

## **Investor Presentation**

March 23, 2015

Inspired by inovation

## Forward-Looking Statement & Disclaimer

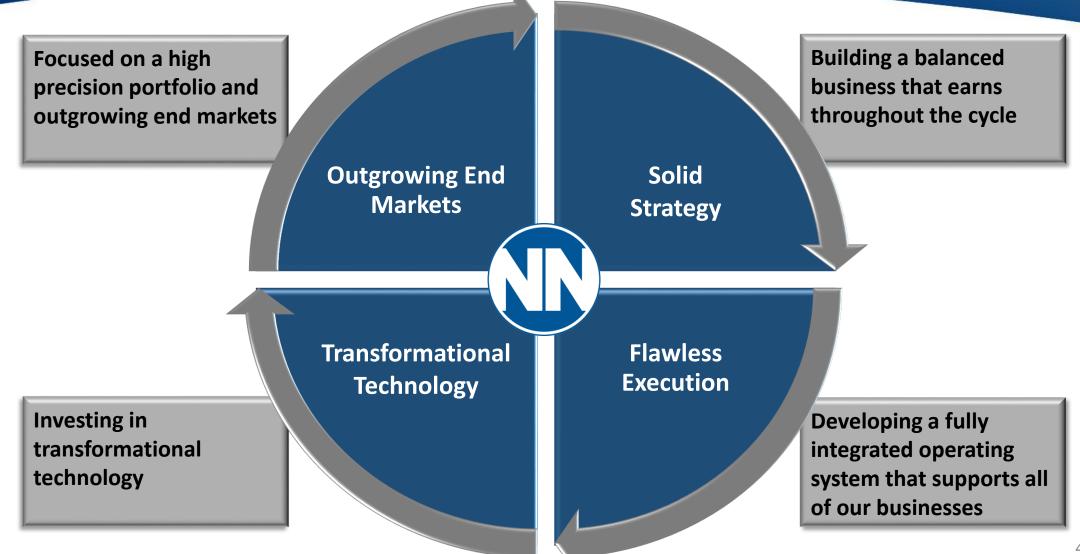
Forward Looking Statement: With the exception of the historical information contained in this presentation, the matters described herein contain forward-looking statements that are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve a number of risks and uncertainties that may cause actual results to be materially different from such forward-looking statements. Such factors include, among others, general economic conditions and economic conditions in the industrial sector, competitive influences, risks that current customers will commence or increase captive production, risks of capacity underutilization, quality issues, availability of raw materials, currency and other risks associated with international trade, the Company's dependence on certain major customers, and other risk factors and cautionary statements listed from time to time in the Company's periodic reports filed with the Securities and Exchange Commission, including, but not limited to, the Company's Annual Report on 10-K for the fiscal year ended December 31, 2013.

Disclaimer: NN disclaims any obligation to update any such factors or to publicly announce the result of any revisions to any of the forward-looking statements included herein or therein to reflect future events or developments.

This presentation includes certain non-GAAP measures as defined by SEC rules. A reconciliation of those measures to the most directly comparable GAAP equivalent is provided at the end of this presentation.









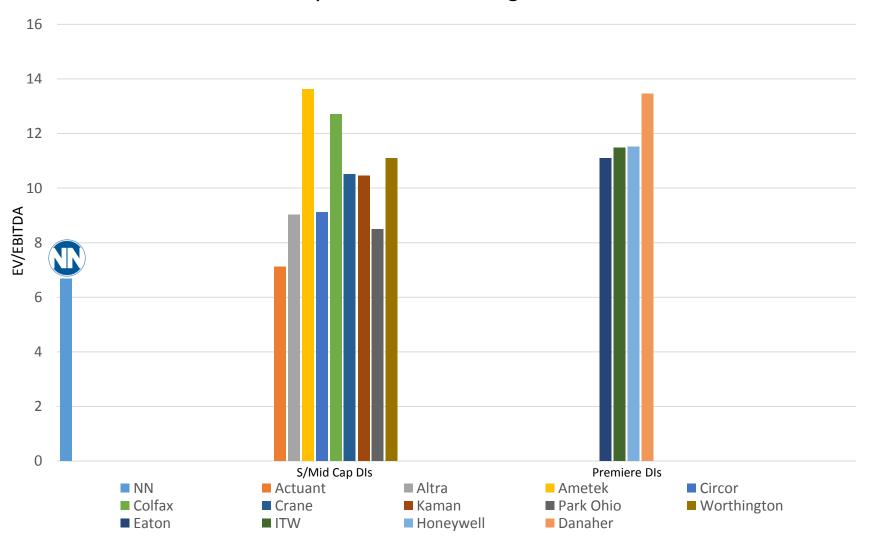
We have made significant progress against other DIs...

Metric	Rank among compa	Δ Rank		
ivietric	2012 - 13	2013 - 14	Δησιικ	
Sales Growth	8	1	+7	
Adjusted Operating Margin	8	5	+3	
Return on Equity	8	5	+3	
Total Return	10	1	+9	
P/E Ratio	5	6	-1	

...but we remain undervalued to our peers



#### 1 year into the Strategic Period





# Company Overview



#### **History & Today**

- 2015 revenue guidance revised to \$670M \$690M solely due to FX translation
- Global reach, local depth
- Top 3 globally in both bearing components, and precision metal components
- 25 manufacturing facilities with operations in 10 countries
- 4,200 employees
- Three R&D Centers around the globe
- Supplying to diversified end markets in over 30 countries



1980
NN founded in Erwin, TN



1999

Industrial

Molding

Corporation



2000

Euroball



2001

**Delta Rubber** 

Company



2003

Veenendaal



2005

**SNR Ball** 

Assets



2006

Whirlaway

Corporation



V-S

Industries

2014...



**RFK** 



Chelsea

Grindina

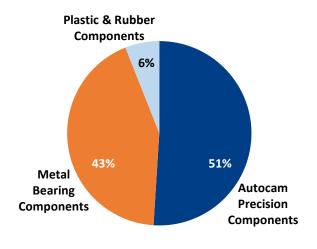


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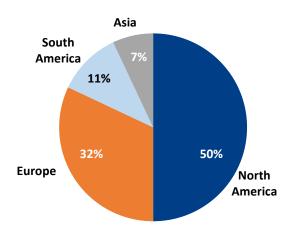
# Foundation for Growth

- Five new Board appointments since 2012
- New President & CEO in 2013, key management retained
- Developed Treasury, FP&A, Supply Chain, Shared Services and IT group infrastructure
- Design of the NN Operating System
- Enhanced management bandwidth with acquisitions

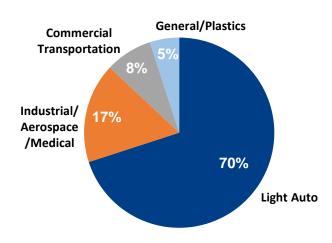
#### **Product Mix**



#### **Geography**



#### **End Markets**



























































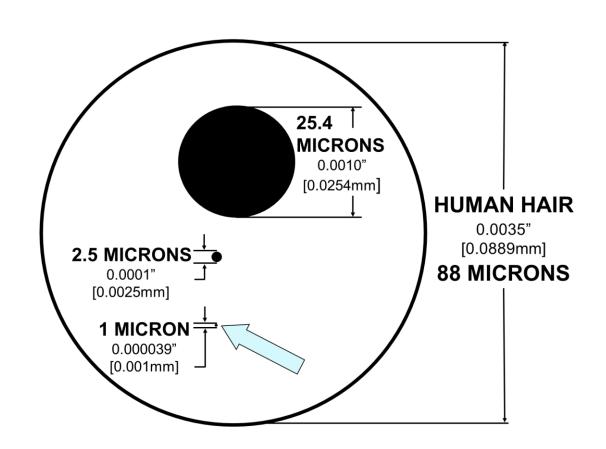


# **Value Proposition**

- Ability to manufacture precision products with ultra tight tolerances in high volume
- Total product life cycle
- Established global footprint
- Highly specialized skill and engineering in bearing components and precision machining
- Significant proprietary knowledge and trade secrets

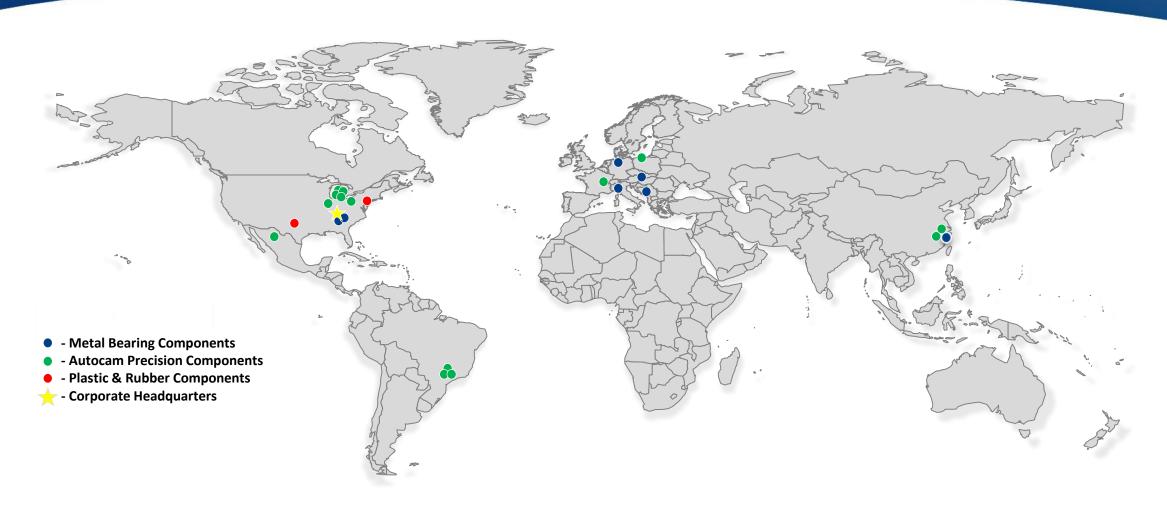
# **In** Differentiation

- High precision manufacturing
- Operating tolerances of <1 micron</li>
- Specialty machine building and in-house tooling leading to significant competitive advantages – trade secrets
- Application specific customer design
- Repeatable high volume global manufacturing in millions of parts per day
- Zero defect process design, extendable to additional industry platforms





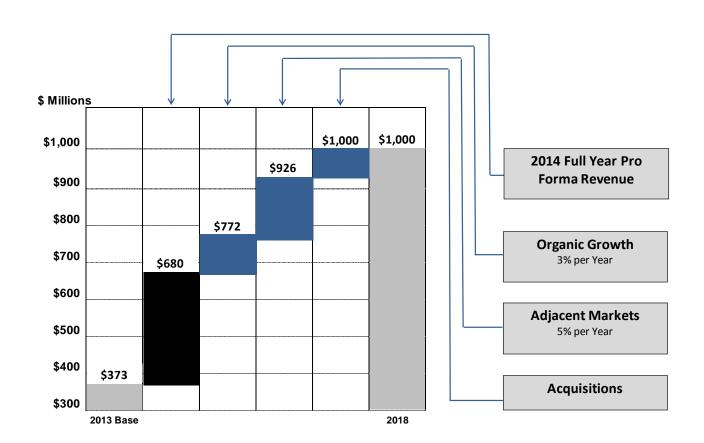
## **Global Footprint**





# Moving Forward

# N Road to \$1 Billion



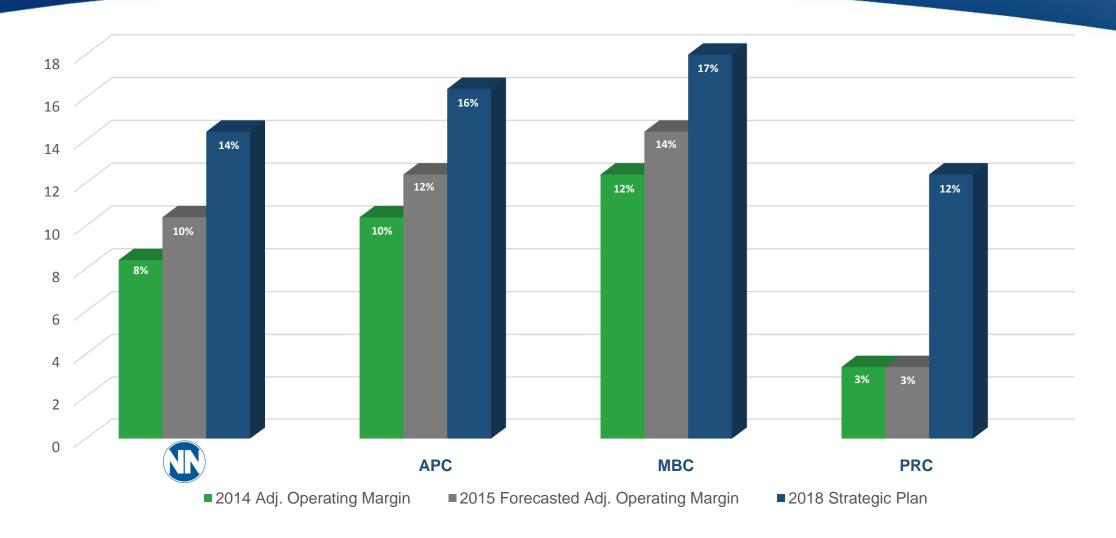
## Outpace the Market with Expanded Focus and Investment

#### \$1+ billion in revenue

- ~\$75 million planned acquisitions
- ~\$245 million from organic and adjacent market growth based
- Enhanced R&D and market presence

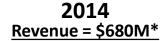


## **Expanding Operating Margins**





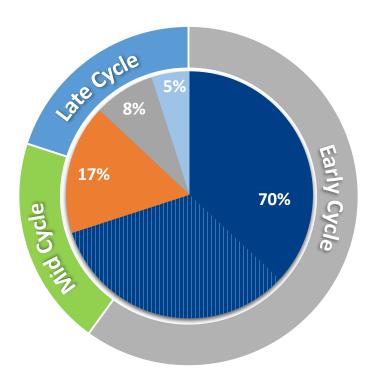
#### **Today & Future Vision – End Markets**

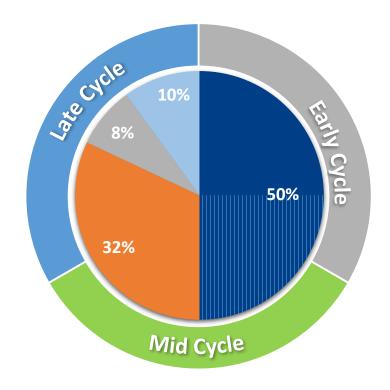






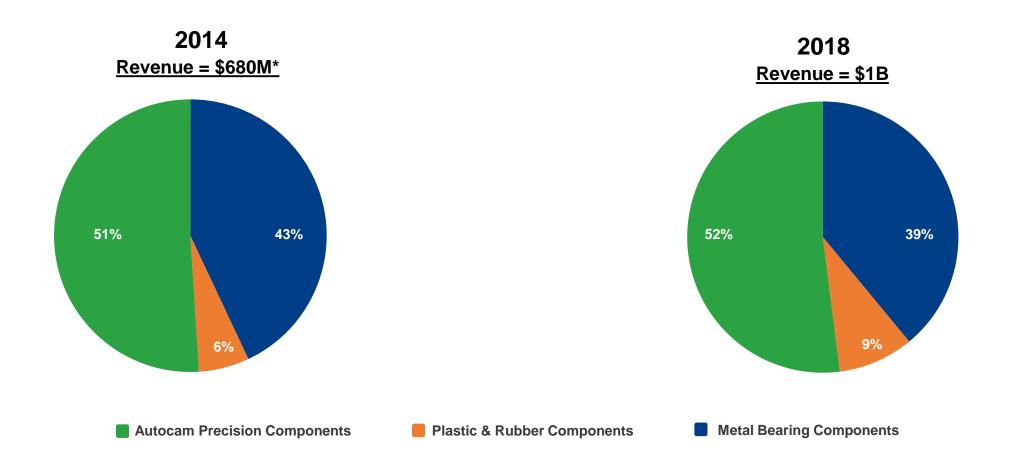
- Light Auto CAFE Related
  Technologies
- Industrial/Aerospace/Medical
- Commercial Transportation
- General/Plastics





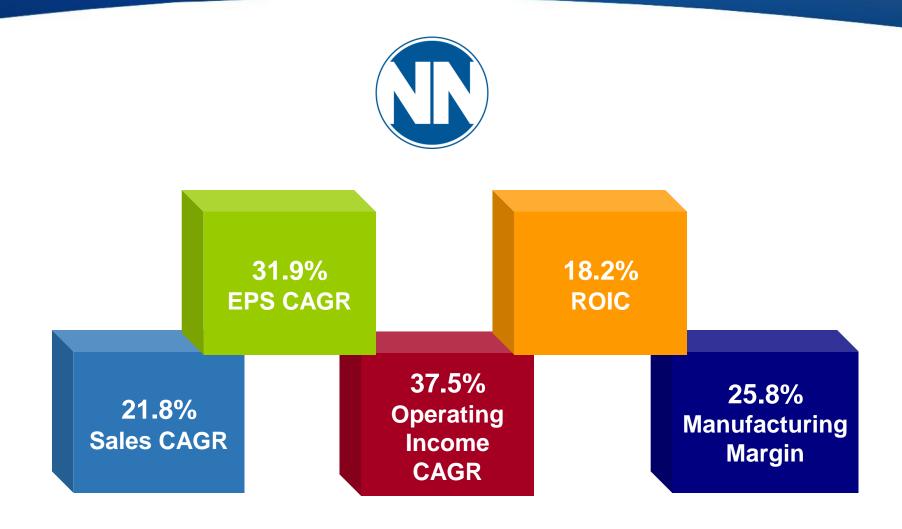


#### Today & Future Vision – Segment Mix





## Strategic Building Blocks 2018



# Financial Strategy / Policy

- Build upon a strong, global operating platform while maintaining financial strength and flexibility
- Financial policy:
  - Maintain healthy leverage over business cycles and strategic growth period: Debt to EBITDA 2.0x 3.0x, < 4.0x at peak
  - Cash flow priorities:
    - 1) Debt repayment to achieve target leverage
    - 2) Capex to achieve operational excellence and growth
    - 3) Stable common dividends to shareholders (< 20% free cash flow)
    - 4) Strategic acquisitions financed by debt and equity issuance to maintain leverage target
- · Generate above-market-average revenue growth and capture market share in key areas of new technology over Strategic Plan period
  - Improve market mix by decreasing auto exposure from 70% to 50%
  - Increase industrial /aerospace/medical offerings in existing product lines
- Expand segment gross and operating margins (optimize mix, operational improvement, cost reductions)
- Continue to invest in R&D
- Continue to pursue selective strategic acquisitions to diversify end markets and expand global reach, within leverage targets

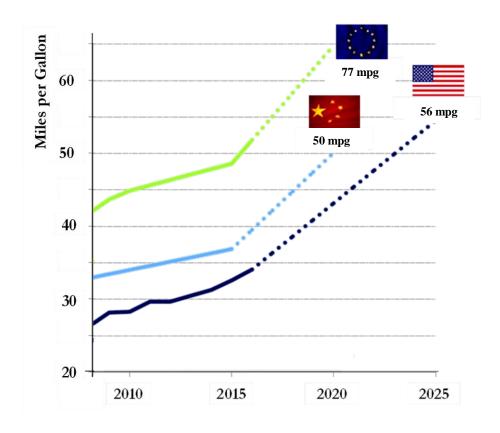






#### **Macro Trend: CAFE Standards**

#### **Global Fuel Efficiency Standards**



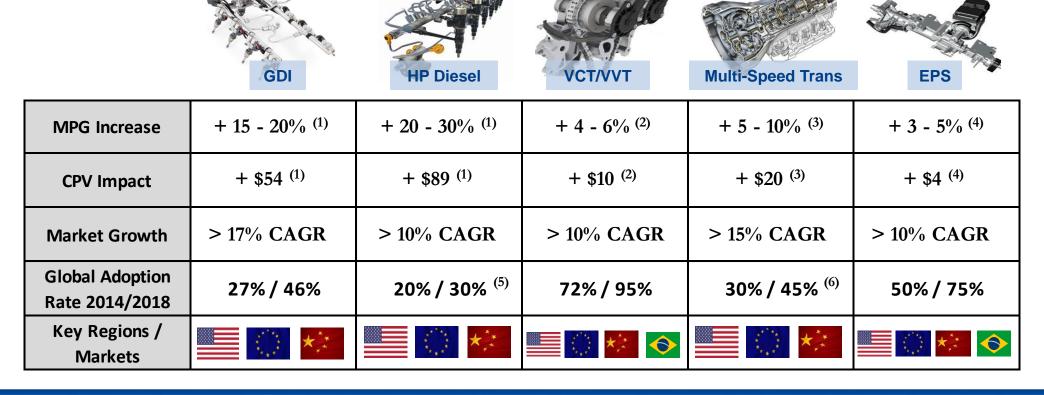
- U.S. fuel efficiency requirements increase from 35 MPG in 2014 to 56 MPG in 2025
   → 60% higher
- The EU's 2020 requirement of 77 MPG is ~40% higher than the U.S. same-year requirement
- China and Japan will both require fuel efficiency to reach 50 MPG or above by 2020
- Rapidly increasing standards are driving OEMs to accelerate new technology development

Technology	Increase in Fuel Efficiency
Direct fuel Injection / High Pressure Diesel	15-30%
Multi-Speed Transmissions (6-9 gears)	5-10%
Variable Valve Timing / Variable Cam Timing	4-6%
Electric Power Steering	1 mpg

Source: ICCT



#### Target Segments: Fuel Saving Technologies



- Technologies needed on a global scale to meet fuel economy regulations
  - Conversion/implementation rates will outpace market growth
    - All of these technologies require numerous high precision metal components

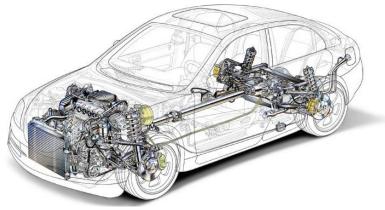


#### Target Segments: Fuel Saving Technologies

#### MPFI V6

# 2017 Kantil Hallery Russiancy St.

#### GDI V6



#### **Precision Turned Part content:**

6 injectors

\$6.00 per vehicle

#### **Precision Turned Part content:**

- 6 Injectors
- 1 High pressure fuel pump
- 2 High pressure fittings \$60 per vehicle
- Technology requires more precision, tighter tolerances
- GDI will have a VERY long life: 10-15+ years (MPFI lived for 30+ years)









#### **Product Segments, Markets & Customers**

	Consumer Tools	HVAC	Rec/ATV	Industrial Motors	Aerospace	Fluid Power
Addressable Market (2014)	\$2 billion	\$3 billion	\$200 million	\$3 billion	\$10+ billion	\$5+ billion
Market Growth			1	-		-
Technologies Driving Growth	Longer battery life, Lighter weight	Compressor modulation	EPS (Steering) ABS	High efficiency motors	Weight reduction	Higher pressure, greater control
Customers	BOSCH  BLACK& DECKER.	COPEIANO® brand products TRANE®	MANDO Corporation	REGAL in sink erator	HAECO	Danfoss FAT ○ N ■ BorgWarner







#### **MBC High Growth Product Segments**







**Tapered Rollers** 



**Other Rollers** 



Cages



**Sheet Metal Parts** 

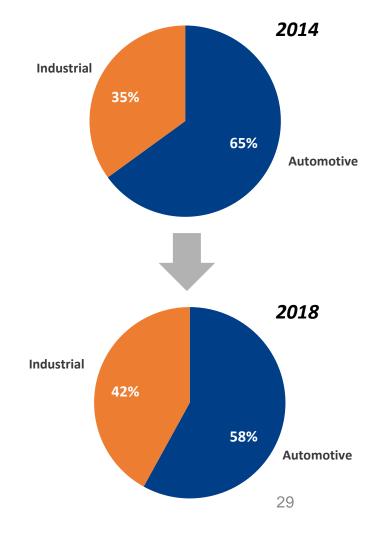
Competitive Profile	etitive Profile Primarily outsourced		Primarily insourced	Mixed and fragmented	Mixed and fragmented
Primary Markets	rimary Markets  Automotive, electrical aero and industrial		Industrial and some automotive	General industrial	Diversified end market
Market Growth	Automotive growth in developing markets	Developing trend towards outsourcing	Industrial investment and aftermarket demand	Follows the roller markets	Niche market within automotive
Key Regions/Markets		**	**	<b>★</b>	**

- Growth in developing markets will drive end market expansion
  - Expansion of content into broader industrial markets
    - Outsourcing will create significant opportunities

# **Expansion Segments**

#### **Product Segments, Markets and Customers**

	Automotive	Aerospace	Railway	Linear Systems	Fluid Power
Addressable Market (2014)	\$1 billion	\$250 million	\$125 million	\$100 million	\$100 million
Market Growth					
<b>Growth Drivers</b>	Penetration in developing markets	Build rate on commercial aircraft	Increased utilization of rail	Expanding industrial automation	Manufacturing investment
Customers	NTN TIMKEN	BARDEN Aerospace and Super Precision	TIMKEN  BRENCO®	SCHAEFFLER SCHNEEBERGER UNEAR TECHNOLOGY HIWIN.	Danfots  EAT • N  BorgWarner





## 2014 Results

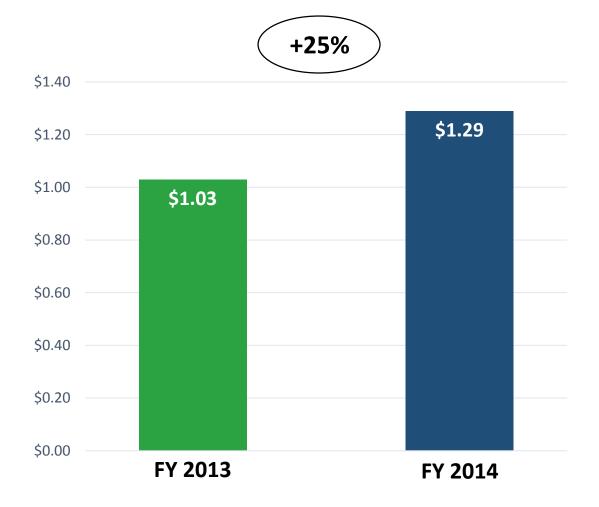


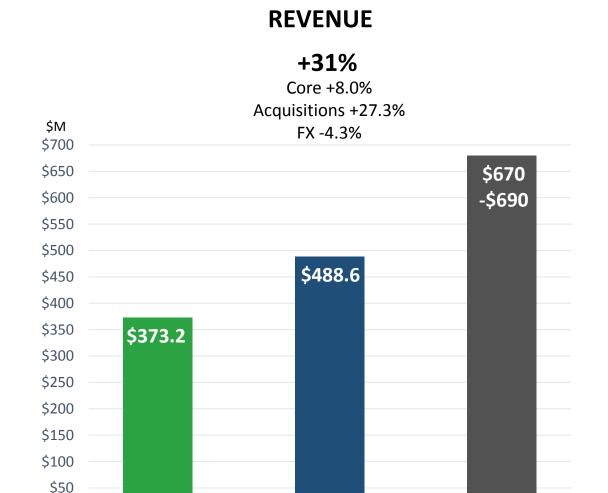
#### **Full Year 2014 Performance Summary**

\$0

**FY 2013** 

#### ADJUSTED DILUTED NET EARNINGS PER SHARE





**FY 2014** 

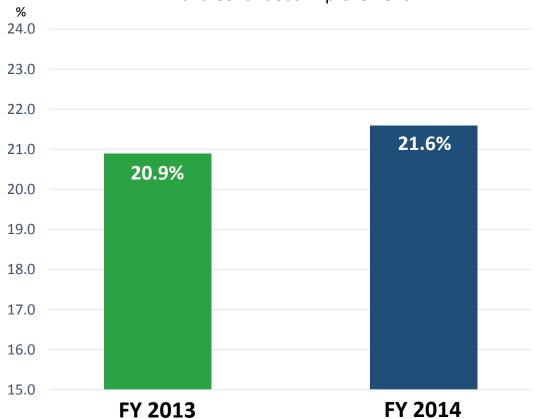
2015 Forecast



#### Full Year 2014 Performance Summary

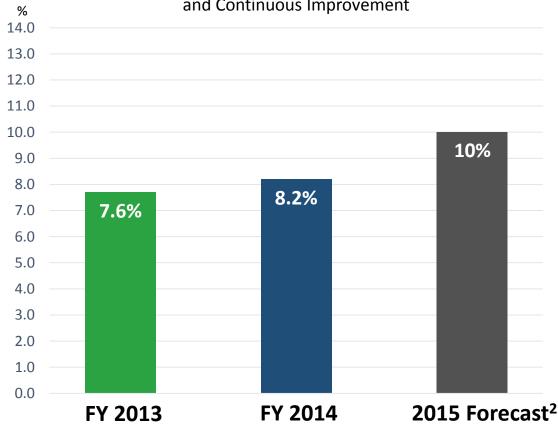
## Adjusted Manufacturing Margin<sup>1</sup> +70bps

Margin Expansion Through Improving Business Mix, Synergies and Continuous Improvement



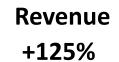
# Adjusted Operating Margin +60bps

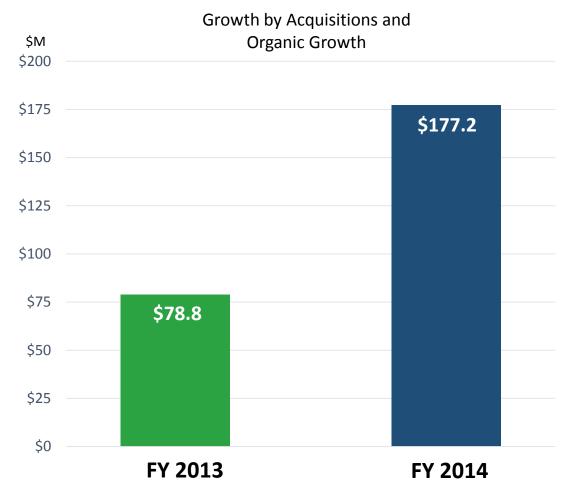
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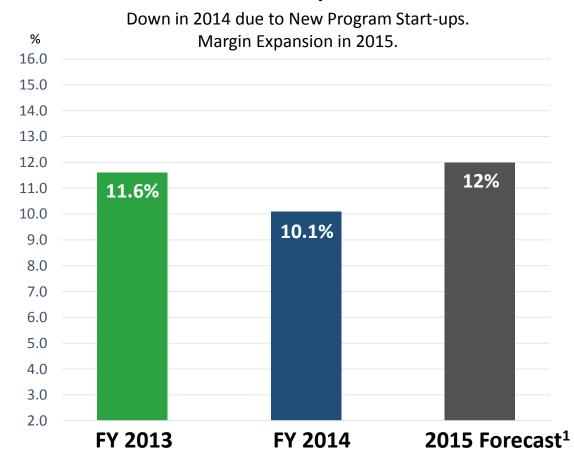


#### Full Year 2014 – APC Group





# Adjusted Operating Margin -150bps

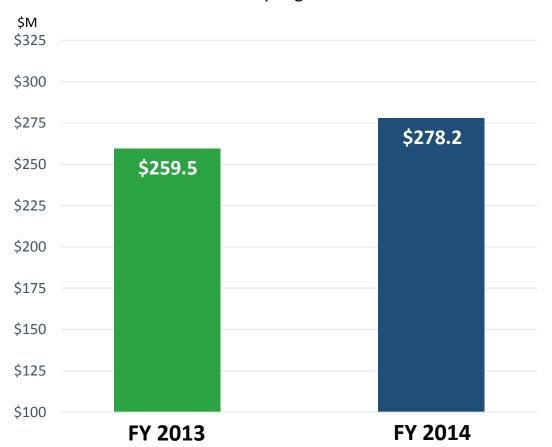


#### Full Year 2014 – MBC Group

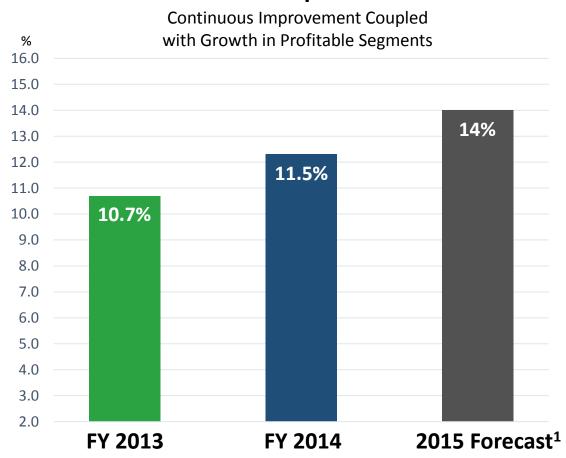
#### Revenue

+7%

Driven by Organic Growth



# Adjusted Operating Margin +80bps





Adjusted Operating Margin

## Non-GAAP to GAAP Reconciliations

	<u>2014</u>	<u>2013</u>		<u>2014</u>	<u>2013</u>
Net Income	8,217	17,178	Net sales	488,601	373,206
Acquisition and integration costs in Cost of products sold	2,063		Cost of products sold (exclusive of depreciation and amortization shown separately below)	384,889	295,136
Acquisition related costs excluded from selling, general and administrative	9,248		Manufacturing Margin	103,712	78,070
Acquisition and integration costs in interest expense	2,974		Manufacturing Margin %	21.2%	20.9%
Integration costs included in Other expense, net	319		Manufacturing Margin 70	21.2/0	20.570
Taxes benefits from acquisition related costs	-1,277			••••	
Acquisition related costs in share of net income (loss) from joint venture	226			<u>2014</u>	<u>2013</u>
After-tax foreign exchange gain on inter-company loans	1,197	84	Net sales	488,601	373,206
After tax restructuring and impairment charges	577	482	Cost of products sold (exclusive of depreciation and amortization shown separately below)	384,889	295,136
Adjusted Net Income	\$23,544	\$17,744	Manufacturing Margin	103,712	78,070
			Acquisition and integration costs included in cost of products sold	2,063	0
Weighted average diluted shares outstanding	18,253	17,260	Adjusted Manufacturing Margin	105,775	78,070
ADJUSTED DILUTED NET EARNINGS PER SHARE	\$ 1.29 \$	1.03	Adjusted Manufacturing Margin %	21.6%	20.9%
			APC GROUP	<u>2014</u>	<u>2013</u>
Income from operations	27,687 2	7,827	APC GROUP	2014	2013
Income from operations Net sales	27,6872 \$488,601	7,827 373,206	APC GROUP  Net sales	<b>2014</b> 177,224	<b>2013</b> 78,756
•	,	•			
Net sales	\$488,601	373,206	Net sales Income from Operations	177,224 15,732	78,756 9,112
Net sales	\$488,601	373,206	Net sales	177,224	 78,756
Net sales	\$488,601 5.7%	373,206 7.5%	Net sales Income from Operations Operating Margin	177,224 15,732 8.9%	78,756 9,112 11.6%
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8.2%

7.6%

## Non-GAAP to GAAP Reconciliations

MBC GROUP	<u>2014</u>	<u>2013</u>
Net sales	278,026	259,459
Income from Operations	31,872	27,380
Operating Margin	11.5%	10.6%
Net sales	278,026	259,459
Income from Operations	31,872	27,380
Acquisition and integration costs in Cost of products sold	0	0
Acquisition related costs excluded from selling, general and administrative	0	0
Restructuring charges	0	316
Adjusted Income from Operations	31,872	27,696
Adjusted Operating Margin	11.5%	10.7%



## **Investor Presentation**

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Inspired by inovation