



ZKB Swiss Equity Conference

November 8, 2024,
Zurich, Switzerland

Compressors for a Lifetime™

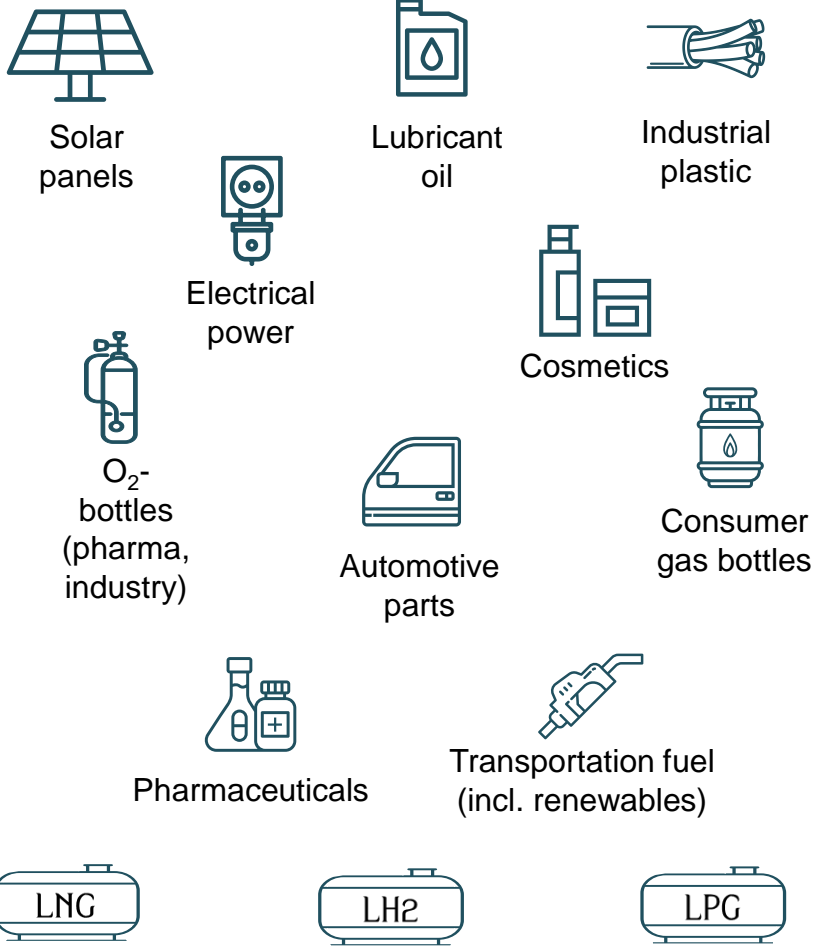
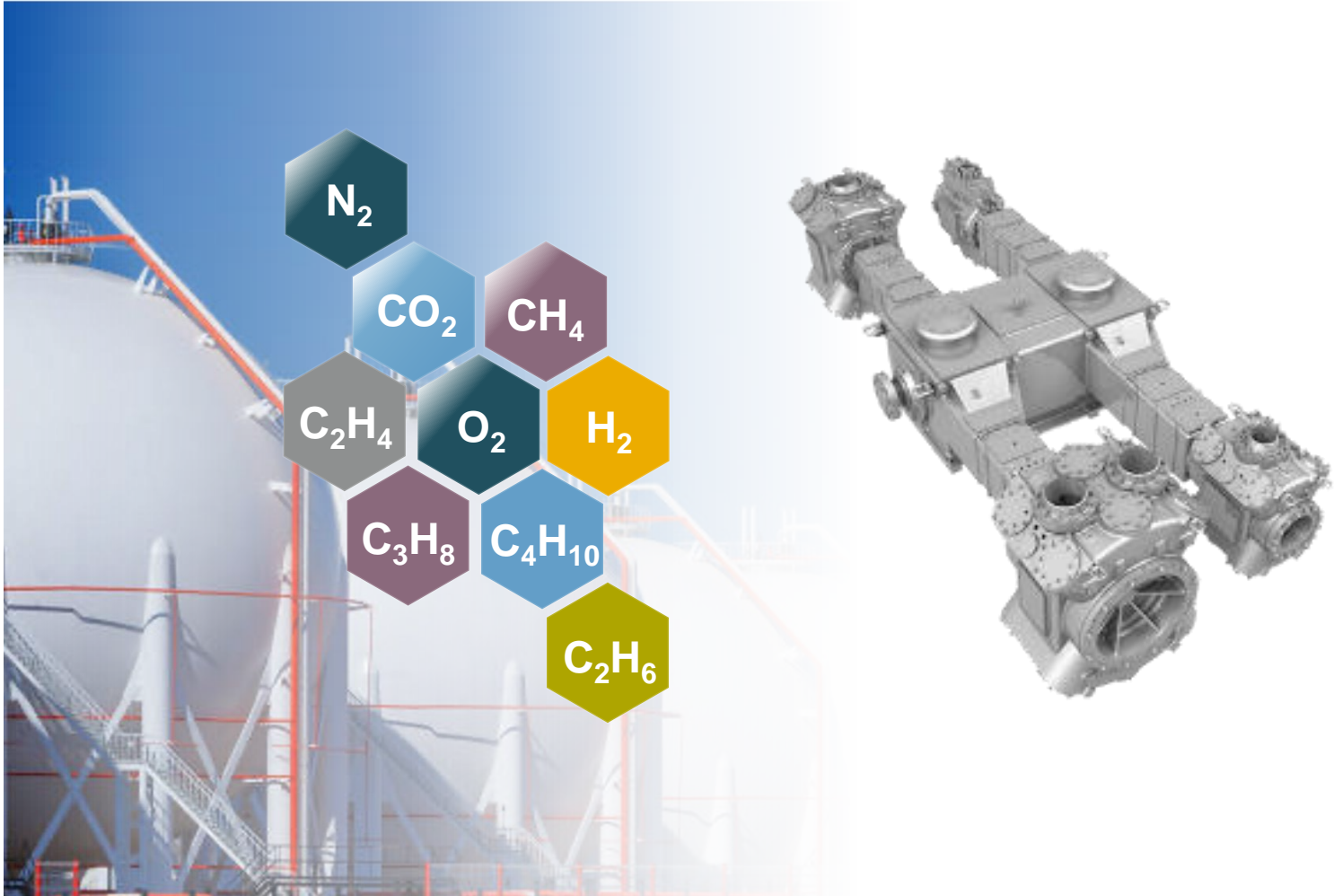


Our purpose is our DNA

Our Purpose

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

Burckhardt Compression solutions make gas usable and transportable for the industry and energy generation



We are wherever gases are compressed



Petrochemical and chemical industry



Gas transport and storage



H₂ mobility and energy



Industrial gas



Refinery



Gas gathering and processing

Systems division

We deliver full compressor package systems



Booster/Primary & Hyper Compressor System at a LDPE production



LNG BOG Management System at a receiving & regasification terminal



Laby®-2K70 Fuel Gas Compressor System for LNG powered container vessels



Laby®-GI Fuel Gas Compressor System for LNG carrier



Large Standard Diaphragm compressor package

Services division

We love to provide services that matter. Hands-on.

Component Solutions



Inhouse design, engineering and production of compressor parts and components with global footprint.

Service Solutions



From preventive maintenance, overhaul and repairs to modernization and upgrade of your compressor systems.

Digital Solutions



Hardware solutions combined with data analysts and compressor experts to increase your uptime.

Technical Support



24/7 around the globe with a network of >400 experts and technicians in our workshops and in the field.

Partnership Solutions



Service agreements, active feedback culture and compressor training in-house or remote.

Close to our customers around the world







 Burckhardt Compression Manufacturing/ Assembly

 Burckhardt Compression Subsidiaries, Associated and Service Centers

Strategy based on four pillars, as detailed at Capital Markets Day in November 2022

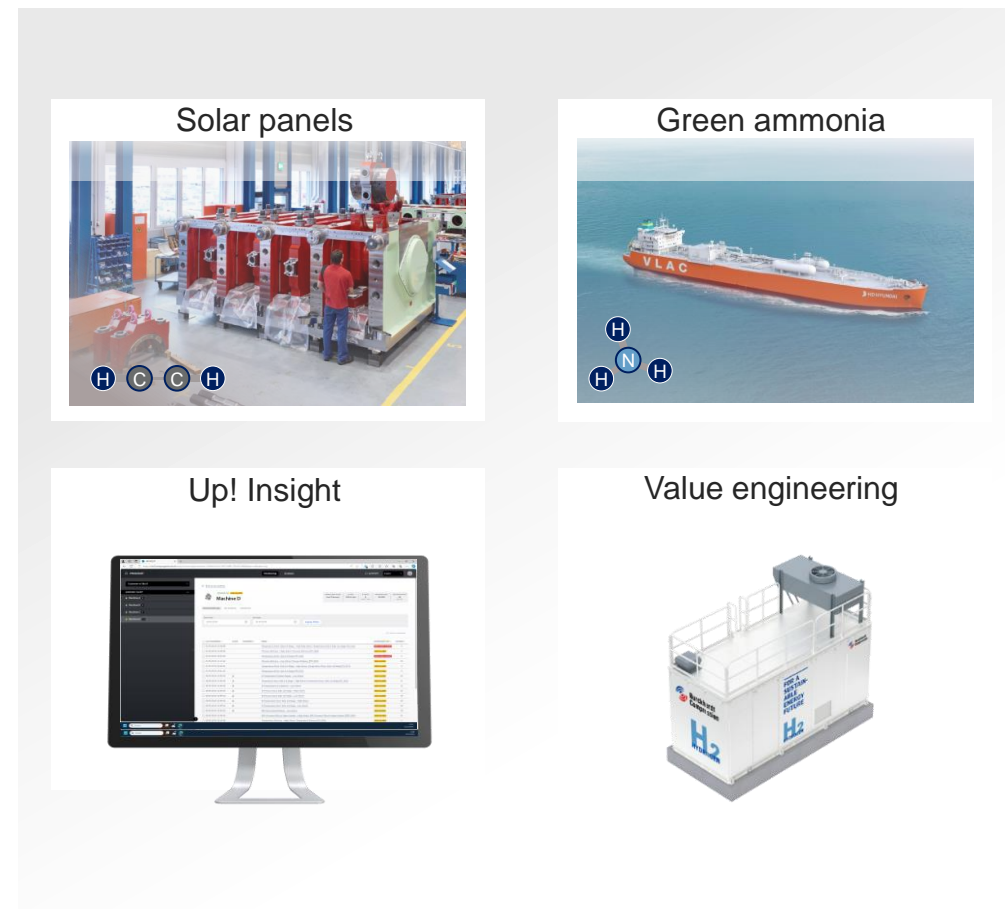
Mid-Range Plan strategic levers – Progress to date

 <h3>Strengthen core business</h3> <ul style="list-style-type: none">Consolidate market share in traditional SYST markets. Focus: China, USA, PCI, LNG, SolarGrow SERV as full-service provider. Focus: coverage of installed base, USA & Marine	 <h3>Operational excellence</h3> <ul style="list-style-type: none">Improve product competitivenessIncrease efficiency via automation and digital processesLeverage current footprint and SG&A	 <h3>Transform/ build new growth avenues</h3> <ul style="list-style-type: none">Develop best combined SYST & SERV offering for Hydrogen Mobility & EnergyDevelop modular suite of digital customer offeringsLeverage potential from internal digitization across functions
 <h3>Enhance business foundations</h3> <ul style="list-style-type: none">Embrace BC purpose and further develop our cultureFurther develop attractive employer brand and customer experienceIncrease sustainability of operations and supply chainStreamline IT and data platform		

Half-year 2024: Strong growth, profitability increase and value creation

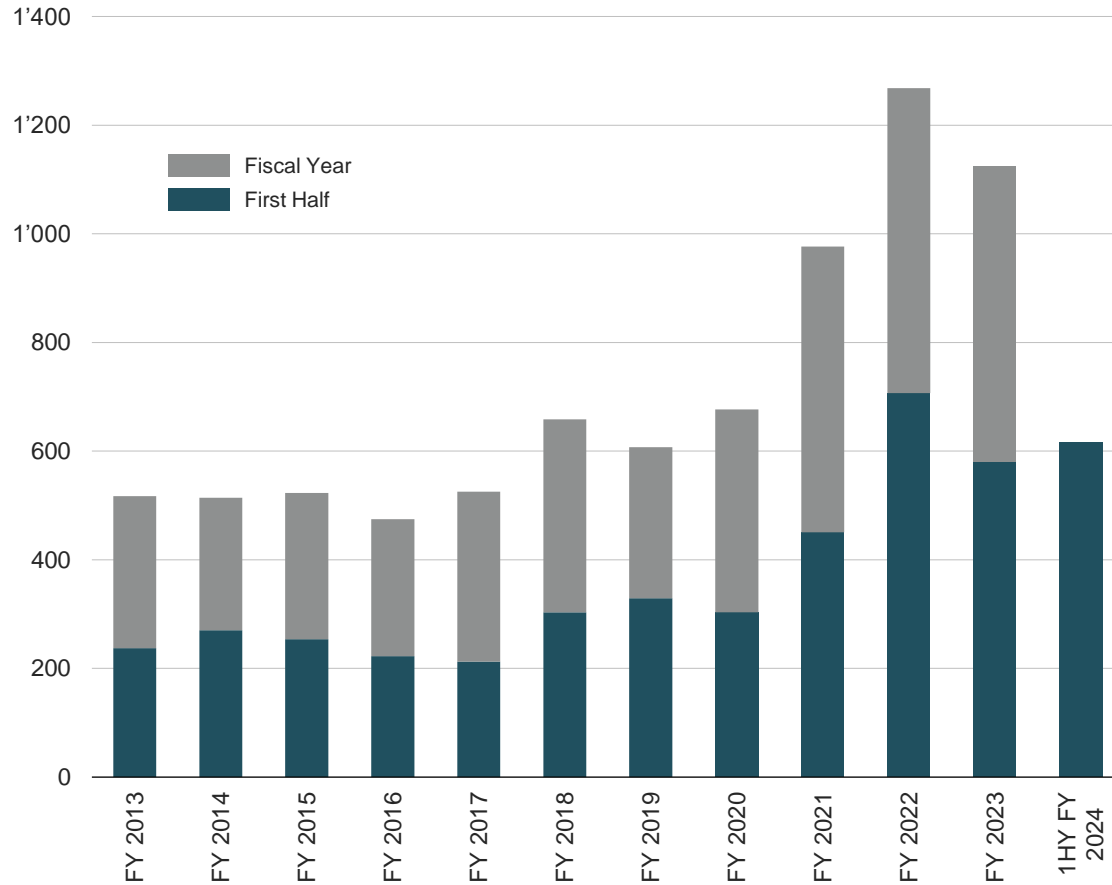
1HY FY 2024 highlights (CHF mn)

Order intake	615.2 (+5.8%)	<ul style="list-style-type: none"> • Overall market growing again • 2nd highest ever half-year, increasing backlog • FX impact of -0.6pp
Sales	436.8 (+7.1%)	<ul style="list-style-type: none"> • Further ramp-up of deliveries in SYST • Moderate growth in SERV • FX impact of -0.6pp
EBIT	51.7 (+15.2%)	<ul style="list-style-type: none"> • Clear margin expansion in both divisions • EBIT margin of 11.8%, +0.8pp vs prior year
Net income	37.2 (+14.8%)	<ul style="list-style-type: none"> • Slightly higher financial expenses • Slightly lower tax rate
RONOA	28.6% (-0.2pp)	<ul style="list-style-type: none"> • Strong value creation thanks to high asset productivity combined with profitability increase
2024 guidance	Ontrack	<ul style="list-style-type: none"> • Sales: CHF 1.0 – 1.1 bn • EBIT margin similar to FY 2023 • Stronger H2 vs H1

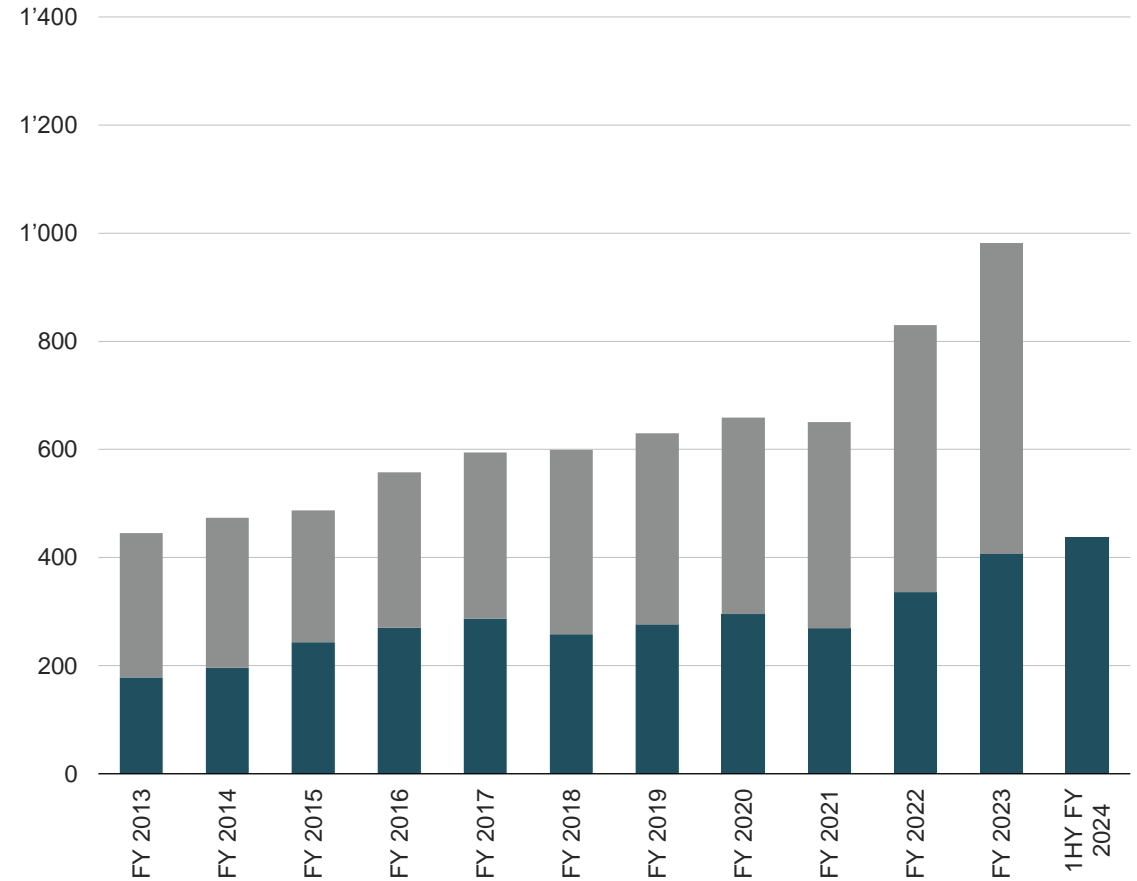


Sales growth continues thanks to strong orders in the past 2 years

Order intake (CHF mn)

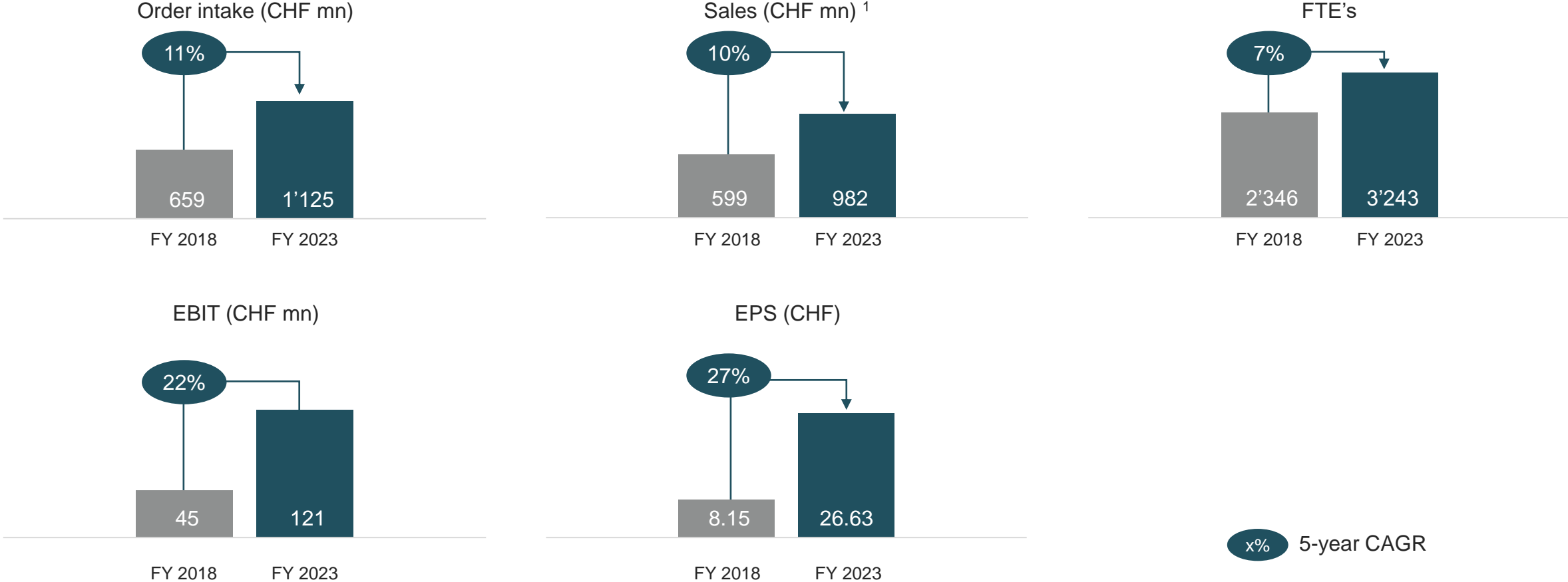


Sales (CHF mn)



Five-year review: Strong growth amid ongoing challenging macro environment highlights the Group's inherent business resilience

Evolution of key indicators: FY 2018 to FY 2023



¹ Sales CAGR of 13% in local currencies

Market dynamics - New energy applications provide new opportunities in all segments

Market trends

BC segments	Trend '24	Conventional applications	Transitional applications	New energy applications ¹
Petrochemical/ Chemical Ind.	→	<ul style="list-style-type: none"> Plastic production from naphtha (PE, PP, LPDE...) 	<ul style="list-style-type: none"> Plastic production from recycled monomer 	<ul style="list-style-type: none"> EVA production for solar panels
Gas Transport & Storage	→	<ul style="list-style-type: none"> Natural gas pipeline Grey hydrogen pipelines LPG tankers 	<ul style="list-style-type: none"> LNG-fueled ships, tankers & import terminals CNG-gas stations 	<ul style="list-style-type: none"> Green H₂ & ammonia storage Syngas transp. & storage (incl. LNG)
H ₂ mobility & energy	→	<ul style="list-style-type: none"> n/a 	<ul style="list-style-type: none"> Blue hydrogen applications 	<ul style="list-style-type: none"> Green hydrogen applications (liquef., pipelines, filling stations) Green ammonia product./cracking
Industrial Gas	→	<ul style="list-style-type: none"> Compression of non-organic gases for various applications (Oxygen, Helium, air...) 	<ul style="list-style-type: none"> n/a 	<ul style="list-style-type: none"> Polysilicon production for solar panels
Refinery	→	<ul style="list-style-type: none"> Fuel desulfurization with grey H₂ Various applications in refinery process 	<ul style="list-style-type: none"> n/a 	<ul style="list-style-type: none"> Bio-fuels & e-fuels (incl. Sustainable Aviation Fuel)
Gas Gathering & Processing	→	<ul style="list-style-type: none"> Gas gathering for upstream and midstream (pipelines...) Enhanced oil recovery 	<ul style="list-style-type: none"> n/a 	<ul style="list-style-type: none"> Biogas gathering & processing Carbon capture utilization & storage

1- **Text in bold:** New energy applications with orders in FY 2023

BC already supporting energy transition with numerous projects awarded for various sustainable applications in FY23

Examples of sustainable application projects won

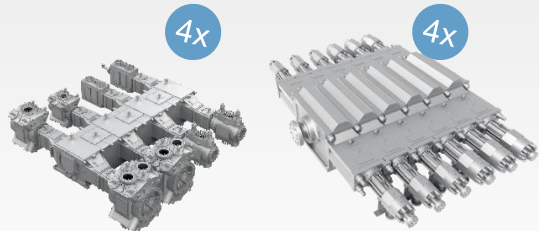
4 EVA lines for Solar applications in China

Largest order in BC history

- Production of encapsulant for solar panels
- Ethylene & vinyl acetate (EVA) pressurized to 3'000bar
- 4 lines with capacity of each 300kt EVA per year

8B6A
Primary
Booster

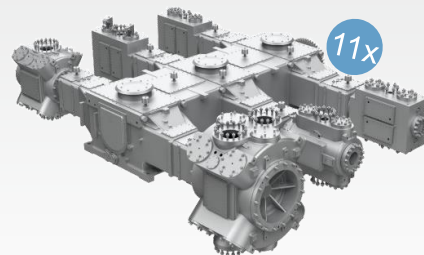
K12
Hyper



Green ammonia import terminal in Europe

- Import of green ammonia from the Middle-East
- Cracking back into hydrogen for diverse industries incl. mobility
- Increase of hydrogen conversion rate and plant efficiency

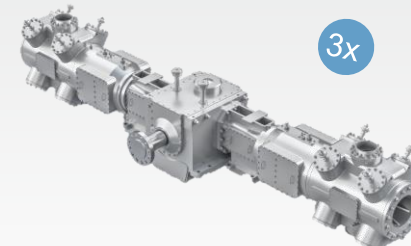
6B5SC2
Process gas compressor



Air Liquide electrolyzer plant in France

- 200MW electrolyzer plant for green hydrogen
- Hydrogen to decarbonate a refinery and supply local mobility
- 250kt CO₂ emission reduced p.a.
- Compressors for pipeline injection

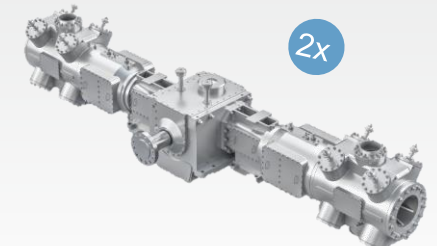
2B2AC
Process Gas Compressors



New bio-refinery in Italy

- 500kt bio-feedstock processed per year
- Supply of biofuels such as biodiesel & Sustainable Aviation Fuel
- Compressors for a hydro-processing application

2B2BA
Process Gas Compressor



Green ammonia tankers - A fast growing market for Burckhardt Compression

Ammonia as green energy carrier over large distances

- **Low emission hydrogen demand expected to grow from ~1Mt in 2023, to ~6Mt in 2030¹**; efficient transport across regions required
- **Ammonia easier to transport** than hydrogen due to its physical properties; most hydrogen expected to be transported in ammonia form in 2030¹
- **Hydrogen can be converted into ammonia** through ammonia synthesis (Haber-Bosch process) & reversed through cracking

VLACs⁴ emergence opens new market opportunities for BC

- **Number of ordered VLACs⁴ has surged, from 21 in 2023 to 34 in 2024 YTD³.**
- These ships are very **almost identical to LPG vessels**
- **To handle tank boil-off gas**, ammonia carriers need compressors
- Burckhardt Compression **K-Laby compressor is the proven standard** for ammonia boil-off gas on ships

Ammonia's physical properties
Higher density & boiling point benefit transportation vs hydrogen



	Hydrogen (H ₂)	Ammonia (NH ₃)
Molecule		
Boiling point ²	-253°C	-33°C
Energy density as liquid	8.5MJ/L	11.5MJ/L

K-Laby compressor for large ammonia carrier BOG⁵

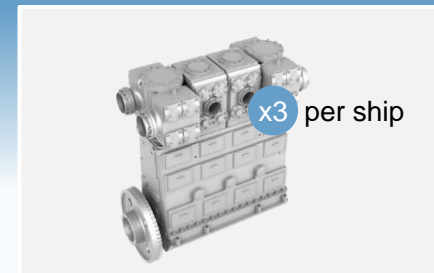


Illustration of HD Hyundai VLAC



Burckhardt Compression is market leader in this growing market

Performance, reliability and longevity of compressors can be enhanced by collecting data from multiple sources

Data from compressor control



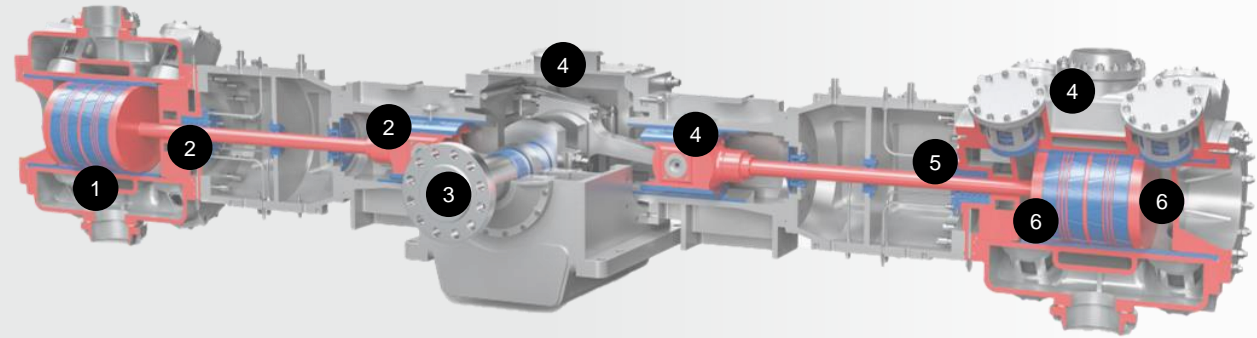
PLC **Process data:**
Suction pressure
Discharge pressure
Temperature
Vibration
Alarm Data



**Input
for UP!
Insight**

**Input for
advanced
diagnostics**

Direct measurements on compressor



1 Temperature
Cylinder discharge, valve,
bearings & packing

2 Flow
Inlet, discharge &
leakage

3 Speed
Compressor rotation
speed

4 Vibration
Acceleration & velocity on
cylinder & crosshead

5 Proximity
Piston rod position
(vertical & horizontal)

6 Dynamic pressure
Compression chamber
pressure

New digital service “UP! Insight” enables maximization of compressor uptime thanks to real-time compressor monitoring and analytics

UP! Insight overview

Key features

- A cloud-based monitoring system offering real-time diagnostics & analytics
- Analyses & signals to automatically notify users about incidents & recommended service action

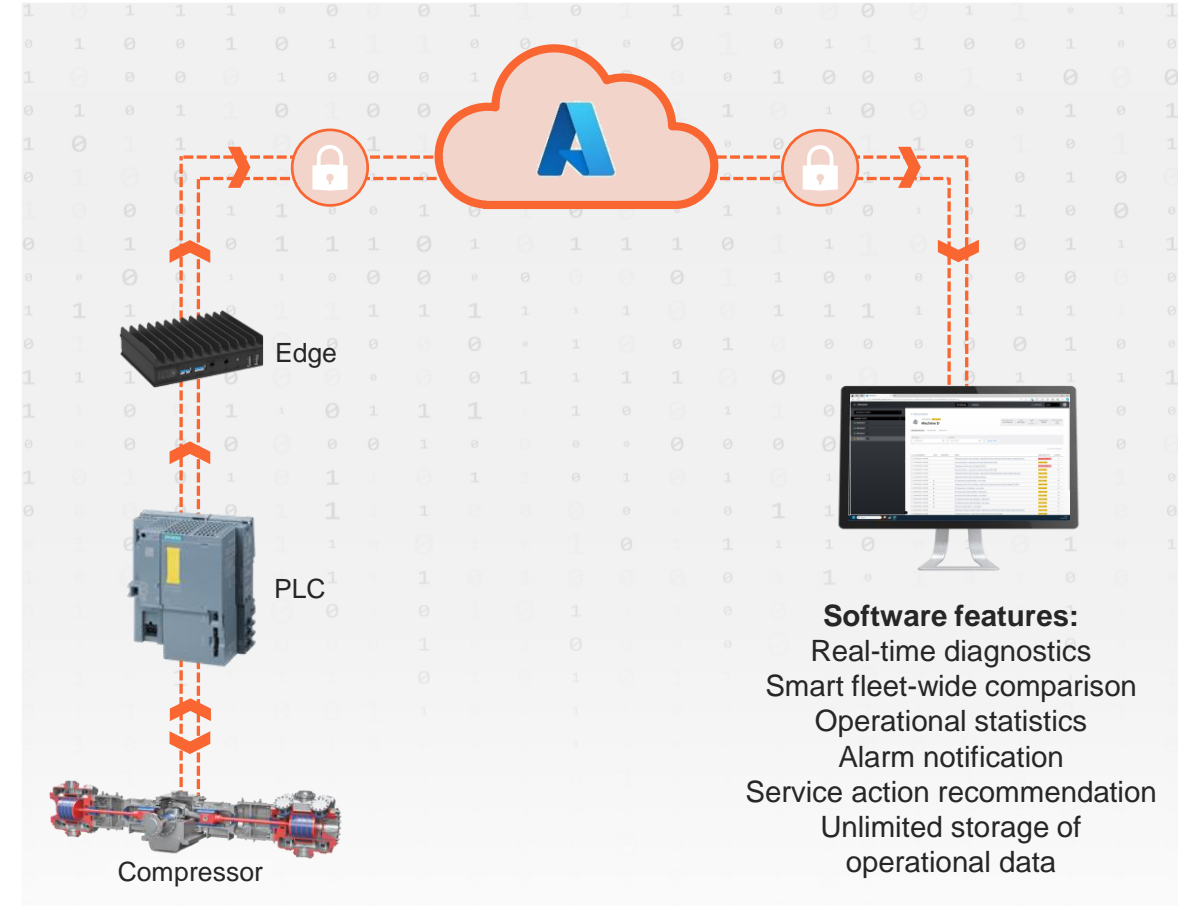
Customer benefits

- Reduce unplanned downtime by resolving compressor issues 75% faster
- Quick data-based decision-making to maximize uptime & support maintenance

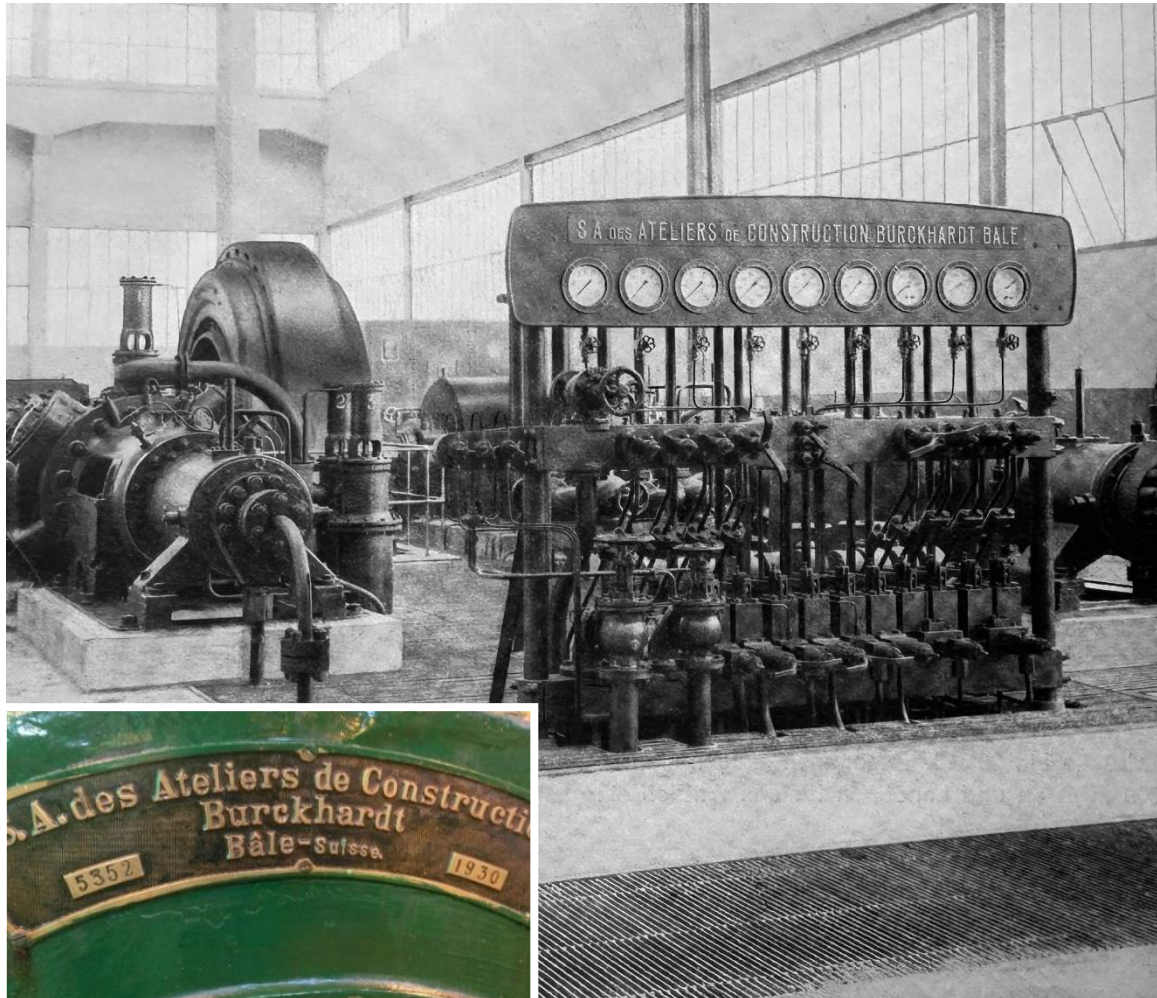
Business model

- Available for all new machines with PLC
- Retrofit possible for selected OBC & BC machines
- SaaS business model with recurring service fees
- Increasing loyalty for traditional services

UP! Insight system architecture



We believe in long-term commitment



> 50%

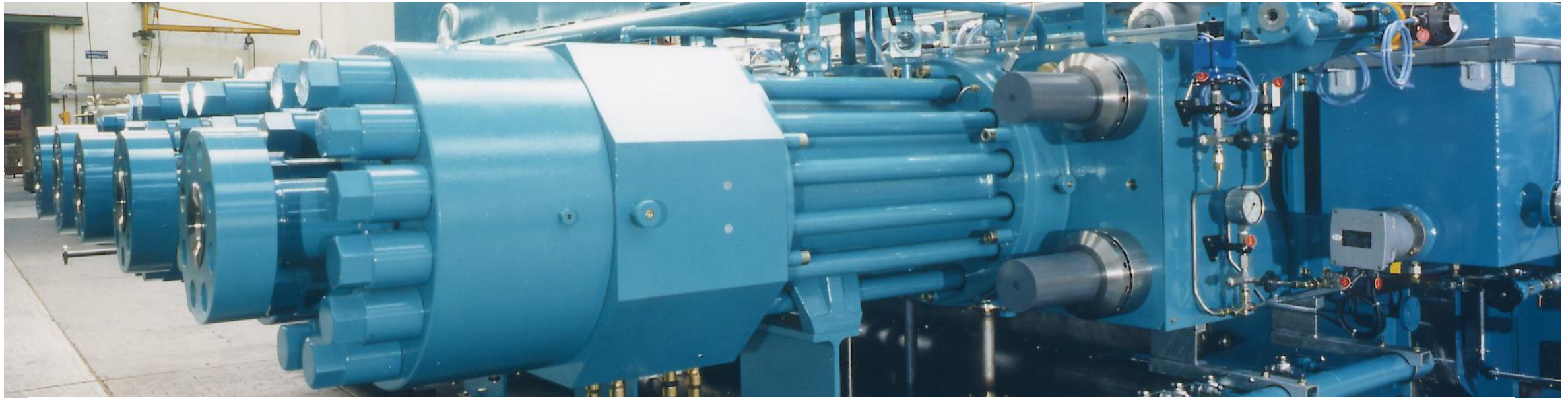
of compressors with Burckhardt Compression serial number have been in service for more than

20 years

Our oldest known compressor still in service is in Canada and was built in

1930

Major life-cycle greenhouse gas footprint is in the use-phase



Use-phase
(99.948%)

Materials (0.038%)
Transport (0.013%)
Production (0.001%)

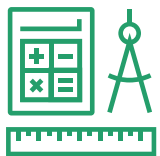
End-of-life (0.0001%)

Sustainability is part of our purpose and strategy

Systems Division



Developing new solutions to power energy transition



Designing energy efficient and leakage-free compressor systems

Services Division











Enhancing longevity and sustainability of our products during their lifetime



Supporting customers to reduce energy consumption and gas leakages

Tangible progress on our eight sustainability targets for 2027

Material topics	KPIs	FY 2027 target	FY 2023 results	Status FY 2023
 Climate	Greenhouse gas emission intensity* 2021: 2.1kg CO ₂ e/h (Scope 1 and 2)	-50%	-0%	On track (-9% vs FY22)
 Energy	Share of renewable electricity* 2021: 23%	>75%	34%	On track
 Longevity/ cyclability	Revamp and upgrades activities in Services 2021: 100 (Index)	200	152	On track
 Application purpose	Order intake 'supporting energy transition' 2021: 16%	40%	33%	On track
 Working conditions	Engagement Score in employee survey** 2024 (January): 4.1	>4.0	4.1	✓ Achieved for FY 2023
 Health & safety	LTIR (lost time injury rate) 2021: 1.1	<0.7	0.5	✓ Achieved for FY 2023
 Product safety	Incidents related to product safety 2021: 0	0	0	✓ Achieved for FY 2023
 Business conduct	Incidents on corruption or anti-competitive behavior 2021: 0	0	0	✓ Achieved for FY 2023

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