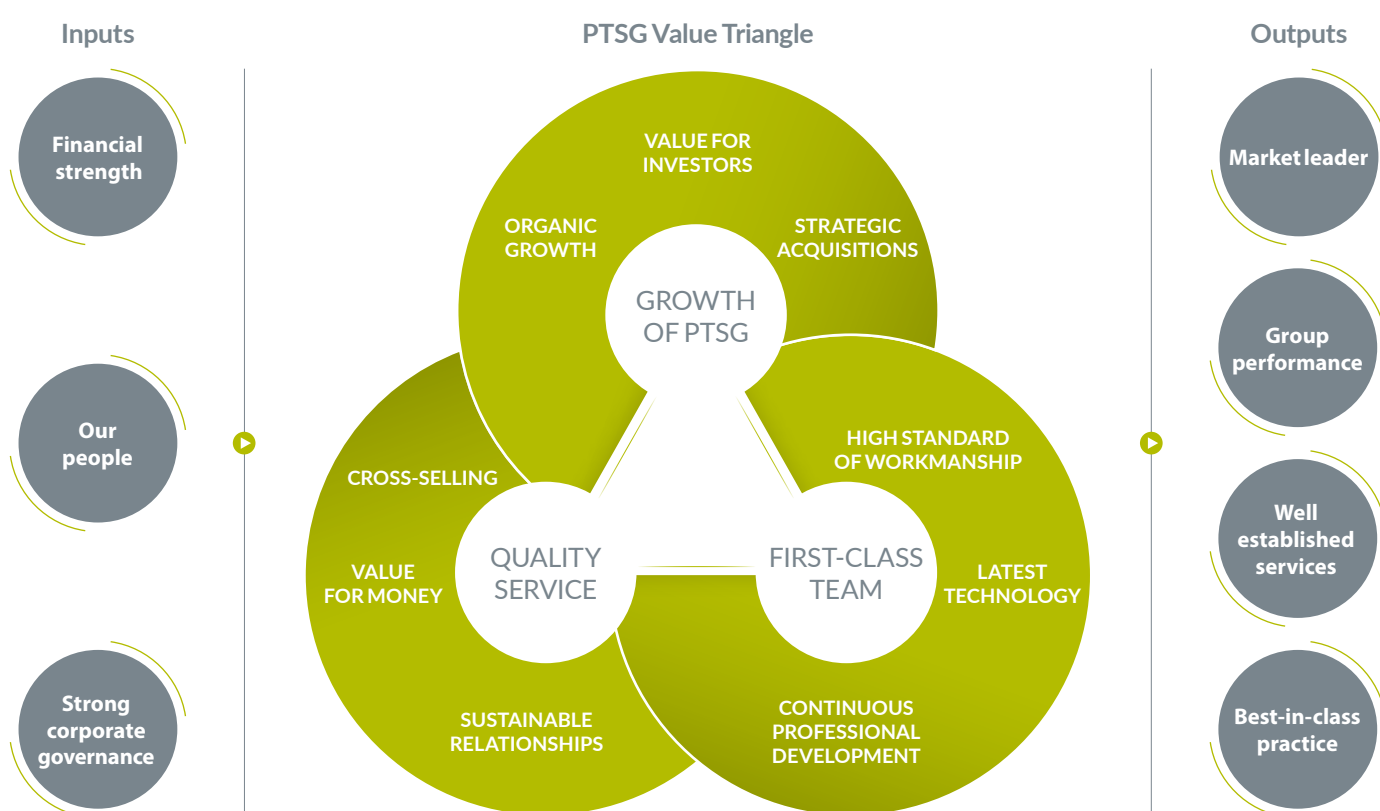


# Our business model designed for growth

Our year-on-year growth and high contract renewal rate bear testimony to the success of our business model. As we invest increasing amounts of time and money into our people and the service they deliver, we continue to experience demand and growth in equal measure.



## Our growth drivers



### Organic growth

- Geographical expansion and increase of service offering
- Renewal rates and repair sales
- Cross-selling of services



### Acquisition

- Strong acquisition pipeline
- Track record of driving growth
- Increasing capabilities



### Marketplace

- £1bn addressable market with 5-10% market share
- New sector expansion, such as Fire Solutions



### Demand

- Construction
- Regulation