

**RESULTS FOR
THE YEAR ENDED
31 DECEMBER 2014**



Highlights

- Further year of operational and financial progress
- Improvements in revenue, profitability, leverage and returns on capital
- Sustained strong trading performance from AmesburyTruth
- 2014 synergies of US\$5.5 million; 2015 guidance at least US\$8.0 million
- Five year project to rationalise AmesburyTruth manufacturing footprint announced; will generate at least US\$10.0 million of annual benefit
- Rebranding of Grouphomesafe as ERA; Strong performance in 2014 with significant market share gains
- Acquisition of Vedasil and closure of European Industrial Products business in Schlegel International
- Order book levels ahead of 2014 and trading in line with our expectations across each of the Divisions

**FINANCIAL
REVIEW**

Financial Highlights

Revenue

£350.9m

+17.7%

2013: £298.1m

Gross Margin

32.7%

+100bps

2013⁽¹⁾: 31.7%

Operating Profit⁽²⁾

£46.1m

+42.4%

2013: £32.3m

EPS⁽³⁾

18.61p

35.7%

2013: 13.71p

ROCE⁽⁵⁾

11.4%

+240bps

2013: 9.0%

Leverage

1.56x

(0.25)x

2013: 1.81x

Cash Conversion

71.8%

(4,460)bps

2013⁽⁴⁾: 116.4%

Declared DPS⁽⁶⁾

8.00p

+33.3%

2013: 6.00p

(1) Restated for P&L reclassification in 2014 – 2013 Gross Margin as reported was 33.3%

(2) Underlying Operating Profit

(3) Underlying Earnings Per Share

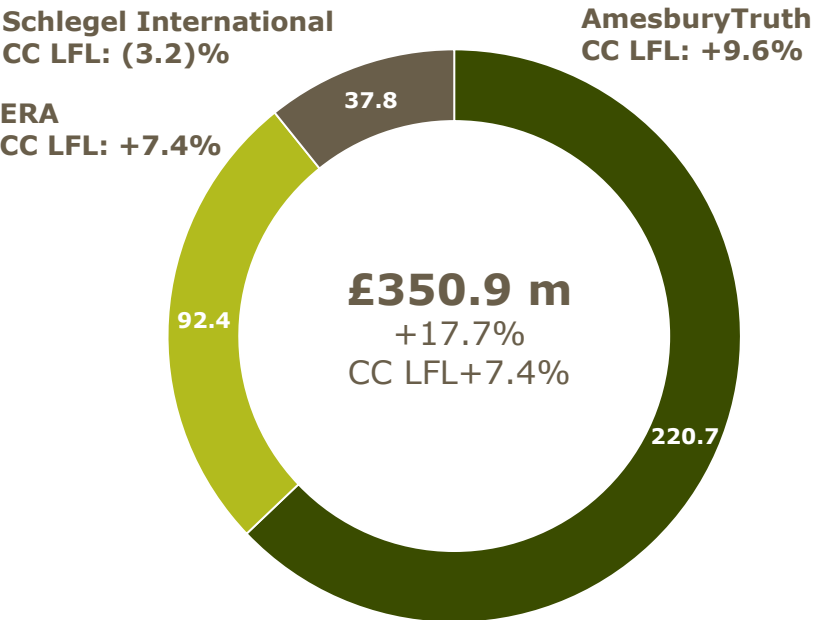
(4) Restated

(5) Return on Capital Employed

(6) Dividend Per Share

Revenue and Operating Profit

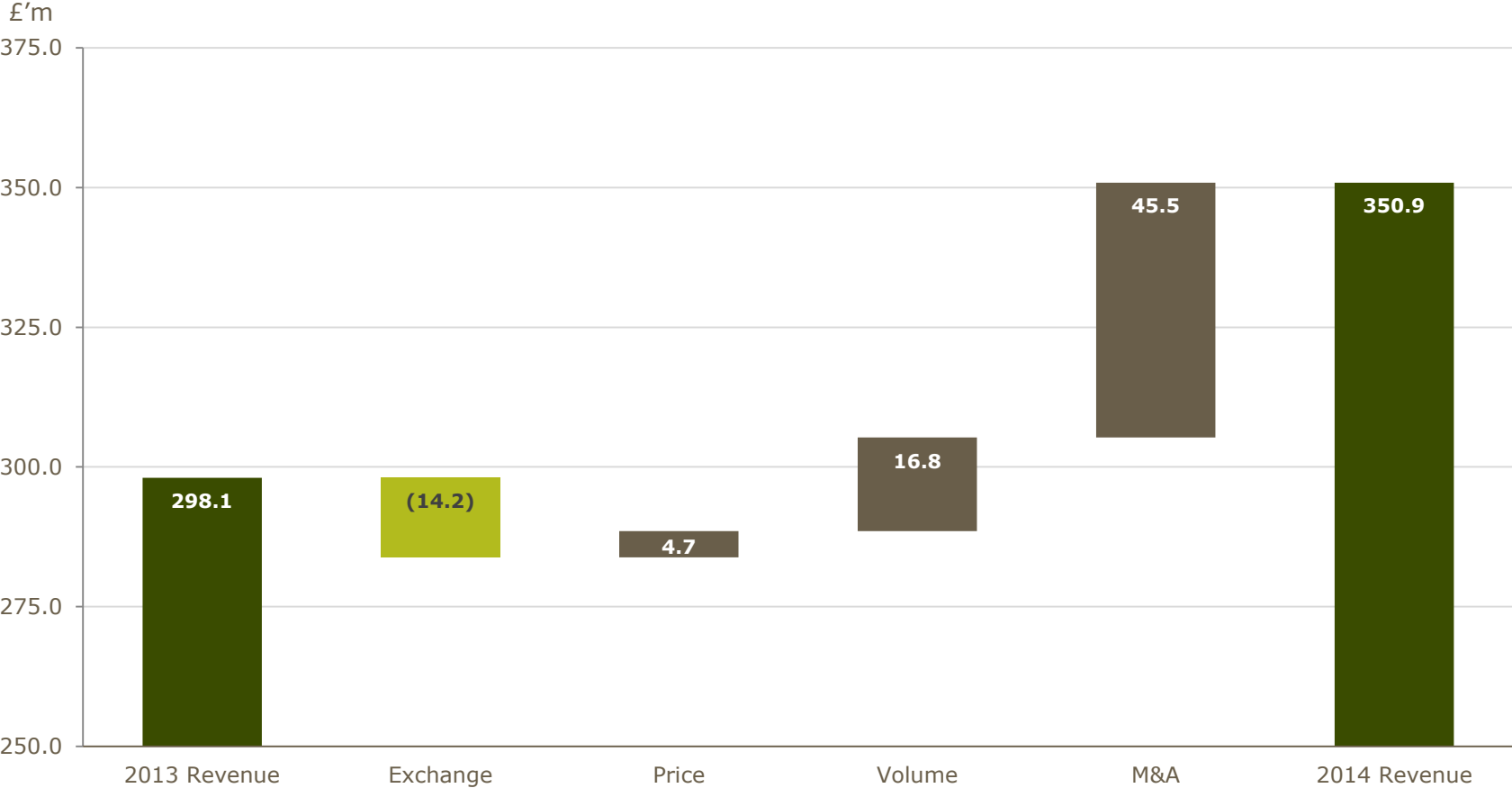
2014 Revenue



2014 Underlying Operating Profit



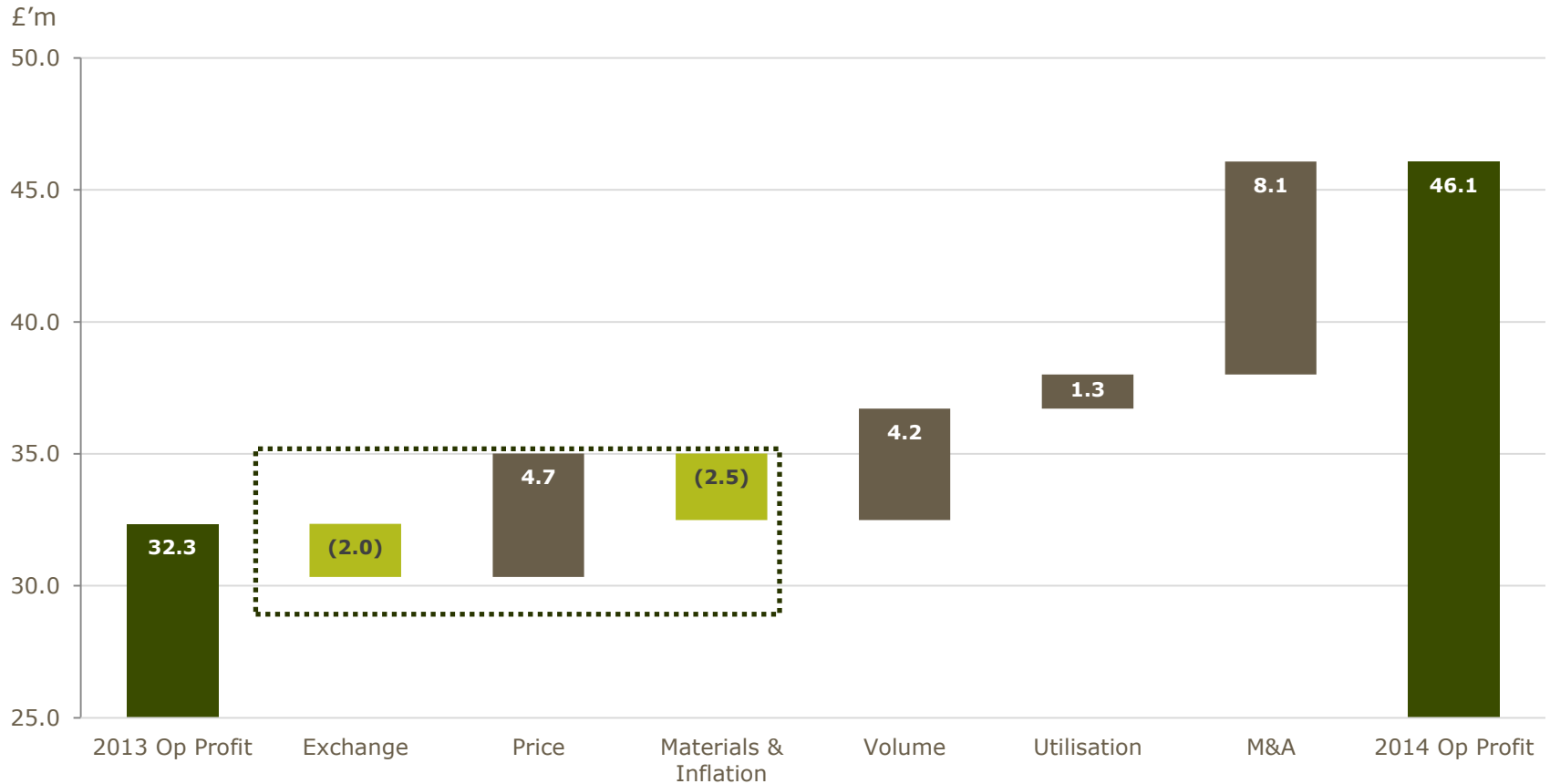
Revenue Bridge



Exchange bridge impact for both Truth and Vedasil included in Exchange not M&A

Operating Profit Bridge

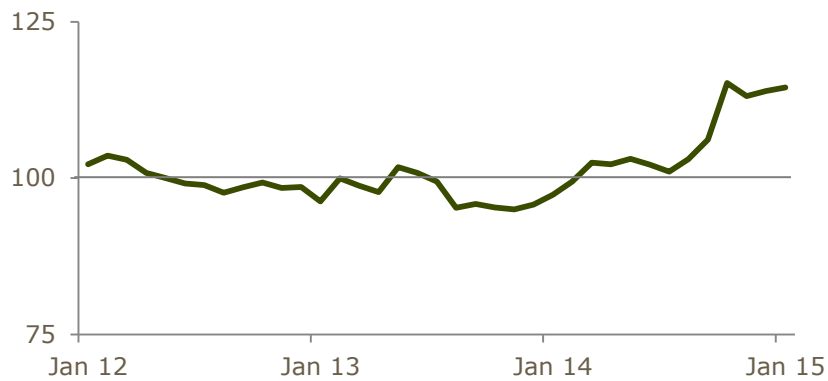
FULL RECOVERY OF EXCHANGE, MATERIALS AND INFLATION



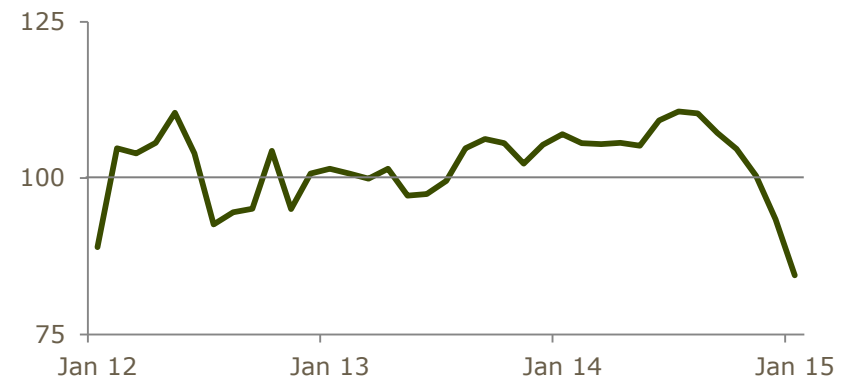
Exchange bridge impact for both Truth and Vedasil included in Exchange not M&A

Input costs backdrop

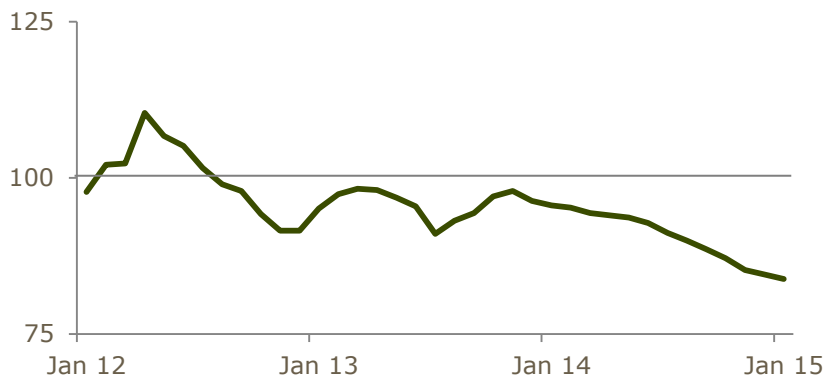
Zinc



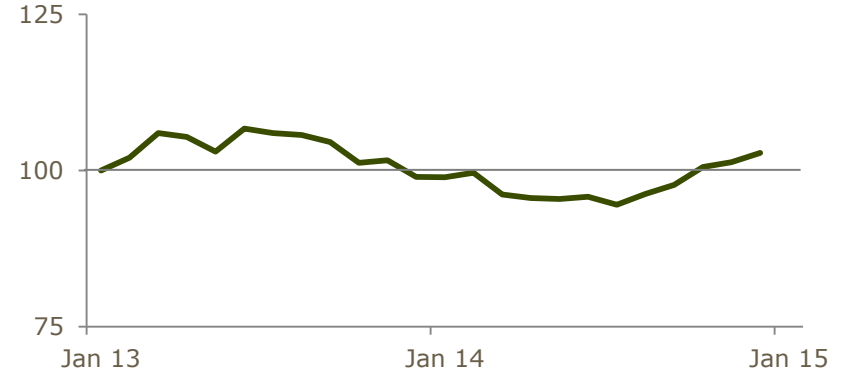
Polypropylene



Steel



UK Basket

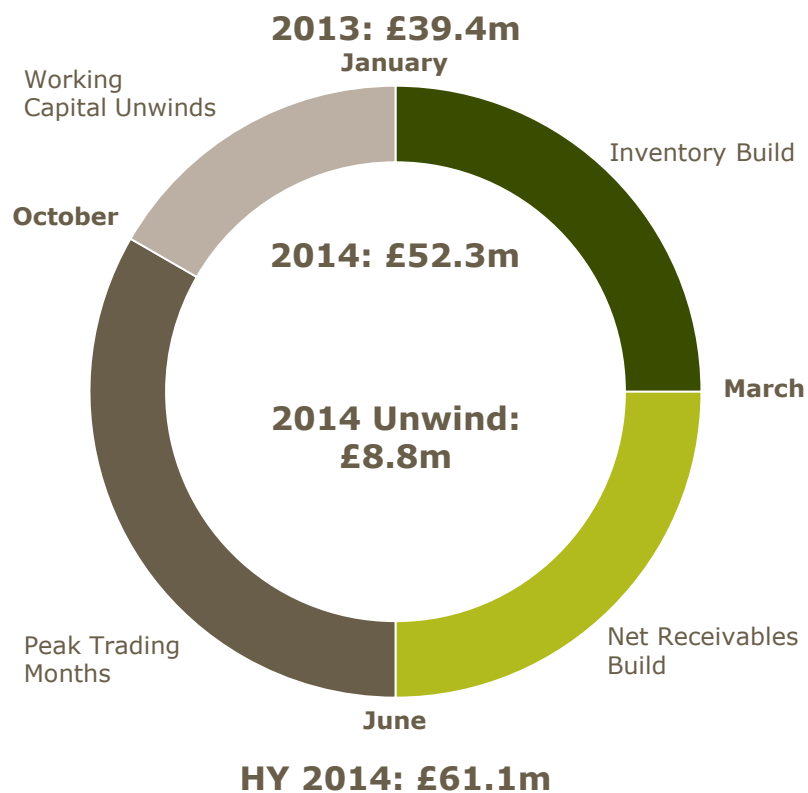


Currency – Sterling/US Dollar average rates

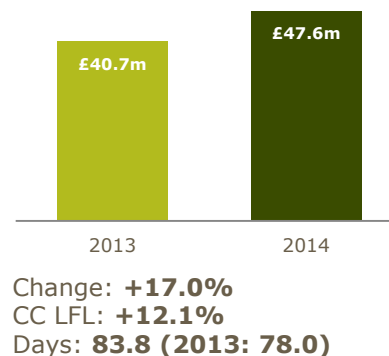


Working Capital

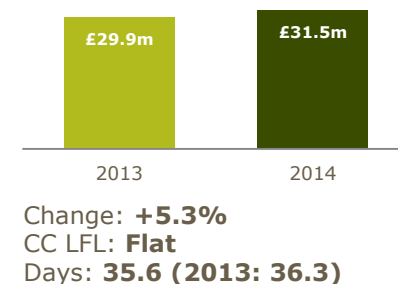
Working Capital Cycle



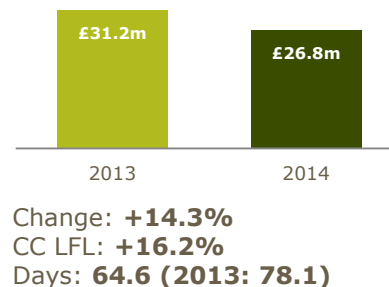
Inventories



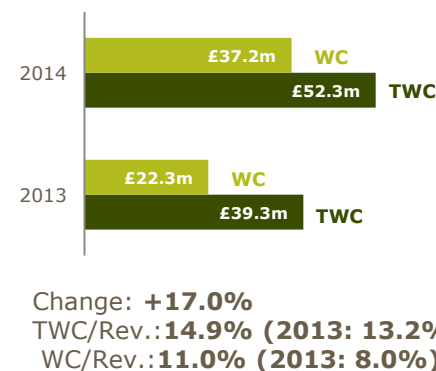
Trade Receivables



Trade Payables

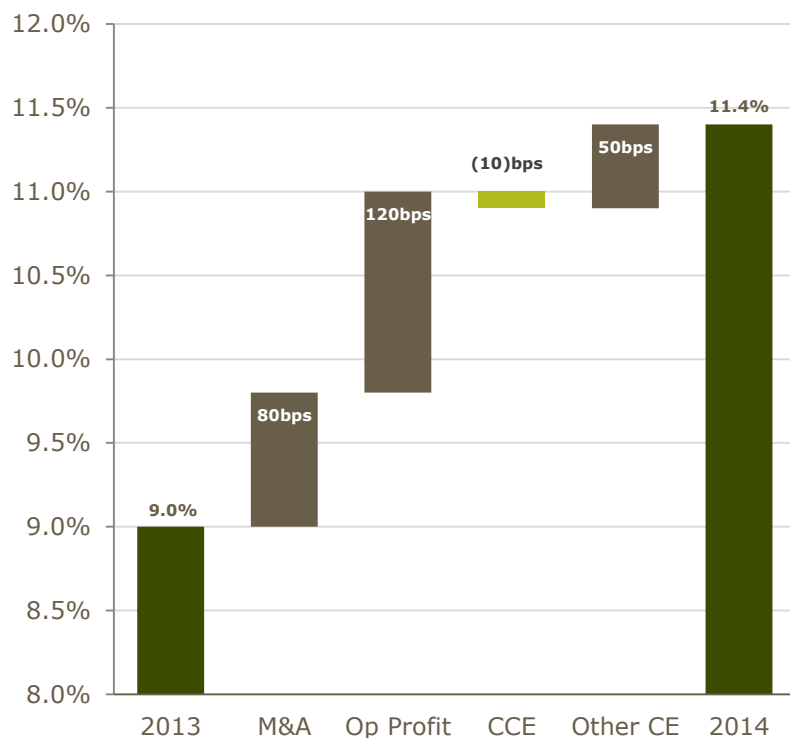


Working Capital

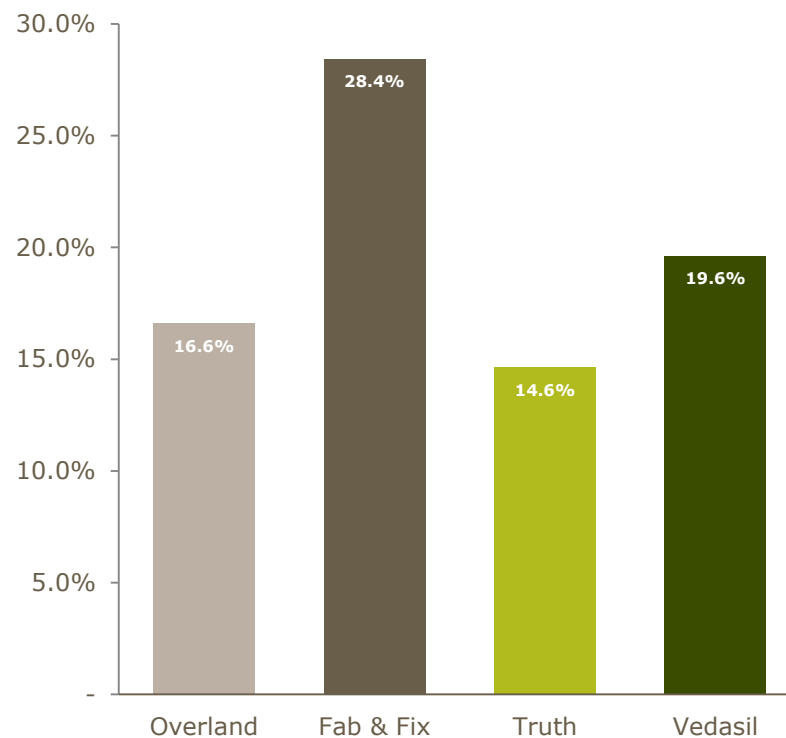


ROCE and Returns on Acquisition Investment

2014 ROCE Bridge



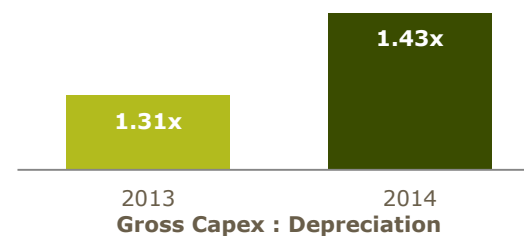
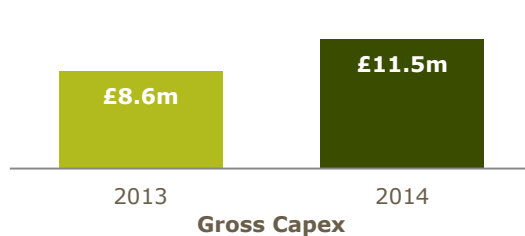
2014 ROAI



Other financial information

Capital Expenditure

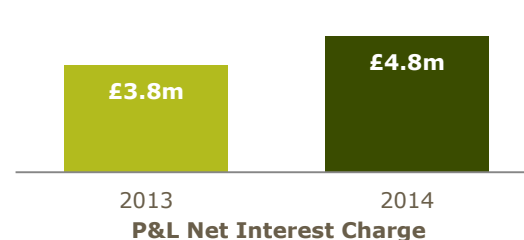
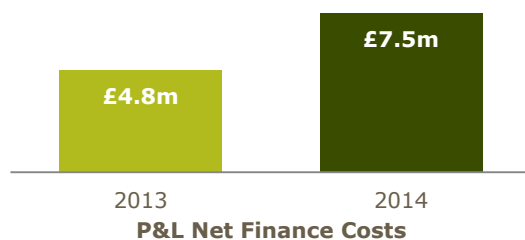
LFL	+2.7%
Reported	+32.6%



Net Interest

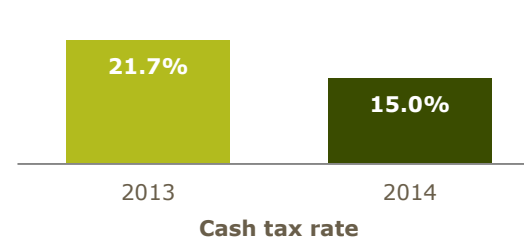
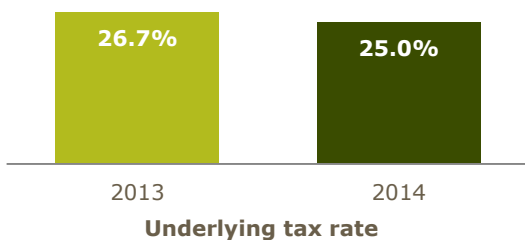
Fin. Costs	+56.0%
Int. Charge	+27.7%

2013 excludes the impact of the £1.3 million exceptional forex gain



Taxation

Underlying	(170)bps
Cash Tax	(670)bps



2015 Guidance

2014 Revenue of exits

Ontario	US\$7.0m
Industrial Products	€2.1m

Gross Core Capital Expenditure

Low	£12.0m
High	£14.0m

Excludes costs associated with North American Footprint project

LTIP Purchases

Low	£3.0m
High	£4.0m

P&L Net Interest Charge

Low	£6.0m
High	£7.0m

Excludes amortisation of capitalised borrowing costs

Underlying P&L Taxation Rate

Low	27.0%
High	28.0%

Underlying cash tax rate expected to be slightly lower than P&L rate

Working Capital trough to peak

Low	£15.0m
High	£20.0m

**OPERATIONAL
REVIEW**

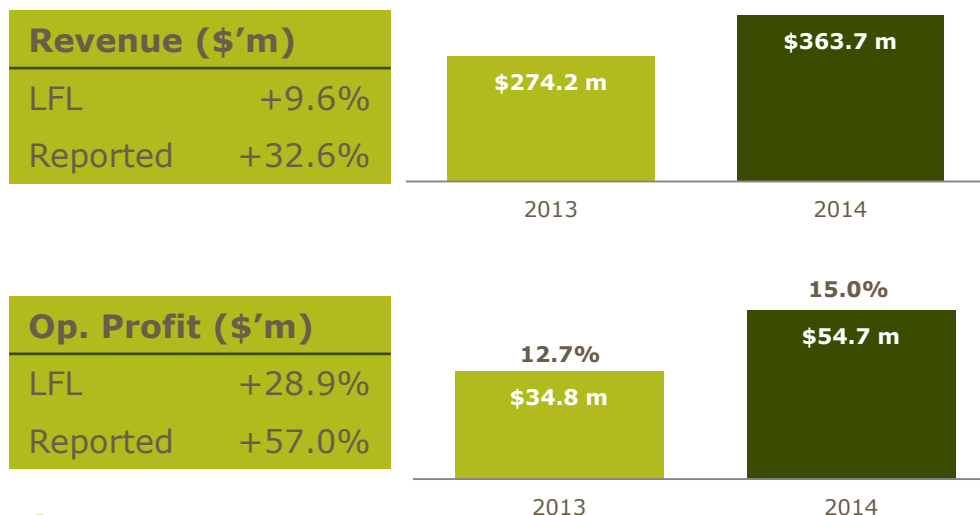
AmesburyTruth

Markets

Country	Starts ⁽¹⁾	Com's ⁽¹⁾	RMI	Overall
USA	+7.9%	+17.4%	+4.8%	9.0 – 10.0%
Canada	(1.8)%	(5.3)%	Flat	(3.5)%

(1) Single family starts and completions

Performance



Highlights

- Consistent gains across majority of product lines
- Benefits of integrated coverage model evident
- Integration complete - \$8.0m synergies in 2015
- Covington (2014) and Ontario (2015) closed/ sold

Strategic priorities

Strategic priorities	
Door Hardware	+13.2%
Canada	+13.0%
Commercial	+23.6%

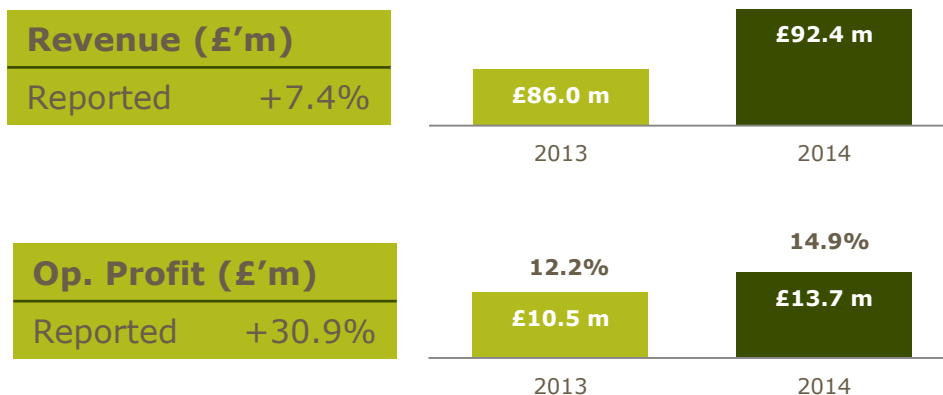
ERA

Markets

Country	New Build	RMI ⁽¹⁾	Market
Market	+10.0%	+6.0%	+6.0%

(1) Estimate – FENSA statistics not yet published for 2014

Performance



Highlights

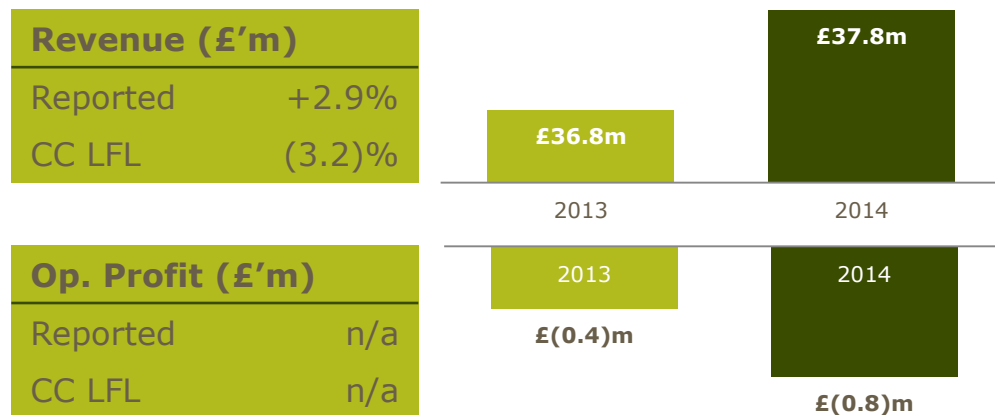
- Rebranding of Grouphomesafe as ERA announced
- Strong year generating market share gains across entire components portfolio
- Performance largely driven by core OEM fabricator base
- New introductions of Bi-Fold hardware and significant growth in Fab & Fix in 2014
- Further new products coming to market in 2015
- Opportunities in distribution

Schlegel International

Markets

- European markets flat to down
- Australasian markets showing good growth
- Brazilian market broadly flat (World Cup)

Performance



Highlights

- Difficult European trading environment – Germany and France down year on year
- Encouraging growth in both Australia and Singapore
- Closure of European Industrial Products business
- Conclusion of incremental investment programme in Schlegel International
- Acquisition of Vedasil and creation of Schlegel América Latina

Schlegel International Quarter on Quarter

	Q1	Q2	Q3	Q4	YoY
Europe	+7%	-	(7)%	(8)%	(2)%
Germany	(3)%	+6%	(7)%	(21)%	(6)%
France	+7%	(22)%	(12)%	(9)%	(9)%
Italy	+17%	-	(9)%	(2)%	+2%
Russia	+24%	+45%	(22)%	-	+8%
Poland	+26%	+20%	+8%	(31)%	+3%
Norway	(2)%	(10)%	-	(9)%	(6)%
Belgium	(7)%	(8)%	(1)%	1%	(4)%
Spain	+10%	(10)%	(2)%	(1)%	(1)%
Australia ⁽¹⁾	+12%	+12%	+20%	+15%	+15%
Brazil ⁽²⁾	+26%	(7)%	(23)%	+1%	(2)%
Singapore ⁽³⁾	+28%	+20%	+15%	+17%	+20%

(1) Australia excluding Truth product Revenue: FY +8%

(2) Brazil SAL Revenue compared with proforma 2013 SAL Revenue

(3) Singapore excluding Truth product Revenue: FY +2%

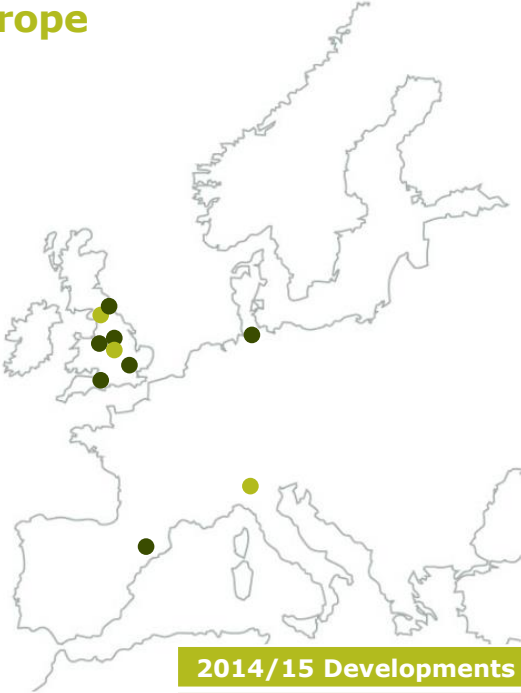
2015 geographic footprint

Americas



- Manufacturing
- Sourcing/Distribution

UK & Continental Europe

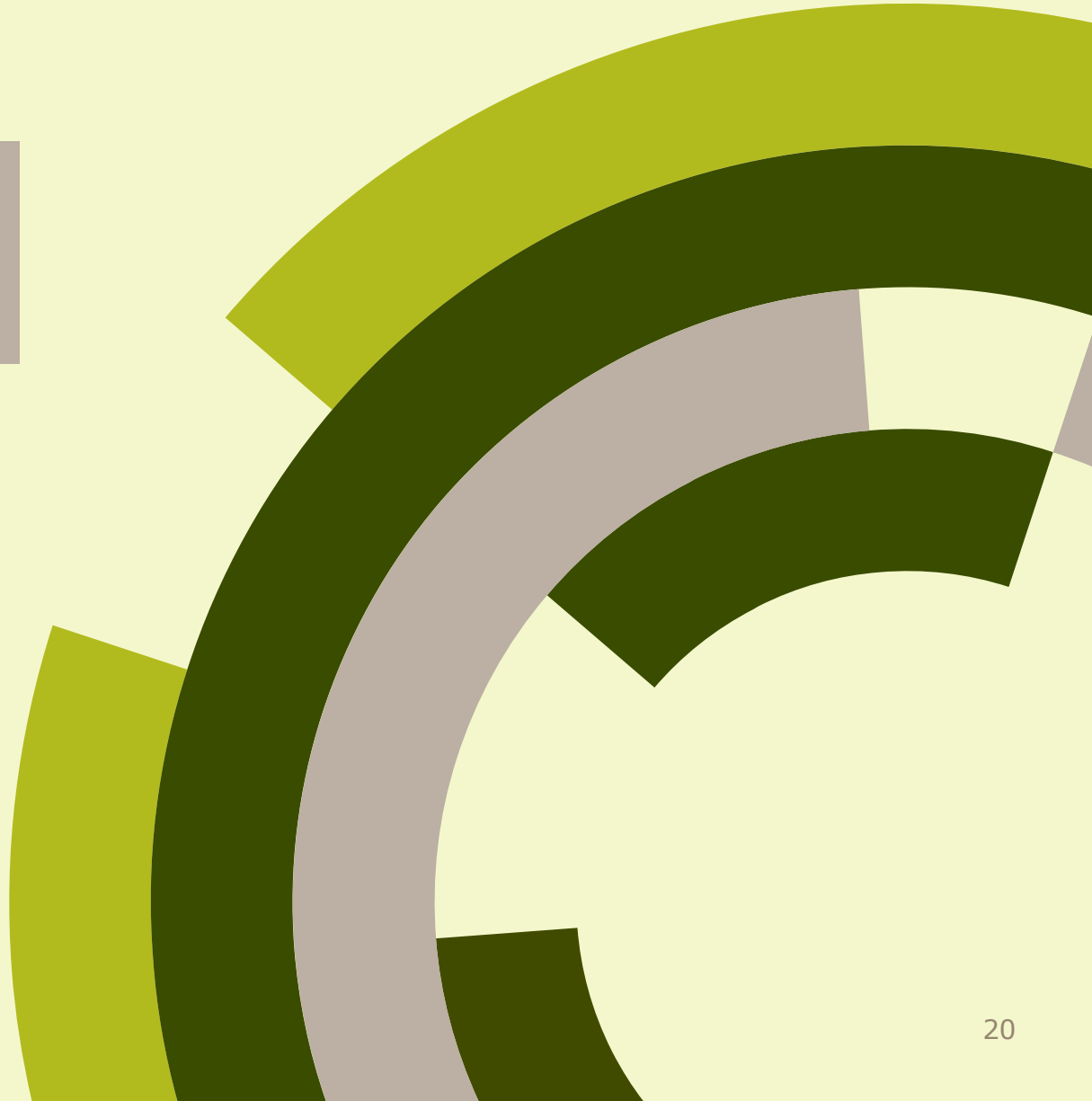


Asia & Australia



2014/15 Developments	
Sioux Falls surplus property sale	São Paolo (exit)
Covington (lease to 2019)	2015 Ontario disposal + exit
Gistel (marketed for sale)	Group & AT Corporate Office moves

**NORTH
AMERICAN
FOOTPRINT**



Current State Map



Manufacturing Footprint

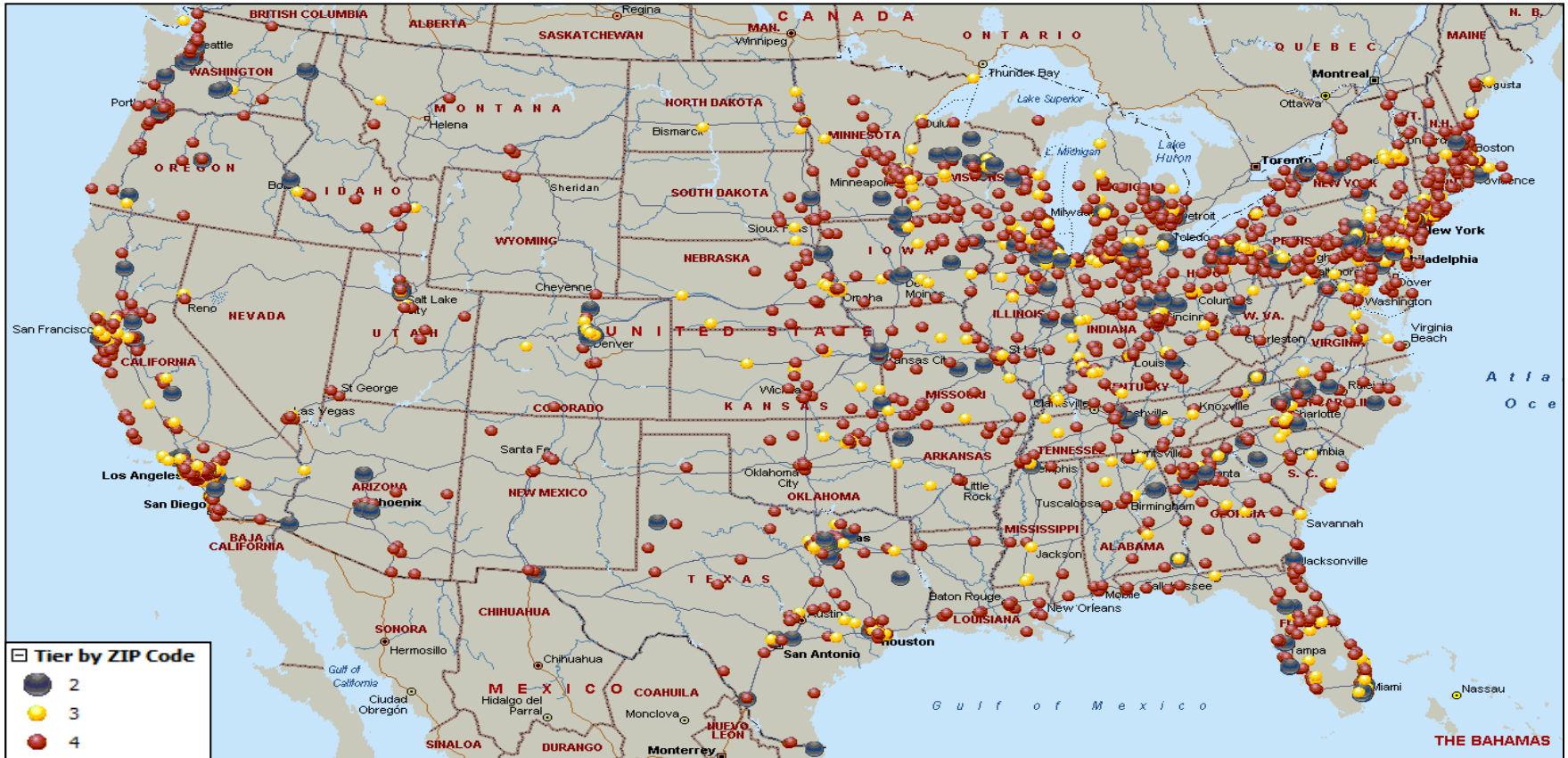
Amesbury, MA	Sealing
Brampton, Ontario	Hardware
Cannon Falls, MN	Extrusion
Canton, SD	Hardware
Covington, GA	Extrusion
Fremont, NE	Hardware
Juarez, Mexico	Hardware
Ontario, CA	Extrusion
Owatonna, Minnesota (2)	Hardware
Statesville, North Carolina (2)	Hardware / Sealing
Rochester, NY	Sealing
Sioux Falls, SD	Hardware

- Hardware
- Sealing
- Extrusion
- Closed in 2014/15

Key project considerations



Customers: Current Geographic Distribution



Tier 2, 3 and 4 Customers

Conclusions

- Two stage five year project
- Costs estimated at between US\$25.0 and US\$33.0 million
- Project will deliver at least US\$10.0 million incremental benefits by 2020

2020 structure

- Four centres of excellence supported by a number of satellite facilities

Key benefits

- More efficient manufacturing processes
- Shorter development time to bring new products to market
- Reduction in internal freight costs
- More efficient deployment of personnel
- Reduction in divisional overheads

North American footprint

US\$'million	2015	2016	2017-19	Total
Cash	2.5	2.5	5.0	10.0
Non Cash	1.0	3.0	4.0 - 8.0	8.0 - 12.0
P&L Costs	3.5	5.5	9.0 - 13.0	18.0 - 22.0
Net Capex	2.0	5.0	8.0 - 16.0	15.0 - 23.0
Cash Costs	4.5	7.5	13.0 - 21.0	25.0 - 33.0
P&L Saving	-	-	2.0 → 7.0⁽¹⁾	10.0⁽²⁾

(1) c. US\$2.0 million in 2017 rising to c. US\$7.0 million in 2019

(2) Annual run rate P&L savings from 2020

- Two phase project – 2015 to early 2017 and 2017 to 2019
- Full benefits of project seen from 2020
- Progress updates at Full and Half Year ends

2015 OUTLOOK



2015 Outlook

2015 ORDER BOOK LEVELS AHEAD OF 2014 IN EACH DIVISION

AmesburyTruth

Further improvement in US market expected

Canadian market likely to contract in 2015

-
- Start of North American footprint review
 - Continue to execute on three key strategic priorities
 - Development of “next generation” product range
 - Further enhancements to customer segmentation model

ERA

Further growth in market in 2015; albeit slower than 2013 and 2014

-
- Further development and enhancement of the ERA brand
 - New product introductions coming to market
 - Exploring distribution opportunities

Schlegel International

European markets to remain broadly flat in 2015

International markets each expected to show growth

-
- Incremental investment programme concluded
 - Continued evaluation of European footprint
 - Acquisition opportunities
 - Further development of Australasian and Brazilian businesses

Tyman's development 2009 to 2014

Reorganisation and Deleveraging

2009 - 2010

- > Board re-organisation
- > Cost reduction programmes
- > Focus on cash generation
- > Re-engaging with stakeholders
- > Communicate strategy

Positioning

2011 - 2012

- > Refinancing to 2016
- > Management restructure
- > New product introductions
- > Overland Acquisition
- > Disposal of Gall Thomson
- > Fab & Fix Acquisition
- > Exit Composite Doors

Growth and...

2013

- > Investment NPD and marketing
- > Name change to Tyman
- > Truth transaction and integration
- > Move to official list of LSE

Expansion

2014 and beyond

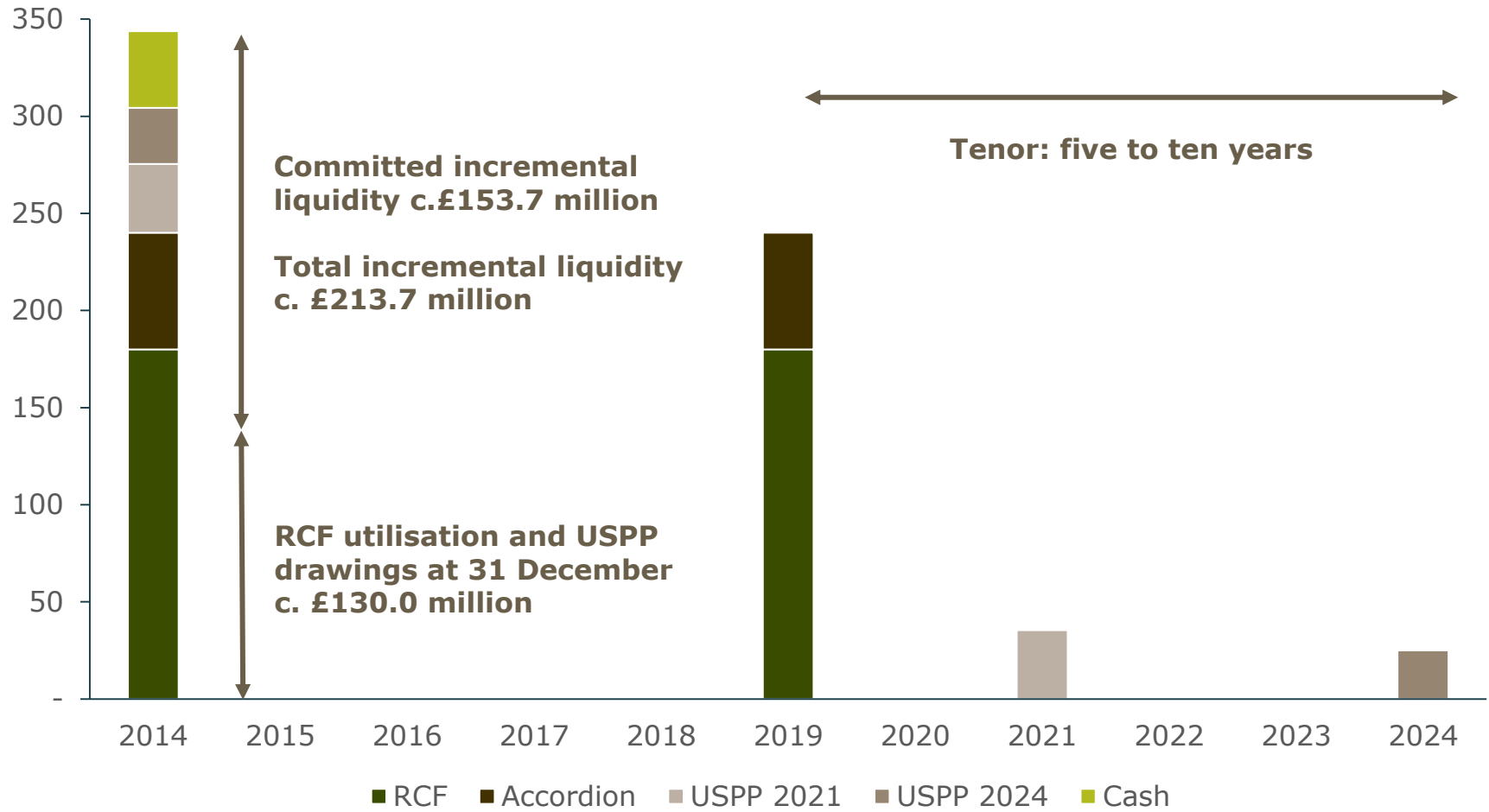
- > European Industrial Products business exit
- > Rebranding AmesburyTruth
- > Refinancing and new RCF
- > Vedasil Acquisition
- > North American Footprint
- > International Acquisition opportunities

APPENDICES

**APPENDIX A
OTHER FINANCIAL
INFORMATION**



Group facilities following 2014 financings



Covenant performance

Leverage

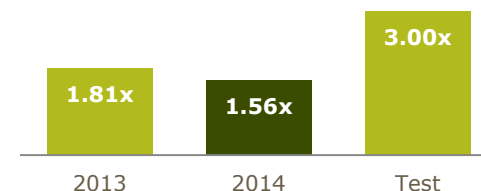
Total Net Debt to Adjusted ⁽¹⁾
EBITDA must be < 3.0x

Target Leverage range of 1.5x to
2.0x

(1) Includes annualised EBITDA of acquisitions and excludes
100% EBITDA of disposals

2014 Headroom

48.1%
£26.6m

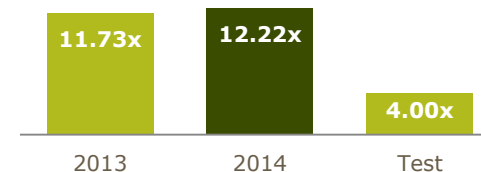


Interest Cover

EBITDA to Net Finance Charges
must be > 5.0x

2014 Headroom

67.2%
£37.0m



Currency ready reckoner

	US\$	€	AUS\$	CA\$	BR Real	Total ⁽¹⁾
Average Rate 2014	1.6479	1.2407	1.8269	1.8189	3.8711	
Average Rate 2013	1.5646	1.1780	1.6224	1.6117	3.3798	
% movement	5.3%	5.3%	12.6%	12.9%	14.5%	
£'m Revenue impact	(11.5)	(1.1)	(1.1)	(0.5)	(1.0)	(15.2)
£'m Profit impact ⁽²⁾	(1.9)	-	(0.1)	(0.1)	(0.2)	(2.3)
1c movement impact ⁽³⁾	£218k	£2k	£6k	£2k	£3k	

(1) Impact of other currencies is de minimis

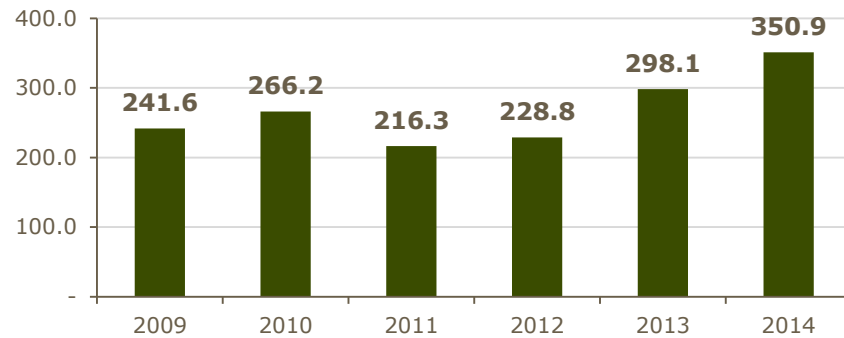
(2) Underlying Operating Profit impact

(3) Defined as the approximate translation impact of a 1c movement in the currency on Underlying Operating Profit

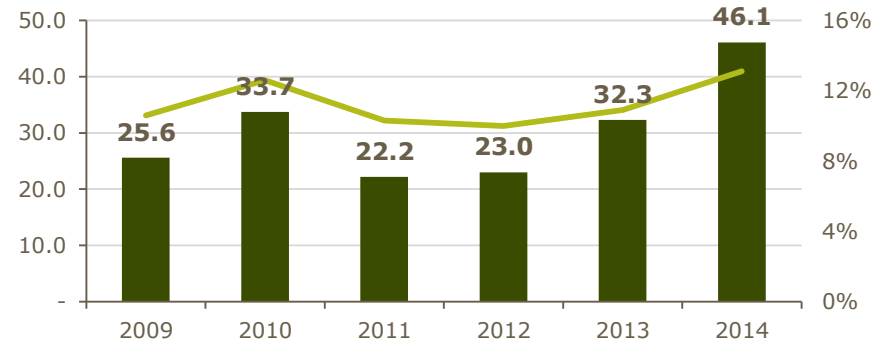
Unhedged impact on ERA of a 1c movement in the dollar is estimated at approximately £200k

Six year track record

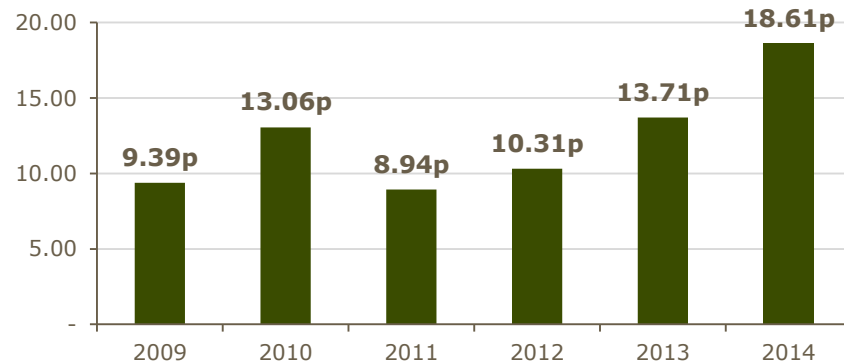
Revenue (£'m)



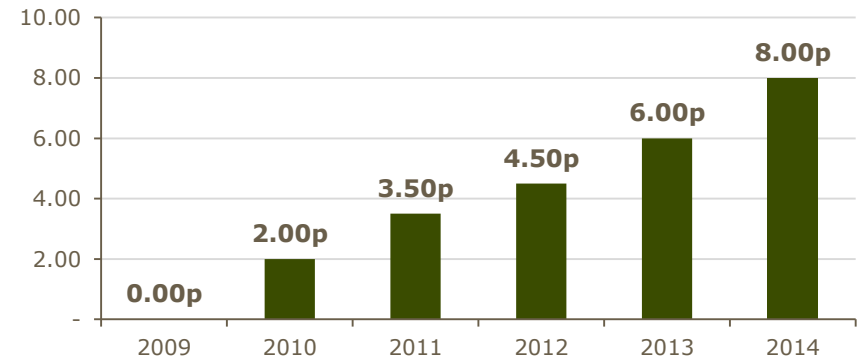
Underlying Op Profit & Margin (£'m)



Underlying Earnings Per Share



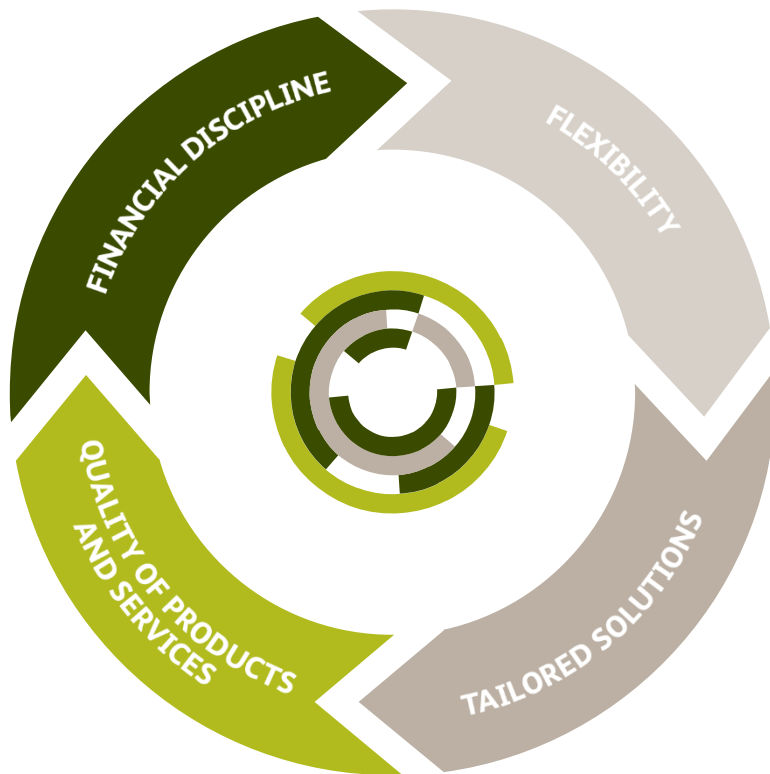
Dividend Per Share



**APPENDIX B
BUSINESS MODEL**



Tyman's business model



**FLEXIBILITY OF SOURCE
VS MANUFACTURE**



**TAILORED SOLUTIONS
FOR CUSTOMERS OF
ALL SIZES**



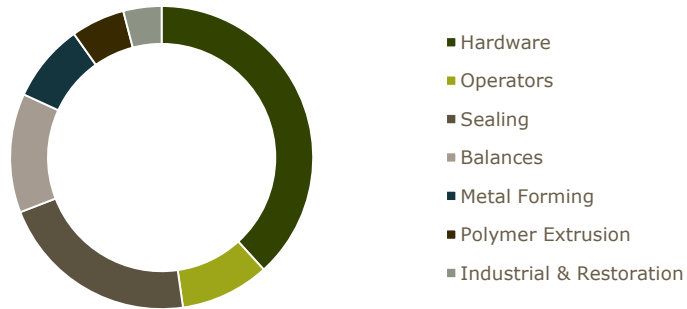
**QUALITY OF PRODUCTS
AND SERVICES**



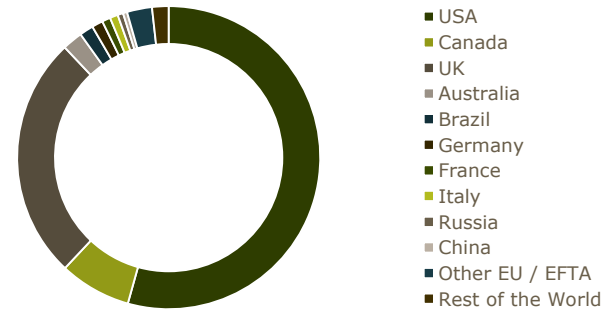
**FINANCIAL
DISCIPLINE**

How we operate

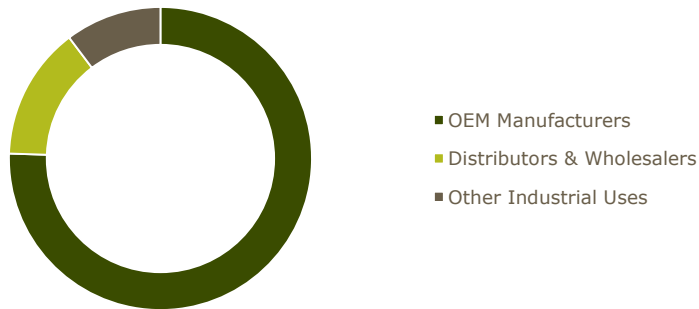
What we sell



Where we sell



Who we sell to



Where we source or manufacture



Our key financial targets

Market share

Consistently grow Revenue ahead of market

ROCE

Consistent year on year improvement towards 15%

Gross Margins

Consistently greater than 30%

Operating Margins

Take businesses back to peak cycle margins

M&A

Value adding M&A to improve the business, ROCE & EPS

Net Debt: EBITDA

1.5x – 2.0x

Cash Conversion

100%

EPS

Grow EPS consistently yoy via drophrough of profitability

Tyman's approach to M&A

Improve our business

Complementary products

Complement the Group's product offering

Add value to our customers

Value added engineered proposition

Improve our business

Increased penetration of product, market or geography

Strong prospects

Attractive and resilient growth opportunities

Deliver for our stakeholders

Reliable future

Profitable, cash generative and well invested

Returns

Must offer both absolute and relative returns to Tyman

Synergies

Capable of integration and with clear path to synergies

Financial parameters

Leverage
1.5x – 2.0x in year 1
ROAI
>15% by year 2
Earnings
Enhancing by year 2

APPENDIX C
MARKETS



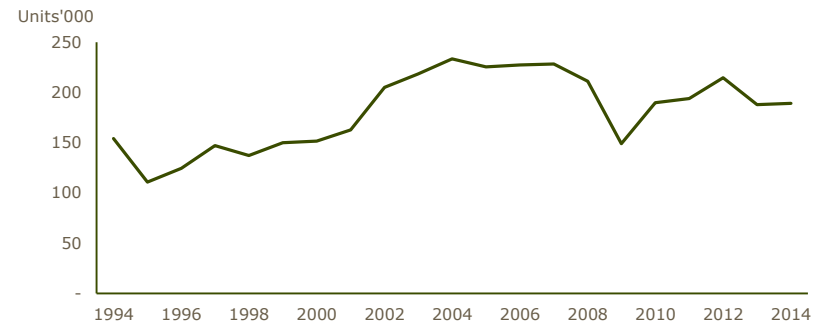
Housing starts

US Housing Starts



Source: United States Census Bureau

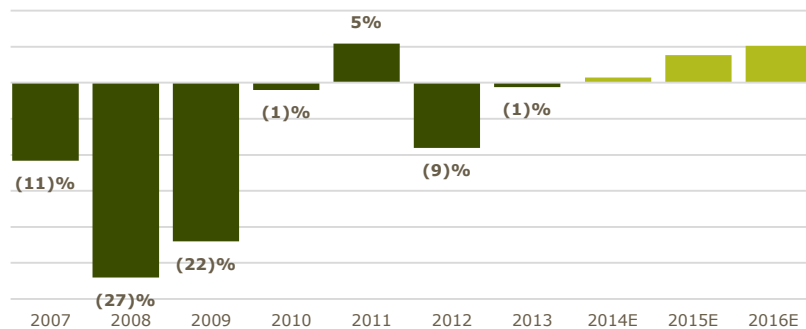
Canadian Housing Starts



Source: Statistics Canada

Western European Housing Starts

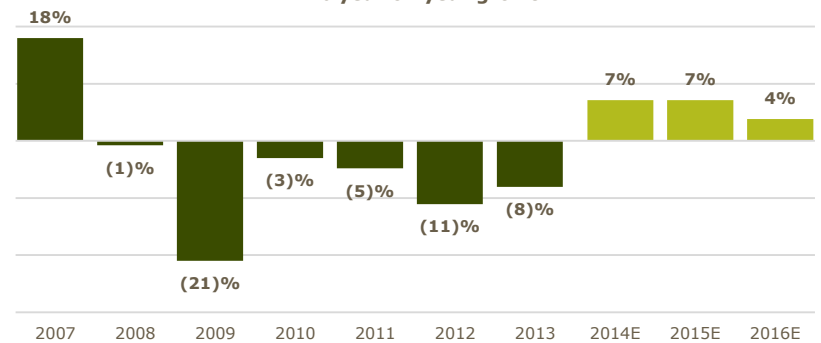
Western European housing starts estimates
% year on year growth



Source: EuroConstruct

Eastern European Housing Starts

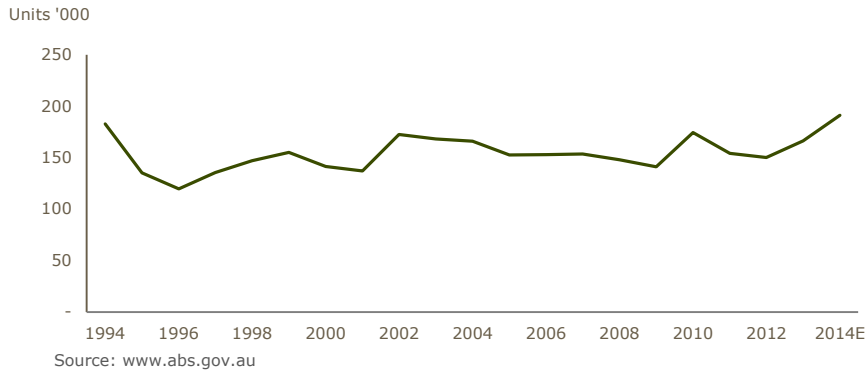
Eastern European housing starts estimates
% year on year growth



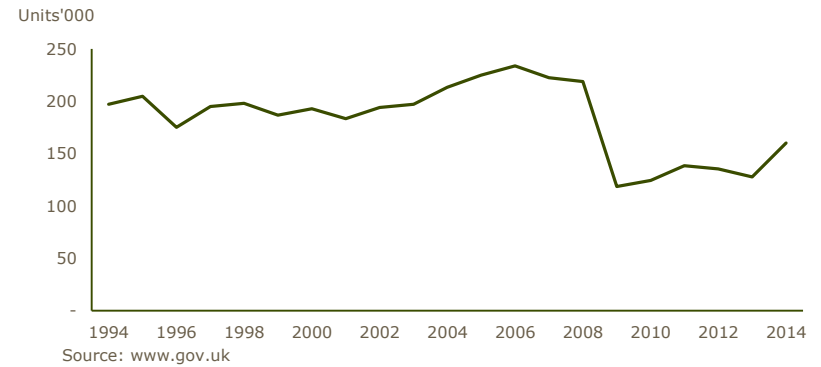
Source: EuroConstruct

Housing starts and population

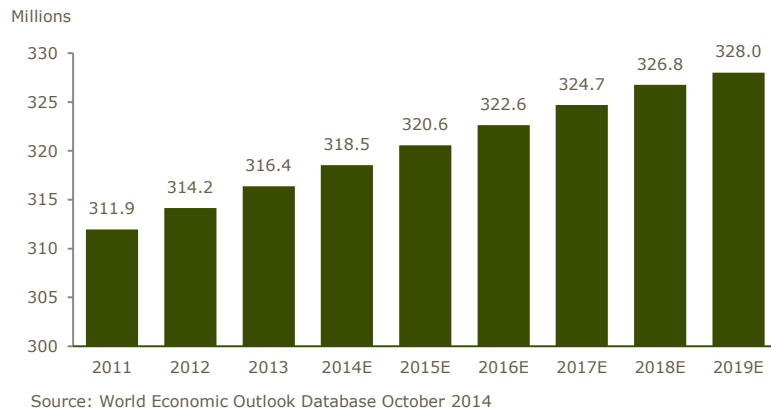
Australian Housing Starts



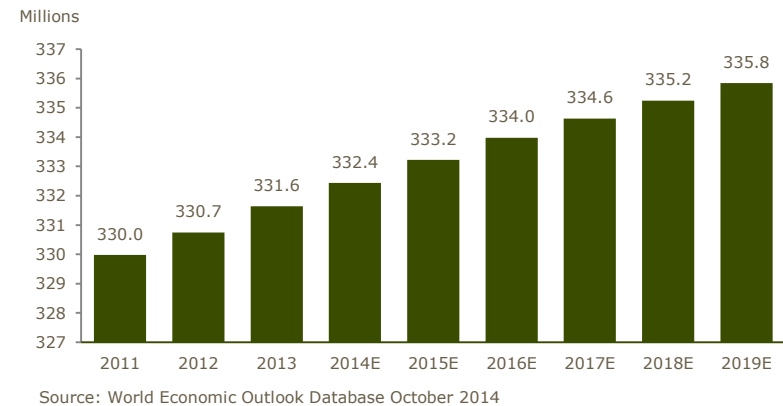
UK Housing Starts



US Population Forecast



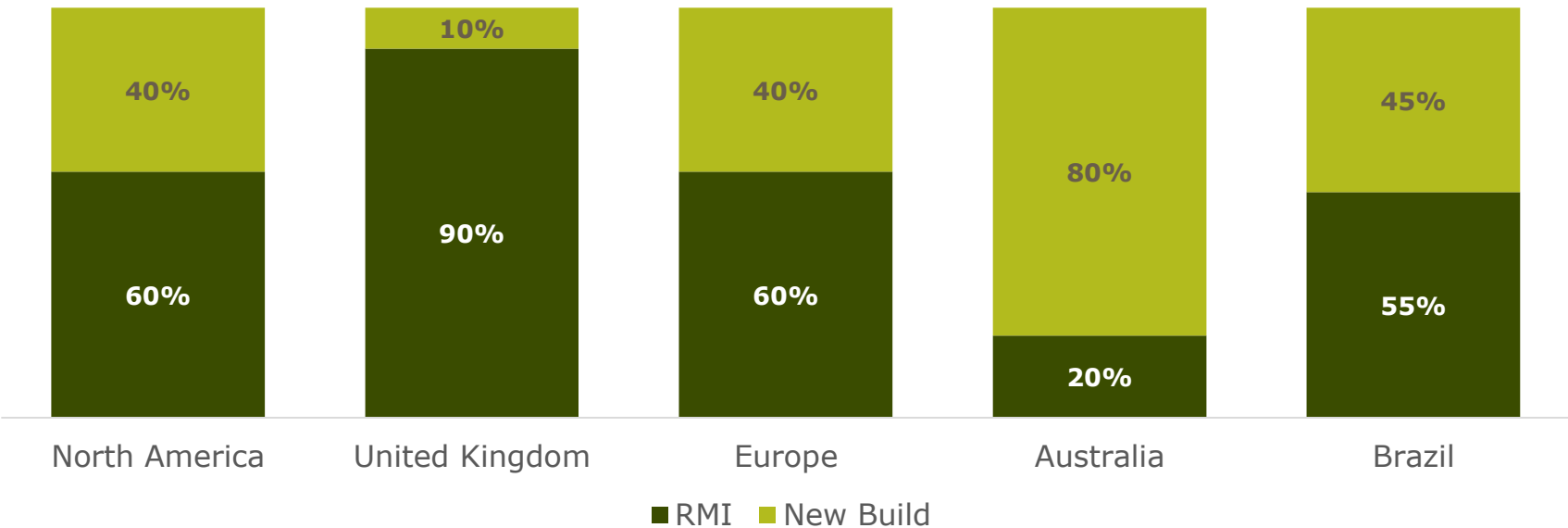
EU Population Forecast



Diversification across New Build & RMI

- Tyman’s products are offered to both the New Build and Repair, Maintenance and Improvement (RMI) markets, ensuring a degree of diversification
- Even though the markets are linked, in most countries a greater demand for Tyman’s products comes from the RMI market

2014 RMI vs New Build by End Market



APPENDIX D
FINANCIAL
STATEMENTS



Consolidated Income Statement

	2014	2013
	£'000	£'000
Revenue	350,899	298,054
Cost of sales	(236,129)	(198,758)
Gross profit	114,770	99,296
Administrative expenses	(95,833)	(94,985)
Operating profit	18,937	4,311
Analysed as:		
Underlying operating profit	46,077	32,348
Exceptional items	(5,556)	(10,903)
Amortisation of acquired intangible assets	(17,814)	(16,605)
Impairment of acquired intangible assets	(359)	(529)
Impairment of acquired goodwill	(3,411)	-
Operating profit	18,937	4,311
Finance income	454	137
Finance costs	(7,487)	(4,925)
Exceptional foreign exchange gain	-	1,271
Net finance costs	(7,033)	(3,517)
Profit before taxation	11,904	794
Income tax (charge)/credit	(2,573)	162
Profit for the year	9,331	956

Consolidated Balance Sheet

	2014	2013
	£'000	£'000
ASSETS		
Non-current assets		
Goodwill	254,375	244,740
Intangible assets	101,290	109,595
Property, plant and equipment	42,854	39,869
Deferred tax assets	15,028	12,102
	413,547	406,306
Current assets		
Inventories	47,579	40,668
Trade and other receivables	36,708	34,555
Cash and cash equivalents	39,332	43,607
Derivative financial instruments	355	-
Current tax assets	-	162
	123,974	118,992
TOTAL ASSETS	537,521	525,298
LIABILITIES		
Current liabilities		
Trade and other payables	(45,563)	(51,393)
Current tax liabilities	(1,113)	-
Borrowings	-	(6,834)
Provisions	(5,597)	(2,463)
	(52,273)	(60,690)
Non-current liabilities		
Borrowings	(128,017)	(115,464)
Derivative financial instruments	(250)	(767)
Deferred tax liabilities	(30,115)	(29,292)
Retirement benefit obligations	(9,742)	(7,478)
Provisions	(6,597)	(7,100)
Other payables	(1,511)	(1,567)
	(176,232)	(161,668)
TOTAL LIABILITIES	(228,505)	(222,358)
NET ASSETS	309,016	302,940

	2014	2013
	£'000	£'000
EQUITY		
Capital and reserves attributable to owners of the Company		
Share capital	8,505	8,505
Share premium	63,256	63,256
Other reserves	8,920	8,920
Treasury reserve	(4,742)	(4,847)
Hedging reserve	(250)	(768)
Translation reserve	25,474	13,755
Retained earnings	207,853	214,119
TOTAL EQUITY	309,016	302,940

Underlying Earnings Per Share

	2014	2013
	£'000	£'000
Profit before taxation	11,904	794
Exceptional items	5,556	10,903
Exceptional foreign exchange gain	-	(1,271)
Amortisation of borrowing costs	1,260	997
Accelerated amortisation of borrowing costs	1,283	-
Unwinding of discount on provisions	42	29
Amortisation of acquired intangible assets	17,814	16,605
Impairment of acquired intangible assets	359	529
Impairment of acquired goodwill	3,411	-
Underlying profit before taxation	41,629	28,586
Income tax (charge)/credit	(2,573)	162
Add back: Adjustment due to deferred tax rate change	-	(1,455)
Add back: Adjustment due to exceptional prior year adjustments	(1,700)	-
Add back: Tax effect of exceptional items, exceptional foreign exchange gain, amortisation of borrowing costs, accelerated amortisation of borrowing costs, ineffective portion of fair value hedge, amortisation of acquired intangible assets, impairment of acquired intangible assets and unwinding of discount on provisions	(6,132)	(6,345)
Underlying profit after taxation	31,224	20,948
 Underlying earnings per share		
	2014	2013
Basic earnings per share	18.61p	13.71p
Diluted earnings per share	18.40p	13.51p



Contact us

Tyman plc
29 Queen Anne's Gate
London SW1H 9BU
United Kingdom

T: +44 (0) 20 7976 8000

F: +44 (0) 20 7976 8014

www.tymanplc.com

