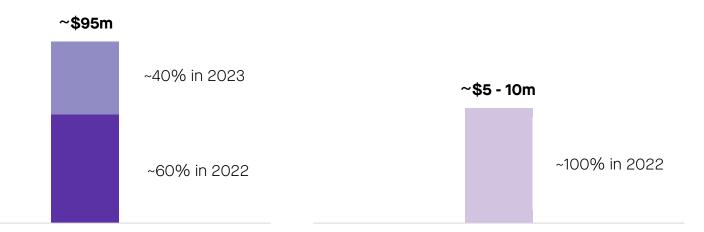
• Strategic fit, complementarity to current business and value creation

- Conservative net leverage corridor
- Maintain a solid financial structure allowing for financial flexibility





**Financial** framework **One-off capital expenditure** 



## **Highlights**

- Total amount of ~\$100 105m, ~60% of the one-off costs and ~100% of the oneoff investments are expected to be incurred in 2022
- One-off costs and investments to be incurred for:
  - IT infrastructure, applications and services
  - Finance operations
  - HR operations
- The impact of these one-off costs will be excluded from the operational EBITA



Source: Company information

	2022	Mid-term <sup>1</sup>
Organic revenues growth <sup>2</sup>	~6%	2-4%
Operational EBITA margin <sup>3</sup>	~24%	23-26%
Operational net income <sup>3,4</sup>	~\$150m	
Free cash flow conversion <sup>3</sup>	60-70%	90-100%
Net leverage <sup>3</sup>	~0.7x <sup>5</sup>	0.5-1.5x
Dividend policy	~\$75m	<ul> <li>If net leverage<sup>3</sup> ≥ 1.0x: 50-70% of reported net income<sup>6</sup></li> <li>If net leverage<sup>3</sup> &lt; 1.0x: Up to 100% of reported net income<sup>6</sup></li> </ul>

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. At constant currency and adjusted for M&A
- 3. Non-U.S. GAAP financial metric, as defined on page 106
- 4. Non-recurring guidance target
- 5. Referring to net leverage at spin-off date
- 6. 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



Transaction overview and concluding remarks



# Key benefits and spin-off transaction structure

# Benefits of the spin-off



Unlock unrealized value by allowing Accelleron to reach full potential as a standalone business by taking advantage of its leading market position



Implementation of Accelleron's own independent growth strategy with an attractive cash generation profile



Continuing to expand its R&D capabilities, focusing on digitalization and decarbonizing its end markets



Empower Accelleron's employees by offering vast potential for professional development and growth



Provide investors with pure play exposure to a Swiss industrial champion

# **Spin-off transaction structure**

- 100% spin-off transaction in the form of dividend in kind
- 1:20 split, i.e. ABB shareholders will receive one Accelleron share for every 20 ABB shares held
- Subject to ABB shareholder approval at EGM and market conditions
- Preparations for spin-off well advanced



# Indicative transaction timeline

July 20, 2022

**August 31, 2022** 

September 7, 2022

September 23, 2022

October 3, 2022

Spin-off announcement

**Capital Markets Day** 

Extraordinary
General Meeting

Listing prospectus publication

Planned spin-off and first trading day of Accelleron at SIX



# Relationship between ABB and Accelleron post spin-off

# **ABB** brand Service agreements **Other**

- Accelleron brand announced on February 15 and in use
- · Limited use of the ABB brand during the transition period
  - Inventory, legacy products, etc.
- Accelleron has already been operating on a broadly standalone basis, including its global service network
- TSAs<sup>1</sup> expected in limited areas throughout 2022 and partly 2023, such as IT, finance and HR

Board of Accelleron will be fully independent from ABB



# In summary: Why to invest in Accelleron

## **Accelleron's competitive strength**

- Market leader
- Global service footprint
- Cutting edge technology
- Operational excellence
- Attractive financial profile with resilient margins and strong cash flow

## **Future-proof positioning**

- Resilient end markets
- Core enabler of decarbonization
- Leader in fuel transition
- At the forefront of innovation

## **Our growth strategy**

- Increase segment share in our core markets
- Expand business offering into adjacent areas
- Further grow lifetime service offering
- Increase digital scope and facilitate customer energy transition



# Appendix



# Accelleron's key markets are marine, energy and rail







	Marine	Energy	Rail	
Exemplary applications	Engines used for vessel propulsion and on- board electric power supply	Engines used for continuous, standby and backup power sources, as well as well drilling, servicing, pump stations and gas compression	Engines used for motorization of railways	
Exemplary use cases	<ul><li>Container ships</li><li>Cruise ships</li><li>Oil &amp; gas rigs</li></ul>	<ul> <li>Local power supply on islands</li> <li>Backup capacity for renewable energies</li> <li>Oil &amp; gas well drilling and transportation pipelines</li> </ul>	<ul><li>Cargo trains</li><li>Passenger trains</li></ul>	
% Accelleron revenue	~53%	~43%	~2%	



# Marine applications for turbochargers



Туре	Propulsion	Propulsion and aux	kiliary power supply		Coastal and inland propulsion	d vessels	Stationary power supply	Propulsion and au	xiliary power supply		
Application description	2-stroke engines directly powering the propeller	3-6 auxiliary engines on cargo vessels	4-stroke diesel- electric engines (propulsion and electric power; typically, multiple engines/ gensets on a cruise ship²)	4-stroke diesel- electric engines (propulsion and electric power)	Propulsion of cargo transportation on inland waterways	Propulsion of small- to medium-sized cargo vessels	Baseload power for hotel electric power and operation of upstream machinery	Propulsion and auxiliary for ships to support, construct, maintain	Propulsion and auxiliary supply for naval ships	Propulsion and auxiliary supply for yachts	Propulsion and auxiliary for small fishery and leisure boats
Exemplary applications	<ul><li>Large bulkers</li><li>Tankers</li><li>Container ships</li></ul>	Cooling freight     Electric power for machinery equipment like aftertreatment , thrusters, blowers	Ferries (sea and inland)     Cruise ships	<ul><li>Tugboats</li><li>Icebreakers</li><li>Dredges</li></ul>	River cargo vessels	Cargo vessels in coastal areas/ short sea distance	<ul><li>Fixed rigs</li><li>Floating rigs</li><li>Moored rigs</li></ul>	Offshore construction vessels     Platform supply vessels	Cruisers     Destroyers	Superyachts	Small leisure boats     Small fishery ships
Single engine size	~8-80 MW	~2-10 MW	~3-20 MW	~2-12 MW	~2-12 MW	~3-12 MW	~3-10 MW	~3-12 MW	~2-15 MW	~2-15 MW	~0.5-2 MW
Prevailing engine type <sup>1</sup>	L M H	L M H	L M H	L M H	L M H	L M H	L M H	L M H	L M H	L M H	L M H
Hours of operation p.a. (utilization)	~8,000 (~90%)	~4,000-5,000 (~50%)	~8,000 (~90%)	~2,500-5,000 (30-50%)	~7,000 (80%)	~5,000-8,000 (50-80%)	>8,000 (~99%)	~7,000 (~80%)	High vo	ariability depending c	n vessel

Accelleron's core end markets

Source: Company information, third party analysis

for use cases possible

1. Only engine types representing majority of market shown, other engine types 2. A cruise ship can have up to ~95MW of engine power installed



# Electrical power generation (EPG) applications for turbochargers

# 

Туре	Prime/ continuous power source			Standby (peak) power	Standby (peak) power source		Emergency power source		
Application description	Power plants running on internal combustion engines (gas/ diesel) to provide electricity where other sources are not available (incl. self-sufficient power supply in remote locations, often without chance for grid connectivity)			Gas power plants to provide electricity to either support (instable) grid or to provide flexibility as renewables backup during peak demand/ when renewables are not able to fully serve			Generators guaranteeing uptime in critical infrastructure and on industrial sites in case of power outages with need for rapid dispatch time		
Exemplary applications	<ul> <li>Baseload power plants, e.g., in emerging markets with weak energy infrastructure</li> <li>Remote/ off-grid power generation, e.g., on islands, industrial use cases (e.g., mining, partly semi-temporary)</li> </ul>			<ul> <li>Peak load stabilization in (unstable) grids, e.g., in emerging markets with weak energy infrastructure</li> <li>Backup capacity for renewable energy, e.g., for wind, solar power plants</li> </ul>			Backup power source, e.g., for data centers, hospitals     Nuclear power plant backup for control center, safety mechanisms in case of power failure     Small non-stationary gensets		
Single engine size	~0.5-20 MW			~0.5-20 MW		~0.5-12 <sup>2</sup> MW			
Prevailing engine type <sup>1</sup>	L	М	Н	L	М	Н	L	М	н
Hours of operation p.a. (utilization)	~5,000 (~55-60%)		~2,000 (~20-25%)		<500 (~1.5%)				

Accelleron's core end markets

Source: Company information, third party analysis

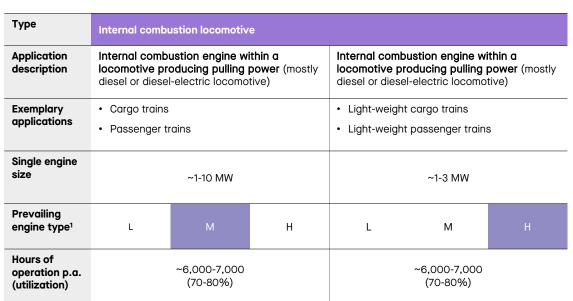
- 1. Only engine types representing majority of market shown, other engine types for use cases possible
- 2. Nuclear power plants with backup engines up to 12MW; backups for data centers, hospitals in range of ~0.5-2MW

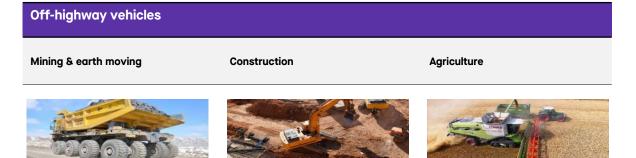


# Other application areas for turbochargers





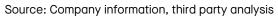




ICE powered drive and auxiliary systems									
4-stroke diesel engines to power drive and enable e.g. heavy alternating operations			4-stroke diesel engines to power drive and auxiliary systems			4-stroke diesel engines to power drive and enable e.g. semi-static operations			
Haul Trucks			Excavato	or		Tractors			
• Dozers	• Dozers			• Graders			Harvesters		
	~0.5-3 MW		~0.5-1.5 MW		~0.5-1 MW				
L	М	Н	L	М	Н	L	М	Н	
	~6,000-7,000 (70-80%)			~6,000-7,000 (70-80%)			~2,500-5,000 (30-50%)		







# Basis of preparation of historical financials



- Financial year ending December 31
- Prepared in accordance with U.S. GAAP
- Reporting currency is US Dollar

Source: Company information

• The presentation contains forward looking statements, subject to change based on known or unknown risks and various other factors



- · Historical cost structure does not factor in additional recurring and one-off costs as listed company
- Historical capital and tax structure not indicative for the financial positions going forward
- External debt, including any interest expense, associated with the debt of the parent which is not directly attributable to the business has been excluded from the combined carve-out financial statements of the business
- The equity of the business represents the net investment of the parent in the business, the parent's historical retained earnings related to the business are included within net parent investment



- · Historical financial information for the years 2019 to 2021 based on Audited Combined Carve-out Financial Statements
- Half-year financial information for H1 2021 and H1 2022 currently subject to auditor review, and therefore may be subject to change



# Basis of preparation of historical financials (cont'd)



- Non-U.S. GAAP financial measures and alternative performance measures are presented as they are used by management in monitoring its business
- Organic revenues growth defined as revenue growth at constant currency and adjusted for M&A
- Operational EBIT represents income from operations excluding, as applicable, restructuring, related and implementation costs, changes in the amount recorded for obligations related to divested businesses occurring after the divestment date, changes in estimates relating to opening balance sheets of acquired businesses, gains and losses from sale of businesses, acquisition- and divestmentrelated expenses and integration costs, certain other non-operational items, as well as foreign exchange/commodity timing differences in income from operations
- Operational EBITA represents Operational EBIT excluding acquisition-related amortization
  - Operational EBITA corresponds to Operational EBIT for the financial years ended December 31, 2021, 2020 and 2019 and for the six months ended June 30, 2022 and 2021 (i.e. there has not been any acquisition-related amortization)
- Operational EBITDA represents Operational EBIT excluding depreciation and amortization
- Operational net income represents net income adjusted for, as applicable, acquisition-related amortization, restructuring, related and implementation costs, changes in the amount recorded for obligations related to divested businesses occurring after the divestment date, changes in estimates relating to opening balance sheets of acquired businesses, gains and losses from sale of businesses, acquisition- and divestment-related expenses and integration costs, certain other non-operational items, as well as foreign exchange/commodity timing differences in income from operations
- Free cash flow is defined as net cash provided by operating activities less net cash used in investing activities. Free cash flow conversion is defined as free cash flow divided by reported net income, expressed as a percentage
- Net leverage is defined as interest-bearing liabilities (including finance leases) net of cash and cash equivalents, divided by last twelve months operational EBITDA



Source: Company information

# Operational EBIT adjustments

## Reconciliation between operational EBIT<sup>1</sup> and income from operations

	2019	2020	2021
Operational EBIT <sup>1</sup>	203	146	188
Employee severance costs	(0)	(8)	(3)
Estimated contract settlement, loss order and other costs	(1)	(1)	(0)
Restructuring and related costs	(2)	(8)	(3)
FX and commodity timing differences	1	(1)	1
Income from operations	201	137	186

Source: Audited Combined Carve-out Financial Statements

Note: Numbers might not add up due to rounding.

1. Equivalent to operational EBITA, as there has been no acquisition-related amortization in 2019, 2020 and 2021

## **Highlights**

- Restructuring costs mainly related to:
  - The **Footprint 2020 program:** only affecting 2019, resulting in closing of Klingnau facility and the transfer of its assets and employees to Baden
  - The **OS program:** 2-year program launched in December 2018 in order to simplify Accelleron's business model and structure
  - The IATU re-sizing program, 2020: approved on August 2020 driven by COVID-19 crisis, largely completed end of Q3 2021
- FX and commodity timing differences consist of:
  - Unrealized gains and losses on derivatives (foreign exchange, commodities, embedded derivatives)
  - Realized gains and losses on derivatives where the underlying hedged transaction has not yet been realized
  - Unrealized foreign exchange movements on receivables/payables (and related assets/liabilities)



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# Income statement

\$ m	2019	2020	2021
Revenues	783	711	756
Cost of revenues	(411)	(406)	(401)
Gross profit	372	305	356
Selling, general and administrative expenses	(126)	(119)	(121)
Non-order related research and development expenses	(46)	(48)	(52)
Other income (expense), net	1	(1)	3
Income from operations	201	137	186
Interest and other finance income (expense)	(0)	1	(1)
Non-operational pension cost	(0)	(0)	(0)
Income from operations before income taxes	201	137	184
Income tax expense	(42)	(25)	(40)
Net income	159	112	144
Less: net income attributable to non-controlling interests	(4)	(5)	(6)
Net income attributable to the Parent	155	107	139



# Balance sheet - Assets

2019	2020	2021
3	4	73
157	156	183
11	15	14
172	164	155
8	10	12
350	350	437
133	146	146
22	29	31
7	7	7
3	3	4
6	7	61
1	2	1
171	194	249
521	544	686
	3 157 11 172 8 350 133 22 7 3 6 1 171	3       4         157       156         11       15         172       164         8       10         350       350         133       146         22       29         7       7         3       3         6       7         1       2         171       194



# Balance sheet – Liabilities and equity

\$ m	2019	2020	2021
Accounts payable, trade	62	63	77
Contract liabilities	16	22	23
Current operating lease liabilities	6	7	11
Short-term borrowings and current maturities of long-term debt	-	-	92
Provisions for warranties	24	27	29
Other provisions	5	12	8
Accrued liabilities	37	36	50
Other current liabilities	58	53	47
Total current liabilities	208	220	336
Non-current finance lease liabilities	1	1	1
Non-current operating lease liabilities	16	22	20
Deferred tax liabilities	28	15	16
Other non-current liabilities	10	11	7
Total non-current liabilities	55	50	43
Total liabilities	263	270	379
Net parent investment	172	158	199
Accumulated other comprehensive income	70	95	90
Non-controlling interests	16	21	18
Total equity	258	274	307
Total liabilities and equity	521	544	686



# Statement of cash flows

\$ m	2019	2020	2021
Net income	159	112	144
Adjustments to reconcile net income to net cash			
provided by operating activities:			
Depreciation and amortization	21	24	24
Deferred taxes	1	(15)	(0)
Other	(1)	1	(1)
Changes in operating assets and liabilities:			
Receivables, net	15	(2)	(26)
Contract assets and liabilities	0	3	1
Inventories	(16)	26	4
Accounts payable, trade	(15)	(4)	15
Accrued liabilities	(O)	(4)	14
Provisions, net	(2)	8	(1)
Income taxes payable and receivable	25	4	(4)
Other assets and liabilities, net	0	(1)	(7)
Net cash provided by operating activities	189	151	163
Investing activities:			
Purchases of property, plant and equipment and	(23)	(26)	(29)
intangible assets	(23)	(20)	(29)
Proceeds from sales of property, plant and equipment	0	0	2
Other investing activities	(5)	0	(1)
Net cash used in investing activities	(28)	(25)	(28)



# Statement of cash flows (cont'd)

2019	2020	2021
(5)	(3)	(0)
(158)	(119)	(154)
-	-	92
(1)	(2)	(4)
(O)	(0)	(0)
(165)	(125)	(66)
0	0	(0)
(4)	2	69
7	3	4
3	4	73
-	-	-
16	37	44
	(5) (158)  - (1) (0) (165)  0 (4)  7 3	(5) (3) (119) (119) (- (2) (0) (0) (0) (165) (125) (0) (4) 2 7 3 3 3 4

