Autins Group – Interim Results Presentation
June 2019

Agenda

- Introduction
- Financial Highlights
- Operational Highlights
- Outlook
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Introduction to Autins Group

OUR VISION

To be the preferred European supplier of acoustic and thermal solutions to our customers in the automotive industry and segments where we can deliver value

OUR PRODUCTS

Neptune
Lightweight, ultra-micro fibre acoustic absorber

Fleeces
Nonwoven mono-material polyester fleeces with application specific scrims

Heavy Layer
Thermoplastic mass barriers

Light Foam
Low density PUR foam with application specific scrims and heat shields

Foams
Injection moulded PUR open/semi-open/closed cell foams

Multi Layer
Layered barriers and absorbers tuned to specific applications e.g. Ozone

OUR PROCESSES

Materials Manufacturing
Ultra-micro fibre, low density PUR foams

Conversion and Assembly
Cutting, sealing, moulding, welding

Customer Support
Tooling & component, design & testing

Our locations

Aligned direction and approach

Strategy for profitable growth

- Leverage our NVH expertise in automotive to win new customers
- Leverage our Neptune technology and technical expertise to open up new markets
- Build the Autins brand reputation as an NVH solution provider of choice to generate pull through demand

Values and Culture

Teamwork

Accountability

Expertise

Creativity

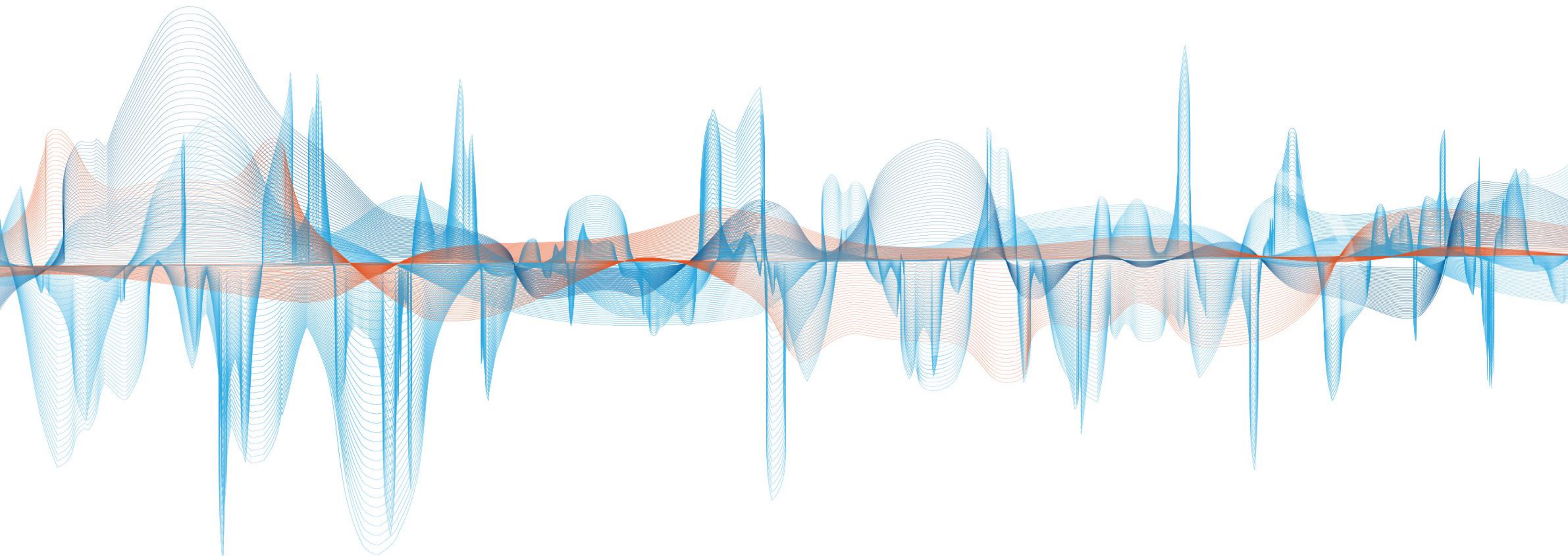
Agility

Passion

We have a unique product offering, due to the range of materials, products and processes and a highly responsive technical support service, which is valued by customers

Section 01

Financial Highlights



Financial highlights

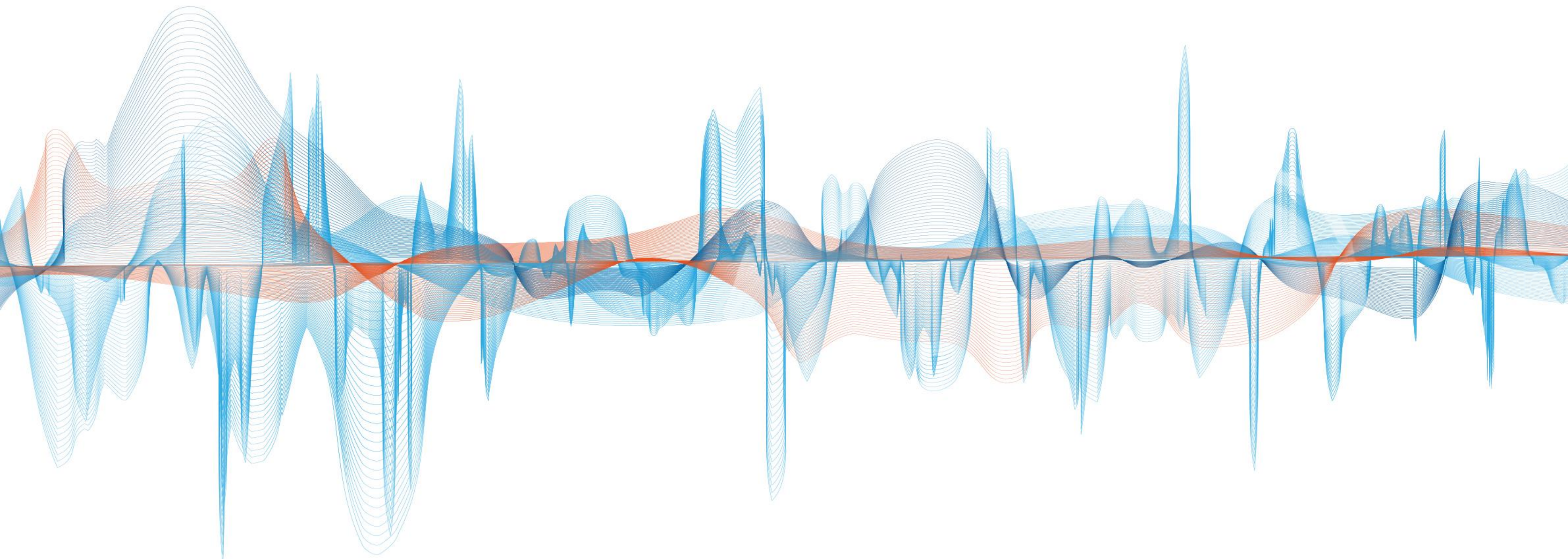
	H1 19	H2 18	H1 18	FY18
Revenue	£13.66m	£13.40m	£15.86m	£29.2m
Gross Margin	26.5%	22.22%	26.9%	25.5%
Adjusted* EBITDA	£(0.16)m	£(0.9)m	£0.60m	£(0.3)m
Net Debt	£4.66m	£4.22m	£3.58m	£4.22m
(LPS)/EPS	(4.42)p	(6.36)p	0.22p	(6.14)p
(Loss)/profit after Tax	£(0.98)m	£(1.45)m	£0.05m	£(1.4)m
Interim Dividend	-	-	0.4p	-

- Adjusted EBITDA in H1 18 excluded non recurring start up Neptune costs of £0.24m and H1 19 includes £0.31m (H1 18: £nil) related to restructuring of overhead costs and bank facilities

Section

02

Operational Highlights



Operational highlights

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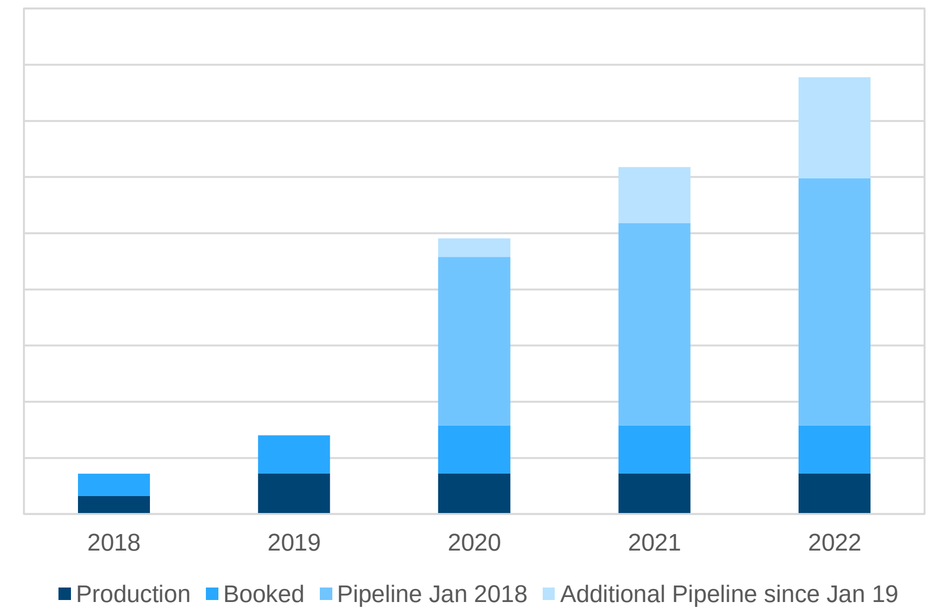
- Revenue and order book:
  - Sales on track for year with an increased pipeline of £44m, of which £39m is Neptune
  - New wins in the period include:
    - £2.5m/year of Neptune
    - £2.1m/year of vacuum moulded heavy layer for the facelift of Velar, F-Pace, XE, XF
  - Continued growth of +44% in Germany
- Margins improved during H1 19 by +4.3% with further improvements expected
- Challenging automotive trading conditions prompted renewed focus on cost control and sales conversion
- Operations:
  - Overhead cost reduction programme completed in full
  - Equipment breakdown in German operation resulted in some margin erosion, which has since been rectified with a back up plan established
  - Strong improvements in cost control, with more to do in operational costs
  - Evaluating automation of manufacturing processes
- R&D programmes continue to progress well and sales of testing services

Neptune growth continues

- Production increased 100% 2019 vs 2018
- Pipeline growth of 30%
- 12 OEM brands, 33 vehicle models and 200 components
- New Neptune Wins £2.5m/year



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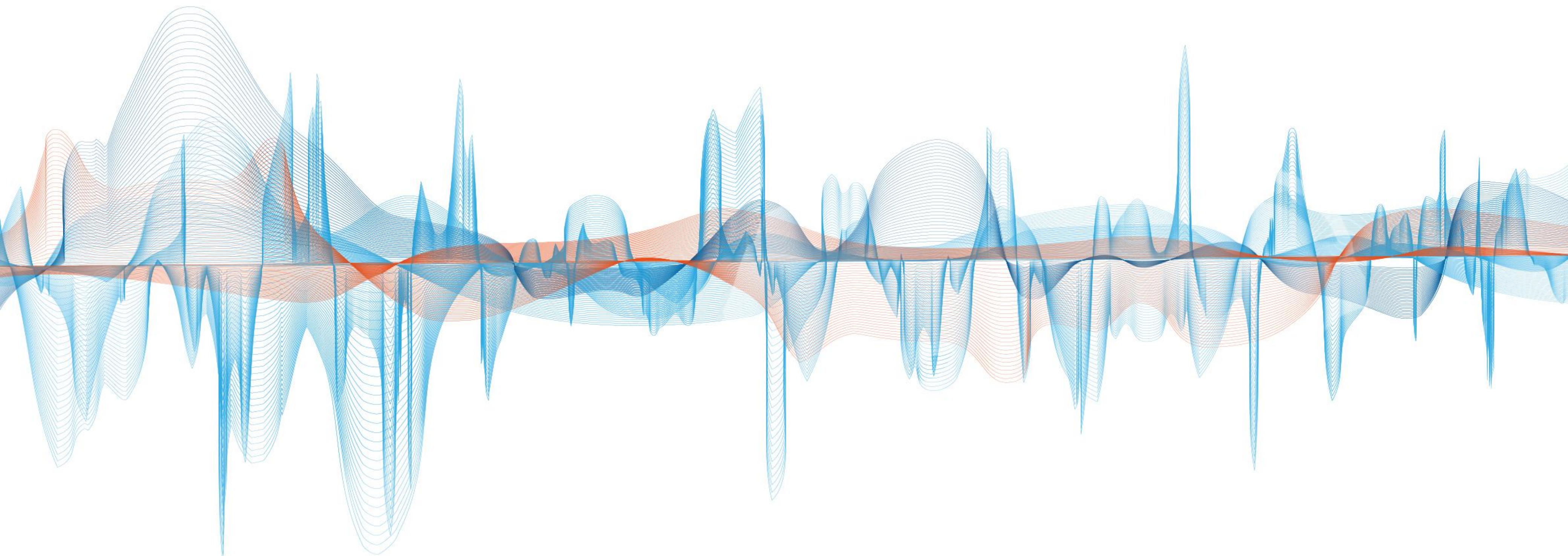
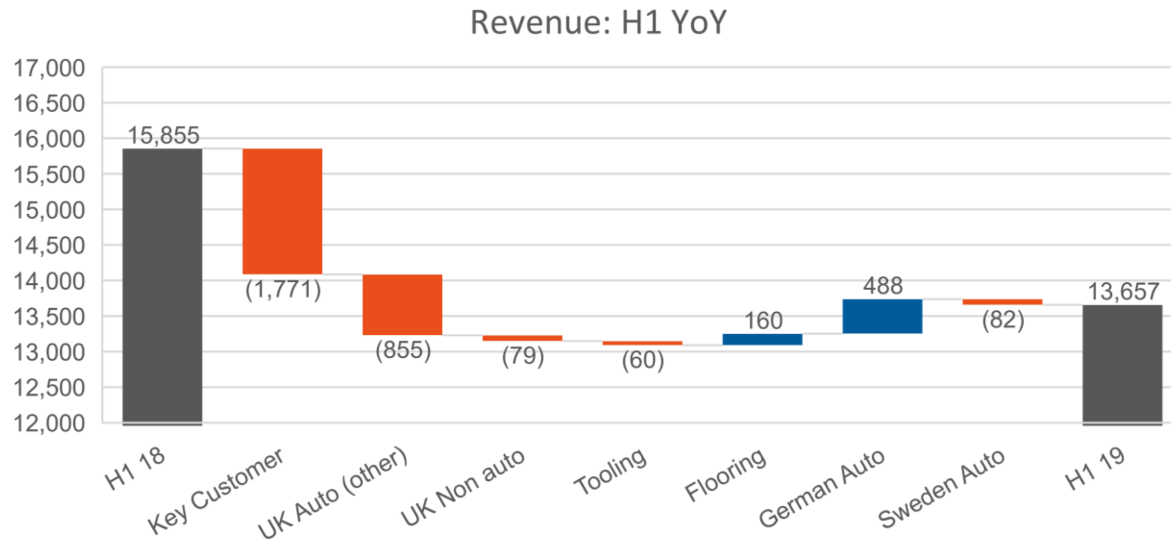
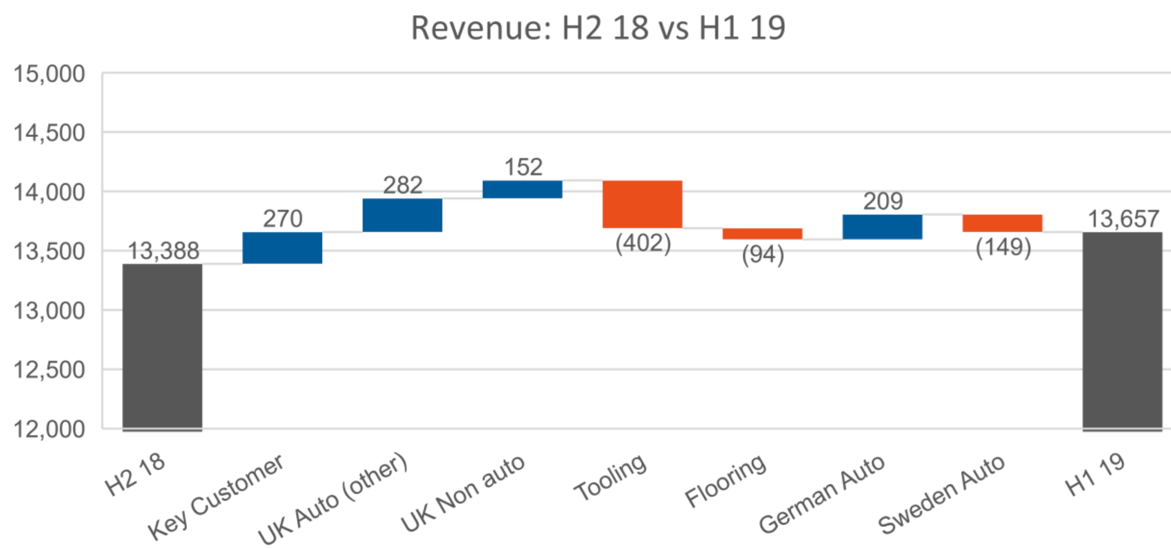
Financial Review



Revenue Bridges

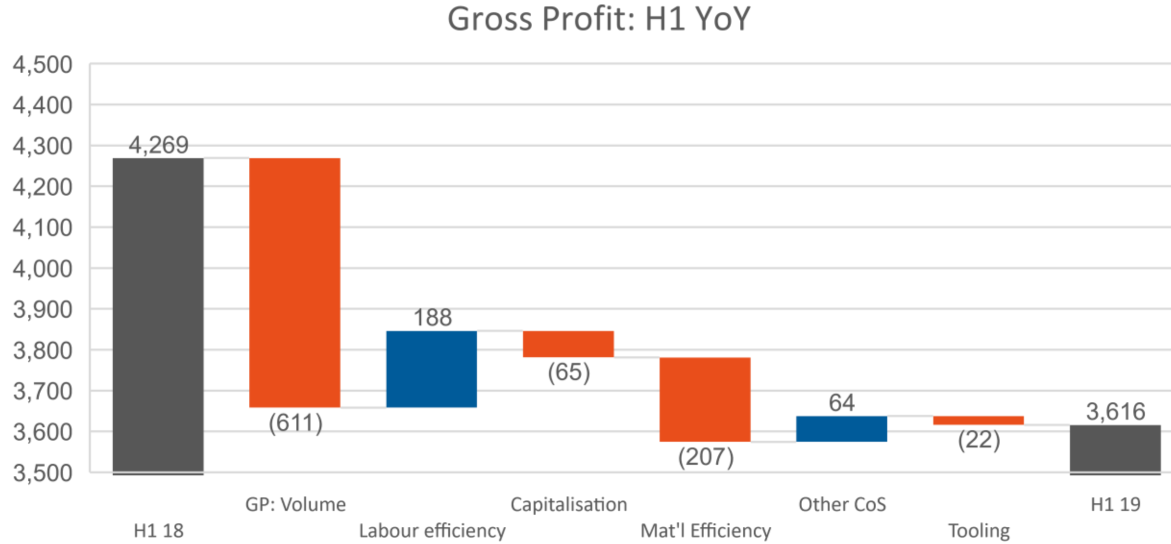
- Revenue decreased 13.8% YoY, as expected with reductions in UK and European car sales noted in FY18
- Revenue from key customer down 19% YoY, up 4% vs H2 18
    - Concentration continues to reduce with uptake of Neptune with other European OEMs and Tiers
- Tooling revenue marginally lower than H1 18, but will be significantly higher in H2 with orders already secured
- Component revenues in Germany increased 44% YoY with good progress on both automotive and flooring
- Key Tier Ones provide further diversification and market reach

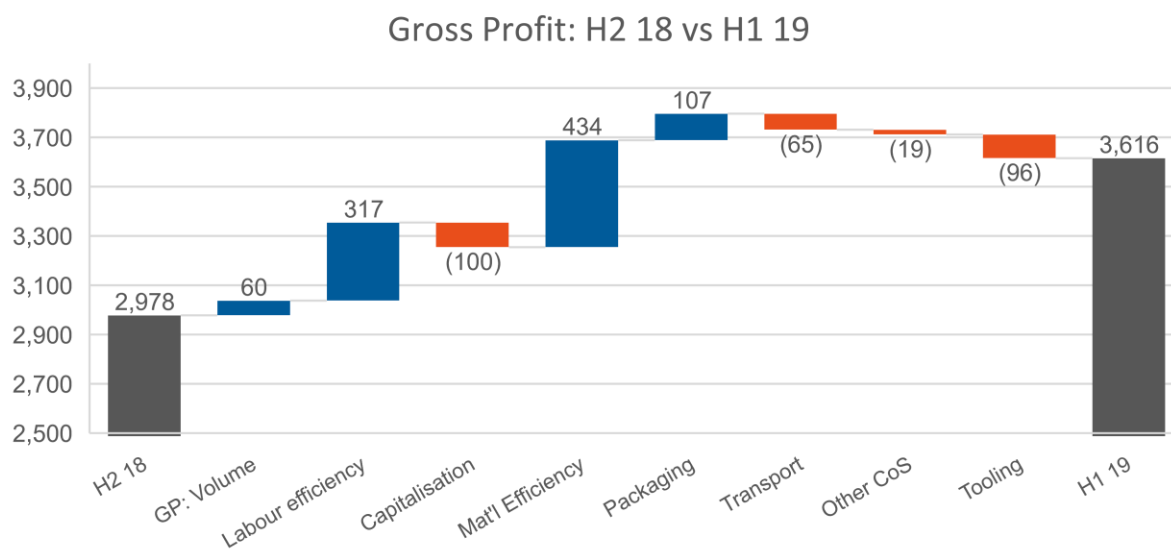




Gross Profit Bridges

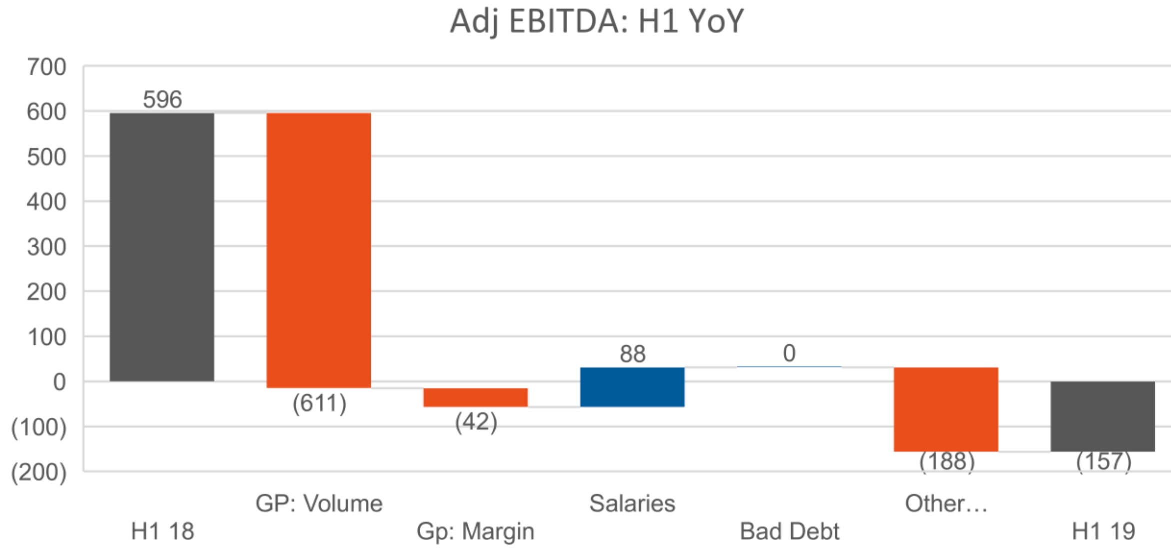
- Component gross margin decreased, but was an improvement on H2 18 and FY18
- Labour utilisation improved by 2% points YoY, 2.5% on H2 18
  - Prior year benefitted from Neptune operator capitalisation
- Procurement and cost out activity delivering savings on material utilisation and total cost to serve
- Overall economic batch quantities, supply chain efficiencies and labour planning also improve margin
- Tooling margin unchanged YoY, 7% better than H2 18
- Expect to see progress continue into full year result

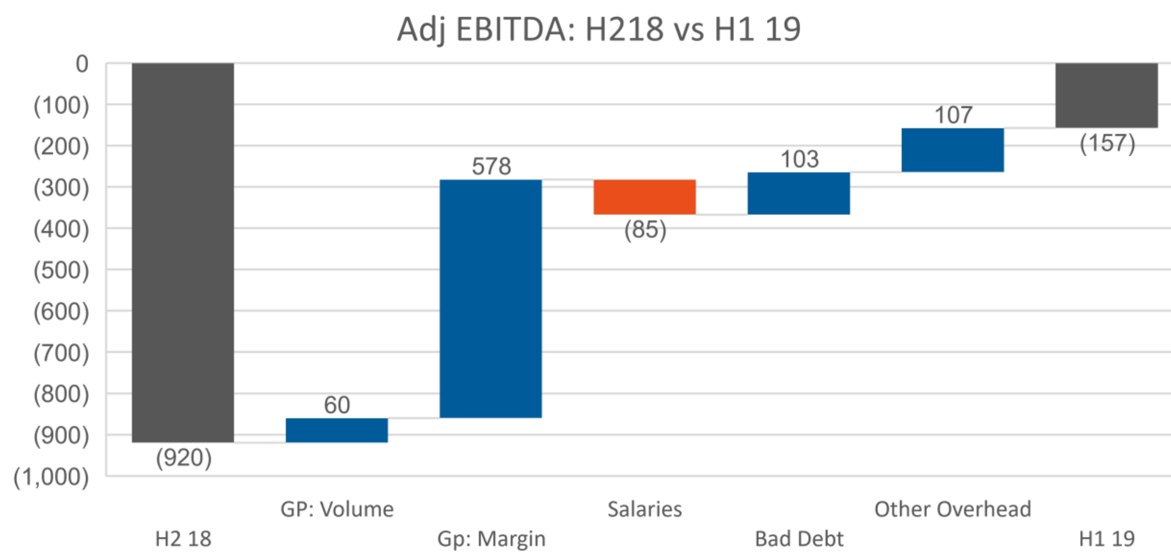




Adjusted EBITDA Bridges

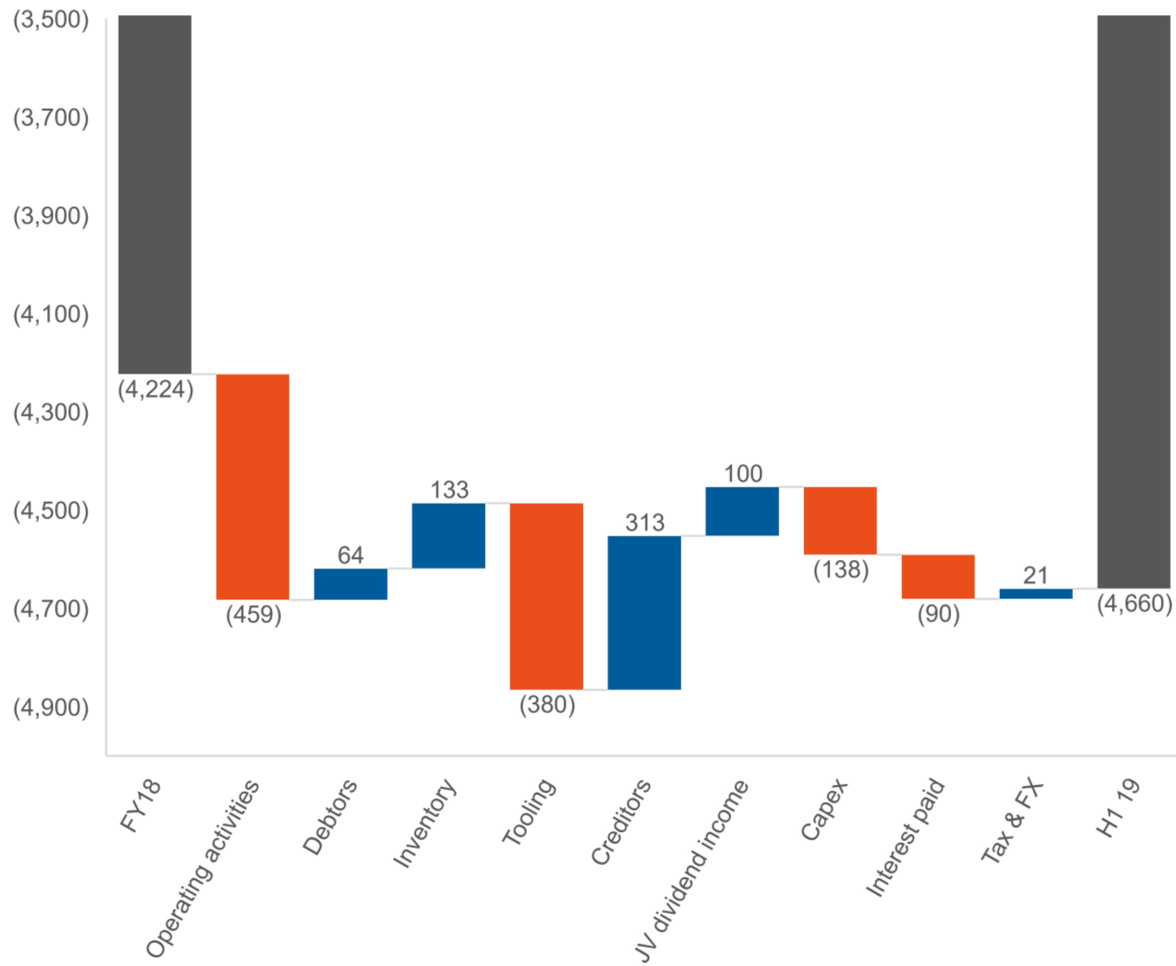
- Adjusted EBITDA loss of £0.16m stated before:
  - Exceptional restructuring costs of £0.31m – cost reduction programme continues into H2
  - £0.12m amortisation arising at Group's IPO (unchanged on prior periods)
- Salary programme largely complete
- Overhead cost saving programme enacted H1 19
- Prior periods include adjustment for non-recurring start up cost of Neptune facility (H1 18: £0.24m, FY18: £0.36m)





Net debt bridge

- Net Debt increased in the period to £4.7m (FY18: £4.2m) with trading loss
- Total working capital reduced £0.1m
  - Inventory reduced £0.1m after absorbing £0.35m of Brexit contingency stock
  - Trade debtors reduced £0.25m, offset by other debtors increase (£0.19m)
  - Tooling stock increased £0.38m with revenue expected in H2
- JV continued to distribute earnings as they arose
- Limited capex in the period and no requirement for balance of the year



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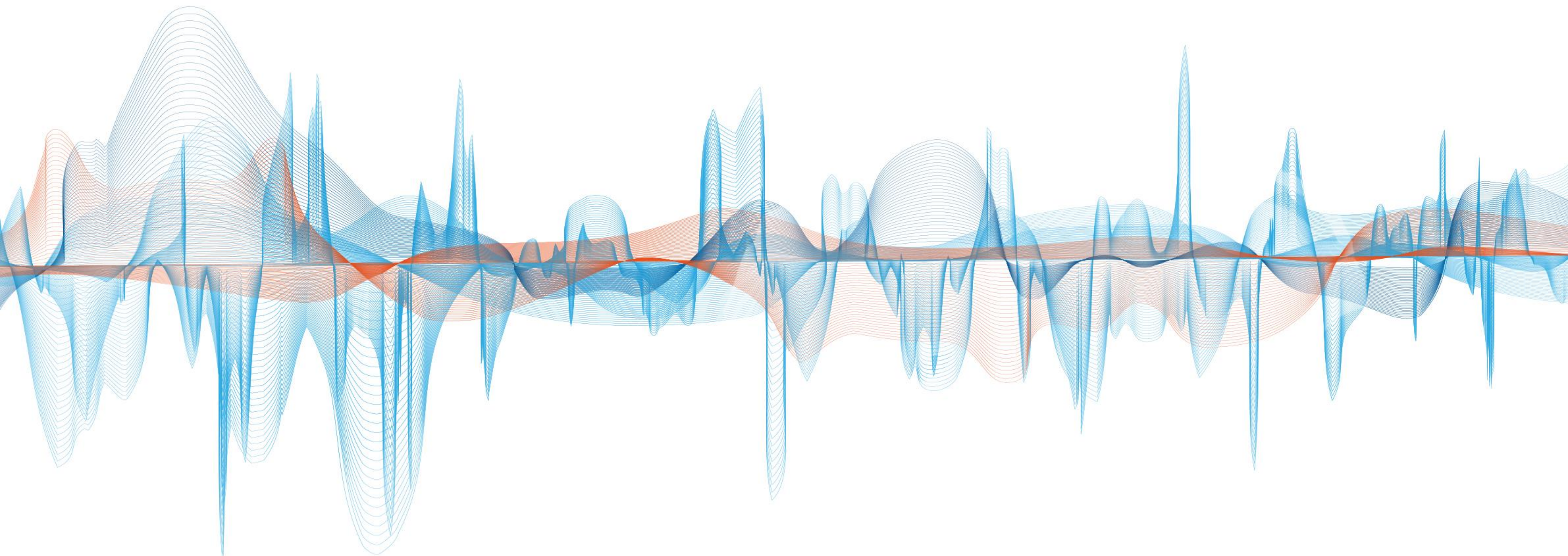
Outlook



Outlook

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- Anticipate markets will remain depressed in the short term
- Operational improvements are continuing
- Autins will continue to win business from a large and fast growing sales pipeline, supported by the European footprint
- Expect margins to continue to improve as cost and operational actions take full effect
- Continuing review and focus on operational efficiencies, including opportunities for automation
- Focus on creating additional operational flexibility to cope better with volatile demand

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Section 05

Appendix - Financials

Interim Consolidated statement of income

	H1 19	H1 18	FY18
Revenue	**13,657**	**15,855**	**29,243**
Gross Profit	**3,616**	**4,292**	**7,247**
Gross margin %	27%	27%	25%
Exceptional costs	312	-	234
EBITDA	**(469)**	**355**	**(922)**
(Loss)/profit before taxation	**(976)**	**54**	**(1,734)**
Taxation	-	(5)	376
(Loss)/profit after taxation	**(976)**	**49**	**(1,358)**

Interim Consolidated Balance Sheet

	H1 19	H1 18	FY18
Total non-current assets	**15,207**	**15,115**	**15,624**
Inventories	2,778	2,535	2,553
Trade and other receivables	6,651	8,087	6,763
Cash and cash equivalents	511	1,515	91
Total current assets	**9,940**	**12,137**	**9,407**
Total assets	**25,147**	**27,252**	**25,031**
Trade and other payables	6,083	5,879	5,910
Loans and borrowings	4,762	4,679	3,713
Corporation tax liability	-	-	-
Total current liabilities	**10,845**	**10,558**	**9,623**
Non current other payables	124	-	115
Loans and borrowings	409	419	602
Deferred Tax liability	379	474	379
Total non-current liabilities	**912**	**893**	**1,096**
Total liabilities	**11,757**	**11,451**	**10,719**
Net Assets	**13,390**	**15,801**	**14,312**

Interim Consolidated Statement of Cash Flows

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	H1 19	H1 18	FY18
Profit after tax	**(976)**	**49**	**(1,358)**
Depreciation & amortisation	536	420	913
Income taxes	-	5	(376)
Financing	90	35	118
Other operating items	(109)	(143)	(200)
Change in working capital	130	(1,486)	(54)
Operating Cashflow	**(329)**	**(1,120)**	**(957)**
Investing activities	(38)	(421)	(853)
Servicing of finance	(90)	(35)	(118)
Financing	860	1,472	499
Dividends paid	-	(177)	(265)
Taxation recovered/(paid)	7	173	182
Net Cashflow	**410**	**(108)**	**(1,512)**