

A Truly Connected Business

Protecting People, Preserving Buildings



2018 Full Year Results Presentation



GROUP OF COMPANIES



Agenda

- ✿ Key highlights and group overview – Paul Teasdale
- ✿ Financial review – Mark Watford
- ✿ Strategic update and outlook – Paul Teasdale
- ✿ Q&A



PTSG DESIGNS BESPOKE
SAFETY SYSTEM FOR
STANDARD LIFE











PTSG SPRINKLES
ITS MAGIC AT LONDON
TROCADERO | PTSG



PTSG AT HEIGHT
FOR SCALPEL



2018 Highlights

-  Another year of exceptional growth in 2018 with revenue of £69.1m (2017: £52.9m) an increase of 31%
-  Strong H2 led to accelerating organic growth of 19% on prior year
-  Operating profit* growth of 40% to £14.9m reflecting strong revenue growth, leverage from scale and good cost control
-  Integration of M&P Fire Protection and Guardian Electrical Compliance fully completed, trading 80% and 50% ahead of the acquired businesses
-  Acquisition of Trinity Fire Security Systems post the year end to transform the Fire Solutions Division
-  Improved trading cash conversion to 72% (2017: 65%)
-  Increasing business concentration in testing and compliance disciplines generating 62% of PTSG's gross profit (2018PF 72%) with an annual renewal rate of 88%
-  Proposed final dividend of 0.9p per share (up 13%)

Revenue

£69.1m

+31%

Gross profit

£35.0m

+29%

Operating profit*

£14.9m

+40%

Adjusted EPS

11.86p

+22%

Divided per share

1.80p

+13%

*Before adjusting items

Group Structure



Revenue: £17.3m
Est. Mkt Share: 9%

Market leader across all four sectors

Core Activities:

- Safety Testing & Installation
- Cradle Maintenance & Installation

Group turnover contribution

Revenue: £30.9m
Est. Mkt Share: 13%

Market leader in Lightning Protection
Top three in Electrical Testing

Core Activities:

- Lightning Protection
- Fixed Wire Testing
- Portable Appliance Testing
- Fire Alarm & Extinguishers
- Dry Risers
- Steeplejack Services

Group turnover contribution

Revenue: £5.6m
Est. Mkt Share: 5%

Core Activities:

- Steeplejack Services
- High-Level Installations
- High-Level Reparation
- High-Level Cleaning

Group turnover contribution

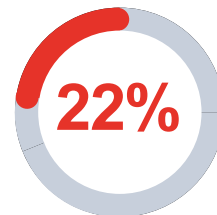
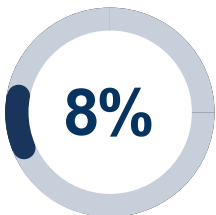
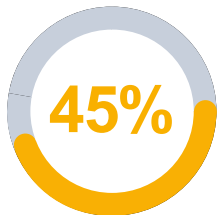
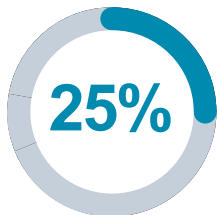
Revenue: £15.3m
Est. Mkt Share: 7%

Core Activities:

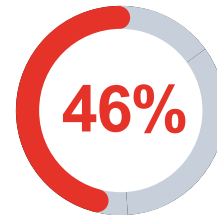
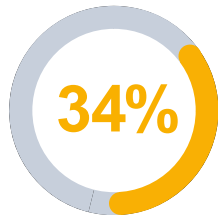
- Dry Riser Installation/Maintenance
- Sprinkler Installation/Test/Maintenance
- Fire Alarm/Emergency Lighting Test/Install
- Fire Extinguisher Test/Supply

Group turnover contribution

2018



2018 PF



PTSG at a glance



Market leader in attractive niche markets



1,200 employees



Focus on testing and compliance



20,000 clients serving...

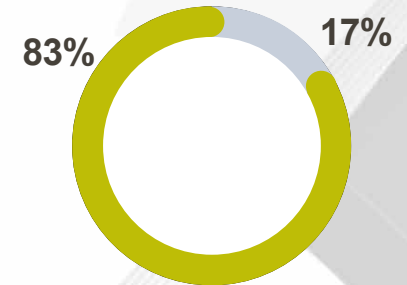


...180,000 buildings



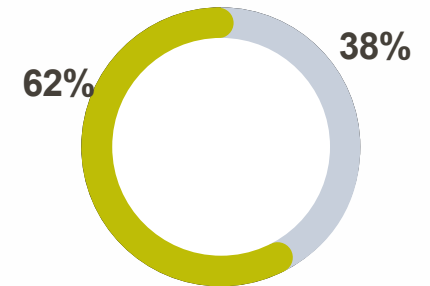
31 UK office locations

Revenue by sector (%) 2018



- Direct to: Public/Government Retail Commercial/Industrial Residential
- FM

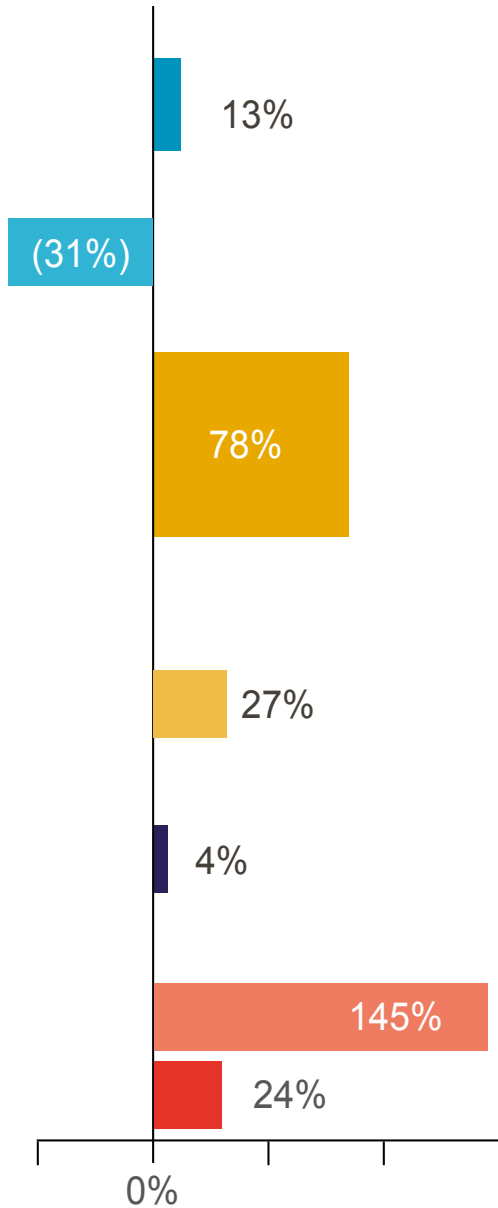
Gross profit by sector (%) 2018



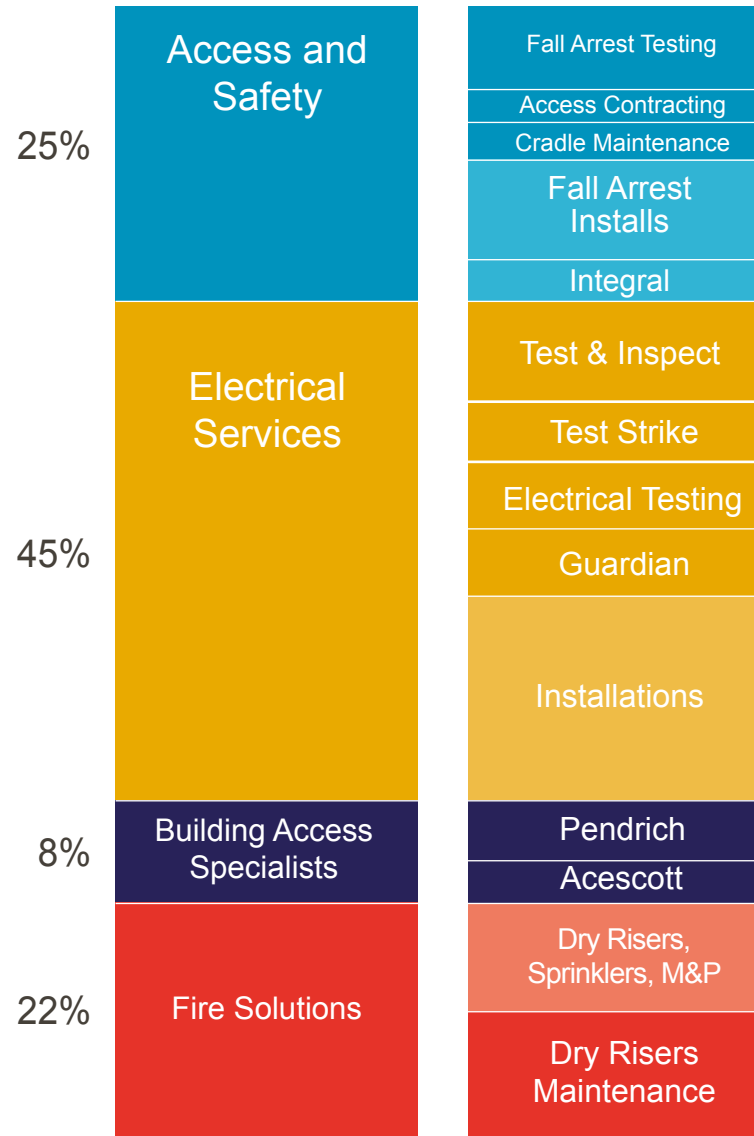
- Testing & Compliance (PF2018 72%)
- Installation

2018 Revenue Growth and Gross Profit

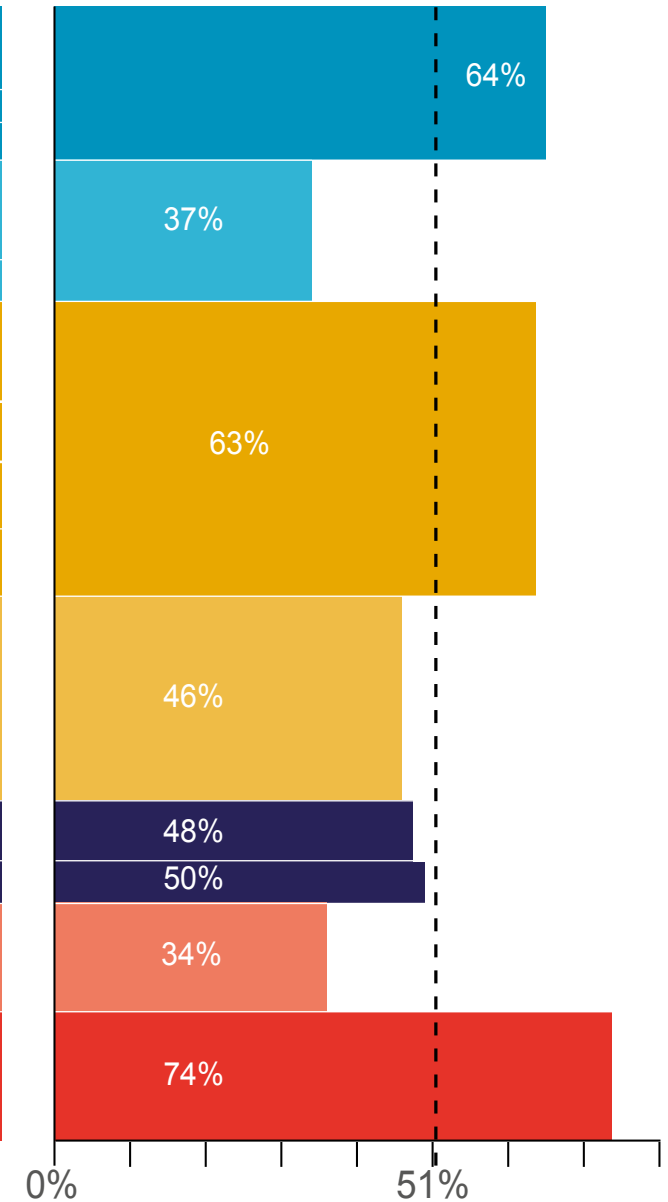
Divisional Revenue Growth



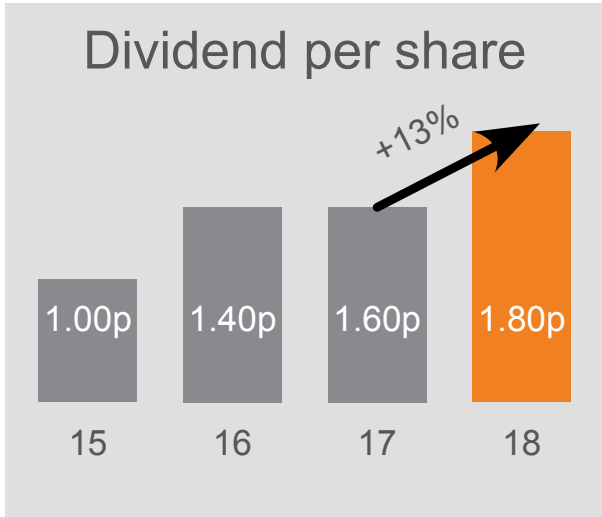
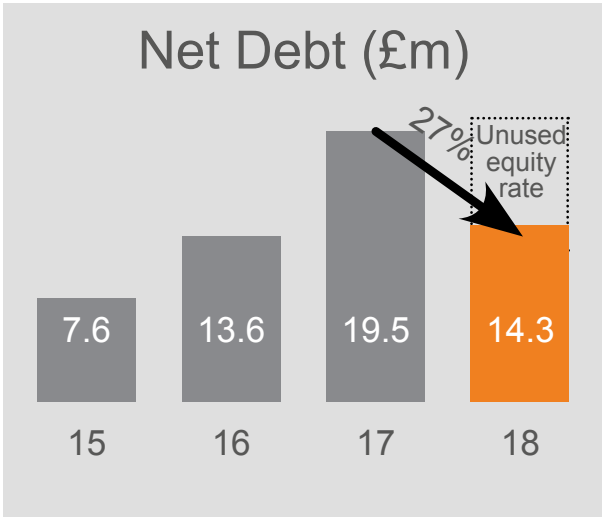
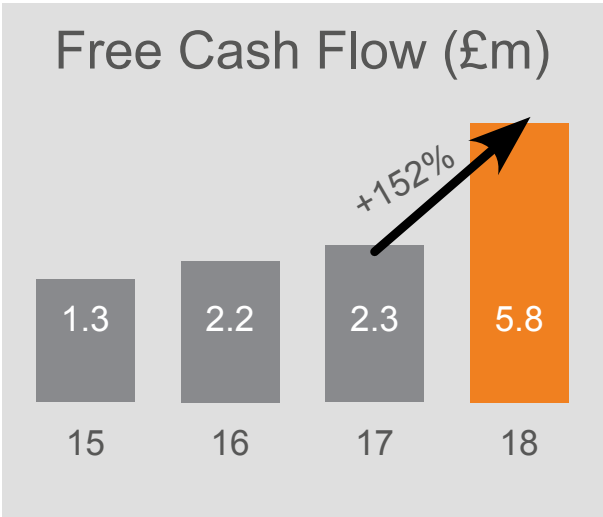
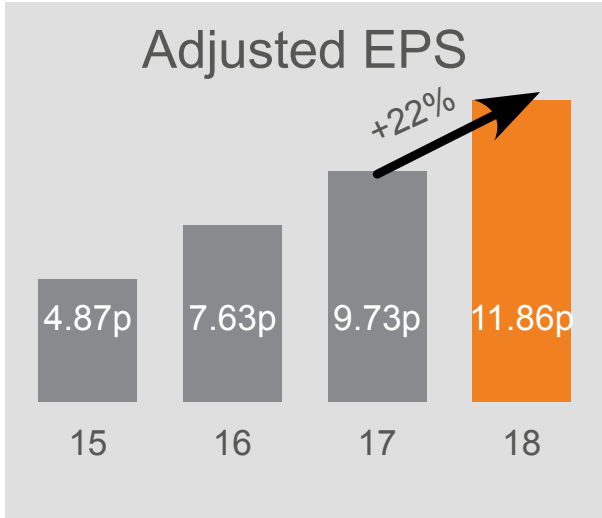
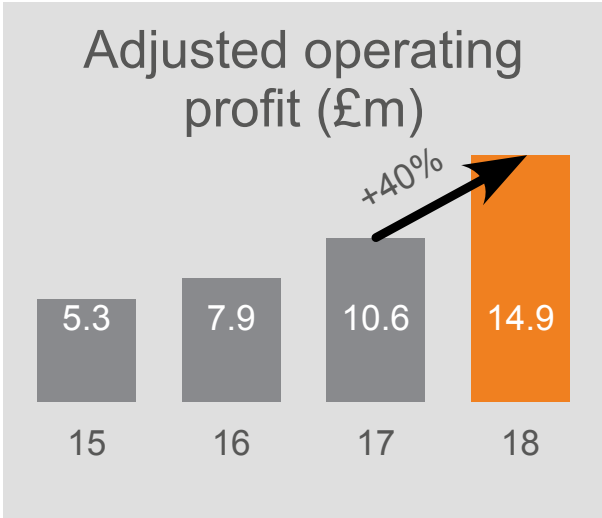
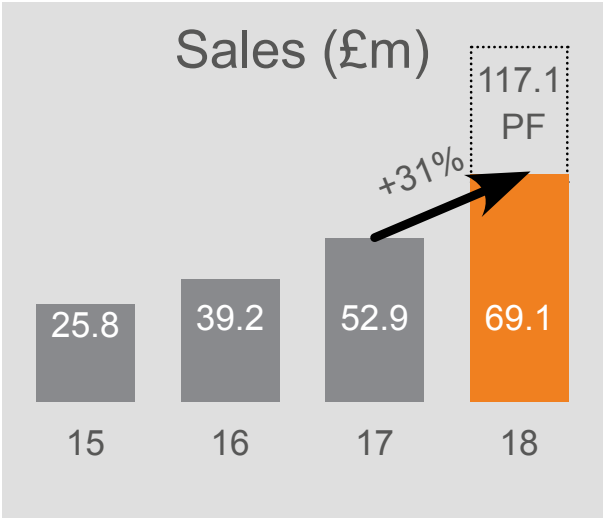
Revenue Split (% of group)



Divisional Gross Profit Margin



Financial Review – Key Figures



Access and Safety

- ✿ Revenue decreased by 14% to £17.3m (£20.2m in 2017) due to the timing of projects in Cradle Installation
- ✿ Fall Arrest Safety and Cradle Compliance Testing businesses increased by 14% driven by continued investment in the engineer base fuelled by high renewal rates and new contract wins
- ✿ Market leadership in all four disciplines
- ✿ Adjusted operating profit decreased to £2.9m from £3.2m (2017)
- ✿ Cradle Installation was significantly down versus 2017 comparator which saw the London Development, One Blackfriars and White City projects

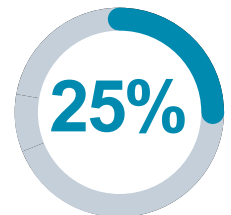
Revenue growth

(14%)

Maintenance growth

+14%

Contribution to turnover



Safety Testing



Safety Installation



Cradle Maintenance



Cradle Installation



Electrical Services

- ✿ Material revenue growth of 53% to £30.9m (£20.6m in 2017), due to a combination of strong organic growth and the successful acquisition integration of Nimbus, BEST Lightning Protection and latterly Guardian Electrical Compliance
- ✿ Operating profit increased to £7.0m from £4.7m (2017)
- ✿ Strong growth of 42% in Testing and Inspection driven by a high number of contract wins and a 90% renewal rate.
- ✿ The acquisitions of BEST and Nimbus Lightning Protection have been fully integrated and are showing a good contribution to growth
- ✿ Guardian Electrical Compliance has been fully integrated and is trading 50% ahead of the acquired business due to geographic expansion, high renewal rates and additional service lines
- ✿ Electrical testing – H2 performance accelerated with a 34% organic growth driven by cross-selling and Group sales

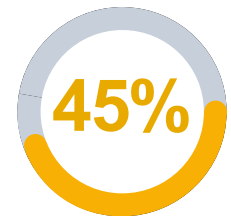
Revenue growth

+53%

Organic growth

+17%

Contribution to turnover



Lightning Protection



Surge Protection



Specialist Earthing



Electrical Testing



Building Access Specialists

- ✿ Revenue of £5.6m increased by 4% on prior year (£5.4m in 2017)
- ✿ Re-focussing of the business on Specialist Steeplejack and Rope Access works benefiting margins that are accretive to the Group
- ✿ Integration of BEST Steeplejack into the Pendrich business is fully complete and providing scale and a national presence
- ✿ Operating profit increased to £1.4m (£1.2m in 2017) due to growth and efficiency
- ✿ Strong sales contract wins continue, for example Skanska City of London, Lincoln Waterside, Drax Powerstation, BA Heathrow and Blackpool Tower

Revenue growth

4%

Contribution to turnover

8%

Steeplejack Services



High-Level Installations



High-Level Reparation



High-Level Cleaning



Fire Solutions

- ✿ Strong organic revenue growth of 65%, with revenue of £15.3m (£7.1m in 2017) and operating profit of £3.5m (£1.6m in 2017)
- ✿ Organic growth driven by strong investment to scale each area and the rigour of the PTSG operating model
- ✿ Unprecedented demand for Fire Solutions, with over £40m of live quotes in UKS and an order book of £9.3m
- ✿ UK Sprinklers acquired in September 2017 has been fully integrated and is trading over 120% ahead of the acquired business
- ✿ Acquisition of M&P Fire Protection fully integrated and providing strong geographical scale. Business is trading over 80% ahead of the acquired business and secured a £1.5m order for sprinkler installation at Trocadero Hotel
- ✿ Acquisition of Trinity Fire & Security Systems post the year end is transformative with 46% of Group Revenue deriving from Fire Solutions (2018 PF)

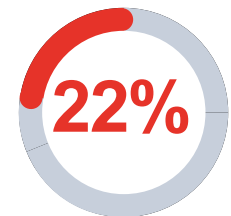
Revenue growth

114%

Organic growth

+65%

Contribution to turnover



**Dry Riser
Installation/Maintenance**



**Sprinkler Installation/
Test/Maintenance**



**Fire Alarm/Emergency
Lighting Test/Install**



**Fire Extinguisher Test/
Supply**



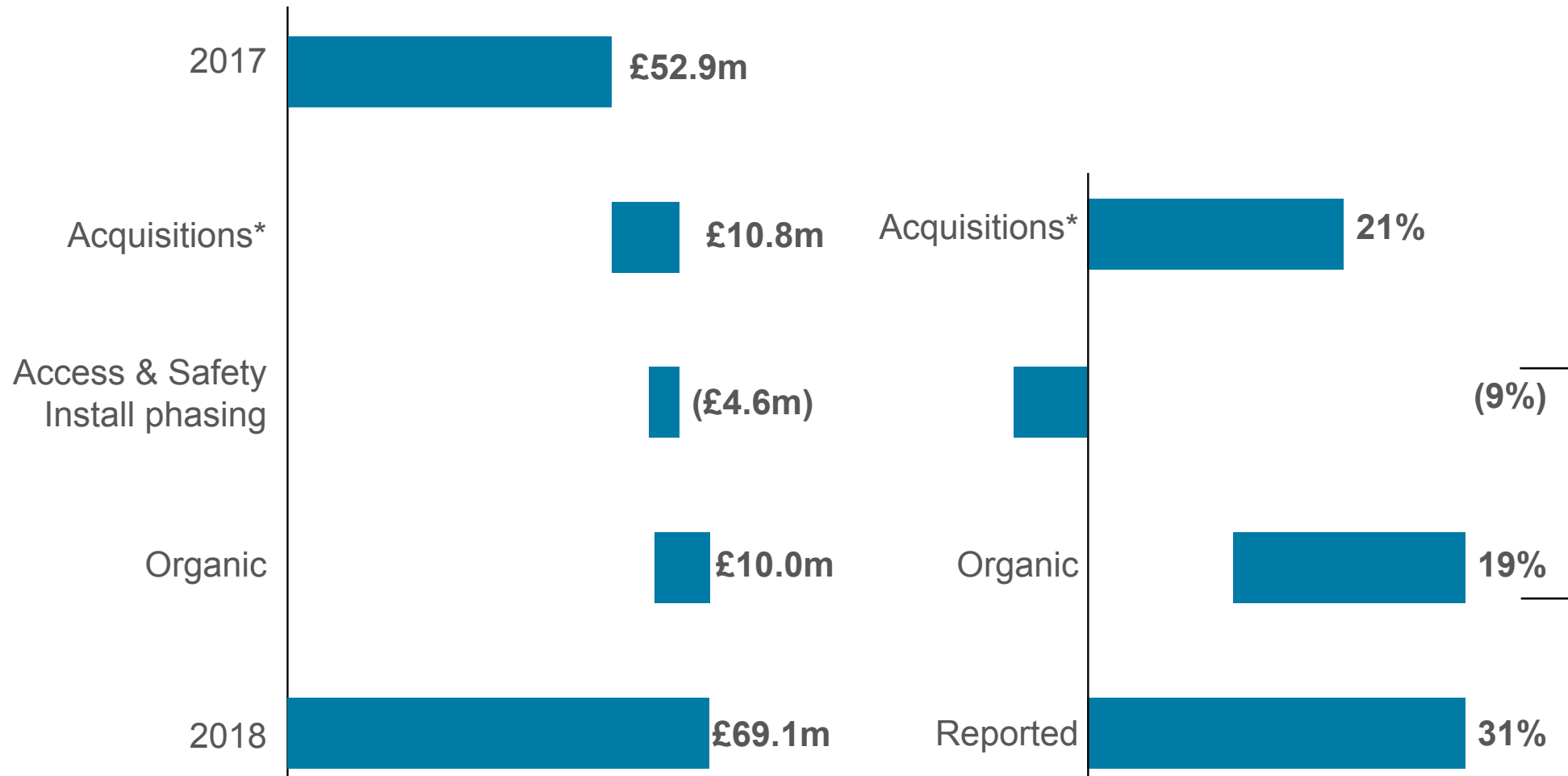
Financial Highlights

	Full Year 2017	Full Year 2018	
Revenue	£52.9m	£69.1m	• Another period of strong growth
<i>Reported growth</i>	<i>35%</i>	<i>31%</i>	
Adjusted operating profit*	£10.6m	£14.9m	• Operating margin increased to 21.6%
<i>Growth</i>	<i>35%</i>	<i>40%</i>	
Adjusted EPS	9.73p	11.86p	• Adjusted EPS up by 22%
Dividend	1.60p	1.80p	• 0.90p Final dividend proposed, in line with our progressive dividend policy. Total dividend for the year 1.80p
ROTOC	55%	54%	• Strong post tax return on operating capital
Net Debt (including finance leases)	£19.5m	£14.3m	
Finance leases	£1.2m	£2.4m	

*See page 14 for adjustments to operating profit

ROTOC is the periods' Adjusted operating profit after tax divided by the average operating capital (fixed assets, plus stock, plus trade and other receivables, less trade and other payables)

2018 Revenue Growth



*Acquisition turnover includes, 6 ¼ months base turnover for Brooke Edgley Specialist Technical Services Ltd, 8.5 months for UK Sprinklers Ltd, 0.5 months for Nimbus Ltd, 6 months for M&P Fire Protection Ltd and 2.5 months for Guardian Electrical Compliance Ltd

Profit Adjusting Items

	2017	2018
	Full Year	Full Year
	£'000	£'000
Adjusted Operating Profit	10,643	14,903
Restructuring costs	(1,394)	(1,476)
Intangible amortisation	(370)	(830)
Share based payments for Directors	(2,999)	(2,357)
Deferred acquisition payments*	(3,523)	(5,795)
Reported Operating Profit	2,357	4,445

- Share based payment – final milestone met in 2018.
- Deferred acquisition payments- we minimise acquisition risk by negotiating low initial consideration payments and deferred consideration payments against stretching profit milestones. The deferred consideration payments are effectively self financing. £1.8m cash paid in 2018
- We expect contingent payments in 2019/20 to remain around the current levels (inclusive of Trinity)

*Deferred acquisition payments, dependent upon on going employment of the former owner are charged to the P&L under IFRS 3. These payments are dependent upon achieving agreed profit milestones and as such are self-funding. They can be paid in cash or shares at PTSG's discretion.

Consolidated Cashflow

Full Year

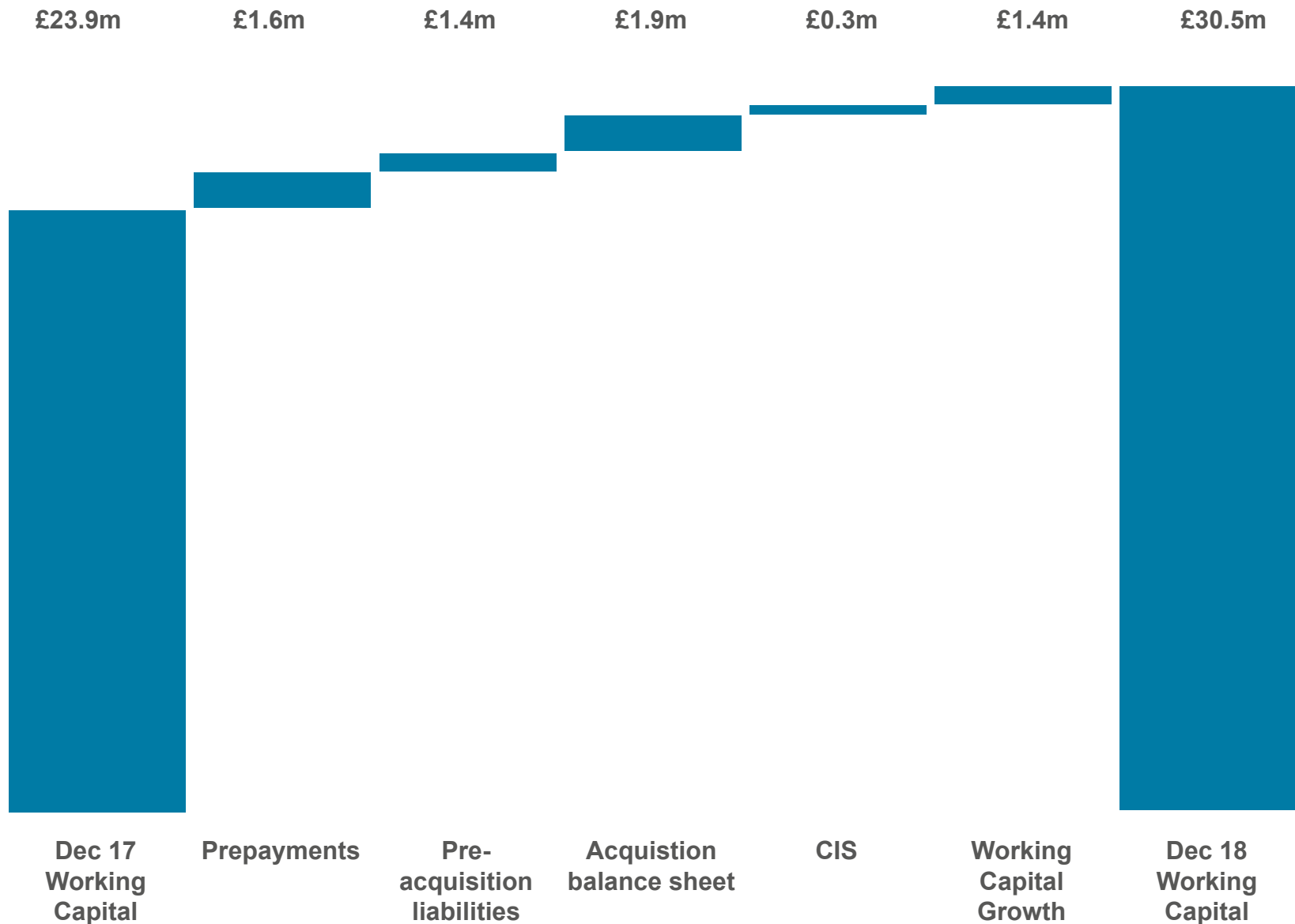
	2017	2018
	£'000	£'000
Adjusted operating profit	10,643	14,903
Depreciation and amortisation	1,684	2,238
Capital expenditure	(1,771)	(1,555)
Movement in working capital	(5,562)	(6,589)
Trading cash flow	4,994	8,997
Trading cash conversion	47%	60%
Underlying trading cash conversion*	65%	72%
Restructuring	(1,394)	(1,476)
Interest paid	(492)	(649)
Taxation paid	(791)	(1,047)
Free Cash flow	2,317	5,825
Acquisition expense and deferred consideration	(18,307)	(15,268)
Dividends	(1,477)	(1,872)
Other non operating adjustments**	(3,928)	(2,778)
Shares issued	15,807	20,592
Loans taken out / (repaid)	1,944	(714)
Cash movement	(3,644)	5,785

- £5.8m Free cash flow from operations- an increase of 152%
- Underlying trade cash conversion increased to 72%
- Increased working capital due to acquisitions and high organic growth. The underlying increase is around a third of the Q4 organic growth figure
- £714k loan repaid
- £5.3m inflow from share placing less acquisition costs.
- 2018 dividend of 1.80p (2017 1.60p) in line with progressive dividend policy, with a cash cost of £1.9m

* £1.4m pre-acquisition liabilities and £0.3m CIS. 2017 – £1.9m Cradle Installation receipt January 2018 £0.4m CIS

** Non-cash element of share based payments and deferred consideration

Working Capital Bridge

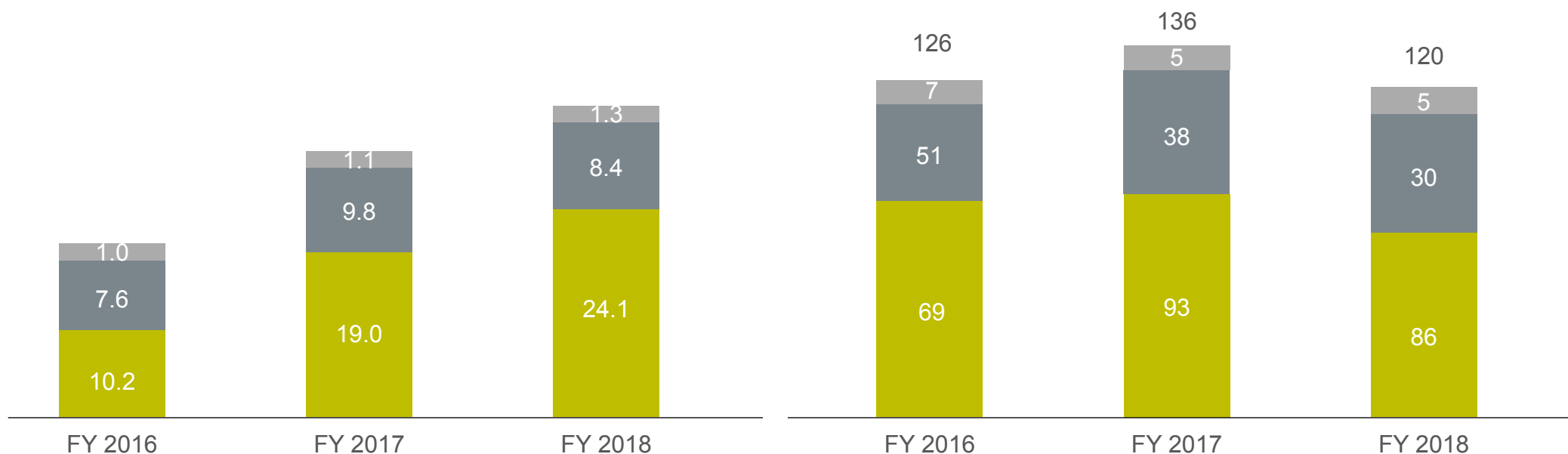


- Investment for growth (vehicles, insurance, RCF)
- Payment of pre-acquisition liabilities on acquisition £1.4m
- 2018 acquisitions added £1.9m of working capital
- CIS tax deducted by client £0.3m
- Working capital grow by 6% substantially below the Q4 organic revenue growth of 19%

Receivables

Receivables £m

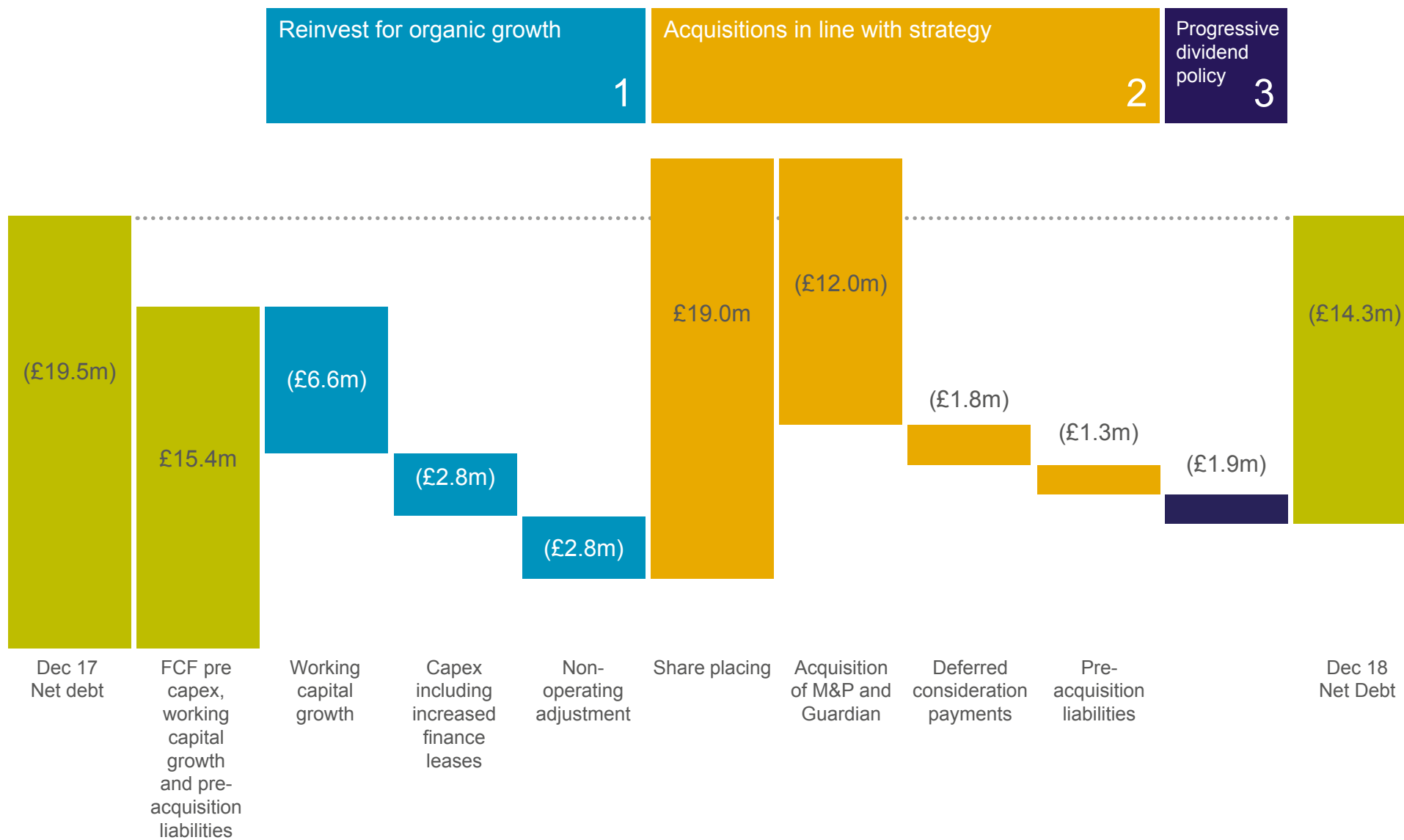
Days sales outstanding (DSO)



■ Receivable
 ■ Accrued income
 ■ Retention

- ✿ Accrued income and retentions both relate to installations. Retentions are withheld for up to two years from project completion
- ✿ Although sales grew by 31%, total receivables only grew by 13%
- ✿ DSO has reduced by 16 days during the year due to improved cash collection
- ✿ 95% of the 2017 accrued income balance was collected during 2018.
- ✿ The £5.1m increase in receivables is all in the < 120 day category (from invoice date) due to strong Q4 trading

Net debt bridge



Net debt comprises borrowings, cash/cash equivalents, bank overdrafts and finance leases. Loan notes are excluded as they are a form of deferred consideration.

Net debt decreased by £5.2m despite continued investment in our business strategy

Net Debt increase

£12.2m

Reinvest for organic growth

- Geographical expansion (eg Guardian expansion into London and Scotland)
- Creation of the Specialist Earthing division
- Significant increase in people related resources including:
 - Additional engineers across all areas of the business
 - Sales team expansion to drive organic growth
 - Creation of the Group sales team to drive cross selling opportunities
 - £1.6m of capital expenditure – fleet and Property, Plant and Equipment
- Associated investment in IT infrastructure and Clarity
- Increased working capital associated with growth.

Result: Underlying organic revenue growth of £10.0m (19%) in 2019

Acquisitions in line with strategy

£15.1m

- Acquisition of M&P Fire Protection Ltd & Guardian Electrical Compliance Ltd
- Share placing
- Deferred consideration and pre-acquisition liability payments on previous acquisitions

(£19.0m)

Revenue growth of £10.8m (21%)

Progressive dividend policy

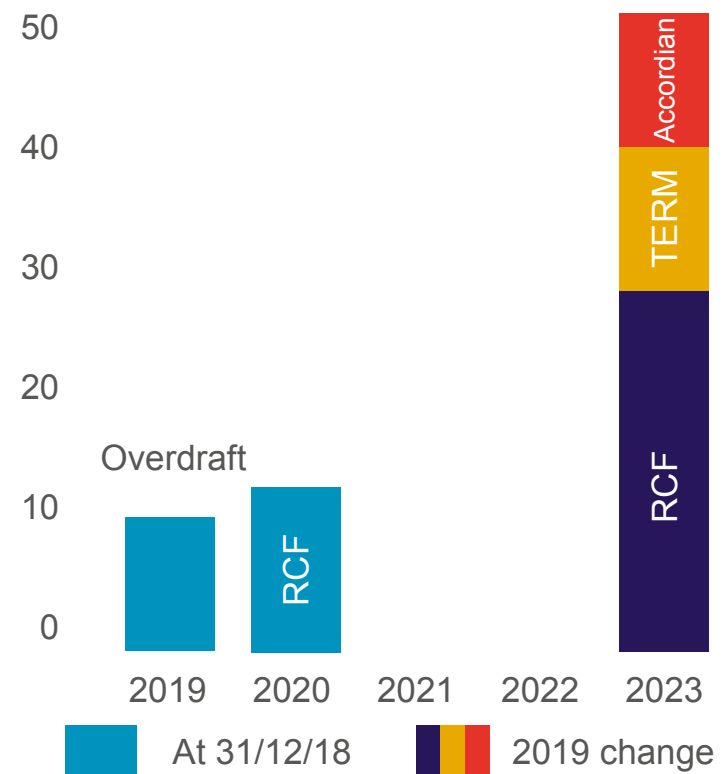
£1.9m

- 1.8p per share – 13% increase on 2017 in line with our profit growth

Debt and facilities

	Dec 18
Net Debt (including finance leases)	14.3
Headroom (excluding finance leases)	10.1
Net debt to EBITDA ratio	0.84x
Net debt to EBITDA covenant	<2.25x
New facility signed 25th March 2019	

Renewal date and facility



- ✿ All banking covenants comfortably met
- ✿ Banking facilities recently extended to provide additional headroom for acquisitions
- ✿ The new facilities have the same covenant tests but improved interest margins

Strategy Overview



Strong focus on organic growth and market leadership



Accelerate growth and diversification with selective acquisitions



Drive industry leading margins through use of PTSG model, scale and efficiency



Focus on the three PTSG fundamentals of safety, service and cost-effectiveness



Embracing innovation to maintain our competitive advantage

Driving cross selling opportunities

	2016	2017	2018	2019
Multi-service business	Group Sales established	Significant scale in Lightning Protection from BEST Acquisition		
A leading niche service business	Partnerships established. Examples include M&S, JLR, Skanska, Mitie, Engie	Re-brand of Group into current four divisions £2m sales achieved £1.9m Annual carry forward	£6m sales achieved £2m Annual carry forward 34 Multi-disciplinary framework signed Value Proposition established	
Market leading Testing & Compliance Business			Market leading A&S, Lightning Protection & Electrical Testing offering	Full Fire Solutions offering Proprietary TraQ-It Electrical Model Further growth from significant multi-service contracts expected

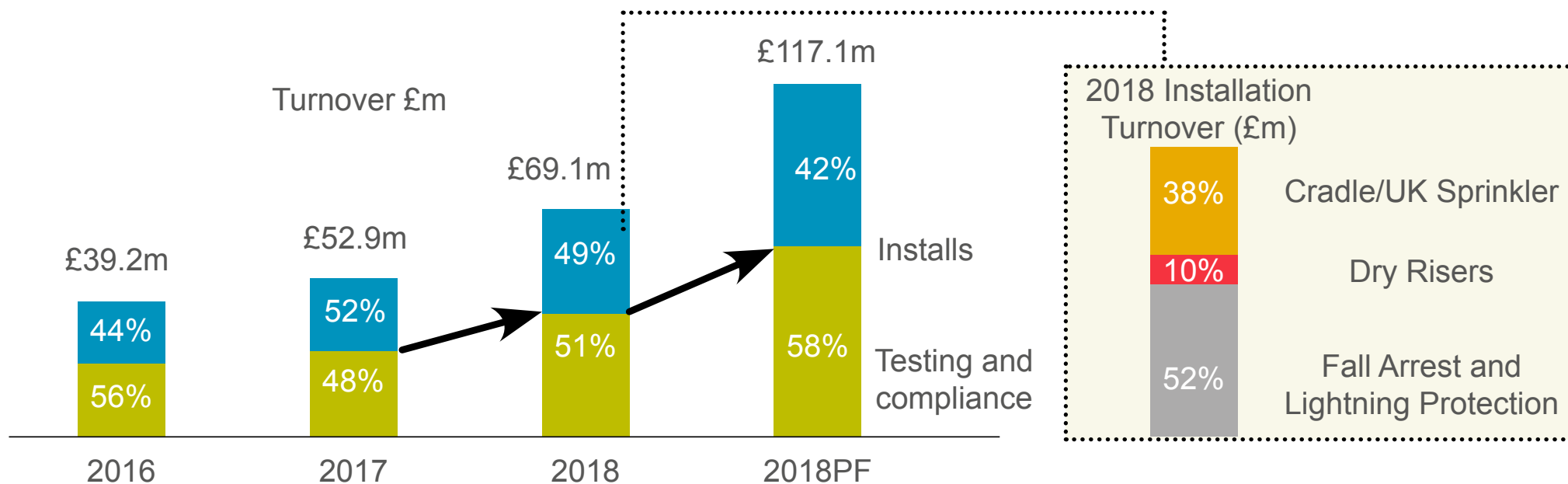
Driving cross selling opportunities

Case Study PTSG partnership with Engie

- ✿ 2014 partnership established
- ✿ Electrical Testing at Queen Elizabeth Hospital
- ✿ Full portfolio of Electrical planned and reactive fixed wire testing
 - ✿ 15,000 electrical circuits
 - ✿ 17 individual portfolios
- ✿ Expansion of services including:
 - ✿ Lightning protection testing
 - ✿ Portable appliance testing Fall Arrest testing
 - ✿ Cradle Access equipment
 - ✿ Steeplejack
- ✿ Range of end clients and sectors
 - ✿ Imperial College NHS Trust
 - ✿ Liverpool Central Library
 - ✿ Newcastle Council



Increasing Business concentration in testing and compliance disciplines



- High recurring compliance works provide long term visibility
- Strong growth in testing and Compliance, less reliance on 'lumpy' installations
- Compliance disciplines now generate 62% of gross profits, PF 2018 moves to 72%
- Value opportunity from Repair generation – £1 of testing and inspection typically generation at least £1 of repairs

2018 PF	Ratio of repairs to £1 of testing and inspection
Lightning Protection	£1.25
Fall Arrest Testing	£0.70
Electrical Testing	£0.20
Guardian Electrical	£0.02

Acquisition of



- ✿ Acquired in September 2018
- ✿ Market-leading electrical testing & compliance business
- ✿ Consideration of up to £16m
 - ✿ Initial cash payment £12m
 - ✿ Contingent payment of up to £4m over 3 years based on stretching milestones
- ✿ Revenue £8.3m, Adjusted EBIT £1.8m





- ✿ Fully integrated within PTSG
- ✿ Business is trading at over 50% growth since acquisition
 - ✿ Strong existing momentum – CAGR 22% and investment in 32 people to accelerate growth
 - ✿ Geographic expansion Scotland & London
 - ✿ Investment in a Remedial value model
 - ✿ Strong renewal rate and upselling of other services
- ✿ Roll out of TraQ-It proprietary software and linkage with Clarity
- ✿ Strong cross-selling opportunities with PTSG existing clients

Acquisition of trinity

- ✿ Acquired in January 2019
- ✿ National provider of fire and security services concentrated on testing & compliance services
- ✿ Consideration of up to £15.8m
- ✿ Initiation cash payment of £10.8m
- ✿ Contingent payment of up to £5m over 2 years based on stretching milestone
- ✿ Revenue £36.8m, Adjusted EBITA £1.5m

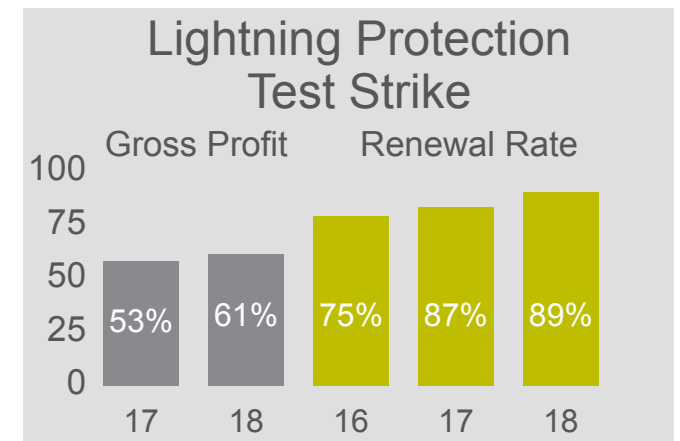
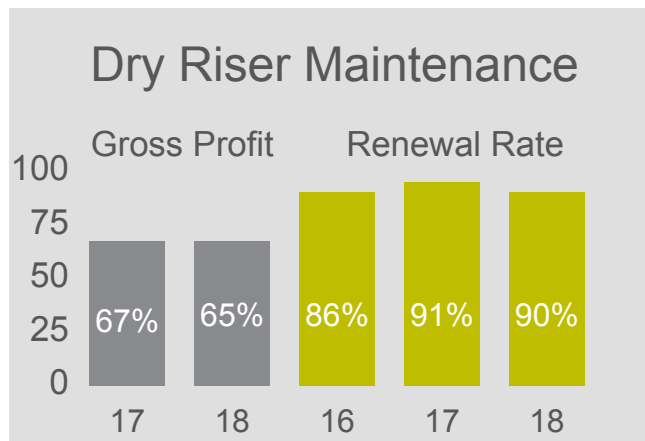
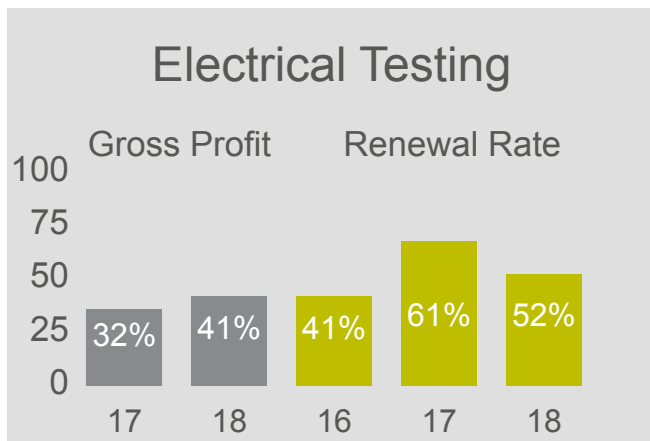
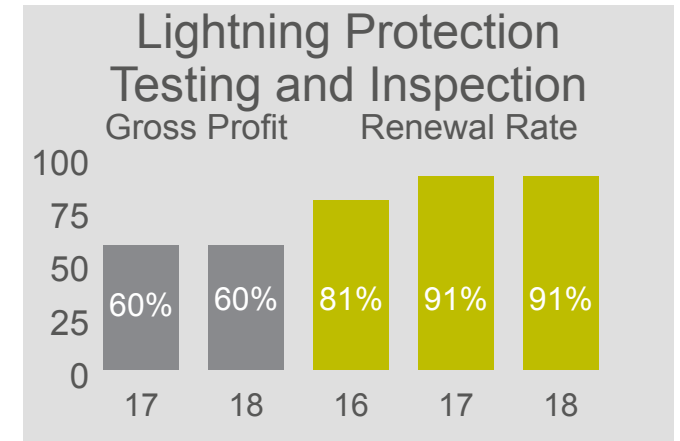
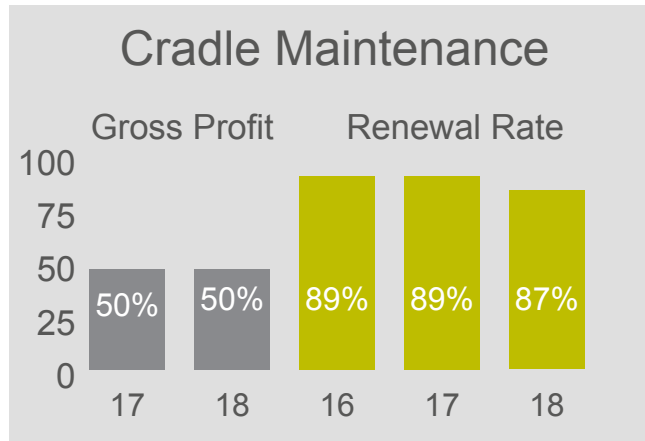
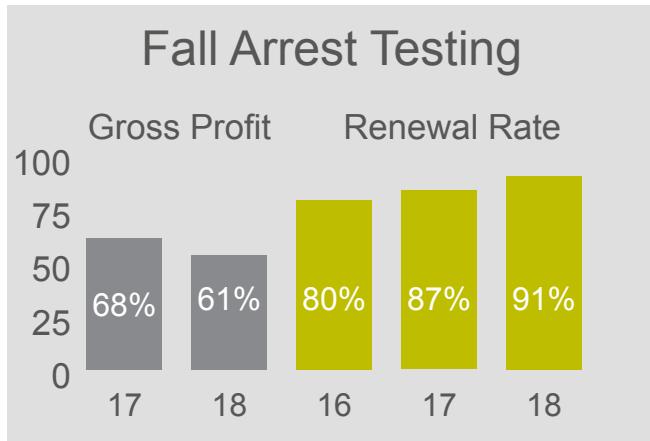
- ✿ Transformational deal that more than doubles the size of PTSG's Fire Solutions Division
- ✿ Enhances PTSG's Fire offering through addressable systems:
 - ✿ Fire detection and alarms
 - ✿ Emergency voice communication
 - ✿ Fire suppression
 - ✿ Life Safety
- ✿ Supports the strategic focus on Testing and Compliance with £24m of recurring revenue from its maintenance base of 8,500 contracts
- ✿ Excellent cross-selling opportunities for Trinity's 2000 customers and for PTSG's 18,000 customers
- ✿ Strong opportunities for operational synergies and improvements

Acquisitions to unlock further market potential

-  PTSG has demonstrated a strong ability through 26 deals since 2007 to acquire and integrate businesses across the UK, as part of its core strategy
-  Strong track record of deploying its capabilities and knowledge to expand the acquired business enhance efficiency, enhance margins and drive value
-  PTSG is currently well placed to make further acquisitions with scalable infrastructure in place to support significant acquisitions from an identified pipeline
-  Selected near term opportunities:

Target sector	Turnover range	No of deals
Access and Safety	0.5 - 1.5m	2
Electrical Services	1.0 - 17.0m	7
Building Access Specialists	2.5 - 40.0m	3
Fire Solutions	2.5 - 6.0m	3

Our focus in Testing and Compliance is driving industry leading margins and renewal rates



Summary and Outlook

2018 Highlights

- ✿ 31% revenue growth
- ✿ Accelerating organic growth; 19% on prior year
- ✿ Operating profit growth of 40% on prior year
- ✿ Improved cash conversion 72%, in comparison to 65% in 2017
- ✿ Integration of M&P and Guardian completed, trading 80% and 50% ahead of the acquired businesses
- ✿ Increasing business concentration in testing and compliance disciplines generating 62% of PTSG's gross profit with renewal rate of 88%
- ✿ EPS growth of 22%
- ✿ Dividend per share up 13%

Outlook

- ✿ The Board is confident in the outlook for 2019 due to a combination of strong organic growth momentum coupled with a solid acquisition platform
- ✿ Recent acquisitions are providing a platform for accelerated growth and will deliver a strong contribution to the Group
- ✿ Business is well-placed to benefit from the forces driving the market
- ✿ Cross selling becoming a key growth driver with £6m achieved in 2018 and £2m of annual carry over with 3-5 yr contracts
- ✿ Strong acquisition pipeline with 15 live near term opportunities

Appendix

Investment Case

- ✿ Market leader in attractive niche markets
- ✿ Strong track record of growth, both organic and acquisitive
- ✿ Industry leading operating profits driven by a differentiated operating model and significant barriers to entry
- ✿ Significant latent potential of growth drivers (market penetration, cross selling)
- ✿ A track record of successfully integrating acquisitions and delivering strong value
- ✿ High level of recurring revenue and strong customer retention (88%+)
- ✿ Highly experienced and ambitious management team
- ✿ Highly attractive financial characteristics (high margins, low capex, high returns, good underlying cash generation, progressive dividend policy)



Consolidated Statement of Comprehensive Income

	Year ended 31 December 2017			Year ended 31 December 2018		
	Before adjusting items £	Adjusting items £	Total £	Before adjusting items £	Adjusting items £	Total £
Revenue	52,939,183	–	52,939,183	69,097,155	–	69,097,155
Cost of sales	(25,860,206)	–	(25,860,206)	(34,134,303)	–	(34,134,303)
Gross profit	27,078,977	–	27,078,977	34,962,852	–	34,962,852
Operating costs	(16,755,254)	(8,286,404)	(25,041,658)	(22,280,539)	(10,457,975)	(32,738,514)
Other operating income	319,299	–	319,299	2,221,144	–	2,221,144
Total operating profit	10,643,022	(8,286,404)	2,356,618	14,903,457	(10,457,975)	4,445,482
Finance costs	(491,885)	(71,357)	(563,242)	(648,743)	(73,319)	(722,062)
Profit before tax	10,151,137	(8,357,761)	1,793,376	14,254,714	(10,531,294)	3,723,420
Taxation	(733,233)	270,542	(462,691)	(1,172,508)	499,341	(673,167)
Profit attributable to owners of the parent	9,417,904	(8,087,219)	1,330,685	13,082,206	(10,031,953)	3,050,253
Total comprehensive income for the period attributable to owners of the parent	9,417,904	(8,087,219)	1,330,685	13,082,206	(10,031,953)	3,050,253
Basic and diluted earnings per share (Pence)			1.37			2.77
Adjusted EPS	9.73			11.86		

Consolidated Balance Sheet

	Dec 17 £'000	Dec 18 £'000
Assets		
Intangible assets	26,212	40,130
Property, plant and equipment	4,310	5,645
Deferred tax	1,567	–
Non-current assets	32,089	45,775
Current assets		
Inventories	1,219	1,371
Trade and other receivables	32,531	39,501
Cash and cash equivalents	–	124
	33,750	40,996
Liabilities		
Current liabilities		
Trade and other payables	9,031	9,831
Bank overdraft, net of cash	5,660	–
Finance leases	736	1,124
Borrowings	52	–
Deferred consideration	1,336	1,936
Current tax liabilities	840	572
Total current liabilities	17,655	13,463
Net current assets	16,095	27,533
Non-current liabilities		
Borrowings	12,662	12,000
Deferred tax liability	–	817
Finance leases	420	1,275
Deferred consideration (incl loan notes)	2,667	3,417
Total non-current liabilities	15,749	17,509
Net assets	32,435	55,799

Segmental Analysis

	Full Year				Full Year			
	2017				2018			
	Turnover £'000	Growth	EBIT £'000	Margin	Turnover £'000	Growth	EBIT £'000	Margin
Access & Safety	20,201	7%	3,184	16%	17,298	(14%)	2,947	17%
Electrical Services	20,164	67%	4,683	23%	30,877	53%	6,987	23%
Building Access Specialists	5,446	(6%)	1,227	23%	5,637	4%	1,382	25%
Fire Solutions	7,128	–	1,581	22%	15,285	114%	3,546	23%
Central	–	–	(32)	–	–	–	41	–
	52,939	35%	10,643	20%	69,097	31%	14,903	22%

Five Year Income Statement

	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018
	£'000	£'000	£'000	£'000	£'000
Turnover	18,003	25,771	39,195	52,939	69,097
Gross profit	10,319	13,985	20,331	27,079	34,963
	57.3%	54.3%	51.9%	51.2%	50.6%
Adjusted EBITA*	4,007	5,276	7,857	10,643	14,903
	22.3%	20.5%	20.0%	20.1%	21.6%
Adjusted EBITDA*	4,708	6,174	9,021	12,327	17,141
	26.2%	24.0%	23.0%	23.3%	24.8%

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

Five Year Balance Sheet

	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018
	£'000	£'000	£'000	£'000	£'000
Fixed assets	4,957	13,893	15,979	32,089	45,775
Stock, trade and other receivables	8,262	13,490	20,806	33,750	40,872
Net cash	(1,261)	(317)	(2,016)	(5,660)	124
Current liabilities*	(5,325)	(7,845)	(8,320)	(10,659)	(13,463)
Net current assets*	1,679	5,328	10,470	17,431	27,533
Non-current liabilities*	(363)	(653)	(746)	(420)	(2,092)
Bank loan	(3,750)	(5,994)	(10,010)	(12,662)	(12,000)
Deferred consideration (including loan note)	(1,399)	(3,653)	(3,649)	(4,003)	(3,417)
Net assets	1,121	8,921	12,044	32,435	55,799

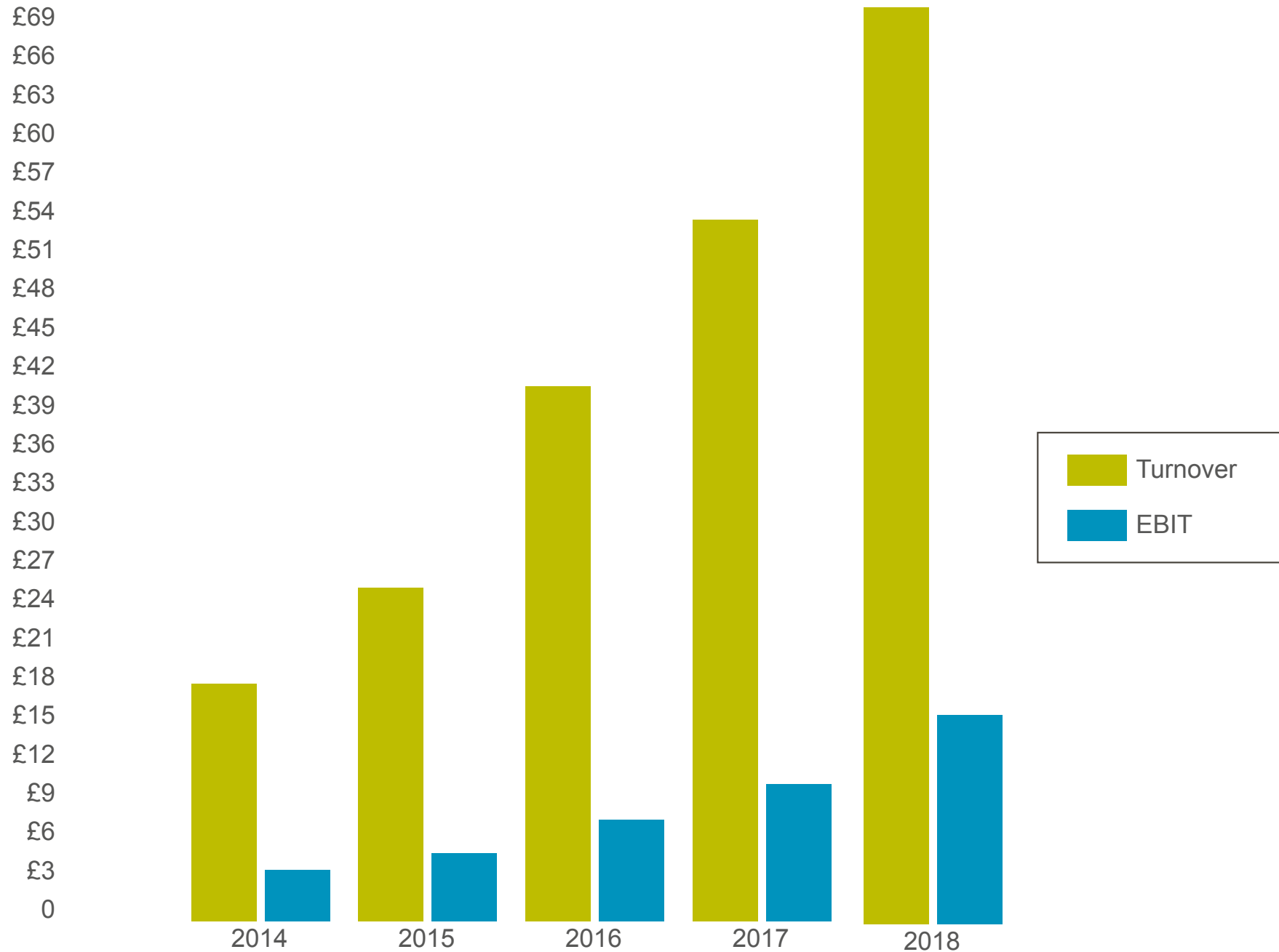
*excludes loan and deferred consideration

Five Year Cashflow





	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018
	£'000	£'000	£'000	£'000	£'000
Adjusted EBITDA*	4,708	6,174	9,021	12,327	17,141
Adjusted items	(2,493)	(2,112)	(3,310)	(5,939)	(8,110)
Movement in working capital	420	(4,592)	(5,144)	(8,360)	(3,713)
Inflow from operating activities	2,635	(530)	567	(1,972)	5,318
Taxation	(561)	(489)	(797)	(791)	(1,047)
CAPEX/financing	(990)	(1,040)	(1,887)	(2,262)	(2,861)
Acquisitions	(678)	(3,333)	(2,662)	(16,054)	(13,631)
Dividends	(790)	(534)	(1,092)	(1,447)	(1,872)
Loans taken out/repaid	(1,250)	2,196	4,016	1,944	(714)
Issues of shares	–	4,673	156	16,968	20,592
Increase/(decrease) in cash	(1,634)	943	(1,699)	(3,644)	5,785

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

Five Year Profit and Loss Summary



Technical Guidance

-  Acquisitive growth is the cumulative base sales for each acquisition's stub period expressed as a percentage of the total Group turnover for the prior period
-  Organic growth is reported growth less acquisitive growth
-  Deferred consideration payments, dependent upon on going employment of the former owner are charged to the P&L under IFRS 3. These payments are dependent upon achieving agreed profit milestones and as such are self-funding. They can be paid in cash or shares at PTSG's discretion
-  Net debt comprises borrowings, cash/cash equivalents and bank overdrafts. Loan notes are excluded as they are a form of deferred consideration. Finance leases are excluded as they do not form part of our banking facilities