

# SPX Technologies

## ASPEQ Acquisition

June 5, 2023



- Certain statements contained in this presentation that are not historical facts, including any statements as to future market conditions, results of operations, products introductions, and financial projections, are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and are subject to safe harbor created thereby. These forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from future express or implied results. Although SPX Technologies believes that the expectations reflected in its forward-looking statements are reasonable, it can give no assurance that such expectations will prove to be correct. Forward-looking statements are based on the company's existing operations and complement of businesses, which are subject to change.
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- Statements in this presentation are only as of the time made, and SPX Technologies disclaims any responsibility to update or revise such statements except as required by law.
- 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. Non-GAAP guidance measures are presented on a basis consistent with the similarly titled historical non-GAAP measures included in the Company's earnings press release issued on May 4, 2023, which included reconciliations of each of such historical non-GAAP measures to the comparable US GAAP financial measures. Reconciliations of non-GAAP guidance measures to US GAAP financial measures are not predictable and accordingly are not included in the Appendix to this presentation.

- ❑ Closed acquisition of ASPEQ for \$418m\*
  - ✓ Leading electrical heating solutions for industrial and commercial markets
  - ✓ Growth rate/margin above SPX average
  
- ❑ Accelerates growth strategy in HVAC Heating
  - ✓ Strong leverage to electrification and decarbonization
  - ✓ Further opportunities for electrical heating core consolidation
  
- ❑ Increasing full-year guidance
  - ✓ Midpoint Adjusted EPS<sup>†</sup> increase of \$0.10 (~28% y/y)
  - ✓ 2025 targets coming into view

Value Creation Momentum Continues

\* Purchase price prior to closing adjustments and inclusive of certain tax attributes.

† Adjusted EPS is a non-GAAP financial measure. Reconciliations of non-GAAP guidance measures to US GAAP financial measures are not predictable and accordingly are not included in the Appendix of the presentation.

# Building Strategic Platforms - HVAC Heating

Hydronic Heating



Leading Position  
in Residential  
Boilers



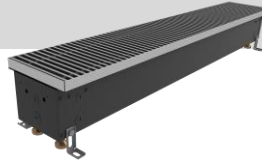
High-efficiency  
Commercial  
Boilers



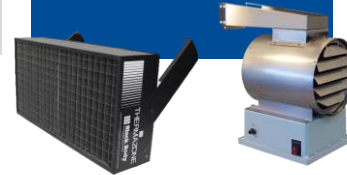
Electrical Heating



Leader in  
Supplemental  
Electric Heat for  
Commercial  
Applications



High-quality  
Electric Heating  
for Industrial and  
Commercial  
Applications



>\$500M high-value  
hydronic and  
electrical heating  
solutions provider  
with significant  
expansion potential

Well-Positioned for Decarbonization Trends with Access to Attractive Adjacencies

# Value Creation Playbook in Electrical Heating



- ❑ Expands industrial / strengthens commercial positions
- ❑ Extend climate-conscious product lines
- ❑ Add multiple high-value niche applications
- ❑ Leverage cross-selling and channel opportunities
- ❑ Leverage procurement and manufacturing scale

Multiple Opportunities to Accelerate Value Creation

|                         | Revenue   | Segment Income Margin   |
|-------------------------|---|---|
| HVAC                    | <ul style="list-style-type: none"> <li>▪ <b>\$1,110-\$1,130m</b><br/><i>Prior \$1,035-\$1,055m</i></li> </ul> | <ul style="list-style-type: none"> <li>▪ <b>18.00%-19.00%</b><br/><i>Prior 17.25%-18.25%</i></li> </ul> |
| Detection & Measurement | <ul style="list-style-type: none"> <li>▪ <b>\$570-\$590m</b><br/><i>Unchanged</i></li> </ul>                  | <ul style="list-style-type: none"> <li>▪ <b>20.50%-21.50%</b><br/><i>Unchanged</i></li> </ul>           |
| Total SPX               | <ul style="list-style-type: none"> <li>▪ <b>\$1.68-1.72b</b><br/><i>Prior \$1.61-1.65b</i></li> </ul>         | <ul style="list-style-type: none"> <li>▪ <b>18.75%-19.75%</b><br/><i>Prior 18.50%-19.50%</i></li> </ul> |

Adj. Operating Income\* of **\$255-\$270m** (*Prior \$235-\$250m*), Adjusted Operating Income margin\* of **15.00%-15.75%** (*Prior 14.50%-15.25%*); Adj. EPS\* of **\$3.90-\$4.05** (*Prior \$3.80-\$3.95*)

\*Adjusted results and consolidated segment income margin are non-GAAP financial measures. Reconciliations of guidance measures to US GAAP financial measures are not predictable and accordingly are not included in the Appendix of the presentation.

# SPX Strategic Portfolio Transformation Continues



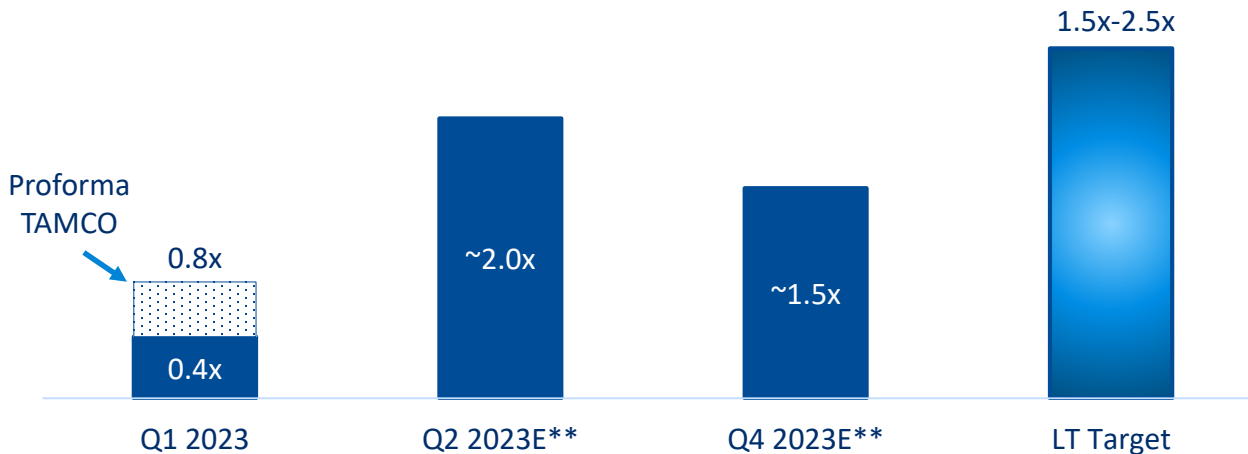
|  | 2021    | 2023 Current Guidance* | 2025 Targets |
|--|---------|------------------------|--------------|
| <i>Revenue</i>                             | \$1.22B | \$1.70B                | ~\$2.0B      |
| <i>Gross margin %</i>                      | 35.4%   | ~38%                   | ~40%         |
| <i>Segment Income %<sup>†</sup></i>        | 16.4%   | 19.3%                  | ~20%         |
| <i>Adj. Operating Income %<sup>†</sup></i> | 11.1%   | 15.4%                  | ~16%         |
| <i>Long-term Growth %</i>                  | ~2-4%   | ~3-5%                  | ~3-5%        |
| <i>Adj. EPS</i>                            | \$2.33  | ~\$3.98                | ~+\$5.00     |

\*Midpoint of Full-Year 2023 Guidance from June 5<sup>th</sup>, 2023.

<sup>†</sup>Adjusted results and consolidated segment information are non-GAAP financial measures. Reconciliations of guidance measures to US GAAP financial measures are not predictable and accordingly are not included in the Appendix of the presentation.

Approaching SPX 2025 Targets

## Bank Net Leverage\*



Well-Positioned to Continue Growth Initiatives

\* Calculated as provided in SPX Technologies' credit facility agreement.

\*\* Based on management estimate of debt pay down and cash conversion.



- ❑ Attractive acquisition with strong growth and margin profiles
- ❑ Increasing adjusted EPS guidance\* (+28% y/y)
- ❑ Approaching “SPX 2025” targets
- ❑ Positioned to continue growth investments

Well-Positioned to Continue Value Creation Framework

\*Adjusted results are non-GAAP financial measures. Reconciliations of non-GAAP guidance measures to US GAAP financial measures are not predictable and accordingly are not included in the appendix to the presentation.

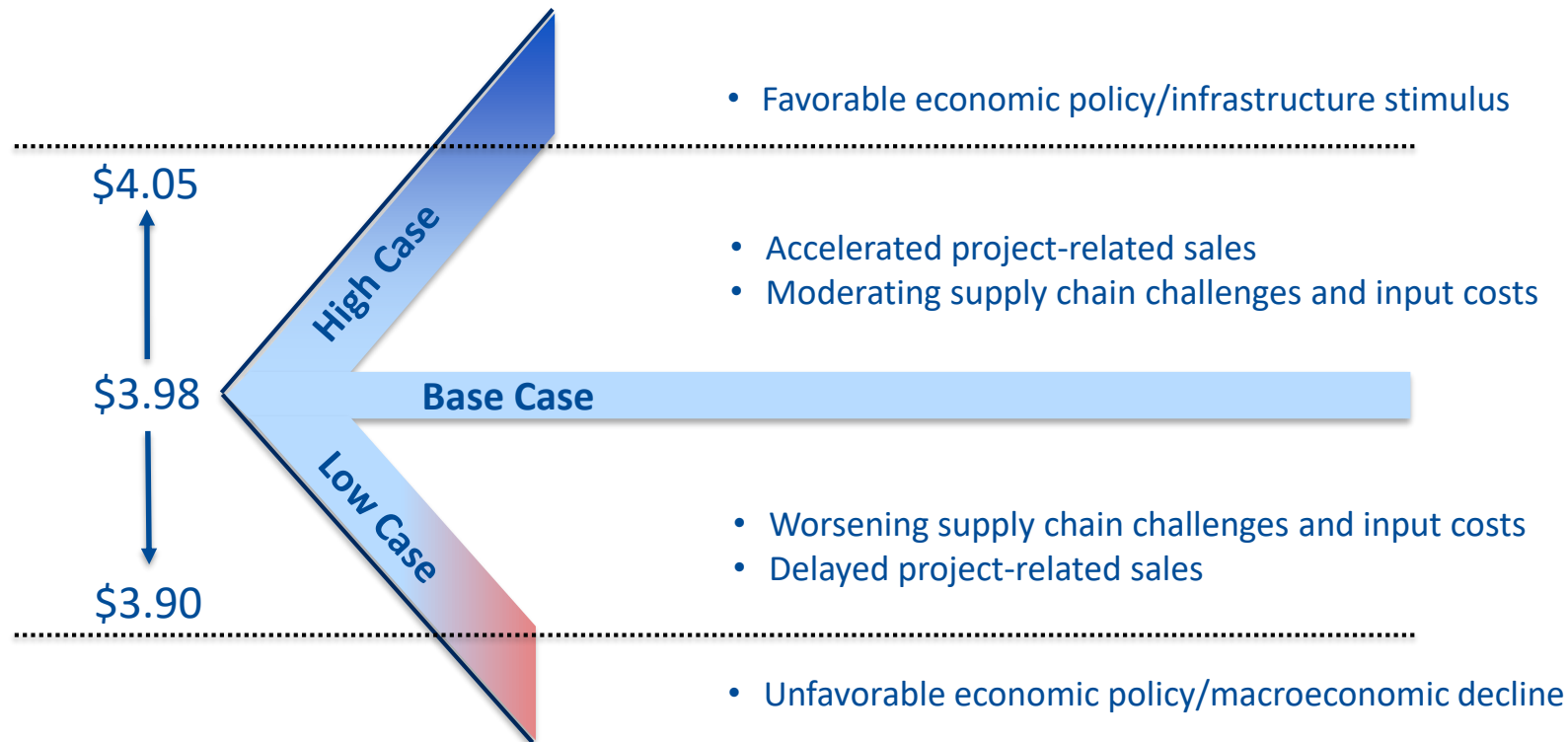
# Questions

# Appendix

# Modeling Considerations - Full Year 2023

| Metric  | Considerations                      |
|---|-------------------------------------|
| Corporate expense   | \$48-52m                            |
| Long-term incentive comp  | \$13-14m                            |
| Restructuring costs   | \$1-2m                              |
| Interest cost   | \$25-26m                            |
| Other income/(expense), and Non-service pension benefit/(expense) | \$4-6m                              |
| Tax rate  | 23.5-24.5%                          |
| Capex   | ~\$25m                              |
| Cash cost of pension + OPEB                                       | \$10-11m                            |
| Depreciation  | \$21-22m                            |
| Share count   | ~46.3-46.6m                         |
| Currency effect   | Topline sensitivity to USD-GBP rate |

# 2023 Adjusted EPS Guidance - Key Drivers



Note: Adjusted results are non-GAAP financial measures. Reconciliations of non-GAAP guidance measures to US GAAP financial measures are not practicable and accordingly are not included in this Appendix.

# Q1 2023 Debt Reconciliation



(\$ millions)

|  | <u>Q1 2023</u>  |
|--|-----------------|
| Short-term debt  | \$ 68.9         |
| Current maturities of long-term debt                             | 3.5             |
| Long-term debt   | <u>241.5</u>    |
| Gross debt   | 313.9           |
| plus: adjustment associated with credit agreement <sup>(1)</sup> | (1.2)           |
| Adjusted gross debt  | 312.7           |
| less: cash and equivalents                                       | <u>(212.2)</u>  |
| Adjusted net debt  | <u>\$ 100.5</u> |

(1) Includes unamortized debt issuance costs associated with term loan of \$0.7 and excludes purchase card debt of \$1.9.

Note: Adjusted net debt as defined by SPX Technologies' current credit facility agreement.

# GAAP Reconciliation Results by Quarter



(\$ millions)

|   | 2022           |                |               |                  |               | 2023           |
|---|----------------|----------------|---------------|------------------|---------------|----------------|
|   | Q1             | Q2             | Q3            | Q4               | FY            | Q1             |
| Segment income  | \$ 39.6        | \$ 56.1        | \$ 63.4       | \$ 90.5          | \$ 249.6      | \$ 74.4        |
| Corporate expense   | (16.6)         | (16.4)         | (17.2)        | (18.4)           | (68.6)        | (14.6)         |
| Acquisition related and other costs                                 | (0.1)          | (0.9)          | (0.1)         | (0.8)            | (1.9)         | (0.6)          |
| Long-term incentive compensation expense                            | (3.1)          | (2.5)          | (2.1)         | (3.2)            | (10.9)        | (3.1)          |
| Intangible amortization   | (9.3)          | (7.1)          | (6.7)         | (5.4)            | (28.5)        | (6.3)          |
| Impairment of goodwill and intangible assets                        | -              | -              | -             | (13.4)           | (13.4)        | -              |
| Special charges, net  | -              | (0.1)          | -             | (0.3)            | (0.4)         | -              |
| Other operating income (expense), net                               | 0.9            | (1.9)          | -             | (73.9)           | (74.9)        | -              |
| <b>Operating income (loss)</b>                                      | <b>11.4</b>    | <b>27.2</b>    | <b>37.3</b>   | <b>(24.9)</b>    | <b>51.0</b>   | <b>49.8</b>    |
| Other income (expense), net   | 6.5            | (1.7)          | (24.6)        | 4.6              | (15.2)        | 2.5            |
| Interest expense, net   | (2.3)          | (2.0)          | (1.6)         | (1.7)            | (7.6)         | (1.9)          |
| Loss on amendment/refinancing of senior credit agreement            | -              | -              | (1.1)         | -                | (1.1)         | -              |
| <b>Income (loss) from continuing operations before income taxes</b> | <b>15.6</b>    | <b>23.5</b>    | <b>10.0</b>   | <b>(22.0)</b>    | <b>27.1</b>   | <b>50.4</b>    |
| Income tax (provision) benefit                                      | (2.6)          | (4.4)          | 2.5           | (2.8)            | (7.3)         | (11.3)         |
| <b>Income (loss) from continuing operations</b>                     | <b>13.0</b>    | <b>19.1</b>    | <b>12.5</b>   | <b>(24.8)</b>    | <b>19.8</b>   | <b>39.1</b>    |
| Income (loss) from discontinued operations, net of tax              | -              | -              | -             | -                | -             | -              |
| Income (loss) on disposition of discontinued operations, net of tax | (1.6)          | (6.1)          | (9.4)         | (2.5)            | (19.6)        | 3.7            |
| <b>Income (loss) from discontinued operations, net of tax</b>       | <b>(1.6)</b>   | <b>(6.1)</b>   | <b>(9.4)</b>  | <b>(2.5)</b>     | <b>(19.6)</b> | <b>3.7</b>     |
| <b>Net income (loss)</b>  | <b>\$ 11.4</b> | <b>\$ 13.0</b> | <b>\$ 3.1</b> | <b>\$ (27.3)</b> | <b>\$ 0.2</b> | <b>\$ 42.8</b> |

# Adjusted SPX 2021 Results by Quarter



(\$ millions)

|   | Q1      | Q2      | Q3      | Q4      | 2021     |
|---|---------|---------|---------|---------|----------|
| HVAC segment income                                   | \$ 23.0 | \$ 26.6 | \$ 23.6 | \$ 34.5 | \$ 107.7 |
| Detection & Measurement segment income                | 24.0    | 18.1    | 18.0    | 32.8    | 92.9     |
| Consolidated segment income                           | \$ 47.0 | \$ 44.7 | \$ 41.6 | \$ 67.3 | \$ 200.6 |
| Operating income from continuing operations           | \$ 25.0 | \$ 17.1 | \$ 17.7 | \$ 13.9 | \$ 73.7  |
| Exclude: "Other" operating adjustments <sup>(1)</sup> | 5.6     | 11.6    | 9.7     | 34.5    | 61.4     |
| Adjusted operating income                             | \$ 30.6 | \$ 28.7 | \$ 27.4 | \$ 48.4 | \$ 135.1 |
| Net income from continuing operations                 | \$ 23.0 | \$ 17.7 | \$ 13.9 | \$ 4.4  | \$ 59.0  |
| Exclude: "Other" income adjustments <sup>(2)</sup>    | (0.2)   | 6.1     | 6.8     | 36.5    | 49.2     |
| Adjusted net income                                   | \$ 22.8 | \$ 23.8 | \$ 20.7 | \$ 40.9 | \$ 108.2 |
| Adjusted EPS  | \$0.49  | \$0.51  | \$0.44  | \$0.88  | \$2.33   |

<sup>(1)</sup> Excludes amortization expense associated with acquired intangible assets, acquisition-related costs (including inventory step-up charges), asset impairment charges, costs associated with our Transformers Solutions and South Africa businesses that could not be allocated to discontinued operations for U.S. GAAP purposes, revisions of liabilities associated with contingent consideration on acquisitions, and charges resulting from changes in estimates associated with asbestos product liability matters. In addition, includes a reclassification of transition services income from "Other non-operating income/expense".

<sup>(2)</sup> Excludes items noted above, gains on an equity security associated with a fair value adjustments, non-service pension items, and the tax impacts of these items, as well as certain discrete tax items.



# Q1 2023 Adjusted EBITDA\* Reconciliation

(\$ millions)

|  | <u>Last 12<br/>Months</u> |
|--|---------------------------|
| Net Income**   | \$ 31.6                   |
| Income tax provision   | 16.0                      |
| Interest expense   | <u>9.3</u>                |
| Income before interest and taxes   | 56.9                      |
| Depreciation and amortization  | <u>43.1</u>               |
| EBITDA   | 100.0                     |
| Adjustments:   |                           |
| Loss on disposition of assets outside the ordinary course of business    | 14.3                      |
| Impairments & other organizational costs                                 | 13.4                      |
| Non-cash compensation  | 19.6                      |
| Pension adjustments  | (3.4)                     |
| Extraordinary non-recurring, non-cash charges, net                       | 24.1                      |
| Extraordinary non-recurring cash charges, net                            | 74.4                      |
| Material acquisition / disposition related fees, costs, or expenses, net | 3.1                       |
| Pro forma effect of acquisitions and divestitures, and other             | 25.4                      |
| Adjusted EBITDA  | <u>\$ 270.9</u>           |

\*Adjusted EBITDA includes the pro-forma impact of acquisitions closed during the last 12 months.

Note: Adjusted consolidated EBITDA as defined by SPX Technologies' current credit facility agreement.

\*\*Amounts for the last 12 months are derived by adding, for each respective item, the amounts presented in slide 15 for "2023 Q1" plus "2022 FY" and subtracting "2022 Q1".

# FY 2021 U.S. GAAP to Adjusted EPS Reconciliation



|  | GAAP           | Adjustments | Adjusted       |
|--|----------------|-------------|----------------|
| Segment income   | \$ 200.6       | \$ —        | \$ 200.6       |
| Corporate expense <sup>(1)</sup>                             | (60.5)         | 8.6         | (51.9)         |
| Acquisition related and other costs <sup>(2)</sup>           | (5.1)          | 5.1         | —              |
| Long-term incentive compensation expense                     | (12.8)         | —           | (12.8)         |
| Amortization of intangible assets <sup>(3)</sup>             | (21.6)         | 21.6        | —              |
| Impairment of goodwill and intangible assets <sup>(4)</sup>  | (30.0)         | 30.0        | —              |
| Special charges, net <sup>(5)</sup>                          | (1.0)          | 0.2         | (0.8)          |
| Other operating income <sup>(6)</sup>                        | 4.1            | (4.1)       | —              |
| <b>Operating income</b>                                      | <b>73.7</b>    | <b>61.4</b> | <b>135.1</b>   |
| Other income, net <sup>(7)</sup>                             | 9.0            | (3.7)       | 5.3            |
| Interest expense, net  | (12.6)         | —           | (12.6)         |
| Loss on amendment/refinancing of senior credit agreement     | (0.2)          | 0.2         | —              |
| <b>Income from continuing operations before income taxes</b> | <b>69.9</b>    | <b>57.9</b> | <b>127.8</b>   |
| Income tax provision <sup>(8)</sup>                          | (10.9)         | (8.7)       | (19.6)         |
| <b>Income from continuing operations</b>                     | <b>59.0</b>    | <b>49.2</b> | <b>108.2</b>   |
| Diluted shares outstanding                                   | 46,495         |             | 46,495         |
| <b>Earnings per share from continuing operations</b>         | <b>\$ 1.27</b> |             | <b>\$ 2.33</b> |

<sup>(1)</sup> Adjustment represents the removal of acquisition related expenses (\$4.6) and costs associated with our Transformer Solutions and South Africa businesses that could not be allocated to discontinued operations for U.S. GAAP purposes (\$3.1), as well as a reclassification of transition services income (\$0.9) from "Other income, net."

<sup>(2)</sup> Adjustment represents the removal of (i) inventory step-up charges related to the Sensors & Software, Sealite and ECS acquisitions within the Detection & Measurement reportable segment of \$2.5 and Cincinnati Fan acquisition within the HVAC reportable segment of \$0.1, (ii) integration costs within the Detection & Measurement reportable segment of \$0.7, and (iii) a non-cash asset impairment charge within the Detection & Measurement reportable segment of \$1.8.

<sup>(3)</sup> Adjustment represents the removal of amortization expense associated with acquired intangible assets of \$3.4 and \$18.2 within the HVAC and Detection & Measurement reportable segments, respectively.

<sup>(4)</sup> Adjustment represents the removal of non-cash charges related to the impairment of goodwill and intangible assets.

<sup>(5)</sup> Adjustment represents the removal of restructuring charges associated with acquisition integration activities.

<sup>(6)</sup> Adjustment represents the removal of net gains related to contingent consideration fair value adjustments (\$30.4) and charges related to asbestos product liability matters (\$26.3).

<sup>(7)</sup> Adjustment represents the removal of (i) charges related to asbestos product liability matters (\$21.0), (ii) a gain on equity security associated with a fair value adjustment (\$11.8), (iii) non-service pension and postretirement gains (\$11.6), and (iv) a gain on the sale of an equity security of (\$0.4), as well as the reclassification of income related to a transition services agreement (\$0.9) to "Corporate expense."

<sup>(8)</sup> Adjustment primarily represents the tax impact of items (1) through (7) above and the removal of certain discrete income tax charges that are considered non-recurring.