

GPG Group and Coats plc

Results presentation for year ending
31 December 2013

25 February 2014



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Not a profit forecast

The financial information contained in this presentation is based on publicly available historic financial information of the GPG group and is not intended to be a profit forecast or profit estimate under applicable rules.

Currency assumptions

All NZ\$ comparatives to £ amounts are for illustrative purposes only, based on the NZ\$:GBP exchange rate on 31 December 2013, NZ\$2.0175:£1.00.

Agenda

- GPG
 - Update
 - Financial performance
- Coats plc
 - Summary
 - Financial performance
 - Strategy and outlook
- Appendices

GPG

Update and financial performance

Coats

- Robust trading results - net profit attributable to GPG of £19 million (US\$29 million) (2012: £92m loss (US\$146 million loss))

GPG investment portfolio (excluding Coats)

- Value realisation programme completed – total cash generated since 1 January 2011 – £698m (NZ\$1,408m)

Pensions

- tPR investigations continue
 - Warning Notices received on Brunel and Staveley schemes
 - Insufficiently Resourced tests requested for the Coats sponsors
- The Board and management engaging with the trustees and tPR

Board Changes

- Mike Clasper appointed to the GPG Board on 20 February 2014

Summary for the period

- Shareholders' funds – £444m (31 December 2012: £434m)
 - increase due to improved IAS19 employee benefits position (£107m) and Coats' trading results
 - partially offset by FX losses (£36m), shareholder returns (£45m) and GPG Parent Group overheads (£44m)
- Net asset backing per share – 31.5p (NZ\$0.64) (31 December 2012: 27.7p (NZ\$0.56))
- Parent Group cash balance – £383m (31 December 2012: £243m)
- Value realisation programme completed
 - cash generated in 2013 – £240m (NZ\$484m)
 - since 1 January 2011 cumulative cash generation – £698m (NZ\$1,408m)
- Net attributable profit – £23m (year ended 31 December 2012: £29m loss)

Simplified balance sheet

	31 Dec 2013		31 Dec 2012	
	£m	£m	£m	£m
Net held for sale assets	1		222	
Current asset investments	-		9	
Total investments, excluding Coats		1		231
Cash		383		243
GPG assets		384		474
GPG Pension Schemes		(56)		(74)
Other sundry Parent Group net liabilities		(20)		(14)
		308		386
Coats				
Other net assets	457		481	
Net debt	(199)		(226)	
Employee benefit obligations	(122)		(207)	
		136		48
Shareholders' funds		444		434
NAV / share (NZ\$)		63.6		55.9

- Shareholders' funds have increased by £10m – primarily due to improved IAS19 employee benefits position (£107m) and Coats' trading; partially offset by FX losses (£36m), shareholder returns (£45m) and GPG Parent Group overheads (£44m)
- Parent Group cash as at 31 December 2013 comprised £145m, US\$176m, A\$9m and NZ\$255m

Pensions

- The main driver for reduced IAS19 deficits since last year end is strong investment performance
- Coats funding has also improved due to the outcome of its second pension increase exchange offer (£5m IAS19 benefit, £7m funding benefit)
- Brunel scheme deficit has also benefited from the higher nominal discount rate due to a lower inflation linkage in benefits provided
- The real discount rate increases required to eliminate the UK deficits as at 31 December 2013 were¹:
 - Coats: 50 bps
 - Brunel: 170 bps
 - Staveley: 120 bps
- Coats UK Pension Plan 2012 triennial valuation
 - completed and agreed with the banking syndicate
 - £14m (NZ\$28m) per annum past service recovery plan commenced November 2013 (previously £7m (NZ\$14m) per annum)
- Triennial valuations
 - Brunel valuation as at 31 March 2013 in process
 - Staveley trustee has called for the next valuation to be done at 31 December 2013 (3 months early)

IAS19 deficit	31 Dec 2013 £m	31 Dec 2012 £m
Coats UK	(78)	(161)
Coats Other	(44)	(46)
Coats Total	(122)	(207)
Brunel	(28)	(38)
Staveley	(28)	(36)
Total £m	(178)	(281)
Total NZ\$m	(359)	(567)

tPR investigations

- Warning Notices received for each of Brunel and Staveley – GPG and its advisors are developing responses
- The Board and management continue to engage with tPR and have an open dialogue with Trustees – GPG believes a fair and speedy resolution is in the interests of all concerned
- Any hearing in front of the Determinations Panel will not take place earlier than H2 2014
- Coats employer companies have been requested to complete calculations of their respective resources – tPR can only issue a Warning Notice if one or more of these companies are shown to have been insufficiently resourced and tPR considers it reasonable to do so

1) Assumes an immediate increase across all points on the yield curve and includes an estimate for the impact on the value of corporate bonds in the scheme assets

Investment portfolio (excluding-Coats)

Investment portfolio

- GPG completed the asset realisation programme in September 2013 – on time and on value expectations
- Total cash generated in 2013 – £240m (NZ\$484m)
- Cumulative net cash generated since 1 January 2011 – £698m (NZ\$1,408m)

Capital Management

- Position on the future capital structure of Coats and further cash distributions to shareholders continues to be deferred while tPR's investigations are being resolved

Disposals	£m	NZ\$m
2011 Disposals	144	291
2012 Disposals	314	633
2013 Disposals		
Tower	82	165
Ridley	38	77
CIC Australia	35	71
Capral	27	55
Prime Ag	26	52
Tandou	10	20
AV Jennings	6	12
	224	452
Disposals less than £5m, dividend receipts and other investment activity	16	32
Total generated during 2013	240	484
Grand Total	698	1,408

Overhead costs

tPR

- Significant expense incurred in dealing with investigations
- Costs to 31 December 2013 - £9.8m (NZ\$19.8m)
- Decision taken to accrue 2014 costs for those activities to which the Group is committed; additional provision - £8.5m (NZ\$17.1m)

Staff costs

- Increase year-on-year reflects acceleration of investment team terminations following completion of asset realisation programme

Overheads	31 Dec 2013 £m	31 Dec 2012 £m
tPR advisory costs		
Incurred in year	9.8	-
Provision for future expenditure	8.5	-
Strategy to realise value and return capital	2.4	0.3
Staff costs	12.5	11.3
IAS19 admin charge	1.8	1.2
Other	8.4	9.7
	43.4	22.5



Coats

**Summary and 2013 financial
performance**

Summary

- Despite muted market conditions, 2013 results show growth in sales and profit across both Divisions
- Illustrates underlying resilience of Coats' core markets and strong global market positions
- Continued to generate good levels of free cash flow and ROCE
- Increasingly robust foundations for future growth through
 - Accelerating product innovation
 - Exciting new service offerings
 - Greater capability in key areas like consumer crafts marketing and market leading digital propositions

Highlights

- Robust trading results despite muted market conditions
- Revenue of \$1,704 million, up 5% like-for-like with both Divisions showing growth
- Operating profit up 12% like-for-like before exceptional items
- Attributable profit before exceptional items up \$20 million to \$37 million
- Full year free cash flow of \$45 million (\$54 million before reorganisation, property sales and US antitrust litigation)
- Reorganisation activity substantially completed
- New Chairman appointed to Coats' Board

Year end financial performance



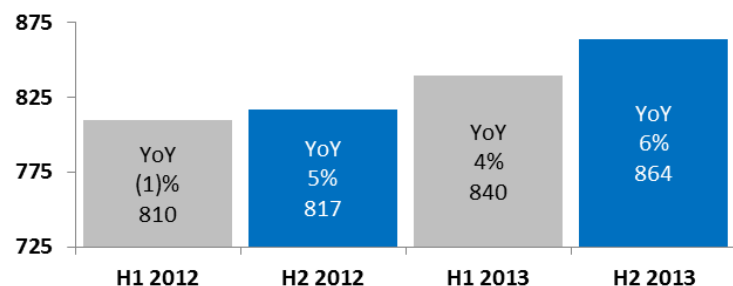
\$'m	2013			2012 (restated) ¹		
	Before exceptional items	Exceptional items ²	Total	Before exceptional items	Exceptional items ²	Total
Revenue	1,704		1,704	1,653		1,653
Operating profit / (loss)	133	(9)	124	121	(132)	(11)
Profit / (loss) before tax	97	(9)	88	76	(168)	(91)
Profit / (loss) after tax	45	(8)	37	27	(164)	(136)
Attributable profit / (loss)	37	(8)	29	17	(164)	(146)

KPIs	2013
Sales growth ³	5%
Operating profit growth ^{1,4}	12%
Attributable profit growth ^{1,4}	130%
Adjusted free cash flow ⁵	\$54m

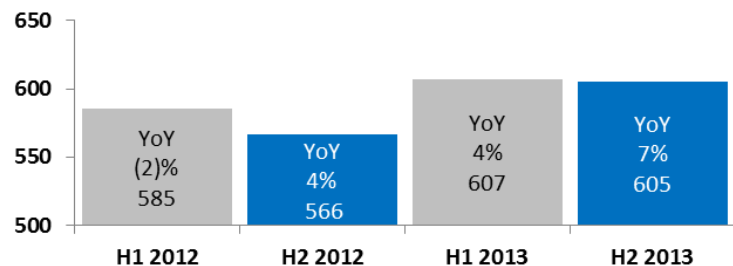
- 1) Includes the restatement of 2012 for the adoption of IAS19 (revised)
- 2) Exceptional items set out on slide 19
- 3) On a like-for-like basis (restates 2012 comparative figure at 2013 exchange rates)
- 4) At like-for-like exchange rates and adjusted for exceptional items
- 5) Adjusted for exceptional items (see slide 22)

Underlying operating performance

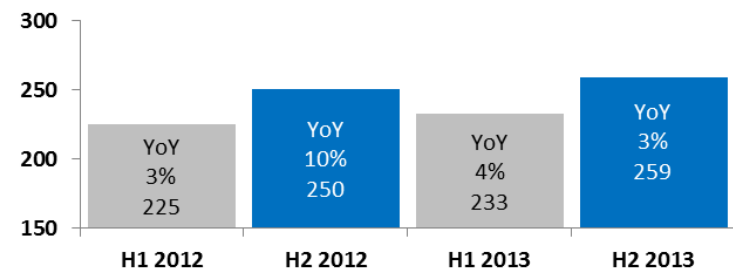
Total Revenue



Industrial Revenue



Crafts Revenue



Operating profit and margin ^{1,2}

\$'m	Six months ended		Twelve months ended	
	December 2013	YoY%	December 2013	YoY%

Operating profit

Industrial	56.1	2%	110.7	5%
Crafts	13.0	76%	22.0	69%
Total	69.1	11%	132.7	12%

Operating margin %

Industrial	9.3%	(40)bps	9.1%	(10)bps
Crafts	5.0%	210bps	4.5%	180bps
Total	8.0%	40bps	7.8%	50bps

1) Figures stated before reorganisation and other exceptional items

2) 2012 figures restated for the adoption of IAS19 (revised) and at like-for-like exchange rates before reorganisation and other exceptional items

Industrial performance

Asia & Australasia

- Strong sales growth across the region
- Global apparel and footwear demand from US and Western Europe remains the growth driver; zips and Speciality sales also strong

Americas

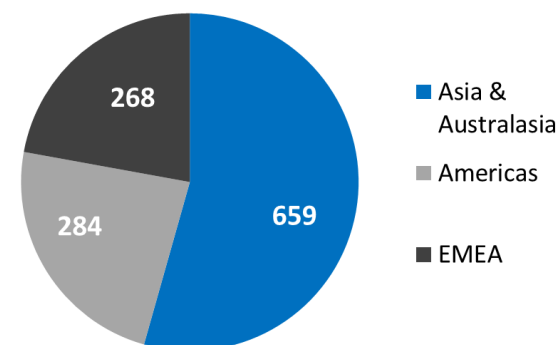
- Soft LATAM market and ERP system implementation in Brazil impacted performance (particularly in H1)
- H1 impacted by North American manufacturing and defence sector weakness
- Improvements in H2 with growth of 3%

EMEA

- Good sales growth given economic conditions
- Strong Speciality and zips growth

Industrial performance by region

\$'m	2013	2012 ^{1,2}	YoY% FY	YoY% H2
Revenue				
Asia & Australasia	659	610	8%	8%
Americas	284	288	(1)%	3%
EMEA	268	254	6%	8%
Total	1,212	1,152	5%	7%
Operating profit ³	111	105	5%	2%
Operating margin % ³	9.1%	9.2%		



1) Includes the restatement of 2012 for the adoption of IAS19 (revised)

2) At like-for-like exchange rates

3) Before reorganisation and other exceptional items

Crafts performance

Americas

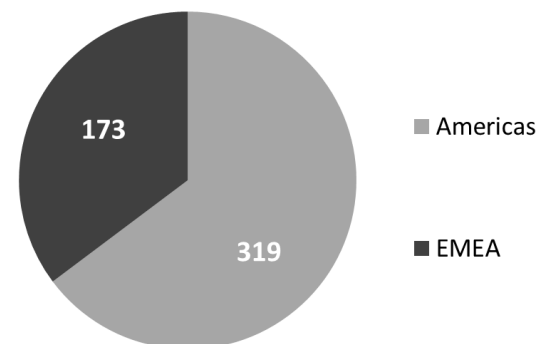
- Strong sales growth driven by higher volumes within handknitting fashion yarns at major North American retailers
- Softer demand in Latin America
- ERP system implementation in Latin America also adversely impacted performance in H1

EMEA

- Handknittings remain the key growth driver
- Switch to distribution model in Scandinavia impacted growth
- Close to break even following reorganisation benefits

Crafts performance by region

\$'m	2013	2012 ^{1,2}	YoY% FY	YoY% H2
Revenue				
Americas	319	304	5%	7%
EMEA	173	171	1%	(3)%
Total	492	475	4%	3%
Operating profit ³	22	13	69%	76%
Operating margin % ³	4.5%	2.7%		



1) Includes the restatement of 2012 for the adoption of IAS19 (revised)

2) At like-for-like exchange rates

3) Before reorganisation and other exceptional items

Income statement

Attributable profit before exceptional items up \$20m due to:

- Operating profit increased \$12m
- Investment income increased by \$2m following recovery of long standing debt
- Finance costs reduced by \$5m to \$29m due to lower interest rates on borrowings fixed through swaps and gains on foreign exchange contracts
- Improved underlying effective tax rate to 49%

IAS 19 changes have impacted 2013 profits by \$42m (2012: \$33m impact)

\$m	2013			2012 (restated) ¹		
	Before exceptional items	Exceptional items	Total	Before exceptional items	Exceptional items	Total
Revenue	1,704		1,704	1,653		1,653
Operating profit / (loss)	133	(9)	124	121	(132)	(11)
Share of profit of JVs	1		1	1		1
Investment income	5		5	3		3
Pension finance costs	(12)		(12)	(14)		(14)
Finance costs	(29)		(29)	(34)	(36)	(70)
Profit / (loss) before tax	97	(9)	88	76	(168)	(91)
Tax	(51)		(51)	(49)	4	(45)
Profit / (loss) after tax	45	(8)	37	27	(164)	(136)
Loss from discontinued operations	-		-	(3)		(3)
Profit / (loss) for the year	45	(8)	37	25	(164)	(139)
Minority interest	(8)		(8)	(8)		(8)
Attributable profit / (loss)	37	(8)	29	17	(164)	(146)

1) Includes the restatement of 2012 for the adoption of IAS19 (revised)

Exceptional items (including reorganisation charges)

Exceptional items (pre-tax)

- Property gains relate to disposals in Peru (\$18m) and Portugal (\$2m)
- US antitrust litigation settlement paid in July 2013 and approved in Jan 2014
- Other – primarily transitional projects (\$5m), offset by gain on pension increase exchange offer (\$7m)

\$'m	2013	2012
EC fine (incl. interest)	-	120
Reorganisation	23	40
Other exceptionals	(1)	5
Property (gain)/loss on disposal	(20)	2
US antitrust settlement	7	-
Total exceptional costs	9	168

Reorganisation (pre-tax)

- Reorganisation activity substantially completed
- 2013 charge primarily reflects the reorganisations of operations in EMEA
- \$5m of additional costs were incurred in LATAM in response to trading performance
- Aim not to incur separately identifiable reorganisation expenditure from 2014 onwards

\$'m	2013	2012
Industrial	15	9
Crafts	2	25
Corporate	5	6
Exceptional reorganisation cost	23	40
Cash outflow in year	28	21

Taxation

- Reported tax rate at 58% - 2012 rate impacted by EC fine
- Underlying tax rate¹ reduced by 6% y-o-y to 49%, primarily reflecting reduced losses in EMEA
- Tax cash outflow in 2013 of \$56m³; now more aligned with P&L tax charge
- Global tax review will continue to identify actions to improve the underlying tax rate

\$m	2013			2012 ²		
	Tax	PBT	%	Tax	PBT	%
As reported	(51)	88	58%	(45)	(91)	(49)%
Reorganisation	(1)	23		(1)	40	
Other exceptionals	-	(1)		(3)	5	
Property proceeds	5	(20)		-	2	
US antitrust settlement	(5)	7		-	-	
EC fine (incl. interest)	-	-		-	120	
Prior year tax net credit	(2)	-		-	-	
Before exceptional tax rate	(54)	97	55%	(49)	76	65%
Pension interest IAS19 (revised)	-	12		-	14	
Underlying tax rate	(54)	109	49%	(50)	90	55%
Cash Outflow	(56)³			(36)³		

1) Pre-exceptional items and IAS 19 interest

2) Includes the restatement of 2012 for the adoption of IAS19 (revised)

3) Adjusted for tax on reorganisation, property sales and US antitrust litigation

Retirement and other post-employment defined benefit liabilities

- UK IAS 19 deficit \$133m less than 2012:
 - Better than expected asset returns of \$144m
 - Marginally higher liabilities due to higher long-term inflation partially offset by higher discount rate
- 50bps increase in real discount rates would eliminate the UK deficit²
- Exceptional past service credit of \$7m for UK funded scheme as the result of the pension increase exchange exercise
- Agreement reached with Trustees to increase UK recovery plan contributions by \$12m to \$23m
- 2014 will see total cash contributions to Coats pensions schemes rise from \$26m to \$36m

1) Primarily deferred tax liability relating to the US surplus

2) As at 31 December 2013. Assumes an immediate increase across all points on the yield curve and includes an estimate for the impact on the value of corporate bonds in the scheme assets

\$'m	As at 31.12.13	As at 31.12.12 restated
UK funded scheme	(129)	(262)
US funded defined scheme	47	37
Other defined benefit schemes	(121)	(112)
Net obligation	(203)	(337)
Tax ¹	(4)	(8)
Total liability	(207)	(345)
Operating profit service charge	19	18
Exceptional past service credit	(7)	-
Cash outflow	26	23

UK funded scheme (\$'m)	31.12.13	31.12.12
Equities	954	954
Bonds	1,265	1,118
Other	248	239
Total assets	2,467	2,311
Liabilities	(2,596)	(2,573)
Net deficit	(129)	(262)
Discount rate	4.5%	4.1%
Inflation	3.3%	2.6%
Rate of increase in pensions in payment	3.1%	2.6%
Life expectancy (male retiring at 65)	21.1	21.0

Cash flow and leverage

Cash flow

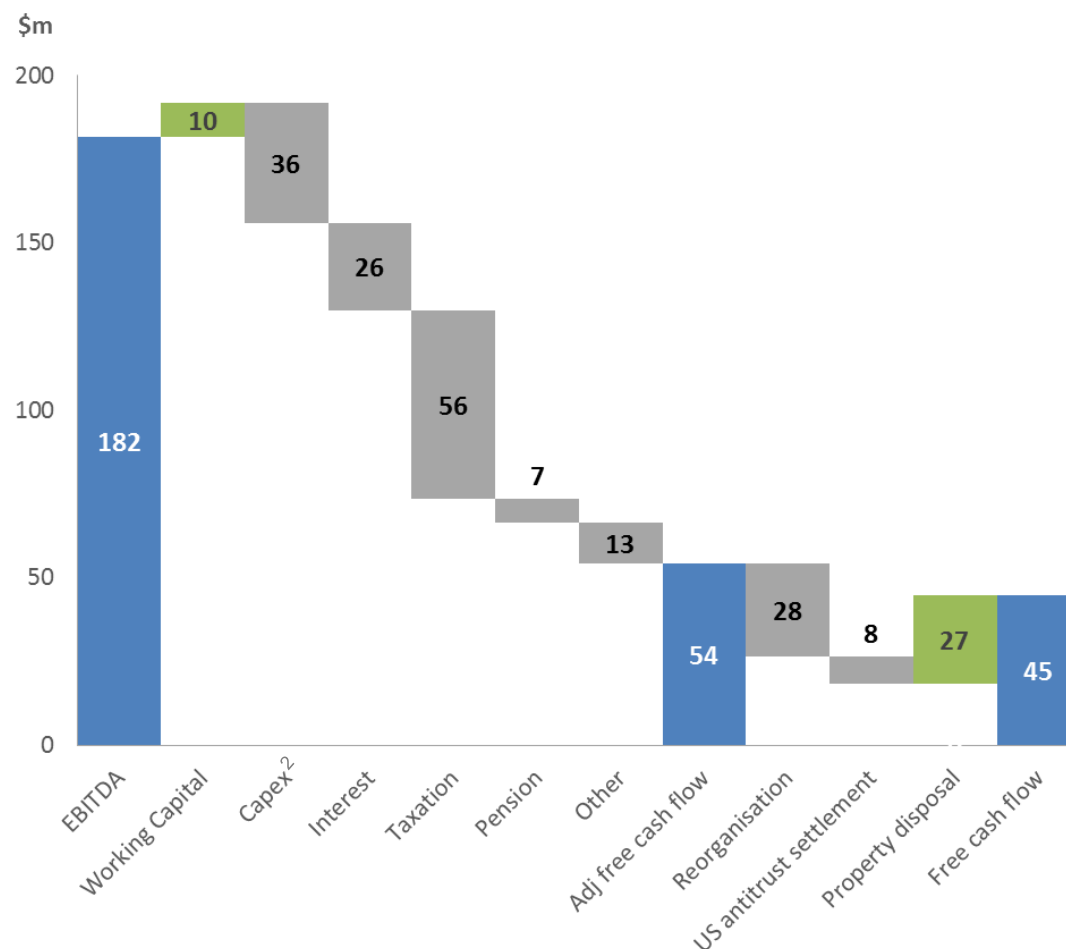
- \$54m adjusted free cash outflow (2012: \$65m)
- Improved working capital control generated cash inflow; NWC / sales fell to 15%
- Capex at 0.8x depreciation¹
- Taxation outflow now in line with P&L charge
- Other includes payments of dividends to minorities (\$6m)
- Reorganisation outflows financed by disposal proceeds

Leverage and liquidity

- Committed bank facilities to October 2016
- Margin on funds borrowed drops from 200bps in 2013 to 175bps in 2014

\$'m	2013	2012
Leverage Ratio	1.8	2.1
Net Debt	329	368
NWC%Sales	15%	17%

2013 cash flow bridge



1) Depreciation and computer software amortisation
 2) Including investing activities



Coats

Strategy and outlook

Five elements to our value



Key **differentiators** that provide a **platform for growth**

Global market leader...



1 in 5
garments
around the
world are held
together using
Coats' thread

Coats
produces
enough yarn
to knit
70million
scarves a year

Coats is
3 times
larger than the
next largest
thread
competitor

Thousands of
operations
take place
**every
day**
using Coats'
thread

100million
car airbags are
made using
Coats' thread
every year

1million
teabags using
Coats' thread
are brewed
every 10
minutes

Thomas
Edison used
Coats' thread
in
1879
to invent the
light bulb

Coats is the
2nd largest
and fastest
growing
global zip
manufacturer

400million
pairs of
shoes are
made every
year using
Coats' thread



... servicing several markets and global customers...



End applications

include



Industrial customers

include



Abercrombie & Fitch

Crafts products

include



Schachenmayr
— SINCE 1822 —

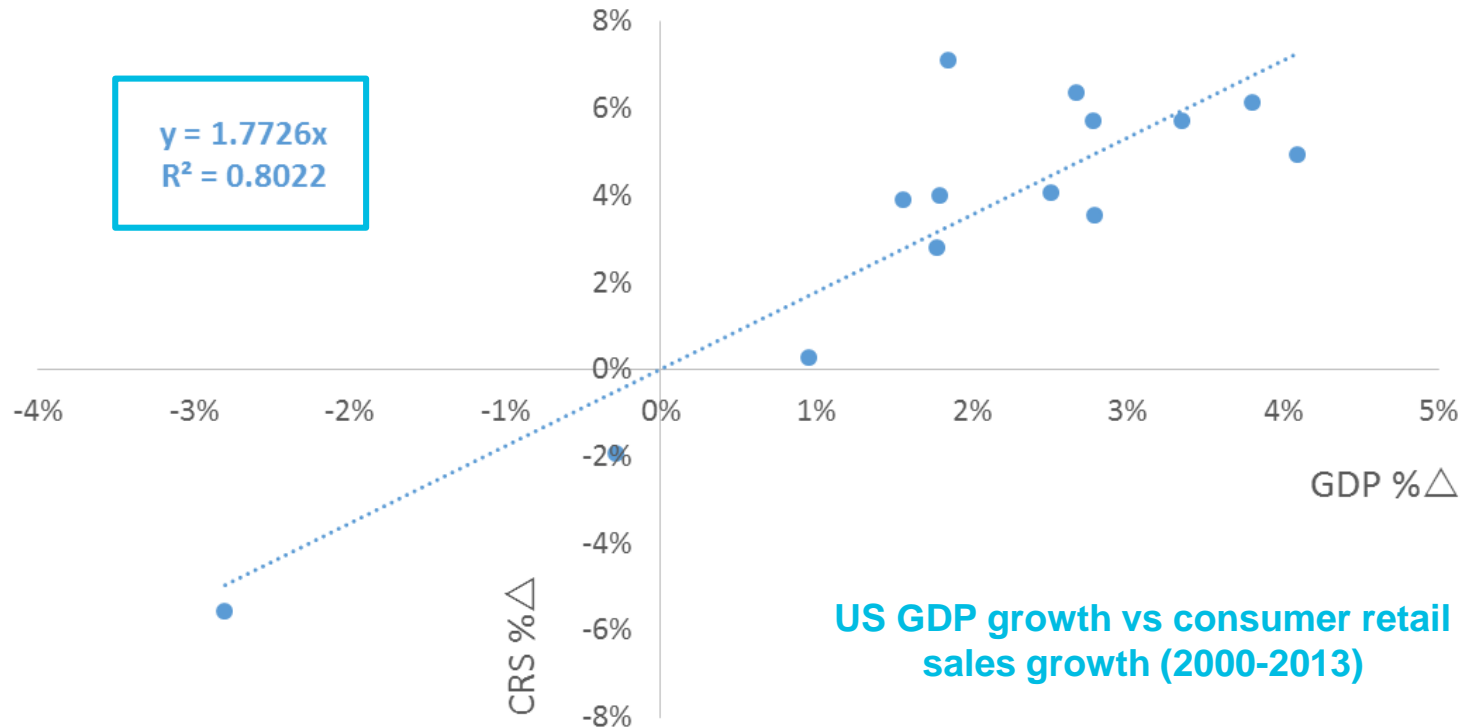


MILWARD
Quality for Creativity

... with robust underlying market dynamics



Strong link between clothing retail sales and GDP growth. For the US, clothing retail sales growth is approximately 1.8 times GDP growth



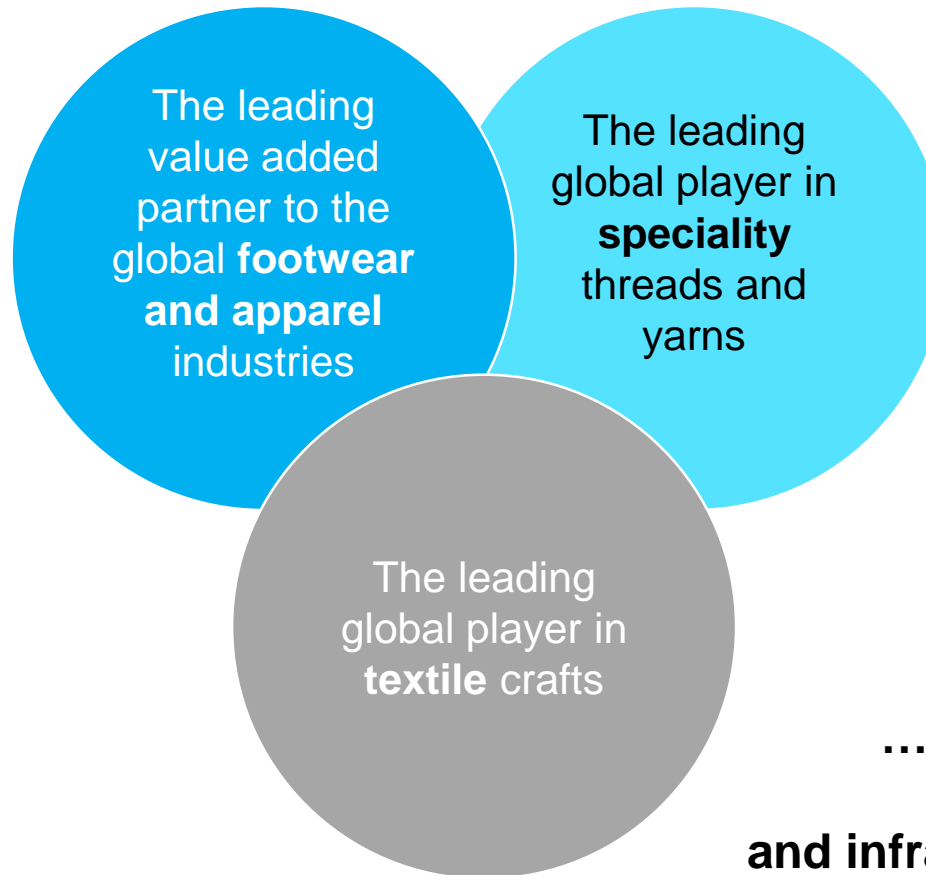
CRS: Clothing Retail Sales
Source: IMF, US Census Bureau

Strong core business with ability to deliver stable operating margins through the economic cycle

Defined growth strategy to achieve three Market Goals...



The Coats of 2015...



**...based on a core of
world class skills
and infrastructure globally**

... targets known markets and builds upon core business



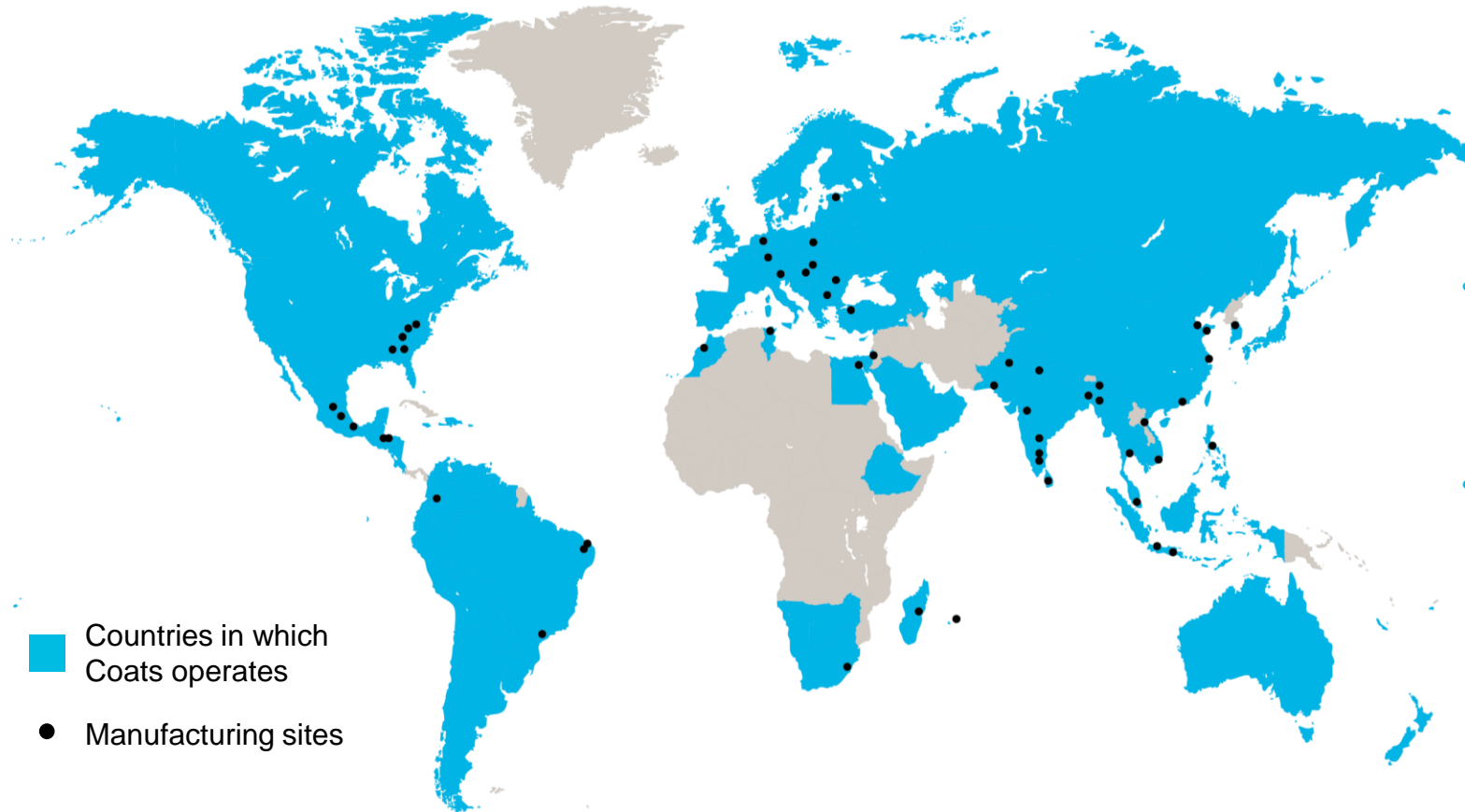
The leading value added partner to the global **FW&A** industries

The leading global player in **speciality** threads and yarns

The leading global player in **textile** crafts

- **Market share growth:** product and digital innovation, global customer relationships and leading service levels, unique footprint in high growth sourcing markets, leading CR credentials
- **Global Services offering:** capitalise on changing industry dynamics and will cement customer relationships
- **Existing speciality segments:** many above GDP growth markets, differentiation via global footprint and class-leading R&D, good returns on capital
- **Growth:** leverage core business capabilities, expand sectorally and geographically, bolt-on acquisitions
- Marketing (including omni-channel) **opportunities in b2b and b2c**, segment expansion via strategic partnerships, plus continued benefit of reducing complexity
- **Regional demand dynamics; Asia** offers medium to long term upside

Strategy supported by a global, world class asset base...



- Well invested asset base: in harvesting phase of investment cycle
- Restructured manufacturing footprint: reduced number of plants in higher cost Europe and North America

Truly global footprint with more than 70 manufacturing facilities across the world

... key differentiators providing a platform for growth...



Coats Protect
World's first anti-microbial thread



Flamepro
For use in personal protective equipment



Ultrabloc
Blocks water from seeping into fibre optic cables

Product innovation

'Make it Coats' portal



Colour Express



Service enhancements (including digital)

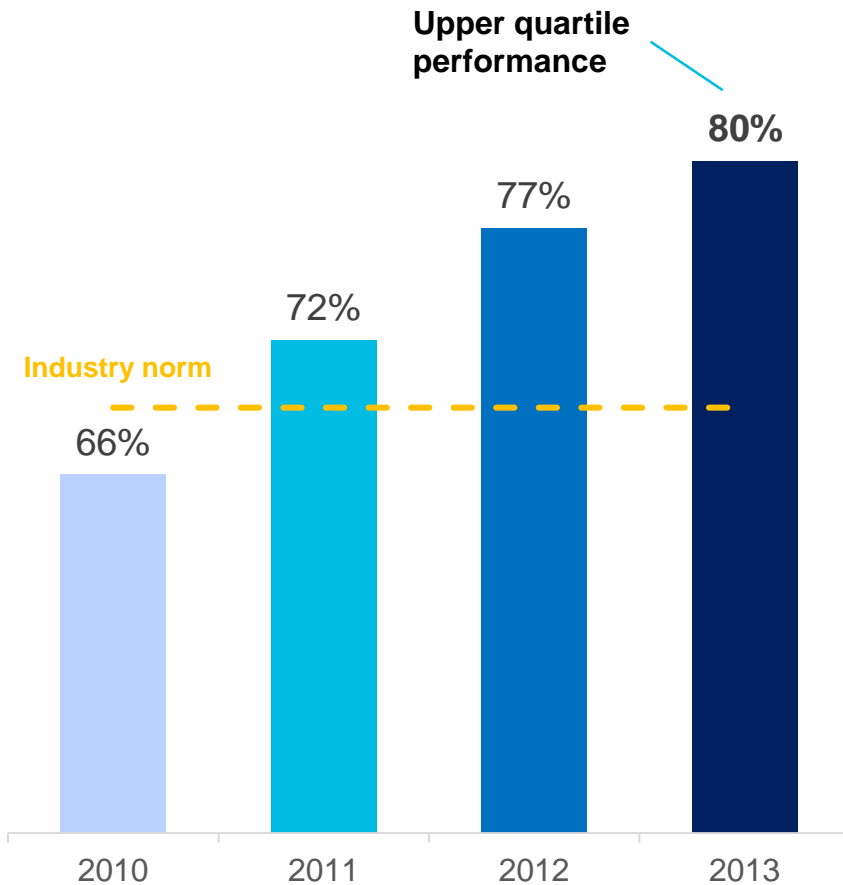
Corporate Responsibility



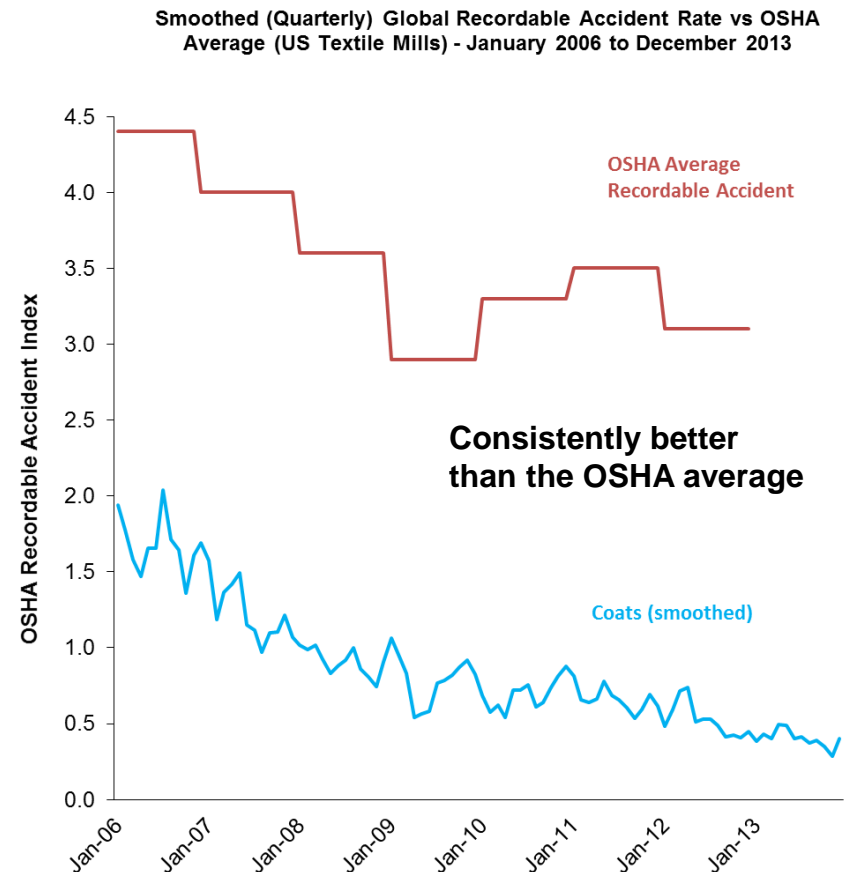
... and a highly engaged and safe workforce



Global employee engagement survey results



Global recordable accident rate



Growth underpinned by margin improvement actions



Global
centralised
purchasing



Increased
employee
productivity

- Lean Six Sigma
- Information Technology



Reorganisation
activity
substantially
completed, focus
in 2013

- EMEA
- Latin America



Central
cost growth
control



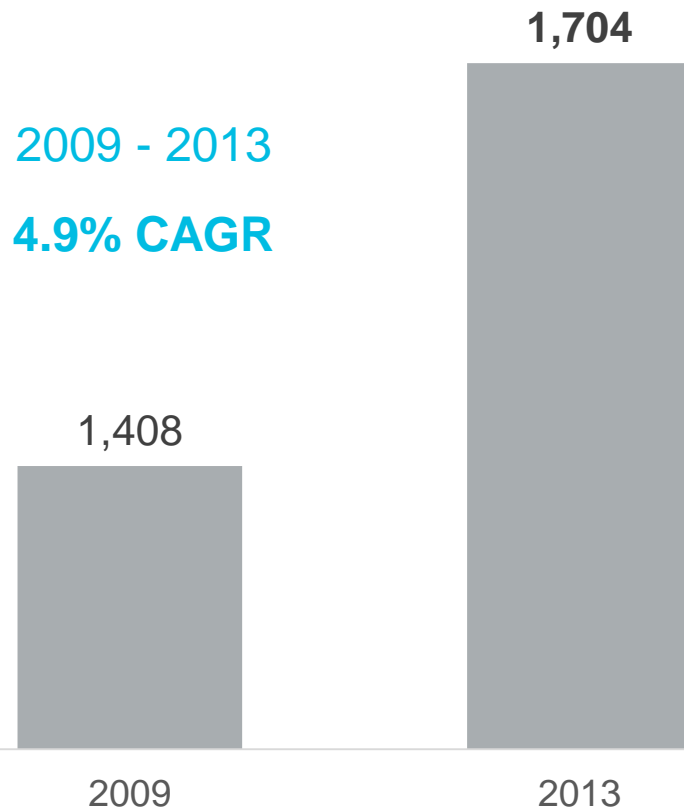
Improved
product
mix across
Industrial



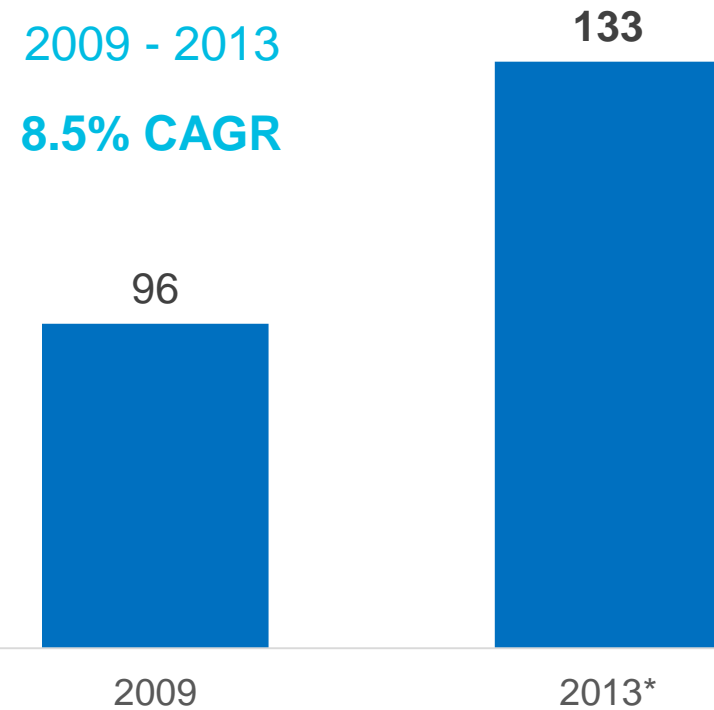
Leading to revenue and operating profit growth...



Group revenue - \$m



Group operating profit - \$m
(pre-exceptional)

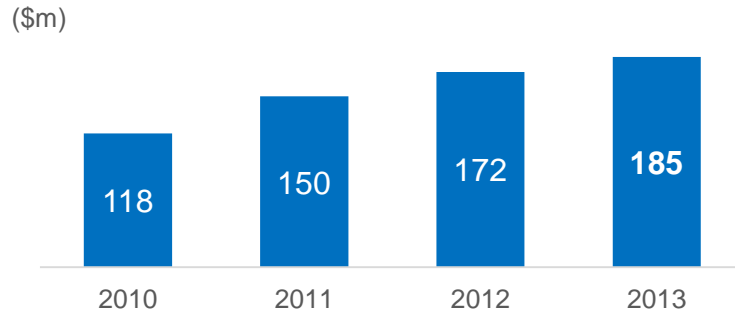


* 2013 includes an additional \$7m pension administrative expenses charge due to an accounting rule change. Excluding this item would give a 9.9% CAGR

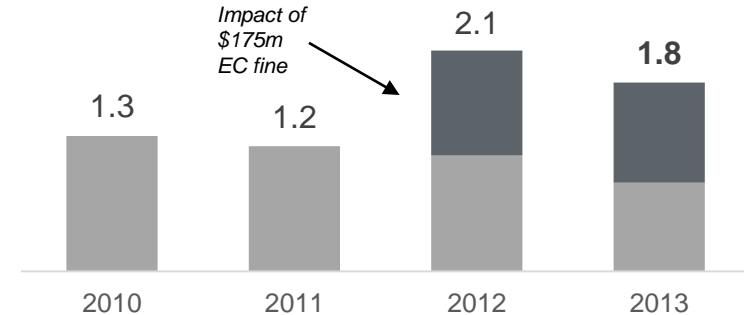
... free cash generation and reduced leverage



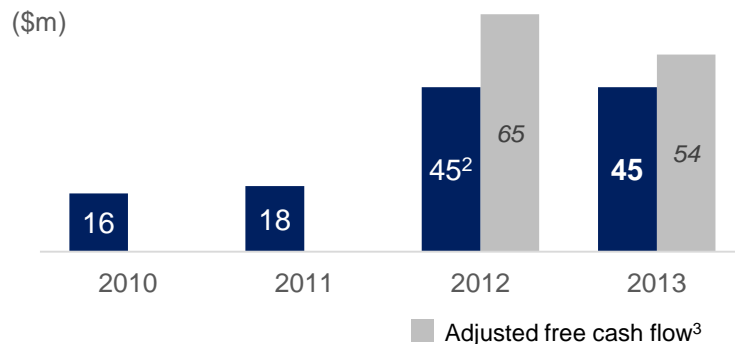
Cashflow from normal operating activities ¹



Leverage ratio (Net debt / EBITDA)



Free cash flow



- Core business generates strong cash returns
- Focus on reducing net working capital as % of sales
- Capex to remain at 80-90% of depreciation in medium term
- Low cost financing structure in place (maturity 2016)

1) Excludes exceptional items

2) Excludes EC fine of \$175m paid in 2012

3) Adjusted for exceptional items (see slide 22)

Summary

- **Global market leader** with robust fundamentals; **strong** and **defendable core**
- Defined growth strategy
 - **FW&A**: market share growth and Global Services offering
 - **Speciality**: focus on existing segments and sector and geographic growth
 - **Crafts**: marketing opportunities in b2b and b2c, regional demand dynamics
- Supported by **key differentiators**: world class asset base, product innovation, service enhancements (including digital) and CR
- Achieved CAGR of 5% in revenues and 8-10% in operating profit since 2009 and demonstrating ability to **generate significant free cash flow**
- **Well positioned** for future sales, earnings and free cash flow growth

2014 outlook

Consumer demand

- Broadly positive picture in Asia
- Expect moderate growth in demand in North America and Europe
- Relatively flat situation in Latin America, especially Brazil

Inflation

- Raw material costs expected to trend marginally upwards
- Payroll and other inflationary pressures to continue in many countries in which Coats operates

Industrial Division

- Year-on-year sales improvement expected with contributions from both volume and price
- Cost rises offset by procurement and productivity gains; pricing initiatives will remain important

Crafts Division

- Growth to be impacted by expected reduction in fashion handknitting yarn sales in EMEA and North America

Appendices

GPG: Elements of reported profit and pensions

Coats: Speciality threads and pension schemes

GPG: Elements of reported profit

	31 Dec 2013		31 Dec 2012 *	
	£m	£m	£m	£m
<u>Continuing activity</u>				
Coats				
- Profit after tax before exceptionals	24		13	
- EC fine and interest	-		(76)	
- Other exceptional items	(5)		(27)	
		19		(90)
Parent Group				
- Overheads	(44)		(23)	
- Foreign exchange gains/(losses)	1		(2)	
- Other income	1		1	
- Net interest expense	-		(12)	
		(42)		(36)
Net loss from continuing activity		(23)		(126)
<u>Discontinued operations</u>				
Coats		-		(2)
Parent Group subsidiary and associated undertakings and joint ventures		30		62
Investment activity				
Gains realised in the period (recycled from the unrealised gains reserve)	11		39	
Dividend income	5		6	
Impairments	(1)		(3)	
		15		42
Foreign exchange losses		(1)		-
Other income		3		-
Parent Group tax		(1)		(5)
Net profit from discontinued activities		46		97
Net profit / (loss) for the period attributable to GPG shareholders		23		(29)

* Restated to reflect the impact of amendments to IAS19

GPG: Detailed pensions analysis

Summary of GPG defined benefit pension schemes under IAS19 as at 31 December 2013

	Coats				GPG		Group £m
	UK £m	US £m	Other £m	Total £m	Staveley £m	Brunel £m	
Funded schemes							
Assets							
- Equities	575.8	44.7	7.5	628.0	91.5	59.9	779.4
- Bonds / debt instruments	764.0	85.0	9.6	858.6	91.6	56.5	1,006.7
- Other	150.3	8.4	4.0	162.7	4.1	3.0	169.8
- Total	1,490.1	138.1	21.1	1,649.3	187.2	119.4	1,955.9
Liabilities	(1,568.1)	(87.7)	(18.3)	(1,674.1)	(215.2)	(147.2)	(2,036.5)
Impact of surplus cap	-	(22.0)	(3.2)	(25.2)	-	-	(25.2)
Net funded surplus / (deficit)	(78.0)	28.4	(0.4)	(50.0)	(28.0)	(27.8)	(105.8)
Unfunded liabilities	-	-	(72.4)	(72.4)	-	-	(72.4)
Total net surplus / (deficit)	(78.0)	28.4	(72.8)	(122.4)	(28.0)	(27.8)	(178.2)
Presentation in GPG Balance Sheet							
	Coats				GPG		Group £m
	UK £m	US £m	Other £m	Total £m	Staveley £m	Brunel £m	
Current assets	-	2.8	0.1	2.9	-	-	2.9
Non-current assets	-	25.6	1.3	26.9	-	-	26.9
Current liabilities	(16.0)	-	(4.5)	(20.5)	(1.3)	-	(21.8)
Non-current liabilities							
- funded	(62.0)	-	(1.8)	(63.8)	(26.7)	(27.8)	(118.3)
- unfunded	-	-	(67.9)	(67.9)	-	-	(67.9)
	(78.0)	28.4	(72.8)	(122.4)	(28.0)	(27.8)	(178.2)

GPG: Detailed pensions analysis

IAS 19 - 2013

Opening position 1 January 2013

Income Statement (pre tax)

Current service cost

Past service credit

Administrative expenses

Net finance (expense) / income

Net expense

Reserves

Net actuarial gain / (loss)

FX

Net reserve movement

Cash flow

Employer contributions

Unfunded benefits paid by employer

Transfer to US medical scheme

Total cash outflow

Closing position 31 December 2013

Actuarial gain:

(Loss) / gain due to change in financial assumptions (inflation 2.60% to 3.30% and discount rate 4.10% to 4.50%)

Gain due to higher than expected asset return

Experience loss on liabilities

Total actuarial gain

Coats				GPG		Group £m
UK £m	US £m	Other £m	Total £m	Staveley £m	Brunel £m	
(161.1)	23.0	(69.2)	(207.3)	(36.4)	(37.7)	(281.4)
(2.3)	(2.4)	(3.2)	(7.9)	-	-	(7.9)
5.0	-	0.2	5.2	-	-	5.2
(3.9)	(0.5)	(0.1)	(4.5)	(0.9)	(0.9)	(6.3)
(6.4)	0.9	(2.2)	(7.7)	(1.5)	(1.6)	(10.8)
(7.6)	(2.0)	(5.3)	(14.9)	(2.4)	(2.5)	(19.8)
80.2	9.7	(6.3)	83.6	9.5	12.4	105.5
-	(0.8)	0.6	(0.2)	-	-	(0.2)
80.2	8.9	(5.7)	83.4	9.5	12.4	105.3
10.5	-	4.1	14.6	1.3	-	15.9
-	-	1.8	1.8	-	-	1.8
-	(1.5)	1.5	-	-	-	-
10.5	(1.5)	7.4	16.4	1.3	-	17.7
(78.0)	28.4	(72.8)	(122.4)	(28.0)	(27.8)	(178.2)

Included in Coats' operating profit are pension charges of £7.2m (including pension increase exchange offer credit of £5.0m on UK scheme)

Current contributions paid to Coats' "Other" schemes £4.1m. Benefits paid directly by Coats in respect of unfunded liabilities £1.8m

The 2012 triennial valuation has been completed and recovery plan for Coats UK pension scheme has been agreed. Annual contributions have increased by £7m with effect from November 2013 and are now £14m per annum

Surplus in Coats' funded US scheme utilised in funding medical costs for "Other" US scheme

Coats UK
£m

(5.1)

91.9

(6.6)

80.2

Staveley
£m

(0.2)

9.7

-

9.5

Brunel
£m

4.1

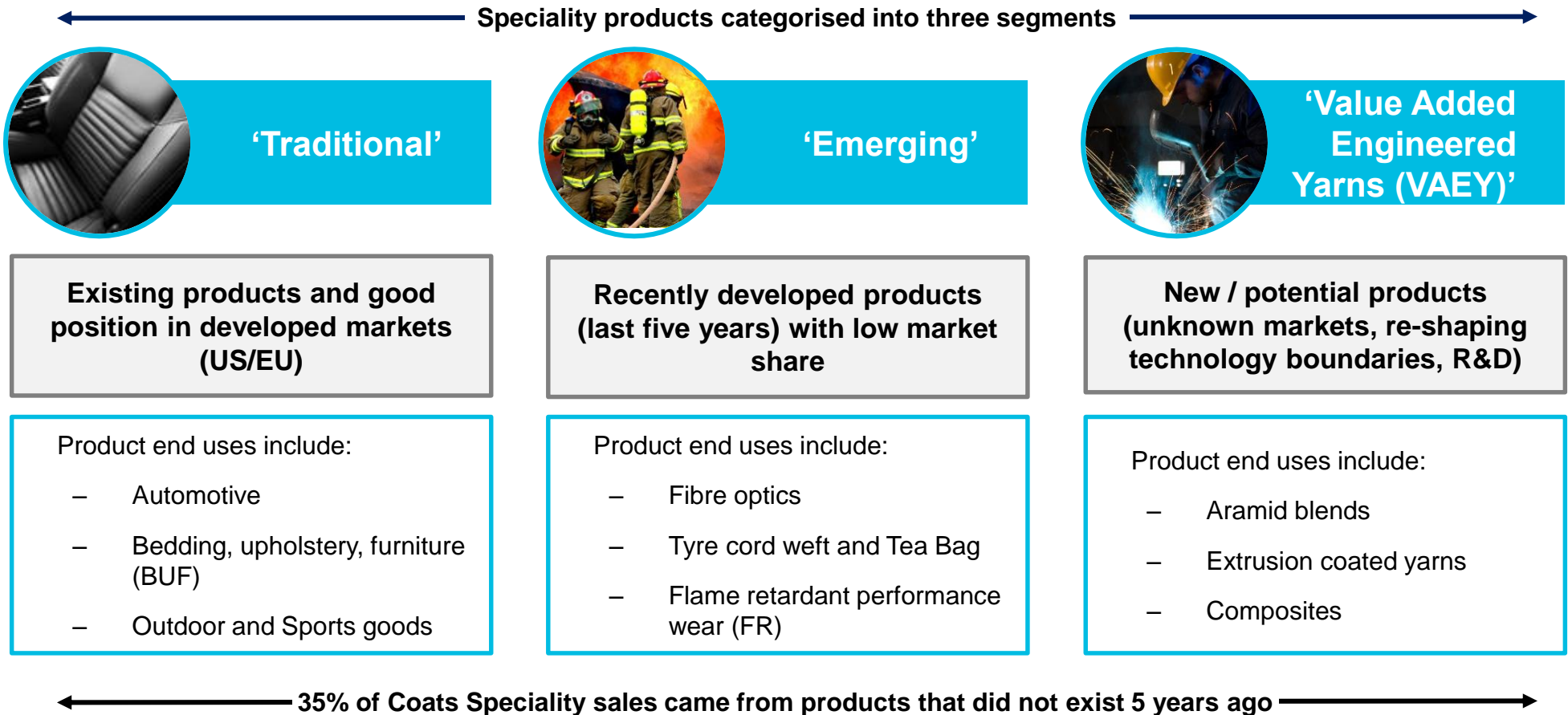
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12.4

Coats: Definition of Speciality

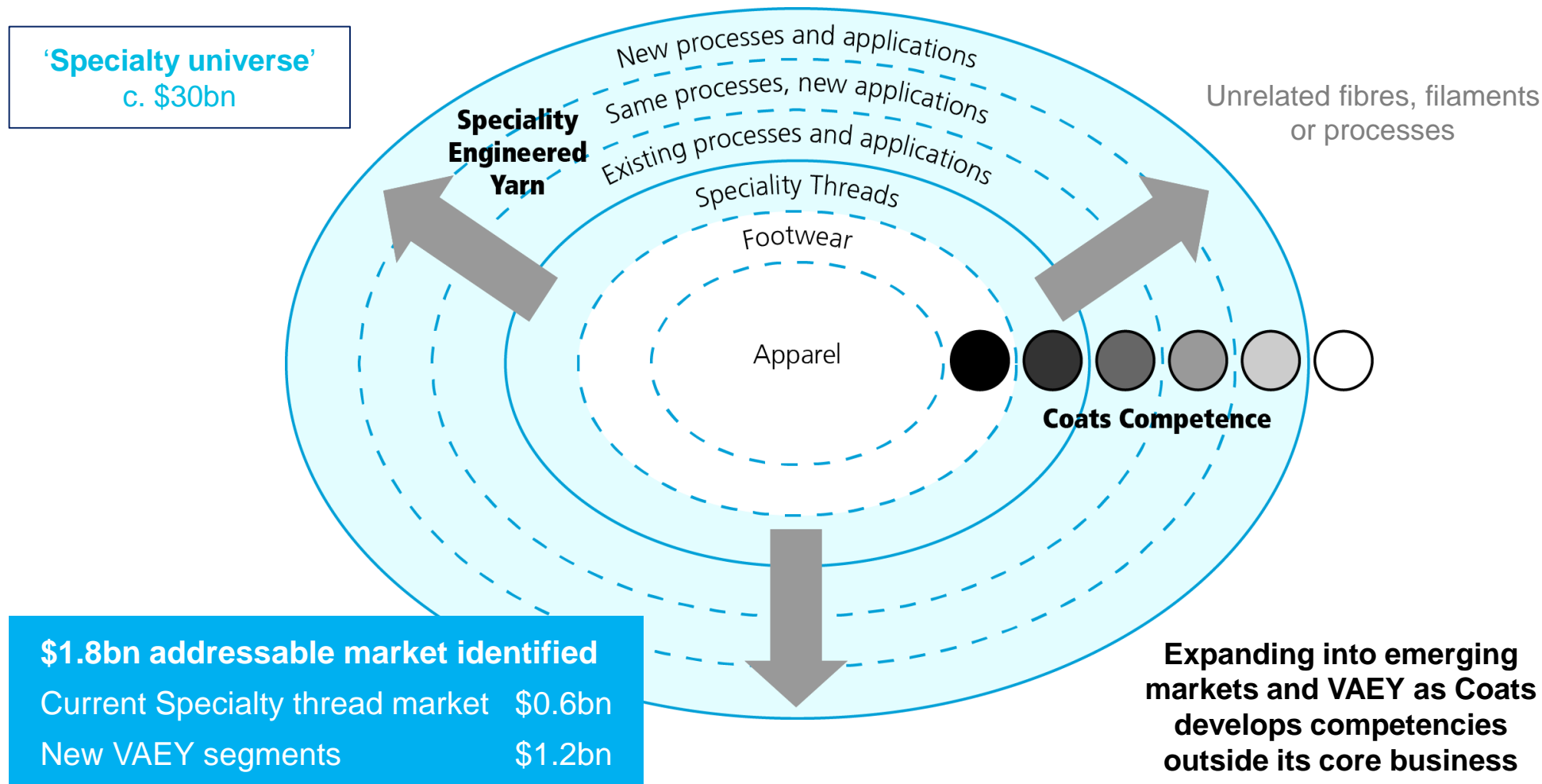
High technology thread or yarn made from performance materials for non-apparel/non-footwear end uses



One of our Market Goals is to become the leading global player in Speciality

Coats: \$1.8bn addressable Speciality market identified

Driven by consumer and government demand – ‘GDP+’ growth



Coats: Traditional Speciality products

Neophil

Threads for automotive air bags, seat belts and seat trim

Dabond

Threads for outdoor boat covers and sails



Coats Speciality product range

TRADITIONAL		EMERGING			VAEY	
Nylon Brands	Polyester Brands	Flame Retardant Brands	Fibre Optics	Medical	Coated Yarns	Aramid Blends
Nylbond	Dabond	Firefly	Ultrabloc	Admiral FH	Aptan XTRU	Flame-Pro
Neophil	UltraDee	Protos	Grail Fastwick	Epic FH		
Nymo	Polymatic	Helios K	Glasmo SM	Ultimax FH		
Star	Grail	Protos Steel	Protos Ripcord PF	Dual Duty FH		
Aptan			Dabond Ultrabloc			

Traditional
segment

Coats: New technologies in Speciality

Ultrabloc

Water-swellable engineered yarn that blocks water from seeping into fibre optic cables



Coats Speciality product range

TRADITIONAL		EMERGING			VAEY	
Nylon Brands	Polyester Brands	Flame Retardant Brands	Fibre Optics	Medical	Coated Yarns	Aramid Blends
Nylbond	Dabond	Firefly	Ultrabloc	Admiral FH	Aptan XTRU	Flame-Pro
Necphil	UltraDee	Protos	Gral Fastwick	Epic FH		
Nymo	Polymatic	Helios K	Glasmo SM	Ultimax FH		
Star	Gral	Protos Steel	Protos Ripcord PF	Dual Duty FH		
Aptan			Dabond Ultrabloc			

Emerging
segment

Coats: New market entry in Speciality

Flame-Pro

High performance flame retardant weaving and knitting yarns



Coats Speciality product range

TRADITIONAL		EMERGING		VAEY	
Nylon Brands	Polyester Brands	Flame Retardant Brands	Fibre Optics	Medical	Coated Yarns
Nylbond	Dabond	Firefly	Ultrabloc	Admiral FH	Aptan XTRU
Necophil	UltraDee	Protos	Gral Fastwick	Epic FH	
Nymo	Polymatic	Helios K	Glasmo SM	Ultimax FH	
Star	Gral	Protos Ripcord PF	Dabond Ultrabloc	Dual Duty FH	
Aptan		Protos Steel			Flame-Pro

VAEY
segment

Coats: Speciality innovations

Customer-led innovations to meet new needs



P-Aramid yarn for synthetic gas pipes

Coated and precision wound p-Aramid for use in braided reinforcement for composite pipe construction



Fiberglass strength member

Coated fiberglass yarns for linear impact strength elements in twisted pair PVC cables



Extrusion coated yarns

PVC and other extruded resin coated yarns for wire harness assemblies

Coats: Speciality summary

- **Strong market presence** within \$1.8bn market space
 - Coats is the leader in the current Speciality market and an emerging presence in VAEY
 - Good returns on capital; ‘sticky’ business with high switching costs
- Significant **organic and inorganic growth potential**
 - Leveraging current technical competencies (e.g. spinning and coating) and building new ones (e.g. extrusion)
 - Utilising global footprint to build centres of excellence
 - Developing and extending existing customer relationships on a global scale
 - Geographical roll-out of existing products
- **Managing innovation pipeline, R&D and new technologies**
- Entering **new markets in VAEY** to drive accelerated growth opportunities



Coats pension schemes: income statement & cashflow impact

\$'m	UK Funded scheme		US Funded Scheme		RoW		Total	
	2013	2012	2013	2012	2013	2012	2013	2012
Service charge	4	4	4	3	4	5	12	12
Administrative expenses	6	5	1	1	-	-	7	6
Pre-exceptional operating profit impact	10	9	5	4	4	5	19*	18
Exceptional past service credit	(7)	-	-	-	-	-	(7)	-
Post-exceptional operating profit impact	3	9	4	4	5	6	12	18
Finance charge/(income)	10	11	(1)	(2)	4	4	12	14
Total income statement impact	13	20	3	2	9	10	25	32
UK recovery contributions	13	11	-	-	-	-	13	11
Contributions for active members	3	3	-	-	4	3	7	6
Cash payments to pensioners	-	-	-	-	6	6	6	6
Cash outflow**	16	14	-	-	10	9	26*	23

* Difference between \$26m cash outflow and \$19m charge to operating profit represents the non-cash movement in the cash flow bridge on slide 22

** No cash contributions for the US Funded scheme in 2012 and 2013 as it is in surplus

Further information

For more
information

Coats plc
www.coats.com

Coats Industrial
www.coatsindustrial.com

Coats Crafts
www.makeitcoats.com

