

2015 - Another year of growth



A truly connected business

Our Vision



To become the standard against which other similar companies are measured



PTSG's Current Services

Access and Safety

- Safety Testing
- Safety Installation
- Cradle Maintenance
- Cradle Installation

Electrical Services

- Lightning Protection
- Fixed Wire Testing
- PAT Testing
- Fire Alarm and Extinguishers
- Steeplejack Services

High Level Cleaning




- Window Cleaning
- Gutter Cleaning
- Building Cleaning
- Pressure Cleaning

Training Solutions

- Training
- Consultancy
- Insurance Inspections



2015 Highlights

-  An eighth consecutive year of growth with revenue of £25.8m (2014: £18.0m) and operating profit of £5.3m (2014: £4.0m)
-  24% organic growth
-  Six acquisitions completed which complement and extend our existing service offering
-  Final dividend of 0.54p per share

Revenue

£25.8

+43%

Gross profit

£14.0m

+36%

Operating profit*

£5.3m

+32%

Adjusted EPS

4.87p

+29%

Divided per share

1.0p

*Before adjusting items.



"We have a scalable, efficient operating model which is capable of delivering a broad range of niche specialist services on a national basis"

**John Foley
Chairman**



2015 Review

Six acquisitions completed in 2015




Access and Safety

- Integral Cradles Ltd; to give a market leading offering in the UK cradle installation market
- Access Contracting Ltd; to complement our already market-leading position in fall arrest testing and cradle maintenance

Electrical Services





- Pendrich Height Services Ltd; providing a new service offering in the steeplejack industry entering markets such as petrol-chemical and electricity generation
- Langston Jones Ltd; to complement and add to our growing electrical testing business
- JW Gray Ltd; to extend our already strong lightning protection offering into the lucrative London marketplace.
- Lightning Protection Testing Ltd; giving increased geographic coverage to our business

 Our acquisition pipeline remains strong and we expect to complete further acquisitions in 2016

 The continued development of our bespoke IT solution,  **ClarityOFFICE** and  **ClarityWORK** has gone well and the business is starting to see the benefits, including increased productivity and efficiency gains which will ultimately reduce costs.



2015 Review Continued

-  Numerous notable contract wins were recorded including the new Forth Road Bridge and Jaguar Land Rover.
-  New and repair sales at record levels
-  Our renewals department averaged over 88% (2014: 85%)
-  Access and Safety generated sales of £12.0m and an adjusted EBIT of £2.0m, Electrical Services recorded sales of £10.4m and an adjusted EBIT of £2.5m and High Level Cleaning generated sales of £3.4m and an adjusted EBIT of £0.7m



Consolidated Statement of Comprehensive Income

	Year ended 31 December 2015			Year ended 31 December 2014		
	Before adjusting items £	Adjusting items £	Total £	Before adjusting items £	Adjusting items £	Total £
Revenue	25,770,503	-	25,770,503	18,002,687	-	18,002,687
Cost of sales	(11,785,079)		(11,785,079)	(7,683,423)	-	(7,683,423)
Gross Profit	13,985,424	-	13,985,424	10,319,264	-	10,319,264
Net operating costs	(8,709,361)	(4,016,196)	(12,725,557)	(6,311,864)	(2,529,716)	(8,841,580)
Total operating profit	5,276,063	(4,016,196)	1,259,867	4,007,400	(2,529,716)	1,477,684
Finance costs	(273,437)	(155,446)	(428,883)	(305,030)	-	(305,030)
Profit before taxation	5,002,626	(4,171,642)	830,984	3,702,370	(2,529,716)	1,172,654
Pro forma adjusted EPS			4.87p			3.77p



Consolidated Balance Sheet

	2015 £	2014 £
Assets		
Non-current assets		
Goodwill	10,144,426	3,615,748
Intangible assets	591,400	-
Property, plant and equipment	2,373,544	1,340,886
Deferred tax asset	784,061	-
Total non-current assets	13,893,431	4,956,634
Current assets		
Inventories	381,760	201,560
Trade and other receivables	13,108,313	8,060,904
Total current assets	13,490,073	8,262,464
Liabilities		
Current liabilities		
Trade and other payables	6,429,608	4,408,865
Bank overdraft, net of cash	317,466	1,260,845
Finance leases	641,001	474,529
Borrowings	25,033	1,000,000
Deferred consideration	1,125,897	899,440
Current tax liabilities	749,642	440,282
Total current liabilities	9,288,647	8,483,961
Net current (liabilities)/assets	4,201,426	(221,497)
Non-current liabilities		
Borrowings	5,993,808	2,750,000
Loan notes	2,527,000	-
Finance leases	653,160	357,715
Deferred tax liability	-	6,146
Deferred consideration	-	500,000
Total non-current liabilities	9,173,968	3,613,861
Net assets	8,920,889	1,121,276

NB: 2014 Balance Sheet does not reflect the receipt of the IPO proceeds in February 2015



Consolidated Cash Flow

	Actual	Actual
	2015	2014
	£'000	£'000
Adjusted EBITDA*	6,174	4,708
Adjusting items	(2,112)	(2,493)
Movement in working capital	(4,592)	420
Inflow from operating activities	(530)	2,635
Taxation	(489)	(561)
CAPEX/financing	(1,040)	(990)
Acquisitions	(2,275)	(350)
Payment of contingent consideration	(1,058)	(328)
Dividends	(534)	(790)
Loans taken out/repaid	2,196	(1,250)
Issue of shares	4,673	-
Increase/(decrease) in cash	943	(1,634)

*Adjusted for contingent acquisition payments, restructuring, re-branding, and refinancing costs and amortisation of intangible assets



Segmental Analysis

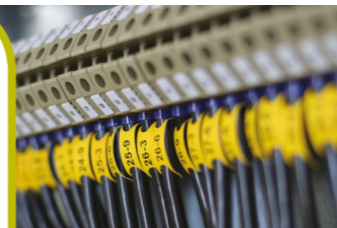
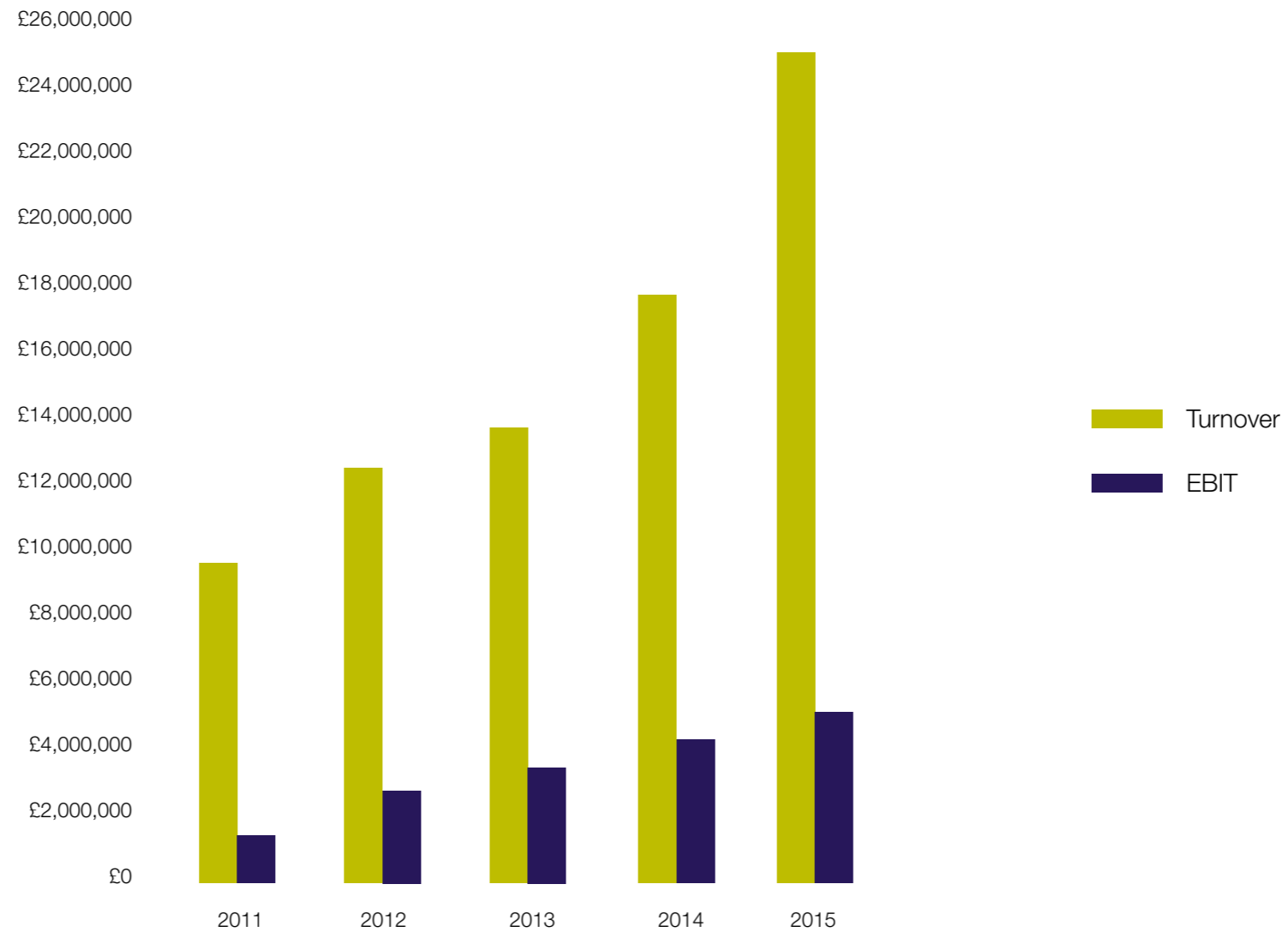
2015 Results

	Turnover £'000	EBIT* £'000
Access and Safety	12,036	2,031 16.9%
Electrical Services	10,402	2,519 24.2%
High Level Cleaning	3,332	670 20.1%
Central		56
Group	<u>25,770</u>	<u>5,276</u> 20.5%

*Before adjusting items



Five Year Profit and Loss Summary



Group Structure



Access and Safety Ltd

Revenue: £12.0m
Est. Mkt Share: 7%

Core Activities:

- Safety Testing & Installation
- Cradle Maintenance & Installation



Electrical Services Ltd

Revenue: £10.4m
Est. Mkt Share: 6%

Core Activities:

- Lightning Protection
- Fixed Wire Testing
- PAT Testing
- Fire Alarm & Extinguishers
- Steeplejack Services



High Level Cleaning Ltd

Revenue: £3.4m
Est. Mkt Share: 3%

Core Activities:

- High Level Window, Gutter, Building Cleaning
- Pressure Washing, Graffiti & Chewing Gum Removal
- Specialist Abseiling
- Technical Services



Training Solutions Ltd

Acquisitions to be targeted to launch this division.

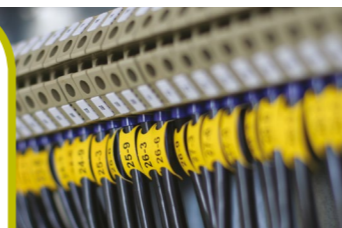
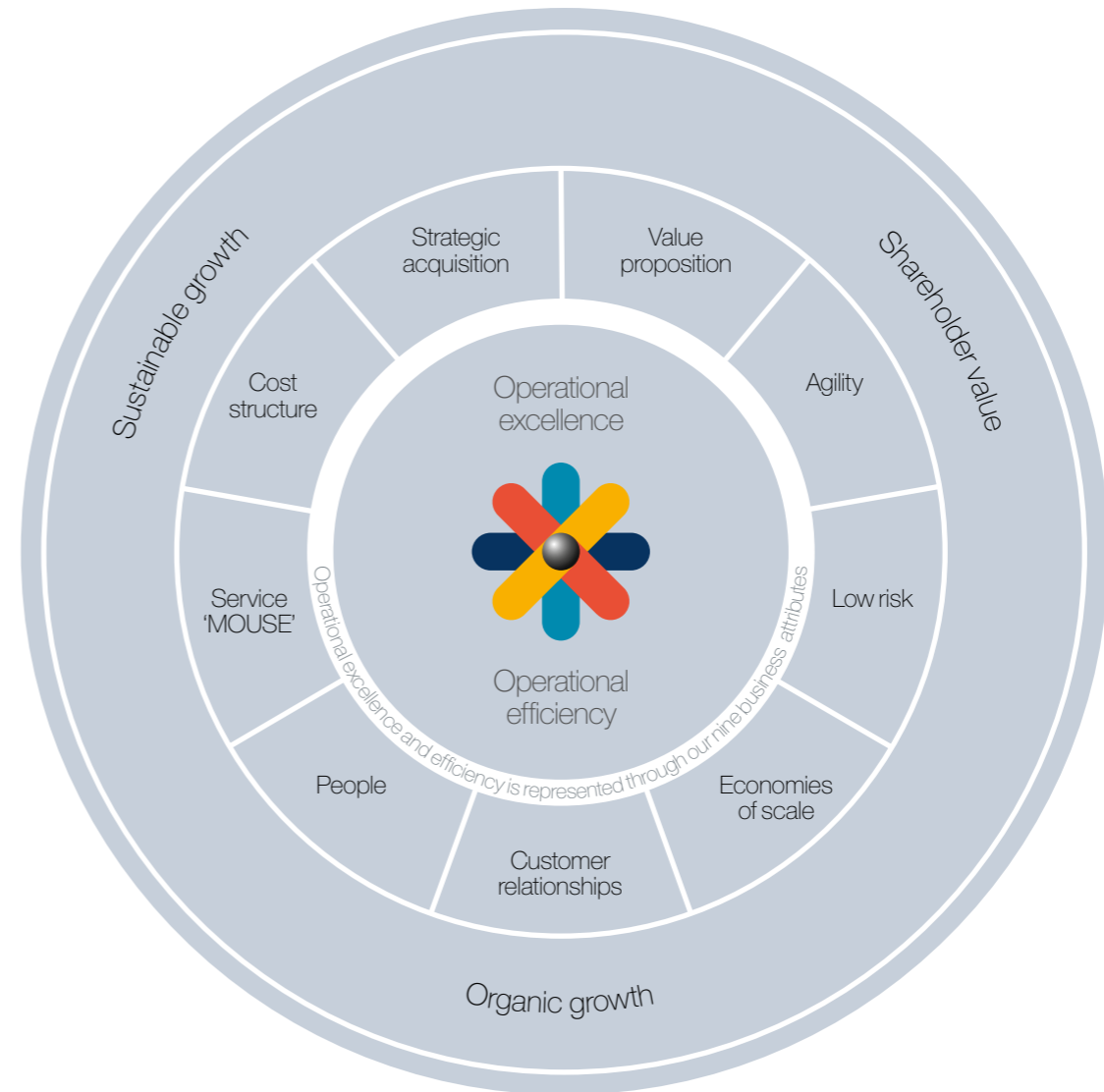


A Strategy for Growth

Competitive advantage

Our strategy and business model drive our operations, supported by a strong commitment to good corporate governance. We have best-in-class practices and well-established services that deliver benefits to customers - contributing to a shareholder value proposition that continues to evolve.

Our business model has changed the economics of our industry and has given us a strong competitive advantage.



Strategy - Next chapter

We aim to deliver value and quality investment returns to our shareholders by increasing our market share in each of our niche services. Our strategy is to generate this through organic growth, by leveraging customer relationships and through selective acquisition.

Fast changing trading/economic environment. PTSG is evolving; investing in proprietary technologies to grow competitive advantage and deliver further shareholder value.

Innovation is essential for a modern business, like PTSG, to grow and prosper.

Interwoven strands of growth strategy:



Efficiency

Ready and able in a competitive market place

2016 objectives: Organic growth, further acquisitions, investment in training



Scalability

Ability to deliver further growth rooted in proven business model

2016 objectives: Expansion across the UK, strengthen position, create further efficiencies, more operational leverage in the market



Innovation – Reaching new heights

The business environment is dynamic; PTSG embraces and leads change.

2016 objectives: Completing trials of Clarity system and implementing Group wide by end of 2016



Income Statement

Appendix 1

	Actual 2011 £'000	Actual 2012 £'000	Actual 2013 £'000	Actual 2014 £'000	Actual 2015 £'000
Turnover	9,023	12,072	13,887	18,003	25,771
Gross profit	5,318 58.9%	7,145 59.2%	8,401 60.5%	10,319 57.3%	13,985 54.3%
Adjusted EBITA**	1,630 18.1%	2,855 23.6%	3,160 22.8%	4,007 22.3%	5,276 20.5%
Adjusted EBITDA**	2,010 22.3%	3,289 27.2%	3,757 27.1%	4,708 26.2%	6,174 24.0%

**Adjusted for contingent acquisition payments, restructuring, re-branding, refinancing costs, share option charges and amortisation of intangible assets



Five Year Cash Flow

Appendix 2

	Actual 2011 £'000	Actual 2012 £'000	Actual 2013 £'000	Actual 2014 £'000	Actual 2015 £'000
Adjusted EBITDA**	2,010	3,289	3,757	4,708	6,174
Adjusting items	(942)	(50)	(622)	(2,493)	(2,112)
Movement in working capital	980	(849)	(1,297)	420	(4,592)
Inflow from operating activities	2,048	2,390	1,838	2,635	(530)
Taxation	(292)	(202)	(872)	(561)	(489)
CAPEX/financing	(513)	(517)	(592)	(990)	(1,040)
Acquisitions	(127)	(332)	(850)	(678)	(3,333)
Dividends	(790)	(749)	(755)	(790)	(534)
Loans taken out/repaid	-	-	5,000	(1,250)	2,196
Share buy back	-	-	(4,038)	-	-
Issue of shares	-	-	-	-	4,673
Increase / (decrease) in cash	326	590	(269)	(1,634)	943

**Adjusted for contingent acquisition payments, restructuring, re-branding, refinancing costs, share option charges and amortisation of intangible assets



Five Year Balance Sheet

Appendix 3

	Actual 2011 £'000	Actual 2012 £'000	Actual 2013 £'000	Actual 2014 £'000	Actual 2015 £'000
Fixed assets	2,453	3,360	4,616	4,957	13,893
Stock, trade and other receivables	2,454	3,700	5,562	8,262	13,490
Net cash	51	642	373	(1,261)	(317)
Current liabilities*	(2,132)	(3,247)	(3,421)	(5,325)	(7,845)
Net current assets*	373	1,095	2,514	1,679	5,328
Non-current liabilities*	(85)	(248)	(316)	(363)	(653)
Bank loan	0	0	(5,000)	(3,750)	(5,994)
Loan note	-	-	-	-	(2,527)
Deferred consideration	(75)	(100)	(600)	(1,399)	(1,126)
Net assets	2,666	4,107	1,214	1,121	8,921

*excludes loan and deferred consideration

** UK GAAP





John Foley
Chairman

John is a co-founder of the Group and was chief executive of MacLellan Group plc (“MacLellan”), a facilities services company, from 1994 until it was acquired by Interserve plc for an enterprise value of £130 million in June 2006. At the time of John’s appointment, MacLellan was loss making, with a turnover of circa £5 million and 50 employees. When it was sold to Interserve, MacLellan had a turnover of circa £250 million and a profit before tax of circa £9 million, with 13,500 employees. MacLellan grew through a series of acquisitions and organic growth. John is a Chartered Accountant and barrister.



Paul Teasdale
Chief Executive Officer

Paul is a co-founder of the Group and has significant experience and expertise in the access and safety sector, having founded TASS Europe Limited (“TASS”), whose activities included the installation, repair and maintenance of safety eyebolt systems, cradle and safety ladder tie systems, in 1999. TASS was sold to MacLellan in 2004 for £6 million and Paul joined MacLellan as managing director of TASS.



Roger Teasdale
Managing Director

Roger joined the Group as Managing Director in November 2014, and was previously president of the advanced wound management division (divisional revenue of \$1.4 billion, with 4,000 employees) of Smith & Nephew Plc. Roger was employed by Smith & Nephew Plc for 25 years and held a number of key roles including president of their North American business, president of their extruded films division and senior vice president of advanced wound care. Roger is a qualified Chartered Accountant and holds a BA in Accounting and Management Control.



Mark Watford
Finance Director

Mark joined the Group as Finance Director in September 2014 and is a Chartered Accountant. Previously, Mark was a vice president of finance at Smith & Nephew Plc and a member of the global executive management team of its advanced wound management division. Prior to Smith & Nephew Plc, Mark was finance director and managing director of a regional firm of building contractors.





Alan Howarth
Non-executive Director

Alan joined the Board on Admission. Alan was appointed as a director of Chamberlin plc in January 2007 and was previously a partner in Ernst & Young. He is chairman of Cerillion Technologies Limited and Essentia Limited and has further non-executive interests in a range of private companies.



Roger McDowell
Non-executive Director

Roger joined the board on Admission. He was managing director of Oliver Ashworth for 18 years and led the main market listing and subsequent sale to Saint-Gobain S.A. He is currently the chairman or a non-executive director of six other listed companies, namely Avingtrans plc, Servelec Group plc, Swallowfield plc, IS Solutions plc, Proteome Sciences plc and Tribal plc

Ownership

John Foley	26.8%
Paul Teasdale	26.8%
Other Directors	0.7%
Hawk Investment Holdings	22.4%
Free Float	23.3%
	<hr/>
	100%



Acquisition History

Appendix 5

		Division	Consid'n £m	Deferred £m	Total £m	Sales £m	EBIT £m
February 2007	National Cradle Maintenance Ltd	A&S	0.9	0.3	1.2	0.6	-0.1
January 2008	Access Equipment Specialists Ltd	A&S	0.3	0.0	0.3	0.5	0.1
July 2008	OCS Access and Safety	A&S	0.3	0.0	0.3	2.4	0.0
December 2010	Thor Lightning Protection Ltd	ES	0.0	0.0	0.0	0.6	-0.2
October 2011	Guardian Cradle Maintenance Ltd	A&S	0.1	0.0	0.1	0.7	-0.2
October 2012	Protectis Ltd	ES	0.2	0.0	0.2	1.4	0.1
November 2012	CJS Eastern Ltd	ES	0.3	0.6	0.9	0.5	0.1
April 2013	Cardinal Specialist Services Ltd	ES	0.1	0.0	0.1	0.2	0.0
June 2013	Kobi	A&S	0.0	0.0	0.0	0.2	0.0
November 2013	Test Strike UK Ltd	ES	0.6	1.1	1.7	0.8	0.1
December 2013	Ohmega Testing Services Ltd	ES	0.2	0.4	0.6	0.0	0.0
July 2014	Acescott Management Services	HLC	0.4	2.6	3.0	3.3	0.5

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Acquisition History Continued

Appendix 5

		Division	Consid'n £m	Deferred £m	Total £m	Sales £m	EBIT £m
June 2015	Pendrich Height Services Ltd	ES	0.2	1.5	1.7	3.5	-0.2
October 2015	Integral Cradles Ltd	A&S	1.4	2.8	4.2	1.2	-0.3*
October 2015	JW Gray Lightning Protection Ltd	ES	1.1	0.0	1.1	1.6	0.2
November 2015	R Langston Jones & co Ltd	ES	0.7	0.0	0.7	1.0	0.1
November 2015	Access Contracting Ltd	A&S	1.0	0.3	1.3	1.4	0.3
November 2015	Lightning Protection Testing Ltd	ES	0.3	0.0	0.3	0.2	0.1
Total Averages			8.1	9.6	17.7	20.1	0.6

*Pro-rata 12 month

