

# **INVESTOR PRESENTATION**

**July 2020** 

Global Leader in Highly Engineered ADVANCED Materials







#### FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements. Examples of such forward-looking statements include, but are not limited to: (i) statements regarding the Company's results of operations and financial condition, (ii) statements of plans, objectives or goals of the Company or its management, including those related to financing, products or services, (iii) statements of future economic performance; and (iv) statements of assumptions underlying such statements. Words such as "believes", "anticipates", "expects", "intends", "forecasts" and "plans" and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements. By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and risks exist that the predictions, forecasts, projections and other forward-looking statements will not be achieved. The Company cautions that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements. These factors include, but are not limited to: (i) future revenues being lower than expected; (ii) increasing competitive pressures in the industry; (iii) general economic conditions or conditions affecting demand for the services offered by us in the markets in which we operate, both domestically and internationally, including as a result of the Brexit referendum, being less favorable than expected; (iv) worldwide economic and business conditions and conditions in the industries in which we operate; (v) fluctuations in the cost of raw materials and utilities; (vi) currency fluctuations and hedging risks; (vii) our ability to protect our intellectual property; and (viii) the significant amount of indebtedness we have incurred and may incur and the obligations to service such indebtedness and to comply with the covenants contained therein; (ix) our ability to remediate the material weakness in our internal controls over financial reporting; and (x) risks related to the impact of the global COVID-19 pandemic, such as the scope and duration of the outbreak, government actions and restrictive measures implemented in response, supply chain disruptions and other impacts to the business, and the Company's ability to execute business continuity plans, as a result of the COVID-19 pandemic. The Company cautions that the foregoing list of important factors is not exhaustive. These factors are more fully discussed in the sections "Forward-Looking Statements" and "Risk factors" in our Annual Report on Form 10-K for the year ended December 31, 2019, which was filed with the U.S. Securities and Exchange Commission on March 10, 2020. When relying on forward-looking statements to make decisions with respect to the Company, investors and others should carefully consider the foregoing factors and other uncertainties and events. Such forwardlooking statements speak only as of the date on which they are made, and the Company does not undertake any obligation to update or revise any of them, whether as a result of new information, future events or otherwise.



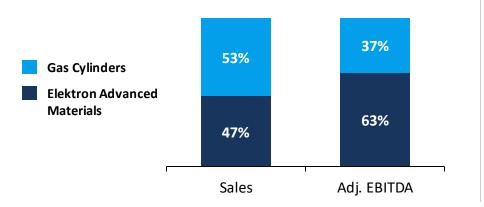
#### LUXFER OVERVIEW (NYSE: LXFR)

#### **Company Snapshot**

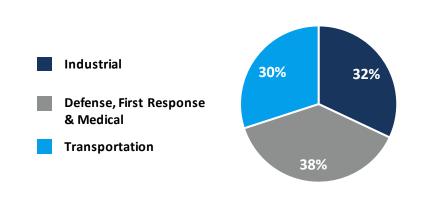
Founded	1898
Headquarters	U.K.
Market Capitalization	~\$370M
Net Debt/Adj. EBITDA¹	1.5x
ROIC on Adj. Earnings	12.7%

Financial Performance (Q2	2020 TTM) <u>3 year CAGR</u>
Net Sales	\$400M <sup>1</sup> 1%
Adj. EBITDA <sup>2</sup>	\$55M <sup>1</sup> 👚 3%
Adj. EBITDA <sup>2</sup> Margin	<b>14%</b> <sup>1</sup> <b>1%</b> <sup>3</sup>
Adj. EPS <sup>2</sup>	\$1.05 👚 8%
Net Debt	\$82M 🖊 \$22M³

#### Q2 2020 TTM Sales and Adj. EBITDA<sup>1</sup> by Segment



#### **Global End Market Exposure**



1 Excluding Czech recycling divestiture completed in June 2019. 2 Adjusted non-GAAP numbers. Reconciliation in Appendix and published in 10-K, available at www.luxfer.com. 3 Improvement noted over Q2 2017 TTM.

## **Highly-engineered Industrial Materials Company Serving Niche Markets**



#### ADAPTING TO THE NEW NORMAL

#### **UNPRECENDENTED CHALLENGES**

- Ensuring health & safety during COVID-19
- Maintaining business continuity given shortage of hourly manufacturing workers despite record unemployment
- Stepping up ESG efforts to do our part in addressing racial injustice and inequity



#### **RECENT ACTIONS**

#### **Customer Related**

 Enhanced customer communication to support supply chain requirements and gain insight into demand trends

#### **Manufacturing and Operations**

- Re-tooled operations and schedules to ensure social distancing
- Provided appropriate protective equipment and supplies
- ✓ Shifted to remote work strategies, when possible
- Restricted employee travel and visitors to our facilities

#### Leadership and Governance

- Updated policies and procedures to support employees
- Accelerated implementation of digital tools for remote working
- Furlough and/or temporary pay reductions for Executives
- Maintaining enhanced leadership communication

#### **Disciplined Execution and Thoughtful Planning**



## **ELEKTRON ADVANCED MATERIALS | KEY PRODUCTS**

#### MAGNESIUM ALLOYS



Global innovation leader in use of magnesium for unique, high-performance lightweight alloys

# ZIRCONIUM-BASED CHEMICALS



Global producer of zirconium-based solutions for industrial and automotive applications

# MAGTECH PRODUCTS



Magnesium-based pads for self-heating meals; key ingredient for aircraft decoy flares

# GRAPHIC ARTS



Magnesium, copper, zinc and brass plates for photoengraving, embossing, foil stamping

#### Leading Technology and Positions in Niche Applications Driven by Expertise and High Barriers to Entry

- Aerospace alloys
- Industrial alloys

- Automotive catalysis
- Industrial catalysis

- Aircraft decoy flares
- · Flameless meal heaters
- Luxury packaging
- High-end labels



# **GAS CYLINDERS | KEY PRODUCTS**

# **ALUMINUM CYLINDERS**



World's largest manufacturer of highpressure aluminum gas cylinders

# COMPOSITE CYLINDERS



World's largest manufacturer of highpressure composite cylinders

# ALTERNATIVE FUEL CYLINDERS



Major supplier of composite cylinders for compressed natural gas and hydrogen

# SUPERFORM COMPONENTS



Invented the superforming process for complex, sheet-based components from aluminum

#### Leading Technology and Positions in Niche Applications Driven by Expertise and High Barriers to Entry

- Industrial gas
- Fire extinguishers
- Scuba diving

- SCBA Self-Contained Breathing Apparatus
- Healthcare

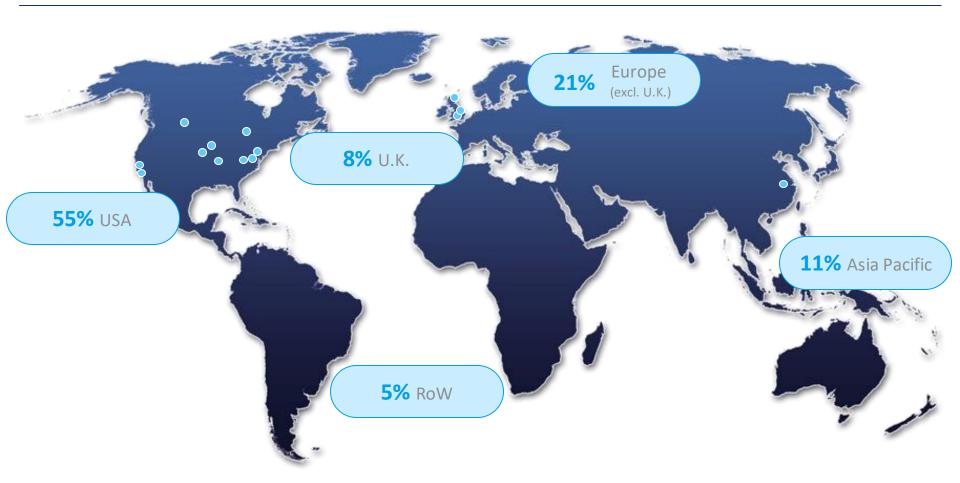
- Buses and Trucks
- Bulk Gas transport
- Hydrogen

- Automotive
- Aerospace
- Rail



## **EFFICIENT GLOBAL FOOTPRINT**

## **FY19 Sales | \$436M**<sup>1</sup>



<sup>1</sup> Excluding Czech recycling divestiture completed in June 2019.

#### **Reduced Global Footprint by 7 Locations Over Past 2 Years**



# **MACRO TRENDS**

	YoY Change		9	Commonton
	2018	2019	Q2'20	Commentary
<b>38%</b> Defense, First Response, & Healthcare	+4.5%	-11.8%	-5.9%	<ul> <li>Robust sales of chemical response kits, heater meals</li> <li>COVID-19 impact as military training exercises postponed</li> <li>SCBA sales marginally lower due to timing and COVID-19 related supply chain disruptions</li> </ul>
<u>30%</u> Transportation¹ (AF, Aero, Auto)	+8.2%	+1.8%	-29.1%	<ul> <li>Significant COVID-19 impact on auto and aerospace</li> <li>AF experienced short-term supply chain disruption, but pipeline remains strong</li> </ul>
<u><b>32%</b></u> General Industrial	+20.2%	-9.6%	-27.1%	<ul> <li>COVID-19 impacting most product areas</li> <li>No Solumag sales in Q2; sales down 22% excluding Solumag</li> </ul>
	+11.0%	-7.1%	-21.1% <sup>1</sup>	

<sup>&</sup>lt;sup>1.</sup> Excludes divested Czech Recycling Business

# **COVID-19 Significantly Impacted Markets**



#### LARGE ADDRESSABLE MARKET

~\$10B

Total Addressable Market



	Advanced Materials <sup>1</sup>	Gas Cylinders
Market Size <sup>2</sup>	~\$8B	~\$2B
5-year Industry CAGR (2018-2023)	3% - 7%	1% - 2%
Profitability (EBITDA%)	<b>15% - 25%</b>	8% - 15%

Highly Engineered

High Performance

#### **Portfolio Optimization Opportunities**



<sup>&</sup>lt;sup>1</sup> Defined as High performance alloys, ceramics and composites used in general industrial, transportation, defense, and medical applications. Target addressable high-performance market is 10% of the total available market which is \$85B in size. <sup>2</sup> Luxfer analysis, industry annual reports, Deloitte, Spears and Associates, Mordor intelligence, Grandview research, William Bair.

## TRANSFORMATION PLAN: OVERVIEW

#### Simplification

#### PHASE 1: Complete

- Included in R2000 index;
- Refreshed Luxfer's Board
- Divested three operations and three JVs

PHASE 2: 2017 - 2020

# Productivity and Culture

- Implementing training on Luxfer Values
- Four locations consolidated, including France

# Growth, Lean, and Portfolio Optimization

#### **PHASE 3:** 2018+

- Implementing Luxfer BEST for Growth and Lean
- Building pipeline for divestures and acquisitions

# BETTER POSITIONED FOR COVID-19

- Flexible IT Infrastructure
- Stronger Balance Sheet
- Lower Fixed Costs
- Flatter Organization
- Stronger Talent
- Lean operations reacting fast to demand changes
- New products growth and pipeline



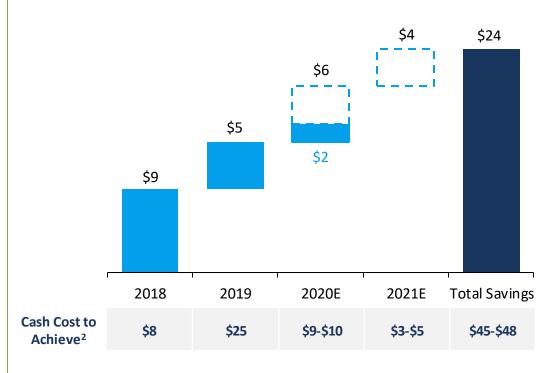
#### **Strong Execution Against Strategic Initiatives**

#### TRANSFORMATION SUCCESS: BETTER POSITIONED

#### COST MANAGEMENT UPDATE

- Focus on cost reduction and waste elimination has added \$16M of net cost savings
- Continuous improvement mindset in our workforce positions us well to maintain our cost initiatives during second half of the year
- Remain on track to deliver our committed \$24M in net cost reductions by the end of next year

#### TRANSFORMATION PLAN SAVINGS (\$M)



<sup>&</sup>lt;sup>1</sup> Calculated using adjusted earnings (see appendix)

\$16M Lower Costs | \$8M Remaining Cost Reductions in 2020 and 2021



 $<sup>^2</sup>$  Cash cost to achieve includes restructuring and exceptional charges, such as Severance, Rationalization & Environmental remediation, etc.; Cash cost to achieve excludes typical annual capital spend of  $\sim$ \$15M

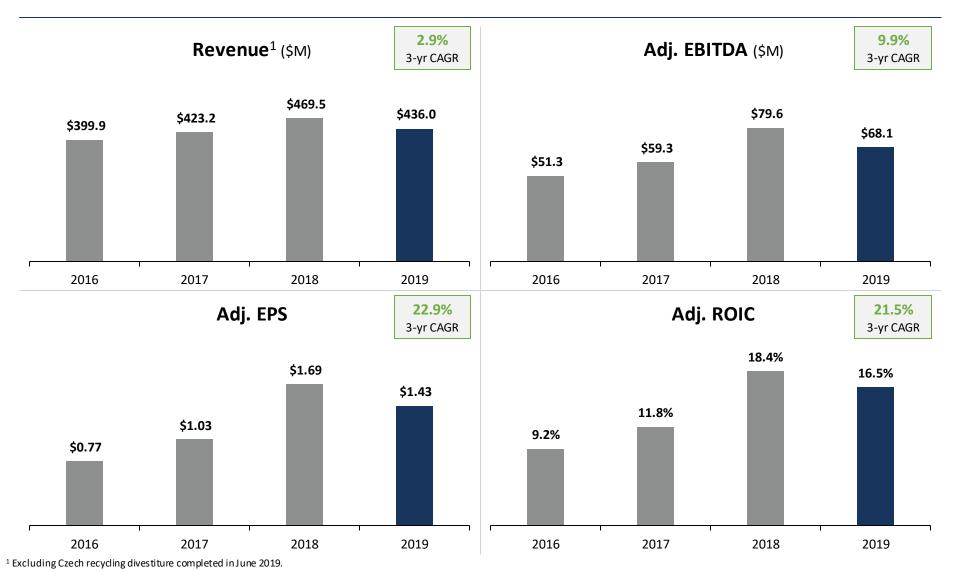
## **INVESTING IN FUTURE GROWTH**

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	INNOVATION	COMMERCIAL EXCELLENCE	<b>GROWTH TALENT</b>
	<ul> <li>Rolled out a stage-gate lean NPD process</li> </ul>	<ul> <li>Launched Salesforce; standardizing sales process</li> </ul>	<ul> <li>Building bench in sales, marketing and innovation</li> </ul>
Actions	<ul> <li>Working on fewer, bigger projects that are a better fit with our core competencies</li> </ul>	<ul><li>Focus on solutions for end-user needs</li><li>Leveraging data analytics</li></ul>	<ul> <li>Delayered organization, new business unit leaders and new sales talent</li> </ul>
Taken	<ul> <li>Launch new products faster and cheaper</li> </ul>	Geographical expansion	<ul> <li>Hiring operations talent with Lean mindset</li> </ul>
2024 Goal	Increase revenue from new products to at least 20%	Improve customer satisfaction (NPS) by 10%	Develop "ready now" successors for 65% of critical roles
Current Status	15%	45%	44%

## **In Early Stages of Building Momentum**



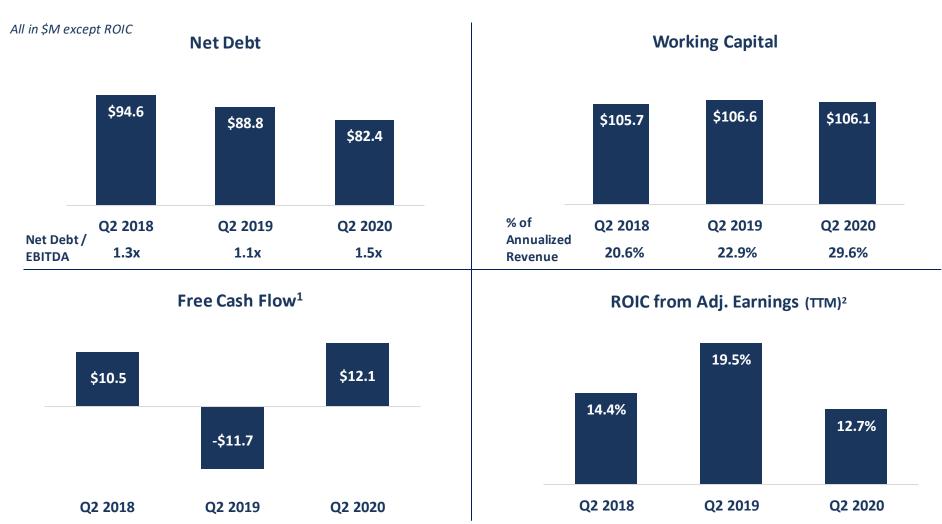
#### **LONG-TERM PERFORMANCE OVERVIEW**



**Strategy Execution is Delivering Results** 



## **Q2 KEY BALANCE SHEET & CASH FLOW METRICS**



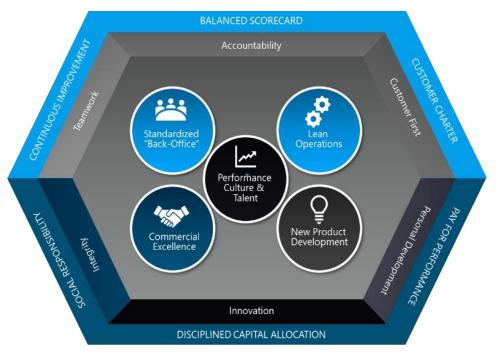
 $^1$  FCF = Cash Flow from Operations — Capex;  $^2$  Calculated using adjusted earnings (see appendix)

#### Strong Balance Sheet; Delivered FCF



## SHAREHOLDER VALUE | LONG-TERM THESIS





- GDP+ revenue growth driven by new products and commercial excellence
- 2017-2021 transformation plan total net cost savings of \$24M
- 2-3% annual net cost savings beyond 2021 through lean continuous improvement
- Disciplined capital allocation

Early Stage Mature / High Impact

Performance Culture & Talent

**Lean Operations** 

**Commercial Excellence and NPD** 

**Stable Long-term foundation** 



#### **KEY INVESTMENT CONSIDERATIONS**

Highly Engineered
Industrial Materials
Company with
Attractive End
Markets



Comprehensive Transformation Plan To Enhance Growth and Profitability





Strong Balance
Sheet, Consistent
Cash Conversion &
Disciplined Capital
Allocation



Significant
Opportunities for
Continued Value
Creation

**Our Best Days Are Ahead of Us** 





# **APPENDICES**

**Summary Financial Statements and Reconciliation of Non-GAAP Measures** 

# **SUMMARY INCOME STATEMENT**

#### (Unaudited)

	2020	2019	Vari	ance
\$M	Q2	Q2	\$M	%
NET SALES	89.5	116.5	(27.0)	-23.2%
Cost of sales	(70.7)	(85.5)		
Gross profit	18.8	31.0	(12.2)	-39.4%
Selling, general and administrative expenses	(11.8)	(14.4)		
Research and development expenses	(0.9)	(1.6)		
Restructuring charges	(0.8)	(12.7)		
Impairment charges		-		
Acquisition related costs / credits	-	2.9		
Operating income	5.3	5.2	0.1	1.9%
Finance costs:				
Net finance costs	(1.1)	(1.1)		
Defined benefit pension credit	1.1	0.5		
Income before income taxes and equity in net income of affiliates	5.3	4.6	0.7	15.2%
Provision for income taxes	(1.1)	(1.4)		
Income before equity in net income of affiliates	4.2	3.2	1.0	31.2%
Equity in income / (loss) of affiliates (net of tax)	(0.1)	0.3		
Net income	4.1	3.5	0.6	17.1%
Earnings per share - Basic	0.15	0.13		
Earnings per share - Diluted	0.15	0.13		
ADJUSTED NET INCOME	4.7	12.4	(7.7)	-62.1%
Adjusted earnings per share - Diluted	0.17	0.44		
Adjusted EBITDA	10.4	20.2	(9.8)	-48.5%

2020	2019	Vari	ance
YTD	YTD	\$M	%
193.3	236.9	(43.6)	-18.4%
(150.0)	(175.8)	(45.0)	-10.4/0
	, ,	(47.0)	20.40/
43.3	61.1	(17.8)	-29.1%
(24.6)	(30.8)		
(1.6)	(3.0)		
(3.6)	(21.7)		
-	0.2		
(0.2)	(1.7)		
13.3	4.1	9.2	224.4%
(2.3)	(2.2)		
2.2	1.1		
13.2	3.0	10.2	340.0%
(2.8)	(3.5)		
10.4	(0.5)	10.9	n/a
(0.1)	0.2		
10.3	(0.3)	10.6	n/a
0.38	(0.01)		
0.37	(0.01)		
13.1	23.6	(10.5)	-44.5%
0.44		(10.5)	<del></del>
	0.85	(42.2)	24 404
25.5	38.7	(13.2)	-34.1%



# **CASH FLOW**

lnau		

(Contraction)	2020	2019	2020	2019
\$M	Q2	Q2	YTD	YTD
Operating activities				
Net income / (loss)	4.1	3.5	10.3	(0.3)
Equity income of unconsolidated affiliates	0.1	(0.3)	0.1	(0.2)
Depreciation	3.4	3.7	6.8	7.1
Amortization of purchased intangible assets	0.2	0.3	0.4	0.6
Amortization of debt issuance costs	0.2	0.1	0.3	0.2
Share-based compensation	0.8	0.8	1.3	3.4
Deferred income taxes	0.3	0.4	0.5	1.2
(Gain) loss on disposal of business	-	(2.9)	-	(2.9)
Asset impairment charges	-	5.0	-	4.8
Defined benefit pension credit	(1.1)	(0.5)	(2.2)	(1.1)
Defined benefit pension contributions	(0.3)	(1.4)	(1.7)	(3.3)
Changes in assets and liabilities, net of effects of business acquisitions				
Accounts and notes receivable	8.4	5.6	2.8	(4.8)
Inventories	0.7	(2.3)	(1.4)	(5.9)
Other current assets	0.3	(1.4)	1.0	(1.4)
Accounts payable	(2.6)	(0.2)	(9.9)	(1.0)
Accrued liabilities	(1.4)	(9.1)	(0.6)	(10.8)
Other current liabilities	0.9	(6.5)	2.0	0.7
Other non-current assets and liabilities	-	(2.6)	(0.2)	(1.9)
NET CASH PROVIDED BY OPERATING ACTIVITIES	14.0	(7.8)	9.5	(15.6)
Investing activities				
Capital expenditures	(1.9)	(3.9)	(4.4)	(7.1)
Proceeds from sale of property and equipment	-	1.2	-	1.2
Proceeds from sale of businesses and other	-	4.6	-	4.6
NET CASH FLOWS BEFORE FINANCING	12.1	(5.9)	5.1	(16.9)
Financing activities				
Net increase / (decrease) in short-term borrowings	-	(0.4)	-	3.8
Net (drawdown) / repayments of long-term borrowings	(18.5)	16.9	0.4	28.2
Deferred consideration paid	_	-	(0.4)	(0.5)
Proceeds from issue of share capital	1.0	1.9	1.1	3.3
Share-based compensation cash paid	(0.5)	(2.7)	(1.2)	(4.5)
Dividends paid	(3.4)	(3.4)	(6.8)	(6.8)
NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE	(9.3)	6.4	(1.8)	6.6
Effect of exchange rate changes	0.1	(0.3)	(0.3)	(0.1)
NET MOVEMENT IN CASH AND CASH EQUIVALENTS	(9.2)	6.1	(2.1)	6.5
			 , ,	



# **RECONCILIATION OF NON-GAAP MEASURES**

(Unaudited)

(onadarce)	2020	2019	2020	2019
\$M	Q2	Q2	YTD	YTD
Net income	4.1	3.5	10.3	(0.3)
Accounting charges relating to acquisitions and disposals of businesses:				
Unwind of discount on deferred consideration	-	0.1	-	0.2
Amortization on acquired intangibles	0.2	0.3	0.4	0.6
Acquisitions and disposals	-	(2.9)	0.2	1.7
Defined benefit pension actuarial adjustment	(1.1)	(0.5)	(2.2)	(1.1)
Restructuring charges	0.8	12.7	3.6	21.7
Impairment charges	-	-	-	(0.2)
Share-based compensation charges	0.8	0.8	1.3	3.4
Income tax thereon	(0.1)	(1.6)	(0.5)	(2.3)
Adjusted net income	4.7	12.4	13.1	23.6
Add back / (deduct):				
Income tax thereon	0.1	1.6	0.5	2.3
Provision for income taxes	1.1	1.4	2.8	3.5
Net finance costs	1.1	1.1	2.3	2.2
Adjusted EBITA	7.0	16.5	18.7	31.6
Depreciation	3.4	3.7	6.8	7.1
Adjusted EBITDA	10.4	20.2	25.5	38.7



# **RECONCILIATION OF NON-GAAP MEASURES**

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	2018	2018	2018	2018	2019	2019	2019	2019	2020	2020
\$M	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
EBITA	14.6	16.8	18.4	11.7	15.1	16.5	13.4	8.8	11.7	7.0
Effective tax rate - per income statement	23.6%	23.0%	22.2%	33.3%	-131.3%	30.4%	10.2%	1300.0%	21.4%	20.4%
Notional tax	(3.4)	(3.9)	(4.1)	(3.9)	19.8	(5.0)	(1.4)	(114.4)	(2.5)	(1.4)
EBITA after notional tax	11.2	12.9	14.3	7.8	34.9	11.5	12.0	(105.6)	9.2	5.6
Rolling 12 month EBITA after notional tax	29.3	35.1	41.1	46.2	69.9	68.5	66.2	(47.2)	(72.9)	(78.8)
Bank and other loans	105.1	99.8	88.7	77.1	92.6	109.2	105.6	91.4	108.8	90.5
Net cash and cash equivalents	(7.4)	(5.2)	(8.9)	(13.8)	(14.2)	(20.4)	(11.9)	(10.2)	(17.3)	(8.1)
Net debt	97.7	94.6	79.8	63.3	78.4	88.8	93.7	81.2	91.5	82.4
Total equity	177.1	191.1	213.0	184.3	179.8	178.0	179.9	174.4	169.8	173.3
Invested capital	274.8	285.7	292.8	247.6	258.2	266.8	273.6	255.6	261.3	255.7
4 point average invested capital	276.7	279.1	281.8	275.2	271.1	266.4	261.6	263.6	264.3	261.6
Return on invested capital	10.6%	12.6%	14.6%	16.8%	25.8%	25.7%	25.3%	-17.9%	-27.6%	-30.1%
Adjusted net income for the period	10.0	12.2	13.4	11.2	11.2	12.4	10.0	6.2	8.4	4.7
Other tax adjustments	-	-	-	2.9	-	-	-	-	-	-
Provision for income taxes	3.0	3.4	3.5	(4.4)	2.1	1.4	0.6	2.6	1.7	1.1
Income tax on adjustments to net income	0.1	0.2	0.3	1.1	0.7	1.6	1.5	(1.1)	0.4	0.1
Adjusted income tax charge	3.1	3.6	3.8	(0.4)	2.8	3.0	2.1	1.5	2.1	1.2
Adjusted profit before taxation	13.1	15.8	17.2	10.8	14.0	15.4	12.1	7.7	10.5	5.9
Adjusted effective tax rate	23.7%	22.8%	22.1%	-3.7%	20.0%	19.5%	17.4%	19.5%	20.0%	20.3%
EBITA (as above)	14.6	16.8	18.4	11.7	15.1	16.5	13.4	8.8	11.7	7.0
Adjusted notional tax	(3.5)	(3.8)	(4.1)	0.4	(3.0)	(3.2)	(2.3)	(1.7)	(2.3)	(1.4)
Adjusted EBITA after notional tax	11.1	13.0	14.3	12.1	12.1	13.3	11.1	7.1	9.4	5.6
Rolling 12 month adjusted EBITA after notional tax	35.0	40.3	46.2	50.6	51.5	51.8	48.6	43.5	40.8	33.1
Adjusted return on invested capital	12.7%	14.4%	16.4%	18.4%	19.0%	19.5%	18.6%	16.5%	15.4%	12.7%

2018	2019
FY	FY
61.5	53.8
18.3%	73.9%
(11.3)	(39.8)
50.2	14.0
50.2	14.0
77.1	91.4
(13.8)	(10.2)
63.3	81.2
184.3	174.4
247.6	255.6
247.6	255.6
20.3%	5.5%
	3.370
	3.376
46.8	39.8
2.9	
2.9	39.8 -
2.9 5.5 1.7	39.8 - 6.7 2.7
2.9 5.5 1.7	39.8 - 6.7 2.7 9.4
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2.9 5.5 1.7 10.1 56.9	39.8 - 6.7 2.7 9.4 49.2
2.9 5.5 1.7 10.1 56.9	39.8 - 6.7 2.7 9.4 49.2
2.9 5.5 1.7 10.1 56.9 17.8%	39.8 - 6.7 2.7 9.4 49.2 19.1%
2.9 5.5 1.7 10.1 56.9 17.8% 61.5 (10.9)	39.8 - 6.7 2.7 9.4 49.2 19.1% 53.8 (10.3)
2.9 5.5 1.7 10.1 56.9 17.8% 61.5 (10.9) 50.6	39.8 - 6.7 2.7 9.4 49.2 19.1% 53.8 (10.3) 43.5



