



Company Profile

August 2021

RELIANCE WORLDWIDE CORPORATION LIMITED
ABN 46 610 855 877

Important Notice

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This presentation contains references to the following non-IFRS measures: EBITDA, EBIT, Adjusted NPAT and Adjusted EPS. These measures are used by RWC to assess operating performance and are defined in the accompanying Results Announcement dated 23 August 2021. These measures have not been subject to audit or review.

All figures are presented in Australian Dollars unless indicated otherwise. The sum totals throughout this presentation may not add exactly due to rounding differences.

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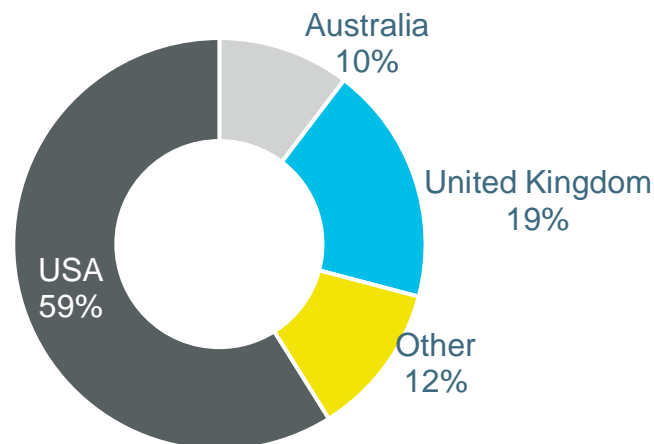
This presentation forms part of a package of information about Reliance Worldwide Corporation Limited. It should be read in conjunction with the Appendix 4E, 2021 Annual Report and the Results Announcement also released on 23 August 2021.

RWC at a glance

RWC is a leader in the design, manufacture and supply of water flow and control products and solutions for use in the “behind the wall” plumbing sector

- The leader in brass and plastic push to connect (“PTC”) fittings in key geographies
- Majority of sales are to the repair and renovation (“R&R”) end market
- Vertically integrated global manufacturer with a strong culture of innovation, leading R&D and engineering capability
- Extensive distribution networks of channel partners in all key geographies
- Successful history of M&A to augment product range and build market positions in new geographies and end-markets

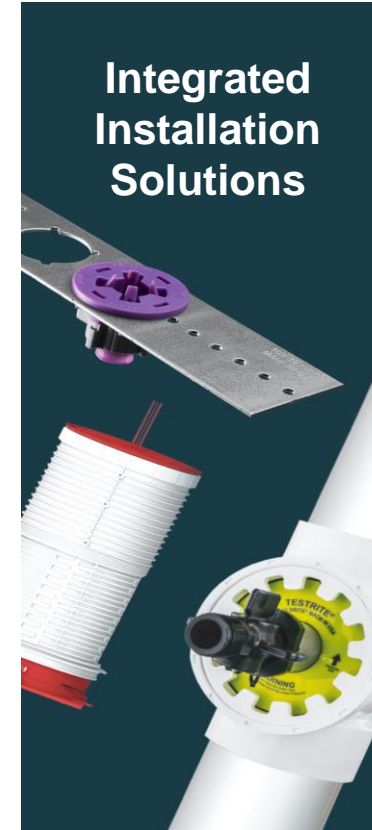
Geographic Sales Breakdown¹



¹ External sales for the year ended 30 June 2021

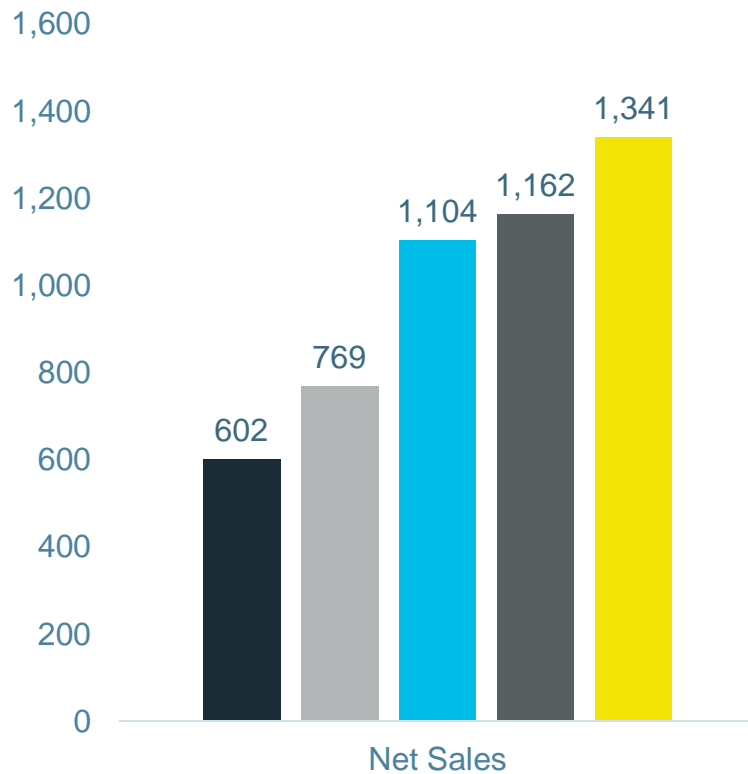
RWC product portfolio

RWC is a global market leader and manufacturer of water delivery, control and optimisation systems for the modern built environment. RWC's products consist of a global family of brands which provide a complementary product portfolio to help our customers deliver, control, optimise and solve their challenges in innovative, reliable and simple ways. We design, manufacture and distribute products that include pipe, valves, fittings and a range of ancillary products.

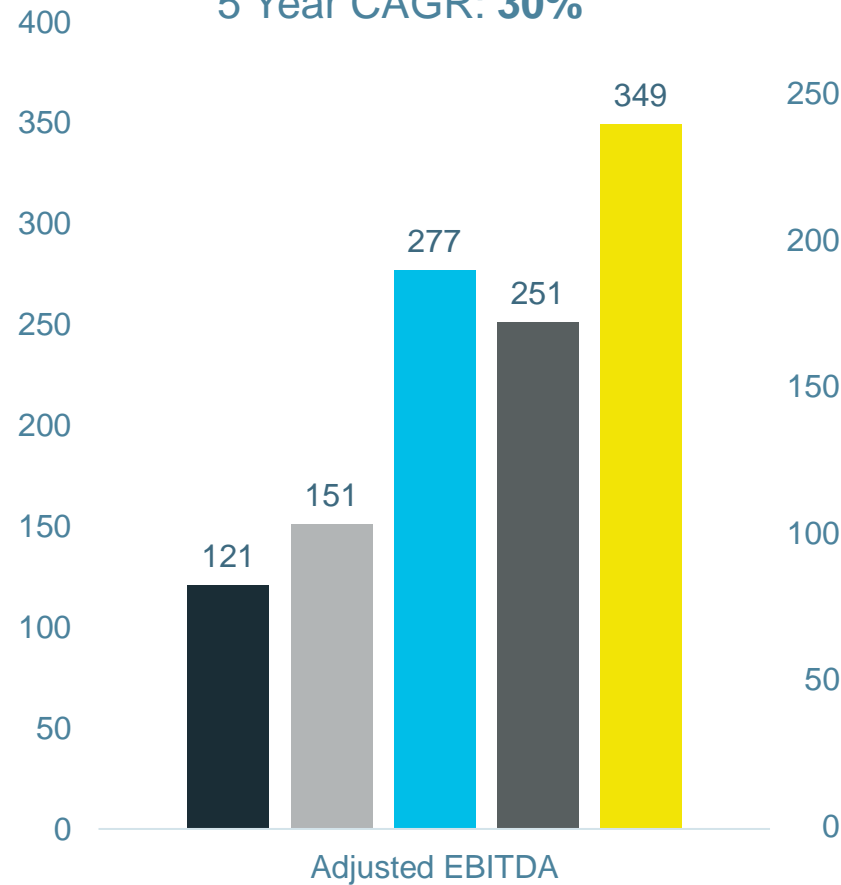


RWC 5-Year Post-IPO Performance History

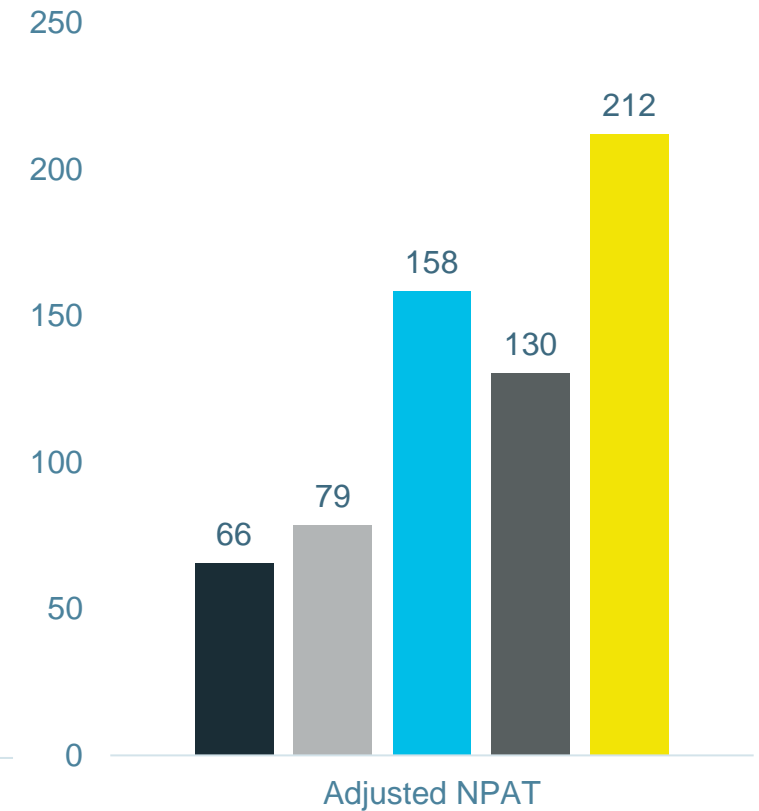
Net Sales A\$m
5 Year CAGR: **22%**



Adjusted EBITDA A\$m
5 Year CAGR: **30%**

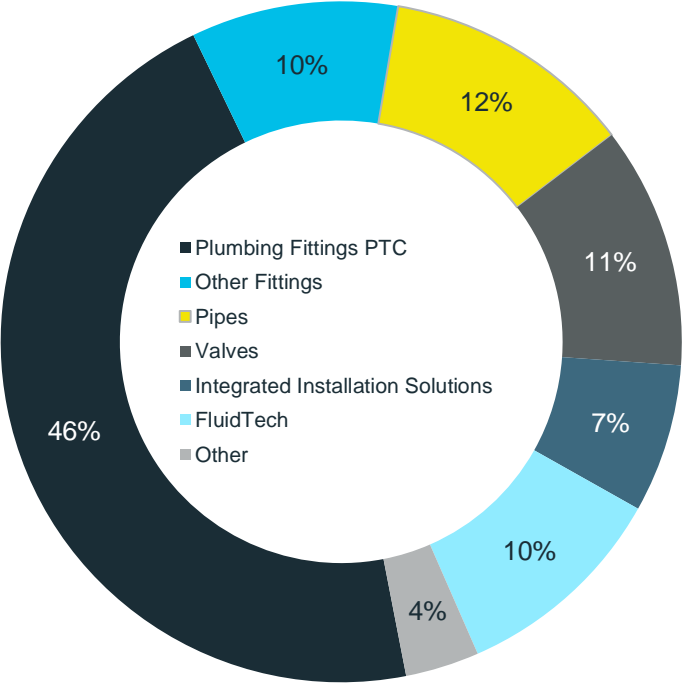


Adjusted NPAT A\$m
5 Year CAGR: **34%**



Fittings provide a strong foundation

A variety of fittings solutions that deliver efficiency and reliability available through a vast network of outlets across markets and channels



Plumbing PTC

SharkBite™ available across Americas, UK, and Australia

- #1 position in Americas
- #1 position in Australia
- Growing in UK and Europe

The global leader in Plastic PTC

- #1 positions in Americas, UK, and Australia
- Top 3 in Europe and growing

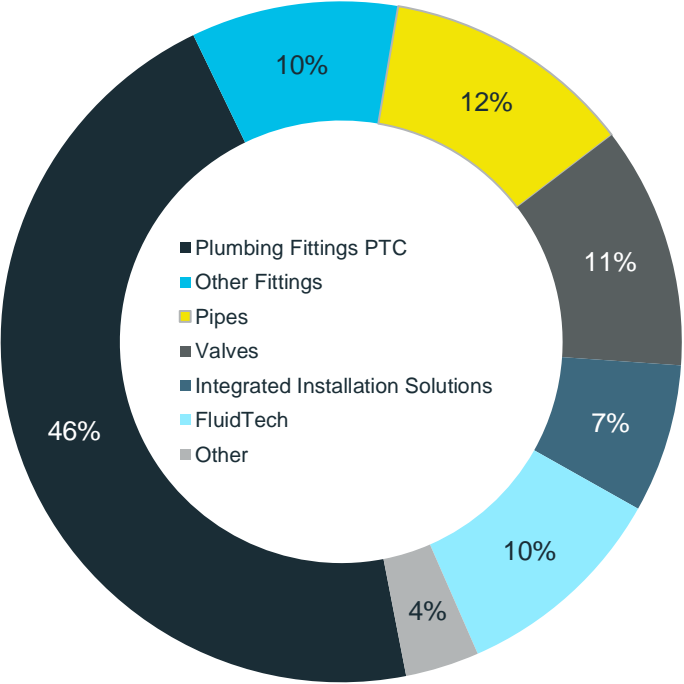
Non-PTC

Essential product to complete our portfolio

- Provides a fitting solution for multiple applications
- One of several products that complete a “basket” of solutions and drives sales across categories
- Leverages scale of our distribution network

Growing category diversification

RWC has built a complete portfolio of solutions with top market positions - all aligned with the SharkBite value proposition – ease of use, efficiency, labor savings, and availability



Pipe



PEX pipe available across global regions

- Top 3 producer in US
- Top 2 in UK
- Top 2 in Australia

Valves



Multiple valve types available across the globe

- #1 water heater valve producer across Americas, UK and Australia
- Top 2 Thermostatic position in the US

Integrated Installation Solutions



Superior value proposition of developing “engineered solutions for makeshift methods”

- #1 position for pipe support in US
- #1 position for water heater accessories in US
- Growing Firestop category with innovative solutions

FluidTech

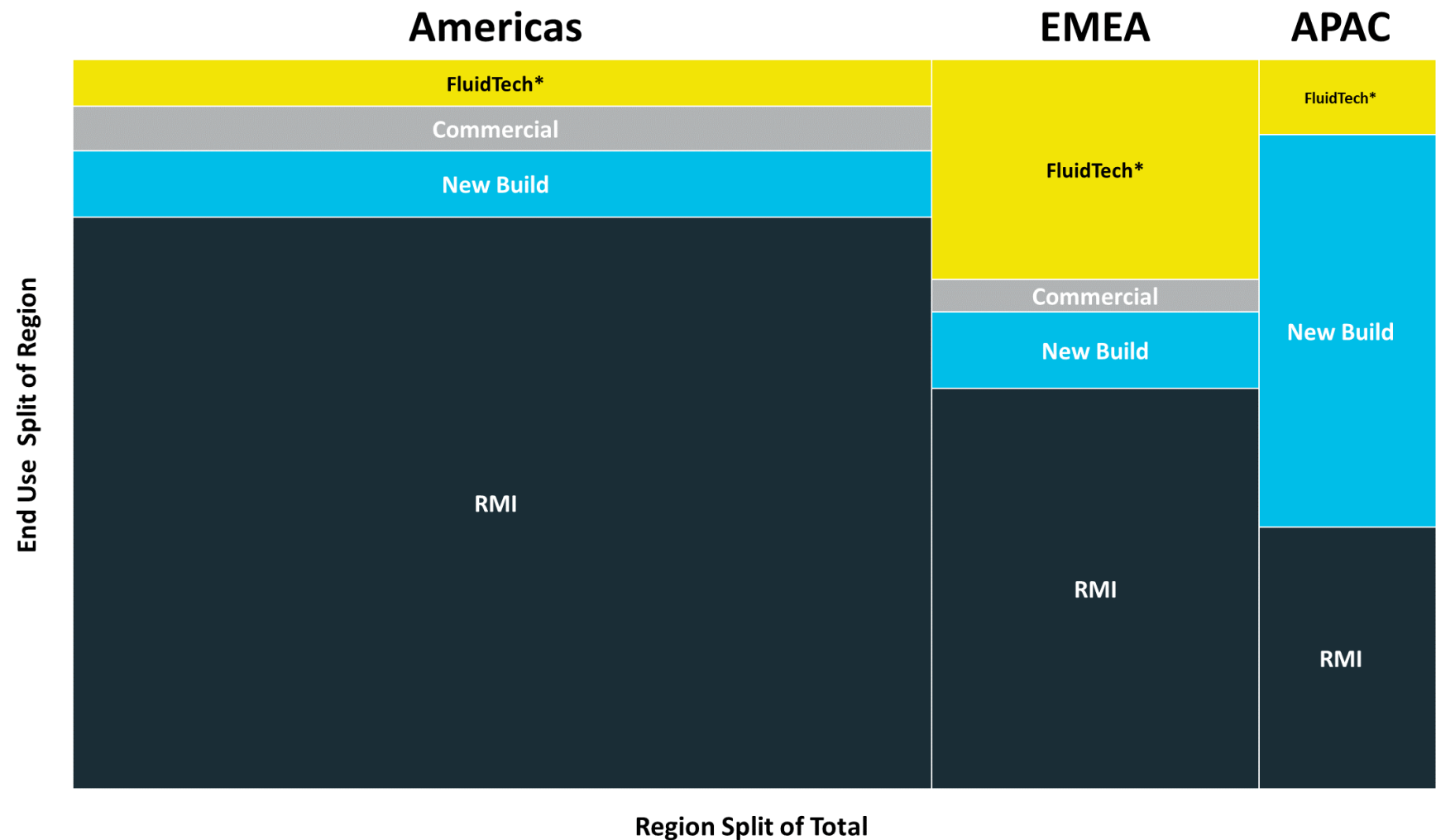


Established in UK with global growth opportunity

- #1 position for drinks dispense in UK
- #1 position for water treatment in US
- Growing positions in Continental Europe

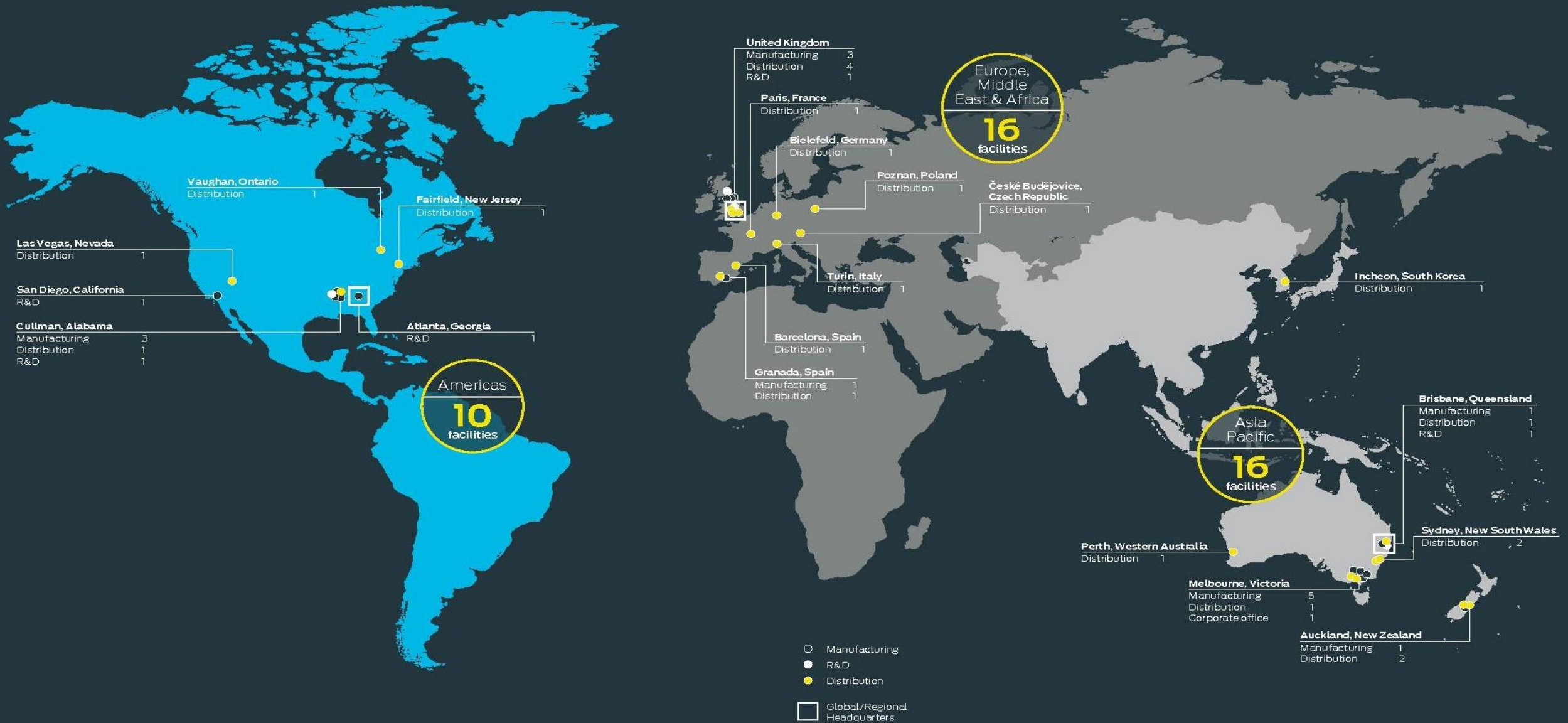
End Use by Region

Core RMI market represents significant share of global end use segments



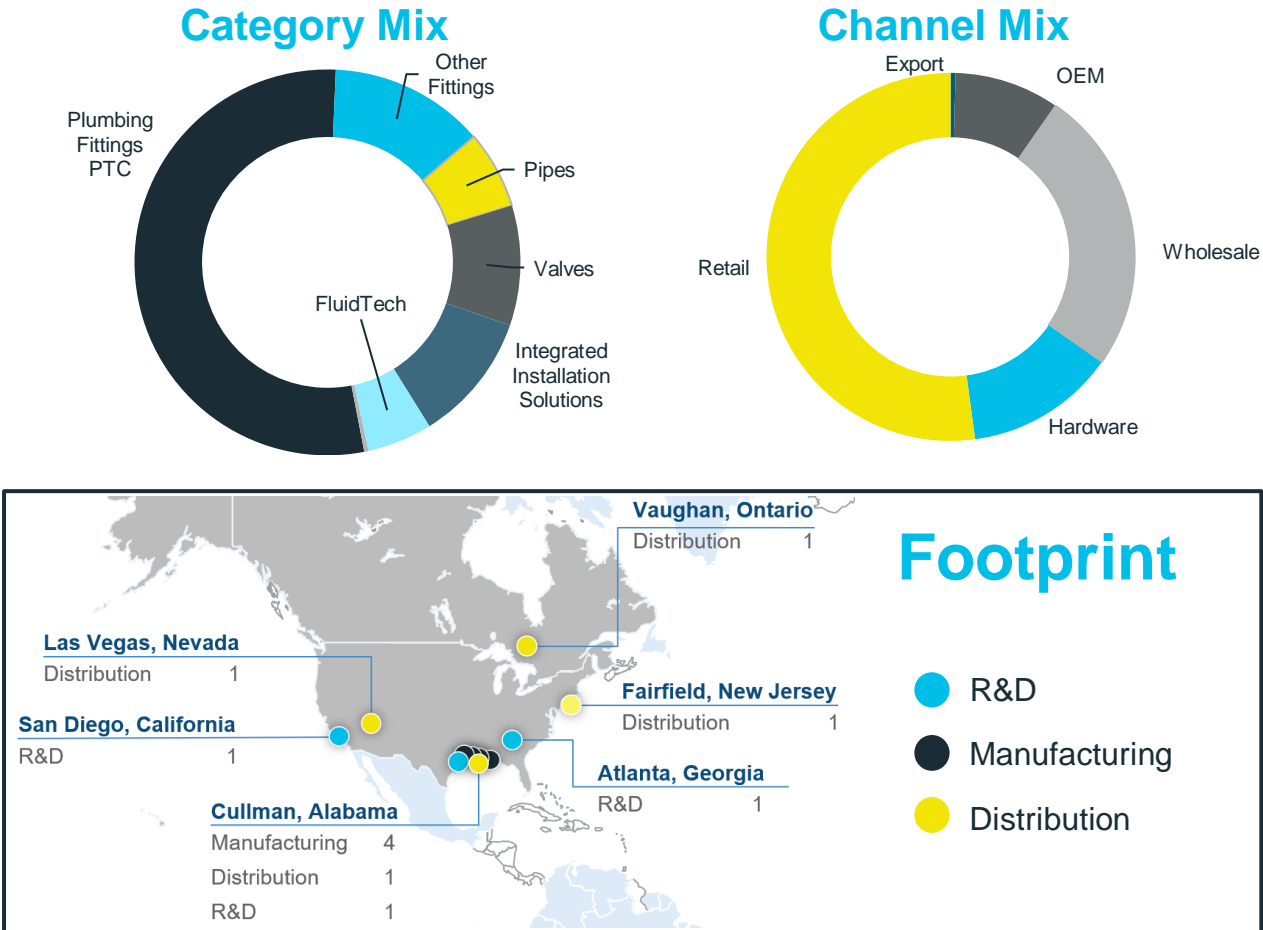
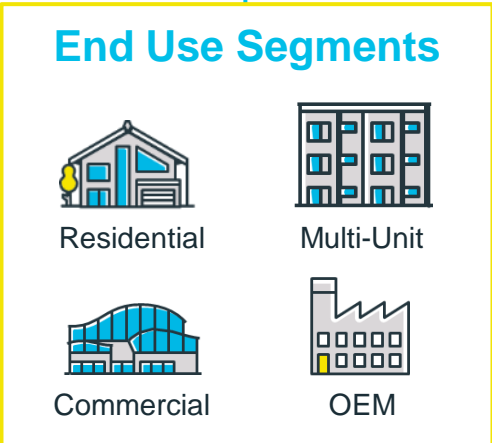
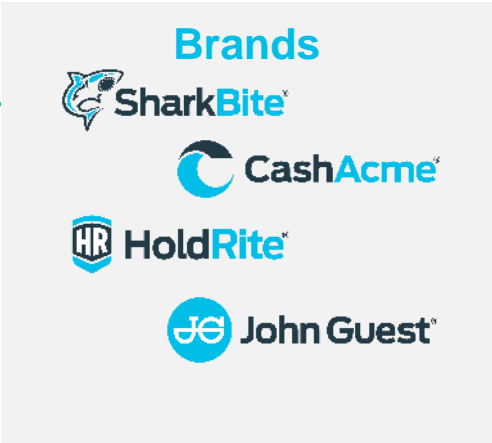
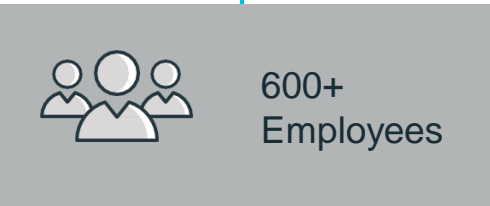
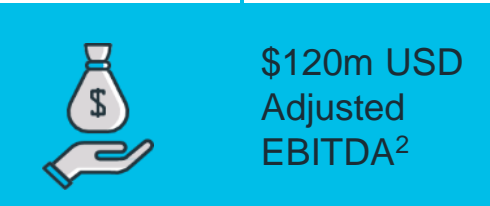
Note* - FluidTech segment includes water treatment, drinks and dispense, air and pneumatics, and blown fibre applications; Segment splits based on Group FY20 net external sales

RWC operates in 3 regions: Americas, Asia Pacific, EMEA



RWC Americas snapshot

Well positioned brands across a diverse product range serving multiple segments

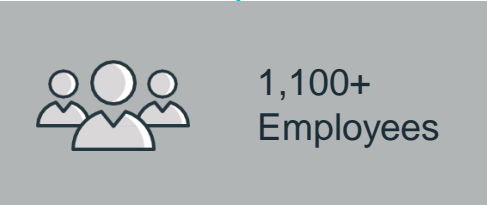


¹ Segment net sales includes \$2.5 million of intercompany sales to other segments; FY21 Results

² EBITDA before one-off charge for warehouse consolidation

EMEA business snapshot

Exceptionally strong brands in a diversified set of markets and geographies



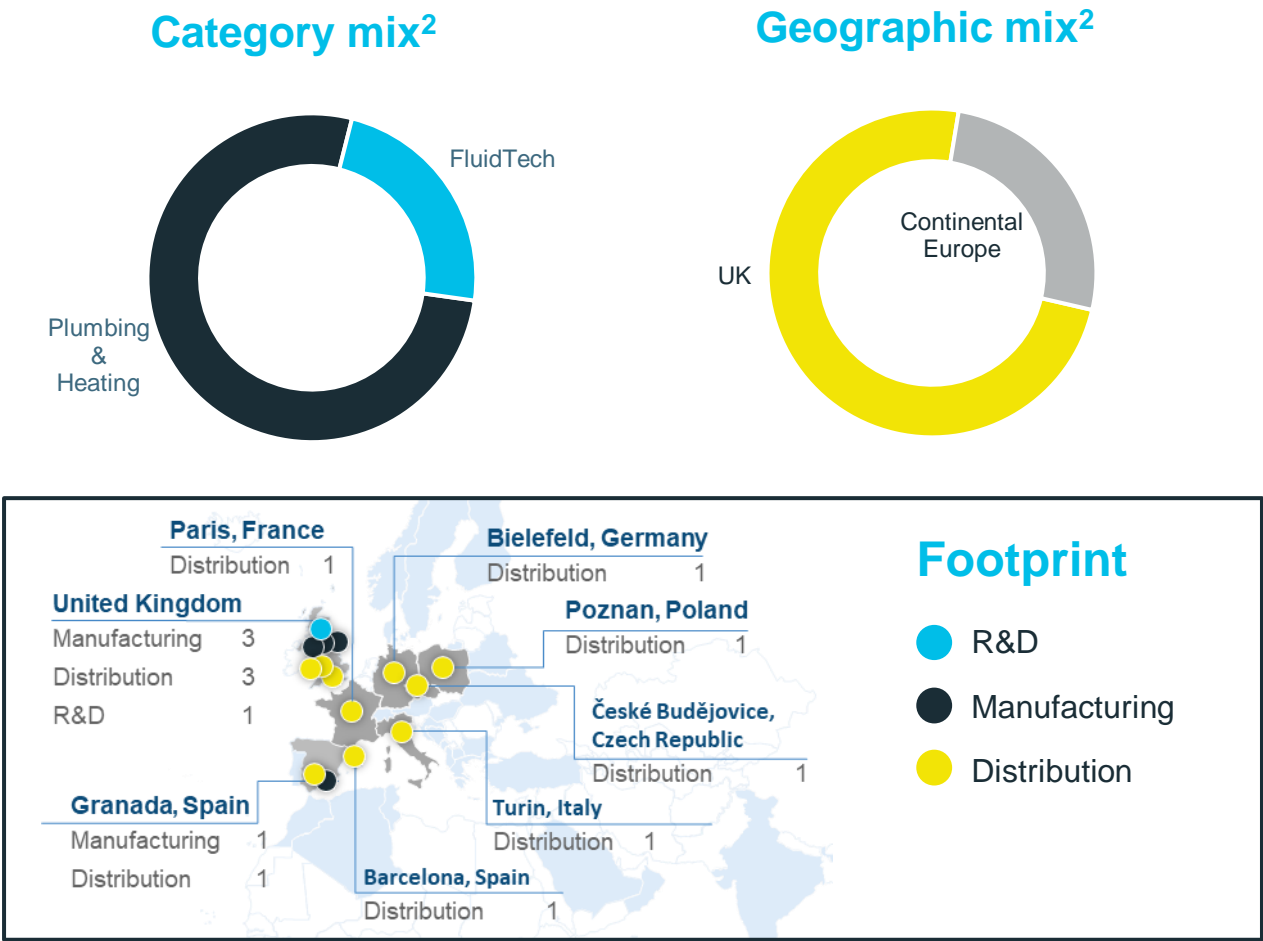
Brands

- Speedfit**
- John Guest**
- Reliance VALVES**
- SharkBite**

End Use Segments

Residential
 Multi Unit

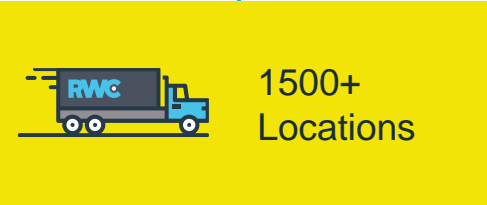
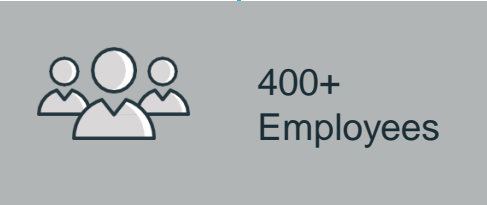
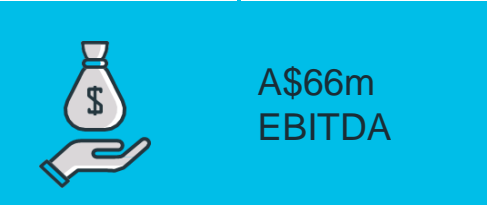
Commercial
 OEM



1. FY21 actual results
 2. Based on FY21 external sales only and excludes intercompany sales to Americas / APAC

RWC APAC snapshot

Exceptionally strong brands in a diversified set of markets, and geographies



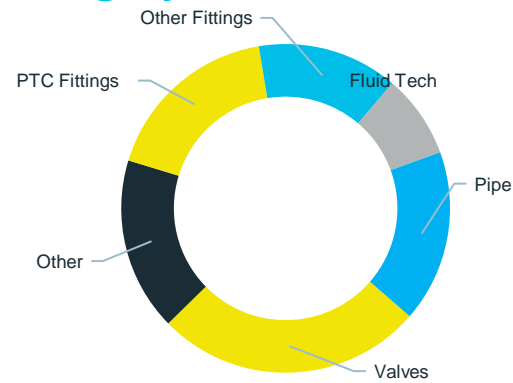
Brands

End Use Segments

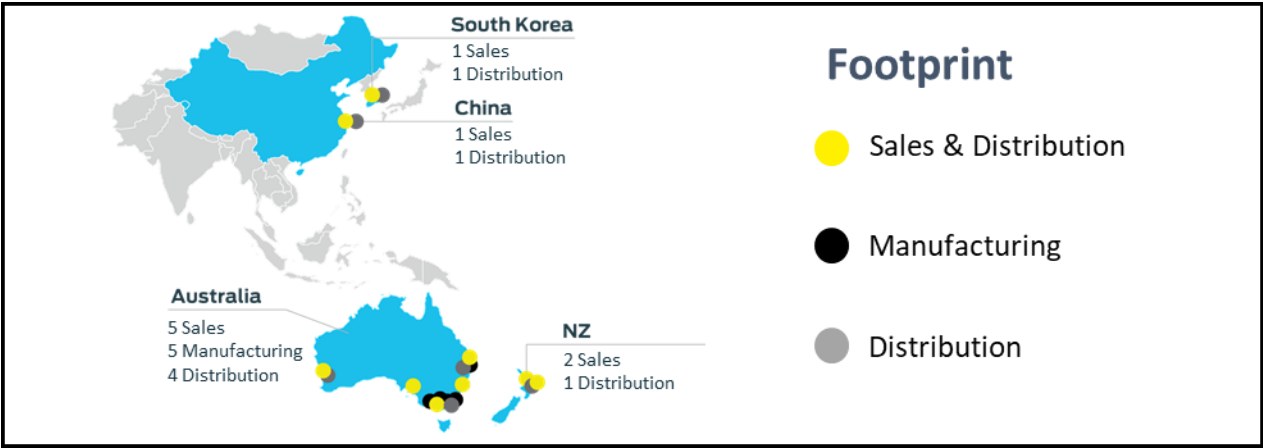
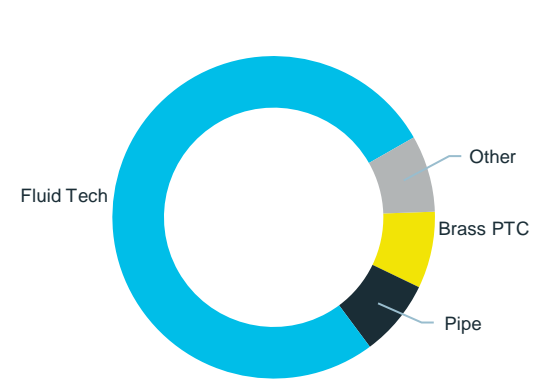
Residential
 Multi Unit

Commercial
 OEM

Category Mix – AUS/NZ

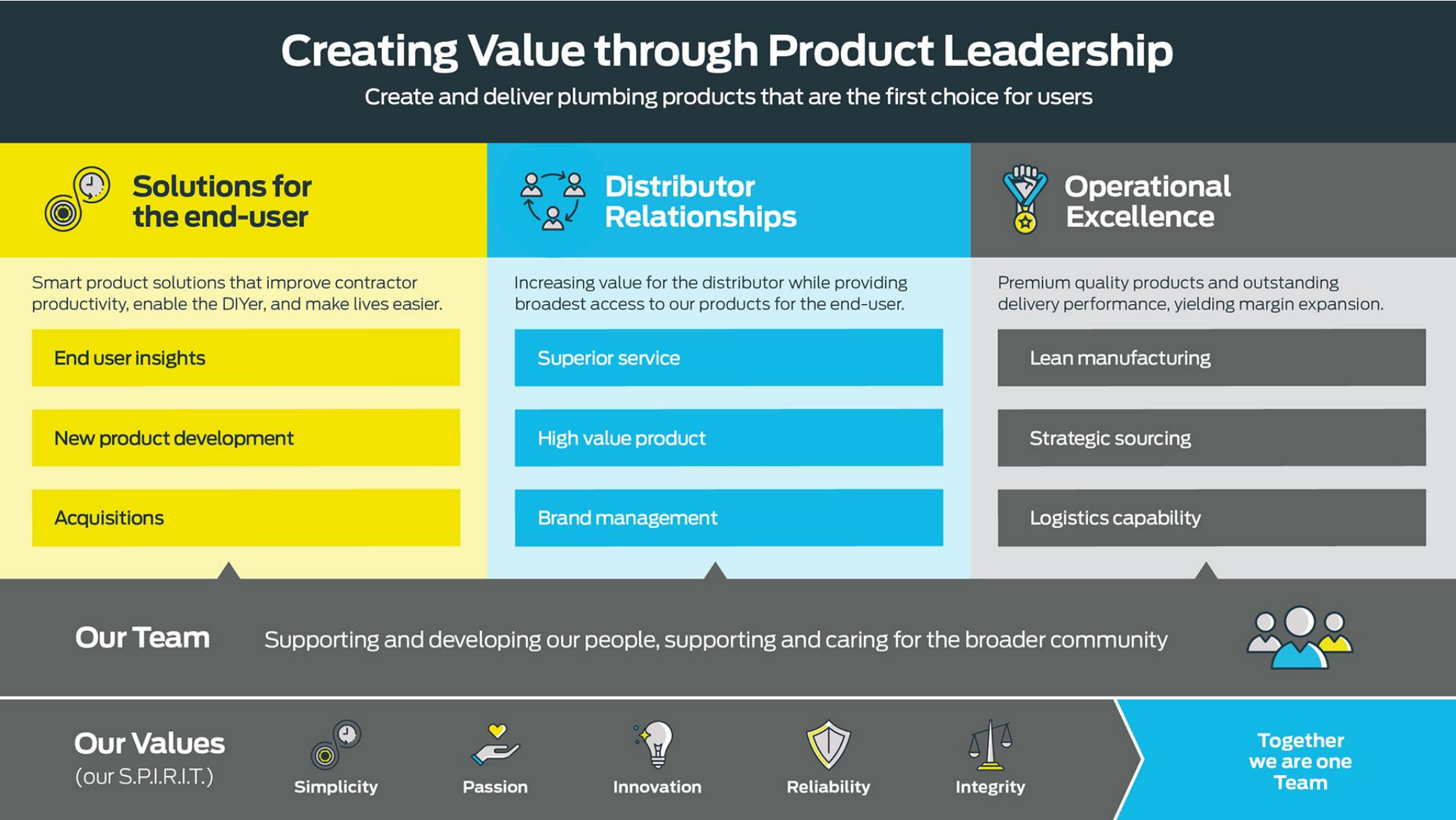


Category Mix - Asia



¹Segment net sales includes \$116 million of intercompany sales to other segments; FY21 results

RWC strategy summary



RWC's Capital Management approach

Capital management approach aims to minimise the cost of capital and ensure ongoing access to funding to meet future requirements

Strong Financial Focus	Value creation			Capital management		
Improving long term margins and returns	Organic Growth	Capital Investment	Acquisitions	Capital structure	Consistent dividends	Capital returns
<ul style="list-style-type: none"> • Margin expansion through continuous improvement initiatives • Strong operating cash flow performance • Maintenance of investment grade equivalent credit metrics • Improving return on equity 	Above-market growth in 3 regions: <ul style="list-style-type: none"> • Americas • APAC • EMEA 	Ongoing investment in: <ul style="list-style-type: none"> • capacity expansion • core new product development Ongoing assessment of operational footprint and supply chain optimisation	M&A aligned with strategy: <ul style="list-style-type: none"> • Fill gaps in product range • Expand distribution or end-user scope • Broaden geographic presence 	Target Leverage Range: Net Debt to EBITDA of 1.5 - 2.5 times	Target Dividend Payout Ratio: 40-60% of NPAT Franked to the extent possible – estimated at less than 30%	On-market Share Buybacks: Preferred means of distributing excess cash beyond dividends Assessed when appropriate

Capital Management

Considerations in setting leverage targets and distribution strategy

- RWC will target a leverage ratio (Net Debt to EBITDA) in the range of 1.5x to 2.5x
- Maintaining leverage within this range will ensure the company has ready access to debt markets with appropriately low levels of refinancing risk
- The key objectives of RWC's approach to capital management are:
 - Funding on-going capital re-investment in the company
 - Enabling the company to take advantage of ongoing growth opportunities and to respond to changing operating conditions
 - Preserving balance sheet flexibility to maintain ready access to debt markets and ensuring liquidity
 - Maximising returns to shareholders
- If leverage drops below lower end of target range and near-term investment opportunities that meet return requirements are limited, RWC will consider returning surplus capital to shareholders in addition to dividends
- An on-market share buyback would be most effective means of distributing excess cash and would contribute to positive earnings accretion on an Earnings Per Share (EPS) basis
- Share buybacks will be considered in future having regard to level of earnings, operating performance, economic outlook, and capital requirements to support organic growth and other investment opportunities including M&A

RWC financial snapshot for year ended 30 June 2021

Net sales

\$1,341 million

+15% growth overall¹
+25% in constant currency

Adjusted EBITDA

\$349.2 million

+39% on pcp

Adjusted NPAT

\$211.9 million

+63% on pcp

Operating cash flow

\$334.3 million

+20%
Cash conversion: 98%

Net debt reduction

\$128.3 million

Net debt \$173.9 million
Net leverage ratio² at 0.51x

Final dividend

7.0 cps

Total FY21 dividends

13.0 cps

¹ Growth rates expressed as change over comparative period for the year ended 30 June 2020

² Net Debt/FY21 Reported EBITDA of \$340.7m

Outlook for FY 2022¹

RWC will provide expanded quarterly trading updates from the first quarter of FY2022

PRICES:

- Average price rises announced in FY2021 of 6% will mitigate inflation impacts
- Price increases will flow through to Sales in FY22, regional variations will reflect different product mix and cost bases
- Price increases may be margin dilutive by up to 1% where they are applied to offset equivalent cost increases with no net contribution to gross margins

COSTS:

- Price increases are expected to fully offset commodity input cost increases
- Commodity prices and other cost inflation will require a dynamic approach to pricing and cost management
- Expenditure on travel, entertainment and marketing expected to increase in FY22 from suppressed levels in FY21

CASH FLOW:

- Cash flow from operations will be impacted as we re-build inventory levels in the first half
- Cash for investing activities will include:
 - Payment on completion of LCL acquisition for A\$37m
 - Increased capital expenditure of A\$80m to A\$90m

¹ Key assumptions for FY2022 are set out in the Results Announcement dated 23 August 2021

Regional outlook for FY 2022¹

AMERICAS:

- COVID brought about a step change in residential remodelling activity in FY21
- Home remodelling activity is expected to remain strong given fundamentals in core US residential segments
- FY22 sales (excl freeze) expected to continue to grow at above market rates, but growth rate expected to moderate from the abnormally high rates of FY21
- Sales growth drivers will include price impacts, new products and marketing initiatives, overall market growth (excl. price)

ASIA PACIFIC:

- Increases in residential dwelling approvals in Australia expected to translate into ongoing strong construction activity levels
- House price appreciation and low interest rates should remain supportive of continued growth in the repair and remodelling sector
- Operating earnings will include contribution from LCL acquisition

EMEA:

- Repair and remodel activity expected to continue to be a strong performing sector within the UK construction industry
- Continental Europe demand expected to improve further with economies increasingly opening up

¹ Key assumptions for FY2022 are set out in the Results Announcement dated 23 August 2021

Summary

RWC is well positioned for future growth and resilience of the business has been demonstrated through the COVID-19 pandemic

- RWC is focused on creating value through product leadership
 - Solutions for the end-user: improving contractor productivity, enabling the DIYer
 - Value for distributors: increasing value on their shelf, providing broadest access to our product for end-users
 - Industry leading execution: premium quality, outstanding delivery performance, margin expansion
- Each region offers unique growth opportunities:
 - **Americas:** highest medium term growth potential from continued product range expansion and leveraging of strong brands and channel partner network
 - **APAC:** key Australian market relatively mature but ongoing new product opportunities
 - **EMEA:** leveraging John Guest brand and distribution network with expanded product range in the UK is highest strategic priority
- Selective M&A will be targeted to help achieve strategic objectives