

# Strong performance, continued progress

2020 Interim Results

30 July 2020

## Strong first half performance ...



#### Pandemic impact mitigated

Order up book 14%, revenue up 5.8%, underlying profit improvement

Strong cash conversion, improved liquidity

Good momentum and visibility into H2

FY19 final and increased interim dividend to be paid in full

... despite COVID

## Good strategic and operational delivery...



**Technology** 

**Contract wins** 

Order book

**Transformation** 

Good strategic progress

**Strong growth** 

Financial performance

**Cash generation** 

Dividend

Robust delivery

**Solid markets** 

Commercial aerospace

Positive H2 order development

**Excellent visibility** 

Confidence in opportunity

... exciting future

## Performance through the pandemic

- Ultra employees demonstrated great agility and flexibility
  - 2,600 people enabled for remote working in
     14 days
- Delivering for all stakeholders
  - Business as usual in unusual times
  - Improved operational metrics
  - No COVID related job furloughing or loss
  - No need for Government support
  - Multiple efforts to support pandemic response
    - local community support
    - Multi-site 3D printing of PPE, UK Ventilator Challenge

#### ULTRA









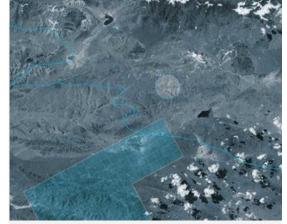




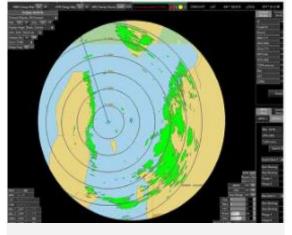
## Increased technology/capability investment











## Sonobuoy development

Enhanced capabilities and SWaP for novel deployment

## Advanced C2I/ comms networking

C2I network management, encryption and machine learning in adaptive networks

## Adaptive detection and visualisation

Enhanced adaptive anomaly detection and visualisation for real-time C2 functionality

## Technology improvements for surface radar

New features and concepts for radar processing and display

### Important new contract wins





#### Joint Interface Control Cell (JICC) Extended Trainer (JET) contract

C2 capability used to support simulation need for Air National Guard



#### Link 16 Program Alaska Support

IDIQ to develop secure, digital, jam-resistant advanced Link 16 network over the Alaskan air space



## Counter Air and Counter Unmanned Aerial Systems

Sole source development contract for the MADIS program

...with longer term potential

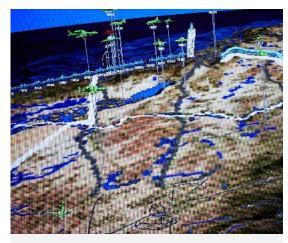
## Good orders on existing platforms...











#### Sonobuoy award

\$101m FY20 delivery order under ERAPSCO's 5 year IDIQ

## MK 54 lightweight torpedo arrays

\$45m order, two option years remaining

#### **ORION** radios

US Marine Corp \$6m order under TRILOS IDIQ

#### **ADSI**

ADSI system, license fees & support sales of \$33m

...reflecting robust markets

#### Transformation on track...





Process & Data standardisation
Review of ERP implementation



#### **ONE Ultra Culture**

Vision, mission, values

Aligned assessment, performance, reward, leadership training



strategy

Operating Model agreed
Organisational re-design
on plan



**Focus** 

Fix

#### **Procured Spend**

New Head of Procurement appointed

PCB capability finalised



Investment on track and accelerating



## 

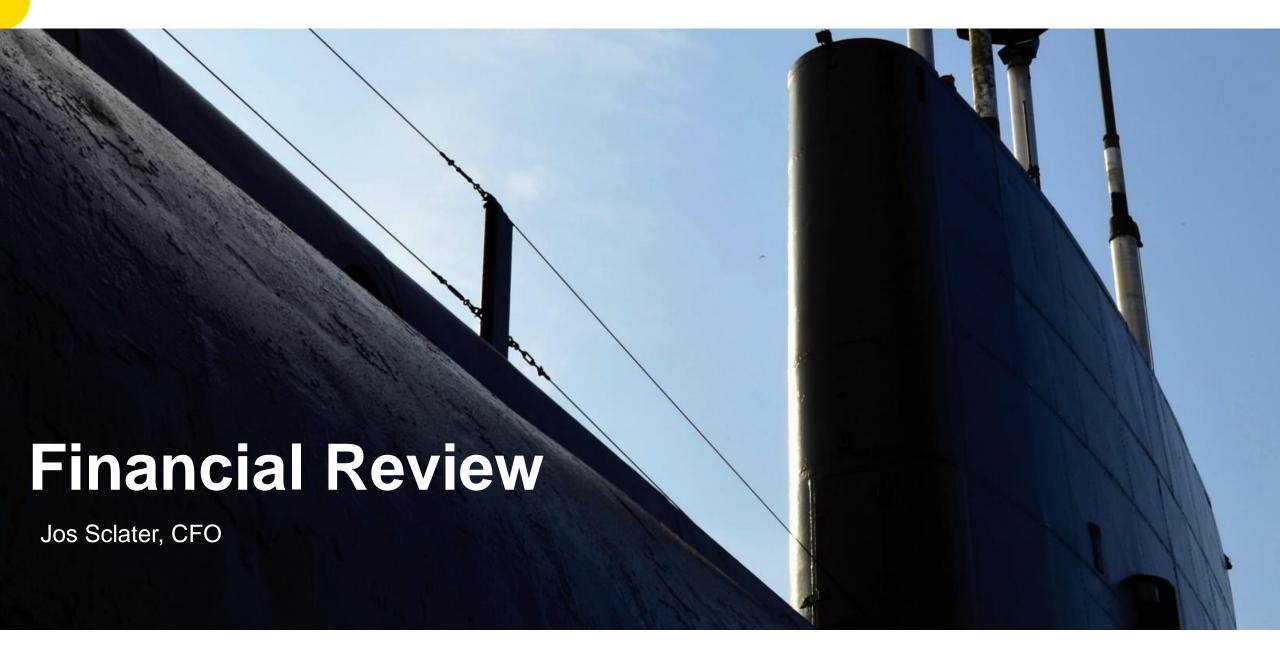
#### **Site Excellence**

**Property review complete** 

Utilisation improvement planning underway

...increasingly confident in the opportunity





## Highlights...

ULTRA

£'m

Order book

Revenue

Operating profit<sup>(1)</sup>

Operating margin<sup>(1)</sup>

Profit before tax<sup>(2)</sup>
Earnings per share (p)<sup>(2)</sup>
Cash Conversion
ROIC<sup>(4)</sup>

H1 2020	H1 2019*	Organic Growth <sup>(3)</sup>
1,173.2	1,029.0	+14.0%
413.1	390.5	+5.8%
53.4	54.3	-1.7%
12.9%	13.9%	

H1 2020	H1 2019	Growth
47.9	46.5	+3.0%
54.7	52.5	+4.2%
98%	25%	
17.5%	16.7%	

+6.6% excluding bonus phasing impact

14.0% excluding bonus phasing impact

<sup>\*</sup> Comparative period presented at constant currency translation and adjusted for disposals to reflect the comparable period of ownership.

<sup>(1)</sup> Underlying profit and margin are before amortisation of intangibles arising on acquisition, acquisition and disposal related costs, and significant legal charges and expenses.

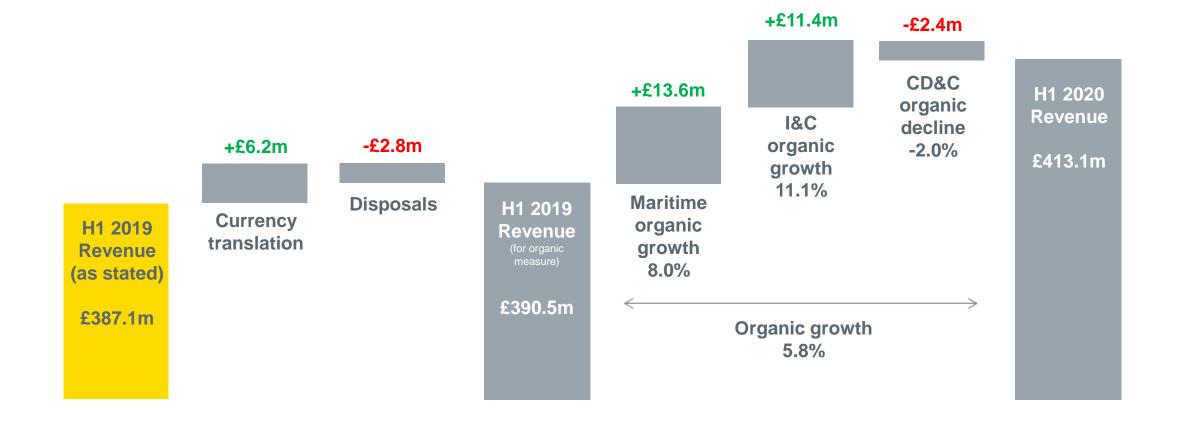
<sup>(2)</sup> Underlying profit before tax and earnings per share are before amortisation of intangibles arising on acquisition, fair value movements on derivatives, acquisition and disposal related costs, gain or loss on disposal, and significant legal charges and expenses.

<sup>(3)</sup> Organic movements are the change in revenue, operating profit and order book at constant currency translation when compared to the prior period results and adjusted for acquisitions or disposals to reflect the comparable period of ownership.

<sup>(4)</sup> ROIC is calculated as underlying operating profit for the twelve months preceding the period end expressed as a percentage of invested capital (average of opening and closing balance sheets). Invested capital is defined as net assets of the Group, excluding net debt and lease liability, pension obligations, tax and derivatives.

## Strong revenue performance

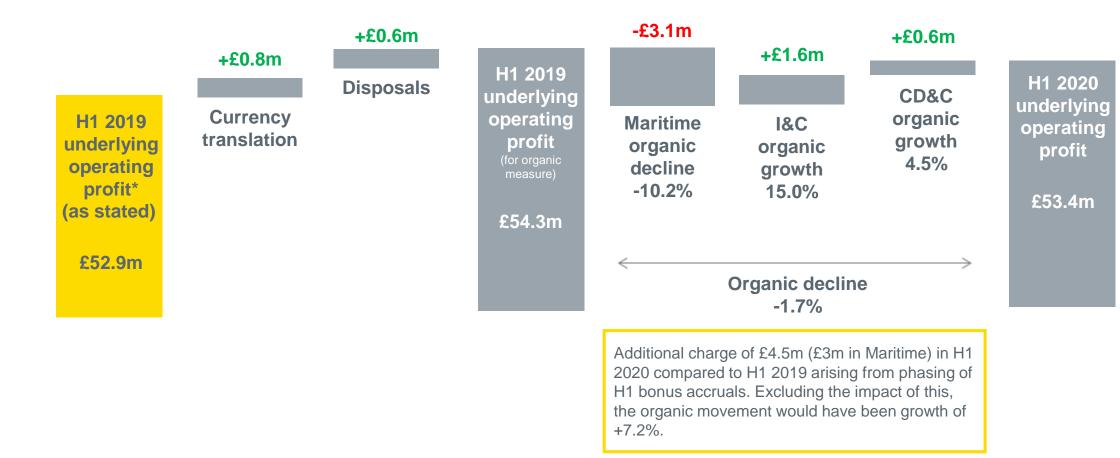




## ...despite some headwinds

## Good underlying profit growth





<sup>\*</sup> before amortisation of intangibles arising on acquisition, acquisition and disposal related costs, and significant legal charges and expenses

...before impact of bonus accrual change

#### Maritime



£'m	H1 2020	H1 2019*	Organic Growth <sup>(2)</sup>
Order book	605.8	456.3	+32.8%
Revenue	184.3	170.7	+8.0%
Operating profit <sup>(1)</sup>	27.3	30.4	-10.2%
Operating margin <sup>(1)</sup>	14.8%	17.8%	

Excellent order book, driven by Sonobuoy, MK54 & NGSSR awards

Revenue growth driven by Sonobuoy receivers, torpedo arrays, NGSSR & strong countermeasure sales

Operating profit decline due to phasing of H1 bonus accruals, increased R&D & transformation costs

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## Intelligence & Communications



£'m	H1 2020	H1 2019*	Organic Growth <sup>(2)</sup>
Order book	230.9	241.1	-4.2%
Revenue	114.1	102.7	+11.1%
Operating profit <sup>(1)</sup>	12.3	10.7	+15.0%
Operating margin <sup>(1)</sup>	10.8%	10.4%	

Strong ORION radio sales versus H1 2019

Higher R&D and transformation costs more than offset by performance in Radios, Specialist RF and ADSI

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## Other Critical Detection & Control businesses (PCS, Forensic Technology & Energy)



£'m	H1 2020	H1 2019*	Organic Growth <sup>(2)</sup>
Order book	336.5	331.6	+1.5%
Revenue	114.7	117.1	-2.0%
Operating profit <sup>(1)</sup>	13.8	13.2	+4.5%
Operating margin <sup>(1)</sup>	12.0%	11.3%	

Higher Forensic Technology and Military aerospace sales more than offset by shortfalls in Nuclear Sensor sales

Improved operating margins mainly due to FX tailwinds, reduced R&D and good cost control

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### Adjusting items



£'m	H1 2020	H1 2019
Underlying profit before tax(1)	47.9	46.5
(Loss)/gain on derivatives mark to market	(10.0)	2.5
Amortisation of intangibles arising on acquisition	(6.6)	(10.5)
Acquisition and disposal related costs	(8.0)	(0.7)
Gain on disposal	-	0.8
Significant legal charges and expenses	(0.7)	(0.7)
Statutory profit before tax	29.8	37.9

Statutory PBT decreased due to mark to market loss on forward foreign exchange contracts as GBP weakened relative to our USD forward contract rate.

<sup>(1)</sup> Underlying profit before tax is before amortisation of intangibles arising on acquisition, fair value movements on derivatives, acquisition and disposal-related costs, gains or losses on disposal, and significant legal charges and expenses

### Operating cash flow



£'m	H1 2020	H1 2019
Underlying operating profit <sup>(1)</sup>	53.4	52.9
Depreciation* and amortisation	11.8	11.0
EBITDA*	65.2	63.9
Lease payments (IFRS 16)	(5.4)	(4.5)
Working capital and provisions	7.5	(32.6)
Capital expenditure	(9.9)	(9.2)
Pension contributions	(5.6)	(5.4)
Other flows	0.6	1.2
Underlying operating cash flow(2)	52.4	13.4
Operating cash conversion <sup>(3)</sup>	98%	25%

Lower investment in Working Capital driven by increased advanced payments from customers and improved Days Sales Outstanding

<sup>(1)</sup> before amortisation of intangibles arising on acquisition, acquisition and disposal related costs, and significant legal charges and expenses

<sup>(2)</sup> underlying operating cash flow is cash generated by operations and dividends from associates, less net capital expenditure, R&D, and excluding the cash outflows from acquisition and disposal related payments and significant legal charges and expenses.

<sup>(3)</sup> operating cash conversion is underlying operating cash flow as a percentage of underlying operating profit.

<sup>\*</sup> including depreciation of IFRS 16 leased assets

## Liquidity and Balance Sheet position



	H1 2020	H1 2019
Average 12m working capital turn	8.54x	6.82x
Cash conversion	98%	25%
Free cash flow	£51.5m	£4.9m
Net debt*	£176m	£277m
Net debt to EBITDA*	1.20x	1.96x
Liquidity headroom available	£259m	£214m

Excellent cash conversion and free cash flow, helped by a one-off deferral of sales tax.

Leverage for covenant purposes is x0.46 (net debt £63m)

If FY2019 Dividend had been paid:

- Net debt of £203m (x1.39 Net debt to EBITDA),
- Net debt on a covenant basis: £91m x0.67 EBITDA)

...robust position, despite COVID

#### Transformation investments

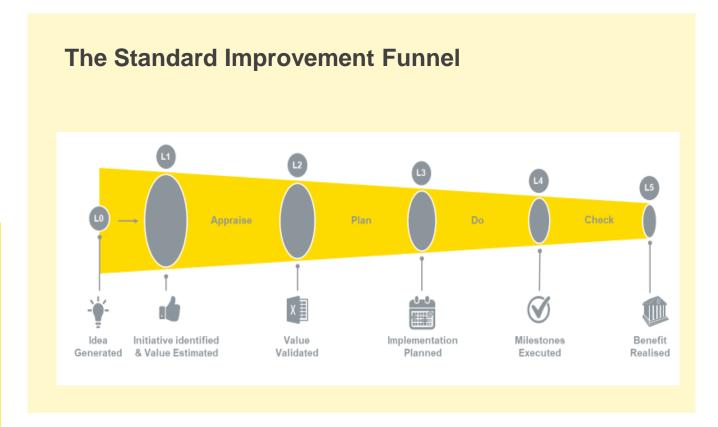


£'m	H1 2020
Cash costs (to be taken above the line)	3.4
Capital Expenditure	4.0
Total	7.4

H2 2020 investments expected to continue at similar run rate as H1

Our Transformation is broad based, process improvement is a core pillar

We have reviewed the ERP implementation strategy and, in most cases, we can update existing ERPs to implement improved processes



## FY19 dividend and 2020 Interim dividend to be paid in full ULTRA

Postponed FY 2019 dividend of 39.2p (+5.0% versus 2018) to be paid in September H1 2020 dividend of 15.4p, (2.7% increase versus H1 2019: 15.0p) to be paid on the same date Strong liquidity positioned maintained

...2020 a good year of progress for Ultra



### A reminder: What you should expect from **ONE Ultra**

	2020
Growth	Robust underlying market, converting strong order book
Fix and IT investments Internal R&D	Transformation related investments accelerating to around £8 -12m  Internal Research & Development around 4% of revenue
	Broadly stable year on year margins
Resilience	Strong visibility
Returns	> 18% ROIC <sup>(1)</sup>
Cash flow and capital allocation	Operating cash conversion more in line with medium term guidance of 80 – 90% Capital Expenditure around £20m - £25m, factoring in change in ERP strategy

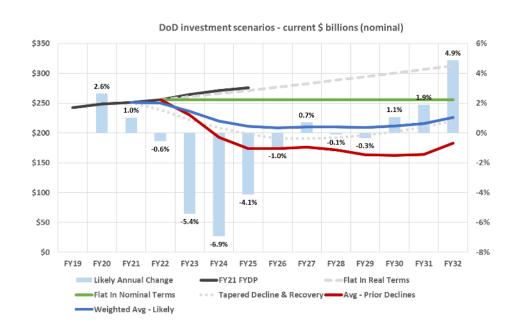
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#### ULTRA

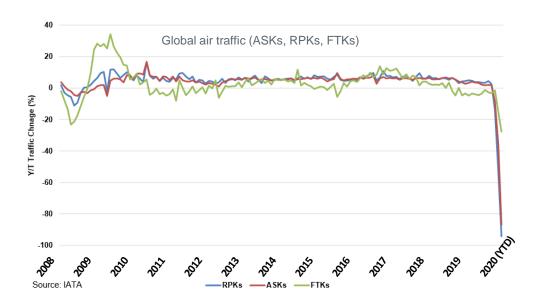


## Major markets solid





- Near-term US DoD clarity
- Good medium-term visibility
- Longer term threat environment vs affordability
- Ultra resilient



- Significant COVID impact on commercial aerospace
- Mitigation in H1, greater headwind in H2

## Further orderbook progression...









\$33m Q125 award development contract



\$28m ER-DIFAR sonobuoy development contract

1st new development award outside of ERAPSCO



Further ORION application opportunities



An agile player in cyclical but stable defence and detection markets

Sustainable technology advantage

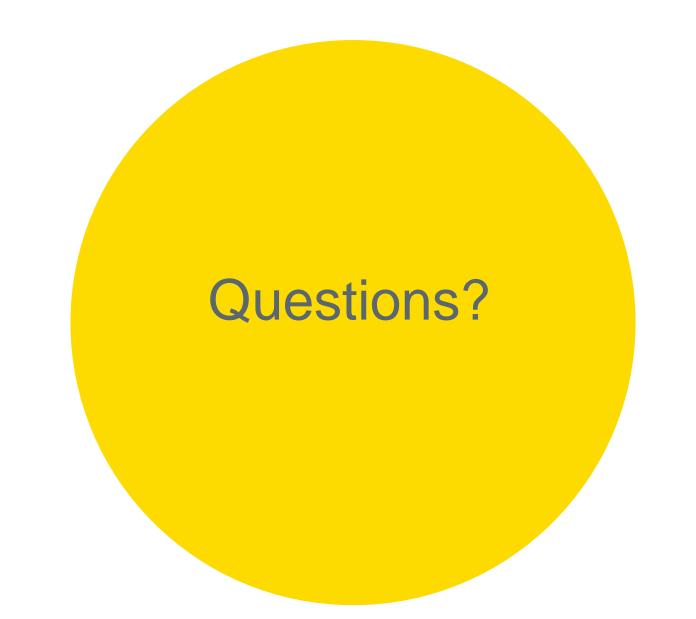
Robust business model with good visibility

Multi-year culture change and transformation opportunity

Strong cash generation and value creation focus

... increased confidence in our exciting future





## ULTRA



## ULTRA

Why we exist?

Innovating today for a safer tomorrow

Our vision

A leading partner delivering outstanding solutions to customers' most complex problems in defence, security, critical detection & control

#### Our values



#### Agile

We embrace change - adapting to the conditions and making decisions at the right level.



#### Sharing

We win as a team - sharing ideas and resources to achieve great things.



#### Performing

We are relentless about quality - we're never satisfied until we've done what we said we'd do.



#### **Innovating**

We're open and questioning - and we challenge each other to think in new ways.



#### Rewarding

We love to celebrate success - seeking out and rewarding positive contributions at every level.



#### **Empowering**

We trust and empower each other - acting safely, ethically and with integrity..

## Creating value for all stakeholders...



#### **Employees**

Winning culture

Investing in people

Strengthened capability

Diversity & inclusion

#### **Customers**

Supplier of choice

Delivering on commitments

Agile, flexible & responsive

Investment & innovation

#### **Suppliers**

Long-term partnering approach

Focus on total cost of supply

#### **Communities**

Clear ESG strategy

Managed environmental impact

Ethical, safe, sustainable behaviour

Community contribution

#### Shareholders

Clear strategy

Parenting advantage

Managed risk taking

Disciplined resource allocation

#### H1 2020 revenue breakdown



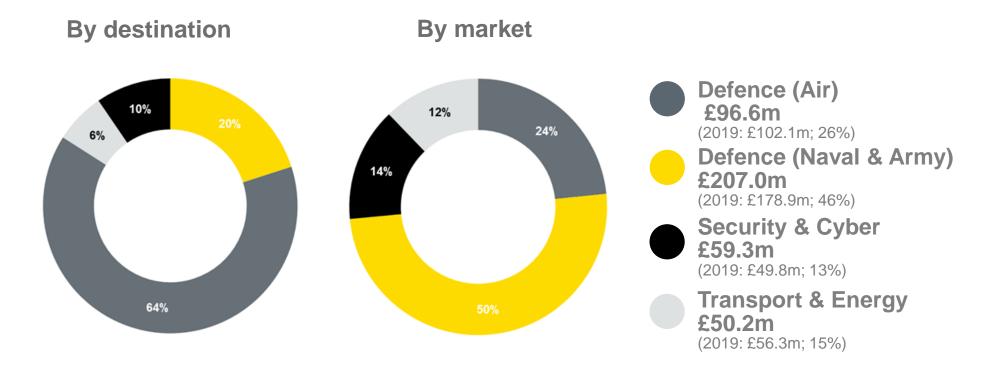


UK

£82.8m

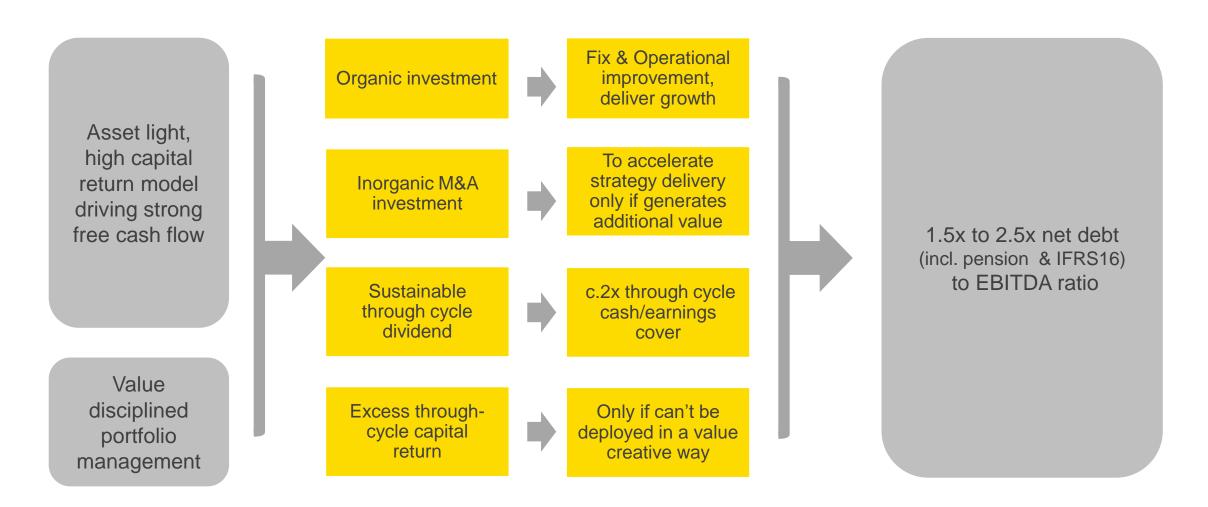
- (2019: £84.3m; 22%)
- **Rest of the World** £39.4m
  - (2019: £42.4m; 11%)
- **Mainland Europe** £26.6m





#### ULTRA

## A more disciplined approach to capital allocation ...



...supporting strategic delivery

## Balance sheet



£'m	30 Jun 20	30 Jun 19	31 Dec 19
Intangible assets Property, plant and equipment Leased assets Other non-current assets	479.1 67.3 40.0 24.3	488.5 61.2 34.3 38.3	458.6 64.2 36.1 25.4
Non-current assets	610.7	622.3	584.3
Inventories Trade and other receivables < 1 year Trade and other payables < 1 year	110.0 210.2 (225.9)	99.7 216.8 (191.5)	90.7 205.4 (192.3)
Current working capital	94.3	125.0	103.8
Net current tax assets Net debt* Provisions Retirement benefit obligations Other assets/liabilities	11.9 (107.4) (22.2) (68.7) (33.4)	6.9 (208.3) (18.1) (68.5) (35.1)	14.8 (154.8) (24.8) (73.3) (19.4)
Net assets	485.2	424.2	430.6

Shares in Issue	Jun 2020	Jun 2019	Dec 2019
End of period	71.0m	70.8m	71.0m
Weighted average	71.0m	70.9m	70.9m

<sup>\*</sup> net debt includes IFRS 16 lease liabilities.



## Foreign exchange

- Translational FX: A 1 cent movement in the USD exchange rate is a £3.9m impact on revenue and £0.6m impact on profit.
- c. 52% (H1 2019: 51%) of Group revenue is in US\$ businesses.
- c. 14% (H1 2019: 13%) of Group revenue is US\$ revenue from UK businesses.

#### **Future hedge rates**

	US\$:£	% covered
2020	1.29	100%
2021	1.29	80%
2022	1.28	25%



#### Safe harbour statement

Ultra Electronics Holdings plc (the 'Group') is providing the following cautionary statement. This document contains certain statements that are or may be forward-looking with respect to the financial condition, results or operations and business of the Group. These statements are sometimes, but not always, identified by the words 'may', 'anticipates', 'believes', 'expects' or 'estimates'. By their nature forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. A number of factors exist that could cause actual results and developments to differ materially from those expressed or implied by such forward-looking statements. These factors include, but are not limited to: (i) changes to the current outlook for the world market for defence, security, transport and energy systems; (ii) changes in tax laws and regulations; (iii) the risks associated with the introduction of new products and services; (iv) significant global disturbances such as terrorism or prolonged healthcare concerns; (v) the termination or delay of key contracts; (vi) long-term fluctuations in exchange rates; (vii) regulatory and shareholder approvals; (viii) unanticipated liabilities; and (ix) actions of competitors. Subject to the Listing Rules of the UK Listing Authority, Ultra Electronics Holdings plc assumes no responsibility to update any of the forward-looking statements herein.