

Volution Group plc
Full year results to 31 July 2018

Excellence in ventilation



Introduction

Excellence in ventilation

Volution Group plc is a leading supplier of ventilation products to the residential and commercial construction markets in the UK, the Nordics, Central Europe and Australasia.

- > Introduction to Volution
- > Highlights
- > Financial Review
- > Business update and outlook
- > Q&A



Ronnie George
Chief Executive Officer



Ian Dew
Chief Financial Officer

Volusion Group plc Snapshot

Brands

Vent-Axia

MANROSE

DIFFUSION

AIRTECH

Breathing
Buildings

NATIONAL
VENTILATION

torin-sifan

inVENTER[®]
smart room air

Ventilair
GROUP

Fresh

PAX

welair

VoltAir[®]
HYPERMAGNETIC

AIR CONNECTION

IKAR[®]

SIImx

Leading in both the residential and commercial markets.

We operate through two segments:

Ventilation Group

- > 89.0% of Group revenue (2017: 88.1%).
- > The Ventilation Group primarily supplies ventilation products for residential and commercial construction applications in the UK, the Nordics, Central Europe and Australasia.

OEM (Torin-Sifan)

- > 11.0% of Group revenue (2017: 11.9%).
- > OEM (Torin-Sifan) manufactures and supplies motors, motorised impellers, fans and blowers to OEMs of heating, ventilation and air conditioning products.

Increasing geographic diversity

- > Now only 52.6% of revenue is from UK customers.
- > On a proforma basis only 47.4% of revenue is from UK customers.

% of Volusion Group revenue

- Ventilation Group 89.0%
- OEM (Torin-Sifan) 11.0%



% of Volusion Group revenue by region

- UK 52.6%
- Rest of the world 47.4%



% of Volusion Group revenue by region on a proforma basis

- UK 47.4%
- Rest of the world 52.6%

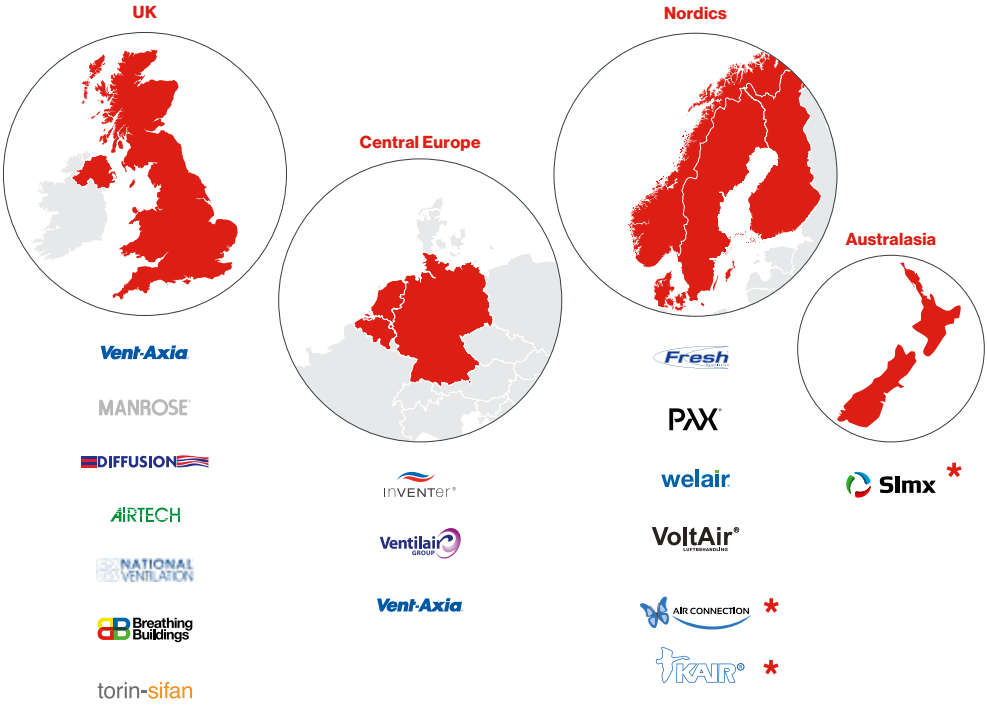


Our Locations

We aim for our products to enhance our customers' experience of ventilation by reducing energy consumption, improving indoor air quality and design and making them easier to use.

Our acquisition strategy over the last year has increased the number of our key brands from twelve to sixteen.

Geographical diversification continues.



* New acquisitions this year

Execution of our Strategy

Revenue growth of 11.1% and adjusted EPS up 6.6%.

Three strategic pillars



Organic growth in our core markets

- > Organic revenue growth of 2.8% (2.4% at constant currency).
- > New Reading factory increase capacity headroom for growth.
- > Good progress in our Germany business with the launch of our new Xenion fan.
- > Further extension of our public housing range.



Growth through a disciplined and value- adding acquisition strategy

- > Inorganic revenue growth of 8.3% (8.7% at constant currency).
- > Four acquisitions completed in the year, enhancing our product and geographic reach:
 - > Simx Limited in New Zealand.
 - > Oy Pamon Ab in Finland.
 - > Air Connection ApS in Denmark.
 - > AirFan B.V. (renamed Vent-Axia B.V.) in the Netherlands.



Development of OEM (Torin-Sifan) range and customer base

- > Organic revenue growth of 2.8% (1.8% at constant currency).
- > Good take up of the new highly efficient Revolution 360 range of EC fans.
- > Further capacity investment underway to support the growth in sales.

Acquisitions completed during the year

Four acquisitions completed during the year, strengthening our position in existing regions and broadening our reach into new geographies, with all integration activity progressing well.

Simx Limited, acquired in March 2018

- > Consideration: NZ\$53.7 million (approximately £28.2 million) net of cash and bank loans repaid of NZ\$19.0 million (approximately £9.8 million).
- > The market leading residential ventilation products supplier in New Zealand for both new and refurbishment applications with channel access enabling us to place many of our existing Group products into this market.

AirFan B.V., acquired in May 2018

- > Consideration: Euro 0.3 million (approximately £0.3 million) net of cash acquired.
- > A small distributor, based in the Netherlands, of primarily residential ventilation products, providing the Group with additional access to the Dutch heating, ventilation and air-conditioning market.

Oy Pamon Ab, acquired in July 2018

- > Consideration: initially Euro 10.9 million (approximately £9.6 million) net of cash acquired. Deferred cash consideration of up to Euro 2.0 million (approximately £1.8 million) may be payable, contingent on Oy Pamon's earnings for the two years ending November 2018 and 2019.
- > A leading designer, manufacturer and supplier of Mechanical Ventilation with Heat Recovery products primarily for the Finnish new build and refurbishment construction markets, further strengthening our leading position in the Nordics.

Air Connection ApS, acquired in July 2018

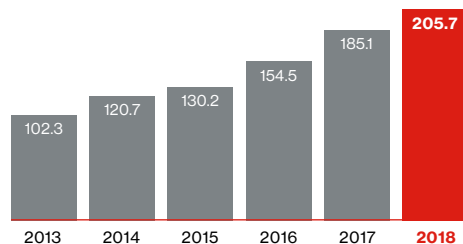
- > Consideration: initially DKK24.1 million (approximately £2.9 million) net of cash acquired. Deferred cash consideration of up to DKK4.2 million (approximately £0.5 million) may be payable, contingent on Air Connection's earnings for the year ending 31 July 2021.
- > A leading supplier of branded ventilation products to the Danish market, increasing our exposure to the Danish ventilation market and enabling us to introduce other Group products.

Our acquisitions have continued to increase our geographic diversity. On a pro-forma basis revenue from UK customers is now 47.4% of total Group revenue.

2018 Highlights

Revenue £m

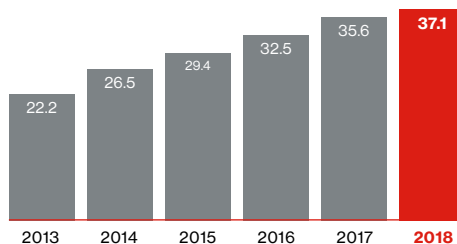
£205.7m



- > Good revenue growth in the year of 11.1% (11.1% at cc).
- > Organic revenue growth of 2.8% (2.4% at cc).
- > Inorganic revenue growth of 8.3% (8.7% at cc).
- > 101% growth in five years.
- > CAGR of 15% since 2013.

Adjusted operating profit £m

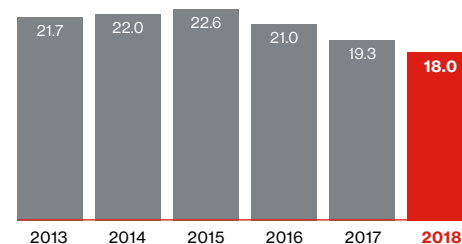
£37.1m



- > Adjusted operating profit increased by 4.1% to £37.1 million.
- > A £1.5 million improvement compared to 2017.

Adjusted operating profit margin %

18.0%

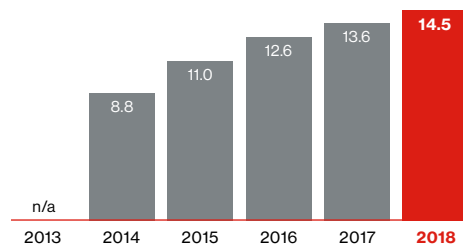


- > Margin dilution partly as a consequence of:
 - > The effect of acquired businesses with lower margins than the Group.
 - > FX driven input cost inflation in the UK.

2018 Highlights continued

Adjusted EPS (basic and diluted) p

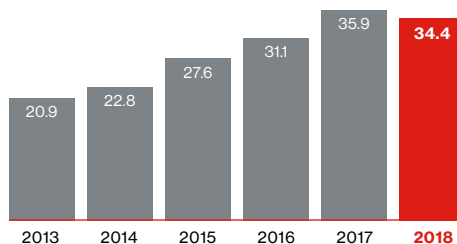
14.5p



- > Adjusted EPS growth of 6.6% to 14.5 pence.
- > Improved adjusted EPS from increasing underlying profitability.
- > Four new acquisitions.

Adjusted operating cash flow £m

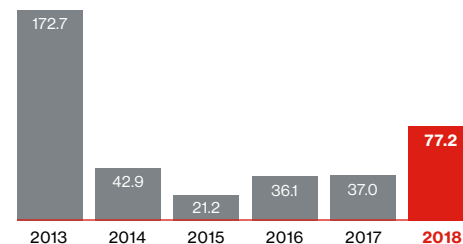
£34.4m



- > Capex high in FY18 due to factory relocation.
- > Cash conversion:
 - > FY18: 90%.
 - > FY17: 99%.

Net debt £m

£77.2m



- > Net debt increased by £40.2 million after four acquisitions completed in the year.
- > FX effect on foreign borrowings and cash reduced net debt by £1.6 million.
- > Leverage (expressed as a ratio of net debt to adjusted EBITDA) was 1.9x on a trailing twelve months basis (2017: 0.9x).
- > Proforma leverage was 1.7x.

Ian Dew – CFO

Financial Review

Full year results to 31 July 2018



Financial Highlights

Financial year ended 31 July 2018

	2018	2017	Movement	Movement %
Revenue (£m)	205.7	185.1	20.6	11.1%
Adjusted profit before tax (£m) ¹	35.8	34.6	1.2	3.6%
Reported profit before tax (£m)	16.7	17.9	(1.2)	(6.5)%
Adjusted basic and diluted EPS (p) ¹	14.5	13.6	0.90	6.6%
Proposed dividend per share (p)	4.44	4.15	0.29	7.0%
Adjusted operating cash flow (£m) ¹	34.4	35.9	(1.5)	(4.4)%
Net debt (£m)	77.2	37.0	40.2	—
Closing debt leverage, net debt to adjusted EBITDA (x)	1.9	0.9	1.0	—

Key highlights

- > Revenue growth of 11.1% (11.1% at cc). Organic revenue growth of 2.8% (2.4% at cc).
- > Strong growth in adjusted profit before tax of 3.6% driven by acquisitions.
- > Four acquisitions completed in the year.
- > Reported profit before tax decreased as a result of higher exceptional costs.
- > Adjusted operating cash inflow of £34.4 million, a cash conversion of 90%.
- > Total proposed dividend per share of 4.44 pence, a 7.0% increase.
- > Net debt of £77.2 million, up £40.2 million after four acquisitions in the year, 1.9x adjusted EBITDA on a trailing twelve months basis. Proforma leverage was 1.7x.
- > The group refinanced its bank facilities and now has a £120 million, multicurrency, revolving credit facility maturing in December 2021.

1. The Group uses some alternative performance measures to track and assess the underlying performance of the business. These measures include adjusted operating profit, adjusted profit before tax, adjusted basic and diluted EPS and adjusted operating cash flow. An explanation and reconciliation to reported profit before tax is shown on page 11.

Income Statement Summary

Financial year ended 31 July 2018

	2018	2017	Movement £m	Movement %
Revenue (£m)	205.7	185.1	20.6	11.1%
Revenue (£m) cc	205.6	185.1	20.5	11.1%
Gross profit (£m)	96.6	91.0	5.6	6.1%
Gross margin %	47.0%	49.2%	(2.2pp)	
Adjusted EBITDA (£m) ¹	41.1	39.2	1.9	4.7%
Adjusted operating profit (£m) ¹	37.1	35.6	1.5	4.1%
Adjusted operating profit (£m) ¹ cc	37.1	35.6	1.5	4.1%
Adjusted operating profit margin ¹ %	18.0%	19.3%	(1.3pp)	
Adjusted net finance costs (£m) ¹	(1.3)	(1.1)	(0.2)	20.7%
Adjusted profit before tax (£m) ¹	35.8	34.6	1.2	3.6%
Adjusted tax charge (£m) ¹	(7.0)	(7.5)	0.5	(6.9)%
Adjusted profit after tax (£m)	28.8	27.1	1.7	6.5%

- > Revenue growth of 11.1% (+£20.6 million) (11.1% at cc).
- > Revenue growth would have been £0.1 million lower at cc.
- > 2.8% organic revenue growth (2.4% at cc).
- > 8.3% inorganic revenue growth from the four acquisitions in the year and the full year effect of the following acquisitions:
 - > Breathing Buildings in the UK (December 2016).
 - > VoltAir in Sweden (May 2017).
- > Gross profit up by £5.6 million on higher volumes.
- > Gross margin declined by 2.2pp as a result of higher input costs in the UK, disruption to manufacturing during our factory relocation and a decline in the profitable UK RMI (public) sector revenue.
- > Adjusted operating profit growth of 4.1% (+£1.5 million).
- > Our effective tax rate on adjusted profit was 19.2% (2017: 21.8%) a decrease of 2.6pp mainly resulting from lower UK tax rates, patent box credits and reassessment of deferred tax.
- > Adjusted profit after tax of £28.8 million improved by 6.5%.

1. The Group uses some alternative performance measures to track and assess the underlying performance of the business. These measures include adjusted operating profit, adjusted profit before tax, adjusted basic and diluted EPS and adjusted operating cash flow. An explanation and reconciliation to reported profit before tax is shown on page 11.

Adjusted Profit before Tax Reconciled to Reported Profit before Tax

Financial year ended 31 July 2018

	2018 £m	2017 £m	Movement £m
Adjusted profit before tax	35.8	34.6	1.2
Items excluded from adjusted measures:			
Exceptional operating costs	(6.4)	(1.4)	(5.0)
Release of contingent consideration	1.5	—	1.5
Net gain/(loss) on financial instruments at fair value	0.8	(1.4)	2.3
Unamortised loan issue costs written off	(0.3)	—	(0.3)
Amortisation of acquired intangibles	(14.7)	(13.8)	(0.9)
Reported profit before tax	16.7	17.9	(1.2)

	2018 £m	2017 £m	Movement £m
Exceptional operating costs			
Acquisition related costs	1.4	0.8	0.6
Re-organisation of the UK Ventilation business	5.0	0.6	4.4
Exceptional operating costs	6.4	1.4	5.0

Adjustments

- > Exceptional operating costs of £6.4 million were £5.0 million higher than FY17 due to:
 - > Re-organisation of the UK Ventilation business including factory relocation costs of £5.0 million (2017: £0.6 million).
 - > Acquisition related costs of £1.4 million (2017: £0.8 million).
- > Release of contingent consideration not payable (VoltAir System) of £1.5 million (2017: £nil).
- > Net gain/(loss) on financial instruments relates to the uncrystallised revaluation of currency hedges, a gain of £0.8 million (2017: a loss of £1.4 million).
- > Write-off of unamortised loan issue costs of £0.3 million (2017: £nil) on refinancing our bank facility.
- > Amortisation of acquired intangible assets:
 - > Amortisation relating to the fair value of acquired intangible assets (e.g. customer base and trademarks, valued at the time of acquisition) of £14.7 million (2017: £13.8 million).

Consolidated Statement of Financial Position Summary

Financial year ended 31 July 2018

	31 July 2018 £m	31 July 2017 £m
Property, plant and equipment	22.6	19.6
Intangible assets – goodwill	112.7	81.6
Intangible assets – others	104.1	101.0
Deferred tax assets	—	0.8
Non-current assets	239.4	203.0
Inventory	30.1	22.7
Trade and other receivables	39.2	37.2
Cash	18.2	14.5
Current assets	87.5	74.4
Payables and other liabilities	(48.1)	(48.3)
Current liabilities	(48.1)	(48.3)
Loans and borrowings	(95.4)	(51.5)
Unamortised finance costs	0.8	0.4
Other liabilities	(1.5)	(0.1)
Deferred tax	(17.5)	(17.8)
Non-current liabilities	(113.6)	(69.0)
Net assets	165.2	160.1
Share capital	2.0	2.0
Share premium	11.5	11.5
Treasury shares	(2.0)	(2.0)
Capital reserve	93.9	93.9
Other reserves	3.3	3.1
Retained earnings	56.5	51.6
Total equity	165.2	160.1

- > Non-current assets increased by £36.4 million, mainly as a consequence of four acquisitions in the year offset by depreciation and amortisation of PPE and intangible assets – others.
- > Operating working capital represented 11.3% of revenue (11.7% at cc) (2017: 10.5% of revenue). Efficient management of operating working capital remains a priority for the Group.
- > Loans and borrowings increased in the year by £40.2 million as a consequence of four acquisitions in the year.
- > Deferred tax liability relates primarily to the recognition of acquired intangible assets at fair value.
- > The capital reserve of £93.9 million arises on consolidation and is non-distributable.
- > Distributable reverses in the parent company are £72.2 million.

Cash Flow Summary and Net Debt Bridge

Financial year ended 31 July 2018

	2018 £m	2017 £m
Opening net debt 1 August	(37.0)	(36.1)
Movements from normal business operations		
Adjusted EBITDA	41.1	39.2
Movement in working capital	(0.9)	0.1
Share-based payments	0.5	0.5
Capital expenditure	(6.3)	(3.9)
Adjusted operating cash flow	34.4	35.9
Interest paid/accrued	(0.9)	(0.8)
Income tax paid	(8.9)	(5.6)
Exceptional items	(6.0)	(1.3)
Dividend	(8.5)	(7.9)
Purchase of own shares	—	(0.5)
FX on foreign currency loans/cash	1.6	(2.4)
Issue costs of new borrowings	(0.9)	—
Other	—	(0.2)
Movements from acquisitions		
Acquisition consideration, net of cash acquired and debt repaid	(51.0)	(18.1)
Closing net debt 31 July	(77.2)	(37.0)

- > Adjusted operating cash flow of £34.4 million (2017: £35.9 million):
- > Cash conversion of 90% (2017: 99%) 9pp lower than prior year as a result of higher capital expenditure relating to the factory relocation and an increase in working capital.
- > Tax paid in the year £8.9 million (2017: £5.4 million) increased by £3.3 million. This year's tax payment increased as a consequence of increased profits and payments from new acquisitions. Prior year was relatively low as consequence of tax refunds received in the UK and the final utilisation of overseas tax losses.
- > Dividend paid: £8.5 million paid in the year (2017: £7.9 million).
- > Foreign exchange: the revaluation of foreign currency borrowings and cash has reduced our consolidated indebtedness in the period by £1.6 million (2017: increased by £2.4million).
- > On 15 December 2017, the Group refinanced its bank debt. The Group now has in place a £120 million multicurrency revolving facility, together with an accordion facility of up to £30 million.
- > Net debt increased by £40.2 million mainly as a consequence of four acquisitions in the year, with a net cash outflow of £51.0 million.

Ronnie George – CEO

Business update and outlook



Growth by Market Segment

	2018 £m	2018 £m (cc)	2017 £m	Growth %	Growth % (cc)
Ventilation Group revenue	183.1	183.2	163.1	12.3%	12.3%
OEM (Torin-Sifan) revenue	22.6	22.4	22.0	2.8%	1.8%
Total Volution Group revenue	205.7	205.6	185.1	11.1%	11.1%



Revenue growth

Volution Group revenue grew by 11.1% (11.1% at cc).

- > Organic revenue grew by 2.8% (2.4% at cc).
- > Inorganic revenue grew by 8.3% (8.7% at cc).

Ventilation Group revenue grew by 12.3% (12.3% at cc).

- > Organic revenue grew by 2.9% (2.5% at cc).
- > Inorganic revenue grew by 9.4% (9.8% at cc).

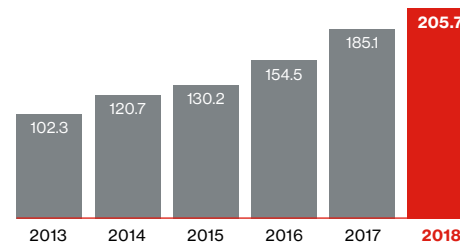
OEM (Torin-Sifan) revenue grew by 2.8% (1.8% at cc).

% of Volution Group revenue

■ Ventilation Group	89%
■ OEM (Torin Sifan)	11%



Revenue £m
101% growth in five years
CAGR of 15% since 2013



Market Sector Review: UK Ventilation Group

	2018 £m	2018 (cc) £m	2017 £m	Total growth %	Organic growth (cc) %	Inorganic growth (cc) %	Total growth (cc) %
UK Ventilation Group revenue	109.8	109.6	104.8	4.7%	2.8%	1.8%	4.6%
UK Residential New Build revenue	25.6	25.6	22.6	13.1%	13.1%	0.0%	13.1%
UK Commercial revenue	33.5	33.5	32.8	2.1%	(3.6)%	5.7%	2.1%
UK Residential RMI revenue	38.2	38.2	39.2	(2.5)%	(2.5)%	0.0%	(2.5)%
UK Export revenue	12.5	12.3	10.2	22.6%	20.9%	0.0%	20.9%

Vent-Axia

MANROSE

**NATIONAL
VENTILATION**

AIRTECH
International revenue 2016-2017

DIFFUSION

**AB Breathing
Buildings**

UK Ventilation Group

UK Residential New Build revenue

- > Strong organic revenue growth of 13.1%, continuing an unbroken growth trend going back to 2010.
- > Ongoing investment in the product range and innovative new features have enabled us to grow significantly ahead of the new build residential construction market.

UK Commercial revenue

- > Revenue growth of 2.1% in the year, assisted by the full year effect of Breathing Buildings acquired in December 2016.
- > During the second half of the year we increased our manufacturing capacity for fan coil production.

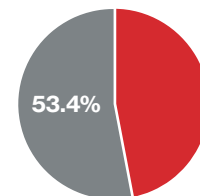
UK Residential RMI revenue

- > Revenue declined by 2.5% on the prior year.
- > Despite the difficult UK Residential Public RMI market and the disappointing revenue decline, we continue to invest in this important market sector.
- > The UK Private RMI market performed well in the year, with increased sales of "high-end", more quiet, more silent ventilation devices with more sophisticated controls.
- > Revenue growth was adversely affected by service disruption resulting from the move to our new facility in Reading, UK.

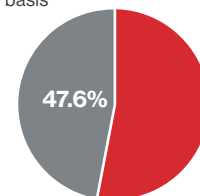
UK Export revenue

- > Good growth in UK Exports of our ventilation systems for new energy efficient homes in Ireland and gained a number of new accounts elsewhere.
- > One-off order for spares from Japan boosted UK Export sales.

% of Volution Group revenue



% of Volution Group revenue on a proforma basis



Market Sector Review: Nordics

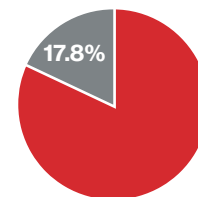
	2018 £m	2018 (cc) £m	2017 £m	Total growth %	Organic growth (cc) %	Inorganic growth (cc) %	Total growth (cc) %
Nordics revenue	36.7	37.1	30.8	19.0%	2.9%	17.3%	20.2%



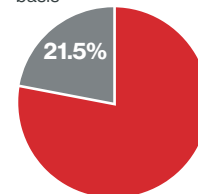
Nordics

- > Sales in the Nordics sector increased by £5.9 million, to £36.7 million (2017: £30.8 million) an increase of 19.0%, benefiting from the acquisitions of Oy Pamon in July 2018 and Air Connection in July 2018 as well as the full year effect of VoltAir System acquired in May 2017.
- > Organic revenue growth of 2.9% (cc): consistent year-on-year organic revenue growth since the first acquisition in the Nordics in October 2012.
- > VoltAir System has been further integrated into the Nordics organisation including transitioning to the Nordics shared ERP system.
- > The two acquisitions completed in the year provide us with greater exposure to the new construction sector of this geographical area as well as a better platform for the cross selling of the entire Ventilation Group range of products.

% of Volution Group revenue



% of Volution Group revenue on a proforma basis



Market Sector Review: Central Europe

	2018 £m	2018 (cc) £m	2017 £m	Total growth %	Organic growth (cc) %	Inorganic growth (cc) %	Total growth (cc) %
Central Europe revenue	28.5	27.7	27.5	3.7%	1.0%	0.0%	1.0%



Central Europe

- > Organic revenue growth of 3.7% (1.0% at cc).

Belgium and the Netherlands

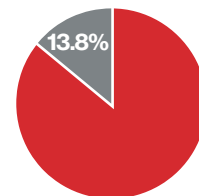
- > We continued to re-profile our ranges, de-emphasising sales of out-sourced products coupled with greater focus on the professional trade channel as an important route to market.
- > This exercise will continue in FY2019.
- > AirFan B.V. (renamed Vent-Axia B.V.) was acquired in May 2018, expands our route to market in the Netherlands for new build commercial and industrial ventilation products.

Germany

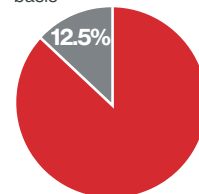
- > We launched the new range of Xenion decentralised heat recovery products; there are several extensions to this range, including the development of a proprietary wireless control system, due for launch during FY2019.
- > During the year, the latest wall mounting block system, Simplex, was launched.



% of Volution Group revenue



% of Volution Group revenue on a proforma basis



Xenion fan

Market Sector Review: Australasia

	2018 £m	2018 (cc) £m	2017 £m	Total growth %	Organic growth (cc) %	Inorganic growth (cc) %	Total growth (cc) %
Australasia revenue	8.2	8.8	0.0	n/a	n/a	n/a	n/a

MANROSE



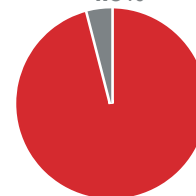
Australasia

- > Sales in Australasia were £8.2 million since the acquisition of Simx, which was completed on 19 March 2018.
- > Simx is the market leader for residential refurbishment ventilation in New Zealand.
- > The acquisition of Simx provides access to an attractive market in which to launch additional products from the Volusion Group portfolio with many initiatives underway.
- > Platform for further inorganic revenue growth in the region.



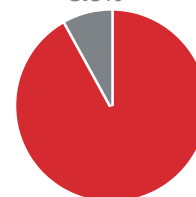
% of Volusion Group revenue

4.0%



% of Volusion Group revenue on a proforma basis

8.5%



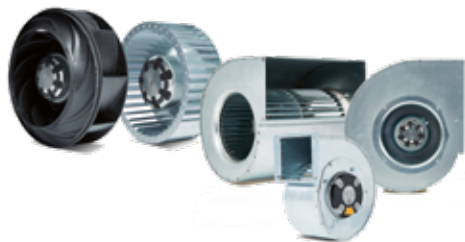
Market Sector Review: OEM (Torin-Sifan)

	2018 £m	2018 (cc) £m	2017 £m	Total growth %	Organic growth (cc) %	Inorganic growth (cc) %	Total growth (cc) %
OEM (Torin-Sifan) revenue	22.6	22.4	22.0	2.8%	1.8%	0.0%	1.8%

torin-sifan

OEM (Torin-Sifan)

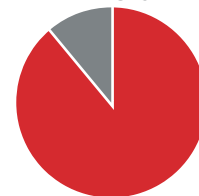
- > Revenue was £22.6 million (2017: £22.0 million) an increase of £0.6 million. Organic revenue growth of 2.8% (1.8% at cc).
- > Sales of the new high efficiency Revolution 360 range of EC fans (EC3) gained traction in the second half of the financial year.
- > We expect FY2019 to see growth in sales of this new motorised impeller and the required investment to support this growth is already in place.



Torin-Sifan Revolution
360 product range

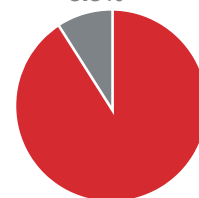
% of Volution Group
revenue

11.0%



% of Volution Group
revenue on a proforma
basis

9.9%



Volution Group plc: Operations Update

- > During the year we completed the move from our previous manufacturing facilities in Slough and Reading into a new purpose built injection moulding, ducting extrusion and unitary fan assembly plant in a new location in Reading.
 - > The project was completed on time and the equipment moves and new plant investment went to plan.
 - > Unfortunately, during the execution phase we had considerably more disruption to production and sales than expected.
 - > Costs directly associated with the relocation and operational disruption were higher than anticipated and have been disclosed separately as exceptional costs.
 - > The new site in Reading gives us sufficient headroom to continue to grow organically across the Ventilation sector.



Volusion Group plc: Operations Update *continued*

- > The Senior Management Team continues to be strengthened ensuring we have the capability and resource to drive the business forward as Volusion Group continues to expand.
- > Significant investment in new product development in the year across the Ventilation Group as well as OEM (Torin-Sifan).
- > Good progress in our German business with the launch of our new Xenion decentralised heat recovery products.
- > ERP project in the UK – go live in OEM (Torin-Sifan) went very well.



Summary

- > Good revenue growth in the year of 11.1% (11.1% at cc).
- > Organic revenue growth of 2.8% (2.4% at cc).
- > Four acquisitions completed in the year, all are integrating well.
- > The ventilation market remains highly fragmented and we will continue to pursue acquisition opportunities.

Outlook

- > The new financial year has started as expected and we will continue to focus on optimising the performance at our new factory in Reading, UK, continue the integration of the four acquisitions completed in the financial year and launch several innovative new products.
- > Whilst being mindful of various market challenges that we continue to face, and with the uncertainty in the UK with regard to the UK leaving the European Union, we remain confident in making further good progress with our strategy in the year.

UK

Vent-Axia

MANROSE

DIFFUSION

**NATIONAL
VENTILATION**

**Breathing
Buildings**

AIRTECH

Central Europe

INVENTER[®]
ventilating systems

Ventilair[®]
GROUP

Vent-Axia

Nordics

Fresh

PAX

welair

TKAIR

AIR CONNECTION

VoltAir[®]
ventilating systems

Australasia

Simx

MANROSE

OEM (Torin-Sifan)

torin-sifan

Volusion Group plc Snapshot

Brands

Vent-Axia

MANROSE

DIFFUSION

AIRTECH

Breathing
Buildings

NATIONAL
VENTILATION

torin-sifan

inVENTER[®]
airM / room air

Ventilair
GROUP

Fresh

PAX[™]

welair

VoltAir[®]
HYPERMAGNETIC

AIR CONNECTION

KAIR[®]

SIImx

Leading in both the residential and commercial markets.

We operate through two segments:

Ventilation Group

- > 89.0% of Group revenue (2017: 88.1%).
- > The Ventilation Group primarily supplies ventilation products for residential and commercial construction applications in the UK, the Nordics, Central Europe and Australasia.

OEM (Torin-Sifan)

- > 11.0% of Group revenue (2017: 11.9%).
- > OEM (Torin-Sifan) manufactures and supplies motors, motorised impellers, fans and blowers to OEMs of heating, ventilation and air conditioning products.

Increasing geographic diversity

- > Now only 52.6% of revenue is from UK customers.
- > On a proforma basis only 47.4% of revenue is from UK customers.

% of Volusion Group revenue

- Ventilation Group 89.0%
- OEM (Torin-Sifan) 11.0%



% of Volusion Group revenue by region

- UK 52.6%
- Rest of the world 47.4%



% of Volusion Group revenue by region on a proforma basis

- UK 47.4%
- Rest of the world 52.6%



Thank You

Q&A



Appendix



Our Recent History

2014

Assets and business of Öko-Haustechnik inVENTer GmbH acquired

Volution Group plc is formed and listed on the London Stock Exchange

Torin-Sifan opens new Manufacturing and Technology Centre in Swindon, UK

2015

Brüggemann Energiekonzepte GmbH acquired

Ventilair Group International BVBA acquired

Weland Luftbehandlung AB (renamed Welair AB) acquired

Energy Technique plc (trading as Diffusion) acquired

2016

NVA Services Limited (trading as National Ventilation and Airtech) acquired

Breathing Buildings Limited acquired

2017

VoltAir System AB acquired

2018

Simx Limited acquired

Oy Pamon Ab acquired

Air Connection ApS acquired

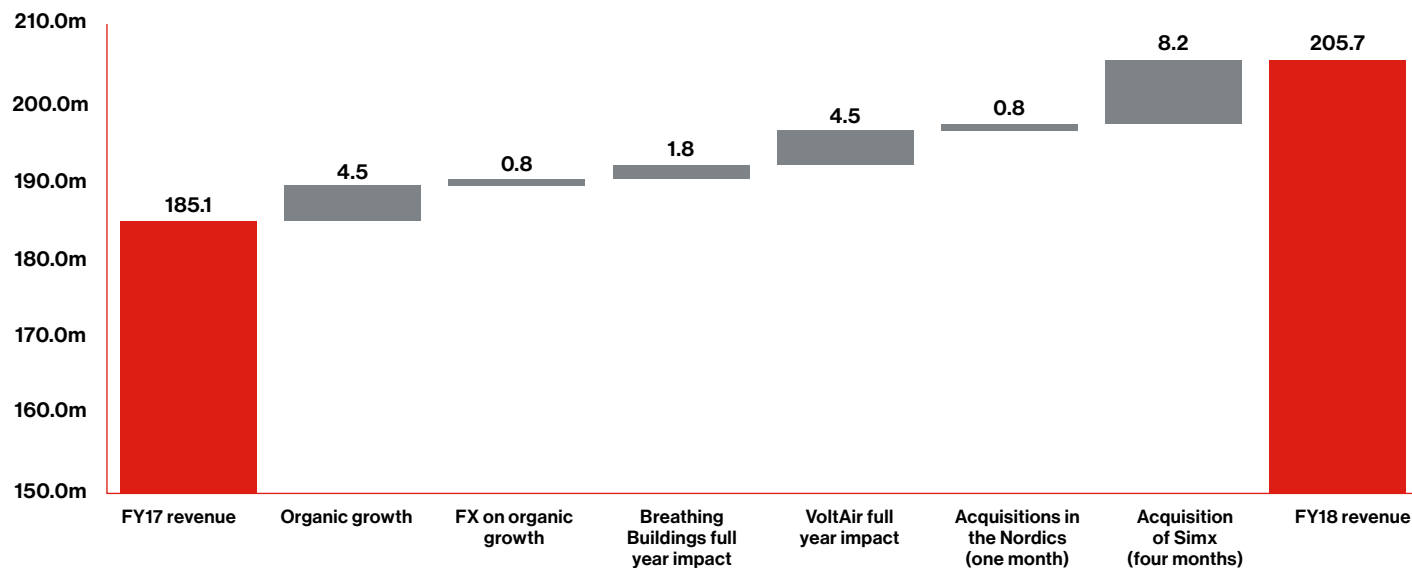
AirFan B.V. acquired

Volution Ventilation UK opens new facility in Reading, UK

Revenue

Financial year ended 31 July 2018

Revenue bridge FY17 to FY18



Disclaimer

This document may contain forward-looking statements which are made in good faith and are based on current expectations or beliefs, as well as assumptions about future events. You can sometimes, but not always, identify these statements by the use of a date in the future or such words as “will”, “anticipate”, “estimate”, “expect”, “project”, “intend”, “plan”, “should”, “may”, “assume” and other similar words. By their nature, forward-looking statements are inherently predictive and speculative and involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. You should not place undue reliance on these forward-looking statements, which are not a guarantee of future performance and are subject to factors that could cause our actual results to differ materially from those expressed or implied by these statements.

The Company undertakes no obligation to update any forward-looking statements contained in this document, whether as a result of new information, future events or otherwise.