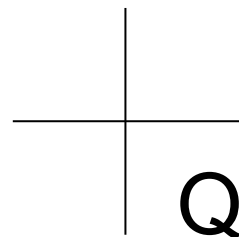
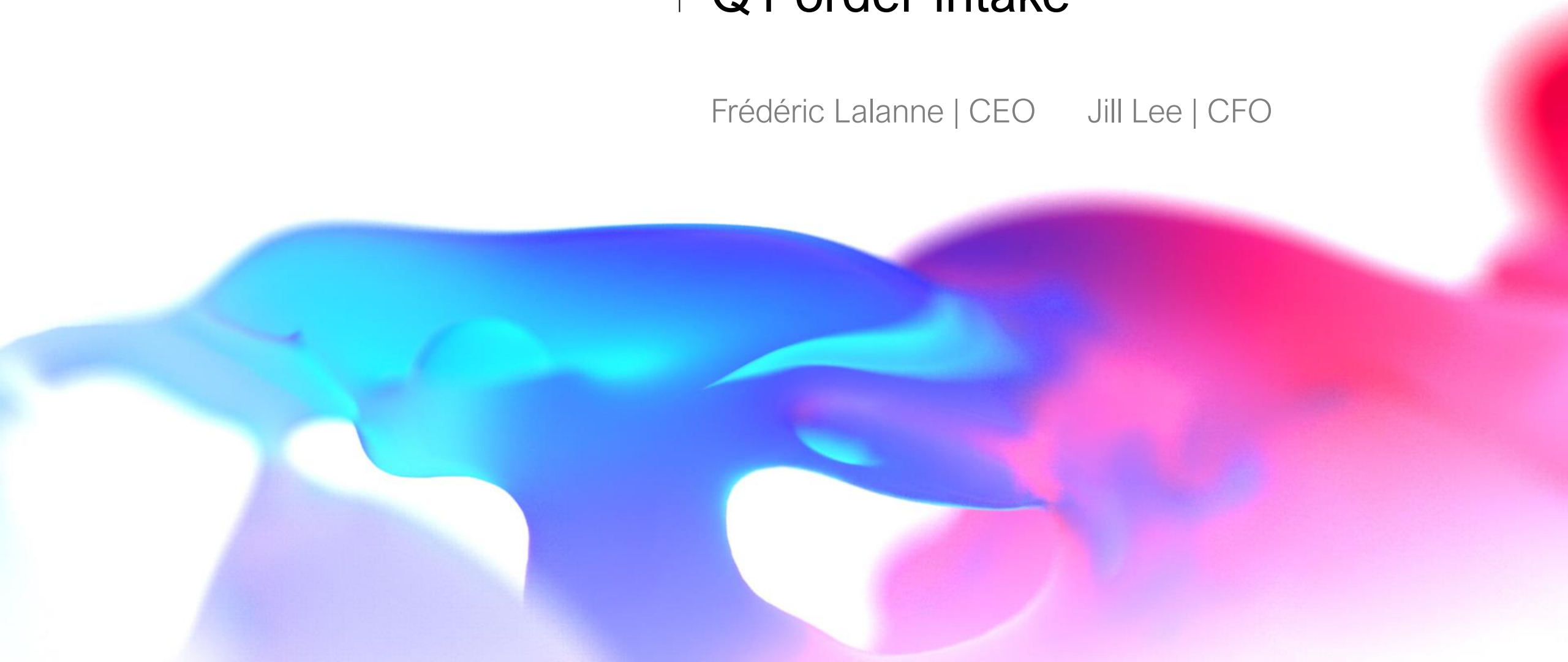


**SULZER**



# Q1 order intake

Frédéric Lalanne | CEO    Jill Lee | CFO





# Disclaimer



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

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



# Highlights Q1



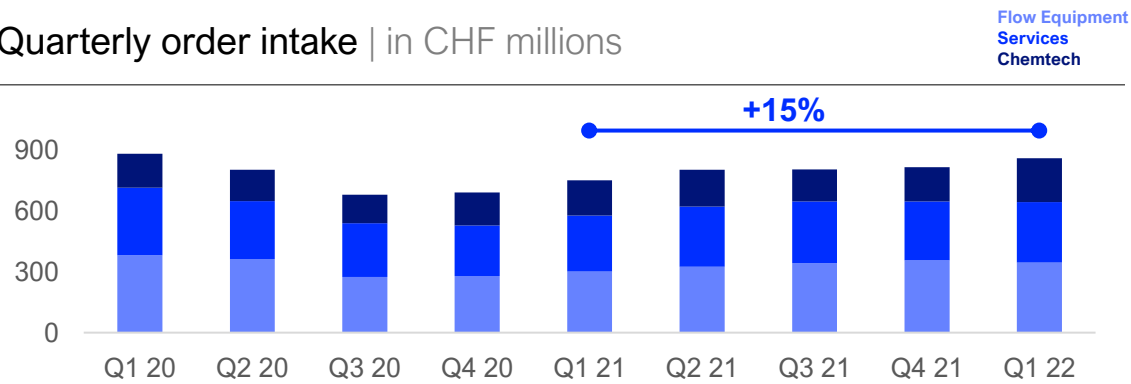
- Order intake +14% YOY organic (+15% FX adjusted)
- All three divisions contributed to growth
- Rebound in Energy market continued, strong tendering activities
- Raw material price increases manageable so far
- Supply chain a challenge but Sulzer mainly a region for region business
- Russia sales were 85.6m in 2021 (2.7% of total sales), Q1 orders -80%
- EMEA +7%, Americas +39%, APAC flat
- Thomas Zickler to take over as CFO on May 1, 2022. Current CFO Jill Lee to stay with Sulzer until after H1

# Growth in all divisions

Key figures | in CHF millions

|                       | Q1 22      | Q1 21 | YOY   | Adj. <sup>1</sup> | Org. <sup>2</sup> |
|-----------------------|------------|-------|-------|-------------------|-------------------|
| <b>Flow Equipment</b> | <b>346</b> | 302   | 14.7% | 16.4%             | 14.5%             |
| <b>Services</b>       | <b>297</b> | 275   | 7.7%  | 8.5%              | 8.1%              |
| <b>Chemtech</b>       | <b>216</b> | 173   | 25.0% | 23.0%             | 23.0%             |
| <b>Total</b>          | <b>859</b> | 750   | 14.5% | 15.0%             | 14.1%             |

Quarterly order intake | in CHF millions



- Flow Equipment up 15% organic, all businesses up
  - Water up +10% in all markets
  - Industry +22% with strong markets in Pulp & Paper and Mining
  - Energy +13%, strong tendering activities in O&G
- Service up 8% organic
  - benefitted from lifting of COVID restrictions in APAC (+23.7%)
- Chemtech up 23% organic
  - Very strong quarter for chemicals amongst others due to large project booked in the US
  - Solid activities in China
- FX impact in Q1 was a negative CHF 4m and M&A contributed CHF 7m



# 2022 Guidance confirmed



As of April 6, 2022  
adjusted for FX

| Order Intake<br>organic growth | Sales<br>organic growth                                | Operational<br>Profitability % |
|--------------------------------|--|--------------------------------|
| up 3% – 5%                     | up 4% – 6% (excl. Energy)<br>up 2% – 4% (incl. Energy) | close to 10.0%                 |

## Orders

- **Flow Equipment:** continued growth in Water and Industry, Energy to recover
- **Services:** growth expected to be supported by easing site access in more countries
- **Chemtech:** further growth in Renewables, China expected to be stable on high level, while other regions grow



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