

ASX ANNOUNCEMENT

25 October 2022

TRADING UPDATE FOR QUARTER ENDED 30 SEPTEMBER 2022

Reliance Worldwide Corporation Limited (ASX: RWC) (“RWC” or “the Company”) has today provided a trading update for the three months ended 30 September 2022¹, the first quarter of the 2023 financial year.

Sales for the period were US\$303.1 million, up 23% on the prior corresponding period (“pcp”), including net sales of US\$53.8 million from EZ-Flo which was acquired in November 2021². US dollar strength against most other currencies, including the British pound and Australian dollar, adversely impacted reported sales. Sales growth in constant currency was 28%. Excluding EZ-Flo, constant currency sales growth for the period was 6%.

Sales growth excluding EZ-Flo was driven principally by price rises of 7.9% achieved to offset inflation. Volumes were lower in the Americas, UK and Continental Europe, while Australia continued to record volume growth. Underlying demand for plumbing and heating products has been broadly stable, while demand for specialty products including water filtration and drinks dispense products has softened following a strong recovery in FY22.

Operating earnings³ (EBITDA) of US\$76.8 million were 16% higher than pcp. Results for the period included a US\$15 million gain on sale of a surplus property in the UK, and US\$1.4 million in costs incurred in the realisation of EZ-Flo cost reduction synergies. Excluding these items, Adjusted EBITDA was US\$63.2 million, 4% lower than pcp⁴.

Adjusted EBITDA margin was 21.4% excluding EZ-Flo, compared with 26.6% in the pcp. Lower volumes and higher costs negatively impacted margins, while price rises implemented to recover costs resulted in diluted margins. Higher input costs experienced early in 2022, particularly copper, zinc and stainless steel, also adversely impacted margins due to the timing lag between materials purchase and consumption and the sale of finished goods. Input costs have eased since their peak in mid-2022 which is expected to positively impact operating margins later in FY23.

Net debt of US\$518.2 million at 30 September 2022 was US\$32.9 million lower than at 30 June 2022, principally due to US\$25.2 million received from the sale of a surplus property in the UK. At period end RWC had US\$541.0 million of cash and unutilised committed facilities available. RWC remains in compliance with the terms of its borrowing agreements.

¹ The financial results are extracted from unaudited management accounts. RWC’s standard processes were followed to confirm the material accuracy of the results.

² All figures are in US\$ unless otherwise specified.

³ EBITDA, Adjusted EBITDA, and Adjusted EBIT are non-IFRS measures used by RWC to assess operating performance and have not been subject to audit or audit review.

⁴ EBITDA and EBIT adjustments for Q1 FY23: Adjustments comprise one-off costs to achieve EZ-Flo cost reduction synergies (\$1.4 million), and the gain on sale of a UK property (\$15.0 million).

US\$ million	Q1 FY22	Q1 FY23	% Change
Net Sales	246.0	303.1	23%
Reported EBITDA	66.3	76.8	16%
<i>EBITDA Margin (%)</i>	<i>27.0%</i>	<i>25.3%</i>	<i>-170bps</i>
Adjusted EBITDA	65.5	63.2	-4%
<i>Adjusted EBITDA Margin (%)</i>	<i>26.6%</i>	<i>20.9%</i>	<i>-570bps</i>
<i>Adjusted EBITDA Margin excl. EZ-Flo (%)</i>	<i>26.6%</i>	<i>21.4%</i>	<i>-520bps</i>
Reported EBIT	56.2	64.6	15%
<i>EBIT Margin (%)</i>	<i>22.8%</i>	<i>21.3%</i>	<i>-150bps</i>
Adjusted EBIT	55.4	50.9	-8%
<i>Adjusted EBIT Margin (%)</i>	<i>22.5%</i>	<i>16.8%</i>	<i>-570bp</i>
Net Debt	160.3	518.2	223%

Chief Executive Officer, Heath Sharp, said the first quarter saw more volatility in sales volumes month by month, with top line sales growth driven mainly by price increases and EZ-Flo.

“Results have varied month to month and region to region, a trend which was reflected in our July and August trading updates. The last two years have been very strong from a volume perspective, but in the first quarter of FY23 we started to see demand moderate.

“Following two years of heightened growth in the Americas, we saw a contraction in volumes in the first quarter particularly in the latter part of the period. By contrast, UK plumbing and heating volumes were steady. The UK has not had the high level of volume growth that RWC experienced in the Americas over the past two years. Australia continued to see volume growth driven by new residential construction and remodelling activity levels.

“Sales of FluidTech products, which service the water filtration and drinks dispense markets, were lower in both the Americas and EMEA. This followed a period of strong growth as commercial and hospitality sectors reopened following Covid lockdowns.

“Operating margins were impacted by higher costs and lower volumes. This quarter was when we felt the biggest impact from the sell-through of products manufactured earlier in the year when commodity costs were at their peak. Given the typical lag between movements in commodity prices and the timing of product sales, we should start to benefit later in FY23 from the lower input costs we have seen recently.

“While we are comfortable we have achieved price outcomes that enable us to offset input cost inflation, we are responding to the deteriorating economic conditions by reinvigorating our cost-out programme. We are confident that we will continue to execute well in what is likely to be a more challenging environment.

“Cash generation is also a priority for the year. We expect a reduction in working capital in the second half of FY23 as we bring inventory levels back in line with sales volumes. Supply chain disruptions remain a challenge and we will ensure we optimise safety stock in order to maintain our high customer service levels,” Heath Sharp said.

SEGMENT RESULTS

Americas (US\$ million)	Q1 FY22	Q1 FY23	% Change
Net sales	148.9	212.2	43%
- RWC	148.9	158.4	6%
- EZ-Flo	-	53.8	
Adjusted EBITDA	27.7	34.7	25%
- RWC	27.7	24.9	-10%
- EZ-Flo	-	9.8	
<i>Adjusted EBITDA Margin (%)</i>	18.6%	16.4%	-220bps
- RWC excl. EZ-Flo	18.6%	15.7%	-290bps
- EZ-Flo	-	18.2%	
Adjusted EBIT	23.6	28.3	20%
- RWC	23.6	19.5	-17%
- EZ-Flo	-	8.8	
<i>Adjusted EBIT Margin (%)</i>	15.8%	13.3%	-250bps
- RWC	15.8%	12.3%	-350bps
- EZ-Flo	-	16.4%	

Sales in the **Americas** were 43% higher than pcp and included \$53.8 million in sales contribution from EZ-Flo.

Sales growth excluding EZ-Flo was 6% and was driven by price increases implemented progressively throughout FY22 and in the first quarter of FY23. Volumes were lower across most channels, particularly for water filtration and drinks dispense products. Retail was the strongest performing channel with lower volatility month by month in sales and volumes, and retail point of sales data showed stable volumes in the period.

Operating margins reduced as a result of lower volumes, increased SG&A expenses, and the impact of higher prices which offset input cost inflation but were dilutive to overall margins. Operating margins are expected to improve as the benefit of lower input costs flow through to sales later in FY23.

EZ-Flo continued to perform strongly with volume growth driven by market share gains and distribution expansion of its water and gas appliance connector product ranges. Cost synergies are also being realised in line with what we outlined at the time of the acquisition. The rationalisation of the Americas distribution centre network is currently being undertaken. Four distribution centres in the US will be closed in the second quarter of FY23, with seven centres remaining to service the North American market.

EZ-Flo's manufacturing operations in Ningbo, China, are currently suspended due to a government-imposed lock down in the region following increased incidence of Covid cases. We are currently able to meet customer orders from inventory held in the US. We expect operations to recommence by the end of this week, but a prolonged lock down in the region may adversely impact EZ-Flo sales in the second quarter.

Asia Pacific (A\$ million)	Q1 FY22	Q1 FY23	% Change
Net sales	80.6	81.5	1%
Adjusted EBITDA	18.3	15.5	-15%
<i>Adjusted EBITDA Margin (%)</i>	<i>22.7%</i>	<i>19.0%</i>	<i>-370bps</i>
Adjusted EBIT	14.9	11.8	-21%
<i>Adjusted EBIT Margin (%)</i>	<i>18.5%</i>	<i>14.5%</i>	<i>-400bps</i>

APAC external sales were 7% higher due to continued strong demand in Australia from new residential construction and home remodelling activity. Intercompany sales were down 7% due to lower export volumes to the Americas. Total APAC net sales in the first quarter were up 1% in constant currency. Operating margins were adversely impacted by lower internal volumes and margin dilutive price increases.

EMEA (£ million)	Q1 FY22	Q1 FY23	% Change
Net sales	54.3	55.0	1%
Adjusted EBITDA	17.6	16.1	-9%
<i>Adjusted EBITDA Margin (%)</i>	<i>32.4%</i>	<i>29.3%</i>	<i>-310bps</i>
Adjusted EBIT	15.2	13.4	-12%
<i>Adjusted EBIT Margin (%)</i>	<i>28.0%</i>	<i>24.4%</i>	<i>-360bps</i>

EMEA external sales growth of 7% was driven by a strong performance in the UK, with plumbing and heating sales up 13% and UK sales up 9% overall. Continental Europe sales were up 1%, while intercompany sales were 24% lower, mainly due to reduced exports of water filtration and drinks dispense products to the Americas. The reduction in intercompany volumes adversely impacted operating margins. Total EMEA constant currency sales growth for the first quarter was 1%.

OUTLOOK

RWC's end market exposure, which is predominantly to repair and maintenance activity, should provide greater resilience to economic shocks compared with the more cyclical new residential construction market. Weaker global economic conditions and the risk of a downturn in RWC's key markets, however, mean the immediate outlook is uncertain.

RWC believes it is well placed with its local manufacturing operations and strong track record of class-leading customer service to navigate these challenges and respond to customer needs. We also expect our ongoing new product introductions will enable us to continue our long-standing track record of delivering above-market growth with quality margins.

There have been no changes to the key assumptions for FY2023 outlined in the full year earnings announcement dated 22 August 2022, except as follows:

- Depreciation and amortisation expense is expected to be in the range of \$52 million to \$55 million (previously \$55 million to \$60 million).
- Net interest expense is expected to be in the range of \$27 million to \$30 million (previously \$23 million to \$27 million).

INVESTOR CALL

RWC management will conduct a conference call at 9am AEDT on Tuesday 25 October 2022 to answer questions relating to this trading update. Details are provided on the following page.

ENDS

For investor enquiries, please contact:

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Group Investor Relations Director
+61 499 986 189

This document was approved for release by the Board.

FY23 FIRST QUARTER TRADING UPDATE MANAGEMENT CALL DETAILS

TIME ZONE: MELBOURNE, SYDNEY (AEDT)

DATE / START TIME: 25 OCTOBER 2022: 9:00AM

Webcast Details - Audience Event Link:

https://event.webcasts.com/starthere.jsp?ei=1572757&tp_key=f3508973c9

Click on the link above to attend the presentation from your laptop, tablet, or mobile device. Audio will stream through your selected device, so be sure to have headphones or your volume turned up. If you have technical difficulties, please click the “Listen by Phone” button on the webcast player and dial the number provided. A full replay of the presentation will be available at the same link shortly after the conclusion of the live presentation.

A recording of the briefing will subsequently be made available on RWC website:

www.rwc.com/investors

Conference Call Details

Participant Passcode: 713740

Location	Phone Type	Phone Number
Australia	Tollfree/Freephone	1 800 590 693
Australia, Sydney	Local	+61 (0)2 7250 5438
Hong Kong, Hong Kong	Local	+852 5803 0798
New Zealand	Tollfree/Freephone	0800 423 972
New Zealand, Auckland	Local	+64 (0)9 9133 624
Singapore	Tollfree/Freephone	800 120 7297
United Kingdom	Tollfree/Freephone	0800 358 6374
United Kingdom, Local	Local	+44 (0)330 165 3646
United States, Brooklyn	Local	+1 929-477-0338
United States/Canada	Tollfree/Freephone	800-289-0459



FY23 First Quarter Trading Update

25 October 2022

RELIANCE WORLDWIDE CORPORATION LIMITED
ABN 46 610 855 877



Important Notice

This presentation contains general information about Reliance Worldwide Corporation Limited's activities at the date of presentation (25 October 2022). It is information given in summary form and does not purport to be complete.

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Information, including forecast or forward looking information, in this presentation should not be considered as a recommendation in relation to holding, purchasing or selling shares, securities or other instruments in Reliance Worldwide Corporation Limited. Due care and attention has been used in the preparation of forecast and forward looking information. However, actual results may vary from forecasts and any variation may be materially positive or negative. Forecasts by their very nature are subject to uncertainty and contingencies many of which are outside the control of Reliance Worldwide Corporation Limited and Reliance Worldwide Corporation Limited cautions against reliance on any forward looking statements or forecasts, particularly in light of the current economic climate and the significant volatility, uncertainty and disruption caused by COVID-19. Past performance is not a reliable indication of future performance. Except as required by applicable regulations or laws, Reliance Worldwide Corporation Limited does not undertake any obligation to publicly update or review any forward looking statements whether as a result of new information or future events.

The financial results are extracted from unaudited management accounts. RWC's standard processes were followed to confirm the material accuracy of the results. This presentation contains references to the following non-IFRS measures: EBITDA, Adjusted EBITDA and Adjusted EBIT. These measures are used by RWC to assess operating performance and are defined in the accompanying First Quarter Trading Update dated 25 October 2022. These measures have not been subject to audit or audit review.

All figures are presented in US Dollars unless indicated otherwise. The sum totals throughout this presentation may not add exactly due to rounding differences.

The information in this presentation remains subject to change without notice. Circumstances may change and the contents of this presentation may become outdated as a result.

This presentation forms part of a package of information about Reliance Worldwide Corporation Limited. It should be read in conjunction with the First Quarter Trading Update also released on 25 October 2022.

Summary of Q1 FY23 Performance

US\$ million	Q1 FY22	Q1 FY23	% Change
Net Sales	246.0	303.1	23%
Reported EBITDA	66.3	76.8	16%
<i>EBITDA Margin (%)</i>	<i>27.0%</i>	<i>25.3%</i>	<i>-170bps</i>
Adjusted EBITDA¹	65.5	63.2	-4%
<i>Adjusted EBITDA Margin (%)</i>	<i>26.6%</i>	<i>20.9%</i>	<i>-570bps</i>
<i>Adjusted EBITDA Margin excl. EZ-Flo (%)</i>	<i>26.6%</i>	<i>21.4%</i>	<i>-520bps</i>
Reported EBIT	56.2	64.6	15%
<i>EBIT Margin (%)</i>	<i>22.8%</i>	<i>21.3%</i>	<i>-150bps</i>
Adjusted EBIT¹	55.4	50.9	-8%
<i>Adjusted EBIT Margin (%)</i>	<i>22.5%</i>	<i>16.8%</i>	<i>-570bp</i>
Net Debt	160.3	518.2	223%

Commentary

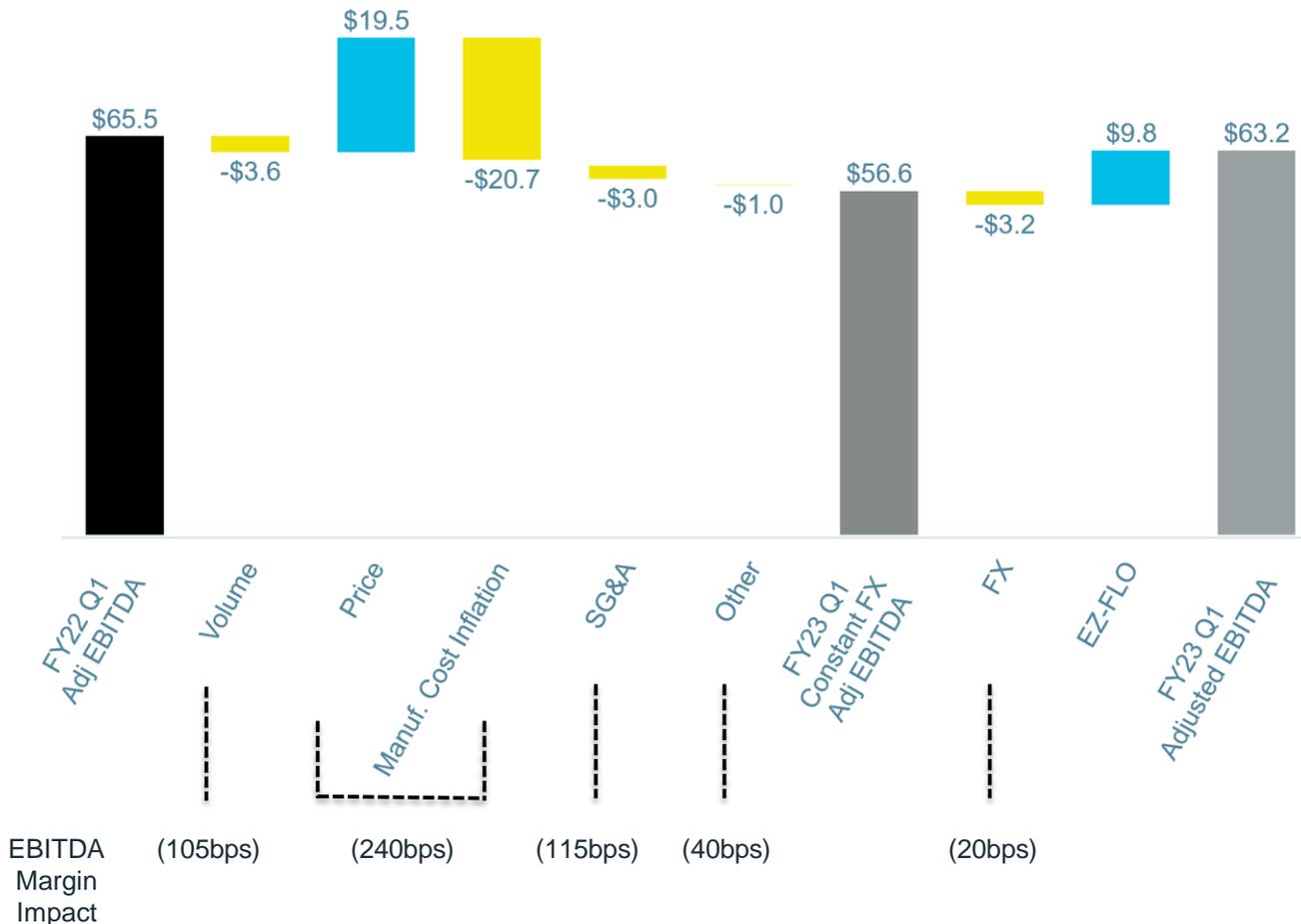
- Constant currency sales growth 28%
- Excluding EZ-Flo, constant currency sales growth of 6%
- Stronger US\$ impacted reported results from APAC and EMEA
- Price increases of 7.9% realised in the quarter, offsetting inflation impacts
- Continued sales trend variability month to month
- External volumes down in Americas and EMEA, up in APAC
- Lower intercompany volumes in APAC and EMEA
- Reported EBITDA includes (i) a \$15 million gain on UK property sale (ii) One-off costs to achieve EZ-Flo cost reduction synergies (\$1.4 million)
- Net debt \$32.9 million lower than at 30 June 2022, includes cash from UK property sale of \$25.2 million

¹ EBITDA and EBIT adjustments for Q1 FY23 comprise one-off costs to achieve EZ-Flo cost reduction synergies (\$1.4 million), and the gain on sale of a UK property (\$15.0 million)

FY23 Q1 Adjusted EBITDA

Price increases offset inflation but diluted margins, FX translation headwinds

US\$m



Commentary

- FY23 Q1 Adjusted EBITDA margin reflects lower volumes and higher cost inventory as a result of high input costs
 - Sales of lower cost inventory should positively impact future quarters in FY23
- Margins diluted by higher prices implemented to offset input cost inflation
- Higher SG&A costs reflect wage inflation, increases in marketing and travel expenses, new product launch costs
- FX translation headwinds due to strong US\$ against the A\$ and £

Segment results: Americas

Lower volumes in 1st quarter following 2 years of strong growth

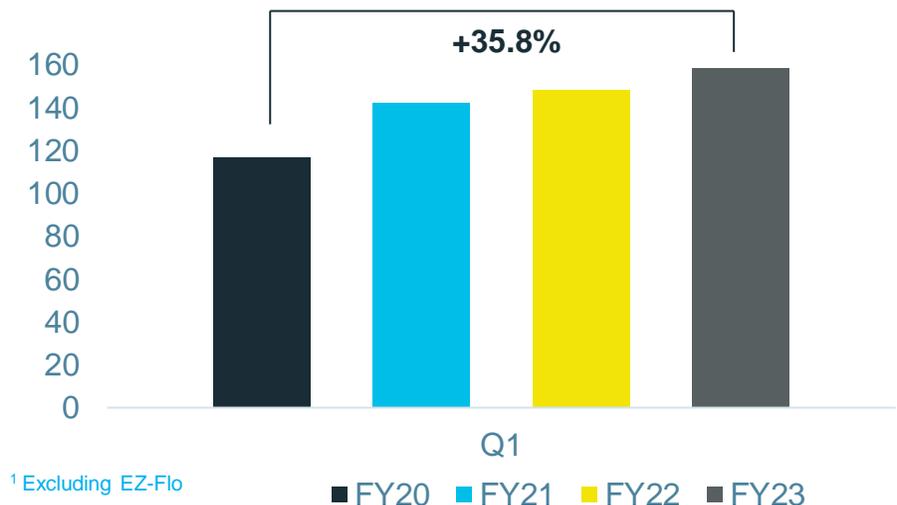
Americas (US\$ million)	Q1 FY22	Q1 FY23	% Change
Net sales	148.9	212.2	43%
- RWC	148.9	158.4	6%
- EZ-Flo	-	53.8	
Adjusted EBITDA¹	27.7	34.7	25%
- RWC	27.7	24.9	-10%
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<i>Adjusted EBITDA Margin (%)</i>	18.6%	16.4%	-220bps
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Adjusted EBIT¹	23.6	28.3	20%
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- RWC	15.8%	12.3%	-350bps
- EZ-Flo	-	16.4%	

¹ EBITDA and EBIT adjustments for Q1 FY23 comprise one-off costs to achieve EZ-Flo cost reduction synergies (\$1.4 million)

Commentary

- Sales growth driven primarily by EZ-Flo and price increases
- Volumes lower than pcp across most channels, retail channel performed best
- Adjusted EBITDA up 25% with \$9.8m EZ-Flo contribution
- EZ-Flo continued to show operating margin improvement
- Order fulfilment rates continued to improve in the quarter, closing in on pre-Covid levels

Americas First Quarter Revenues US\$m¹



¹ Excluding EZ-Flo

Segment results: Asia Pacific

Continued volume growth in Australia

Asia Pacific (A\$ million)	Q1 FY22	Q1 FY23	% Change
Net sales	80.6	81.5	1%
Adjusted EBITDA	18.3	15.5	-15%
<i>Adjusted EBITDA Margin (%)</i>	<i>22.7%</i>	<i>19.0%</i>	<i>-370bps</i>
Adjusted EBIT	14.9	11.8	-21%
<i>Adjusted EBIT Margin (%)</i>	<i>18.5%</i>	<i>14.5%</i>	<i>-400bps</i>

Commentary

- External sales growth of 7% driven by continued volume growth in Australia
- Domestic demand in Australia solid in the quarter – 3% volume growth driven by new residential construction and remodelling activity
- Lower intercompany volumes - reduction in exports to the Americas
- Operating margins adversely impacted by higher input costs and lower manufacturing overhead recoveries on internal sales

Asia Pacific First Quarter Revenues A\$m

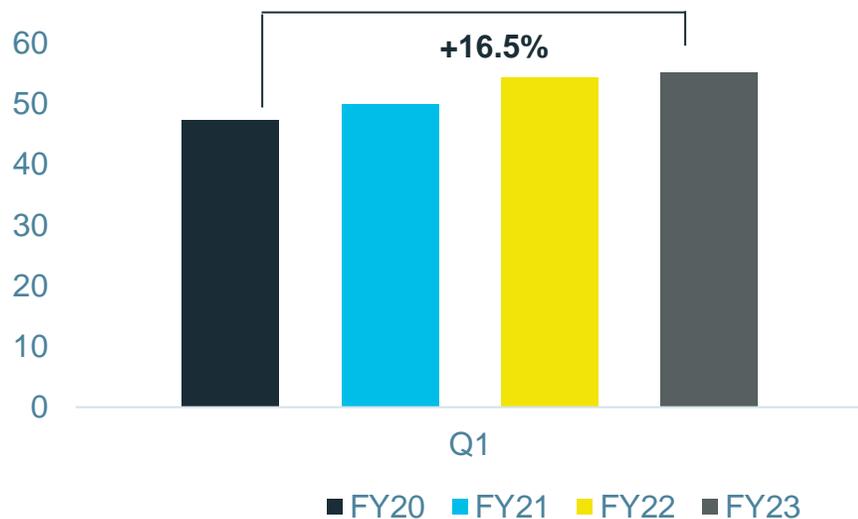


Segment results: EMEA

UK sales up 9% on pcp, Continental Europe in line with pcp

EMEA (£ million)	Q1 FY22	Q1 FY23	% Change
Net sales	54.3	55.0	1%
Adjusted EBITDA ¹	17.6	16.1	-9%
Adjusted EBITDA Margin (%)	32.4%	29.3%	-310bps
Adjusted EBIT ¹	15.2	13.4	-12%
Adjusted EBIT Margin (%)	28.0%	24.4%	-360bps

EMEA First Quarter Revenues £m



Commentary

- EMEA external sales up 7% on pcp
 - UK external sales up 9% on pcp, strong performance in plumbing and heating up 13%
 - Continental Europe sales up 1% on pcp
- Intercompany sales down 24% mainly due to lower FluidTech sales to Americas
- Adjusted EBITDA down 9% due to:
 - Higher raw materials, energy, freight and wage costs
 - Dilution impact of price rises to offset inflation
 - Lower volumes
- Continuous improvement initiatives helped offset lower volumes

¹ EBITDA and EBIT adjustments for Q1 FY23 comprise the gain on sale of a UK property (\$15.0 million)

Outlook for FY 2023¹

Despite an uncertain economic outlook, R&R activity levels expected to underpin demand

Positive Outlook Factors:

- Backlog of Repair and Remodel (R&R) work expected to underpin volumes in the short term
- Consumer / household balance sheets are generally strong post-COVID and unemployment is near record lows
- RWC's exposure globally is predominantly to the less cyclical R&R sector
- RWC's global manufacturing operations ensure a high degree of control over product quality and availability
- We have proven adept at managing through the supply chain challenges and maintaining high service levels

Outlook Risk Factors:

- Growth outlook for all key markets has become less certain in recent months
- Rising interest rates and continued inflationary pressures are impacting consumer confidence
- Further risk of supply chain disruption and potentially higher materials, freight and energy costs as a result of geopolitical tensions
- Covid variants continue to impact operations and markets globally

¹ Key assumptions for FY23 are set out in the Results Announcement dated 22 August 2022