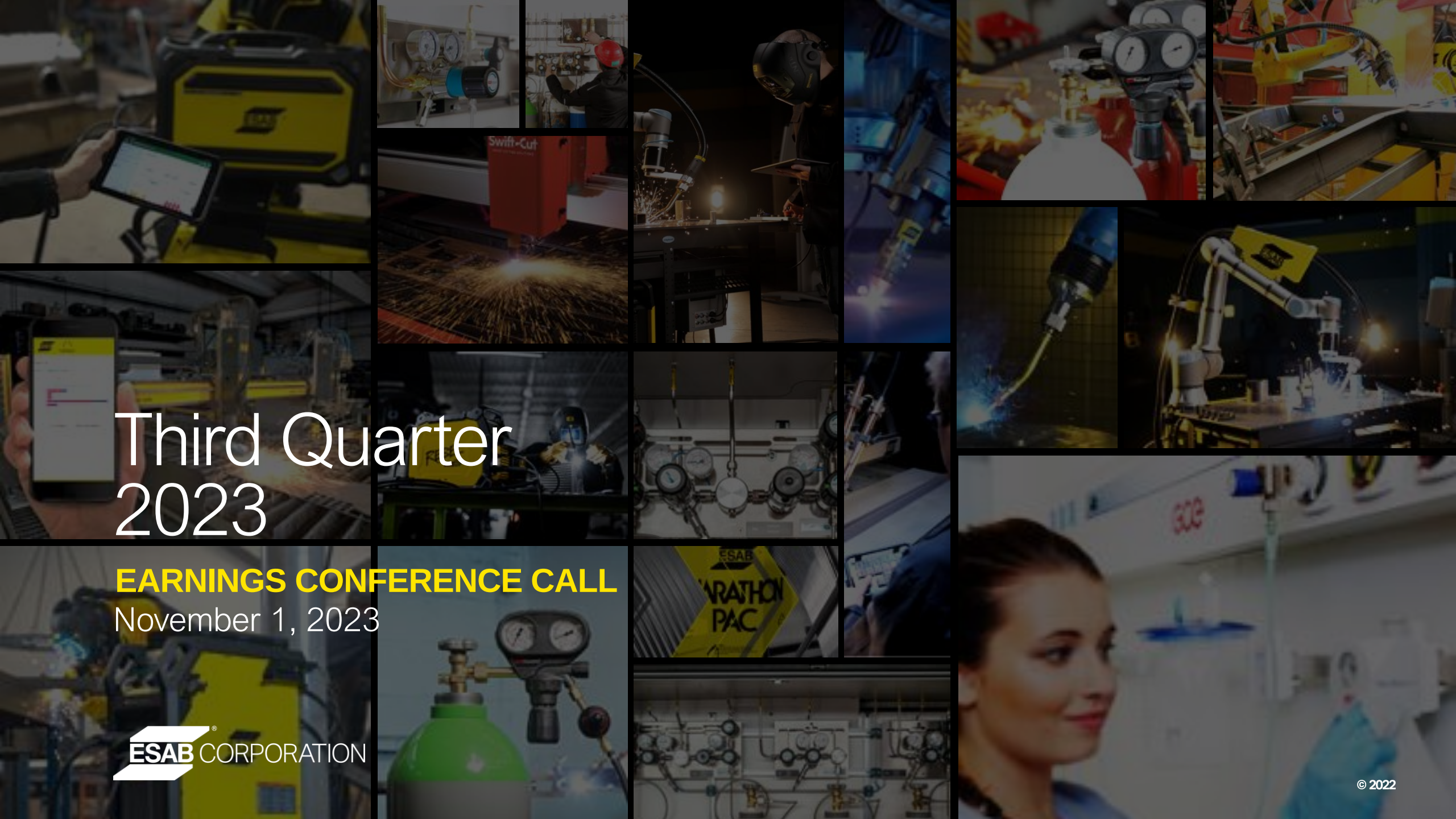




# Third Quarter 2023

**EARNINGS CONFERENCE CALL**  
November 1, 2023

**ESAB** CORPORATION

# Forward-Looking Statements & Non-GAAP Disclaimer

## DISCLAIMER

This document has been prepared by ESAB Corporation, a Delaware corporation (the "Company" or "ESAB"), solely for informational purposes. References herein to the terms "ESAB" and the "Company" when used in the historical context prior to April 4, 2022, refer to the carve-out financials derived from Colfax Corporation's ("Colfax") accounting records before giving effect to the separation of Colfax's fabrication technology business into an independent publicly traded company on April 4, 2022 (the "Separation"). References to the terms "ESAB" and the "Company" when used in the future tense or the historical context after April 4, 2022, refer to ESAB Corporation and its consolidated subsidiaries after the Separation.

## Forward-Looking Statements

This presentation 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 with respect to the 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 Separation and the Company's ability to operate as a stand-alone public company; the Company's ability to achieve the intended benefits of the Separation; the war in Ukraine and escalating geopolitical tensions as a result of Russia's invasion of Ukraine and related impact on energy supplies and prices; macroeconomic conditions; supply chain disruptions; the impact of COVID-19, the impact on creditworthiness and financial viability of customers; other impacts on the Company's business and ability to execute business continuity plans; and the other factors detailed in the Company's Annual Report on Form 10-K and subsequent quarterly reports on Form 10-Q, as filed with the U.S. Securities and Exchange Commission. In addition, these statements are based on assumptions that are subject to change. This document speaks only as of the date hereof. The Company disclaims any duty to update the information herein.

## Non-GAAP Financial Measures

This document includes a presentation of adjusted EBITDA, adjusted EBITDA margin, organic sales growth, and adjusted 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. ESAB presents some of these non-GAAP financial measures including and excluding Russia due to economic and political volatility caused by the Russia and Ukraine conflict, which results in enhanced investor interest in this information. Core non-GAAP financial measures excludes Russia for the three months ended June 30, 2023, and July 1, 2022. 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:

- Organic sales growth (presented with and without Russia or "Core") excludes the impact of acquisitions and foreign exchange rate fluctuations;
- Adjusted EBITA (presented with and without Russia or "Core") represents net income excluding the effect of restructuring and other related charges, acquisition-related amortization and other non-cash charges, separation costs, pension settlement gains, income tax expense, and interest expense (income) and other, net;
- Adjusted EBITDA (presented with and without Russia or "Core") represents Adjusted EBITA excluding the effect of depreciation and other amortization;
- EBITA and adjusted EBITDA margins are subject to the same adjustments as adjusted EBITA and adjusted EBITDA, respectively;
- Adjusted net income from continuing operations represents net income from continuing operations attributable to ESAB Corporation excluding restructuring and other related charges, acquisition-related amortization and other non-cash charges, pension settlement gains and separation costs. Adjusted net income includes the tax effect of non-GAAP adjusting items at applicable tax rates;
- Adjusted net income per share from continuing operations is a calculation of adjusted net income from continuing operations over the weighted-average diluted shares outstanding;
- Adjusted free cash flow represents cash flows from operating activities excluding cash outflows related to the ESAB's separation from Colfax and discontinued operations, less purchases of property, plant and equipment net of proceeds from sale of certain properties.
- Cash conversion represents Adjusted free cash flow divided by Adjusted net income from continuing operations.

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. Refer to information about the non-GAAP measures contained in this presentation. Additional information regarding non-GAAP measures can be found in our most recent Form 10-Q and our Form 8-K furnished as of the date of this presentation with the SEC, which are available at [www.ESABcorporation.com](http://www.ESABcorporation.com).

# 3Q 2023 Highlights

- Record 3Q performance
- Equipment and automation gaining share
- EBX driving margins and cash flow
- Raising full year 2023 guidance



## 3Q 2023 results:

**\$644M**

Sales<sup>1</sup>



**+12%**

Total Sales Growth<sup>1</sup>  
Organic +7%



**\$118M**

aEBITDA<sup>1</sup>



**+23%**

Year-over-Year



**18.3%**

aEBITDA Margin<sup>1</sup>



**+170bps**

Year-over-Year



**Record quarter - Raising and narrowing guidance**



# Innovative New Products Gaining Traction

## Successful Essen and Fabtech Trade Shows



- Making significant investment to drive share gain
- Equipment and automation volumes up LDD
  - Triple-digit Cobot growth YTD
- New Renegade Volt and Warrior Edge creating excitement with customers
- Launched innovative MediVital product for the North American gas control market

New equipment and automation solutions generating excitement

# ESAB 3Q 2023 Financial Summary

| (\$ Millions)    | 3Q 2023 <sup>1</sup> | 3Q 2022 <sup>1</sup> | YoY       |
|------------------|----------------------|----------------------|-----------|
| Sales            | \$644                | \$577                | ↑ 12%     |
| aEBITA           | 109                  | 88                   | ↑ 24%     |
| aEBITA Margin %  | 17.0%                | 15.2%                | ↑ 180 bps |
| aEBITDA          | 118                  | 96                   | ↑ 23%     |
| aEBITDA Margin % | 18.3%                | 16.6%                | ↑ 170 bps |

## 3Q Highlights:

- Markets continue to be resilient
- Acquisitions outperforming
- EBX delivering margin expansion
- Successful trade shows driving new growth opportunities

## 3Q 2023 Sales Growth<sup>1</sup>:

|                |            |
|----------------|------------|
| Organic        | 7%         |
| Price          | 3%         |
| Volume         | 4%         |
| FX Translation | 1%         |
| Acquisitions   | 4%         |
| <b>Total</b>   | <b>12%</b> |

**Delivering record results**

# ESAB 3Q 2023 Americas

| (\$ Millions) | 3Q 2023 | 3Q 2022 | YoY               |
|---------------|---------|---------|-------------------|
| Sales         | \$306   | \$281   | ↑ 9% <sup>1</sup> |
| aEBITDA       | 57      | 46      | ↑ 23%             |
| aEBITDA %     | 18.7%   | 16.5%   | ↑ 220 bps         |

## 3Q Highlights:

- Excluding product line simplification, volume positive
- Robust demand for equipment and automation
- EBX driving 220bps of margin expansion

## 3Q 2023 Sales Growth:

|                |                       |
|----------------|-----------------------|
| Organic        | 4%                    |
| Price          | 7%                    |
| Volume         | (3)%                  |
| FX Translation | (1)%                  |
| Acquisitions   | 5%                    |
| <b>Total</b>   | <b>9%<sup>1</sup></b> |

**Strong execution and margin performance**

# ESAB 3Q 2023 EMEA and APAC<sup>1</sup>

| (\$ Millions) | 3Q 2023 <sup>1</sup> | 3Q 2022 <sup>1</sup> | YoY       |
|---------------|----------------------|----------------------|-----------|
| Sales         | \$338                | \$296                | ↑ 14%     |
| aEBITDA       | 61                   | 49                   | ↑ 23%     |
| aEBITDA %     | 17.9%                | 16.6%                | ↑ 130 bps |

## 3Q Highlights:

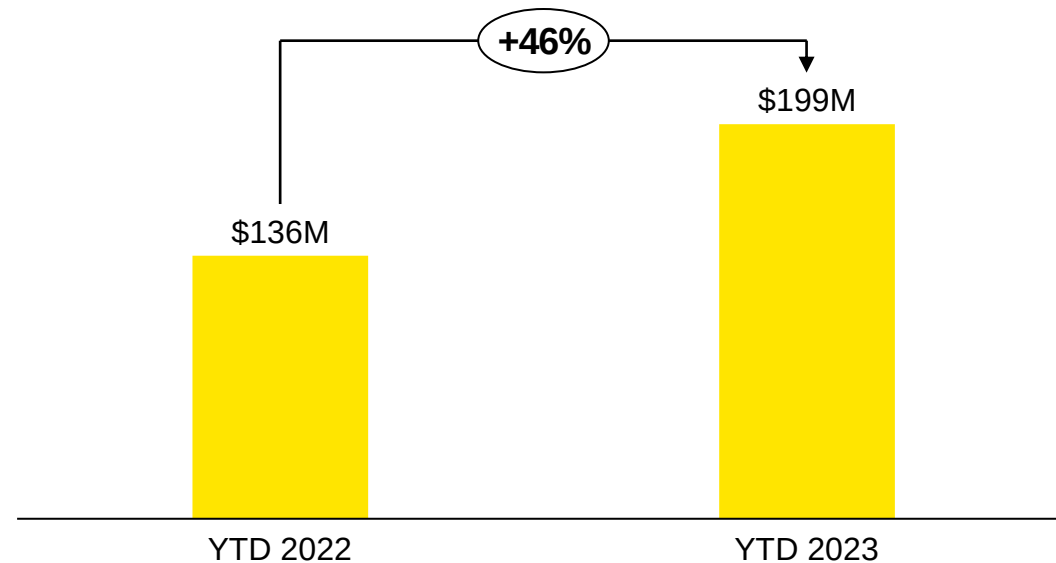
- Europe resilient
- Middle East, India and Asia driving outperformance
- EBX driving margin expansion

## 3Q 2023 Sales Growth<sup>1</sup>:

|                |            |
|----------------|------------|
| Organic        | 9%         |
| Price          | (2)%       |
| Volume         | 11%        |
| FX Translation | 3%         |
| Acquisitions   | 2%         |
| <b>Total</b>   | <b>14%</b> |

**New products and product line simplification driving growth and margin expansion**

# Strong Free Cash Flow Reducing Net Leverage



|                                                | 3Q 2022 | 3Q 2023 |
|------------------------------------------------|---------|---------|
| Net Leverage With Acquisitions                 | 2.6x    | 2.2x    |
| Net Leverage Without Acquisitions <sup>1</sup> | 2.6x    | 1.8x    |

- Record 3Q FCF, up 30% Y-o-Y
- Net leverage lowered to <2.2x
- EBX delivering a 0.5x working capital turn improvement Y-o-Y
- On-track to deliver >90% FCF conversion

**Robust cash flow generation funding growth**



# Raised Full Year 2023 Guidance

|                                  | Original FY<br>2023 Guidance | Previous FY<br>2023 Guidance | New FY<br>2023 Guidance |
|----------------------------------|------------------------------|------------------------------|-------------------------|
| <b>Sales</b>                     | \$2.48–\$2.53B               | \$2.56–\$2.61B               | \$2.59–\$2.61B          |
| <b>Core Organic<br/>Growth %</b> | 3%–5%                        | 4.0%–5.5%                    | 5.0%–6.0%               |
| <b>aEBITDA</b>                   | \$420–440M                   | \$450–465M                   | \$465–475M              |
| <b>aEPS</b>                      | \$3.80–\$4.00                | \$4.10–\$4.30                | \$4.30–\$4.40           |
| <b>FCF<br/>Conversion %</b>      | > 90%                        | No Change                    | No Change               |

- Raised full year guidance
- Increased total and organic sales at mid-point
  - Includes 4Q FX headwind of ~\$12M
- aEBITDA increased \$13M at mid-point
- FCF conversion on track

Track record of delivering on commitments and raising guidance

# Summary



- New products generating excitement
- EBX driving opportunities to raise the bar
- Raised full year 2023 guidance
- Solid start to 4Q
- Building momentum into 2024

**S**hared  
Success

**H**elp Each  
Other Win

**A**lways  
Improving

**P**urposeful  
Leadership

**E**very Voice  
Valued

**Building a premier narrowly diversified industrial company**



# Appendix



# Full Year 2023 Guidance

| ESAB                      | 2022 Actual <sup>1</sup> | Previous 2023 Outlook <sup>1</sup> | New 2023 Outlook <sup>1</sup> |
|---------------------------|--------------------------|------------------------------------|-------------------------------|
| Sales (\$B)               | 2.43                     | 2.56 - 2.61                        | 2.59 - 2.61                   |
| Total Growth              | 8%                       | 6.0% - 7.5%                        | 6.5% - 7.5%                   |
| Core Organic Growth       | 12%                      | 4.0% - 5.5%                        | 5.0% - 6.0%                   |
| FX                        | (5)%                     | (0.5)%                             | (1.0)% - (1.5)%               |
| M&A                       | 1%                       | ~2.5%                              | 2.5% - 3.0%                   |
| aEBITDA (\$M)             | 408                      | 450 - 465                          | 465 - 475                     |
| Interest Expense (\$M)    | 37                       | 74 - 76                            | 77 - 79                       |
| Adjusted Tax Rate         | 25%                      | 24% - 25%                          | 24% - 24.5%                   |
| NCI (\$M)                 | 4                        | 5 - 7                              | 5 - 7                         |
| aEPS (\$)                 | 4.12                     | 4.10 - 4.30                        | 4.30 - 4.40                   |
| ESAB Total Dil Shares (M) | 61                       | 61 - 61.5                          | 61 - 61.5                     |

# Non-GAAP Reconciliation – 3Q '23 Total and Segments<sup>1</sup>

|                                                     | Three Months Ended September 29, 2023 |          |             |          |            |          |
|-----------------------------------------------------|---------------------------------------|----------|-------------|----------|------------|----------|
|                                                     | Americas                              | % of NSV | EMEA & APAC | % of NSV | Total ESAB | % of NSV |
| <b>Net Sales</b>                                    | \$ 305.8                              |          | \$ 375.2    |          | \$ 681.0   |          |
| Net Sales attributable to Russia                    | \$ -                                  |          | \$ 36.9     |          | \$ 36.9    |          |
| <b>Core Net Sales</b>                               | \$ 305.8                              |          | \$ 338.3    |          | \$ 644.1   |          |
| <b>Operating Income</b>                             | \$ 46.5                               | 15.2%    | \$ 54.7     | 14.6%    | \$ 101.1   | 14.9%    |
| Restructuring and other related charges             | \$ 1.6                                |          | \$ 1.6      |          | \$ 3.1     |          |
| Acquisition- amortization and other related charges | \$ 5.2                                |          | \$ 4.0      |          | \$ 9.3     |          |
| <b>Adjusted EBITA</b>                               | \$ 53.3                               | 17.4%    | \$ 60.3     | 16.1%    | \$ 113.6   | 16.7%    |
| <b>Adjusted EBITA attributable to Russia</b>        | \$ -                                  |          | \$ 4.4      |          | \$ 4.4     |          |
| <b>Core Adjusted EBITA</b>                          | \$ 53.3                               | 17.4%    | \$ 55.9     | 16.5%    | \$ 109.2   | 17.0%    |
| Depreciation and other amortization                 | \$ 3.9                                |          | \$ 5.0      |          | \$ 9.0     |          |
| <b>Adjusted EBITDA</b>                              | \$ 57.2                               | 18.7%    | \$ 65.3     | 17.4%    | \$ 122.5   | 18.0%    |
| <b>Adjusted EBITDA attributable to Russia</b>       | \$ -                                  |          | \$ 4.7      |          | \$ 4.7     |          |
| <b>Core Adjusted EBITDA</b>                         | \$ 57.2                               | 18.7%    | \$ 60.6     | 17.9%    | \$ 117.8   | 18.3%    |



# Non-GAAP Reconciliation – 3Q '22 Total and Segments<sup>1</sup>

|                                                     | Three Months Ended September 30, 2022 |          |             |          |            |          |
|-----------------------------------------------------|---------------------------------------|----------|-------------|----------|------------|----------|
|                                                     | Americas                              | % of NSV | EMEA & APAC | % of NSV | Total ESAB | % of NSV |
| <b>Net Sales</b>                                    | \$ 281.4                              |          | \$ 338.9    |          | \$ 620.3   |          |
| Net Sales attributable to Russia                    | \$ -                                  |          | \$ 43.3     |          | \$ 43.3    |          |
| <b>Core Net Sales</b>                               | \$ 281.4                              |          | \$ 295.6    |          | \$ 577.0   |          |
| <b>Operating Income</b>                             | \$ 36.6                               | 13.0%    | \$ 44.4     | 13.1%    | \$ 81.0    | 13.1%    |
| Restructuring and other related charges             | \$ 1.9                                |          | \$ 4.8      |          | \$ 6.7     |          |
| Separation costs                                    | \$ 0.8                                |          | \$ 1.0      |          | \$ 1.8     |          |
| Acquisition- amortization and other related charges | \$ 4.0                                |          | \$ 3.3      |          | \$ 7.2     |          |
| Other income (Expense), net                         | \$ -                                  |          | \$ -        |          | \$ -       |          |
| <b>Adjusted EBITA</b>                               | \$ 43.2                               | 15.4%    | \$ 53.5     | 15.8%    | \$ 96.7    | 15.6%    |
| <b>Adjusted EBITA attributable to Russia</b>        | \$ -                                  |          | \$ 8.9      |          | \$ 8.9     |          |
| <b>Core Adjusted EBITA</b>                          | \$ 43.2                               | 15.4%    | \$ 44.6     | 15.1%    | \$ 87.8    | 15.2%    |
| Depreciation and other amortization                 | \$ 3.2                                |          | \$ 5.1      |          | \$ 8.3     |          |
| <b>Adjusted EBITDA</b>                              | \$ 46.4                               | 16.5%    | \$ 58.6     | 17.3%    | \$ 105.0   | 16.9%    |
| <b>Adjusted EBITDA attributable to Russia</b>       | \$ -                                  |          | \$ 9.5      |          | \$ 9.5     |          |
| <b>Core Adjusted EBITDA</b>                         | \$ 46.4                               | 16.5%    | \$ 49.2     | 16.6%    | \$ 95.5    | 16.6%    |

# Non-GAAP Reconciliation – Net Income to Adjusted EPS<sup>1</sup>

|                                                                                                  | 3Q 2023 |             | 3Q 2022 |                      |
|--------------------------------------------------------------------------------------------------|---------|-------------|---------|----------------------|
| <b>Net income from continuing operations</b>                                                     | \$      | <b>60.8</b> | \$      | <b>54.3</b>          |
| Income attributable to noncontrolling interest, net of taxes                                     | \$      | 1.5         | \$      | 1.0                  |
| <b>Net income from continuing operations attributable to ESAB Corporations</b>                   | \$      | <b>59.3</b> | \$      | <b>53.3</b>          |
| Restructuring and other related charges - pretax                                                 | \$      | 3.1         | \$      | 6.7                  |
| Separation costs - pretax                                                                        | \$      | -           | \$      | 2.6                  |
| Acquisition - amortization and other related charges - pretax                                    | \$      | 9.3         | \$      | 7.2                  |
| Pension settlement gain - pretax                                                                 | \$      | -           | \$      | (3.3)                |
| Tax effect on above items                                                                        | \$      | (3.2)       | \$      | (5.6)                |
| Discrete tax adjustments                                                                         | \$      | 0.5         | \$      | 1.3                  |
| <b>Adjusted net income from continuing operations</b>                                            | \$      | <b>69.0</b> | \$      | <b>62.2</b>          |
| <b>Adjusted net income from continuing operations attributable to Russia</b>                     | \$      | 3.2         | \$      | 6.5                  |
| <b>Core adjusted net income from continuing operations</b>                                       | \$      | <b>65.8</b> | 10.2%   | \$ <b>55.7</b> 10.0% |
| <b>Net income per share - diluted from continuing operations</b>                                 | \$      | <b>0.97</b> | \$      | <b>0.88</b>          |
| Restructuring and other related charges - pretax                                                 | \$      | 0.05        | \$      | 0.11                 |
| Separation costs - pretax                                                                        | \$      | -           | \$      | 0.04                 |
| Acquisition - amortization and other related charges - pretax                                    | \$      | 0.15        | \$      | 0.12                 |
| Pension settlement gain - pretax                                                                 | \$      | -           | \$      | (0.05)               |
| Tax effect on above items                                                                        | \$      | (0.05)      | \$      | (0.09)               |
| Discrete tax adjustments                                                                         | \$      | 0.01        | \$      | 0.02                 |
| <b>Adjusted net income per share - diluted from continuing operations</b>                        | \$      | <b>1.13</b> | \$      | <b>1.03</b>          |
| <b>Adjusted net income per share - diluted from continuing operations attributable to Russia</b> | \$      | 0.05        | \$      | 0.11                 |
| <b>Core adjusted net income per share – diluted from continuing operations</b>                   | \$      | <b>1.08</b> | \$      | <b>0.92</b>          |

# Non-GAAP Reconciliation – Adj. Free Cash Flow

|                                                  | 3Q 2023 |        | 3Q 2022 |       |
|--------------------------------------------------|---------|--------|---------|-------|
| <b>Net cash provided by operating activities</b> | \$      | 107.4  | \$      | 79.5  |
| Purchases of property, plant and equipment       | \$      | (11.9) | \$      | (8.3) |
| Proceeds from the sale of certain properties     | \$      | 1.9    | \$      | -     |
| Payments related to the Separation               | \$      | -      | \$      | 0.3   |
| Payments related to discontinued operations      | \$      | 2.5    | \$      | 5.6   |
| <b>Adjusted free cash flow</b>                   | \$      | 99.9   | \$      | 77.1  |