

**ENGINEERED PRODUCTS** 

## UNIROYAL GLOBAL ENGINEERED PRODUCTS, Inc.

**OTCQB: "UNIR"** 

June 2019

# Pitch Deck for Acquisitive Investors: Highlighting our Products and Craft.



Uniroyal Global - Investors Deck: 'Share our vision'.

We Manufacture: Vinyl-Coated Fabrics:Attractive, economic and at times better
performing alternative to Leather, often
known as Synthetic Leather or "Vegan"
Leather.

- Soft Luxurious Leather Like Feel
- Durable & Cleanable
- UV Resistant /Flame Resistant
- Anti Squeak & Soiling



### Uniroyal Global Engineered Products is about Developing:-

PEOPLE: PRODUCT: IMAGE: CULTURE: BRAND



# People







## Product







# Image







## Culture







## **Brand**







### **Global Operations, R&D & Sales**

PEOPLE: PRODUCT: IMAGE: CULTURE: BRAND



Uniroyal Global (Shanghai)
China Sales and Technical Office.



Manufacturing Facilities: 2

Global Sales & Design Offices: 6

**Global Distributors: (Asia /** 

Europe & Americas): 45

Sales and R&D Teams: 34

Uniroyal Global (Europe)
Earby, Lancashire, UK





**Uniroyal Global Engineered Products Stoughton, WI, USA** 





### **Timeline & Culture**

### **Uniroyal Global Engineered Products**







1892

**U.S Rubber Company** founded in Naugatuck CT.

1920

leather invented.

1941

Naugahyde artificial A synthetic rubber substitute developed 1964

1950

U.S. Rubber becomes Uniroyal Inc.

1986

Uniroyal, Inc. sells Uniroyal Plastics.

2003

Uniroyal Engineered Products, Inc. sold to investor group

2019

1850

1848

Storey Brothers Fabric Manufacturers established.

1900

Bernard Wardle, textile printers established,

1908

1945

First PVC coated fabric produced by Bernard Wardle.

1978

Factory Earby acquired.

1980

Bernard Wardle acquired Storeys business and the Wardle Storeys name was formed.

2000 2013

Wardle Storeys Acquired by Uniroyal Global EP

#### 2014

Uniroyal Global **Engineered** Products -Goes public (UNIR)

#### 2016

UNIROYAL GLOBAL Limited Rename of WARDLE **STOREYS** 





## UNIROYAL GLOBAL ENGINEERED PRODUCTS, Inc.



PUBLIC MARKET JANUARY 2019

**ENGINEERED PRODUCTS** 





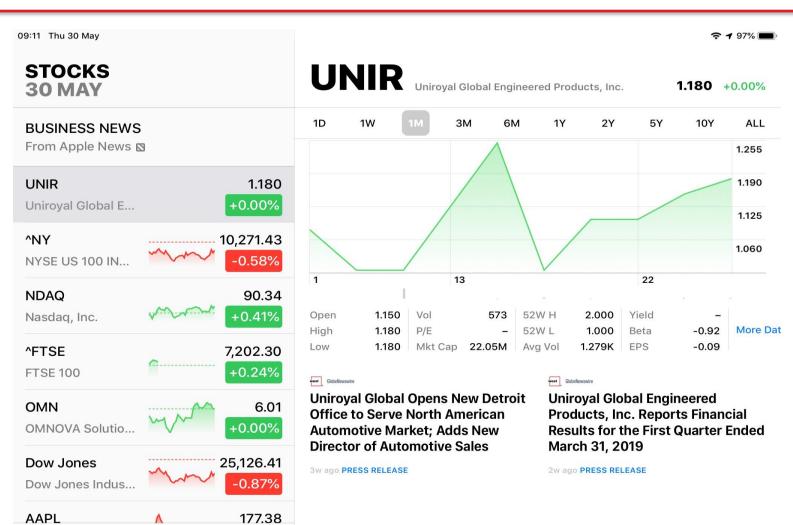
# **Stock Position, Trend and Growth People Product Image Culture Brand**

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YAHOO!

Market Closed









## **Investor Rationale: Looking at Acquisitions to enhance the Group**

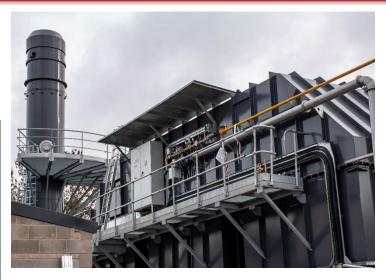
### **People Product Image Culture Brand**



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### Additional accretive M&A objectives:-

- Technologically advanced Company in an established industrial sector
- Potential cash generation
- Deal integration synergies
- Product and market collaboration
- Diversified customers offer cyclical defense





### UNIROYAL GLOBAL ENGINEERED PRODUCTS, INC.







# DESIGN, & PRODUCT DEVELOPMENT

# Design and Development: Ever more stringent legislation World Class Product Development Team.

UNIROYAL GLOBAL

ENGINEERED PRODUCTS

**Full Laboratory and Testing Facilities** 

In-House Product Development

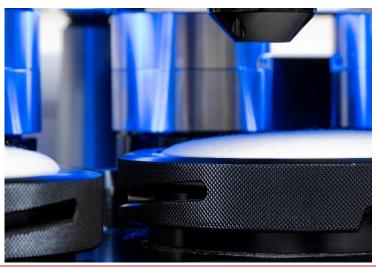












# Design and Development: Leading the Field with Color and Effects World Class Creative Design Team.

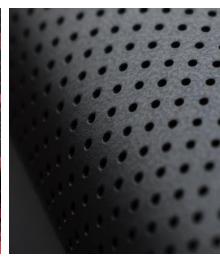


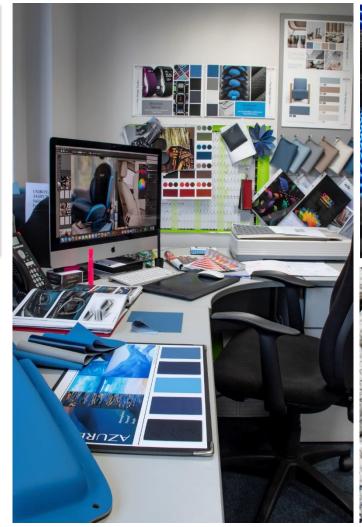
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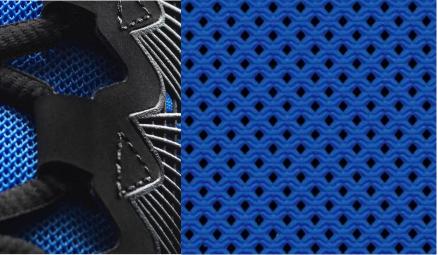
### **Design Studio:**

- State-of-the-art
- Using Natural Colors
- Emboss and
- Living Harmony











# Quality, Environmental and Safety Standards We take an absolute no compromise approach to quality



ISO 9001: 2015

IATF 16949 certification 2016

VDA 6.3 compliant

OEKO-TEX standard 100 compliant

MED 2014/90/EU approved supplier

 Environmental Management Systems certified to ISO 14001: 2015

Compliance with REACH regulations

Associated with the Vinyl Plus Foundation

**Proven Reduction in Emissions** 

**Stringent Recycling Targets** 











## UNIROYAL GLOBAL ENGINEERED PRODUCTS, INC.



**ENGINEERED PRODUCTS** 

**KEY MARKETS** 







# Uniroyal Global Current Revenue by Market Share Approx. \$100 Million in Sales.



Our Products and Markets are uniquely diversified and provide us with an enviable balanced portfolio.

Automotive and Light truck interiors	65%
Heavy Truck, Transportation & Industrial Equipment	14%
Domestic, Commercial Seating, Medical Equipment	21%

MARKET SIZE \$16.5 Billion





### **Serving our Global Automotive & OEM Customers**

PEOPLE: PRODUCT: IMAGE: CULTURE: BRAND









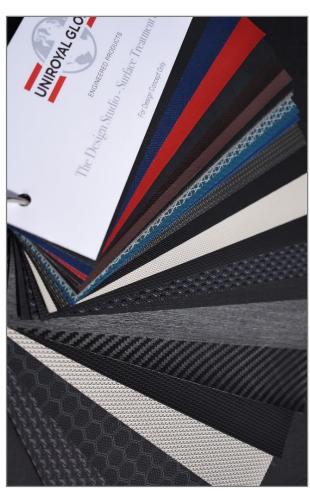






















**TEREX** 

### **Automotive: Volume Production & Secure Outlook**

People Product Image Culture Brand





- Strong, Successful Automotive Presence and building Globally.
- Enviably the go to company for OEM styling & design studios
- Often asked to locate nearer to major customer in new territories.
- Secure relationships with customers protects Brand against competition
- Confident relationships underpins the potential for Acquisitive activity









# **Automotive and Light Truck Interiors Products: Components & Modules**



**Seating and Trim** 

**Instrument Panels** 

**Door Casings** /

Headliners

**Steering Wheels** 

**Electric Vehicles** 

Convertibles

**Off Road** 









# Bus, Railcars, Off Highway & Speciality Vehicles Products: Components & Modules

















- Custom Seats
- Trim Panels
- Head Lining
- Head Rest
- Arm Rests

### Other Markets and Fun Stuff -

**Applications & Products** 



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# **Brand**



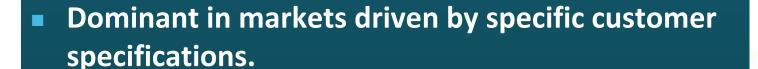




### **Hotels Recreational and Hospitality**

### **Commercial Seating and Coverings supplied Globally**





- Naugahyde Strongest brand name in North America for soft furnishings to branded robust applications.
- European integration with Ambla and Naugahyde brands offers global opportunities
- Continual innovation & development, leading to Green and Environmentally friendly products.































### **Indoor and Outdoor Contract Seating:**

### **Restaurant Hospitality Public and Commercial**





- Hospitality / Hotel
- Residential Care
- Public Seating.
- Robust and dependableLong life in service record



**NAUGAHYDE** 











## UNIROYAL GLOBAL ENGINEERED PRODUCTS, INC.



## FINANCIAL INFORMATION





# **2019 Financial Outlook:** People Products Image Culture Brand



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- Focused growth in Automotive sector in the U.S. and securing Key European Targets
- Steadily building on Far East Opportunities from our dedicated China Sales and Engineering Office
- Positive year on year revenue growth despite ongoing sluggishness in the global auto markets and Brexit instabilities.
- Expanding customer base across all regions including growth within or non automotive market sectors and contract furnishing markets.
- Continue to improve & rationalize manufacturing operations to drive margin growth







### **Growth Strategy**

### **People Products Image Culture Brand**



### Penetration of Automotive OEMs, expanding Global Customer Base

- Customers now need Global Manufacturers for support with multiple product applications & regions.
- Innovation, Design & Styling activity drives growth in Global Markets

### **Entry into new Territories and OEM's**

- Seeking potential acquisitions,
- New Product Developments helps us into new Markets & Territories.

### Innovation and Development of new Technical Applications

Driven by key markets to achieve tougher performance & compliance.

Mass Transportation (bus & rail), Industrial & Contract Seating growing from the power of the Uniroyal Global Brand and recognized leader in the markets.







# Financials (\$ in thousands)



<b>Income Statement</b>				
Summary:	Year Ended		<b>Three Months Ended</b>	
	2017	2018	2018	2019
Net Revenue	\$ 98,138	\$ 99,561	\$ 26,430	\$ 25,394
Gross Profit	\$ 18,412 18.8%	\$ 16,938 17.0%	\$ <b>4,617</b> 17.5%	\$ 4,314 17.0%
Income *	\$ <b>2,809</b> 2.9%	\$ 1,054 1.1%	\$ 475 1.8%	\$ 594 2.3%
EBITDA	\$ 6,330 6.5%	\$ <b>5,109</b> 5.1%	\$ <b>1,461</b> 5.5%	\$ <b>1,700</b> 6.7%





<sup>\*</sup> Income is before tax provisions (benefits) and preferred dividends

### **Balance Sheets**

(\$ in thousands)

**Total Equity** 



<b>Balance Sheet Summary</b>
------------------------------

	12/30/18	3/31/19
Total Assets	\$60,767	\$72,297
Total Debt	\$30,850	\$33,206
Total Liabilities	\$47,261	\$58,697

\$13,506

\$13,600

# Image







### UNIROYAL GLOBAL ENGINEERED PRODUCTS, INC.



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SUMMARY: COMPANY OBJECTIVES





### **Strategic Growth Opportunities**

### Additional earnings through M&A activity



- Targeted acquisitions Globally.
- Increased content on existing and new business (\$ value per unit).
- Enhance product offerings leading to an increase in market share.

- Infrastructure investment accelerates synergies for future acquisitions.
- Flexible capital structure provides financing capability for acquisitions.
- Potential investment opportunities identified.

### **Application**

- Instrument & Door Panels
- Interiors & Headliners
- Commercial Seating
- Railways, Bus & Transportation

### **Technology**

- PU & leatherette technology
- Enhanced Fire Resistance
- Water-based coatings
- Light-weighting



# Thank you for your interest investing in :- Uniroyal Global Engineered Products.



### **Question & Answer**





Request copy of our presentation or for additional material email to :-

info@uniroyalglobal.com

