

# Growing into the Future

NN Inc. 2018 Investor Day Conference — Charlotte HQ

### Forward looking statements

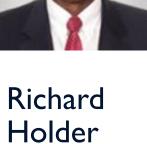
Forward Looking Statements: With the exception of the historical information contained in this presentation, the matters described herein contain forward-looking statements that are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The forward-looking statements contained herein include, but are not limited to, information regarding the ability of NN, Inc. ("NN") and Paragon Medical, Inc. ("Paragon") to complete the transactions contemplated by the Stock Purchase Agreement, dated April 2, 2018, including the satisfaction of conditions to the transactions set forth in the Stock Purchase Agreement, and NN's and the combined entity's estimated or anticipated future results of operations. These forward-looking statements involve risks and uncertainties that could cause NN's and the combined entity's results to differ materially from management's current expectations. Such risks and uncertainties include, but are not limited to, general economic conditions and economic conditions in the industrial sector, competitive influences, risks that current customers of NN or Paragon will commence or increase captive production, delayed customer product launches, risks of capacity underutilization, quality issues, availability of raw materials, currency, pending and complete transactions and other risks associated with international trade, the Company's dependence on certain major customers, unforeseen changes in future revenues, earnings and profitability of NN or Paragon, the risk that NN is not able to realize the savings or benefits expected from integration and restructuring activities related to the proposed acquisition of Paragon, the risk that the required regulatory approvals for the proposed acquisition of NN are not obtained, are delayed or are subject to conditions that are not anticipated, and those risks and uncertainties discussed in NN's Annual Report on Form 10-K filed with the Securities and Exchange Commission on April 2, 2018.

This presentation contains certain forward looking non-GAAP financial measures, estimated 2018 adjusted earnings before interest, taxes and depreciation and estimated 2018 adjusted operating margin, which cannot be reconciled without unreasonable effort. The following forward looking financial measures regarding Paragon is unavailable to NN: (i) depreciation and amortization; (ii) income taxes; and (iii) net income, and this information could have a material impact on these certain forward looking non-GAAP financial measures.

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### Presenters





President & CEO



Tom Burwell

SVP & CFO



Robbie Atkinson

EVP, Life Sciences



Chris Qualters

**EVP**, Power Solutions



Warren Veltman

**EVP**, Mobile Solutions



Paul Taylor

VP Marketing & Investor Relations

2018 Investor Day Conference

### Agenda

- NN's Strategic Repositioning: An Update
- NN 2.0 Unveiled
- Business Group Overviews
- 4. Financial Performance
- 5. Branding Preview
- 6. Summary & Closing Remarks
- 7 Question & Answer

### Our Journey



### Strategic Plan at a Glance

# ON GLIDE PATH \$1 Billion Revenue

- Organic Growth
- Portfolio Management
- Disciplined Acquisition Strategy

# COMPLETE

### Build a Diversified Business

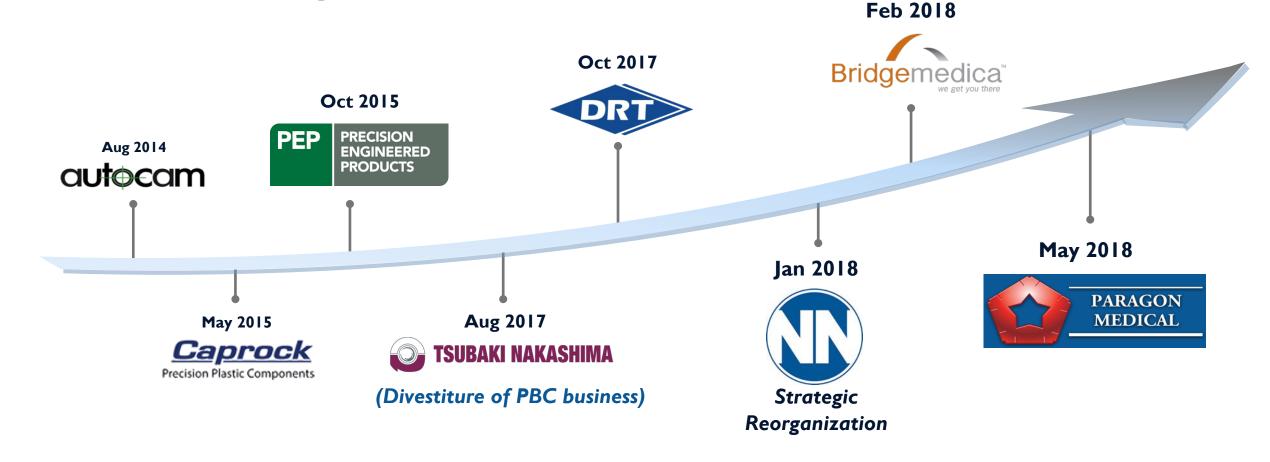
- Market Segments
- Counter Cyclical Mix
- Comprehensive Geographic Footprint

# ACHIEVING PLAN

### Operating Performance

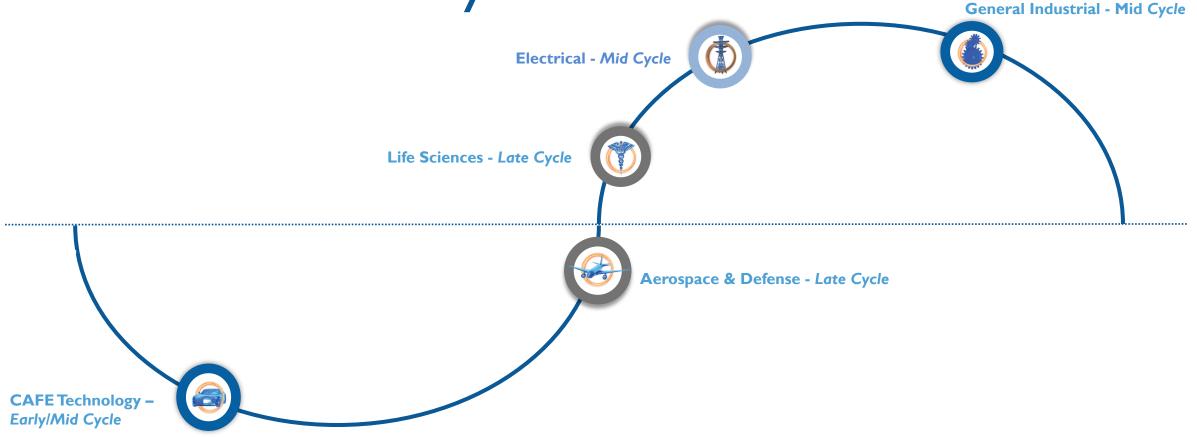
- Margin Expansion
- Improved ROIC
- EPS Growth

### Transforming the Business



7% organic growth through the transformation

### Where We are Today – End Markets



#### **CAFE Technology**

End Market Growth Rate: 2% - 4% NN Growth Rate: 3% - 5%

#### Aerospace & Defense

End Market Growth Rate: 3% - 5% NN Growth Rate: 7% - 9%

#### Life Sciences

NN Growth Rate: 7% - 9%

#### **Electrical**

End Market Growth Rate: 5% - 8% End Market Growth Rate: 3% - 5% NN Growth Rate: 6% - 8%

#### **General Industrial**

End Market Growth Rate: 2% - 4% NN Growth Rate: 4% - 6%

### Our Businesses Share Attractive Characteristics

### NN, Inc.

- Shared Precision Technologies
  - Metal removal
  - Metal forming
  - Plastics machining
  - Micro plastics
  - Engineering
  - Machine build & automation
- Customer Attractiveness
  - Multiple manufacturing platforms
  - Facilitate supply base rationalization
  - Program & project management
- Differentiation
  - Engineering solution capabilities
  - Regulatory expertise
  - Global footprint

### **Enablers**

- NN Operating System
- Supply chain culture
- Technology development
- Shared cross-enterprise technology
- High-growth markets and penetration

Leveraging our capabilities to deliver the value of being a diversified industrial

### Diverse Customer Base & Geographic Mix













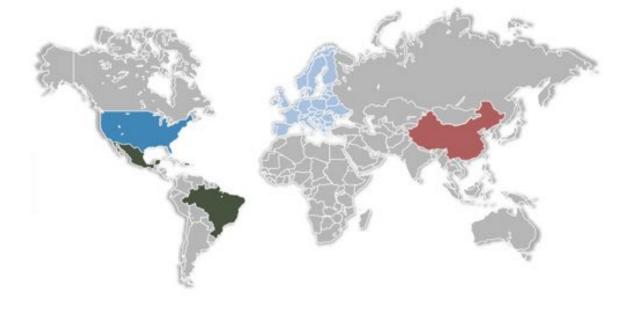




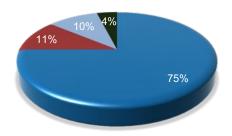






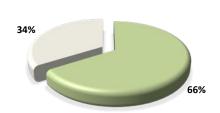


Combined Business 2018 E **Geographic Revenue Mix\*** 



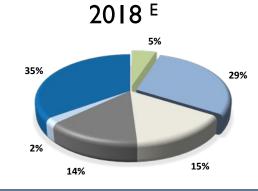
### A Diversified Industrial

End Markets as a % of Revenue

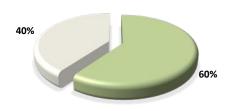


2013

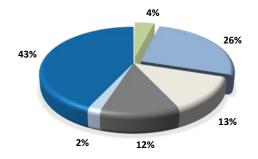




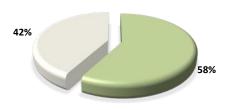
End Markets as a % of EBITDA



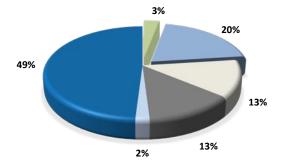




End Markets as a % of Free Cash Flow







Automotive

Electrical

General Industrial

Aerospace & Defense

CAFE Technology
Life Sciences

### Value of the NN Operating System





#### **Integrated Operating Company**

- · One Platform, one company
- Prescriptive & common processes & methodologies delivering near & long term value



### Leverage Technology

- Discipline through training and execution
- Leverage two ERP's for end market requirements



#### **Flex Productivity**

• Single lean platform that allows us to manage operations within the incremental and decremental band to optimize contribution margins, no matter the market conditions.



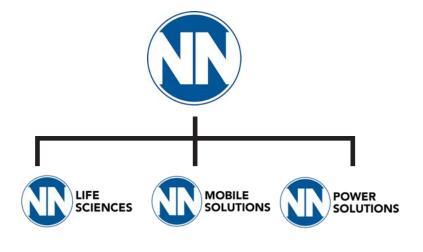
#### **Prescriptive Processes**

 Disciplined execution of the operating plan for the benefit of our customers and shareholders

### Summary - A Repositioned Business



Portfolio we want



Reconstituted business segments with growth focused leadership



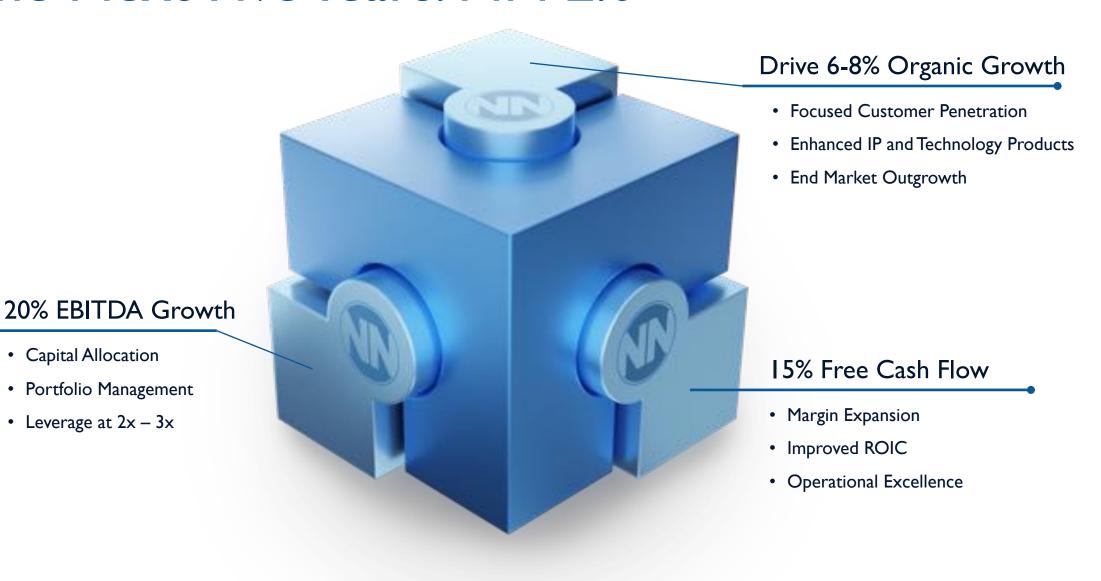
Right foundation for a \$1B+ enterprise

Positioned for sustainable, long-term and profitable growth

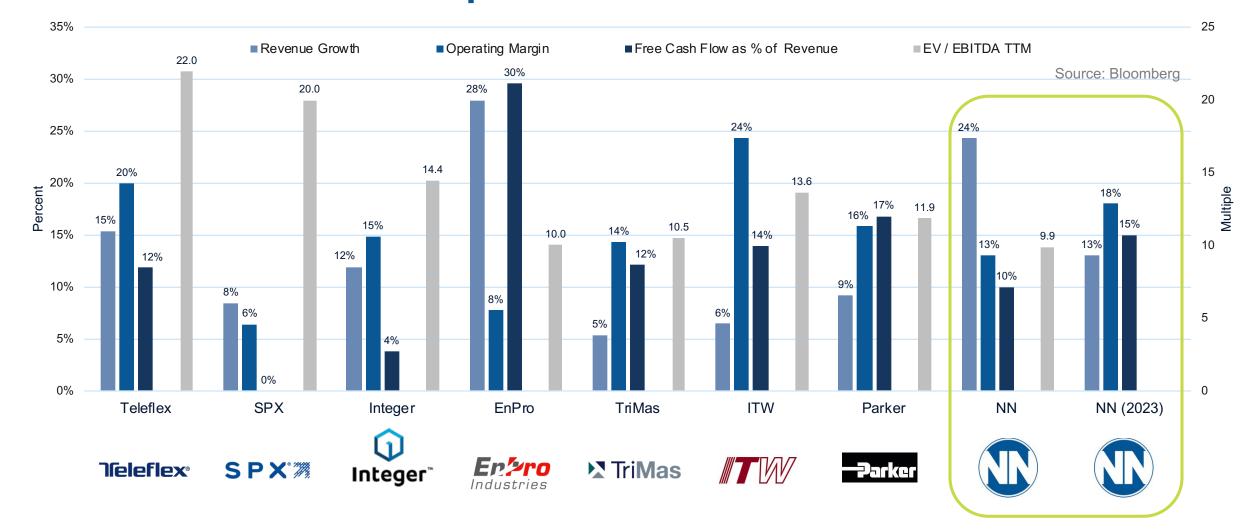
### The Next Five Years: NN 2.0

Capital Allocation

• Leverage at 2x - 3x



### New Peer Landscape







LIFE SCIENCES

### **End Market Overview**

### **Mega Trends**

- Aging Population
  - U.S. 65+ population to increase 30% by 2030
  - Global life expectancy expansion
- OEM Consolidation
  - Sub-Tier consolidation has not yet occurred
  - OEM's continue to push out non-core components and sub-assemblies
- Technology & Patient Care Driven Innovation
  - IOT impact on patient / Dr. interaction
  - Disposable instrumentation

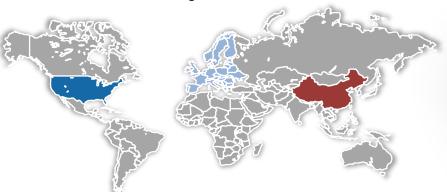
### **End Market Growth Dynamics**

- Orthopedic Instruments Global Market \$30B
  - Extremity CAGR 10%
  - Trauma CAGR 4%
  - Spine CAGR 3%
- Cardiology & General Surgery Global Market \$60B
  - Robotic Assisted Surgery CAGR 12%
  - Laparoscopic Surgery 7%
- Drug & Surgical Delivery Systems Global Market \$3B
  - Wearables CAGR 127% thru 2027
  - Handhelds CAGR 6%
  - Surgical Delivery Systems CAGR 6%

### Life Sciences – A Global Medical Leader

#### **Global Centers of Excellence**

15 manufacturing facilities around the world



#### **Integrated, Engineered Solutions**

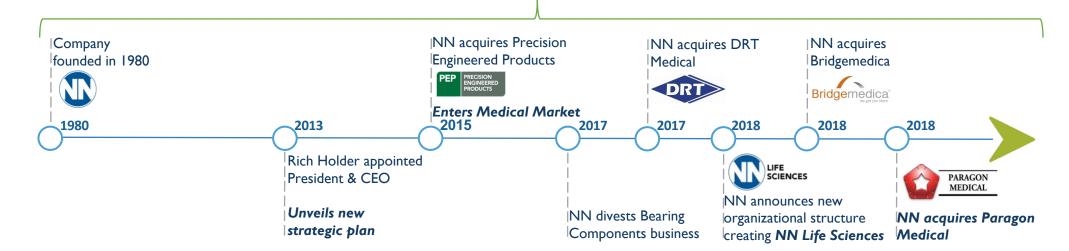


#### **Full Suite of Product Applications**

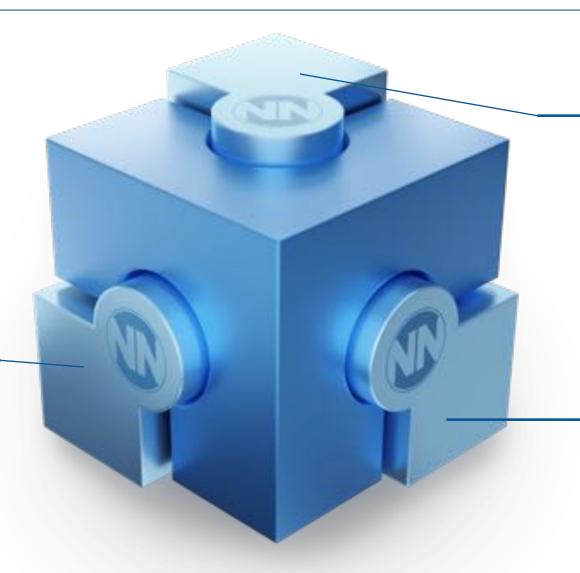
Product applications across multiple medical segments (e.g. orthopedics, endoscopy, drug delivery & delivery systems)



#### **NN Life Sciences Timeline**



### Strategic Plan at a Glance – Life Sciences



#### **Balanced Business**

- Geographic Diversity
- Broad End Market Participation
- Dynamic Customer Base

### **Engineered Solutions**

- Design for Manufacturability
- Supply Chain Integration
- Quality and Regulatory Services

### Portfolio Expansion

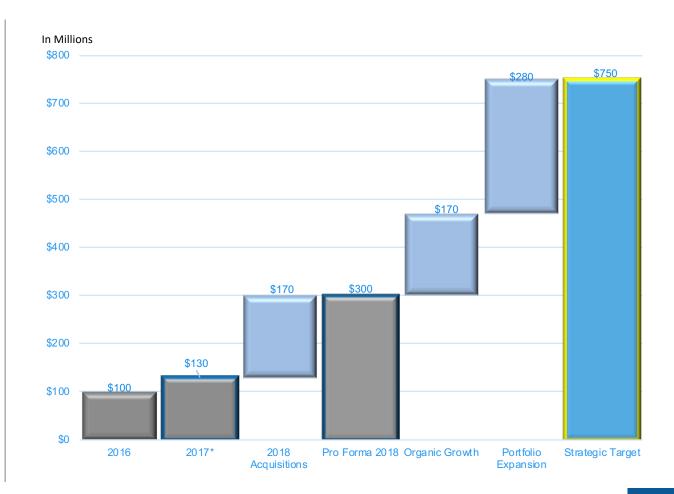
Disciplined Growth Focus

Finished Device Offerings

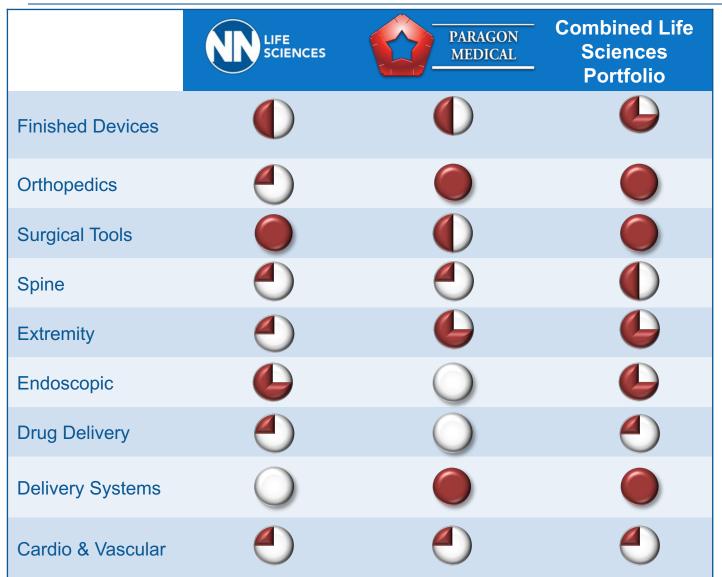
Organic Growth

### Disciplined Growth Focus

- Grow Existing Product Sets
  - Leverage innovation centers
  - Develop complementary skillsets & components
  - Expand tool, kit, & implant offerings
- Expand Collaborative Finished Device Offerings
  - Self funded R&D yielding NN intellectual property
  - Pull from existing product set knowledge
  - Focus on new platforms & specialty surgical devices
- Portfolio Expansion
  - Adjacent & complementary technologies
  - Engineering & design capabilities
  - Expand finished device & cleanroom offerings



### Balanced & Comprehensive Portfolio







Broad Market Participate





Strategic Market Foothold



### **Engineered Solutions**

### Research & Product Development

- Design for manufacture services
- Project planning
- Process development & sustaining engineering

#### Pilot Services

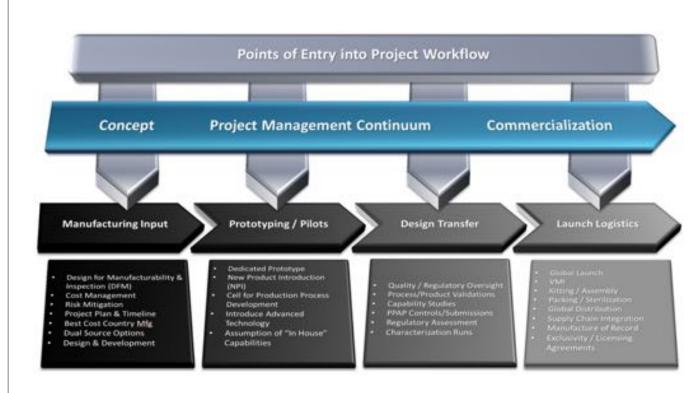
- New product introduction expertise
- Advanced technology capabilities
- Certified clean room operations

### Design Transfer

- Regulatory assessments
- World class quality protocols
- Capability studies

#### Commercialization

- Global launch
- Supply chain integration
- · Kitting, assembly and packaging



### **Delivery Systems**

## **Current Delivery System Business**

Addressable Market - \$400M











Scope & Dental Trays



Untapped Addressable Market - \$1.1B





















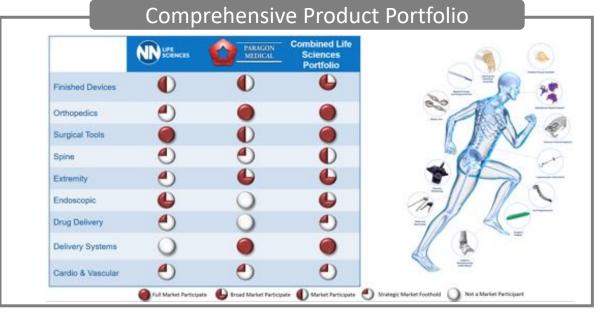
### Life Sciences Summary

### Strategic Highlights

- Robust end market dynamics support growth
- \$750M topline target
- Portfolio expansion and new product development to drive organic growth
- Concept to commercialization solution capabilities
- Continued focus on expanding our market participation

#### **Disciplined Growth Focus** Grow Existing Product Sets · Leverage innovation centers · Develop complimentary skillsets & components · Expand tool, kit, & implant offerings. Expand Collaborative OEM Offerings Self funded R&D yielding NN intellectual property · Pull from existing product set knowledge Focus on new platforms & specialty surgical devices Acquisition Strategy Adjacent & complimentary technologies · Engineering & design capabilities · Expand finished device & cleanroom offerings Pro-Forma Organic 2018 Growth Acquisitions Target

#### Engineered Solutions Research & Product Development · Design for Manufacture Services · Project Planning · Process development & sustaining engineering New Product Introduction Expertise · Advanced Technology Capabilities · Certified clean room operations Design Transfer Regulatory Assessments · World class quality protocols · Capability Studies Commercialization Global Launch Supply Chain Integration · Kitting, assembly and packaging





## Power Solutions

Chris Qualters — EVP, Power Solutions

### Power Solutions – Group Introduction



Manufactures highly engineered components, specialty metals and assemblies

#### **Power Management**

Contacts: solid and composite, powder metal

Blades for devices and switch gears

Connectors: pins, metallic & molded housings

Engineered metals: clad, bi-metal, contact tape

Performance coatings: conductive, corrosion resistant

#### Aerospace & Defense

Fuel and air manifolds

Landing gear structures

Flight control components

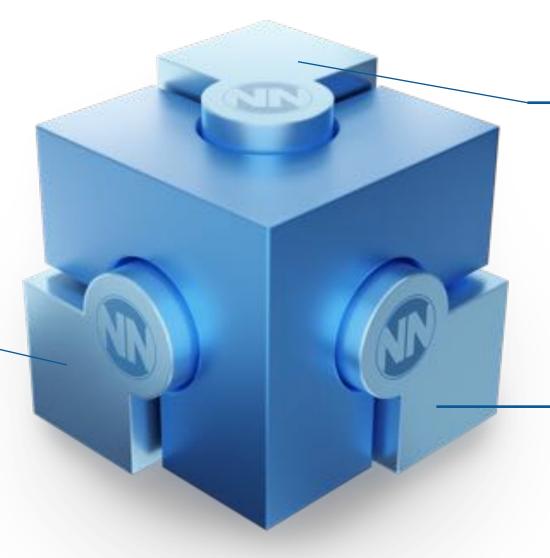
Night vision housings

Environmentally secure avionics housings



- Engineered solutions utilizing advanced process technologies, design services & industry application knowledge
- Diversified applications across 2 strategic end markets: Power Management and Aerospace/Defense.
- Established January 2018 utilizing facilities from 2015 PEP acquisition

### Strategic Plan at a Glance – Power Solutions



Disciplined Growth

• Engineered Solutions

Intellectual Property

• Organic

#### **Build a Balanced Business**

- End Market Expansion
- Geographic Reach
- Customer Diversification

### **Engineered Solutions**

- Design for Manufacturability
- Supply Chain Integration
- Application and Regulatory expertise

### Disciplined Growth

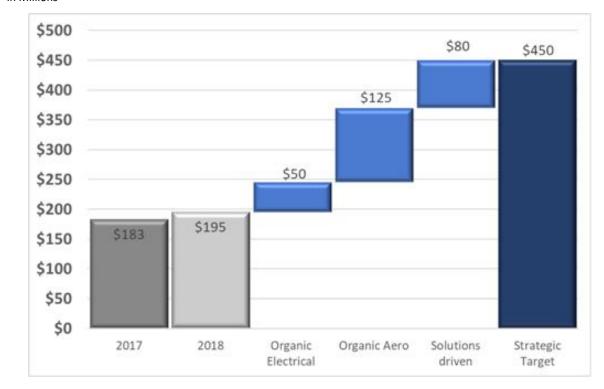
#### Technology

- Innovation centers
- Higher precision, size capabilities, innovative IP
- Complex assembly
- Enhanced, differentiated

#### Focused markets, expanded applications

- Power Management & Aerospace
- Evolving & emerging applications
- Geographic expansion
- Higher value added products

#### In Millions







### ELECTRICAL

### **End Market Overview**

### **Mega Trends**

#### Transmission and Distribution

- Expanding Distributed Energy Resources (DER's):
  - Inverters, storage, sensors, metering/controls
- Aging infrastructure requires updating

### **SMART: Cities, Homes, Factories**

 Demand for usage efficiency driving smart meters and smart sensors across residential and industrial



#### **Automation/Robotics/Sensors**

- Need for Increased manufacturing efficiency and flexibility driving automation
- Proliferation of vision systems, robotics and co-bots

### **End Market Growth Dynamics**

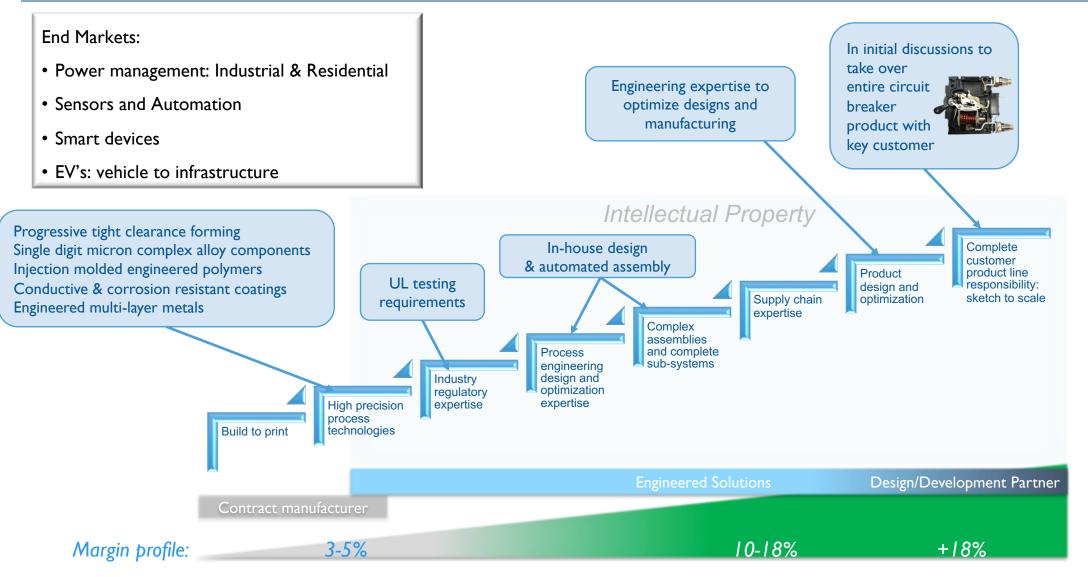
#### Transmission and Distribution

Smart meters: 5-6% growth rate
Switchgear: 5-7% growth rate
Transformers: 4-5% growth rate

### **Residential Devices and Equipment**

- Switches, breakers, sensors, appliances:3-5% growth rate
- Non-Residential Automation and Controls
  - Relays, sensors and controls:6-7% growth rate

### Engineered Solutions: Power Management









### AEROSPACE & DEFENSE

### **End Market Overview**

### **Mega Trends**

### **Commercial Aerospace**

- Fuel efficient engines
- Light weight: composites
- Passenger demand: resilient& continues to increase

### STRONG GROWTH IN THE DEMAND FOR AIR TRAVEL

Year-over-year traffic growth averaged 6.5 percent during the past five years, setting a pace that exceeded the long-term average of around 5 percent. Low air fares, higher living standards with a growing middle class in large emerging markets, the growth of tourism and travel relative to total consumer spending in major economies, and new airline business models are all driving this boom in air travel.

### Space: vehicles and satellites

- Increased need for earth observation (EO),
   communication technologies and cyber security
- Privatization of transportation services

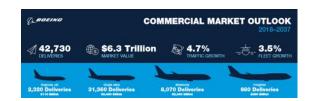
#### **Defense**

- Global defense spending is forecast to reach \$1.67 trillion annually, highest level since end of Cold War
- National Defense Strategy focuses on layered defenses and disruptive capabilities

### **End Market Growth Dynamics**

### **Commercial Aerospace**

 Boeing & Airbus have over 12,000 jetliners on backlog



### **Space: vehicles and satellites**

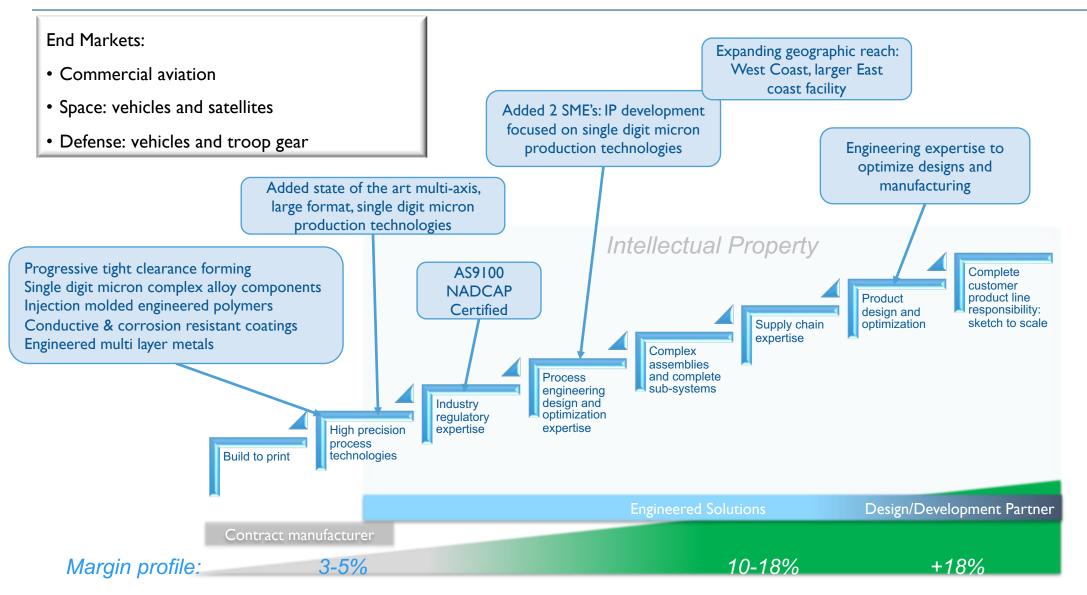
- Smallsat CAGR 31.9% 2018- 2021
- 95% of satellites: non-military use
- 160 constellations planned: 58% US
- 50 new launch vehicles being designed

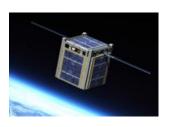


#### **Defense**

- US Defense budget up 19.4%
- Guided Munitions growth rate: 24% from 2018-2019
- Unmanned Aerial Systems (UAS): CAGR 15.5%

### Engineered Solutions: Aerospace & Defense







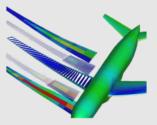
### **Engineered Solutions: Aerospace**

#### **NBT's in Aviation:**

"Lighter, stronger, more efficient"

#### Answer:

Composite wings & fuselages



### The Challenge: Lightning



Each US aircraft is hit with lightning more than once a year. Aluminum allows the energy to travel along the skin and release back to the atmosphere. Composite structures cannot do this nearly as well and the potential exists for arcing close to fuel lines.

### **Our Customer's product:**

Isolating & dissipating tubes installed on the fuel lines and vents that will slowly dispel static charge

### **Need for an NN engineered** solution:

- 3 critical components & I specialty coating.
- Design an assembly process
- 3 suppliers
- Product success criteria:
  - Quality
  - Performance
  - Commercially viable

### **NN** Engineered Solution

**Technology** 

Design

Chain

**Ouality** 



## Aerospace Growth: Small Satellites

#### Why Go Small?

- Cost: production & transport
- 2. LEO is less costly than GEO
- 3. Coverage/Redundancy





	Group	Mass (kg)	
	Large	> 1,000	
	Medium	500 – 1,000	
SmallSat	Mini	100 – 500	
	Micro	10 – 100	
	Nano	1 – 10	
	Pico	0.1-1	
	Femto	< 0.1	

#### Market dynamics and size

- Global space industry: \$350b/yr.,
   74% related to satellites
- \$38b of smallsats launching over the next 10 years,

a 6x increase over last 10



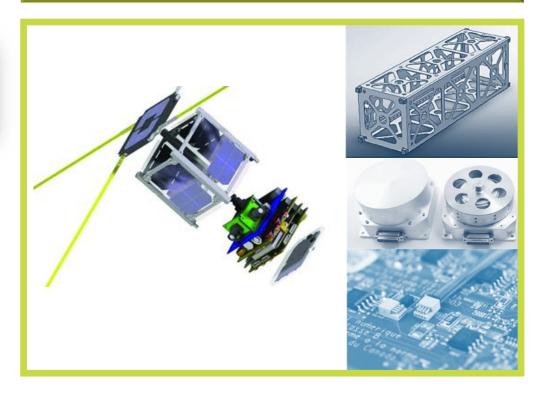
- Life span: I-7 years, constant replenishment of smallsats, launch vehicles, and services
- Launch rates:

2018	2022	2027
190/yr	580/yr	850/yr

 Majors are investing heavy in smallsat: Boeing, Lockheed

#### NN Solutions opportunities

- Structures: formed metal, thermal plastics
- Flight control: reaction wheels, thruster valves
- Power control: sensors, connectors, specialty metals





## **Power Solutions**

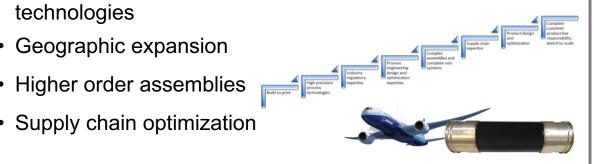
#### Strategic Highlights

- Advantageous end market dynamics support growth
- \$450M top line target
- Extending market participation with additional application segments
- Ability to provide complex assembly solutions
- Differentiated growth strategy

#### **Disciplined Growth Focus** Technology · Higher precision, size capabilities, innovative IP · Complex assembly Enhanced, differentiated \$300 \$250 · Focused markets, expanded applications \$200 5195 Power Management & Aerospace \$150 · Evolving & emerging applications \$100 · Geographic expansion \$50 Higher value added products # Power # Aero/Def # Power # Aero/Dr

#### Engineered Solutions

- Comprehensive technologies
- Geographic expansion
- Supply chain optimization



#### Comprehensive Application Coverage

#### **Power Management**

- Transmission and distribution
- Smart meters
- Sensors
- Switch gears
- Circuit protection

#### Aerospace/Defense

- Commercial aircraft.
- Space vehicles
- Satellites
- UAS's
- Defense vehicles
- Troop gear





## **Mobile Solutions**

Warren Veltman — EVP, Mobile Solutions

## Mobile Solutions – Group Introduction



**Products** - Manufacturer of close tolerance precision metal components and assemblies

- Specializes in single-digit micron tolerances
- More than 2 million parts produced daily

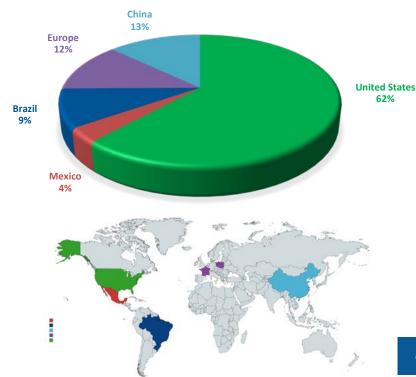
#### Global capability

- Business development teams in all geographies
- 16 manufacturing facilities on 4 continents
- 2,400 employees

**Sales Strategy** - Targeting transportation and general industrial segments through advancing technologies

**Customers** - Partnering with global technology leaders: Bosch, Denso, Delphi, ZF, Magneti Marelli, Cummins, Emerson Copeland

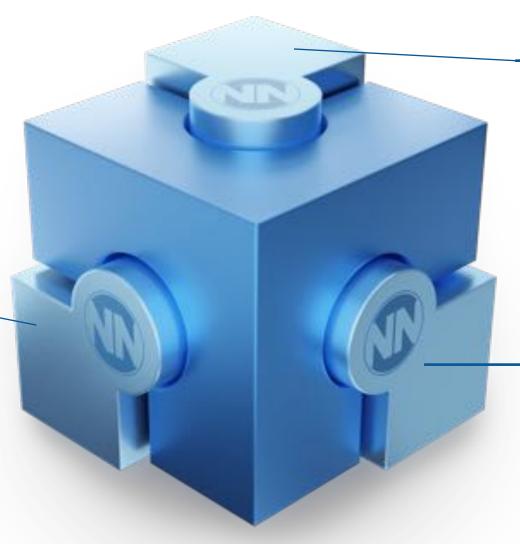
Business Size - ~\$350M, exclusive of China JV



## Mobile Solutions – Strategic Plan at a Glance

## \$500 Million Revenue

- Engineered solutions provider co-design capability
- Disciplined Growth Strategy -Focus on general industrial higher order assemblies and precision components



#### Build a Balanced Business

- HVAC, Off Road vehicles, power generation & high-precision solutions for consumer products
- CAFE Technologies GDI, EPS, multispeed transmissions, electric motor, start/stop
- Global diversification

#### Operating Performance

- NN Operating System world-class process technologies and manufacturing systems
- Superior Quality single digit PPM, with focus on low customer disturbances
- Margin Expansion improvement through product life cycle

## Mobile Solutions at a Glance: Focus Segments

### **CAFE**



HVAC



Market Growth Rate

#### General Industrial

Off Road



Power Generation



**3-5% 5% 3-5% 3-5%** 

- E-Mobility / Autonomous Driving
- Increased power density

- Rising construction activities
- Connected Home Devices

- Continued increase of disposable income
- Rise of the Asian market for ATVs

- Growth in China / India
- Urea Dosing Systems

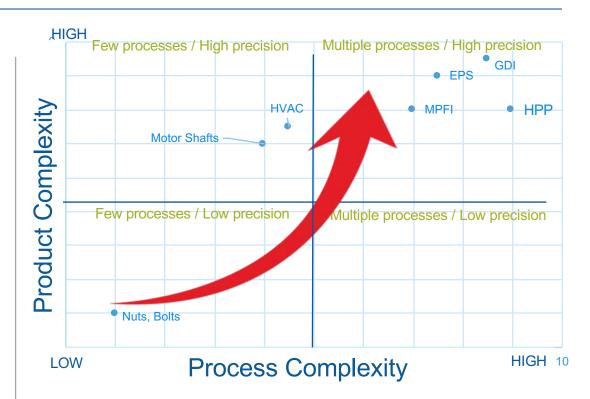
## Value Proposition

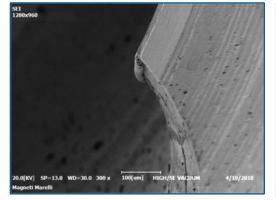
#### **Full Service Scalable Partner**

- Global facilities and products
- World-class process technologies and manufacturing systems
  - In-house tool manufacturing and machine build
- Components to finished subassemblies
- Simplify supply chain and leverage global purchasing power
  - Local for local

#### **Engineered Solution Provider**

- Application specific co-design capability
- Support total product life cycle
- Cross technology partner
- Next generation process and product development







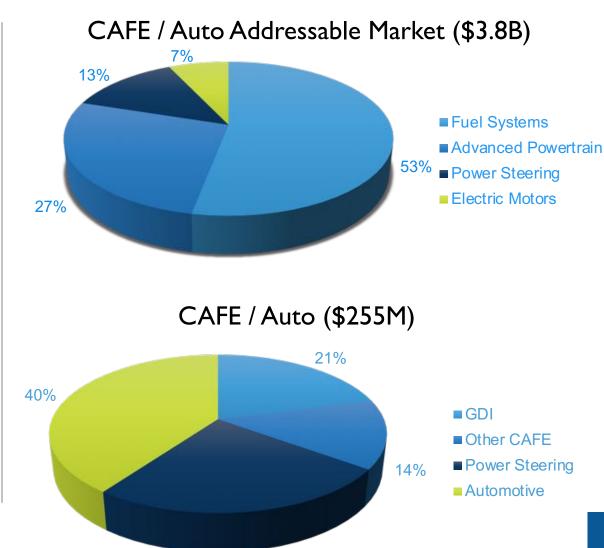


## CAFE TECHNOLOGIES

## End Market Growth – CAFE

#### **Macro Economic Trends**

- Demand for increased power density in the engineered platform driving growth
- Increased Pumping Pressure drives the need for increased precision
  - Carburetor to Multiport Fuel injector to GDI to future 1000 BAR System?
  - Our IP in process becomes more valuable
- E-Mobility
  - Internal Combustion Engine (ICE) will remain primary propulsion option over next decade.
  - China market is leader for Electric Vehicles
- Autonomous Driving and increased connectivity
- Oil & gas prices forecast for relative stability thru 2020



## Growth Above Market – CAFE Execution Strategy

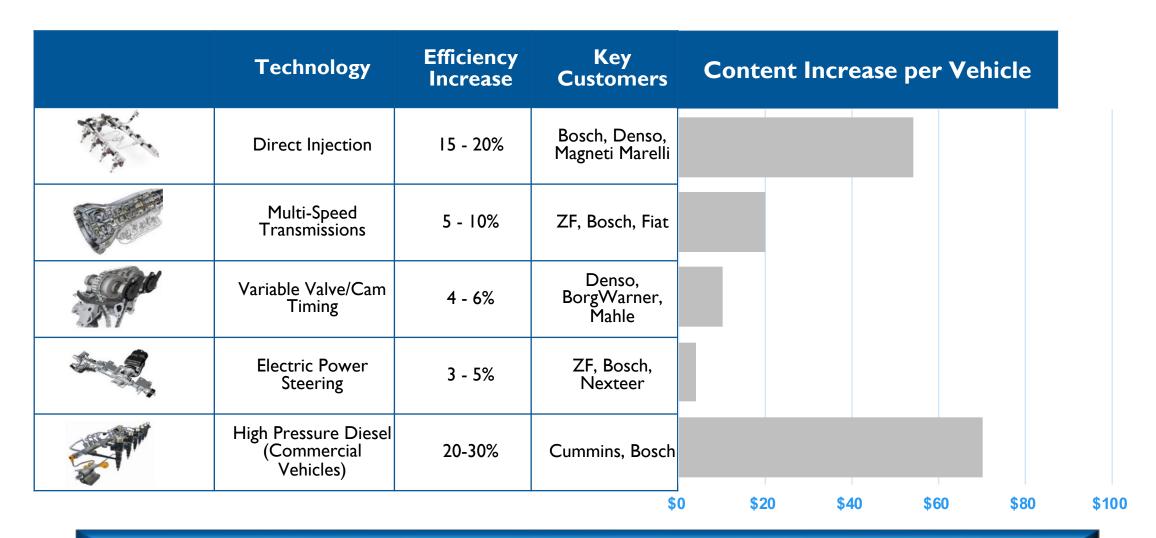
#### **Execution Priority:**

- **I. Engineering**: Leverage engineering capability
  - Co-design capabilities / Value Analysis Value Engineering (VAVE)
  - High volume manufacturing expertise to < I micron.</li>
  - World class cleaning, measurement, and metallurgy
- 2. Commercial Excellence: Leverage relationships with market leading customers
  - Fuel Systems Bosch, Delphi, Denso, and Magneti Marelli
  - Power Steering ZF, BHSS, Nexteer, and JTEKT

#### 3. Operational Excellence:

- Global centers of expertise
- YOY price reductions while improving operating margins
- 4. Portfolio: Strong CAFE product portfolio positions Mobile Solutions as an industry leader
  - Fuel Systems Supplier on most current high pressure systems. Products include: Injector components, pump components, and assemblies
  - Power Steering Worms, Pinions, Input Shafts, Output Shafts,

## CAFE – Content per Vehicle





## GENERAL INDUSTRIAL

## End Market Growth - General Industrial

#### **Macro Economic Trends**

### **Strong Economic Indicators**

 Industrial Production Index – 2.6% average growth (2019-21)

### **Housing Starts**

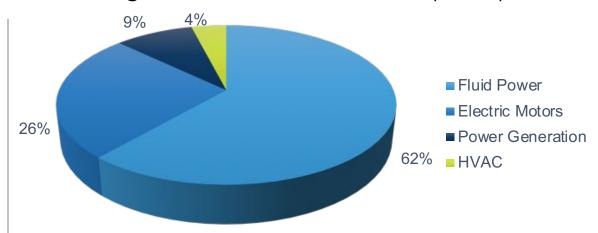
- Predicted growth of 2.0% and 2.7% for 2019 and 2020, respectively.
- Mortgage rates increasing
- Low housing inventory

## Power Generation upgrades and expansion

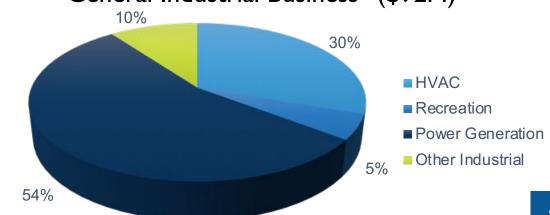
5-7% for equipment spend

## **Outsourcing and Reshoring Trends**

#### Targeted Addressable Markets (\$6.2B)



#### General Industrial Business\* (\$92M)



## Growth Above Market – Industrial Execution Strategy

#### **Execution Priority:**

#### I. Commercial Excellence:

- Dedicated sales & business development resources focused on General Industrial
- Leverage global partnerships with diversified customers Nidec, Cummins, Emerson
- Partner on reshoring opportunities and commercial vehicle expansion opportunities in China / India

#### 2. Engineering:

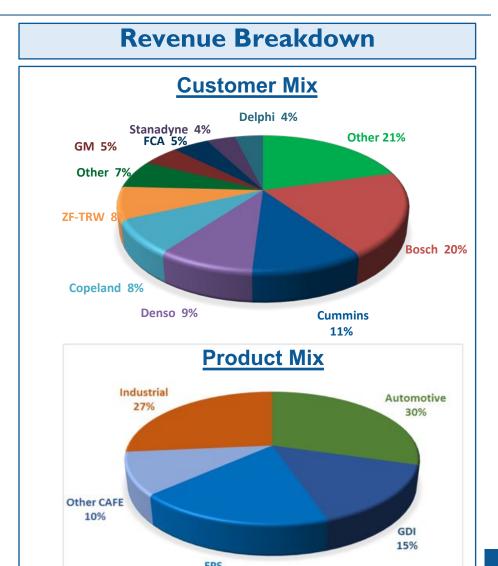
 Demonstrate technical advantage over fragmented supply base which tends to be smaller in size, and less technologically sophisticated (older equipment)

#### 3. Operational Excellence:

- Protected processes to manufacture component "families" more cost efficiently
- Expand current product offerings in focus markets where we have current capacity and capability
- 4. **Portfolio:** Leverage current product portfolio and machining technology to supply to diversified end markets
  - HVAC shafts, assemblies
  - Power Generation High pressure pumps, urea dosing
  - Fluid Power Poppets, Sleeves, Spools
  - Steering systems

## Mobile Solutions Positioned for Growth

- Technology leader
- Best in class manufacturing systems
- Global platform
- Valued supplier to global customer base
- Recent capital investments provide "refresh" for EOP programs
- Diversification of sales by geography, customer and end product application





## Finance

Tom Burwell — SVP & Chief Financial Officer

## Strategic Plan at a Glance

# ON GLIDE PATH \$1 Billion Revenue

- Organic Growth
- Portfolio Management
- Disciplined Acquisition Strategy

## COMPLETE

#### Build a Diversified Business

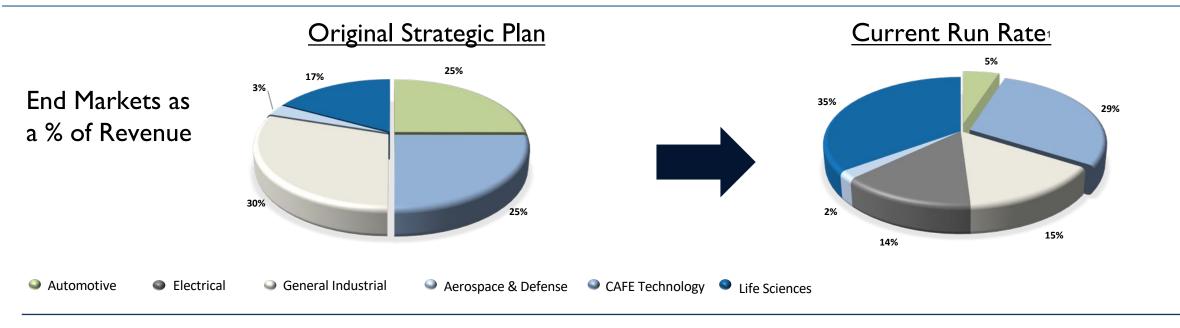
- Market Segments
- Counter Cyclical Mix
- Comprehensive Geographic Footprint

# ACHIEVING PLAN

#### Operating Performance

- Margin Expansion
- Improved ROIC
- EPS Growth

## Evolution of Strategic Plan



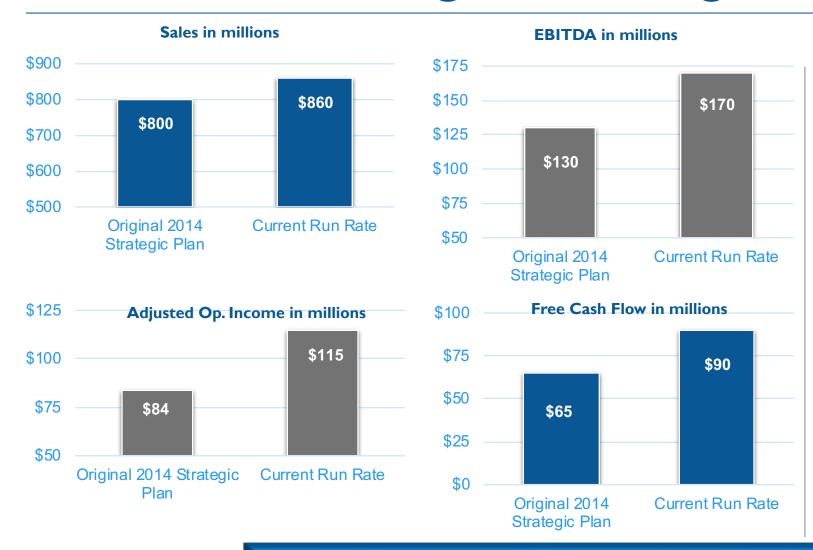
- Achieved transformative end market mix in accordance with Original Plan
- Achieved counter cyclical balance
- New end market mix and performance positions us in the center of our new peer set
- Enhanced de-levering
  - Equity raise
  - Enhanced cash generation
  - Improved capital intensity
  - Future growth

## Strategic Growth and Operating Performance

**Enterprise Value** Adj. Operating Income Expansion 330% 225% 300% Adj. Net Income Expansion 270% Adj. EBITDA Expansion 225% Free Cash Flow Expansion 70% **ROIC Expansion** 130% Sales Growth

2013-2018

## Status of the Original Strategic Plan



- All numbers proforma full year run rates<sup>1</sup>
- Exceed the original strategic Plan by
  - ~8% in sales
  - ~30% in EBITDA
  - ~35% in Adjusted Op Income
- Current business mix provides foundation for strong organic growth
- Achieve \$1 billion in sales 12-18 months

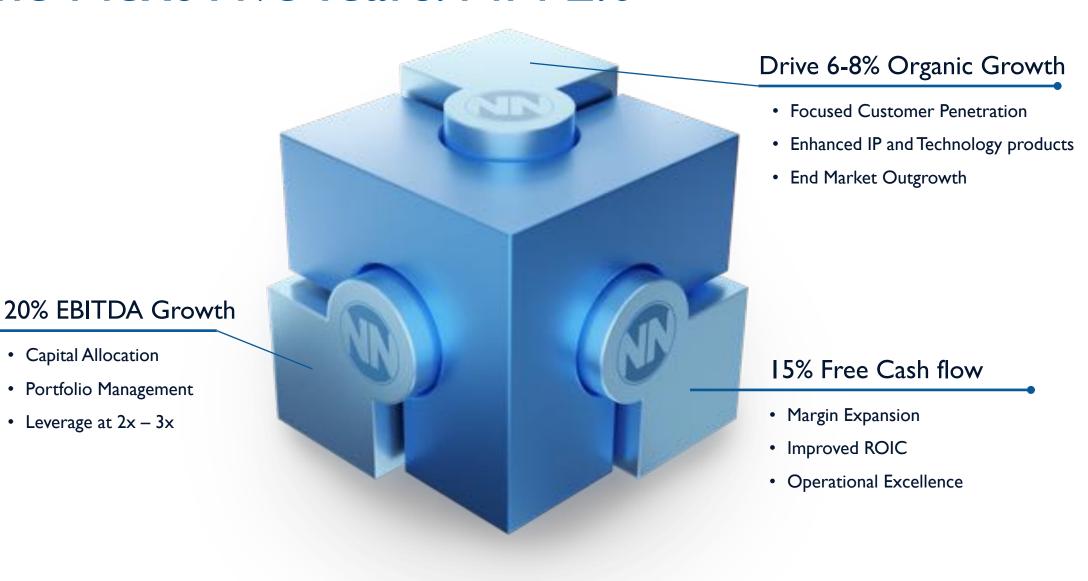
On a glide path to \$1 billion in revenue

## The Next Five Years: NN 2.0

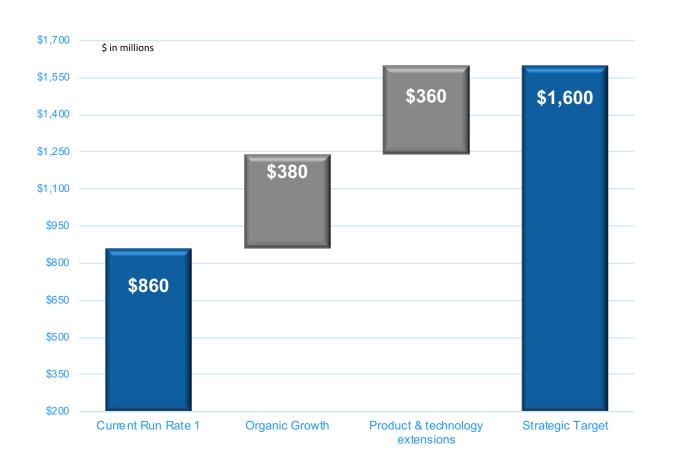
Capital Allocation

• Portfolio Management

• Leverage at 2x - 3x



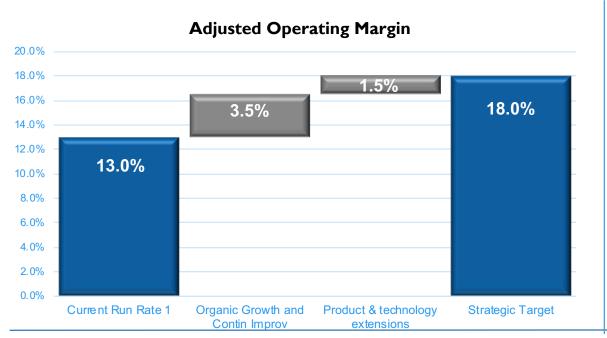
## Sales Growth

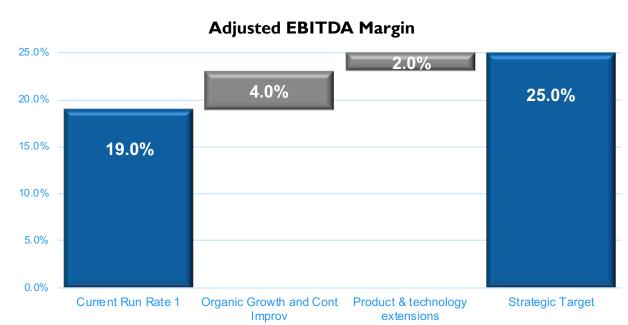


- All numbers proforma full year run rates
- Product and technology extensions funded from free cash flow
- Total sales grow at 13% CAGR
- Organic growth rate high-mid single digits

Leverage will remain in targeted 2x to 3x range

## Adjusted Operating and Adjusted EBITDA Margins

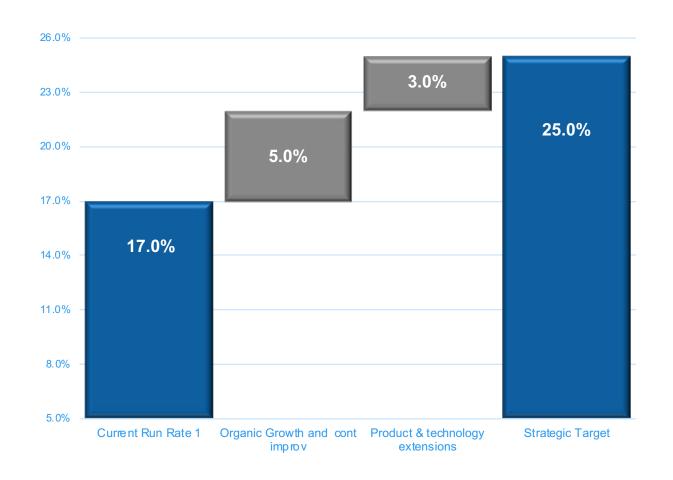




- Appropriate flex productivity on organic growth
- Product and technology extensions provide additional expansion opportunities
- NN Operating System continues to lift the enterprise
- Expanding EBITDA provides the cash flow to
  - De-lever early in the strategic period
  - Invest in new products and technologies while maintaining targeted leverage

500 to 600 bps expansion from first strategic plan

## Return on Invested Capital (ROIC)



- Fastest growing end markets are less capital intensive and more profitable
- Improved operating and capital efficiency achieved though NN Operating System
- Better return on capital employed leads to higher margins and increased cash flow

Increased target by 800 bps from first strategic plan

## Capital Structure Going Forward

#### Strategic goal ~2x-~3x levered

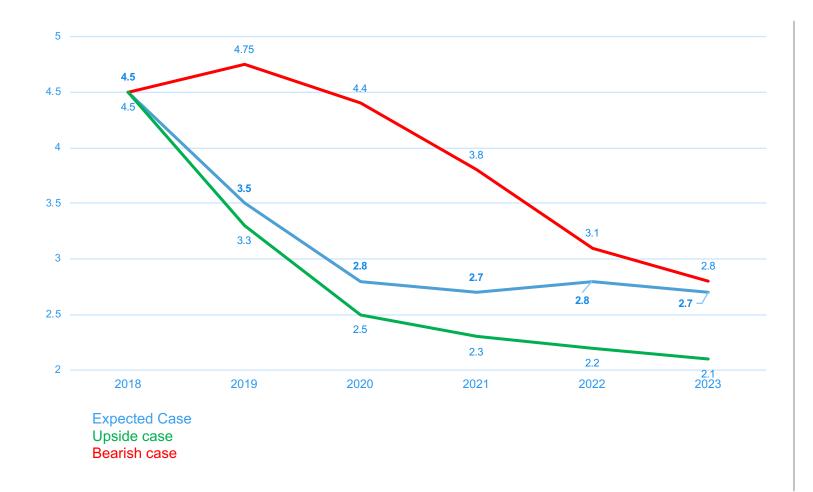
- 2x to 3x forward looking EBITDA in long term patient capital
- Growth initiatives funded through free cash flow
- Strategically managing terming of debt

#### **Power of Free Cash Flow**

- Significant free cash flow allows us to de-lever quickly while investing in growth
- Target 2-3x leveraged achieved and held during strategic period
- Free cash flow ~15% of sales in strategic period

Continuous proactive management of our capital structure

## Leverage



- Leverage exiting each year
- Strategic target between 2x and 3x levered
- Bearish case assumes 15% sales reduction in 2019 followed by multi-year recovery

## Guidance

- Now have stable portfolio that will drive appropriate comparables
  - Annual Enterprise Guidance Metrics
    - Sales
    - EBITDA
    - Adjusted Operating Margin
    - Adjusted Free Cash Flow performance
    - Earnings Per Share
  - Quarterly Enterprise Guidance Metrics
    - Sales
    - EBITDA
    - Adjusted Free Cash Flow performance
- Definition of Adjusted Free Cash Flow performance
  - Cash flow from operations less maintenance capex as a % of sales



## A New Brand Identity

Paul Taylor — VP, Marketing & Investor Relations

## Case for Change...

- We have been defined by our past
  - Roller Elements Manufacturer
  - Cyclical Market Segment Auto
  - GDP growth
- We have completed our business transformation
- We have entered a new chapter in our story...

## A New Name & Brand for NN will...

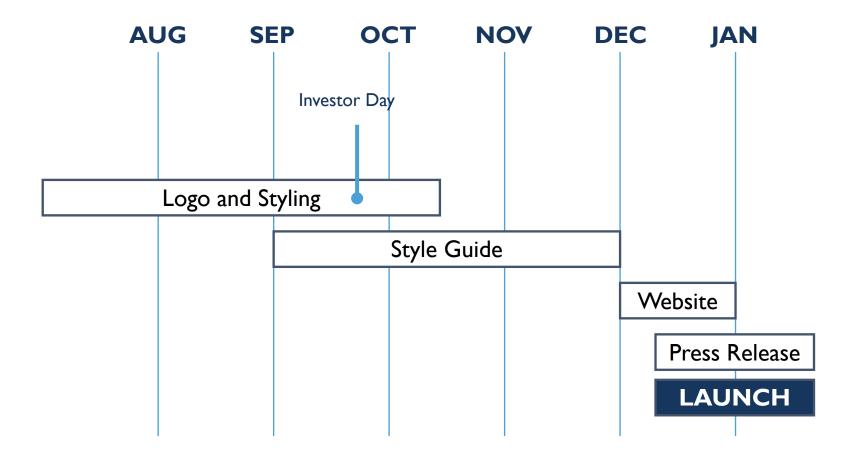
### Reflect our evolution into a diversified industrial

- Focus on new end market segments
- Deliver precision engineered solutions to our customers
- Unify our new organizational segments
- Demonstrate our continuous drive to being an innovation leader





## Paragon Global Solutions, Inc.



Ticker:

PGS (Reserved)

Website:

www.paragonglobalsolution.com

Go Live:

Early Q1 2019



# Summary & Closing Remarks

Rich Holder — President & Chief Executive Officer

## Strategic Plan at a Glance

# ON GLIDE PATH \$1 Billion Revenue

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#### Build a Diversified Business

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# ACHIEVING PLAN

#### **Operating Performance**

- Margin Expansion
- Improved ROIC
- EPS Growth

## Our Future as a Diversified Industrial



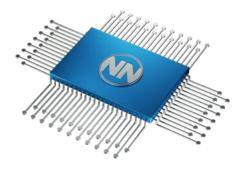


- Continuous improvement
- Customer focused
- Engineered solutions
- Disciplined execution



#### **Portfolio**

- Balanced across economic cycles
- Strategically repositioned portfolio
- Building end markets& geographic balance



#### **Technology**

- Grow intellectual property
- Trade secrets
- Enhanced R&D



### **Agility**

- Common methodology & processes
- Multiple manufacturing model
- Life cycle support

## The Next Five Years: NN 2.0

Capital Allocation

• Portfolio Management

• Leverage at 2x - 3x

