



centiel
continuous power availability

Swiss technology for
critical power solutions

10 June 2026



Disclaimer

This presentation ("Presentation") is provided for information purposes only and is not and under no circumstances to be construed as a solicitation, offer, or recommendation, to buy or sell securities issued by Centiel AG. Centiel AG makes no representation (either express or implied) that the information and opinions expressed in this Presentation are accurate, complete or up to date. Centiel AG disclaims, without limitation, all liability for any loss or damage of any kind, including any direct, indirect or consequential damages, which might be incurred in connection with the information contained in this Presentation. This Presentation does not constitute a prospectus or a similar notice within the meaning of articles 35 et seqq. or 69 of the Swiss Financial Services Act.

This Presentation may contain specific forward-looking statements, e.g., statements including terms like "believe", "assume", "expect", "forecast", "project", "may", "could", "might", "will" or similar expressions. Such forward-looking statements are subject to known and unknown risks, uncertainties and other factors which may result in a substantial divergence between the actual results, financial situation, development or performance of Centiel AG and those explicitly or implicitly presumed in these statements. Against the background of these uncertainties, readers should not rely on forward-looking statements. Centiel AG assumes no responsibility to up-date forward-looking statements or to adapt them to future events or developments.

Table of contents

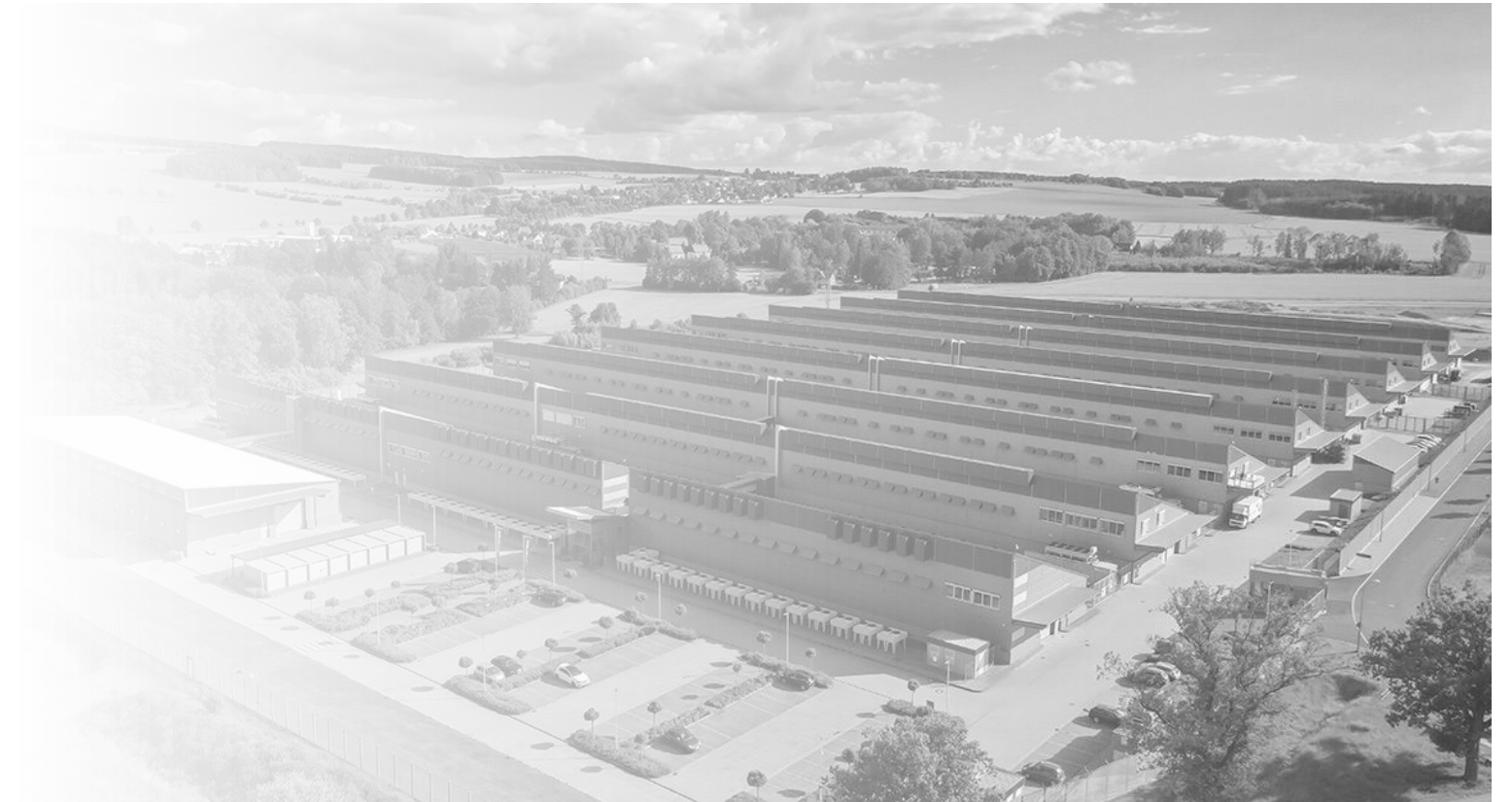
1 Introduction to Centiel

2 Key investment highlights

3 Governance and financial outlook

4 Key takeaways

A Supporting materials





Section 1

Introduction to Centiel



The Swiss technology company advancing power protection innovation

Entrepreneurial management team that has driven UPS innovation since the 1990s



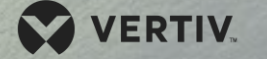
Filippo Marbach
Co-founder and COO



Gerardo Lecuona
Co-founder and CEO



David Bond
Board member



Illustrative depiction of UPS valley

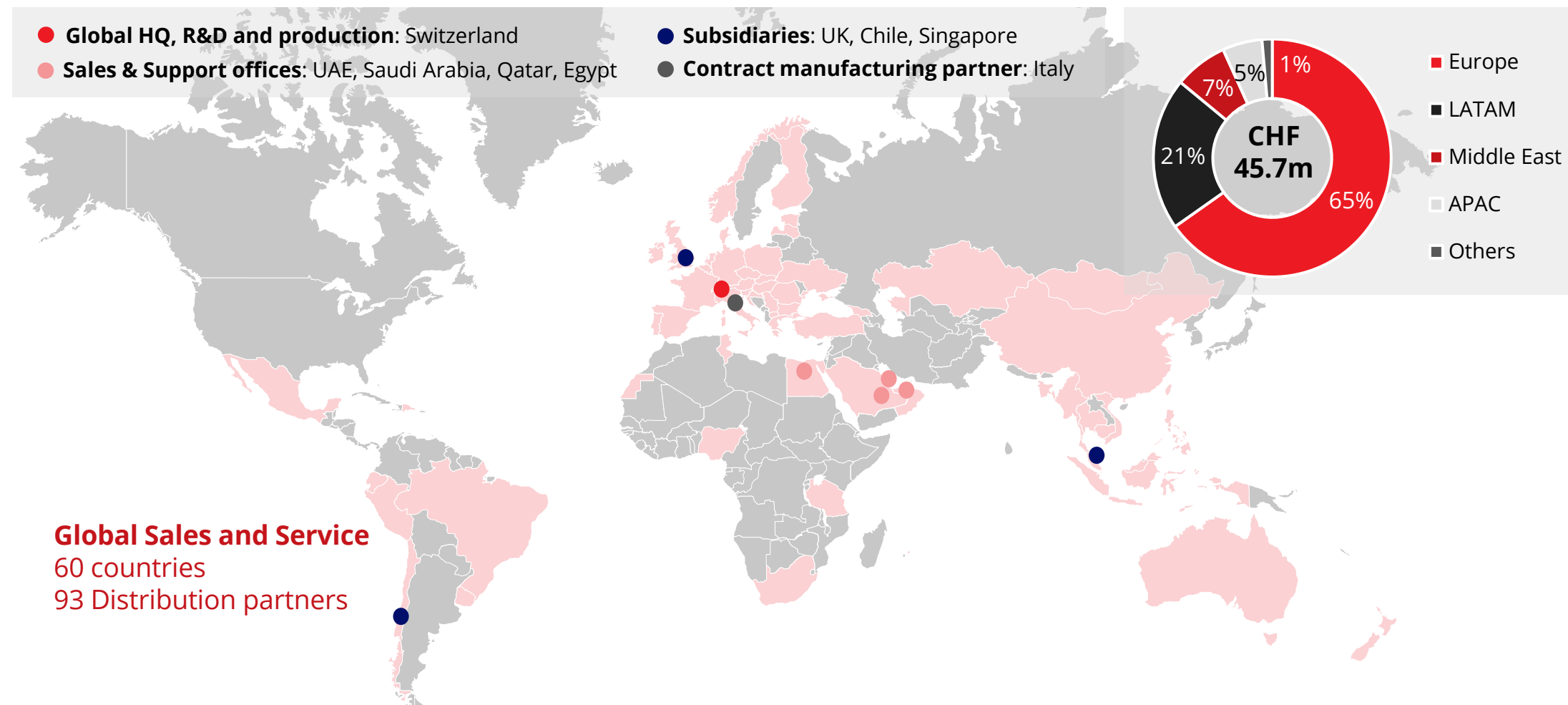
Filippo Marbach co-founded and listed Newave
In February 2012, Newave was acquired for CHF170m by ABB with Filippo Marbach as COO & Board Member and David Bond as CEO

Fast growing Swiss technology company with products sold in ~60 countries

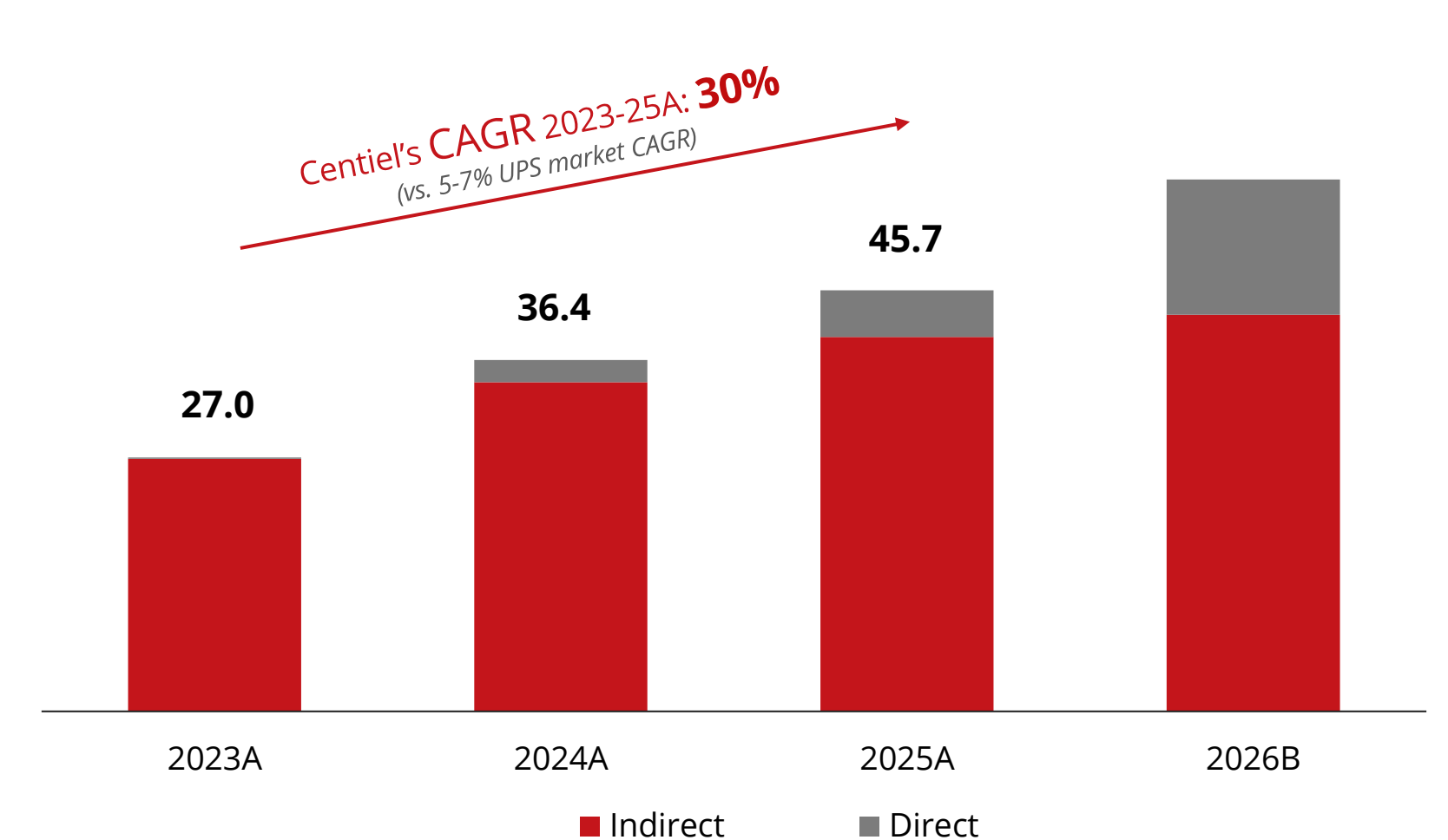
Swiss production and R&D with global presence through distribution partners



Geographical presence and net revenue breakdown by region (2025A)



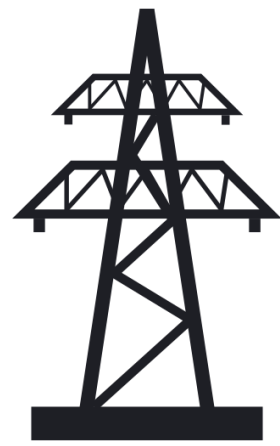
Net revenue breakdown by channel evolution (CHFm)



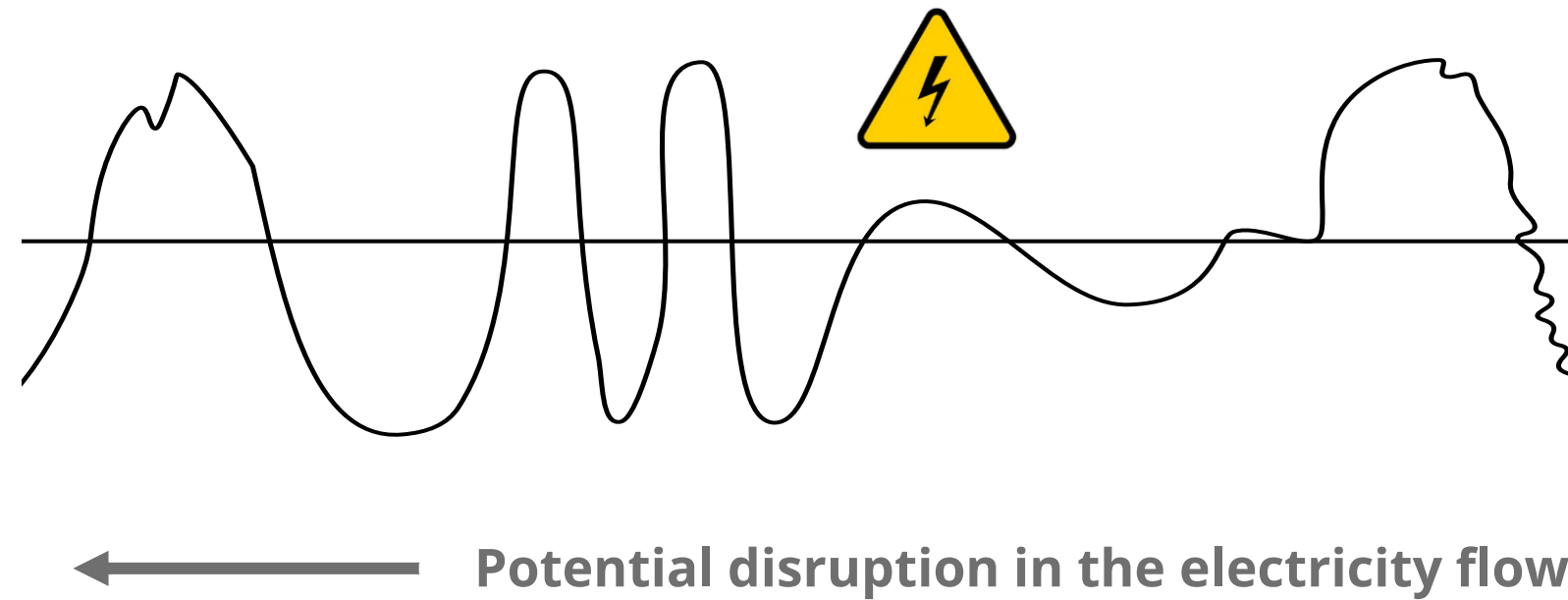
What is an Uninterruptible Power Supply ("UPS")?

A UPS sits between the electrical grid and the critical load providing a clean and uninterrupted power supply regardless of the grid's instability or power outages

Electrical grid



- Power outages
- Power line noise
- Voltage sags
- Voltage surges & spikes



Centiel solution

Critical application

- Traffic control
- Bank
- Hospital
- Data centre

- **Uptime availability** is a critical metric that measure the reliability and continuous operation of power to sensitive IT equipment, often expressed in terms of "nines" (e.g., 99.999% or "five nines")
- **Centiel** has designed a technology that achieves **9 nines uptime availability** that minimizes **downtime to 31.56 milliseconds per year**

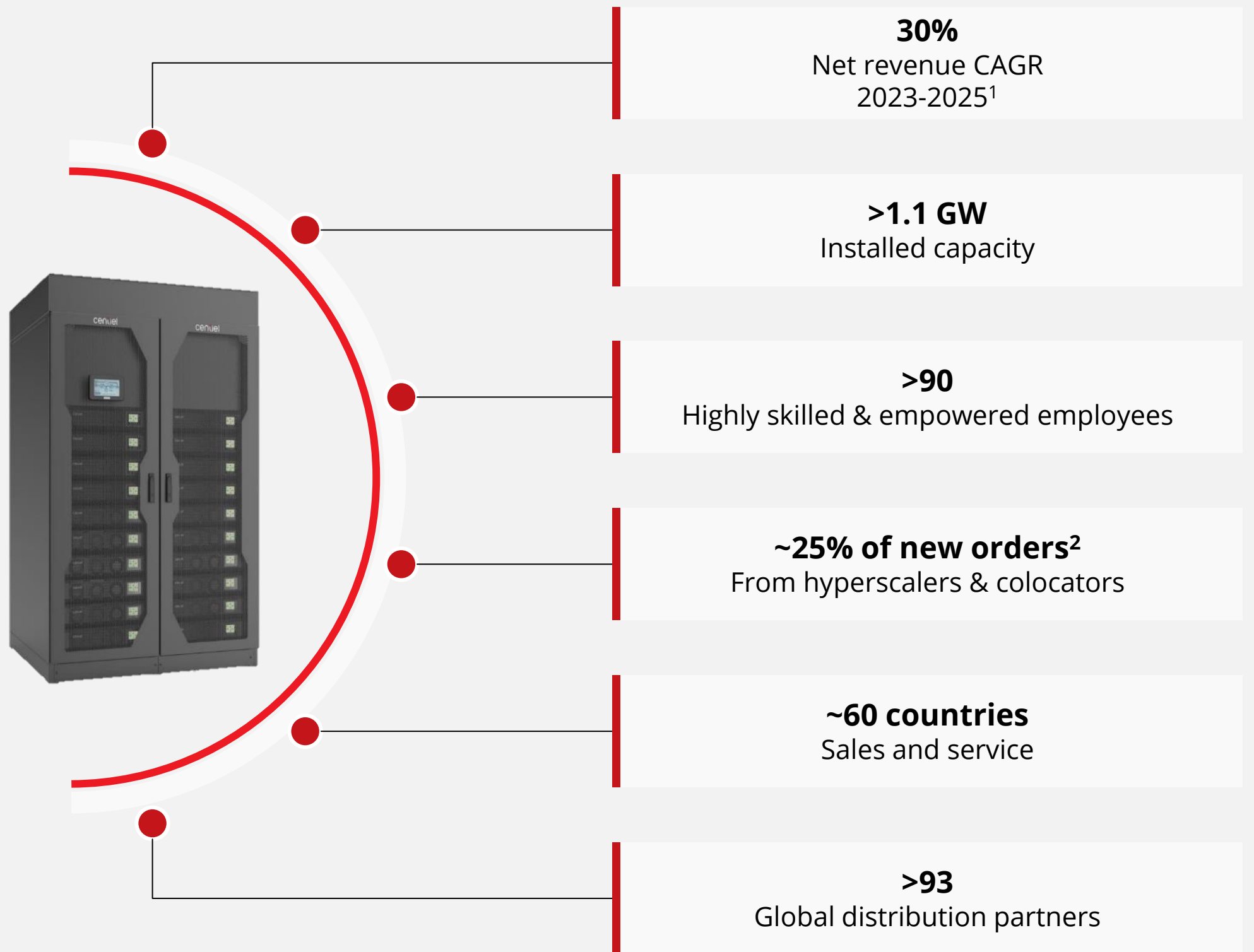
	Availability values	Downtime per year
	99.99% ("four nines")	52.6 minutes
	99.999% ("five nines")	5.26 minutes
3 rd Gen UPS {	99.9999% ("six nines")	31.56 seconds
	99.99999% ("seven nines")	3.16 seconds
	99.999999% ("eight nines")	315.58 milliseconds
4 th Gen UPS {	99.9999999% ("nine nines")	31.56 milliseconds



Centiel in a snapshot

Centiel designs and manufactures Swiss quality, leading edge technology power protection solutions for an ever-changing world that has an increasingly uncertain power quality future

Key facts



Key products

Proprietary technology

3-phase Standalone UPS



PremiumTower™

3-phase Modular UPS



StratusPower™ & CumulusPower™

OEM products

Single-phase UPS



EssentialPower™

Lithium batteries



LiFePower™

Key end markets





Section 2

Key investment highlights



Compelling investment case with visible value creation upside

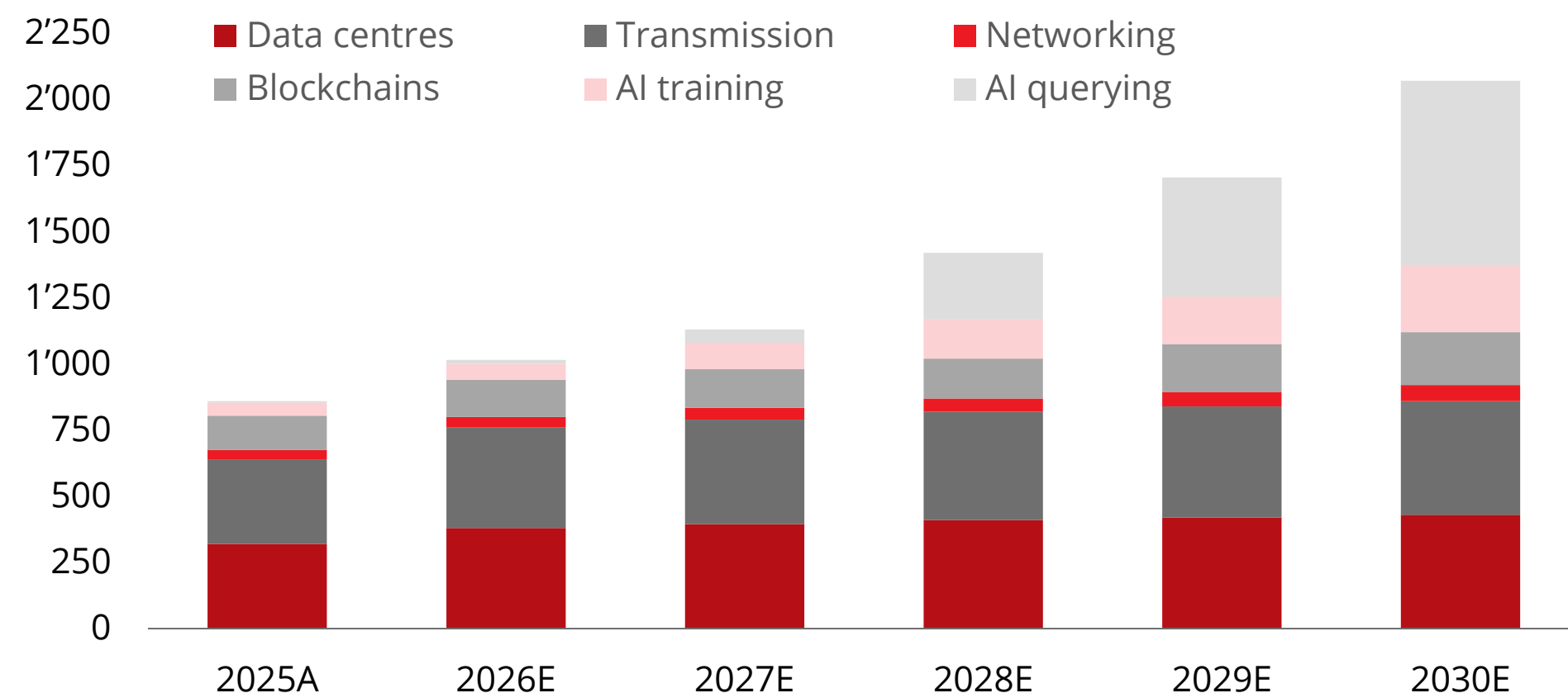


1 Electrification and digitalisation catalysts...

Centiel is well-positioned to benefit from accelerating electrification and digitalisation catalysts, driven by increasing demand for electricity across data centres and industrial end markets

Global electricity demand for critical IT applications

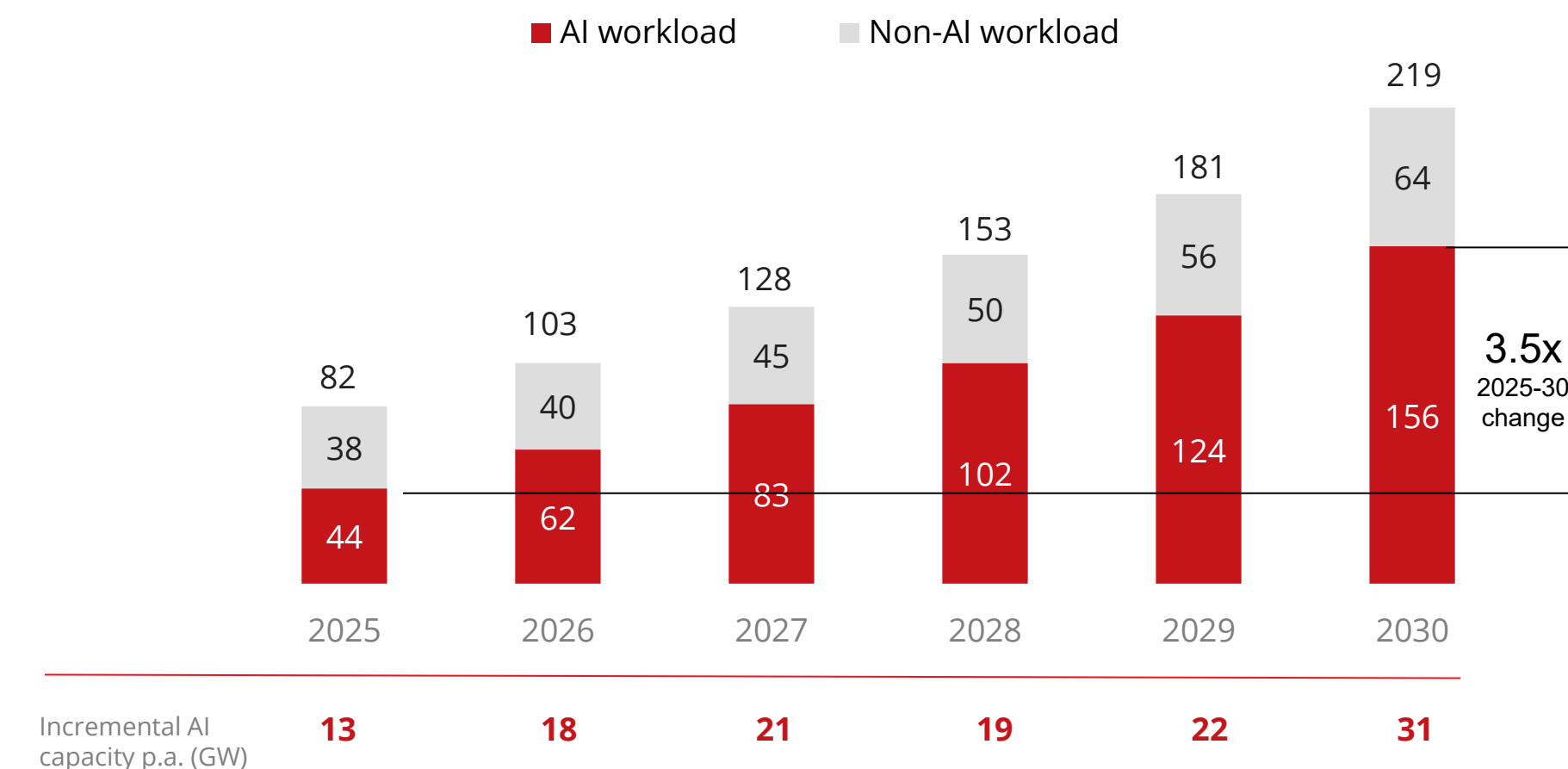
(TW/h)



- **Electricity consumption** for critical IT applications **is set to more than double** by 2030
- Electricity demand for IT critical applications is expected to reach **~5% of global demand**, with **data centres and AI querying expected to be the main drivers behind the expansion**

Estimated global data center capacity demand¹

(GW)



- Both AI and non-AI workloads will be **key drivers of global data center capacity demand growth** through 2030
- **Rapid digitalisation** is driving **unprecedented global data centres investments**, fuelled by **soaring AI workloads, cloud adoption, and the need for high-performance / power dense infrastructure**

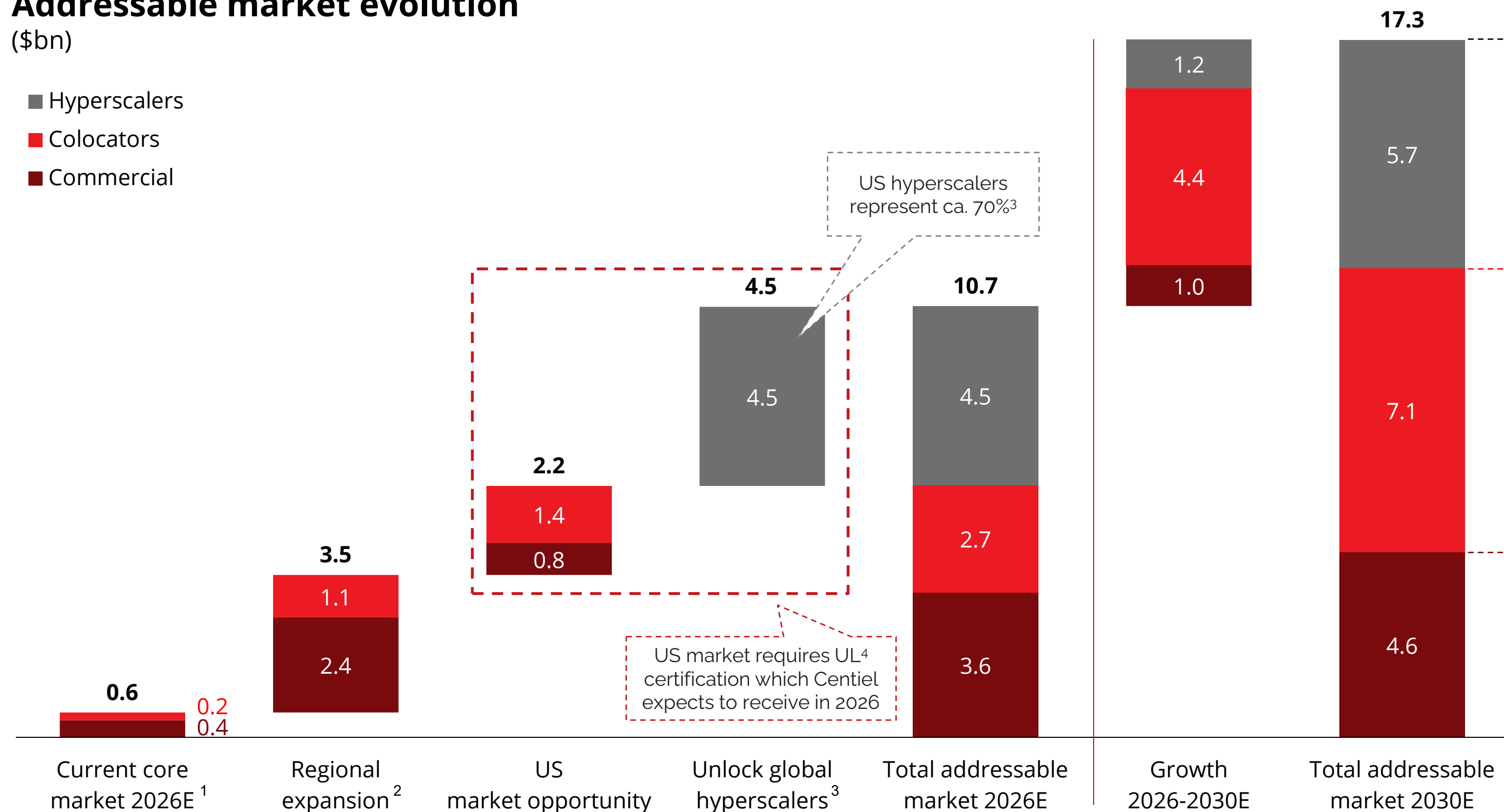
1 ...pose a great opportunity for Centiel

Unique opportunity to get access to the growth of data centres that is diversified among different top-tier colocation providers but also across other attractive end markets

Addressable market evolution

(\$bn)

- Hyperscalers
- Colocators
- Commercial



Centiel has some indirect exposure to hyperscalers already today

Hyperscaler⁵

- Single-operator facilities built and run by major cloud provider
- Designed for scalability, efficiency and global cloud service delivery



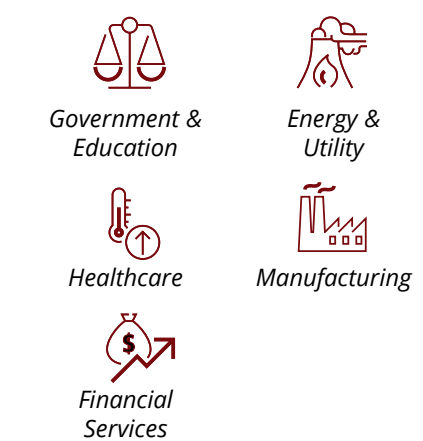
Colocators⁵

- Third-party operated data centres where multiple tenants rent space (potentially also leased by Hyperscaler clients)
- Typically, 2 to 50 cabinet per customer per multi-tenant DC



Commercial⁶

- Owned and managed by a single organisation for its IT needs
- Usually housed on-premise within corporate buildings



Source: Company information, expert interviews, global management consultancy analysis

1. Defined by colocation core and commercial core

2. Expand Colocation in Rest of Europe (excl. Centiel's core countries - Germany, Netherlands, Poland, UK, Switzerland, Spain, Austria, Czech Republic, U.A.E., Australia, Mexico, and Chile) and Middle East plus expand Commercial segments in Rest of the World (excl. US and core countries)

3. Represents global hyperscaler opportunity, of which UL-driven US demand represents 70%. For hyperscalers in the Rest of the World, UL-certification not required

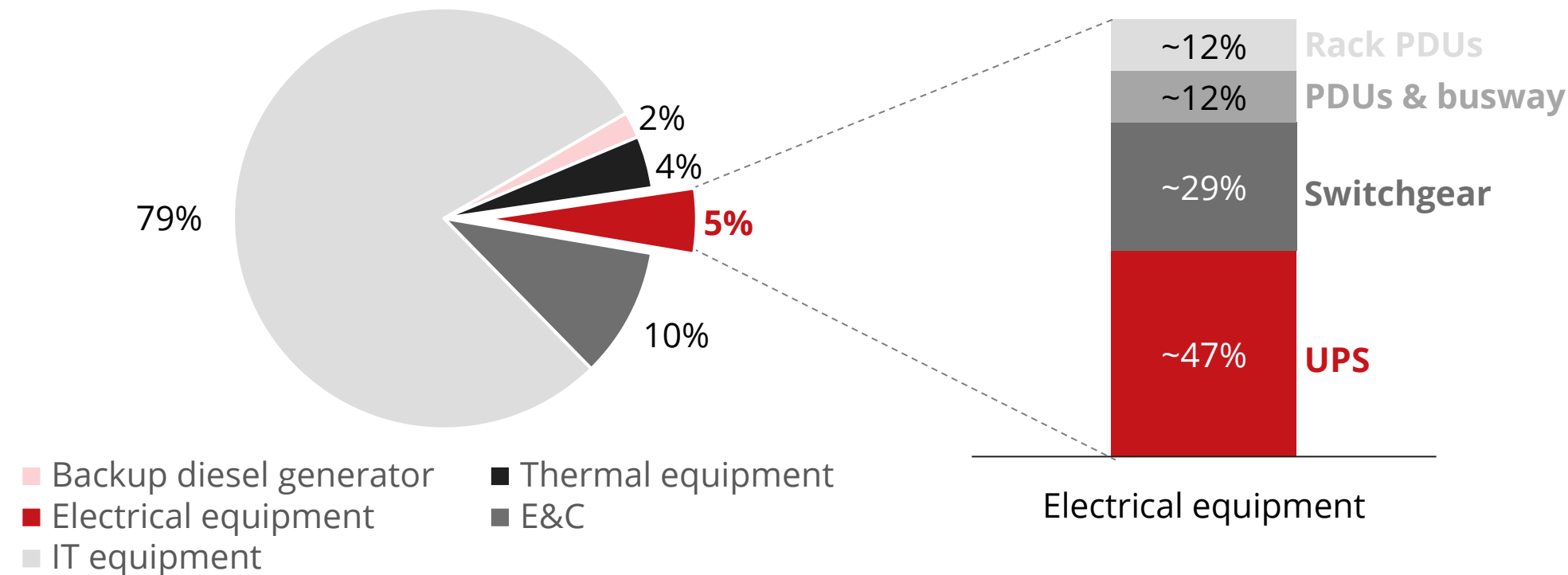
4. UL Solutions (formerly Underwriters Laboratories) provides comprehensive certification programs for data centres in the U.S., focusing on safety, security, and reliability

5. Logos do not represent Centiel's customers, but represent market participants across categories

2 Mission critical solutions...

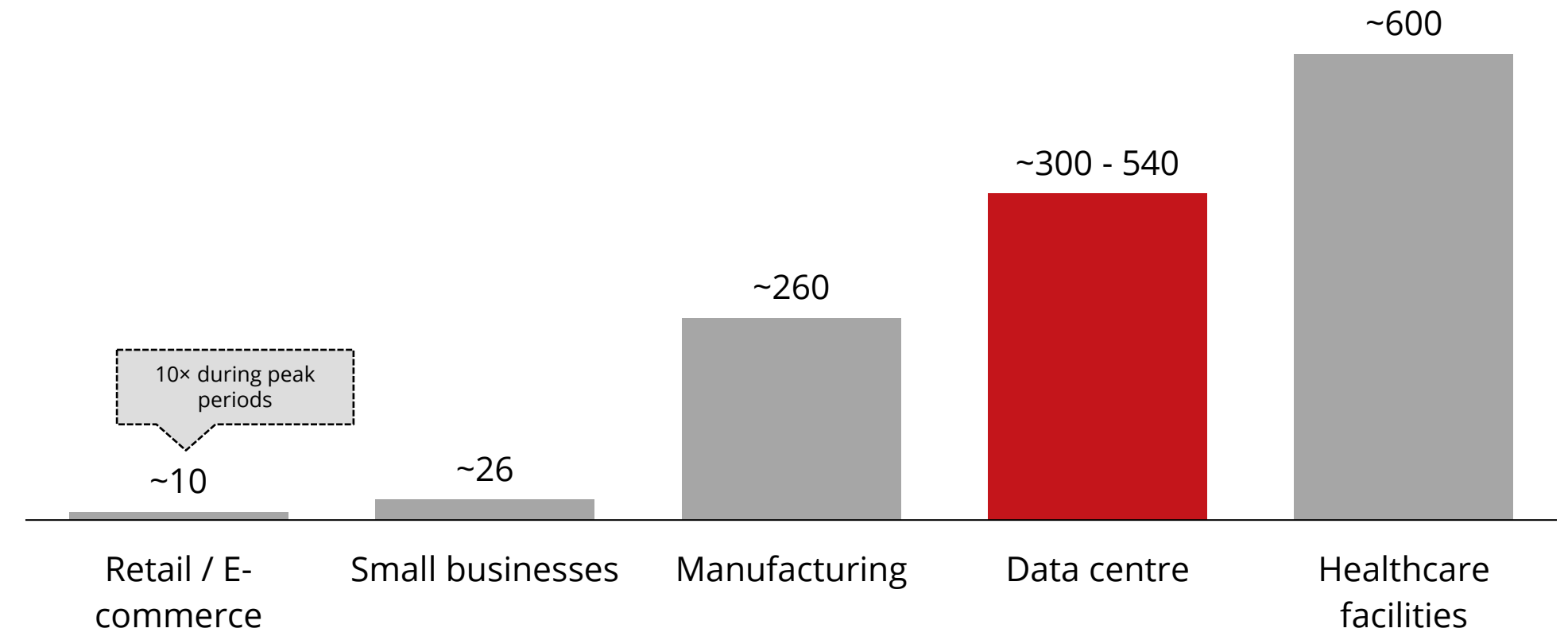
While being a small ticket item in the overall data centre, UPS system represents the single most critical component of the electrical equipment for data centres, fundamental to avoid expensive downtimes

Data centre infrastructure capex breakdown (%)



- UPS is a **small % of total capex** required to build a **data centre**, but it is a **significant ticket item** within the electrical infrastructure
- UPS systems alone account for **roughly 47% of total electrical equipment costs**, highlighting their critical role in data centre design
- UPS are a **mission critical equipment** to ensure **business continuity**

Cost of downtime across industries (\$k per hour)









- Downtime causes **revenue loss, productivity drops** and **erodes customer trust** both via direct (e.g. lost of sales, fines) or indirect costs (lost productivity)
- Power-related issues account for **54% of incidents**, with data centres ranking among the **hardest-hit end markets**, second only to healthcare
- After a blackout, **5% of servers do not turn back on** as chips are burned

2 ...to safeguard critical load uptime and business continuity

Centiel's technology is positioned to safeguard reliable power across a broad range of critical end markets

End markets addressed by Centiel and relative use cases

Hyperscalers & Colocators	Government & Education	Energy & Utility	Healthcare	Manufacturing	Financial Services
 <ul style="list-style-type: none"> Continuous workload availability for servers Bridging power in case of blackout to avoid chip loss Power quality conditioning Redundancy and resiliency architectures 	 <ul style="list-style-type: none"> Continuity for critical systems like defense and emergency services Public safety operations Data integrity and security Regulatory and compliance resilience 	 <ul style="list-style-type: none"> Protection of grid control systems Operational continuity to monitor grid during disturbances Safety systems for emergency shutdowns Continuity of remote and unmanned sites (wind farms, pipelines) 	 <ul style="list-style-type: none"> Continuity of life-critical equipment, which failures can endanger patients Data loss prevention for health records Test corruption prevention for diagnostic equipment Research lab instruments protection 	 <ul style="list-style-type: none"> Production line continuity, preventing unplanned shutdowns Protection of automation systems Data integrity of production records Safe shutdown for controlled stopping of machinery 	 <ul style="list-style-type: none"> Continuity for payment system Data protection to prevent corruption of financial records Operational resilience architecture for regulatory requirements Cybersecurity and monitoring systems

	Hyperscalers	Colocators	Commercial
TAM 2026 (\$bn)	4.5	2.7	3.6
TAM 2030 (\$bn)	5.7	7.1	4.6
CAGR '26-30 (%)	6.2%	27.6%	6.5%

3 Broad portfolio of proprietary UPS technologies...





Innovative portfolio of solutions including standalone and modular products for commercial applications as well as for collocator and hyperscaler applications

Innovative portfolio of solutions

Standalone 3-phase UPS¹

 <p>PremiumTower S2 400V</p> <p>10 kW – 80 kW</p>	 <p>PremiumTower S2 208V</p> <p>5 kW – 40 kW</p>	 <p>PremiumTower 400V</p> <p>10 kW – 250 kW</p>	 <p>PremiumTower 480V</p> <p>80kW</p>
--	---	--	--

Modular 3-phase UPS²

 <p>StratusPower 400V</p> <p>10 kW – 3.75 MW</p>	 <p>CumulusPower 400V</p> <p>10 kW – 3.6 MW</p>	 <p>CumulusPower 480V</p> <p>50 kW – 3.6 MW</p>	 <p>StratusPower 208V</p> <p>5 kW – 1.86 MW</p>
---	--	--	--

Solutions across all UPS systems from <100 kW up to 3.75 MW

A leading tech provider

Proprietary DARA technology achieving one of the highest level of uptime availability for a UPS

Future positioning

In active plans to develop 800V DC-ready next generation products

Innovation award

2023 Frost & Sullivan Technology Innovation Leadership Award in the global UPS industry

3 ...provides competitive edge

One of the technology leaders in UPS systems enabling one of the lowest downtime and one of the highest availability translating into lowest cost of ownership and minimized upfront investment

Centiel's product offering compares well vs. key peers...

Key purchasing criteria	centiel		Global peers ²	Local peers ³
Technical specs	■	>	■	■
Serviceability	■	=	■	■
Brand recognition ¹	■	<	■	■
Supply security	■	=	■	■
Total Cost of Ownership	■	>	■	■
Sustainability ⁶	■	>	■	■

Rating: ■ Key strength ■ Above average ■ Impact Average ■ Below average ■ Not applicable

Source: Company inputs; Expert interviews; global management consultancy analysis
 1. Extent to which consumers are familiar with the brand
 2. Global players: ABB, Eaton, Schneider Electric, Vertiv
 3. Local competitors: Legrand, Socomec, Riello Ups
 4. Insulated Gate Bipolar Transistor
 5. Refers to next best peer considering Schneider Electric, Eaton, Vertiv
 6.. CO2 emissions from production to disposal and years of design life

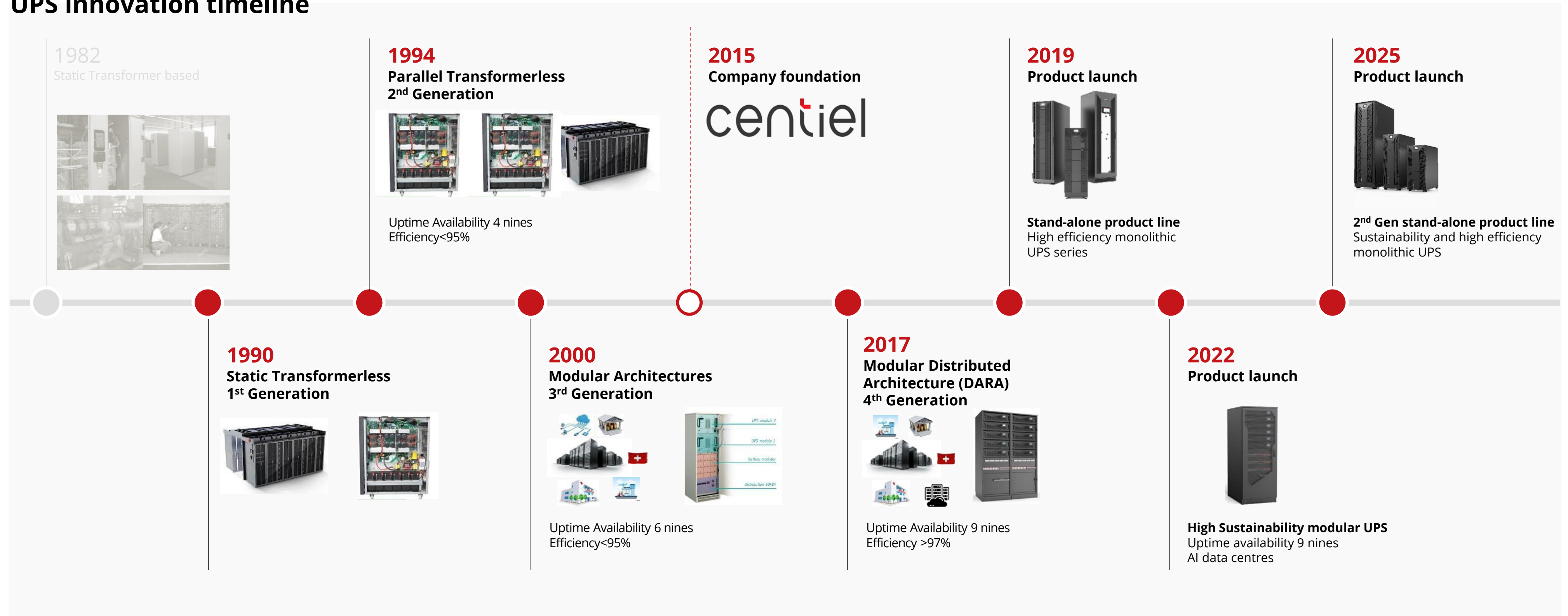
... as demonstrated by key specs

Technical specs	centiel StratusPower		Next best metric disclosed by peers ⁵
Availability Fraction of time UPS keep the load powered	99.9999999% (9 nines)	>	99.99999% (7 nines)
Efficiency (IGBT)⁴ % of input power the UPS delivers as usable output	97.6%	>	97.5%
Downtime per year Time the UPS is unavailable in one year	31.56 milliseconds	>	3.16 seconds
Power density Protected electrical power per m ² of floor space in single UPS frame	3MW x frame 1 MW/m ²	>	1.25MW x frame 1 MW/m ²

4 Proven track record of R&D innovation...

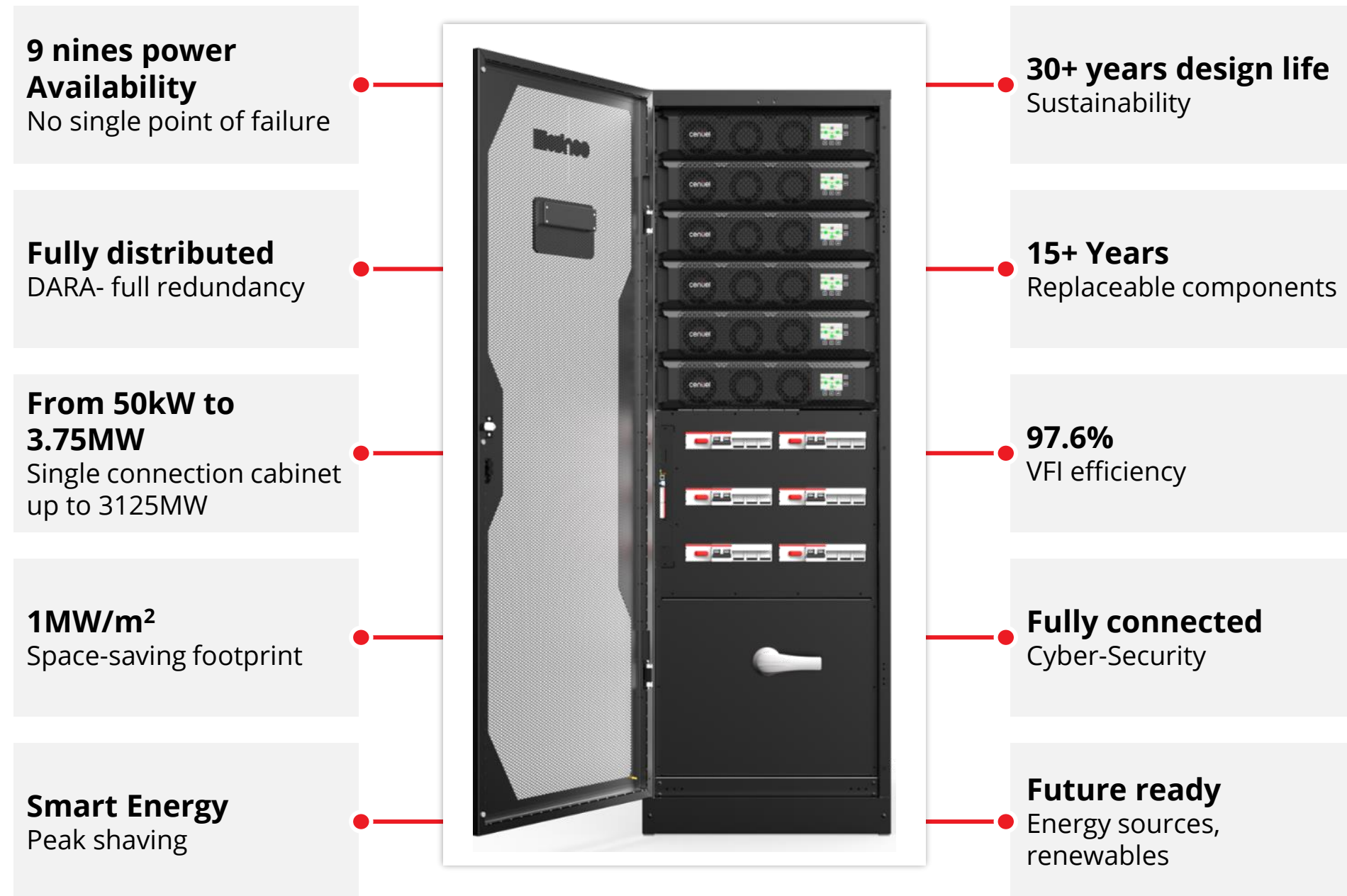
Centiel and its founders participated in the reshaping of the UPS industry in Switzerland and globally since the 1990s

UPS innovation timeline



4 ...makes Centiel's solutions differentiated

A combination of product technology excellence and agile direct approach to partners and customers



Sales

- E-mail response <12h
- Customer visit
- Sales training
- Local events
- Price support
- Argumentation support
- Sales documentation

After sales

- Quick response <12h/24h
- Phone 24/7
- Quick delivery spare parts
- Technical trainings
- Documentation
- Warranties management

Order fulfilment

- Days order confirmation
- Days pick-up announcement
- No shipping delays
- Urgent/stock units weeks delivery time (max)

Marketing

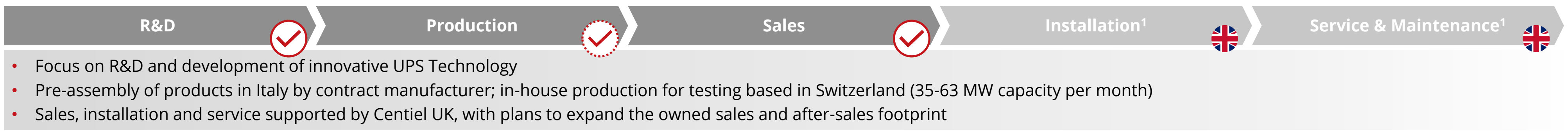
- Brand awareness
- Information about global presence
- News
- Marketing material
- Factory visits



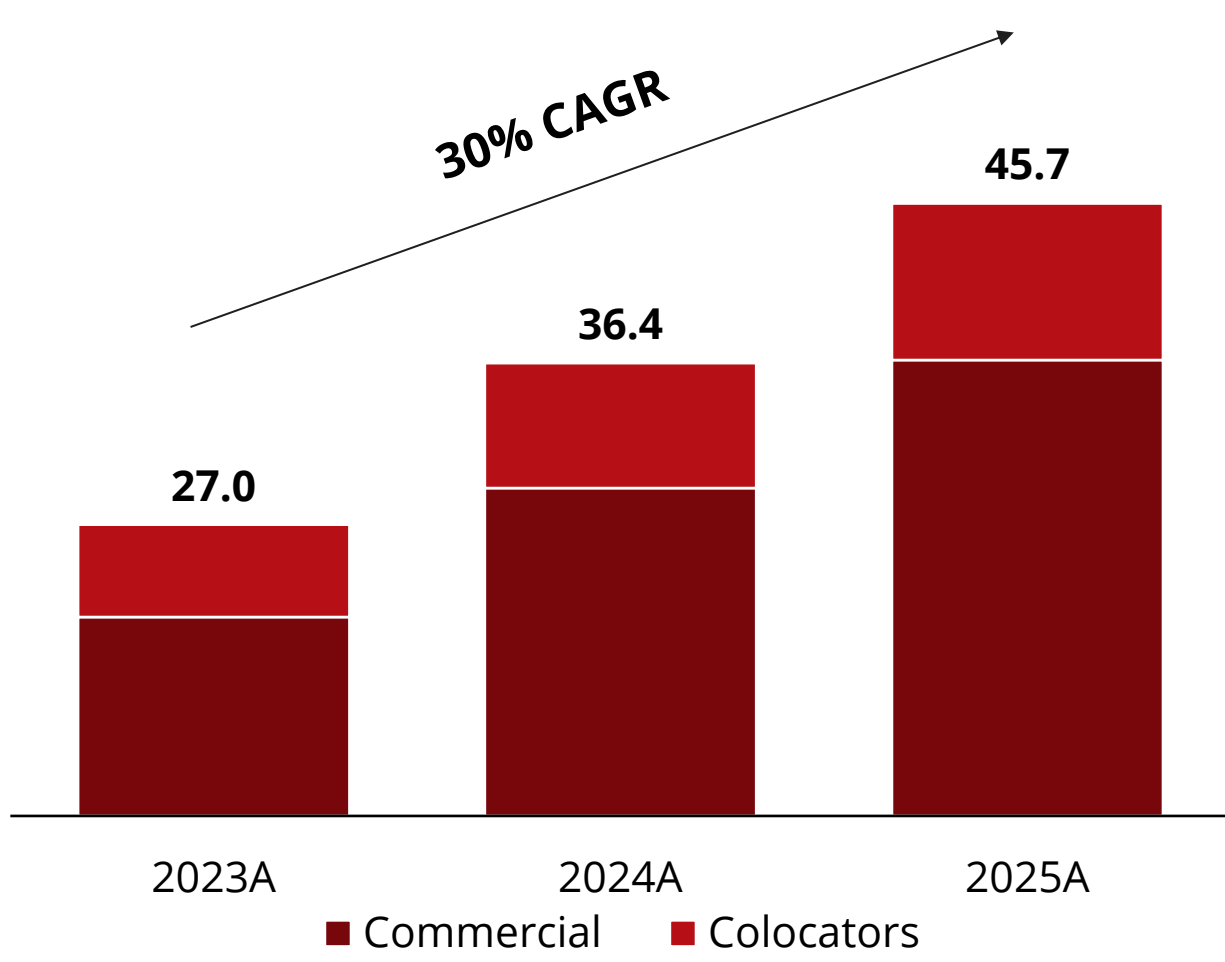
Cash generative asset light business model supporting organic growth and inorganic initiatives

Profitable, above-market growth — achieved with an asset-light footprint and limited investment requirements

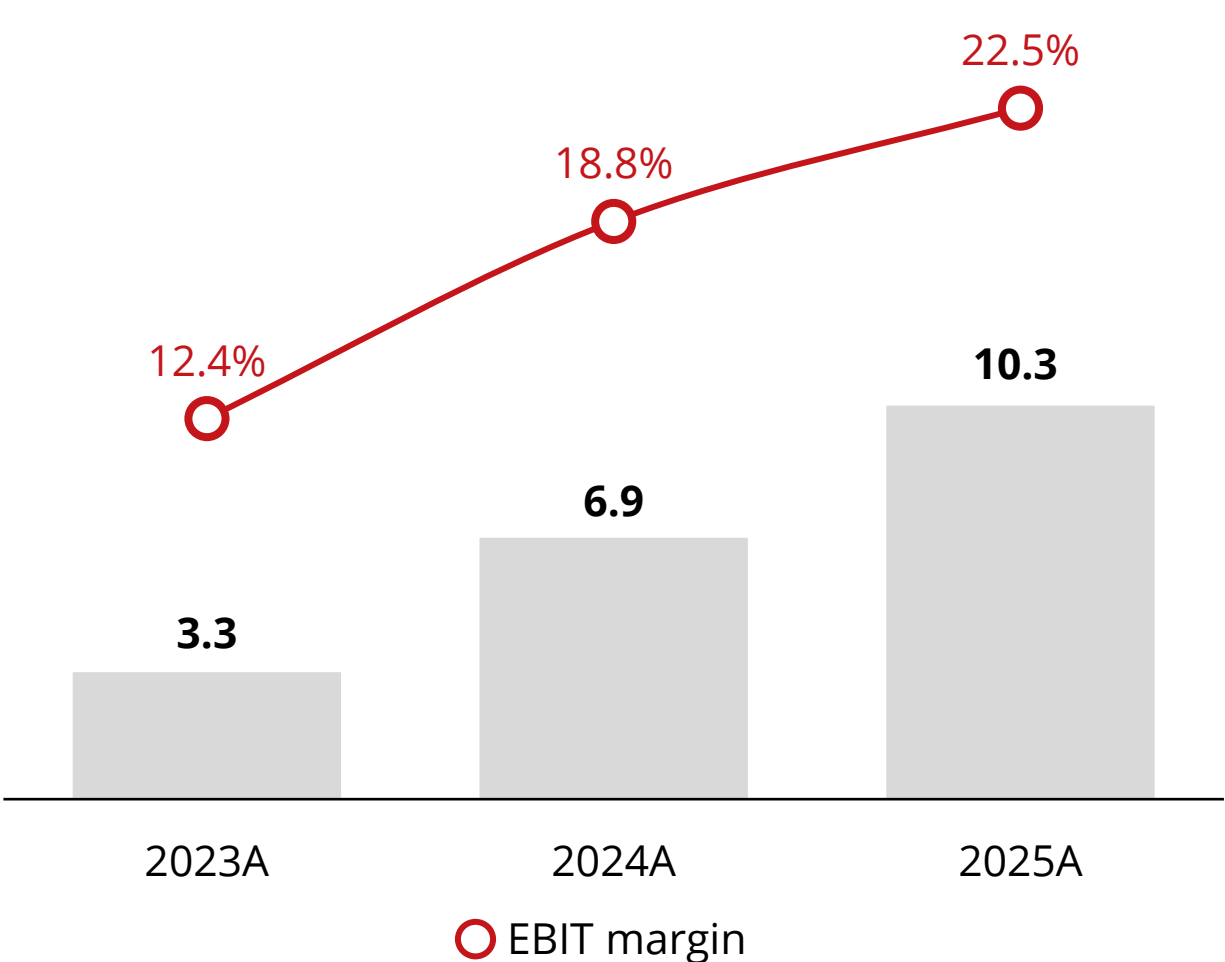
Value chain and core inhouse capabilities



Net revenue (CHFm)



EBIT and margin (CHFm)

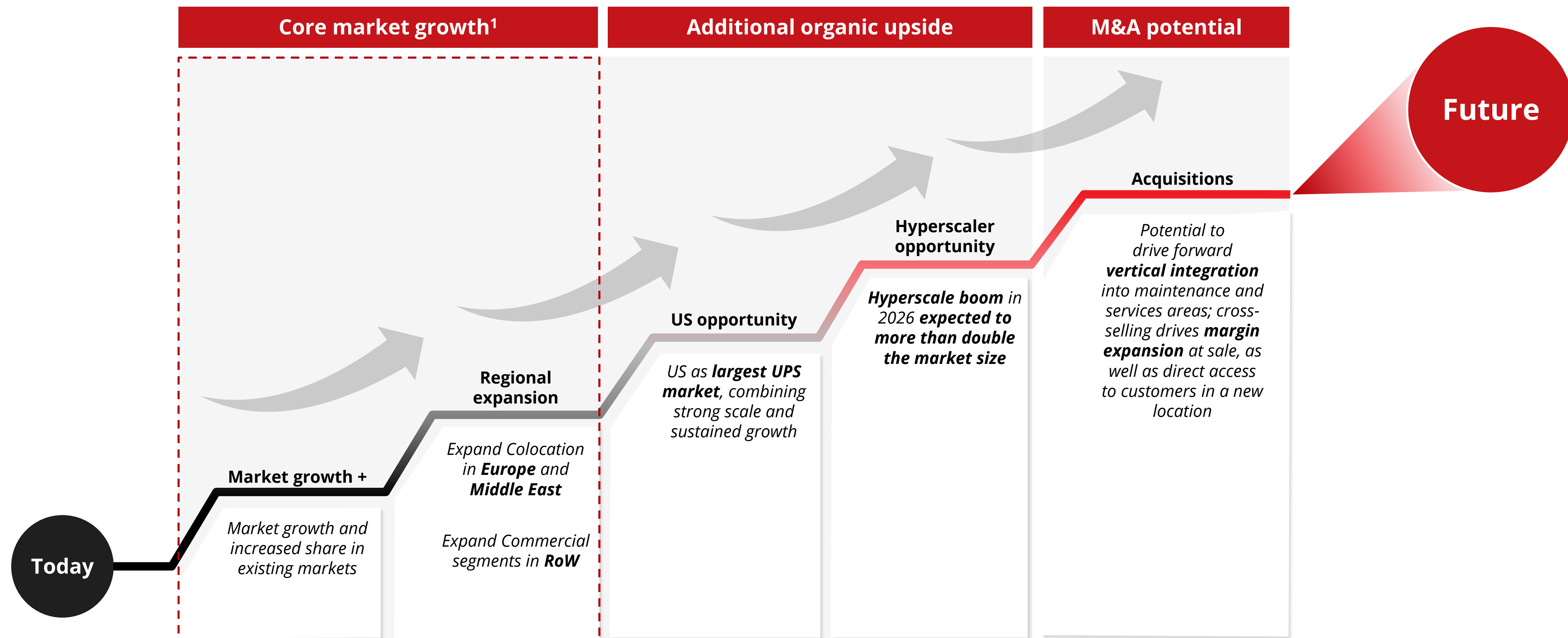


Consistent, above market **net revenue growth** (30% CAGR 2023-25)

Debt-free, and current net cash position and **strong cash flow generation**

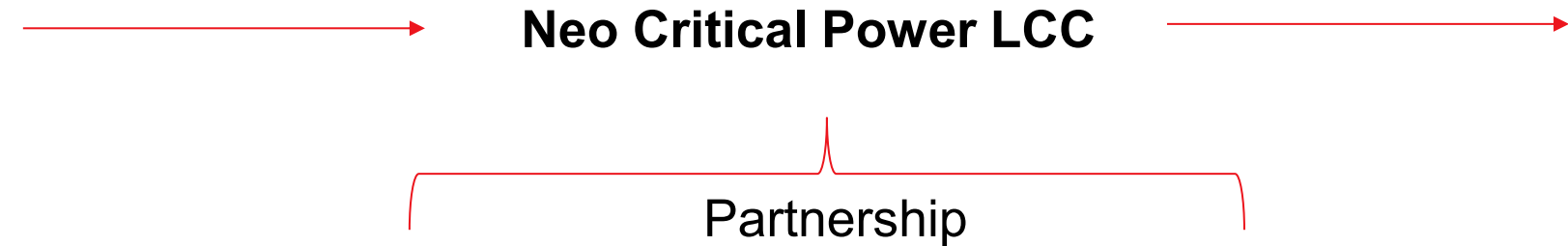
5 Strategic roadmap of current and future upside levers

Organic growth alone offers substantial upside as Centiel scales towards mid-market leadership and becoming the leader amongst UPS specialists with high quality, technologically advanced products



Strategic distribution agreement with Neo Critical Power

Centiel enters U.S. data center market through strategic partnership and multi-million Dollar framework agreement



Partner 1
Provides established customer relationships with enterprise data centers

Partner 2
End-to-end power systems and full access to projects, system integration and field services .

UPS technology + Customer Access + Execution = Platform for data centers



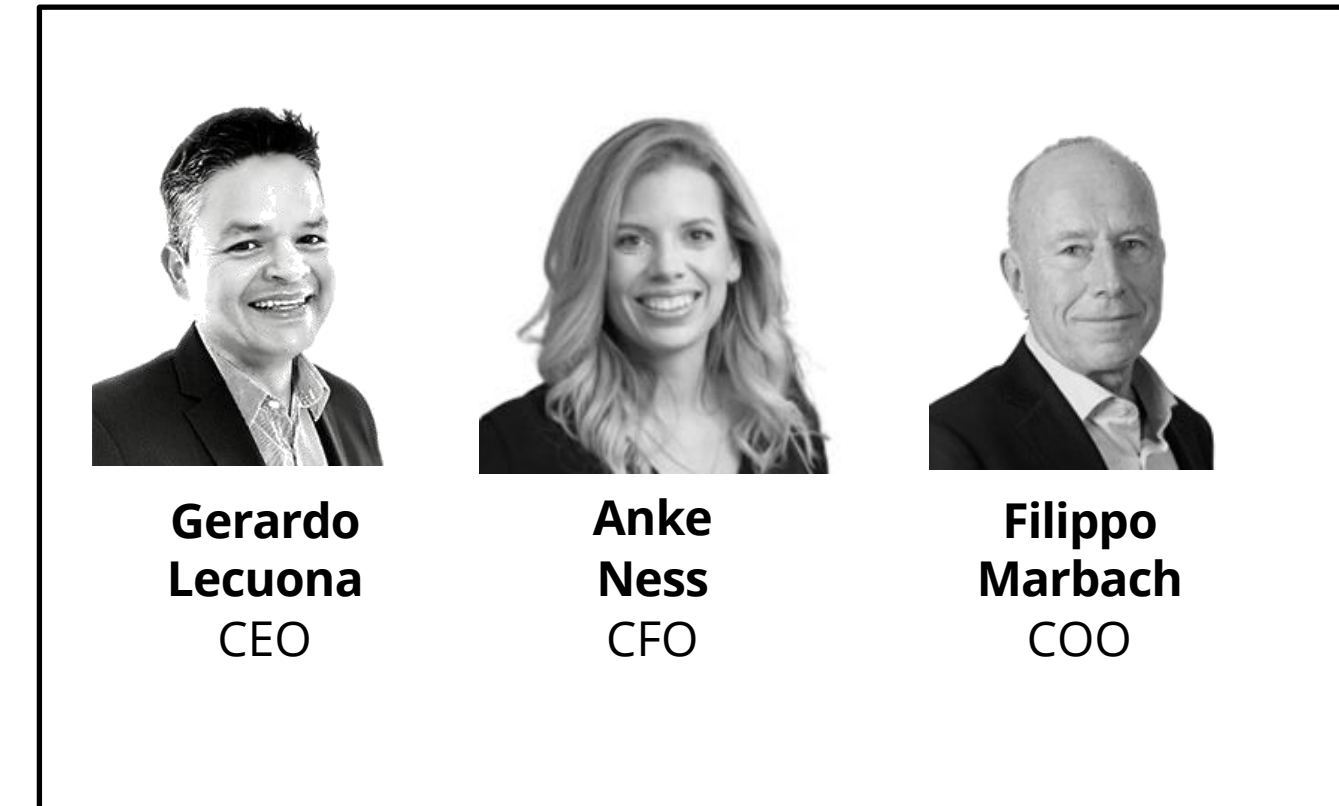
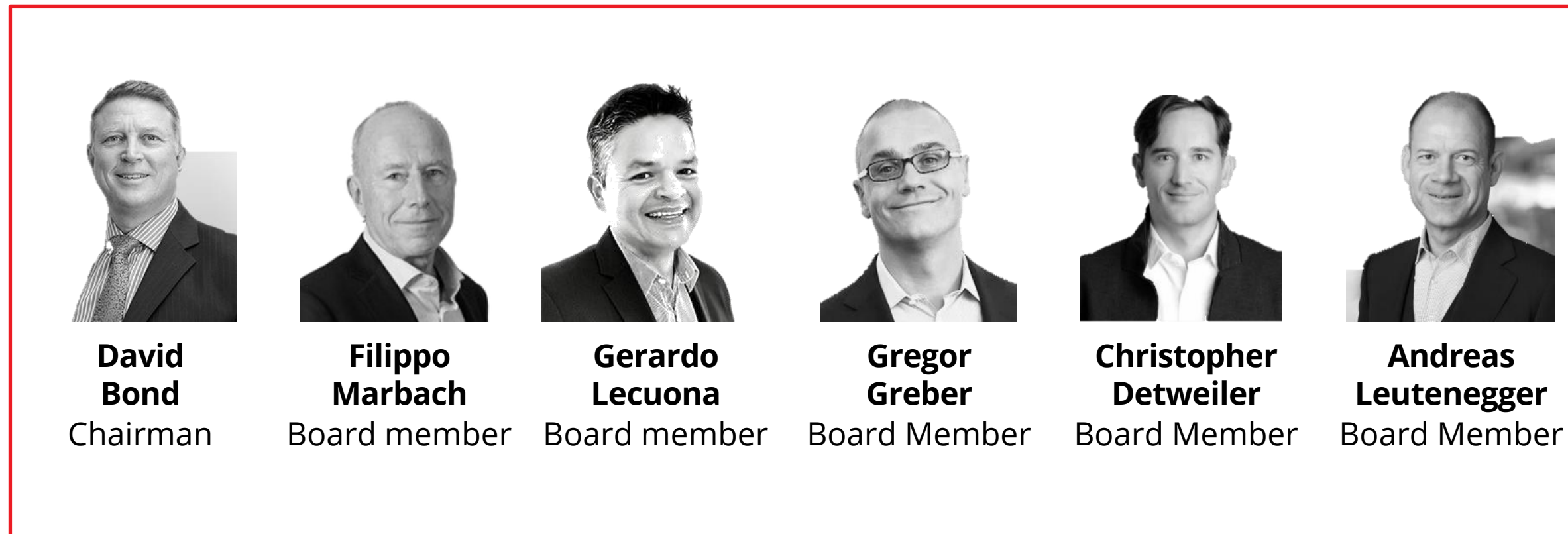
Section 3

Governance and financial outlook



Committed board members and management team

Swiss governance overseen by 6 board members, with 3 members in the management team



- Repeat entrepreneurs and innovators in UPS space with proven commercial success
- Excellent reputation with Swiss and international investment community, both with financial analysts and investors
- Deep industry relationships and go-to-market expertise
- Members of the Audit Committee: Andreas Leutenegger & Gregor Greber
- Members of the Compensation and Nomination Committee: Filippo Marbach & Christopher Detweiler

- Leadership team with deep technical and operational expertise
- Long-standing operational experience and track record of delivering on targets
- Due to maternity leave, new CFO expected as of 1 July 2026 (Paolo Doria)

Financial targets

Centiel is expected to deliver strong growth while unlocking efficiency gains to support profitability, with all proceeds reinvested to fuel expansion and no leverage build-up anticipated

	Mid-term target	Commentary
Net revenue growth	~20% p.a. (old guidance)	US agreement and market entry will lead to substantial upside to the current sales expectations. Updated guidance will be provided with the H1 2026 results on 20 August 2026.
EBIT margin	20%+ (old guidance)	EBIT margin targeted at 20%+ supported by economies of scale and efficiency gains. Updated guidance will be provided with the H1 2026 results on 20 August 2026.
Dividend policy	No dividends	Cash generated used to support organic growth, disciplined add-on acquisitions and actively manage shareholder value
2026 targets expected to be consistent with mid-term targets ¹		

Share details and ownership

Centiel share price







Ownership

Investor group ¹	63.725%
Free-float	36.275%

1) Investor group consists of: Filippo Marbach, Gerardo Lecuona, Ruben Ivankovic, David Bond, Gregor Greber, Christopher Detweiler and Andreas Leutenegger

Analyst coverage

 OCTAVIAN	Octavian	Alessandro Foletti
 ODDO BHF	ODDO BHF	Christian Arnold
 UBS	UBS	Sebastian Vogel
 Zürcher Kantonalbank	ZKB	Florian Sager

Financial calendar

Event	Date
Half-year results 2026	20 August 2026
Annual results 2026	24 March 2027
AGM 2027	26 May 2027
Half-year results 2027	20 August 2027



Section 4

Key takeaways



Key takeaways

A Swiss technology champion at the heart of data centre, AI and electrification growth

- AI and critical infrastructure is driving a once-in-a-generation **expansion in critical power demand**
- Centiel technology is **designed to deliver exceptional power reliability**: 9 nines availability and milliseconds of downtime
- **Leadership with proven track record**: founders previously built, scaled, listed and sold Newave to ABB
- Swiss engineered platform with **global reach**: products sold in ~60 countries through >90 partners
- Strong financial profile: **30% revenue CAGR (2023–2025), profitable and cash generative**
- **Clear growth catalysts**: US market entry (UL), hyperscaler adoption, geographic expansion, service M&A
- Rare public market opportunity: **pure play exposure to AI data centre** power infrastructure