



RENOLD

Full Year Results

Year ended
31 March 2023

“Record trading performance and order booksignificant revenue and earnings growth”

Financial highlights

- Revenue up 26.6%, 18.8% at constant exchange rates
- Adjusted operating profit up 58.2% to £24.2m (FY22 £15.3m)
- Return on sales increase of 200bps to 9.8%; inflationary cost increases recovered
- Net debt increase due to acquisition of YUK
- Adjusted EPS growth of 51.2% to 6.5p (FY22 4.3p)
- Pension deficit reduced by 28.6% to £62.2m (FY22 £87.1m)

Business highlights

“Successful integration of bolt on acquisition ... successful management of high inflation and supply chain disruption”

- Strong performance despite significant economic turmoil, cost pressure, material availability and global supply chain disruption
- Order intake of £257.5m (FY22: £223.9m) up 15.0% and ahead of sales
- Closing order book of £99.5m up 15.1% vs FY22 at constant exchange rates
- Highly complementary acquisition of YUK successfully completed, performing ahead of expectations
- Continued delivery of increased performance through operational efficiency and productivity projects
- Successful capital investment; improving efficiency, productivity and capability of manufacturing locations

Financial review

Jim Haughey

Group FD



	FY23 £m	FY22 £m	Change %	Constant exchange rates %
Revenue	247.1	195.2	+26.6%	+18.8%
Adjusted operating profit	24.2	15.3	+58.2%	+46.4%
<i>Return on sales</i>	9.8%	7.8%		
Adjusting items	(1.3)	0.9		
Statutory operating profit	22.9	16.2	+41.4%	
Profit before tax	17.3	12.4		
<i>Effective tax rate</i>	31.8%	17.7%		
Adjusted EBITDA	36.2	25.8	+40.3%	
<i>Adjusted EBITDA margin</i>	14.6%	13.2%		
Net debt	29.8	13.8		
Adjusted EPS	6.5p	4.3p	+51.2%	
Basic EPS	5.7p	4.7p	+21.3%	

- Revenue growth reflects strong order books
- Significant improvement in adjusted operating profit and return on sales, despite the impact of the widely reported economic headwinds, impacting raw material availability and inflation
- Net debt increased due to the acquisition of YUK

Significant revenue growth and strong increase in earnings

Chain

	FY23 £m	FY22 £m	Change %	Constant exchange rates %
Revenue	202.4	159.2	+27.1%	+19.3%
Adjusted operating profit	27.2	18.9	+43.9%	+35.4%
Return on sales	13.4%	11.9%		
Non-recurring items	(0.7)	1.6		
Reported operating profit	26.5	20.5	+29.3%	+21.5%

- Record revenue and strong closing order book in Europe and Americas
- Acquisition of YUK completed and trading ahead of expectations
- FY22 flattered by £1.7m of loans forgiven under US Government Paycheck Protection Program
- Amortisation of acquired intangibles treated as non recurring items

Torque Transmission

	FY23 £m	FY22 £m	Change %	Constant exchange rates %
Revenue	48.8	40.4	+20.8%	+13.9%
Adjusted and reported operating profit	5.4	4.1	+31.7%	+24.4%
Return on sales	11.1%	10.1%		

- Increased activity in Australian and North American market
- Timing on long-term military contract

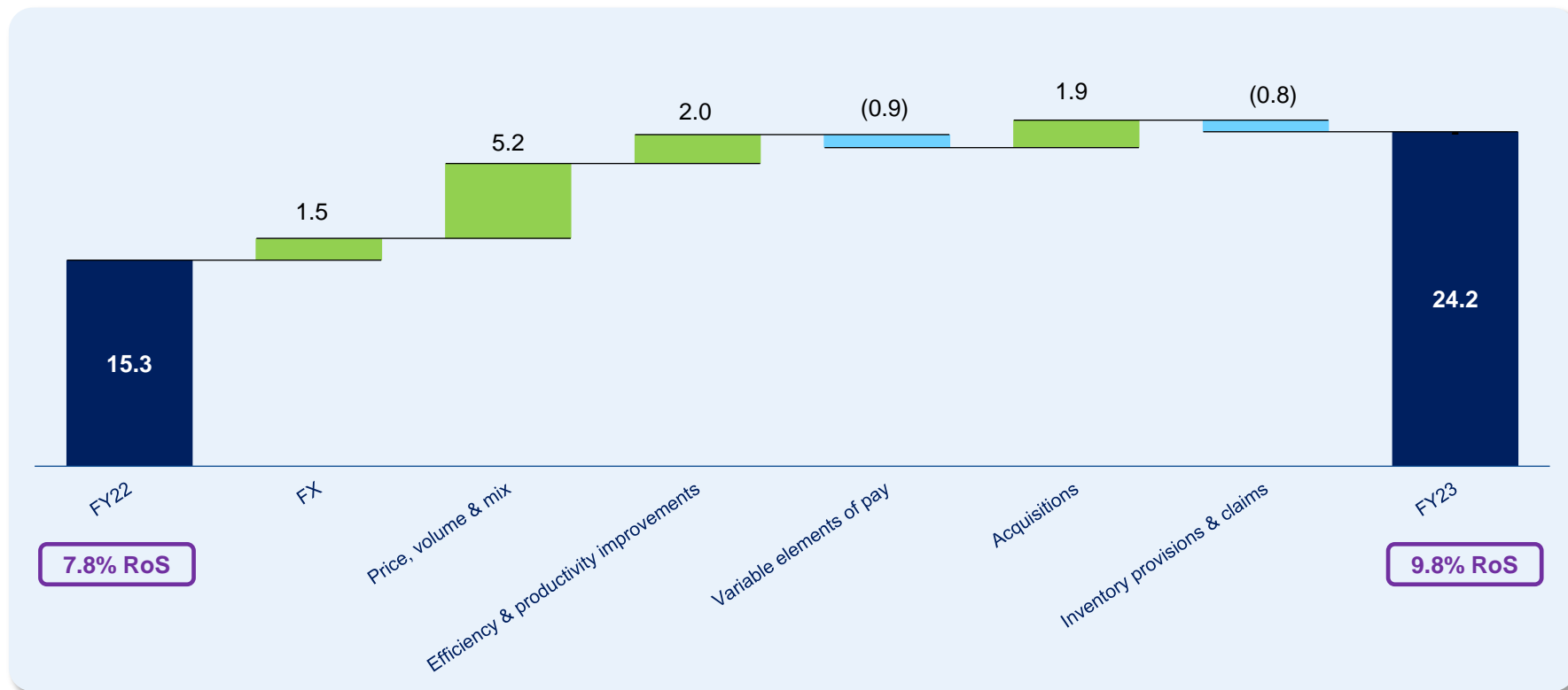
Central costs

	FY23 £m	FY22 £m
Intersegment revenue elimination	(4.1)	(4.4)
Central costs	(8.4)	(7.7)
Non-recurring items	(0.6)	(0.7)
Reported operating loss	(9.0)	(8.4)

- Central costs increase due to non-recurrence of rental income related to closed sites and cost inflation
- Non-recurring items includes £0.6m of acquisition costs in FY23 (£0.7m related to closed site in FY22)

Resilient margins despite inflationary cost pressures

Adjusted operating profit bridge, £m



- Cost inflation recovered through proactive price increases
- Strategic plan benefitting operating profit as a result of:
 - Measurable efficiency and productivity improvements
 - Successful acquisitions

Business improvements are delivering growth

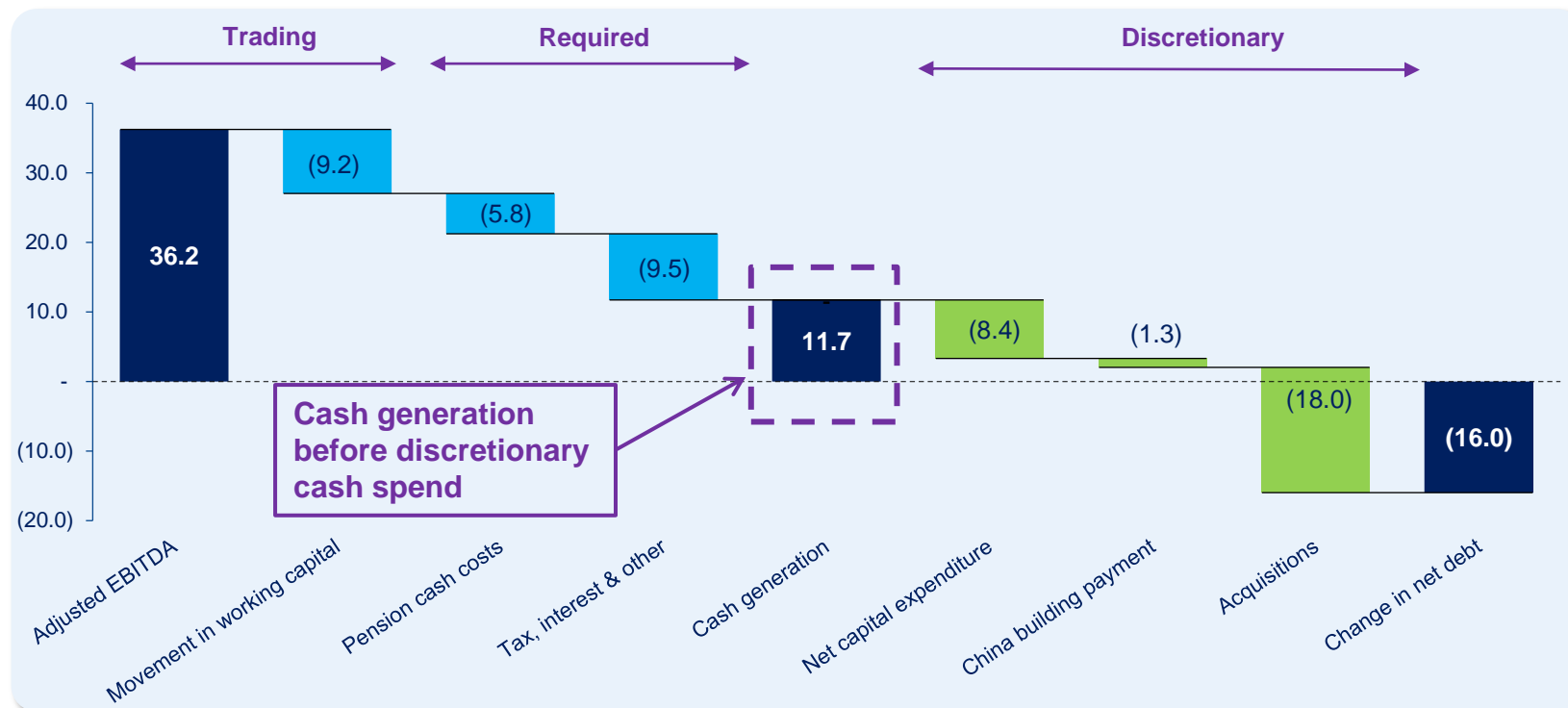
	FY23 £m	FY22 £m
Adjusted operating profit	24.2	15.3
Depreciation and amortisation	10.4	9.4
Loss on disposal of PPE	0.3	-
Share-based payments	1.3	1.1
Adjusted EBITDA	36.2	25.8
Movement in working capital	(10.5)	(0.2)
Net capital expenditure	(8.4)	(5.1)
Operating cash flow	17.3	20.5
Income taxes	(2.7)	(1.7)
Pensions cash costs ¹	(5.8)	(4.8)
Leasing	(2.9)	(4.2)
Financing costs paid	(3.3)	(1.8)
Consideration paid for acquisitions	(18.0)	(0.5)
Own shares purchased	-	(4.9)
Other movements	(0.6)	2.0
Cash (outflow) / inflow	(16.0)	4.6
Closing net debt	(29.8)	(13.8)

**Operating cash
conversion 71%
(FY22: 134%)**

¹ Pension cash costs exclude pension administration costs which are included within operating profit

- Net debt increased due to successful acquisition of YUK
- Working capital growth due to inflation and planned inventory increases
- Financing costs increased due to the higher level of net debt, with increasing interest rates
- Capital investment increasing
- UK Pension scheme contributions return in line with Pension Trustee agreement, including the repayment of previously deferred contributions
- Refinancing agreed, new facilities £85m plus £20m accordion, leverage covenant expanded to 3.0x EBITDA

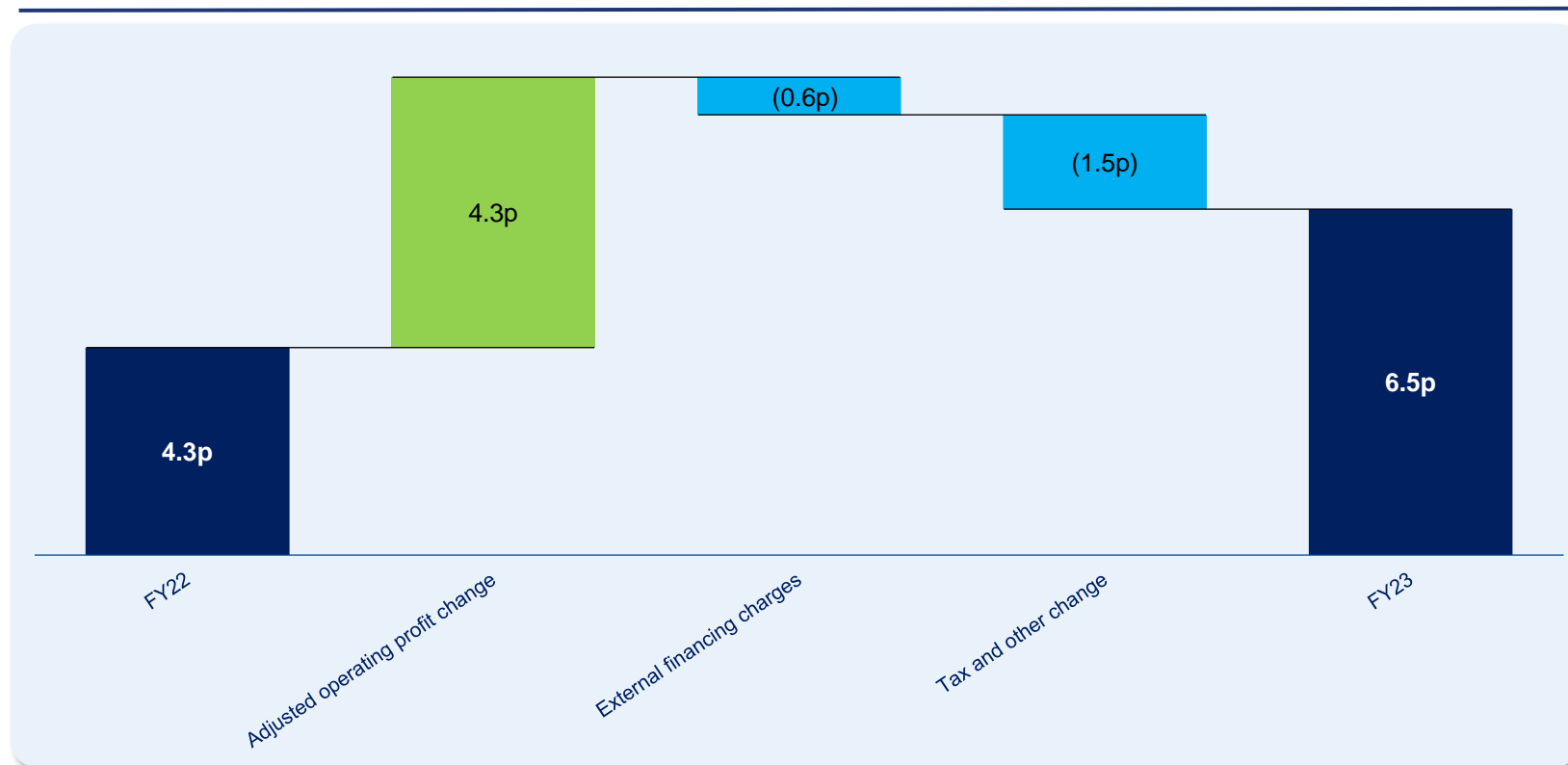
Cash flow bridge, £m



- Future discretionary cash commitments to end in FY25:
 - China building payments (FY23: £1.3m, FY24: £2.3m, FY25: £3.0m)
 - Deferred consideration for acquisitions (FY24: €2.0m, FY25: €2.0m)

➤ **Sustained and improving cash generation projected for future years** ◀

Adjusted EPS bridge, FY22 vs FY23



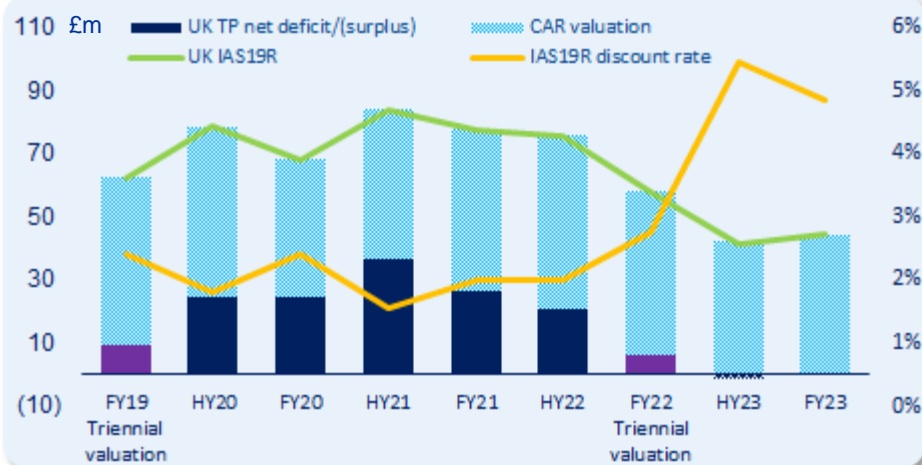
- Adjusted EPS growth of 51.2% to 6.5p
- Higher financing charges due to increasing interest rates and higher borrowings
- Effective tax rate increase due to greater profits in higher tax rate jurisdictions
- Non-recurring transfer pricing tax charge in FY23 due to post Brexit structural changes



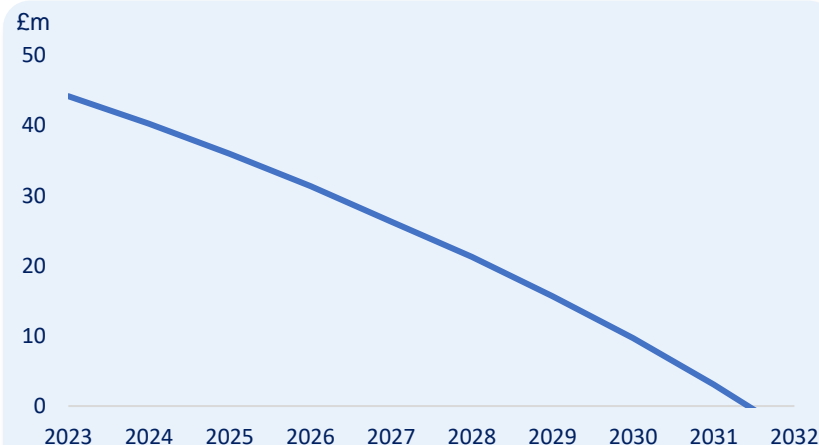
Record adjusted EPS



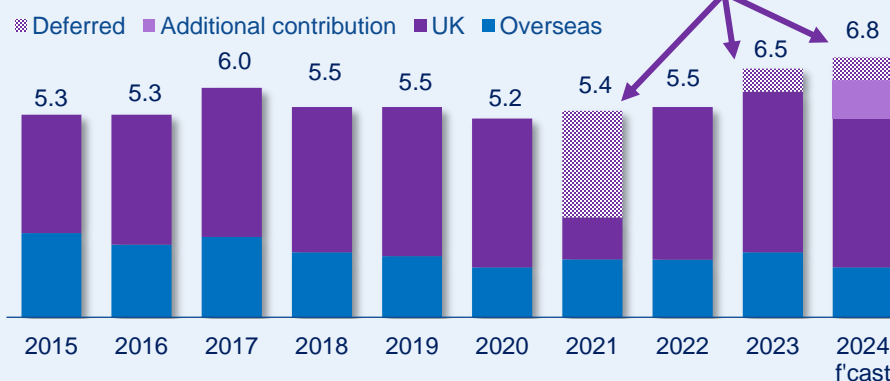
UK scheme deficit



UK scheme: future outlook

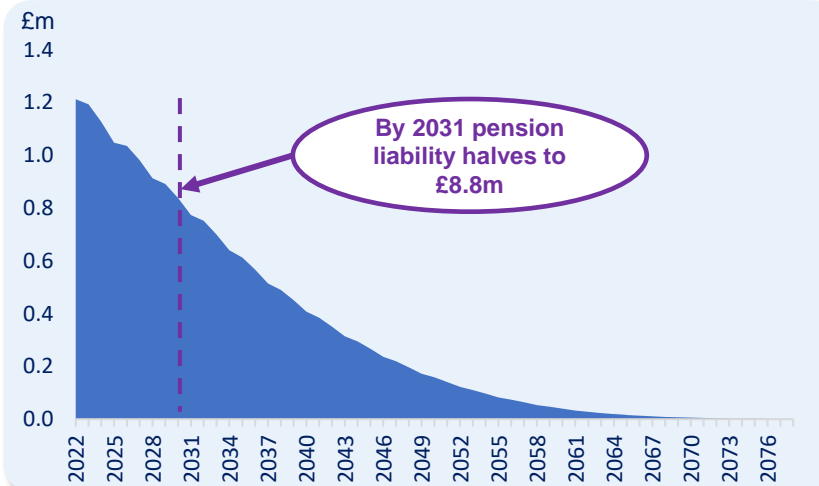


Pension cash costs, £m



Cash costs include pension administration costs which are included within operating profit (FY23: £0.7m), and NZ pension scheme closure costs (FY23: £0.2m)

German scheme: future cash commitment



Sustainable and predictable pension cashflows

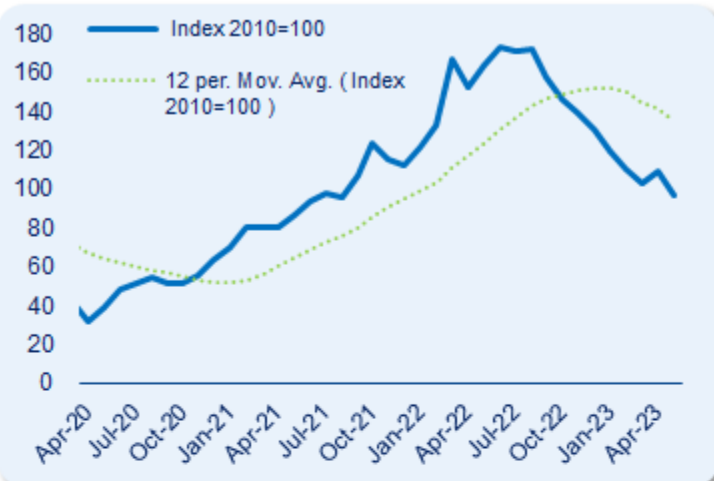
Business review

Robert Purcell

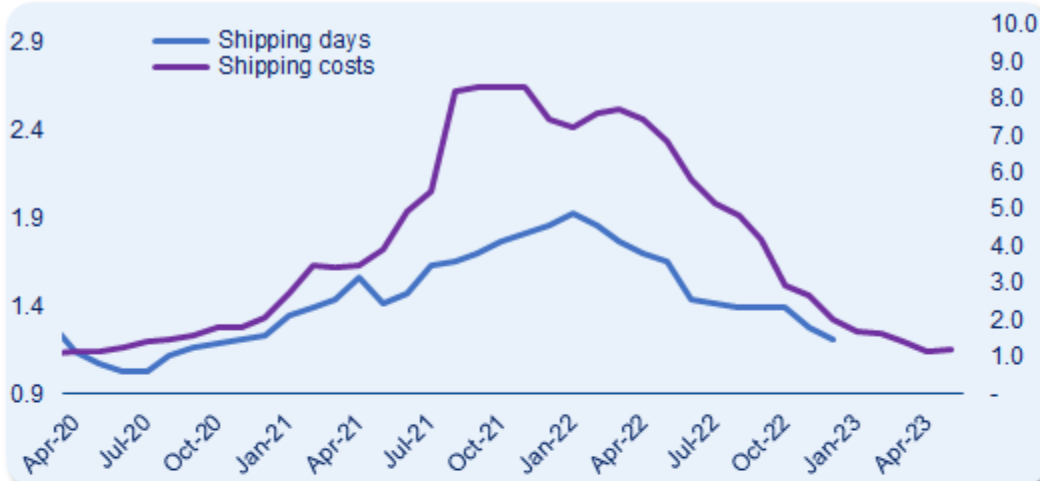
CEO



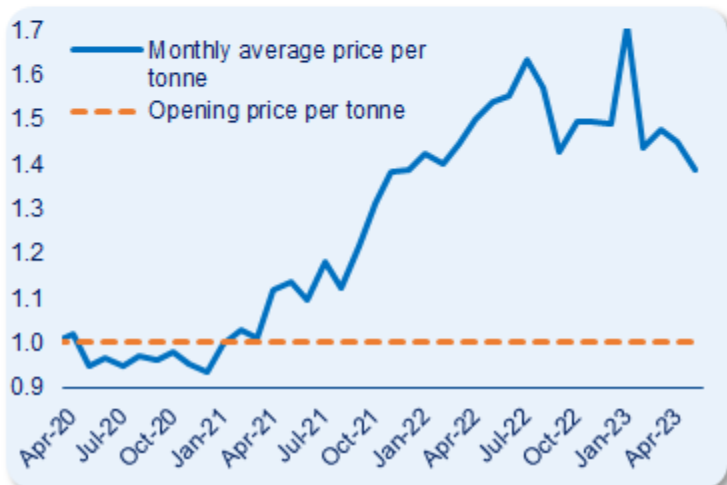
Global energy prices, indexed



Shipping time and costs, indexed



Group steel purchase price, indexed

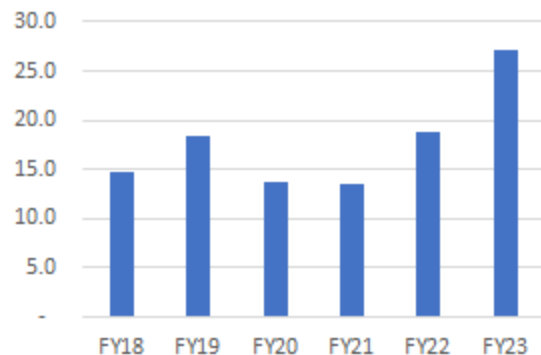


- Energy prices have peaked and are currently reducing
- Group steel prices are flat with some small decreases seen in China and Europe
- Asian shipping costs and times returning to pre-pandemic levels
- Q4 sales boosted by normalisation of shipment times
- European winter energy prices likely to be volatile

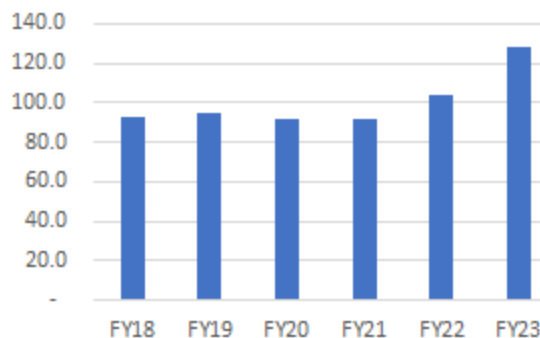
► **Successful management of high inflation and supply chain disruption** ◀

Chain

Adjusted Operating Profit



Sales per employee



11.2%
FY19

RoS%

13.4%
FY23

Adjusted operating
profit four-year
CAGR to FY23 of
c.10%

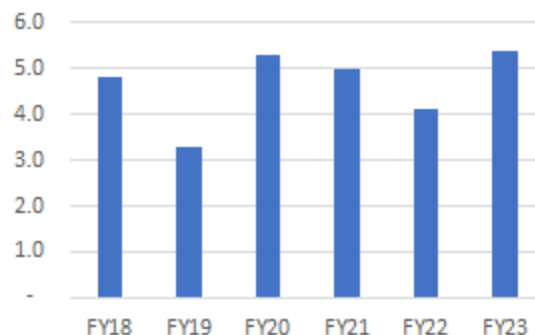
24.1%
FY19

ROACE
(%)

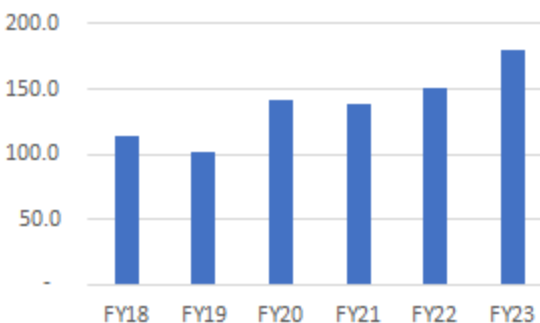
34.2%
FY23

Torque Transmission

Adjusted Operating Profit



Sales per employee



9.2%
FY19

RoS%

11.1%
FY23

Adjusted operating
profit four-year
CAGR to FY23 of
c.13%

19.8%
FY19

ROACE
(%)

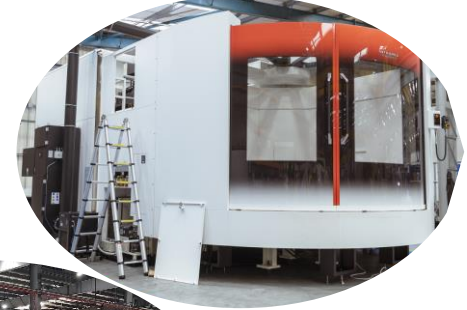
32.5%
FY23

RoS – Return on sales

ROACE – Return on average capital employed

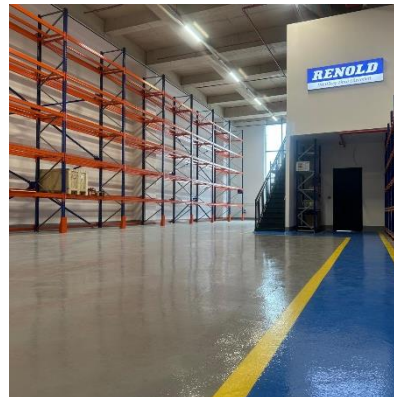
Significant potential remains

Strategic Investments in Equipment



Strategic Investments in Locations

Turkey



US – West Coast



Central India



Europe¹
book to bill 94%

Americas
book to bill 107%

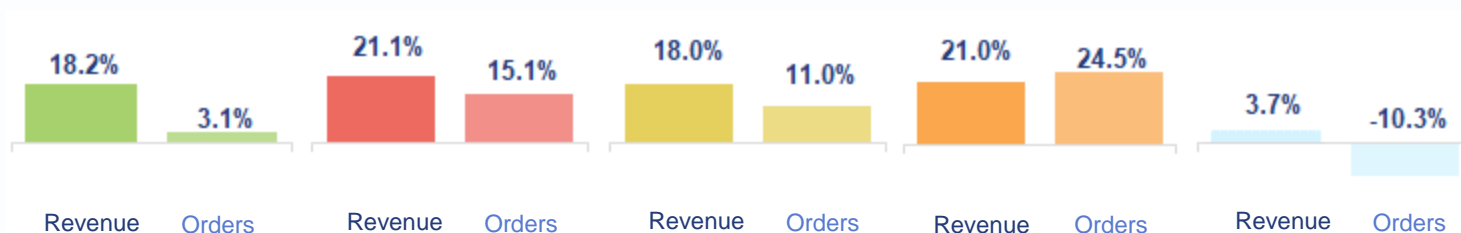
Australasia
book to bill 105%

China
book to bill 104%

India²
book to bill 78%

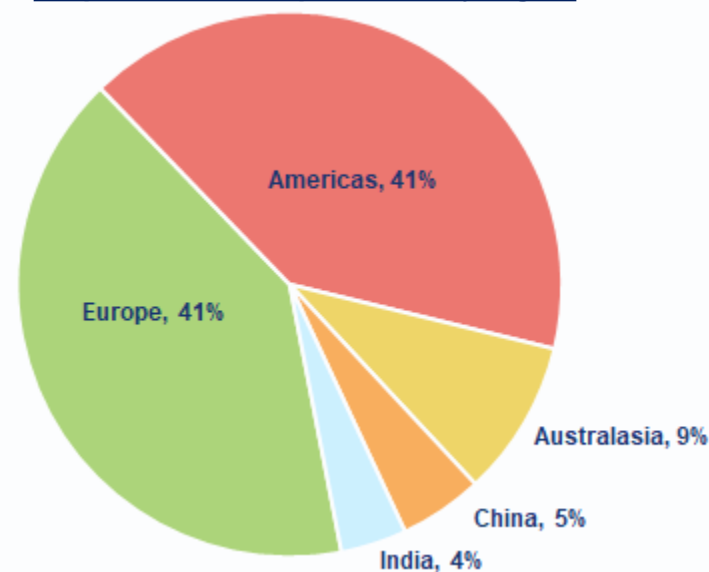
FY23 v FY22

Revenue: +18.8%
Orders¹: +9.2%



Record closing orderbook; £99.5m at FY23

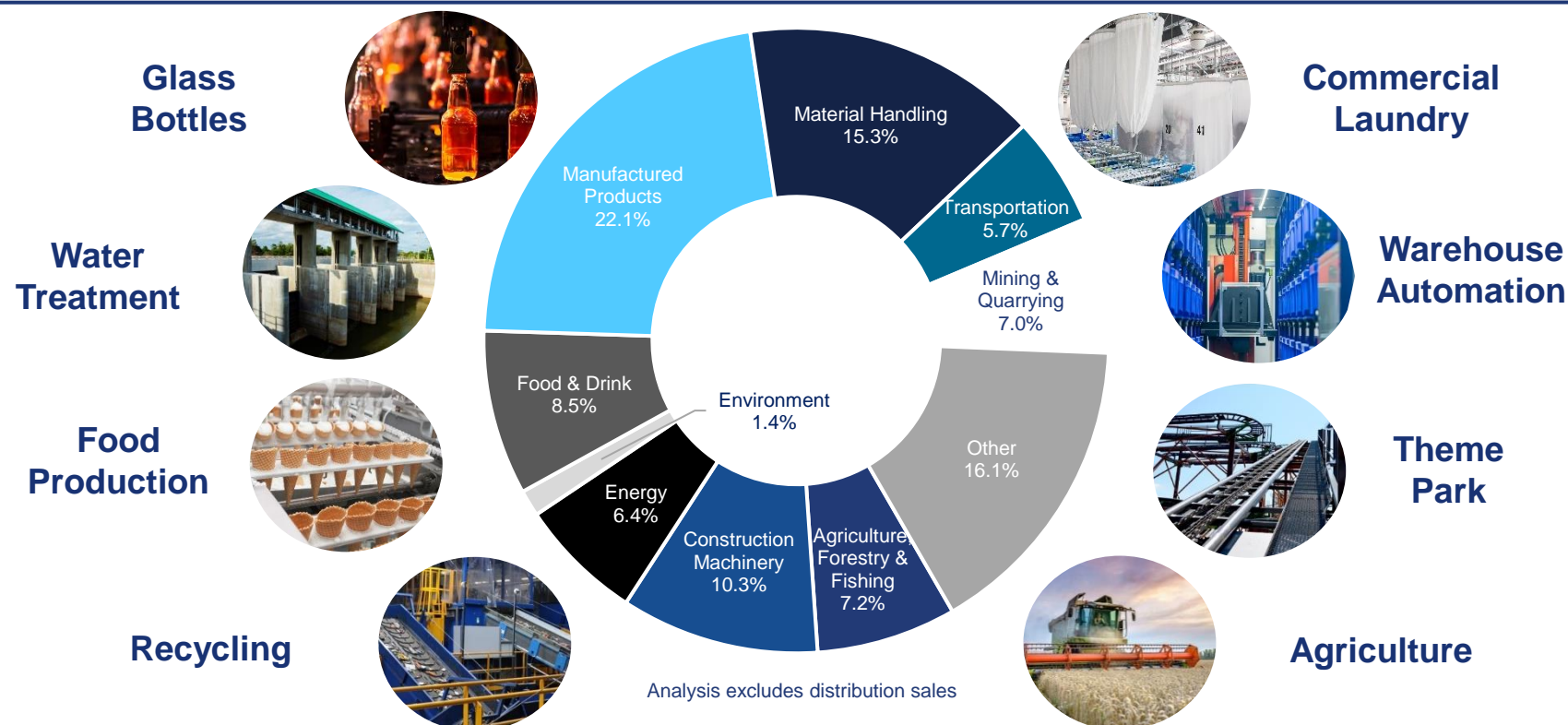
Proportion of Group revenue by region



¹ European orders have been normalised to exclude the £8.9m (FY22: £11.0m) long term military contract

² India site was closed during May 2021 due to the Covid-19 pandemic

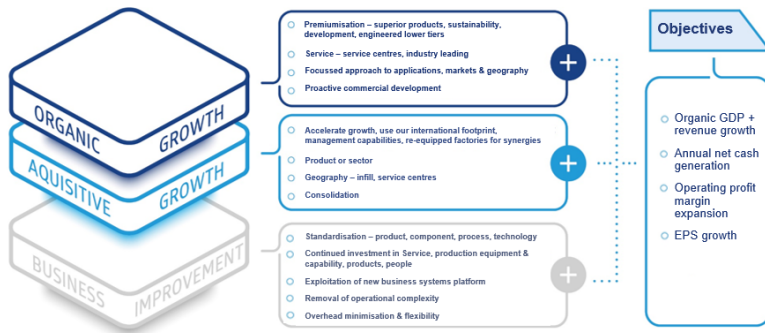
Revenue by sector, FY23 % of total sales



- Revenue increasing across all sectors, Q4 turnover breaks £70m barrier
- Closing order book another record high
- Highest sales growth in the European manufactured products, Australian and Americas mining / quarrying sectors
- Return of End User demand, particularly in Europe and Australia

➤ **Renold benefits from significant geographic, customer and sector diversity** ◀

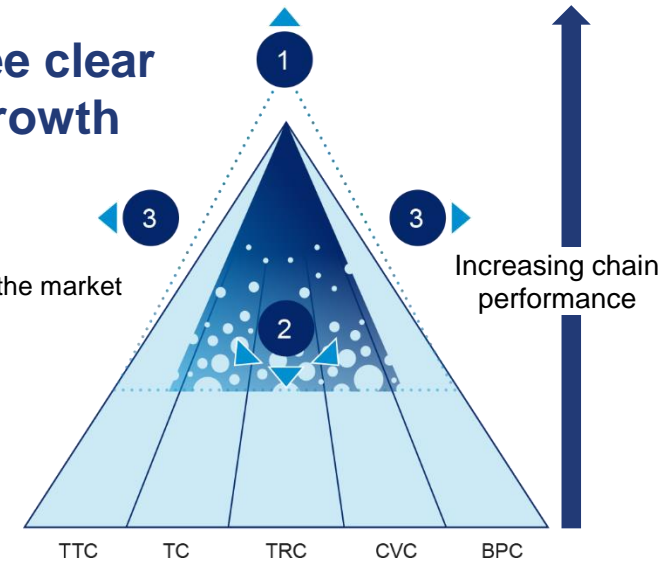
A leading premium supplier of high specification, sustainable, Industrial Chain and Torque Transmission products that facilitate others to achieve complex operational needs more reliably and with lower total cost of ownership. Our products whilst critical are a small part of the total cost.



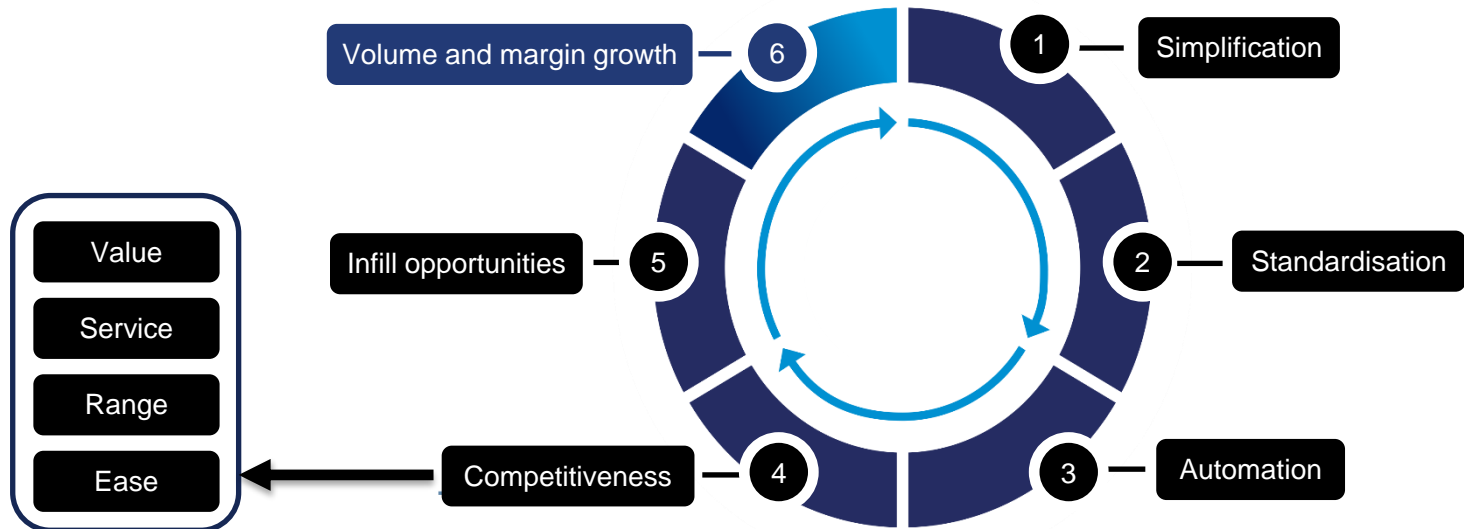
Renold, 2nd largest in the global Chain market, strong brand, less than 10% market share. International footprint with no dependency on any geography, customer, product or application. International supply chain and manufacturing footprint.

We have three clear routes to growth

1. Technically stretch the market
2. Market penetration
3. Range extension



Our improvement activities facilitate it



Industrias YUK S.A. – completed August 2022

The base business

- €18m top-line, continuing to trade well
- State-of-the-art warehouse
- Competitive CVC manufacturing
- Diversified product range
- Market-leading levels of service and responsiveness

What it does for Renold

- Trading is ahead of management expectations
- European CVC manufacturing platform
- >100 new customers and > £1m sales won quoting YUK products through Renold sales network
- Third party product routed to Renold factories
- Strengthened market position in Iberia
- Step change in customer service to existing Iberian customers

Positioned for growth

Acquisitions
accelerate our
business
improvement
virtuous cycle



Aventics Tooth
Chain



Adjacent product
range

2016

2017

2018

Brooks Conveyor
Chain



Top-line with
consolidation

2019

2020

Industrias YUK



Added product, service
range & supply synergies

2021

2022

Acquisitions a springboard for growth

- STEP2 strategy is progressing well
- Successful acquisition of YUK
- Significant order growth of 15.0%
- Record closing order book
- Strong profit growth
- Return on sales up 200bps to 9.8%; improving profitability despite significant cost inflation and global supply chain disruption
- Adjusted EPS up 51.2%
- Refinancing agreed, new facilities £85m plus £20m accordion, leverage covenant expanded to 3.0x EBITDA
- Effective management in an uncertain economic environment
- Well placed for future value added acquisitions

 **Strong momentum in trading and strategy execution** 



Q&A

Appendices



Renold plc is the second largest industrial chain company in the world, and from its global manufacturing footprint delivers to customers in over 100 countries worldwide

Renold Plc

Sales in over
100
countries

Employ over
1,850
staff worldwide

Revenue of
£247m
in 2023¹

Adjusted
operating profit of
£24.2m
in 2023¹

Market
capitalisation of
c. £60m

Chain

80% of Group Sales

- Global leader in the manufacture of industrial chains including:
 - Transmission chain
 - Conveyor chain
 - Tooth chain
- Reputation for quality recognised worldwide
- Supplied into diverse end customer markets

Torque Transmission (TT)

20% of Group Sales

- Supplier of specialist power transmission products including gearboxes, couplings and gear spindles
- Highly specialist products
- Niche applications
- Often supplied into major OEM customers in addition to specialist aftermarket service

¹ Financial year ended 31 March 2023

Renold is the oldest established transmission chain company in the world

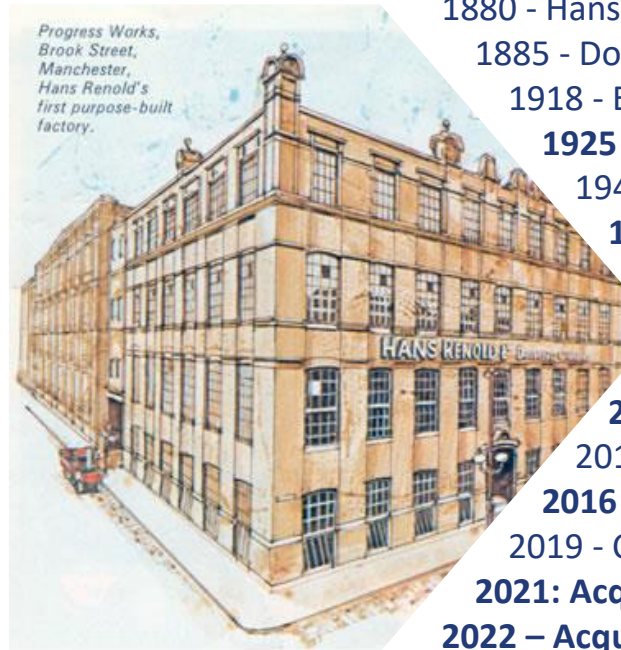
Renold is amongst the world's leading industrial brands

150 years of engineering know-how

Providing premium products and engineered solutions that customers trust

Second largest industrial chain manufacturer in the world with <10% market share

A history built by acquisition



Progress Works,
Brook Street,
Manchester,
Hans Renold's
first purpose-built
factory.

1873 - Hans Renold, emigrates to Manchester, England from Switzerland

1880 - Hans Renold invents bush roller chain and an industry was born

1885 - Donates cycle chain design to world (and later the sprocket profile)

1918 - Extra strong chains for use on motor cycles

1925 - Acquisition of Brampton, France

1947 - Greenfield operation set up in Australia

1963 - Acquisition of Arnold and Stolzenberg, Germany

1975 - Renold introduces GP Motor Cycle Chains

2000 - Acquisition of Jeffrey Chain, USA

2007 - Acquisition of Shanshui Chain Co. China

2008 - Acquisition of LGB Chain, India

2015 - STEP 2020 strategic plan announced

2016 - Acquisition of Aventics Tooth Chain, Germany

2019 - Chinese factory relocated to Jintan

2021: Acquisition of Brooks conveyor chain business

2022 – Acquisition of Industrias YUK S.A.

2022 – STEP2: Growth strategic plan announced

Renold has a truly global footprint, with major manufacturing in Europe, North America, Asia and Australia

Westfield

Products manufactured:

- Couplings and gear spindles
- Sales channel for UK manufactured gearboxes and couplings

Milnrow

Products manufactured:

- Specialist manufacturer of gearboxes
- Particular strength in worm-gear products

Cardiff

Products manufactured:

- Industrial couplings
- Hi-Tec couplings
- Couplings for difficult applications

Jintan

Products manufactured:

- High volume transmission chain
- Fork lift truck / Leaf chain
- Standard conveyor chain

India

Products manufactured:

- High volume roller
- Conveyor chain

Malaysia

Products manufactured:

- Specialist sector conveyor chains
- Cement and Palm Oil

Australia

Products manufactured:

- Conveyor chain

Morristown

Products manufactured:

- Conveyor chain
- Large pitch transmission chain

Einbeck

Products manufactured:

- High volume, small pitch transmission chain
- Fork lift truck / Leaf chain
- Specials

YUK

Products manufactured:

- Conveyor chain

Map key:

- Manufacturing and sales company
- Sales location

Chain / Torque Transmission

Warehouse Automation



Recycling



Automated Parking



Our applications are wide ranging, including both traditional and fast growing industries

- Products are used in many demanding, high-tech and cutting edge end applications
- Renold products are often a relatively low cost when compared to the customers final project costs, but they are critical to the performance of the entire system
- Renold is amongst the world's leading industrial brands, with 150 years of engineering know-how, providing premium products and engineered solutions that customers trust

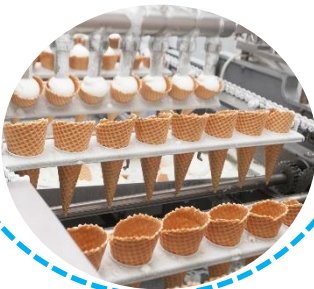
Entertainment



Agriculture



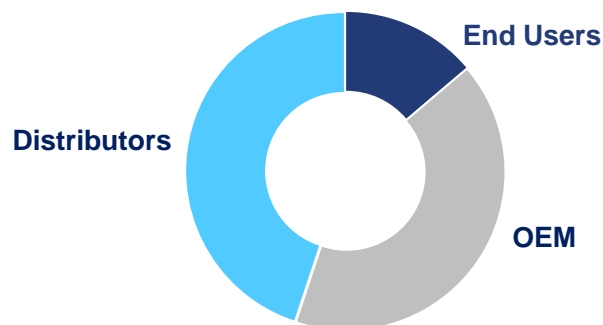
Food Production



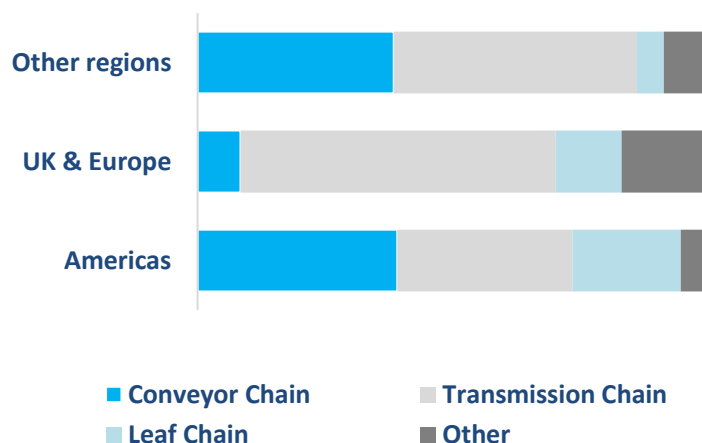
Aviation and Travel



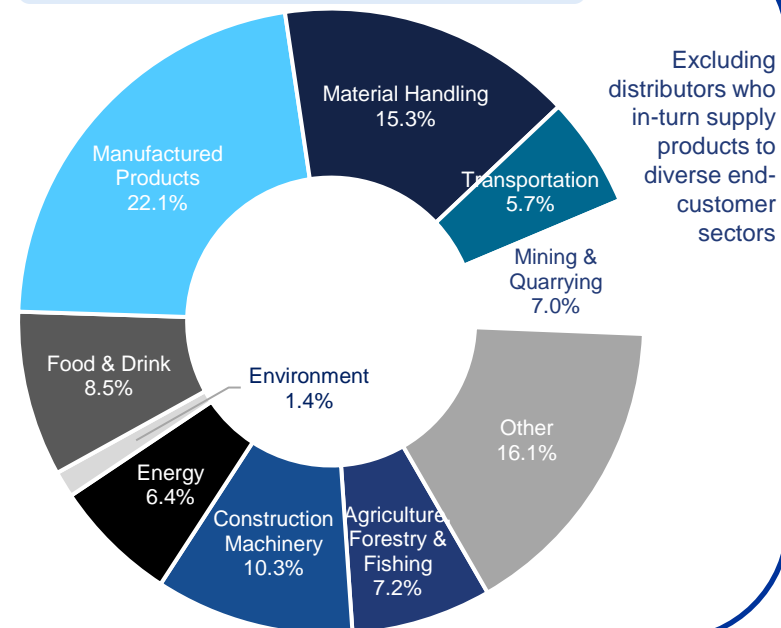
Revenue by customer type



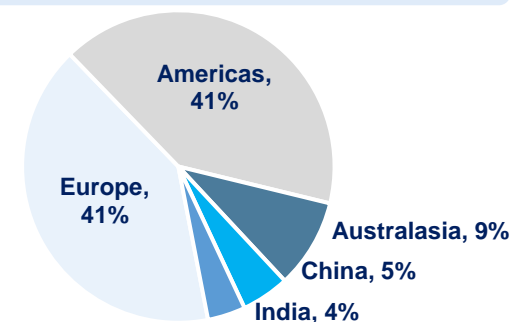
Proportion of sales by product type



Revenue by sector



Proportion of Group revenue by region



➤ Renold benefits from significant geographic, customer and sector diversity ◀



Valued and Recognised Brand and Engineering Expertise

With over 150 years of history, within its sectors, Renold is amongst the world's leading industrial brands providing premium products and engineered solutions that customers trust. Our products are specified by a significant number of OEM's and customers frequently ask for our products by name.



Broad Base of Customers and End-user Markets

Renold's products are used in an extremely broad base of final applications, market sectors, for both MRO and capital projects, resulting in a huge spread of customers and industries served. There is no customer or sector dependency. Our product range is second to none.



High Specification Products that Deliver Operational and Environmental Benefits

Our products are engineered and manufactured to class-leading specifications, delivering major benefits to customers:

- Longer life – reduced material and energy requirements, and improved efficiency
- Lower or no lubrication requirements – reduced contamination opportunity, lower cost to run
- Ability to operate in difficult or harsh environments
- Greater efficiency – reduced energy requirements



Global Market Position and Unique Geographical Manufacturing Capability

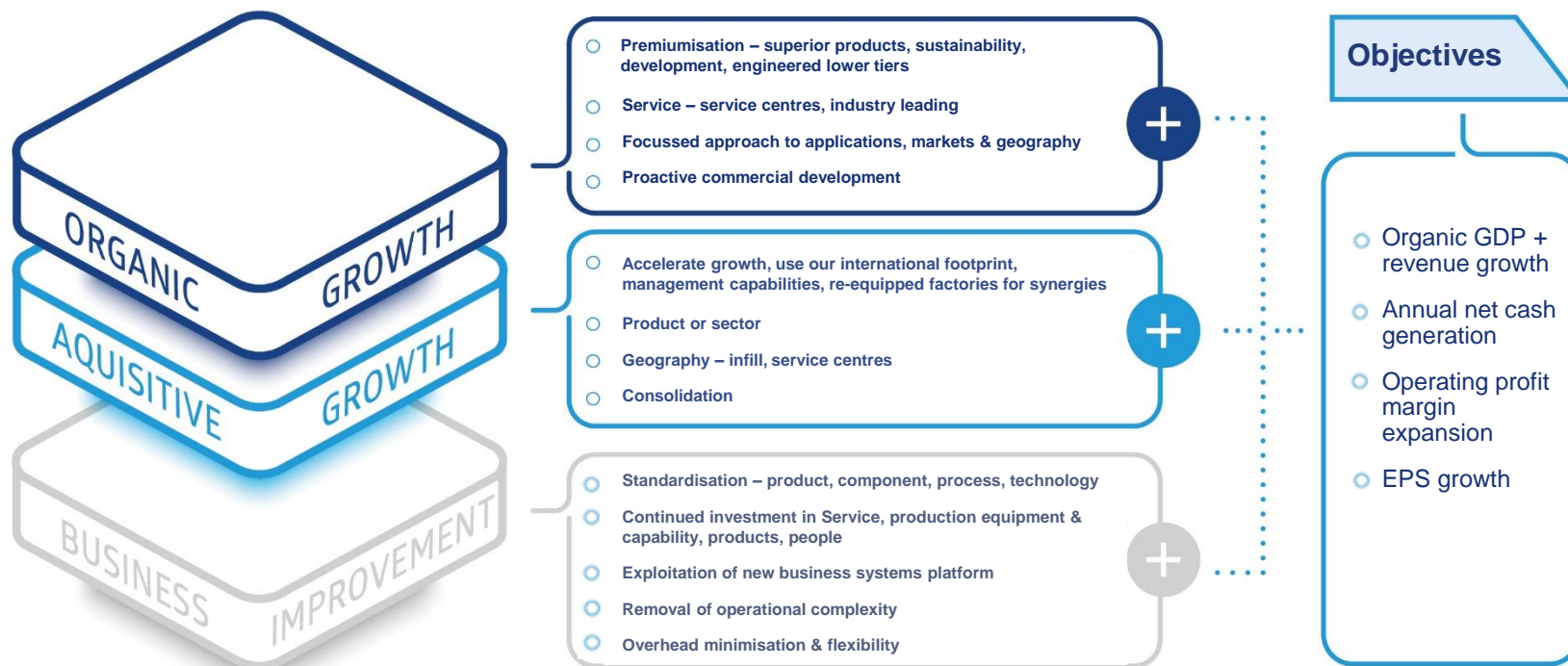
Renold is a global market-leading supplier of industrial chain and torque transmission products produced across the world utilising a unique manufacturing footprint. We are the second largest industrial chain company in the world with less than 10% market share in a highly fragmented market.



Relatively Low Cost but Critical Products

Renold products are often a relatively low cost when compared to the cost of the overall assembly or system of which they are part; but they are critical to the performance of the entire system. The consistent, reliable performance of our class leading products for over a century has demonstrated to customers the value proposition we offer both in MRO and OEM markets.

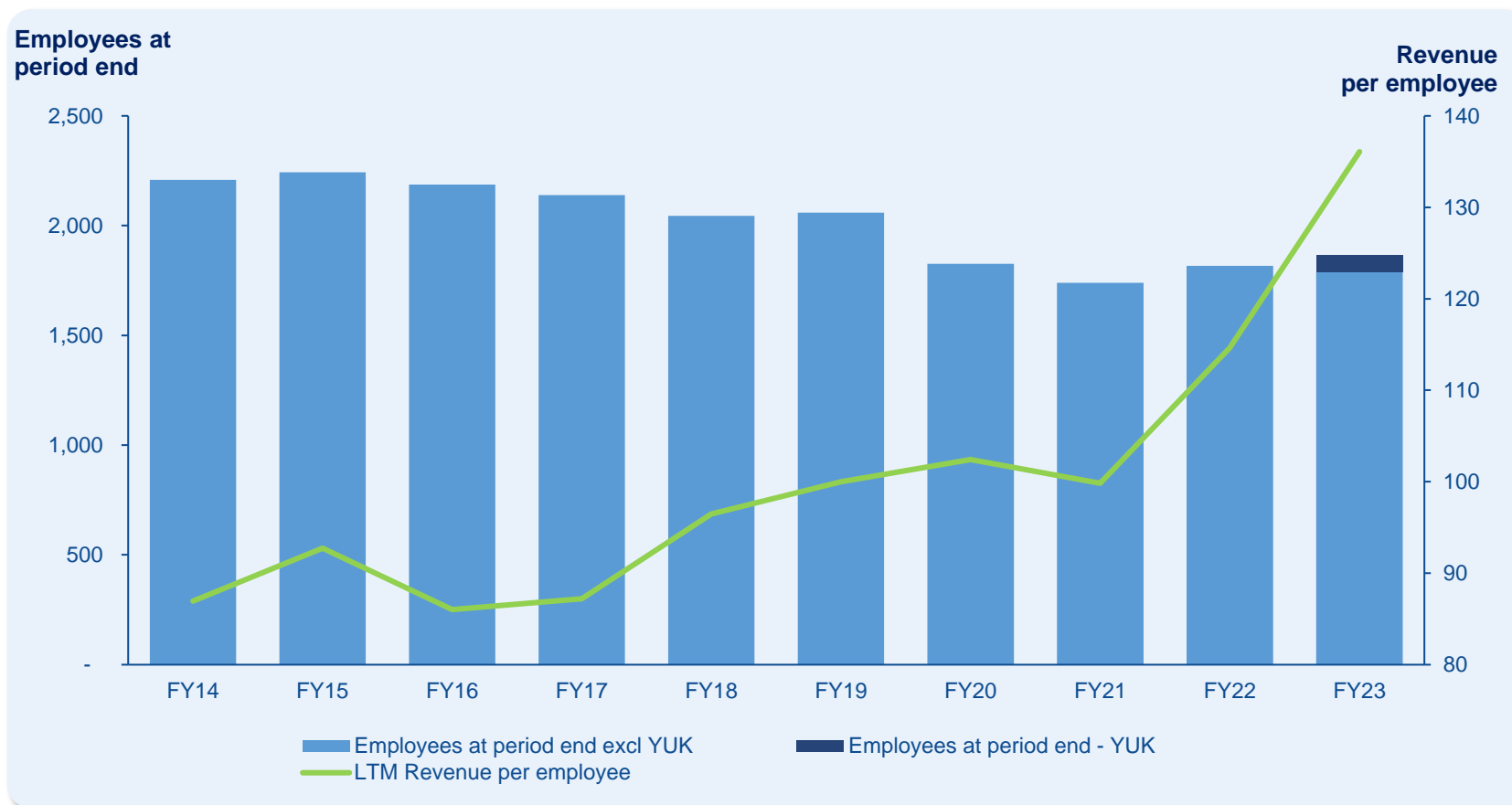
A leading premium supplier of high specification, sustainable, Industrial Chain and Torque Transmission products that facilitate others to achieve complex operational needs more reliably and with lower total cost of ownership. Our products whilst critical are a small part of the total cost.



Renold, 2nd largest in the global Chain market, strong brand, less than 10% market share. International footprint with no dependency on any geography, customer, product or application. International supply chain and manufacturing footprint.

Well placed to achieve growth

Revenue per employee, constant exchange rates



“We believe that the focus on sustainability, as well as being the right thing to do, will contribute to lasting economic success.”

A few “top down” group-driven projects delivering in critical areas

↓ Sustainability Progress ↑

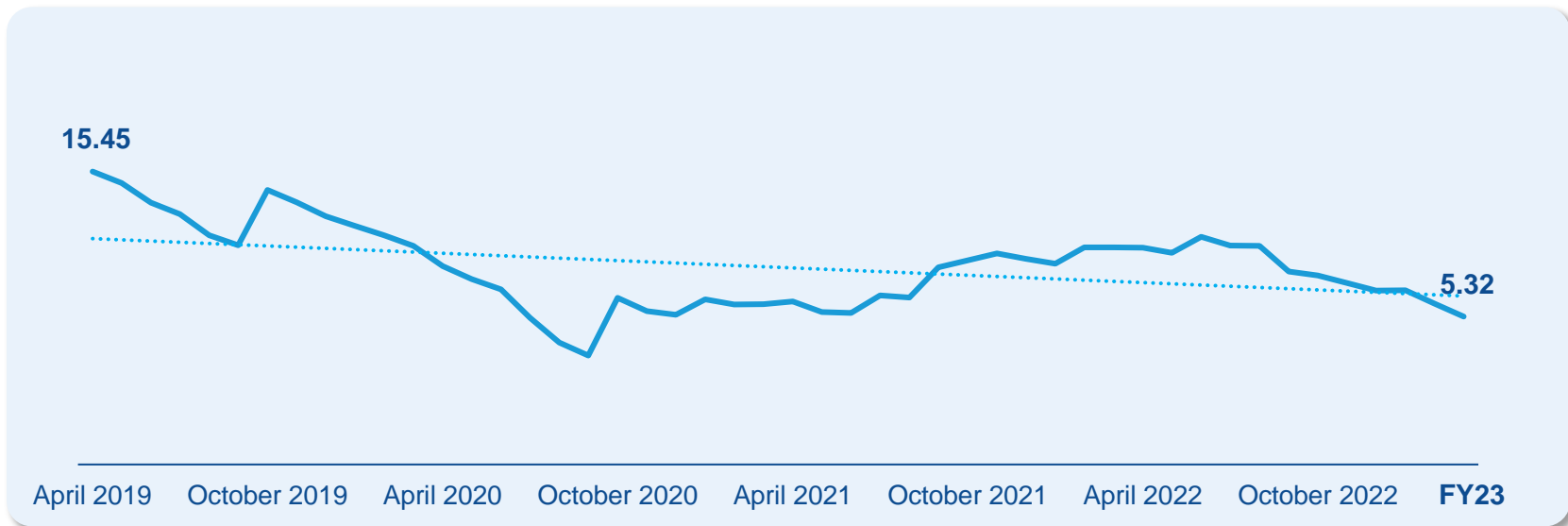
Local sustainability roadmaps identifying locally relevant projects and driving employee engagement

- Environmental sustainability
 - Reduced emissions intensity
 - Energy, packaging and chemical projects
- Customer sustainability
 - Lubrication and lower emission projects
 - Renold chain = Less power usage = Kinder to the environment
- Community sustainability
 - Vaccination clinics and Food Drive
 - Renold natural disaster fund
- Governance sustainability
 - Business integrity and ethics
 - Our values

Phased action plan: realistic, ongoing, proportionate, manageable, scalable, delivers real & lasting outcomes

➤ **Positively making a difference with real sustainable improvements** ◀

Lost time accident frequency rate



- We are committed to providing a safe workplace
- Accident reporting continues to be key agenda for all Board and Executive meetings
- All accidents are thoroughly investigated and lessons learnt are shared throughout the Group
- Continued drive to increase near miss reporting and the sharing of good practice
- Regaining the positive momentum we built in previous years

Health, safety and wellbeing is our number one priority

Liquidity

- Refinancing agreed, new facilities £85m plus £20m accordion, leverage covenant expanded to 3.0x EBITDA
- Good level of liquidity, with access to sufficient multi-currency debt facilities
- The Group continues to have clear headroom on all covenants

Covenants	At 31 March 2023
Net debt/EBITDA ¹ : Max 2.5x	0.9
Interest cover: Min 4.0x	13.7

¹Net debt/EBITDA calculated in accordance with the Group's banking agreement; this differs to the quoted leverage ratio following the adoption of IFRS 16

Currency

- Every US dollar cent worth c.£90k of adjusted operating profit
- Every Euro cent worth c.£130k of adjusted operating profit

Analysis by currency, 12 months ended 31 March 2023

Taxation

- Effective tax rate as used for adjusted EPS of 31.8% (FY22: 17.7%)
- Non-recurring transfer pricing tax charge in FY23 due to post Brexit structural changes



Clear covenant headroom



	FY23	FY22	Var
	£m	£m	£m
Revenue	247.1	195.2	51.9
Operating profit	22.9	16.2	6.7
Pension scheme financing charges	(2.1)	(1.8)	(0.3)
External financing charges	(2.3)	(1.1)	(1.2)
Interest on lease liabilities	(0.7)	(0.5)	(0.2)
Other financing costs	(0.5)	(0.4)	(0.1)
Profit before tax	17.3	12.4	4.9
Taxation	(5.5)	(2.2)	(3.3)
Profit after tax	11.8	10.2	1.6
Basic EPS	5.7p	4.7p	

	FY23 £m	FY22 £m	Var £m
Goodwill	28.2	22.7	5.5
Intangible assets	10.9	5.1	5.8
Fixed assets	56.8	49.3	7.5
Right-of-use assets	16.5	8.0	8.5
Deferred tax	4.0	12.5	(8.5)
Inventories	61.8	48.4	13.4
Receivables	43.5	35.7	7.8
Payables	(57.2)	(48.5)	(8.7)
Working capital	48.1	35.6	12.5
Net debt	(29.8)	(13.8)	(16.0)
Lease liabilities	(20.2)	(12.0)	(8.2)
Provisions	(5.0)	(4.0)	(1.0)
Retirement benefit deficit	(62.2)	(87.1)	24.9
Current tax liability	(6.0)	(4.1)	(1.9)
Other	(2.2)	(5.2)	3.0
Net assets/(liabilities)	39.1	7.0	32.1
Leverage ratio¹	0.8 times	0.5 times	

¹Leverage is calculated as net debt / adjusted EBITDA