# RENOLD

2003/04 Interim Announcement 10 November 2003

www.renold.com

# **Financial Summary**

| First Half | First Half                          |
|------------|-------------------------------------|
| 2003/04    | 2002/03                             |
| £m         | £m                                  |
|            |                                     |
| 94.9       | 91.3                                |
| 3.6        | 4.7                                 |
|            |                                     |
| 2.3        | 3.0                                 |
| 1.9        | (1.2)                               |
|            |                                     |
| 4.2        | 1.8                                 |
| 2.1 p      | 2.9 p                               |
| 1.5 p      | 1.5 p                               |
|            | £m  94.9  3.6  2.3  1.9  4.2  2.1 p |

### **Profit and Loss Account**

|  | First Half 2003/04 | First Half 2002/03 |
|--|--------------------|--------------------|
|  | £m                 | £m                 |
| Turnover                               | 94.9               | 91.3               |
| Operating profit (before exceptionals) | 3.6                | 4.7                |
| Goodwill amortisation                  | (0.7)              | (0.7)              |
| Redundancy and restructuring costs     | (0.2)              | (0.5)              |
| Gain on property held for sale         | 2.8                | <u>اسا</u> را      |
| Operating profit                       | 5.5                | 3.5                |
| Interest payable                       | (1.3)              | (1.7)              |
| Profit before tax                      | 4.2                | 1.8                |
| Tax                                    | (0.5)              | (0.6)              |
| Profit after tax                       | 3.7                | 1.2                |
| Operating profit margin                | 3.8%               | 5.1%               |
| Return on average operating assets     | 8.0%               | 9.8%               |

Interim Results – November 2003

## **Balance Sheet**

|  | 27 September | 28 September | 29 March |
|--|--------------|--------------|----------|
|  | 2003         | 2002         | 2003     |
|  | £m           | £m           | £m       |
| Goodwill                               | 21.1         | 23.4         | 22.6     |
| Tangible fixed assets                  | 48.1         | 52.2         | 50.0     |
| Stocks                                 | 47.3         | 44.9         | 46.1     |
| Debtors                                | 42.6         | 34.9         | 46.7     |
| Creditors                              | (41.0)       | (36.2)       | (48.6)   |
| Net borrowings                         | (19.8)       | (25.7)       | (20.9)   |
| Provisions for liabilities and charges | (14.3)       | (12.5)       | (13.8)   |
| Net assets                             | 84.0         | 81.0         | 82.1     |
| Share capital                          | 17.9         | 17.9         | 17.9     |
| Reserves                               | 66.1         | 63.1         | 64.2     |
| Shareholders' funds                    | 84.0         | 81.0         | 82.1     |
| Gearing                                | 24%          | 32%          | 25%      |

Interim Results – November 2003

## **Cash Flow**

|  | First Half<br>2003/04<br>£m | First Half<br>2002/03<br>£m |
|--|-----------------------------|-----------------------------|
| Cash flow from operating activities              | 2.3                         | 7.7                         |
| Capital expenditure                              | (2.9)                       | (2.5)                       |
|  | (0.6)                       | 5.2                         |
| Servicing of finance                             | (1.4)                       | (1.3)                       |
| Taxation   | (8.0)                       | (1.1)                       |
| Proceeds from disposal of property held for sale | 5.1                         | -                           |
| Equity dividends paid                            | (2.1)                       | (2.1)                       |
| Cash flow in the period                          | 0.2                         | 0.7                         |
| Net debt (opening)                               | (20.9)                      | (29.1)                      |
| Movement in net debt in the period               | 0.2                         | 0.7                         |
| Exchange translation difference                  | 0.9                         | 2.7                         |
| Net debt (closing)                               | (19.8)                      | (25.7)                      |

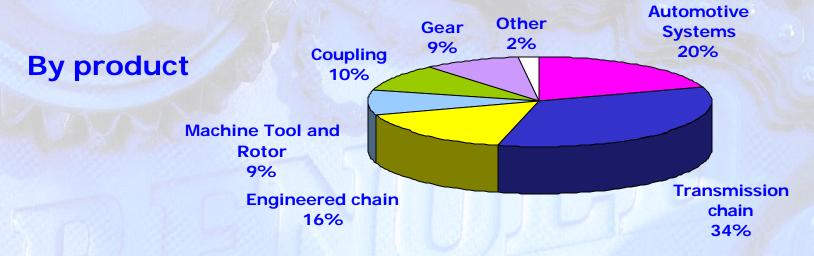
# **Segmental Analysis**

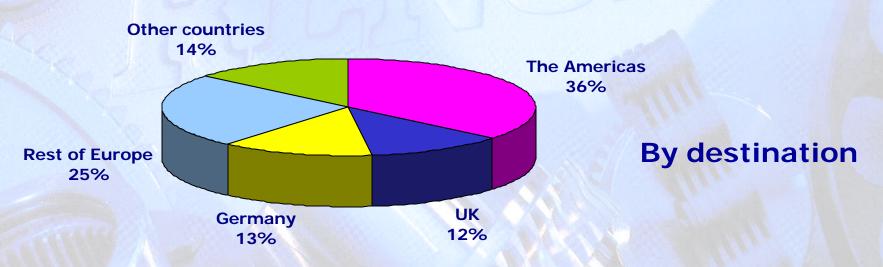
|                             |                            | First Half | First Half |
|-----------------------------|----------------------------|------------|------------|
|                             |                            | 2003/04    | 2002/03    |
|                             |                            | £m         | £m         |
| Turnover                    | Power transmission         | 86.1       | 82.3       |
|                             | Machine tool and rotor     | 9.9        | 9.9        |
|                             |                            | 96.0       | 92.2       |
|                             | Less: Inter activity sales | (1.1)      | (0.9)      |
|                             |                            | 94.9       | 91.3       |
| Operating profit            | Power transmission         | 3.6        | 5.7        |
| (before exceptional items)  | Machine tool and rotor     | -          | (1.0)      |
|                             |                            |            |            |
|                             |                            | 3.6        | 4.7        |
|                             |                            | 4.00/      | 0.00/      |
| Operating profit margin     | Power transmission         | 4.2%       | 6.9%       |
|                             | Machine tool and rotor     |            | (10.1)%    |
| Return on average operating | Power transmission         | 9.3%       | 14.4%      |
| assets                      | Machine tool and rotor     |            | (12.2)%    |

## **Business Review**

Interim Results – November 2003

# **Business Review Turnover Analysis**

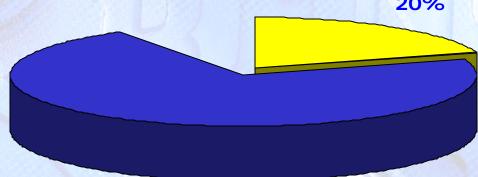




#### **Power Transmission**

# Industrial chain and power transmission products

**Automotive Systems** 20%



Industrial chain and power transmission 71%

Power Transmission 91% of Group sales

#### Industrial Chain and Power Transmission Products

- UK chain business performed well with sales and profit growth in a weak domestic market
- Strong sales into the Far East for palm oil chain
- Fork lift truck chain sales into US from Germany higher







- German domestic market continues to be slow but profit levels maintained
- France and other European businesses' sales lower



# **Industrial Chain and Power Transmission Products**

- Jeffrey Chain, USA, had a weak first quarter but some improvement in quarter two
- North American power transmission businesses maintained profits



- UK power transmission businesses improved results
- Australasia lower in sales and profits but recent order intake improved

# Industrial Chain and Power Transmission Products

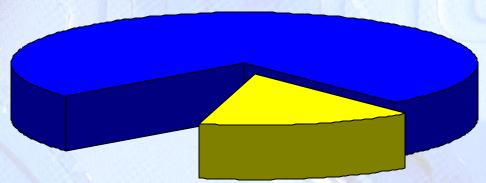
- European markets continue to be challenging but some evidence of improvement in North America
- Continued focus on building market position for core products – new generation of flagship Synergy brand launched





# Power Transmission Automotive Systems

Industrial chain and power transmission 71%



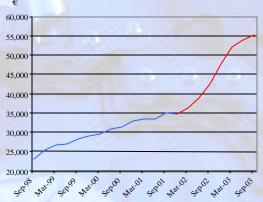
Automotive Systems 20%

Power Transmission 91% of Group sales



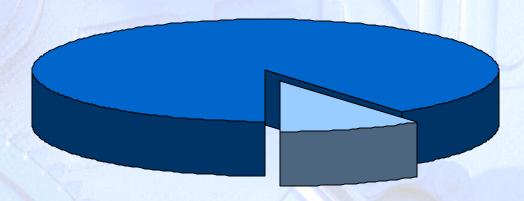
#### **Automotive Systems**

Order volumes remain strong



- Progress made towards restoring factory efficiency levels; costly express freight reduced
- Investment in new equipment continuing, German facility will start production in the second half of the year
- Renold's technology is recognised as world class and important new projects secured to further widen customer base

# **Machine Tool and Rotor**



Machine Tool and Rotor 9%

#### **Machine Tool and Rotor**

 Sales similar to previous year as machine tool sector remains weak



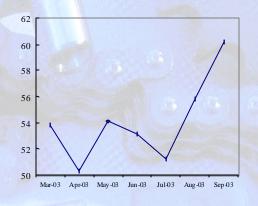
- Profitability much improved breakeven compared with £1.0m loss in 2002/03
- New orders for Edgetek superabrasive grinding machines secured
- Tight management of costs and cash continues

# **Summary and Outlook**

Interim Results – November 2003

#### **Summary and Outlook**

Improved forward order book



- Major industrial markets remain challenging, early indications of improvement in North America
- Automotive Systems making progress to improved production efficiency levels
- Significant improvement in Machine Tool and Rotor profitability
- Group is well placed to benefit from any upturn in business activity



