

LIGHT ON ENERGY    LIGHT ON THE PLANET    HIGH ON EFFICIENCY



**Annual General Meeting**  
**9<sup>th</sup> May 2013**



# Financial Highlights

Revenue	→	€1,628.7m	5% -5% like-for-like*
Trading Profit**	→	€107.7m	+13% +6% like-for-like*
Trading Margin	→	6.6%	+40bps
Profit after tax	→	€74.7m	+19%
Basic EPS	→	43.9c	+18.3%
Free cash flow	→	€98.9m	+29%
Total dividend	→	12.25c	+11%

\* Like-for-like comparisons exclude the impact of acquisitions currency movements

\*\* Pre-intangible amortisation

- Revenue up 10% to €520m

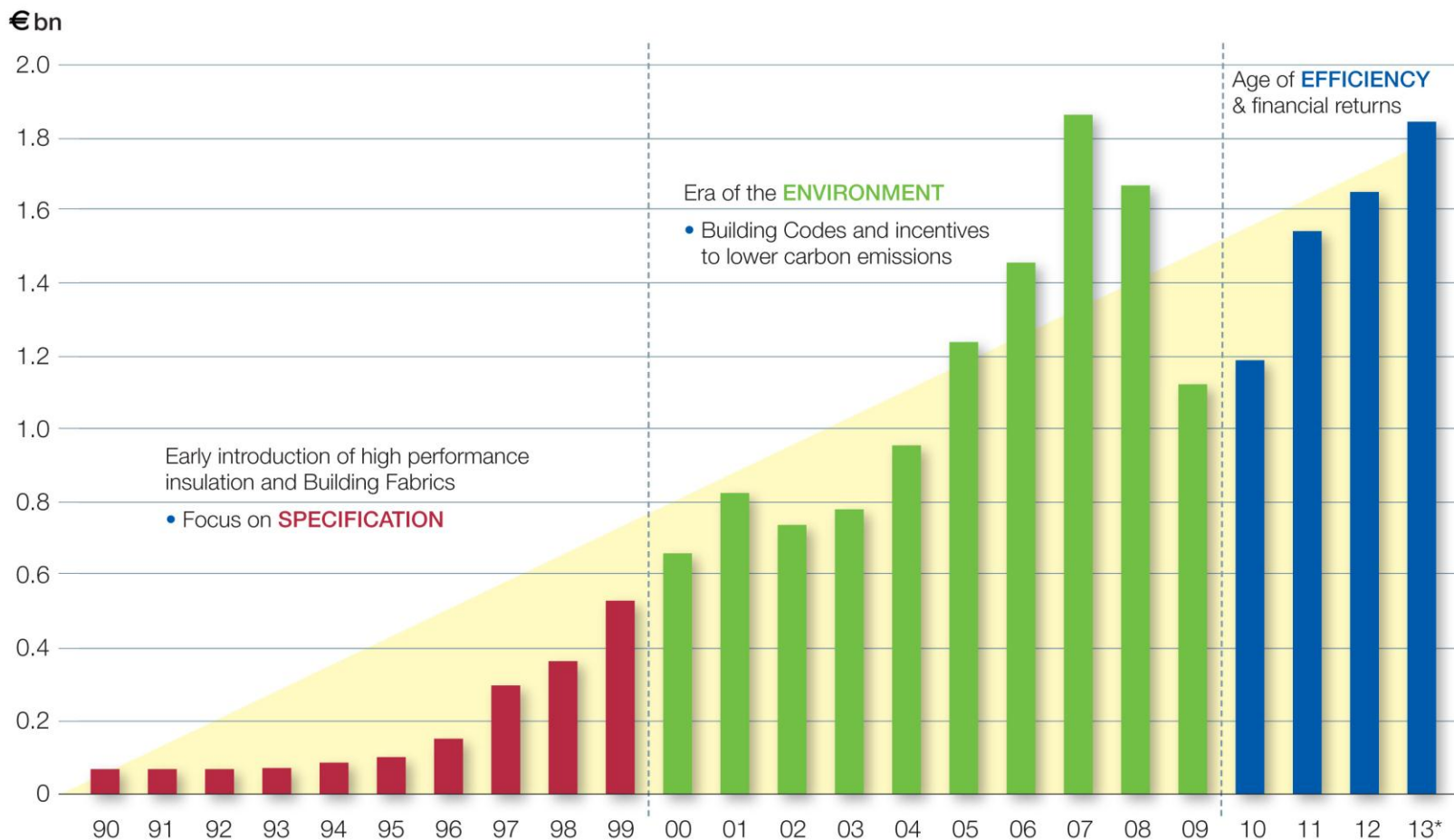
Insulated Panels	+31% (-5%)*
Insulation	-5%
Access Floors	+9%
Environmental	-22%

\* (pre-acquisition)

- Sluggish January – February, improving momentum March – April
- TK and Rigidal trading to plan

# Revenue Profile (1990-2013)

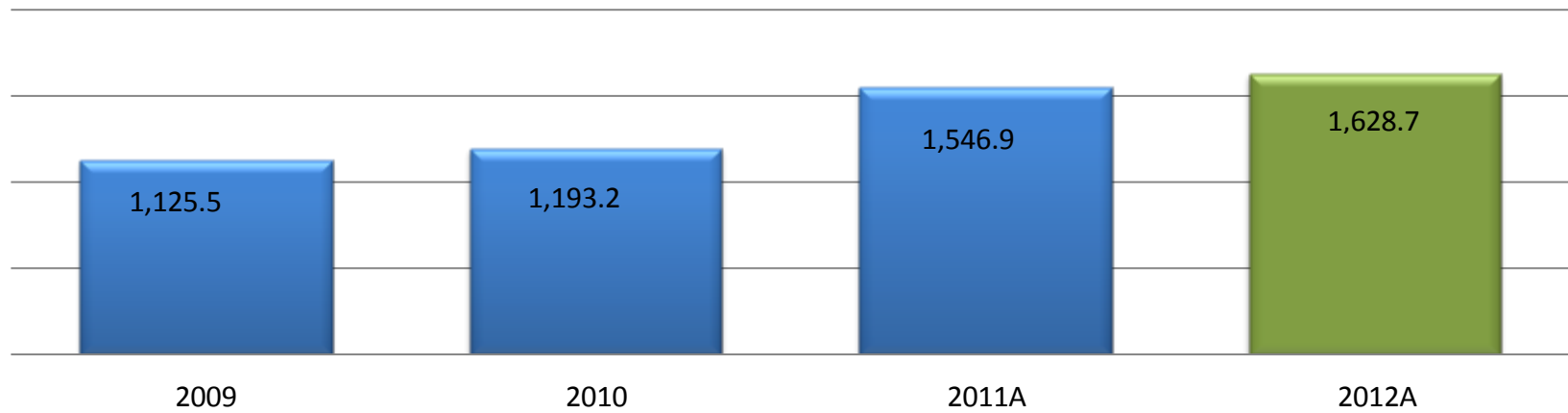
**CAGR 15%**



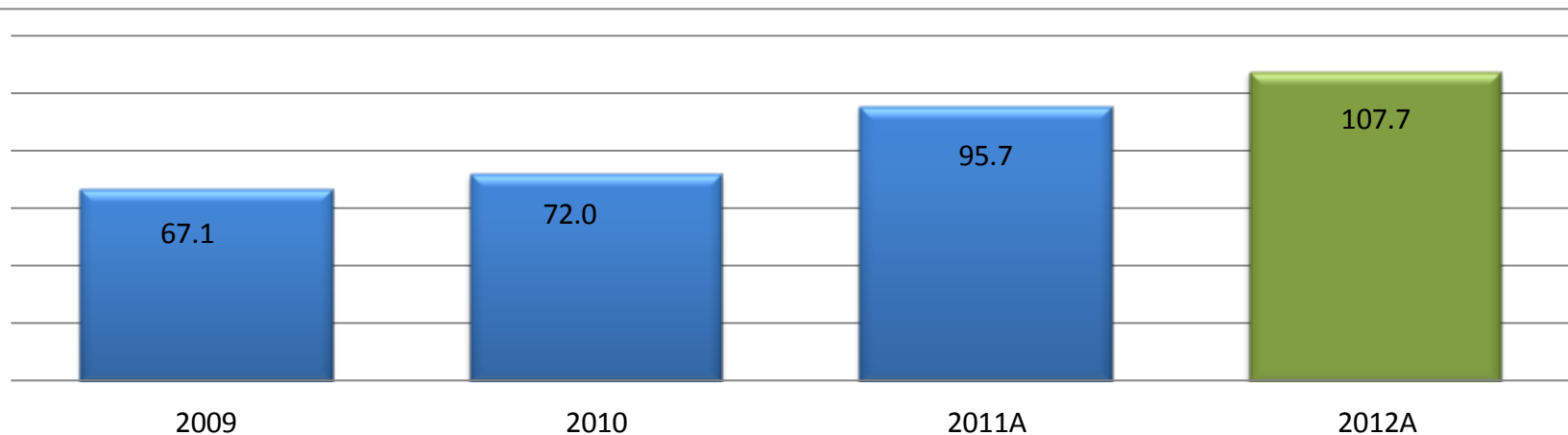
\* Financial Consensus

# Financial Performance Since Trough

## Revenue (€'m) (CAGR 10%)



## Trading Profit (CAGR 13%)



\* Consensus 2013

# ThyssenKrupp & Rigidal Acquisitions

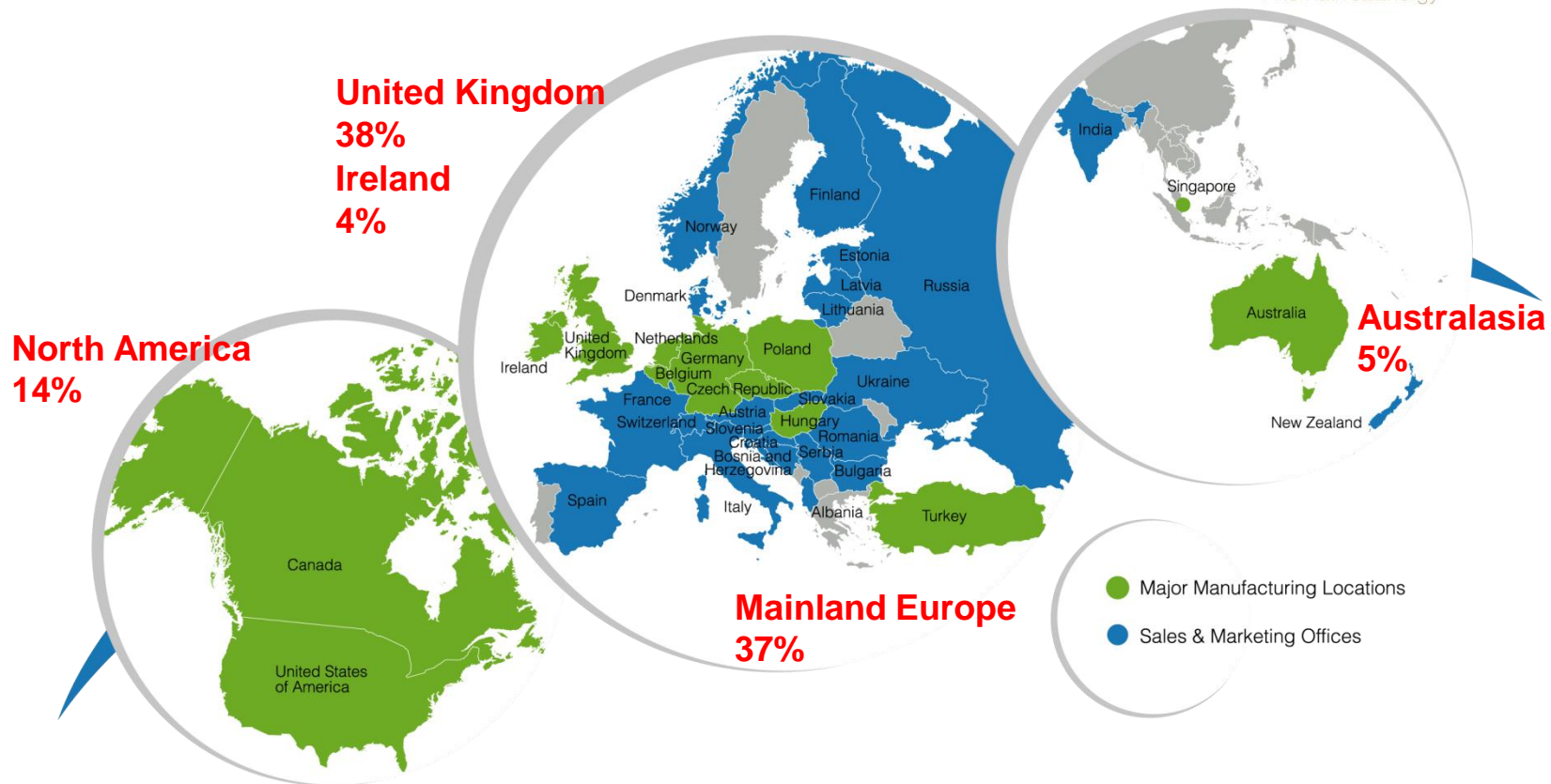
- Total consideration ca. €76m, both acquired in quarter three 2012
- Continuing revenue of ca.€280m in 2013
- Earnings enhancing year one, plan to achieve Group average % margin by year three
- Significant increase in Group's commercial & manufacturing footprint. Germany, France, Hungary, Austria and UAE
- Key future growth zones for Kingspan



***Airport Hotel, Berlin using Hoesch Siding façade Planeel®***

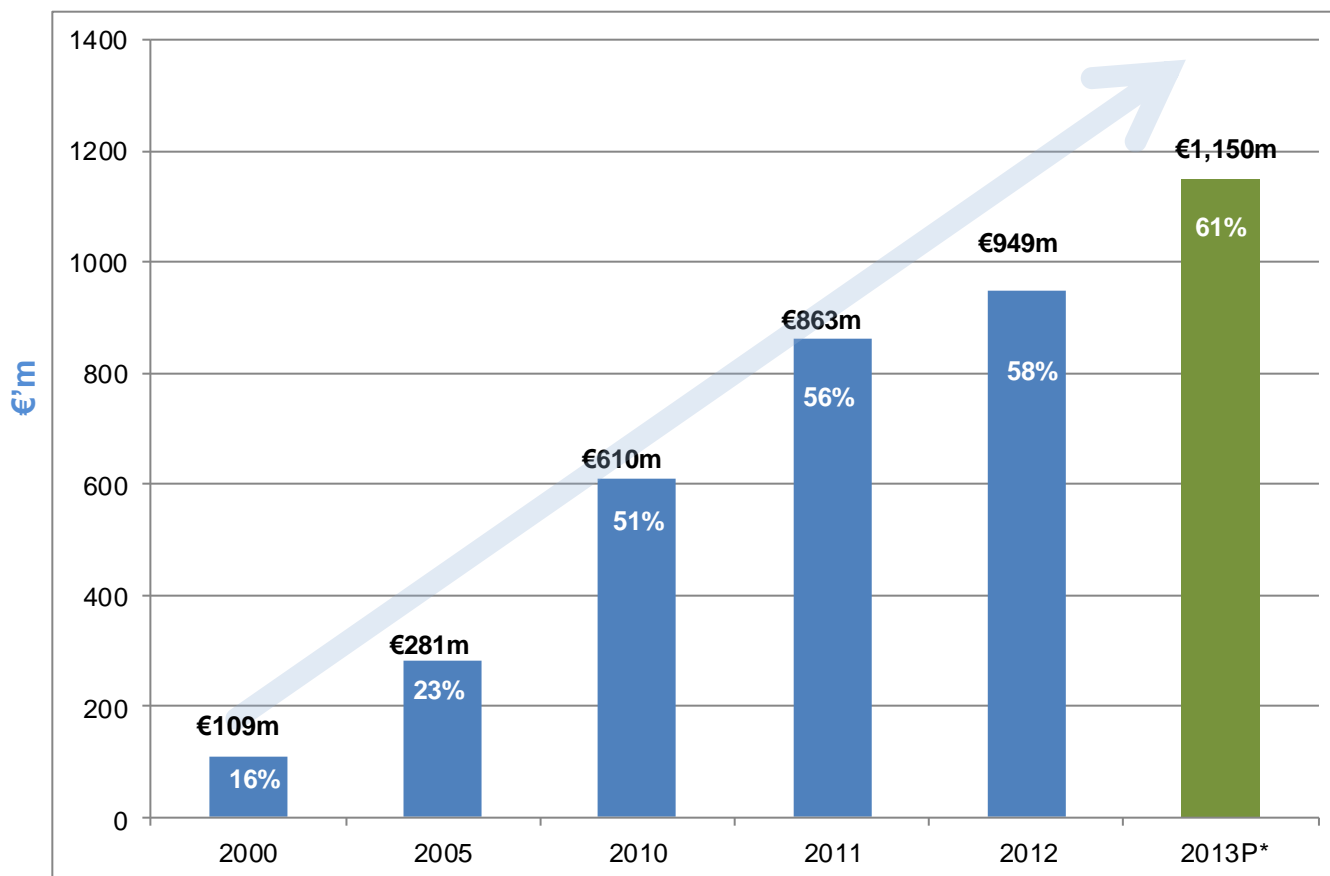






- Manufacturing and distribution operations throughout Europe, North America, Australasia
- >70 Locations: 45 Manufacturing

# Group Sales Outside UK/IRL

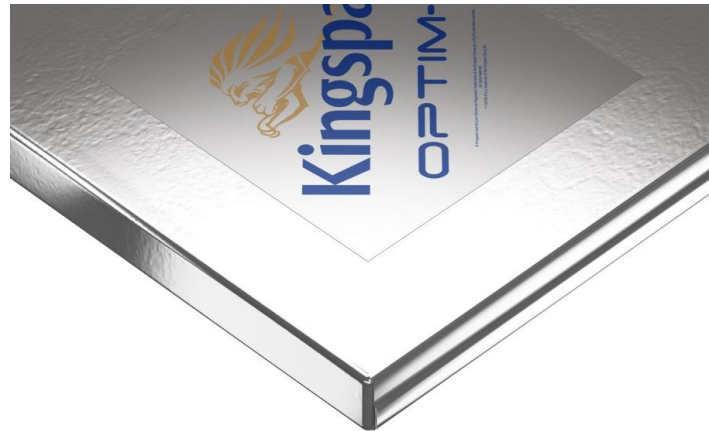


\* Plan



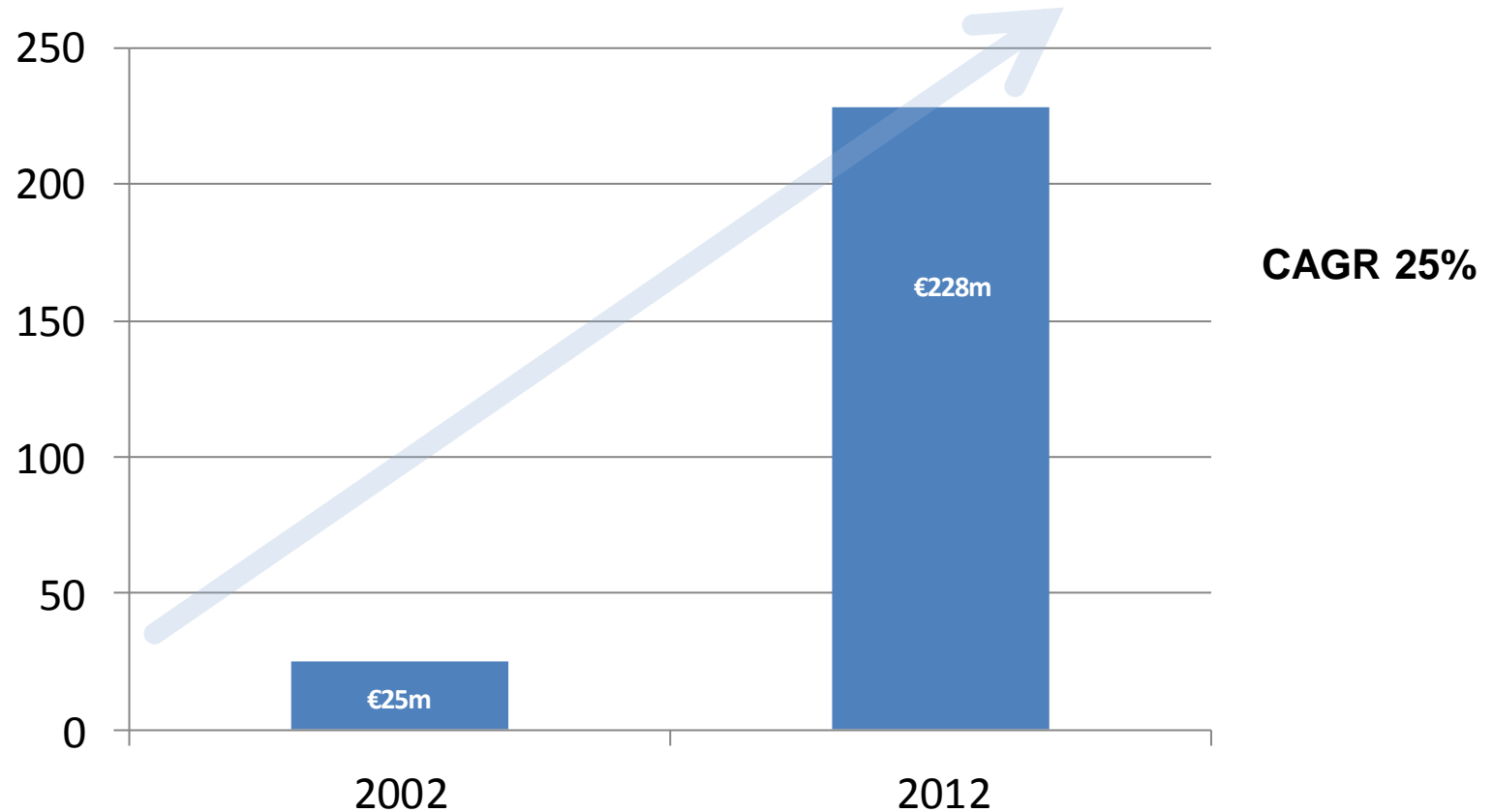
# Innovation Pipeline

- Primary objective: Growing differentiation and competitive advantage
- >40 active projects, annual spend ca. 1% turnover
- Ranging from continuous evolutionary developments, to fundamental advancements in basic materials
- Key projects:
  - Fire & Thermal Improvements (IPN QuadCore)
  - Optim-R (Next Generation Insulation)
  - Solar Integration PowerPanel® (Insulate & Generate)
  - Microwind, KW15
  - Access Floors product extension



# Innovation in Action

10 year organic growth of new/embryonic products\*



\* includes Kooltherm®, Optim-R®, Benchmark®, Top Deck®, X Deck®

# Penetration Potential

	2005A	2012A	2015F
Insulated Panels UK	55%	66%	75%
Insulated Panels NA	5%	9%	12%
Insulated Panels Germany	23%	38%	42%
Insulated Panels Australia	6%	9.5%	12%
Insulation Board UK	30%	36%	40%
Insulation Board Germany	5%	7%	8.5%
Insulation Board Australia	2%	6.5%	8%
Insulation Board CEE	0%	1.5%	3%



# The Savings

WORLDWIDE, KINGSPAN BUILDING ENVELOPE INSULATION SYSTEMS  
HAVE SAVED

OVER  
**120**  
MILLION  
MWh PER YEAR

EQUIVALENT TO

CLOSING

**4.2**

COAL FIRED  
POWER STATIONS  
EACH YEAR

EQUIVALENT TO

SAVING

**54.0**

MILLION  
BARRELS OF OIL  
EACH YEAR

EQUIVALENT TO

SWITCHING

**4.1**

MILLION  
HOUSES  
TO ZERO-CARBON  
EACH YEAR

EQUIVALENT TO

TAKING

**9.5**

MILLION  
CARS  
OFF THE ROAD  
EACH YEAR

Source: Aecom



## Perth Arena, Australia using Kooltherm K12 Framing Board





## Queen Alia Airport, Jordan using Rigidal Ziplok





Bad Salzungen Military, Germany using Kingspan Solar





## Katsumata Centre, Australia using Benchmark





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