



# **2023 INTERIM RESULTS**

Adjusted profit before tax doubles year on year, outlook maintained





# **AGENDA**

Introduction David Squires CEO

2023 Interim Results Bindi Foyle FD

Markets, Strategy & Outlook David Squires CEO

#### **Cautionary Statement**

This document has been prepared solely to provide additional information to enable shareholders to assess the Group's strategy and business objectives and the potential for the strategy and objectives to be fulfilled. It should not be relied upon by any other party or for any other purpose. This document contains certain forward-looking statements. Such statements are made by the Directors in good faith based on the information available to them at the time of their approval of this IMR and they should be treated with caution due to the inherent uncertainties, including both economic and business risk factors, underlying any such forward-looking information.





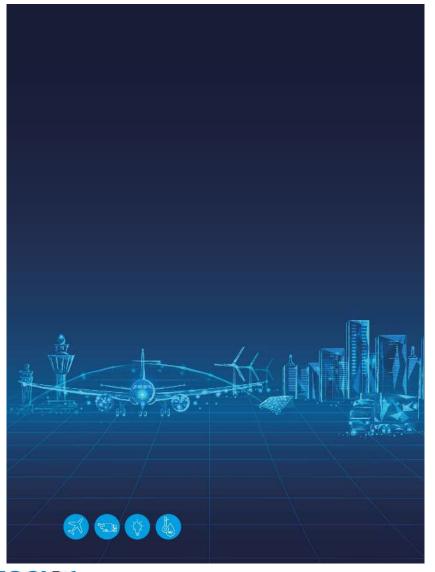
## H1 2023 HIGHLIGHTS

- ⇒ Strong trading performance compared to prior year
- ⇒ Adjusted profit before tax doubled year-on-year
- ⇒ Robust core market demand with a healthy book-to-bill of 1.20
- ⇒ Healthy balance sheet with net debt / EBITDA<sup>(1)</sup> of 1.6x
- ⇒ Spencer acquisition integration progressing well, with sales up almost 50% year-on-year
- ⇒ Outlook maintained with strong growth anticipated for the full year
- ⇒ Interim dividend of 0.60p approved, reflecting improved performance and future prospects

# Outlook maintained; Board's expectations of strong growth unchanged









# **2023 INTERIM RESULTS**





# **FINANCIAL HEADLINES**

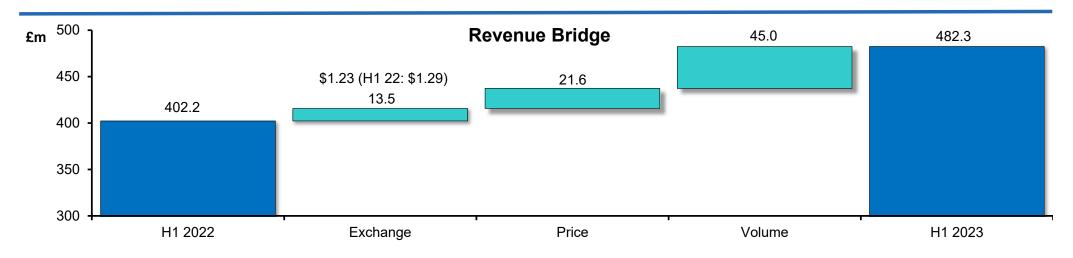
	H1 2023	H1 2022	Change	Constant currency
Book to bill ratio	1.20	1.34		
Revenue	£482.3m	£402.2m	+20%	+16%
Adjusted Operating Profit	£22.9m	£12.6m	+82%	+71%
Adjusted Operating Margin	4.7%	3.1%	+160bps	+150bps
Adjusted Profit before Tax	£17.6m	£8.8m	+100%	+87%
Adjusted Earnings per Share	3.53p	1.92p	+84%	
Interim Dividend per Share	0.60p	0.30p	+100%	
Free Cash Flow	£(11.8)m	£19.3m	-161%	
Net Debt at 30 June 23 / 31 December 22 (excluding capitalised leases)	£119.4m	£100.5m	£19m increas	se Net Debt:EBITDA <sup>(1)</sup> 1.6x
ROCE	6.3%	2.3%	+400bps	

# Strong trading performance compared to prior year

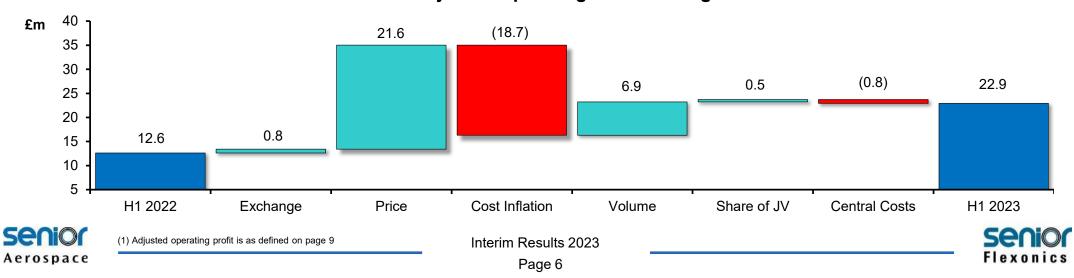




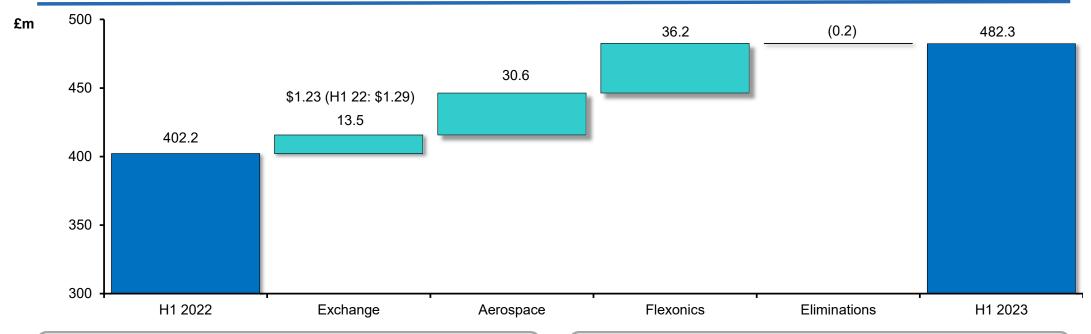
# **H1 2023 AT A GLANCE**



## Adjusted Operating Profit (1) Bridge



# **H1 2023 REVENUE BRIDGE**



Aerospace (1)	Revenue Reconciliation	£m
	H1 2022 revenue	273.5
	Civil aerospace	35.5
	Defence	1.5
	Other markets	(6.4)
	H1 2023 revenue	304.1

Flexonics (1)	Revenue Reconciliation	£m
	H1 2022 revenue	142.4
	Land vehicles	25.7
	Power & energy	10.5
	H1 2023 revenue	178.6



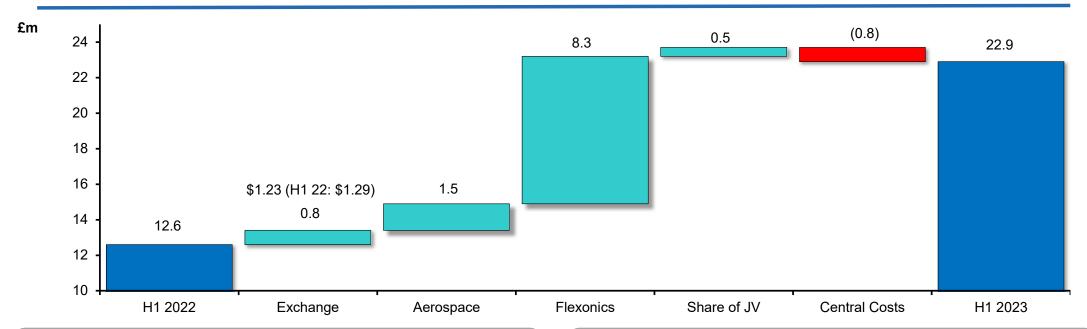
(1) The Divisional review is on a constant currency basis, whereby H1 2022 results have been translated using H1 2023 average exchange rates

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# H1 2023 ADJUSTED OPERATING PROFIT<sup>(2)</sup> BRIDGE



Aerospac	e <sup>(1)</sup>	H1 2023 £m	H1 2022 £m	Change
	Revenue	304.1	273.5	+11.2%
	Adj OP <sup>(2)</sup>	11.6	10.1	+14.9%
	Margin	3.8%	3.7%	+10bps

Flexonics	(1)	H1 2023 £m	H1 2022 £m	Change
	Revenue	178.6	142.4	+25.4%
	Adj OP <sup>(2)</sup>	20.2	11.9	+69.7%
	Margin	11.3%	8.4%	+290bps



The Divisional review is on a constant currency basis, whereby H1 2022 results have been translated using H1 2023 average exchange rates
 Adjusted operating profit is as defined on page 9



# **ADJUSTED AND REPORTED PROFIT**

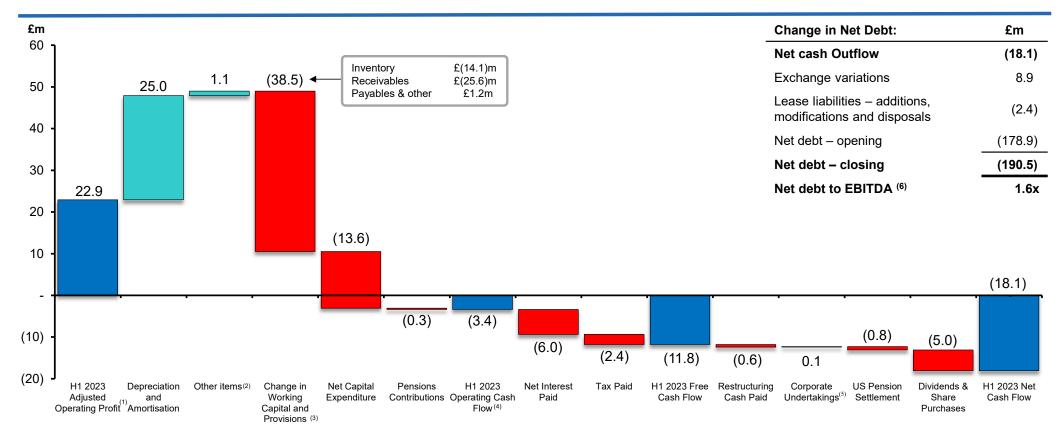
		H1 23 £m	H1 22 £m
Adjusted operatir	ng profit	22.9	12.6
Night Consequence	La marada na carata	(4.0)	(0.0)
Net finance costs	<ul><li>borrowings, cash</li></ul>	(4.8)	(3.2)
	<ul><li>lease liabilities (IFRS 16)</li></ul>	(1.5)	(1.2)
	<ul><li>retirement benefits</li></ul>	1.0	0.6
Adjusted profit be	efore tax	17.6	8.8
Tax		(3.0)	(0.8)
Adjusted profit fo	r the period	14.6	8.0
Amortisation	of intangible assets from acquisitions	(1.1)	_
	ring (cost)/income	(0.9)	2.8
US pension s		(0.1)	-
Corporate ur		(2.0)	(0.5)
•	on above items	`1.1 <sup>´</sup>	(0.2)
Reported profit fo	or the period	11.6	10.1

<sup>(1)</sup> Corporate undertakings for H1 23 comprises £2.0m related to the Spencer acquisition, of which £1.4m is unwinding of discount on deferred and contingent consideration, £0.4m is unwind of initial fair value uplift and £0.2m is other acquisition related costs. Corporate undertakings for H1 22 comprises £0.3m of costs related to the Spencer Aerospace acquisition and £0.2m of other corporate activities.





### **CASH FLOW GENERATION**

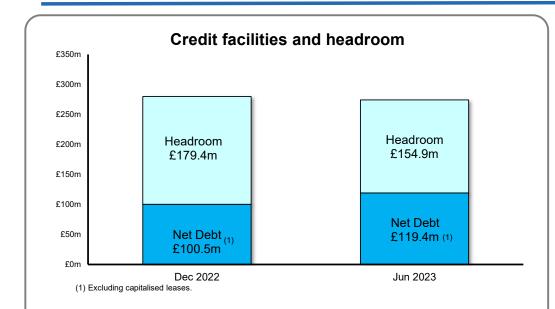


- (1) Adjusted operating profit is as defined on page 9.
- (2) Other Items comprises £1.4m share-based payment charges, £0.7m pension service and running costs, £(0.6)m share of joint venture, £(0.3)m working capital and provision currency movements and £(0.1)m of profit on sale of fixed assets.
- (3) Change in working capital and provisions excludes change in restructuring items of: £(0.1)m provisions, and £0.4m of inventory.
- (4) Operating cash flow is defined as cash generated by operations after investment in net capital expenditure, and before costs related to corporate undertakings, restructuring cash paid and US pension settlement cash paid.
- (5) Corporate undertakings includes £0.3m working capital adjustment receipt partly offset by £0.2m other acquisition related costs.
- (6) Based on rolling 12 month EBITDA; Group lending covenants are based on frozen GAAP (pre-IFRS16) and 12-month average exchange rates.

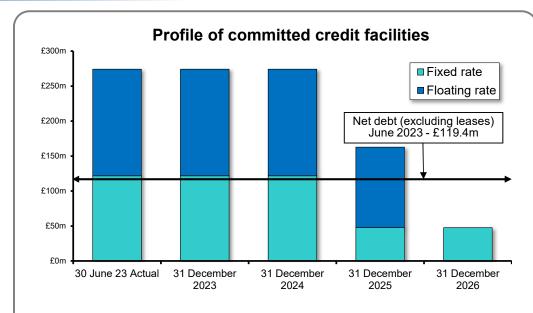




## **BALANCE SHEET STRENGTH**



- ➡ Healthy Group balance sheet with strong liquidity and stable finance arrangements
- ⇒ **Net Debt:EBITDA = 1.6x at June 23** comfortably within the covenant limit of 3.0x



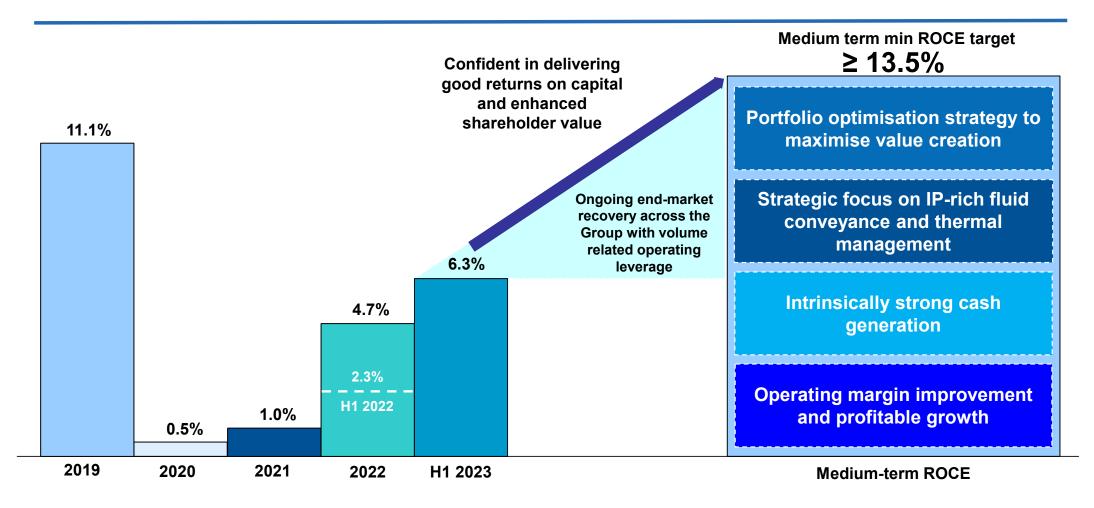
- ⇒ Weighted average maturity of committed facilities of 3 years
- ⇒ No committed facility maturities before 2025

# Healthy balance sheet, ample headroom with strong liquidity





## ON TRACK TO DELIVER MEDIUM TERM MINIMUM ROCE TARGET





Return on capital employed (ROCE) is the Group's adjusted operating profit divided by the average of the capital employed at the start and end of the period, capital employed being total equity plus net debt.

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Senior
Flexonics



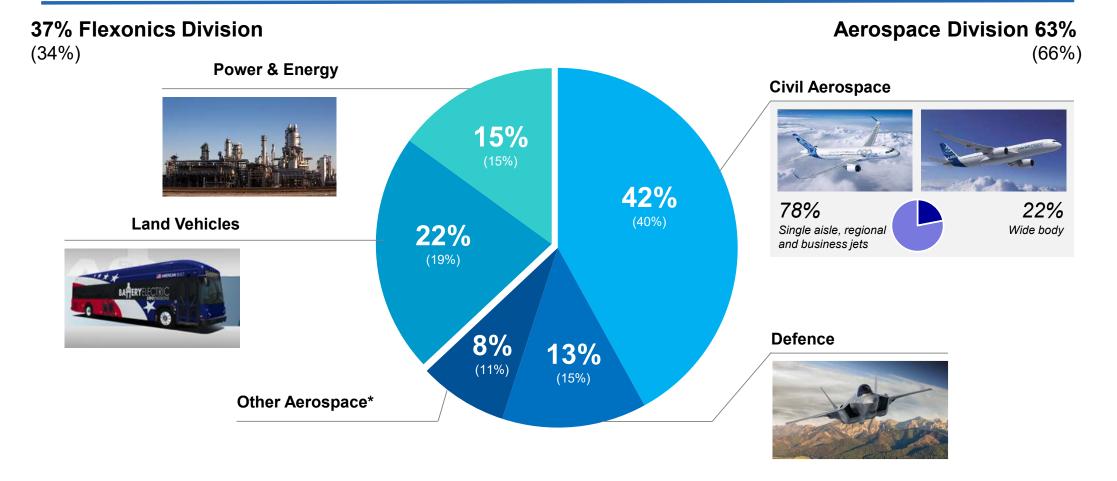


# **MARKETS**





# ATTRACTIVE END MARKET EXPOSURE







# **LAND VEHICLE MARKETS GROWING** (22% of Group)



Global growth in GDP and tighter emissions regulations increase demand for Senior's land vehicle products



Global commercial vehicle market is expecting to grow at low single digit CAGR through the cycle

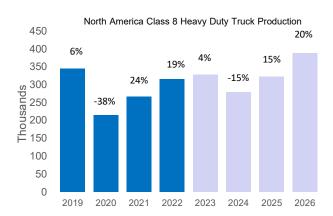


25.0

Millions

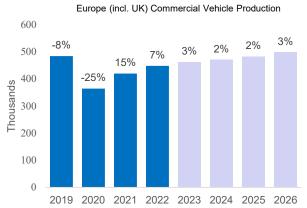
Senior is supporting the transition to a low carbon economy; providing thermal management and fluid conveyance solutions for alternative powertrains such as electric and hydrogen

#### Truck & Off-Highway (17%)



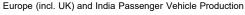
Senior's sales to N Am. truck and off-highway market increased by 16% in H1 2023 compared to H1 2022

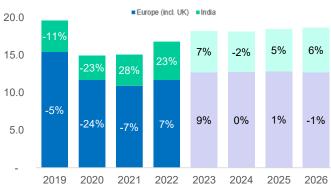
Source: ACT Research, Jul 2023 (left); IHS Markit, Jul 2023 (middle and right).



Senior's sales to European truck and off-highway market increased by 59% in H1 2023 compared to H1 2022

#### Passenger Vehicles (5%)





Senior's sales to European (incl. UK) PV market increased by 54%, and sales to Indian PV market increased by 37% in H1 2023 compared to H1 2022

# Senior is growing ahead of the market with recent contract wins



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**SENIO** Flexonics

# POWER & ENERGY MARKETS IMPROVING (15% of Group)



Higher activity levels in upstream oil & gas and renewables



Global demand for oil to grow 2% in 2023 then 1% p.a. till 2028

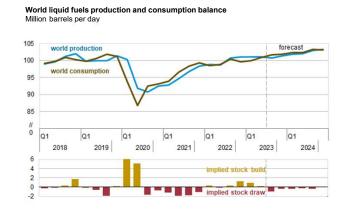


Electricity generation from renewable sources will make up over one-third of mix by 2025

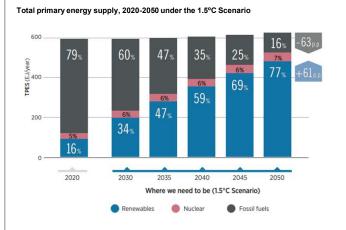


Nuclear based generation important role to play in achieving net zero targets

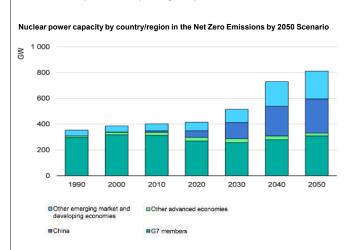
#### **World Liquid Fuels Production and Consumption Balance**



# Clean energy to take a greater share of total primary energy supply



#### Nuclear power capacity expected to increase



# Senior is a supplier to the nuclear and renewable power & energy industries

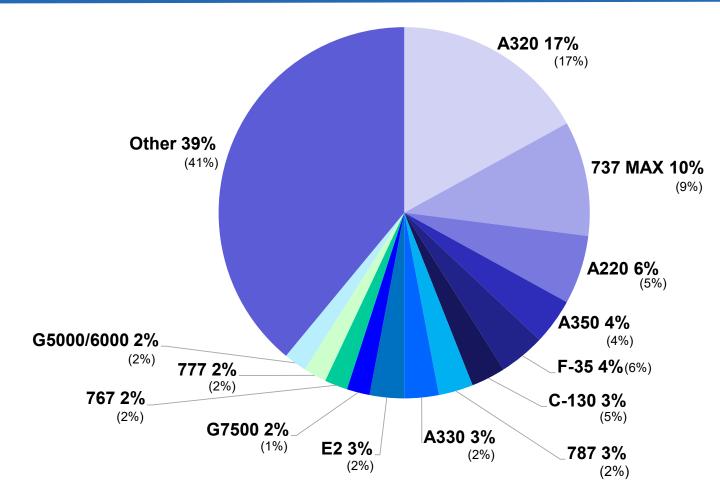


Source: Left: US EIA, short-term energy outlook, July 2023 Middle :: IRENA, "World Energy Transition Outlook", June 2023 Right: IEA Nuclear Power and Secure Energy Transitions June 2022





# **DIVERSIFIED AEROSPACE & DEFENCE PLATFORMS**







# **CIVIL AEROSPACE MARKET GROWTH** (42% of Group)



Large commercial aircraft deliveries increased by 15% in H1 2023, now 18% below prior peak of 2018



Strong structural growth in air travel; driven by growing demand in Asia; supported by replacement cycle

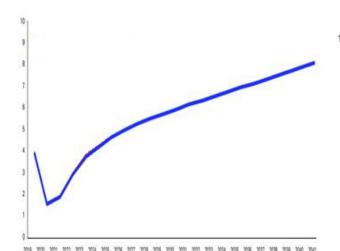


Single aisle OEM order books at record levels supporting strong growth

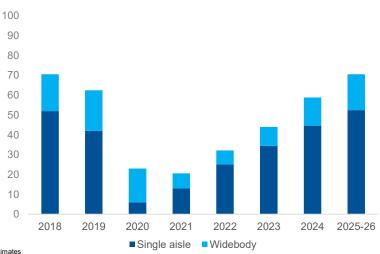


Resurgent long-haul travel supporting widebody growth rates

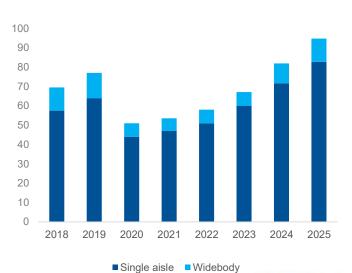
#### Global air passengers, billions



#### Boeing monthly production rates (all aircraft types)



#### Airbus monthly production rates (all aircraft types)



ource: IATA Sustainability and Economics, Tourism Economics (March 2023 release) & customer estimates



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# **DEFENCE MARKETS GROWING** (13% of Group)



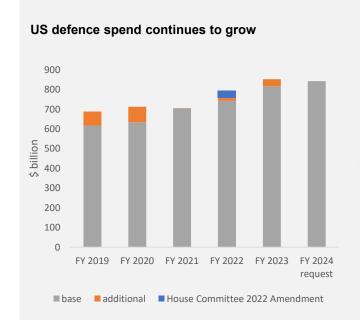
Senior's sales to the Defence sector are primarily focused on the US defence market



Mature programmes such as the C-130 transport aircraft continue in series production

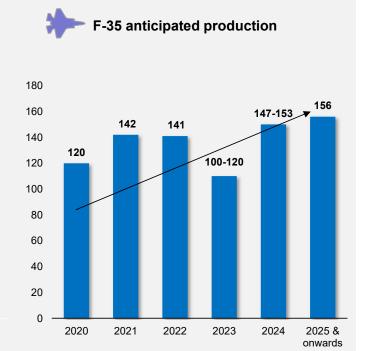


Senior is well placed with good content on key growth programmes such as F-35 and T-7A Red Hawk



# Senior benefits from positions on important defence programmes





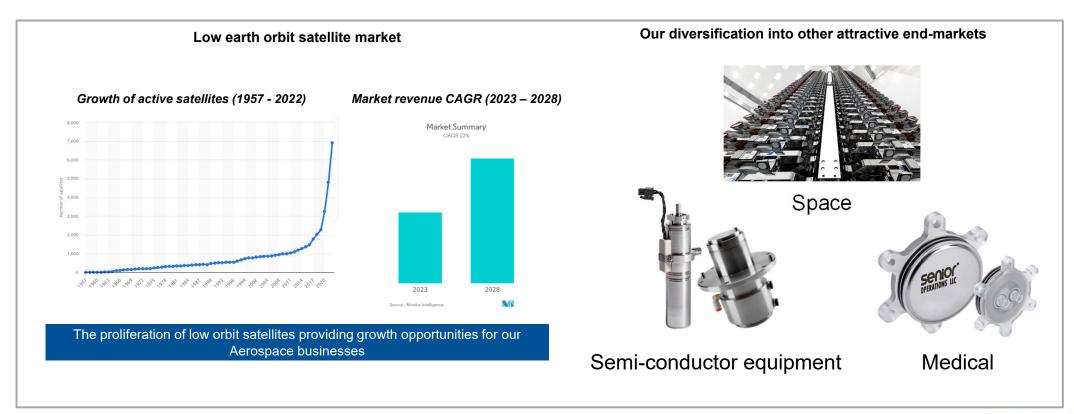
Source: Senior company information (left); public customer announcements (right).





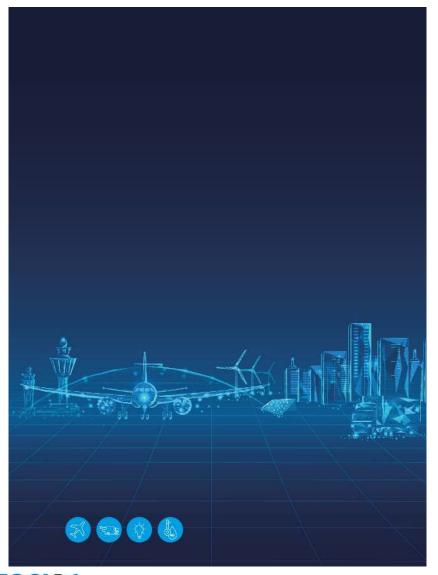
# **OTHER MARKETS** (8% of Group)

⇒ Senior's aerospace businesses supply to other markets e.g., space, semi-conductor equipment and medical











# **STRATEGY & OUTLOOK**

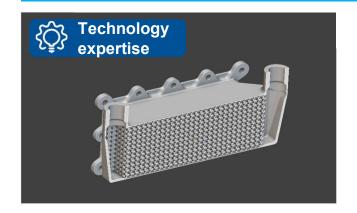




## **OUR RENEWED PURPOSE**

We help engineer the transition to a sustainable world for the benefit of all our stakeholders.

We do this by:



Using our technology expertise in fluid conveyance and thermal management to provide safe and innovative products for demanding applications in some of the most hostile environments



Enabling our customers, who operate in some of the hardest to decarbonise sectors, to transition to low carbon and clean energy solutions



Staying at the forefront of climate disclosure and action by ensuring our own operations achieve our net zero commitments





### **GREAT PROGRESS MADE ON SUSTAINABILITY**



# E

- □ In February 2023, CDP awarded Senior the highest 'A' leadership status in its annual supplier engagement ratings.
- ⇒ Awarded the top 'A' score by CDP in its global annual ranking for transparency on climate change for 2022
- ⇒ In H1 2023, approximately **47%** of our electricity was sourced from renewable energy, an increase from 41% in December 2022.
- ⇒ Recycled **95.4%** of waste produced, an increase from 94.8% FY 2022.







# S

- ⇒ Lost Time Injury Rate reduced to 0.28 for HY 2023, an improvement from 0.38 at FY 2022.
- Recognising impact of high rates of inflation, Senior continues to take steps to help the broader workforce - salary settlements reflect regional cost of living pressures & promoting wellbeing initiatives.
- ⇒ Following 2<sup>nd</sup> Global Employee Opinion Survey undertaken in September 2022, our operating businesses are **making good progress** on implementing their action plans.
- ⇒ 57% of the Board Directors are female Chair of the Audit Committee, Senior Independent Director (also Chair of the Remuneration Committee) & Group Finance Director.
- ⇒ 2 of the Directors (29%) are from ethnic minority backgrounds.





- □ In June 2023, employees received refresher training on Senior's Code of Conduct including Protecting Human Rights and International Trade Compliance.
- ➡ Climate Change training has been rolled out in June 2023 to key stakeholders across the Group including the Board, senior managers from the Group's operating businesses, Finance, HR and HS&E.
- ⇒ Employees continue to receive training and regular reminders about the risks related to information/cyber security.





## Sector leading sustainability performance





# HIGHLY ENGINEERED PRODUCTS IN ATTRACTIVE END-MARKETS



Fluid conveyance and thermal management technology embedded in our IP-rich products

#### Semiconductor Equipment





**Medical** 







**Power & Energy** 







Petrochemical

**Land vehicles** 







**Defence** 





**Aerospace** 





Composite ducting



This core capability continues to be highly relevant as we transition towards a low carbon economy



# FUTURE PROOFING BUSINESS AS WE TRANSITION TO LOW CARBON WORLD

Aerospace

#### 2010s

Launch of more efficient aero engines

Engineering parts for more efficient engines



#### 2020s

Application of more advanced production methods \_\_\_\_\_

New additive manufacturing capability to provide differentiated products for demanding applications



#### 2030s

More widespread use of SAFs in commercial aircraft\*

Our existing fluid conveyance products are compatible with sustainable aviation fuels



#### 2040s

EIS and production of hydrogen-powered aircraft

Our thermal management and fluid conveyance IP allows us to offer solutions for next-gen electric and hydrogen powered aircraft



Land Vehicles

#### 2010s

Increasingly stringent emission regulations

Senior has a long history of world class exhaust gas recirculation cooler design



#### 2020s

Battery electric vehicles for passenger cars

We already offer products for battery and electronics cooling and EV fluid handling



#### 2030s

Fuel cells & hydrogen replace heavy duty diesel engines

Our next generation products support fuel cell adoption and H2 refuelling infrastructure



#### 2040s

Electric & hydrogen dominant for land vehicle propulsion

Our thermal management and fluid conveyance IP will continue to help OEM customers transition to greener technologies



Power & Energy

#### 2010s

Rise of Renewable energy

Senior has been involved with US solar powerplants since 1980s



#### 2020s

Net Zero pledges set to increase renewables demand

Our experience in conventional nuclear and SMR products supports our customers' energy transition



#### 2030s

Use of hydrogen in the power sector to increase significantly

Senior has existing hydrogen fuel cell products in the energy sector



#### 2040s

Renewables on path to hit 35% of total energy supply in 2050\*\*

Senior will continue to expand our existing product range to deliver Net Zero for our customers



# Technology & Sustainability Teach-In: 25 October 2023



\*SAFs = sustainable aviation fuels

\*\* Source: IEA, referring to the Announced Net Zero Pledges Case

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## **ACTIVE PORTFOLIO OPTIMISATION**



Actively review overall portfolio of operating businesses and evaluate their strategic fit within the Group



As indicated previously, we continue to consider the best time to relaunch the Aerostructures potential divestment process to ensure we optimise value for shareholders, taking into account financing markets and end market conditions.



Expanding Senior's high quality fluid conveyance and thermal management businesses remains an ongoing priority

- Integration of Spencer Aerospace, acquired in November 2022, is progressing well
- Sales were up almost 50% in H1 2023 compared to H1 2022
- Pursuing new business opportunities in North America and Europe

## Considered and effective capital deployment to maximise shareholder value





### **GROUP OUTLOOK**

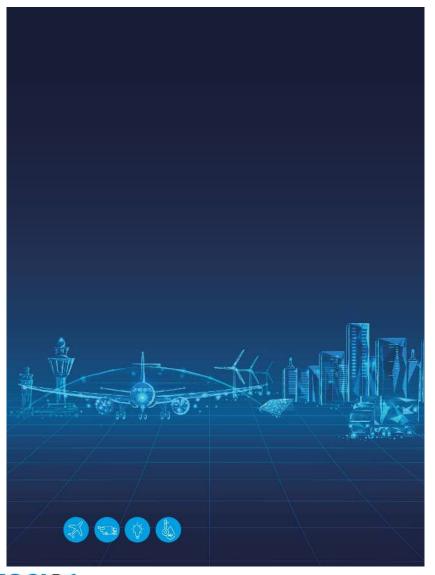
- Strong trajectory with good growth across both divisions.
- Overall, the Board's expectations of strong growth for the Group in 2023 are unchanged.
- We expect to see year on year growth in the Flexonics division in H2, though we are mindful of the commentary around some potential softening of markets in the second half of the year.
- In Aerospace, planned aircraft build rate increases should lead to higher sales in H2 with supply chain challenges
  enduring but anticipated to be less severe towards the end of the year. Looking ahead we can expect Aerospace
  performance to continue to improve in 2024 and beyond as supply chain challenges dissipate and production rates
  increase.
- We remain on track to drive the Group ROCE to a minimum of 13.5% in line with our previously stated ambition.

Our **strategy and positioning** in attractive and structurally resilient core markets, combined with our sector leading sustainability credentials and highly relevant technical capabilities, provides confidence of continuing performance improvements across our Aerospace and Flexonics Divisions and enhanced value for our stakeholders

# On track to delivering min. ROCE of 13.5% over the medium term



**SENIO** 





# **ANY QUESTIONS?**





# **APPENDICES**





## **INVESTMENT CASE: POSITIONED FOR GROWTH**

# Our purpose: We help engineer the transition to a sustainable world for the benefit of all of our stakeholders



### Clear strategy to maximise shareholder value

Differentiated business model

Focused strategic priorities

Leading position in attractive markets

Long-term growth and value creation

Focus on IP-rich fluid conveyance & thermal management technology

Trusted and collaborative high value-added engineering and manufacturing company delivering sustainable growth

# Delivering minimum 13.5% ROCE\* over medium-term

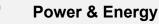
#### STRONG CORE END-MARKETS



**Civil Aerospace** 



**Land Vehicle** 



#### **OUR DIFFERENTIATORS**

Safety & ethics are always our highest priorities

High performance operating system

Intrinsically strong cash generation

Autonomous and collaborative business model with a robust control framework

Strong balance sheet

Technology, product and process innovation supporting transition to clean energy

Considered and effective capital deployment

**Global footprint** 

#### **ESG LEADERSHIP**

First worldwide in A&D sector to have greenhouse gas reduction targets verified and approved by the Science Based Targets initiative

CDP "Leadership" rating of A on climate disclosure

Highest CDP "Leadership" rating on supplier engagement

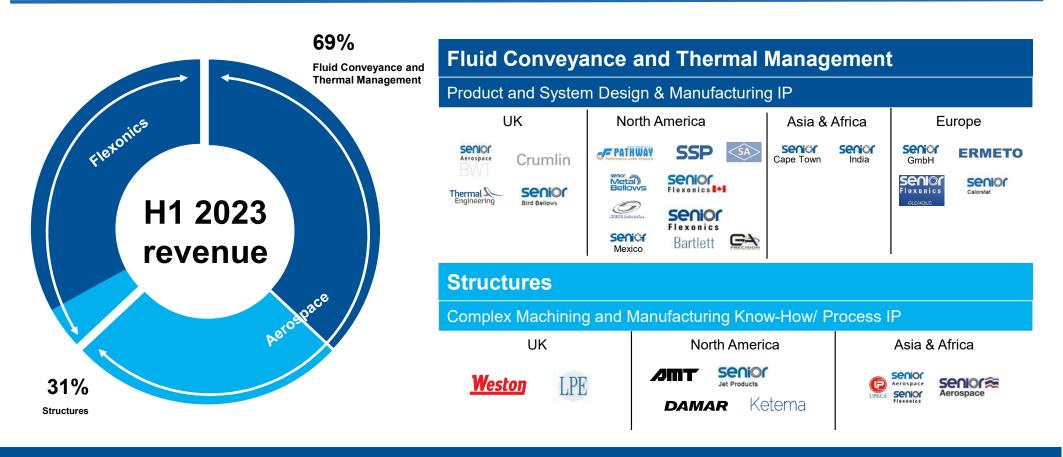
Continuously improving Lost Time Injury Illness Rate; improved by 62% from 2015 to 2022

**Early adopters** of Hampton Alexander and Parker Reviews on gender and ethnic diversity targets



SENIOR Texonics

# FOCUS ON IP-RICH TECHNOLOGY AND MANUFACTURING



# Core capabilities underpin shareholder value growth





## FLUID CONVEYANCE & THERMAL MANAGEMENT CAPABILITY HIGHLIGHTS



World class fluid conveyance & thermal management system design capabilities

 Incorporating zeroleakage flexible joints and couplings to compensate for vibration and thermal displacement



# Industry leading edge-welded and formed bellows

- Devices and components from 3.2mm to 5.1M
- Multiple applications, including frictionless servo-pneumatic actuators



# Component & system level simulation & analysis

Including Finite
 Element, Computational
 Fluid Dynamics and
 vibration analysis, plus
 verification and
 qualification testing



# Thin-wall metal manufacturing expertise

- Extensive experience
   with aluminium, copper
   and stainless steel
   structures for
   demanding thermal
   management solutions
- Applications including battery cooling, fuel cells and cryogenics



# Additive manufacturing expertise

- In both metal and polymer materials
- Enabling technology for complex high-pressure and low pressure ducting systems and heat exchanger systems

Our design expertise and experience and long term relationships with customers creates growth opportunities





# **OUR BUSINESS MODEL**

Our vision is to be a trusted and collaborative high value-added engineering and manufacturing company delivering sustainable growth in operating profit, cash flow and shareholder value

Our purpose: We help engineer the transition to a sustainable world for the benefit of all our stakeholders

What We Do	How V	Long-Term Sustainable Value			
Design and manufacture of highly engineered, technology rich products and	Our Strengths	Strategic Priorities			
systems for OEMs in the following markets:		Focus on Growth	Employees		
Aerospace & Defence	Organisation	Considered and Effective			
Aerospace & Defence	Financial	Capital Deployment	Customers		
<del>ठ©ठ</del>	Financial	Talent Development	Suppliers		
Land Vehicle	Global Footprint	Autonomous and Collaborative Business Model			
<u>∞                                    </u>			Our Communities		
Power & Energy	People & Culture	Competitive Cost Country Strategy			
	Innovation	High Performance Operating System	Shareholders		
		Sustainability	Planet		

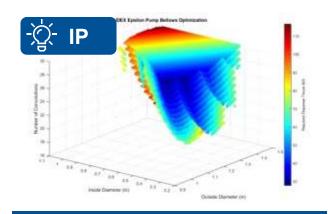
Our cores values - The "Senior Way" Safety Integrity

**Customer Focus Respect & Trust Accountability Excellence** 





# STRATEGIC PROGRESS: IP, TECHNOLOGY & MANUFACTURING



# Maintained focus on IP-rich technology and manufacturing

- Senior designs, develops and supplies proprietary products for applications across a range of diverse and attractive end markets
- Acquisition of Spencer Aerospace enhances Senior's industry-leading fluid conveyance capabilities



# Developing novel solutions for low and zero carbon applications

- End-markets evolving to reflect the global effort to achieve net zero carbon emissions
- Senior's technology and product roadmap aligned to these trends



# Capabilities supported by a strong body of design and manufacturing process intellectual property and know-how

- Innovation underpinned by key enabling technologies such as Additive Manufacturing and Digitisation
- Senior's Technology Council oversees a collaborative approach in developing safe and innovative products





# **STRATEGIC PRIORITIES**

Focus on Growth	Considered and Effective Capital Deployment	Talent Development	Autonomous and Collaborative Business Model	Competitive Cost Country Strategy	High Performance Operating System	Sustainability
Outgrow our end markets by:  ⇒ Growing market share, particularly with key customers  ⇒ Focusing on innovation  ⇒ Geographical expansion  ⇒ Seeking out and exploiting adjacent opportunities  • organically and through acquisition	The executive team continually reviews investment priorities across the Group to ensure that the best choices are made for the allocation of capital  ➡ Rigorous investment appraisal process  ➡ Group objective to maintain an overall return on capital employed in excess of the Group's cost of capital. Medium term ROCE target min 13.5%	Skilled workforce and highly experienced entrepreneurial business leaders  ⇒ Further develop and attract new talent  ⇒ A strong focus on diversity and inclusion across the business including on our Board and Executive Team  ⇒ Achieved targets set out for gender diversity in the Hampton-Alexander Review and met the Parker Review recommendations for Board gender and ethnic diversity.	<ul> <li>⇒ Empowerment and accountability</li> <li>⇒ Retain entrepreneurial spirit whilst growing</li> <li>⇒ Strong control framework and disciplined governance</li> <li>⇒ Economies of scale whilst maintaining autonomous business structure</li> </ul>	Enhance global footprint to ensure businesses stay competitive at a capability and cost level  ➡ Meet customers' cost and price challenges  ➡ Enhance returns on investment  ➡ Key investments:  - Thailand - Mexico - Malaysia - South Africa - China - Czech Rep India  ➡ Increasingly sophisticated capabilities in competitive cost countries to align with demand	Key elements include:  □ The Senior Operating System - an operational toolkit incorporating best practice processes:  • Lean and continuous improvement techniques • Supplier management and development processes • Engineering, new product introduction (NPI) and project management processes • 5/6S methodology • Factory visual management systems • Risk and financial management  □ A strengthened business review process • KPI focus on performance, growth, operational excellence and talent development	Sustainability is an integral part of our strategy.  ⇒ We continuously aim to deliver our products in a manner that is both environmentally sustainable and supports economic growth and longterm value creation for shareholders through sustainable methods.  ⇒ We help tackle climate change by applying our expertise and technology across many different applications in hard to decarbonise sectors.

### PRODUCT DEVELOPMENT STRATEGY COMPATIBLE WITH OUR FOCUS ON ESG

### End-market evolution to achieve net zero

Aerospace - Airbus envisions using multiple pathways including use of hydrogen and sustainable aviation fuels to reduce emissions

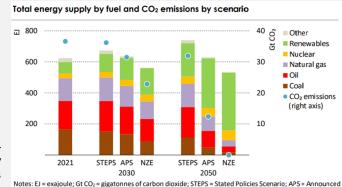
Land vehicles - More efficient diesel engines and accelerating hydrogen/ electrification Today 2025 2030 2035 Diesel Diesel Diesel Diesel Heavy Duty + Hybrid + Hybrid Hydrogen Natural Gas Combustion/Fuel Cell Natural Gas Hydrogen/Fuel Cell **Electric** Diesel Medium Duty Diesel Diesel + Hybrid Diesel Electric Natural Gas Battery Electric Natural Gas Gasoline Passenger Car Electric **Electric** Diesel Hybrid Gasoline/Hybrid Gasoline Fuel Cell Fuel Cell

Source: Airbus (top right); company estimates, Dec 2022 (left); IEA, Oct

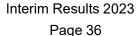
2022 (bottom right).

Aviation's path towards zero emissions Addressing the remaining 50% & Aircraft Opera New Engine & **WE ARE** -50% achieved HERE **Aviation Fuels** due to: Market-based **AIRBUS** 

> Power & Energy -Growing total energy supply with renewables taking a greater share



Pledges Scenario; NZE = Net Zero Emissions by 2050 Scenario.







# **ACQUISITION FRAMEWORK**

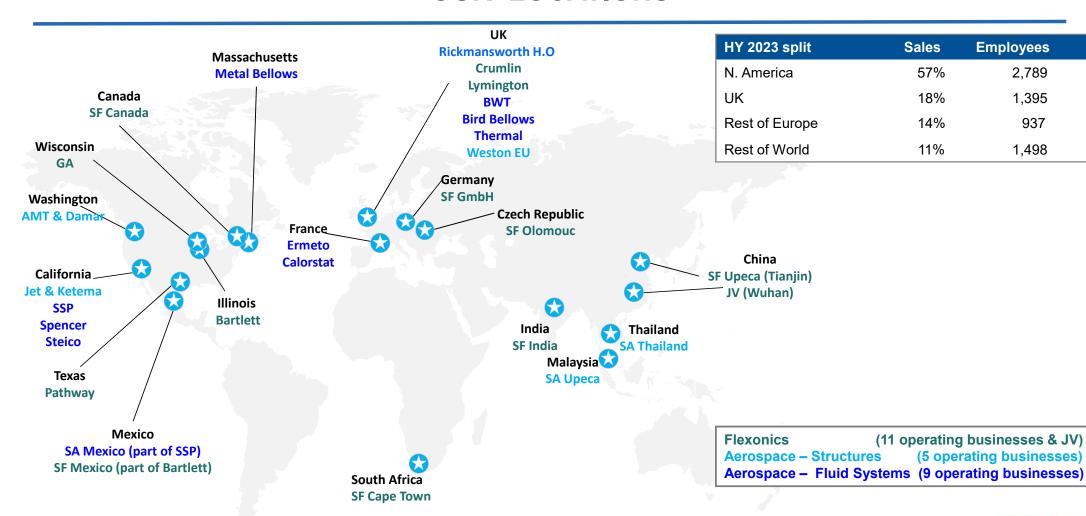
More Likely → Less Likely

Market	Aerospace & Defence Semi-conductor Equipment Power & Energy (clean energy) Land Vehicles (electrification) Medical	Volume Automotive
Product	Fluid Conveyance Products  Thermal Management Products  Structures	s / Machining
Nature	Own design / IP products  & higher-level sub-systems  Commo	odity Build to Print
Geography	North America UK Europe Asia South America	Africa Australasia
Ownership	Owner managed Trade Private Equity	
Revenue	\$50m to \$100m \$15m to \$50m less than \$15m	





#### **OUR LOCATIONS**







**Employees** 

2,789

1,395

937

1,498

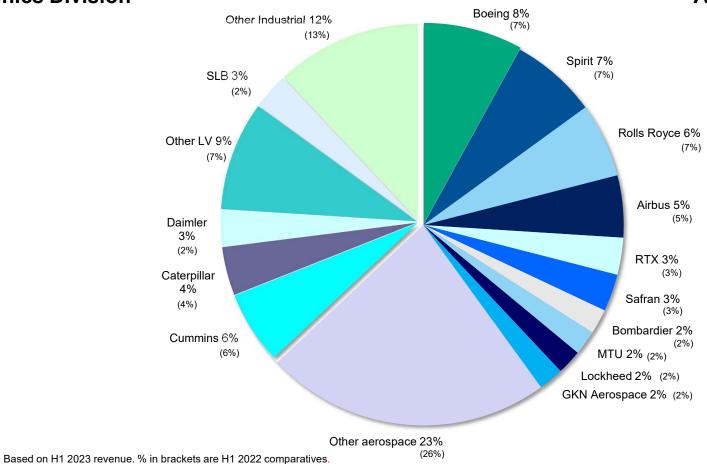
# **OUR CUSTOMERS**



(34%)

# **Aerospace Division 63%**

(66%)



On a derived basis: Airbus:Boeing ratio

60:40

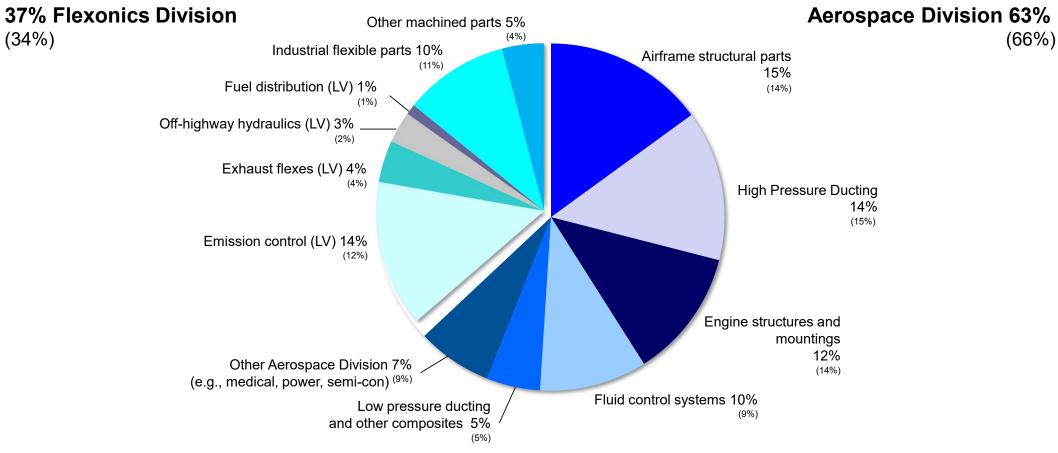


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# **OUR PRODUCTS**

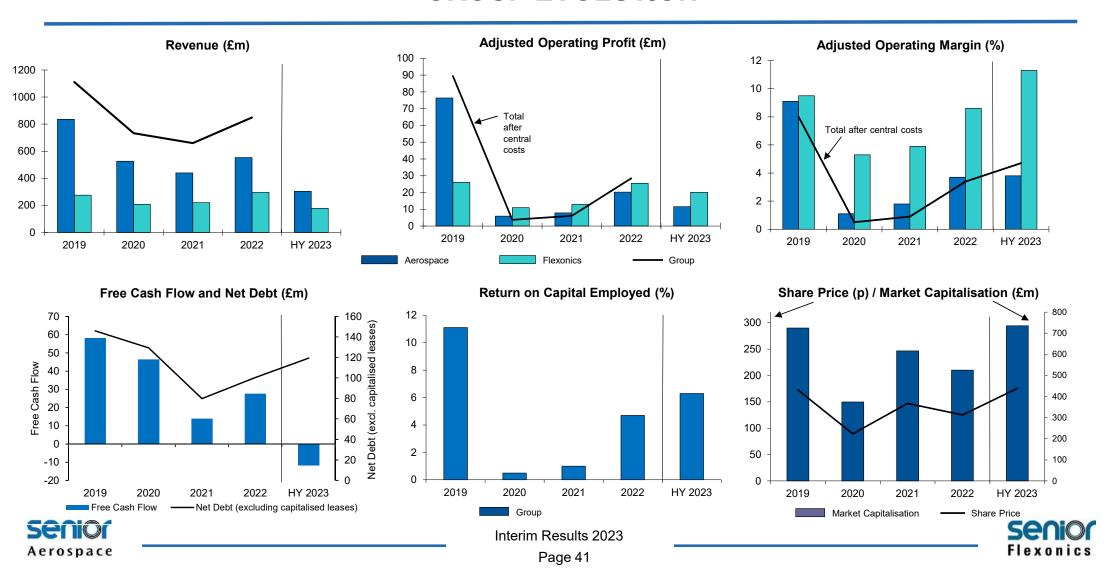


Based on H1 2023 revenue. % in brackets are H1 2022



**SENIO**(

# **GROUP EVOLUTION**



# **BALANCE SHEET**

£m	June 2023	Dec 2022	June 2022	
Goodwill and other intangible assets	226.8	235.9	161.4	
Investment in JV	4.6	4.4	4.2	
Property, plant and equipment	283.1	307.2	304.1	
Other long-term assets	12.8	11.3	8.8	
Non current assets, before retirement benefits	527.3	558.8	478.5	
Inventories	199.4	194.3	163.3	
Receivables, excl. hedging	144.2	124.3	132.3	
Payables, excl. hedging	(179.8)	(187.3)	(180.2)	
Working capital	163.8	131.3	115.4	
Current tax liabilities, net	(16.1)	(15.6)	(13.1)	
Provisions	(16.1)	(16.7)	(12.9)	
Deferred and contingent consideration	(36.1)	(23.4)	-	
Other current assets, net	(0.5)	(1.5)	(8.8)	
Net current assets, before cash/borrowings	95.0	74.1	80.6	
Net borrowings	(119.4)	(100.5)	(72.9)	
Lease liabilities	(71.1)	(78.4)	(76.5)	
Net debt	(190.5)	(178.9)	(149.4)	
Retirement benefits, net	38.1	39.7	47.7	
Contingent consideration	(15.1)	(28.9)	-	
Other long-term liabilities	(16.6)	(15.4)	(13.1)	
Other items, net	(184.1)	(183.5)	(114.8)	
Net assets	438.2	449.4	444.3	

FX Impact from Dec 2022			
	£m		
Non current assets	23.3		
Working capital	(7.4)		
Net debt	8.9		

Retirement Benefits (net)			
	£m		
As at December 2022, net	39.7		
Pension contribution	0.3		
US Pension settlement	0.6		
Actuarial gain on liabilities	8.3		
Actuarial loss on assets	(11.6)		
Other	0.8		
As at June 2023, net	38.1		

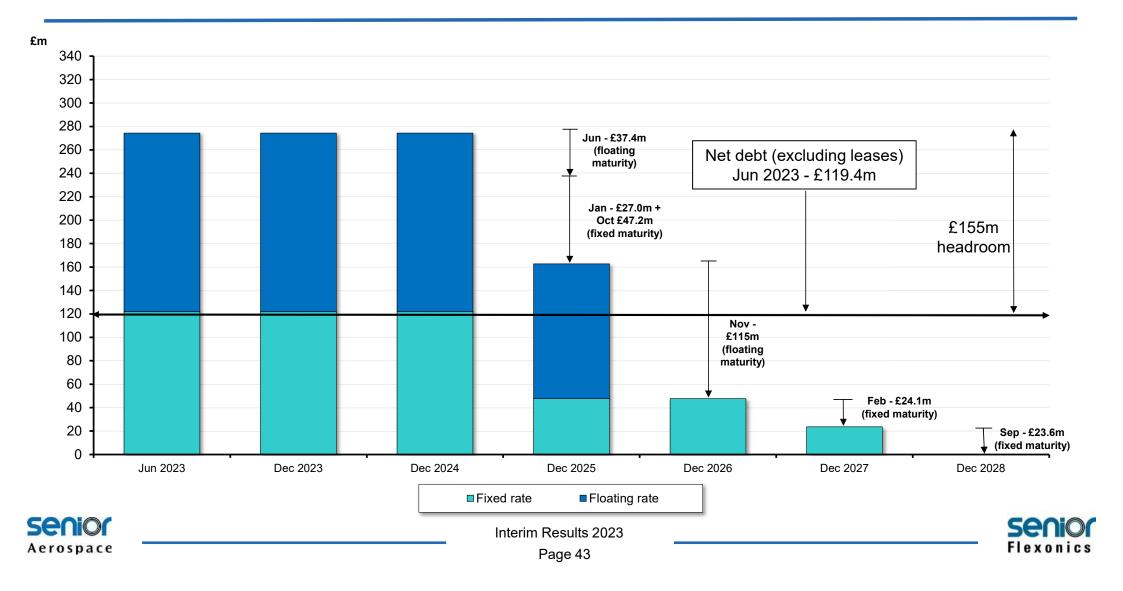
# UK Scheme Actuarial Valuation Last valuation: 5 April 2022 Scheme assets at valuation: £344.6m Scheme liabilities at valuation: (£320.1m) Funding level: 108%

- No further contributions being paid by the Company (previously £5.5m pa)
- UK Scheme is closed to future accrual





# MATURITY PROFILE OF COMMITTED CREDIT FACILITIES



# **USAGE OF CREDIT FACILITIES – JUNE 2023**

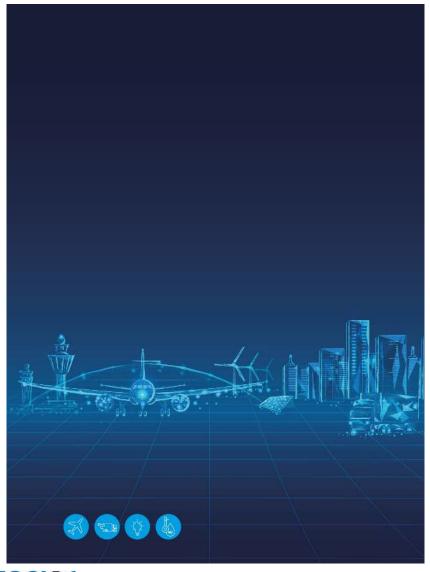
			Usage by Currency				
	Interest %	<u>Facility</u> £m	<u>Usage</u> £m	<u>£</u>	<u>\$</u>	<u>€</u>	<u>Other</u>
US Private placements:							
\$30.0m (Sep 2028)	4.18%	23.6	23.6	-	23.6	-	-
€28.0m (Feb 2027)	1.51%	24.1	24.1	-	-	24.1	-
\$60.0m (Oct 2025)	3.75%	47.2	47.2	-	47.2	-	-
£27.0m (Jan 2025)	2.35%	27.0	27.0	27.0	-	-	-
	3.08%	121.9	121.9	27.0	70.8	24.1	-
Bank facilities:							
RCF £115.0m (Nov 2026) 1.35% margin + 5.28% ref. rate 6.63%		115.0	17.7	2.0	15.7	-	-
US RCF \$47.4m (Jun 2025) 1.40% margin + 5.16% ref. rate 6.56%		37.4	16.9	-	16.9	-	-
Total committed facilities		274.3	156.5	29.0	103.4	24.1	-
Overdrafts and bank loans		13.6	-	-	-	-	-
Cash and cash pooling			(35.7)	(6.0)	(8.8)	(11.6)	(9.3)
Debt transaction costs Headroom of £155m on		1	(1.4)	(1.1)	(0.2)	(0.1)	-
Net debt (excluding lease liabilities) committed facilities			119.4	21.9	94.4	12.4	(9.3)
FRS 16 lease liabilities			71.1	8.0	35.1	1.2	26.9
Net debt			190.5	29.9	129.5	13.6	17.6



revenue by £45m, adjusted operating profit by £3m, and net debt by £13m.

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# **AEROSPACE DIVISION**



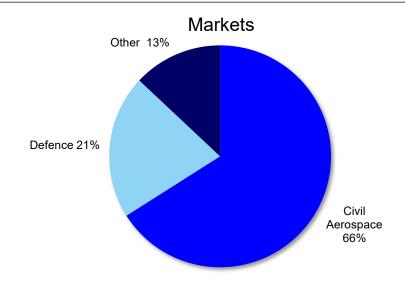


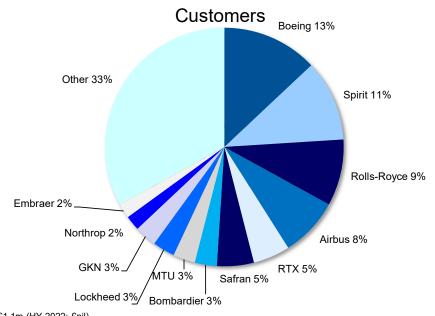


# **AEROSPACE DIVISION: A SUMMARY**

	H1 2023	H1 2022 <sup>(1)</sup>	Change
Revenue	£304.1m	£273.5m	+11.2%
Adjusted Operating Profit(2)	£11.6m	£10.1m	+14.9%
Adjusted Operating Margin <sup>(2)</sup>	3.8%	3.7%	+10bps

14 Operations		
NAFTA	6	
France	2	
UK	4	
ROW	2	

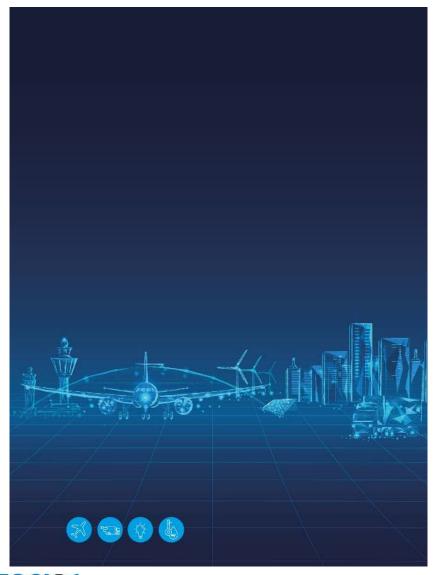




(1) All at H1 2023 exchange rates – translation effect only.
(2) Before net restructuring costs of £0.9m (H1 2022: £2.8m income) and amortisation of intangible assets from acquisitions of £1.1m (HY 2022: £nil).

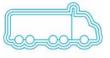








# **FLEXONICS DIVISION**



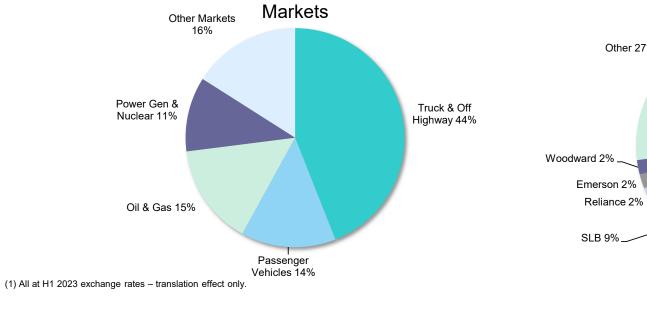


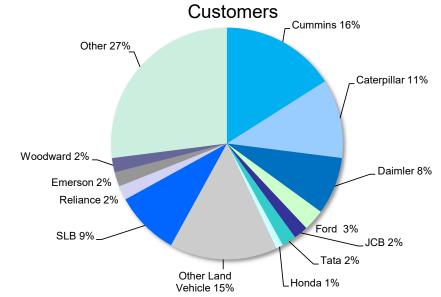


# **FLEXONICS DIVISION: A SUMMARY**

	H1 2023	H1 2022 <sup>(1)</sup>	Change
Revenue	£178.6m	£142.4m	+25.4%
Adjusted Operating Profit	£20.2m	£11.9m	+69.7%
Adjusted Operating Margin	11.3%	8.4%	+290bps

11 Operations & JV		
NAFTA	4	
EU	2	
UK	2	
ROW	3	
China JV	1	







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Senior
Flexonics