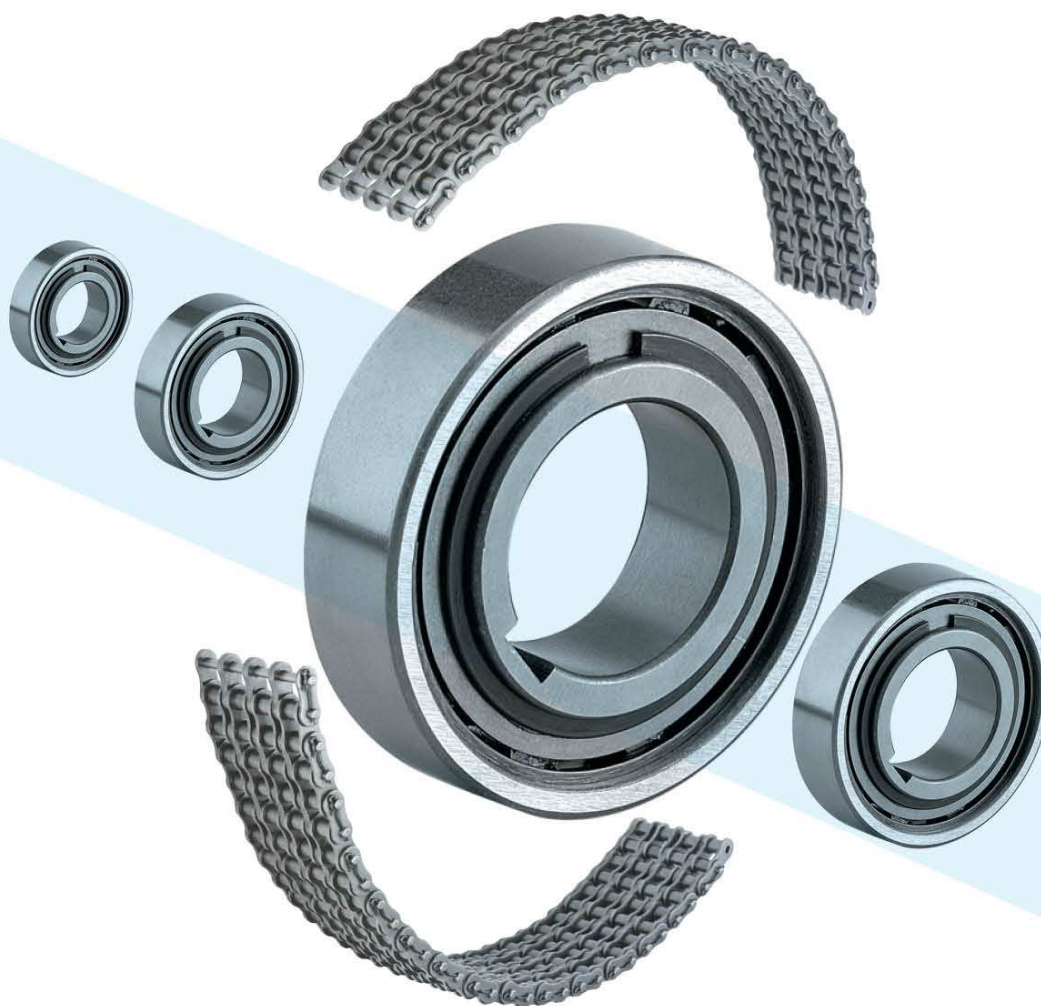


***RENOLD***



# ***Re-engineering our future***

Preliminary Results

Year ended 31 March 2013

[www.renold.com](http://www.renold.com)

# Chairman's Summary

**Mark Harper**

- New Chairman and Chief Executive in place
- Fundamental review of the Group business model underway resulting in the impairment of £9.4m of assets in the Chain division
- Group core debt facilities of £41m refinanced on improved terms for a four year period
- Net debt reduced on the prior year despite reduction in operating profit arising from 7% fall in underlying revenue
- Agreed merger of UK pension schemes and liquidation of South Africa pension surplus will boost cash generation in new financial year

***Re-engineering the Group's future requires a fundamental re-evaluation and improvement of our basic processes and systems. The Group will then be able to leverage its clear brand strength to achieve sustainable performance gains.***

\*Throughout this document the use of 'Underlying' means after eliminating the impact of movements in foreign exchange rates and 'Adjusted' excludes exceptional items. Average working capital is a Key Performance Indicator in use in the business and is calculated as the average of each month's working capital value as a ratio of rolling 12 monthly sales.

# Financial Performance

**Brian Tenner, CFO**

## Group Income Statement

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Self help measures in H2 offset the impact of further sales decline

	12/13 £'m	11/12 £'m	Var £'m
Revenue as reported	190.3	209.5	
Impact of FX	-	(4.0)	
<b>Underlying Revenue</b>	<b>190.3</b>	<b>205.5</b>	<b>(15.2)</b>
Operating profit as reported	7.2	14.1	
Impact of FX	-	(0.4)	
<b>Underlying Operating Profit</b>	<b>7.2</b>	<b>13.7</b>	<b>(6.5)</b>
<b>Underlying Return on Sales %</b>	<b>3.8%</b>	<b>6.7%</b>	
Exceptional items / JV	(11.9)	(2.2)	
External interest	(2.7)	(2.5)	
IAS19 financing costs	(0.3)	(1.8)	
<b>(Loss) / Profit before tax</b>	<b>(7.7)</b>	<b>7.2</b>	<b>(14.9)</b>
<b>Adjusted earnings per share (pence)</b>	<b>1.4</b>	<b>4.2</b>	<b>(2.8)</b>

- Underlying revenue fell by 7% in the year: Chain down 8% and Torque Transmission down 7%
- The 7% fall in revenue impacted operating profit at a rate of 43%
- Exceptional items driven by new CEO's review of the Chain business model and flat outlook for sales

## Exceptional items

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Chain business model review identified excess production capacity

	12/13 £'m	11/12 £'m
Tangible fixed assets impairment	(3.7)	-
Stock and tooling impairment	(2.8)	-
Goodwill in Renold Hangzhou	(1.5)	-
ERP system – includes onerous licence costs	(1.4)	-
<b>Chain business model review</b>	<b>(9.4)</b>	<b>-</b>
Other restructuring charges	(2.6)	(1.7)
Abortive acquisition costs	-	(0.4)
Impairment of Joint Venture	(0.1)	-
Exceptional interest charges	(0.2)	-
Impairment of investment property	(0.5)	-
Insurance receivable	1.0	-
<b>Other exceptional charges</b>	<b>(2.4)</b>	<b>(2.1)</b>
<b>Total exceptional charges</b>	<b>(11.8)</b>	<b>(2.1)</b>

- Chain business model review identified surplus production assets, tooling and various stock lines
- Focus on margins and not growth reduces utilisation of Hangzhou (goodwill and ERP system impaired)
- Other restructuring charges primarily relate to head count reductions in the second half of the year
- Majority of the exceptional items (£10.2m) do not involve cash
- Total exceptional cash expenditure over the next two years estimated at c.50% of the gross charges above

Chain sales fell on economic weakness partly offset by cost reductions

	12/13 £'m	11/12 £'m	Var £'m
Revenue as reported	141.9	157.5	
Impact of FX	-	(3.8)	
<b>Underlying Revenue</b>	<b>141.9</b>	<b>153.7</b>	<b>(11.8)</b>
Operating profit as reported	6.9	9.3	
Impact of FX	-	(0.3)	
<b>Underlying Operating Profit</b>	<b>6.9</b>	<b>9.0</b>	<b>(2.1)</b>
<b>Underlying Return on Sales %</b>	<b>4.9%</b>	<b>5.9%</b>	

- Underlying Chain sales fell by 8% reflecting general economic weakness in most regions:
  - Europe: 11% decrease with quarterly declines moderating since Q2 (Q4 was down 4%)
  - Americas: 2% down with a particularly weak Q3
  - Australasia: 6% decrease with a very weak Q4
  - China and India improving Q4 compared to weak second and third quarters
- Impact of sales reductions on operating profit partly offset by overhead reductions in H2 of £2.0m
- Overall picture in Chain is of recently improving order trends and reducing rates of sales decline in Q4

## Segmental Analysis – TT

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Torque Transmission impacted by softness in commodity markets and slow down in capital spend programmes

	12/13 £'m	11/12 £'m	Var £'m
Revenue as reported	48.4	52.0	
Impact of FX	-	(0.2)	
<b>Underlying Revenue</b>	<b>48.4</b>	<b>51.8</b>	<b>(3.4)</b>
Operating profit as reported	5.3	8.3	
Impact of FX	-	(0.1)	
<b>Underlying Operating Profit</b>	<b>5.3</b>	<b>8.2</b>	<b>(2.9)</b>
<b>Underlying Return on Sales %</b>	<b>11.0%</b>	<b>15.8%</b>	

- Underlying sales fell by 7% during the year with the H2 fall of 10% much weaker than the 3% in H1
- Order intake also weaker in H2 than H1 though Q4 began to show signs of moderating order declines
- Longer lead times in Torque Transmission do mean that a consistent six months of improving order intake is needed before a sales recovery is likely
- Gearing up for growth at the end of the previous year coupled with softness in demand for higher value products led to a disproportionate impact on operating margins
- Cost reduction initiatives implemented in H2 cut overhead by £0.5m compared to H1



## Group Cash Flow Statement

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Net debt reduced despite lower operating profit

	12/13 £'m	11/12 £'m
EBITDA	11.8	18.7
Movement in working capital	4.2	(4.3)
Pensions	(5.8)	(6.5)
Restructuring spend	(1.3)	(2.0)
Taxes and other	(0.7)	(0.5)
<b>Net cash from operating activities</b>	<b>8.2</b>	<b>5.4</b>
Investing activities	(4.9)	(5.9)
Financing activities	(2.9)	(2.8)
Other movements	0.3	-
Impact of foreign exchange	(0.6)	0.4
<b>Increase / (decrease) in cash</b>	<b>0.1</b>	<b>(2.9)</b>
<b>Closing net debt</b>	<b>(22.8)</b>	<b>(22.9)</b>

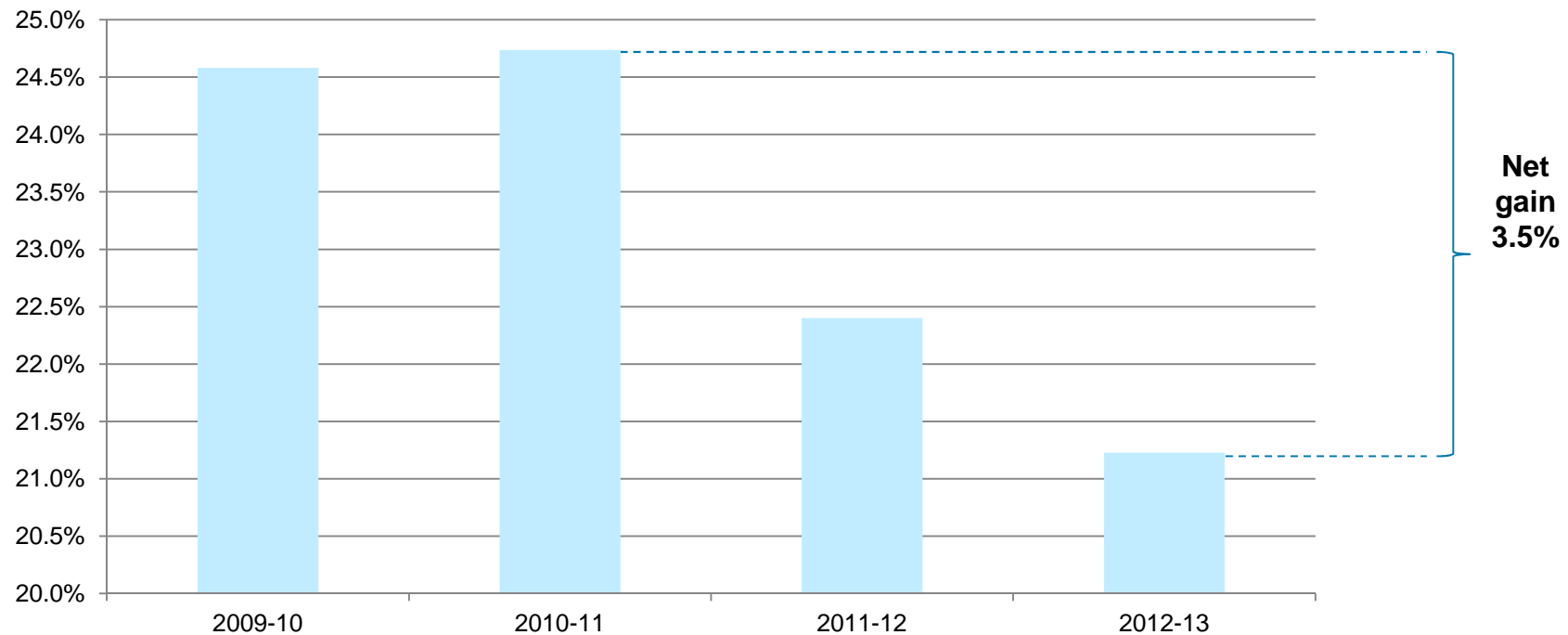


	12/13 £'m	11/12 £'m
Inventory	2.8	(2.0)
Debtors	1.3	(1.2)
Payables	0.1	(1.1)
<b>Movement in working cap</b>	<b>4.2</b>	<b>(4.3)</b>

- Improvement in working capital excludes inventory impairment from Chain business model review
- Close working capital management generated £4.2m of cash
- Capital investment controlled to optimise cash

### Continuous improvement in working capital management

Average working capital ratio to rolling annual sales



- Average working capital ratio has improved from 24.7% in 2011 to 21.2% in the current year
- Stock was reduced by an underlying £2.8m in the year (excluding the £2.8m impairment)
- Trade debtors unwound by £1.3m helped by lower sales – opportunities remain for further gains
- Internal target remains to deliver average annual working capital to sales ratio of 20%

## Group Balance Sheet

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### Excess trading assets and some intangibles written down

	31 March 2013 £'m	31 March 2012 £'m
Goodwill	21.8	22.3
Fixed assets	49.3	53.0
Deferred tax	25.3	17.3
Inventories	40.9	45.5
Receivables	32.8	33.4
Payables	(39.8)	(38.6)
<b>Net working capital</b>	<b>33.9</b>	<b>40.3</b>
<b>Net Borrowings</b>	<b>(22.8)</b>	<b>(22.9)</b>
Provisions	(1.9)	(1.5)
Retirement benefit obligations	(77.8)	(57.3)
Other assets	0.8	2.0
<b>Net assets</b>	<b>28.6</b>	<b>53.2</b>
<b>Gearing (D/(D+E))</b>	<b>44%</b>	<b>30%</b>

Deferred tax assets a source of enduring value in reducing cash tax payments. Growth reflects increase in pension deficit and impact of IFRIC 14 (£4.5m)

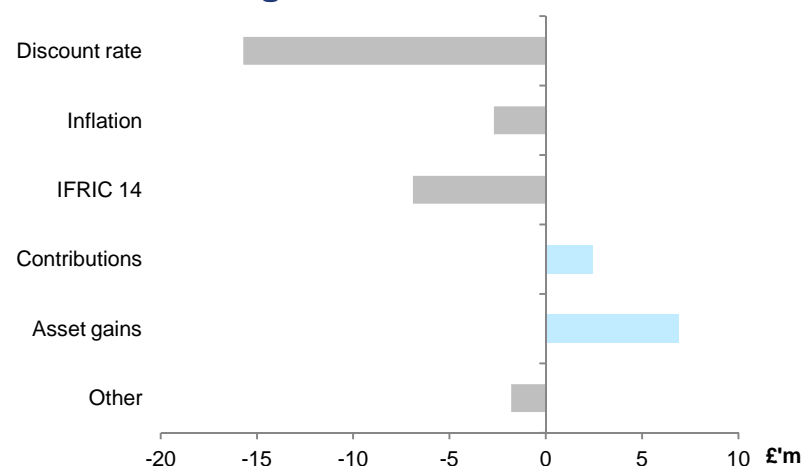
Small reduction in net debt despite lower profitability

Changes in UK discount rates and inflation main causes of deficit increase. Includes £6.9m in respect of notional tax charge on a potential return of funding surplus in 25 years (IFRIC 14)

- Leverage ended the year at 1.9 times net debt : EBITDA (covenant limit of 2.5 times)

## UK scheme merger will deliver £1m p.a. cash flow savings

### Changes in UK deficit



### Deficit £77.8m (£60.1m post tax)

- Increase in deficit arose primarily in UK (90%)
- Key UK driver was the fall in discount rate from 4.9% to 4.3% which added £15.7m to the deficit
- UK inflation assumptions also added £2.7m to the deficit
- Assets returned £6.9m above the expected return
- IFRIC represents £6.9m being a tax rate of 35% on notional surplus refund in 25 years time (partly offset by a tax asset of £4.5m netted with the liability)

### Group annual pension cash costs

£'m	2014	2013	2012
UK deficit	(2.5)	(2.3)	(2.5)
UK admin & PPF	(0.2)	(1.1)	(0.9)
Germany	(1.2)	(1.2)	(1.1)
Other overseas	(1.1)	(1.2)	(1.0)
Other	0.8	-	-
<b>Total</b>	<b>(4.2)</b>	<b>(5.8)</b>	<b>(5.5)</b>

### Cash flow

- UK merger delivers £1.0m annualised savings when complete (expected in H1) – combination of reduced admin costs and lower contributions
- German cash costs are actual pensions in payment, moving with inflation and changes in pensioners
- Other overseas schemes have a total net pre-tax deficit of £4.7m, mainly in the USA (£3.6m)
- Other is the net of the £1.4m surplus return in South Africa offset by merger costs

# Re-engineering our future

**Robert Purcell, CEO**

- Two divisions, Chain and Torque Transmission, with....
  - superior, differentiated product offering
  - market leading products, positions and brands
  - blue chip customers with geographic and sector diversity
  - low levels of customer concentration with no customer representing more than 5% of sales
- Inefficient operations and processes hampering progress in difficult end markets....
  - costs - and therefore breakeven point - too high
  - some assets no longer justify carrying book value (now impaired)
  - commercial activity needs to extract value from market leading products
  - service ethos needs to be established
  - manufacturing base needs targeted investment and to be managed in a consistent and integrated fashion
  - information systems and processes need consistency and relevance
  - everyday working practices across the Group need to “get smarter”

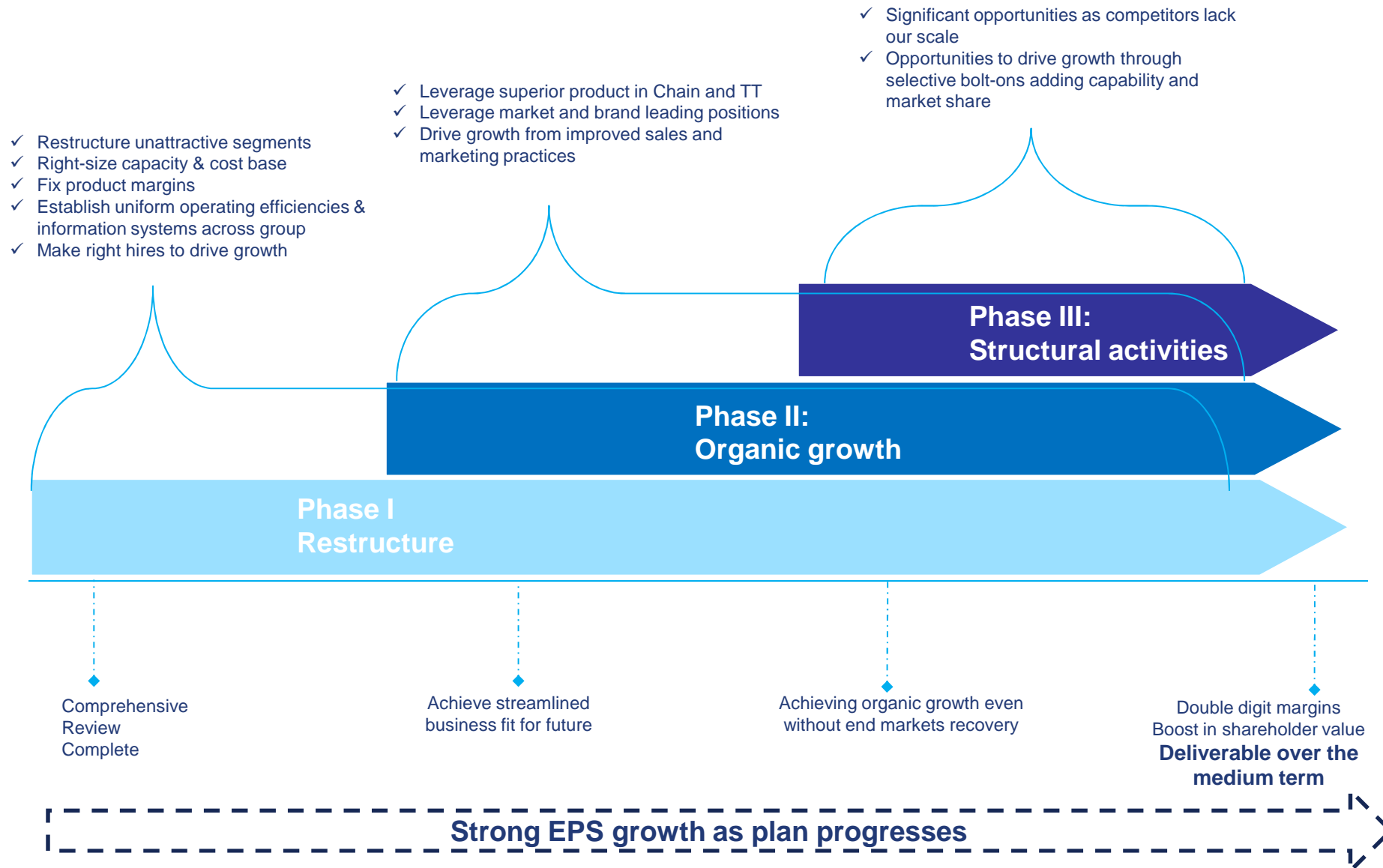
Conclusion: A business with a viable, long-term future; the first and most important phase of recovery will come from self-help

- Step change in Health and Safety culture
- Efficient, streamlined, forward-thinking operations across the Group
- Reduced cost base, right-sized capacity – lower breakeven point
- Exit less viable assets, interest maintained in growth geographies and sectors for development over time
- Material improvement in customer service performance
- Double digit operating margin (%) driven by market leading products in both Chain and TT

.....All achievable over the medium term with steady progress in self-improvement... even without substantial sales growth

# Three-phase plan to deliver value

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### Self help will be key to our success

- Flat year on year sales with small gains in Chain offset by reductions in Torque Transmission
  - Sales declines in most Chain regions showed early signs of moderating in Q4
  - Torque Transmission needs to deliver steady gains in orders to improve sales profile
  - More positive Q4 order trends continuing in the early months of the current financial year
- Cost reduction initiatives implemented during H2, with overheads c.£2.0m below H1
  - We are continuing to identify and implement further cost reduction opportunities
- Cash generation in the current financial year given a head start by prior year pensions initiatives
- Focus on delivering Phase 1 of the turnaround plan which includes reducing the break even point and generating cash

***Over-riding objective is to deliver steady, continual improvement in EPS***

**Thank you.**

**Q&A**

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