

# **Company Overview**

**July 2015** 



## **Safe Harbor Statement**

Forward-looking statements. Babcock & Wilcox Enterprises, Inc. ("B&W") cautions that this presentation contains forward-looking statements, including, without limitation, statements relating to backlog, to the extent it may be viewed as an indicator of future revenues; management's expectations regarding the industries in which we operate; our guidance and forecasts for 2015; and our projected operating margin improvements, savings and restructuring costs. These forward-looking statements are based on management's current expectations and involve a number of risks and uncertainties, including, among other things, disruptions experienced with customers and suppliers; the inability to successfully operate independently after the spin-off; the inability to retain key personnel; adverse changes in the industries in which we operate; changes or termination of contracts in backlog; and the timing and amount of repurchases of our common stock, if any. If one or more of these risks or other risks materialize, actual results may vary materially from those expressed. For a more complete discussion of these and other risk factors, see B&W's filings with the Securities and Exchange Commission, including the information statement on Form 10 and subsequent quarterly report on Form 10-Q. B&W cautions not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation, and undertake no obligation to update or revise any forward-looking statement, except to the extent required by applicable law.

**Pro forma financial information.** The pro forma financial data in this presentation reflects transactions related to the spin-off and is subject to assumptions and adjustments described in B&W's information statement on Form 10. B&W's management believes these assumptions and adjustments are reasonable under the circumstances and given the information available at this time. The pro forma financial data does not purport to represent what B&W's financial position and results of operations actually would have been had the spinoff occurred on the dates indicated, or to project B&W's financial performance for any future period following the spinoff.

**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

**Incorporation:** Delaware

**Ownership:** Public (NYSE:BW)

Revenue: ~\$1.7B

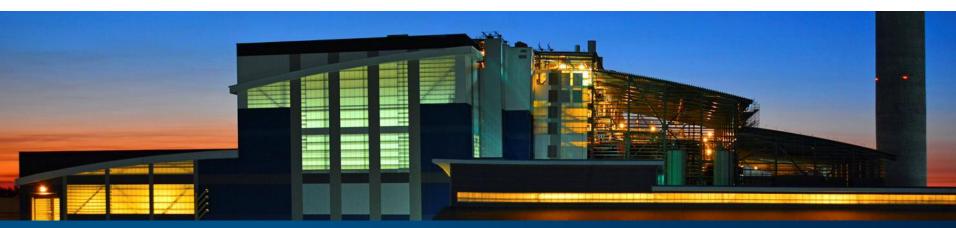
Chairman & CEO: E. James Ferland

Approximately 6,000 employees,

**Employees:** in addition to 2,500 joint venture

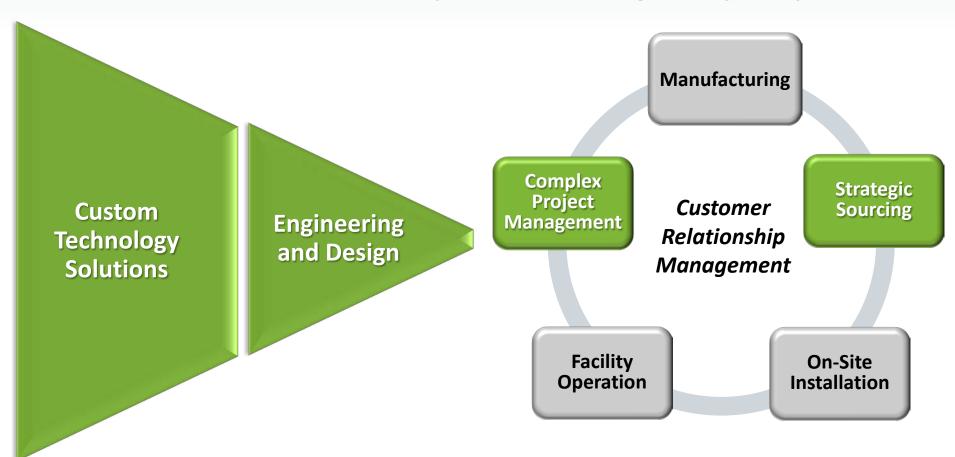
employees worldwide

- 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



## **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

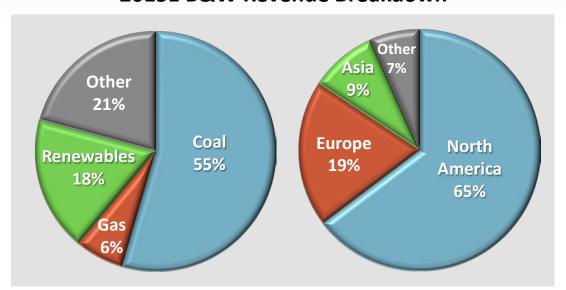


Each new installation provides attractive aftermarket opportunities



## **Consolidated Revenue Overview**

#### 2015E B&W Revenue Breakdown





Aftermarket coal will be a solid base for the business while our strategy drives growth and diversification



## **Business Segments Align with Growth Strategy**

#### **Global Services**

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

Optimize Traditional Business to Align with Changing Markets



#### **Global Power**

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

Pursue Growth
Opportunities in
International Markets



#### **Industrial Environmental**

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

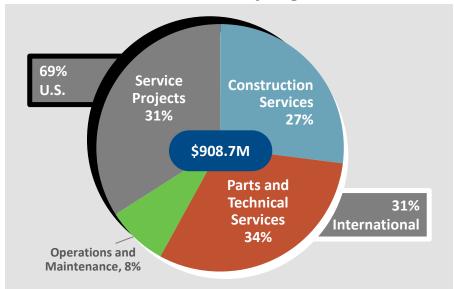
**Continue Disciplined Acquisition Program** 





## **Global Services Overview**

#### 2014 Revenue by Segment



- Aftermarket products and services for steam generating equipment and associated environmental and auxiliary equipment
- Servicing B&W installed electricity generation capacity of approximately 300,000 MW in more than 90 countries plus competitor equipment
- Supports general industry and renewable boilers, including waste-to-energy and pulp & paper
- Extensive network of regionally located service centers, technical support personnel and global sourcing capabilities



Parts and Technical Services



**Service Projects** 



**Construction Services** 

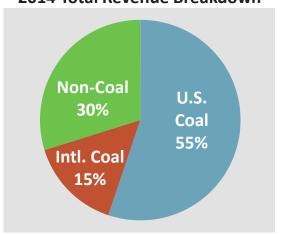


Operations and Maintenance

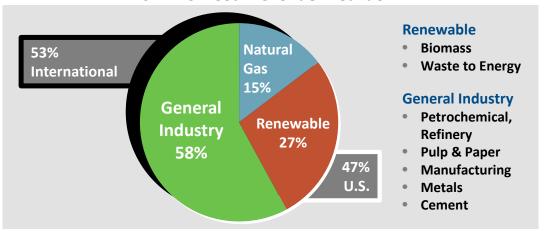
Optimize Traditional Business to Align with Changing Markets

## **Market Opportunity**

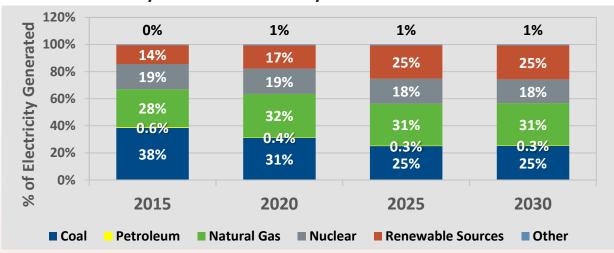
2014 Total Revenue Breakdown



#### 2014 Non-Coal Revenue Breakdown



#### Total Electricity Generation in U.S. by Fuel with EPA Clean Power Plan<sup>(1)</sup>



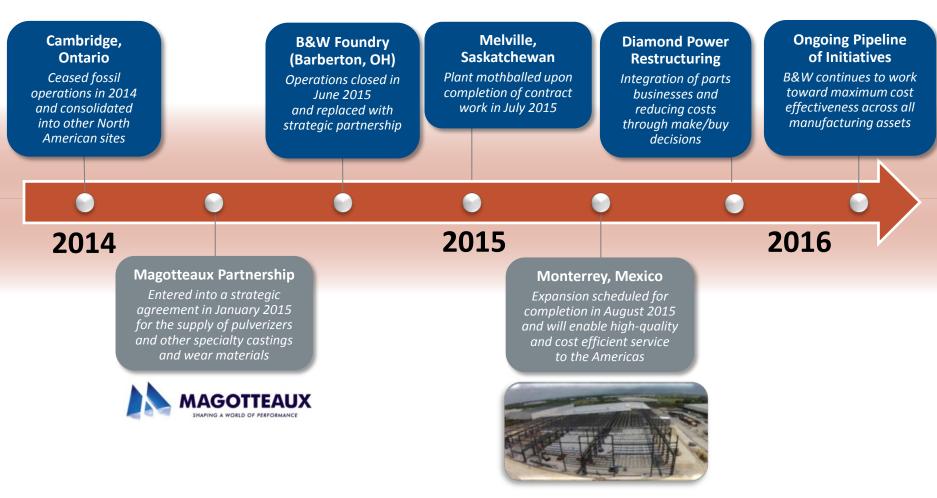
- Coal will continue to be a significant part of the U.S. electricity generation mix
- B&W's non-coal business represents a diverse customer base

Source: Analysis of the impacts of the Clean Power Plan, Energy Information Administration (EIA)

Footnote: (1) Base case normalized to %



## **Ongoing Rationalization of Operations**

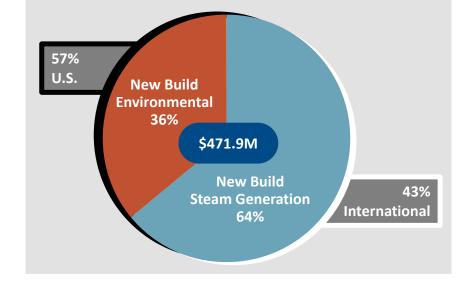


Through a critical but balanced evaluation approach, B&W is reducing fixed overhead and improving margins



## **Global Power Overview**

- Steam generating systems for fossil fuels and renewable energy conversion for power generation and industrial uses
- Environmental solutions include emissions control products and related equipment
- Complex project execution from design through commissioning, offering predictable installation of reliable equipment



2014 Revenue by Segment



**Utility Steam Generation** 



**Renewable Power** 



**Industrial Power** 

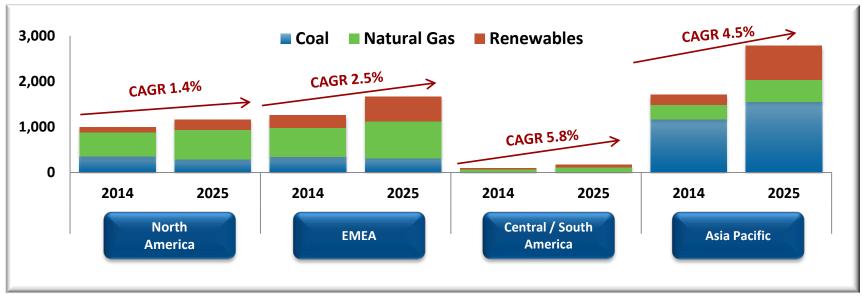


**Environmental Solutions** 

**Pursue Growth Opportunities in International Market** 

## **Market Opportunity**

#### **Select Fuels Generating Capacity (GWe) by Region**



Source: IHS Energy Scenarios (Rivalry), July 2014

- Global capital spending on power generation is and will continue to be robust
- Energy policy and natural resource availability will drive technology selection
- B&W possesses a strong brand and technology foundation
- B&W is well-positioned to globally deploy our products and services



# Recent Project Awards Demonstrate Global Expansion is Underway

**Emissions Control Project in Colorado** *March 2015 – \$40.3M* 



Biomass Power Plant in England March 2015 – >\$220M



Biomass Power Plant in Wales January 2015 ->\$200M



Supercritical Coal-Fire Boiler and SCR System in Vietnam *January 2015* 



Waste-to-Energy Power Plant in Scotland



December 2014 - \$230M



Biomass Power Plant in Denmark July 2014 – \$80M









## **Industrial Environmental Overview**

- B&W acquired MEGTEC Holdings, Inc. on June 20, 2014
  - 40+ year history with ~600 employees across
     13 offices globally
  - Asset-light flexible manufacturing platform
  - Significantly expanded B&W's industrial environmental capabilities and provides additional channels to market
- Design, engineer, manufacture and service industrial equipment for process industries worldwide
  - Specific technologies for industrial air pollution abatement and recovery
  - Coating and drying equipment for various end markets (including energy storage)
  - Recurring aftermarket business

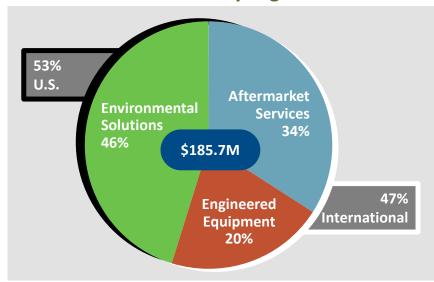


Air Pollution Control Systems



Coating and Drying Equipment

#### 2014 Revenue by Segment<sup>(1)</sup>



Footnote: (1) 2014 full-year segment revenue includes revenue attributable to previous owner and revenue attributable to B&W



**Replacement Parts** 

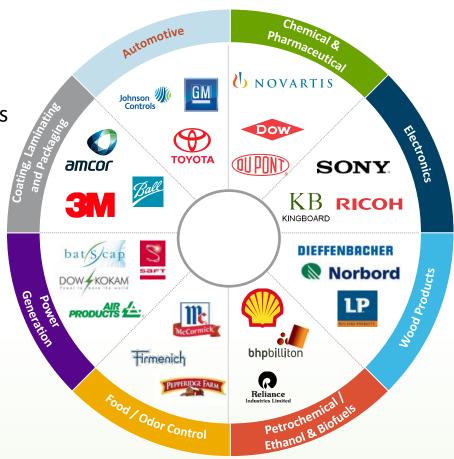


Preventive Maintenance

**Continued Disciplined Acquisition Program** 

## **Market Opportunity**

- Industrial environmental business
   provides engineered solutions to a wide
   range of problems and processes in
   diverse and naturally growing end markets
   5% projected annual market growth
- Broad customer base includes ~3,100 businesses stretching across six continents and over 60 countries
- Steady stream of repeat aftermarket orders from customers over a long equipment lifecycle promotes a strong relationship and recurring business over time





# Strategy to Perform Operationally and Grow via Acquisition

- MEGTEC acquisition is highly complementary to B&W's core competencies
- History of acquisitions and opportunity for further synergistic consolidation in the fragmented industrial environmental market
- B&W will continue to evaluate and execute strategic acquisitions that focus on expanding our existing capabilities as well as entering new, adjacent markets

# Key Acquisition Criteria Alignment with core competencies Synergistic value Long-term growth platform Diversification or international growth













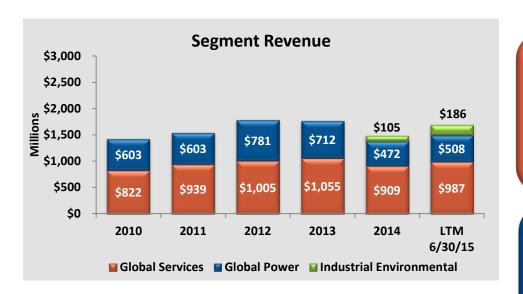


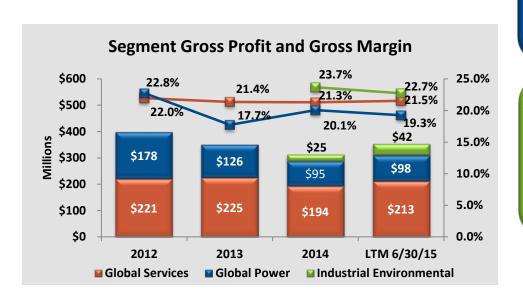






## **Segment Profitability Characteristics**





Global Services

- Flat revenue
- Mix impacts average margin
- Top priority is driving margin

Global Power

- Revenue growth driven by international projects
- Stable margins
- Good project execution provides margin upside

Industrial <u>Environm</u>ental

- Revenue growth in line with market growth
- Consistent mix of new equipment and aftermarket services
- Stable margins



## **Summary Historical Financial Information**

\$ in millions, except per share amounts
Revenues
GAAP Operating Income
Adjusted Operating Income <sup>(1)</sup>
GAAP Earnings per Share, Diluted
Adjusted Earnings per Share, Diluted(1)

Second Quarter 2015	Second Quarter 2014
\$437.5	\$327.4
4.9	3.2
21.4	12.5
0.08	0.03
0.27	0.14

Year-to- Date 6/30/15	Year-to- Date 6/30/14
\$834.6	\$639.5
22.2	7.7
42.4	19.8
0.29	0.16
0.53	0.30



## FY 2015 Guidance

Revenues of approximately \$1.7B

- Represents 15% year-over-year growth
- Combination of core growth and the full-year impact of MEGTEC acquisition

Adjusted
Earnings
per Share of
\$1.10 to \$1.30

- Excludes any mark-to-market adjustment for pension and post-retirement benefits, spin-related transaction costs and restructuring charges
- Includes \$13M share of annual corporate overhead from our former parent company, plus incremental stand-alone costs of \$8-\$10M in second half of 2015 (\$14-\$16M per year post-2015)
- Assumes effective tax rate between 32% and 34%

Targeting annual EPS growth of 10-12% in 2016 and 2017 before acquisitions



## **Investment Highlights**



#### **Strong Foundation**



Great Brand Associated with Quality, Reliable Delivery and Innovation



Significant Earnings Upside

Three-Pronged Growth Strategy Aligned with Businesses



**Customer and Strategic Partner Relationships** 



Technology Leader in Global Power Generation



**Experienced Management Team** 



**Established Platform in Industrial Environmental Market** 



Recurring Aftermarket Services Business



**Strong Balance Sheet Enables Strategy Execution** 

## Appendix



## **Skilled Management Team**



**Finance** 

Jenny Apker Senior Vice President & Chief Financial Officer



Chairman and Chief Executive Officer

Jim Ferland



Global Services
Division

**Mark Low** Senior Vice President



Global Power Division

**Paul Scavuzzo** Senior Vice President



Industrial
Environmental Division

**Ken Zak** Senior Vice President



**Operations** 

**Pete Goumas** Senior Vice President



Corporate Development and Treasury

Mark Carano
Senior Vice President
& Treasurer



**Business Development** 

Elias Gedeon
Senior Vice President & Chief
Business Development Officer



Investor Relations and Communications

Leslie Kass Vice President



Legal

André Hall Senior Vice President & General Counsel



**Human Resources** 

Wendy Radtke Senior Vice President



## **Experienced Board of Directors**



**Thomas A. Christopher** 

Former Vice Chairman of AREVA, Mr. Christopher also served as its President and CEO from 2000 to 2009. Before that, he held a number of positions at Westinghouse, including Vice President and General Manager, Westinghouse Power Services.



**Cynthia S. Dubin** 

Ms. Dubin is Finance Director for JKX Oil & Gas, an LSE-listed oil and gas exploration and production company. From 2006-2011 she was co-founder and CFO of Canamens, a pan European oil and gas company. She was with Edison Mission Energy from 1993-2005, latterly as VP and CFO for EMEA.



#### Brian K. Ferraioli

Mr. Ferraioli is the Executive Vice President and Chief Financial Officer for KBR, a global technology, engineering, procurement and construction company. He was formerly Executive Vice President and CFO of The Shaw Group, which was acquired by CB&I in February 2013.



#### Stephen G. Hanks

From November 2007 until his retirement in January 2008, Mr. Hanks served as President of the Washington Division of URS Corporation, an engineering, construction and technical services company, as well as a member of the Board of Directors. From June 2001 to November 2007, he was President and CEO of Washington Group Intl.



#### Anne R. Pramaggiore

Ms. Pramaggiore is President and CEO of ComEd, an electric utility company delivering electricity to 3.8 million customers in Chicago and Northern Illinois. Ms. Pramaggiore also serves as a board member of Chicago Federal Reserve Board, Motorola Solutions, and several civic and community organizations.



#### **Larry L. Weyers**

Prior to his retirement in March 2010, Mr. Weyers served as Chairman of Integrys Energy Group, Inc., a holding company with operations providing products and services in regulated and non-regulated energy markets. He also serves as VP and Lead Director of the Board of Directors of Green Bay Packers, Inc., on which he has served since 2003.



Jim Ferland Chairman and Chief Executive Officer

## Reconciliation of Adjusted, Non-GAAP Items

\$ in millions, except per share amounts	Three Months Ended June 30, 2015											
	NE Sgmt											
	GAAP		Impairments		Restructuring		Allocation		Sp	in Costs	Noi	n-GAAP
Operating Income (Loss)	\$	4.9	\$	9.0	\$	5.3	\$	1.3	\$	0.9	\$	21.4
Other Income / (Expense)	•	0.2	·	-	•	-	·	-	•	-		0.2
Income Tax (Expense) / Benefit		(0.9)		(3.4)		(1.9)		(0.3)		(0.3)		(6.9)
Net Income (Loss)	\$	4.1	\$	5.6	\$	3.5	\$	1.0	\$	0.6	\$	14.7
Net Loss Attributable to Non-Controlling Interest		(0.1)		-		-		-		-		(0.1)
Net Income from Continuing Operations	\$	4.1	\$	5.6	\$	3.5	\$	1.0	\$	0.6	\$	14.6
Diluted EPS - Continuing Operations	\$	0.08	\$	0.10	\$	0.06	\$	0.02	\$	0.01	\$	0.27
Tax Rate	1	8.2%									3	1.9%

Operating Income (Loss)
Other Income / (Expense)
Income Tax (Expense) / Benefit
Net Income (Loss)
Net Loss Attributable to Non-Controlling Interest
Net Income from Continuing Operations
Diluted EPS - Continuing Operations
Tax Rate

GAAP	Res	tructuring	NE Sgmt	MEGTEC acquisition Costs	No	on-GAAP
\$ 0.3	\$	7.5	\$ 1.3	\$ 0.5	\$	12.5
\$ (1.8) 1.6 (0.1)	\$	(2.6) 5.0 -	\$ (0.5) 0.9 -	\$ (0.2) 0.3 -		(5.0) 7.8 (0.1)
\$ 1.5	\$	5.0	\$ 0.9	\$ 0.3		7.7
\$ 0.03	\$	0.09	\$ 0.02	\$ 0.01	\$	0.14
53.3%						39.2%

Note: Tables may not foot due to rounding.



## Reconciliation of Adjusted, Non-GAAP Items

\$ in millions, except per share amounts	Six Months Ended June 30, 2015											
	NE Sgmt											
	G	SAAP	Impa	airments	Rest	ructuring	Allo	ocation	Sp	oin Costs	Noi	n-GAAP
Operating Income (Loss)	\$	22.2	\$	9.0	\$	7.7	\$	2.7	\$	0.9	\$	42.4
Other Income / (Expense)	•	(0.1)	•	-		-		-	•	-		(0.1)
Income Tax (Expense) / Benefit		(6.6)		(3.4)		(2.7)		(0.7)		(0.3)		(13.8)
Net Income (Loss)	\$	15.5	\$	5.6	\$	4.9	\$	2.0	\$	0.6	\$	28.5
Net Loss Attributable to Non-Controlling Interest		(0.1)		-		-		-		-		(0.1)
Net Income from Continuing Operations	\$	15.4	\$	5.6	\$	4.9	\$	2.0	\$	0.6	\$	28.4
Diluted EPS - Continuing Operations	\$	0.29	\$	0.10	\$	0.09	\$	0.04	\$	0.01	\$	0.53
Tax Rate	2	9.9%									3	2.6%

Operating Income (Loss)
Other Income / (Expense)
Income Tax (Expense) / Benefit
Net Income (Loss)
Net Loss Attributable to Non-Controlling Interest
Net Income from Continuing Operations
Diluted EPS - Continuing Operations
Tax Rate

GAAP	Res	structuring	NE Sgmt Illocation	MEGTEC acquisition Costs	Ne	on-GAAP
\$ 7.7	\$	9.0	\$ 2.7	\$ 0.5	\$	19.8
2.0		-	-	-		2.0
(0.8)		(3.1)	(0.9)	(0.2)		(5.0)
\$ 8.9	\$	5.9	\$ 1.8	\$ 0.3		16.9
(0.2)		-	-	-		(0.2)
\$ 8.7	\$	5.9	\$ 1.8	\$ 0.3		16.7
\$ 0.16	\$	0.11	\$ 0.03	\$ 0.01	\$	0.30
8.6%						22.7%

Note: Tables may not foot due to rounding.





