



## Overview

Polypipe is the largest manufacturer of plastic piping systems in the UK and among the 10 largest in Europe by sales. The Group's primary operations are in the UK, French and the Irish building and construction markets, with a presence in Italy and the Middle East and sales to specific niches in the rest of the world.

## Manufacturing

### Over 20,000

product lines covering

- residential piping systems
- under-floor heating
- above-ground drainage systems
- below-ground sewerage pipes
- rainwater harvesting systems

### 16

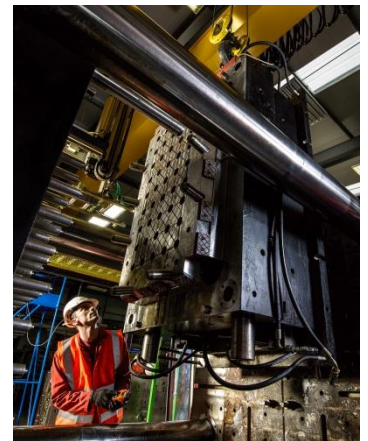
Facilities in the UK, France, Italy and Dubai

### £130m

Approximate investment in manufacturing assets, in-house logistics & infrastructure since 2005

### 2,017

Employees in the Group



## Markets

### 80%

Approximate revenues from sales to customers in the UK (2013)

### 50:50

Approximate end-market exposure between residential and commercial/civil/infrastructure

### 28%

Approximate revenues from development products (material substitution, water management and carbon efficiency) from Group sales in 2013

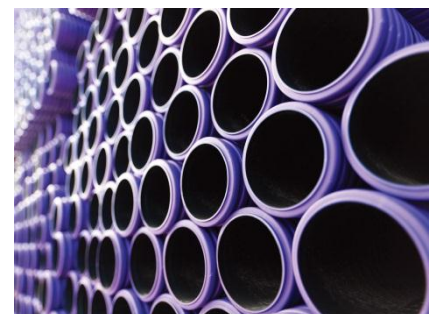
### 21%

Adjusted EBITDA for UK operations in 2013

Strong opportunity to take advantage of expected growth in the UK construction markets

## Company history

Polypipe was founded in Doncaster in 1980 as a manufacturer of extruded and moulded plastics. It was first listed as a public company in 1986 before entering into private ownership again from 1999. The company was bought by its management in 2005 with support of private equity investors. In 2014, the company signalled its intention to return to the London stock market, nearly two decades after its first listing.



## Key strengths

Market leadership in an attractive UK construction market

Significant structural growth opportunities in the plastic piping industry

A differentiated product range focused on higher margin integrated piping systems and fittings

Brand strength and successful business model in a market with relatively high barriers to entry

Strong financial performance despite economic downturn

Management team with significant industry experience

## Management



**DAVID HALL**  
CEO

Over 20 years experience in the UK construction industry, led MBO of Polypipe in 2005



**PETER SHEPHERD**  
CFO

With Polypipe since 2006, over 20 years of financial experience in manufacturing sector



**PAUL RICE**  
BDD

16 years with Polypipe, oversaw implementation of Polypipe's marketing and branding strategy

## Financial highlights

- 2013 adjusted EBITDA margins of 18% for the Group (21% in the UK)
- Against 2011 full year results, Group revenue has improved by approximately 5% and Group Adjusted EBITDA by approximately 35%

	2013	2012	2011
<b>Revenue</b>	300.8m	282.0m	286.4m
<b>Adjusted EBITDA</b>	54.0m	49.4m	39.9m
<b>Operating Profit</b>	39.7m	36.1m	26.5m

## Contact

### Brunswick Group LLP

Mike Smith / Azadeh Varzi / Helen Smith / Simon Maine  
16 Lincoln's Inn Fields, London, WC2A 3ED  
TEL: +44 (0)207 4045959



This factsheet is an advertisement and not a prospectus. Investors should not subscribe for or purchase any transferable securities referred to in this factsheet except on the basis of information in the prospectus (the "Prospectus") published by Polypipe Group plc (the "Company" or "Polypipe" and, together with its subsidiaries, the "Group") in connection with the proposed initial public offer (the "Offer" or "IPO") and admission of its ordinary shares (the "Shares") to the premium listing segment of the Official List of the Financial Conduct Authority and to trading on the main market for listed securities of the London Stock Exchange plc (the "London Stock Exchange") (together "Admission"). Copies of the Prospectus will, following publication, be available for inspection from the Company's registered office: Broomhouse Lane, Edlington, Doncaster, South Yorkshire, DN12 1ES and on the Company's website at <http://www.polypipe.com>.

## **Forward Looking Statements**

This factsheet includes forward-looking statements. These forward-looking statements involve known and unknown risks and uncertainties, many of which are beyond the Group's control and all of which are based on the directors' of the Company (the "Directors") current beliefs and expectations about future events. Forward-looking statements are sometimes identified by the use of forward-looking terminology such as "believe", "expects", "may", "will", "could", "should", "shall", "risk", "intends", "estimates", "aims", "plans", "predicts", "continues", "assumes", "positioned", "targets" or "anticipates" or the negative thereof, other variations thereon or comparable terminology. These forward-looking statements include all matters that are not historical facts. They appear in a number of places throughout this factsheet and include statements regarding the intentions, beliefs or current expectations of the Directors or the Group concerning, among other things, the results of operations, financial condition, prospects, growth, strategies and the industry in which the Group operates.

These forward-looking statements and other statements contained in this factsheet regarding matters that are not historical facts involve predictions. No assurance can be given that such future results will be achieved; actual events or results may differ materially as a result of risks and uncertainties facing the Group. Such risks and uncertainties could cause actual results to vary materially from the future results indicated, expressed, or implied in such forward-looking statements. Such forward-looking statements contained in this factsheet speak only as of the date of this factsheet. The Company and the Directors expressly disclaim any obligation or undertaking to update these forward-looking statements contained in the factsheet to reflect any change in their expectations or any change in events, conditions, or circumstances on which such statements are based unless required to do so by applicable law, the Prospectus Rules, the Listing Rules, or the Disclosure and Transparency Rules of the FCA. Prospective investors should specifically consider the factors identified in this Prospectus which could cause actual results to differ from those indicated in or suggested by the forward-looking statements in this Prospectus before making an investment decision.

## **Important Notice**

The contents of this factsheet has been prepared by and is the sole responsibility of the Company.

Neither this factsheet nor any copy of it may be taken or transmitted, published or distributed, directly or indirectly, into the United States, Australia, Canada, Japan or South Africa or to any persons in any of those jurisdictions or any other jurisdiction where to do so would constitute a violation of the relevant securities laws of such jurisdiction. Any failure to comply with this restriction may constitute a violation of United States, Australian, Canadian, Japanese or South African securities laws. The distribution of this factsheet in other jurisdictions may be restricted by law and persons into whose possession this factsheet comes should inform themselves about, and observe, any such restrictions.

This factsheet does not constitute, or form part of, any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for any Shares or other securities in the United States, Australia, Canada, Japan or South Africa or in any jurisdiction to whom or in which such offer or solicitation is unlawful. The Offer and the distribution of this factsheet and other information in connection with the Offer and Admission in certain jurisdictions may be restricted by law and persons into whose possession this factsheet, any document or other information referred to herein comes should inform themselves about and observe any such restriction. Any failure to comply with these restrictions may constitute a violation of the securities laws of any such jurisdiction. Neither this factsheet nor any part of it nor the fact of its distribution shall form the basis of or be relied on in connection with or act as an inducement to enter into any contract or commitment whatsoever.

The IPO timetable, including the publication of the Prospectus and/or the date of Admission, may be influenced by a range of circumstances, including market conditions. There is no guarantee that the Prospectus will be published or that Admission will occur and you should not base your financial decisions on the Company's intentions in relation to the Offer and Admission at this stage. Acquiring investments to which this factsheet relates may expose an investor to a significant risk of losing all of the amount invested. Persons considering making such an investment should consult an authorised person specialising in advising on such investments. This factsheet does not constitute a recommendation concerning the Offer. The value of the Shares can decrease as well as increase. Potential investors should consult a professional adviser as to the suitability of the Offer for the person concerned. Past performance cannot be relied upon as a guide to future performance.

This factsheet does not constitute an offer to sell or a solicitation of an offer to purchase any securities in the United States or in any jurisdiction in which such offer or sale would be unlawful prior to registration, exemption from registration or qualification under the securities laws of any jurisdiction. Securities may not be offered or sold in the United States absent (i) registration under the Securities Act or (ii) an available exemption from registration under the Securities Act. The securities mentioned herein have not been, and will not be, registered under the Securities Act and will not be offered to the public in the United States. There will be no public offer of the securities referred to herein in the United States, Australia, Canada, Japan or South Africa. The securities referred to herein have not been registered under the applicable securities laws of Australia, Canada, Japan or South Africa and, subject to certain exceptions, may not be offered or sold within Australia, Canada, Japan or South Africa or to any national, resident or citizen of Australia, Canada, Japan or South Africa.

This factsheet is only addressed to and directed at persons in member states of the European Economic Area ("EEA") who are qualified investors within the meaning of Article 2(1)(e) of the Prospectus Directive (Directive 2003/71/EC), as amended ("Qualified Investors"). In addition, in the United Kingdom, this factsheet is addressed and directed only at Qualified Investors who (i) are persons who have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order"), (ii) are persons who are high net worth entities falling within Article 49(2)(a) to (d) of the Order, and (iii) to persons to whom it may otherwise be lawful to communicate it to (all such persons being referred to as "relevant persons"). Any investment or investment activity to which this factsheet relates is available only to relevant persons in the United Kingdom and Qualified Investors in any member state of the EEA other than the United Kingdom, and will be engaged in only with such persons. Other persons should not rely or act upon this factsheet or any of its contents.

Any purchase of Shares in the proposed Offer should be made solely on the basis of the information contained in the final Prospectus to be published by the Company in connection with the Offer and Admission. The information in this factsheet is for background purposes only and does not purport to be full or complete. No reliance may or should be placed for any purposes whatsoever on the information contained in this factsheet or its accuracy, completeness or fairness. The information in this factsheet is subject to change. However, the Company does not undertake to provide the recipient of this factsheet with any additional information, or to update this factsheet or to correct any inaccuracies, and the distribution of this factsheet shall not be deemed to be any form of commitment on the part of the Company to proceed with the Offer or any transaction or arrangement referred to herein. This factsheet has not been approved by any competent regulatory authority.

In connection with the Offer, a stabilising manager, or any of its agents, may (but will be under no obligation to), to the extent permitted by applicable law, over-allot Shares or effect other transactions with a view to supporting the market price of the Shares at a higher level than that which might otherwise prevail in the open market. The stabilising manager may, for stabilisation purposes, over-allot Shares up to a maximum of 10 per cent. of the total number of Shares comprised in the Offer. The stabilising manager will not be required to enter into such transactions and such transactions may be effected on any stock market, over-the-counter market, stock exchange or otherwise and may be undertaken at any time during the period commencing on the date of the commencement of conditional dealings of the Shares on the London Stock Exchange and ending no later than 30 calendar days thereafter. However, there will be no obligation on the stabilising manager or any of its agents to effect stabilising transactions and there is no assurance that stabilising transactions will be undertaken. Such stabilising measures, if commenced, may be discontinued at any time without prior notice. In no event will measures be taken to stabilise the market price of the Shares above the offer price. Save as required by law or regulation, neither the stabilising manager nor any of its agents intends to disclose the extent of any over-allotments made and/or stabilisation transactions conducted in relation to the Offer.