



Scapa Group plc

Preliminary Results FY2019 Investor Presentation











Business model

Resources and relationships

• Financial discipline

The

Scapa

Way

Strategic assets •

Partnerships

- Employees
- Synergies

Healthcare

- **Our targeted segments**
- Advanced Wound Care
- Consumer Wellness •
- Medical Device Fixation

Industrial

Our targeted segments

- Automotive
- Cable
- Specialty
- Construction •
- Consumer •

Challenge (2018: 18.2p) **Ourselves**

To expand our addressable market by enhancing

We will partner with our customers to continue to drive technology transfers, become an integrated part of their product life cycles and build a platform to play across the full

our value chain and technologies

How we will succeed

outsourced spectrum

Challenge the Status Quo

Challenge

Sufficiency

How we will succeed

opportunities in adjacent markets

To grow and gain market share in the niche markets where we have a competitive advantage

We will concentrate on core markets with differentiated application solutions, increasing revenue to our key customers by introducing additional products and technologies, as well as pursuing cross-selling

Our goal

Our goal

18.9p Adjusted EPS

Stakeholder values

97.6%

Customers

Community

Customer satisfaction per order (2018:97.4%)

Employees

Shareholders

£74,852

contributions (2018: £91.145)

frequency rate (2018: 0.97)

Charitable

Lost time accident



Preliminary results

Record revenue and trading profit¹

Group financial highlights

- Revenue grew 7.0% to £311.8m (2018: £291.5m); 6.9% on a constant currency basis²
- Trading profit¹ increased 10.7% to £38.2m (2018: £34.5m); 10.1% on a constant currency basis²
- Adjusted earnings per share³ increased 3.8% to 18.9p (2018: 18.2p)
- Basic earnings per share of 5.3p (2018: 15.4p); reflecting business reorganisation and site closures
- Adjusted net debt⁴ of £43.7m (2018: £3.8m) is after the acquisition of the Systagenix manufacturing facility for a cash consideration of £34.0m and includes the one-off stock build of £2.9m for the Dunstable and Knoxville site moves
- Pension deficit significantly reduced to £8.4m (2018: £21.0m)
- Final dividend increased 20.8% to 2.9p (2018: 2.4p)

Healthcare

- Revenue increased 25.3% to £141.3m (2018: £112.8m); 24.4% on a constant currency basis².
- On a continuing basis⁵ revenue increased 22.1% to £137.7m (2018: £112.8m); 21.2% on a constant currency basis². This includes the benefit of the BioMed and Systagenix acquisitions
- Trading profit1 of £20.9m (2018: £17.4m) is 20.1% higher and on a continuing basis5 is £17.3m (2018: £17.4m)
- Organic trading profit margins increased to 16.0% (2018: 15.2%)
- Established two Healthcare Centres of Excellence:
 - Integration of the R&D and manufacturing assets of Systagenix progressing well ahead of expectations in Gargrave, UK
 - Completed investment programme in purpose-built site in Knoxville, US
- Invested in expanding BioMed capabilities to enhance Scapa's value proposition beyond adhesives to meet customer/market demand

Industrial

- Revenue of £170.5m (2018: £178.7m) was 4.6% lower due to adverse macro conditions; 4.3% lower on a constant currency basis²
- Trading profit¹ of £22.3m (2018: £22.5m) and organic trading profit margins increased to 13.1% (2018: 12.6%)
- Industrial business on track to 15.0% trading profit margin target
- Continued to focus on Return on Capital Employed (ROCE); cost-to-serve optimisation delivered
- Asia grew 8.4% predominantly in India; opened a new manufacturing site in Chennai, India, to support the fast-growing Consumer and Automotive markets
- ¹ Trading profit is before exceptional items, acquisition costs, amortisation of intangible assets and legacy pension costs
- $^{2}\,$ Prior year results translated at current year's average exchange rates
- ³ Adjusted earnings per share is calculated by dividing the trading profit, less cash interest, less tax on operating activities by the weighted average number of ordinary shares in issue during the year
- ⁴ Adjusted net debt excludes temporary finance lease for Knoxville site

⁵ Excluding IFRS 15 provision release. A contract liability provision was created as a result of the acquisition of Systagenix in line with the requirements of IFRS 15 and this is excluded on a 'continuing' basis as it represents a non-cash item. This provision will be released on a straight-line basis over a five-year period, in line with the exclusive supply contract

Income statement

Another year of strong financial performance

Group revenue (£m)

£311.8m

19	311.8
18	291.5
17	279.6
16	246.7
15	236.0

Margin % (£m)

12.3%

19	12.3
18	11.8
17	10.4
16	8.6
15	7.9



Adjusted earnings per share (p)



	31 March 2019 £m	31 March 2018 £m
Revenue	311.8	291.5
Trading profit	38.2	34.5
Margin %	12.3%	11.8%
Amortisation of intangibles	(6.0)	(3.3)
Exceptional items	(12.8)	0.1
Acquisition costs	(2.0)	_
Pension administration costs	(0.6)	(0.6)
Operating profit	16.8	30.7
Finance costs	(1.9)	(1.9)
Profit before tax	14.9	28.8
Taxation	(6.7)	(5.3)
Profit for the year	8.2	23.5
Basic EPS (p)	5.3	15.4
Adjusted EPS (p)	18.9	18.2
Dividend (p)	2.9	2.4
On a continuing basis		
Revenue	308.2	291.5
Trading profit	34.6	34.5
Adjusted EPS (p)	16.5	18.2

Exceptional and adjusted items

Reorganisation impact and building a platform for growth

	31 March 2019 £m	31 March 2018 £m	
Operating income			
BioMed deferred consideration adjustment	6.8	_	
Swiss property sale gain	-	6.9	
Total operating income	6.8	6.9	
Operating expense			1
Site closure costs	(11.7)	(2.9)	
Asset write-offs and accelerated depreciation	(2.3)	<u>(1.8)</u>	
Goodwill impairment	(4.6)	-	
Pension GMP equalisation	(1.0)	_	
Reorganisation costs	-	(1.1)	
Abortive acquisition costs	-	(0.2)	
Acquisition costs	-	(0.8)	
Total operating expense	(19.6)	(6.8)	
Net exceptional items	(12.8)	0.1	

Total cost	(14.0)	(4.7)
Korea asset impairment, site closu	re and tfr (0.2)	(4.7)
Inglewood & Liverpool US site clos	ures & tfr (3.4)	_
Tech transfer to Gargrave	(1.5)	-
Dunstable & Luton closure and tran	nsfer (8.9)	_
	31 March 2019 £m	31 March 2018 £m

Operational excellence



Cash flow

Strong cash flow - investment for the future



In summary

- The net debt includes £12.0m for a temporary finance lease for the new Knoxville site (included in Capex)
- Change in working capital includes £2.9m of stock build for the Dunstable and Knoxville site moves
- Tax includes payment for Swiss property sale
- Adjusted net debt is £43.7m which is 0.95x of EBITDA

Working capital and cash conversion

Working capital in line with historical levels, strong cash conversion

Working capital¹



Cash conversion²



¹ Excluding Systagenix and stock build, working capital in line with historical levels

² Cash conversion defined as net cash flow from operations before exceptional items, divided by EBITDA. EBITDA is calculated on a continuing basis resulting in an adjusted FY19 cash conversion of 84%

Pension deficit significantly reduced

In summary

- Pension deficit reduced from £21.0m to £8.4m at the end of March 2019
- Liability management projects including Pension Increase Exchange (PIE) and embedded Flexible Retirement Offering (FRO) have yielded positive movement for the UK Scheme over the last ten years
- Certainty over cash payments to UK Scheme with CAR arrangement from 2013
- Joint working group set up with UK Pension Trustee in 2018 with aim to move the UK Scheme to full buy-out in the medium-term



Our divisions

Healthcare



Healthcare – Analysis

Strategy validated: clear blueprint



Revenue (£m)



- Completed the acquisition, by way of a technology transfer, of the R&D and manufacturing assets of Systagenix for a cash consideration of £34.0m
- Revenue increased 25.3% to £141.3m (2018: £112.8m); 24.4% on a constant currency basis.
- On a continuing basis revenue increased 22.1% to £137.7m (2018: £112.8m); 21.2% on a constant currency basis. This includes the impact of the BioMed and Systagenix acquisitions
- Trading profit of £20.9m (2018: £17.4m) is 20.1% higher and on a continuing basis is £17.3m (2018: £17.4m)
- Organic trading profit margins increased to 16.0% (2018: 15.2%)
- Completed the Knoxville purpose-built site, creating a Healthcare Centre of Excellence for North America
- Invested in expanding BioMed capabilities to enhance Scapa's value proposition beyond adhesives into topicals

Healthcare – Highlights

Advanced Wound Care





- Gargrave, UK site strengthened R&D and innovation resources, global quality and regulatory services and sterilisation capabilities to address market trend of outsource partners beyond manufacturing
- Collaborative development of innovative NPWT programme with market leader. FDA approval and market introduction of first of three projects in May 2019
- Partnered with customer to develop unique ostomy device accessories planned for Summer 2019 introduction



Consumer Wellness

- Leveraging BioMed formulation capabilities, incorporated CBD as an additive for various skin care regimes
- Formulated and developed a new topical foot care product which will be available to consumers in Spring 2019 throughout the US with a national retail chain
- Developing turn-key hydrogel bandages for burn and foot care markets with global consumer brands

Medical Device Fixation



- Engaged with a market leader for a next generation of advanced neonatal pulse oximeter sensors
- Skin contact fixation development for a continuous glucose monitoring device
- Developing a turn-key insulin patch utilising a low trauma adhesive

Healthcare – Partnered development programmes

Low Trauma AWC Platform



- Exclusive partner to a market leader in the development of a new technology platform
- Addressing unmet needs in NPWT market
- Three projects utilising turn-key capabilities





- Extending partnership with an existing customer to expand ostomy portfolio with complementary topical solutions
- Skin cleanser, barrier and powders launched in Spring 2019
- Third phase of wet good accessories is in development with expected market introduction in April 2020

Professional Skin Care Product Line



- Expanding partnership with a leading advanced wound care company to expand professional skin care line
- Developing six products including skin protectants, moisturisers and foaming soaps
- Leveraging formulation and filling capabilities at BioMed

Healthcare – Systagenix update

Gargrave integration ahead of expectation

- Performance ahead of expectations for revenue and profit
- Revenue grew 27.3% compared to target driven by the 12.0% growth in Acelity and Brexit-related demand
- Margins significantly better driven by incremental volume and cost-out programme
- Integration ahead of plan
- Rolled out The Scapa Way and well received
- Appointed Gargrave's management to be responsible for Scapa's European activities
- Commercial engagement gaining momentum



	Statutory basis		Continuir	ng basis
	Actual £m	Target £m	Actual £m	Target £m
Revenue				
Sales	19.1	15.0	19.1	15.0
IFRS 15 provision release	3.6	3.5	—	
Total revenue	22.7	18.5	19.1	15.0
Operating costs				
Operating costs	22.8	19.7	22.8	19.7
Cost-out/efficiency/ leverage	(3.6)	(1.0)	(3.6)	(1.0)
Total operating expense	19.2	18.7	19.2	18.7
Profit	3.5	(0.2)	(0.1)	(3.7)
Margin %	15.4%	(1.1)%	(0.5)%	(24.7)%

Healthcare – North America Centre of Excellence

New Knoxville state-of-the-art site completed

- 152,000 sq ft facility consolidating 4 separate buildings and Inglewood
- Capabilities:
 - 13,000 sq ft clean room (ISO 8)
 - 3 state-of-the-art laboratories, including an analytical laboratory
 - OTC-drug milling, blending and packaging capabilities
 - Completed regulatory audits to ISO 9001, 13485
 - FDA registered
- Took 12 months to complete the site
- Consolidation of Knoxville expected H1; Inglewood transfer H2
- Total investment of £14.0m (site and equipment) payback less than two years
- Foundation for further growth









Healthcare – Topical market overview

	Advanced Wound Care	Consumer Wellness
Sample products	Wound cleansersSkin protectantsSkin moisturisers 	Anti-aging creams Skin brightening Sun protection
Key players	Image: Warden of the second and the	L'ORÉAL CLARINS L'OCCITANE COTY ESTEE NU< SKIN. SKIN.
Market size	• Wound cleansers and professional skin care US\$2.4bn ¹ North America face cream skin care US\$20bn ²	
CAGR	4 – 5%	4 – 5%

¹Public companies' annual reports

https://industrytoday.co.uk/pharmaceutical/wound-cleansers-market--global-industry-share--market-size--market-trends-and-forecast-to-2026

² Skin Care Products Market, Global Opportunity Analysis and Industry Forecast, 2014-2024, Allied Market Research

Healthcare – Technical transfer trend/acquisition strategy

Technology transfers are increasing – a window of opportunity

Technology transfers are gaining momentum	Many of Scapa's customers are actively evaluating technology transfers
 Jabil/J&J – 14 medical device sites Avara/GSK – 1 OTC solid dose manufacturing site Recipharm/Sanofi – 1 inhalation drug manufacturing site Patheon/Roche – 1 API site 	 Scapa is ideally positioned as long-term partner First mover with track record of technology transfers Acelity's performance validates the benefits of the structure
Other players are pursuing similar strategy albeit different markets and technologies	Technology transfers are highly complementary to Scapa's acquisition strategy
 Q Holdings Viant Integer Jabil Flex 	 Pursue targeted transactions that leverage Scapa's existing competencies, people and facilities Focus on what customers consider core but not a 'must-have' internal manufacturing – provide tailored bespoke solutions Include adjacent and new capabilities and markets

Our divisions

Industrial











Industrial – Poised for growth

Fast approaching the target of 15% profit margin; poised for growth



Revenue (£m)



- Revenue of £170.5m (2018: £178.7m) was 4.6% lower due to adverse macro conditions
- Automotive down 12.9%; European Cable down 25.4%
- H2 declined 3.5% compared to last year but increased 5.7% sequentially to H1
- Markets have stabilised, particularly North America
- Markel integration behind expectation; synergies are expected to materialise in next fiscal year
- Trading profit of £22.3m (2018: £22.5m) and organic trading profit margins increased to 13.1% (2018: 12.6%)
- Continued to focus on ROCE; cost-to-serve optimisation delivered
- Asia grew 8.4% predominantly in India; opened a manufacturing site in Chennai, India, to support the fast-growing Consumer and Automotive markets

Industrial – Highlights



Automotive



- 20 new OEM approvals globally
- First electric vehicle new model ramp up in China
- Opened built-for-purpose manufacturing site in India to support regional expansion
- Overall performance in line with market trends



Cable

- Double-digit growth in North American Fiber Optic market
- Qualification in several large infrastructure programmes, including Ostwind 2, Crete/Greece Interconnector, and Hornsea 2
- Upgraded and expanded accessories business to address changing regulatory requirements



Construction

- Launched two new high-performance products under Polyflex[™] brand
- Expanded Polyflex[™] sales in Europe
- Continued growth in double sided and fire retardant product lines
- Saw H2 recovery in North American business





www.barnierpro.com



- Expanded Barnier[®] range to include wipes
- Launched BarnierPro.com website
- Year-on-year growth in Renfrew Pro[™] business
- Introduced DC Comics range of hockey tapes





- Strong North American and European performance
- First aerospace product qualifications in China
- Secured leadership position in athletic textile manufacture
- Expanded Exafit printing and graphics products to North America

Outlook

Significant opportunities for growth

We have a clear strategic blueprint for both businesses. We have refreshed and strengthened our Leadership Team

Healthcare

- Maximise the synergy from Systagenix transaction
- Significant opportunities for further technology transfers
- Play across the full outsourced spectrum
- Acquisition of additional technologies beyond adhesives and topical products
- NPDs leveraging our technology transfer platform

Industrial

- Drive growth in the niche markets where we have a competitive advantage
- Participate in increased demand for technologies to support electric vehicles in the Automotive segment
- Leverage our strong European and US brand franchises in Construction
- Consolidate our leading position in the Cable market

Outlook

- Build on The Scapa Way to ensure that we continue to focus on value creation underpinned by integrity and compliance
- Revenue growth and earnings targets remain



Outlook continued

Right people, right skillsets

Board of Directors

Oskar Zahn Chief Financial Officer



Experience includes:

- CFO of Spearhead International
- VP Finance EMEA for Teleflex Medical
- Head of Finance, British Airways Engineering
- European Controller, Georgia Pacific

Larry Pentz Chairman

Experience includes:

- Chairman of Victrex plc
- Executive Director of Johnson Matthey plc

Joe Doherty Executive Director



Experience includes:

- President of Olympus Surgical Technologies America
- Various leadership roles at J&J spanning 24 years including: R&D, Neuro Franchise Worldwide, responsible for integration of largest acquisition in company's history

ntz

Experience includes:

David Blackwood

Non-Executive

- Audit Chair and Senior independent Director of Dignity Plc
- Non-Executive Director of Stobart Group Ltd
- Group FD of Synthomer plc

Pierre Guyot

Non-Executive

Experience includes:

- Director of Permobil AB, Sweden, Peters Surgical SA and Limflow SA, France
- CEO of Mölnlycke Health
 Care in Sweden

Brendan McAtamney

Non-Executive

Experience includes:

- CEO of UDG Healthcare
- Various senior management positions with Abbott, including Vice-President Commercial

Sevan Demirdogen Executive Director



Experience includes:

 Various leadership roles at Illinois Tool Works (ITW) spanning 36 years including: Group President ITW Stokvis, VP & General Manager ITW Performance Polymers, General Manager ITW Devcon & Plexus divisions

Juliet Thompson

Non-Executive

Experience includes:

- Non-Executive Director of Vectura plc, Novacyt Group, Nexstim Oy and GI Dynamics Inc
- 20 years working as an investment banker

Q&A













Appendices













Tax and pensions

Effective tax rate/cash tax



- Adjusted ETR of 20.9% (2018: 16.2%) with the prior year fall a result of the one-off revaluation of the US deferred tax liabilities following the enactment of The Cuts & Jobs Act in the USA
- We expect the future ETR to remain between 20%-24%, and is likely to be dependent upon profit mix, particularly the UK % where we have unrecognised tax losses

Total pension deficit



- Continued improvement in the overall deficit reducing from f21.0m at 31 March 2018 to f8.4m at 31 March 2019
- UK triennial valuation completed giving rise to a £5.7m gain in the period
- There was an increase of £4.9m in the period relating to changes in financial assumptions (primarily discount rate applied to long-term liabilities); this was partially offset by a gain of £3.5m for experience changes in the standard mortality actuarial tables (CMI 2018)

Balance sheet

	31 March 2019 £m	31 March 2018 £m
Goodwill and intangible assets	119.1	78.2
Fixed assets	81.0	45.6
Working capital	63.3	47.5
Other	(7.6)	(17.8)
Provisions	(46.7)	(5.1)
Тах	(7.4)	(8.0)
Pension deficit	(8.4)	(21.0)
Deferred tax on pensions	1.8	3.3
Net pension deficit	(6.6)	(17.7)
Net debt	(55.7)	(3.8)
Net assets	139.4	118.9

Impact of FX

	% Revenue	Average Rate Full Year 2018/19	Average Rate Full Year 2017/18	Currency Effect
EURO	22%	1.14	1.14	0.2%
USD\$	45%	1.32	1.33	0.8%
CAD\$	8%	1.73	1.71	(1.2%)
Group				0.1%

- Fixed asset increase as a result of the Systagenix acquisition and strong capital investment in the business
- Provision movements include the £35.8m contract liability provision for the IFRS 15 provision release following the acquisition of Systagenix
- Working capital includes a stock build of £2.9m relating to the ongoing site closures plus additional working capital for the Systagenix business
- Net debt of £55.7m includes the cash consideration of £34.0m for Systagenix and the finance lease of £12.0m for the new Knoxville Centre of Excellence site

Effective tax rate

	31 March 2019 £m	31 March 2018 £m
Profit before tax	14.9	28.8
Tax charge	(6.7)	(5.3)
Headline effective rate	45.0%	18.4%
Trading profit	38.2	34.5
Cash interest	(1.4)	(1.2)
Adjusted profit before tax	36.8	33.3
Tax on operating activities	(7.7)	(5.4)
Underlying effective rate	20.9%	16.2%

In summary

- The headline tax rate of 45.0% (2018: 18.4%) is higher due to the impact of the UK restructuring projects with no corresponding tax credit (i.e. deferred tax not recognised on the majority of the UK losses)
- The prior year effective tax rate of 18.4% benefitted from the one-off revaluation on US deferred tax liabilities following the change in tax legislation in the US

Tax charge

	31 March 2019 £m	31 March 2018 £m
Profit before tax	14.9	28.8
Tax at 19%	(2.8)	(5.5)
Effect of overseas tax rates	(1.8)	(2.0)
Items not deductible	(2.3)	(0.3)
Change in tax rate	(0.1)	2.2
Other items	0.3	0.3
Tax charge	(6.7)	(5.3)

In summary

• The increase in items not deductible in the year to £2.3m (2018: £0.3m) includes the increase in the tax provisions following a review for the Group

Cash from operations

Adjusted EPS

	31 March 2019 £m	31 March 2018 £m
Operating profit	16.8	30.7
Depreciation and amortisation	13.7	9.6
Working capital movement	(5.9)	1.5
Other	3.4	(2.7)
Free cash flow	28.0	39.1
Pensions	(4.7)	(4.4)
Exceptionals	(2.9)	(3.6)
Net cash flow from operations	20.4	31.1

In summary

- Good cash generation for the business at £20.4m
- Includes increased working capital movement following the acquisition of Systagenix and the stock builds for the ongoing site closures

	31 March 2019 £m	31 March 2018 £m
Trading profit	38.2	34.5
Cash Interest	(1.4)	(1.2)
Tax on trading activities	(7.7)	(5.4)
Adjusted profit after tax	29.1	27.9
Shares in issue (no.)	154.1	153.1
Adjusted EPS (p)	18.9p	18.2p

In summary

• Adjusted EPS grew 3.8% in the year to 18.9p (2018: 18.2p) as a result of the record trading profit performance for the Group