

2016 Power Generation Market Pulse Survey

2017 Spring Conference
Kissimmee, Florida

Chris Nagle

Siemens



Power Your
Imagination

Survey Objective

To provide member companies with a “pulse” or sense of the on-site power industry at large and an opportunity to compare their impressions with other EGSA Member companies.



Power Your
Imagination

Survey Overview

- *Conducted August 2016*
- *Over 2,500 emails sent to Member companies*
- *48 respondents from a wide cross-section of membership*
- *Full results posted in January/February Powerline Magazine*

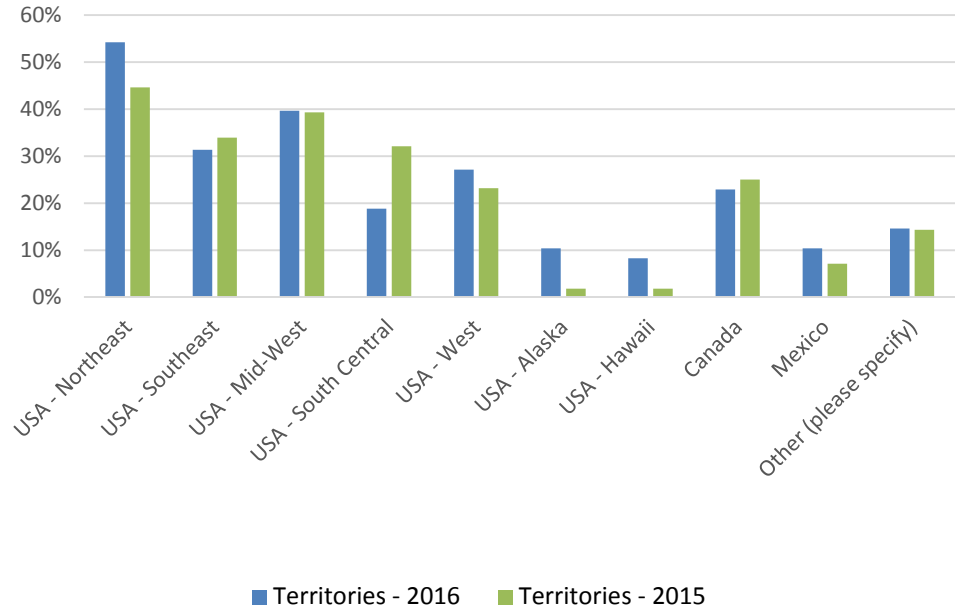


Power Your
Imagination

Survey Highlights

The Northeast, Mid-West and Southeast U.S. accounted for a majority of geographical territory respondent sales.

Thinking about your sales figures, what geographic territories did your sales PRIMARILY occur?
(select 1, many or all related)

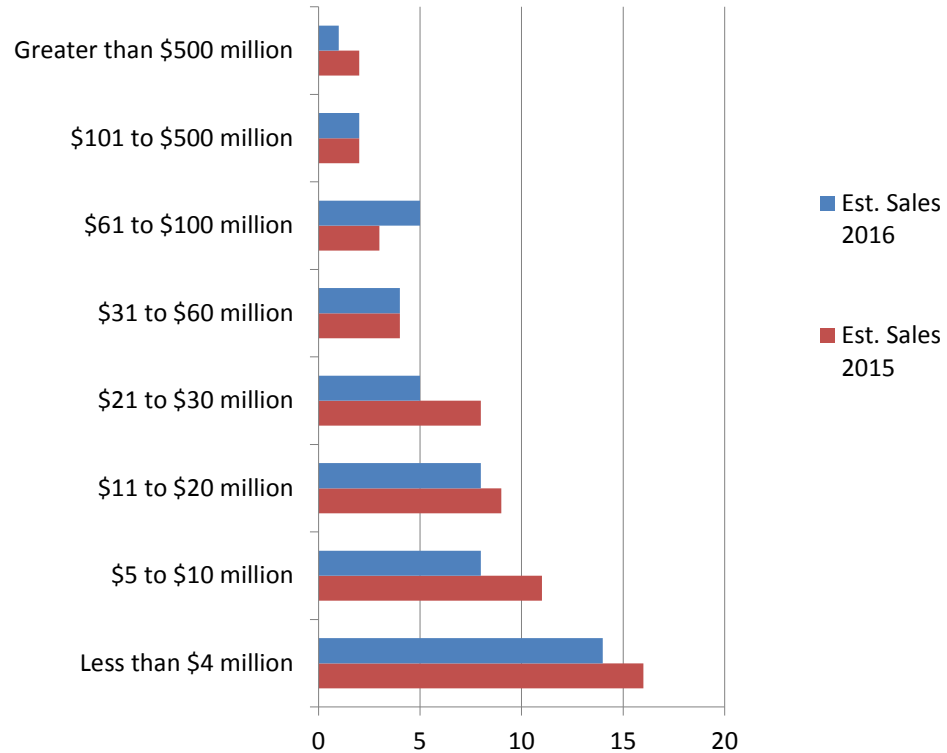


Survey Highlights - 2015 Sales

47% of respondents reported they had less than \$10 million in power generation related sales in 2015 with 30% of the total reporting in the “Less than \$4 million” category

Relatively similar results as previous year (49% & 29% respectively)

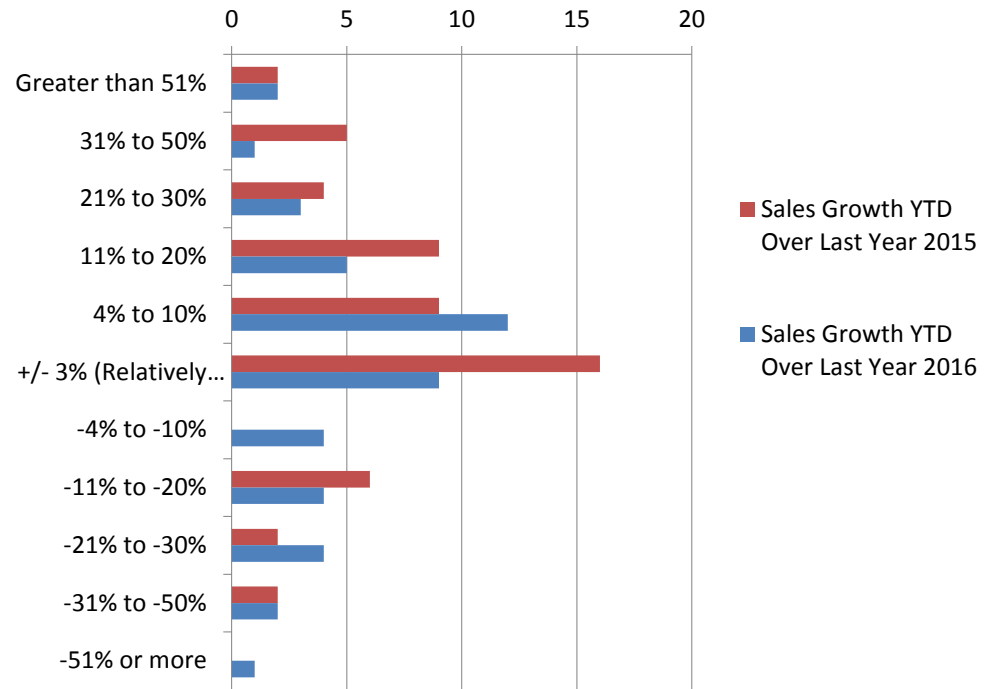
What were your estimated power generation related sales in 2015?



YTD 2016 Sales Growth

- 49% reported growth in 2016 year-to-date related sales over 2015
- 19% reported relatively flat sales in 2016 year-to-date in comparison to 2015.
- 32% indicated sales in 2016 have declined from 2015 levels.
- 2015 Survey - 53%, 29% & 18% respectively

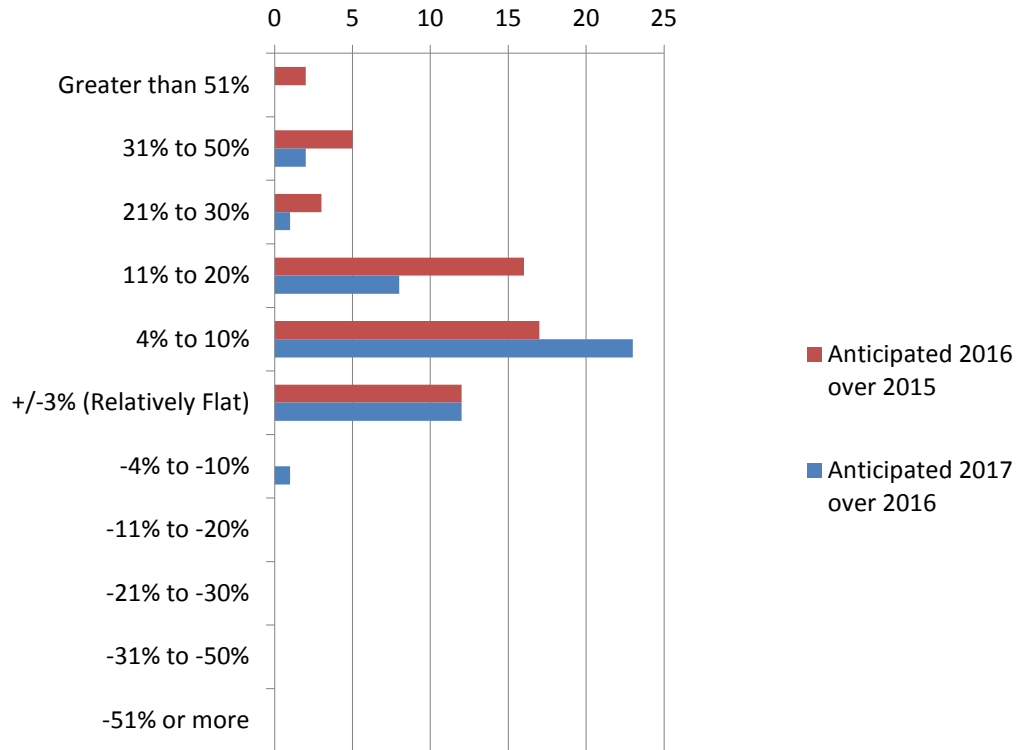
ESTIMATED 2016 power generation related sales growth (or decline) over 2015?



2017 Anticipated Growth

- 72% of respondents anticipate growth
- 26% of respondents anticipated relatively flat growth rate
- 78% anticipated growth in last year's survey

Which of the following best describes your company's ANTICIPATED 2017 power generation related sales growth (or decline) over estimated 2016?



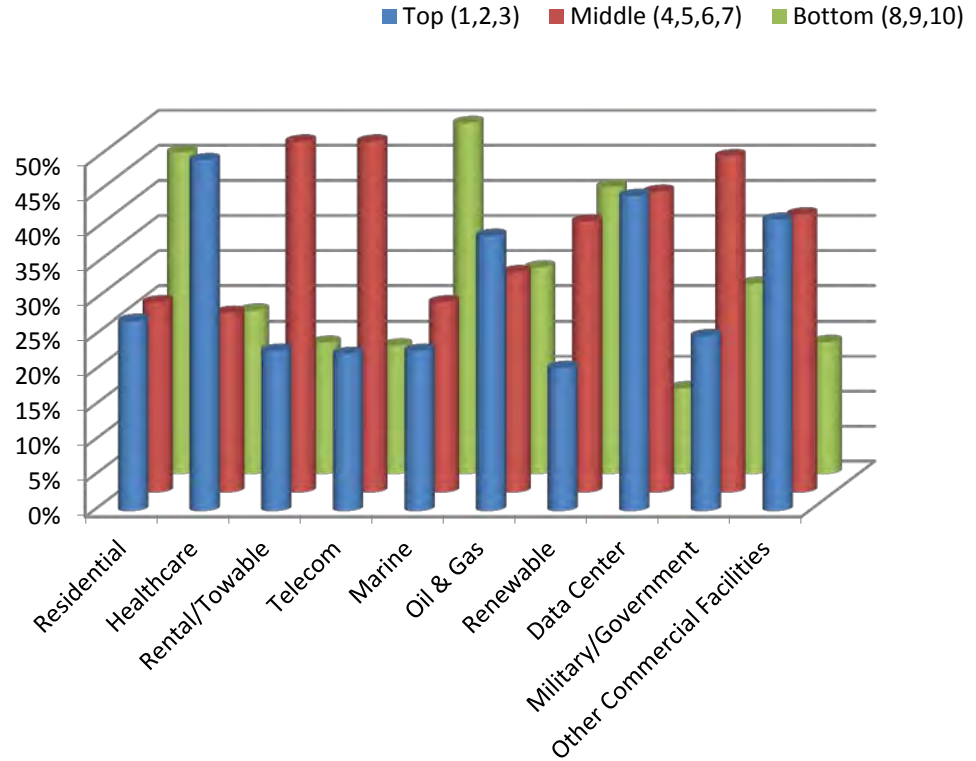
Market Segment – Where do Members Focus Their Time

- 2016 “Top” categories of 1, 2, 3 included **Other Commercial Facilities, Data Center, & Healthcare.**
- 2015 “Top” category of 1, 2, 3 included **Healthcare, Data Center and Other Commercial Facilities.**

The outlook for 2017 by market segment reveals a close correlation to the market segments that were of top importance. The following are the percentage of total responses by market segment, indicating a positive outlook for 2017 (in descending order):

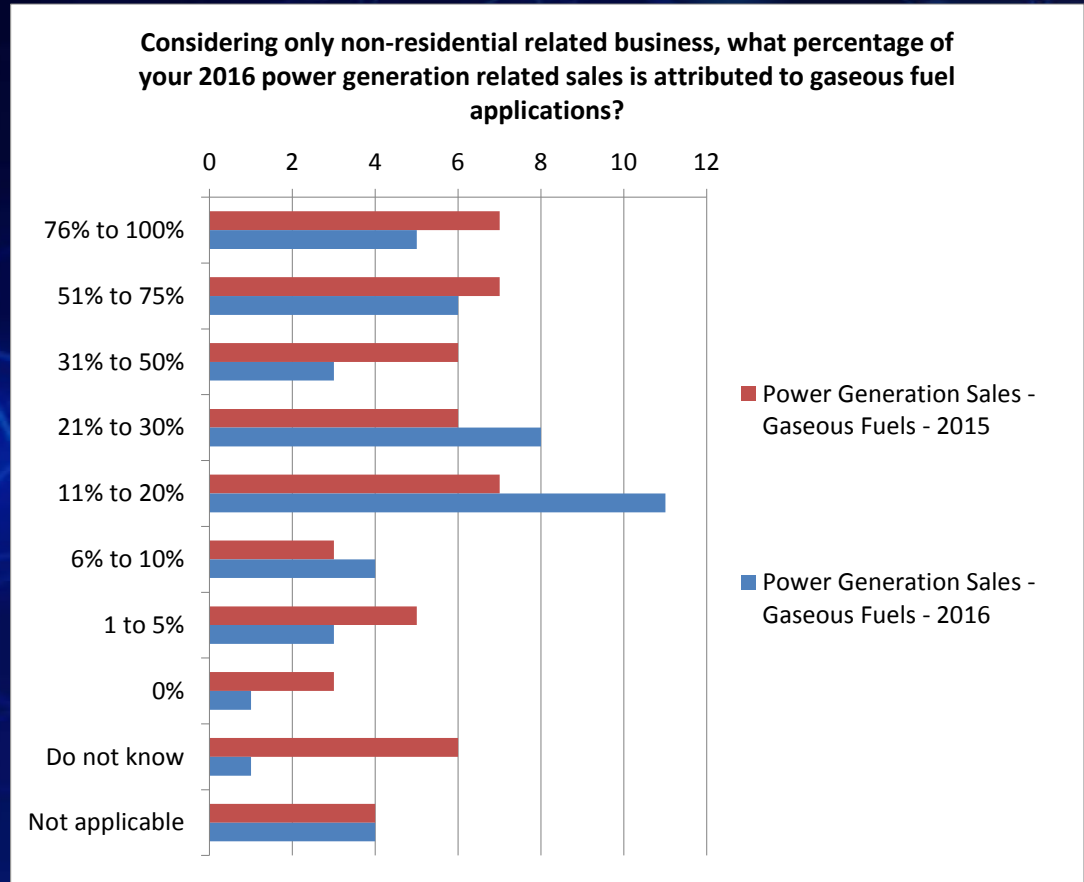
Other Commercial Facilities	71% (69%)
Data Center	56% (65%)
Telecom	55% (42%)
Healthcare	49% (47%)
Rental/Towable	49% (45%)
Military / Government	47% (57%)
*Utilities	43% (N/A)
Renewables	44% (28%)
Oil and Gas	32% (41%)
Residential	32% (22%)
Marine	25% (25%)

Market Importance Level Relative to Sales Growth



vs. Diesel & Market Segments

80% mentioned that gaseous fueled power generation applications account for at least 10% of their 2016 sales (up 19% from 2015).



2017 Survey



Power Your
Imagination