An Introduction to Trifast plc - the nuts ‘n bolts and a whole lot more

“Holding the World together”

Leading international specialists in the engineering, manufacturing and distribution of high quality, industrial fastenings to major global assembly industries
INTRODUCTION TO THE TRIFAST GROUP

Global
- TR is a leading international specialist in the engineering, manufacturing and distribution of high quality industrial fastenings, supplying both multinational companies globally and smaller OEM’s regionally
- The four key regions that we operate in are the UK, Europe, Asia and North America

Unique
- Blend of our own high quality manufacturing with sophisticated global supply chain distribution and logistics

Strong growth
- Strong organic growth is complemented by targeted acquisitions
- Our core strategy comes from being a “full service provider” to our multinational OEM’s and penetrating their numerous sites around the world

Acquisitive
- TR is constantly searching and evaluating niche businesses to join the Trifast group that have strong skilled management and the opportunity to expand both our product and service offering globally

Delivering returns
- Focus on investing for the future for all our stakeholders

People
- 1300+ colleagues around the world
- Highly skilled people across all disciplines
- TR has a distinctive ‘family’ style culture
TR is a specialist in multiple markets and products

“Successful fastener manufacturers and distributors need to be in touch with changing consumer and manufacturing trends to ensure that they are able to respond quickly and effectively to the varied needs of their customers”

THE GLOBAL FASTENER MARKET

Key global markets

- Automotive
- Electronics & technology
- Domestic appliances
- General industrial
- Distributor sales
- Sheet metal

Specialist products

- General fasteners
- Fasteners for sheet metal
- Fasteners for plastic
- Enclosure hardware
- General hardware
- Bespoke products
- Tooling & accessories
- Security fasteners

OVER 75% OF ALL PRODUCTS MADE AND SUPPLIED ARE TO SPECIFIC CUSTOMER OR TR SPECIFICATIONS, MINIMISING EXPOSURE TO COMMODITY PRICING

<table>
<thead>
<tr>
<th>Industrial fastener market</th>
<th>TR’s current market share</th>
<th>Very fragmented market</th>
<th>No single player controlling over 5%</th>
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<tbody>
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<td>£60 billion</td>
<td>&lt; 1%</td>
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www.trfast.com
OUR UNIQUE SELLING POINT (USP)

TR is recognised as a leading global brand

TR is a 24/7 ‘full service provider’ offering ‘end-to-end’ support to all our customers. Our success and ongoing growth is based on a distinctive mix of high quality manufacturing, engineering support, sourcing know-how and adaptable, reliable global logistics.

“The Group prides itself on adding value”

TR design, problem solve, engineer, manufacture, source and deliver high quality products.
FULL SERVICE PROVIDER

Full service provider

• The Group offers flexible solutions from single spot purchase to supplying full vendor managed inventory programmes. This reduces the ‘total cost of ownership’ for our customers by working with them from the early engineering and design stage, right through to specification, manufacturing, quality and logistics.

Design & application engineering

• TR works with its customers to provide design and engineering support to solve their fastener assembly problems and to reduce their overall costs.

Specialist manufacturer

• Global high quality low cost manufacturing
• Manufacturing in the UK, Europe and Asia

Global support & distribution

• TR is a pioneer in effectively developing the global delivery model for our OEM customers 24/7 across three continents through our local, national and international teams.
• TR’s logistical supply systems can practically eliminate administration processes and reduce the customer’s overall costs; each system we install is tailored to customers’ individual needs ranging from a simple KanFax system to full Direct Line Feed (DLF) for very high volume users.

Quality accreditations

• Automotive standards: ISO/TS 16949 | ISO 9001
• Health & Safety standard: OHSAS 18001
• Environmental standard: ISO 14001
• Information Security Management standard: ISO 27001 - Trifast Internal Group IT Department

Logistics Supplier Distributor Engineering Manufacturing Quality
• Our research and engineering capabilities encompass specific engineering disciplines, supporting both our own network and customer application solutions
• TR application engineers regularly work side by side with product designers at the early stages of a design and then provide technical assistance, through to manufacture
• It is the aim of TR to provide a level of product quality that prevents the production of non-conforming fasteners with the objective of approaching zero defect
• Technical support spanning three regions
• Development of patented products
SPECIALIST MANUFACTURER

- TR’s manufacturing network produces a third of all components the Group sells.
- The Group’s eight factories are dedicated to producing complex, high quality parts specifically to customer drawings.
- Our established partnerships with other major manufacturers allow us to offer a wider range of ‘special’ parts.
- Quality, cost and consistency are key to our customer partnerships — TR ensures parts are made in the right part of the world to meet cost and delivery needs.

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GLOBAL DISTRIBUTION

One of our logistical solutions is a TRDLF (Direct Line Feed) System

The diagram depicts how the average DLF system works, although all TR DLF systems are tailored to individual customer requirements. The first 3 points show the initial set up procedure, after that the system operates in a cyclical manner:

1. Service Level Agreement (SLA)
2. TR installs racks and bins directly into production area
3. Initial stock supplied
4. Production takes stock from bins
5. On agreed day, TR DLF operator visits customer
6. TR DLF operator scans all bins that need replenishing
7. TR DLF operator downloads information to TR location
8. TR DLF operator delivers stock and replenishes bins

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TR has a global footprint that meets the needs of the multinational OEM and Tier 1 customers that we support

- Locations in 18 countries, 31 locations
- Exporting to over 60 countries around the world
- Supplying over 60 billion components every year to over 5000 companies globally

A global business, operating locally
OUR CUSTOMERS

TR has long-standing relationships with its global customers

TR products are distributed to customers such as...
OUR PEOPLE ARE KEY

“TR prides itself on its ‘family’ style culture and this can be felt in every location, no matter where that is in the world”

All of our 1300+ employees are supported to constructively challenge processes and procedures where necessary and to contribute to the continuous improvement of the Group

Everyone is provided with equal opportunity through our recruitment, selection, training and development processes

We are committed to ensure all of our workplaces throughout the world are free from unlawful or unfair discrimination of any kind and that all employment decisions are made in a fair and objective way

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OUR INVESTMENT PROPOSITION

TR has ...

- an increasing market share across a range of growing markets
- a well-diversified business in terms of geographical regions and product sectors
- less exposure to commodity pricing with over 75% of its products supplied to specific TR or customer specifications
- strong customer value-add propositions and operational gearing to generate profitable growth
- a strong balance sheet to support organic and acquisitive growth, driving shareholder value
Trust
Respectful of each others’ abilities
Integrity / Open & Honest
Fairness
Adding value and embedding quality in everything we do
Striving to achieve excellence / continual improvement
Team player acting for the good of the group, recognising the bigger picture

People focused / handling with empathy
Leadership giving the empowerment to employees to take responsibility for their own actions
Commercially minded / entrepreneurial & innovative
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