# $DOV/V_S$

**Dowlais Group plc** 

Full Year Results Presentation

Year ended 31 December 2023

21 March 2024

# 2023 FULL YEAR RESULTS



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# 2023 HIGHLIGHTS

Strong margin expansion, free cash flow above expectations and confidence in long-term outlook enabling share buy-back

Margin expansion

Adjusted<sup>1</sup> operating profit +20%<sup>2</sup>, margin expansion of 90bps (excluding incremental stand-alone plc costs)

Confident of achieving our margin target of 10%+ in Automotive over the medium term

Cash generation

### Portfolio transition

Adjusted free cash flow of £93m<sup>3</sup>

Final dividend of 2.8p proposed resulting in total full year dividend of 4.2p per share

Intention to commence share buy-back programme of £50m

Record new business awards in Automotive, balanced across the portfolio

Positive transition in Powder Metallurgy with significant increase in propulsion agnostic component awards

All adjusted financial measures are defined in the Alternative Performance Measures section in the full year results announcement YoY changes are stated at constant currency throughout this document Free cash flow excluding demerger related cash outflows of £48m



# WEARE DOV/L/IS

We are a specialist engineering group focused on the automotive sector We generate growth through a portfolio of transformative and innovative businesses We develop exceptional products that drive transformation in our world

#### DOWLAIS AT A GLANCE<sup>1</sup>

#1	#1	<b>77</b> manufacturing facilities	<b>19</b> countries		
global drive system supplier	global sinter metals supplier	>30,000 employees globally			
>95%	>50%	£5.5k	n		
of global manufacturers served	of all light vehicles contain our technology	Adjusted revenue			

#### **REVENUE BY REGION<sup>1</sup>**

40%	34%	12%	14%
Americas	EMEA	Rest of Asia	China

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1. All figures include contribution from equity accounted investments

# **Our market leading businesses**

#### **GKN** Automotive

The world leader in drive systems and a trusted partner to global automotive manufacturers



<b>Driveline</b> Sideshafts   Propshafts		ePowertrain AWD systems   eDrive systems   ePowertrain components		
#1	~5	0%	>90%	
Leader in sideshafts, propshafts, AWD systems and advanced differentials	veh our	all light icles use nnology	Of global manufacturers served	

#### **GKN Powder Metallurgy**

A global leader in powder metallurgy creating precise, sustainable products for the automotive and industrial sectors



Sintered Metal Components	Metal Powders	Additive Manufactured Components
#1	~10m	>3,000
Market leader in sintered metal components	Components produced per day	Customers worldwide

#### **GKN Hydrogen**

A leader in metal hydride storage, providing innovative solutions to the hydrogen and energy storage markets



Hydrogen Storage S	Systems	-to-Power Energy prage Systems
#1	27	>10
Market leader in metal hydride hydrogen storage technology	Systems installed	Years of experience in the hydrogen storage market



# FINANCIAL RESULTS

## **Group full year financial results** Strong first year financial performance

DOMLAIS		
	<b>2023</b> (FY)	% Change (YoY)
Adjusted Revenue (£m)	5,489	+6.3%
Adjusted Operating Profit (£m)	355	+10%
Adjusted Operating Profit Margin (%)	6.5	+30bps
Adjusted Free Cash Flow (£m)	93	N/A
Adjusted EPS (p)	13.8	N/A
Dividend per share <i>(p)</i>	4.2	N/A

### Highlights

- Adjusted revenue growth of 6.3%, driven by volume increases and commercial recoveries
- Adjusted operating profit increase of 10%, with margin expansion of 30bps YoY driven by volume, operational efficiencies and improved commercial pricing fully offsetting inflation
- Excluding incremental stand-alone plc costs, margin expansion of 90bps, operating profit growth of 20%
- Adjusted free cash flow of £93m, after investment in capital expenditure and restructuring, reducing net debt<sup>1</sup> and leverage
- Final dividend of 2.8p per share recommended resulting in full year dividend of 4.2p per share
- Announced the intention to commence a share buy-back programme of £50m

When comparing to pro forma net debt at 31 December 2022 which reflects an estimated balance as if the current financing arrangements had been in place on that date. This adjustment provides a more comparable view of the company's financial position across periods.

# Group full year financial results

Revenue growth of 6.3%, driven by Automotive



## Highlights

- Adjusted revenue growth of 6.3% at constant currency
- Increase driven by volume and commercial price recoveries
- Global light vehicle production growth of 10% vs. 2022<sup>1</sup>
- Dowlais' revenue growth behind market due to geographical and customer mix, Powder Metallurgy headwinds and ongoing focus on margin expansion over volume growth
- Price increase from inflation recoveries partially offset by contractual price reductions
- FX headwind of £90m

1. As per S&P Global Light Vehicle Production Forecast, February 2024

# Group full year financial results

# 90bps expansion of adjusted operating profit margin excluding incremental plc costs



. Price (net) represents pricing net of direct / indirect material inflation as well as normal industry price reductions

Drop-through margin calculated on a constant currency basis

Margin expansion is at constant currency

### **Highlights**

- Excluding the impact of incremental stand-alone plc costs, drop-through margin of 29%<sup>2</sup>
- Inflation almost entirely offset by price recoveries
- Procurement efficiencies, labour productivity and restructuring actions delivering £28m benefit
- FX translation headwinds of £12m largely driven by GBP strengthening versus USD and CNY
- Other impacts primarily include one-off benefits in 2022
- Incremental stand-alone plc costs of £32m

# **Group full year financial results** Strong business performance especially from Automotive

GKN Automotive			GKN Powder Metallurg	ЗУ		GKN Hydrogen		
	Adjusted	results		Adjusted	results	2	Adjusted	results
AUTOMOTIVE	<b>2023</b> (FY)	Change (YoY)	GKN POWDER METALLURGY	2023 (FY)	Change (YoY)	GKN HYDROGEN	<b>2023</b> (FY)	Change (YoY)
Revenue <i>(£m)</i>	4,437	7.0%	Revenue <i>(£m)</i>	1,047	3.5%	Revenue <i>(£m)</i>	5	n/m <sup>1</sup>
Operating Profit (£m)	306	27%	Operating Profit (£m)	96	3.1%	Operating Profit (£m)	(15)	-7.1%
Operating Profit margin <i>(%)</i>	6.9	110bps	Operating Profit margin <i>(%)</i>	9.2	(10)bps	Operating Profit margin <i>(%)</i>	n/m <sup>1</sup>	n/m¹
	00/ 5							0.5

recoveries, flat volumes

٠

- Revenue growth of 7.0% from volume and pricing
- 110bps margin expansion driven by volume, procurement productivity and operational efficiencies
- Inflation fully offset by recoveries and material & labour productivity

Not meaningful

12

Significant commercial momentum; £5m Revenue growth driven by inflation revenues in 2023, increased from £1m in

٠

2022

- Volumes impacted by electrification, engine ٠ downsizing and UAW strikes
- Full year margins impacted by dilutive ٠ effects of inflation recoveries

# 16 systems commissioned in 2023, taking total operational installations to 27

Strategic review to identify potential ٠ investment partners is ongoing

# Group full year financial results

# Adjusted EPS of 13.8p per share, in line with expectations

Earnings per share	2023
	(£m)
Adjusted operating profit	355
Adjusted net finance costs <sup>1</sup>	(91)
Taxes	(66)
Adjusted profit after tax	198
Attributable to Non-Controlling Interests	(6)
Attributable to Parent	192
Adjusted Basic EPS (pence per share)	13.8
Impairment charge	(32.3)
Amortisation	(10.8)
Other adjusting items <sup>2</sup>	(6.7)
Basic EPS (pence per share)	(36.0)

### Highlights

- Adjusted net finance costs include interest on loans and overdrafts (£63m) and interest on Group pension schemes (£17m)
- Effective interest rate on bank borrowings of 6.4%
- Net finance charges expected to be higher in 2024 (£100m - £110m) due to full-year impact of our debt structure and increase in global interest rates
- Effective tax rate of 25% consistent with our medium-term expectations
- Adjusted EPS in line with expectations
- Detailed business review of Powder Metallurgy resulted in a non-cash goodwill impairment charge of £449m

<sup>1.</sup> Adjusted net finance costs exclude FX movements on loans with Related Parties and fair value changes on other financial assets

<sup>2.</sup> Adjustments between statutory and operating profit items include restructuring costs, demerger costs and equity accounted investments adjustments, partially offset by release of fair value items, FX gains on loans with Related Parties and movements in derivatives as detailed in the FY results announcement

# **Group full year financial results** Adjusted Free Cash Flow of £93m, ahead of expectations

Cash generation	2023
	(£m)
Adjusted EBITDA <sup>1</sup>	618
Share of adjusted operating profit of EAI <sup>2</sup>	(81)
Change in working capital	18
Restructuring	(70)
Interest paid	(68)
Taxes	(61)
Pensions	(39)
JV dividends	63
Сарех	(295)
Other	8
Adjusted Free Cash Flow	93
Demerger Costs	(48)
Free Cash Flow	45

### Highlights

- £18m improvement in net working capital as a result of continued focus on supply chain optimisation
- Restructuring cash of £70m related to footprint initiatives, lower than forecast due to phasing
- Capex of £295m (1.2x depreciation), increase vs. 2022 due to investments in growth and footprint
- Other includes asset disposals and movements in provisions
- Demerger costs of £48m include incentive payments and costs associated with establishing the Group's new central functions

Leverage <sup>3</sup>	1.5x	$\rightarrow$	1.4x	
	Dec '22		Dec '23	

Adjusted EBITDA is calculated as Adjusted operating profit after adding back depreciation and impairment of PP&E and amortisation of computer software and development costs

Equity Accounted Investments

Leverage at December 2022 is presented on a pro forma basis

# **Group full year financial results**

A clear capital allocation policy



DOM/LAIS

## Group full year financial results

2024 outlook - further margin expansion and improving free cash flow



S&P Global light vehicle production forecast, February 2024

2. At constant currency

DOMANS

# **Group full year financial results** 2024 modelling guidance



Estimated annual impact based on latest spot rates and forecast geographical mix of the Group

# BUSINESS PERFORMANCE

# GKN AUTOMOTIVE



## **GKN** Automotive – key messages

Strong margin expansion and portfolio transition; on track to deliver financial targets

Output Adjusted revenue of £4.4bn, growth of 7.0%

- Adjusted operating profit growth of 27%, margin expansion of 110bps; strategic focus on commercial discipline delivering results
- Confidence in achieving 10%+ margin target by 2026
- Record new business awards (>£6bn of lifetime revenue secured), 74% for EVs, at target margin
- Portfolio transition on track; key awards across both Driveline and ePowertrain product groups





AUTOMOTIVE

# **GKN Automotive** Profitable growth potential in both Driveline and ePowertrain

Product portfolio	Impact of electrification	Comment		Portfolio growth				
ePowertrain eDrive systems		Prudent investment in targeted techno developments and smart program cho enable profitable growth					Growth from total ePowertrain	
ePT components		Market leader in advanced differentials potential as addressable market increa	-			-•	<ul> <li>portfolio through a combination of ePT components offsetting AWD and</li> </ul>	
AWD		Heritage capabilities very relevant as p transitions to ePT components	portfolio				smart eDrive system choices	
Propshafts -		Focus on maximising asset utlilisation cash generation	and	/		-•	Growth in core Driveline portfolio; Sideshaft growth offsetting decline	
Sideshafts	7	Market leader for both ICE & BEV, incl China. Growth forecast through conter increase and further share gains	-				of propshafts	
Positive impact of electrification Negative	ve impact of electrification			2023	2028	_		
			CE exposure	~30%	<20%	_		

# **GKN** Automotive

# Financial model delivered 110bps<sup>1</sup> margin expansion in 2023



Adjusted operating profit margin expansion at constant currency (values in chart show adjusted operating profit margin at actual FX)

2. Other primarily includes FX translation impact

DOMLAIS

# **GKN** Automotive

# Business is confident of achieving 10%+ operating profit margin target in medium term



~200bps of margin expansion by 2026 through ongoing transformation programmes<sup>1</sup> Agiority of margin expansion delivered by ongoing restructuring projects Full ramp-up of Miskolc, Hungary, absorbing production from Mosel, Germany Closure of the Roxboro, North Carolina facility announced with majority of production relocating to expanded Mexico facility<sup>2</sup> Other initiatives include procurement efficiencies, productivity and other operational effectiveness measures Remainder of gap to be closed through revenue growth

. Based on flat revenues versus 2023

Cash expenditure associated with this project already included in guidance

# **GKN** Automotive

# Record bookings value, well balanced and above target profit margins



Book-to-bill ratio refers to the ratio of lifetime revenue of new business bookings to revenues within the given time-period at constant FX rate

2. Lifetime revenue split of business booked in 2023

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# **GKN** Automotive in China

Strongly positioned to capture future growth from the expanding Chinese market



DOM/ AIS

# GKN POWDER METALLURGY



# **GKN Powder Metallurgy – key messages**

Stable profit margin throughout the period & acceleration of portfolio transition



- Adjusted revenue of £1,047m, growth of 3.5%
- Adjusted operating profit margin of 9.2%; 10bps YoY margin decrease due to dilution from price recoveries
- Increase in new business bookings, particularly for propulsion agnostic product portfolios
- Acceleration of portfolio transition; contract awarded for BEV differential, first magnets commercial agreement reached and first supply of powder for LFP batteries
- Appointment of a new CEO to accelerate the business towards its full potential



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#### Sinter portfolio bookings only. Values are maximum in-year revenue

Portfolio share of maximum in-year revenue of business booked in given period

**GKN Powder Metallurgy** 

# Strong bookings increase, heavily weighted to propulsion agnostic products



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# **GKN Powder Metallurgy**

Growth potential from existing portfolio, with incremental opportunities from EV products



Positive impact of electrification

Negative impact of electrification

# GKN HYDRO<u>GEN</u>



# **GKN Hydrogen**

# Exciting technology with positive commercial progress in 2023



# **Sustainability** Significant progress towards ESG commitments in 2023



Accident Frequency Rate

DONVLAIS



S U M M A R Y Decisive actions delivering a strong start as a newly listed PLC

# Summary

- A strong first year in which decisive and bold actions have delivered meaningful progress against our key strategic priorities:
  - Margin expansion and operating profit growth
  - Cash generation ahead of our expectations enabling capital returns to shareholders
  - Significant progress with portfolio transition
  - Provided Powder Metallurgy with the right platform from which it can realise its long-term financial potential

Q & A



# APPENDIX

# Appendix Adjusted revenue reconciliation

£m	2023	2022
Adjusted revenue	5,489	5,246
Equity accounted investments	(625)	(651)
Revenue	4,864	4,595

# **Appendix** Adjusted operating profit/(loss) reconciliation

£m	2023	2022
Adjusted operating profit	355	333
Items not included in adjusted operating profit		
Impairment of goodwill/assets	(449)	(20)
Amortisation of intangible assets acquired in business combinations	(197)	(198)
Restructuring costs	(120)	(54)
Demerger costs	(42)	-
Equity accounted investments adjustments	(30)	(29)
Movement in derivatives and associated financial assets and liabilities	16	15
Net release and changes in discount rates of certain fair value items	17	14
Acquisition and disposal related losses	-	(3)
Operating (loss)/profit	(450)	58

# Appendix

# Capital structure and debt facility maturity profile



1. Term Loan and RCF are available in multi-currency. Term loan matures April 2026, RCF matures April 2028 subject to a two-year extension which is at the sole discretion of the company

2. Other includes uncommitted borrowing and unamortised fees

3. Net debt for leverage purposes excludes lease liabilities. Prior year net debt is presented on a pro forma basis

4. Leverage is calculated as net debt, as defined in the bank covenant, divided by last twelve months Adjusted EBITDA, also per covenant definition. Prior year leverage is presented on a pro forma basis

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# **Appendix** List of abbreviations

Abbreviation	Meaning	Abbreviation	Meaning
AFR	Accident frequency rate	GLVP	Global light vehicle production
AWD	All wheel drive	ICE	Internal combustion engine
BCC	Best cost countries	JV	Joint venture
BEV	Battery electric vehicles	LFP	Lithium iron phosphate
bn	billions	LMFP	Lithium manganese iron phosphate
bps	basis points	m	millions
CDP	Carbon Disclosure Project	M&A	Mergers and acquisitions
CNY	Chinese Yuan	NA	North America
CSRD	Corporate Sustainability Reporting Directive	OEM	Original equipment manufacturer of light vehicles
EBIT	Earnings before interest and tax excluding depreciation and amortisation	р	Pence
EBITDA	Earnings before interest, tax, depreciation and amortisation	PP&E	Property, Plant & Equipment
EMEA	Europe, Middle East and Africa	RCF	Revolving Credit Facility
EPS	Earnings per share	SBTi	Science Based Targets initiative
ePT	ePowertrain	SECR	Streamlined Energy and Carbon Reporting
ESG	Environmental, social and governance	TCFD	Task Force on Climate-Related Financial Disclosures
EU	European Union	UAW	The United Auto Workers union
EUR	Euro	UN SDG	United Nations Sustainable Development Goals
EV	Electrified vehicles (full hybrid, battery and fuel cell electric vehicles)	USD	US Dollar
FY	Full year	YoY	Year on year