

2026 Half Year Results

Six months ended
30 June 2026

Nimesh Patel

Group Chief Executive Officer

Louisa Burdett

Group Chief Financial Officer

Overview

2

First half in line; on track to deliver full year guidance

- Delivering growth despite challenging external conditions is becoming embedded in how we operate
- Group organic growth in sales **+5%** and profit **+6%** well ahead of IP; EPS **+9%**
- STS sales: **+1%** with demand growth **>2xIP**; strong orderbook and momentum into second half
- ETS sales: **+11%** achieved through operational delivery and strong demand growth in all Divisions
- WMFTS sales: **+7%** Biopharm orders remain ahead of sales; continuing growth in Process Industries
- STS margin reflects phasing of shipments and investment in growth; full year margin broadly in line with 2025
- ETS and WMFTS margin up strongly, **+220bps** and **+80bps**, benefitting from operational leverage, mix and efficiencies
- Cash conversion of **54%** reflects usual seasonality and planned inventory builds; ROCE up **180bps** to **35.2%**

Continuing to grow
well ahead of IP

Strong orderbooks
and momentum into H2

On track to deliver
FY guidance

Demand drivers: global industrial production

3

Delivering growth despite continuing subdued IP is becoming embedded in how we operate

Global IP forecasts revised downwards for H1 and H2



Full year IP second-half weighted

	H1	H2	FY
Global IP (ex-China)	1.5%	2.4%	1.9%
Global IP	1.8%	2.8%	1.9%

IP continues to be weak in key markets

	% 2025 Sales	H1 26 IP	H2 26 IP
USA	28%	1.1%	2.0%
Germany	9%	(1.7)%	2.1%
France	8%	1.2%	1.0%
Italy	5%	0.8%	1.5%
UK	7%	0.8%	2.5%

Per CHR IP June 2026

Growth linked to, but not reliant on IP

Demand drivers: diversified exposure supports sustained growth 4

Long-duration growth driven by our positions in attractive end markets and our business model



Process Optimisation



Health



Technology



Electrification



High growth ~40% sales

Sector examples...

-  Biopharm and Healthcare
-  Semiconductor Fabrication and Datacentres
-  Power Generation
-  Aerospace, Defence & Space

IP-linked growth and gains in market share ~60% sales

Sector examples...

-  Food & Beverage
-  Wastewater
-  Oil & Gas
-  Mining

Delivered by our differentiated business model



Well placed to deliver Medium-Term organic sales growth targets

5

Improving on track record of outperforming IP

 **Steam Thermal Solutions** ~50% of Group Sales

Continuing...

- Resilience from Commercial Excellence
- China repositioning



Low-to-mid-single-digit growth

 **Electric Thermal Solutions** ~25% of Group Sales

Continuing...

- Structural demand growth
- Operational improvements



Above mid-single-digit growth

 **Watson-Marlow Fluid Technology Solutions** ~25% of Group Sales

Continuing...

- Biopharm growth
- Market share gains in Process Industries



High-single-digit growth

Medium Term: Mid-single-digit Group organic sales growth

Financial review

Louisa Burdett
Group Chief Financial Officer

Financial summary

Trading in line

7

6 months to 30 June (£m)	2026	2025	Reported	Organic*
Revenue	863.8	822.2	5%	5%
Adjusted operating profit	171.1	158.8	8%	6%
Adjusted operating profit margin	19.8%	19.3%	50bps	10bps
Net finance expense	(18.6)	(18.6)		
Adjusted pre-tax profit	152.3	139.9	9%	
Adjusted effective tax rate	27.3%	27.4%	(10)bps	
Adjusted EPS	150.0	137.6p	9%	
DPS	50.4	48.9p	3%	

* Organic measures are at constant currency and exclude contributions from acquisitions and disposals
See Appendix II for definition and reconciliation of adjusted profit measures.

Sales bridge

Organic growth well ahead of IP

8



	H1 2026	H1 2025	Year-on-year organic growth	
	£m	£m	H1 2026	H1 2025
STS	419.8	414.2	1%	-
ETS	232.9	212.3	11%	10%
WMFTS	211.1	195.7	7%	2%
Group	863.8	822.2	5%	3%

Adjusted operating profit bridge

Strong progress in ETS and WMFTS; STS reflects phasing of shipments and investments

9



	Trading Profit (£m)		Year-on-year organic growth		Trading Margin		Organic Change
	H1 2026	H1 2025	H1 2026	H1 2025	H1 2026	H1 2025	YoY
STS	92.3	97.0	(6%)	3%	22.0%	23.4%	(170) bps
ETS	40.0	31.8	27%	12%	17.2%	15.0%	220 bps
WMFTS	58.0	50.6	11%	12%	27.5%	25.9%	80 bps
Corporate	(19.2)	(20.6)	-	-	-	-	-
Group	171.1	158.8	6%	7%	19.8%	19.3%	10 bps

Adjusted cash flow

Cash conversion reflects usual seasonality and planned inventory builds

- Continued capex discipline
- Lower cash conversion driven by planned inventory build to mitigate anticipated supply chain disruptions from the Middle East conflict
- Cash generation consistent with the Group's usual seasonality
- Full year cash conversion expected to be in line with 2025 (89%)
- ROCE up 180bps to 35.2%

Cash flow (£m)	30 June 2026	30 June 2025
Adjusted operating profit	171.1	158.8
Capital expenditure (net)	(24.7)	(34.3)
Working capital changes	(80.8)	(48.6)
Depreciation, amortisation, repayment of lease liabilities & other	26.0	21.1
Adjusted cash from operations	91.6	97.0
Adjusted cash conversion*	54%	61%
Net interest	(18.0)	(17.8)
Income taxes paid	(36.3)	(29.7)
Adjusted free cash flow	37.3	49.5
Net dividends paid	(89.4)	(86.8)
Restructuring costs	(4.8)	(12.9)
Acquisitions of subsidiaries/associates	-	(10.1)
Cash flow for the period	(56.9)	(60.3)
Exchange movements	3.4	(1.5)
Net debt at 30 June (excluding lease liabilities)	(618.2)	(658.0)
Net debt to EBITDA	1.6x	1.8x

*Adjusted cash conversion is calculated as adjusted cash from operations divided by adjusted operating profit

Clear drivers of second half growth and margin

Strong orderbooks and momentum into second half, continuing operating leverage

11



- Orderbook shipments
- Delivering Commercial Excellence initiatives
- China large project weakness moderating



LSD sales growth
Margin: H2 > H1
FY ≈ 2025



- Orderbook shipments
- Continuing strong demand
- Ongoing ramp up in throughput



HSD sales growth
Margin: H2 > H1



- Biopharm orders > sales
- Continuing market share gains in PI



HSD sales growth
Margin: H2 ≈ H1

FY2026:

MSD sales growth

Organic margin progress

Well placed to deliver Medium-Term organic sales growth targets

12

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High-single-digit growth

Medium Term: Mid-single-digit Group organic sales growth

Well placed to deliver Medium-Term margin targets

13

Group adjusted operating profit margin increasing to 22-23%



- Reinvest continuous operational improvements into future growth
- Operating leverage from higher sales



23.5%



- Continuing strong demand
- Efficiency improvements and operating leverage
- Pricing for value



20%



- Well-invested to support future growth
- Operating leverage from higher sales



>30%

Medium Term Group Margin
22 - 23%

Executing our strategy

Nimesh Patel

Group Chief Executive Officer

Together for Growth

15

Unique business model with durable competitive advantage



~2,900 Direct sales engineers*

60% Sales to defensive sectors

~70 Countries with direct sales presence

>100k Customers and large installed base

85% Of revenues from local operating budgets



Long runway for high margin, high ROCE organic growth



Compounding LT growth and improving ROIC

Organic growth
MSD+



Margins
23%+



Cash conversion
> 80%



ROIC improving to
>15%

Leverage
1.0x – 1.5x

**Supported
by disciplined
capital
allocation**

*Includes technical application engineers and inside sales

Reinvesting in our direct sales capabilities to accelerate growth

16

Delivering on our Operational Priorities

Organisational Fitness
simplification driving savings



Commercial Excellence
reinvestment to drive organic growth



Investing in direct sales to enhance customer closeness

- Established Heat Trace as standalone division, delivering strong growth
- WM EMEA sectorisation driving strong growth in focus sectors
- ~3% increase in STS sales headcount driving demand growth > IP

Working with channel partners to solve customer problems

- ~6% increase in demand from the 22 STS key co-generation distribution partnerships in US

Working with customers to identify new applications and markets

- Datacentre opportunities across all three Businesses
- New product development expanding our presence in Nuclear and chemical dosing

Delivering on our Operational Priorities

Enhancing efficiency by driving continuous improvement to support future growth



Operational Excellence

Optimising manufacturing footprint and efficiency



- Transferring STS casting and forging from EMEA to APAC
- Rationalising STS product portfolio
- WMFTS US production ramping up

Operational Excellence

Continuous operational improvement in ETS



- Shipments of large MV heaters more than doubled
- Ramping up throughput to meet double-digit increase in Semicon demand



A Semiconductor wafer undergoing advanced processing in a high-precision manufacturing environment.

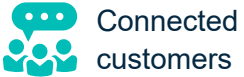
Investing for sustained long-term organic growth

18

Enhancing customer partnerships through connectivity, services and decarbonisation



Digital and Services



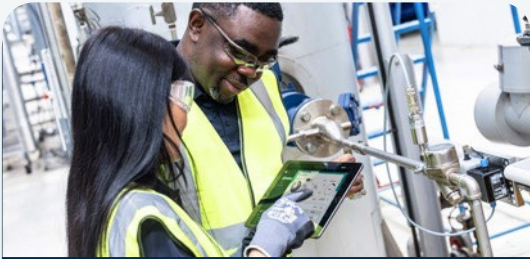
Connected customers



Connected products



Direct sales tools



Connected products and digital subscriptions delivering operational insights across sectors and regions...



Driving pull-through revenue in solutions and MRO...

STS ~19,000 connected assets across ~2,350 sites generating pipeline of opportunities



Decarbonising thermal energy

Four defined go-to-market strategies

Energy Optimisation | TargetZero | PoweringZero | Thermal Energy Assessment



ETS creating opportunities through our leading competitive position in electric resistance heating...

10 PoweringZero orders secured for ~£12m



Leveraging our unique combination of steam and electric expertise to deliver tangible thermal energy savings...

16 TEAs for customers in the USA, Europe and China

Digital opportunity

Building enduring partnerships with customers

19

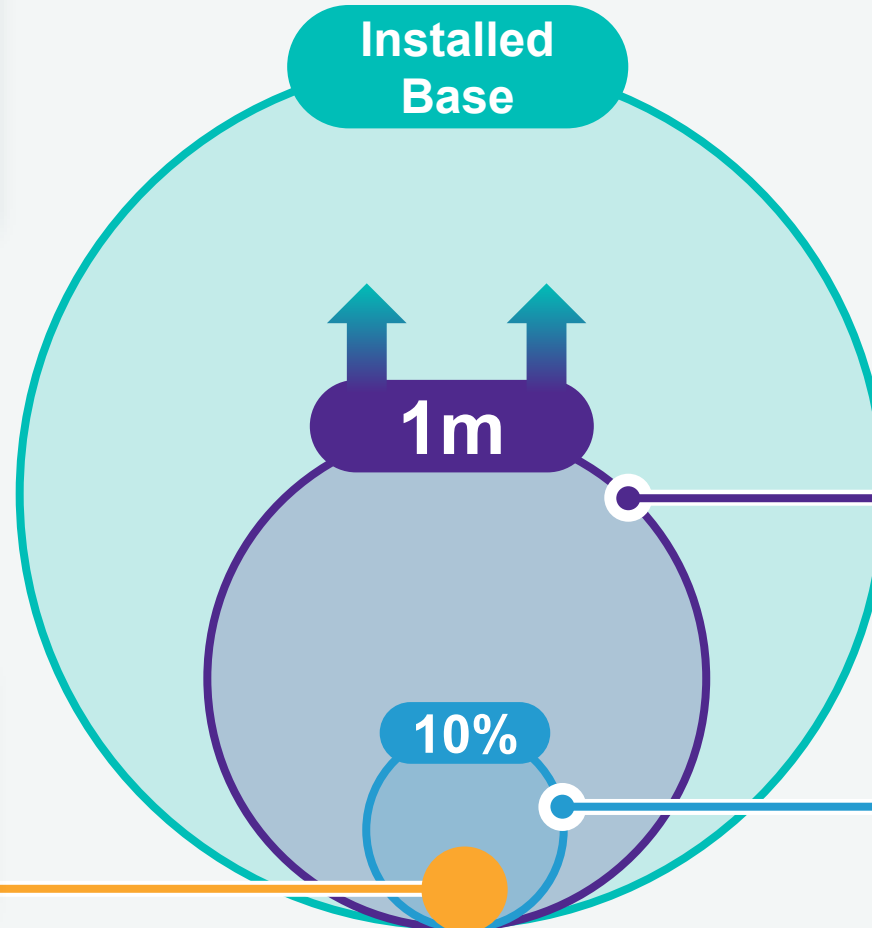
Investment

- Connected products
- Service capabilities
- Bolt-on acquisitions

Opportunity

Pull-through

Increased MRO and solution sales



Today

>1 million

steam traps surveyed every year

Initial opportunity is to connect

1 in 10

critical traps for system diagnosis

Progress since 2023

~19,000

steam traps digitally connected

Summary

20

H1 results in line

**Strong orderbooks and
momentum into H2**

**Driving growth
ahead of markets
becoming embedded**

On track to deliver full-year Group guidance and Medium-Term targets

Appendix

Appendix I

Exchange rate exposure and impacts

Average exchange rates	Proportion of Group results*				
	Sales	Profit	Average H126	Average H125	Change
Euro	29%	37%	1.15	1.19	3%
US dollar	29%	27%	1.35	1.30	(4)%
Renminbi	9%	16%	9.24	9.41	2%
Won	3%	3%	1,991.8	1,857.9	(7)%
Real	3%	4%	6.96	7.50	7%
Argentine peso	1%	2%	1,914.3	1,446.4	(32)%

When sterling strengthens against other currencies in which the Group operates, the Group incurs a loss on translation of the financial results into sterling.

*FY25 Sales and Profit – translation exposure

Appendix II

Reconciliation of operating profit to adjusted operating profit

The Group uses adjusted figures as key performance measures in addition to those reported under IFRS. The Group's management believes these measures provide valuable additional information for users of the financial statements in understanding the Group's performance. Adjusted operating profit and pre-tax profit excludes certain items, which are analysed below.

6 months to 30 June (£m)	HY26	HY25
Operating profit as reported under IFRS	154.2	106.8
Amortisation of acquired intangible assets	16.9	17.4
Restructuring costs	—	32.5
Asset related impairment	—	2.1
Total adjusting items	16.9	52.0
Adjusted operating profit	171.1	158.8

Appendix III

Additional guidance (for modelling purposes)

	2025 Actual	2026 Guidance
Exchange rate impact	Revenue: 3% adverse Adjusted Operating Profit: 4% adverse	Revenue: 0% Adjusted Operating Profit: 0%
Corporate costs	£39m	Higher
Exceptional restructuring costs	P&L charge: £40m Cash costs: £22m	Cash costs: ~£11m
Capex (as a percentage of sales)	4%	~4%
Adjusted Effective Tax Rate	27.3%	Similar to 2025
Net Finance Cost	£38m	Similar to 2025
Number of shares in issue (million)	73.7	73.8

Appendix IV

Environmental and social progress

25

Refreshed One Planet Roadmap:



Embedding Sustainable
Operations



Engaging People
and Communities



Advancing Customer
Sustainability

Progress in H1 2026

Scopes 1 & 2 emissions
65% lower
than 2019 baseline

Group energy usage
7% lower
than H1 25

Waste to landfill
7%
compared to
10% at H1 25

Completed assessment
of sustainability risks in
our global supplier base