April 17, 2019

Sulzer’s order intake grows 10% in the first quarter of 2019

Order intake in the first quarter of 2019 grew across all divisions, reaching CHF 984 million compared to CHF 900 million in the same period a year ago. Organic order growth of 8% was fueled by Pumps Equipment’s Water business and Chemtech’s Separation Technology business. Demand from energy customers remains robust. Sulzer confirms its guidance for 2019.

Order intake

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Pumps Equipment</td>
<td>391.2</td>
<td>349.5</td>
<td>11.9%</td>
<td>11.5%</td>
<td>10.6%</td>
</tr>
<tr>
<td>Rotating Equipment Services</td>
<td>300.8</td>
<td>284.7</td>
<td>5.7%</td>
<td>7.2%</td>
<td>6.1%</td>
</tr>
<tr>
<td>Chemtech</td>
<td>170.6</td>
<td>147.3</td>
<td>15.8%</td>
<td>15.8%</td>
<td>15.8%</td>
</tr>
<tr>
<td>Applicator Systems</td>
<td>121.5</td>
<td>118.6</td>
<td>2.4%</td>
<td>2.2%</td>
<td>-2.0%</td>
</tr>
<tr>
<td><strong>Total Sulzer</strong></td>
<td><strong>984.1</strong></td>
<td><strong>900.2</strong></td>
<td><strong>9.3%</strong></td>
<td><strong>9.6%</strong></td>
<td><strong>8.4%</strong></td>
</tr>
</tbody>
</table>

In the first three months of 2019, order intake rose by CHF 84 million, with currency-adjusted growth of 9.6% and organic growth of 8.4%. Currency impact was a negative 0.3% and acquisitions contributed CHF 11 million. Order intake grew in most Sulzer end markets.

Order intake from the water market increased by 36% organically, boosted by larger pump orders for water pipelines and desalination in the Middle East amounting to CHF 42 million. Municipal water grew at its normal GDP pace. Order intake from oil and gas was up by 16%, with a particularly strong downstream segment. Pulp and paper saw double-digit growth, while orders from power customers were 15% down compared to a strong first quarter of 2018 but up 19% sequentially.

Within the Applicator Systems division, orders from the dental and adhesives markets were up 6%, while beauty was down 13% due to a combination of a previously disclosed base effect from a customer switching to a new generation product, and lower growth from our large beauty customers.

Geographically, order intake growth in the Americas was particularly strong at +15%, with the USA up 20%. Europe, the Middle East and Africa rose by 12%, with Europe itself up 4%. Asia-Pacific orders shrunk by 3% despite China being up 9% and India close to 4%.

¹ Adjusted for currency effects.
² Adjusted for currency and acquisition effects.
Market conditions continue to be favorable. While order intake growth to date is significantly above the full year guidance, some of the larger orders booked in the first quarter were expected in the second quarter. As such, Sulzer’s guidance for the full year 2019 remains unchanged: adjusted for currency effects, Sulzer expects order intake to grow organically by 2% to 5%, and sales to grow organically by 3% to 5%. Sulzer forecasts reaching an opEBITA margin (opEBITA in percent of sales) of around 10%.

Sulzer's core strengths are flow control and applicators. We specialize in pumping solutions and services for rotating equipment, as well as separation, mixing and application technology. Our customers benefit from a network of over 180 production and service sites in about 50 countries around the world. Sulzer has been headquartered in Winterthur, Switzerland, since 1834. In 2018, we achieved sales of about CHF 3.4 billion with around 15'500 employees. Our shares are traded on the SIX Swiss Exchange (SIX: SUN), www.sulzer.com

Inquiries:
Investor Relations: Christoph Ladner, Head of Investor Relations
Phone +41 52 262 30 22, christoph.ladner@sulzer.com

Media Relations: Rainer Weihofen, Media Spokesperson
Phone +41 52 262 36 09, Mobile +41 79 653 8685, rainer.weihofen@sulzer.com

This document may contain forward-looking statements including, but not limited to, projections of financial developments, market activity, or future performance of products and solutions containing risks and uncertainties. These forward-looking statements are subject to change based on known or unknown risks and various other factors that could cause actual results or performance to differ materially from the statements made herein.