



RELIANCE WORLDWIDE CORPORATION LIMITED

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1HFY17 RESULTS PRESENTATION

23 February 2017



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This presentation forms part of a package of information about Reliance Worldwide Corporation Limited. It should be read in conjunction with the Appendix 4D, 31 December 2016 Half Year Financial Report and the Results Announcement also released on 23 February 2017.

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1. Results Highlights

1HFY17 Achievements

- ✓ **Continued strong sales growth in core SharkBite business in the Americas**
- ✓ **Sales to The Home Depot grew in the period with strong pre-winter purchasing**
- ✓ **New Lowe's agreement provides expanded USA retail distribution network. Inventory built and preparation activities well underway to support rollout. Distribution commenced**
- ✓ **Controlled launch of the EvoPEX fitting range in target markets ahead of spring new construction season**
- ✓ **Delivered on cost reductions, procurement savings and operational efficiencies**
- ✓ **Production of SharkBite PTC fittings at Cullman, Alabama running ahead of plan**
- ✓ **Manufacturing capacity capex accelerated to support expected increase in future demand**
- ✓ **Gerry Bollman appointed Global CFO; Terry Scott retiring after 27 years with RWC but remaining as a consultant to the company**

1HFY17 Financial Highlights

Net sales

\$282.7 million

+4% growth, +9% on a constant currency basis



EBITDA

\$63.7 million

+18% growth



NPAT

\$35.3 million

56% of FY17 Prospectus forecast



Continued strong growth from Americas

+8% growth, +13% on a constant currency basis



Net debt reduced by \$31.6 million

Leverage of 0.9x LTM Pro Forma EBITDA



Interim dividend declared of 3 cps

Represents dividend payout ratio of 45% of NPAT



Solid financial performance in 1HFY17, remain on track to deliver on full year Prospectus NPAT forecast



2. Financial Performance

1HFY17 Results

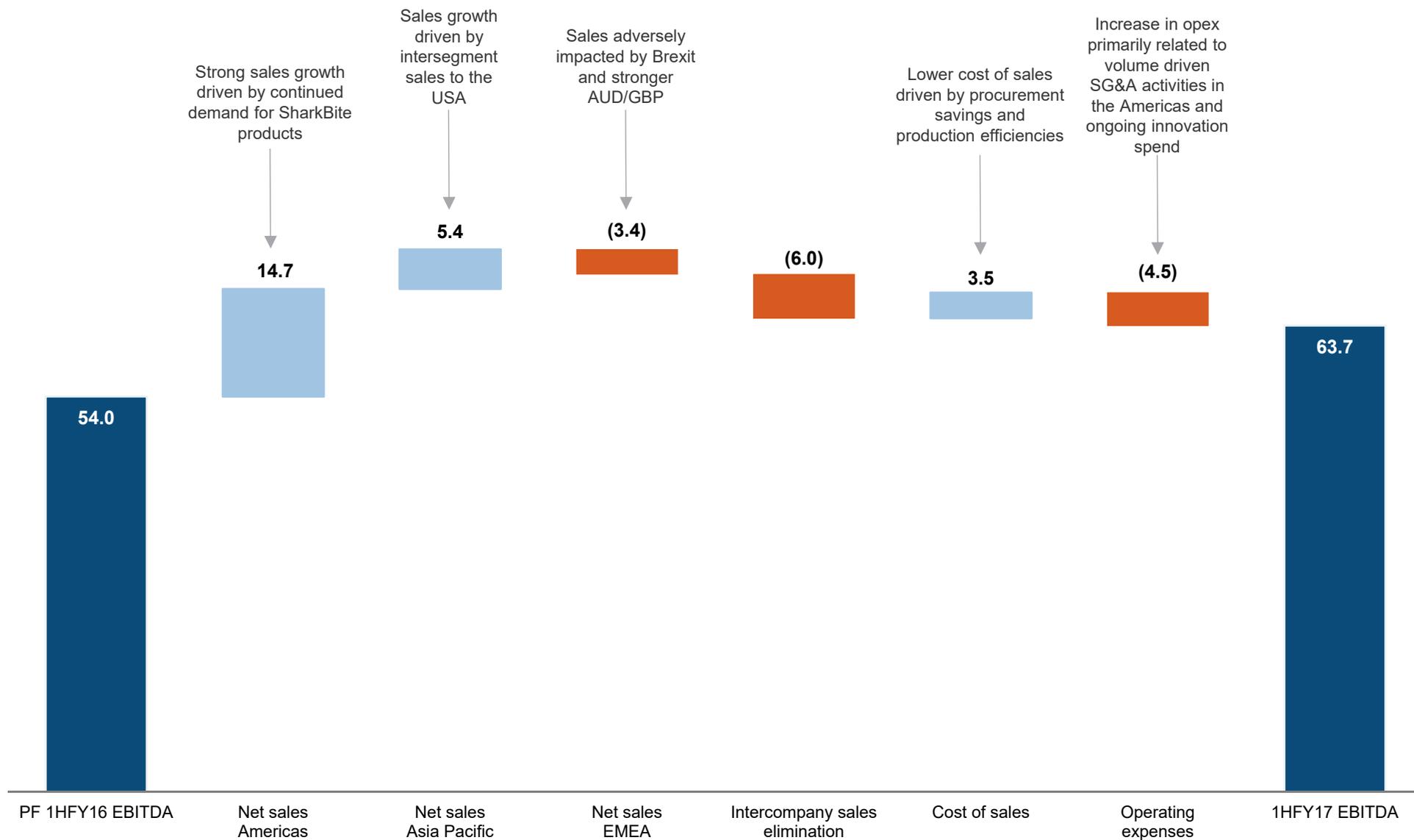
June year end (A\$m)	1HFY17	Pro Forma 1HFY16	Variance
Net sales	282.7	271.9	+ 4.0%
EBITDA ¹	63.7	54.0	+ 18.0%
EBIT ¹	54.7	46.0	+ 18.9%
NPAT	35.3	N/A	N/A
Key metrics			
EBITDA margin	22.5%	19.9%	+ 260 bps
EBIT margin	19.3%	16.9%	+ 240 bps

Note: ¹ Before significant items

Commentary

- Net sales up 4% compared to Pro Forma 1HFY16 (+9% on a constant currency basis)
 - Solid performance from Americas (+8)% and Asia Pacific (+5%), offset by weakness in EMEA (-13%)
 - Continued strong demand from Retail (+14%) and Hardware (+9%) channels in the USA
 - UK adversely impacted by Brexit and FX rate
- EBITDA up 18% compared to Pro Forma 1HFY16
 - Gross margin expansion driven by procurement savings and production efficiencies
 - Operating expenses in line with expectation
- Excess cash through 1HFY17 applied against debt, reducing interest costs
- 1HFY17 NPAT represents 56% of FY17 Prospectus forecast NPAT

Group EBITDA Bridge (1HFY16 to 1HFY17) A\$m



Segment Results – Americas

June year end (A\$m)	1HFY17	Pro Forma 1HFY16	Variance
Net sales ¹	198.8	184.1	+ 8.0%
EBITDA	37.1	29.5	+ 25.8%
<i>EBITDA margin</i>	18.7%	16.0%	+ 270 bps

Financial commentary

- Net sales growth of 8% compared to Pro Forma 1HFY16 (+13% on a constant currency basis)
- Continued strong demand growth for SharkBite products across Retail and Hardware channels
 - Demand from The Home Depot continued to grow strongly
 - Customers building up inventory in anticipation of a potential freeze event in the USA
- Gross margin improvement driven by cost saving initiatives which continue to be a key priority
- Increased supply chain costs due to volume driven SG&A activities
- Strong result partially offset by higher AUD/USD in 1HFY17 compared to Pro Forma 1HFY16

Operational commentary

- SharkBite PTC fittings production successfully ramped up following expansion in 2016
- Manufacturing / preparation activities well underway to support Lowe's rollout; First shipments commenced
- Maintained strong delivery performance; >99% order fill rate achieved in the Retail channel
- Controlled launch of the EvoPEX fitting range in target markets consistent with plan
- SKU expansion program in Wholesale channel underway and delivering expected growth

Note 1: Segment net sales includes intercompany sales between segments

Segment Results – Asia Pacific

June year end (A\$m)	1HFY17	Pro Forma 1HFY16	Variance
Net sales ¹	110.9	105.5	+ 5.1%
EBITDA	27.1	23.5	+ 15.3%
<i>EBITDA margin</i>	24.4%	22.3%	+ 210 bps

Financial commentary

- Net sales growth of 5% compared to Pro Forma 1HFY16
 - Strong growth in intersegment sales, driven by continued growth in the Americas and preparation for the northern hemisphere winter partially offset by shift of some production to our USA facility
 - Continued strong demand from Wholesale customers offset by slow OEM channel
- Materially higher margins supported by:
 - Procurement savings
 - Improved operating efficiencies and increased recoveries due to high SharkBite production

Operational commentary

- Strong SharkBite production with nil injuries / nil lost time
- Third finished goods warehouse leased in Melbourne to facilitate growth in fittings and pipe products
- Auspex gas ball valves approved for sale
- Undersink valves in stock and near completion for launch

Note 1: Segment net sales includes intercompany sales between segments

Segment Results – EMEA

June year end (A\$m)	1HFY17	Pro Forma 1HFY16	Variance
Net sales ¹	23.7	27.1	- 12.5%
EBITDA	0.8	2.2	- 63.6%
<i>EBITDA margin</i>	3.4%	8.1%	- 470 bps

Financial commentary

- Net sales down 13% compared to Pro Forma 1HFY16 (+10% on a constant currency basis)
- Demand from Wholesale customers, particularly for thermostatic products, remains strong, offset by weakness in OEM
- Result impacted by ongoing uncertainty created by Brexit and materially stronger AUD/GBP exchange rate
- Spain sales growth in line with expectations, with the majority of production sold to RWC Australia to meet external demand
- EBITDA margin impacted by exchange rate movement affecting cost of imported goods and translation effects on results

Operational commentary

- Continued regular shipments from Spain to Australia
- Spain production capacity to be expanded to meet expected demand
- Commercial team continues to deliver strong growth in thermostatic sales to the Wholesale market
- New branding and marketing strategy implemented in the UK

Note 1: Segment net sales includes intercompany sales between segments

Strong Cash Flow Generation

June year end (A\$m)	1HFY17	Pro Forma 1HFY16	Variance
EBITDA	63.7	54.0	+ 18.0%
Non-cash items in EBITDA	(0.2)	(0.2)	0.0%
Changes in working capital	(9.9)	(27.1)	+ 63.5%
Cash flow from operations¹	53.6	26.7	+100.7%
Maintenance capital expenditure	(5.4)	(6.5)	- 16.9%
Growth capital expenditure	(4.1)	(15.9)	- 74.2%
Other	(2.1)	–	N/A
Proceeds from sale of assets	0.2	3.6	- 94.4%
Net Investing cash flow	(11.4)	(18.8)	- 39.4%
Net cash flow (before significant items, financing and taxation)	42.2	7.9	+ 434.2%
<i>Operating cash flow conversion²</i>	84.1%	49.4%	+ 34.7%

Commentary

- Strong cash flow conversion
- Free cash flow generation³ of \$42.2m in 1HFY17
- Favourable movement in working capital driven by efficient inventory management and effective supplier account management
- Lower capital expenditure due to completion of Cullman facility expansion

¹ Before significant items, capex and taxation;

² Cash flow from operations¹ / EBITDA;

³ Before significant items, financing and taxation

Balance Sheet Strength

Debt metrics

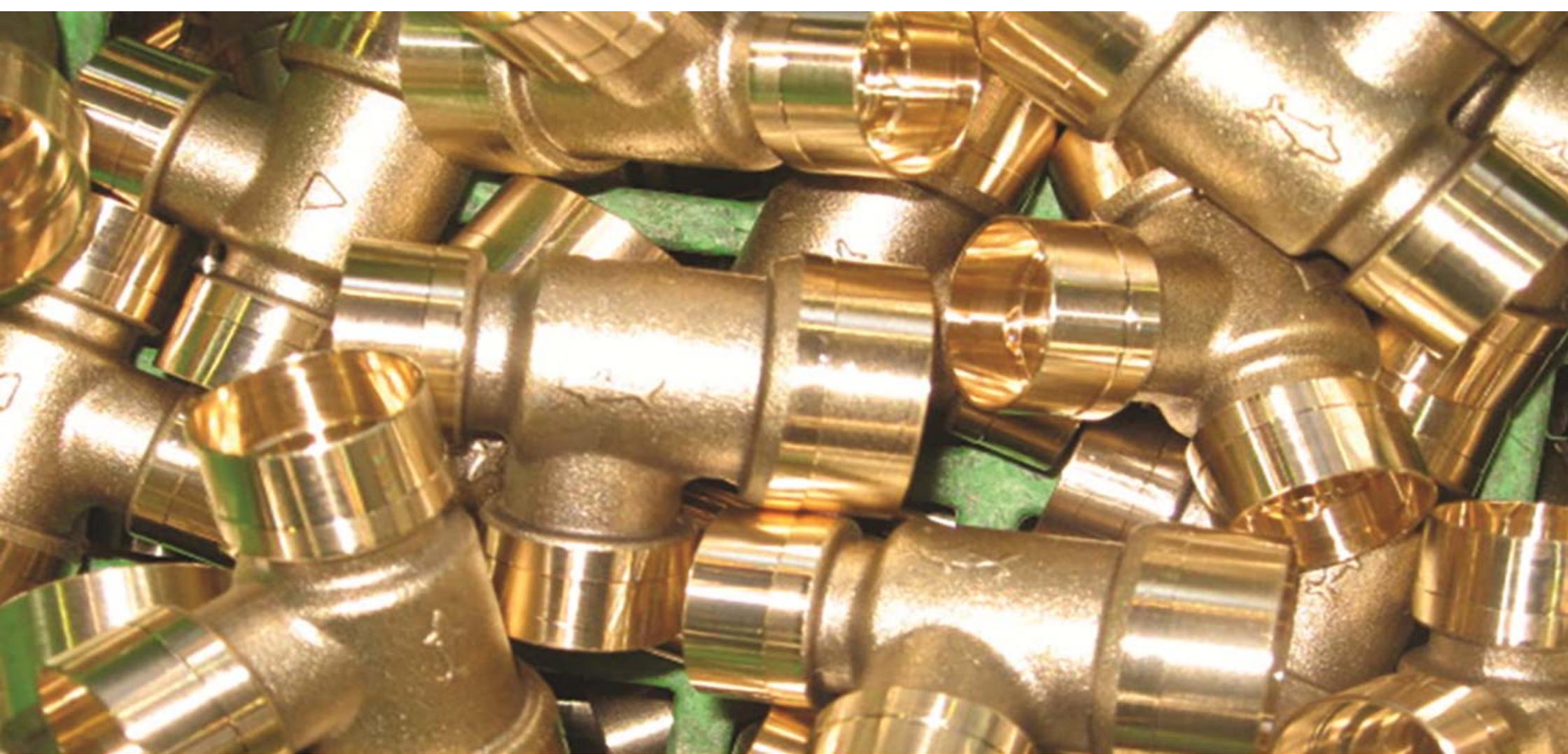
A\$m	At 31 December 2016	At 30 June 2016
Cash and cash equivalents	37.9	35.6
Gross debt	134.2	163.5
Net debt	96.3	127.9
<i>Net debt / LTM Pro Forma EBITDA</i>	<i>0.9x</i>	<i>1.3x</i>
<i>LTM Pro Forma EBIT / Net finance costs</i>	<i>15.4x</i>	<i>13.1x</i>

Net working capital

A\$m	At 31 December 2016	At 30 June 2016	Prospectus pro forma 31 December 2015
Trade and other receivables	98.4	95.0	89.4
Inventories	143.3	119.1	135.7
Trade and other payables	(82.0)	(64.8)	(58.2)
Net working capital ("NWC")	159.7	149.3	166.9
NWC / LTM sales (%)	29.3%	27.9%	32.3%

Commentary

- Net debt reduced by \$31.6 million in 1HFY17
- Strong balance sheet with net leverage reduced to 0.9x from 1.3x at 30 June 2016
- Higher inventories compared with 30 June 2016 to support growth in business, build for North America winter and Lowe's rollout
- Materially higher trade payables from effective supplier account management and increased purchasing to support Lowe's rollout



3. Growth Strategy and Outlook

Our Direction

Why we do what we do

To profitably revolutionise and **disrupt** the plumbing industry by commercialising solutions that **make the trade more effective and efficient**

What we want to become

The rough plumbing sector **leader**

How we will achieve it

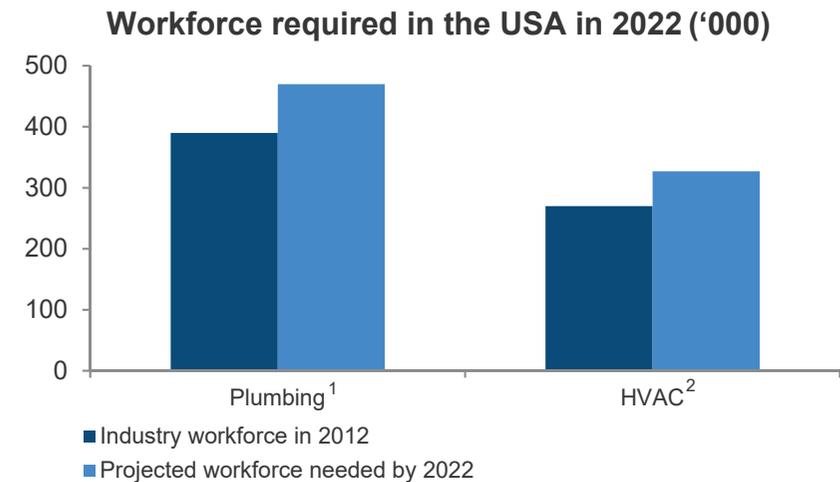
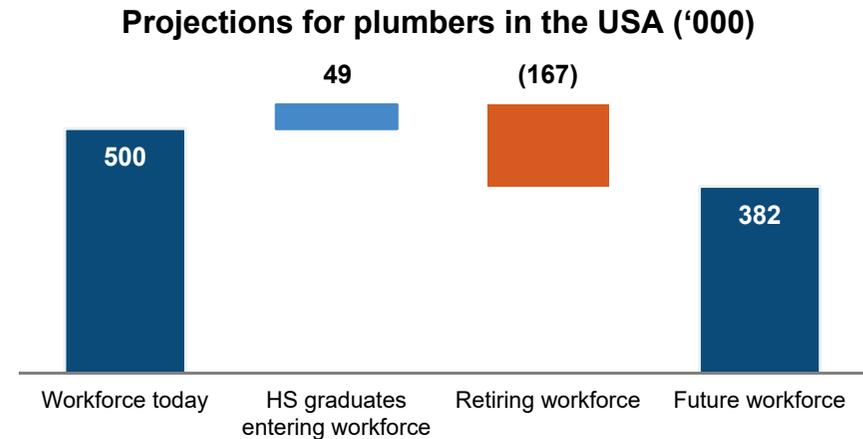
By developing and deploying **differentiated** capabilities, people and products focused on attractive end-markets and leading distribution and channel partners

How we gauge our degree of success

Achieving and **sustaining** industry leading growth and profitability; delivering strong shareholder returns

The Market In Which We Operate Supports Growth

- ✓ The small diameter pipe, valve and fitting **market is large** with no dominant competitor
- ✓ **Positive demand dynamics** reinforce growth
- ✓ **PEX conversion** is taking place in the pipe market away from copper and CPVC
- ✓ Plumbing **trade labour** is in short supply and more often less skilled than in the past
- ✓ Trade labour shortage will continue to provide innovators the opportunity to outpace the market

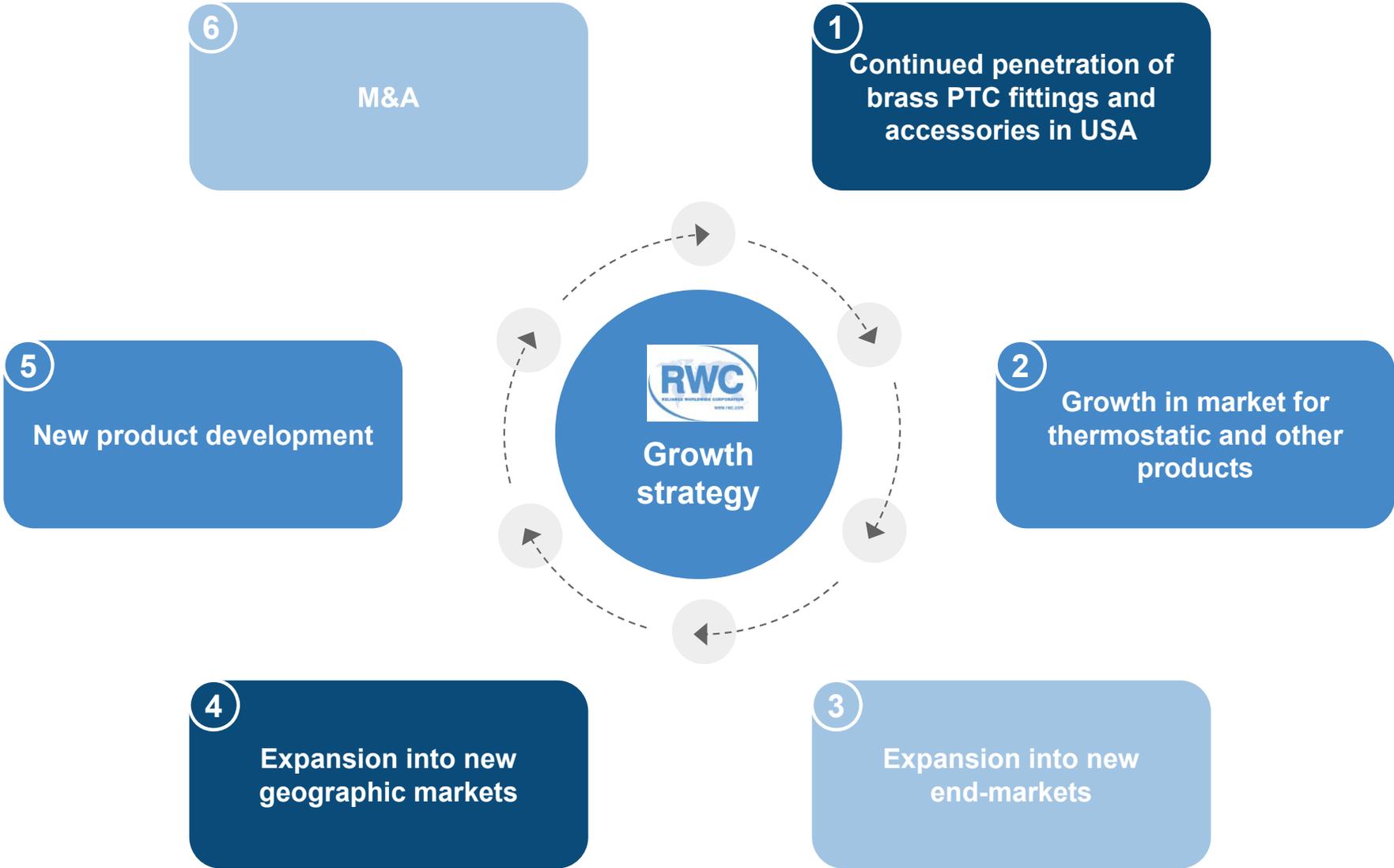


Source: <http://eyeonhousing.org/2015/04/top-builder-challenges/>; <http://www.reliableplant.com/Read/15760/poll-skilled-trades-rank-low-in-teens-career-options>

Note 1: Includes plumbers, pipefitters and steamfitters

Note 2: Includes heating, air conditioning, and refrigeration mechanics and installers

Overview of Growth Strategy



Expanded USA Retail Distribution

- **Expanded availability of SharkBite branded products**
- **Increased growth and development of the overall PTC product category**
- **Growth over long term for benefit of all distributors**

As such ... RWC expects continued strong double digit growth in SharkBite PTC fittings and accessories from the Retail channel

Roll-out into Lowe's

- Lowe's to roll-out full SharkBite Plumbing Solutions range, including PTC fittings and accessories, PEX pipe and crimp fittings
- Roll-out to 1,700+ Lowe's stores commenced
- Phase 1 roll-out (to approximately half of the stores) will be completed in 2HFY17
- Final phase expected to be completed in 1HFY18
- Our investment in capacity and operating capabilities have allowed us to efficiently build stock and prepare to supply Lowe's with no impact on other customers

Continued support to THD

- Formal review conducted by THD
- THD's commitment to SharkBite PTC products across its store network confirmed
 - Only a small number of outlets in one region will cease stocking SharkBite PTC products
- THD will replace RWC's supporting PEX pipe and crimp fittings in all but a small number of stores
- Above changes expect to be phased in commencing June 2017 and completed during 1HFY18
- RWC remains committed to supporting THD with industry leading plumbing solutions and services

FY17 Outlook

- 
RWC reaffirms its pro forma FY17 Prospectus NPAT forecast¹ and dividend target payout ratio for FY17 of 40-60% (in line with range set out in Prospectus)

- 
RWC expects continued market penetration of SharkBite PTC fittings and accessories in the Americas, which will benefit from our expanded USA retail distribution network

- 
RWC continues to evaluate business and product development opportunities that complement its strong organic growth profile

FY17 Prospectus forecast			
June year end (A\$m)	FY17 Prospectus forecast	1HFY17 Actual	1HFY17 Actual as a % of FY17 Prospectus forecast
Net sales	587.8	282.7	48.1%
EBITDA	117.7	63.7	54.1%
EBIT	97.8	54.7	55.9%
NPAT	62.6	35.3	56.4%

Note 1: Forecast confirmed assuming, among other things, that current general economic conditions are maintained, including in the geographies where RWC operates, and no significant changes to foreign currency exchange rates, particularly USD/AUD

