# SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

#### FORM 8-K

Current Report Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported: November 5, 2018

#### TWIN DISC, INCORPORATED

(exact name of registrant as specified in its charter)

<u>WISCONSIN</u> (State or other jurisdiction of incorporation) <u>001-7635</u> (Commission File Number) 39-0667110 (IRS Employer Identification No.)

#### 1328 Racine Street

Racine, Wisconsin 53403

(Address of principal executive offices)

Registrant's telephone number, including area code: (262)638-4000

Check the provision	the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following ons:
[]	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[]	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[]	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[]	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
	by check mark weather the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 or Rule 12b-2 of the es Exchange Act of 1934. (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).
	Emerging growth company $\square$
	nerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

#### Item 7.01 Regulation FD Disclosure

The executive officers of Twin Disc intend to present materials at meetings with investors and analysts and at investor conferences on or after November 6, 2018. A copy of the presentation materials to be used at those meetings and from time to time thereafter is filed as Exhibit 99.1 hereto. The presentation materials will also be posted on the Company's website, <a href="https://www.twindisc.com">www.twindisc.com</a> The Company does not intend to file any update of these presentation materials. The fact that these presentation materials are being furnished should not be deemed an admission as to the materiality of any information contained in the materials.

The information included in the presentation includes financial information determined by methods other than in accordance with accounting principles generally accepted in the United States of America ("GAAP"). The Company's management uses these non-GAAP measures in its analysis of the Company's performance. The Company believes that the presentation of certain non-GAAP measures provides useful supplemental information that is essential to a proper understanding of the operating results of the Company's core businesses. These non-GAAP disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies.

The information in this Form 8-K being furnished under Item 7.01 shall not be deemed to be "filed" for the purposes of Section 18 of the Securities and Exchange Act of 1934 (the "Exchange Act"), or otherwise subject to the liabilities of such section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing. The presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the Company's expectations and involve risks and uncertainties that could cause the Company's actual results to differ materially from those set forth in the statements. These risks are discussed in the Company's filings with the Securities and Exchange Commission, including an extensive discussion of these risks in the Company's Annual Report on Form 10-K for the year ended June 30, 2018.

#### Item 9.01 Financial Statements and Exhibits

(c) Exhibits

EXHIBIT NUMBER DESCRIPTION
99.1 Presentation Materials

#### **SIGNATURE**

Pursuant to the requirements of section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: November 5, 2018 Twin Disc, Inc.

/s/JEFFREY S. KNUTSON Jeffrey S. Knutson Vice President-Finance, Chief Financial Officer, Treasurer & Secretary

#### Confidential



# INVESTOR PRESENTATION First Quarter Fiscal 2019

#### SAFE HARBOR STATEMENT

This presentation contains statements that are forward-looking within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. These statements are based on management's current expectations that are based on assumptions that are subject to risks and uncertainties. Actual results may vary because of variations between these assumptions and actual performance. Investors are referred to Twin Disc's fiscal year 2018 Annual Report and Form 10-K, "Management's Discussion and Analysis of Financial Condition and Results of Operations - Forward-Looking Information," which outlines certain risks regarding the Company's forward-looking statements. Copies of the Company's SEC filings may be obtained from the SEC, and are available on Twin Disc's web site (<a href="https://www.twindisc.com">www.twindisc.com</a>), or by request from the Investor Relations department at the Company.

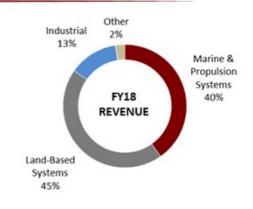


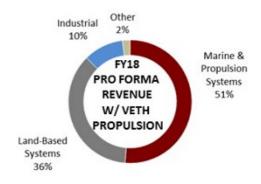


# TWIN DISC OVERVIEW

#### TWIN DISC AT A GLANCE

- Founded in 1918
- Headquartered in Racine, WI
  - ~900 employees (incl. Veth)
- Designer and manufacturer of heavy duty power transmission equipment
- A global company
  - Manufacturing operations in the U.S., Belgium, Netherlands, Italy, Switzerland and Japan (JV)
  - World-wide distributor network
  - Global: 46% of FY18 pro forma sales to international markets
- Diversified product and market portfolio made up of three segments: marine and propulsion systems, landbased systems and industrial products
- Recently completed acquisition of Veth Propulsion, further expanding geography and product offering
  - FY18 pro forma revenue of \$295.7 million
- Q1 FYI9 follow-on offering raised \$32M to strengthen balance sheet and provide capital for further strategic action.





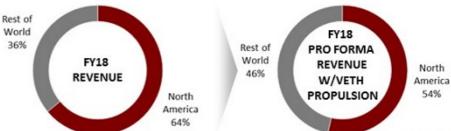
Note: Represents fiscal year ending June 30, 2018.



# **GEOGRAPHIC DIVERSITY**



- North American oil and gas markets driving increase in FY18
- European segment has been relatively stable in recent years
- Asia Pacific sales have experienced strong recovery in FY18



Note: Represents fiscal year ending June 30, 2018.

#### TWIN DISC STRATEGIC PRIORITIES

- Continued growth in land-based transmission business
- Increased focus on controls and system integration rather than individual components
- Integration of Veth Propulsion acquisition
- Development of hybrid technologies for diesel applications
- North American footprint expansion to accommodate volume growth
  - Texas facility for depot & industrial assembly
  - Separate aftermarket facility in SE Wisconsin
- M&A priorities
  - Industrial
  - Marine technology



# MARINE & PROPULSION - WORK BOAT / COMMERCIAL MARINE

# Products - transmissions - propellers - MCD's - controls - E Market

**Dynamics** 

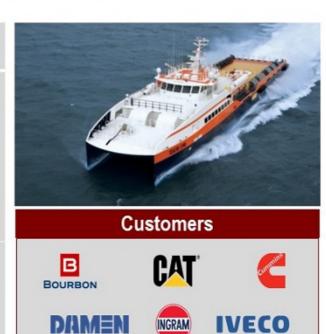
Diesel powered planning & displacement vessels 30' – 250'.





# European market remains stable Because of transits Chicago and a control of the control of

- Recent softness in China economy tempered Asian growth in recent years
- Long term growth in Asia, Latin America and North America expected to continue
- Acquisition of Veth Propulsion expected to provide synergistic growth opportunities





SEACOR

VOLVO

# **MARINE & PROPULSION - PLEASURE CRAFT**

# **Target Markets**

High speed diesel powered planing & displacement yachts 50' – 150'.

#### **Products**

- transmissions
- propellers
- controls
- Arneson surface drives
- EJS
- trim systems
- steering







Propellers







Controls

# Market Dynamics

- Market remains stable but off historic highs, some market share gains recently
- EJS™ introduced and Cat®Three60 available
- Estimated 5+ years before market recovers to pre-recession levels
- Continue to emphasize technological differentiation



# Customers CAT CAT FERRETTIOROUP SHAlleras PALMER JOHNSON SANLORENZO SUNSPEKER VOLVO



# MARINE & PROPULSION - PATROL CRAFT

# **Target Markets**

High speed diesel powered planing & displacement yachts 50' – 150'.

#### **Products**

- transmissions
- propellers
- controls
- Arneson surface drives
- EJS
- trim systems
- steering



# Market Dynamics

- Experienced recent growth as demand for coastal security applications has increased globally
- Expect long term growth to continue
- Demand for high performance and reliability provides competitive advantage.





TWIN DISC.

# RECENT ACQUISITION: VETH PROPULSION OVERVIEW

#### TRANSACTION OVERVIEW & BUSINESS DESCRIPTION

- Acquired Veth Propulsion for €49.7 million; additional consideration of up to €3.3 million payable in Twin Disc common stock if certain earn-out provisions are met
- Financed with existing cash / new debt facility
- Veth Propulsion's expected calendar 2018 net sales are approximately €51 million
- Global manufacturer of highly-engineered main and auxiliary marine propulsion products
- Leader in rudder propellers, bow thrusters, generator sets and engine service and repair
- Strong presence in key European maritime markets with deep and long-standing customer relationships
- Main headquarters located in Papendrecht, Netherlands with a global presence in over 40 countries







L-Drives



Diesel Engines / Generator Sets



Propellers



Veth-Jet



END MARKET BY SHIP TYPE

Other

21%

Workboats /

Tugboats

9%

Sea Going Vessels

13%



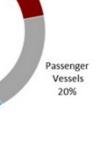


Electronics

2017

Ferries

15%



Inland Marine

22%







#### VETH PROPULSION PRODUCT OVERVIEW

#### Azimuth Thrusters

- Rudder propeller with 360° maneuverability
- Allows for greater flexibility in design of marine engine room
- Mountable without dry-docking





#### **Tunnel Thrusters**

- Customized solutions designed for each vessel structure
- Increase efficiency and minimal cavitation with unique streamlined tailpiece



**Tunnel Thrusters** 

#### Diesel Engines / Generator Sets

- Distributor of diesel engines / generator sets
- Broad product offering
- Full supply, installation, service and repair services
- Product combinations serve multiple applications



Diesel Engines / Generator Sets

#### Electronics / Other

- Operating systems and control panels for Veth Propulsion products certified for maritime sector
- Fully dimmable touchscreen color panels
- Rapid start, motor readings and autopilot systems



Electronics

TWIN DISC.

# STRATEGIC RATIONALE FOR VETH PROPULSION ACQUISITION



# LAND BASED TRANSMISSION PRODUCTS

# **Target Markets**

Diesel powered off-highway and allterrain specialty vehicles 400hp – 3000hp.

#### **Products**



TA90-8501 Fracking Transmission



TA90-7500 Fracking Transmission



TD61-1180 ARFF Transmission

# Market Dynamics

#### Pressure Pumping:

- Decline in global oil prices in 2015 caused drop in demand into FY17
- Started to ship units to Latin America in
- Global markets continue to represent opportunity for above-average growth in the long term
- After an extended pause, initial new unit order received in second quarter of FY17
- Both new unit and aftermarket activity sustained through FY18

#### Airport Rescue and Fire Fighting (ARFF):

- Markets expected to remain stable with potential for modest growth
- Released next generation transmission system for ARFF







# **INDUSTRIAL PRODUCTS**

# **Target Markets**

# Heavy duty industrial disconnect applications.

#### **Products**

- Mechanical & hydraulic clutches
- Reduction gearboxes
- Pump mount drives



HP1200

Power Take-Off SP314



**Pump Drive** 



Clutch

# arives

Market

**Dynamics** 

#### North American Energy Related:

- Impacted by fall of oil prices beginning in FY15
- Demand recovered in FY17 through FY18 as North American oil & gas market recovered
- Twin Disc gained market share during recovery

#### Irrigation & Pumping Applications:

- Powertake-off and industrial gearbox lines drove growth
- Solid reputation for quality, global service and new product development expected to continue to generate growth opportunities in the future
- Several recent product launches expected to drive sales in near term:
  - Leveraging controls technology as a competitive advantage
  - Accelerating activity with new customers and applications











# **GROWTH OVERVIEW**

#### **FY19 GROWTH OUTLOOK**

#### Marine markets are beginning to accelerate

- Asian commercial marine markets experienced softening from FY15 through FY17, but experienced significant recovery in FY18
  - . Longer term, this remains a potential high growth market for the Company's products
- North American commercial marine (non-oil and gas) demonstrating strong momentum
- Offshore support vessel market still depressed, with initial positive signs of recovery
- Global mega yacht market remains flat, however opportunity exists for select market share gains
- Patrol boat market expected to continue to expand in the long-term as coastal security remains a focus
  around the world
- Veth synergies provide significant growth potential in global commercial marine applications

#### ■ North American oil & gas landscape key variable in near term outlook

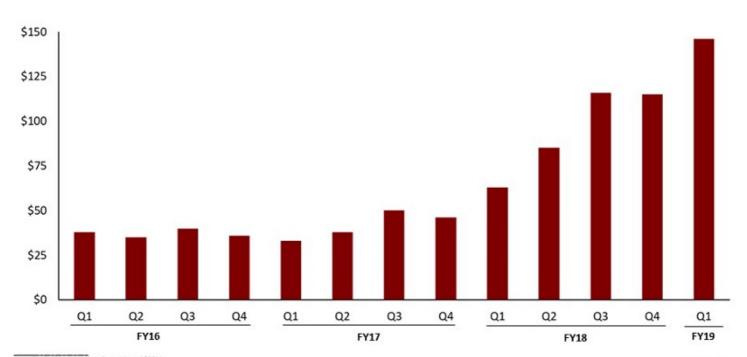
- Recent order activity drives consistent volume through FY19
- Sustained aftermarket activity signals broader recovery
- Intent on maintaining / growing our position in this market
- Industrial product introductions will continue to drive growth



# **BACKLOG SUMMARY**

#### SIX MONTH BACKLOG (1)

(S in millions)



Note: Q1 P119 includes Veth Propulsion of \$23M.
(1) Backlog defined as orders scheduled for shipment during the next six months.

17

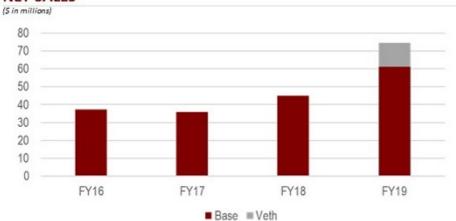




# FINANCIAL OVERVIEW

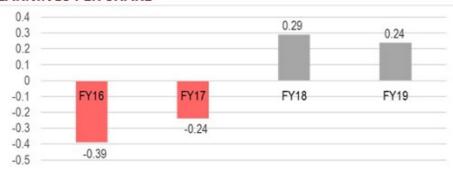
# **Q1 PERFORMANCE**

#### **NET SALES**



- Continued strength in O&G demand, with start of Asian activity.
- Global marine improving, up 13% from FY18.
- Industrial demand stable, with increased activity driven by new products.
- Veth included in FY19.

#### **EARNINGS PER SHARE**



- Volume driven recovery in profitability.
- FY18 includes \$3.8M valuation allowance reversal (\$0.34 per share).
- Veth accretive to cash EPS (\$0.03), but drag on GAAP EPS (\$0.09).

■ FY16 ■ FY17 ■ FY18 ■ FY19



#### **NET SALES DIVERSITY**

#### NET SALES BY CATEGORY



- Marine segment includes marine transmissions, controls, surface drives, propellers and boat management systems
- Land-Based Transmission products include applications for oilfield and natural gas, military and airport rescue and firefighting
- Industrial products includes clutches, power take-offs and pump drives sold to the agriculture, recycling, construction and oil and gas markets

#### **NET SALES MIX BY GEOGRAPHY**



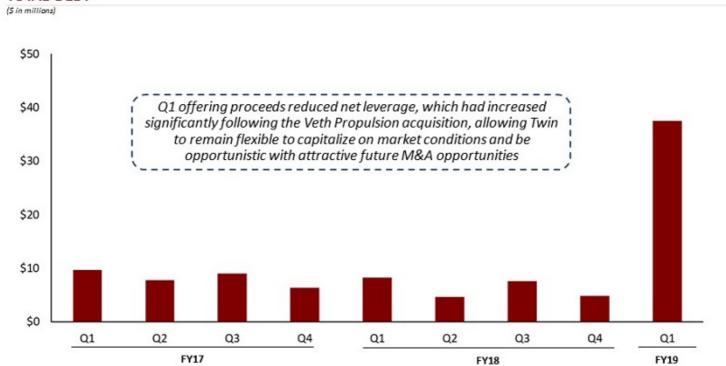
- North America net sales increased significantly in FY18, mainly due to increased activity in the oil and gas markets
- Overall magnitude of international net sales has stayed roughly consistent
- Acquired net sales from Veth Propulsion will help further diversify geographic net sales dispersion

TWIN DISC

# **LEVERAGE PROFILE**

#### TOTAL DEBT

20



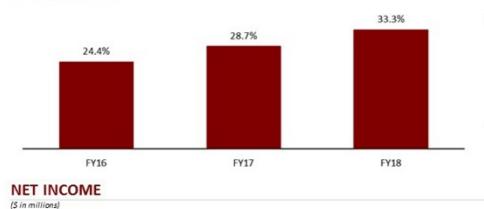
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Note: Represents fiscal year ending June 30. Pro forma (PF FY18) includes impact of Veth Propulsion acquisition



# HISTORICAL FINANCIAL PERFORMANCE

#### **GROSS MARGIN**



- FY18 gross margins were favorably impacted by higher sales volume and a favorable product mix, primarily related to increased demand from North American fracking customers for transmission and aftermarket products
- FY17 gross margins were favorably impacted by higher sales volume, favorable product mix, successful cost reduction efforts and improved operating
- efficiencies

# \$9.5 FY18 FY16 FY17

\$(6.3)

Net income turned positive in FY18 after two down years, due primarily to improved volume, led by oil and gas, favorable mix, operating efficiencies and cost rationalization

Note: Represents fiscal year ending June 30. Excludes Veth Propulsion.

\$(13.1)



# **PRODUCT IMAGES**

# **MARINE & PROPULSION PRODUCTS**





Marine Transmission MGX 5065 270hp – 570hp





Marine Transmission MGX 5600 1300hp – 2100hp



Marine Control Drive (MCD) 5 Models 215hp – 6035hp



# **MARINE & PROPULSION PRODUCTS**



**Surface Drive** 



Controls EC 300



ROJJA

A Twin Disc Company



**Express Joystick** 



# **MARINE & PROPULSION PRODUCTS - VETH**



**Z-Drives** 



**L-Drives** 



**Tunnel Thrusters** 



Veth-Jet



Diesel Engines / Generator Sets



Electronics



# TRANSMISSION PRODUCTS



TA90-8501 Fracing Transmission 3000hp (2300kW)



TA90-7500 Fracing Transmission 2600hp (1939kW)

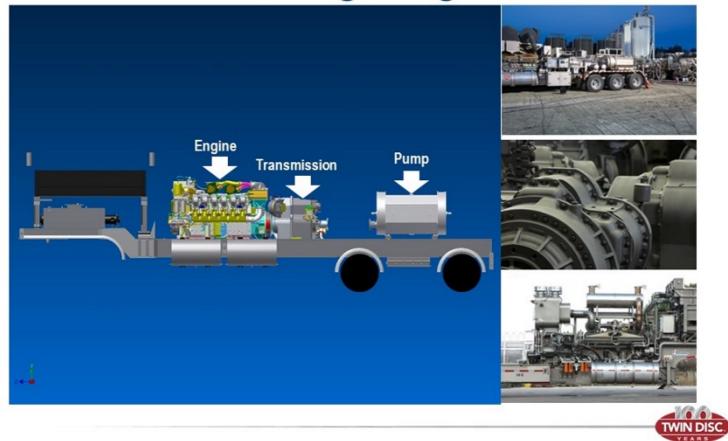


TD61-1180 ARFF Transmission 705hp (526kW)



# TRANSMISSION PRODUCTS

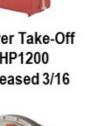
Frac Rig Diagram



# **INDUSTRIAL PRODUCTS**



Power Take-Off HP1200 Released 3/16



Clutch



Power Take-Off SP314



Gear Box



Pump Drive AM370



**Universal Control Drive** 





#### **APPENDIX**

# **RECONCILIATION OF NET INCOME TO EBITDA**

(\$ in thousands)

	FY16	FY17	FY18
Net Income	(\$13,104)	(\$6,294)	\$9,528
Income Taxes	(12,282)	(3,414)	4,773
Interest Expense	426	303	282
Depreciation & Amortization	8,847	7,017	6,464
Earnings before interest, taxes, depreciation and amortization (EBITDA)	(\$16,113)	(\$2,388)	\$21,047
Net Sales	\$166,282	\$168,182	\$240,733
EBITDA as a % of Sales	(9.7%)	(1.4%)	8.7%

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Note: Represents Fiscal year ending June 30. Excludes Veth Propulsion.

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# **INCOME STATEMENT SUMMARY**

(\$ in thousands)

	FY16	FY17	FY18
Net Sales	\$166,282	\$168,182	\$240,733
Gross Profit	40,595	48,232	80,236
% Margin	24.4%	28.7%	33.3%
MEA Expense	57,113	52,773	61,909
Restructuring Impairment	8,523	4,437	3,398
Interest Expense	426	303	282
Misc. Exp / (Inc)	(172)	248	227
Pretax Earnings	(\$25,295)	(\$9,529)	\$14,420
ncome Taxes	(12,282)	(3,414)	4,773
Minority Interest	(91)	(179)	(119)
Net Income	(\$13,104)	(\$6,294)	\$9,528
EBITDA	(\$16,113)	(\$2,388)	\$21,047

Note: Represents fiscal year ending June 30. Excludes Veth Propulsion.



# **INCOME STATEMENT SUMMARY – 1ST QUARTER**

(\$ in thousands)

FY16	FY17	FY18	FY19
\$37,373	\$35,835	\$45,064	\$74,689
8,190	9,173	13,992	23,985
21.9%	25.6%	31.0%	32.1%
15,240	12,475	13,394	18,986
(500)	258	1,218	173
91	53	64	717
(158)	110	569	319
(\$6,483)	(\$3,723)	(\$1,253)	\$3,790
(2,208)	(1,052)	(4,658)	887
(48)	(25)	(13)	(41)
(\$4,323)	(\$2,696)	\$3,392	\$2,862
	8,190 21.9% 15,240 (500) 91 (158) (\$6,483) (2,208)	\$37,373 \$35,835 8,190 9,173 21.9% 25.6% 15,240 12,475 (500) 258 91 53 (158) 110 (\$6,483) (\$3,723) (2,208) (1,052) (48) (25)	\$37,373 \$35,835 \$45,064  8,190 9,173 13,992  21.9% 25.6% 31.0%  15,240 12,475 13,394  (500) 258 1,218  91 53 64  (158) 110 569  (\$6,483) (\$3,723) (\$1,253)  (2,208) (1,052) (4,658)  (48) (25) (13)

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Note: Represents fiscal year ending June 30. Excludes Veth Propulsion.

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#### NON-GAAP FINANCIAL DISCLOSURES

#### Non-GAAP Financial Disclosures

Financial information excluding the impact of certain significant items in this presentation are not measures that are defined in U.S. Generally Accepted Accounting Principles ("GAAP"). These items are measures that management believes are important to adjust for in order to have a meaningful comparison to prior and future periods and to provide a basis for future projections and for estimating our earnings growth prospects. Non-GAAP measures are used by management as a performance measure to judge profitability of our business absent the impact of foreign currency exchange rate changes and acquisitions. Management analyzes the company's business performance and trends excluding these amounts. These measures, as well as EBITDA, provide a more consistent view of performance than the closest GAAP equivalent for management and investors. Management compensates for this by using these measures in combination with the GAAP measures. The presentation of the non-GAAP measures in this presentation are made alongside the most directly comparable GAAP measures.

#### Definition - Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)

The sum of, net earnings and adding back provision for income taxes, interest expense, depreciations and amortization expenses: this is a financial measure of the profit generated excluding the above mentioned items.

