

# IN FABRICATION TECHNOLOGY.

# Forward Looking Statement & Non-GAAP Disclaimer

### **DISCLAIMER**

This document has been prepared by ESAB Corporation, a Delaware corporation (the "Company" or "ESAB"), solely for informational purposes. Upon completion of the intended separation of Colfax Corporation's ("Colfax") fabrication technology and specialty medical technology businesses (the "Separation"), ESAB will hold the fabrication technology business and become an independent, publicly traded company. References herein to the terms "ESAB" and the "Company" when used in a historical context, refer to Colfax's fabrication technology business before giving effect to the Separation and, when used in the future tense, refer to ESAB Corporation and its consolidated subsidiaries after giving effect to the Separation.

### Forward-Looking Statements

This document includes forward-looking statements, including forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Such forward-looking statements include, but are not limited to, statements concerning the Company's plans, goals, objectives, outlook, expectations and intentions, including the Separation, and the timing, method and anticipated benefits of the Separation and other statements that are not historical or current fact. Forward-looking statements are based on the Company's current expectations and involve risks and uncertainties that could cause actual results to differ materially from those expressed or implied in such forward-looking statements, including general risks and uncertainties such as market conditions, economic conditions, geopolitical events, changes in laws, regulations or accounting rules, fluctuations in interest rates, terrorism, wars or conflicts, major health concerns, natural disasters or other disruptions of expected business conditions. Factors that could cause the Company's results to differ materially from current expectations include, but are not limited to, risks related to the impact of the COVID-19 global pandemic, including the rise, prevalence and severity of variants of the virus, actions by governments, businesses and individuals in response to the situation, such as the scope and duration of the outbreak, the nature and effectiveness of government actions and restrictive measures implemented in response; the war in the Ukraine; macroeconomic conditions; supply chain disruptions; the impact on creditworthiness and financial viability of customers; risks relating to the Separation, including the final approvals (Colfax's ability to satisfactorily complete steps necessary for the Separation and related transactions to be generally tax-free for U.S. federal income tax purposes, the ability to satisfy the necessary conditions to complete the Separation, and the financial and operating performance of the Covider for the

### **Non-GAAP Financial Measures**

This document includes a presentation of adjusted EBITA (adjusted EBITA plus depreciation and other amortization), adjusted EBITDA margin, organic (core) sales growth, and free cash flow and other financial measures that are not calculated in accordance with generally accepted accounting principles in the United States ("GAAP"), which ESAB uses to measure the performance of its business. The non-GAAP financial measures provided herein are adjusted for certain items as presented in the Appendix and should be considered in addition to, and not as a replacement for or superior to, the comparable GAAP measures, and may not be comparable to similarly titled measures reported by other companies. Management believes that these non-GAAP financial measures provide useful information to investors by offering additional ways of viewing ESAB's results, and represent the following:

- Adjusted EBITA represents net income excluding the effect of restructuring and other related charges, acquisition-related amortization and other non-cash charges, pension settlement loss, income tax expense, and interest income, net;
- Adjusted EBITDA represents Adjusted EBITA excluding the effect of depreciation and other amortization;
- Adjusted net income represents Net income (loss) excluding restructuring and other related charges, pension settlement gain (loss), acquisition-related amortization and other non-cash charges, and the tax impact of the items excluded from pre-tax income;
- Free cash flow represents Net cash flow from operating activities less purchases of property, plant and equipment; and
- Cash conversion represents Free cash flow as a percentage of Adjusted net income.

Management also believes that presenting these measures allows investors to view its performance using the same measures that ESAB uses in evaluating our financial and business performance and trends. See the Appendix to this presentation for a reconciliation of these non-GAAP measures to their closest equivalent GAAP measures.

### No Solicitation, No Offer, Additional Information

This communication shall not constitute an offer of any securities for sale, nor shall there be any offer, safe or distribution of securities in any jurisdiction in which such offer, sale or distribution would be unlawful prior to appropriate registration or qualification under the securities law of such jurisdiction.

For additional information with respect to ESAB and the Separation, please refer to the Form 10. The consummation of the Separation is subject to customary conditions, as further described in the Form 10. The financial information included in this document may not necessarily reflect ESAB's financial position, results of operations, and cash flows would have been had ESAB been a standalone independent, publicly traded company during the periods presented.



### **TODAY'S KEY THEMES**

## **About ESAB**

# Our Competitive Advantage

# **Delivering for Our Shareholders**

### **TODAY'S PRESENTERS**



Shyam P. Kambeyanda

President and Chief Executive Officer



Kevin Johnson

**Chief Financial Officer** 



Olivier Biebuyck

President, EMEA and Global Products



# Global Leader in Fabrication Technology

### **ESAB Snapshot**

Founded<sup>1</sup>: 1904

**2021 Revenue:** \$2.4B

2021 Segment aEBITDA: \$434M

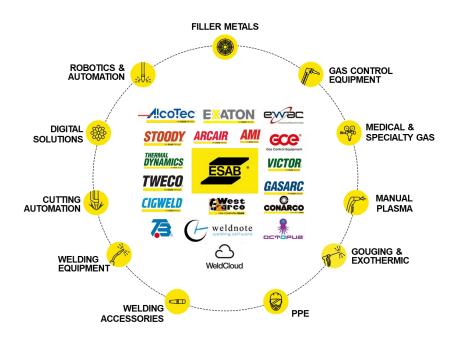
Headquarters: Bethesda, MD

**Countries Served: 147** 

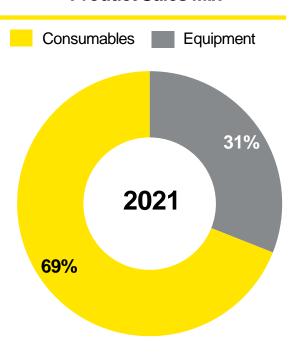
Employees: ~9,000

**NYSE Ticker:** ESAB

### **Leading Brands and Full Solutions**



### **Product Sales Mix**



**Rich History with Leading Brands and Solutions Driving Growth** 



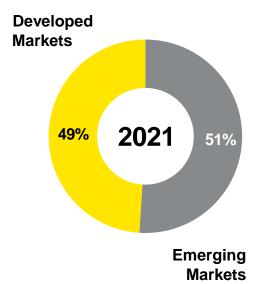
# **Market-Leading Positions Globally**

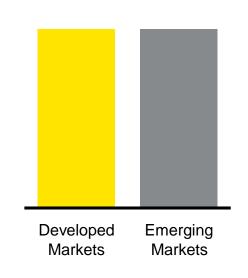
Market Position by Geography<sup>1</sup>

**Differentiated Footprint** 

Comparable **EBITDA Margin** 







Emerging Economies Expected to Grow > 2.0x Developed Markets (2022 - 2026)<sup>2</sup>



# Successful Emerging Market Franchises and Playbook

### **How We Win in South America** How We Win in India **Heritage** Entered in 1955 (first global player) Entered in 1987, bought India Oxygen in 1991 Most recognized brands with ESAB, **Brand** Most recognized brands with ESAB and EWAC Westarco, and Soldexa advantage Largest sales and distributor footprint Largest sales and distributor footprint Strong local Local welding schools trained ~100,000 Trained ~25,000 welders in last 30 years at capabilities welders in last 15 years schools, customer sites, and maritime institutes R&D team in India **Best-in-class** Local product customization and portfolio innovation Local product customization

Strong Ground Game and Local Innovation Drives #1 Position and Long-Term Growth<sup>2</sup>



# **Secular Trends Driving Attractive Growth Opportunities**

### **Secular Growth Drivers**

- Welder shortage driving robotics
- Infrastructure investment
- Advanced materials and lightweighting
- Connected devices / IoT
- Regulatory and safety
  - Welding and cutting
  - Gas management

\$25B Market



30%

General

**Fabrication** 



Oil & Gas



13%

Infrastructure

& Constr.



12%

Automotive

& Vehicles



8%

Healthcare,

Laboratory,

& Process



Mobile

**Machinery** 

6%



Other

(Defense,

Ship, Rail)

10%

Est. Market Split<sup>1,2</sup>:

**Expanding TAM** Into Faster Growing **Markets** 



\$5B Market

### Established Markets Growing 2 - 3% p.a.<sup>2</sup>

**Medical & Specialty Gas Control** 

16%









Renewable

Energy

5%



Increasing Exposure to Higher Growth Segments 6 - 8% p.a.<sup>2</sup>

Positioning the Business for Higher Growth in \$30B Market<sup>3</sup>



# **Increasing Exposure to High-Growth Segments**

# Medical and Specialty Gas Control

- \$3B+ Market
- Mid-single-digit growth



# WeldCloud Digital Solutions

- \$1B+ Market opportunity
- Estimated double-digit Growth
- Industry-wide inflection point



### Robotics<sup>1</sup>

- \$1B+ Market opportunity
- Estimated mid-teens growth



# Attractive Growth Vectors<sup>2</sup>

\$5B+

6-8%+

Market Size Growth Profile

50%+

**Gross** Margin

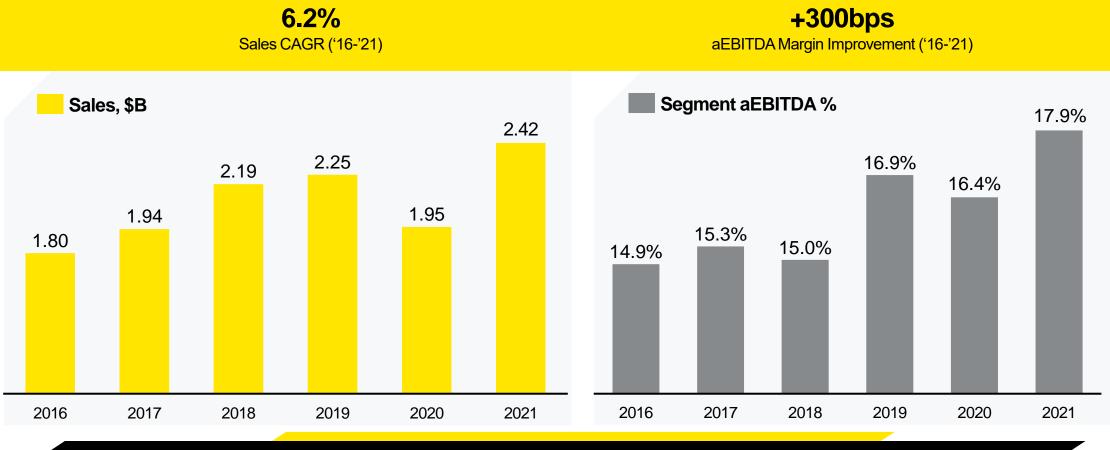
\$300M+

Estimated Future Sales

Acceleration of Performance through Acquisitions and Innovation



# **Strong Financial Performance**



**Track Record of Growing Revenue and Expanding Margins** 



# **Shaping ESAB to Deliver Long-Term Value**

### **Growth**

- Strong secular trends
- Global footprint
  - Leading position across Markets
- Product innovation
- Disciplined M&A
  - Margin accretive
  - MSD+ growth

# Margin Expansion

- Product-line streamlining
- Footprint reduction
- Value pricing
- Process digitization

# **Cash Flow Generation**

- Increase working capital turns
- Improve cash conversion

Long-Term Strategic Goals

\$3.0-\$3.5B

Revenue

20%+

aEBITDA Margin

Public company expense<sup>1</sup>

100%+

Cash Conversion<sup>2</sup>

**ESAB Business System (** 



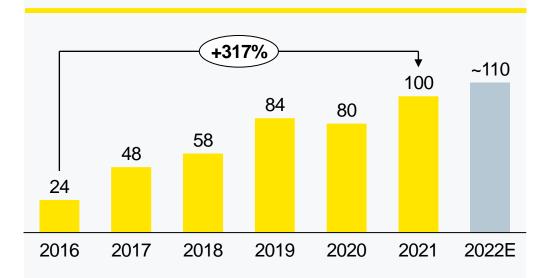
) + Talent





# Pace of Innovation Accelerating Since 2016

### **New Product Introductions Have Quadrupled**



Five-year vitality represents ~28% of revenue

### **Innovation Anchored into Customer Needs**

### **Proven Innovation Playbook**

- Anchored into Voice of Customers and rapid prototyping
- Clear technical roadmaps
- Open innovation with strategic partners
- R&D centers of excellence in both emerging and developed markets
- Commercial launch plans

### **ESAB Products "DNA"**

- Customer-centric user interfaces
- Durability, robustness, and portability
- Smart and connected







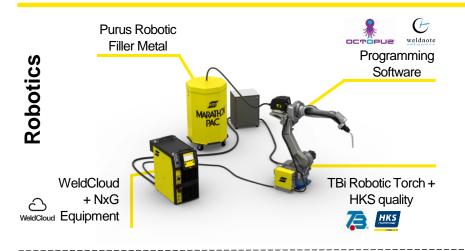






# **Leading Digital Capabilities Driving Growth**

### Robotics/Digital Products Position ESAB as Productivity Partner



- Simplifies complex programming
- Works with any robot OEM
- Increased repeatability, quality, and productivity

# Digital Solutions<sup>1</sup>

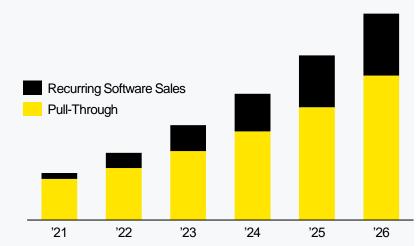




Cloud native platform collecting data from linked equipment and digitizing quality certifications

- Insights into operations
- Quality and traceability metrics
- Driving productivity

### Offerings Drive Long-Term Benefits for ESAB

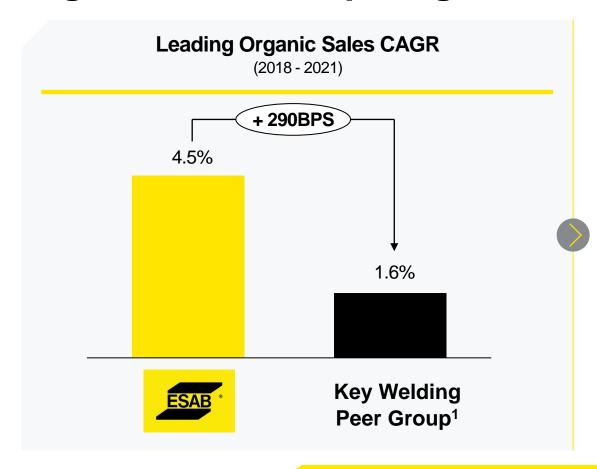


### \$100M+ Projected Revenues<sup>2</sup>

- Grows TAM by > \$1B, access to new customers
- Positions ESAB as a full solution provider
- Synergies between digital and robotics
- Filler metal and equipment pull-through
- Helps to achieve ~\$300M+ of sales from medical and specialty gas control, robotics, and digital solutions



# **Organic Growth Outpacing Peers**



### **Drivers of Historical Organic Growth**

- Value selling
- Robust new product development
- Product portfolio

### **Multiple Vectors of Future Growth Opportunities**

- Innovation pipeline
- Attractive secular tailwinds
- Emerging market growth
- Reshaping our markets

**Well-Positioned to Drive Long-Term Organic Growth** 





# **Successful Acquisition Process**

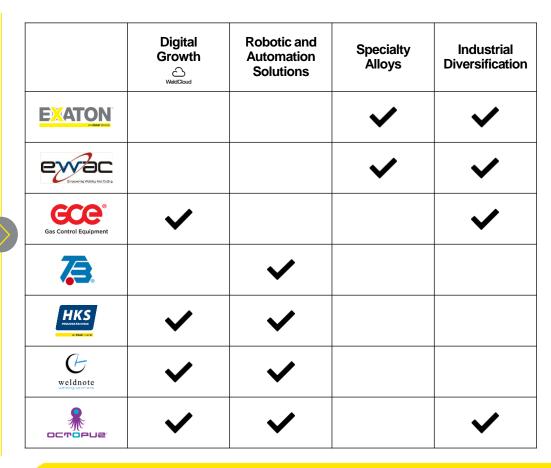
**Overarching Goals** 

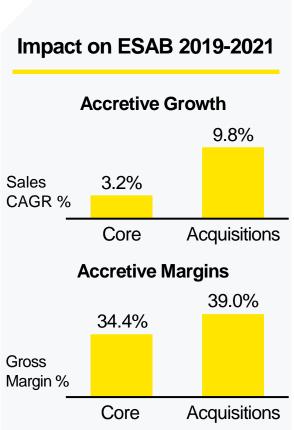
MSD Acquisition
Growth

Accretive to GM

Low Cyclicality

Technology Leadership





**Acquisitions Driving Growth and Margin Expansion** 

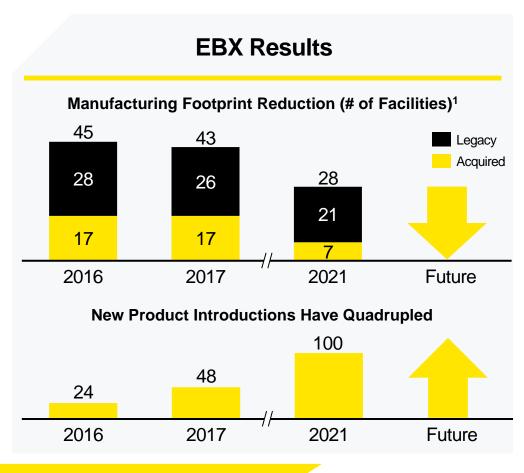


# **ESAB Business Excellence (EBX) Driving Results**

**EBX – Our Values, Processes, and Tools** 



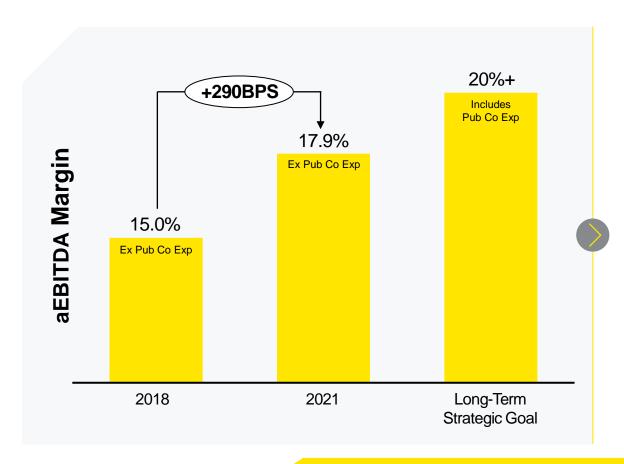




**EBX Drives Repeatable Processes and Delivers Breakthrough Performance** 



# History of Margin Expansion With Additional Opportunities



### **Drivers of Historical Margin Improvement**

- Delivered ~\$20 million in footprint savings since 2018
- SG&A transformation
- Dynamic price/cost management
- Kaizen-driven improvements

### **Opportunities to Drive Margin and Attain Margin Goals**

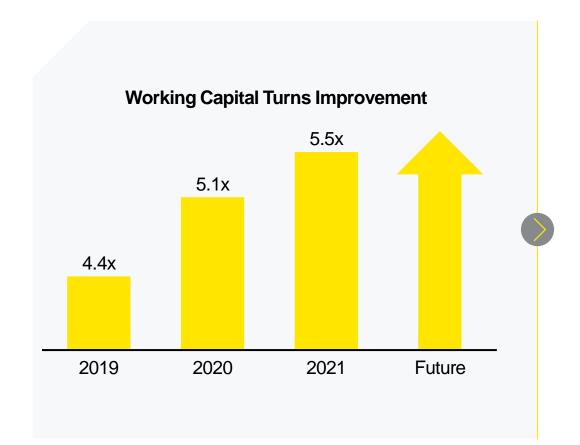
- Value pricing
- Product streamlining
- Manufacturing footprint reduction
- Process digitization
- M&A drives portfolio reshaping

**Multiple Opportunities to Expand Margins** 





# Proven Track Record of Delivering Working Capital Improvement



### Working Capital Improved by > 1 Turn

- Improved O2C processes
- Enhanced inventory management
- Vendor term renegotiations

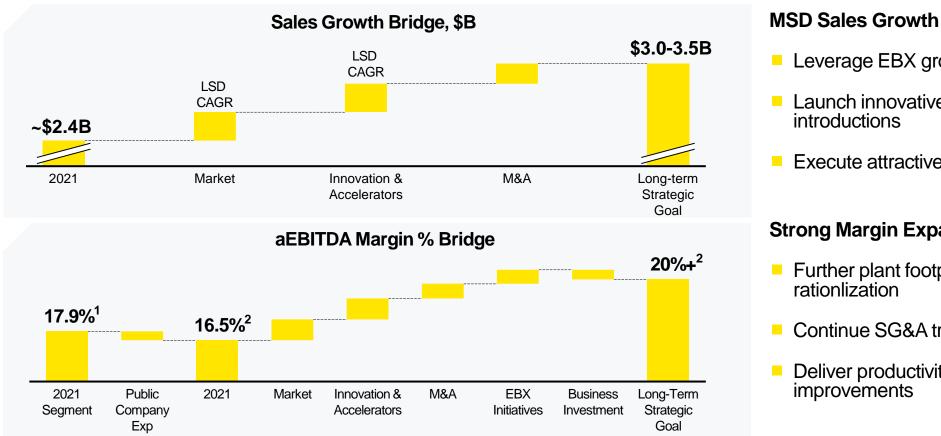
### Additional Opportunities Remain to Drive Even More Cash Flow

- Supply chain transformation and improved inventory management
- Automation opportunities in O2C and P2P processes

Consistent Improvement in Working Capital Turns Driving Free Cash Flow Generation



# Financial Targets: ESAB Growing Revenue and Expanding Margins



- Leverage EBX growth tools
- Launch innovative new product
- **Execute attractive acquisitions**

### **Strong Margin Expansion**

- Further plant footprint
- Continue SG&A transformation
- Deliver productivity and sourcing

Delivering Sustained Growth, Innovation, and Margin Expansion



# Capital Allocation to Create Long-Term Value to Investors



### **Manage Leverage**

- Cash flow supports both deleveraging and investments
- Target leverage ratio from 2x to 3x



### **Organic Investment**

- Reinvest in identified accelerators
- Exciting new funnel of products and expect110+ in 2022



### **Acquisitions**

Disciplined M&A



### **Return Capital**

 Board considering initiating a modest quarterly dividend

**Focused on Creating Long-Term Value** 



### **ESAB 2022 Full Year Outlook**

	Prior	Revised
Sales	\$2.55-2.60B	\$2.45-2.50B
Total Growth	5%-7%	2%-4%
Organic Growth	7%-10%	4%-7%
Organic Growth Ex Russia		9%-12%
aEBITDA <sup>1</sup>	\$420-\$440M	\$400-\$420M
Free Cash Flow		>\$210M

- Guidance updated to reflect impact from Russia
- Business excluding Russia expected to outgrow our markets
- Manufacturing consolidation and transformation project delivering ~\$20M of savings
- Approximately 2.75x net leverage at separation

Expect \$3.85 - \$4.05 of Adjusted EPS in FY 2022<sup>1, 2</sup>







## **ESAB Committed to ESG**



### **Environmental**

 Committed to reducing ESAB's impact on climate change



### **Safety**

- Focused on creating a safe place to work
- Reduced TRIR from 0.97 in 2016 to 0.33 in 2021



### **Social Responsibility**

 Creating an inclusive culture for all stakeholders



### **Greenhouse Gas/Waste Management**

~35% reduction of manufacturing footprint since 2016, reducing GHG and landfill waste



### Governance

 Serving our stakeholders the right way today and tomorrow



### **Sustainability**

R&D investment to increase sustainability

### **Building a Sustainable Business**





# **Strong Experienced Leadership Team**



Shyam P. Kambeyanda

President, Chief Executive Officer



Mitch Rales

Chairman



Kevin Johnson

Chief Financial Officer

### **Executive Officers**



Olivier Biebuyck
President, EMEA and
Global Products



Michele Campion

Chief Human Resources Officer



**Vusa Mlingo** 

Senior Vice President, Strategy and Business Development



**Curtis Jewell**General Counsel and
Corporate Secretary



**Larry Coble** 

Senior Vice President, EBX, Supply Chain

Significant Industrial Experience Providing Platform for Growth and Expansion



# **ESAB: A Premier Fabrication Technology Company**

- Secular tailwinds driving \$30B total addressable market
- Innovative portfolio winning with customers
- Track record of margin expansion and revenue growth
- Strong balance sheet
- Focused on growing shareholder value

Long-Term
Strategic Goals

\$3.0-\$3.5B

Revenue

20%+

**aEBITDA Margin**Public Company Expense<sup>1</sup>

100%+

Cash Conversion<sup>2</sup>





# SHAPING THE WORLD WE IMAGINE.



### **Best Team Wins: ESAB Presenters**



**Shyam Kambeyanda** 



Joined ESAB in 2016

Previously worked at Eaton Corporation for 21 years, where he rose to become president of the company's hydraulics business operation in the Americas. Served in key leadership roles, driving the company's transformation and growth in Asia, Europe and North America.

Bachelor's degrees in physics and general science from Coe College in Iowa, bachelor's of science in electrical engineering from Iowa State University and master's in business administration from the Kellogg School of Management at Northwestern University.



**Kevin Johnson** 

### **Chief Financial Officer**

Joined ESAB in 2019

Previously Vice President of Finance at Colfax Corporation, which he assumed in 2017. In this role, led investor relations, FP&A, and supported acquisition diligence and integration, including being part of the team that acquired DJO Global.

Joined Colfax Corporate from Howden, where he held roles of increasing responsibility including as CFO for its South African publicly-listed company.

Bachelor of Science at Queen's University in Belfast, Ireland, and MBA at the University of Hasselt, Belgium. Master's degree in accounting at Macquarie University in Sydney, Australia and earned his CPA in Australia.



**Olivier Biebuyck** 

# President EMEA, Equipment, and Digital Solutions

Joined ESAB in 2017

Previously worked at Honeywell, LafargeHolcim, and McKinsey & Company in a variety of global leadership roles, spanning business development, product innovation and marketing, to general management.

Bachelor's degree and MBA from Solvay Brussels School of Economics and Management in Brussels, Belgium.



# **Strong Experienced Board**

### **Board of Directors**



Mitch Rales Chairman, ESAB



Shyam Kambeyanda CEO



Patrick Allender
Colfax Director, Former
EVP & CFO of
Danaher



**Didier Teirlinck**Colfax Director, Former
EVP Ingersoll Rand



Rhonda L Jordan Colfax Director, Former President Kraft



Stephanie M Phillips Partner Arnold & Porter, BOD for Empowerment & Inclusion



Chris Hix EVP & CFO Enovis



Rajiv Vinnakota
Colfax Director,
President, Institute for
Citizens & Scholars



Robert S Lutz
Former CAO Danaher
Former Partner at
Arthur Andersen



# 2022 Outlook – Supplemental Detail

	Prior	Revised
Sales (\$B)	2.55-2.60	2.45-2.50
Total Growth	5%-7%	2%-4%
Organic Growth	7%-10%	4%-7%
Segment aEBITDA (\$M)	455-475	435-455
Corporate Expense (\$M) <sup>1</sup>	~35	~35
aEBITDA (\$M) <sup>1</sup>	420-440	400-420
Interest Expense (\$M) <sup>1</sup>		35-40
Tax Rate <sup>1</sup>		25%-27%
NCI (\$M)		4-5
Diluted Shares (M) <sup>2</sup>		~55
Enovis 10% (M) <sup>2</sup>		~6
ESAB Total Dil Shares (M) <sup>2</sup>		~61
Capital Expenditure (\$M)		~45

Expect \$3.85 - \$4.05 of Adjusted EPS in FY 2022<sup>1, 2</sup>



# **Non-GAAP Reconciliation**

Fabrication Technology <sup>1</sup>	2016	% of NSV	2017	% of NSV	2018	% of NSV	2019	% of NSV	2020	% of NSV	2021	% of NSV
Net Sales	\$ 1,800.5 \$	\$ 1,937.3	\$2,193.1	\$ 2,247.0	 ) 	\$ 1,950.1		\$ 2,428.1				
Operating Income	\$ 163.7	<b>7</b> 9.1%	\$ 208.2	10.7%	\$ <b>220</b> .9	10.1%	\$ 279.6	12.4%	\$ <b>224</b> .4	<b>1</b> 1.5%	\$ 337.	3 13.9%
Restructuring and other related charges	\$ 31.7	7	\$ 16.2		\$29.1		\$ 23.0	)	\$ 21.6	3	\$ 19.	0
Segment Operating Income	\$ 195.4	10.9%	\$ 224.4	11.6%	\$250.0	11.4%	\$ 302.6	13.5%	\$ 246.0	12.6%	\$ 356.	<b>3</b> 14.7%
Strategic Transaction costs											\$ 2.9	9
Acquisition-related amortization and other non-cash charges	า \$30.9	)	\$ 31.9	1	\$40.0	)	\$ 35.6	3	\$ 36.3	3	35.9	9
Adjusted EBITA	\$ 226.3	12.6%	\$ 256.3	13.2%	\$290.0	13.2%	\$ 338.2	15.1%	\$ 282.3	14.5%	\$ 395.	16.3%
Depreciation and other amortization	\$41.	7	\$40.	1	\$39.9	)	\$ 41.0	)	\$38.	4	\$ 38.	5
Adjusted EBITDA	\$ 268.0	14.9%	\$ 296.4	15.3%	\$329.9	15.0%	\$ 379.2	16.9%	\$ 320.	7 16.4%	\$ 433	<b>.6</b> 17.9%

