

CJS New Ideas Conference

Jim Ferland, Chairman and CEO

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Non-GAAP financial information. This presentation includes Adjusted Operating Income and Adjusted Earnings per Share as non-GAAP financial measures. A reconciliation of Adjusted Operating Income and Adjusted Earnings per Share to the most directly comparable GAAP measures is included at the end of this presentation. These measures should be considered in addition to results prepared in accordance with GAAP, but are not a substitute for GAAP results.



Company Profile



Headquarters:	Charlotte, NC
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- Incorporation: Delaware
 - **Ownership:** Public (NYSE:BW)
 - Revenue: ~\$1.7B
- Chairman & CEO: E. James Ferland

Approximately 6,000 employees,Employees:in addition to 2,500 joint venture
employees worldwide

- Global leader in energy and environmental technologies and services for the power and industrial markets
- Installed electricity generation capacity of more than 300,000 MW in more than 90 countries
- Ability to service B&W and competitor products
- Pioneered environmental equipment in the 1970s with most comprehensive suite of products available
- Employees in 25 countries



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Business Model Delivers Maximum Customer Value

B&W engineers custom solutions that are difficult to replicate and are fundamental to reliable operations and regulatory compliance



Each new installation provides attractive aftermarket opportunities

Business Segments Align with Growth Strategy

Global Services

- Parts and technical services
- Service projects
- Construction services
- Operations and maintenance

Global Power

- Utility steam generation
- Renewable power
- Industrial power
- Environmental solutions

Industrial Environmental

- Air pollution control systems
- Coating and drying equipment
- Replacement parts
- Preventive maintenance

Optimize Traditional Business to Align with Changing Markets





Continue Disciplined Acquisition Program



Key Take-Aways

Global Services		
 Parts and technical services Service projects Construction services Operations and maintenance 	Optimize Traditional Business to Align with Changing Markets Core businesses will deliver 10-12%	
Global Power	Pursue Growth Opportunities in International Markets	
 Utility steam generation Renewable power Industrial power Environmental solutions 		
Industrial Environmental		
 Air pollution control systems Coating and drying equipment Replacement parts Preventive maintenance 	Continue Disciplined Acquisition Program	

Additional upside from tax, buy-back and acquisition

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