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This presentation includes certain non-GAAP financial measures, which management believes are useful to investors. Non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with GAAP. Please refer to the Appendix of this presentation and our earnings release filed with the SEC and posted on our website at investors.gates.com for a reconciliation of historical non-GAAP financial measures to the most directly comparable financial measures prepared in accordance with GAAP.

Because GAAP financial measures on a forward-looking basis are not accessible, and reconciling information is not available without unreasonable effort, we have not provided reconciliations for forward-looking non-GAAP measures. For the same reasons, we are unable to address the probable significance of the unavailable information, which could be material to future results.

#### **ROUNDING ADJUSTMENTS**

Certain monetary amounts, percentages and other figures included in this presentation have been subject to rounding adjustments. Accordingly, figures shown as totals in certain tables or charts may not be the arithmetic aggregation of the figures that precede them, and figures expressed as percentages in the text may not total 100% or, as applicable, when aggregated, may not be the arithmetic aggregation of the percentages that precede them.



# **INVESTMENT HIGHLIGHTS**

**Organic Initiatives Delivering Above-Market Growth** 

**Innovation Opening New Market Opportunities** 

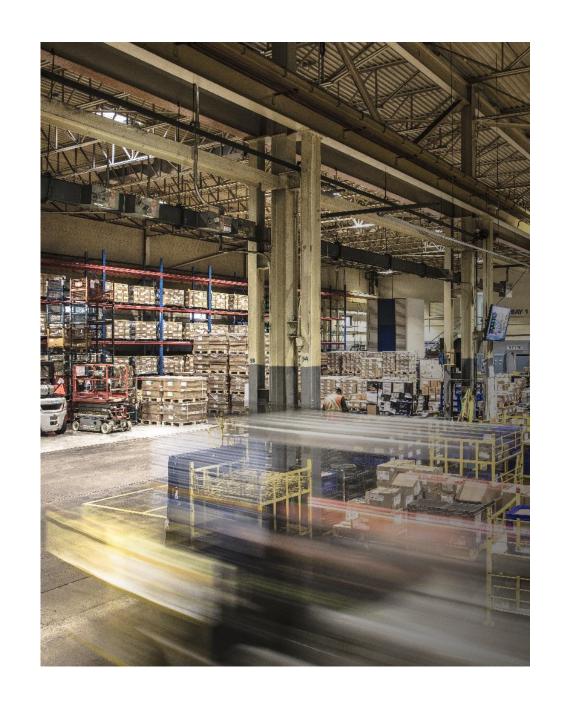
**Driving Sustainability across the Enterprise** 

**Increasing Profitability through GPS & Innovation** 

**Strong Free Cash Flow Generation** 

Improved Net Leverage Provides Capital Allocation Flexibility

**M&A** as a Growth Accelerator







# ACHIEVE GLOBAL PRODUCT INNOVATION LEADERSHIP AND EXPAND OUR PREMIER POSITION IN OUR CORE POWER TRANSMISSION AND FLUID POWER MARKETS,

WHILE DELIVERING ABOVE-MARKET GROWTH,
SUPERIOR PROFITABILITY AND STRONG CASH FLOW GENERATION
TO PROVIDE SHAREHOLDERS WITH ATTRACTIVE RETURNS



# **POWER TRANSMISSION – SEGMENT OVERVIEW**

### **Q3 2021 LTM REVENUE: \$2.2B**

#### **BY REGION**

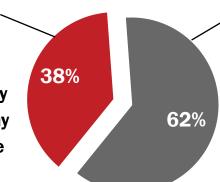
31%

## **FIRST-FIT**





- On-Highway
- Off-Highway
- Automotive



**BY CHANNEL** 

#### REPLACEMENT

- Automotive
- Diversified Industrial
- On-Highway
- Energy
- Off-Highway

#### **PRODUCT PORTFOLIO**



EA&I

**EMEA** 

**CHINA** 

Micro-V **Belts** 



**Timing Belts** 



**Engine Metal** Components



**Mechanical Water Pumps** 



**Kits** 



Industrial **Synchronous Belts** 



Industrial **Asynchronous Belts** 



Industrial **TPU Belts** 



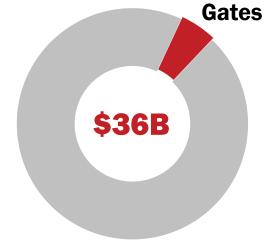
**Industrial Metal Components** 

#### **SUMMARY**

- **Leading global belt provider**
- **Broadest catalog of mission-critical components**
- **Replacement market focus**
- Diverse customers, applications and end markets
- **Global footprint and channel coverage**
- **Unique belt drive system value propositions**

#### **MARKET OPPORTUNITY**

One of few scaled players in large, fragmented \$36B addressable market<sup>1</sup>



**Total Addressable Market** 









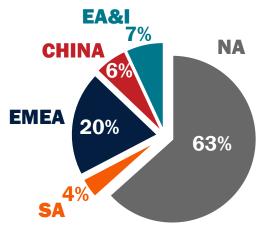
SIGNIFICANT GROWTH OPPORTUNITIES IN EXISTING MARKETS



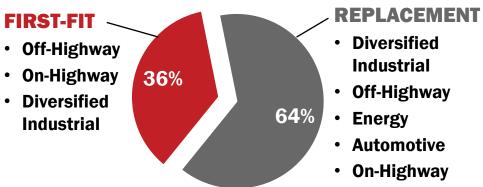
# FLUID POWER - SEGMENT OVERVIEW

### **Q3 2021 LTM REVENUE: \$1.2B**

#### **BY REGION**



#### **BY CHANNEL**



- Diversified Industrial
- Off-Highway
- **Energy**
- Automotive
- On-Highway

#### **SUMMARY**

- Mission-critical components for hydraulic and fluid conveyance applications
- Core market with several avenues for growth
- **Favorable replacement dynamics**
- **Heritage of product innovation**
- **Extending premium product line within existing** applications

### **PRODUCT PORTFOLIO**



**Hvdraulic Hose** and Couplings



**Hydraulic Tubing** 



**Industrial Hose** and Couplings



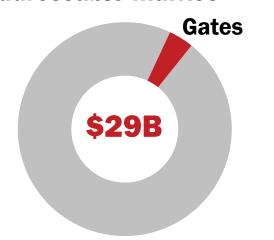
**Thermal Management Hose / Electric Water Pumps** 



Oil & Gas **Drilling Hose** 

#### **MARKET OPPORTUNITY**

One of few scaled players in large, fragmented \$29B addressable market<sup>1</sup>









**Total Addressable Market** 

LEADER IN A HIGHLY FRAGMENTED MARKET WITH OPPORTUNITY TO GROW ACROSS PRODUCT LINES, REGIONS AND END MARKETS

\$4B+



# **HISTORY OF TRANSFORMATION**

## **2015-2017 STABILIZE**

## **2018-2020 INVEST**



- **Deployed Gates Production System**
- **Established Global HSE, Quality & Sourcing functions**
- 3 New Factories Online
- **Footprint Optimization**
- **Globalized and Standardized Key Production Processes**



**Invested in Materials Science, Product & Process R&D Capability** 

- 30+ New Product Platform Launches
- **Start-Up of Proprietary Manufacturing Processes**
- **Built R&D COEs in EMEA and India**



DIGITAL

**Strengthened IT Systems** 

- **Application and Infrastructure Investments**
- **Launched IOT Platform, Mobile Apps, Customer Portal and eCommerce**



- **Rebuilt Leadership Team**
- **Realigned around Product Segments**

- **Accelerated Restructuring**
- **Implemented Shared Service Centers** for Customer Service, Marketing, Finance, HR and IT

#### **2021+ INFLECT**

- **Outgrow the Market Organically**
- **Expand Earnings**
- **De-Lever the Balance Sheet**
- **Accelerate M&A**
- **Transform the Portfolio**

#### **MID-TERM TARGETS**

REVENUE

**ADJ. EBITDA %** 24%+

ROIC 20%+

**CASH FLOW CONV.** ~100%

**NET LEVERAGE** ~2x

DRIVING SHAREHOLDER VALUE BY TRANSFORMING GATES INTO A LEADING PREMIUM INDUSTRIAL COMPANY



# **GATES END MARKETS – Q3 2021 YTD NET SALES**











#### **DIVERSIFIED INDUSTRIAL**

- General/Light Mfg.
- Pharma & Healthcare
- **Process Industries**
- Food & Beverage
- Industrial Automation •
- Warehousing
- Logistics
- **Building Products**
- Forestry, Packaging & Paper
- Lawn, Garden & Landscaping
- **Consumer & Office Products** 
  - **HVAC & Building Automation**













# **ENERGY & RESOURCES**

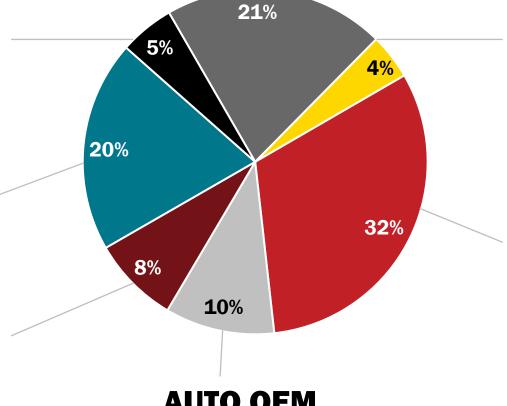
- 0&G
- Mining
- Renewables

### **INDUSTRIAL OFF-HIGHWAY**

- Construction

# **INDUSTRIAL ON-HIGHWAY**

- Heavy-Duty Truck
- Bus



#### **AUTO OEM**

- Passenger Vehicles
- **Light Commercial Vehicles**

#### **AUTO** REPLACEMENT

**Independent Repair Shops** 

Bikes, Motorcycles, Scooters

**Powersports Vehicles** 

Fitness Equipment

eCommerce |

**MOBILITY &** 

**RECREATION** 

**Dealer Service** 

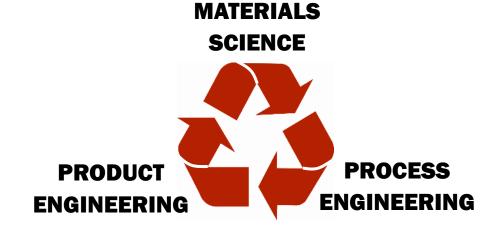
ATTRACTIVE AND DIVERSE SET OF END MARKETS

WITH STRONG SECULAR TRENDS SUCH AS ENVIRONMENTAL SUSTAINABILITY, INDUSTRIAL AUTOMATION AND ELECTRIFICATION



# **ECO-INNOVATION DRIVING SUSTAINABILITY AND GROWTH**

#### **GATES INNOVATION SYSTEM**



#### **SUSTAINABLE PRODUCTS**

- New products use less material to achieve better performance
- **Shifting towards more** environmentally friendly compounds

**Gates Sustainability Reports** 

#### **SUSTAINABLE OPERATIONS**



**-23**%

**-28**%

**-12**%

**GHG Emissions**<sup>1</sup>

Water **Consumption**<sup>2</sup>

**Energy Consumption**<sup>3</sup>

Operational improvements 2015 to 2020, despite COVID-19 challenges in 2020

#### SUSTAINABLE APPLICATION BENEFITS







Safe



Lightweight

Reliable

Leak Free

Clean

**Lubricant Free** 

Quiet

ECO-INNOVATION DRIVING SUSTAINABILITY – ENABLING ENTRY INTO NEW END MARKETS AND APPLICATIONS

- 1. Metric tons of CO<sub>2</sub> equivalent
- 2. Cubic meters of water
- 3. Kilowatt hours

# **GATES PRODUCTION SYSTEM (GPS)**

# **COMMON ATTRIBUTES OF INDUSTRIAL BUSINESS SYSTEMS**

**-25**%

Safety

**Total Case Incident Rate (TCIR)** 

**-36**%

Safety

**Lost-Time Incident Rate (LTIR)** 

**-57**%

Quality

**Customer Defects (PPM)** 

**Net Price Offsets** 

**Inflation** 

+33%

Throughput/Unit **Footprint (FP)** 

+60%

Throughput/Unit Footprint (PT)

## INNOVATION DIFFERENTIATES THE **GATES PRODUCTION SYSTEM**

# **PRODUCT INNOVATION**





- **More Flexible**
- Higher Efficiency /
- **Higher Performance**
- **Eco-Friendly Materials**



# **PROCESS INNOVATION**

- **Higher Throughput**
- **Increased Capacity**
- Reduced Scrap
- **Improved Quality**
- **Less Energy and Water** Usage /



**MXT Hydraulic** Hose







GT4 Sync. Belts



Note: Figures represent Gates 2017 to 2020 improvements

GATES IS DELIVERING WORLD-CLASS OPERATING PERFORMANCE ENABLED BY GPS AND INNOVATION



# **DIGITAL TRANSFORMATION**

#### **CUSTOMER EXPERIENCE & MARKETING**

Ease of doing business, demand generation & sales effectiveness



CRM & Marketing
Automation



Gates.com
Global Website



GatesConnect.com
Customer Service Portal

#### **E-COMMERCE**

Enabling channel partner eCommerce and touchless transactions



EDI Integration with Key Customers



GatesConnect.com
Channel Partner eCommerce
& Order Management



A+ Content Enables
Channel Partner
eCommerce

#### **MOBILE APPS**

Delivering the right content to the right locations at the right time



Carbon Drive



Global Catalog



eCrimp Hydraulic Crimp Specs

### **INTERNET OF THINGS**

Digitalizing our customer interface in the field



**Ease of Use** 

In

Increased sales, does not require skilled labor

Onboard Training and Marketing Content

GC20 users consume more new products

Updated Crimp Specifications Ensures high-quality hose/coupling assemblies in the field

SIGNIFICANT INVESTMENT UNDERWAY TO DIGITALIZE THE BUSINESS AND DELIVER WORLD-CLASS CUSTOMER EXPERIENCES

# **TARGET GROWTH MODEL**

#### **MARKET GROWTH**



- Large, Fragmented & Diversified Industrial End Markets
- Secular Tailwinds

INDUSTRIAL MARKET

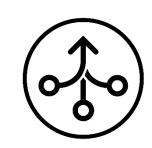
#### **INITIATIVE GROWTH**



- New Product Innovation
- Geographic Expansion
- Installed Capacity

2-3%

#### **M&A GROWTH**



- Diverse Landscape
- Investments in Place to Support Synergies

3-5%

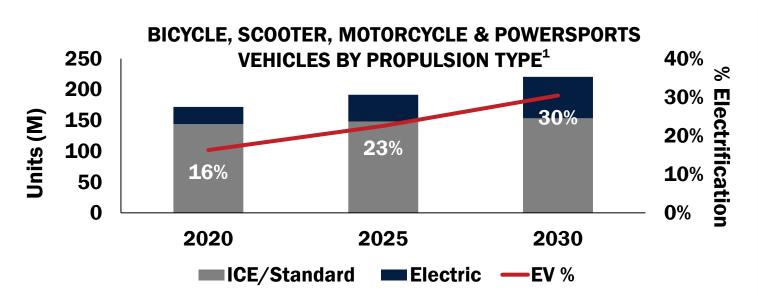
# TARGET 5-8% REVENUE GROWTH ABOVE MARKET

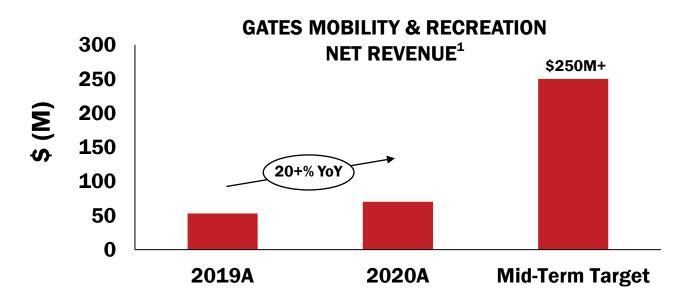
GATES COMPARES FAVORABLY TO PREMIUM INDUSTRIAL PEERS<sup>1</sup> OVER THE PAST SEVERAL INDUSTRIAL CYCLES INVESTMENTS IN PLACE TO ACCELERATE ORGANIC GROWTH; DE-LEVERING BALANCE SHEET SUPPORTS M&A GROWTH OPTIONS



# MOBILITY & RECREATION DD GROWTH OPPORTUNITY

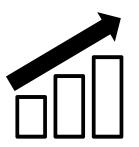
#### **MARKET DYNAMICS**





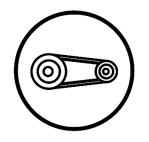
#### **GATES CONTENT OPPORTUNITIES**





~2x Content<sup>2</sup>

eBike Content 2x, Fitness Equipment 1-2x Auto ICE PT Content



SIGNIFICANT GROWTH OPPORTUNITY DRIVEN BY UNIQUE VALUE PROPOSITIONS FOR ELECTRIC MOBILITY AND HOME FITNESS

APPLICATIONS: CLEAN, QUIET, LIGHT, EFFICIENT & RELIABLE

<sup>1.</sup> bike-eu.com, South China Morning Post, businessinsider.com, alliedmarketresearch.com, inkwoodresearch.com and Management Estimates 2021

<sup>2.</sup> Management Estimates 2021



# DIVERSIFIED INDUSTRIAL MSD GROWTH OPPORTUNITY

#### **RECENT DESIGN WINS**



Textile Manufacturing Equipment (C2B)

India



Machine Tools (FP) *India* 



Robotics (C2B)

Japan



Construction Equipment (FP)

Canada



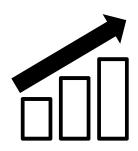
Landscaping Equipment (B2B)

Europe



Packaging Equipment (C2B)

China



# **\$200M+ GROWTH**

Focused initiatives driving above-market growth to achieve \$200M target in the mid-term

#### **GATES OPPORTUNITIES**

#### Unique value propositions across diverse applications

**Energy Efficient** 

Lightweight

Clean, Quiet & Safe

**Maintenance Free** 

Reliable

Leak Free

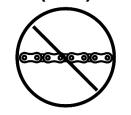
Multi-Application

Lightweight

**Flexible** 

Clean & Safe

CHAIN-TO-BELT (C2B)



Converting
Industrial Chain
to Belt Drives

BELT-TO-BELT (B2B)



Innovation-Driven
Gains in Core
Markets

PRECISION MOTION CONTROL



Enabling Industrial Automation & Logistics

GEOGRAPHIC EXPANSION



Accelerating
Penetration in Large
International
Markets

PREMIUM PERFORMANCE



Extending
Performance
Differentiation
through Innovation

APPLICATION COVERAGE



Broadening Product
Portfolio to Enter
New Markets

ABOVE-MARKET GROWTH OPPORTUNITIES COMING FROM NEW PRODUCTS AND COMMERCIAL FOCUS

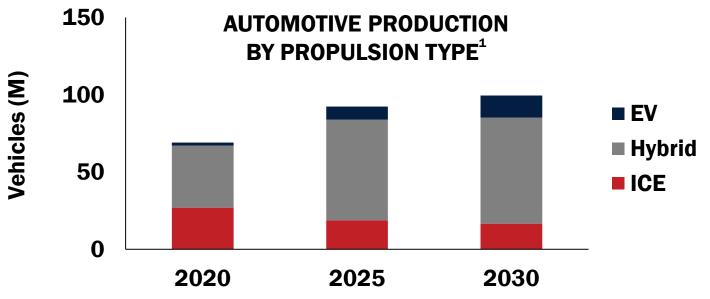
\$125

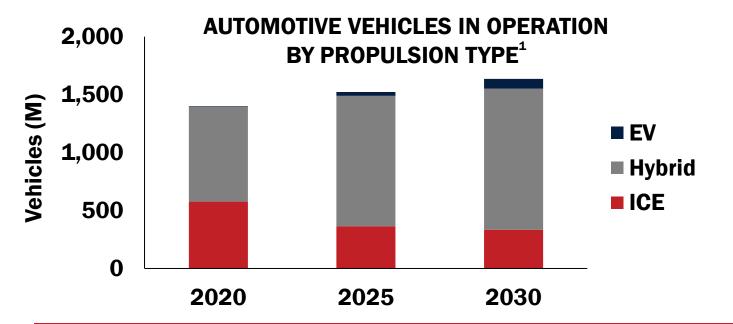
- \$100



# AUTOMOTIVE ELECTRIFICATION LSD/MSD GROWTH OPPORTUNITY







# **ADRESSABLE CONTENT PER VEHICLE<sup>2</sup>**

#### **INTERNAL COMBUSTION ENGINE (ICE)**

- Accessory and Timing Drive Systems
- Electric Power Steering & Braking System
- Thermal Management (Hose & Mechanical Water Pump)
- Other Engine Hose (Turbo, Fuel Line, SCR)

#### **DECREMENTAL ELECTRIC VEHICLE (EV) CONTENT**

- Accessory and Timing Drive Systems
- Mechanical Water Pump
- Other Engine Hose (Turbo, Fuel Line, SCR)

#### **INCREMENTAL EV CONTENT**

- Electric Water Pumps (Inverter)
- + Electric Water Pumps (Battery)
- Increased Thermal Management Hose

# NET ADDRESSABLE CONTENT PER VEHICLE

**=** \$300

+ \$275

ELECTRIFICATION-DRIVEN PROPULSION MIX SHIFT CREATES LONG-TERM GROWTH OPPORTUNITY FOR GATES
CONTENT PER VEHICLE INCREASES SIGNIFICANTLY

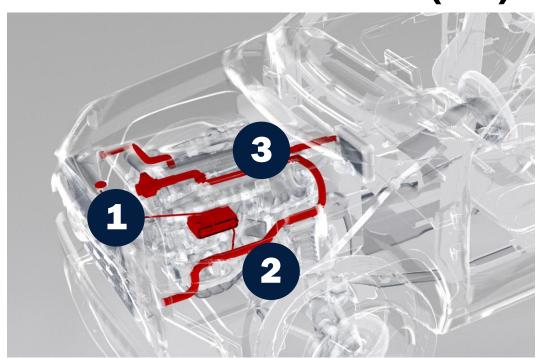
<sup>1.</sup> IHS Markit 2021

<sup>2.</sup> Management Estimates based on representative vehicle content



# THERMAL MANAGEMENT CONTENT: ICE VS. EV

### **INTERNAL COMBUSTION (ICE)**





Mechanical Water Pump Engine Block

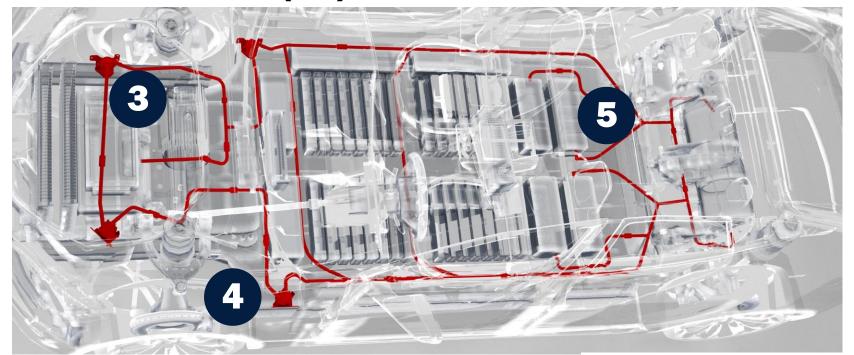
\$8-\$15



Molded Coolant Hoses

\$15-\$28

# **FULL ELECTRIC (EV)**





Electric Water Pumps Auxiliary Applications (<100W)

\$30-\$65



Electric Water Pumps
Battery/Inverter (>100W)

\$75-\$135



Modular/Branched Hose Assemblies

\$110-\$230

Estimates for Typical Content Based on Vehicles Observed

FAVORABLE THERMAL MANAGEMENT CONTENT OPPORTUNITY AS PROPULSION MIX EVOLVES FROM ICE TO FULL-ELECTRIC – INCREASING COMPONENT COMPLEXITY LEADS TO INCREASING AVERAGE UNIT SALES PRICE



# Q3 2021 - FINANCIAL PERFORMANCE

21.1%

**Revenue Growth** 

**\$862M of Net Sales 19% core growth year-over-year**<sup>(1)</sup>

- MDD growth across industrial end markets, led by Diversified Industrial, Off-Highway and Mobility & Recreation
- HSD growth in Automotive Replacement business more than offset declines in Automotive OE

21.3%

Adjusted EBITDA Margin<sup>(1)</sup>

\$184M of Adjusted EBITDA<sup>(1)</sup>
31% growth year-over-year

- Margin expansion of 160 bps price, volume and productivity initiatives offsetting inflation & supply chain headwinds
- Incremental margin<sup>(3)</sup> of 29%

\$0.31

Adjusted Earnings per Share (2)

**Year-over-year increase of 19%** 

Growth from operating income offset increased tax expense on higher earnings

#### RECORD THIRD-QUARTER RESULTS AMID CHALLENGING OPERATIONAL BACKDROP

<sup>(1)</sup> Adjusted EBITDA and Adjusted EBITDA Margin are non-GAAP measures. See appendix for reconciliations

<sup>(2)</sup> Adjusted Net Income per diluted share. Adjusted earnings per share is a non-GAAP measure. See appendix for reconciliation

<sup>(3)</sup> Incremental margin is calculated as the change in Adjusted EBITDA vs. the prior-year period divided by the change in revenue vs. the prior-year period



# Q3 2021 - CAPITAL EFFICIENCY & CASH FLOW

\$309M

LTM Free Cash Flow

Solid Free Cash Flow while investing to support exceptionally strong growth

- Q3 Free Cash Flow growth of 116% vs. prior year,
   Cash conversion on Adjusted Net Income of 89%
- Year-over-year improvement of 250 bps in trade working capital as a percentage of LTM sales

2.7x
Net Leverage

**Net Leverage within targeted mid-term** range of **2.0**x - **3.0**x

- Cash generation and Adjusted EBITDA growth driving continued reduction in Net Leverage
- Year-over-year improvement of 2.1x

22.1%

**ROIC** 

**ROIC** improving towards mid-20% range

- Increase of 790 bps compared to prior-year Q3
- Higher operating income offset increased investment to fund growth

#### **ACCELERATED DELEVERAGING & STRONG FREE CASH FLOW GENERATION PROVIDE INCREASED OPTIONALITY**

Notes: LTM Free Cash Flow: Net Cash Provided by Operations minus capital expenditures for the last twelve months; Free Cash Flow Conversion shown as % of Adjusted Net Income

Net Leverage: Net Debt (defined as the principal amount of our debt less the carrying amount of cash and cash equivalents) divided by LTM Adjusted EBITDA

ROIC: Tax-effected LTM Adjusted EBIT divided by total assets minus cash, accounts payable, deferred tax assets, taxes receivable and intangibles related to 2014 acquisition of Gates



FULL YEAR 2021													
CORE REVENUE GROWTH	ADJUSTED EBITDA MARGIN	CAPITAL EXPENDITURES (USD IN MILLIONS)	FREE CASH FLOW CONVERSION										
20.0% - 22.0%	21.0% - 21.5%	~\$100	> 80%										

- Core Revenue maintained at 20% to 22%, reflecting strong organic growth
- Adjusted EBITDA margin updated to reflect higher cost expectations
  - Full-year Adjusted EBITDA margin expansion of over 300 bps, incremental margin in mid-30% range
  - Higher costs driven by inflation, logistics and operational inefficiencies
  - Focus continues to be on maintaining excellent customer service amid significant supply chain disruptions
- Expect to be price/cost neutral in 2021, as well as in 2022
- Anticipate transitioning to Adjusted EPS guidance in 2022

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1. Outlook as of November 8, 2021

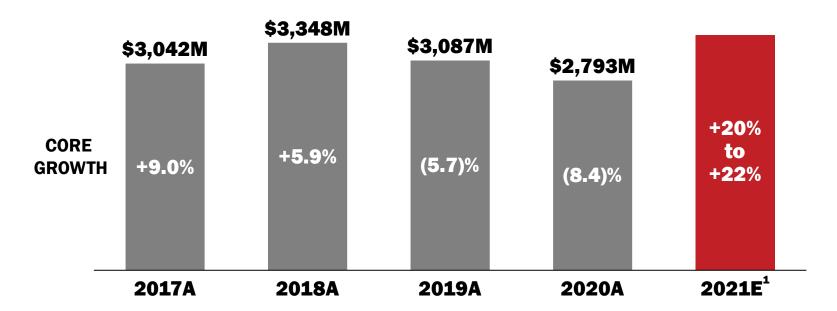


# **CORE GROWTH PERFORMANCE**

#### TRACK RECORD

- Core growth in 2017 and 2018 led by industrial end markets
- 2019 impacted by trade uncertainty and resulting destocking
- Significant rebound in H2 2020 from COVID-19 impact
- Substantial above-market core growth expected in 2021, driven by growth initiatives and new products

#### **REVENUE**



#### **MID-TERM TARGETS**

- Consistent above-market growth
- Maintain >60% replacement channel mix
- Continued growth in larger industrial end markets

#### **KEY INITIATIVES**

- Chain-to-belt
  - Industrial chain-to-belt conversion
  - Focused execution of thermoplastic polyurethane (TPU) commercial strategy
  - Mobility & recreation market penetration
- Hydraulics expansion
- Emerging markets

MAINTAIN SUSTAINABLE AND PROFITABLE LONG-TERM GROWTH PROFILE

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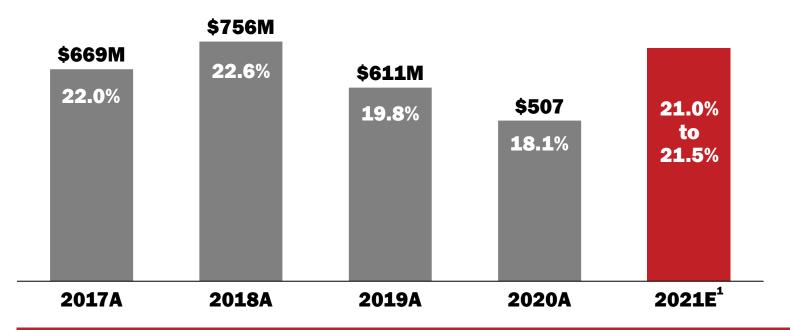


## HISTORY OF MARGIN EXPANSION

#### **TRACK RECORD**

- Demonstrated ability to expand margins
- 2019 headwinds from destocking and lower volume, as well as addition of new manufacturing facilities
- Solid decremental margins in 2020 despite large volume decline
- Supporting significant increase in volume in 2021 while delivering strong incremental margins

#### **ADJUSTED EBITDA**



#### **MID-TERM TARGET**

24%+ Adjusted EBITDA margin

#### **KEY INITIATIVES**

- VA/VE initiatives to optimize performance and cost
- New products with more efficient manufacturing processes
- Pricing actions to offset inflation
- Capitalize on operating leverage
- GPS drives continuous improvement in manufacturing

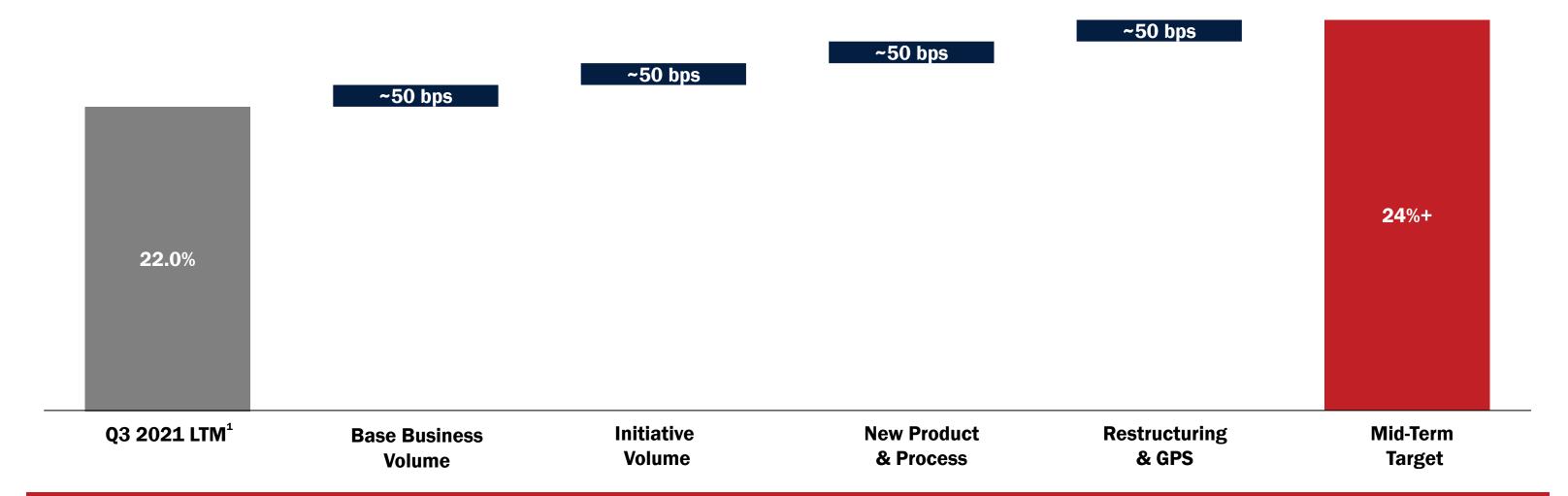
#### **DEMONSTRATED ABILITY TO EXPAND ADJUSTED EBITDA MARGIN**

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# **ADJUSTED EBITDA – MARGIN EXPANSION OPPORTUNITY**

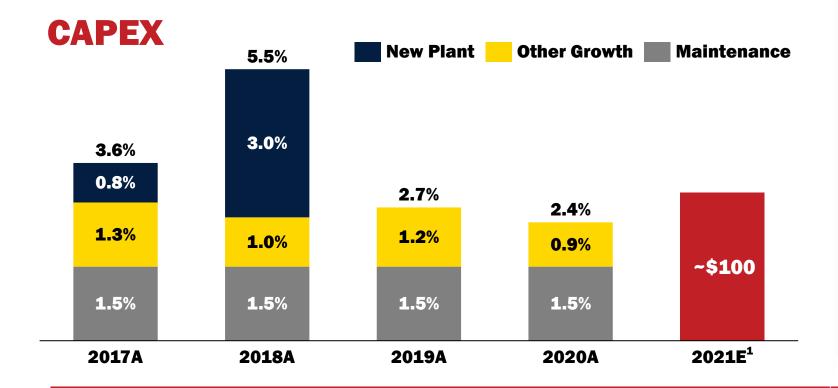
- Investments in new products and process innovation drive margin improvement
- GPS improvements, new facilities and improved operational footprint accelerate expansion as volume returns
- Ongoing restructuring activities continue to deliver operational savings



# **INVESTING IN ORGANIC GROWTH WITH ATTRACTIVE RETURNS**

#### TRACK RECORD

- Maintenance capex historically ~1.5% of sales, growth capex ~1.5% of sales
- Large investment in new capacity behind us elevated capex in 2017 & 2018 reflects construction of new plants
- Returns on invested capital typically > 20%



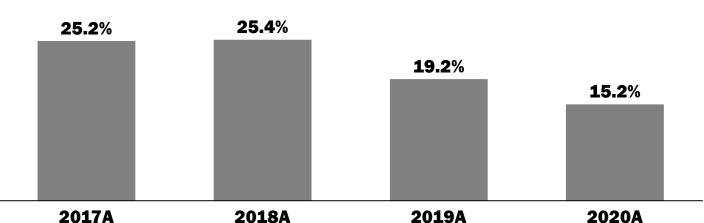
#### **MID-TERM TARGETS**

- Prioritization of investment in largest end markets
- ROIC > 20%

#### **KEY INITIATIVES**

- Support rollout of new technologies
- Upgrading manufacturing processes
- Digital capabilities to support growth

# ROIC<sup>2</sup>



#### REINVESTING IN DIVERSE SET OF INITIATIVES TO DRIVE ORGANIC GROWTH

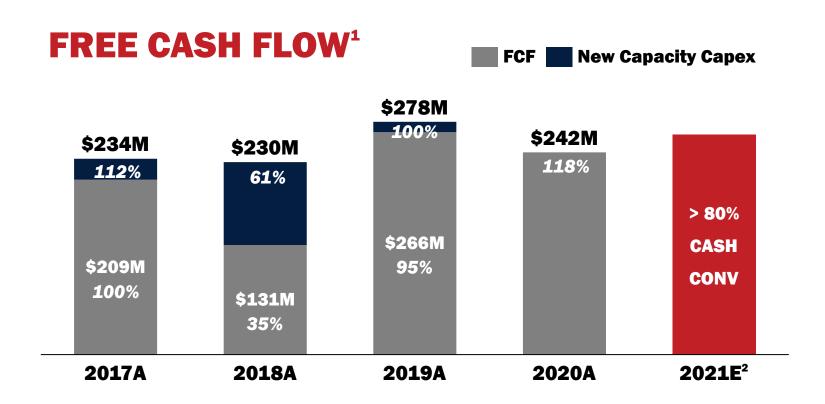
- 1. Outlook as of November 8, 2021
- 2. ROIC: Tax-effected LTM Adjusted EBIT divided by total assets minus cash, accounts payable, deferred tax assets, taxes receivable and intangibles related to 2014 acquisition of Gates; this is a non-GAAP measure, see appendix for reconciliation



## STRONG CASH GENERATION

#### TRACK RECORD

- Significant Free Cash Flow generation
- Demonstrated through periods of significant growth, as well as downturns



#### **MID-TERM TARGETS**

- Consistent 100% Free Cash Flow conversion
- Continued working capital improvement

#### **KEY INITIATIVES**

- Operating efficiency to reduce working capital requirements
- Tax efficiency

#### CHARACTERISTICS OF BUSINESS RESULT IN STRONG THROUGH-THE-CYCLE CASH GENERATION

<sup>1.</sup> Free Cash Flow: Net Cash Provided by Operations minus capital expenditures; Free Cash Flow Conversion shown as % of Adjusted Net Income. These are non-GAAP measures, see appendix for reconciliation

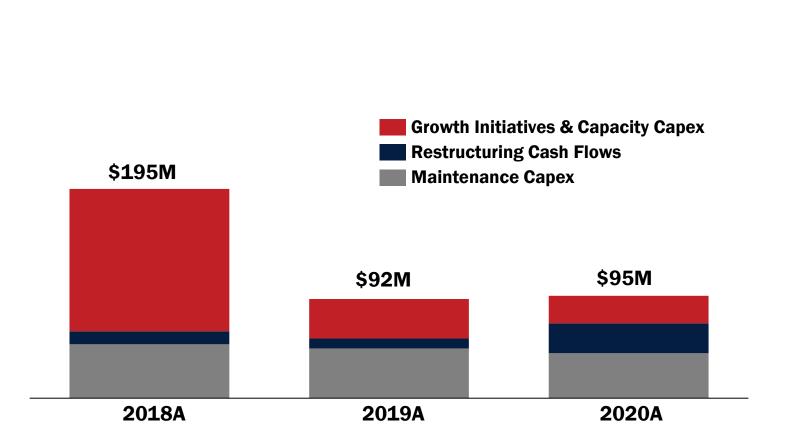
<sup>2.</sup> Outlook as of November 8, 2021



# **CAPEX AND CASH FLOW**

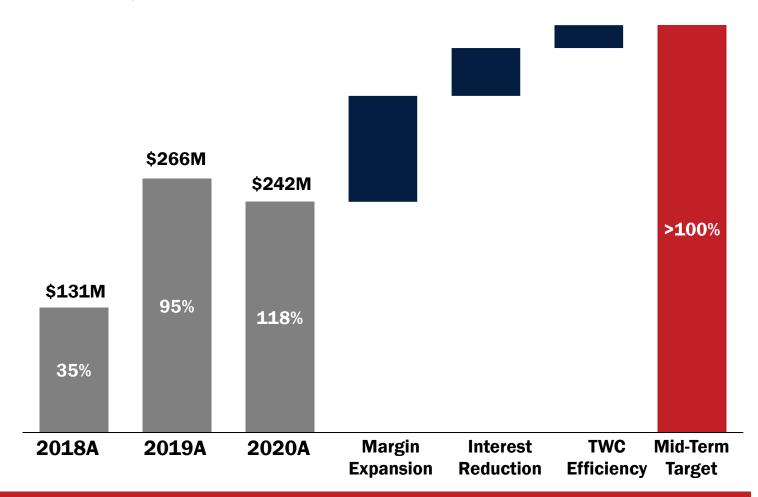
#### **CAPEX & RESTRUCTURING**

- Major growth capacity investments already in place
- Accelerated restructuring in 2020
- Expect to operate at normalized capex run-rate of ~3%



#### **FREE CASH FLOW**

- Adjusted EBITDA margin expansion
- Interest expense reduction
- No major cash outlays expected in mid-term



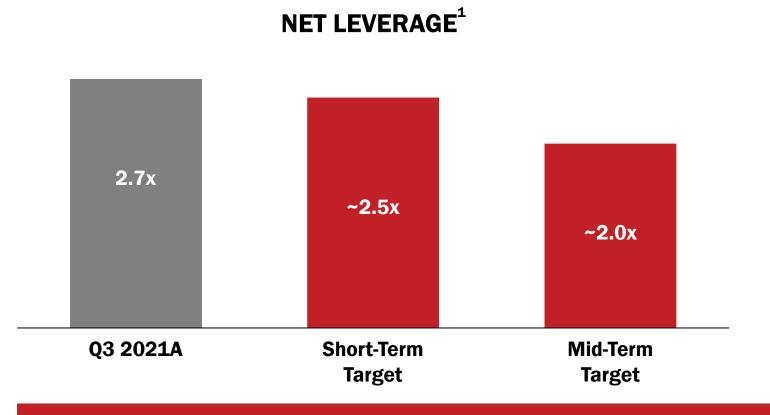
MAJOR GROWTH INVESTMENTS IN PLACE - STRONG CASH FLOW GENERATION THROUGH THE CYCLE



# CAPITAL STRUCTURE AND LEVERAGE

#### **DELEVERING THE BUSINESS**

- Adjusted EBITDA margin expansion
- Strong liquidity & cash generation enabling debt reduction
- Net leverage approaching 2.5x

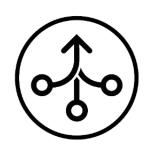


#### **CAPITAL DEPLOYMENT OPTIONS**



#### **ORGANIC GROWTH**

- Continued investment in long-term growth
- Prioritize capital projects with high return on invested capital



#### **M&A GROWTH**

- Large, fragmented markets
- Add technology, product lines or regional scale
- Foundation in place to generate synergies



#### **RETURN CAPITAL TO SHAREHOLDERS**

#### REDUCED NET LEVERAGE PROVIDES ADDITIONAL BALANCE SHEET OPTIONALITY



# ATTRACTIVE MARKET OPPORTUNITY

# WELL-POSITIONED TO DRIVE GROWTH

# DIFFERENTIATED BUSINESS MODEL

# ATTRACTIVE FINANCIAL PROFILE

- Large, Fragmented Markets, with Secular Tailwinds
- Electrification, Industrial Automation, Logistics, eCommerce,
   Infrastructure Build-Out, Mobility, Sustainability & Efficiency

- Investments in Place Innovation Creating New Market Opportunities
- Initiatives Delivering Above-Market Growth
- M&A as a Growth Accelerator
- Leader with Globally Recognized Brand across Diverse End Markets
- Highly Engineered Products with Natural Product Replacement Cycles
- In-Region/For-Region Presence Well-Established Global Channels
- Growing Top Line and Expanding Margins
- Generating Strong Free Cash Flow
- Strengthened Balance Sheet Provides Optionality





# RECONCILIATIONS – ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN

(USD in millions)		Q3 2021		Q3 2020		M Q3 2021	LTI	M Q3 2020		FY 2020		FY 2019		FY 2018	FY 2017		
Reconciliation to Adjusted EBITDA																	
Net Income from Continuing Operations	\$	78.2	\$	45.7	\$	292.6	\$	83.2	\$	90.3	\$	694.7	\$	271.7	\$	182.0	
Adjusted for:																	
Income tax expense (benefit)		17.3		(16.0)		60.0		(29.6)		(19.3)		(495.9)	\$	31.8		(72.5)	
Net interest and other expenses		35.0		34.2		141.0		140.1		140.1		148.0	\$	193.3		293.4	
Depreciation and amortization		54.7		53.6		222.8		218.0		218.6		222.2	\$	218.5		212.2	
Transaction-related expenses		0.2		5.4		2.8		7.1		5.2		2.6	\$	6.7		18.1	
Asset impairments		-		1.4		0.1		5.1		5.2		0.7	\$	0.6		2.8	
Restructuring expenses		1.9		7.3		19.4		28.5		37.3		6.0	\$	6.4		17.4	
Share-based compensation expense		5.7		4.9		24.8		18.0		19.8		15.0	\$	6.0		5.4	
Sponsor fees (included in other operating expenses)		-		0.2		-		3.5		1.9		6.5	\$	8.0		6.7	
Inventory impairments and adjustments (included in cost of sales)		-		-		0.1		1.3		1.4		1.2	\$	1.5		3.2	
Duplicate expenses incurred on facility relocation		-		-		-		-		-		-	\$	5.2		-	
Severance expenses (included in cost of sales)		-		0.3		0.1		1.9		1.0		4.0	\$	1.7		-	
Other primarily severance expenses (included in SG&A)		0.2		3.0		4.7		4.2		8.0		3.4	\$	4.4		-	
Other items not directly related to current operations (1)		(9.3)		-		(9.6)		(2.2)		(2.9)		2.6	\$	-		0.4	
Adjusted EBITDA	\$	183.9	\$	140.0	\$	758.8	\$	479.1	\$	506.6	\$	611.0	\$	755.8	\$	669.1	
Adjusted EBITDA margin																	
Net Sales	\$	862.4	\$	712.2	\$	3,453.0	\$	2,724.5	\$	2,793.0	\$	3,087.1	\$	3,347.6	\$	3,041.7	
Adjusted EBITDA	\$	183.9	\$	140.0	\$	758.8	\$	479.1	\$	506.6	\$	611.0	\$	755.8	\$	669.1	
Adjusted EBITDA margin	Ψ	21.3%	Ψ	19.7%	Ψ	22.0%	Ψ	17.6%	Ψ	18.1%	Ψ	19.8%	Ψ	22.6%	Ψ	22.0%	
Aujustou Ebriba maigin		22.070		23.170		22.0%		27.0%		10.1%		13.5%		22.0%		22.070	
Reconciliation to Net Leverage																	
Total principal amount of debt					\$	2,596.7	\$	2,994.6									
Less: Cash and cash equivalents						540.6		672.3									
Net Debt					\$	2,056.1	\$	2,322.3									

<sup>1.</sup> During the three and twelve months ended October 2, 2021, other items not directly related to current operations included a \$9.3 million net gain on the sale of a purchase option on a building that we lease in Europe.

4.8 x

2.7 x

Net Leverage (Net Debt divided by LTM Adjusted EBITDA)



# **RECONCILIATIONS – ADJUSTED NET INCOME**

(USD in millions, except share numbers and per share amounts)	<b>Q</b> 3	Q3 2021		3 2020	LTM C	2021	LTIV	M Q3 2020	Fì	2020	FY2019		FY 2018		F	Y 2017
Reconciliation to Adjusted Net Income																
Net Income Attributable to Shareholders	\$	70.2	\$	41.9	\$	258.7	\$	74.5	\$	79.4	\$	690.1	\$	245.3	\$	151.3
Adjusted for:																
Loss (gain) on disposal of discontinued operations		0.2		0.1		(0.1)		0.3		0.3		0.6		0.6		(0.7)
Amortization of intangible assets arising from the 2014 acquisition of Gates		29.9		29.5		120.4		117.0		117.5		118.2		120.3		124.2
Transaction-related expenses		0.2		5.4		2.8		7.1		5.2		2.6		6.7		18.1
Asset impairments		-		1.4		0.1		5.1		5.2		0.7		0.6		2.8
Restructuring expenses		1.9		7.3		19.4		28.5		37.3		6.0		6.4		17.4
Share-based compensation expense		5.7		4.9		24.8		18.0		19.8		15.0		6.0		5.4
Sponsor fees (included in other operating expenses)		-		0.2		-		3.5		1.9		6.5		8.0		6.7
Inventory impairments and adjustments (included in cost of sales)		-		-		0.1		1.3		1.4		1.2		1.5		3.2
Adjustments relating to post-retirement benefits		(1.2)		(1.4)		(5.4)		(3.2)		(4.5)		(3.2)		3.1		2.5
Premium on redemption of long-term debt		-		-		-		-		-		-		27.0		-
Financing-related FX losses (gains)		3.6		(2.1)		3.8		(3.8)		(5.3)		(8.0)		(8.8)		61.2
One-time deferred tax benefit from U.S. tax reform		-		-		-		-		-		-		-		(118.2)
One-time net tax benefit		-		-		-		-		-		(513.0)		-		-
One-time non-controlling interest adjustment		-		-		-		-		-		(15.0)		-		-
Other adjustments (1)		(11.6)		0.8		(14.1)		(14.0)		(11.5)		1.6		8.0		(10.5)
Estimated tax effect of the above adjustments		(6.9)		(12.2)		(37.4)		(31.0)		(42.2)		(31.2)		(38.3)		(53.9)
Adjusted Net Income	\$	92.0	\$	75.8	\$	373.1	\$	203.3	\$	204.5	\$	279.3	\$	379.2	\$	209.5
Diluted weighted average number of shares outstanding	299,	683,289	292	2,441,599					292,	115,964	291	L,627,461	291	,698,273	250	,490,828
Adjusted Net Income per diluted share	\$	0.31	\$	0.26					\$	0.70	\$	0.96	\$	1.30	\$	0.84

<sup>1.</sup> During the three and twelve months ended October 2, 2021, other adjustments included a \$9.3 million net gain on the sale of a purchase option on a building that we lease in Europe. During the twelve months ended September 26, 2020 and the year ended January 2, 2021, other adjustments included \$17.9 million and \$17.7 million, respectively, in relation to the non-controlling interest share of the adjustments above, primarily restructuring expenses incurred in relation to the closure of our manufacturing facility in Korea.



# RECONCILIATIONS – FREE CASH FLOW AND FREE CASH FLOW CONVERSION

(USD in millions)

#### **Reconciliation of Free Cash Flow**

Net Cash Provided By Operating Activities Capital Expenditures <sup>(1)</sup>

Free Cash Flow

Q3 2021	Q3 2020	LTN	LTM Q3 2021		LTM Q3 2020		FY 2020	FY 2019		FY 2018	FY 2017
\$ 101.7	\$ 55.9	\$	395.0	\$	331.2	\$	309.0	\$	348.9	\$ 313.5	\$ 319.9
(20.0)	 (18.0)		(85.8)		(70.2)	\$	(67.4)	\$	(83.1)	\$ (182.7)	\$ (111.1)
\$ 81.7	\$ 37.9	\$	309.2	\$	261.0	\$	241.6	\$	265.8	\$ 130.8	\$ 208.8

(USD in millions)

#### **Reconciliation of Free Cash Flow Conversion**

Free Cash Flow

Adjusted Net Income

Free Cash Flow Conversion

Q3 2021		Q3 2020		LTM Q3 2021		LTM Q3 2020		F	Y 2020	F	Y 2019	F	Y 2018	F	Y 2017
\$	81.7	\$	37.9	\$	309.2	\$	261.0	\$	241.6	\$	265.8	\$	130.8	\$	208.8
\$	92.0	\$	75.8	\$	373.1	\$	203.3	\$	204.5	\$	279.3	\$	379.2	\$	209.5
	88.8%		50.0%		82.9%		128.4%		118.1%		95.2%		34.5%		99.7%



# **RECONCILIATIONS – RETURN ON INVESTED CAPITAL (ROIC)**

(USD in millions)	(	Q3 2021	(	Q3 2020	-	FY 2020	FY 2019			FY 2018	FY 2017
Return On Invested Capital (ROIC)											
LTM Adjusted EBITDA	\$	758.8	\$	479.1	\$	506.6	\$	611.0	\$	755.8	\$ 669.1
LTM Total depreciation and amortization		(222.8)		(218.0)		(218.6)		(222.2)		(218.5)	(212.2)
LTM Amortization of intangible assets arising from the 2014 acquisition of Gates		120.4		117.0		117.5		118.2		120.3	124.2
LTM Adjusted EBIT		656.4		378.1		405.5		507.0		657.6	581.1
Notional tax at 25%		(164.1)		(94.5)		(101.4)		(126.8)		(164.4)	(145.3)
LTM Tax-effected Adjusted EBIT	\$	492.3	\$	283.6	\$	304.1	\$	380.2	\$	493.2	\$ 435.8
Total Assets	\$	7,506.0	\$	7,335.7	\$	7,426.3	\$	7,411.3	\$	6,722.6	\$ 6,853.7
Adjusted for:											
Cash		(540.6)		(672.3)		(521.4)		(635.3)		(423.4)	(564.4)
Taxes receivable		(54.2)		(53.9)		(55.1)		(45.1)		(35.1)	(46.8)
Deferred tax assets		(624.0)		(620.4)		(672.6)		(587.1)		(5.1)	(5.8)
Accounts payable		(459.5)		(339.4)		(417.4)		(374.7)		(424.0)	(392.0)
Intangibles arising from the acquisition of Gates		(3,601.1)		(3,652.8)		(3,755.7)		(3,788.8)		(3,890.4)	(4,114.5)
Invested Capital	\$	2,226.6	\$	1,996.9	\$	2,004.1	\$	1,980.3	\$	1,944.6	\$ 1,730.2
Return On Invested Capital		22.1%		14.2%		15.2%		19.2%	_	25.4%	25.2%