Reliance Worldwide Corporation Limited



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Media Release

26 February 2018

RWC reports strong first half results with continued business growth. EBITDA guidance for FY2018 increased.

Reliance Worldwide Corporation Limited (ASX: RWC) ("RWC" or "the Company") today announced its consolidated results for the six month period ended 31 December 2017¹.

RWC is a global innovator focused on providing water solutions for the built environment. The Company is a leader in the design, manufacture and supply of integrated systems that deliver, control and optimise water use for residential and commercial applications. RWC's portfolio of products, which target the new construction, renovation, service and repair markets, work together to create a total end-to-end solution from the water meter to the fixture.

Key highlights:

- Net sales of \$362.6 million, an increase of 28.3% compared with the six months ended 31 December 2016 ("comparative period") and up 31.3% on a constant currency basis
- Led by strong double digit growth in core SharkBite Push-To-Connect ("PTC") fittings and accessories and first full period inclusion of Holdrite
- EBITDA of \$79.3 million, an increase of 24.5% over the comparative period and up 26.8% on a constant currency basis
- Net profit after tax of \$41.5 million
- Interim dividend of 3.5 cents per share declared
- Continued strong cash generation from operations
- Balance sheet strength continues to support business growth
- EBITDA guidance range for FY2018 raised to between \$150 million and \$155 million (from \$145 million to \$150 million advised in August 2017)

| Financial Highlights | | | |
|----------------------------|----------|----------|--------|
| | 31 | 31 | |
| | December | December | Change |
| Six months ended: | 2017 | 2016 | (%) |
| Net sales (\$m) | 362.6 | 282.7 | 28.3 |
| EBITDA (\$m) | 79.3 | 63.7 | 24.5 |
| EBIT (\$m) | 67.8 | 54.7 | 23.9 |
| Net profit after tax (\$m) | 41.5 | 35.3 | 17.5 |
| Earnings per share (cents) | 8.0 | 6.7 | |
| Dividend per share (cents) | 3.5 | 3.0 | |

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Comments from Heath Sharp, RWC Chief Executive Officer:

"I am tremendously proud of what our global teams have achieved over the last six months. We successfully launched a number of new products and completed several important projects. We are particularly pleased with the strong distribution network that we've built in North America where we have SharkBite on the shelf in more than 23,000 outlets. This positions us well to continue the growth of SharkBite brass PTC fittings and, perhaps more importantly, provides the distribution channels to support the demand we are creating for EvoPEX, Holdrite and other new products."

1HFY2018 Operational highlights

- Continued strong sales growth in the Americas led by core SharkBite products
- Double digit growth in external sales in Australia and the UK
- Completed integration of Holdrite acquisition with performance in line with expectations
- Completed seamless rollout of product to all 1,700+ Lowe's stores
- Ongoing market penetration in North America for brass PTC with SharkBite products now in more than 23,000 outlets, an unrivalled distribution network
- Execution of manufacturing expansion program to meet future demand on track
- Investing in product development, commercial capabilities and sales resources to drive future growth
- Launched the Streamlabs[™] brand, a new growth platform for RWC, and its first product, the Smart Home Water Monitor, at the Consumer Electronics Show (CES) in January 2018

FY2018 Outlook

Forecast EBITDA for FY2018 is expected to be in the range of \$150 million to \$155 million². This compares with an EBITDA for FY2017 of \$120.7 million. The range has been increased from the forecast of \$145 million to \$150 million advised in August 2017.

Achievement of the full year forecast result will be driven by continued strong top line growth expected from ongoing expansion of the PTC business in the Americas, inclusion of a full year of Holdrite results and continued growth in the Asia Pacific and EMEA markets, along with improvement in EMEA profitability. The US business has seen an uplift in sales during January and February and anticipates a net positive impact from the current North American winter. The final impact will be known over the next few months as winter ends and we assess any effect on customer reorders.



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- 1. For full details, please refer to Results Announcement released by RWC dated 26 February 2018.
- 2. 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.