



Genuit Group plc

2025 Half Year Results Presentation

12 August 2025

Disclaimer



The information contained in this presentation has not been independently verified and this presentation contains various forward-looking statements that reflect management's current views with respect to future events and financial and operational performance. The words "growing", "scope", "platform", "future", "expected", "estimated", "accelerating", "expanding", "continuing", "potential" and "sustainable" and similar expressions or variations on such expressions identify certain of these forward-looking statements. Others can be identified from the context in which the statements are made.

These forward-looking statements involve known and unknown risks, uncertainties, assumptions, estimates and other factors, which may be beyond Genuit Group plc's (the "Group's") control, and which may cause actual results or performance to differ materially from those expressed or implied from such forward-looking statements. All statements (including forward-looking statements) contained herein are made and reflect knowledge and information available as of the date of this presentation and the Group disclaims any obligation to update any forward-looking statements, whether as a result of new information, future events or results or otherwise. There can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements due to the inherent uncertainty therein. Nothing in this presentation should be construed as a profit forecast.



Agenda

Introduction

Joe Vorih, CEO

Financial Results

Tim Pullen, CFO

**Strategic Progress
and Outlook**

Joe Vorih, CEO

Q&A



Joe Vorih
CEO



Tim Pullen
CFO

Revenue and profit growth, full year expectations maintained



- Outperformance against a flat market that remains challenging
- Revenue growth from adoption of new solutions and targeted market share gains
- Profit growth despite increased NI and NMW* costs
- Increased dividend reflects commitment to progressive policy, balance sheet strength and confidence in medium-term prospects
- H2 margin expected to increase sequentially, driven by management actions taken
- Structural tailwinds of UK regulatory changes and expected housebuilding increases will drive medium-term growth

Financial Results



Tim Pullen
CFO



Financial Highlights

<div>Revenue</div> <div>£297.8m</div> <div>Up 9.3%</div> <div>New solutions and targeted share gains</div> <div></div>	<div>EBIT</div> <div>£44.6m</div> <div>Up 2.3%</div> <div>Continued strong execution</div> <div></div>	<div>EBIT Margin</div> <div>15.0%</div> <div>Down 100bps</div> <div>Increased NI and NMW costs</div> <div></div>	<div>Cash Conversion</div> <div>65.1%</div> <div>Down 34.4pps</div> <div>Return to normal phasing</div> <div></div>	<div>DPS</div> <div>4.2p</div> <div>Up 0.1p</div> <div>Delivering shareholder returns</div> <div></div>	<div>Leverage</div> <div>1.0</div> <div>Down 0.1x</div> <div>Provides strategic optionality</div> <div></div>
--	--	--	---	---	---



Summary P&L

Revenue and profit growth

£m	H1 2025	H1 2024	Change
Revenue	297.8	272.4	9.3%
Cost of sales	(167.1)	(150.5)	11.0%
Gross profit	130.7	121.9	7.2%
Gross margin	43.9%	44.6%	(70) Bps
Selling, distribution and administration costs	(86.1)	(78.3)	10.0%
Underlying operating profit	44.6	43.6	2.3%
Operating margin	15.0%	16.0%	(100) bps
Net finance costs	(5.8)	(6.0)	(3.3)%
Underlying profit before tax	38.8	37.6	3.2%
Underlying basic earnings per share (p)	11.6	11.2	3.6%
Dividend per share (p)	4.2	4.1	2.4%
Underlying tax rate	25.5%	26.3%	(80) bps

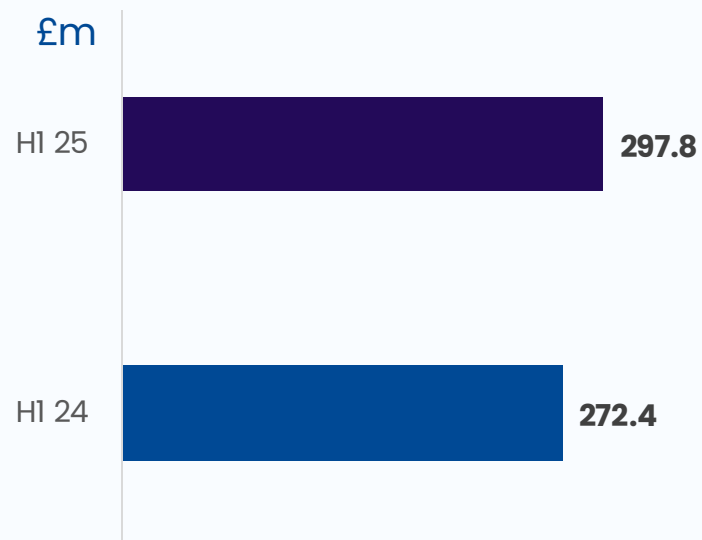
- Adoption of new solutions and targeted share gains contributing to 6.1% like-for-like growth
- 100bps reduction in underlying operating margin, impacted by
 - NI and NMW increases
 - A one-off slow-moving inventory provision
 - Inclusion of 2024 strategic acquisitions
- Underlying profit before tax up 3.2%, underlying EPS up 3.6%



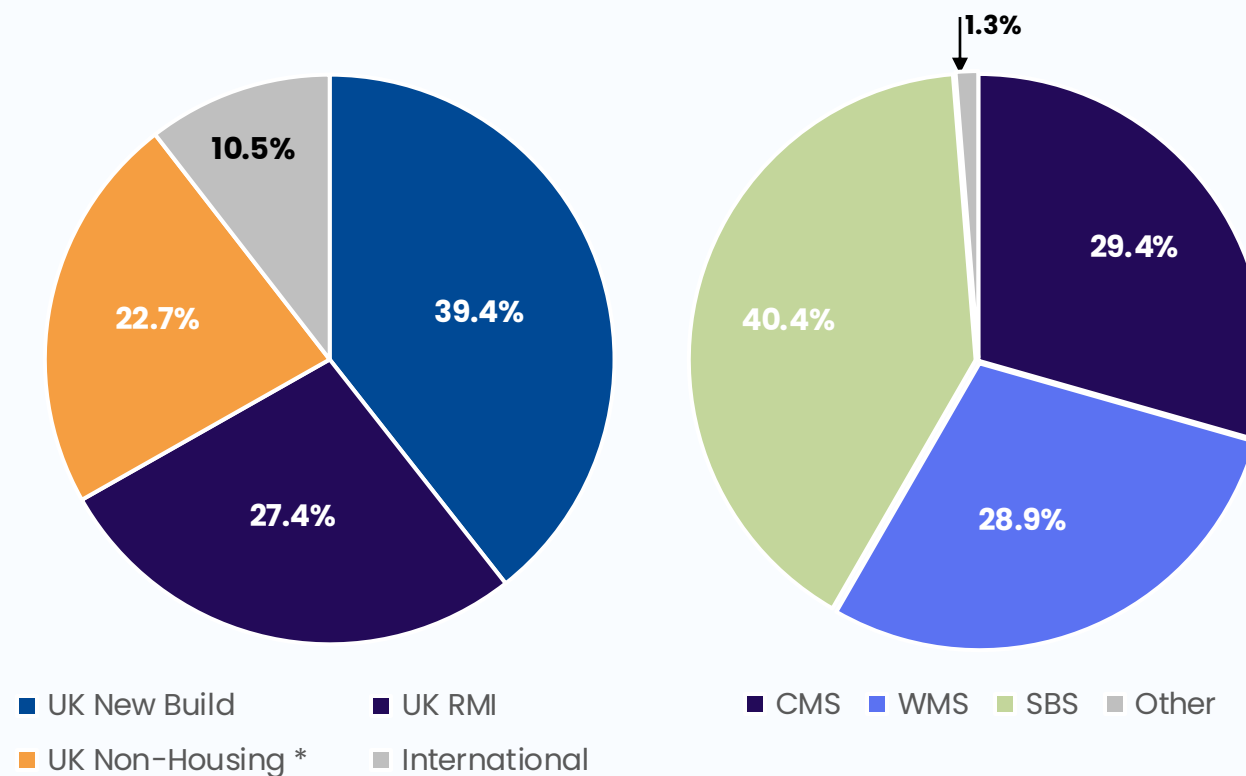
Financial Results- Revenue

Continued benefits from a diversified portfolio

Group Revenue



H1 25 Revenue Breakdown

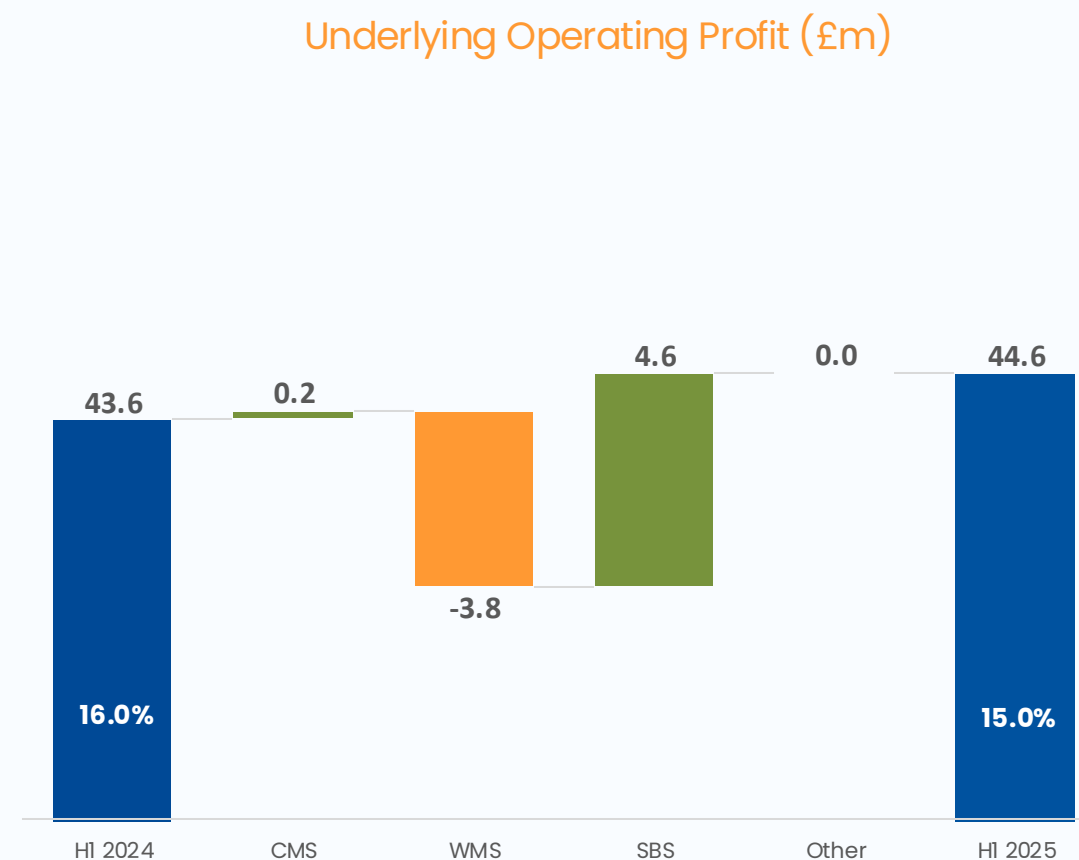
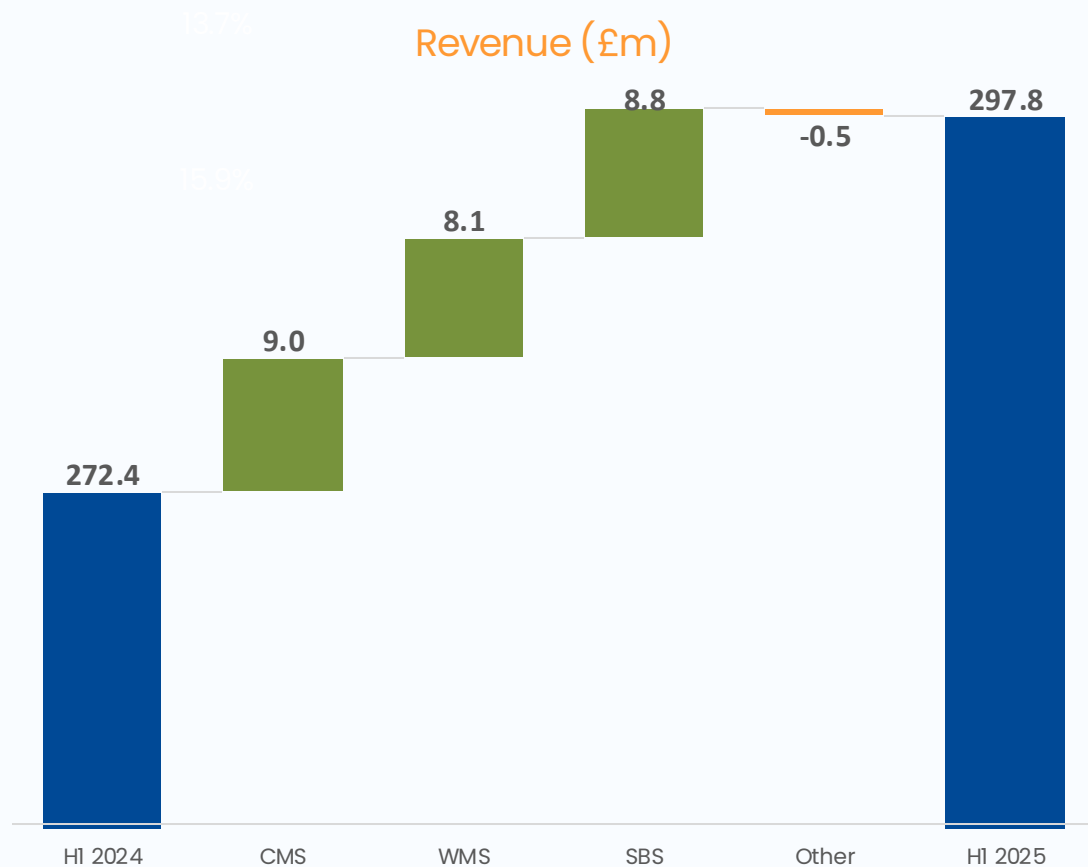


* Non-Housing primarily consists of commercial, infrastructure, and public non-housing expenditure



Financial Results

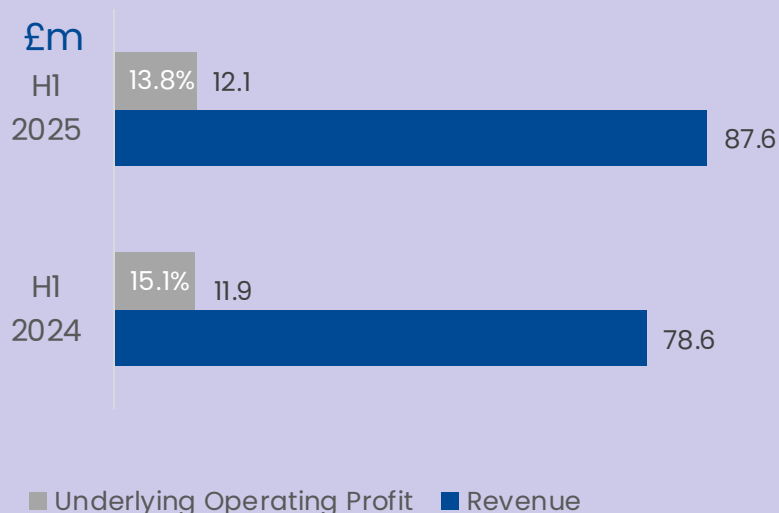
Business Units Overview H1 2025





Financial Results

Climate Management Solutions (CMS)



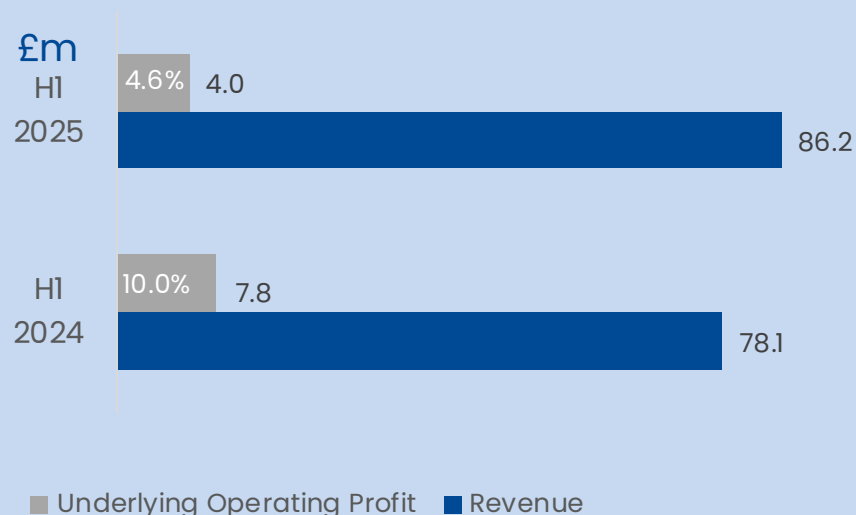
£m	H1 2025	H1 2024	Growth
Revenue	£87.6	£78.6	11.5%
Underlying operating profit	£12.1	£11.9	1.7%
Underlying operating margin	13.8%	15.1%	(130) bps

- 7.9% like-for-like revenue growth
 - Strong growth in residential ventilation including strong sales into newbuild
 - Solid performance at Adey
 - Continued softness in RMI market impacting underfloor heating
- Underlying profit margin improvement excluding impact of NI and NMW



Financial Results

Water Management Solutions (WMS)



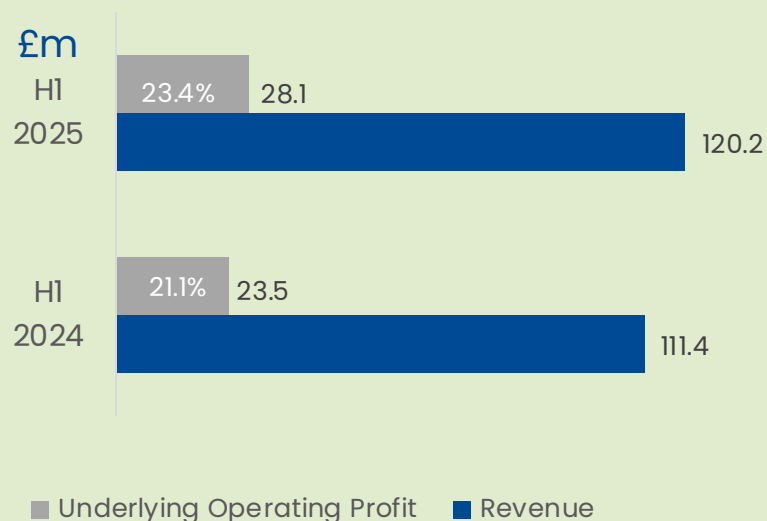
£m	H1 2025	H1 2024	Growth
Revenue	£86.2	£78.1	10.4%
Underlying operating profit	£4.0	£7.8	(43.6)%
Underlying operating margin	4.6%	10.0%	(540) bps

- 2.7% like-for-like revenue growth
 - Growth in stormwater attenuation in the UK and the Middle East
 - Strong growth and order intake in blue-green roofs
- Underlying profit margin impacted by NI & NMW and a slow-moving inventory provision of £0.9m
- Management actions taken will sequentially improve H2 margin



Financial Results

Sustainable Building Solutions (SBS)



£m	H1 2025	H1 2024	Growth
Revenue	£120.2	£111.4	7.9%
Underlying operating profit	£28.1	£23.5	19.6%
Underlying operating margin	23.4%	21.1%	230 bps

- 7.9% like-for-like revenue growth
 - Moderate year-on-year growth in new housebuilding
 - Continued softness in RMI Markets
 - Targeted share gains contributing to growth
- Underlying profit margin improvement supported by GBS productivity gains



Financial Results

Non-underlying items

£m	H1 2025	H1 2024
Non-underlying items:		
Amortisation of intangible assets	(7.1)	(7.2)
Impairment of intangible assets	-	(12.4)
Restructuring costs	(0.6)	(0.2)
Profit on disposal of property, plant and equipment	1.0	1.5
Employment Matters	-	1.2
Workday / CRM configuration (SaaS)	(0.2)	(0.5)
Software Supplier Dispute	-	(4.3)
Other	(0.2)	(0.4)
Non-underlying items before taxation	(7.1)	(22.3)
Tax effect of non-underlying items	2.1	3.0
Total non-underlying items	(5.0)	(19.3)

- Non-underlying items down £15.2m before tax
- Non-underlying items are net non-cash impacting
- Further £3.7m of restructuring costs in H2 to complete targeted actions. Will generate over £1.9m of savings in H2 and c.£5.0m annualised



Financial Results

Cashflow

£m	H1 2025	H1 2024	Change
EBITDA (before non-underlying items)	59.4	55.2	4.2
Working capital	(20.7)	(0.3)	(20.4)
Underlying cash generated from operations	38.7	54.9	(16.2)
Capex	(12.1)	(12.6)	0.5
Leases	(3.9)	(4.9)	1.0
Interest	(4.6)	(5.8)	1.2
Taxation	(7.6)	(3.5)	(4.1)
Dividends	(20.8)	(20.6)	(0.2)
Net cash flows	(10.3)	7.5	(17.8)
Non-underlying proceeds of sale	1.6	4.8	(3.2)
Non-underlying cash items	(4.4)	(2.3)	(2.1)
Acquisitions	(0.2)	(8.1)	7.9
Other	0.7	1.5	(0.8)
Decrease / (increase) in net debt	(12.6)	3.4	(16.0)

* Operating cash conversion pre capex is defined as operating cashflow pre capex and lease liabilities divided by underlying EBITDA

- Underlying cash generated from operations of £38.7m
- Operating cash conversion of 65.1%, in-line with management expectations and reflecting a normal phasing
- Net capital expenditure H1 2025 at £12.1m
- Full year operating cash conversion is expected to be in the region of 90%, in-line with our medium-term target



Financial Results

Capital Allocation

- Continuing to invest in the business including £30-£35m capital expenditure for full year
- Cash conversion of c.90% expected for the full year
- Strong balance sheet provides optionality for disciplined bolt-on M&A
- Progressive dividend policy

Maximising value through efficient capital deployment

Organic investment	Investment in innovation, efficiency and sustainability to deliver future growth
Disciplined approach to M&A	Filling portfolio gaps and building value-added solutions
Progressive dividend policy	Balancing growth and shareholder returns
1-2x Net debt to EBITDA	Maintaining a robust balance sheet with headroom for investment

Strategic Progress & Outlook



Joe Vorih
CEO



Our purpose

Together, we create
sustainable living



Our strategy

Sustainable Solutions for Growth



Growth

Focusing on higher-growth, sustainability-driven markets, through organic growth and disciplined M&A opportunities



Genuit Business System

Creating value through lean transformation and operational excellence



Sustainability



Providing the lowest-carbon choice for our customers to maximise exposure to structural growth drivers

People & Culture



Enabling growth through the capability, expertise and development of our employees

Regulation creating growth opportunities across our portfolio

AMP8*

Key focus on stormwater management, with Genuit SAM** of £100m over 5 years

WMS



Future Homes Standard

Published later in 2025, increasing the addressable market for Genuit

CMS SBS



Awaab's Law

Genuit's ventilation products provide solutions to meet the required standards

CMS



*AMP8: Asset Management Period 8
**SAM: Serviceable Addressable Market

Key achievements H1 25

- Strong sales of MVHR* units with cooling modules and solid demand at Adey thanks to increased boiler installations
- Ongoing integration of Omnie, acquired in 2024, and Nu-Heat, with teams now co-located
- Continued deployment of GBS and automation focused capex investments, particularly in Adey and Nuaire

Focus areas for H2 25 and 2026

- Introduction of Awaab's Law to tackle damp and mould hazards, with Genuit's ventilation products providing solutions
- Omnie and Nu-Heat collaboration to scale the business and drive profitable growth as the RMI market recovers



Climate Management Solutions

Well-positioned to benefit from legislative and environmental tailwinds

Key achievements H1 25

- Strong growth in stormwater attenuation products and solutions in both the UK and the Middle East
- Sky Garden green roof business integration complete with strong order coverage and efficiency improvements

Focus areas for H2 25 and 2026

- Cost actions and GBS projects ongoing which will positively impact H2 margins
- AMP8 spending cycle underway with strong engagement with water utilities companies
- Solution selling offerings for blue-green roofs with vertical integration of Sky Garden and Permavoid



Water Management Solutions

Focused on improving business efficiency and growing value-added solutions

Key achievements H1 25

- Targeted market share gains, including the successful bid for combined Barratt and Redrow product ranges and organic growth in offsite fabrication services
- Sustainability credentials strengthened with extended range of biodiversity and carbon-saving products
- Operating margins continue to benefit from GBS productivity enhancements

Focus areas for H2 25 and 2026

- Offsite fabrication and MMC* re-emerging as a growth driver to reduce on-site labour
- Future Homes Standard to drive increases in the addressable market for Genuit, from underfloor heating systems and higher ventilation requirements



Sustainable Building Solutions

Targeted share gains driving growth

Leveraging GBS for Growth

Rainwater moulded product range

How the team used GBS

- Polypipe Building Products optimised internal processes to reduce waste and improve machine effectiveness using GBS tools
 - Standard work and
 - Visual workflow management

The result and sustaining the improvement

- Machine downtime reduced by over 50%
- Unlocked additional hours for producing saleable product without requirement for capital expenditure
- Daily frequency of monitoring progress against targets



Productivity gains:

Increased Operational Effectiveness from

37% to 80%



12,500

Additional hours of capacity per year



Leveraging GBS to improve cashflows

Surestop product range

How the team used GBS

- Adey identified the need to 'make to-demand' and used GBS tools
 - Pull System
 - Daily Management
 - Workflow visual cards and cues



The result and sustaining the improvement

- Reduced inventory, waste and created more space for growth
- Improving the response capability to customers
- Sustained through weekly audits to monitor customer delivery performance



Inventory Reduction:

Surestop finished goods reduced by

>55%

£51k in Feb to £22k in June



Stock turns increase from:

2.3 to 3.7 turns



Key Achievements H1 25

Continued commitment to diversity and inclusion, bringing a competitive advantage

- 20.5% of colleagues in Earn and Learn programmes (Gold status in The 5% Club)
- 53 colleagues promoted during H1 2025, of which 30% were female
- 55% of new senior leader joiners were female

Ongoing investment in the workforce to maximise skill base, operational leverage and reinforce GBS

- Over 40 GBS kaizen events held in H1 2025
- C.20% of colleagues have participated in a targeted GBS kaizen event or training



People & Culture



Enabling growth through the capability, expertise and development of our employees



Outlook

- Underlying operating profit expected to be in-line with consensus
- The external environment remains challenging and increases in market volumes are not expected this year
- Underlying EBIT margin to increase sequentially in H2 driven by management actions taken
- The Group has strong operational gearing and has at least 25% available capacity within the current operational footprint
- The Group remains focused on outperforming the market through adoption of new solutions, targeted market share gains and regulatory drivers





Genuit Group plc

2025 Half Year Results Presentation

Q&A

12 August 2025



Appendix

12 August 2025





Our Investment Case

Delivering compound earnings growth from sustainability-driven growth markets

Operating in built environment sectors with inherent sustainability-linked structural drivers



2-4%

target through-cycle outperformance of the UK construction market

Differentiated, innovative, low - carbon building products and solutions



66% reduction

in scopes 1 & 2 emissions

Net-zero by 2050

Leading positions across diverse markets, with strong brand recognition



c.20% share of

£3bn UK

served addressable market

Margin expansion potential, including through GBS, lean initiatives and operating leverage



>20%

operating margin target

Opportunity to expand solution offering through strategic acquisitions



Target of

>15% ROCE

Highly cash generative business model, with effective capital allocation



Over

90%

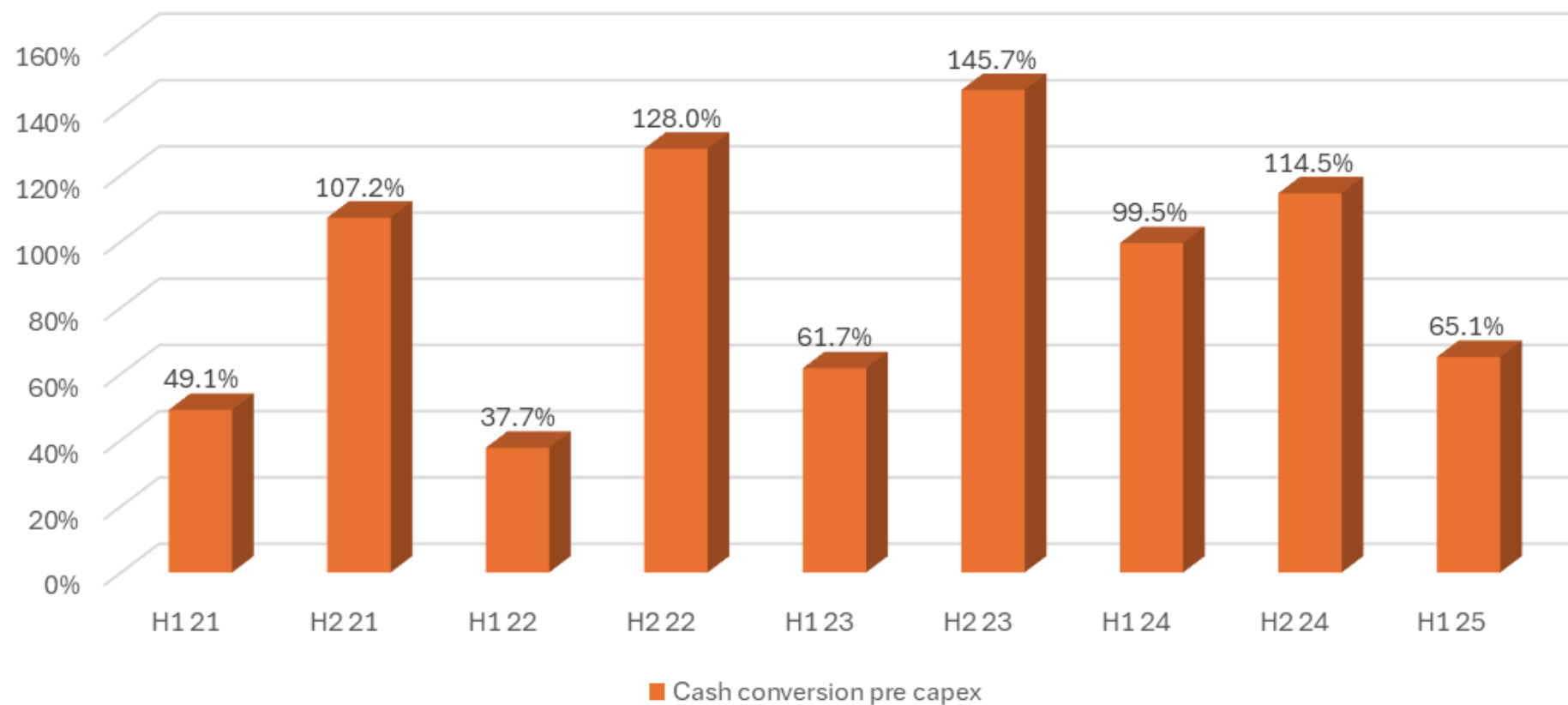
cash conversion target



Financial Results

Cash conversion % pre capex

Cash Conversion %



* Operating cash conversion pre capex is defined as operating cashflow pre capex and lease liabilities divided by underlying EBITDA