

hammond
POWER SOLUTIONS



Energizing our world.

Q1 2024

100 years

of saying yes to our customers



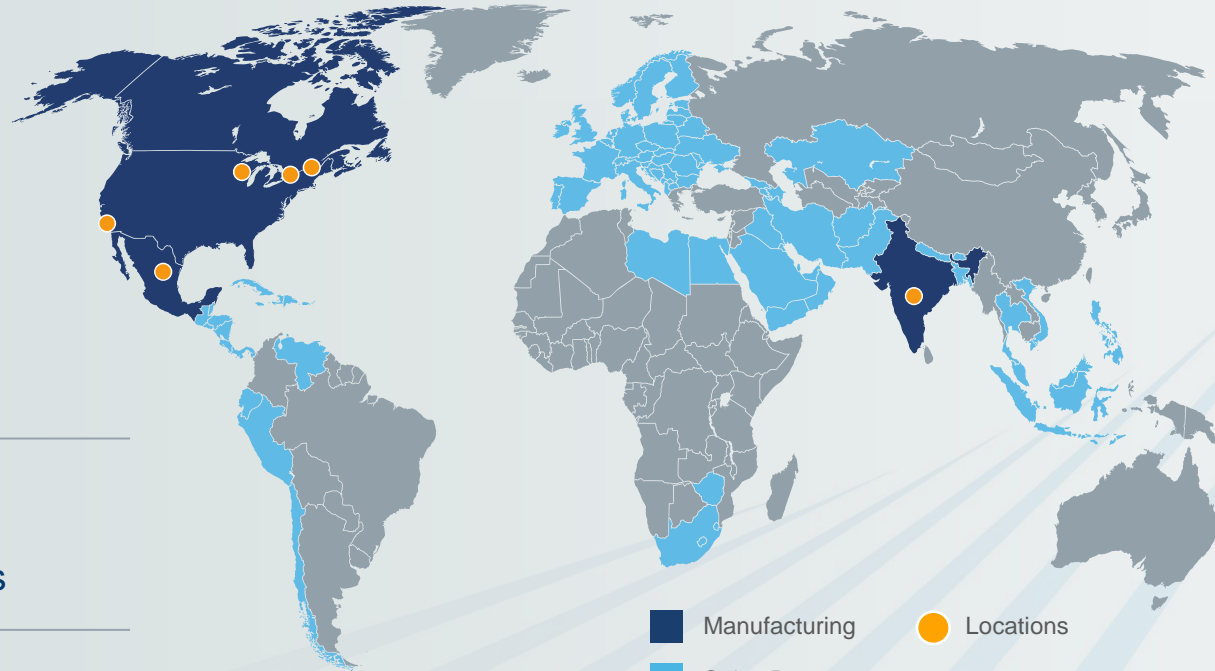
a legacy of innovation and industry

Global Reach

22 Locations

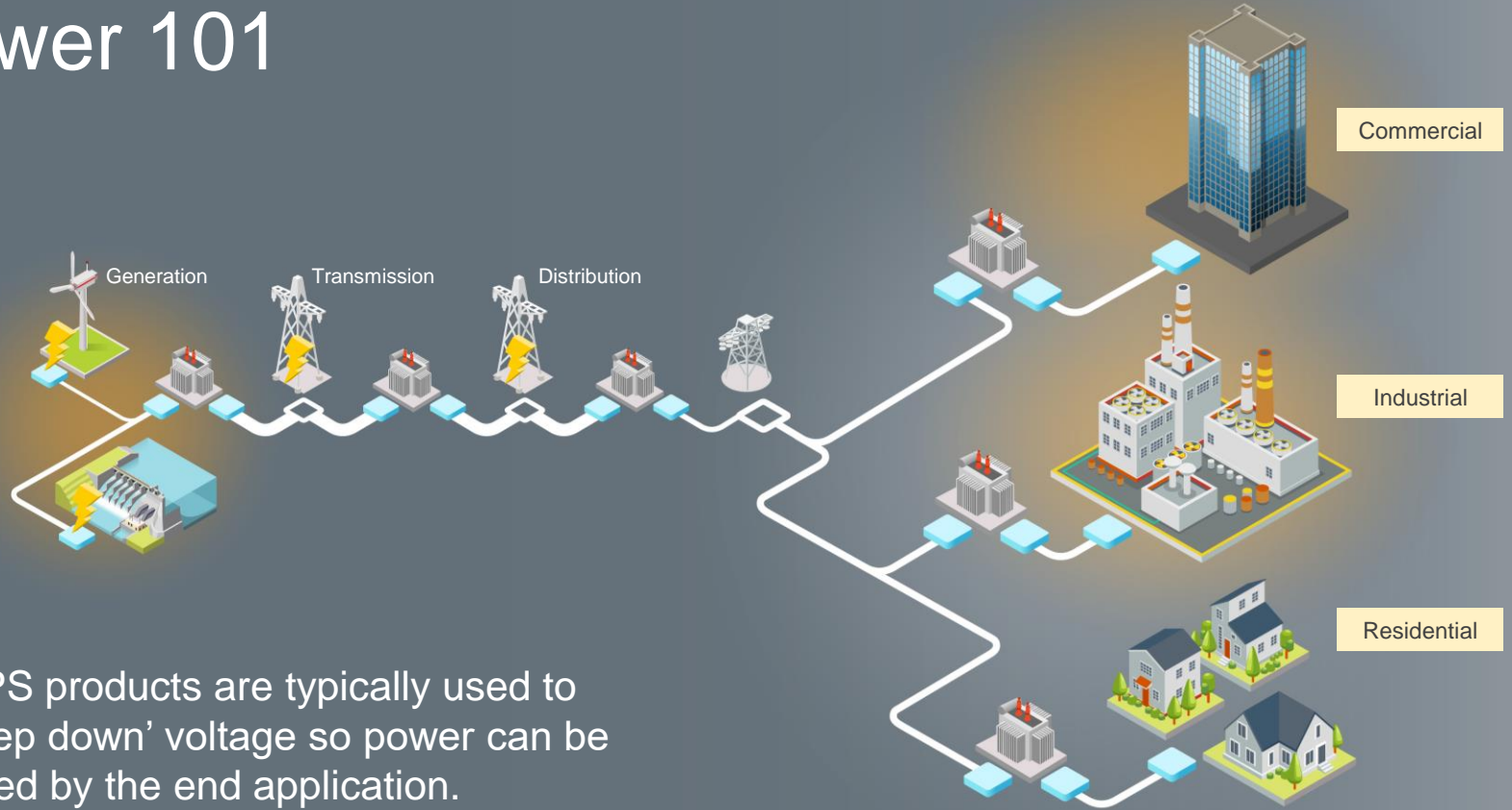
1,900 Employees

2,800+ Distributors



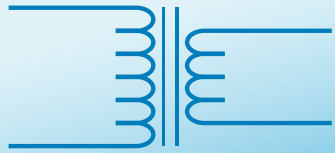
- Manufacturing
- Sales Presence
- Product Presence
- Locations

Power 101



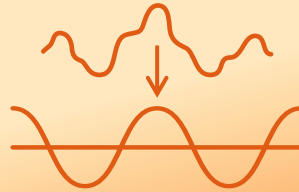
HPS products are typically used to 'step down' voltage so power can be used by the end application.

What Our Products Do



transformation

To make
power usable.



filtering

To clean power
that contains
harmonics.



induction

To provide
controlled heating.

Markets We Serve

Industrial

Oil & Gas, Mining, Steel,
Pulp & Paper, Machinery



Data Centres

Web Giants & Others



Commercial Construction

Institutional, Waste/Water, Hospitals



Mobility/Transportation

EV Charging, Marine/Shore-To-Ship, Hydrogen



Renewables

Solar, Wind, Battery/Energy Storage



Microgrids

Public, Private

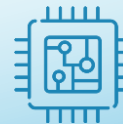


Utilities

Hydro, Coal, Natural Gas, Nuclear



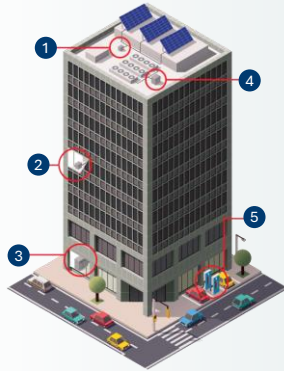
Semi-conductors



Transformers Are Ubiquitous In Power Systems

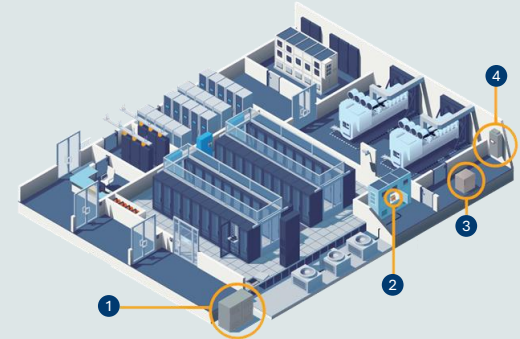
Commercial Construction

1. Solar Transformer
2. Low Voltage Distribution Transformer
3. Medium Voltage Transformer
4. Harmonic Filter for HVAC
5. Transformer for EV Charging



Data Centers

1. Medium Voltage Distribution Transformer
2. Reactor
3. Harmonic Mitigating Transformer
4. Active Harmonic Filter



Mining

1. Medium Voltage Transformer
2. Passive Harmonic Filter
3. Encapsulated Transformer
4. Medium Voltage Distribution Transformer
5. Reactor
6. Low Voltage Distribution Transformer
7. dV/dT Filter
8. Active Harmonic Filter



Public Infrastructure

1. Solar Transformer
2. Low Voltage Distribution Transformer
3. Medium Voltage Distribution Transformer
4. Low Voltage Distribution Transformer
5. Active Harmonic Filter



Relentless Electrification of the Planet

WORLD NET ELECTRICITY
GENERATION

50
trillion
KWh

2050 PROJECTION

1990

2020

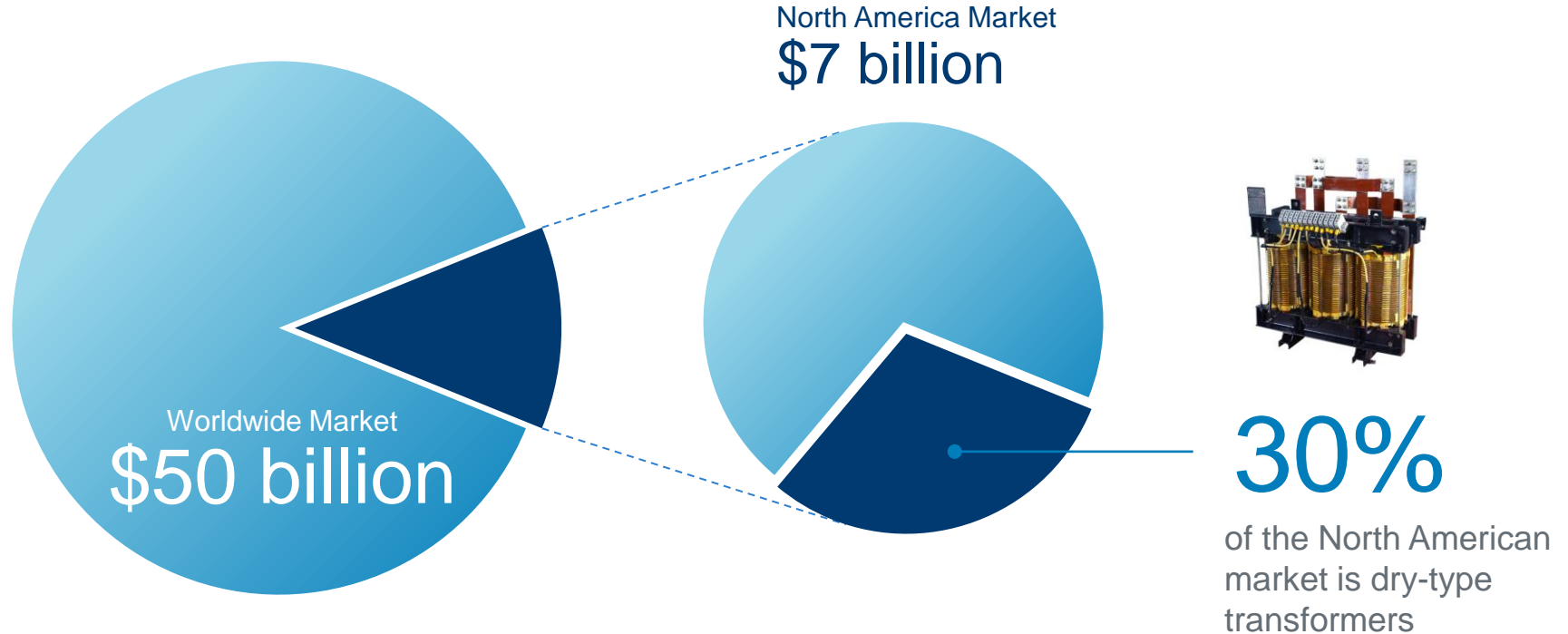
2010

2020

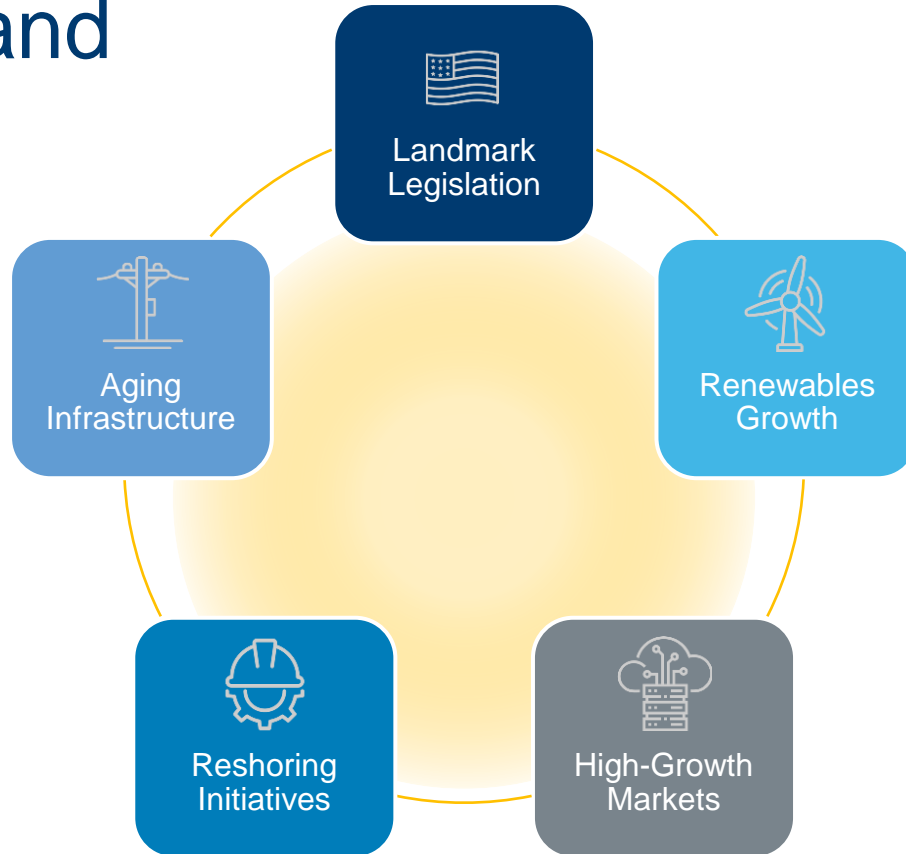
2030

2040

Growth Potential



Key Demand Drivers



Growing Clean Energy Sector

Hammond Power is playing a key role in the transformation to cleaner energy.



Greening + upgrading
global electrical grid



Utility scale renewable
build-out



Electrification of
transportation

Competitive Strengths:

1. Size & Scale

2. Customization is Standard

3. Diversification

4. Broad Market Access

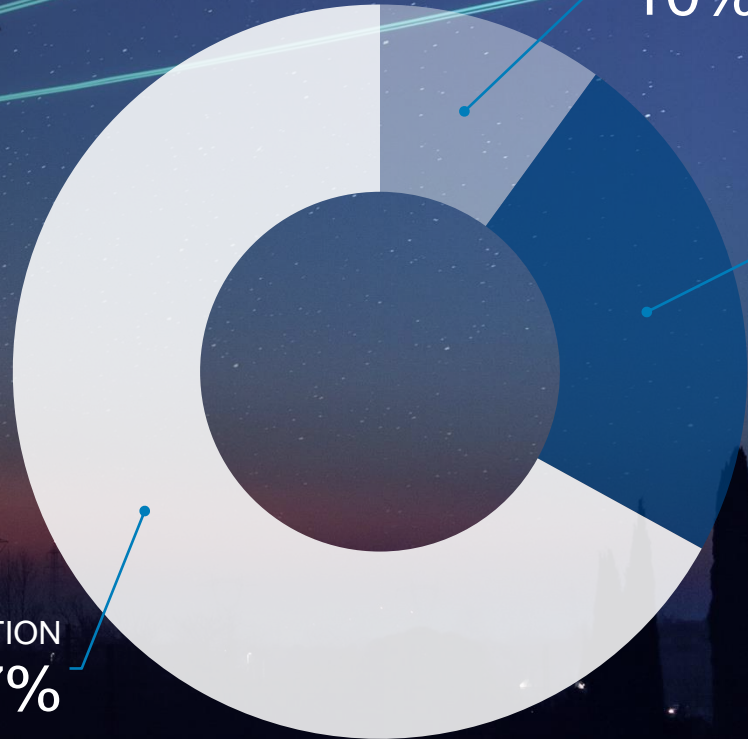
How We Go To Market

Our broad market reach allows us to diversify our customer base and the markets we serve, resulting in low customer concentration.

DISTRIBUTION
67%

PRIVATE LABEL
10%

OEM
23%



Size & Scale

As the largest dry-type transformer manufacturer in North America HPS benefits from greater:

- Purchasing power
- Manufacturing flexibility
- Ability to develop deep expertise



Mass Customization

Providing industry leading engineering and manufacturing capabilities.

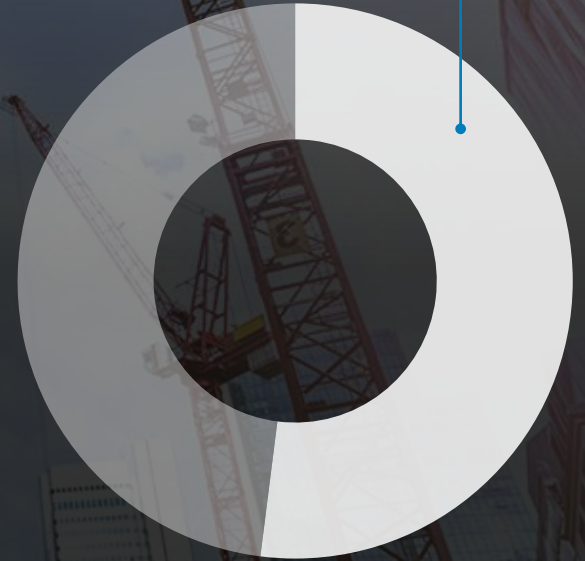
9k

Individual SKU's
per year

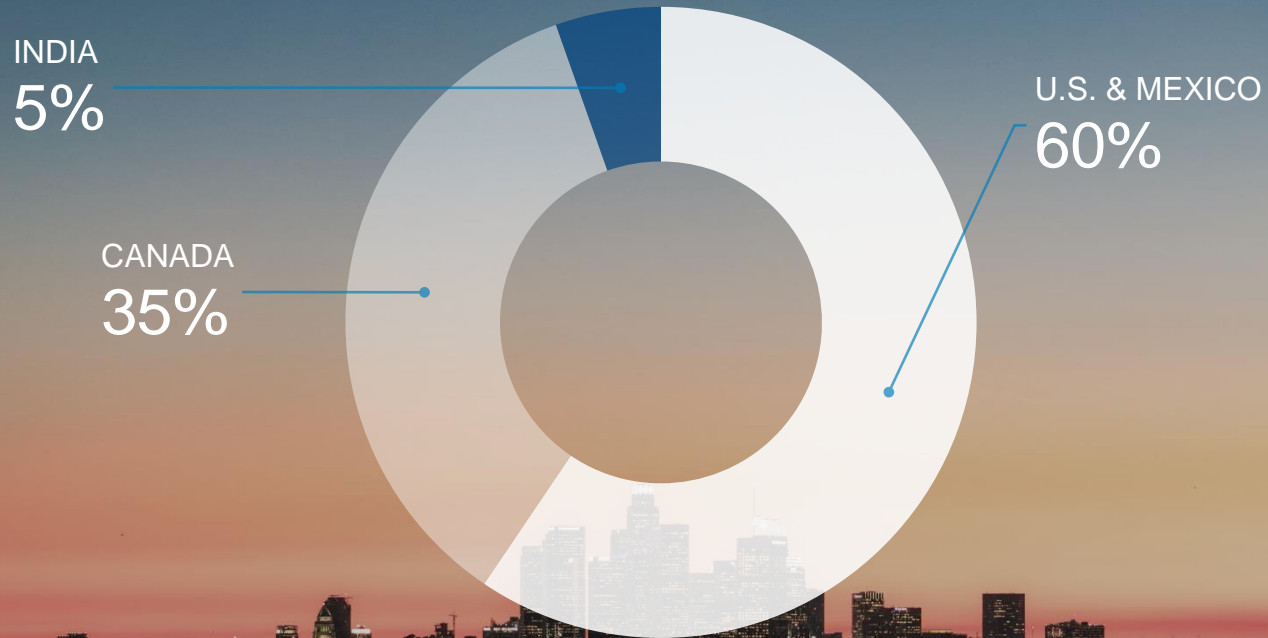
400k

Transformers shipped
per year

52%
of all sales are
custom



Geographic Diversification

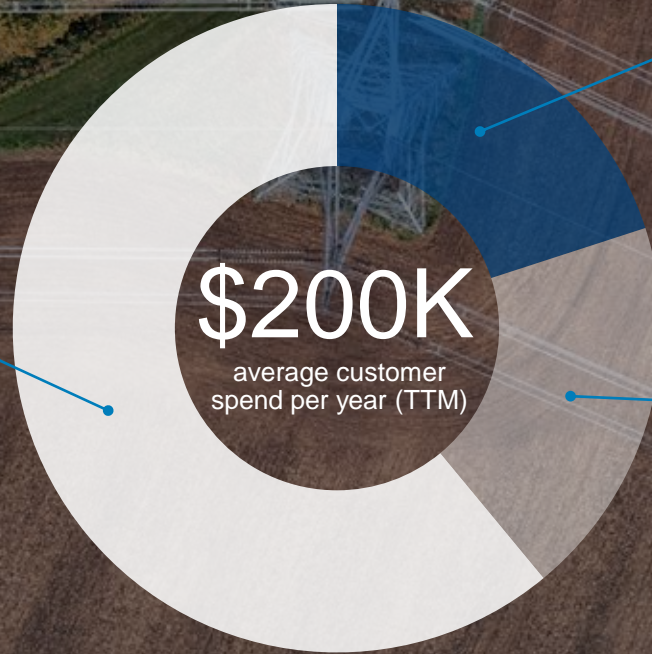


Industry Diversification

DISTRIBUTION
(any segment)

61%

Primarily commercial
and industrial



TRADITIONAL
SEGMENTS

20%

Commercial construction
Oil & gas
Mining
Industrial
Infrastructure

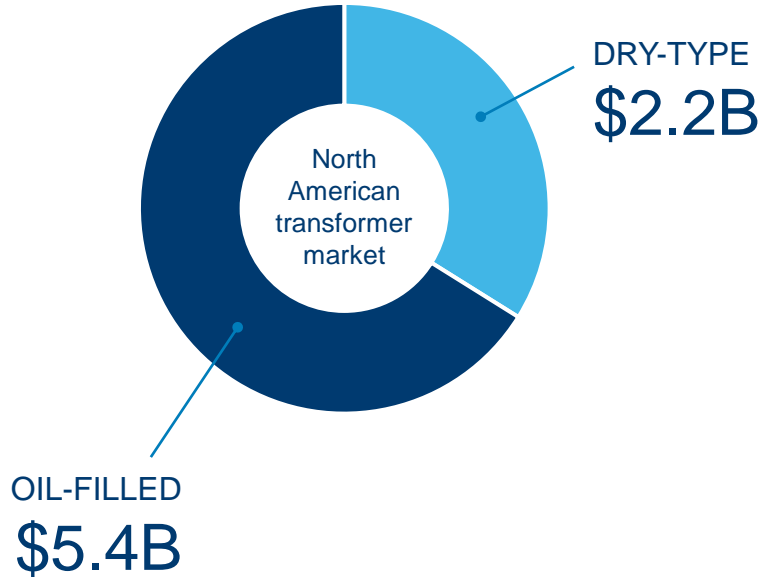
EMERGING
SEGMENTS

19%

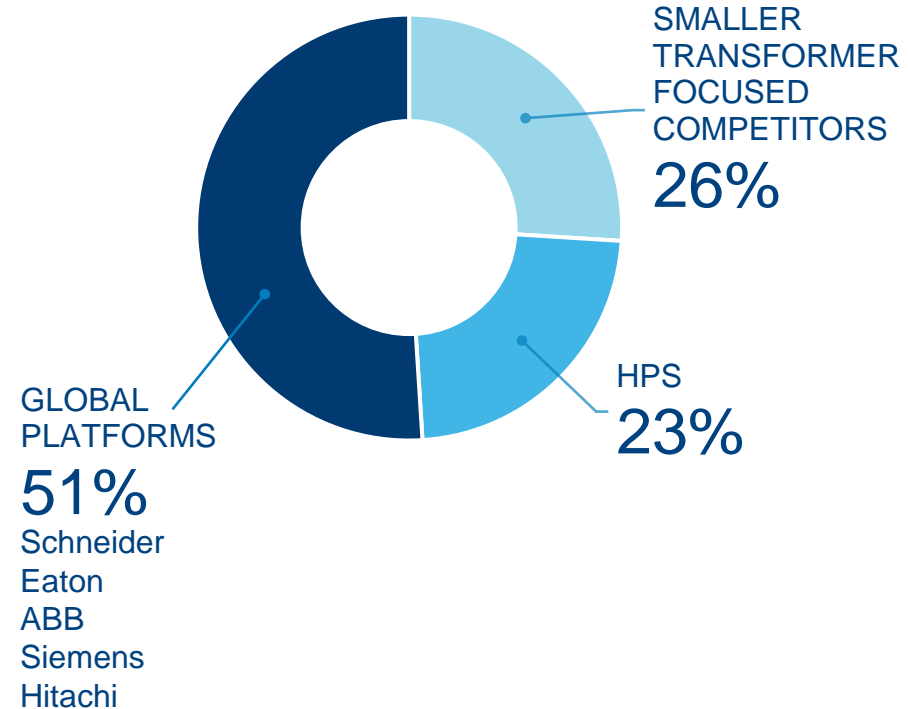
Renewables
EV charging
Data centers
Semiconductors

Market Size + Share

Market Size (\$USD)



Market Share (excluding India and PQ/IHI)



Market Position



We have focus that larger competitors do not have and scale that small independents do not.

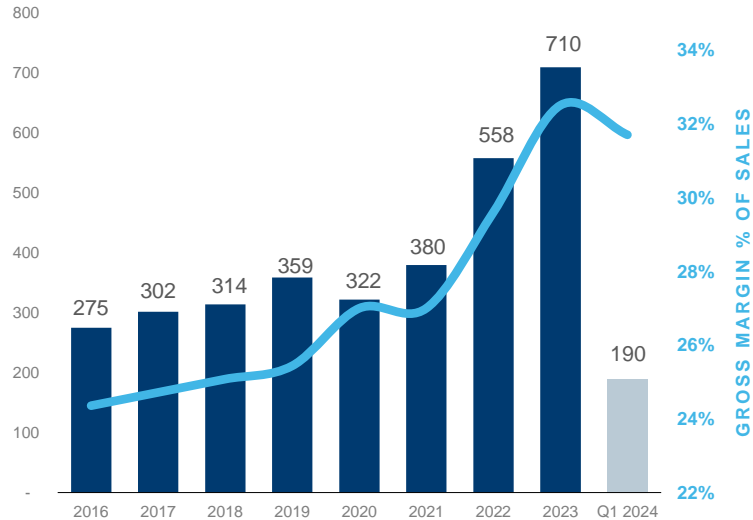
Hammond

Small
companies
– less scale

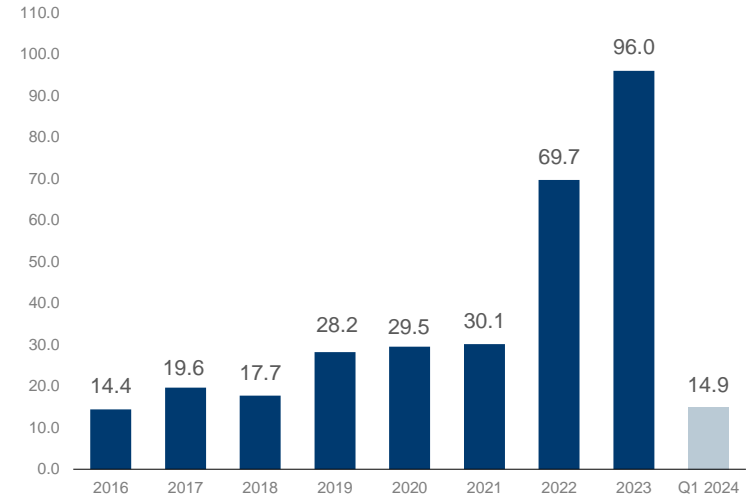
Large
companies
– less focus

Track Record of Profitable Growth

**CONSOLIDATED SALES vs
GROSS MARGIN % OF SALES** (\$millions)



EBITDA (\$millions)



Robust Financial Platform

\$35M

Free Cash Flow (2023)*

26%

10-Year EPS CAGR

\$54M

Net Cash (03.31.24)

11%

10 Year Dividend CAGR

12-15%

Targeted EBITDA Margins

\$50M

Credit Line

\$423M

Total Assets (03.31.24)

\$0

Long-Term Debt

*After working capital increase to support business growth.

Capital Allocation:

1 Capacity Expansion

\$60 million in capital to be spent between 2023 and 2025 to support capacity growth to over \$900 million in revenue

2 Acquisitions

Accretive acquisitions to support PQ initiative, access markets, acquire technology and expertise

3 Dividend Growth

Continue practice of steady dividend growth. Historical payout has been approximately 15-25% of FCF



Thank you

Q+A

Capital Markets Overview

HPS.A MARKET DATA (05.01.24)

\$9.12M Class A Common Shares

\$2.78M Class B Common Shares
(4 votes/Share)

~0.9% Dividend Yield

~\$1.2B Market Capitalization

\$160.51/\$39.55 52 Week
High/Low

ANNUAL DIVIDEND HISTORY

