



# Ingénia Facility Tour

APRIL 1<sup>ST</sup> 2025

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- ❑ This presentation includes non-GAAP financial measures. Reconciliations of historical non-GAAP financial measures with the most comparable measures calculated and presented in accordance with GAAP are available in the appendix to this presentation. We believe that these non-GAAP measures are useful to investors in evaluating our operating performance and our management of business from period to period.



**Bienvenue!**  
**Welcome!**

# Introductions



**Sean  
McClenaghan**  
President  
HVAC Segment



**Scott  
Butterfield**  
General Manager  
Ingénia



**George  
Mastromonaco**  
Vice President  
Sales & Marketing



**Brian  
Schaezler**  
Vice President  
HVAC Global Operations



**Paul  
Clegg**  
Vice President  
Investor Relations

**Thanks for Coming!**

# Agenda/Housekeeping

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Introductions

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About Ingénia

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Air Handling Units

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SystM1 Software

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End Market

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Our Manufacturing Process

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Capacity Expansion

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Q&A

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Facility Tour

No Photos Please!

# About Ingénia

- Acquired February 2024
- Location: Mirabel, Quebec, Canada
- Employees: ~245
- Specializes in design and manufacture of custom air handling units
- Products are favored for applications that demand high levels of precision and reliability
- Key end markets: healthcare, pharmaceutical, education, food processing and industrial

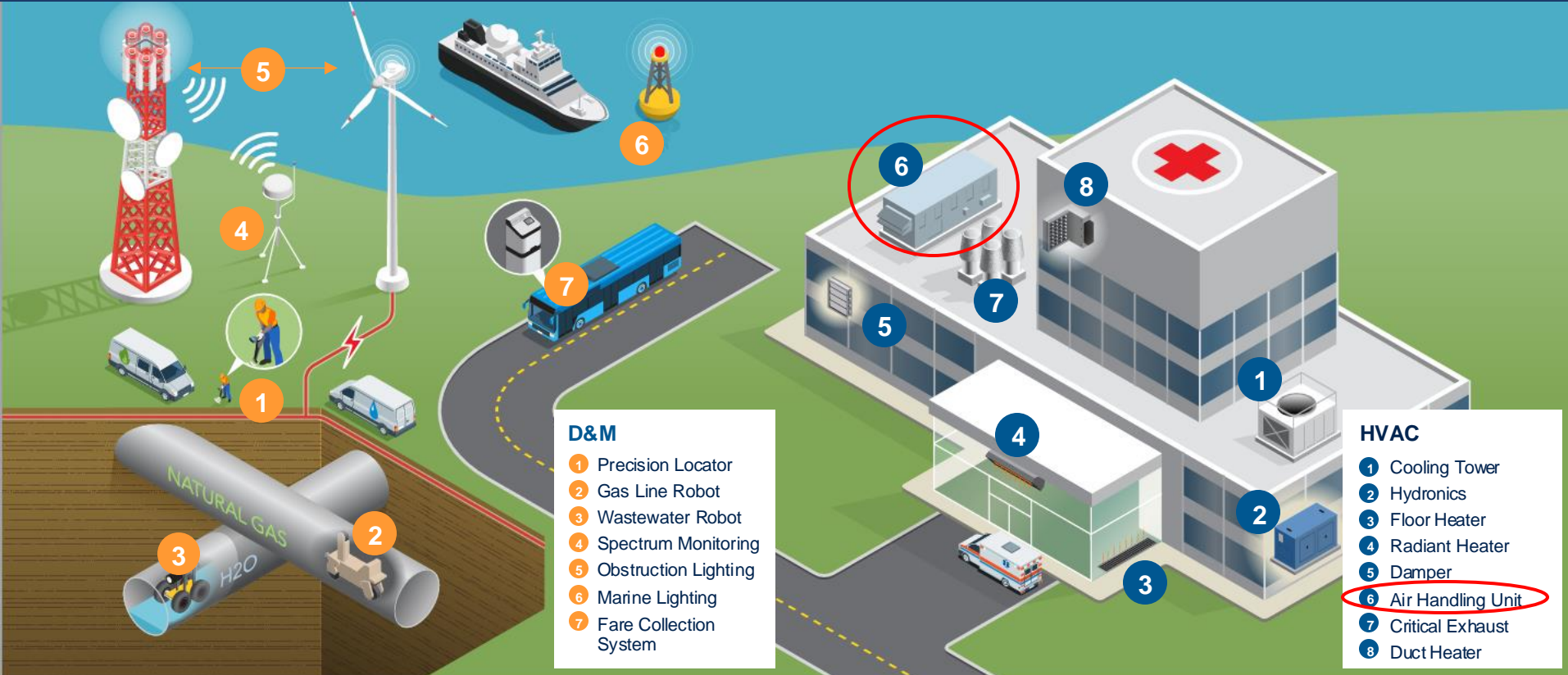


## Custom Air Handling Units

# Ingénia is Part of SPX's Cooling Business

## Detection & Measurement

## HVAC



# Part of the Engineered Air Movement Business

## CINCINNATI FAN

Leading fans, blowers, and critical exhaust systems



## TAMCO

Industrial and commercial dampers and air control solutions



## INGENIA

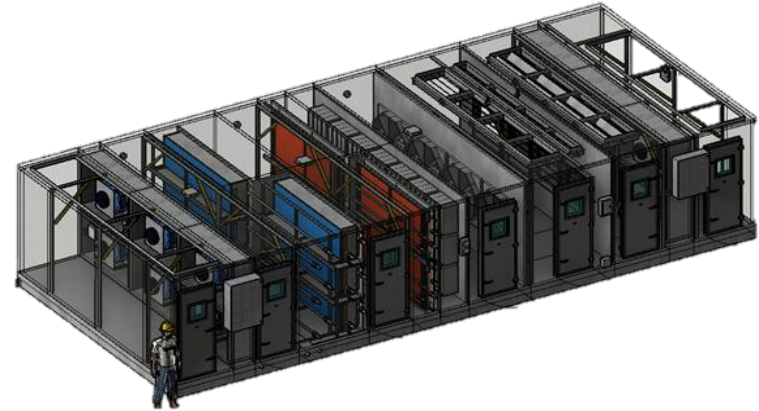
High performance custom air handling units



~\$275M Comprehensive solutions for high-value air movement applications

# What is an Air Handling Unit (AHU)?

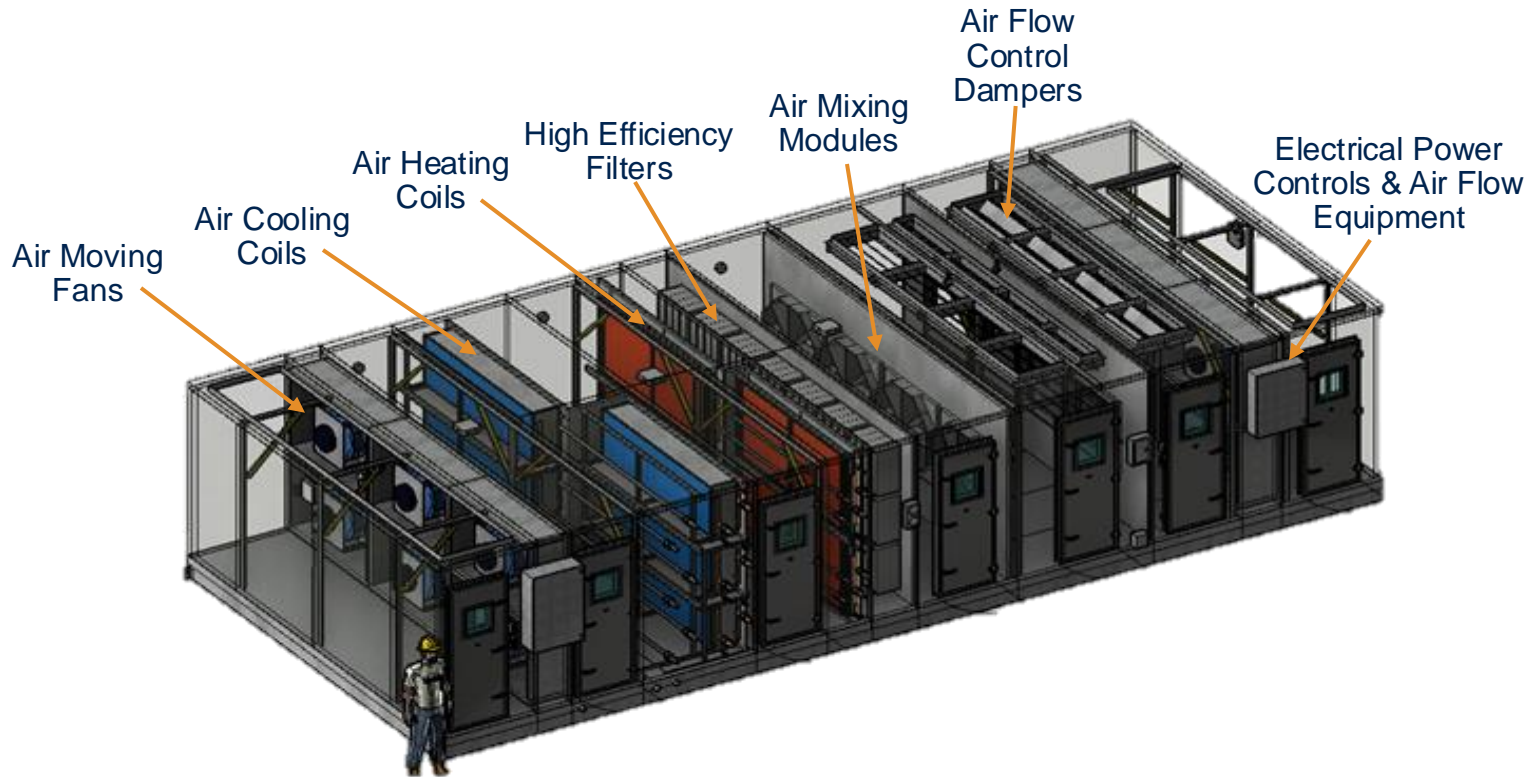
- Essential component of centralized HVAC
- Conditions and circulates air throughout designated zone(s)
- Multiple variations to suit design objectives
- Typically connected to ductwork to distribute air



# Pharmaceutical Central Mechanical Room

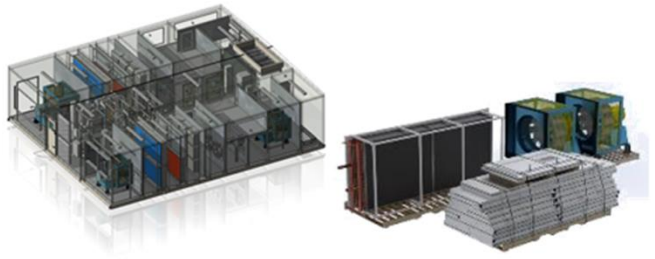


# How Does an AHU Work?



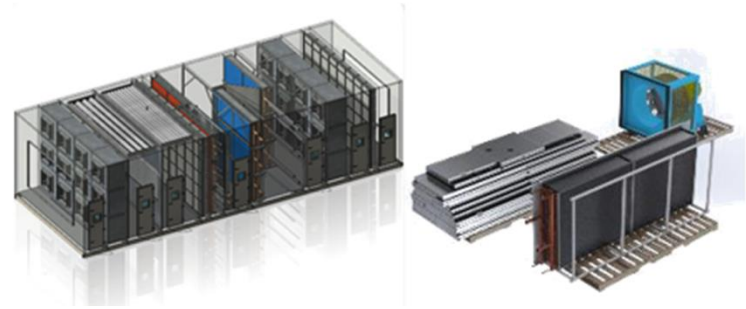
# Ingénia = High Quality and Performance

## Custom Air Handling Solutions



- Broad portfolio of custom options
- Configurable to meet most challenging situations
- Fully-assembled or “knock-down”
- Guided process and 3D models

## Modular Air Handling Solutions



- Extensive capabilities with pre-engineered platform
- Cost effective air handlers due to lean/versatile manufacturing
- Fully-assembled or “knock-down”

## Flexible Problem-Solving Approach

# SystM1: Faster Speed to Market & Flexible Design

## SystM1

- Enables **rapid** obtainment of **custom designs**, prices and **technical details**
- Helps **eliminate costly errors and duplication** of effort seen with disparate systems
- **Maximizes scalability**, including deployment at new facilities



~2-4x faster speed-to-market vs competition<sup>1</sup>

### Children's Hospital Surgery Center

Simple  
Design



*Modular: 9 AHUs – 237,000 cfm total*

Design	Pricing Submittal	Release for Manufacturing
3-4 hrs	2 hrs	4 hrs

### University Campus Building

Complex  
Design



*Custom: 1 AHU – 102,000 cfm*

Design	Pricing Submittal	Release for Manufacturing
16-32 hrs	8 hrs	40-64 hrs



## Indoor Air Quality

- » Hospitals, healthcare facilities
- » Schools and universities
- » Eldercare facilities



## Cleanroom Environments

- » Semiconductor
- » Pharmaceutical
- » Biotechnology

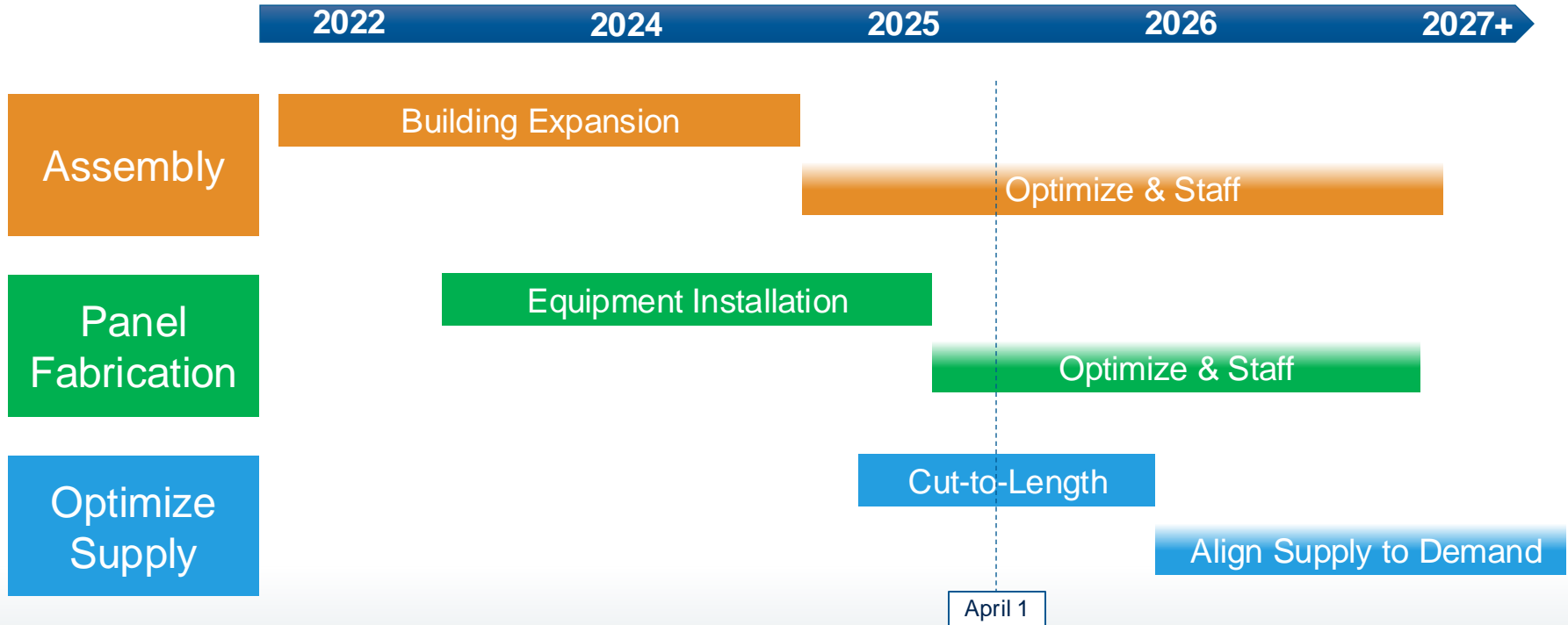
## Strong Secular Growth Drivers

# Plant Process Steps

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- 1**  
Sheet Metal  
Cut-to-Length
  - 2**  
Punch/  
Shear
  - 3**  
Bending
  - 4**  
Powder  
Coating
  - 5**  
Panel  
Assembly
  - 6**  
Final  
Assembly

Approximate Mfg Cycle Time 2-4 Weeks

# Capacity Expansion to Serve Strong Demand



**Anticipate YE 2025 Capacity of ~2x Feb 2024 Level (SPX Acquisition)**



# Q&A



**Merci!**  
**Thanks!**