

Halma Infrastructure Safety Sector

5 March 2020

Andrew Williams – Group Chief Executive

Halma

Timetable



2pm – 3.15pm
Presentation and Q&A

Break

3.30pm - 5.45pm
Breakout sessions

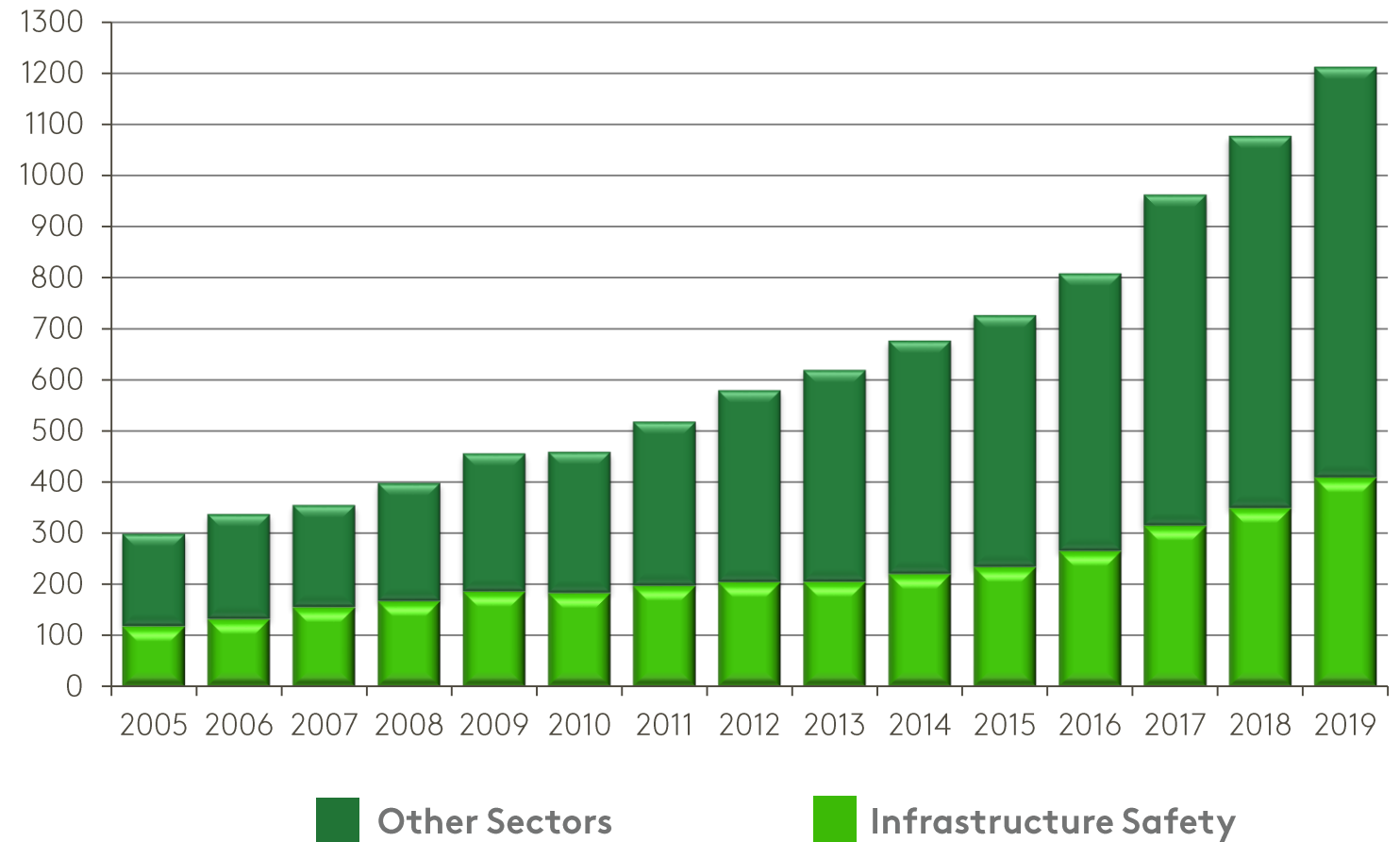
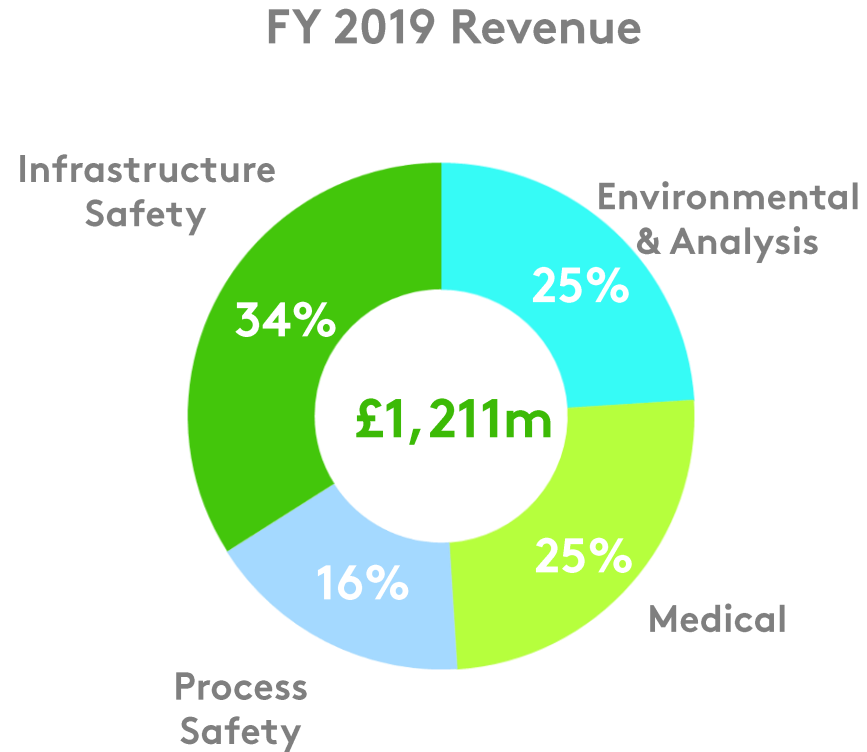
From 5.45pm
Drinks/Canapes

Shuttle to Amersham station available from 6pm

Infrastructure Safety Growth



£m; year ended March



Halma Infrastructure Safety Sector

Paul Simmons – Sector Chief Executive

Halma

Infrastructure Safety: Overview

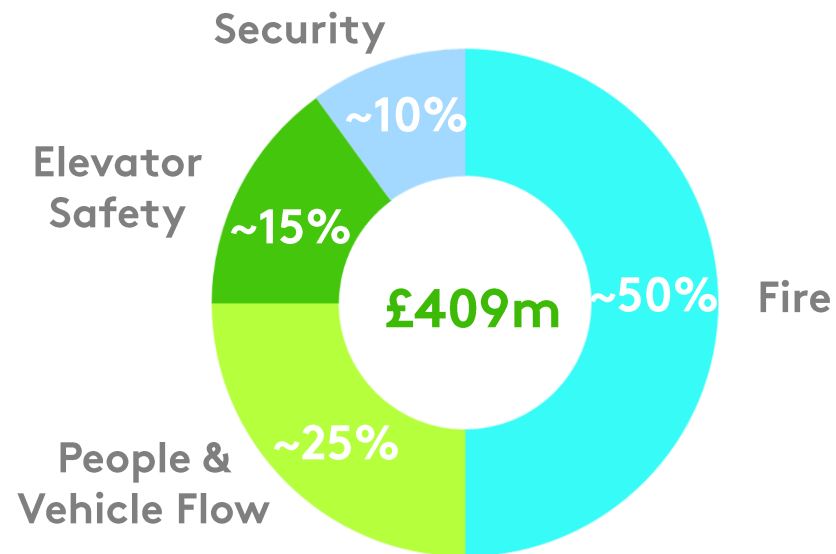


12
companies

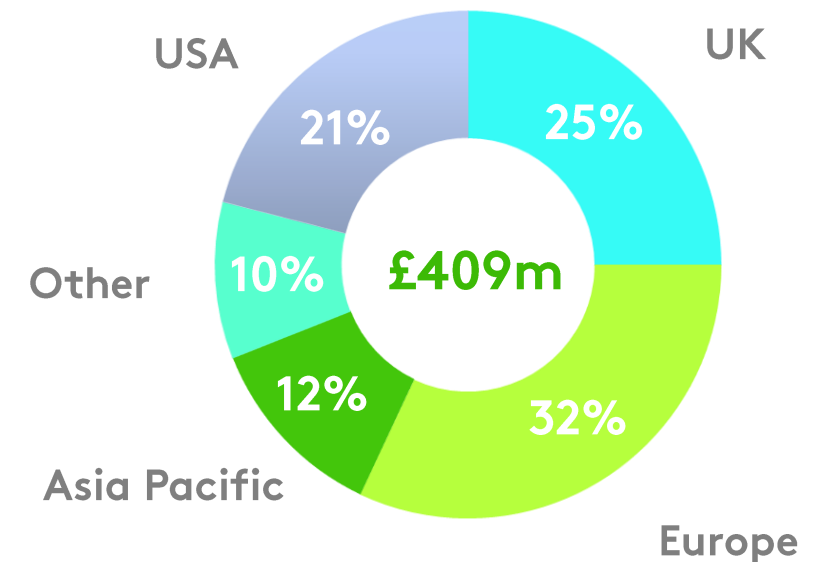
c.2,800
people

15
countries

FY 19 Revenue by Sub-Sector



FY 19 Revenue by Destination



Our purpose



Halma

Growing a safer, cleaner, healthier
future for everyone, every day

Infrastructure Safety

Making the world safer by protecting

Commercial buildings



Public buildings



Public spaces



Infrastructure Safety Strategy



We acquire and grow businesses in niche infrastructure markets



Strong, long-term growth drivers



Population growth



Urbanisation



Increasing regulation



Digitisation

The Infrastructure Safety Leadership Team



Wendy McMillan

Divisional Chief Executive



Steve Brown

Divisional Chief Executive



Julie J. Eaton

Divisional Chief Executive



Cindy Davies

Talent and Culture



Todd Burt

Sector M&A



Dot Combes

Sector Marketing

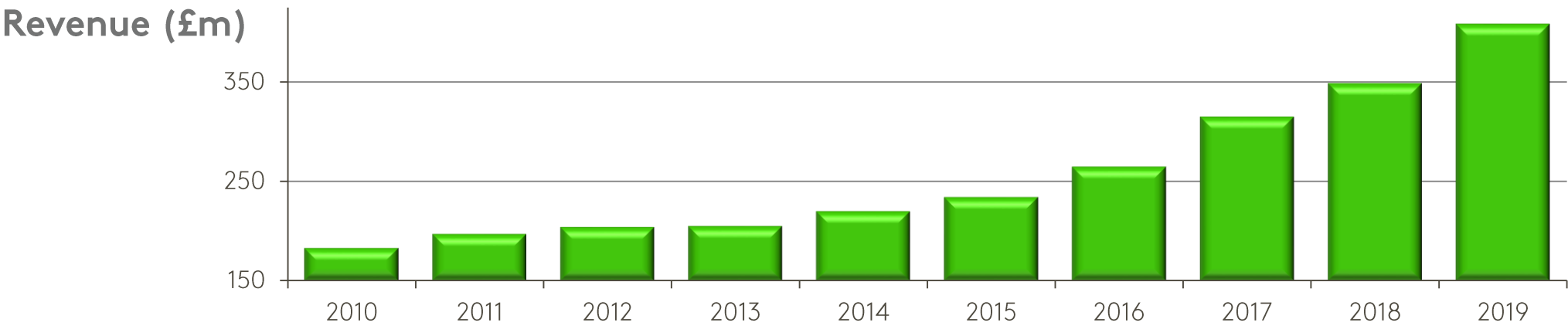


Gavin van der Pant

Sector CFO



Developing the portfolio: organic and acquired



Fire



FIRETRACE



Elevator Safety



People & Vehicle Flow



Security Systems



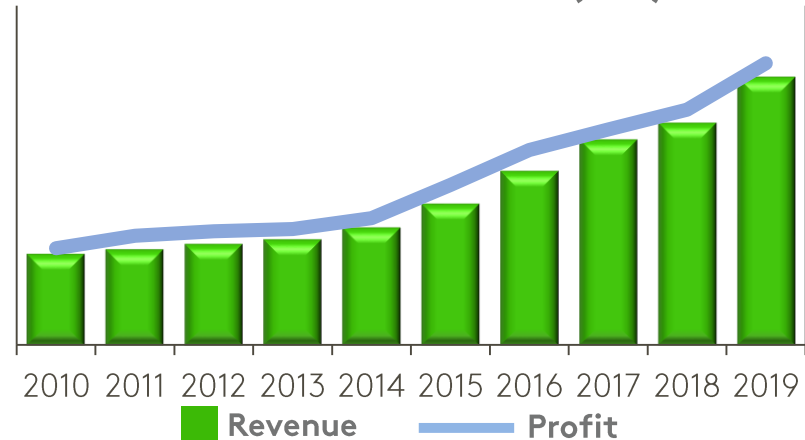
Infrastructure Safety: Fire

Global market size of approx. £6bn

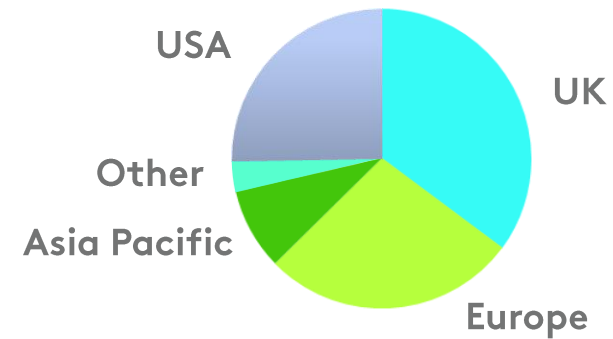
Long-term growth drivers:

- Increasing life safety concerns
- Tightening regulations
- Legacy portfolio of under-protected properties
- Infrastructure projects in developing world
- Cost of false alarms

Revenue and Profit (£m)



FY 19 Revenue by Destination



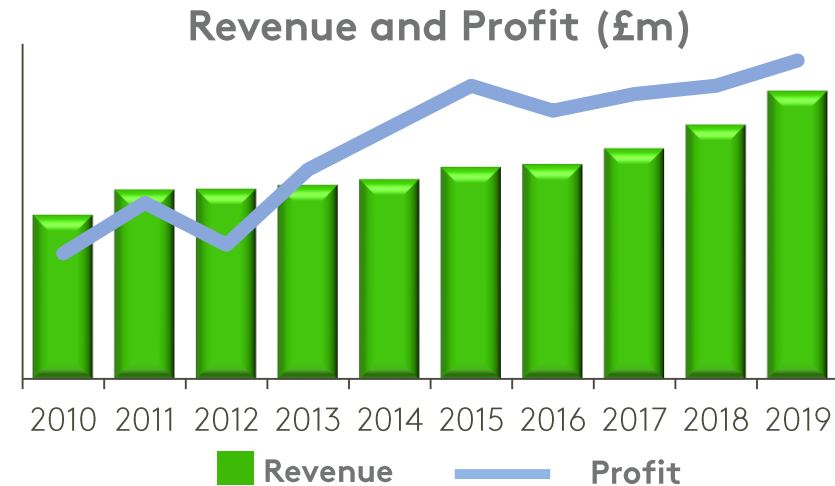
Infrastructure Safety: Security



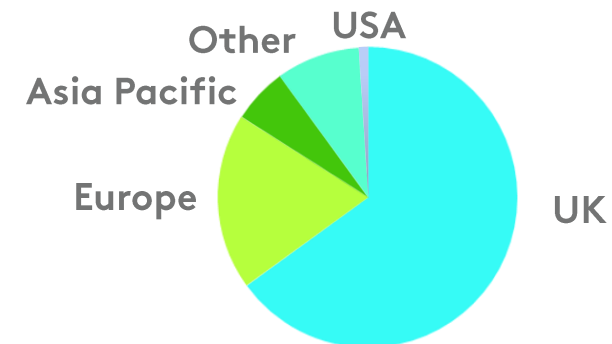
Global market size of approx. £3bn

Long-term growth drivers:

- Increasing safety concerns at home and at work
- Growing middle class in developing nations
- Increasing connectedness of building systems
- Home automation



FY 19 Revenue by Destination



Texecom

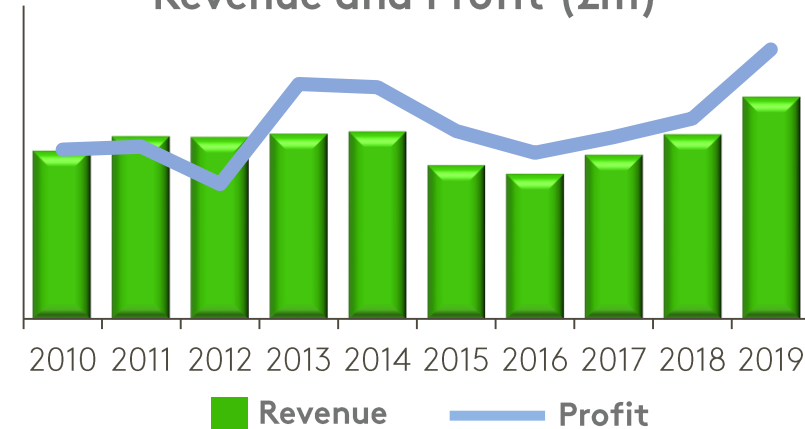
Infrastructure Safety: Elevator Safety

Global market size of approx. £0.6bn

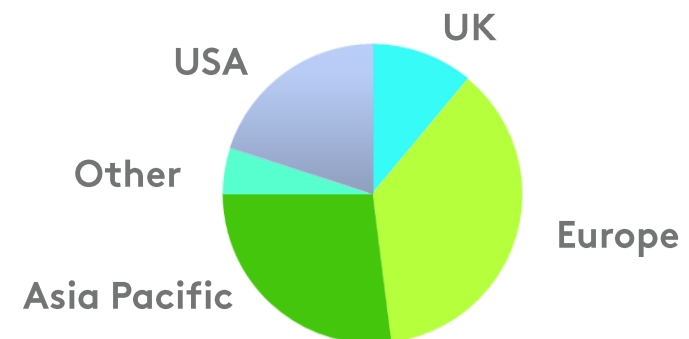
Long-term growth drivers:

- Urbanisation -> density of multi-storey buildings increases
- Modernisation and maintenance markets
- Niche areas in emergency comms – driven by regulations

Revenue and Profit (£m)



FY 19 Revenue by Destination



Infrastructure Safety: People and Vehicle Flow

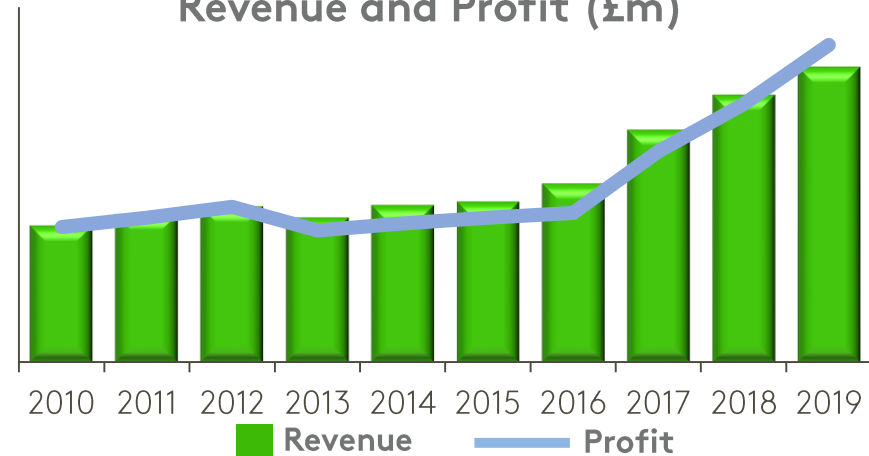


Global market size of approx. £1bn

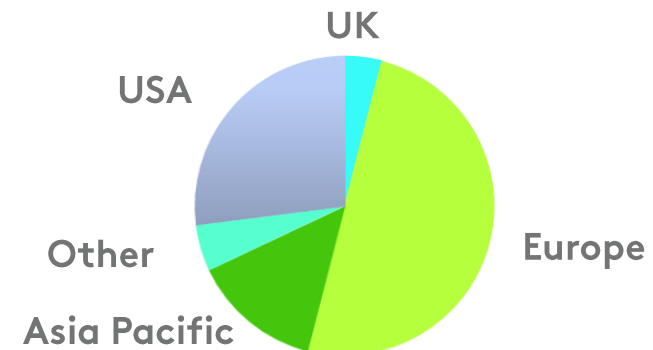
Long-term growth drivers:

- Urbanisation – higher density of people and vehicles
- Infrastructure expansion e.g. transport networks
- Environmental efficiency
- Regulation

Revenue and Profit (£m)

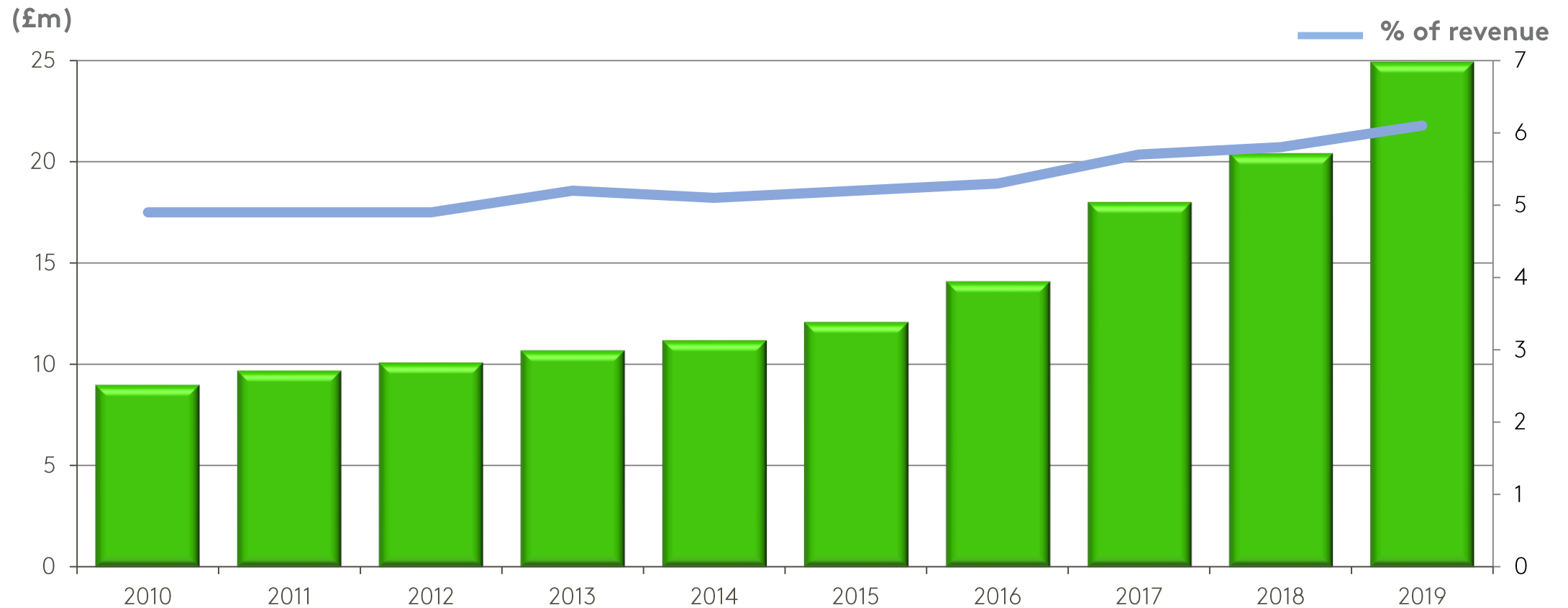


FY 19 Revenue by Destination





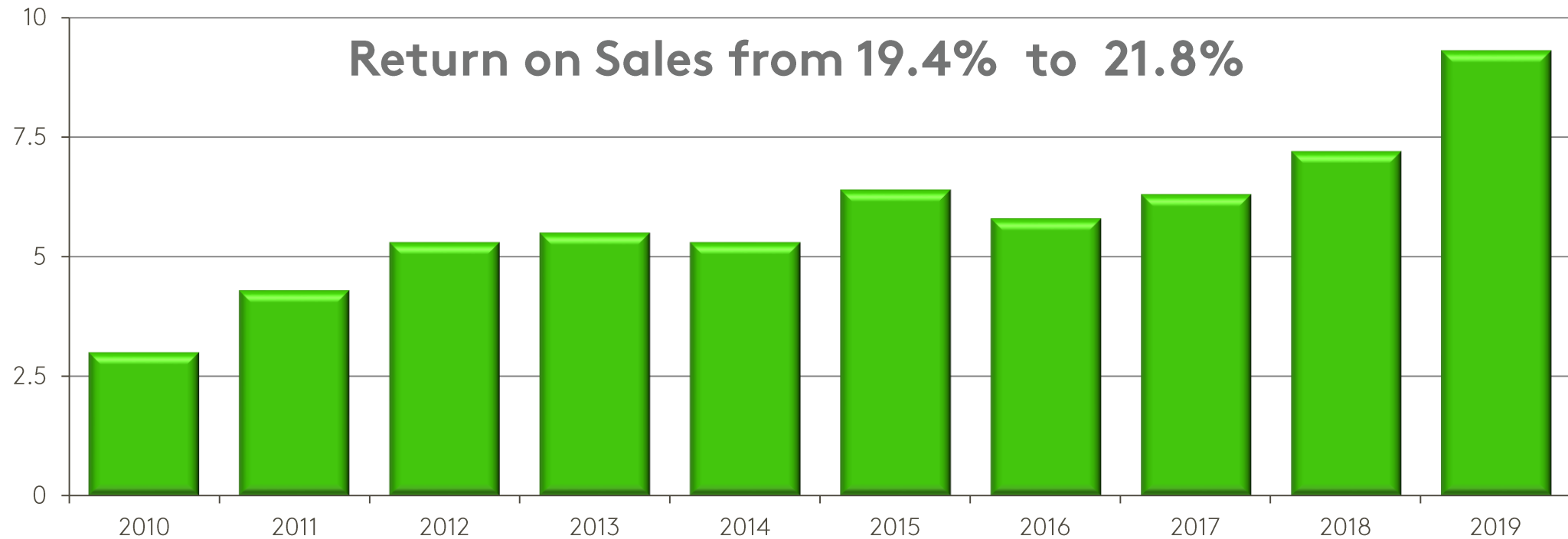
Investment in R&D



Capital investment

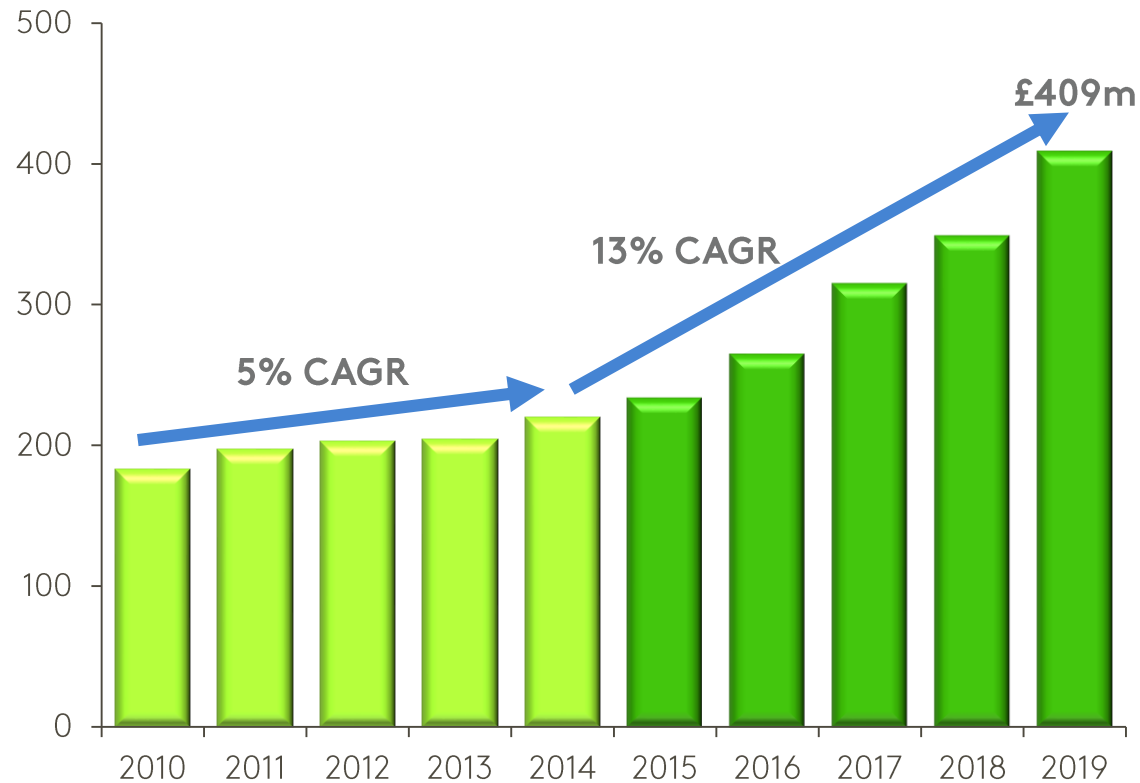
Capital expenditure (£m)

ROCE from c.75% to >90%

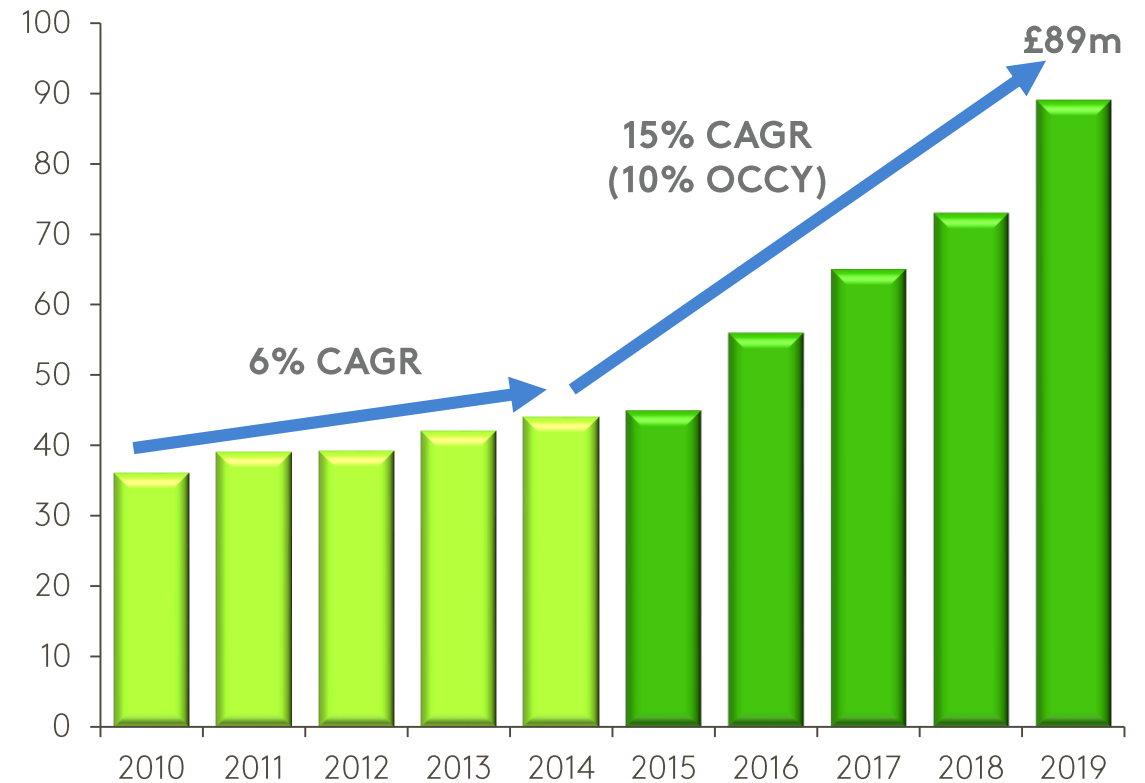


Revenue and profit growth

Revenue (£m)



Profit (£m)



Thank you



Breakout sessions



3.30pm – 4.30pm: First breakout session

Company breakouts

Group A: Andrew – starting with Apollo

Group B: Marc – starting with Avire

Group C: Charles – starting with BEA

M&A and Innovation breakouts

Group 1: Paul – starting with M&A

Group 2: Jennifer – starting with Innovation

Break

4.45pm – 5.45pm: Second breakout session

M&A and Innovation breakouts

Group 3: Andrew – starting with M&A

Group 4: Marc – starting with Innovation

Company breakouts

Group D: Paul – starting with Apollo

Group E: Jennifer – starting with Avire

Group F: Charles – starting with BEA