

Investor Presentation

Project Kestrel
May 2025

aggreko



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Today's speakers



Blair Illingworth
Chief Executive Officer

- Blair joined Aggreko in November 2021. Blair has extensive executive and board experience in both public and privately owned businesses across a number of different sectors. Blair was a director of Marshalls plc, Chief Executive of Polypipe plc, Tarmac Building Products and Brush Group (owned by Melrose plc)
- He has enjoyed a varied career, including military service as a commissioned officer in the Royal Marines



Heath Drewett
Chief Financial Officer

- Heath was appointed CFO of Aggreko in January 2018 and, after qualifying with PwC, has 29 years of experience within various corporate finance, business performance, financial and strategic planning roles
- Heath was previously Group Finance Director at WS Atkins plc. Before that, he worked at British Airways plc within corporate strategy, business planning and finance

Agenda

1 Transaction overview

2 Company overview

3 Market overview

4 Key credit highlights

5 Financial performance

6 Closing remarks



1. Transaction overview

Executive Summary

Aggreko continues to deliver strong results and the Group's key credit metrics have improved:

- **FY Dec 2024 revenue of \$2,854m, Adjusted EBITDA of \$1,100m and Adjusted EBITDA margin of 38.5%** (vs. previous fund-raising in Feb 2025, LTM Sep 2024 revenue of \$2,723m, Adjusted EBITDA of \$1,058m and Adjusted EBITDA margin of 38.9%)
- Increased investment in both fleet and people (including new skills and capabilities) continues to underpin our organic growth and we believe M&A is now a proven pillar for delivering future growth. Recent acquisitions are performing well, and we have developed a healthy pipeline of future accretive opportunities

In Jul 2024, we extended the tenor of our Term Loans (TLB) by 3 years to Aug 2029, and reduced our TLB interest margin by 1.00%:

- In Feb 2025, we raised an incremental \$300m equiv. of EUR and USD TLB to fund our 2025 growth capex and further reduced our TLB interest margin by 1.25%. The Add-on is expected to generate incremental pro-forma EBITDA of \$60m based on c.\$300m raised for growth capex, assumed 50% capital productivity and 40% EBITDA margin

Following a sustained period of strong operating performance and growth, we intend to:

- Extend our £300m Revolving Credit Facility (RCF) and £150m Ancillary Bonding Facility (ABF) due Jun 2026 and increase the size of our RCF and ABF, reflecting the Group's growth since 2021. We are in the process of extending the RCF and ABF to Feb 2030⁽¹⁾ and increasing the size of these Facilities to c.\$1.2bn
- Refinance our \$1,035m⁽²⁾ Senior Secured Notes (SSN) due Oct 2026 and \$450m Senior Unsecured Notes (SUN) due Apr 2027

The proposed refinancing transactions would improve liquidity and reduce refinancing risk and be leverage neutral before transaction costs

We are also contemplating a distribution to our shareholders and repayment in full of preference shares issued by Albion TopCo Ltd:

- We are considering a dividend and preference share repayment that we believe would not affect our credit ratings or ability to deliver our growth plans
- After a \$553m dividend and \$177m repayment of preference shares (total \$730m), pro forma net senior secured leverage and net total leverage would stand at 4.2x and 4.3x for LTM Dec 2024, based on structuring EBITDA of \$1,100m (vs 3.3x and 4.2x based on FY21E EBITDA of £485m at the time of initial rating)

Commitments are due on Wednesday 14th May, with pricing and allocation expected thereafter.

Envisaged Transaction

SOURCES AND USES

Sources of Funds		Uses of Funds	
	<u>USDm</u>		<u>USDm</u>
New Senior Secured Debt	2,315	Existing SSNs and SUNs	1,485
		Preference Share Repayment	177
		Dividend Distribution	553
		Transaction Costs	100 ⁽¹⁾
Total Sources of Funds	2,315	Total Uses of Funds	2,315

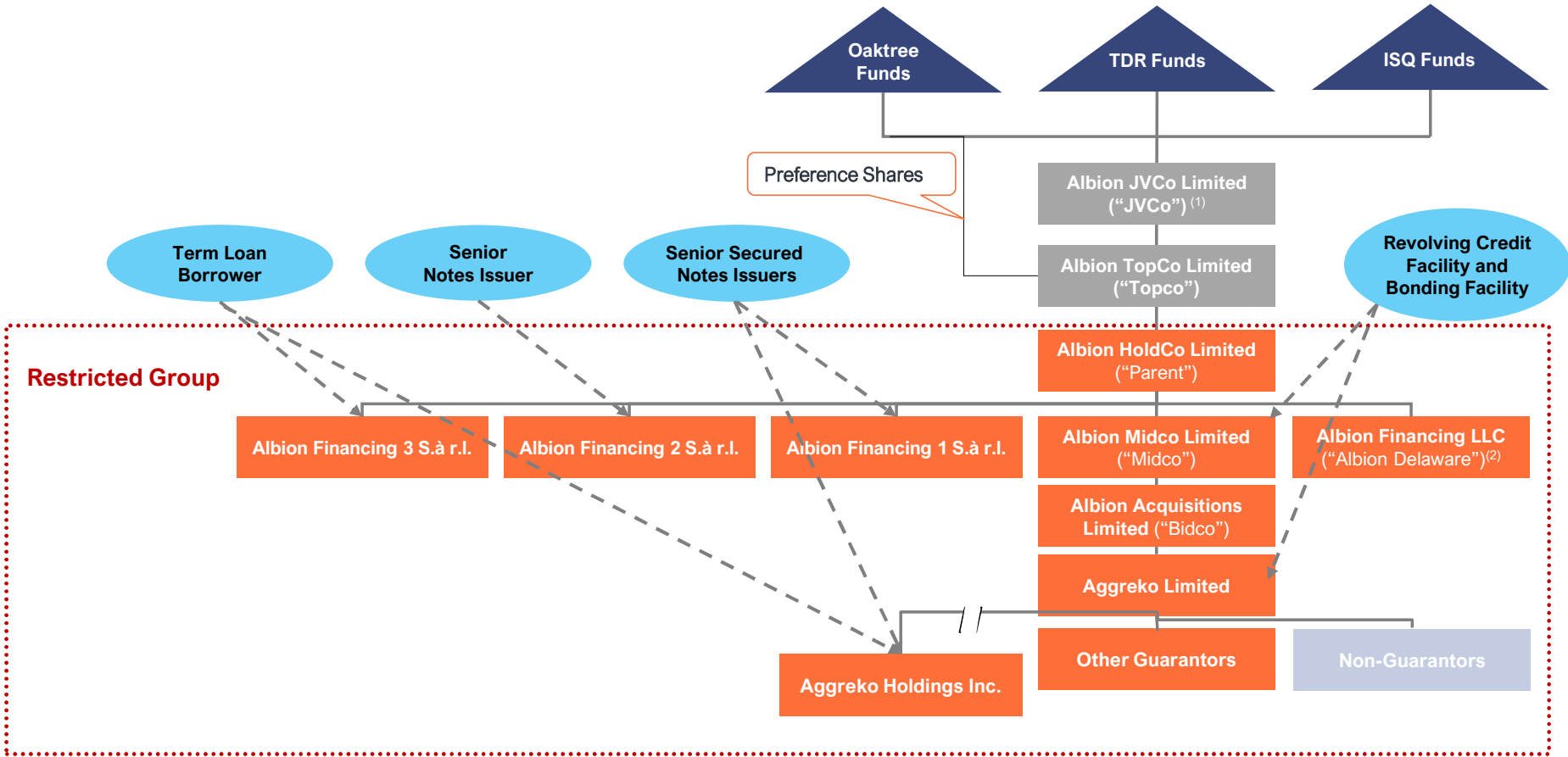
PRO FORMA CAPITALIZATION⁽⁴⁾

USDm	December 2024 Actual				Post-2024 FY Adjustments				Post Transaction		
	Amt. O/S	Maturity	xLTM PF Adj EBITDA	Adj.	Amt. O/S	Maturity	xLTM PF Adj EBITDA	Adj.	Amt. O/S	Maturity	xLTM PF Adj EBITDA
Cash & Cash Equivalents	(165)	n.a	(0.15x)	(257)	(422)	n.a	(0.38x)	5	(417)	n.a	(0.38x)
£450m RCF/ABF due 2026	3	Jun-26	0.00x	(3)	–	Jun-26	–	–	–	Jun-26	–
\$1,195m Extended RCF/ABF due 2030	–	–	–	–	–	–	–	–	–	Feb-30	–
EUR/USD TLB due 2029	2,466	Aug-29	2.24x	293	2,759	Aug-29	2.51x	–	2,759	Aug-29 ⁽³⁾	2.51x
6.125% USD SSNs due 2026	565	Oct-26	0.51x	–	565	Oct-26	0.51x	(565)	–	–	–
5.250% EUR SSNs due 2026 ⁽²⁾	470	Oct-26	0.43x	–	470	Oct-26	0.43x	(470)	–	–	–
New Senior Secured Debt	–	–	–	–	–	–	–	2,315	2,315	[May-30]	2.10x
Total Senior Secured Net Debt	3,339		3.04x	33	3,372		3.07x	1,285	4,657		4.23x
8.750% USD SUNs due 2027	450	Apr-27	0.41x	–	450	Apr-27	0.41x	(450)	–	–	–
Other Borrowings	93	n.a	0.08x	(22)	71	n.a		–	71	n.a	0.06x
Total Senior Net Debt (excluding finance leases)	3,882		3.53x	11	3,893			835	4,728		4.30x
LTM Dec'24 Structuring EBITDA	1,100				1,100				1,100		

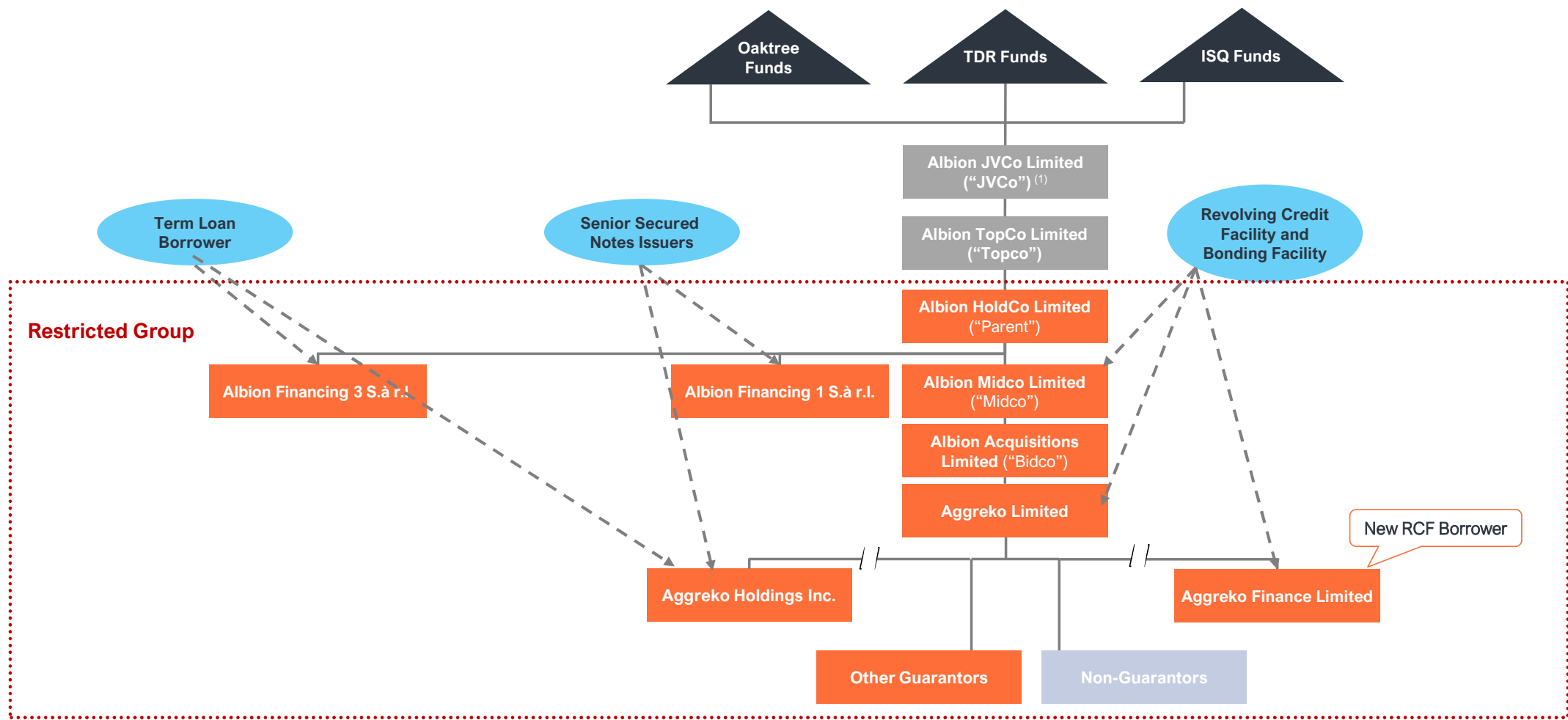
Indicative Term Sheet

	New € / \$ SSNs	
Ranking	Senior Secured	
Currency	EUR / USD	
Amount	\$2,315m equivalent	
Maturity	[May-2030]	
Coupon	[•]	[•]
OID	N/A	
Call Protection	[5YNC2]	
Governing law	New York	

Group structure before proposed transaction (simplified)



Group structure after proposed transaction (simplified)





Company overview

Aggreko

What we do

We are a global leader in energy solutions, providing rapidly deployable, temporary and semi-permanent modular power and temperature control solutions for however long they're needed.

We are sector specialists, bringing together our engineering capability and proprietary application know-how to solve customers' energy challenges. However complex the challenge, we support customers through the lifecycle of design, commissioning, operations, monitoring and maintenance.

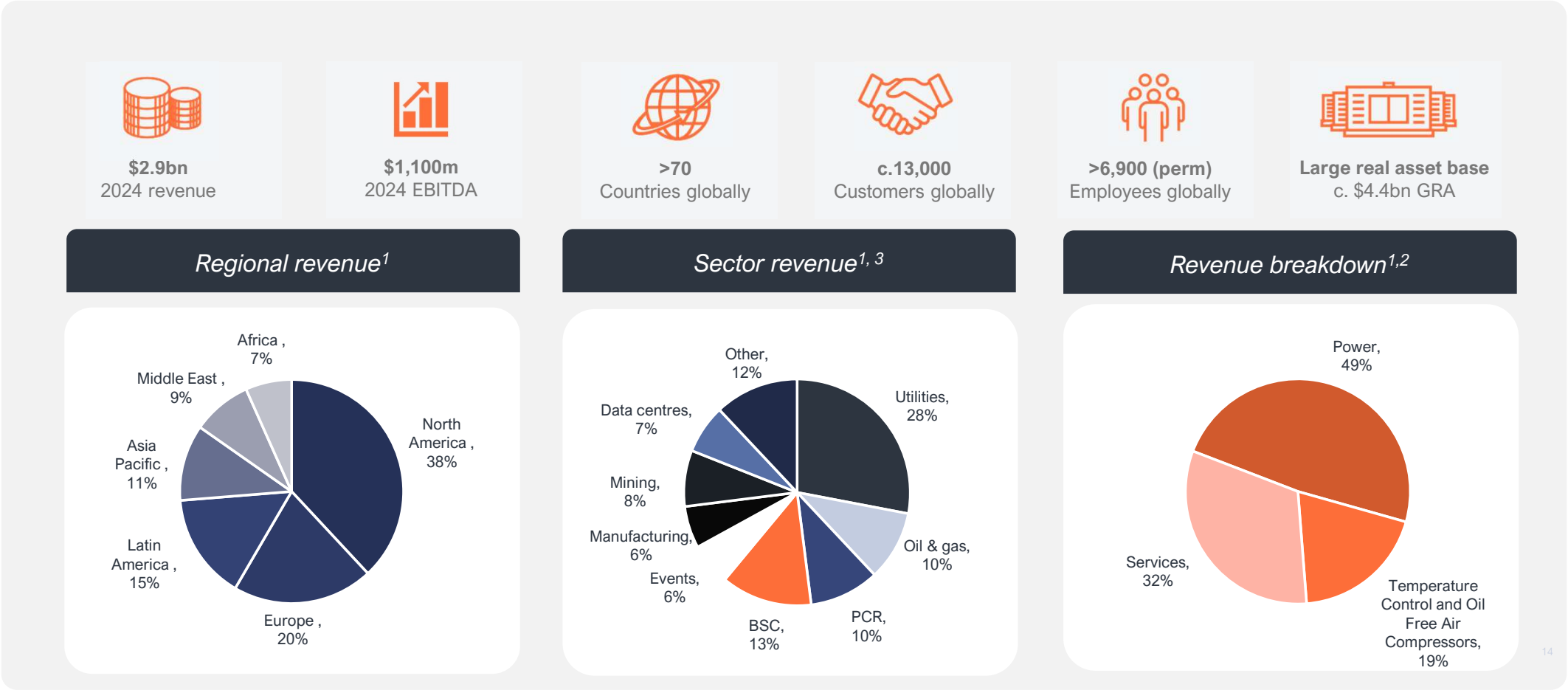
We are technology and product agnostic, bringing technical and applications expertise to a diverse range of solutions, incorporating products such as generators, transformers, load banks, battery storage, temperature control, oil-free air, wind and solar.

We operate in six key regions: North America (NAM), Europe, Latin America (LAM), Asia Pacific, Middle East and Africa. Our global footprint allows us to move resources, both expertise and equipment, to wherever our customers need them.

We serve more than 13,000 customers globally, operating a fleet of more than 14GW with corresponding GRA (gross rental asset) of \$4.4bn, across 238 locations, in 75 countries, with over 6,900 employees.



Group overview



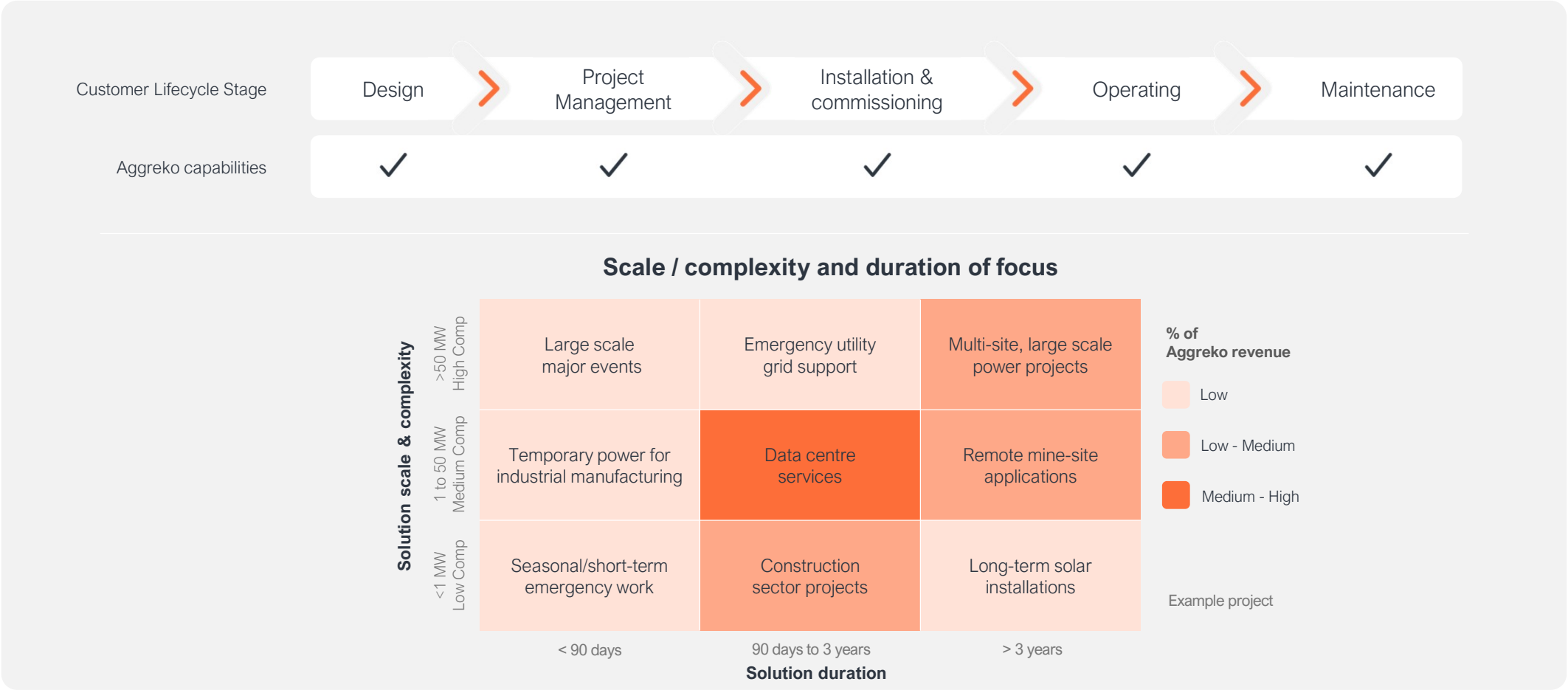
A reminder: How we run the business

Clear framework within which we operate and drive accountability



Complex solutions across a range of scale & duration

Aggreko capabilities & solutions focus



The sectors we work in



OIL & GAS

Providing reliable & efficient engineered temporary power, cooling, heating, & compressed air solutions for our oil & gas customers

- Upstream onshore
- Unconventional onshore
- Upstream offshore
- Midstream



PETROCHEMICAL & REFINING

Helping you maintain production rates & increase reliability while minimising safety risks and yielding cost and time savings

- Turnarounds
- Process enhancement
- Daily maintenance
- Risk management
- Power projects



EVENTS

Under the watch of the public eye, we help your events progress successfully with engineered energy and HVAC solutions

- Sustainability
- Sports
- TV & Film



MANUFACTURING

Keeping business continuity, process enhancement opportunities, and energy transition goals at the top of our minds

- Manufacturing
- Food and Beverage
- Pharmaceutical

The sectors we work in



BUILDING SERVICES & CONSTRUCTION

Delivering safe, profitable, and uninterrupted solutions to protect your reputation and empower your ESG goals

- Facilities Management
- Construction
- Government
- Healthcare
- Telecommunications



UTILITIES

Helping you improve your grid resiliency and capital productivity while improving your return on equity, safety, and reliability

- Transmission and Distribution
- Fossil Fuels
- Renewables



DATA CENTERS

We partner with data centers to help achieve their mission critical goals through a range of turnkey and tailored solutions

- Constructions
- Commissioning
- Maintenance
- Upgrades
- Emergencies



MINING

We help you progress your business with better and cleaner mining energy solutions throughout the life of your mines

- Underground mine cooling
- Off grid power
- On grid power
- Hybrid power

Partnering through the Energy Transition



Transition technology

- Solar
- BESS
- Hydrogen
- Methanol
- Gas
- Emissionised equipment

10 years +



Alternative fuels

- Waste and biofuels (FAME, HVO, GTL and blends)
- Biogas, landfill gas

5 years +



Fossil fuel displacement

- Flare and waste gas to energy solutions
- Co or tri-generation solutions (combined heat, power and cooling)
- Waste heat recovery solutions
- Grid step down solutions (electrical distribution enabling access to grid power)

9 years +



Renewable enablement

- Grid balancing solutions (incl. ancillary services, peaking capacity)
- Grid emulation for renewable commissioning

7 years +

Length of
experience

Strong ESG credentials, with clear decarbonisation targets

We are making good progress in 2024 against our 2021 baseline



- 23% reduction in Scope 1 emissions
- 64% reduction in Scope 2 emissions
- 26% reduction in Scope 1 & 2 combined



- 1.2m tonne reduction in absolute Scope 3 emissions
- 14% reduction in emissions intensity of our energy solutions – tCO₂e/MW of capacity supplied
- 6% reduction in emissions intensity of our energy solutions – kgCO₂e/MWh output

Significantly strengthened business since 2021

Comparison of profitability, growth and risk profile metrics since takeover

2021 take-private by TDR Capital and I Squared Capital



Revenue¹

\$1.9bn



**Adjusted EBITDA¹
Margin¹**

\$0.5bn
27%



**Developed markets
revenue²**

48%



Average employees (Perm)

5,868



Large real asset base

\$3.7bn
GRA



**M&A investment
EBITDA contribution**

\$0m
-

2024

\$2.9bn

Improved contract mix, commercial and pricing initiatives, focus on growth sectors

\$1.1bn
39%

Revenue quality and growth flow-through, pricing optimization, contribution from M&A and improved cost efficiency

58%

Exit³ of 24 countries with elevated risk profiles

6,863

Reduction in central overheads and increased hiring into technical, engineering and sales roles

\$4.4bn
GRA

Disciplined capital allocation process to support customer-led growth

c. \$600m
\$116m

Focus on accretive, value-adding M&A to infill product and geographic portfolio and solutions and energy transition capabilities



Market overview

Looking forward: Market megatrends supporting our continued growth

Unprecedented combination of drivers for temporary and semi-permanent power



ELECTRIFICATION



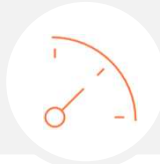
Overall electricity demand expected to increase ~2.5x through 2050



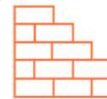
Key drivers include decarbonisation of industries and new industry power needs (e.g. data centres growing at 16% p.a. through 2034)



SUPPLY DEFICIT



~1,000 GW shortfall in generation capacity expected by 2030 with current capacity addition plans



New transmission deployment can take 10+ years and grid connection times of several years (e.g. 1,800 days in Europe)



INTERMITTENCY CHALLENGES



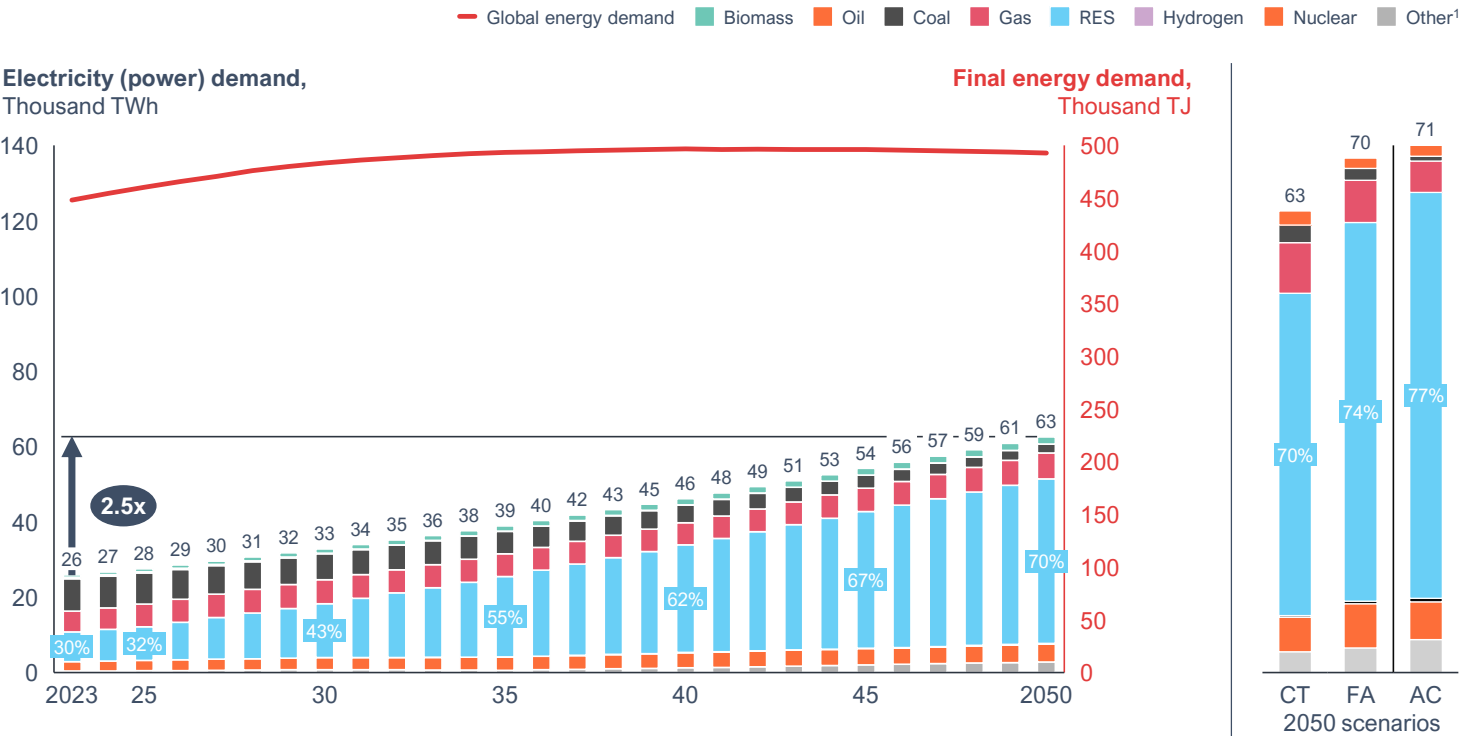
Renewables share of grid exceeding 40% leads to supply intermittency



Long duration energy storage (LDES) not yet viable creating demand for temporary and semi-permanent power

As primary energy demand flattens, the switch to electrification results in a 2.5x increase in electricity demand to 2050, met by an increasing RES supply

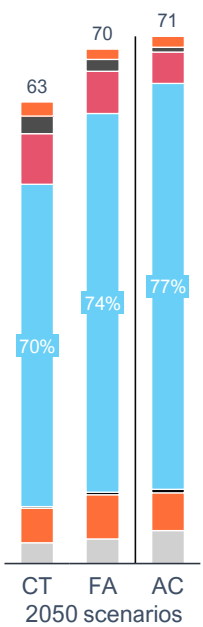
Global energy demand and electricity (power) demand growth by technology, CT scenario



Despite flattening total energy demand on the back of efficiency increases...

...Overall electricity demand is expected to increase by ~2.5x and RES demand by ~6x to 2050, driven by a regulatory focus on emissions and electrification

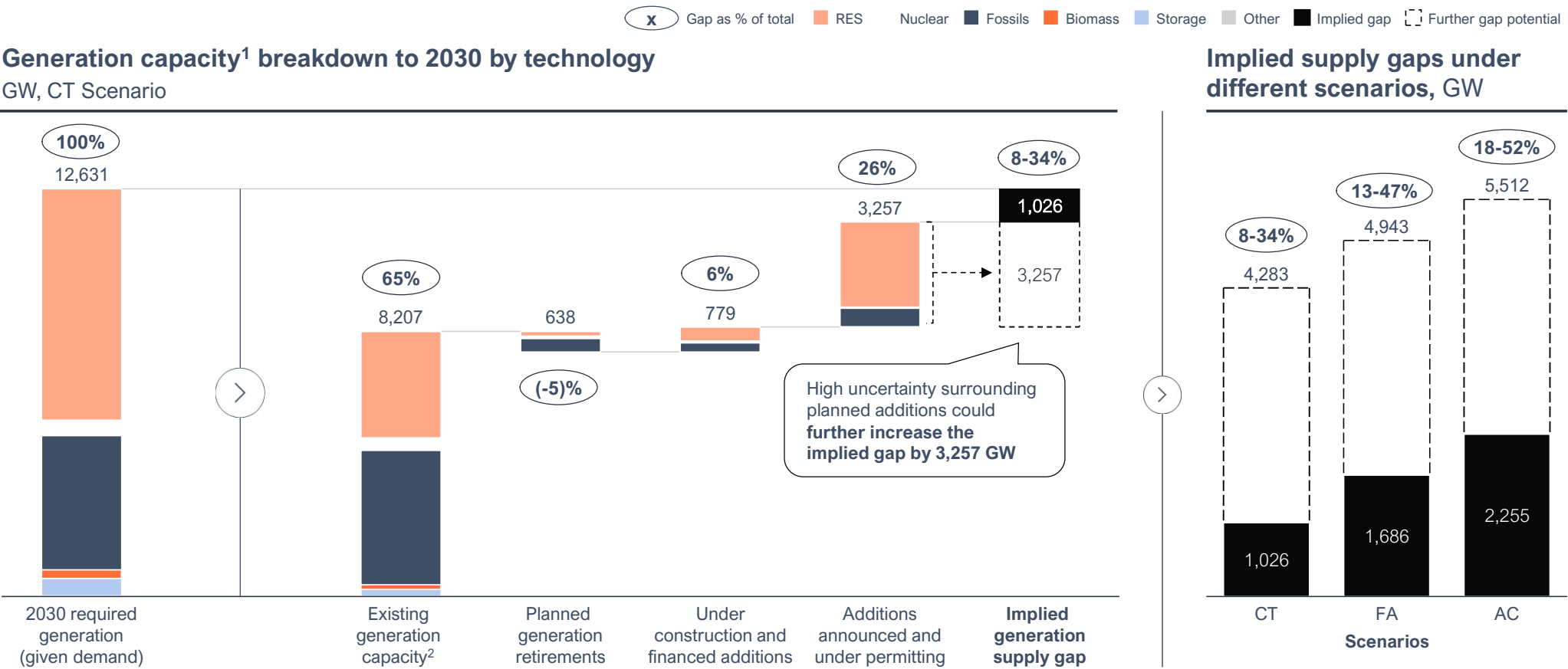
Greater intermittency challenges >35% RES share of electricity result in need for additional balancing measures



1. Including storage and imports

Scenarios: CT = Current Trajectory of renewables cost declines, but currently active policies remain insufficient to close the gap to ambition
FA = Further Acceleration of transition driven by country commitments though financial and technological restraints remain
AC = Achieved Commitments: Net Zero commitments achieved by leading countries through purposeful policies, followers transition at slower pace

Globally at least 1,000GW of demand is expected to be unmet by grid supply in 2030, given current capacity addition plans

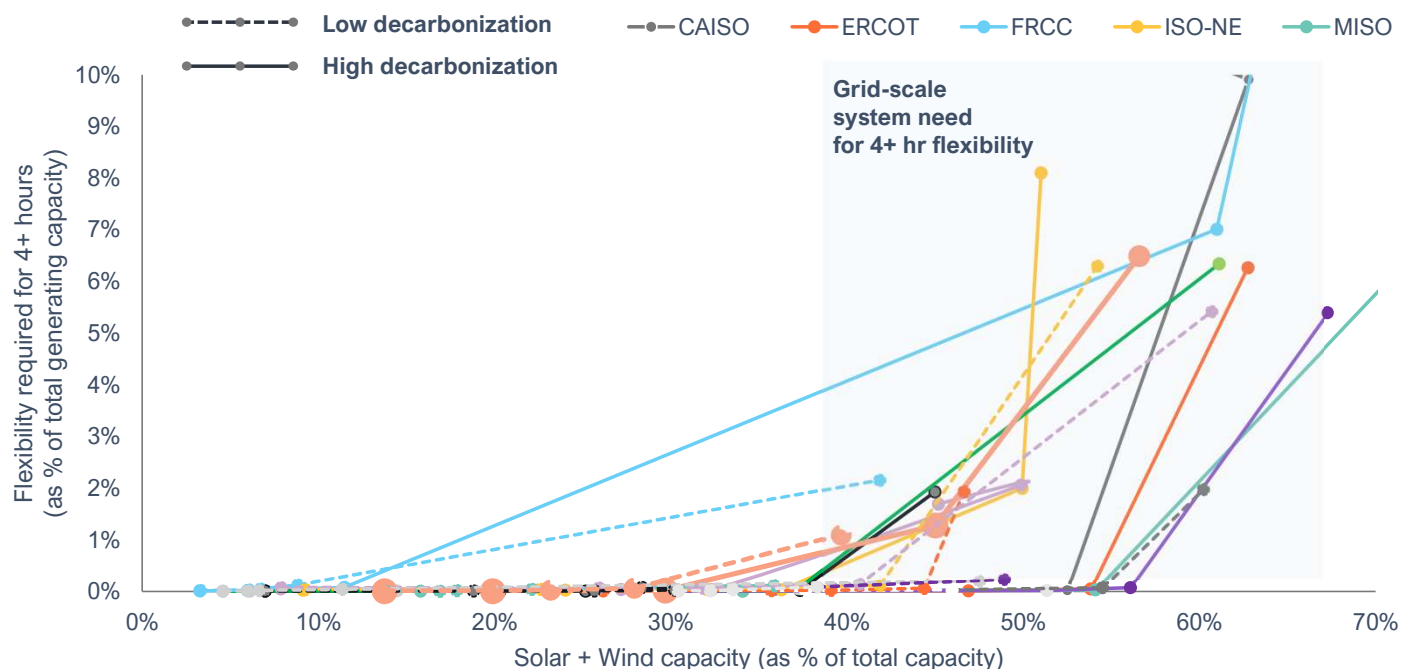


1. Modelled generation capacity required to meet demand in 2030 based on standard asset capacity factors; 2. 2022 generation capacity;

Once RES share of generation capacity exceeds 40%, >4hr flexibility solutions such as Aggreko's will be increasingly needed

Long-duration flexibility vs. solar + wind capacity, modeled from 2019 to 2035 across US Independent System Operators (ISOs)

ILLUSTRATIVE



Critical adoption of **long-term flexibility** levers reached at **45-50% RES adoption** for daily/weekly interruptions

Semi-permanent power could be an option¹ to fill **long-duration storage needs** until alternative technologies become commercially viable (e.g. LDES)

1. Alternative, more costly technologies such as fuel cells could help bridge the storage needs gap while fulfilling decarbonization targets

Note: Flexibility includes battery storage >4 hours, LDES, semi-permanent generation and fuel cells; renewables includes solar, onshore wind, offshore wind; due to falling utilization of traditional gas, 50% RE capacity ~80-90% generation; Years modeled are 2019, 2022, 2025, 2030, 2035



Key credit highlights

Key credit highlights

1

Market leader with distinctive global scale, delivering complex technology agnostic solutions, driven by long-term structural market trends

2

Favourable footprint and highly diversified customer base with a large exposure to the most attractive segments in the market

3

Global player of scale across complex energy solutions, with a strong value proposition and competitive advantages; well-invested and difficult-to-replicate infrastructure, network and asset base

4

Secured and highly predictable revenue with an attractive multi-year contractual profile

5

Highly skilled workforce, including engineering and design capability to develop bespoke customer solutions

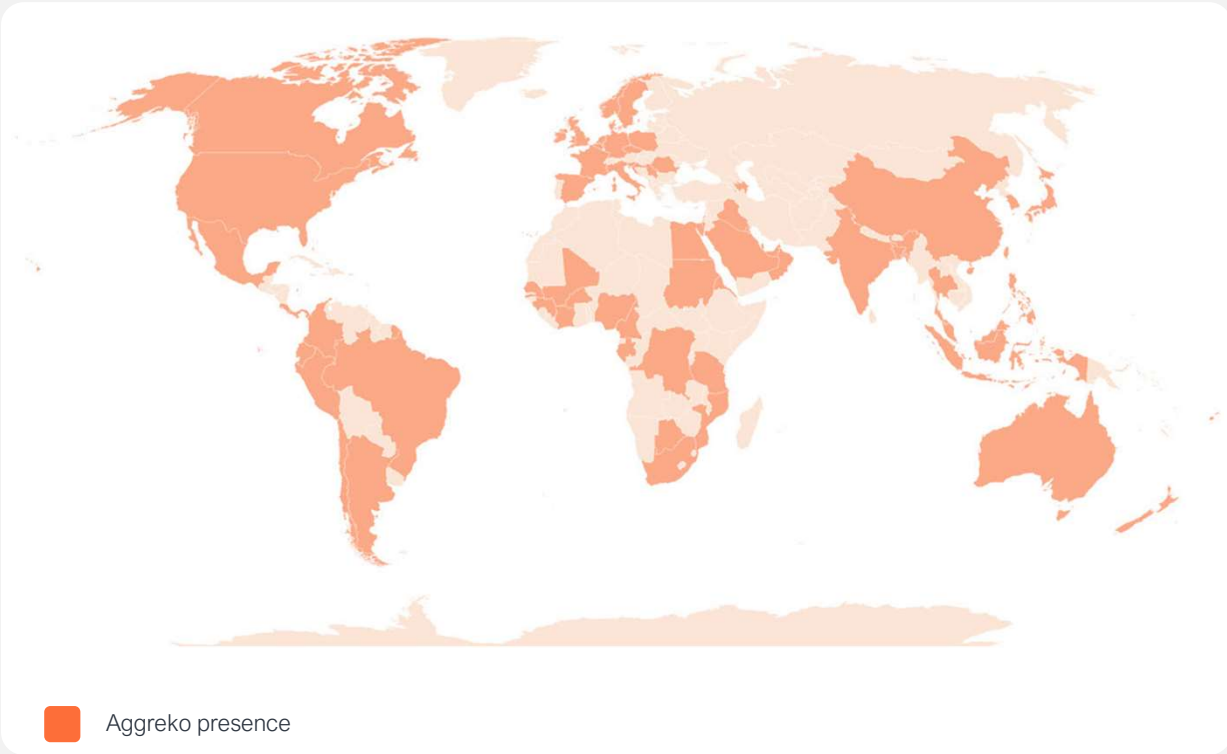
6

Experienced management team with track record of delivery and supportive shareholders

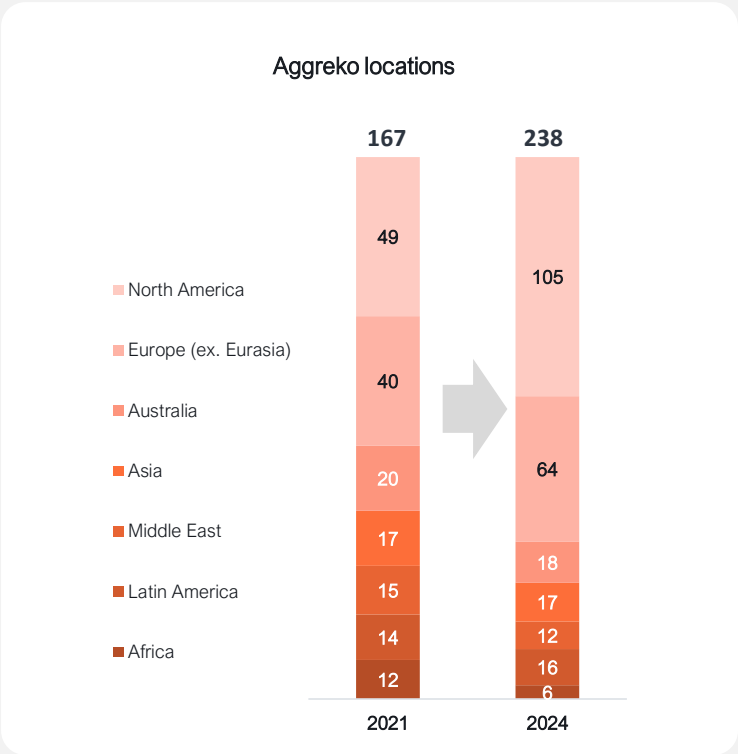
Global scale and scope

Driven by market opportunity in low-risk, developed markets

AGGREKO IS THE ONLY PLAYER THAT CAN SERVE CUSTOMERS GLOBALLY

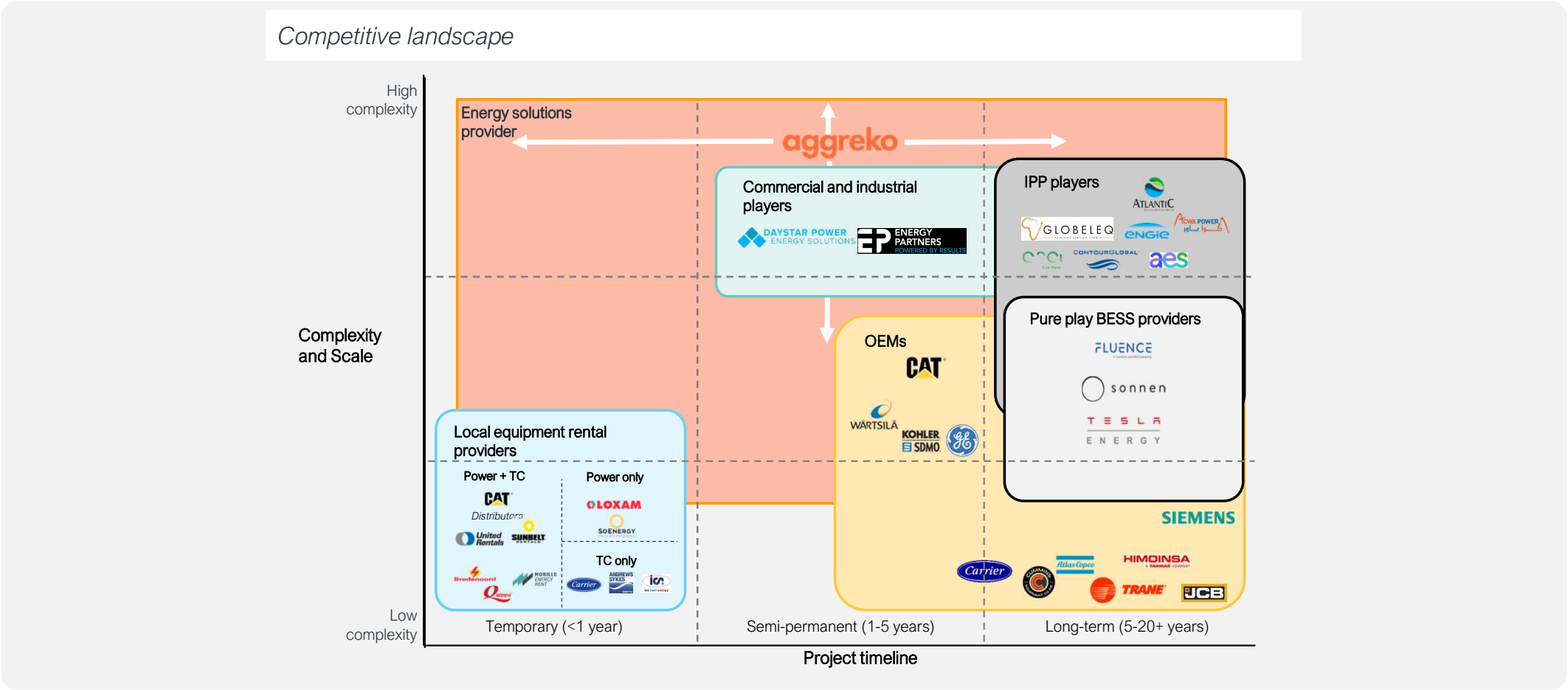


EVOLUTION TO LOWER COUNTRY RISK PROFILE



One of the few global players providing highly complex energy solutions

Wider competitive landscape has limited overlap with Aggreko



Market leading characteristics among those supporting the energy transition

	Aggreko	Established utilities	Developers	Suppliers / Manufacturers
 Highly diversified - geographic and by sector	✓	✗	✗	✓
 Clear market leader	✓	✓	✗	✗
 Disparate, stable competitive environment	✓	✓	✗	✗
 Highly visible demand	✓	✗	✓	✓
 Defensive, limited cyclicity	✓	✗	✗	✗
 Technology agnostic	✓	✗	✗	✓
 Superior low risk, high growth, high returns model	✓	✗	✗	✗

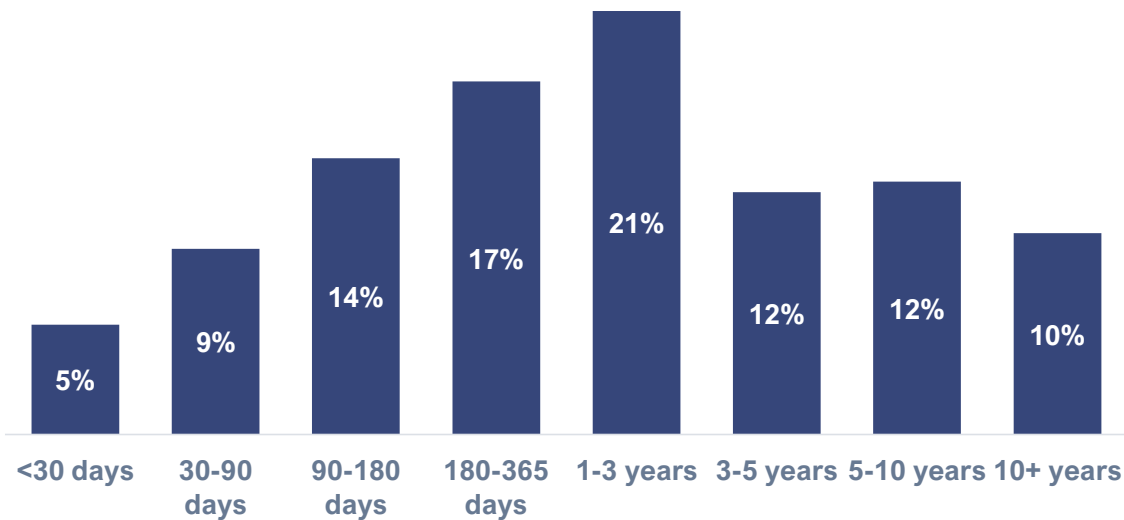
Geographically diversified revenue, across a range of contract durations

Significant proportion of multi-year contracts

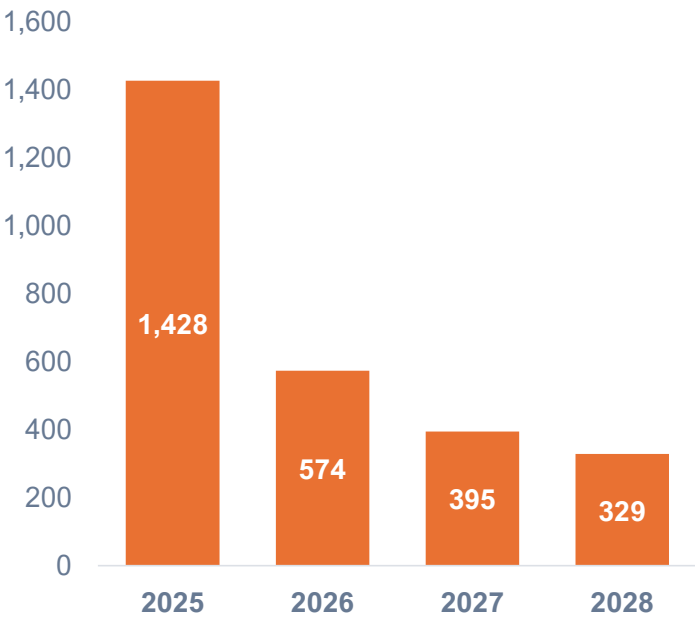
Multi-year contracts provide good earnings visibility

Revenue distribution by contract duration¹

~55% of revenue is contracted for longer than 1 year and ~35% longer than 3 years



Secured revenue at 1 January 2025 (\$m)





Financial performance

Our growth journey continues

2024 results demonstrate continued growth

Underpinned by strong market demand and a continued focus on our five key steps

- Underlying¹ revenue up 16% and EBITDA up 19%
- Careful cost control on increased revenue has driven adjusted EBITDA margin improvement, up 0.9pp to 38.5%
- Increased EBITDA and an improved working capital performance resulted in a 15% increase in cash generated from operations
- Continued investment in fleet, 32% spend increase over FY 2023, delivering strong capital returns
- Continuation of accretive, value-adding M&A, with five acquisitions in the year

1. Underlying excludes pass-through fuel from our PIE contract in Brazil and currency

Financial summary

Pre-exceptional items		Movement		
\$m	FY 2023	FY 2024	CHANGE	CHANGE excluding pass-through fuel and currency
Revenue	2,505	2,854	14%	16%
Operating profit	500	602	20%	26%
<i>Operating profit margin</i>	<i>19.9%</i>	<i>21.1%</i>	<i>1.2pp</i>	<i>1.8pp</i>
Net finance costs	(385)	(273)		
Profit before taxation	115	329	186%	353%
Taxation	(117)	(158)		
(Loss)/profit for the period	(2)	171	n.m.	
Adjusted EBITDA ¹	950	1,100	16%	19%
<i>Adjusted EBITDA margin</i>	<i>37.9%</i>	<i>38.5%</i>	<i>0.6pp</i>	<i>0.9pp</i>
Cash generated from operations ³	829	951		

1. Adjusted EBITDA is pre-exceptional items profit before tax, adjusted to add back net finance costs (including finance costs related to finance leases), depreciation and amortization of intangible assets and fulfilment asset and excluding discontinued operations in Eurasia

2. Underlying revenue and operating profit exclude exceptional items, pass through fuel from our PIE contract in Brazil and currency

3. Cash generated from operations includes the results of discontinued operations

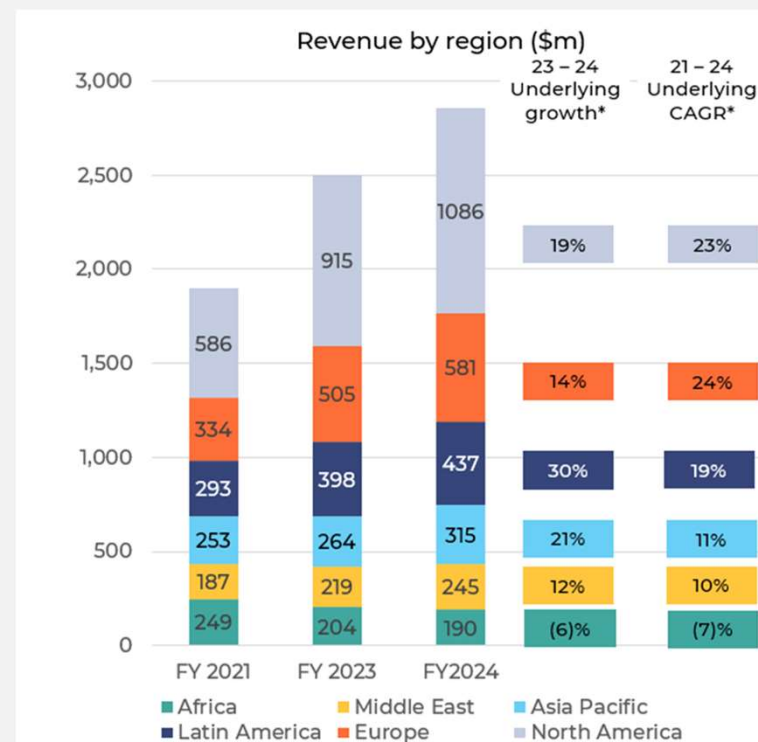
- Group revenue of \$2,854m, up 16% on prior year on an underlying² basis
- Strong profit flow-through delivered adjusted EBITDA¹ of \$1,100m, up 19%
- Continued cost management and pricing discipline helped drive improved margins, with adjusted EBITDA margin up 0.9pp to 38.5%
- Pre-tax exceptional charge of \$50m comprised costs related to the Group refinancing (\$35 million), a one-off strategic review (\$8 million), acquisition related costs (\$8 million) and costs related to our Future of Finance project (\$2 million), partially offset by a net release of a provision no longer needed for Group restructuring costs (\$3 million)
- Profit before tax (PBT) increased \$214m. Excluding the exchange impact on borrowings (which is included within net finance costs) PBT is up \$53m on the prior year, with improved earnings partially offset by a higher interest cost
- Increased EBITDA and an improved working capital performance resulted in a 15% increase in cash generated from operations

Regional highlights

Good revenue performance

- Underlying¹ Group revenue up 16%, comprising:
 - North America up 19%**, with increased customer activity in petrochemical & refining, data centres and building services & construction in particular
 - Europe up 14%**, with the prior year benefiting from high demand due to various 'dark winter' jobs. Good growth in utility and data centres, partially offset by decreases in oil & gas and petrochemical & refining
 - LAM up 30%**, supported by good growth in oil & gas, mining and utilities
 - Asia Pacific up 21%** due to data centre demand in Japan, Malaysia and Thailand, oil & gas work in Singapore, and the mining and utility sectors in Australia
 - Middle East up 12%** with increases in the events, petrochemical & refining and oil and gas sectors
 - Africa down 6%** due to various country exits following our materiality/risk-profile review

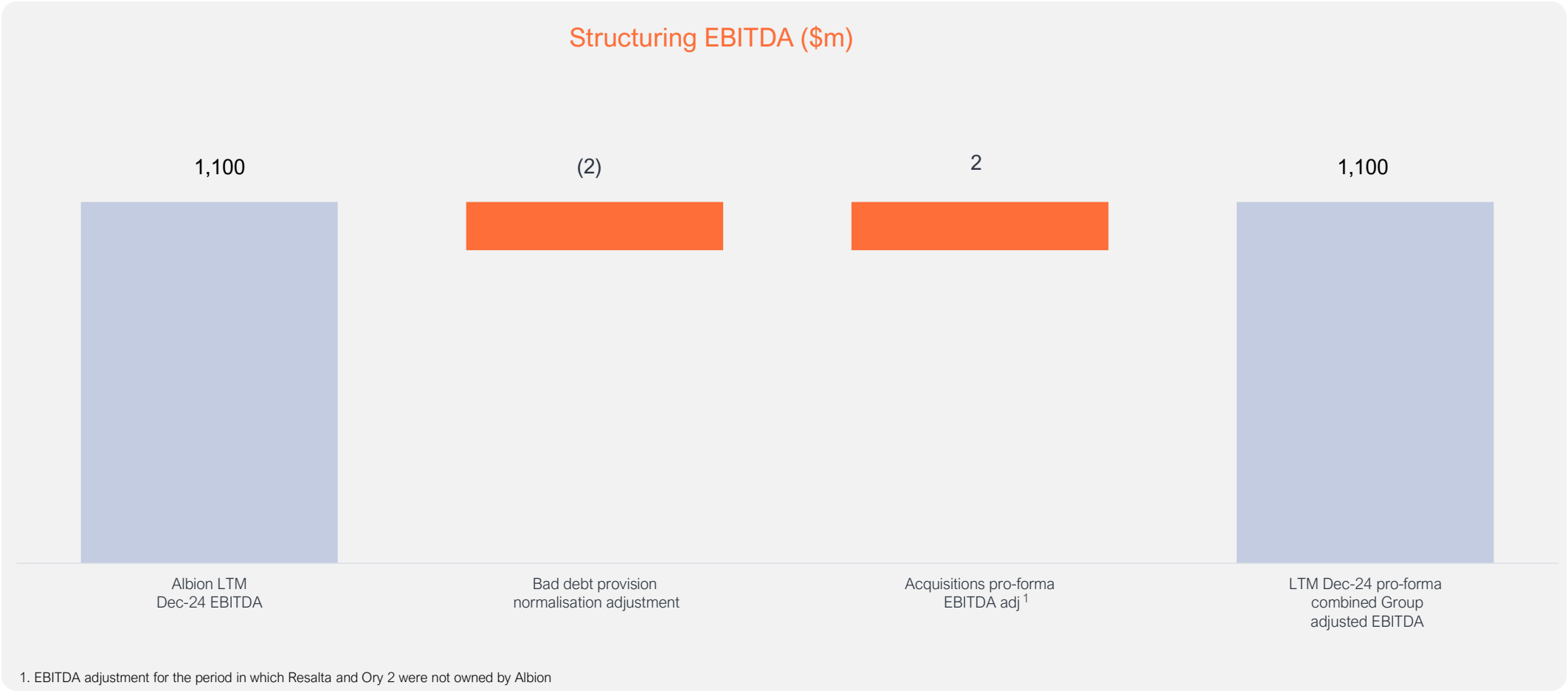
1. Underlying excludes pass-through fuel from our PIE contract in Brazil and currency



*Underlying growth excludes pass-through fuel from the PIE contract in Brazil and currency currency and revenue from the Tokyo Olympics.

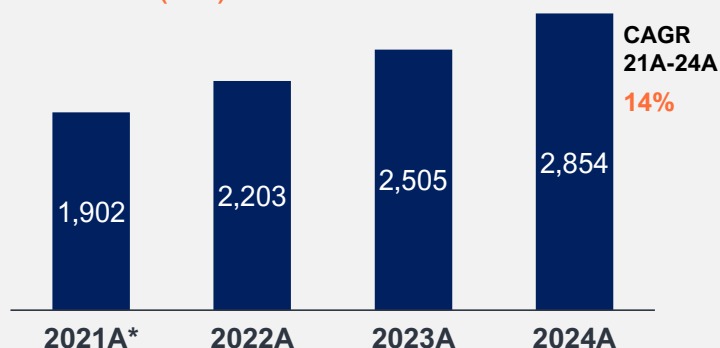
Please see reconciliation at Appendix 4 for 2023 / 24 numbers

Structuring EBITDA Dec 2024

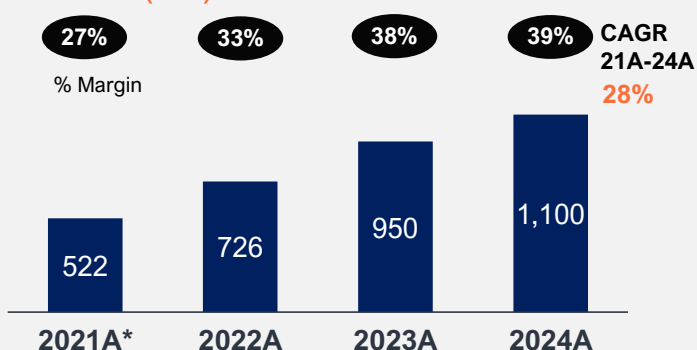


Summary financials since the take-private in 2021

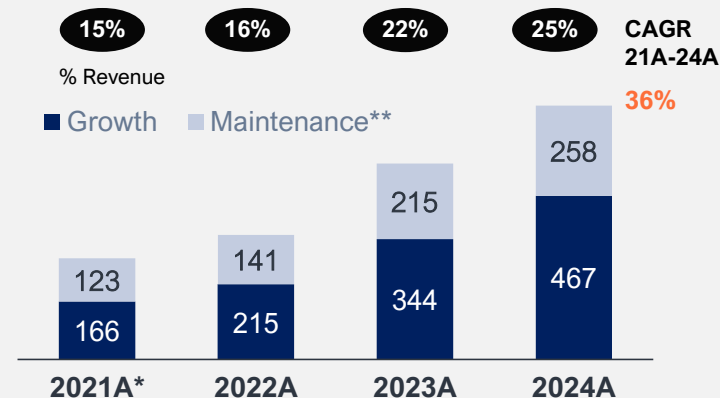
Revenue (\$m)



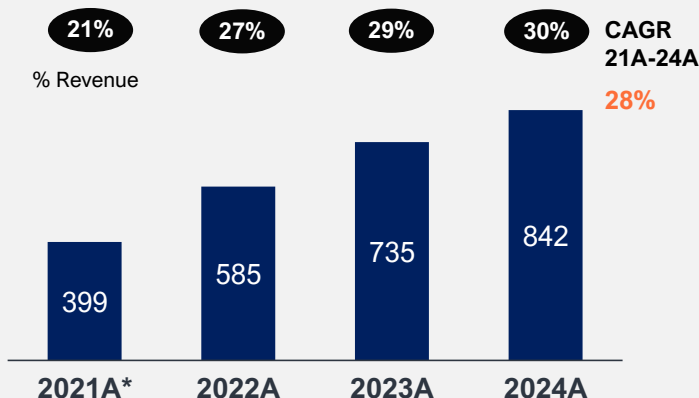
EBITDA (\$m)



Capital Expenditure (\$m)



EBITDA – Maintenance** capex (\$m)



Basis of preparation:

- All excluding Eurasia, held for sale.
- 2021A excludes Tokyo Olympics

Performance

- **Revenue:** Improved contract mix, commercial and pricing initiatives, focus on growth sectors. Contribution from developed markets (North America and Europe) increasing from 48% 2021 to 58% in 2024A
- **Margin improvement** driven by the above, together with cost efficiencies (re-organisation and 3rd party savings).
- **Disciplined capital allocation** process to support customer-led growth



Closing Remarks