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WE SUPPORT



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Agenda

- Trading update
- New product development
- Bloomberg update
- Water management
- CRM
- Operations
- International
- Factory Tour
- Lunch

Martyn Coffey

Chris Harrop

Chris Harrop

Pete Hallitt

Pete Hallitt

Tom Poole

Martyn Coffey



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Trading Update

- Sales +18%
- Public sector and commercial + 21%
- Domestic + 10%
- International + 34%



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International

% Group Sales

- 2013 Sales £16m 5%
- Target Sales £40m 10% (2-3 years)



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International Strategy

- **Key Geographic Focus:**
 - Europe - Marshalls NV Belgium/France
 - North America - Distribution agreements – Unilock & Stone Pavers
 - Middle East – UAE/Kuwait/Qatar/Saudi Arabia



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International Strategy

- **Key Product Categories:**
 - UK stone - Paving and cladding
 - Indian stone - Fairstone
 - Street Furniture - Lighting, protection
 - Concrete - Licence manufacturing and some export



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Example of reference project KAA airport (Saudi Arabia)

- £1m of 'Woodhouse' light stacks for interior
- Highest value container of goods ever shipped @ £450k
- Part of a \$7.2bn project





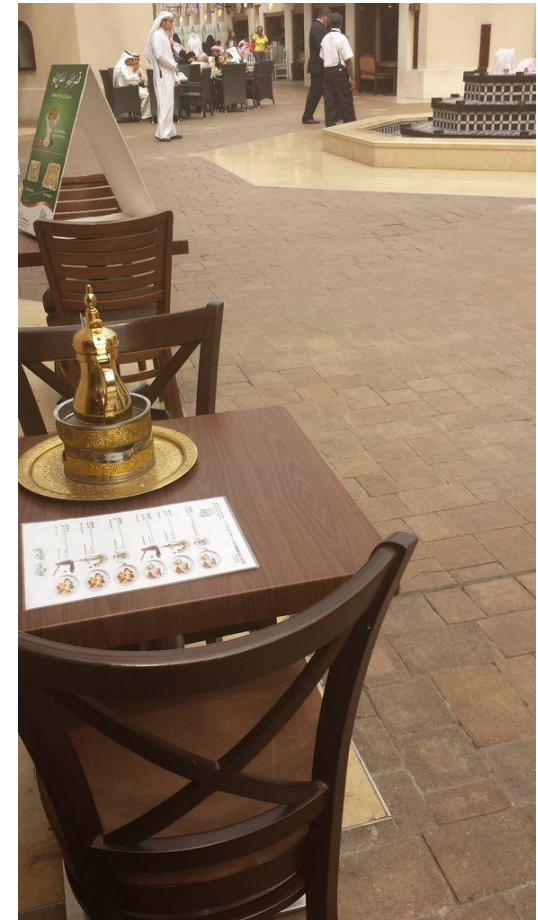
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Example of Reference Project The Avenues, Kuwait (World's largest shopping centre)



Marshalls Tegula paving and Conservation kerb in The Avenues – World's largest shopping centre, Kuwait





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Marshalls Key Middle East Projects 2009-2014



KUWAIT

- The Avenues (World's largest shopping mall)
- Al Sharq Waterfront
- KOC HQ Bldg
- Khiran Pearl City
- Hilton Resort Hotel
- Central Bank of Kuwait

QATAR

- Sidra Medical & Research Hospital, Education City
- Supreme Education Council HQ
- Rayyan Sports Stadium
- The Pearl

UAE

- Festival City
- Dubai Marina Phase 1
- Chicago Beach (Jumeirah Hotel)
- Dubai Marina Yacht Club

SAUDI ARABIA

- Al Faisaliah Centre, Riyadh
- KAAIA Airport Terminal

BAHRAIN

- National Theatre
- Bahrain Airport