

Sales Development Full Year 2022

BELIMO Holding AG

- Dr. Markus Schürch, CFO
- Gérard Moinat, IRO



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Sales Development FY 2022

Overview of Today's Call



01

**Key Events
and Challenges**

02

**Overview
Sales 2022**

03

**Sales Review
by Region**

04

**Sales Review
by Application**

05

Q&A

Sales Development FY 2022

Key Events During the Year



- Carbon Monoxide sensors achieve **UL 2075 approval** for the US market.



January



February



April



May

- Launch of the **Belimo Room Operating Units**.



August



September



October

- Start of **war** in Ukraine – deliveries to Russia and Belarus are stopped.

- 10th anniversary of the first **Belimo Energy Valve™** shipment.

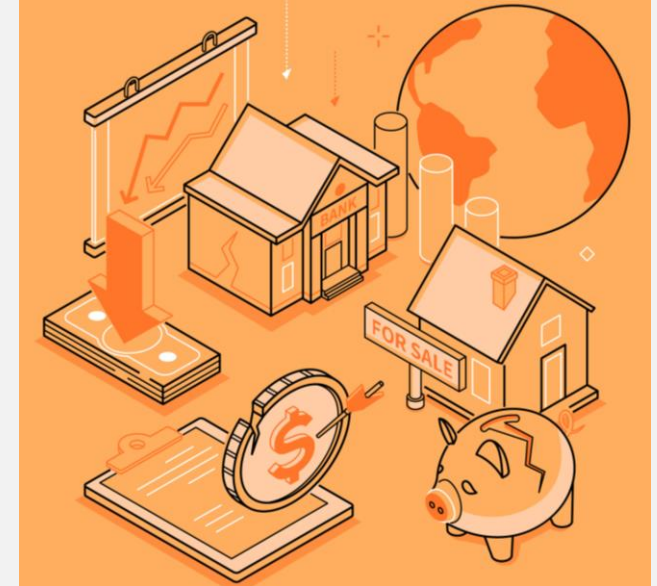
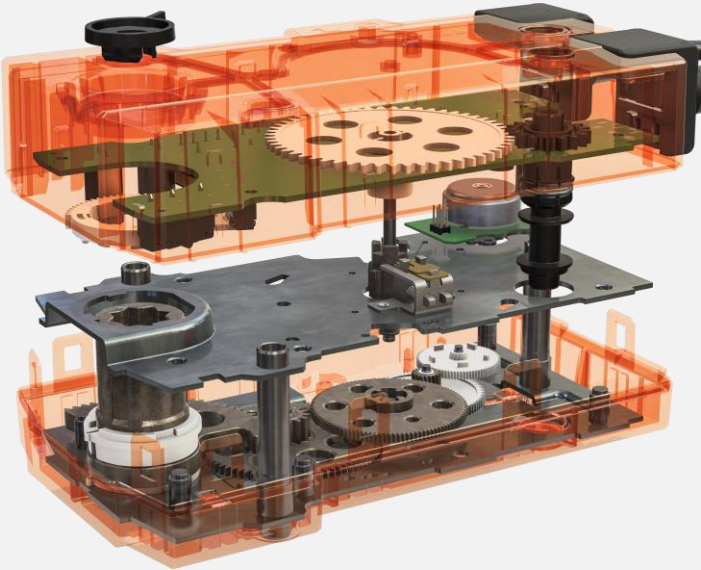
- Inauguration of the **CESIM® House in Mumbai** (India).

- Belimo joins the **SMIM Index** and announces the establishment of the **Belimo Climate Foundation**.



Sales Development FY 2022

Key Challenges During the Year



Supply Chain Shortages



Mastered exceptional supply chain challenges.

The War in Ukraine



Offset ~3% sales impact from Russia.

Inflation



Compensated for higher input cost with **two price adjustments.**

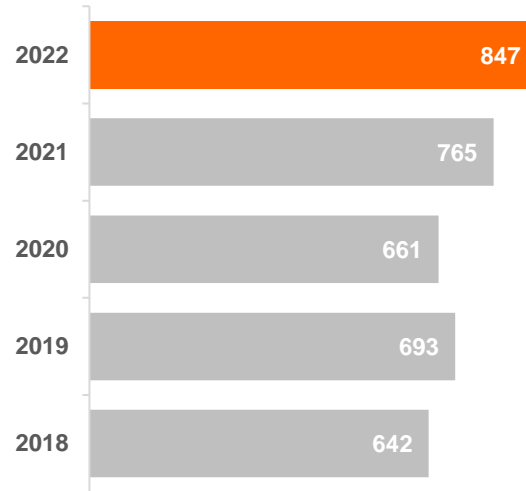
Sales Development FY 2022

Overview Sales 2022

Net Sales Development

Net Sales
in CHF million

846.9



5-Year CAGR
in LC in %, 2016-2021

8.8

YoY Net Sales Growth
in LC in %, 2022

11.9

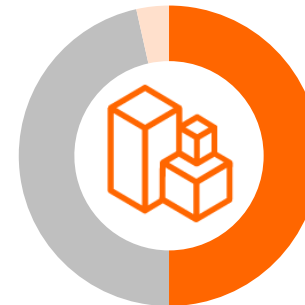
Regions & Applications

Net Sales by Region



- 43.4% EMEA
- 43.5% Americas
- 13.1% Asia Pacific

Net Sales by Application



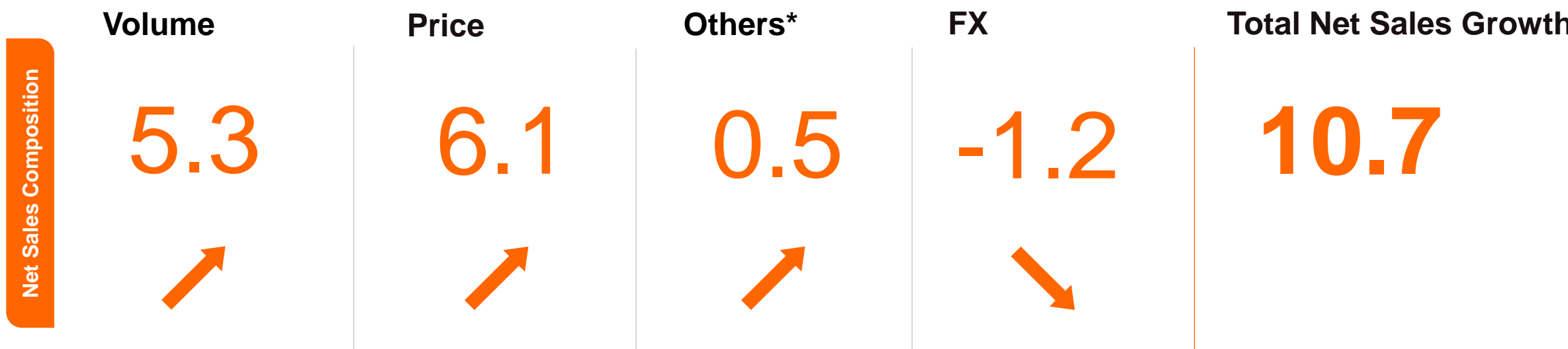
- 50.0% Damper Actuators
- 46.5% Control Valves
- 3.5% Sensors and Meters

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Overview Sales 2022

Net Sales Bridge

(in % and CHF for the FY 2022 – compared to the same prior year period)



*Customer mix, product mix, rebates, and other effects.

Sales Development FY 2022

Sales Review by Region – Overview

Growth Rates in Local Currencies in %

In % of Total Net Sales

4.7

EMEA

Remarkable sales performance considering the exit from the Russian business.

EMEA

Sharply rising energy costs shaped the HVAC industry in EMEA in 2022.

43.4

21.3

Americas

Superior lead times resulted in market share gains.

Americas

US remains by far the largest market accounting for >1/3 of Group sales.

43.5

11.4

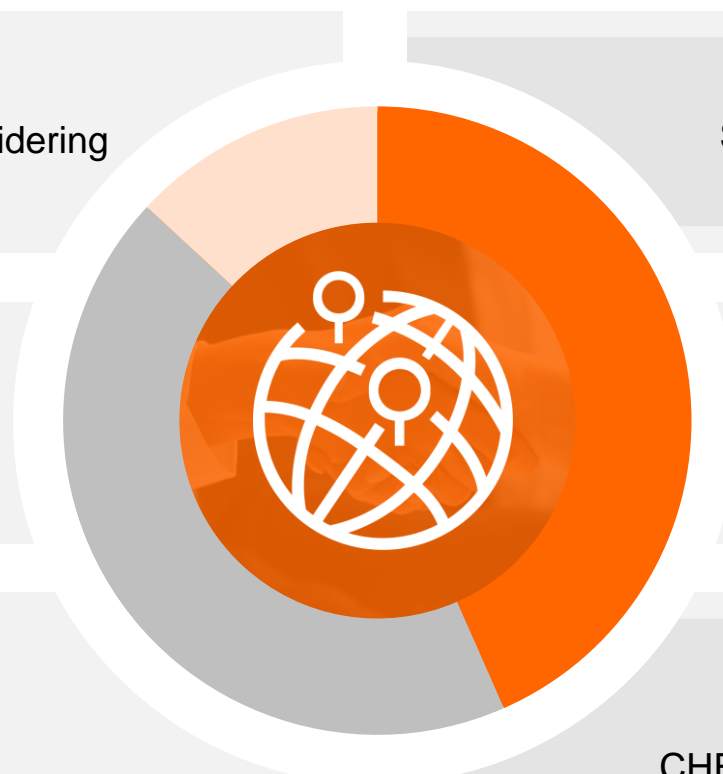
Asia Pacific

Growth rate in LC exceeding the CAGR 2016-2021 of 10.4%.

Asia Pacific

Asia Pacific achieves more than CHF 100 million net sales for the first time.

13.1

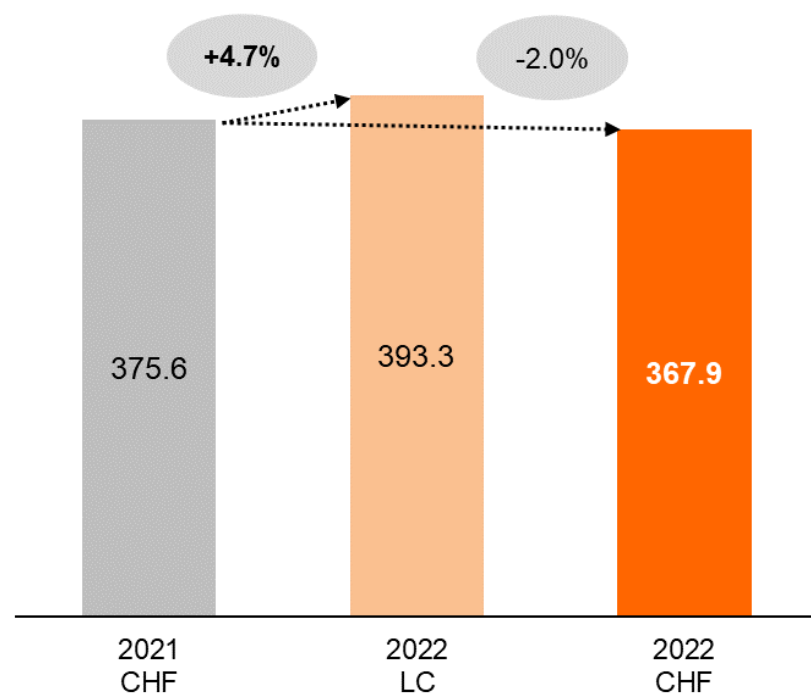


Sales Development FY 2022

Sales Review by Region – EMEA

EMEA

in CHF million, LC adjusted at previous year rates



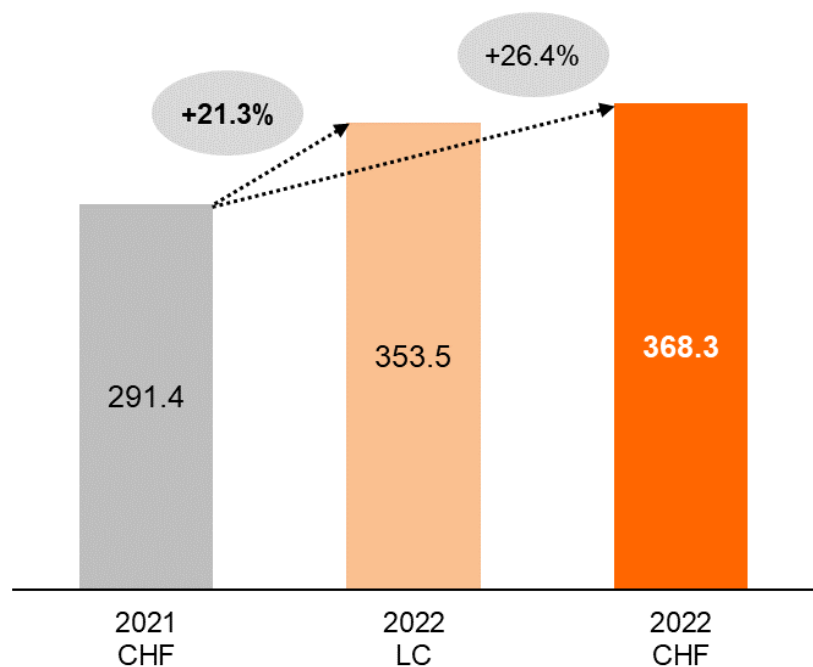
- **Remarkable sales performance** with 4.7% in LC, largely compensating for the war's top-line impact.
- Most **significant markets performed well:**
- **Germany: Accelerated renewal business**, post-COVID-19 building investment recovery, CO₂-emission reduction, and energy saving programs.
 - **Italy:** Exceptional sales performance, thanks in particular to the strong growth of the **data center market**.

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Sales Review by Region – Americas

Americas

in CHF million, LC adjusted at previous year rates



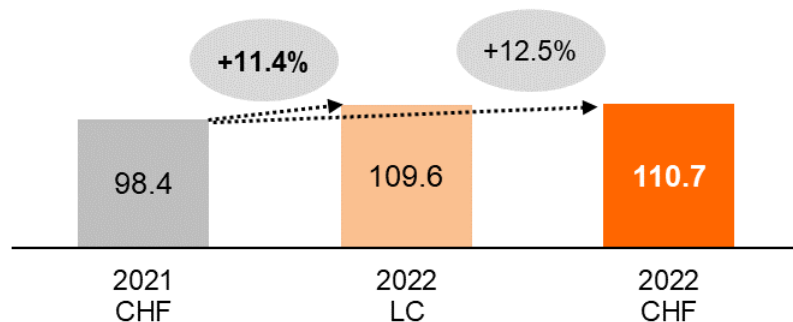
- Outstanding net sales growth of 21.3% in LC thanks to a **healthy non-residential construction activity** in new construction and retrofit.
- Growth accelerating in HY2 as a result of **superior supply chain performance** and lead times resulting in pronounced **market share gains**.

Sales Development FY 2022

Sales Review by Region – Asia Pacific

Asia Pacific

in CHF million, LC adjusted at previous year rates



- Solid growth of 11.4% in LC.
- Recurring pandemic-inflicted **lockdowns in China** interrupted business activities.
- **The Indian and Southeast Asian markets performed exceptionally well** after a post-COVID-19 business normalization.

Sales Development FY 2022

Sales Review by Application – Overview

Growth Rates in Local Currencies in %

In % of Total Net Sales

6.6

Damper Actuators

Solid result considering the high market shares globally.

Damper Actuators

Completed the rollout of smallest damper actuator in the market (UM/UH) in 2022.

50.0

16.5

Control Valves

Successful year further accelerating global market shares.

Control Valves

Excellent growth of control valves since first introduction in 1998.

46.5

38.5

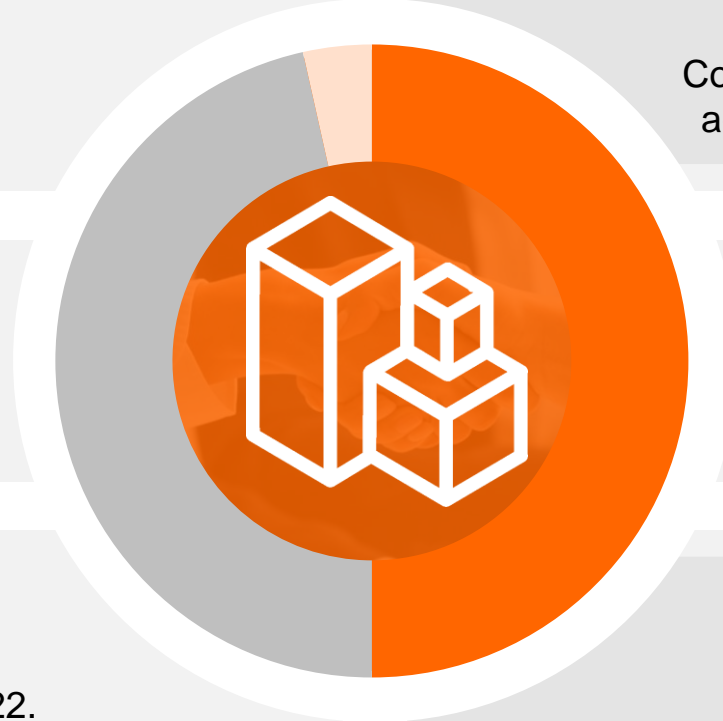
Sensors and Meters

The latest addition to our product portfolio further gained traction in 2022.

Sensors and Meters

Reached ~CHF 30 million sales after introducing sensors in 2017.

3.5



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Strengthened Megatrends Support Underlying Market Growth

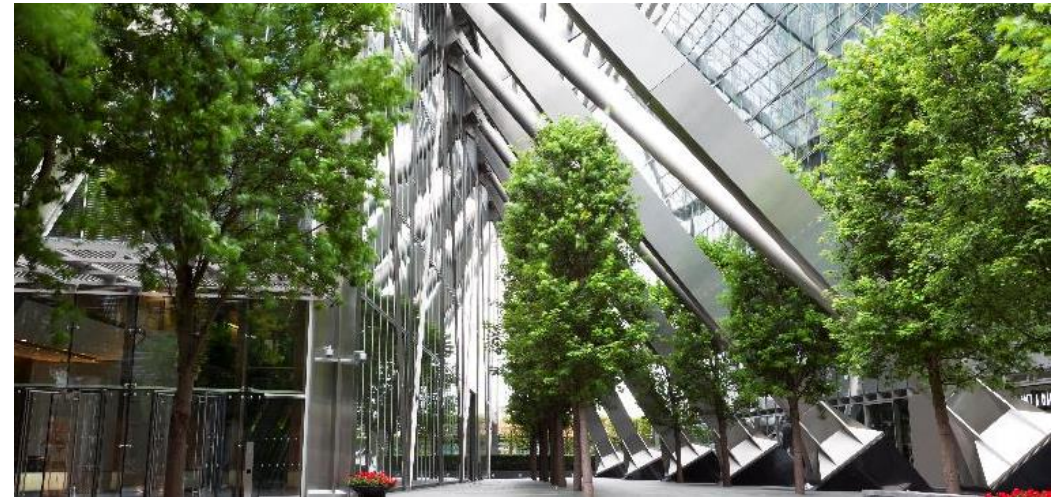


Customer Demand



Indoor Air Quality:

- new construction projects
- retrofit projects



Energy Efficiency:

- new construction projects
- retrofit projects



Regulatory Drivers

Publications and Agenda



6

Publication of Annual Report 2022
March, 2023

27

Annual General Meeting 2023
March, 2023

24

Publication of Semiannual Report 2023
July, 2023

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Belimo Capital Markets Day 2023
September, 2023



This presentation contains comments relating to future developments which are based on assumptions and estimates of BELIMO Holding AG. Although the Company assumes the expectations of these prospective comments to be realistic, they contain risks. These can lead to the actual results being significantly different from the prospective comments.

Various factors may cause actual results to differ materially in the future from those reflected in forward-looking statements contained in this presentation, among others:

- Changes in the economic and business environment.
- Exchange rate and interest rate changes.
- The introduction of competing products.
- Inadequate acceptance of new products or services.
- Changes in the business strategy.

BELIMO Holding AG neither plans nor commits itself to keep these prospective comments up to date.

