

# Efficiency

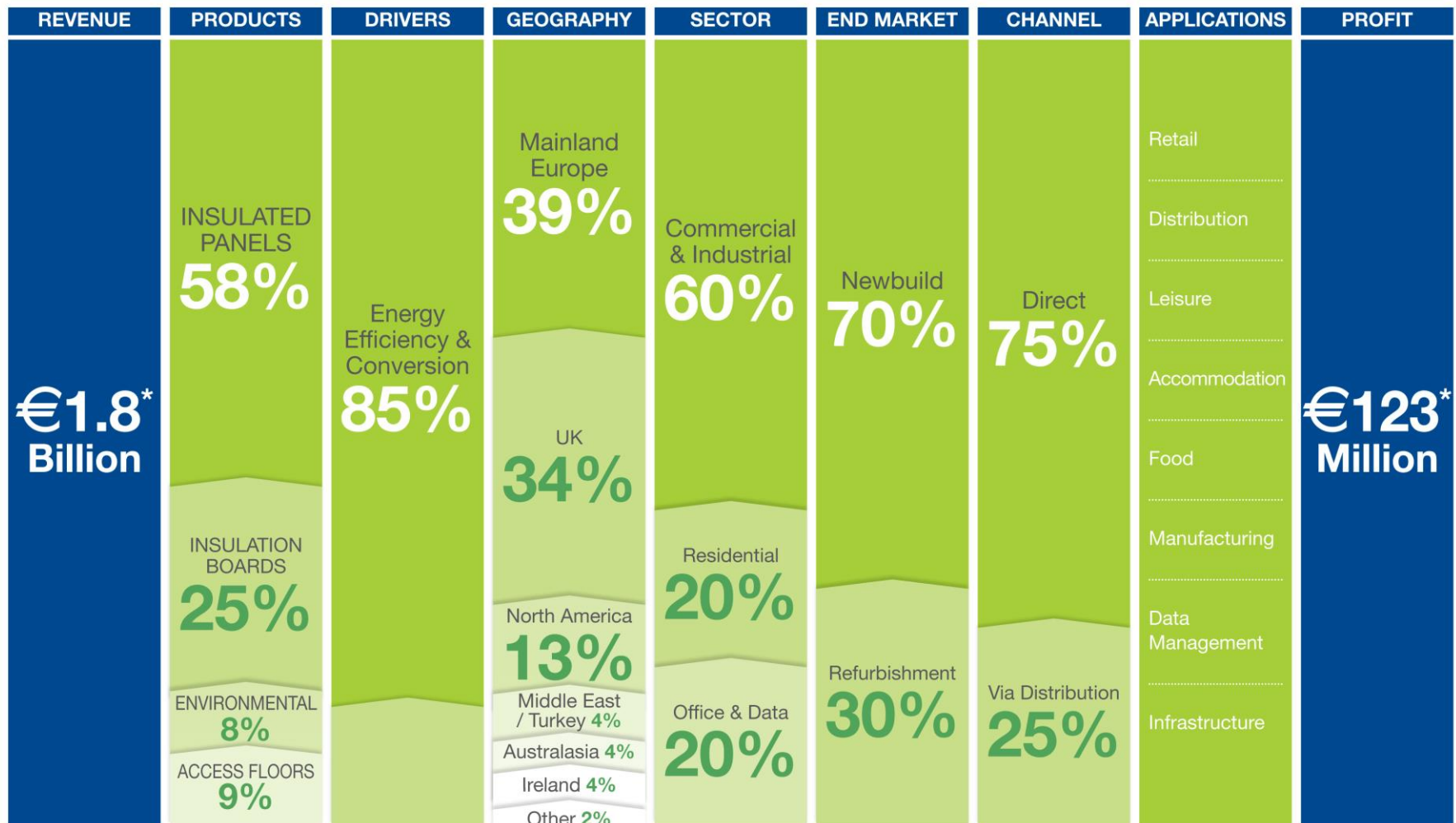


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Kingspan AGM  
1<sup>st</sup> May 2014



# In a Nutshell



BRAND > SPECIFICATION > DIFFERENTIATION

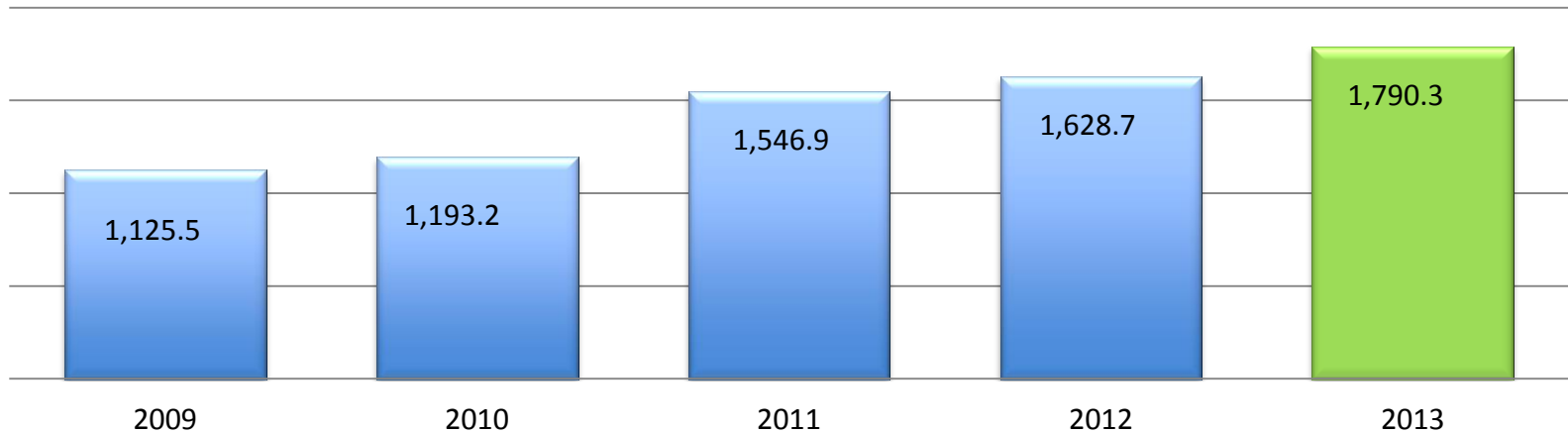
Above are based on internal estimates, and are directional rather than precise.

\* Revenue and Trading Profit rounded from actuals of €1.79bn revenue and €122.8mn trading profit.

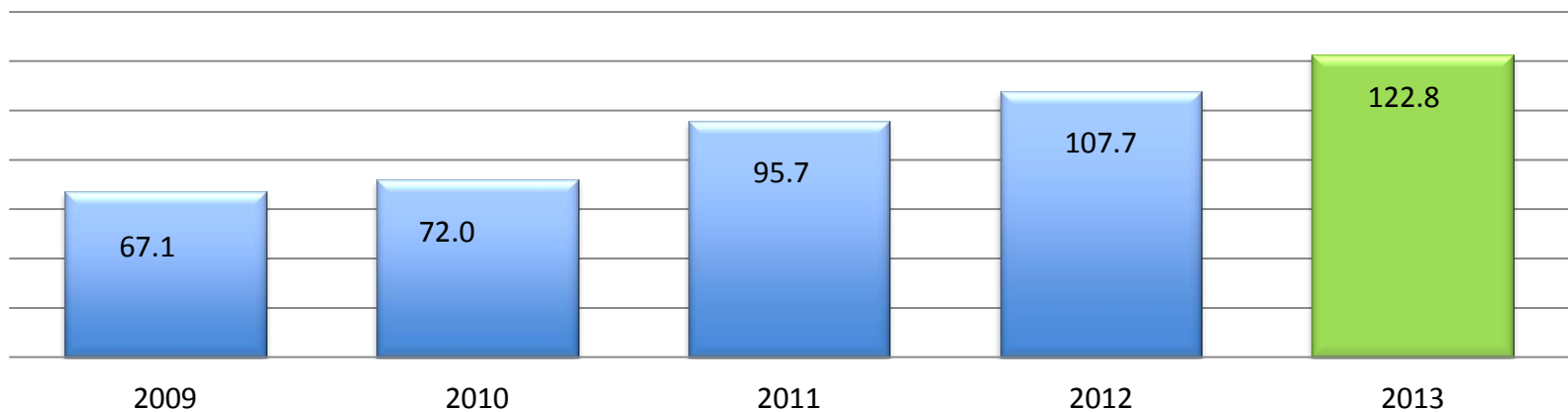
# Performance Trend



## Revenue (€'m) (CAGR 12.3%)



## Trading Profit (CAGR 16.3%)



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January – April 2014\*



Revenue up 8% to €561m

<b>Insulated Panels</b>	<b>+14%</b>
<b>Insulation</b>	<b>+3%</b>
<b>Access Floors</b>	<b>-9%</b>
<b>Environmental</b>	<b>+1%</b>

\*01-01-14 to 25-04-14

# Strategic Goals



- Lead the field in high performance insulation globally with proprietary and differentiating technologies
- Become the world's leading provider of low energy building solutions  
– Insulate & Generate
- Achieve greater geographic balance, primarily focusing on  
The Americas, Western Europe and appropriate developing markets

## The 3 Pillars

### Product

Differentiated  
and proprietary

### Penetration

Structural  
growth of high  
performance  
buildings

### Geography

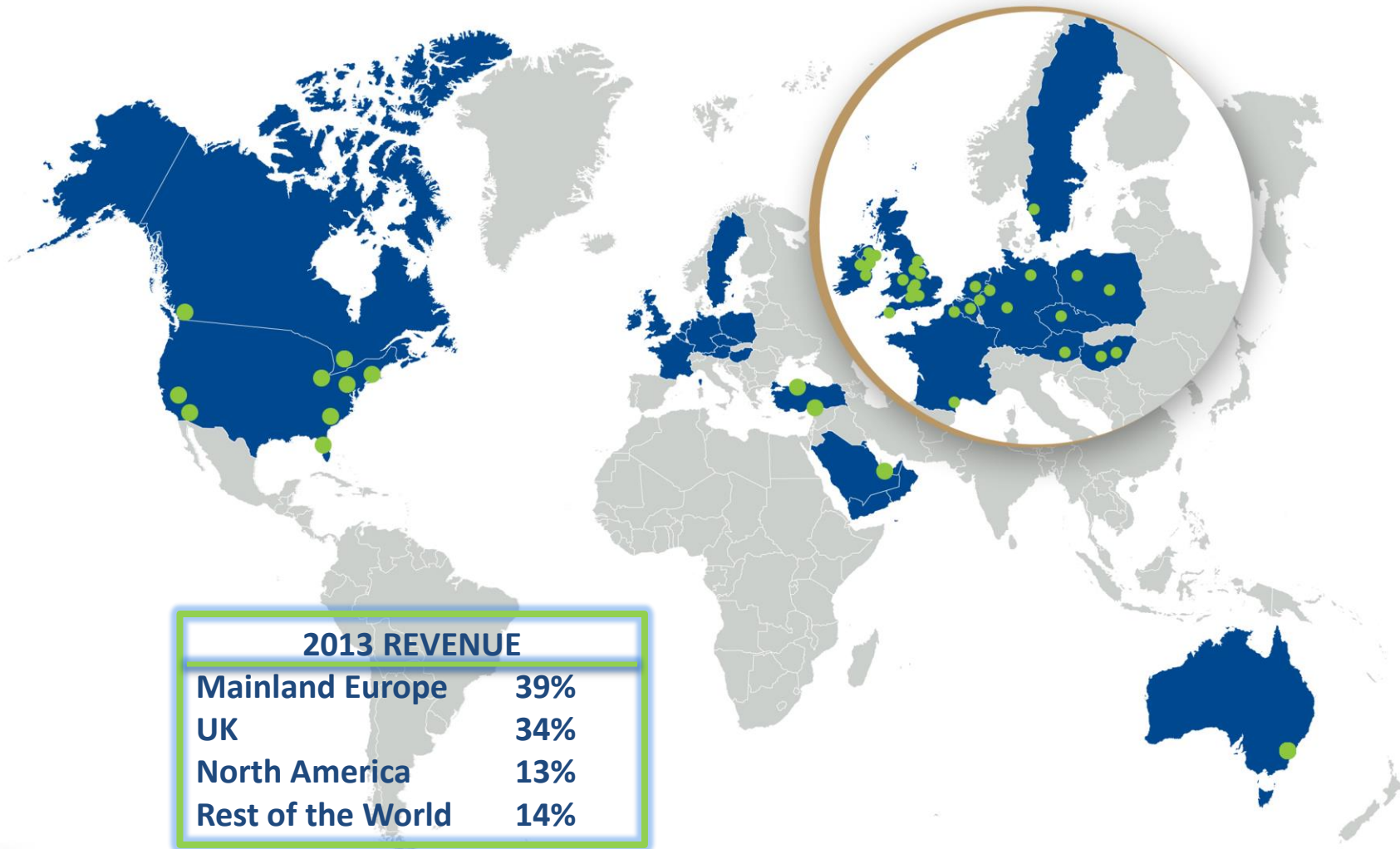
Globalisation  
of primary  
product set

Achieve an  
average  
annual return  
on investment  
of ca. 15%



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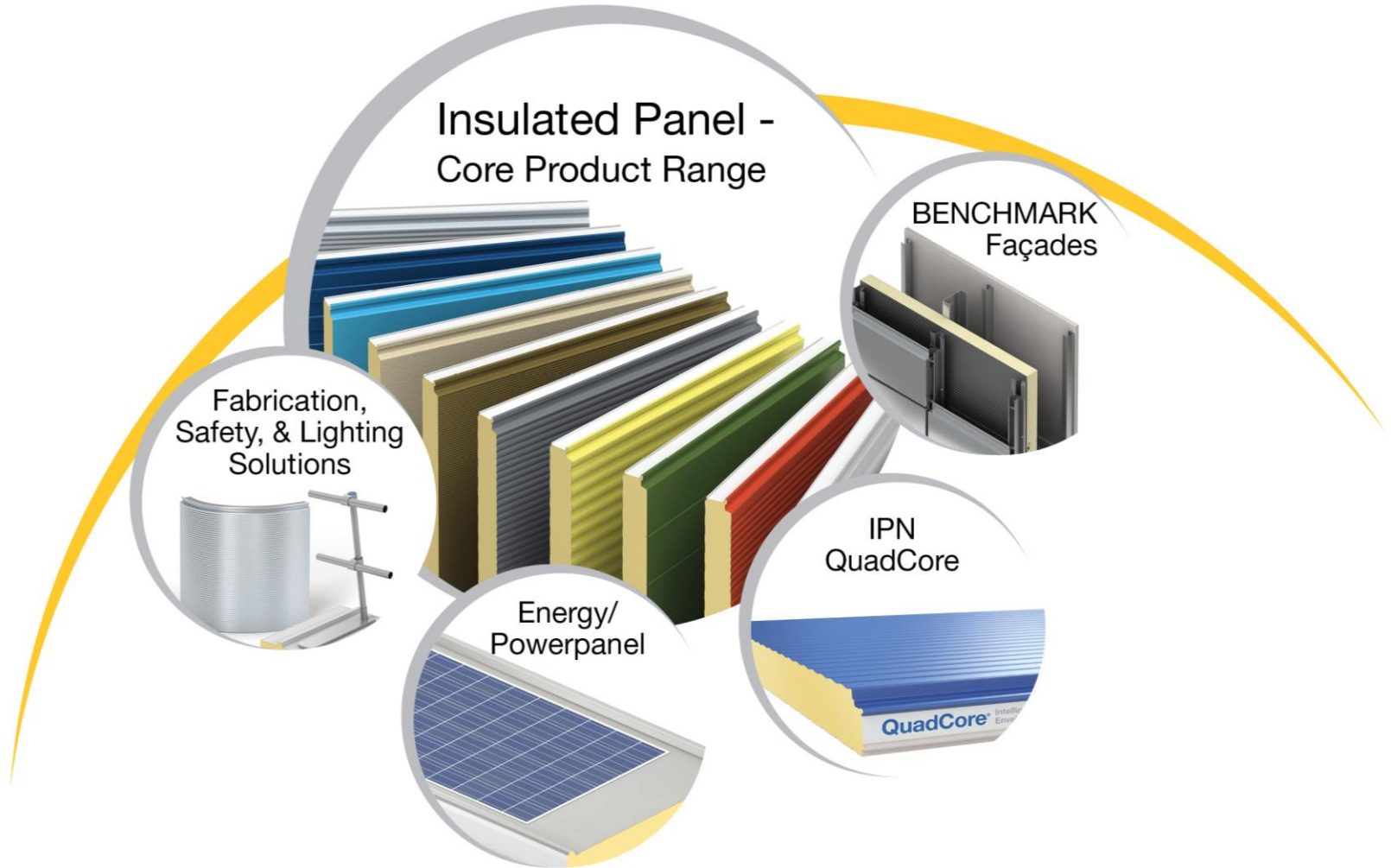


● Manufacturing Locations

# Innovation at Work



## Insulated Panels

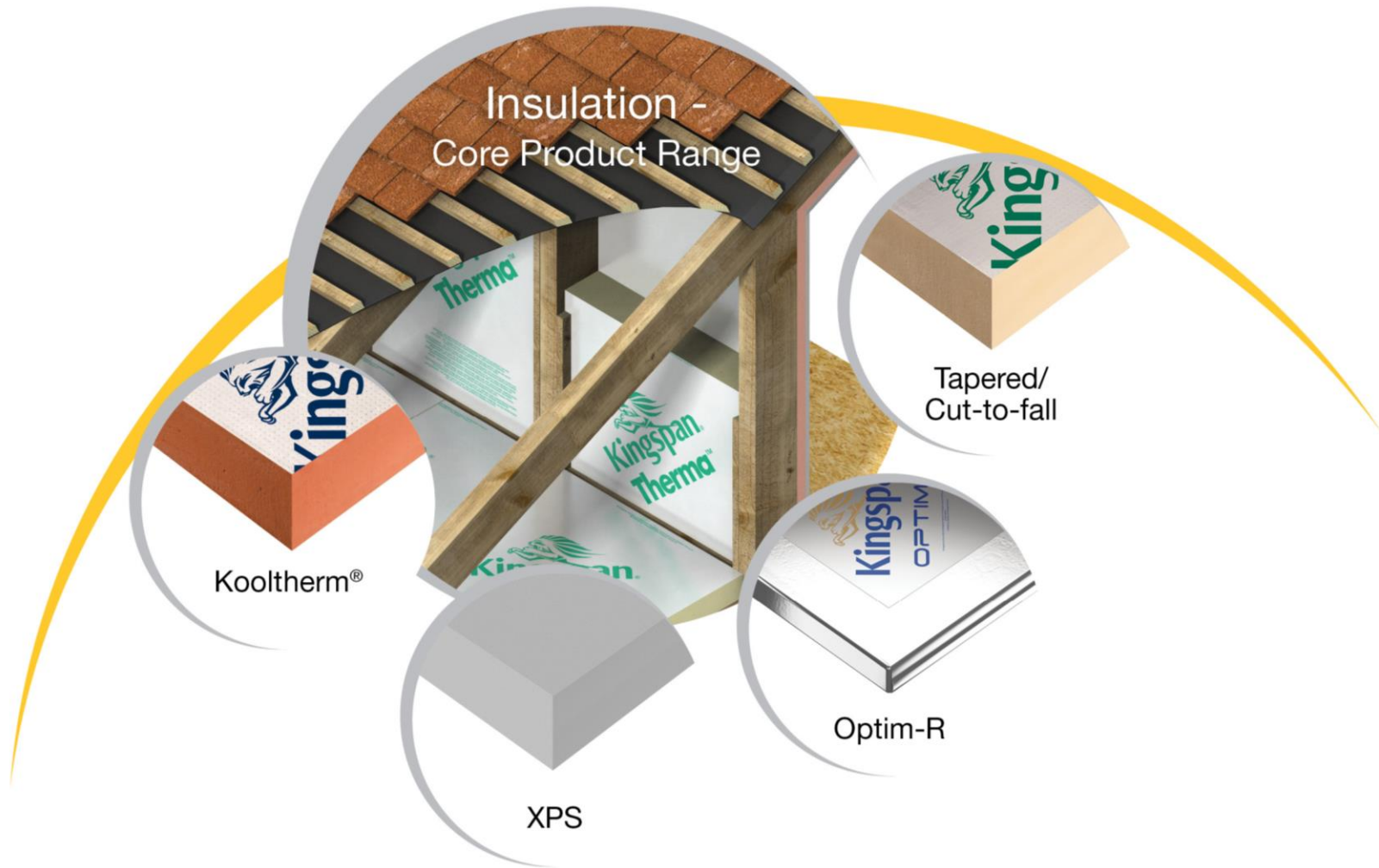


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# Innovation at Work



## Insulation



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Integrated or Plant-On Rooftop Power,  
combining Insulated Panel and Solar PV

## Funding Options

### Client

- > Direct sale of system to end client

### Kingspan

- > Lease client roofspace for 25 years in return for a Power Purchase Agreement
- > Lock-in the income streams (ROCs, FITs, PPA)
- > Bundle and sell the 25 year cashflows to financial investors
- > O&M Contract

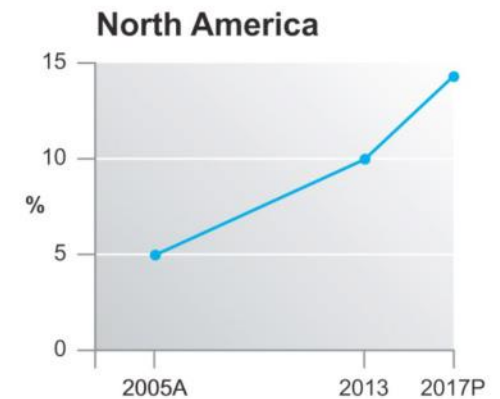
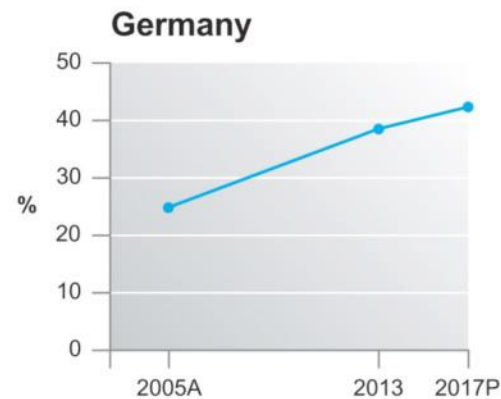
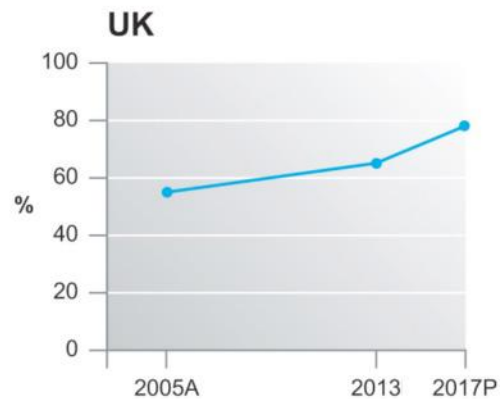
2014 FY Revenue Target ca. €25m



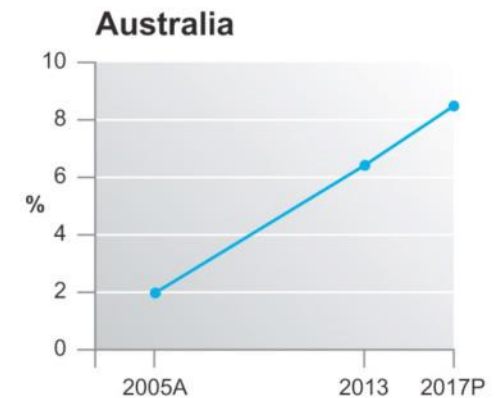
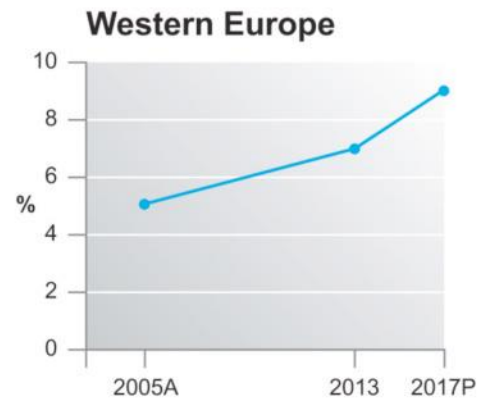
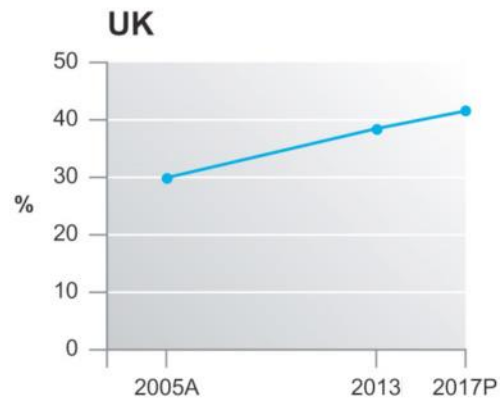
# Penetration Rates



## Insulated Panels



## Insulation Boards

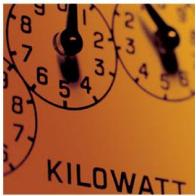


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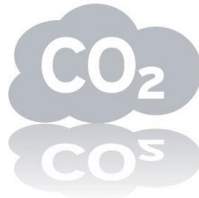
# 126,600 million kWh per year

TOTAL ENERGY SAVED BY KINGSPAN'S INSULATION SYSTEMS

EQUIVALENT TO...



saving  
**€4.6bn**  
in energy  
costs



saving  
**25m**  
tonnes CO<sub>2</sub>  
per year



the annual  
output of  
**90**  
gas-fired or  
23 coal-fired  
power stations



a car driven  
**4.375m**  
times around the  
world



over  
**74m**  
barrels  
of oil



up to  
**3 times**  
the annual electricity  
consumption of  
Greater London



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# Looking Ahead



- **Positive across many segments of the UK building market**
- **Solid in Germany, continued gradual recover across other Continental Markets**
- **North America remains weak in non-residential, penetration growth and higher value products will drive further advancement**
- **Strong backlog, and innovation pipeline, and the push towards greater energy efficiency should deliver a solid 2014**



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Abu Dhabi Midfield Terminal Design, UAE  
*Insulated Panels*



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WA Institute of Sport, Australia  
*BENCHMARK*



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Photo courtesy of dwp|suters + Sandover Pinder Architects



Jaguar Landrover Manufacturing Plant, Wolverhampton, UK  
*Kingspan Energy*



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Lane Community College, Eugene, Oregon, USA  
*Kingspan Solar Thermal*



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