

# **INVESTOR PRESENTATION**

# **April 2019**







#### 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, forwardlooking 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. 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, 2018, filed with the U.S. Securities and Exchange Commission on March 11, 2019. 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 forward-looking 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.



## SIGNIFICANT STRIDES IN TRANSFORMING LUXFER

Global, industrial materials company specializing in the innovation and manufacturing of highly-engineered materials that serve niche applications

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Transformation being driven by executive **leadership** and high performance culture

More flexible balance sheet and strong free cash flow generation

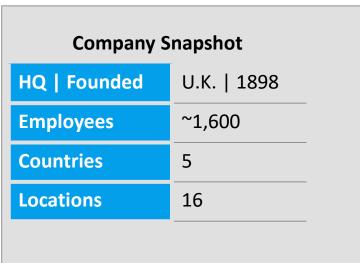
Continued execution will deliver long-term shareholder value

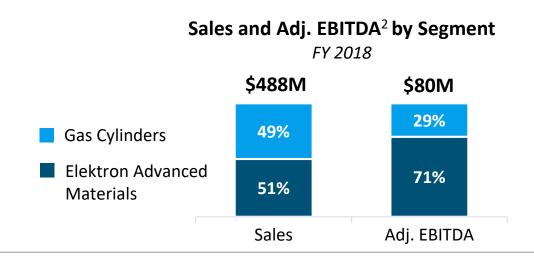
- Achieving milestones ahead of plan. More runway ahead
- Aligned management incentives with shareholders' interests

- 2018 Net Debt/EBITDA ~ 0.8
- Renewed focus on high cash conversion
- \$15M incremental saving by end of 2021
- Continuous improvement in revenue growth, margin expansion, and capital efficiency



# **LUXFER OVERVIEW (NYSE | LXFR)**





#### Financial Performance – 2018

Sales	\$488M 👚 11%
Adj. EBITDA <sup>2</sup>	\$80M <b>1</b> 34%
EBITA Margin	13% 👚 308bps
Adj. EPS	\$1.69 👚 64%

Elektron Advanced Materials



Magnesium Alloys



Zirconium-based chemicals



Magtech Products



Graphic Arts

Gas Cylinders



Aluminum Cylinders



Composite Cylinders



Alternate Fuel Cylinders



Superform

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



1 As of 12/31/18

2 Adjusted non-GAAP numbers. Reconciliation published in 10-K available at www.luxfer.com

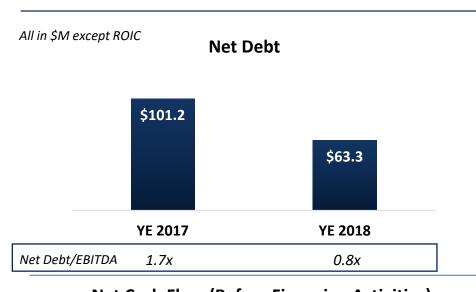
## **2018 FULL YEAR HIGHLIGHTS**

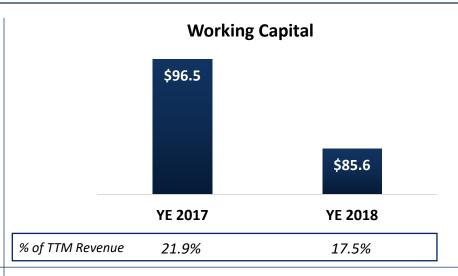
	2018	Highlights
Sales	\$488M (+11%)	<ul> <li>Differentiated growth due to commercial excellence</li> <li>SoluMag sales more that doubled</li> <li>~\$6M in disaster relief sales; assumed not to recur in 2019</li> </ul>
Adj. EBITDA	\$79.6M (+34%)	<ul> <li>\$9M cost savings in 2018. \$15M additional savings by 2021</li> <li>Margin expansion driven by lean productivity</li> </ul>
Net Debt	\$63.3M (-37%)	<ul> <li>Disciplined working capital management</li> <li>Cash conversion exceeded 100%</li> </ul>
Adj. EPS under GAAP	\$1.69 (+64%)	Driven by earnings, lower tax rate, lower interest expense

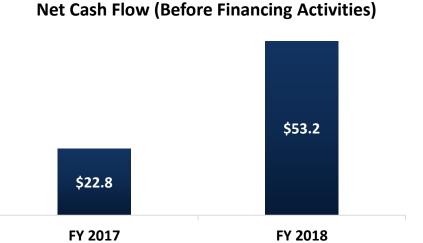


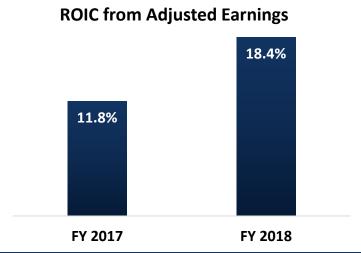
#### **Strong Growth and Earnings**

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











**Strong Cash Conversion, Stronger Balance Sheet** 

# TRANSFORMATION PLAN: STRONG EXECUTION

1. Simplification: 2017 - 18

Regular NYSE listing - eliminated ADS/ADR in Dec 2017
Achieved domestic issuer status as of Jan 2019

Consolidated three locations and eliminated two JVs

Divested two product lines and rationalized many more

2. Productivity & Culture: 2017 - 20

On-track for \$24M cost savings by 2021
Talent & incentive plans driving accountability
Launched operating system — Business Excellence
Standard Toolkit (B.E.S.T.)

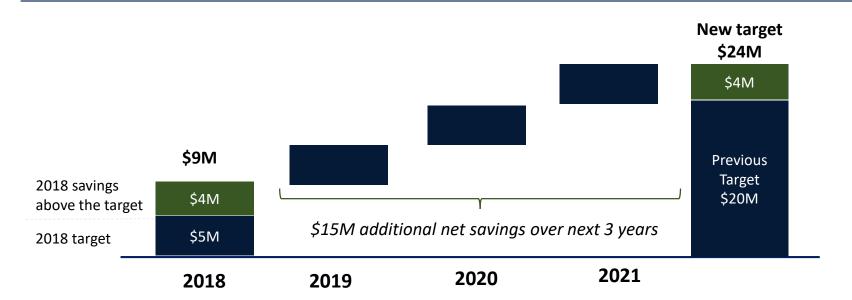
3. Continuous Improvement: 2019+

Profitable GrowthMargin ImprovementCapital Efficiency & Portfolio Optimization

#### **Shareholder Value Creation Focus**



#### TRANSFORMATIVE COST REDUCTION: UPDATE



#### Savings breakdown

- \$14M reduction in manufacturing and distribution costs due to Lean and footprint consolidation
- \$10M reduction in G&A expenses driven by back office consolidation and indirect spend reduction

#### Cash cost to achieve

- \$48M new cash cost to achieve annual \$24M savings by 2021
- Overall a two year payback



\$15M Additional Net Savings by 2021

## TRANSFORMING LUXFER BOARD: UPDATE

**David Landless** *New Chair* 



Retired CFO of Bodycote plc Director at Innospec, Inc., Renold plc., & European Metal Recycling Ltd.

Clive Snowdon

Audit Chair



Retired Chair of Midlands Aerospace Alliance

#### **Allisha Elliott**

Nomination and Governance Chair



Chief Human Resources Officer at Sensata Technologies, Inc

Not standing for re-election

Joe Bonn Current Chair



Adam Cohn Member



**Alok Maskara** *Chief Executive Officer* 



Former leader at Pentair, GE and McKinsey

**Dick Hipple** *Remuneration Chair* 



Retired Chair and CEO of Materion Director at Barnes Group & KeyCorp

**OPEN** 



Actively searching for one new board member



#### **Talented and Experienced Board Members**

## ROADMAP FOR SHAREHOLDER VALUE CREATION

# 2018 PERFORMANCE

#### **FUTURE DRIVERS**

Profitable Growth

11% Revenue Growth

- Tailwinds in industrial, US defense, and transportation
- Revenue from new products >20%
- Fast growth geographies coverage



Margin Expansion

308 bps EBITA margin expansion

- \$15M additional savings by 2021
- Lean operational excellence will drive 2-3% productivity every year

Capital Efficiency

**ROIC: 18.4%** 

- Balance debt pay down, internal improvements, and share buy back
- Focused higher return, smallerM&AD for portfolio optimization



**Continuous Improvement** 

## **LUXFER GROWTH OPPORTUNITIES**

Macro Economic

✓ Favorable

2019

Long-term: GDP + growth

Conditions

2018

✓ Favorable (so far)

 Exposure to industrial, defense, aerospace & auto

Commercial Excellence

Initiated

Sustained

 Accelerated commercial excellence with coverage in fast growth geographies

**New Products** 

SoluMag primary driver plus others

SoluMag growth slows and others continue

 New products revenue grows to >20% from current 10%

Exceptional items

√ \$6M in Disaster relief sales

✓ Divesture of Mg. recycling business

 Continued pruning of nonstrategic, less profitability products



**Sustainable Positions in Attractive End Markets** 

## **DISCIPLINED CAPITAL DEPLOYMENT**

# O1 Accelerate Productivity

- Average payback period of 2 years.
- Best utilization of FCF for next 1 – 2 years

# O2 Drive Organic Growth

- Maintenance capex ~\$12M plus \$2-5M for transformative productivity
- Limited growth capital for new products and select capacity expansion

# 03 Maintain Flexibility

- Debt pay down an option as private placements mature in 2021-2026
- Share buy back dependent upon interest rate and tax environment

# O4 Pursue Strategic M&A

- Clear strategic filters and financial criteria
- Proactive approach for both acquisitions and divestures
- Focus on smaller transactions

#### **Maximizing Shareholder Value**



# **KEY INVESTMENT CONSIDERATIONS**

Transformation strategy is working and delivering results; focus remains on profitable growth



Continuous improvement driven by Luxfer B.E.S.T. and conservative capital deployment





Balance sheet remains strong, supported by low debt level and strong free cash flow generation



Opportunity in front of us is significant; positioning Luxfer for long-term, consistent value creation

