

Strong Growth, High Returns



A Truly Connected Business

Protecting People, Preserving Buildings



GROUP OF COMPANIES



Agenda

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



2016 Highlights

-  Another year of exceptional growth in 2016 with revenue of £39.2m (2015: £25.8m) an increase of 52%
-  Good organic growth; 20% on prior year
-  Operating profit* growth of 49% to £7.9m reflecting strong revenue growth and good cost control
-  Integration of the 8 acquisitions (6 in 2015 and 2 in 2016) is now complete and delivering excellent contributions to growth
-  New sector expansion with two acquisitions in July 2016 (UK DryRisers and UK DryRisers Maintenance Ltd)
-  Combination of new contract wins and high renewal rate (>80%) demonstrate the strength of the model
-  Proposed final dividend of 0.7p per share (full year dividend up 40%)

Revenue

£39.2m

+52%

Gross profit

£20.3m

+45%

Operating profit*

£7.9m

+49%

Adjusted EPS

7.63p

+57%

Dividend per share (full year)

1.40p

+40%

*Before adjusting items.

Group Structure



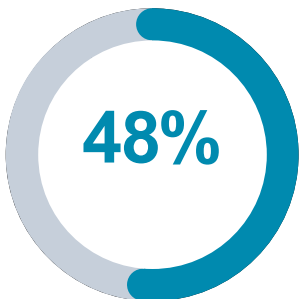
Revenue: £18.9m
Est. Mkt Share: 7%

Market leader across all four sectors

Core Activities:

- Safety Testing & Installation
- Cradle Maintenance & Installation

Group turnover contribution



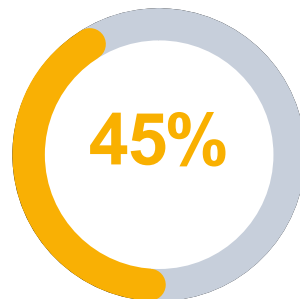
Revenue: £17.6m
Est. Mkt Share: 6%

Market leader in Lightning Protection
 Top three in Electrical Testing

Core Activities:

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

Group turnover contribution



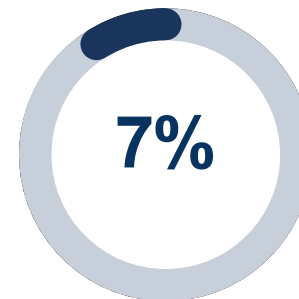
Revenue: £2.7m
Est. Mkt Share: 3%

Top 20

Core Activities:

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

Group turnover contribution



Acquisitions to be targeted to launch this division.

PTSG Operating Model

Customer diversification

- Over 15,000 customers (2015; 12,500)
- Over 150,000 assets

Repeat business

- Testing, inspection and maintenance works typically delivered via 3-5 year contracts
- Industry high renewal rates of 80% +
- Cross selling opportunities

Staff utilisation

- Around 250 engineers located around the country
- Model based around 100% utilisation of engineers
- Growth improves route density

National coverage

- Operate from 16 locations across the UK
- Leveraged back office function
- Only truly national player in chosen market
- Reduced travelling and overnight costs

Use of technology

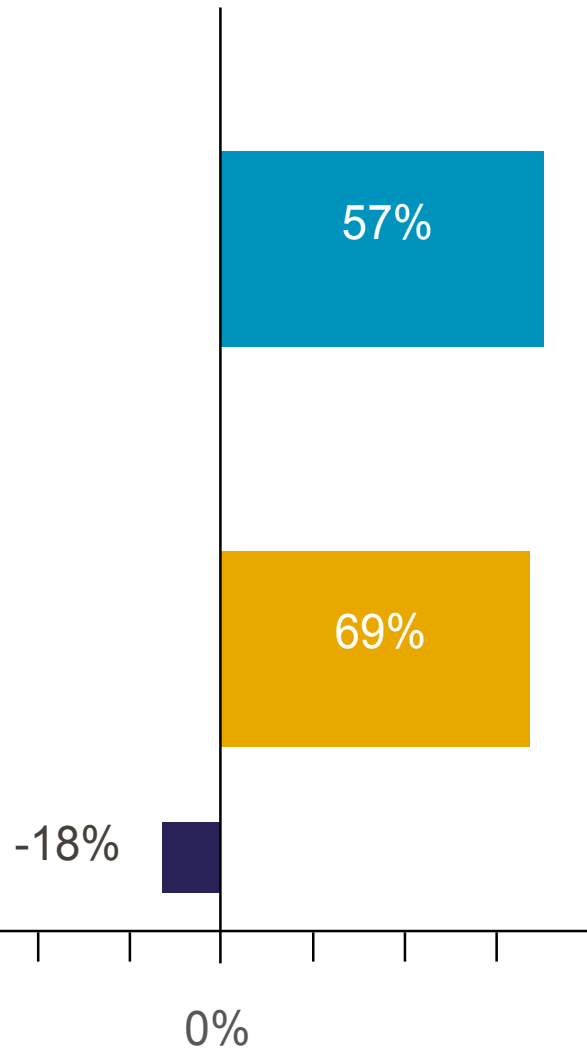
- Self-developed software platform, “Clarity”, which provides workforce management, performance dashboards, real time tracker, secure client portal
- In house resource for further development of the Clarity platform including CRM

Accreditation and training

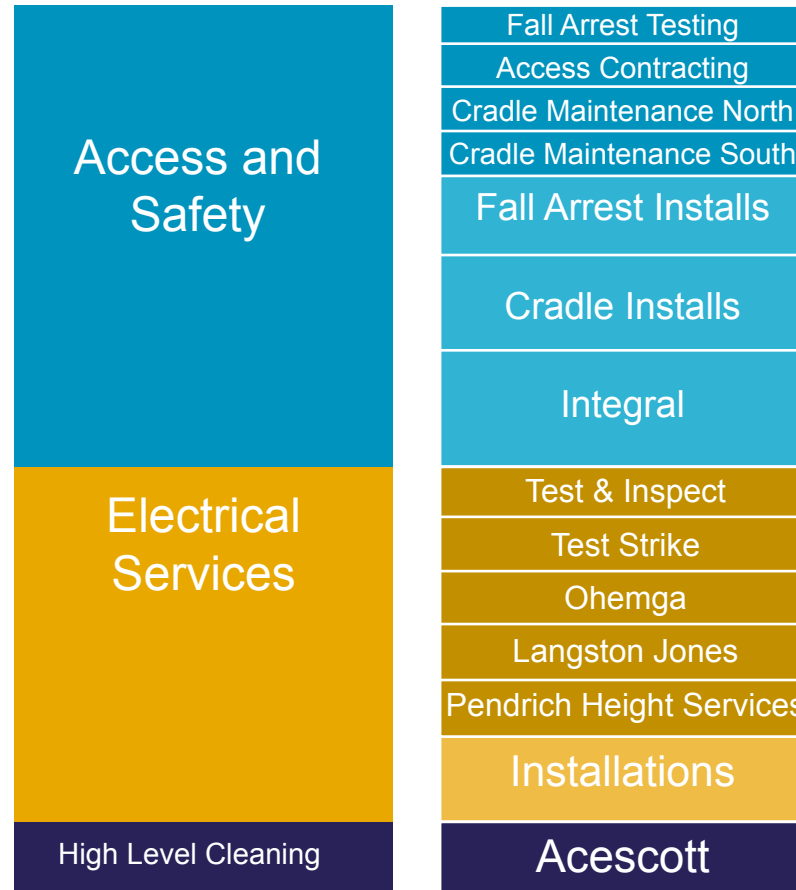
- 122 accreditations including ISO 9001, OHSAS 18001 and ISO 14001
- Training solutions carried out for clients as well as own staff
- Consultancy and insurance inspections carried out for clients

2016 Revenue Growth and Gross Profit

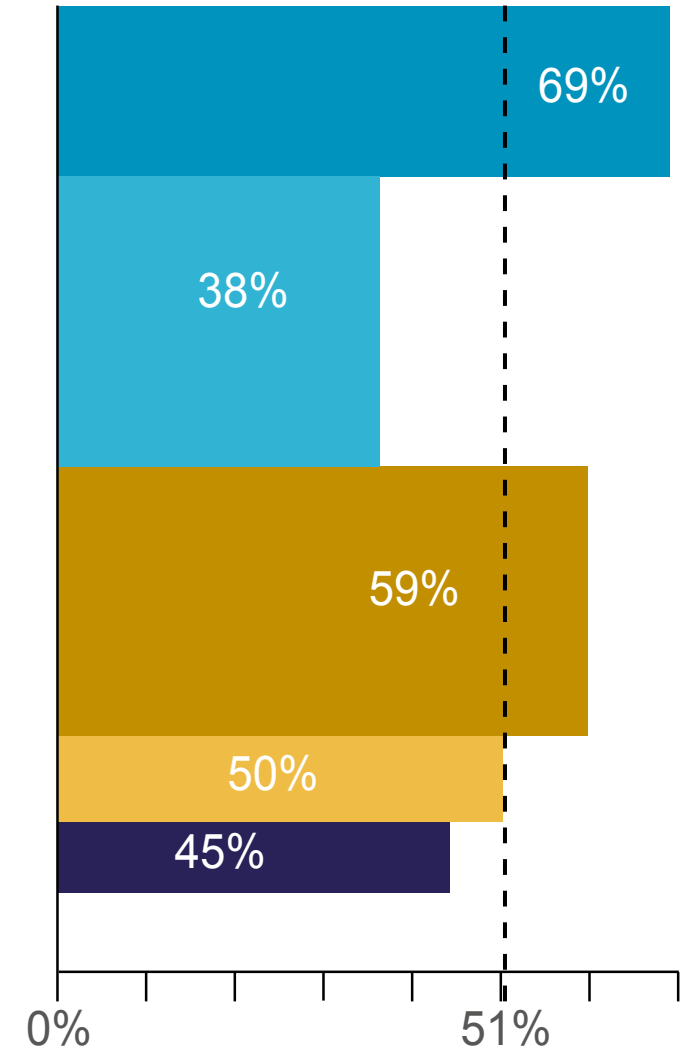
Divisional Revenue Growth



Revenue Split



Divisional Gross Profit Margin



Access and Safety

- ✿ Acceleration of organic growth delivered revenue of £18.9m (2015 £12.0m) through investment in the core business and leverage of Integral and Access Contracting acquisitions
- ✿ Adjusted operating profit increased to £3.1m from £2.0m
- ✿ Integral Cradles and Access Contracting fully integrated and showing strong growth and profits. Integral Cradles has shown substantial organic growth and has a full order book for 2017, and Access Contracting grew organically by 15%
- ✿ Market leadership in all four disciplines
- ✿ Clarity operational in Cradle Maintenance with Fall Access Testing to be the next implementation
- ✿ Significant contract wins: B & Q maintenance, London Underground, Standard Life, Manchester Airport, Meadowhall Shopping Centre and Court Garden's Flower Market

Revenue growth

+57%

Organic growth

+39%

Contribution to turnover



Safety Testing



Safety Installation



Cradle Maintenance



Cradle Installation



Electrical Services

- ✿ Strong revenue growth, primarily due to integration of 2015 acquisitions coupled with acquisition of the Dry Riser businesses in 2016, to £17.6m (£10.4m in 2015)
- ✿ Adjusted operating profit increased to £4.0m from £2.5m
- ✿ Integration complete in both of the 2016 acquisitions, UK Dry Risers Ltd and UK Dry Riser Maintenance. Growth of 37% in the maintenance business and 10% in the installation business since acquisition
- ✿ The new service line of dry riser installation and maintenance has been well received by our customers
- ✿ Expansion of Lightning Protection Installation business into Scotland and London
- ✿ Market leader in all lightning protection disciplines

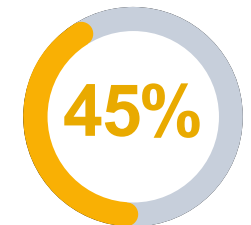
Revenue growth

+69%

Organic growth

+11%

Contribution to turnover



Lightning Protection



Electrical Testing



Fire Services



Steeplejack Services



High Level Cleaning

- ✿ Increase in adjusted operating margin from 20.1% (2015) to 27.5%, generating operating profit of £0.8m
- ✿ Restructure of the business to focus on Rope Access works
- ✿ Large value of “one off” technical, remedial work in 2015, not repeated in 2016
- ✿ Focus on excellent customer service and delivery model
- ✿ Investment in non-residential sales

Revenue growth

(18%)

Contribution to turnover



High Level Window Cleaning



Gutter Cleaning



Building Cleaning



Pressure Washing



Training Solutions

- ✿ Broad range of programmes
- ✿ Across all core sectors
- ✿ Leverage existing client relationships
- ✿ Generate new business leads and brand loyalty
- ✿ Acquisitions to be targeted during 2017 to finalise the establishment of this division

Access & Safety Training



Electrical Services Training



Insurance & Compliance



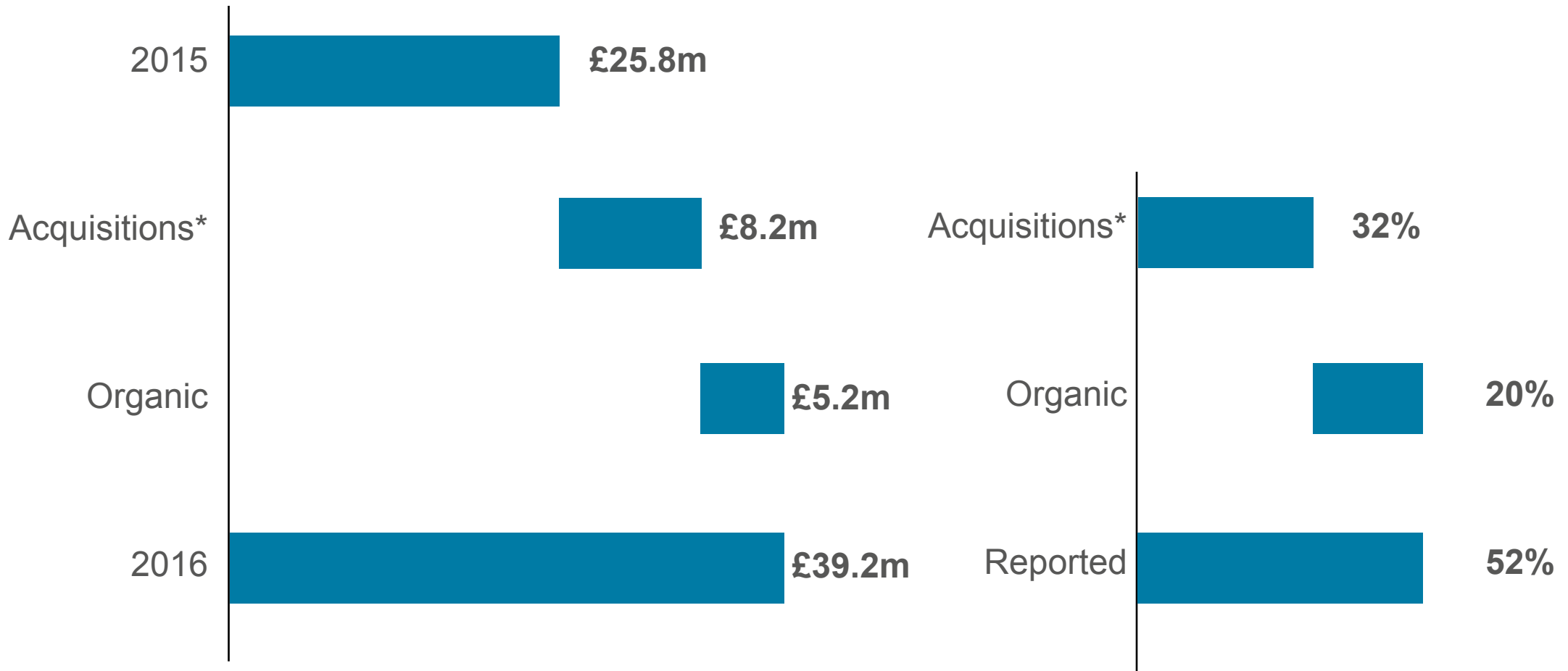
Financial Highlights

	Full Year 2015	Full Year 2016	
Revenue	£25.8m	£39.2m	<ul style="list-style-type: none"> Accelerating revenue growth of 52%, ahead of the 5 year CAGR of 34%
<i>Reported growth</i>	<i>43%</i>	<i>52%</i>	
<i>Organic growth</i>	<i>19%</i>	<i>20%</i>	
Adjusted operating profit	£5.3m	£7.9m	<ul style="list-style-type: none"> Operating profit margin maintained at 20%
<i>Growth</i>	<i>32%</i>	<i>49%</i>	
Adjusted EPS	4.87p	7.63p	<ul style="list-style-type: none"> Adjusted EPS up by 57%
Dividend	1.00p	1.40p	<ul style="list-style-type: none"> 0.70p final dividend proposed, in line with our progressive dividend policy, total dividend for the year 1.40p Strong post tax return on operating capital
ROTOC*	57%	58%	
Net Debt (excluding finance leases)	£6.3m	£12.1m	
Financial leases	£1.3m	£1.5m	

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)

Finance leases are excluded from our net debt calculation as they do not form part of our banking facility. They predominately relate to motor vehicles

2016 Revenue Growth



*Acquisition turnover includes, 6 months base turnover for UK Dry Risers Ltd and UK Dry Riser Maintenance Ltd and the full year effect of acquisitions made in 2015.

Profit Adjusting Items

	Full Year	Full Year
	2015	2016
	£'000	£'000
Adjusted Operating Profit	5,276	7,857
Restructuring costs	(180)	(492)
Intangible amortisation	(108)	(499)
Share options for Directors	(2,259)	(1,888)
Contingent payments in relation to acquisitions*	(948)	(1,861)
IPO	(521)	—
Reported Operating Profit	1,260	3,117

*Deferred consideration payments, dependent upon ongoing 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.

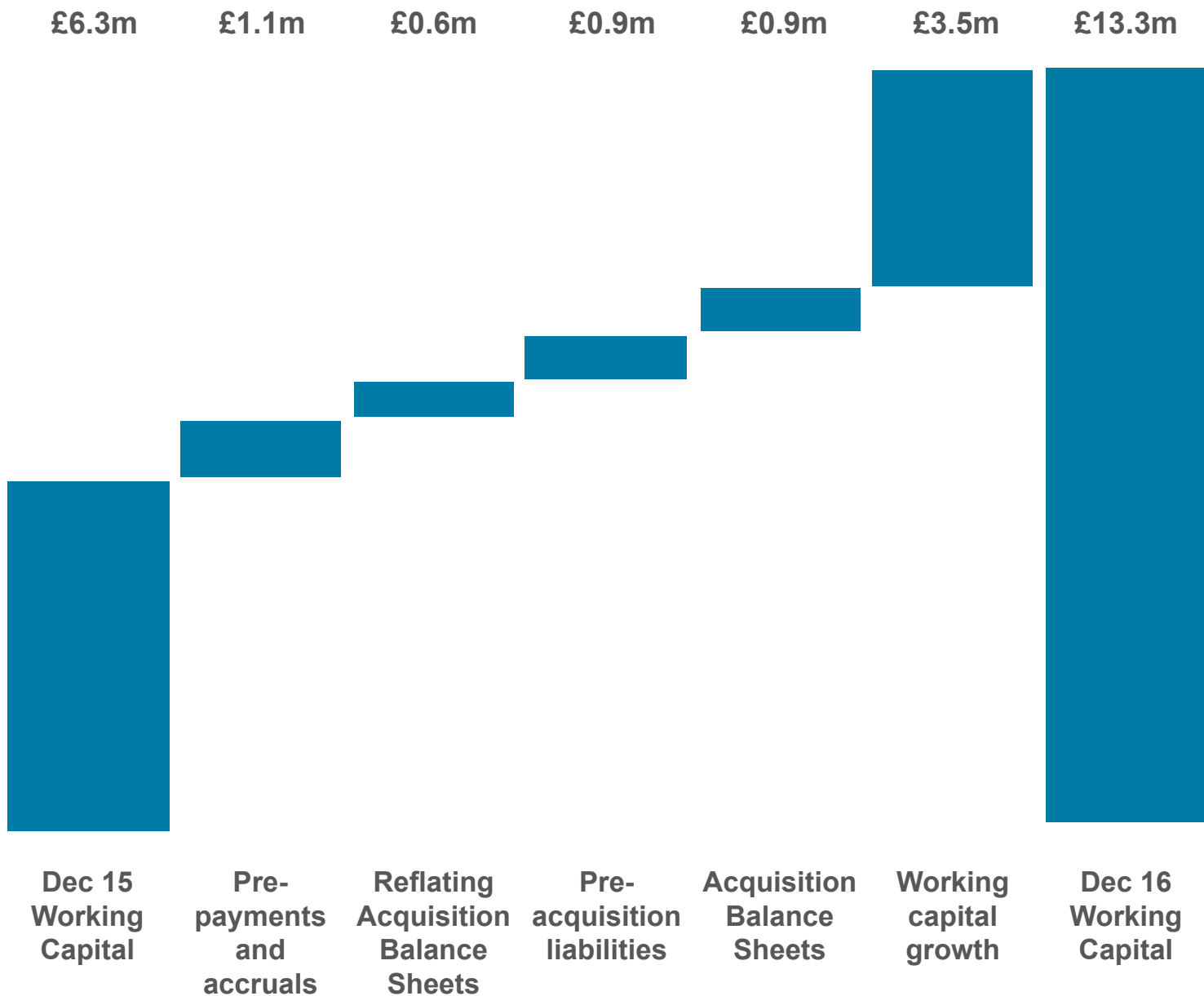
Consolidated Cashflow

Full Year

	2015 £'000	2016 £'000
Profit before tax	5,276	7,857
Depreciation and amortisation	899	1,164
Capital expenditure	(766)	(1,454)
Movement in working capital	(3,092)	(3,644)
Trading cash flow	2,317	3,923
Trading cash conversion	44%	50%
Restructuring	(243)	(492)
Interest paid	(273)	(433)
Taxation paid	(490)	(796)
Free Cash flow	1,311	2,202
Acquisition expense and deferred consideration*	(4,833)	(4,162)
Dividends	(534)	(1,092)
Other non operating adjustments	(1,869)	(2,819)
Shares issued	4,673	156
Loans taken out	2,196	4,016
Cash movement	943	(1,699)

*includes reflating acquisition balance sheets and pre-aquisition liabilities

Working Capital Bridge



- Investment for growth (vehicles, insurance, RCF) £0.8m supplemented by payment of professional fees re: the 2015 acquisitions £0.3m
- Reflating of balance sheet on late 2015 acquisitions £0.6m (This was reflected in acquisition price)
- Resolution of pre-acquisition liabilities acquisitions - £0.9m
- 2016 acquisitions added £0.9m of working capital
- Working capital growth was abnormally high, but underlying grew inline with Q4 turnover – allowing for two large cradle installations (Q4 turnover 44%, underlying working capital 35%)
- Working capital on installation revenue (£17.4m in 2016) is 35% compared to 31% for our maintenance businesses

Capital Allocation Framework

Disciplined use of cash in line with strategy

Reinvest
for organic
growth

1

Acquisitions
in line with
strategy

2

Progressive
dividend
policy

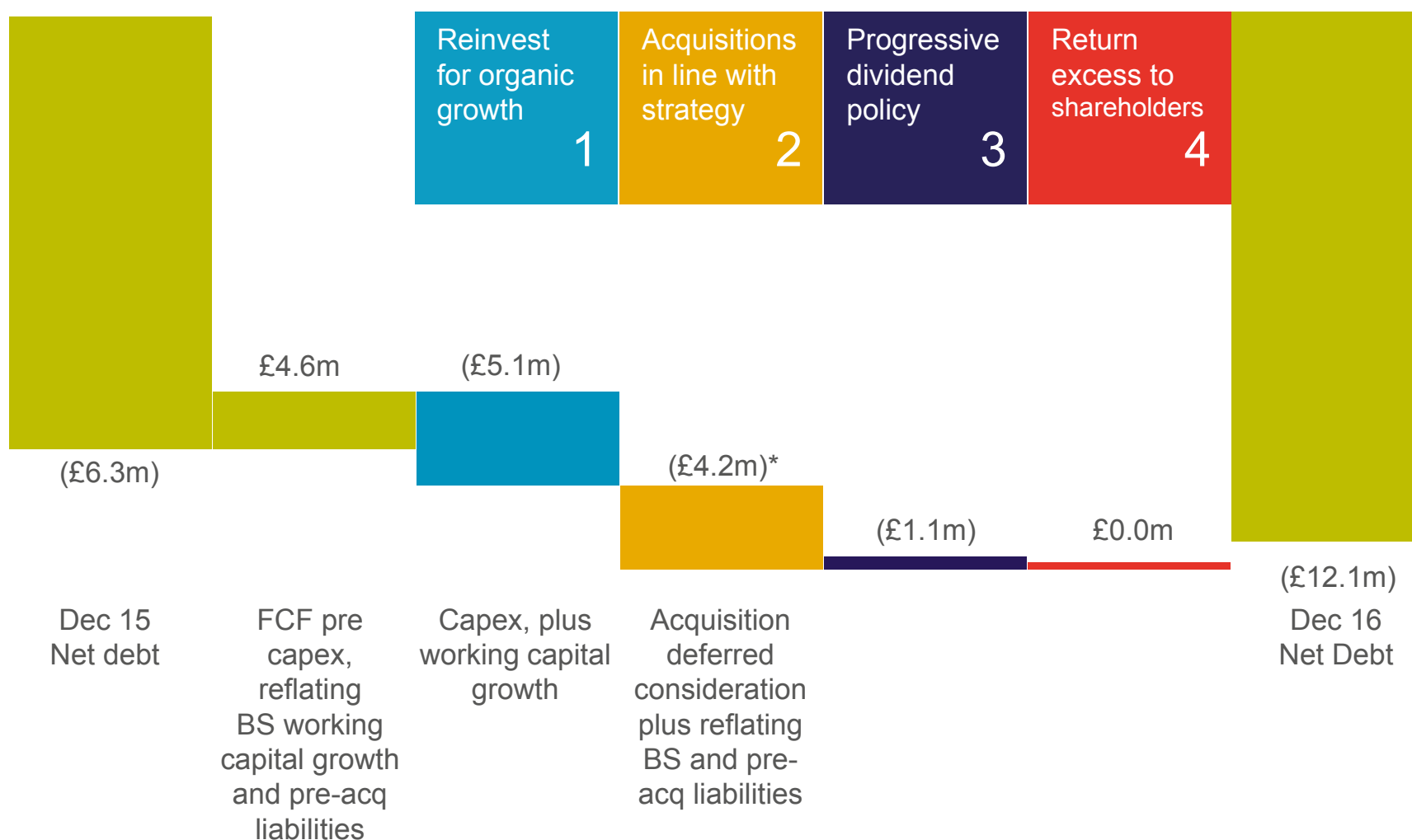
3

Return
excess to
shareholders

4

Maintain strong balance sheet to ensure solid investment metrics

Cashflow and Capital Allocation



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.

* Acquisition outflow comprises cash consideration for the Dry Riser businesses £1.8m, deferred consideration of £0.9m and £0.6m reflatting the balance sheets of the acquisitions made in 2015 and resolution of pre-acquisition liabilities.

Net debt increased by £5.8m in line with our business strategy

Net Debt increase

Reinvest for organic growth

£0.5m

- Geographical expansion (eg LPT London and Scotland)
- 51% increase in people related resources including:
 - Additional engineers across all areas of the business
 - Sales team expansion to drive organic growth
 - £1.5m of capital expenditure – fleet and PPE
- Associated investment in IT infrastructure and Clarity
- Increased working capital associated with growth

Result: Organic revenue growth of £5.2m (20%)

Acquisitions in line with strategy

£4.2m

- Acquisition of UK Dry Riser Ltd and UK Dry Riser Maintenance Ltd
- Deferred consideration payments on previous acquisitions
- Reflating 2015 acquisition balance sheets and payment of pre acquisition liabilities

Revenue growth of £8.2m (32%)

Progressive dividend policy

£1.1m

- 1.4p per share – 40% increase on 2015 in line with our profit growth

Net debt levels and banking covenants

	Bank Covenants	Actual
Debt service	>100%	288%
Interest cost	>500%	2,227%
Leverage	<2.25	1.34

- All banking covenants comfortably met
- Head room remains for future growth

Net debt levels are comfortably within the banking covenants with sufficient head room for future growth

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

Growth Drivers

Organic

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

Acquisition

- Strong acquisition pipeline
- Track record of driving value





Marketplace

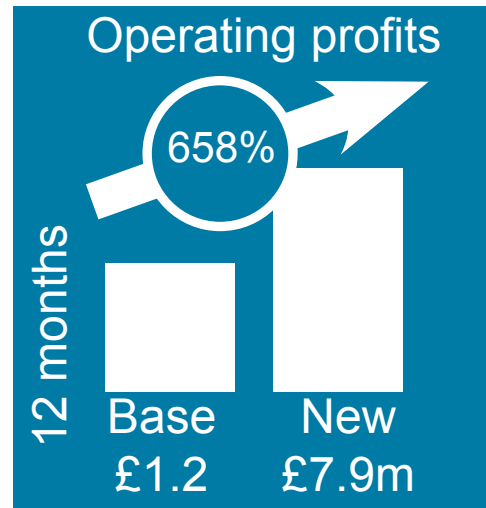
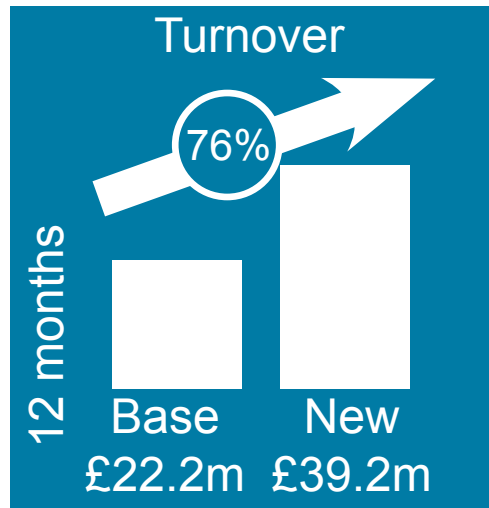
- £600m addressable market with ~5-10% market share
- New sector expansion, eg: Fire Services

Demand

- Construction
- Regulation

Acquisition Track Record

-  20 acquisitions over ten years, across three sectors for a gross consideration of £11.3m, £8.1m net
-  Leverage of PTSG operating model
-  Deferred consideration linked to self-funding and stretching business milestones
-  Strong track record of accelerating revenue growth and significantly improving profitability



Average multiple of 4.4 x EBIT



Acquisition of



- ✿ Acquired July 2016
- ✿ Two sites located in Bury & Oldham with sales of £4.1m and a combined PBT of £1.1m
- ✿ A market leader in the installation, maintenance and testing of dry and wet riser systems
- ✿ Strong revenue and margin business
- ✿ Strategic expansion of fire safety provision into existing and new customer
- ✿ Meets PTSG's financial acquisition criteria
- ✿ Organic growth of 37% in the maintenance business and 10% in the installation business since acquisition



Summary and Outlook

2016 Highlights

- ✿ 52% revenue growth
- ✿ Good organic growth; 20% on prior year
- ✿ Operating profit* growth of 49% on prior year
- ✿ New sector expansion into Dry Risers
- ✿ Integration of 8 acquisitions
- ✿ New contract wins and high renewal rate (>80%)
- ✿ Dividend per share up 40%

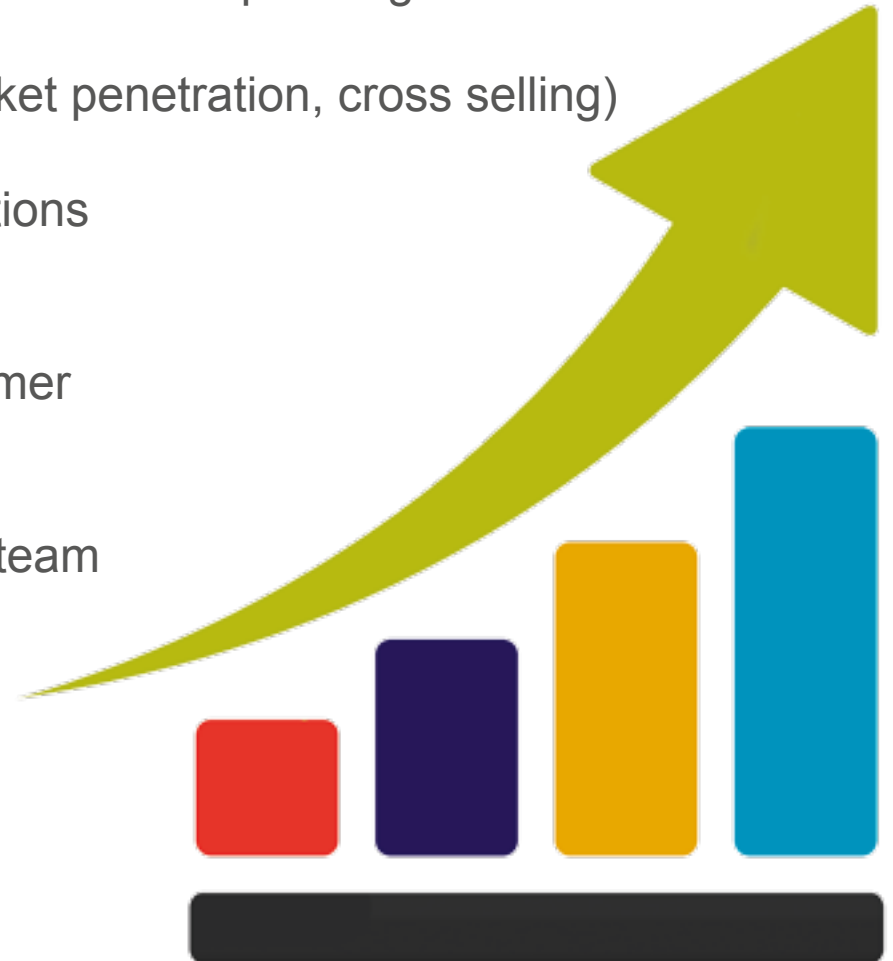
*before adjusting items

2017

- ✿ The Board is confident in the outlook for 2017 – strong organic growth momentum coupled with a solid acquisition platform
- ✿ 62% of BIFM respondents rate the current FM business environment as positive or very positive (Source: Facilities Management Business Confidence Monitor 2017)
- ✿ The integration of the two Dry Riser businesses completed in H2, enabling a strong contribution to the Group
- ✿ PTSG will remain disciplined in the use of its capital in line with our aim of being the nationwide market leader across our principal industry sectors
- ✿ Strong acquisition pipeline

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
- ✿ 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 (80%+)
- ✿ Highly experienced and ambitious management team
- ✿ Highly attractive financial characteristics (high margins, low capex, high returns, good underlying cash generation, progressive dividend policy)



Appendix

Consolidated Statement of Comprehensive Income

	Year ended 31 December 2016			Year ended 31 December 2015		
	Before Adjusting items £	items £	Total £	Before Adjusting items £	items £	adjusting Total £
Revenue	39,194,766	–	39,194,766	25,770,503	–	25,770,503
Cost of sales	(18,863,527)	–	(18,863,527)	(11,785,079)	–	(11,785,079)
Gross profit	20,331,239	–	20,331,239	13,985,424	–	13,985,424
Net operating costs	(12,474,374)	(4,739,988)	(17,214,362)	(8,709,361)	(4,016,196)	(12,725,557)
Total operating profit	7,856,865	(4,739,988)	3,116,877	5,276,063	(4,016,196)	1,259,867
Finance costs	(405,076)	(97,402)	(502,478)	(273,437)	(155,446)	(428,883)
Profit before tax	7,451,789	(4,837,390)	2,614,399	5,002,626	(4,171,642)	830,984
Taxation	(730,370)	415,544	(314,826)	(814,927)	473,046	(341,881)
Profit attributable to owners of the parent	6,721,419	(4,421,846)	2,299,573	4,187,699	(3,698,596)	489,103
Total comprehensive income for the period attributable to owners of the parent	6,721,419	(4,421,846)	2,299,573	4,187,699	(3,698,596)	489,103
Basic and diluted earnings per share (Pence)			2.61			0.57
Adjusted EPS (pence)	7.63			4.87		

Consolidated Balance Sheet

	Dec 16 £'000	Dec 15 £'000
Assets		
Intangible assets	12,366	10,736
Property, plant and equipment	3,196	2,373
Deferred tax	417	784
Non-current assets	15,979	13,893
Current assets		
Inventories	503	382
Trade and other receivables	20,303	13,108
Cash and cash equivalents	—	—
	20,806	13,490
Liabilities		
Current liabilities		
Trade and other payables	7,232	6,430
Bank overdraft, net of cash	2,016	317
Finance leases	767	641
Borrowings	25	25
Deferred consideration	1,053	1,126
Current tax liabilities	296	750
Total current liabilities	11,389	9,289
Net current assets	9,417	4,201
Non-current liabilities		
Borrowings	10,010	5,993
Finance leases	746	653
Deferred consideration (incl loan notes)	2,596	2,527
Total non-current liabilities	13,352	9,173
Net assets	12,044	8,921

Segmental Analysis

	Full Year				Full Year			
	2016				2015			
	Turnover £'000	Growth	EBIT £'000	Margin	Turnover £'000	Growth	EBIT £'000	Margin
Access & Safety	18,870	57%	3,111	16%	12,036	26%	2,031	17%
Electrical Services	17,606	69%	4,000	23%	10,402	58%	2,519	24%
High Level Cleaning	2,719	(18%)	747	27%	3,332	82%	670	20%
Central			(1)				56	
	39,195	52%	7,857	20%	25,770	43%	5,276	20%

Five Year Income Statement

	Actual 2012	Actual 2013	Actual 2014	Actual 2015	Actual 2016
	£'000	£'000	£'000	£'000	£'000
Turnover	12,072	13,887	18,003	25,771	39,195
Gross profit	7,145 59.2%	8,401 60.5%	10,319 57.3%	13,985 54.3%	20,331 51.9%
Adjusted EBITA*	2,855 23.6%	3,160 22.8%	4,007 22.3%	5,276 20.5%	7,857 20.0%
Adjusted EBITDA*	3,289 27.2%	3,757 27.1%	4,708 26.2%	6,174 24.0%	9,021 23.0%

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

Five Year Balance Sheet

	Actual 2012 £'000	Actual 2013 £'000	Actual 2014 £'000	Actual 2015 £'000	Actual 2016 £'000
Fixed assets	3,360	4,616	4,957	13,893	15,979
Stock, trade and other receivables	3,700	5,562	8,262	13,490	20,806
Net cash	642	373	(1,261)	(317)	(2,016)
Current liabilities*	(3,247)	(3,421)	(5,325)	(7,845)	(8,320)
Net current assets*	1,095	2,514	1,676	5,328	10,470
Non-current liabilities*	(248)	(316)	(363)	(653)	(746)
Bank loan	–	(5,000)	(3,750)	(5,994)	(10,010)
Deferred consideration (incl loan note)	(100)	(600)	(1,399)	(3,653)	(3,649)
Net assets	4,107	1,214	1,121	8,921	12,044

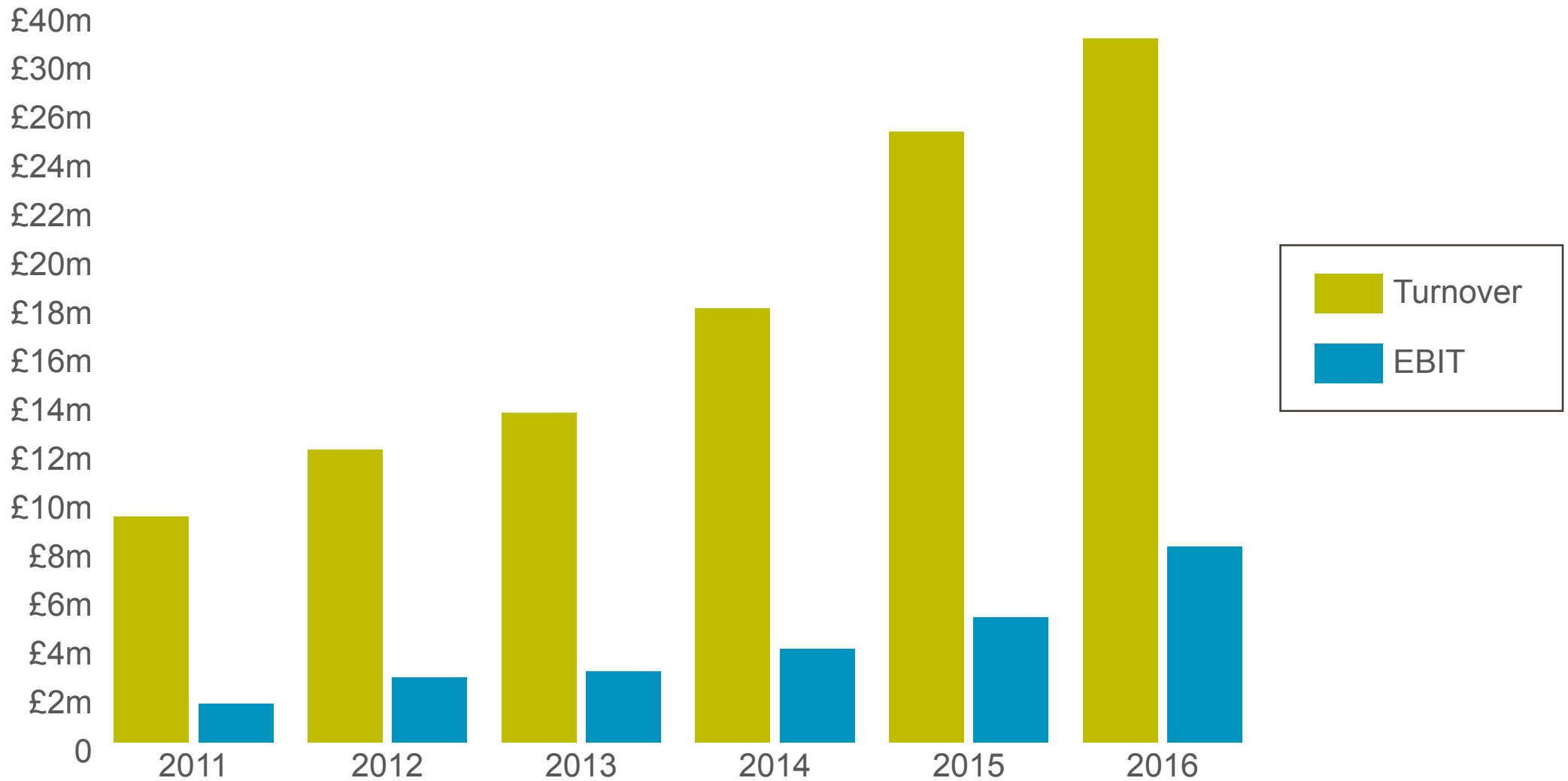
*excludes loan and deferred consideration

Five Year Cashflow





	Actual 2012	Actual 2013	Actual 2014	Actual 2015	Actual 2016
	£'000	£'000	£'000	£'000	£'000
Adjusted EBITA*	3,289	3,757	4,708	6,174	9,021
Adjusted items	(50)	(622)	(2,493)	(2,112)	(3,310)
Movement in working capital	(849)	(1,297)	420	(4,592)	(5,144)
Inflow from operating activities	2,390	1,838	2,635	(530)	567
Taxation	(202)	(872)	(561)	(489)	(797)
CAPEX/financing	(517)	(592)	(990)	(1,040)	(1,887)
Acquisitions	(332)	(850)	(678)	(3,333)	(2,662)
Dividends	(749)	(755)	(790)	(534)	(1,092)
Loans taken out/repaid	–	5,000	(1,250)	2,196	4,016
Share buy back	–	(4,038)	–	–	–
Issues of shares	–	–	–	4,673	156
Increase/(decrease) in cash	590	(269)	(1,634)	943	(1,699)

*Adjusted for contingent acquisition payments, restructuring, rebranding, 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

PTSG on a Page



122 accreditations

10 health & safety awards

Our dedicated customer service ambassador ensures we do everything by word of



Memorable
Outstanding
Unique
Service
Experience

COMPLIANCE

LOCATIONS



OUR PEOPLE



CUSTOMER SERVICE



ABOUT

Over 450 members of staff

Full time **health & safety** management team



Formed in **2007**

21 acquisitions

Listed on the **London** Stock Exchange

88% renewal rates

All **highly** trained

We recruit the **best** in the industry

15,000 customers

No1 across our market sectors

10 top industry awards

Over **150,000** assets