

# **INVESTOR PRESENTATION**

October 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.



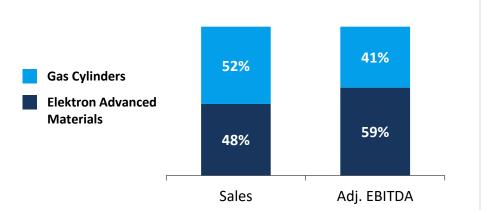
## LUXFER OVERVIEW (NYSE: LXFR)

#### **Company Snapshot**

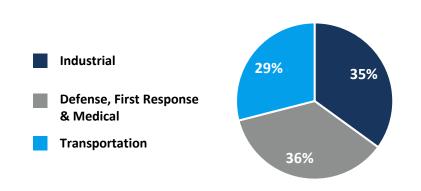
Founded	1898
Headquarters	U.K.
Market Capitalization	~\$380M
Net Debt/Adj. EBITDA¹	1.1x
ROIC on Adj. Earnings <sup>1</sup>	11.8%



#### Q3 2020 TTM Sales and Adj. EBITDA<sup>1</sup> by Segment



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



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



<sup>&</sup>lt;sup>1</sup> Adjusted non-GAAP numbers. Reconciliation in Appendix and published in 10-K, available at www.luxfer.com. <sup>2</sup> Change noted over Q3 2017 TTM.

### ADAPTING TO THE NEW NORMAL

#### **Actions to Address COVID Challenges**

- Ensuring health & safety during COVID-19
- Implemented new procedures and processes
  - Re-tooled operations for social distancing
  - Appropriate protective equipment and supplies
  - Remote work strategies, when possible
  - Restricted travel and visitors
- Increasing ESG efforts and doing our part to address racial injustice and inequity



#### **Future Opportunities**

#### **Localized Supply Chain**

- ✓ Luxfer strongly positioned given 90+% of our products are manufactured in region, for region
- Strong local customer relationships to align supply chain and jointly address demand trends

#### **Lower Travel and Operating Costs**

- Lower travel costs due to videoconferencing
- Some COVID cost reductions to be permanent

#### Wider access to Talent

 Remote office and WFH enables broader access to talent

## **Disciplined Execution and 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

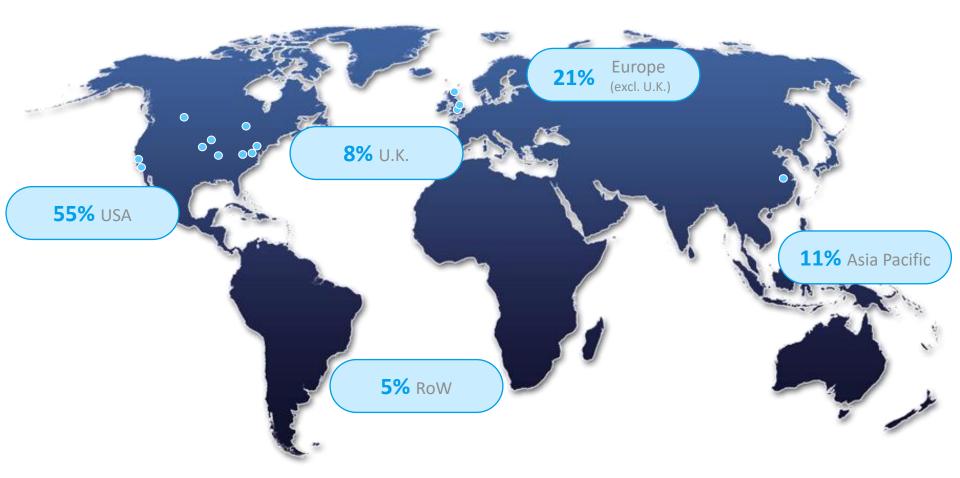
- Buses and Trucks
- Bulk Gas transport
- Hydrogen

- Automotive
- Aerospace
- Rail



## **EFFICIENT GLOBAL FOOTPRINT**

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



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

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



## **MACRO TRENDS**

	Y	oY Change	9	Commenten
	2018	2019	Q3'20	- Commentary
36% Defense, First Response, & Healthcare	+4.5%	-11.8%	-7.9%	<ul> <li>Growth of Decontamination kits, heater meals</li> <li>SCBA sales impacted by timing</li> <li>Impact of planned exit of fire extinguishers</li> </ul>
<b>29%</b> Transportation¹ (AF, Aero, Auto)	+8.2%	+1.8%	-19.3%	<ul> <li>Alternative Fuel returned to YoY sales growth</li> <li>Aerospace sales weaker sequentially</li> <li>Passenger auto sales improved sequentially</li> </ul>
<u>35%</u> General Industrial	+20.2%	-9.6%	-19.4%	<ul> <li>Sequential sales improvement while COVID- 19 continues to negatively impact demand</li> <li>Minimal Solumag® sales</li> </ul>
	+11.0%	-7.1%	-15.6%	

# **Sequential Sales Improvement since Q2**



## 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** 

## **Portfolio Optimization Opportunities**



**High Performance** 

<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 Blair.

#### TRANSFORMATION PLAN: OVERVIEW

## **Simplification Complete**

- ✓ Included in R2000 index;
- ✓ Refreshed Board and mgmt. team
- ✓ Divested three operations and three JVs
- ✓ Consolidated multiple locations

**Culture and Productivity** 

**Organic and Inorganic Growth** 

#### **BETTER POSITIONED FOR GROWTH**

- Stronger Balance Sheet
- Lower Fixed Costs
- Stronger Talent

#### **PURSUING CONTIUOUS IMPROVEMENT**

- High Performance Culture through Luxfer values and Environmental Social & Governance
- Lean Operations with focus on automation and growth capacity creation

#### **ACCELERATING MOMENTUM**

- Organic Growth through commercial Excellence and New Product Development
- Portfolio Optimization to create & unlock value

### **Disciplined and Successful Execution**



### **GROWTH EXAMPLE: LEADERSHIP IN HYDROGEN**

## **Luxfer Value Proposition**

- ✓ Well-positioned with 30+
  years of experience in
  hydrogen technology
- ✓ Industry-leading lightweight cylinders – G-Stor H<sub>2</sub> product family
- ✓ State-of-the-art systems design, manufacture and testing capability
- Proven record in partnering with customers to deliver hydrogen "firsts"

#### **RECENT SUCCESSES**



World's First H<sub>2</sub> Double Decker Bus



World's First Commercially Available H<sub>2</sub> Truck



UK's First H<sub>2</sub> Train



World's First Self Sufficient H<sub>2</sub> Boat



First
Commercially Available
H<sub>2</sub> Refuse Truck



World's First H<sub>2</sub> Tractor

Hydrogen Fuel Cell Electric Vehicles (FCEVs) – Growth Opportunity



## **LEAN AUTOMATION: CINCINNATI EXAMPLE**

#### **Lean Automation Initiative: Heater Meals Assembly**

Opportunity: Radical demand variation in Heater Meals drives large influx of temporary labor

**Solution**: Implement first phase of automation plan to better manage Heater Meals demand variability

**Result**: Lower volatility in workforce, higher quality and operational productivity

#### **CURRENT STATE**

13 operators 180 cases per hour \$171K annual labor cost





#### **FUTURE STATE**

2 operators 250 cases per hour \$26K annual labor cost





## **Creating Growth Capacity**

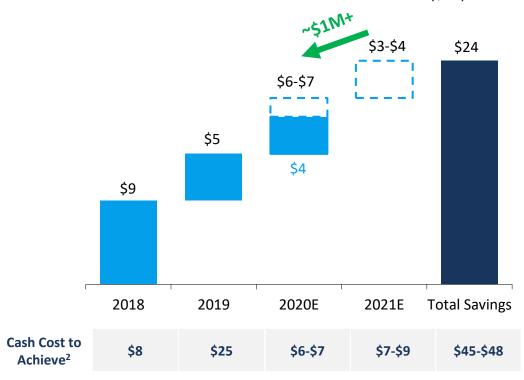


#### TRANSFORMATION SUCCESS: BETTER POSITIONED

#### COST MANAGEMENT UPDATE

- Focus on cost reduction and waste elimination has added \$18M of net cost savings
- Smaller footprint has reduced operational capital requirements by \$5M-\$6M annually
- Lower cost structure will deliver incremental profitability performance when markets & growth recover
- Remain on track to deliver our committed \$24M in net cost reductions by the end of next year

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



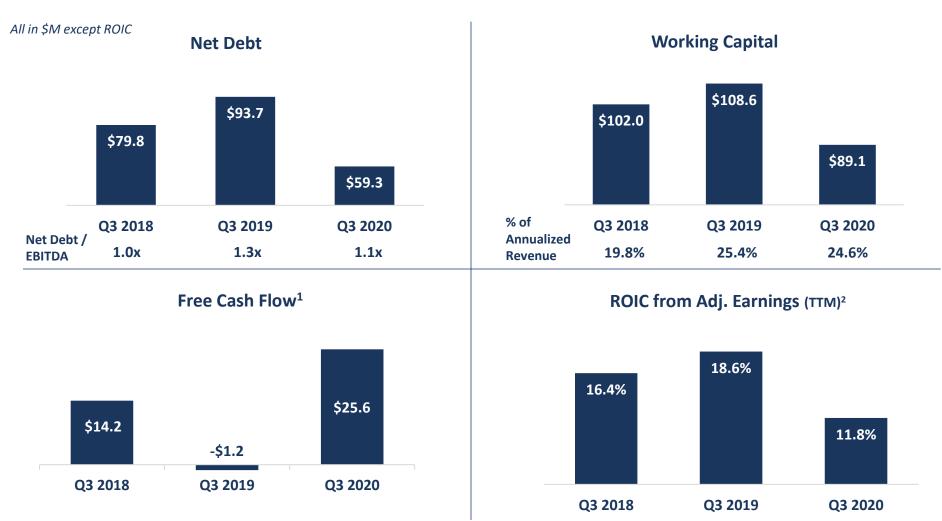
<sup>&</sup>lt;sup>1</sup> Calculated using adjusted earnings (see appendix)

### **Accelerated Timing of Plan Cost Savings**



 $<sup>^2</sup>$  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  $\sim$ \$12M

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



<sup>1</sup> FCF = Cash Flow from Operations – Capex; <sup>2</sup> Calculated using adjusted earnings (see appendix)

### **Strong FCF Generation & Balance Sheet**



## **KEY INVESTMENT CONSIDERATIONS**

Highly Engineered
Industrial Materials
Company with
Attractive End
Markets

Strong Balance
Sheet, Consistent
Cash Conversion &
Disciplined Capital
Allocation



Comprehensive Transformation Plan To Enhance Growth and Profitability

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	Q3	Q3	\$M	%
NET SALES	90.4	107.1	(16.7)	-15.6%
Cost of sales	(72.1)	(81.9)		
Gross profit	18.3	25.2	(6.9)	-27.4%
Selling, general and administrative expenses	(9.8)	(11.8)		
Research and development expenses	(1.0)	(1.5)		
Restructuring charges	(4.3)	(2.6)		
Impairment charges	-	-		
Acquisition related costs / credits	-	-		
Other Income	2.3	-		
Other charges	-	(2.7)		
Operating income	5.5	6.6	(1.1)	-16.7%
Finance costs:				
Net finance costs	(1.2)	(1.3)		
Defined benefit pension credit	1.1	0.6		
Income before income taxes and equity in net income of affiliates	5.4	5.9	(0.5)	-8.5%
Provision for income taxes	(2.8)	(0.6)		
Income before equity in net income of affiliates	2.6	5.3	(2.7)	-50.9%
Equity in income / (loss) of affiliates (net of tax)	-	0.5		
Net income	2.6	5.8	(3.2)	-55.2%
Earnings per share - Basic	0.09	0.21		
Earnings per share - Diluted	0.09	0.21		
ADJUSTED NET INCOME	6.9	10.0	(3.1)	-31.0%
Adjusted earnings per share - Diluted	0.25	0.36		
Adjusted EBITDA	14.2	16.7	(2.5)	-15.0%

2020	2019	Varia	ance
YTD	YTD	\$M	%
283.7	344.0	(60.3)	-17.5%
(222.1)	(257.7)	(00.5)	-17.3/0
,	` ,	(24.7)	20.6%
61.6	86.3	(24.7)	-28.6%
(34.4)	(42.6)		
(2.6)	(4.5)		
(7.9)	(24.3)		
-	0.2		
(0.2)	(1.7)		
2.3	-		
-	(2.7)		
18.8	10.7	8.1	75.7%
(3.5)	(3.5)		
3.3	1.7		
18.6	8.9	9.7	109.0%
(5.6)	(4.1)		
13.0	4.8	8.2	170.8%
(0.1)	0.7		
12.9	5.5	7.4	134.5%
0.47	0.20		
0.47	0.20		
		(12.0)	40 F <del>0/</del>
20.0	33.6	(13.6)	-40.5%
0.72	1.21		
39.7	55.4	(15.7)	-28.3%



# **CASH FLOW**

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Operating activities         Common (common (c	(Onaddited)	2020	2019	2020	2019
Net income / (loss)	\$M	Q3	Q3	YTD	YTD
Equity income of unconsolidated affiliates	Operating activities				
Depreciation         3.4         3.3         10.2         10.4           Amortization of purchased intangible assets         0.2         0.3         0.6         0.9           Amortization of debt issuance costs         0.1         0.1         0.4         0.3           Share-based compensation         0.8         0.6         2.1         4.0           Deferred income taxes         0.2         0.3         0.7         1.5           (Gain) loss on disposal of business         -         -         -         -         -         -         (2.9)           Asset impairment charges         - <td>Net income / (loss)</td> <td>2.6</td> <td>5.8</td> <td>12.9</td> <td>5.5</td>	Net income / (loss)	2.6	5.8	12.9	5.5
Amortization of purchased intangible assets	Equity income of unconsolidated affiliates	-	(0.5)	0.1	(0.7)
Amortization of debt issuance costs         0.1         0.1         0.4         0.3           Share-based compensation         0.8         0.6         2.1         4.0           Deferred income taxes         0.2         0.3         0.7         1.5           (Gain) loss on disposal of business         -         -         -         -         (2.9)           Asset impairment charges         -         -         -         -         4.8           Defined benefit pension coredit         (1.1)         (0.6)         (3.3)         (1.7)           Defined benefit pension contributions         (0.9)         (2.1)         (2.6)         (5.4)           Changes in assets and liabilities, net of effects of business acquisitions         -         -         4.8         2.0         (5.4)         (7.2)         1.2	Depreciation	3.4	3.3	10.2	10.4
Share-based compensation         0.8         0.6         2.1         4.0           Deferred income taxes         0.2         0.3         0.7         1.5           (Gain) loss on disposal of business         -         -         -         (2.9)           Asset impairment charges         -         -         -         4.8           Defined benefit pension credit         (1.1)         (0.6)         (3.3)         (1.7)           Defined benefit pension contributions         (0.9)         (2.1)         (2.6)         (5.4)           Changes in assets and liabilities, net of effects of business acquisitions         -         7.1         (2.4)         9.9         (7.2)           Inventories         9.6         2.1         8.2         (3.8)         (0.4)         0.7         (1.8           Other current assets         (0.3)         (0.4)         0.7         (1.8         (2.0)         (3.8)         (11.9)         (4.8           Accounts payable         (2.0)         (3.8)         (11.9)         (4.8         (4.8         (2.0)         (4.8         (2.0)         (4.8)         (2.2)         (2.9)         (4.9         (2.2)         (2.9         (4.9         (2.2)         (2.9         (4.9         (2.2)	Amortization of purchased intangible assets	0.2	0.3	0.6	0.9
Deferred income taxes         0.2         0.3         0.7         1.5           (Gain) loss on disposal of business         -         -         -         (2.9)           Asset impairment charges         -         -         -         4.8           Defined benefit pension credit         (1.1)         (0.6)         (2.1)         (2.6)         (5.4)           Defined benefit pension contributions         (0.9)         (2.1)         (2.6)         (5.4)           Changes in assets and liabilities, net of effects of business acquisitions         7.1         (2.4)         9.9         (7.2)           Inventories         9.6         2.1         8.2         (3.8)           Other current assets         (0.3)         (0.4)         0.7         (1.8)           Accounts payable         (2.0)         (3.8)         (11.9)         (4.8)           Accrued liabilities         2.9         (2.9)         (0.4)         0.7         (1.8)           Accrued liabilities         2.9         (2.9)         (0.4)         0.3         (3.2)           Other current liabilities         2.9         (2.9)         (0.4)         0.3         (2.2)           Investing activities         2.7         2.0         0.4         0.3	Amortization of debt issuance costs	0.1	0.1	0.4	0.3
(Gain) loss on disposal of business       -       -       -       (2.9)         Asset impairment charges       -       -       -       4.8         Defined benefit pension credit       (1.1)       (0.6)       (3.3)       (1.7)         Defined benefit pension contributions       (0.9)       (2.1)       (2.6)       (5.4)         Changes in assets and liabilities, net of effects of business acquisitions       7.1       (2.4)       9.9       (7.2)         Inventories       9.6       2.1       8.2       (3.8)         Other current assets       (0.3)       (0.4)       0.7       (1.8)         Accounts payable       (2.0)       (3.8)       (11.9)       (4.8         Accrued liabilities       2.9       (2.9)       4.9       (2.2)         Other current liabilities       2.9       (2.9)       4.9       (2.2)         Other current liabilities       2.9       (2.9)       4.9       (2.2)         Other current liabilities       3.5       (8.2)       4.9       (2.2)         Other current liabilities       3.5       (8.2)       4.9       (2.2)         Other current liabilities       3.6       (2.9       (2.9)       4.9       (2.2)	Share-based compensation	0.8	0.6	2.1	4.0
Asset impairment charges       -       -       -       4.8         Defined benefit pension credit       (1.1)       (0.6)       (3.3)       (1.7)         Defined benefit pension contributions       (0.9)       (2.1)       (2.6)       (5.4)         Changes in assets and liabilities, net of effects of business acquisitions       7.1       (2.4)       9.9       (7.2)         Inventories       9.6       2.1       8.2       (3.8)         Other current assets       (0.3)       (0.4)       0.7       (1.8)         Accounts payable       (2.0)       (3.8)       (11.9)       (4.8)         Accrued liabilities       (2.0)       (3.8)       (11.9)       (4.8)         Accrued liabilities       9.6       (2.1)       4.9       (9.7       (1.8)         Accrued liabilities       (2.0)       (3.8)       (11.9)       (4.8)         Accrued liabilities       (2.0)       (3.8)       (11.9)       (4.8)         Accrued liabilities       (2.0)       (3.8)       (1.9)       (4.9       (2.2)         Other current liabilities       (2.0)       (2.9)       (4.9       (2.2)       (2.9)       (4.9       (2.2)       (2.9)       (4.9       (2.2)       (2.9)       <	Deferred income taxes	0.2	0.3	0.7	1.5
Defined benefit pension credit       (1.1)       (0.6)       (3.3)       (1.7)         Defined benefit pension contributions       (0.9)       (2.1)       (2.6)       (5.4)         Changes in assets and liabilities, net of effects of business acquisitions       7.1       (2.4)       9.9       (7.2)         Inventories       9.6       2.1       8.2       3.8         Other current assets       (0.3)       (0.4)       0.7       (1.8)         Accounts payable       (2.0)       (3.8)       (11.9)       (4.8)         Accoult liabilities       2.9       (2.9)       4.9       (2.2)         Other current liabilities       2.9       (2.9)       4.9       (2.2)         Other current assets and liabilities       2.9       (2.9)       4.9       (2.2)         Other current assets and liabilities       2.9       (2.9)       4.9       (2.2)         Other current assets and liabilities       2.9       (2.9)       4.9       (2.2)         Other current assets and liabilities       2.9       (2.9)       4.9       (2.2)         Other current liabilities       2.9       (2.9)       4.9       (2.2)         Other current liabilities       2.0       (3.2)       (3.2)       (3.2)<	(Gain) loss on disposal of business	-	-	-	(2.9)
Defined benefit pension contributions       (0.9)       (2.1)       (2.6)       (5.4)         Changes in assets and liabilities, net of effects of business acquisitions       7.1       (2.4)       9.9       (7.2)         Accounts and notes receivable       7.1       (2.4)       9.9       (7.2)         Inventories       9.6       2.1       8.2       (3.8)         Other current assets       (0.3)       (0.4)       0.7       (1.8)         Accounts payable       (2.0)       (3.8)       (11.9)       (4.8)         Accrued liabilities       4.1       2.6       3.5       (8.2)         Other current liabilities       2.9       (2.9)       4.9       (2.2)         Other non-current assets and liabilities       0.5       (0.4)       0.3       (2.3)         NET CASH PROVIDED BY OPERATING ACTIVITIES       27.2       2.0       36.7       (13.6)         Investing activities       (1.6)       (3.2)       (6.0)       (10.3)         Proceeds from sale of property and equipment       1.3       -       1.2         Proceeds from sale of businesses and other       1.3       -       1.2         Financing activities       2.9       (1.2)       32.0       (18.1)         Fi	Asset impairment charges	-	-	-	4.8
Changes in assets and liabilities, net of effects of business acquisitions       7.1       (2.4)       9.9       (7.2)         Accounts and notes receivable       7.1       (2.4)       9.9       (7.2)         Inventories       9.6       2.1       8.2       (3.8)         Other current assets       (0.3)       (0.4)       0.7       (1.8)         Accounts payable       (2.0)       (3.8)       (11.9)       (4.8)         Accrued liabilities       (2.0)       (3.8)       (11.9)       (4.8)         Accrued liabilities       (2.0)       (3.8)       (1.1.9)       (4.8)         Other current liabilities       (2.9)       (2.9)       (2.9)       4.9       (2.2)         Other current assets and liabilities       0.5       (0.4)       0.3       (2.3)         NET CASH PROVIDED BY OPERATING ACTIVITIES       27.2       2.0       36.7       (13.6)         Investing activities       (2.1)       (3.2)       (6.0)       (10.3)         Proceeds from sale of property and equipment       2.0       1.3       4.6         NET CASH PLOWS BEFORE FINANCING       26.9       (1.2)       3.0       (18.1)         Financing activities       2.0       (7.3)       3.5       (16.5)	Defined benefit pension credit	(1.1)	(0.6)	(3.3)	(1.7)
Accounts and notes receivable Inventories       7.1       (2.4)       9.9       (7.2)         Inventories       9.6       2.1       8.2       (3.8)         Other current assets       (0.3)       (0.4)       0.7       (1.8)         Accounts payable       (2.0)       (3.8)       (11.9)       (4.8)         Accrued liabilities       4.1       2.6       3.5       (8.2)         Other current liabilities       2.9       (2.9)       4.9       (2.2)         Other non-current assets and liabilities       0.5       (0.4)       0.3       (2.3)         NET CASH PROVIDED BY OPERATING ACTIVITIES       27.2       2.0       36.7       (3.6)         Investing activities       (1.6)       (3.2)       (6.0)       (13.6)         Proceeds from sale of property and equipment       -       -       -       1.2         Proceeds from sale of businesses and other       1.3       -       1.3       4.6         NET CASH FLOWS BEFORE FINANCING       26.9       (1.2)       32.0       (18.1)         Financing activities       7.3       -       3.5       (3.5)         Net (drawdown) / repayments of long-term borrowings       -       -       -       (3.5)         D	Defined benefit pension contributions	(0.9)	(2.1)	(2.6)	(5.4)
Inventories	Changes in assets and liabilities, net of effects of business acquisitions				
Other current assets       (0.3)       (0.4)       (0.7)       (1.8)         Accounts payable       (2.0)       (3.8)       (11.9)       (4.8)         Accrued liabilities       4.1       2.6       3.5       (8.2)         Other current liabilities       2.9       (2.9)       4.9       (2.2)         Other non-current assets and liabilities       0.5       (0.4)       0.3       (2.3)         NET CASH PROVIDED BY OPERATING ACTIVITIES       27.2       2.0       36.7       (13.6)         Investing activities       (1.6)       (3.2)       (6.0)       (10.3)         Proceeds from sale of property and equipment       -       -       -       -       1.2         Proceeds from sale of businesses and other       1.3       -       1.3       4.6         NET CASH FLOWS BEFORE FINANCING       26.9       (1.2)       32.0       (18.1)         Financing activities       -       (7.3)       -       (3.5)         Net (drawdown) / repayments of long-term borrowings       -       (7.3)       -       (3.5)         Net (drawdown) / repayments of long-term borrowings       -       -       (0.4)       (0.5)         Proceeds from issue of share capital       -       -       (0.4) <td>Accounts and notes receivable</td> <td>7.1</td> <td>(2.4)</td> <td>9.9</td> <td>(7.2)</td>	Accounts and notes receivable	7.1	(2.4)	9.9	(7.2)
Accounts payable       (2.0)       (3.8)       (11.9)       (4.8)         Accrued liabilities       4.1       2.6       3.5       (8.2)         Other current liabilities       2.9       (2.9)       4.9       (2.2)         Other non-current assets and liabilities       0.5       (0.4)       0.3       (2.3)         NET CASH PROVIDED BY OPERATING ACTIVITIES       27.2       2.0       36.7       (13.6)         Investing activities       (1.6)       (3.2)       (6.0)       (10.3)         Proceeds from sale of property and equipment       -       -       -       1.2         Proceeds from sale of businesses and other       1.3       -       1.3       4.6         NET CASH FLOWS BEFORE FINANCING       26.9       (1.2)       32.0       (18.1)         Financing activities       -       (7.3)       -       (3.5)         Net (drawdown) / repayments of long-term borrowings       -       (7.3)       -       (3.5)         Net (drawdown) / repayments of long-term borrowings       (16.9)       3.5       (16.5)       31.7         Deferred consideration paid       -       -       (0.4)       (0.5)         Proceeds from issue of share capital       -       -       (0.4) <td< td=""><td>Inventories</td><td>9.6</td><td>2.1</td><td>8.2</td><td>(3.8)</td></td<>	Inventories	9.6	2.1	8.2	(3.8)
Accrued liabilities       4.1       2.6       3.5       (8.2)         Other current liabilities       2.9       (2.9)       4.9       (2.2)         Other non-current assets and liabilities       0.5       (0.4)       0.3       (2.3)         NET CASH PROVIDED BY OPERATING ACTIVITIES       27.2       2.0       36.7       (13.6)         Investing activities       27.2       2.0       36.7       (13.6)         Proceeds from sale of property and equipment       -       -       -       1.2         Proceeds from sale of businesses and other       1.3       -       1.3       4.6         NET CASH FLOWS BEFORE FINANCING       26.9       (1.2)       32.0       (18.1)         Financing activities       -       (7.3)       -       (3.5)         Net increase / (decrease) in short-term borrowings       -       (7.3)       -       (3.5)         Net (drawdown) / repayments of long-term borrowings       (16.9)       3.5       (16.5)       31.7         Deferred consideration paid       -       -       (0.4)       (0.5)         Proceeds from issue of share capital       -       -       (1.1       3.3         Share-based compensation cash paid       (0.1)       0.2       (1.3)	Other current assets	(0.3)	(0.4)	0.7	(1.8)
Other current liabilities       2.9       (2.9)       4.9       (2.2)         Other non-current assets and liabilities       0.5       (0.4)       0.3       (2.3)         NET CASH PROVIDED BY OPERATING ACTIVITIES       27.2       2.0       36.7       (13.6)         Investing activities       (1.6)       (3.2)       (6.0)       (10.3)         Proceeds from sale of property and equipment       -       -       -       1.2         Proceeds from sale of businesses and other       1.3       -       1.3       4.6         NET CASH FLOWS BEFORE FINANCING       26.9       (1.2)       32.0       (18.1)         Financing activities       -       (7.3)       -       (3.5)         Net increase / (decrease) in short-term borrowings       -       (7.3)       -       (3.5)         Net (drawdown) / repayments of long-term borrowings       (16.9)       3.5       (16.5)       31.7         Deferred consideration paid       -       -       (0.4)       (0.5)         Proceeds from issue of share capital       -       -       1.1       3.3         Share-based compensation cash paid       (0.1)       0.2       (1.3)       (4.3)         Dividends paid       (3.4)       (3.4)       (10.2) <td>Accounts payable</td> <td>(2.0)</td> <td>(3.8)</td> <td>(11.9)</td> <td>(4.8)</td>	Accounts payable	(2.0)	(3.8)	(11.9)	(4.8)
Other non-current assets and liabilities         0.5         (0.4)         0.3         (2.3)           NET CASH PROVIDED BY OPERATING ACTIVITIES         27.2         2.0         36.7         (13.6)           Investing activities         Capital expenditures         (1.6)         (3.2)         (6.0)         (10.3)           Proceeds from sale of property and equipment         -         -         -         1.2           Proceeds from sale of businesses and other         1.3         -         1.3         4.6           NET CASH FLOWS BEFORE FINANCING         26.9         (1.2)         32.0         (18.1)           Financing activities         -         (7.3)         -         (3.5)           Net (drawdown) / repayments of long-term borrowings         (16.9)         3.5         (16.5)         31.7           Deferred consideration paid         -         -         (0.4)         (0.5)           Proceeds from issue of share capital         -         -         1.1         3.3           Share-based compensation cash paid         (0.1)         0.2         (1.3)         (4.3)           Dividends paid         (3.4)         (3.4)         (3.4)         (3.4)         (10.2)         (10.2)           Effect of exchange rate changes	Accrued liabilities	4.1	2.6	3.5	(8.2)
Other non-current assets and liabilities       0.5       (0.4)       0.3       (2.3)         NET CASH PROVIDED BY OPERATING ACTIVITIES       27.2       2.0       36.7       (13.6)         Investing activities       Capital expenditures       (1.6)       (3.2)       (6.0)       (10.3)         Proceeds from sale of property and equipment       -       -       -       -       1.2         Proceeds from sale of businesses and other       1.3       -       1.2         Proceeds from sale of businesses and other       1.3       -       1.2         Proceeds from sale of businesses and other       26.9       (1.2)       32.0       (18.1)         Financing activities       NET CASH FLOWS BEFORE FINANCING       26.9       (1.2)       32.0       (18.1)         Financing activities       Net increase / (decrease) in short-term borrowings       -       (7.3)       -       -       (3.5)         Net (drawdown) / repayments of long-term borrowings       (16.9)       3.5       (16.5)       31.7         Deferred consideration paid       -       -       -       (0.4)       (0.5)         Proceeds from issue of share capital       -       -       1.1       3.3         Share-based compensation cash paid<	Other current liabilities	2.9	(2.9)	4.9	(2.2)
Investing activities	Other non-current assets and liabilities	0.5	(0.4)	0.3	
Capital expenditures       (1.6)       (3.2)       (6.0)       (10.3)         Proceeds from sale of property and equipment       -       -       -       1.2         Proceeds from sale of businesses and other       1.3       -       1.3       4.6         NET CASH FLOWS BEFORE FINANCING       26.9       (1.2)       32.0       (18.1)         Financing activities       -       (7.3)       -       (3.5)         Net (drawdown) / repayments of long-term borrowings       (16.9)       3.5       (16.5)       31.7         Deferred consideration paid       -       -       (0.4)       (0.5)         Proceeds from issue of share capital       -       -       1.1       3.3         Share-based compensation cash paid       (0.1)       0.2       (1.3)       (4.3)         Dividends paid       (3.4)       (3.4)       (3.4)       (10.2)       (10.2)         NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE       6.5       (8.2)       4.7       (1.6)         Effect of exchange rate changes       0.2       (0.3)       (0.1)       (0.4)	NET CASH PROVIDED BY OPERATING ACTIVITIES	27.2	2.0	36.7	(13.6)
Proceeds from sale of property and equipment       -       -       -       1.2         Proceeds from sale of businesses and other       1.3       -       1.3       4.6         NET CASH FLOWS BEFORE FINANCING       26.9       (1.2)       32.0       (18.1)         Financing activities       -       (7.3)       -       (3.5)         Net (drawdown) / repayments of long-term borrowings       (16.9)       3.5       (16.5)       31.7         Deferred consideration paid       -       -       (0.4)       (0.5)         Proceeds from issue of share capital       -       -       1.1       3.3         Share-based compensation cash paid       (0.1)       0.2       (1.3)       (4.3)         Dividends paid       (3.4)       (3.4)       (3.4)       (10.2)       (10.2)         NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE       6.5       (8.2)       4.7       (1.6)         Effect of exchange rate changes       0.2       (0.3)       (0.1)       (0.4)	Investing activities				
Proceeds from sale of businesses and other       1.3       -       1.3       4.6         NET CASH FLOWS BEFORE FINANCING       26.9       (1.2)       32.0       (18.1)         Financing activities       Net increase / (decrease) in short-term borrowings       -       (7.3)       -       (3.5)         Net (drawdown) / repayments of long-term borrowings       (16.9)       3.5       (16.5)       31.7         Deferred consideration paid       -       -       (0.4)       (0.5)         Proceeds from issue of share capital       -       -       1.1       3.3         Share-based compensation cash paid       (0.1)       0.2       (1.3)       (4.3)         Dividends paid       (3.4)       (3.4)       (10.2)       (10.2)         NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE       6.5       (8.2)       4.7       (1.6)         Effect of exchange rate changes       0.2       (0.3)       (0.1)       (0.4)	Capital expenditures	(1.6)	(3.2)	(6.0)	(10.3)
NET CASH FLOWS BEFORE FINANCING         26.9         (1.2)           Financing activities         Net increase / (decrease) in short-term borrowings         -         (7.3)         -         (3.5)           Net (drawdown) / repayments of long-term borrowings         (16.9)         3.5         (16.5)         31.7           Deferred consideration paid         -         -         (0.4)         (0.5)           Proceeds from issue of share capital         -         -         1.1         3.3           Share-based compensation cash paid         (0.1)         0.2         (1.3)         (4.3)           Dividends paid         (3.4)         (3.4)         (10.2)         (10.2)           NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE         6.5         (8.2)         4.7         (1.6)           Effect of exchange rate changes         0.2         (0.3)         (0.1)         (0.4)	Proceeds from sale of property and equipment	-	-	-	1.2
Financing activities         (7.3)         (3.5)           Net increase / (decrease) in short-term borrowings         (16.9)         3.5         (16.5)         31.7           Net (drawdown) / repayments of long-term borrowings         (16.9)         3.5         (16.5)         31.7           Deferred consideration paid         -         -         (0.4)         (0.5)           Proceeds from issue of share capital         -         -         1.1         3.3           Share-based compensation cash paid         (0.1)         0.2         (1.3)         (4.3)           Dividends paid         (3.4)         (3.4)         (10.2)         (10.2)           NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE         6.5         (8.2)         4.7         (1.6)           Effect of exchange rate changes         0.2         (0.3)         (0.1)         (0.4)	Proceeds from sale of businesses and other	1.3	-	1.3	4.6
Net increase / (decrease) in short-term borrowings       - (7.3)       - (3.5)         Net (drawdown) / repayments of long-term borrowings       (16.9)       3.5       (16.5)       31.7         Deferred consideration paid       (0.4)       (0.5)       (0.5)         Proceeds from issue of share capital       (1.1)       3.3         Share-based compensation cash paid       (0.1)       0.2       (1.3)       (4.3)         Dividends paid       (3.4)       (3.4)       (10.2)       (10.2)         NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE       6.5       (8.2)       4.7       (1.6)         Effect of exchange rate changes       0.2       (0.3)       (0.1)       (0.4)	NET CASH FLOWS BEFORE FINANCING	26.9	(1.2)	32.0	(18.1)
Net (drawdown) / repayments of long-term borrowings       (16.9)       3.5       (16.5)       31.7         Deferred consideration paid       -       -       (0.4)       (0.5)         Proceeds from issue of share capital       -       -       1.1       3.3         Share-based compensation cash paid       (0.1)       0.2       (1.3)       (4.3)         Dividends paid       (3.4)       (3.4)       (10.2)       (10.2)         NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE       6.5       (8.2)       4.7       (1.6)         Effect of exchange rate changes       0.2       (0.3)       (0.1)       (0.4)	Financing activities				
Deferred consideration paid       -       -       (0.4)       (0.5)         Proceeds from issue of share capital       -       -       1.1       3.3         Share-based compensation cash paid       (0.1)       0.2       (1.3)       (4.3)         Dividends paid       (3.4)       (3.4)       (10.2)       (10.2)         NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE       6.5       (8.2)       4.7       (1.6)         Effect of exchange rate changes       0.2       (0.3)       (0.1)       (0.4)	Net increase / (decrease) in short-term borrowings	-	(7.3)	-	(3.5)
Proceeds from issue of share capital       -       -       -       1.1       3.3         Share-based compensation cash paid       (0.1)       0.2       (1.3)       (4.3)         Dividends paid       (3.4)       (3.4)       (10.2)       (10.2)         NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE       6.5       (8.2)       4.7       (1.6)         Effect of exchange rate changes       0.2       (0.3)       (0.1)       (0.4)	Net (drawdown) / repayments of long-term borrowings	(16.9)	3.5	(16.5)	31.7
Share-based compensation cash paid       (0.1)       0.2       (1.3)       (4.3)         Dividends paid       (3.4)       (3.4)       (10.2)       (10.2)         NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE       6.5       (8.2)       4.7       (1.6)         Effect of exchange rate changes       0.2       (0.3)       (0.1)       (0.4)	Deferred consideration paid	-	-	(0.4)	(0.5)
Dividends paid       (3.4)       (3.4)       (10.2)       (10.2)         NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE       6.5       (8.2)       4.7       (1.6)         Effect of exchange rate changes       0.2       (0.3)       (0.1)       (0.4)	Proceeds from issue of share capital	-	-	1.1	3.3
NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE6.5(8.2)4.7(1.6)Effect of exchange rate changes0.2(0.3)(0.1)(0.4)	Share-based compensation cash paid	(0.1)	0.2	(1.3)	(4.3)
Effect of exchange rate changes 0.2 (0.3) (0.1) (0.4)	Dividends paid	(3.4)	(3.4)	(10.2	(10.2)
	NET MOVEMENT IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE	6.5	(8.2)	4.7	(1.6)
NET MOVEMENT IN CASH AND CASH EQUIVALENTS 6.7 (8.5) 4.6 (2.0)	Effect of exchange rate changes	0.2	(0.3)	(0.1)	(0.4)
	NET MOVEMENT IN CASH AND CASH EQUIVALENTS	6.7	(8.5)	4.6	(2.0)



## **RECONCILIATION OF NON-GAAP MEASURES**

(Unaudited)

(Onadarted)	2020	2019	2020	2019
\$M	Q3	Q3	YTD	YTD
الارخ	ŲΣ	ŲΣ	110	יוו
Net income	2.6	5.8	12.9	5.5
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	0.6	0.9
Acquisitions and disposals	-	-	0.2	1.7
Defined benefit pension actuarial adjustment	(1.1)	(0.6)	(3.3)	(1.7)
Restructuring charges	4.3	2.6	7.9	24.3
Impairment charges	-	-	-	(0.2)
Other charges	-	2.7	-	2.7
Share-based compensation charges	0.8	0.6	2.1	4.0
Income tax thereon	0.1	(1.5)	(0.4)	(3.8)
Adjusted net income	6.9	10.0	20.0	33.6
Add back / (deduct):				
Income tax thereon	(0.1)	1.5	0.4	3.8
Provision for income taxes	2.8	0.6	5.6	4.1
Net finance costs	1.2	1.3	3.5	3.5
Adjusted EBITA	10.8	13.4	29.5	45.0
Depreciation	3.4	3.3	10.2	10.4
Adjusted EBITDA	14.2	16.7	39.7	55.4



## **RECONCILIATION OF NON-GAAP MEASURES**

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%	11.8%
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	29.8
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	7.8
Adjusted notional tax	(3.5)	(3.8)	(4.1)	0.4	(3.0)	(3.2)	(2.3)	(1.7)	(2.3)	(1.4)	(3.0)
EBITA (as above)	14.6	16.8	18.4	11.7	15.1	16.5	13.4	8.8	11.7	7.0	10.8
Adjusted effective tax rate	23.7%	22.8%	22.1%	-3.7%	20.0%	19.5%	17.4%	19.5%	20.0%	20.3%	28.1%
Adjusted profit before taxation	13.1	15.8	17.2	10.8	14.0	15.4	12.1	7.7	10.5	5.9	9.6
Adjusted income tax charge	3.1	3.6	3.8	(0.4)	2.8	3.0	2.1	1.5	2.1	1.2	2.7
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	(0.1)
Provision for income taxes	3.0	3.4	3.5	(4.4)	2.1	1.4	0.6	2.6	1.7	1.1	2.8
Other tax adjustments	-	-	-	2.9	-	-	-	-	-	-	-
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	6.9
Return on invested capital	10.6%	12.6%	14.6%	16.8%	25.8%	25.7%	25.3%	-17.9%	-27.6%	-30.1%	-33.9%
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	252.2
Invested capital	274.8	285.7	292.8	247.6	258.2	266.8	273.6	255.6	261.3	255.7	236.0
Total equity	177.1	191.1	213.0	184.3	179.8	178.0	179.9	174.4	169.8	173.3	176.7
Net debt	97.7	94.6	79.8	63.3	78.4	88.8	93.7	81.2	91.5	82.4	59.3
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)	(14.9)
Bank and other loans	105.1	99.8	88.7	77.1	92.6	109.2	105.6	91.4	108.8	90.5	74.2
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)	(85.6)
EBITA after notional tax	11.2	12.9	14.3	7.8	34.9	11.5	12.0	(105.6)	9.2	5.6	5.2
Notional tax	(3.4)	(3.9)	(4.1)	(3.9)	19.8	(5.0)	(1.4)	(114.4)	(2.5)	(1.4)	(5.6)
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%	51.9%
EBITA	14.6	16.8	18.4	11.7	15.1	16.5	13.4	8.8	11.7	7.0	10.8
\$M	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2018	2018	2018	2018	2019	2019	2019	2019	2020	2020	2020

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%
20.3/0	5.5%
20.3/6	5.5%
46.8	39.8
46.8	
46.8 2.9	39.8 -
46.8 2.9 5.5	39.8 - 6.7
46.8 2.9 5.5	39.8 - 6.7
46.8 2.9 5.5 1.7	39.8 - 6.7 2.7
46.8 2.9 5.5 1.7	39.8 - 6.7 2.7 9.4
46.8 2.9 5.5 1.7	39.8 - 6.7 2.7 9.4
46.8 2.9 5.5 1.7 10.1 56.9	39.8 - 6.7 2.7 9.4 49.2
46.8 2.9 5.5 1.7 10.1 56.9	39.8 - 6.7 2.7 9.4 49.2
46.8 2.9 5.5 1.7 10.1 56.9	39.8 - 6.7 2.7 9.4 49.2
46.8 2.9 5.5 1.7 10.1 56.9 17.8%	39.8 - 6.7 2.7 9.4 49.2 19.1%
46.8 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)
46.8 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



