

ALBANY ///TERNATIONAL

Investor Day
May 25, 2022

TODAY'S **AGENDA**

- **Strategy for Continued Growth** Bill Higgins, CEO
- **Machine Clothing** Daniel Halftermeyer, President
- **Albany Engineered Composites** Greg Harwell, President
- **Financial Overview** Stephen Nolan, CFO
- **Closing Remarks and Q&A** Leadership Team



SAFE HARBOR

This presentation contains certain items, such as earnings before interest, taxes, depreciation and amortization (EBITDA), Adjusted EBITDA, Adjusted EBITDA Margins, Free Cash Flow and net debt, as well certain income and expense items on a per share basis, that could be considered 'non-GAAP' financial measures under SEC rules. We think such items provide useful information to investors regarding the Company's operational performance.

This presentation also may contain statements, estimates, or projections that constitute "forward-looking statements" as defined under U.S. federal securities laws. Forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from the Company's historical experience and our present expectations or projections as expressed or implied by the forward-looking statements in this presentation.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future events, results, actions, levels of activity, performance or achievements. A number of important factors could cause actual results to differ materially from those indicated by the forward-looking statements. Viewers are cautioned not to place undue reliance on these forward-looking statements. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update them publicly in light of new information or future events.

Certain additional disclosures regarding our use of `non-GAAP' items (including reconciliations to GAAP measures) and forward-looking statements are set forth in our SEC filings, including our most recent annual and quarterly reports. Please refer item 7 in the Annual Report on Form 10K for the concise reconciliation of our non-GAAP measures. Our use of such items in this presentation is subject to those additional disclosures, which we urge you to read.



Strategy for Continued Growth

Bill Higgins

President & Chief Executive Officer





KEY TAKEAWAYS

- **Technology Experts Serving Vital Industries**
- Solid Execution sets the Foundation for Growth
- Secular Trends Support Long-term Growth
- Strategy For Layered Growth





WHO IS ALBANY INTERNATIONAL?

Founded in

1895

Market Cap

\$2.5Bn

Global operations across

11

countries



\$929M

2021 Revenue

\$48M

Net Debt

4000+

Employees globally

10%

5 Yr CAGR of Adj. EBITDA \$251M

2021 Adj. EBITDA 20

Years of consecutive dividend payouts



TECHNOLOGY EXPERTS SERVING VITAL INDUSTRIES



MACHINE CLOTHING

Engineered product solutions for the Pulp & Paper and other process industries

- · Consumable, continuous replenishment
- Proprietary
- Tailored, customized products
- Harsh environments
- Mission-critical: essential to reliable machine operation
- Key element that defines product attributes & quality



ENGINEERED COMPOSITES

Engineered product solutions for the Aerospace and Defense industries

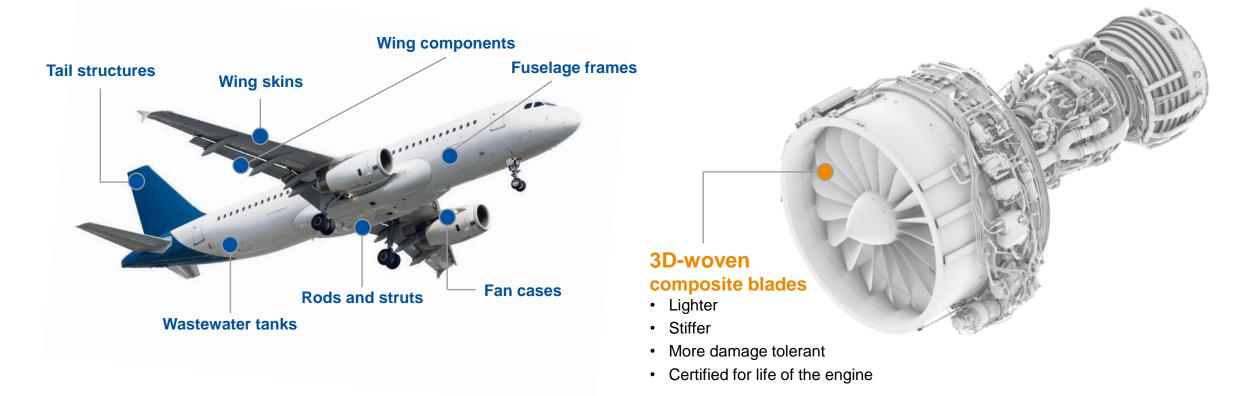
- Proprietary solutions
- Broad range of product offerings and production processes
- Engineering capability
- Mission-critical solutions for harsh environments
- Lightweight
- Support all platform types: fixed-wing, rotorcraft unmanned aircraft, and missiles



SOLUTIONS POWERING GLOBAL TRAVEL

Our composite solutions not only make aircraft lighter, improving fuel efficiency ...

... But make the engines themselves more efficient, by reducing rotating weight





GLOBAL OPERATIONAL SUCCESSES DELIVERING POWERFUL **RESULTS**

Critical Customer **Partnerships**

- Deep relationships with customers
- Demonstrated ability to grow with a customer



Market Selection Geographic and end markets

- Multi-year strategic focus on the growing MC markets
- Presence on the right next-generation aerospace platforms



Innovation

- Continued investment in our technology to maintain leadership position
- Emphasis on technology discrimination that delivers enhanced value to customers



Operational Excellence

- Long-term track record of driving margin increases through continuous improvement
- Optimized global footprint in both segments



Growing Partner-of-Choice for Market Leaders



ALBANY INTERNATIONAL'S HIGHLY ATTRACTIVE INVESTMENT **OPPORTUNITY**

Leader in PMC with proprietary solutions delivering predictable and strong FCF stability

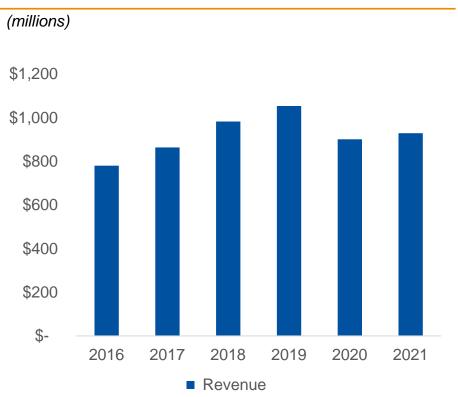
Long history of strong balance sheet, solid execution, and prudent capital management

Differentiated composites business with ample opportunity to grow both near and long-term

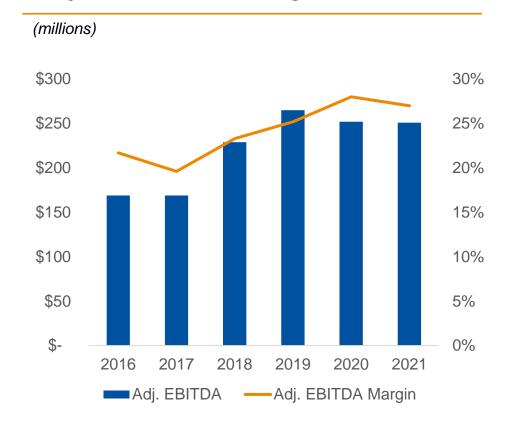


DELIVERING SOLID FINANCIAL PERFORMANCE

REVENUE



ADJ EBITDA AND MARGIN





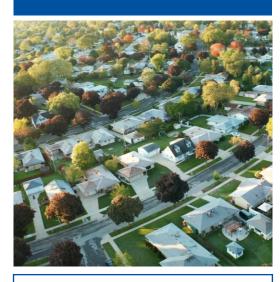
WELL-POSITIONED TO TAKE ADVANTAGE OF GLOBAL PAPER DEMAND GROWTH

E-Commerce



One component driving secular growth in paper packaging demand

Growing Global Middle Class



Per-capita consumption growth in the developing world for all grades

Non-Cyclical Tissue Business



Tissue demand is resilient in economic downturns

Sustainability & Environmental Drivers



Renewable paper products are an environmentally responsible choice versus plastic



AEROSPACE SEGMENT POISED TO OUTGROW GLOBAL RECOVERY

Commercial Aviation Recovery



Increasing production rates for 737MAX, A320Neo



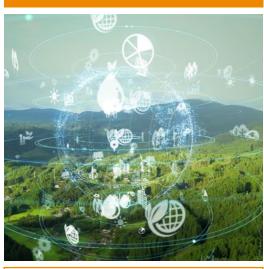
Expect 787 & GE9X production to increase as recovery in international travel emerges

Defense Priorities



Albany's defense programs align with DoD priorities, have growing production rates

Emerging Opportunities



Bizjet growth & emerging sustainable technologies



STRATEGY FOR CONTINUED VALUE CREATION

Positive/constructive customer relationships based on trust

- Lead time, patience
- Proprietary next-gen customer technology collaboration & development

Operational excellence continuous improvement, cost efficiency

- Scale
- Product breadth
- High growth/highest technology content sub-segments & products



Industrialization of the process

 Large-scale automated material handling

Deep understanding of material properties in application

 Unmatched industrial scale weaving expertise

Applications/design engineering to add value for our customers

 Efficient, specialized digital prototyping/modeling



WELL DEFINED CAPITAL PRIORITIES THAT DRIVE STRONG ORGANIC GROWTH

Corporate capital deployment primarily focused on

ORGANIC GROWTH 1

Continuous
Investment in
APPLIED RESEARCH

- Targeted business opportunities
- R&T Investment

2

Continuous Capital Reinvestment in **BUSINESSES**

- Internal process & technology improvements
- Customer-driven initiatives



DISCIPLINED ACQUISITION STRATEGY

M&A

KEY **ATTRIBUTES**

ALBANY ENGINEERED COMPOSITES

MACHINE CLOTHING

Strategy is opportunistic, not dependent on M&A

Criteria for Potential **Targets**



Customer positions that complement/leverage current customer mix



Technologies that complement/leverage current tech



Operational efficiencies



Customer penetration



Applications

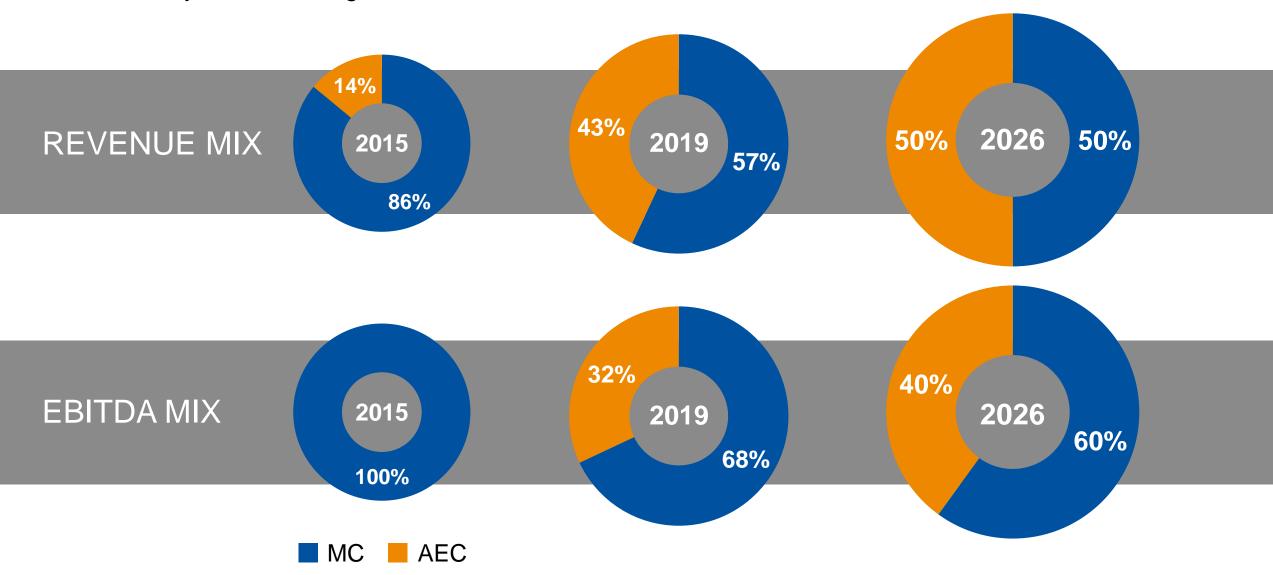


Positioning within end markets



LONGER TERM EVOLUTION OF FINANCIAL PERFORMANCE

Contribution by Business Segment





EXPERIENCED AND DISCIPLINED MANAGEMENT TEAM







Daniel Halftermeyer PRESIDENT MACHINE CLOTHING



Greg Harwell PRESIDENT ALBANY **ENGINEERED COMPOSITES**



Stephen Nolan CHIEF FINANCIAL **OFFICER & TREASURER**



Strong Cash Generation in Machine Clothing

Daniel Halftermeyer

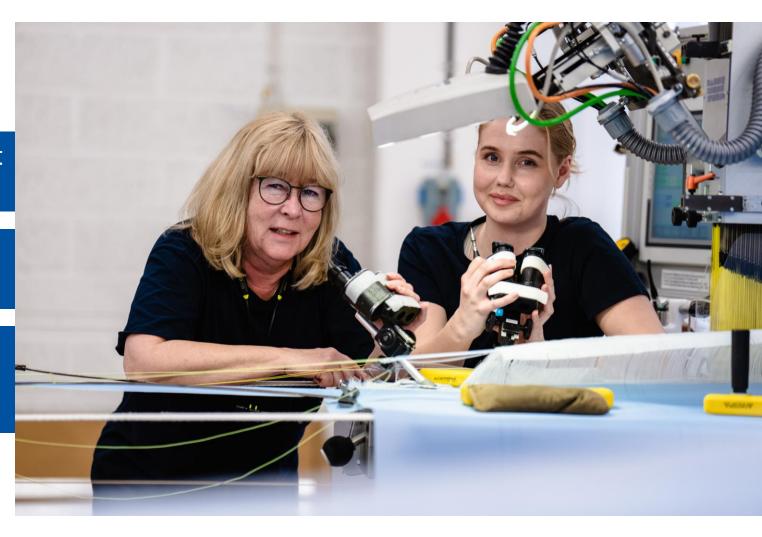
President – Machine Clothing





KEY TAKEAWAYS

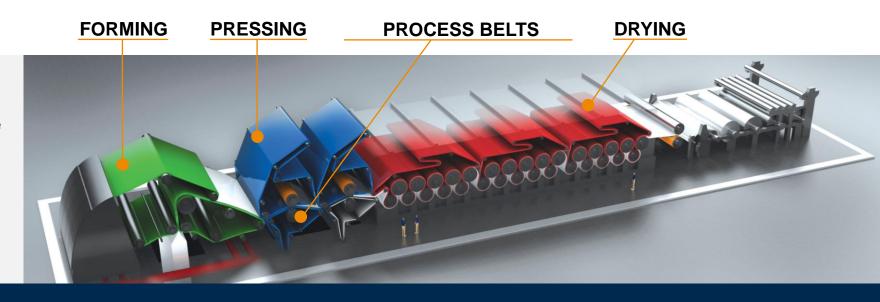
- Complex Systems and Robust **Technology Differentiators**
- Global Trends are Opening **Up Future Opportunities**
- Predictable, Strong, Sustainable Growth and Cash Flow





WHAT IS MACHINE CLOTHING TECHNOLOGY?

- Produce consumable belts that enable production of every paper product in your life
- Essential to paper machine operation
- Operate continuously in a harsh environment



CONSUMABLE PRODUCTS	# POSITIONS	AVERAGE LIFE
Forming	2	45-60 Days
Pressing	4	40-60 Days
Drying	8	6-18 Months
Process Belts	2	8-16 Months



HARSH ENVIRONMENT
High Speed
High Pressures
High Heat
High Humidity



PROVIDING HIGHLY-TAILORED AND TECHNICALY DEMANDING SOLUTIONS



Machine Clothing belts help produce a broad swath of paper products, including toilet paper, paper towels, cardboard, newspaper, tissue, printing and writing paper, and others



Our belts are a key component defining the quality of each product



Each belt is tailored to exacting tolerances for each machine and each product produced on that machine

Custom Engineered **Belts for Process** Industries



PRODUCT ATTRIBUTES

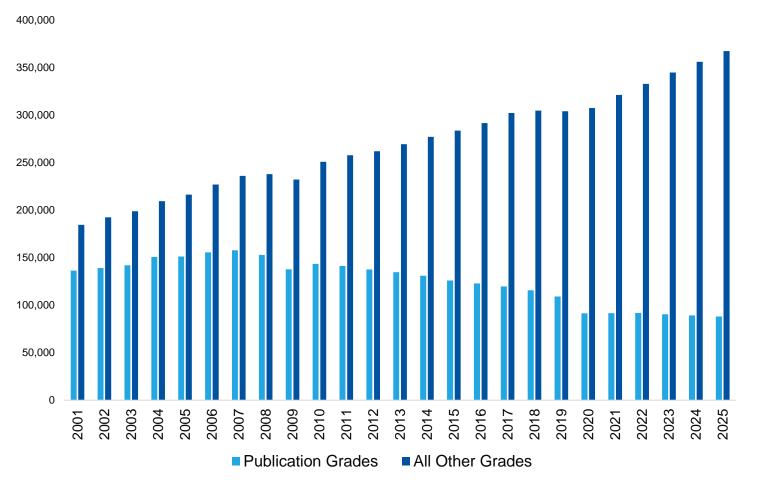
Consumable High Value-Add Proprietary Product & Process Technology **High Switching Costs**



GLOBAL PAPER PRODUCTION CONTINUES TO INCREASE

Global Paper Production

Volume (Metric Tonnes x1000)



SECULAR TRENDS ENHANCING DEMAND



E-Commerce



Sustainability and Environmental Drivers



Growing Global Middle Class



Non-Cyclical Tissue Business



Source: RISI

GLOBALLY POSITIONED TO SERVE TIER 1 CUSTOMERS

8,200+

Paper machines worldwide that are all unique and require customized solutions

Tier 1

Tier 2

2,500

5,700

Operations





STRATEGY FOR SUSTAINED GROWTH

A focus on Tier One Customers while serving targeted Tier Two Customers in the right grades to capture further business

OPERATIONAL EXCELLENCE

- Eliminating non-value added activities
- Using cost effective techniques across all functions
- Maintaining our low-cost platform

R&D INVESTMENT

 New technologies for key customers and growing grades

TIER ONE ATTRIBUTES



Largest Machines



Most Sophisticated



Most Cost Efficient

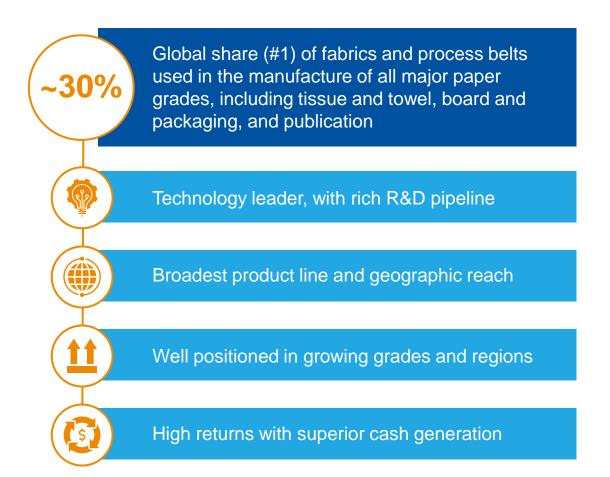


Most Technically Demanding



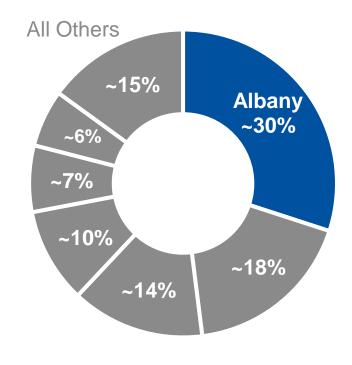
Source: RISI

CONSUMABLE PRODUCTS POWERED BY MACHINE CLOTHING TECHNOLOGY



MARKET LEADER

GLOBAL PAPER MACHINE CLOTHING MARKET SHARE





Source: Company estimates

FOUNDATIONS OF SUCCESS

We continuously optimize Machine Clothing to maintain marketplace leadership

Constant optimization and LEAN principles to drive efficiency into the business

Our optimized, global footprint provides us access to key customers and markets

Build stronger customer relationships and partnerships

Leading products as a result of our **R&D** activities

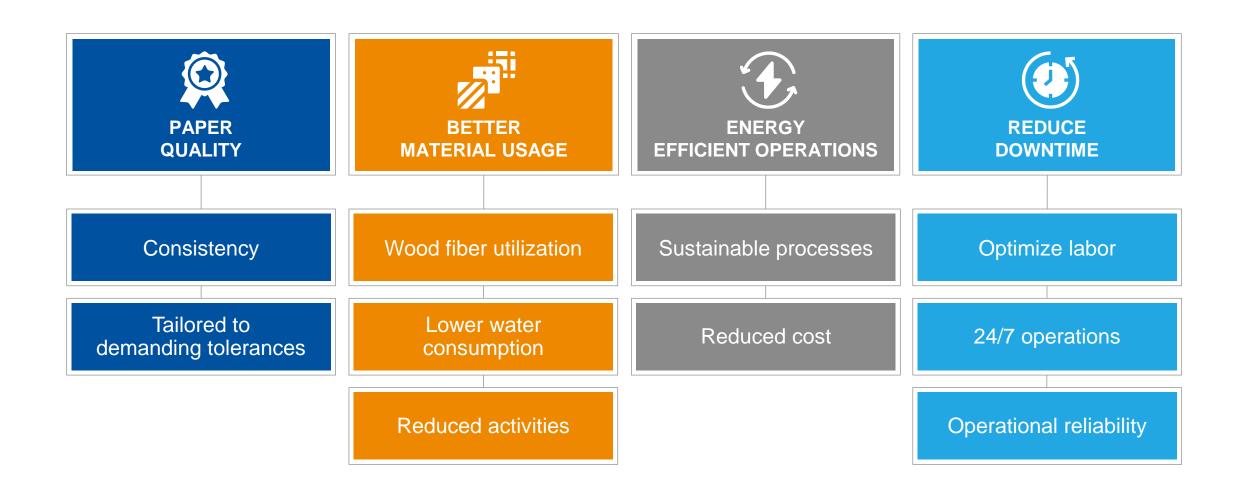
Investment to modernize and automate our plants



Well-positioned to maintain and enhance our market-leading status



VALUE TO CUSTOMERS = CONSISTENT QUALITY, GREATER EFFICIENCY, GREATER PROFITABILITY



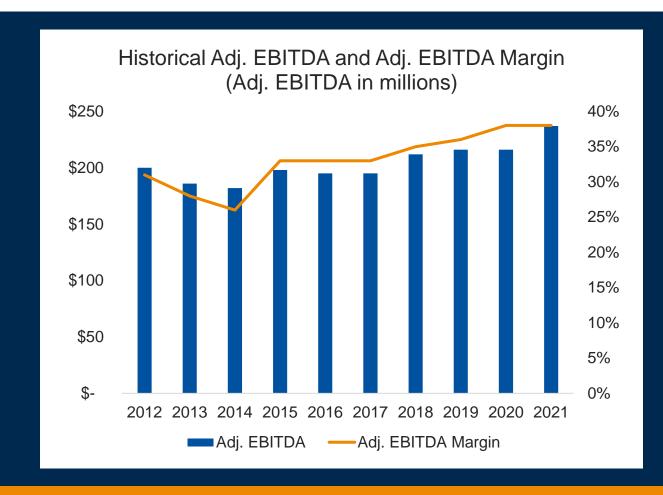


RELIABLE, GROWING CASH FLOW GENERATION

Trendline growth in paper and paperboard production sets positive long-term GDP± demand trend

AS THE **MARKET** LEADER

Continuing investments in R&D drive continued share gains in the growing tissue and packaging grades



Cash flow from the MC segment provides reliable capital to fund growth initiatives



MAINTAINING OUR PROFITABLE, MARKET-LEADING POSITION



MARKET

Maintain a global presence, but enhance our regional capability in Key Regions and in Packaging & Tissue grade globally



CUSTOMER

Retain and grow with our Tier One Partners and capture Tier Two customers in the key grades



PRODUCT

Accelerate launch of innovative products in a cost-effective manner

Expand our new technology platforms



>30%

Market share in paper and paperboard grades

Mid-30s%

Adjusted EBITDA Margin



Expanded Growth Opportunities for AEC

Greg Harwell

President – Albany Engineered Composites



KEY TAKEAWAYS

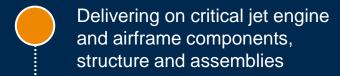
- An Established A&D Supplier
- Winning New Customers and Major Platforms
- Investing in R&D to Build **Lasting Technology Platform**
- Strong Revenue Growth **Expected**





BALANCED, ACCELERATED GROWTH

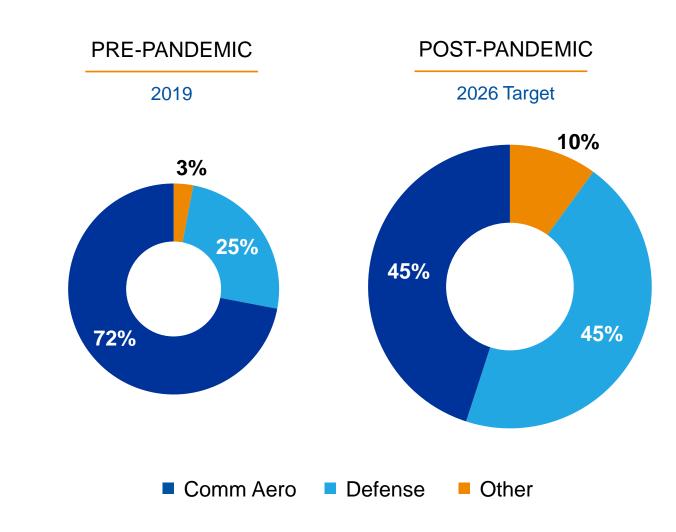
Specialized engineered composite solutions business with full range of capabilities













SHARED TECHNOLOGY SOLUTIONS POWER AEC GROWTH



Through M&A, gained full range of composite process & material technologies

Texas Composites (2006), Aztex (2006) Harris (2016), CirComp (2019)



Albany – Safran Joint Venture

Innovative 3D woven technology



Dedicated Research Development & Technology Centers (US and Germany)

Developing next gen 3D woven, thermoplastic, pultrusion, in-situ consolidation, and other advanced technologies





VALUE PROPOSITION BASED ON KEY DIFFERENTIATORS

World class performance



- Customer Intimacy
- Application Understanding
- Tools and R&D Team
- Highly Adaptable

- Intimate Knowledge
- Engineering
- Development Expertise
- Process Innovation



Driving
Value
AEC
Differentiators

Operational Excellence

- High-Performance Team
- Safety, Quality, LEAN
- Best Cost Manufacturing
- Execution



RECOVERING MARKET DYNAMICS

Commercial Aerospace

16-20%

Mkt \$ CAGR ('21/'26)

- Domestic air travel recovery quicker than International
- Single aisle recovery by '23; Wide-body not until '28
- "Middle of the market" is key battle ground of the future
- · Next gen aircraft EIS are likely by mid 2030's

Defense Aerospace

~4%

Mkt \$ CAGR ('21/'26)

- Shifting focus to compete globally
- Prioritizing on R&D and eliminating legacy programs
- Future vertical lift development 2028-2030
- · R&D in next gen missiles, fighters, and unmanned

Business Jets

4-8%

Mkt \$ CAGR ('21/'26)

- Demand aligned to corporate profitability
- · Long-term driven by GDP and U.S. Capex Indicator
- Current indicators pointing to solid demand



Source: Forecast Int'l

LAYERED GROWTH STRATEGY DRIVES 14+% TOP LINE CAGR

BASE BUSINESS

Perform on Strong Portfolio of Defense Programs

Deliver on Ramping Commercial Narrow Body

Strong Potential in Commercial Wide Body

- **☑** ~8% 5yr revenue CAGR ('21/'26)
- ✓ LTA secured
- Market momentum alone returns near pre-pandemic revenue in next 5 years

NEW BUSINESS

Operational Excellence Opening Doors with New Customers

Build New Technology Positions

- New business wins driving 6-8% above base growth over next 3-5 years
- **✓** Investing in the future

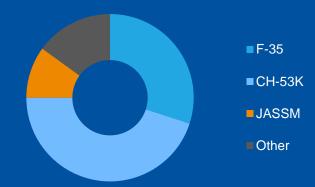


STRONG DEFENSE

PROGRAMS PORTFOLIO

DEFENSE BUSINESS

(5yr Target, 45% of Segment Revenue)



- Top 3 programs comprise 80+% of defense revenue
- Defense revenues grow low-double digit rate thru '26
- Expanding statement of work



FIXED WING

F-35 (ALL VARIANTS)



ROTARY

CH-53K



MISSILE

JASSM

'26 REVENUE **TARGET** ~\$80M

'26 REVENUE **TARGET** ~\$125M

'26 REVENUE **TARGET** ~\$20M



STRONG PORTFOLIO IN COMMERCIAL

COMMERCIAL **BUSINESS**

(5yr Target, 45% of Segment Revenue)



- All LEAP engine variants; 3D Woven, conventional work
- Comm WB revenues grow >20% thru '26 (very low base)
- Full recovery to pre-pandemic level beyond '26

EARLY STAGES OF RECOVERY







B787



GE9x/GEnx

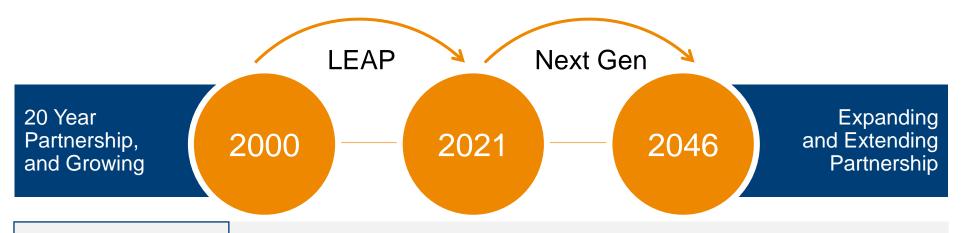
'26 REVENUE **TARGET** ~\$200M

'26 REVENUE **TARGET** ~\$40M

'26 REVENUE **TARGET** ~\$15M



SUCCESSFUL SAFRAN PARTNERSHIP TO CONTINUE









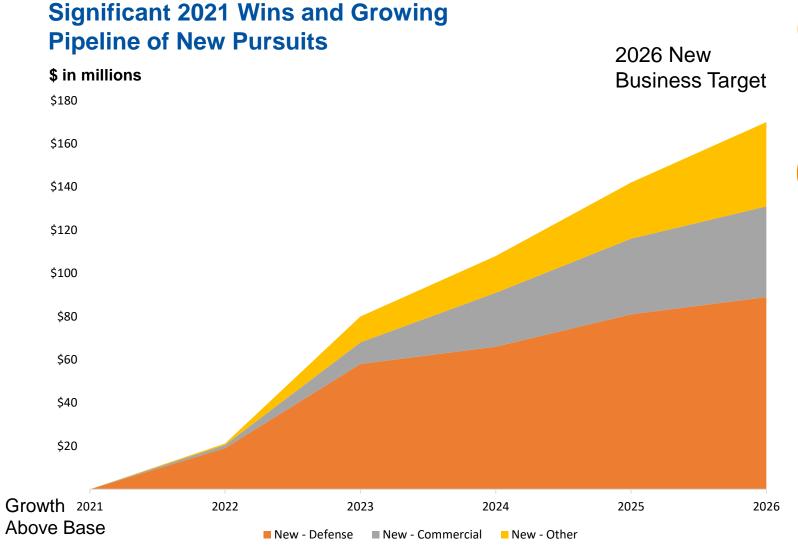
Exclusive, life-of-program supplier of composite fan blades, fan cases, and spacers for LEAP-1A/C and LEAP-1B

> **Exclusive agreement covering GE9x fan case** development and commercial production

Poised for **Next Gen Engine development**



SECURING NEW BUSINESS





Expanding defense mix



Expanding advanced composite applications



Significant 2021 Wins

- Expand CH-53K statement of work; key platform partner
- Enter UCAV and UAV segments; new customers / programs



INVESTING IN NEXT-GEN TECHNOLOGIES FOR FUTURE GROWTH

Leaders in Driving Advanced Composite Innovation

Moving 3D woven technology beyond LEAP

- Improving competitiveness
- Driving process and automation
- 50% weight savings and unique differentiation

Investing in emerging technologies development

- Collaborating on next gen hypersonic development and investing in purpose-built facility and capabilities
- Early customer engagement on future aircraft and rotorcraft designs
- Exploring new applications driven by sustainable technology solutions

Revenue Potential in next 5yrs

Hypersonics



- Thermal protection systems development
- Technical collaboration with Tier 1
- Other OEM and USG engagements

Revenue Potential beyond next 5yrs

Engine Components











Safran partnership for next gen engine components

OEM and **Tier 1 development activity** for next gen narrow body
airframes



PRIORITIES BASED ON MAXIMIZING SHAREHOLDER VALUE





MAXIMIZING OUR CUSTOMER SOLUTION OFFERING

Focus on providing the best value propositions and experience with targeted customers

Reduce costs and optimize proven manufacturing capabilities





CONTINUING TO DRIVE TECHNOLOGY DIFFERENTIATION

Proliferate 3D woven technology across Next-Gen airframes and Next-Gen engines

Mature process technologies to capture growth in core and adjacent markets





OPPORTUNISTIC M&A

Accelerate **readiness** and positioning of process technologies

Broaden capabilities, expand global footprint, access target customers or platforms, and gain talent



ROBUST GROWTH POTENTIAL

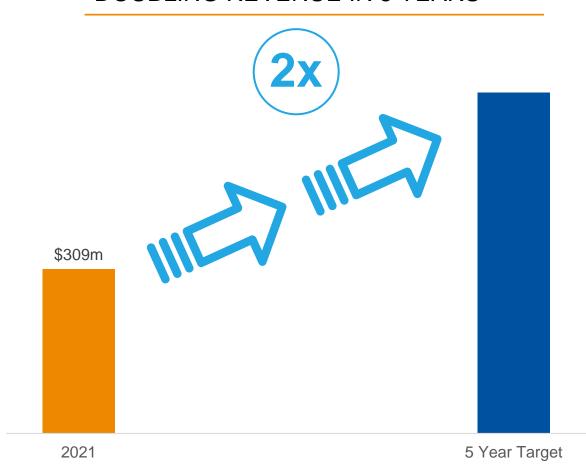
STRONG LINE OF SIGHT TO DOUBLING REVENUE **IN NEXT 5 YEARS**

Commercial Aero **MARKET RESURGENCE**

Sustained support and growth of **KEY DEFENSE PROGRAMS**

Further program penetration with STRATEGIC CUSTOMERS

DOUBLING REVENUE IN 5 YEARS





Operational Success Suggests Strong Financial Profile

Stephen Nolan

Chief Financial Officer & Treasurer





KEY TAKEAWAYS

- **Strong Historical Performance**
- Prudent Capital Allocation Strategy
- Disciplined M&A Strategy
- Targets / Goals / Outlook



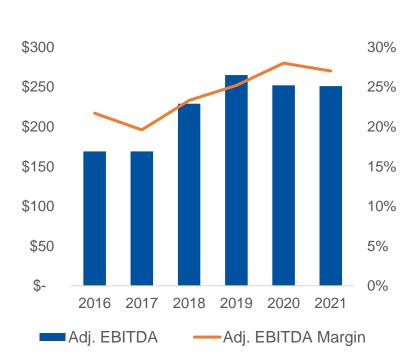


2021 FINANCIAL HIGHLIGHTS

REVENUE (\$M)



ADJ. EBITDA & MARGINS



FCF (\$M) & CONVERSION*

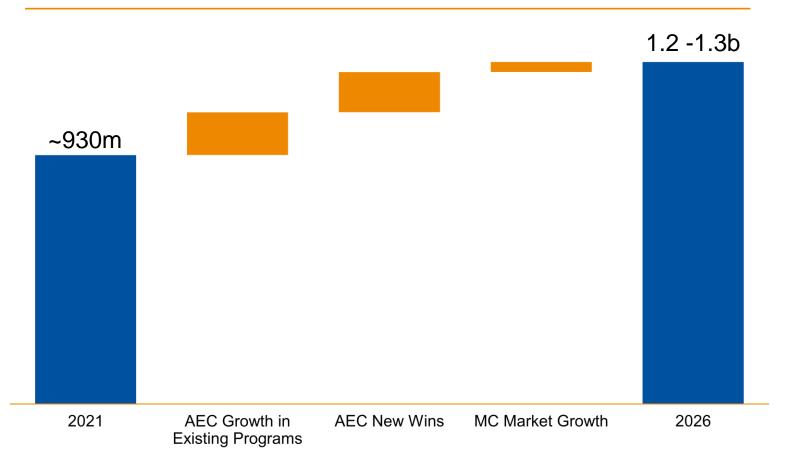


*Conversion defined as: Free Cash Flow/Net Income



STRONG REVENUE GROWTH

REVENUE (\$)



EBITDA Margin Impact

MC

Stable, high 30s target

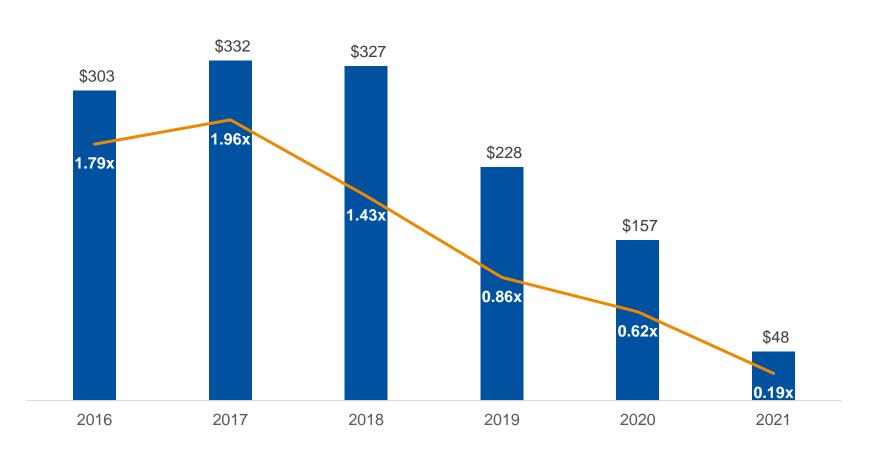
AEC

Growing, low-mid 20s target



HISTORICAL FOCUS ON NET DEBT AND LEVERAGE REDUCTION

NET DEBT* (\$M) AND LEVERAGE





CAPITAL ALLOCATION FRAMEWORK

Internal Investment – **Organic Growth Initiatives**

Invest in employees:

talent, retention & leadership

Continue re-investing in strategic projects within our brands and business units to continue delivering revenue growth and margin improvement

Disciplined M&A

Seek businesses we can take to the next level in terms of sales and profitability

Remaining Capital

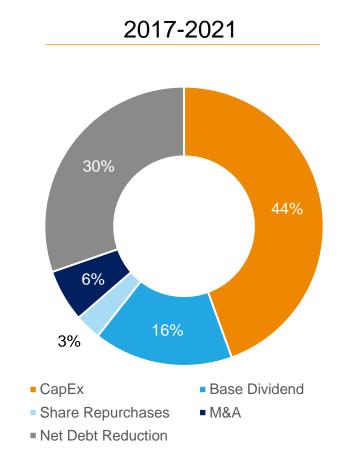
Return Capital to Shareholders

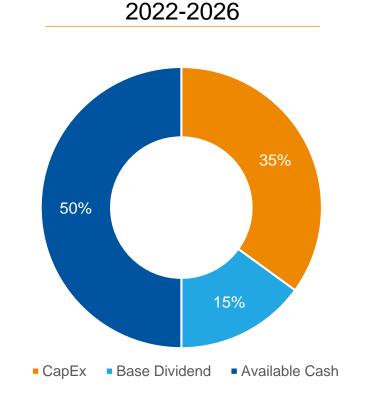
Create additional value to shareholders in the form of dividends and share repurchases



CAPITAL ALLOCATION FRAMEWORK

Percentage of cash flow from operations





Available Cash uses include

Disciplined M&A

Cash to Shareholders

Share repurchase

Dividend growth



DISCLIPLINED APPROACH TO M&A

Strategy is not dependent on acquisitions; we can successfully execute our organic growth strategy without executing any transactions

However, selective acquisitions can accelerate our organic growth strategies

Balance sheet discipline

Leverage targets

FINANCIAL **CHARACTERISTICS**



IRR >> Cost of Capital



Maintain long-term net leverage target for company under 2.5x



Strategic willingness to go over 3.0x leverage target if there exists a clear path back down to 2.5x



M&A PRIORITIES

Driven by technology and effective market positioning



Complementary market positions (strength in geographies or product areas with opportunities)

Continued operational scale to drive market-leading cost position

Technologies that could further enhance our product discrimination



Discriminating technology (either unique processing capability or experience with unique materials)

Access to key customers with opportunities to insert existing capabilities

Strong management teams with good underlying businesses



LONG TERM TARGETS

2022-2026 Organic Goals











Adj EBITDA margins





Organic growth



LONGER-TERM

New engine development expected to kick-in in late-2020s/early-2030s

Opportunities for expanded role for 3D weaving on next-generation commercial airliners towards back-end of this decade

Continued push for sustainability drives increased use of renewable/recyclable paper products and greater use of lightweight materials in aircraft structures – driving additional growth into the 2030s



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Leader in PMC with proprietary solutions delivering predictable and strong FCF stability

Long history of strong balance sheet, solid execution, and prudent capital management

Differentiated composites business with ample opportunity to grow both near and long-term



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May 25, 2022

Appendix



TRANSFORMATION TO HIGH-PERFORMING COMPANY WITH FOCUSED PLANS FOR ACCELERATING GROWTH

2000 - 2004

2005 - 2009

2010 - 2019

2020 - 2021

2022 & Beyond



MC Market & Technology Leadership



MC Market & Leadership



MC Strategic Focus

- Secularly Growing Grades
- Global Facility



MC Market & Technology Leadership



Operational Excellence



Secularly Growing Grades



Tier 1 + 2 Customers

Weaving Tech-Based **Product Lines**

- Primaloft
- Aerospace Composites



AEC Emerges



LEAP



Expansion of composite capabilities



LEAP Facilitization & Production Ramp



Expansion of Composite Capabilities



Pandemic Pause



Operational Excellence



New business wins + pursuits **Layered Growth**

- Commercial Recovery
- Existing Program Growth
- New Customers/New Programs
- Long-term pursuits

