

# Delivering Growth+

**AGM presentation  
April 28<sup>th</sup> 2023**

Presented by  
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**rotork<sup>®</sup>**

Keeping the World Flowing  
for Future Generations





# Reflections after my first year as CEO

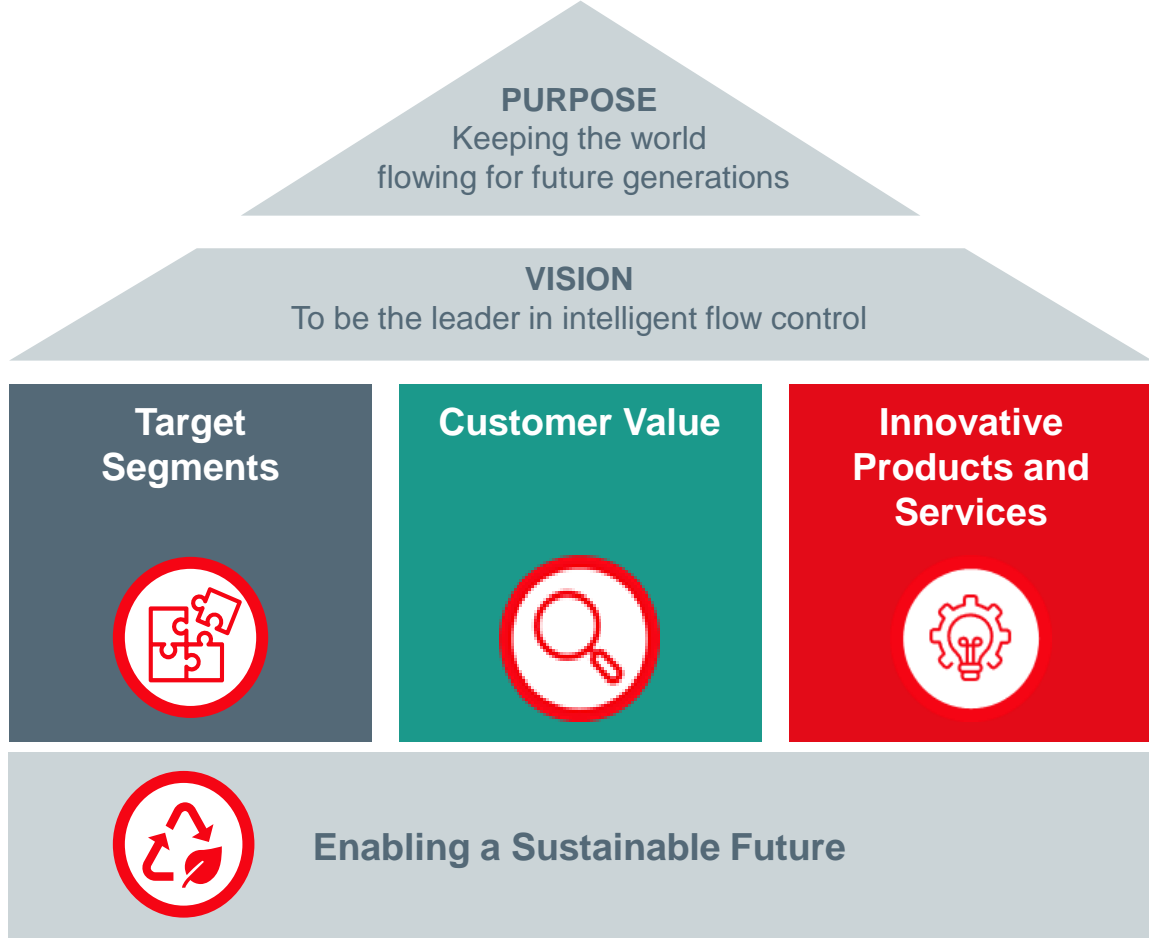
First class engineering company with market leading products

Growth+ to build on the foundations created by GAP

Strong financial performance

Playing a key role in the energy transition

# Growth+ strategy





# Target segments in action

## Methane emissions reduction

Increasing demand for Rotork solutions



## Carbon Capture Usage & Storage

Rotork electric solutions selected for Northern Lights onshore CO<sub>2</sub> storage facility



## Wastewater treatment

Success in modernisation & improvement projects



### ENABLERS



Digitalisation



Efficiency



Electrification



# Customer value in action

## Achieving Customer Excellence

- ACE - Transforming lead times to deliver customer value
- Pilot programme reduced lead times from 16 to 2 weeks at two European plants



## Customer experience

- Optimisation of business processes
- Delivering an end-to-end quote-to-cash improvement
- ERP a key enabler





# Innovation in action

## Innovation & New Product Development

### Key criteria

- Aligned with target segments
- Electrification
- Connected and digital
- Make vs buy / M&A
- Leverage Rotork Site Services

5 new products in 2022

Enhanced Intelligent Asset Management (iAM)

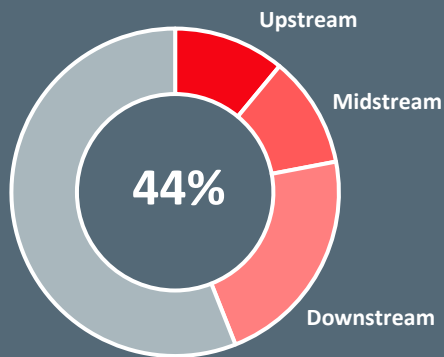


# Market outlook

## Oil & Gas

- China reopening positive for global oil & gas demand
- Investment required for energy security and 'catch-up'
- Energy transition and emissions reduction opportunities

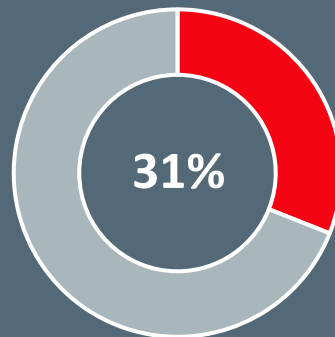
### % of revenue



## CPI

- Increased activity in decarbonisation
- HVAC and mining active
- Drive to lower industry's CO<sub>2</sub> emissions gaining momentum

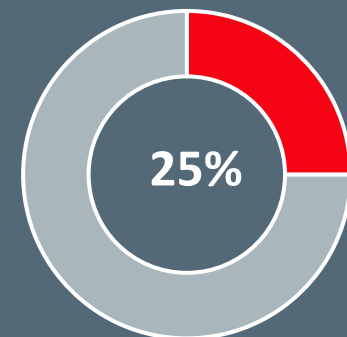
### % of revenue



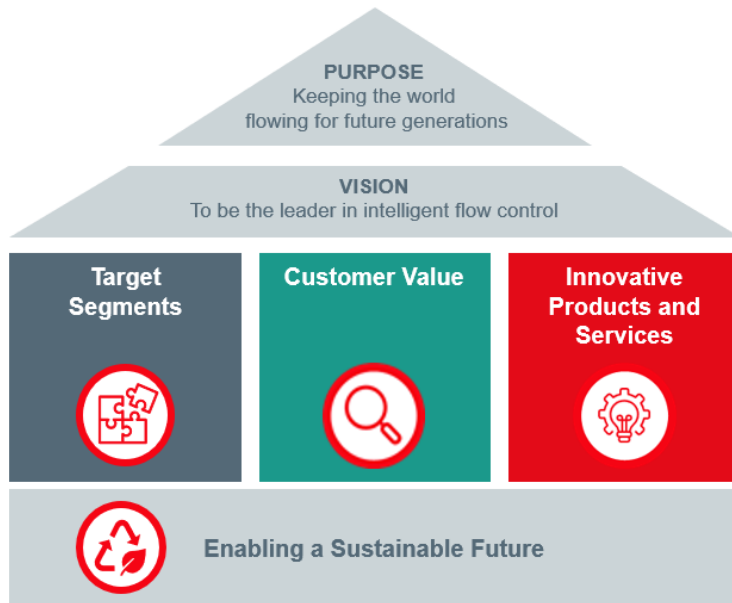
## Water & Power

- Water infrastructure investment a global priority
- Lifting of COVID-19 restrictions in China
- Renovation opportunities in the power sector

### % of revenue



# Summary



- Making encouraging progress
- Growth+ strategy successfully launched
- Responded to cost-of-living challenges
- Strong 2022 financial results
- Positive outlook

**We are committed to delivering mid to high single digit revenue growth and mid 20s adjusted operating margins over time**



# Q1 2023 trading update

- Q1 was in-line with our expectations
- Order intake was ahead a mid-teen percentage YoY OCC, with all divisions making encouraging progress
- Revenues in the 3m grew 18% YoY OCC against a supply-chain disrupted comparative period
- The outlook for our end markets remains positive and our record order book gives us good visibility into the second half of the year
- We now expect 2023 adjusted operating profit to be slightly ahead of our earlier expectations

The Rotork logo is positioned in the top left corner. To its right, a decorative graphic of three overlapping ribbons in red, teal, and dark blue extends across the top of the page. The ribbons are layered, with the red one on top, the teal one in the middle, and the dark blue one on the bottom. They curve from the right side towards the left, ending in a loop-like shape.

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