



# Chart Industries

Q2 2020 EARNINGS CALL



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# Forward-Looking Statements

CERTAIN STATEMENTS MADE IN THIS PRESENTATION ARE FORWARD-LOOKING STATEMENTS WITHIN THE MEANING OF THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995. FORWARD-LOOKING STATEMENTS INCLUDE STATEMENTS CONCERNING THE COMPANY'S BUSINESS PLANS, INCLUDING STATEMENTS REGARDING COMPLETED ACQUISITIONS, COST SYNERGIES AND EFFICIENCY SAVINGS, OBJECTIVES, FUTURE ORDERS, REVENUES, MARGINS, EARNINGS OR PERFORMANCE, LIQUIDITY AND CASH FLOW, CAPITAL EXPENDITURES, BUSINESS TRENDS, GOVERNMENTAL INITIATIVES, INCLUDING EXECUTIVE ORDERS AND OTHER INFORMATION THAT IS NOT HISTORICAL IN NATURE. FORWARD-LOOKING STATEMENTS MAY BE IDENTIFIED BY TERMINOLOGY SUCH AS "MAY," "WILL," "SHOULD," "COULD," "EXPECTS," "ANTICIPATES," "BELIEVES," "PROJECTS," "FORECASTS," "OUTLOOK," "GUIDANCE," "CONTINUE," "TARGET," OR THE NEGATIVE OF SUCH TERMS OR COMPARABLE TERMINOLOGY.

FORWARD-LOOKING STATEMENTS CONTAINED IN THIS PRESENTATION OR IN OTHER STATEMENTS MADE BY THE COMPANY ARE MADE BASED ON MANAGEMENT'S EXPECTATIONS AND BELIEFS CONCERNING FUTURE EVENTS IMPACTING THE COMPANY AND ARE SUBJECT TO UNCERTAINTIES AND FACTORS RELATING TO THE COMPANY'S OPERATIONS AND BUSINESS ENVIRONMENT, ALL OF WHICH ARE DIFFICULT TO PREDICT AND MANY OF WHICH ARE BEYOND THE COMPANY'S CONTROL, THAT COULD CAUSE THE COMPANY'S ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE MATTERS EXPRESSED OR IMPLIED BY FORWARD-LOOKING STATEMENTS. FACTORS THAT COULD CAUSE THE COMPANY'S ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE DESCRIBED IN THE FORWARD-LOOKING STATEMENTS INCLUDE: THE COMPANY'S ABILITY TO SUCCESSFULLY INTEGRATE RECENT ACQUISITIONS AND ACHIEVE THE ANTICIPATED REVENUE, EARNINGS, ACCRETION AND OTHER BENEFITS FROM THESE ACQUISITIONS; RISKS RELATING TO THE RECENT OUTBREAK AND CONTINUED UNCERTAINTY ASSOCIATED WITH THE CORONAVIRUS (COVID-19) AND THE OTHER FACTORS DISCUSSED IN ITEM 1A (RISK FACTORS) IN THE COMPANY'S MOST RECENT ANNUAL REPORT ON FORM 10-K FILED WITH THE SEC, WHICH SHOULD BE REVIEWED CAREFULLY. THE COMPANY UNDERTAKES NO OBLIGATION TO UPDATE OR REVISE ANY FORWARD-LOOKING STATEMENT.

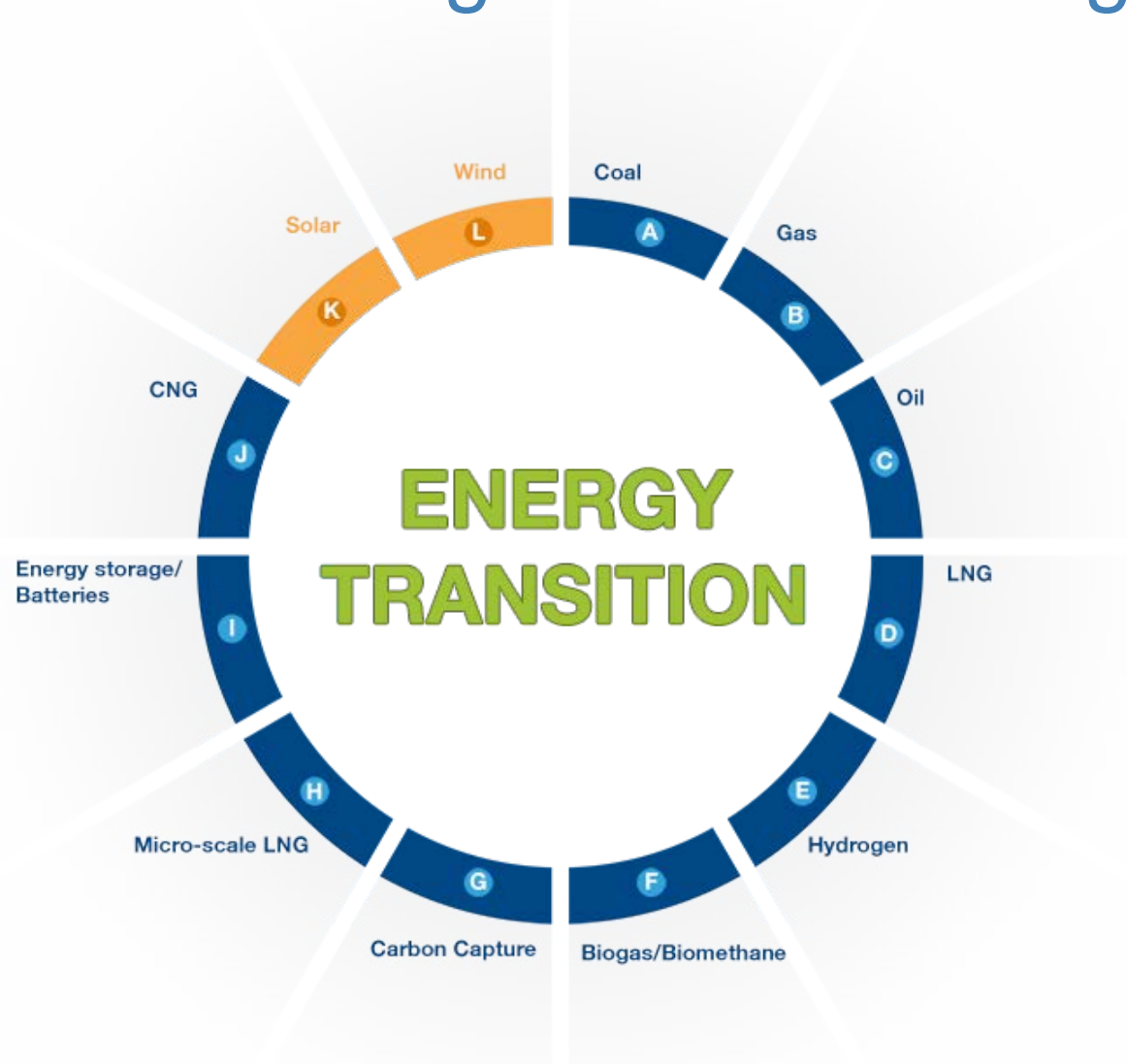
THIS PRESENTATION CONTAINS NON-GAAP FINANCIAL INFORMATION, INCLUDING ADJUSTED EARNINGS PER DILUTED SHARE, AND FREE CASH FLOW. FOR ADDITIONAL INFORMATION REGARDING THE COMPANY'S USE OF NON-GAAP FINANCIAL INFORMATION, AS WELL AS RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES TO THE MOST DIRECTLY COMPARABLE FINANCIAL MEASURES CALCULATED AND PRESENTED IN ACCORDANCE WITH ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES ("GAAP"), PLEASE SEE THE PAGES AT THE END OF THIS NEWS RELEASE AND THE RECONCILIATION SLIDES TITLED "Q2 2020 DILUTED ADJUSTED EPS" AND " Q2 2020 FREE CASH FLOW" INCLUDED IN THE APPENDIX AT THE END OF THIS PRESENTATION. WITH RESPECT TO THE COMPANY'S 2020 FULL YEAR EARNINGS OUTLOOK, THE COMPANY IS NOT ABLE TO PROVIDE A RECONCILIATION OF THE ADJUSTED EARNINGS PER DILUTED SHARE BECAUSE CERTAIN ITEMS MAY HAVE NOT YET OCCURRED OR ARE OUT OF THE COMPANY'S CONTROL AND/OR CANNOT BE REASONABLY PREDICTED.

CHART INDUSTRIES, INC. IS A LEADING INDEPENDENT GLOBAL MANUFACTURER OF HIGHLY ENGINEERED EQUIPMENT SERVICING MULTIPLE APPLICATIONS IN THE ENERGY AND INDUSTRIAL GAS MARKETS. OUR UNIQUE PRODUCT PORTFOLIO IS USED IN EVERY PHASE OF THE LIQUID GAS SUPPLY CHAIN, INCLUDING UPFRONT ENGINEERING, SERVICE AND REPAIR. BEING AT THE FOREFRONT OF THE CLEAN ENERGY TRANSITION, CHART IS A LEADING PROVIDER OF TECHNOLOGY, EQUIPMENT AND SERVICES RELATED TO LIQUEFIED NATURAL GAS, HYDROGEN, BIOGAS AND CO2 CAPTURE AMONGST OTHER APPLICATIONS. WE ARE COMMITTED TO EXCELLENCE IN ENVIRONMENTAL, SOCIAL AND CORPORATE GOVERNANCE (ESG) ISSUES BOTH FOR OUR COMPANY AS WELL AS OUR CUSTOMERS. WITH OVER 25 GLOBAL LOCATIONS FROM THE UNITED STATES TO ASIA, AUSTRALIA, INDIA, EUROPE AND SOUTH AMERICA, WE MAINTAIN ACCOUNTABILITY AND TRANSPARENCY TO OUR TEAM MEMBERS, SUPPLIERS, CUSTOMERS AND COMMUNITIES. TO LEARN MORE, VISIT [WWW.CHARTINDUSTRIES.COM](http://WWW.CHARTINDUSTRIES.COM).

# Our Focused Strategy



# Chart's Offering for Clean Energy Applications



***\*Blue areas (A through J) are applications for which Chart has existing products and solutions***



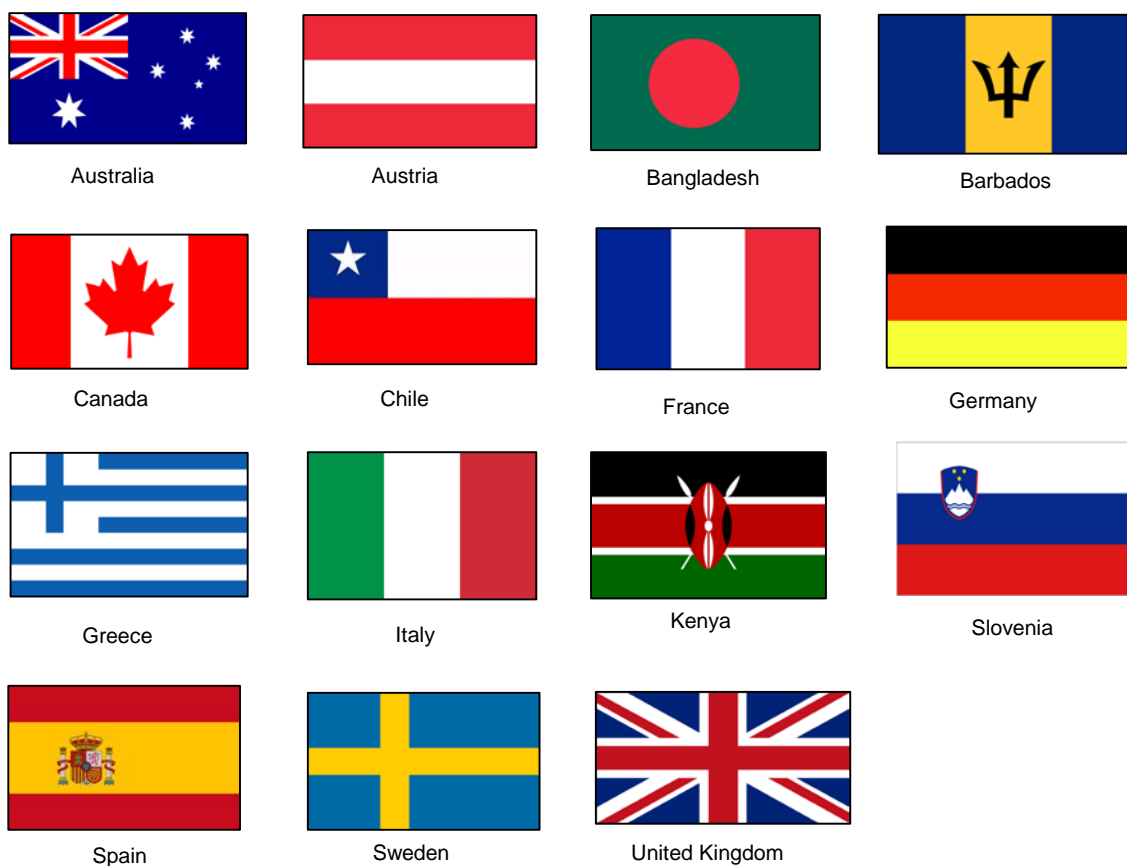
Source: BP Energy Outlook 2019

# Clean Energy Is Global and Now

## Carbon Neutral By 2050 or Sooner



## 100% Renewable (No Coal) By 2050 or Sooner



# Hydrogen Continues to Ramp



**VEHICLE FUEL STATIONS**



**LIQUEFACTION**

**LIQUID STORAGE TANKS**



**MARINE FUEL AND TRANSPORT**



**VACUUM INSULATED PIPE**



**LIQUID TRANSPORT TRAILERS**



**TANKS FOR ELECTRONICS MANUFACTURING**

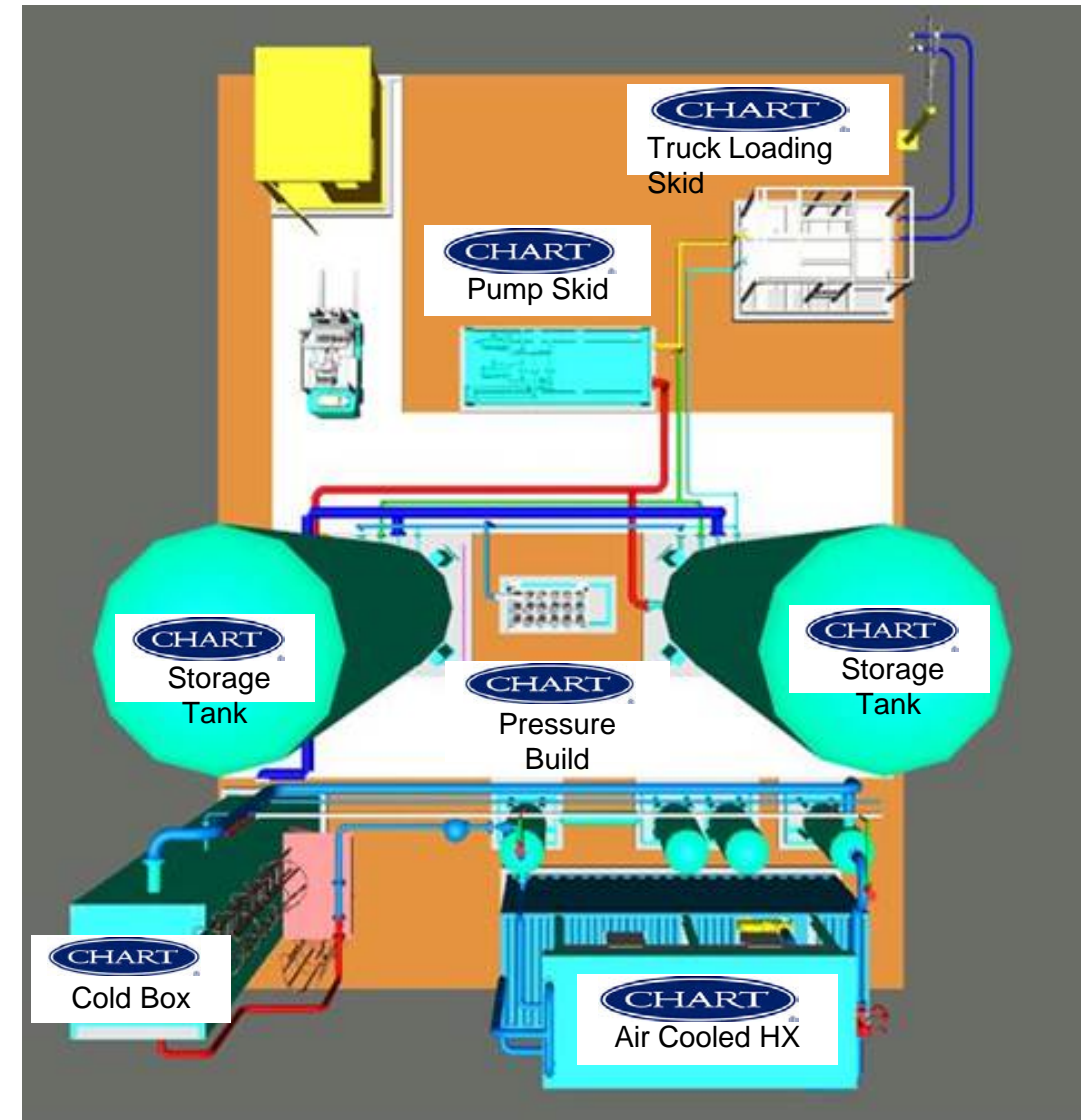
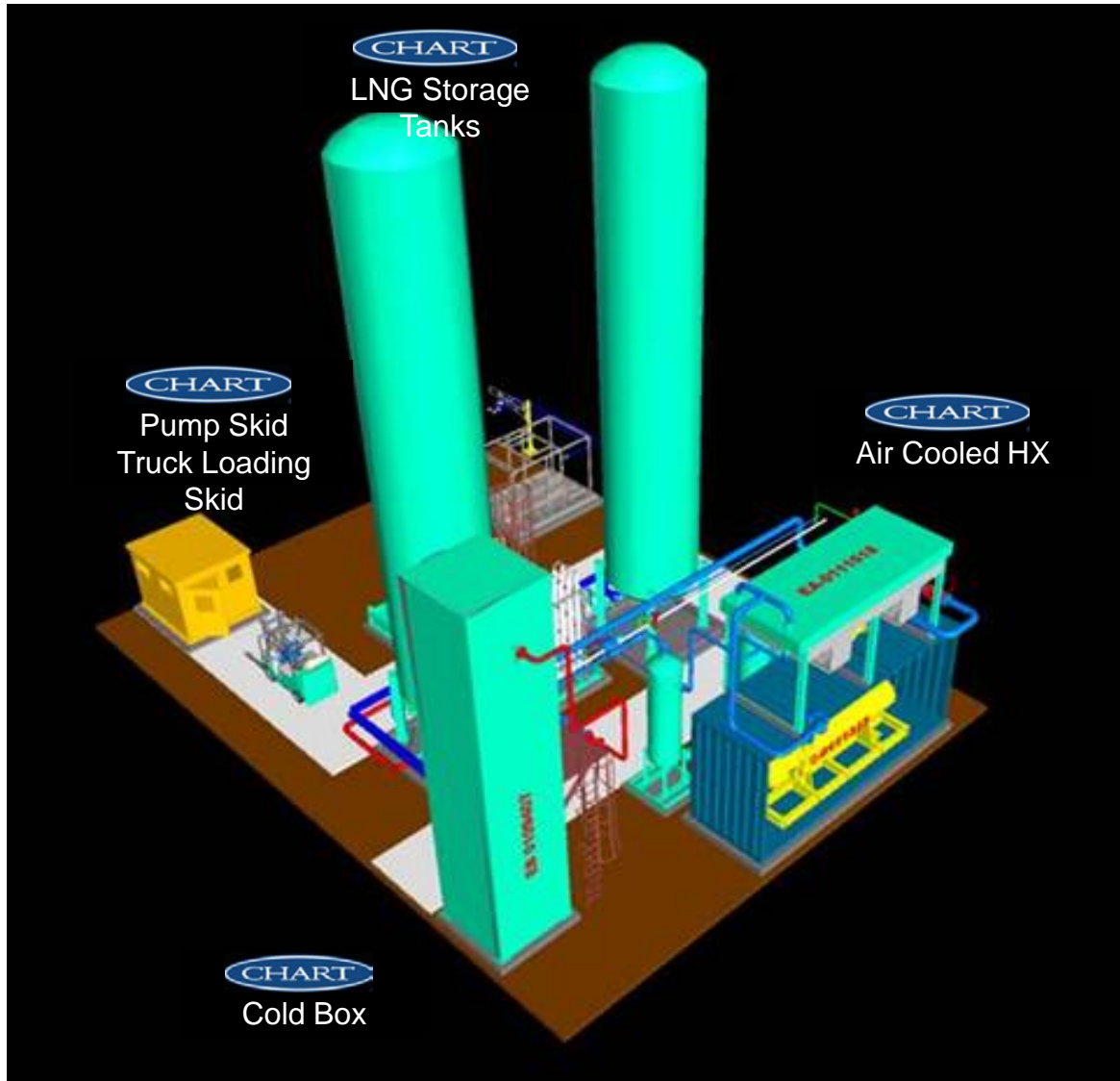


**FUELING SYSTEMS FOR AEROSPACE**

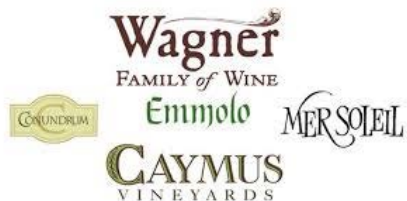
	Application/Technology	Chart
<b>Production</b>	Liquefaction	X
<b>Transport</b>	Cryo Liquid Container	X
	Flowmeters	X
<b>Storage</b>	Cryo Tank	X
<b>Refining</b>	Cryo Storage & Regasification	X
<b>Ammonia/ Methanol</b>	Cryo Storage & Regasification	X
<b>Industrial</b>	Cryo Storage & Regasification	X
<b>Fueling</b>	Liquid Storage FCEV Fuel Station	X
	Fork Truck Fuel Station	X
	FCEB Fuel Station	X
	Aerospace	X
	Station Monitoring and Support (EU)	X
	Station Monitoring and Support (Other)	X
<b>Power Gen</b>	Cryo Storage & Regasification	X
<b>Energy Storage</b>	Cryo Storage & Regasification	X
<b>Mobility</b>	Vehicle Fuel Tanks (Liquid)	X



# Micro LNG & Storage for Biogas Is Gaining Traction



# Specialty Markets: Broad Addressable Markets





# ESG Focus:

- **Customers:** Cargill and MC Pack
- **Geography:** Brazil
- **Application:** LN2 dosing (including our MicroDose feature providing consistent 2 to 3 psi bottle pressures) for vegetable oil packaged in PET bottles.
- **How it helps carbon footprint reduction:** The new packaging line uses light weight 15 grams / 900ml PET bottles, operating at 36,000 bottles per hour (Cargill's measure to reduce their carbon footprint by using less plastic).
- **Savings:** These filling sites for Cargill will save 1.6 million pounds of plastic...That's about the same weight as 24 adult humpback whales.

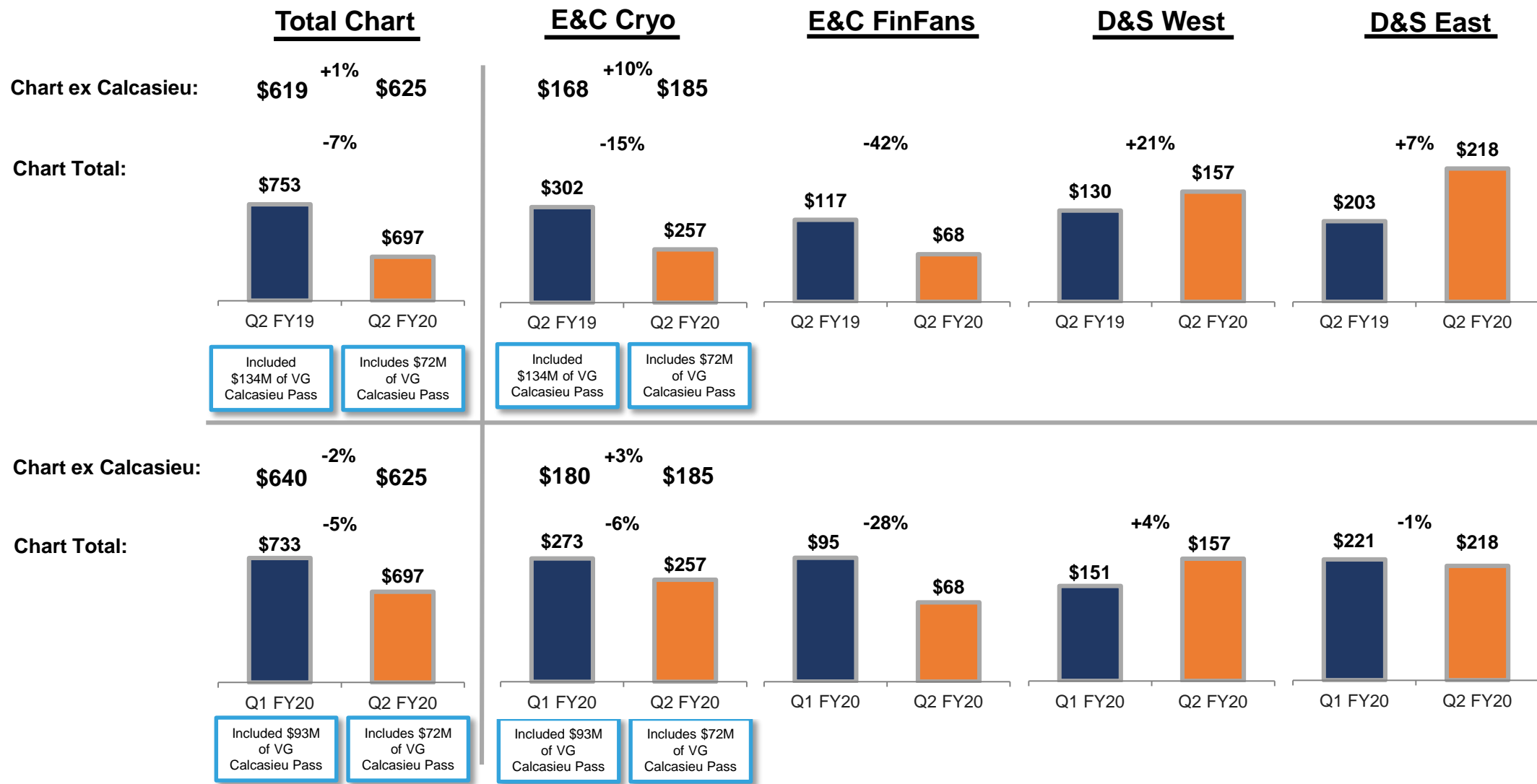


LN2 Dosing at the Cargill Plant



One Humpback Whale

# Q2 2020 Backlog



# Venture Global Calcasieu Pass First Cold Boxes Onsite



# Recent Demand Trends (Vs. April 2020)

## Strengthening

## Consistent

## Weakening

### D&S West

- Cryobio
- Hydrogen
- Cannabis
- ***Food & beverage (from consistent)***
- Repair & service
- ***HLNG vehicle tanks (from weakening)***

- ***Critical Care (from Strengthening)***
- Dosing
- Water Treatment
- Space
- Regas terminals

- Systems

### D&S East

- Regas terminals
- ***LNG Fueling Stations (from Consistent)***
- Middle East, Africa, APAC (***From Consistent***)

- ***China Order Activity (from strengthening)***
- ***Critical Care (from Strengthening)***

- Trailers
- ***India (from Consistent)***

\*Bold, italicized font indicates changes from April 2020.

# Recent Demand Trends (No Change Vs. April 2020)

## Strengthening

## Consistent

## Weakening

### E&C Cryo

- Lifecycle (service & repair)
- BAHX bidding activity from Sumitomo customers

- Small-scale LNG
- Petrochemical
- Industrial gas

- New Big LNG projects
- Nat gas processing

### E&C FinFans

- Fans
- First of a kind designs for air coolers
- Air cooled heat exchanger retrofits

- Aftermarket

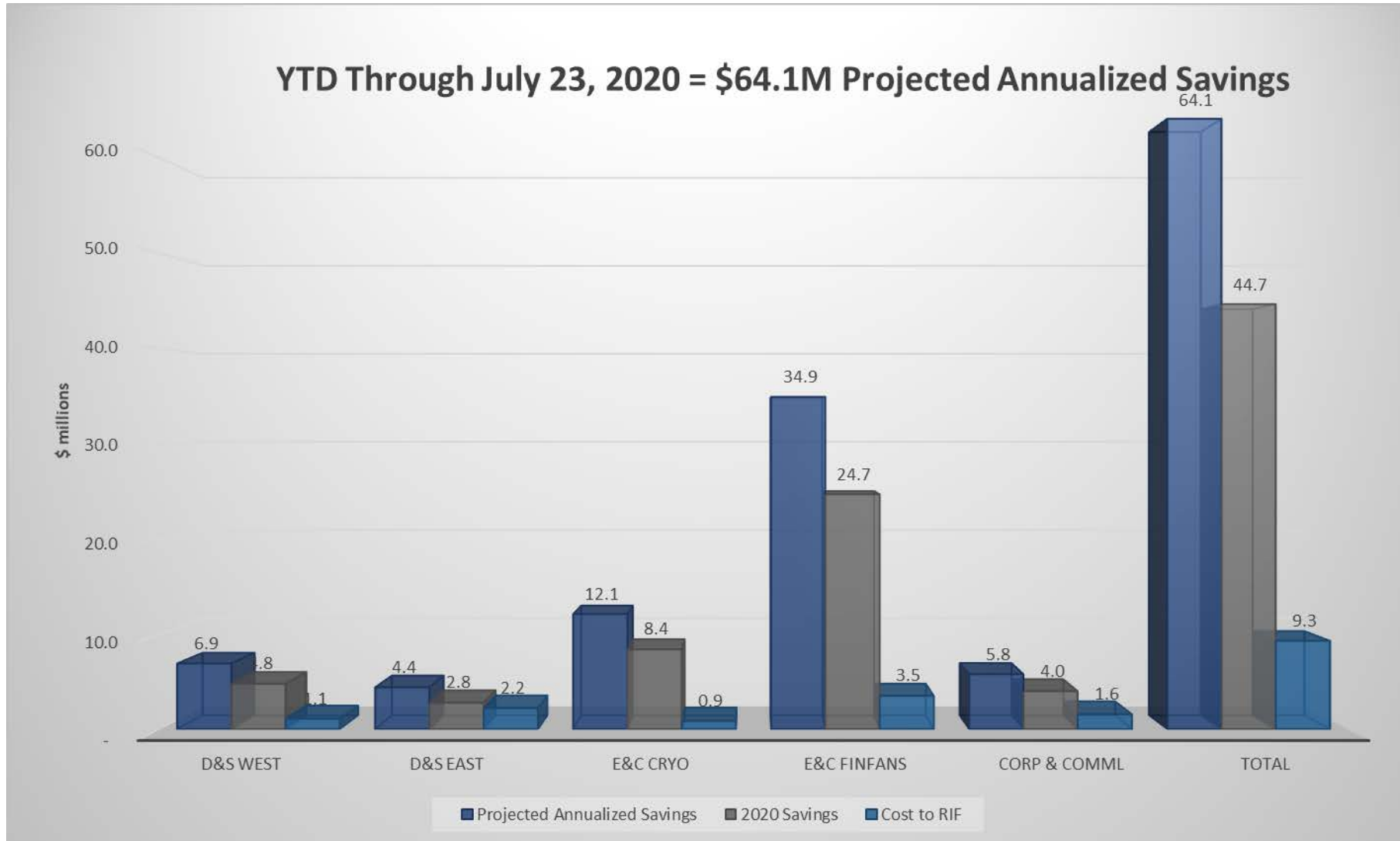
- Air cooled heat exchanger new builds

# Chart Agreements

MOUs / LOCs	LTAs Complete	LTAs in negotiation	LOIs in Hand	Partnerships
ExxonMobil India LNG and IOCL	HLNG Customer 1 (2019)	IG Major B	<i>IG Major (A) Bulk &amp; Lifecycle</i>	FirstElement
IOCL	HLNG Customer 2 (2019)	IG Major B Lifecycle	<i>MIT tanks</i>	<i>ForzeH2</i>
<i>Risco Energy</i>	<i>IG Major (A) Vaporizers</i>		Eagle Jax ssLNG	
Energy Capital Vietnam (ECV)	<i>IG Major (A) PRS</i>		<i>Shell German stations</i>	
AG&P	<i>Matheson</i>		<i>FirstElement</i>	
	<i>Praxair PRS</i>			
	<i>Gasum repair &amp; service</i>			

***\*Red text denotes signing or extension was completed in Q2 2020***

# YTD 2020 Cost Reductions and Projected Savings



# Q2 and YTD 2020 EPS

<i>\$ millions, except per share amounts</i>		Q2 2020	Q2 2019	Change v. PY	YTD 2020	YTD 2019	Change v. PY
<i>Continuing Operations</i>							
<i>Net income attributable to Chart Industries, Inc.</i>		\$20.1	\$14.4	\$5.7	\$28.6	\$15.3	\$13.3
<b>Reported Diluted EPS</b>		<b>\$0.57</b>	<b>\$0.41</b>	<b>\$0.16</b>	<b>\$0.80</b>	<b>\$0.45</b>	<b>\$0.35</b>
1	<i>Restructuring and transaction-related costs</i>	0.18	0.20	(0.02)	0.34	0.45	(0.11)
2	<i>Gain on sale of a facility in China</i>	(0.07)	-	(0.07)	(0.07)	-	(0.07)
3	<i>Integration and step up costs</i>	-	0.02	(0.02)	0.03	0.13	(0.10)
4	<i>COVID-19 related costs</i>	-	-	-	0.03	-	0.03
5	<i>Other one-time items (1)</i>	(0.02)	0.05	(0.07)	0.15	0.08	0.07
6	<i>Tax effects (2)</i>	(0.03)	(0.02)	(0.01)	(0.09)	(0.08)	(0.01)
7	<i>Dilution impact of convertible notes</i>	-	0.02	(0.02)	-	0.03	(0.03)
<b>Adjusted Diluted EPS (3)</b>		<b>\$0.63</b>	<b>\$0.68</b>	<b>(\$0.05)</b>	<b>\$1.19</b>	<b>\$1.06</b>	<b>\$0.13</b>

(1) Other one-time items were related to: Stabilis investment mark-to-market and Liberty LNG investment adjustment of \$0.15 and (\$0.02) in Q1 and Q2 2020 respectively, Commercial and legal settlements \$0.02 in Q1 2020, aluminum cryobiological tank recall reserve expense \$0.01 and Tax Reform / transition tax related adjustments \$0.02 in Q1 2019.

(2) Tax effect reflects adjustment at normalized periodic rates.

(3) Adjusted EPS (a non-GAAP measure) is as reported on a historical basis.



# Q2 and YTD 2020 Free Cash Flow

<i>\$ millions, except per share amounts</i> Continuing Operations	Q2 2020	Q2 2019	Change v. PY	YTD 2020	YTD 2019	Change v. PY
<i>Income attributable to Chart Industries, Inc. adjusted (1)</i>	\$23	\$22	\$1	\$45	\$30	\$15
<i>Income attributable to noncontrolling interests</i>	1	-	1	1	-	1
<i>Depreciation and amortization</i>	24	16	8	48	32	16
<i>Accounts receivable</i>	10	1	9	18	(11)	29
<i>Inventory</i>	(13)	7	(20)	(29)	(4)	(25)
<i>Unbilled contract revenues and other assets</i>	5	(11)	16	13	(22)	35
<i>Accounts payable and other liabilities</i>	(5)	-	(5)	(22)	(21)	(1)
<i>Customer advances and billings in excess of contract revenue</i>	10	(2)	12	6	(4)	10
<b>Net Cash Provided By Operating Activities</b>	<b>\$55</b>	<b>\$33</b>	<b>\$22</b>	<b>\$80</b>	<b>\$0</b>	<b>\$80</b>
<i>Capital expenditures</i>	(11)	(9)	(2)	(21)	(15)	(6)
<b>Free Cash Flow (2)</b>	<b>\$44</b>	<b>\$24</b>	<b>\$20</b>	<b>\$59</b>	<b>(\$15)</b>	<b>\$74</b>

(1) "Income attributable to Chart Industries Inc. adjusted" is not a measure of financial performance under U.S. GAAP and should not be considered as an alternative to net income in accordance with U.S. GAAP. Reconciliation to Net Income (U.S. GAAP) is provided in accompanying press release financial tables.

(2) "Free Cash Flow" is not a measure of financial performance under U.S. GAAP and should not be considered as an alternative to net cash provided by (used in) operating activities in accordance with U.S. GAAP. The Company believes this figure is of interest to investors and facilitates useful period-to-period comparisons of the Company's operating results.

# Accounts Receivable (DSO) Trends



(1) Data is from all Chart sites that are on JD Edwards software system

# Full Year 2020 Guidance

## Revenue

\$1.3B to \$1.4B

*Includes \$100M of Calcasieu Pass*

## Diluted Adjusted EPS

\$3.00 - \$3.50

*Assumes 19% ETR*

## Capital Expenditures

\$30M to \$35M

*Includes \$5M PRS greenfield (2H 2020), ½ of the Facility Consolidation in FinFans (2H 2020), and HLNG vehicle tank line (complete as of June 30, 2020)*



***New HLNG Vehicle Tank Line Capital Investment in Ornago, Italy is Complete  
First shipment July 6, 2020***



# Thank You Chart Team!

# YTD 2020 Cost Reductions and Projected Savings

<b>Q1 2020 Actions</b>			
	<u>Annualized Savings</u>	<u>2020 Savings</u>	<u>Cost to RIF</u>
D&S West	4.0	3.1	0.9
D&S East	2.6	1.8	0.7
E&C Cryo	5.0	3.7	0.5
E&C FinFans	20.7	16.6	2.4
Corp & Comml	4.1	2.9	0.3
<b>Total</b>	<b>36.5</b>	<b>28.1</b>	<b>4.9</b>

<b>Q2 2020 Actions</b>			
	<u>Annualized Savings</u>	<u>2020 Savings</u>	<u>Cost to RIF</u>
D&S West	2.9	1.7	0.2
D&S East	1.8	1.0	1.5
E&C Cryo	7.1	4.7	0.4
E&C FinFans	11.3	6.8	1.1
Corp & Comml	1.7	1.1	1.2
<b>Total</b>	<b>24.7</b>	<b>15.4</b>	<b>4.3</b>

<b>YTD Through June 30, 2020</b>			
	<u>Annualized Savings</u>	<u>2020 Savings</u>	<u>Cost to RIF</u>
D&S West	6.9	4.8	1.1
D&S East	4.4	2.8	2.2
E&C Cryo	12.1	8.4	0.9
E&C FinFans	32.0	23.5	3.4
Corp & Comml	5.8	4.0	1.6
<b>Total</b>	<b>61.2</b>	<b>43.4</b>	<b>9.2</b>

<b>Q3 2020 Actions Completed</b>			
	<u>Annualized Savings</u>	<u>2020 Savings</u>	<u>Cost to RIF</u>
D&S West	-	-	-
D&S East	-	-	-
E&C Cryo	-	-	-
E&C FinFans	3.0	1.2	0.1
Corp & Comml	-	-	-
<b>Total</b>	<b>3.0</b>	<b>1.2</b>	<b>0.1</b>

<b>YTD Through July 23, 2020</b>			
	<u>Annualized Savings</u>	<u>2020 Savings</u>	<u>Cost to RIF</u>
D&S West	6.9	4.8	1.1
D&S East	4.4	2.8	2.2
E&C Cryo	12.1	8.4	0.9
E&C FinFans	34.9	24.7	3.5
Corp & Comml	5.8	4.0	1.6
<b>Total</b>	<b>64.1</b>	<b>44.7</b>	<b>9.3</b>

<b>Facility Consolidation - Partial Savings Begin in Q3 2020</b>			
	<u>Annualized Savings</u>	<u>2020 Savings</u>	<u>Cost to Achieve</u>
D&S West	-	-	-
D&S East	-	-	-
E&C Cryo	-	-	-
E&C FinFans (1)	12.0	3.0	9.0
Corp & Comml	-	-	-
<b>Total</b>	<b>12.0</b>	<b>3.0</b>	<b>9.0</b>

*(1) Does not include remaining lease payments TBD based on negotiations.  
Is a current estimate, amounts subject to change*