

# Tomkins 2009 - Capital Markets Day

25 September 2009

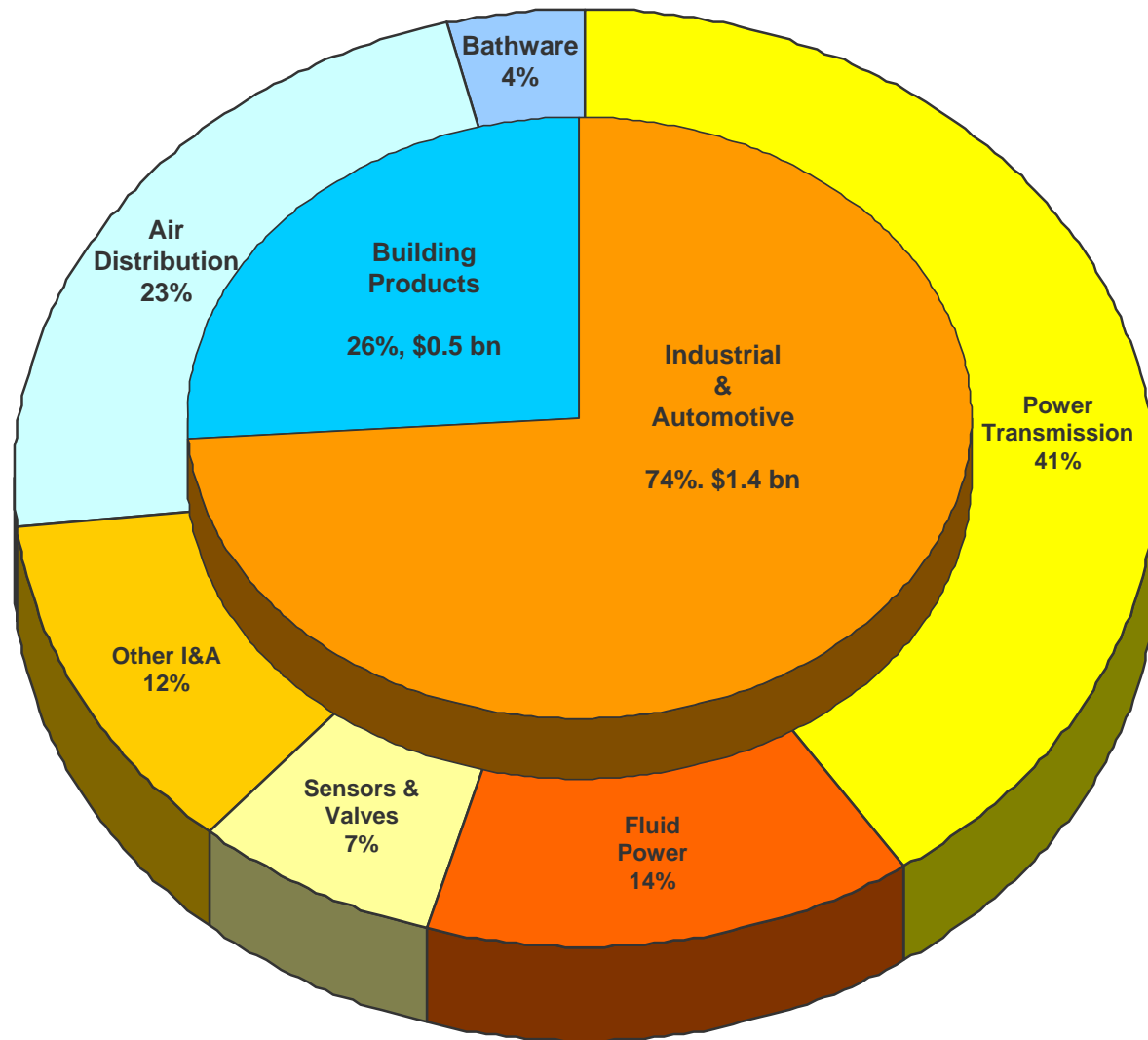


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# Forward Looking Statements

*Forward-looking statements are identified by the words “expect”, “believe”, “intend”, “anticipate”, “estimate”, “will”, “may”, “could”, “should” and similar expressions. Under the safe harbour provisions of the US Private Securities Litigation Reform Act of 1995, the Company cautions that any forward-looking statements made by the Company, including those made in this announcement in relation to the outlook for the remainder of 2009 and beyond, are subject to risks and uncertainties that may cause actual results to differ materially from those predicted. Risks and uncertainties that may affect the Group’s operations include, but are not limited to, those described in the Company’s Annual Report on Form 20-F and in other filings with the US Securities and Exchange Commission. The Company disclaims any obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by law.*

# Sales by Business Group – H1 2009 \*














\* Sales from ongoing business segments

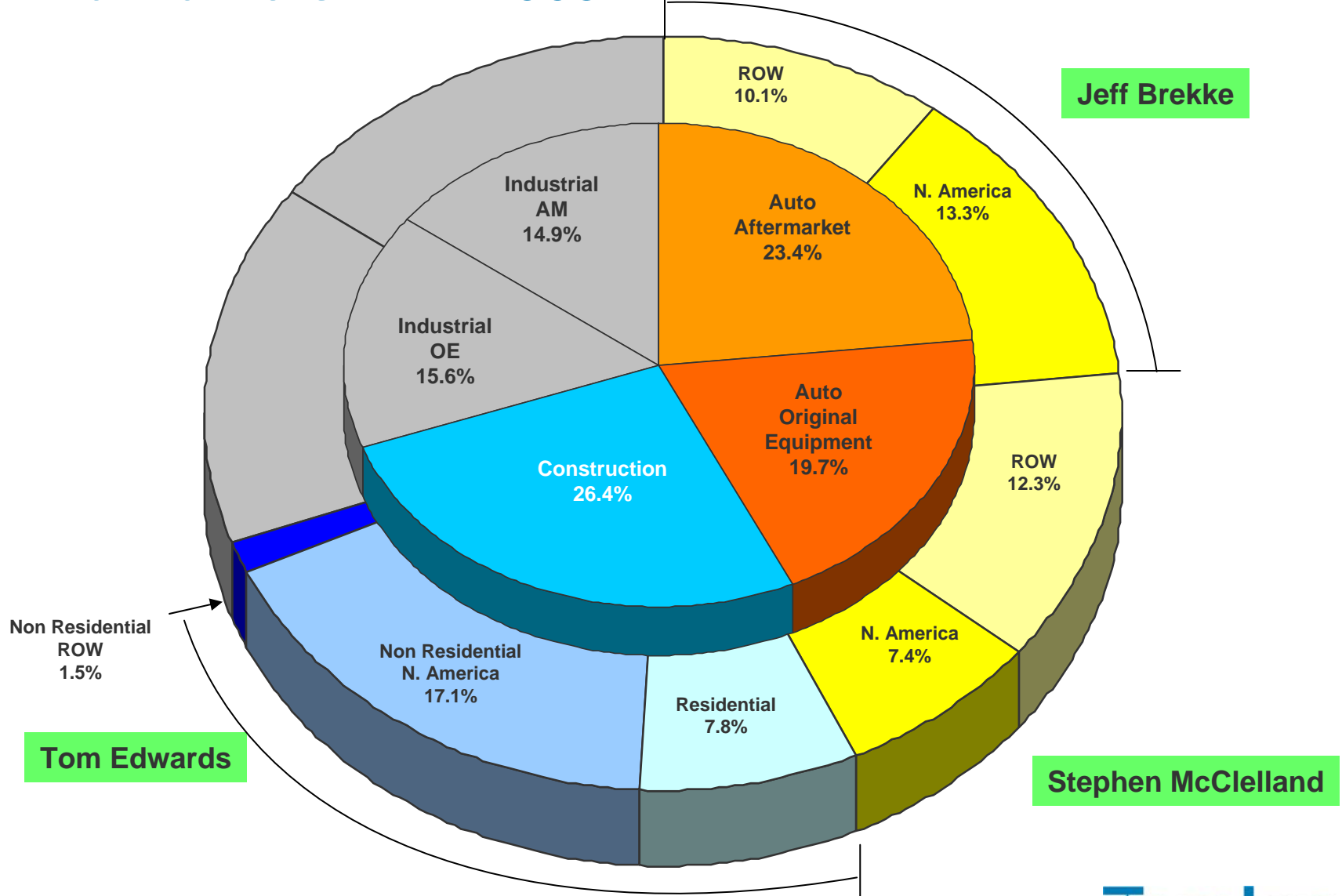
Revenue: \$2.0bn

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# Group Structure and Business Segments

Segment Name	Key Products	Current Businesses / Brands
<b>Industrial &amp; Automotive</b>		
Power Transmission	Highly engineered belts & accessories, hydraulic hose and fluid transfer	
Fluid Power		
Sensors & Valves	Remote tyre pressure monitoring, valves	 
Other I&A	Axles, clamps, aftermarket products	  
<b>Building Products</b>		
Air Distribution	Dampers, grilles, registers, diffusers	   
Bathware	Acrylic and FRP bath and shower trays	

# End Markets – H1 2009 \*



\* Sales from ongoing business segments

# Group Priorities

## ➤ Driving top-line growth

- Green, fuel efficient products
- Expansion of services and capital-light businesses
- Increasing presence in emerging markets

## ➤ Managing the cost base

- Projects Eagle and Cheetah
- Ongoing expense management

## ➤ Managing the balance sheet

- Continued focus on optimising working capital
- Specific focus on inventory

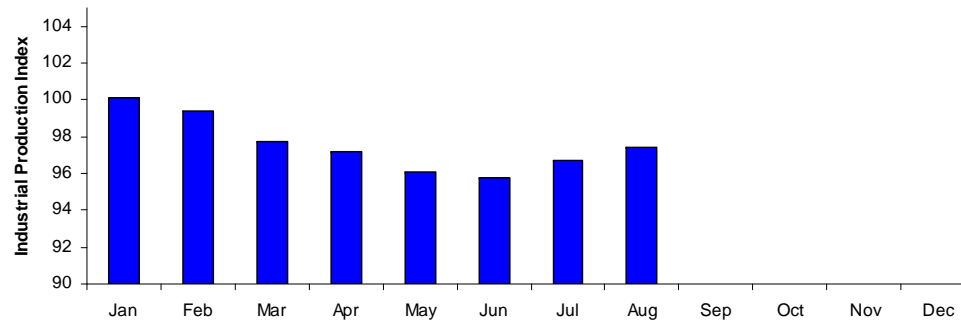
## ➤ Reshaping the portfolio

- Exited Philips in Q3
- Hydrolink acquisition

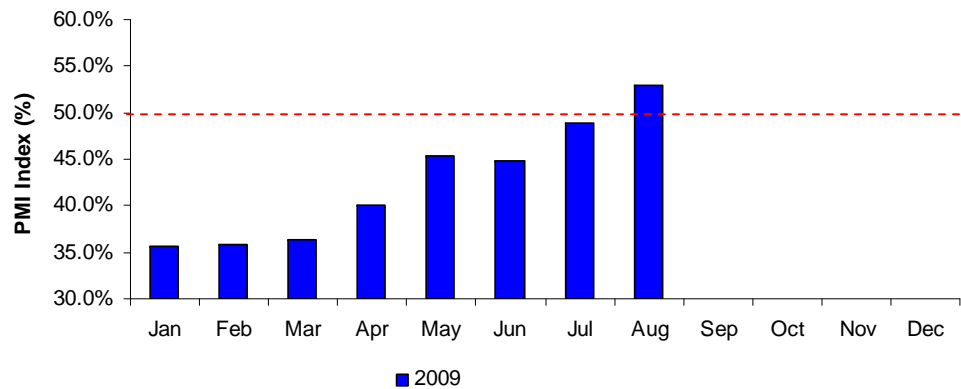
# Market Update - Industrial

➤ Some early signs of stability?

US INDUSTRIAL PRODUCTION

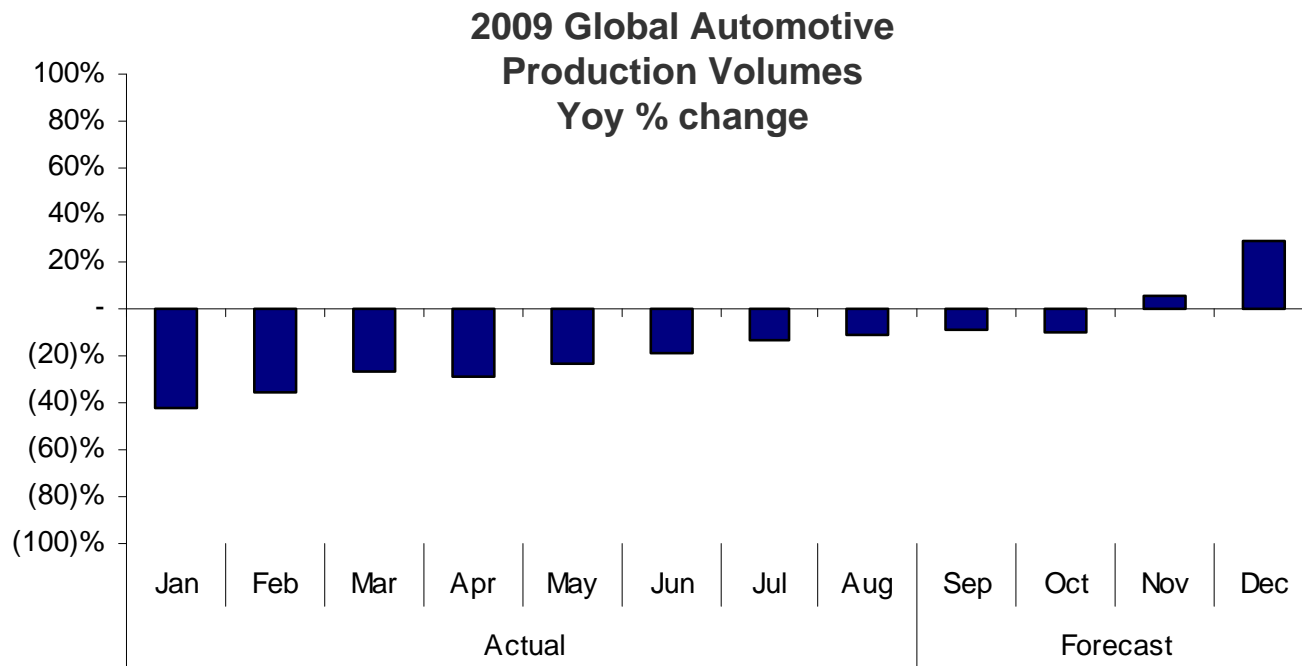


US PURCHASING MANAGERS INDEX (PMI)



# Market Update - Automotive

- Global automotive market expected to be 54m units (down 17% yoy)
- Positive yoy change expected in Q4





# Market Update – Residential Construction

## ➤ Annualised housing starts appears to be levelling out

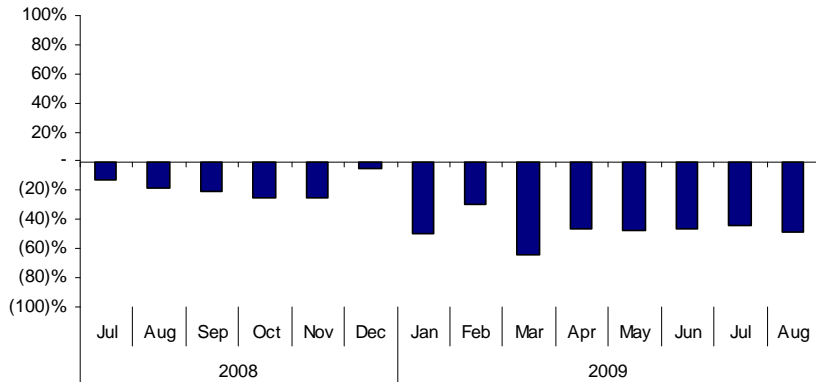
- Building permits up 3% in August at 579,000
- Sales of existing and new homes up 7%



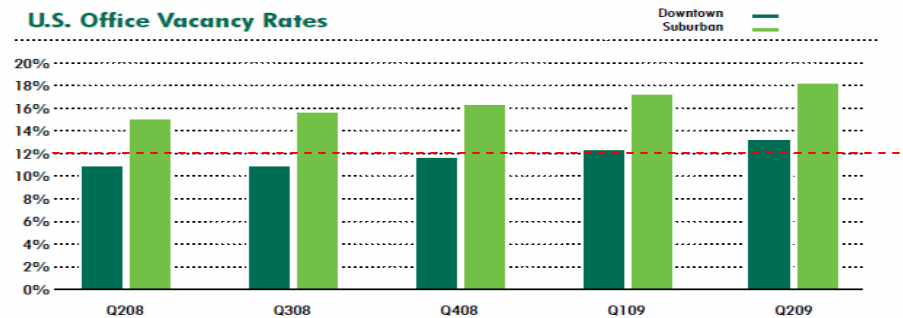
# Market Update – Non-Residential Construction

- Non res construction still in significant decline yoy
- Vacancy rates still rising - remain a concern

Non Residential Construction  
Square Foot  
(% Change yoy)



Office Vacancy Rates



# Capital Markets Day - Focus

## ➤ **Automotive Aftermarket**

- Why the auto aftermarket is attractive
- Overview of the market and geographies
- Products sold

## ➤ **Building Products – Green opportunities**

- Overview of strategy and growth opportunities
- Product range
- Case studies

## ➤ **Schrader Electronics - Tyre pressure monitoring**

- Product development
- Update on European market
- Other related opportunities

# Global Automotive Aftermarket

Jeff Brekke

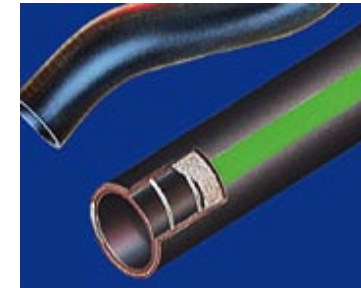
President



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# Agenda

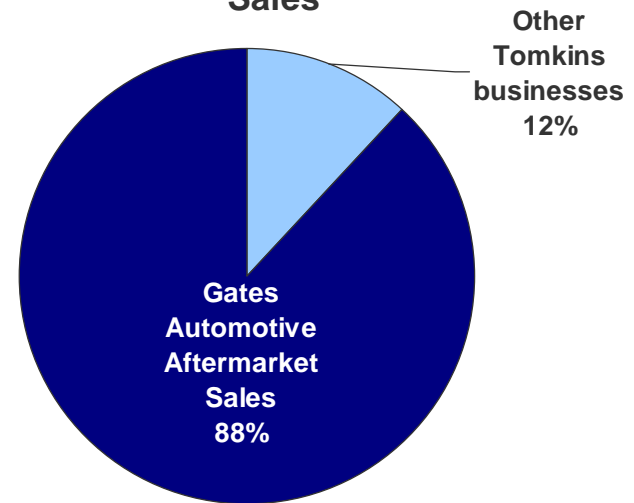
- Overview of Gates automotive aftermarket
- Market structure
- Gates' growth strategy
- Summary



# Gates Automotive Aftermarket Business

- **Over \$780 Million revenue**
  - 27% of Tomkins I & A Group
- **Double digit margins**
- **Market leader**
  - Strong brand
  - Largest independent sales force
  - Superior distribution network
  - Training and catalogue services

Tomkins Automotive Aftermarket Sales

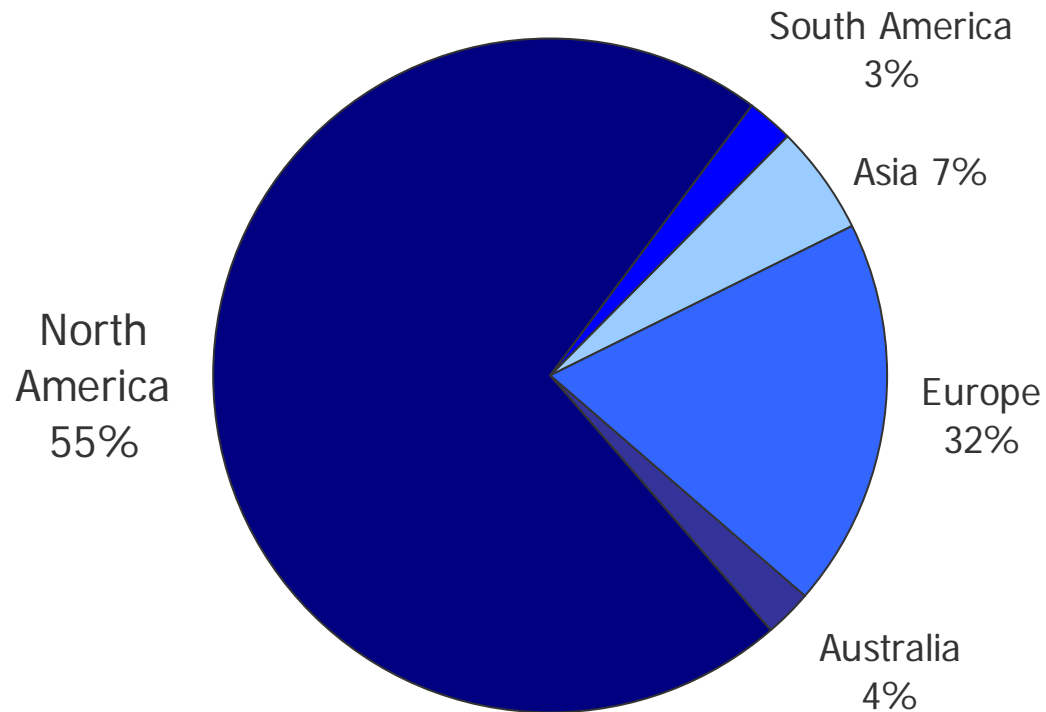


Gates delivers more than just the product

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# Gates Auto Aftermarket's Global Footprint

## Gates Automotive Aftermarket Sales



## Gates #1 Position....

- Leveraged AOE product development
- AOE - quality products
- # 1 distribution network
- Largest number of SKUs
  - Complete vehicle coverage
- Unparalleled training
- Cataloguing
- Largest sales force
- Customer relationships

## ....in an attractive market

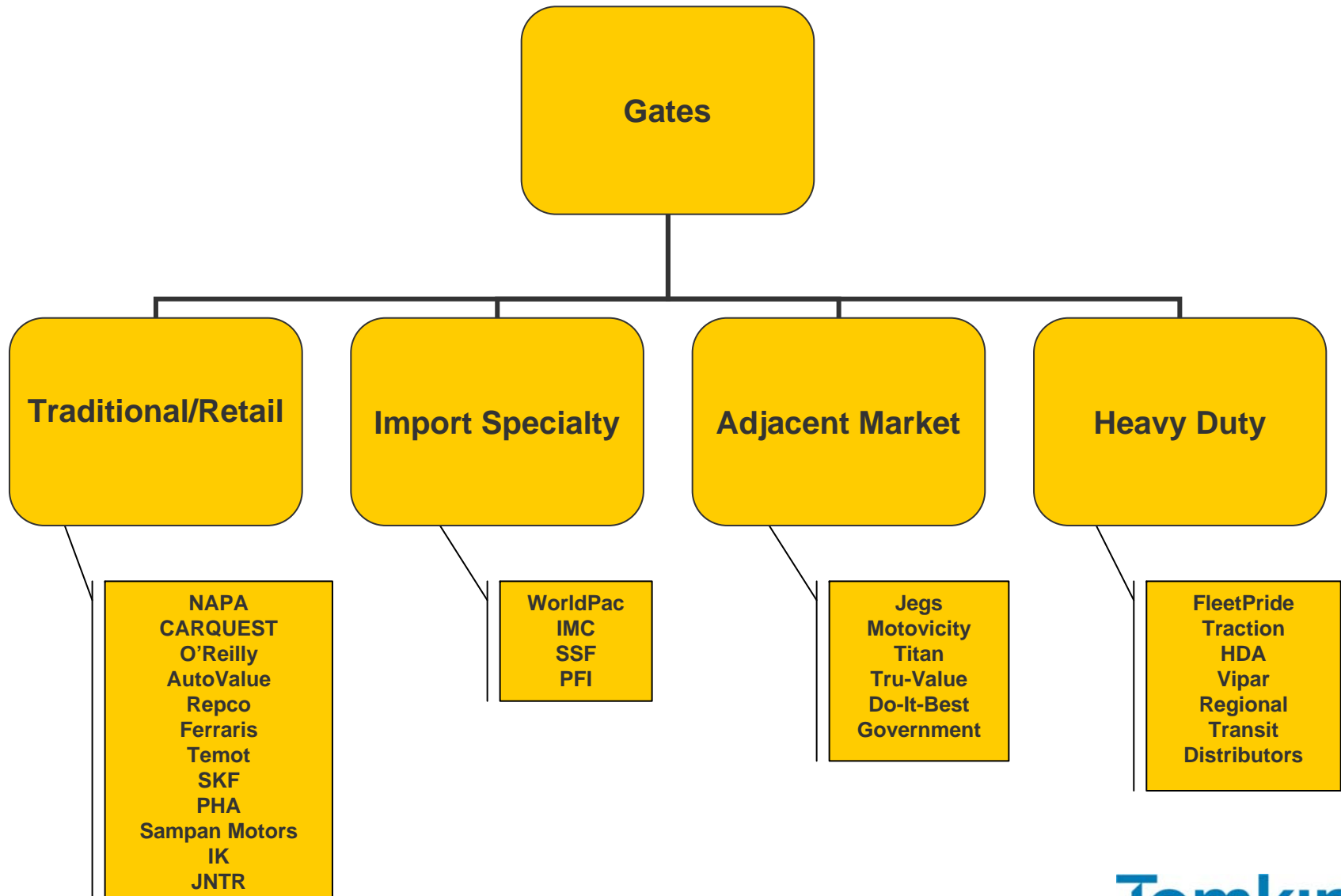
- Stable business – GDP +/-
- Strong international growth market
- Replacement market
- High margins
- Large global market – 850 M cars
- Ageing vehicle car park

**Growth platform for future**

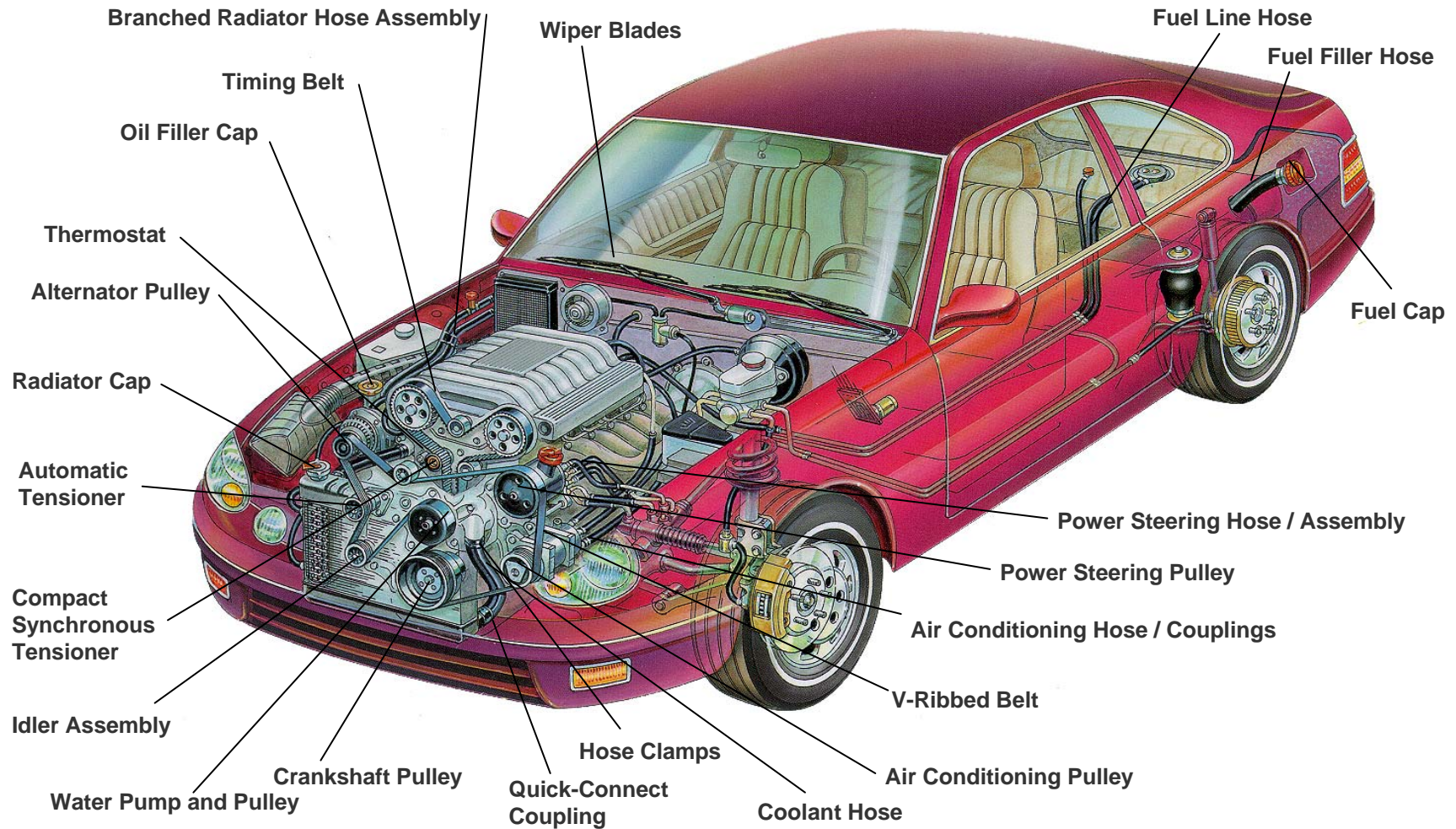
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# Gates' Channel Structure



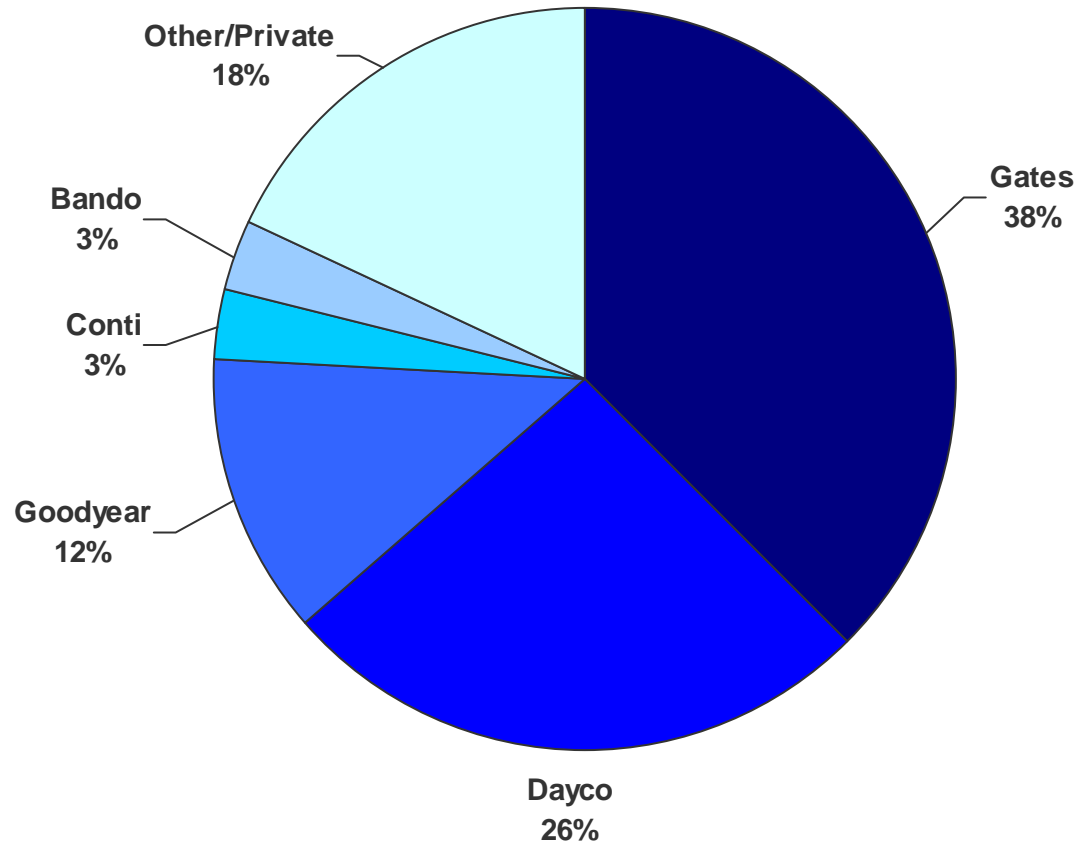
# Gates Automotive Aftermarket Product Portfolio



The only supplier of full PT and FP product range

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# Automotive Aftermarket Market Share – U.S.

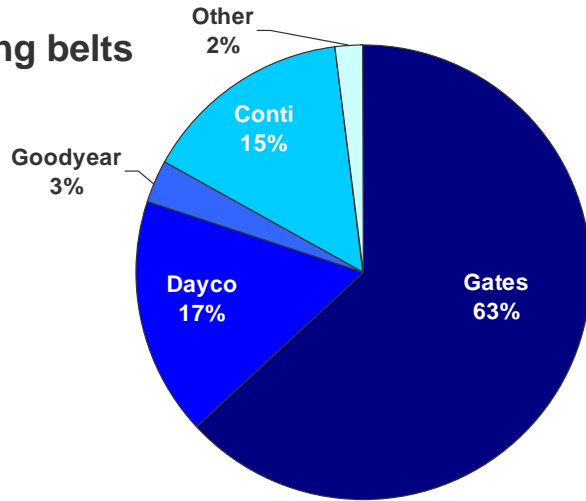


**Gates is #1 in US**

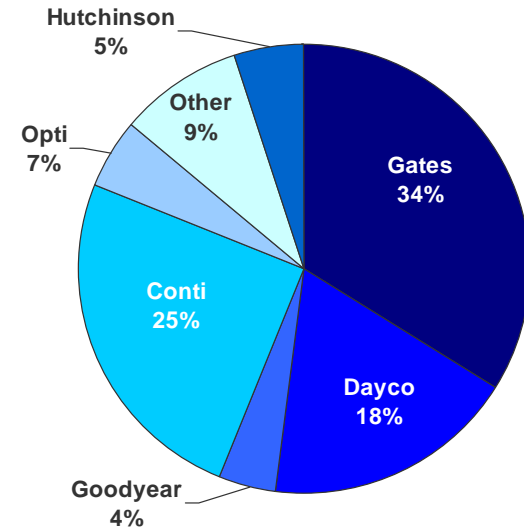
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# Automotive Aftermarket Market Share - Europe

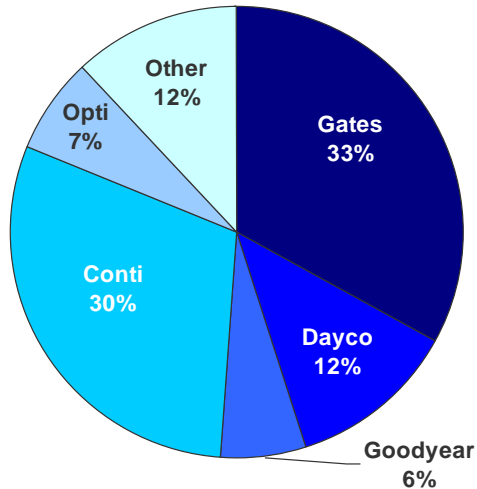
Timing belts



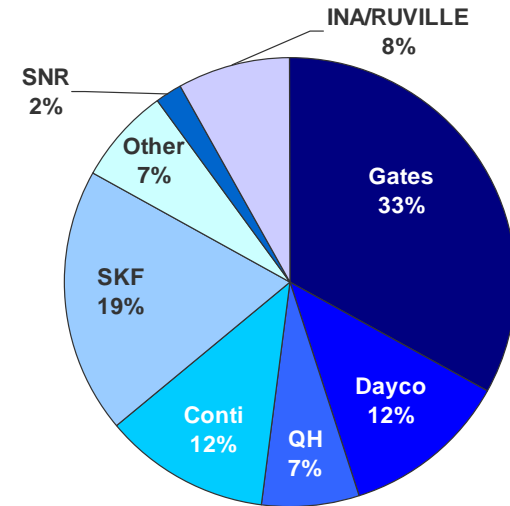
Micro-V®



V-Belts



Kits



**Gates is #1 in Europe**

**Tomkins**

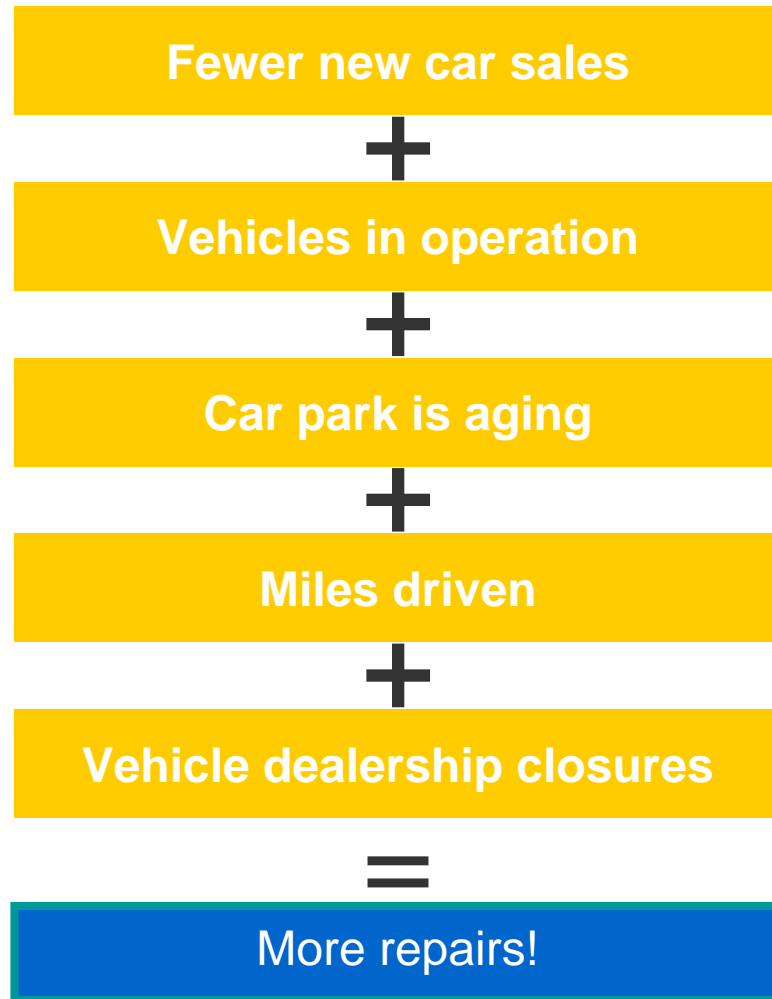
# Our Customers - Industry Leaders

- Supply 3 of the 5 largest aftermarket distributors in the US
- Strong customer relationships globally (traditional and retail)
  - Pull-through selling
  - Training at all levels of distribution
  - Product merchandising
  - Product application knowledge
  - Award-winning catalogues
  - Supply chain expertise
- Continued success with competitive conversions



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# Automotive Aftermarket Trends



# Attractive Global Growth Rates

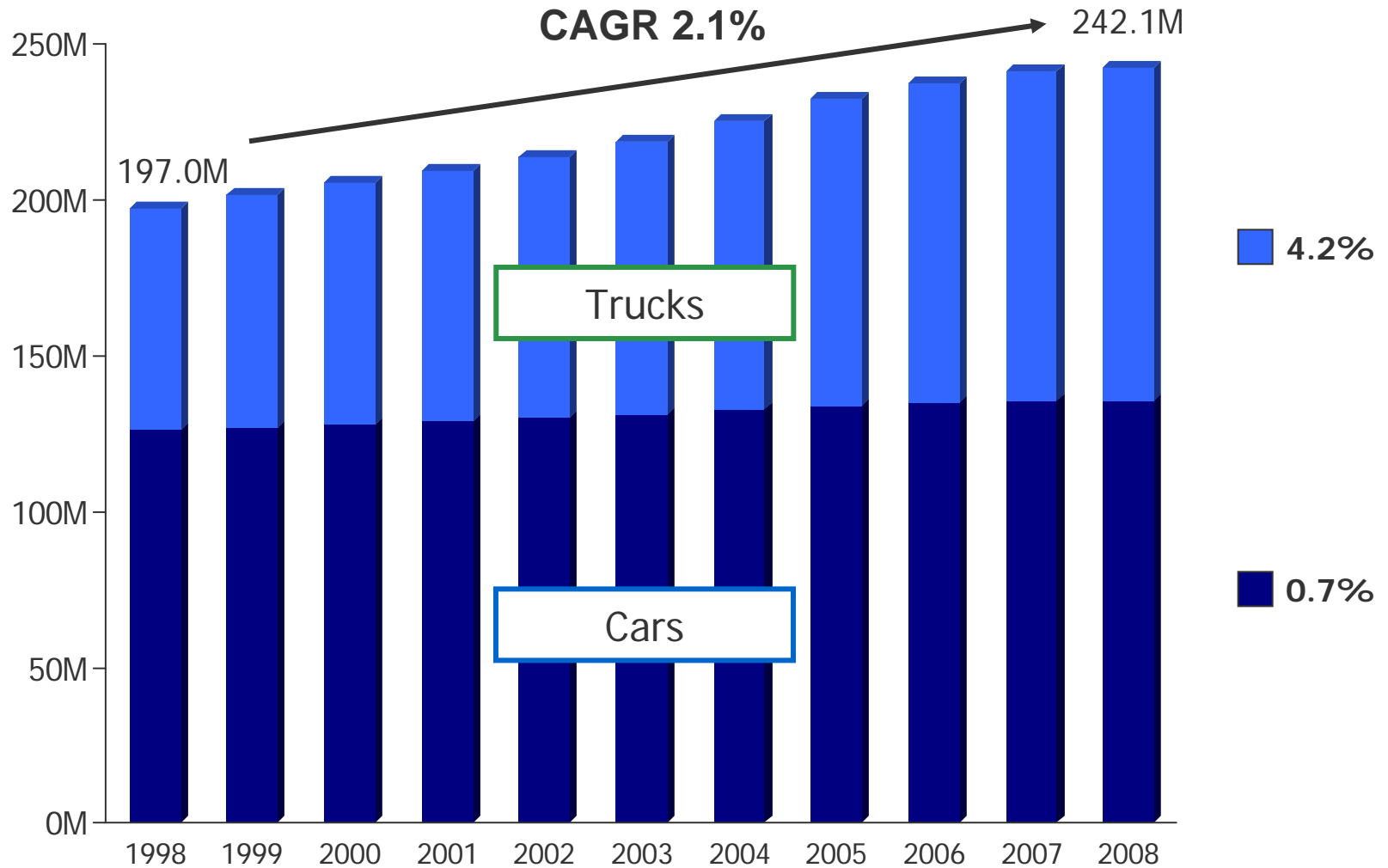


Growth Rate Source: Freedonia Group "World Automotive Aftermarket to 2007"

**Global growth platform**

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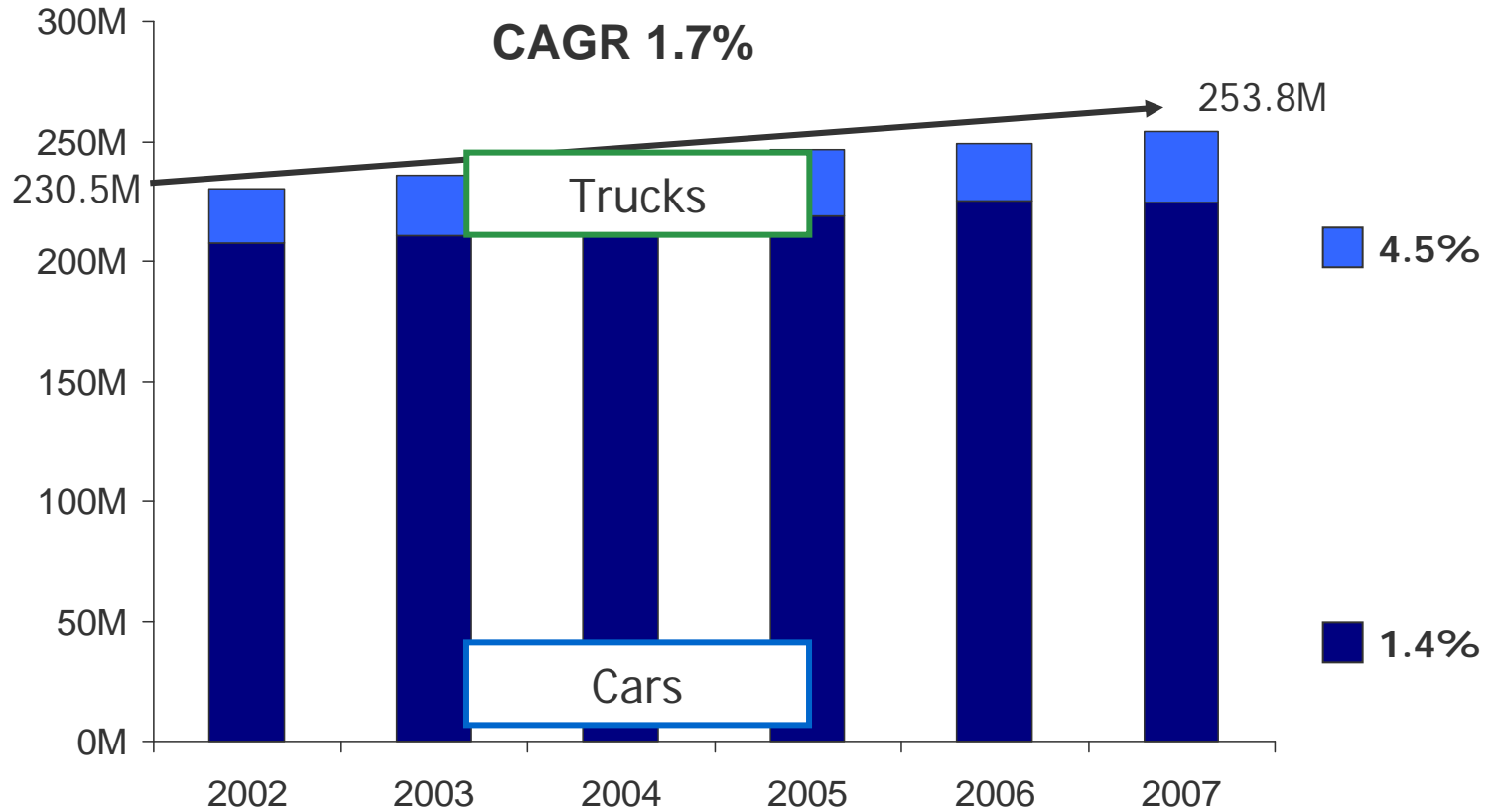
# US Car Park Increasing



Source: AAIA 2010 Digital Aftermarket FactBook



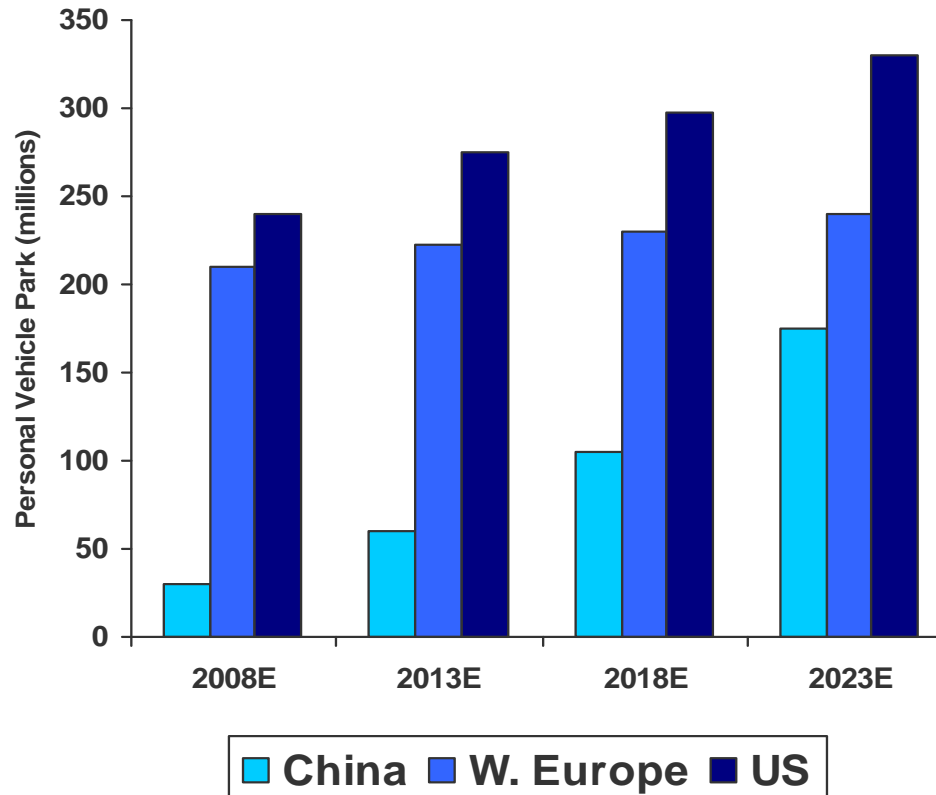
# European Car Park Increasing



Source: AIA 2010 Digital Aftermarket FactBook

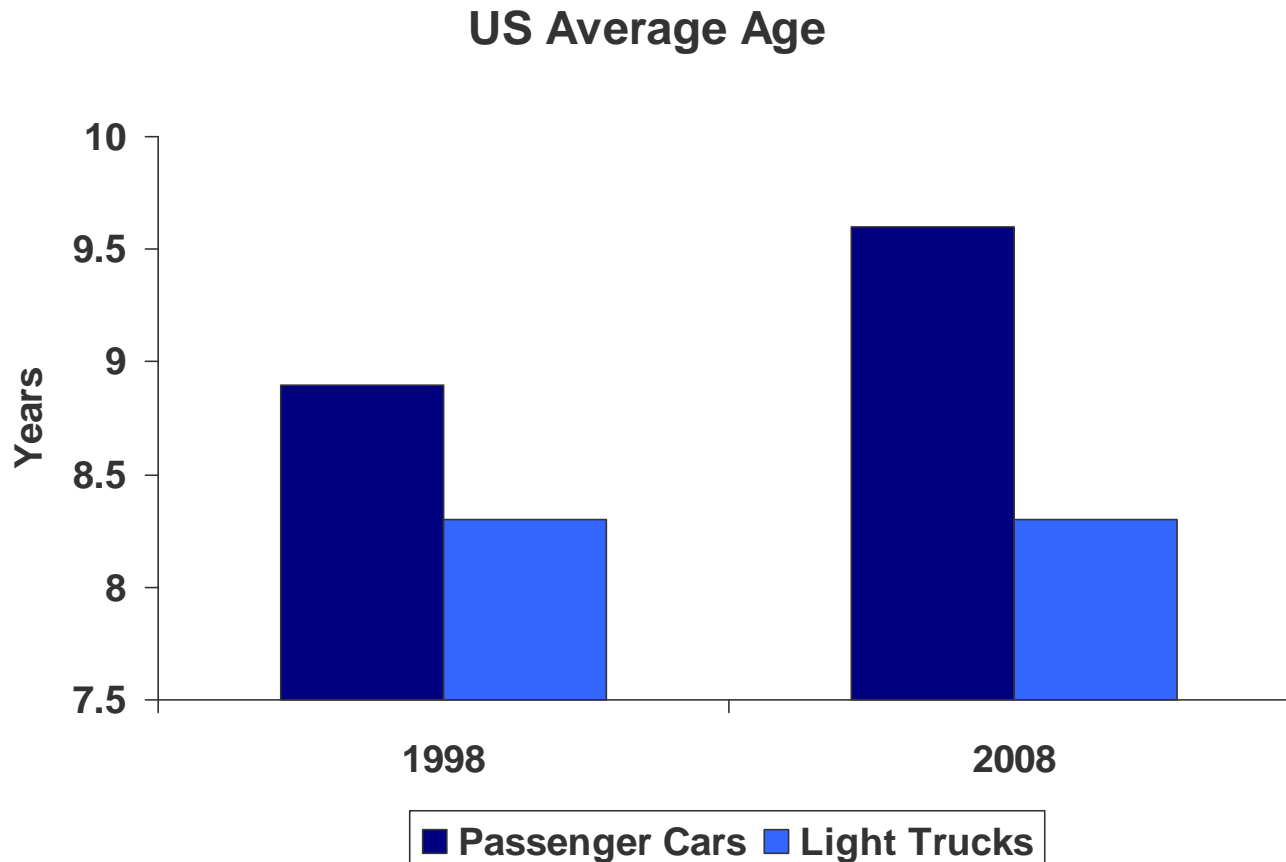
# Car Park – Emerging Markets Provide Strong Growth Potential

China car park: 100 million units by 2018



2018 China car park ~ 40% of W Europe

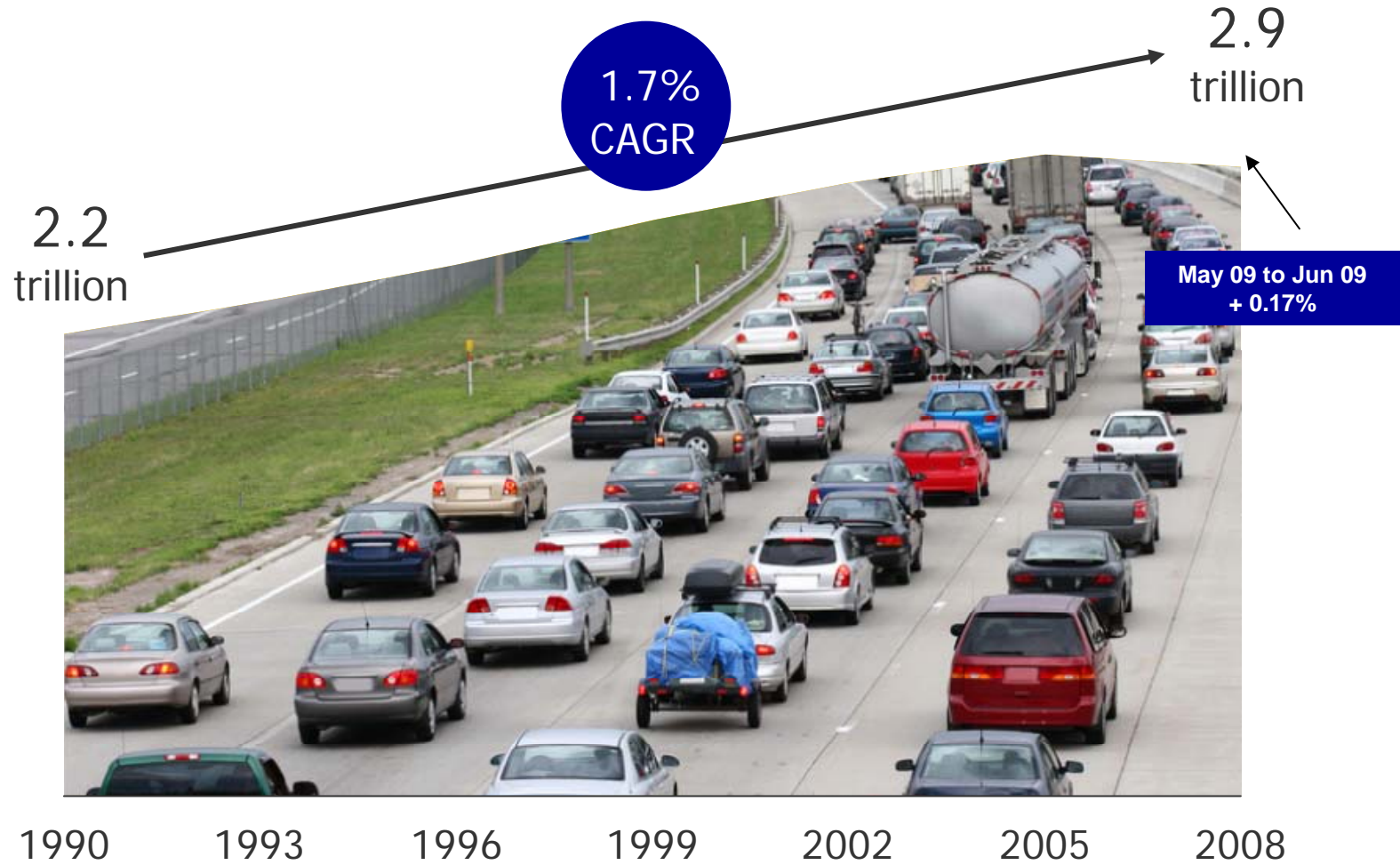
# Vehicle Population Continues to Age



As cars age wear and tear on parts increases

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# Annual Miles Driven - US



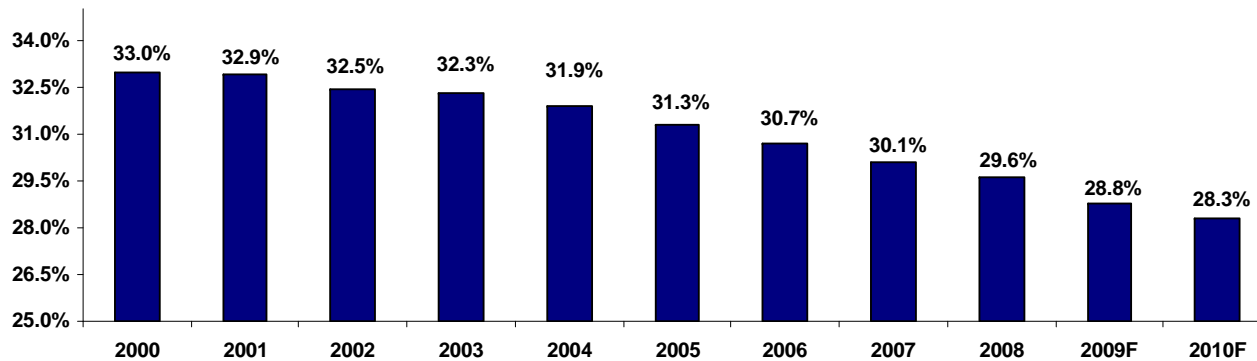
Source: AASA 2009-2010 Automotive Aftermarket Status Report per US Department of Transportation

# US Vehicle Dealerships - Closing

- Customers transferred from dealerships to traditional aftermarket
- 2008 Total closures: 1,008
- 2009 YTD dealership closures: 1,101
  - 2009 forecast: 3,000
- NAPA and CARQUEST: 125 conversions



Dealerships' Share of Automotive Aftermarket Sales, 2000-2010



# Unperformed Maintenance

Stable underlying demand for repairs

- Fuel prices
- Vehicle miles traveled
- Vehicles in use
- State of the economy
- Average age of vehicles
- Recommended service intervals



**“20% of vehicles require new belt” AAIA**

Source: AASA

**From \$55bn in 2008 to \$50bn in 2009**

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# Cash for Clunkers

## ➤ US

- 690,000 vehicles sold under the cash for clunkers programme
- Only 0.2% of car park
- ~ 2.7 million fewer vehicles sold this year
- Consumers retaining vehicles

## ➤ Europe

- Aggressive scrappage scheme in W. Europe:
  - Germany, France, Italy, UK, Spain
- W. Europe sales up 8% in August, down 7% ytd

European car registrations - August	Ytd	Month
Germany	+ 27 %	+ 28 %
France	+ 1 %	+ 7 %
Italy	- 7 %	+ 9 %
UK	- 22 %	+ 6 %
Spain	- 22 %	0 %

**Minor impact on the aftermarket in US**

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# Gates' Aftermarket Strategy



3. Grow through alliances

2. New end markets

1. Optimize the base



# Optimize the Base: New Products

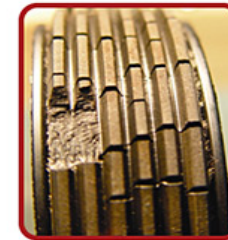
## ➤ Product Leadership

- Belt wear message
  - Identify different failure modes
  - Inspect and replace belts at regular intervals
  - Global roll out
  - Tensioners and curved hose for 2010

## Belt Wear Video



*Belt wear after 100,000 miles*



NEOPRENE



EPDM

- Barricade Hose
  - Environmentally friendly
  - Five-layer Greenshield™
  - Low permeation
  - Approved for all fuels



**BARRICADE™**  
LOW PERMEATION FUEL LINE HOSE

# Optimize the Base: New Products

## ➤ Product Leadership

### ➤ Solution Kits

- Designed to solve known problems
- Identified 22 kits
- Primarily import applications



### ➤ Timing Component Kits

- Shifting preference from belt only to kits
- 50% growth
- Higher dollar content
- Industries largest application coverage
- Leverage European success



### ➤ Extensive Customer Training

- Web-based courses
- Vocational training programs
- Customer webinars



# Optimize the Base: Customers - NA

## ➤ O'Reilly

- Awarded new business at CSK acquisition
- Annual revenue ~ \$20 - \$25 Million
- Converting 1,350 stores
- Provides completion of western U.S. footprint



## ➤ CARQUEST

- Secured new business from competition
  - Timing belts and Timing Component Kits
- Annual revenue ~ \$6 Million
- 100% provider for all power transmission products



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# Optimize the Base: Customers - ROW

## ➤ Schaeffler - Conti

- Synchronous belts
- Supply products they do not manufacture
- Annual revenue ~ EUR1 Million

SCHAEFFLER GROUP

## ➤ Eastern European New Distribution

- Russia, Ukraine, Croatia, Bulgaria
- Annual revenue ~ EUR1 Million



## ➤ Asian New Distribution

- India, China
- Annual revenue ~ \$1 Million



## ➤ Repco

- Selected as supplier for all Micro-V™ Belts
- Annual revenue ~ \$4 million
- Includes both Australian and New Zealand markets



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# New End Markets: Import Vehicles

## Import Market

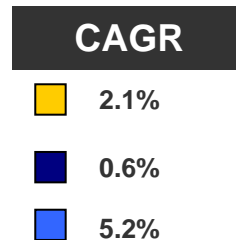
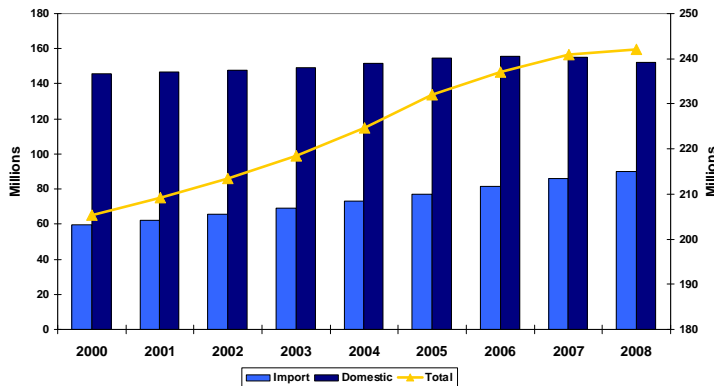
- Comprises 40% of total vehicles on the road

## Sales and Marketing Actions

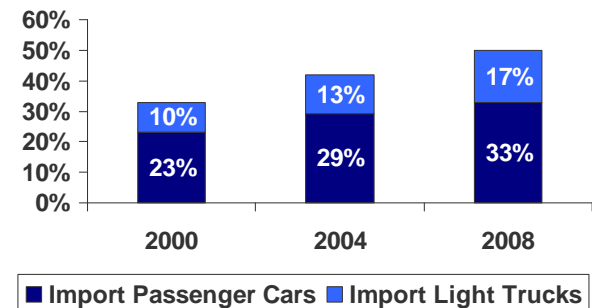
- Specialized import market sales force
- Created market specific collateral
- OE Fit-Form-Function product strategy
- Import based packaging



U.S. Light Vehicle Registrations - Import vs Domestic  
(Scale for Total on Right Axis)



Percent of New Vehicle Sales



Source: R.L. Polk and proprietary market research

# New End Markets: Geographies

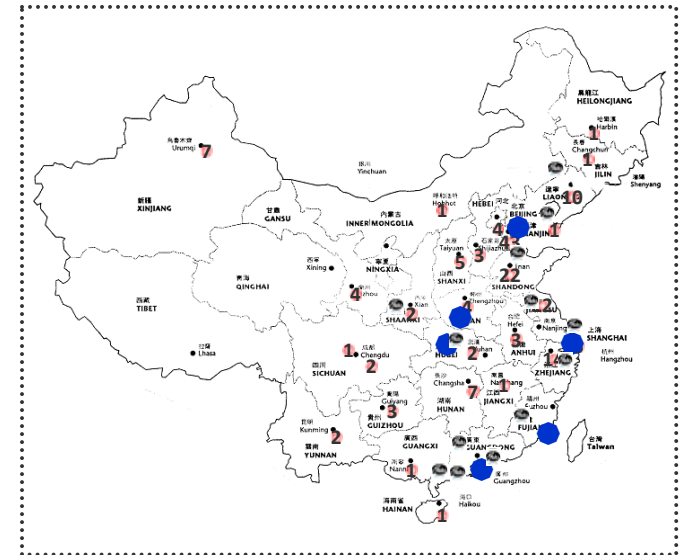
## ➤ New expansion opportunities

### ➤ Russia, Eastern Europe, Mediterranean

- Proliferation – previously closed, now opening to global platforms
- New Moscow based distribution center

### ➤ India, China

- 28 Authorized Automotive Distributors
- Over 138 retail stores across the country
- GU Trading



## ➤ Gates value proposition

- Strong field support
- Technical and marketing expertise
- Superior application coverage – domestic and non-domestic
- One-stop shop concept
- Selective distribution

**Build on proven strategy**

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# Growth Through Alliances

## ➤ New Product additions

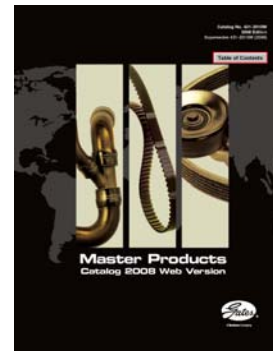
- Outsourced products
  - Decoupler pulleys
  - Synchronous components

## ➤ Existing product line extension

- SKUs added last year = 2,757
- SKUs YTD = 860

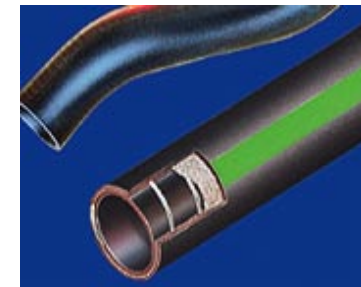
## ➤ Multiple alliance arrangements

- Strategic alliance
- Joint venture – Gates Winhere
- Acquisition



# Summary

- **Building on a solid base**
  - Strong brands and customer relationships
  - Driving margin through value-added services
    - Gates sells more than just the product
  - Less sensitive to price increases
- **Aligned with industry leaders**
  - #1 or #2 in most markets
- **Well-positioned in served markets**
- **Driving growth through:**
  - Innovative products
  - New end markets and geographies
  - New alliances



The World's most trusted name in belts, hose & hydraulics

Tomkins





# Tomkins Building Products - Green Buildings

Tom Edwards

President, Ruskin Company



***RUSKIN***

**Tomkins**

## Overview

- **Green Buildings – Energy and Emissions**
- **Green Building Councils and Standards**
- **Expected Spend on Green Buildings**
- **Tomkins BPD Products – Cases Studies**
- **Tour of a Green Building – Our Products**



# Impact of Buildings - Energy

## IMPACTS OF U.S. BUILDINGS ON RESOURCES

**40%** primary energy use\*

**72%** electricity consumption\*

**39%** CO<sub>2</sub> emissions\*

**13.6%** potable water consumption\*\*

➤ *Globally Buildings use 1/3 of the World's energy*

*HVAC Consumes 1/2 of a Building's energy*

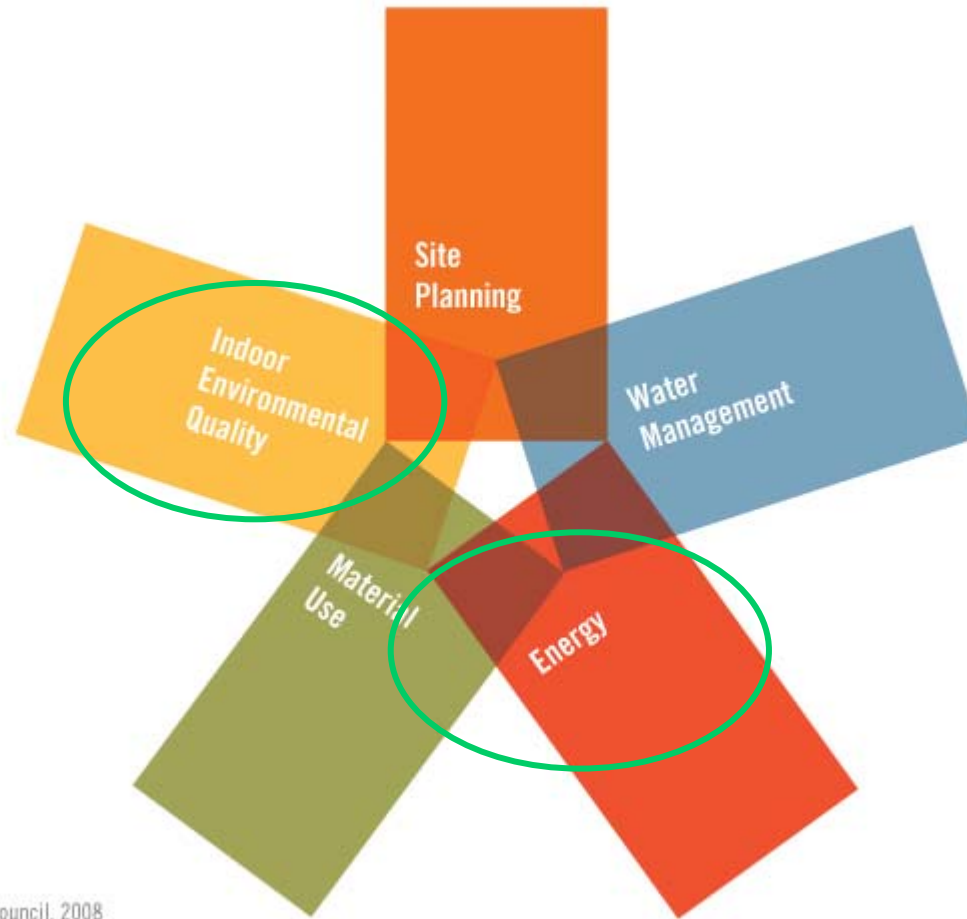
*Airside is 1/2 of HVAC Energy Consumption*

Sources:

\*Environmental Information Administration (2008). EIA Annual Energy Outlook.

\*\* U.S. Geological Survey (2000). 2000 data.

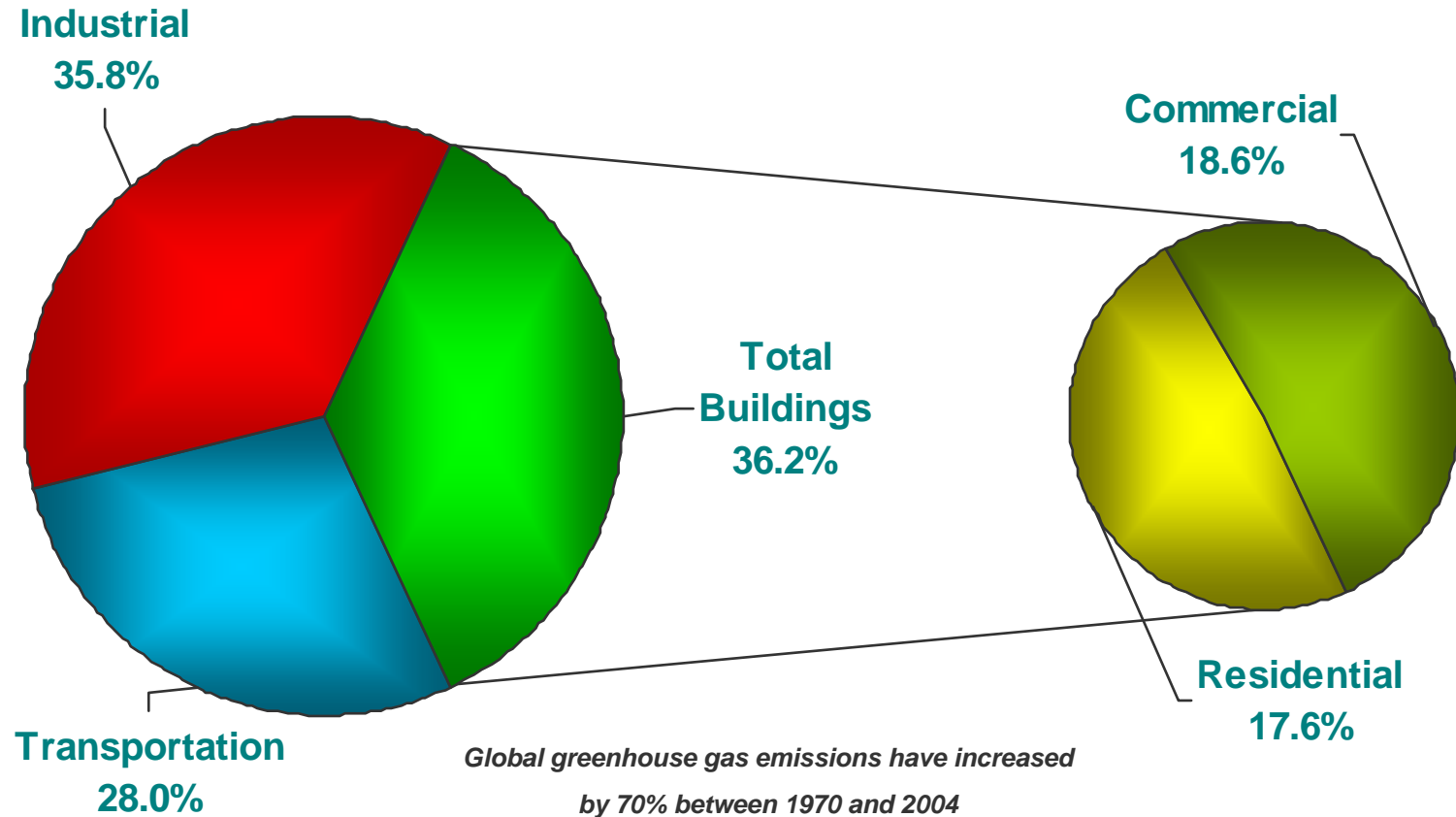
# What is A Green Building?



© U.S. Green Building Council, 2008

# Carbon Intensity

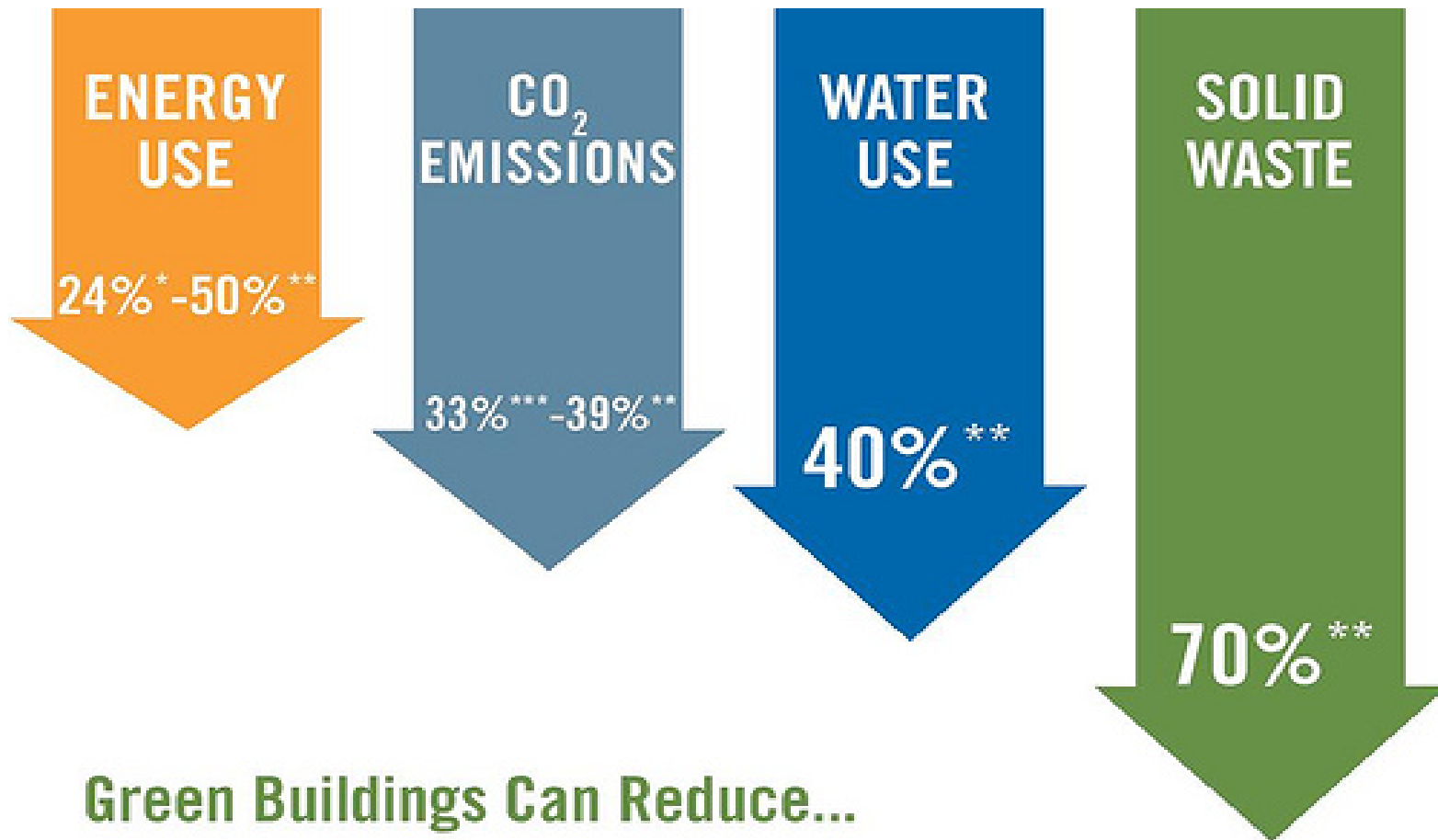
## Greenhouse Gas Emissions by Sector



Source: U.S. Energy Information Administration

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# Impact of Green on Buildings





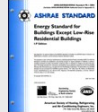




**Green Buildings Can Reduce...**

\* Turner, G. & Frankel, M. (2008). Energy performance of LEED for New Construction buildings: Final report.

\*\* Kats, G. (2003). The Costs and Financial Benefits of Green Building: A Report to California's Sustainable Building Task Force.

\*\*\* GSA Public Buildings Service (2006). Assessing green building performance: A post occupancy evaluation of 12 GSA buildings.

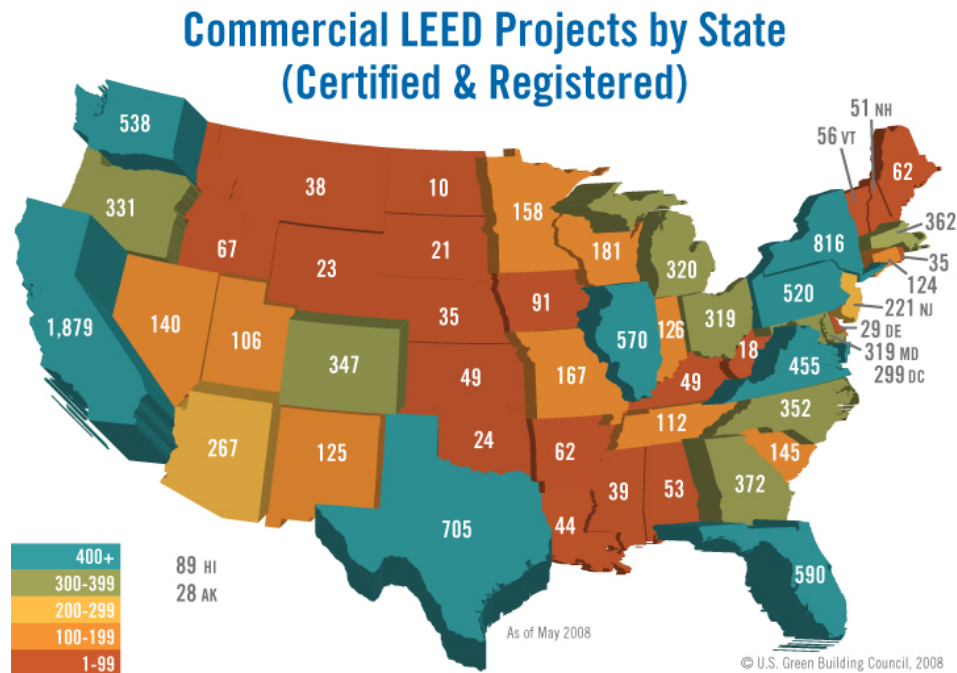
# Market Drivers – Green Construction

Program/Institution	Impact	Influence	
LEED	Voluntary Standard – Promotes Sustainability	Global	
Building Codes	Required Minimum Energy Requirements	USA – Mostly	
ASHRAE 90	Minimum Energy Standard in Code -	USA – Mostly	
Energy Star	Voluntary Energy Scorecard for Buildings and Equipment	USA – Mostly	
World Green Building Councils	International forum on sustainability	Global	
AIA 2030 Challenge	Reduce Fossil Fuel GHG 10% every 5 years - Carbon "Neutral" in 2030	Global	
ASHRAE 189P	New Green Building Standard – 30% better than 90.1	USA - Mostly	



# Green Building Growth - US

- LEED was 6% of new commercial construction in 2008
- 15% estimated in 2015
- There are LEED projects in all 50 states and 91 countries



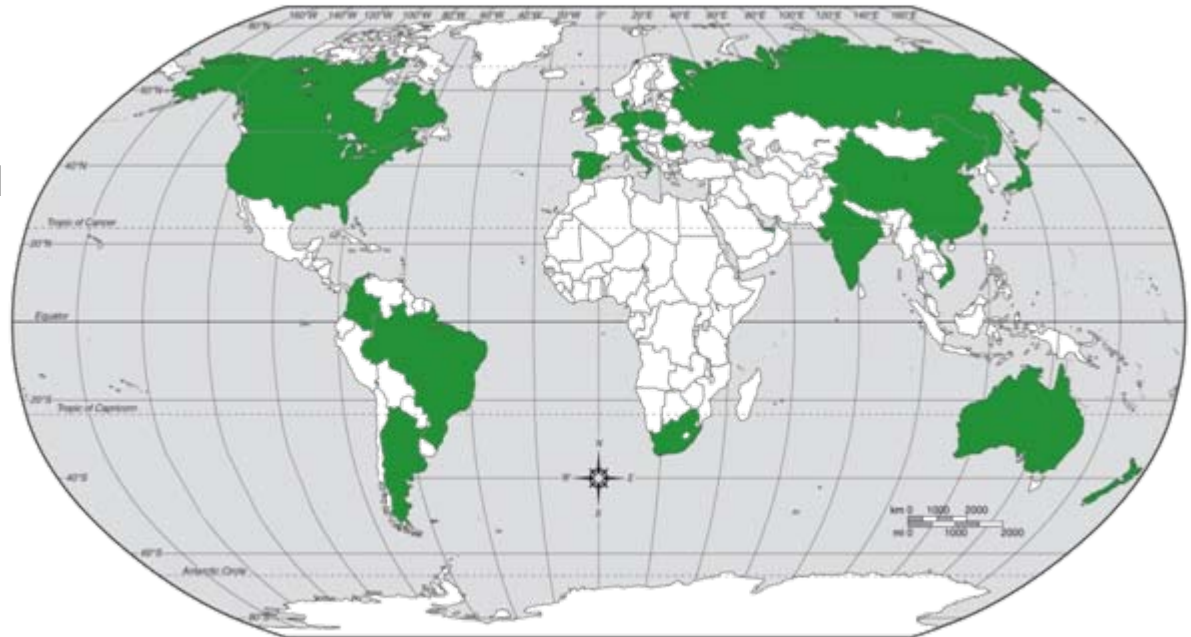
# International Green Building Councils

## ➤ Newly established

- Argentina
- Brazil
- Germany
- India
- New Zealand
- South Africa
- Taiwan
- China

## ➤ Emerging

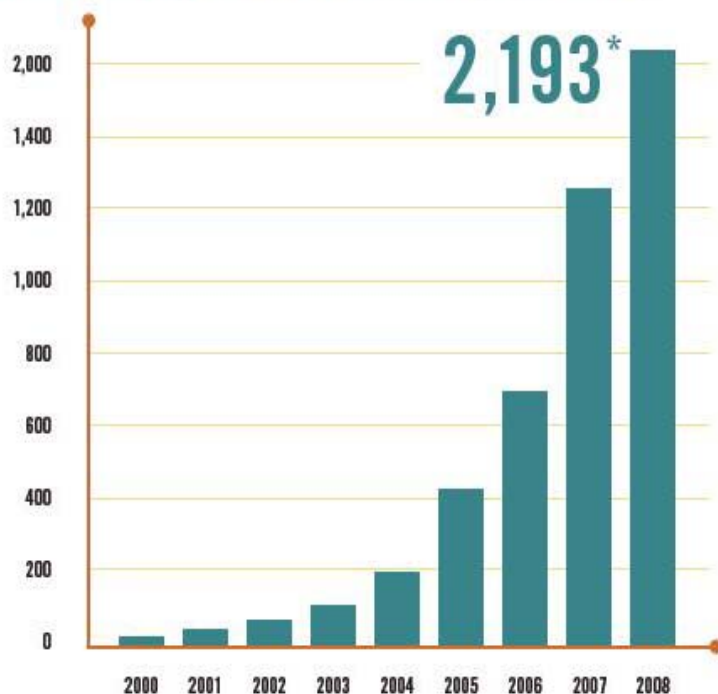
- Colombia
- Dutch
- Italy
- Poland
- Romania
- Spain
- Vietnam



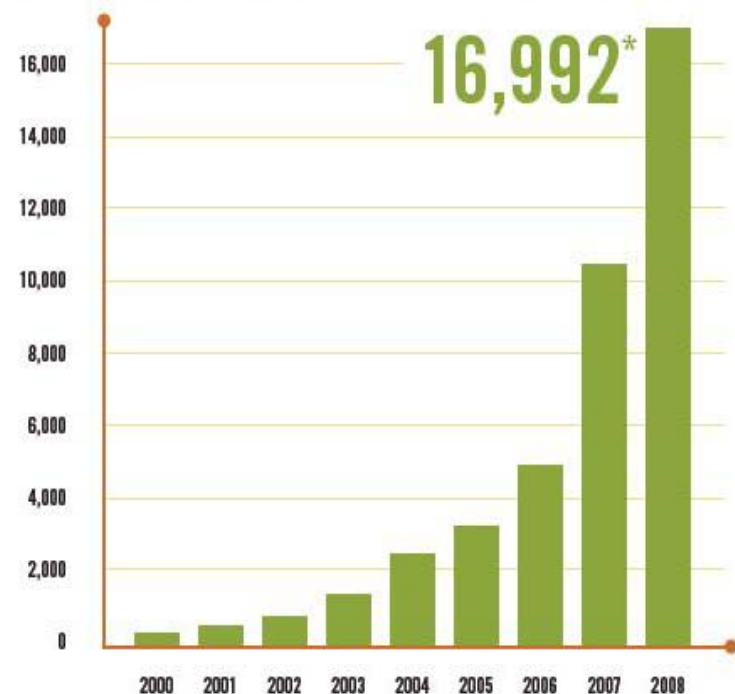
# Exponential Growth of LEED

➤ Significant growth in LEED from small starting base

COMMERCIAL LEED CERTIFIED PROJECTS (CUMULATIVE)



COMMERCIAL LEED REGISTERED PROJECTS (CUMULATIVE)



# Projected Green Building Market Value

## Projected Green Building Market Value

	2006	2010
<b>Projection U.S. Market</b>	\$12 billion (new) \$130 billion (renovation)	\$30-\$60 billion (new) \$240 billion (renovation)
<b>Commercial &amp; Institutional</b>	\$4 billion	\$10-\$20 billion
<b>Residential</b>	\$8 billion	\$20-\$40 billion

Source: McGraw-Hill Construction 2007

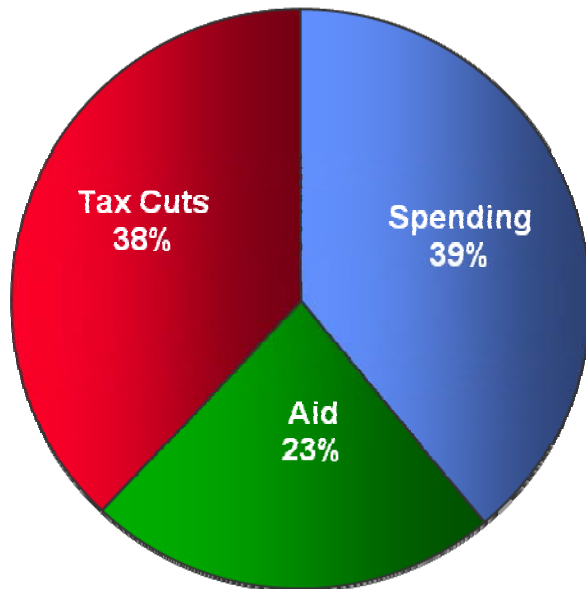
McGraw-Hill in "2009 Green Outlook" stated \$49 Billion this year and \$150 Billion in New Construction by 2013.

# US Stimulus Plan Promoting Green

**Objective:** Create or save 3.5M jobs over the next two years and transform the U.S. economy to compete in the 21<sup>st</sup> century with focus on Energy Independence and Green jobs

## Breakdown of Spend

Total - \$787 billion



## Summary

- **\$463B** in spending for transportation and infrastructure upgrades and construction, health care programs, education assistance, housing assistance and energy efficiency upgrades.
- **\$326B** in personal and business tax breaks and tax provisions affecting payments to the states.
- President Obama's original goal was to spend at least **75% of the package in the first 18 months** following passage.

# Green Building Case Studies – Ruskin and Titus

- **Empire State Building**
- **King Abdullah University Science & Technology**
- **National Rail Car**
- **USGBC Headquarters**
- **Target Stores**

# High Profile Green - Empire State Building

- **\$4.4M in annual energy cost savings**
- **Upgrading windows and insulation**
- **Upgrading the building's HVAC system**
  - Demand Control Ventilation
  - VAV Fans
  - New dampers/economizers
- **BAS energy management**
- **Lighting management**
- **50% to be complete by end of 2010**



# High Profile Green – KAUST Saudi Arabia

- **\$2.7 Billion Project - King Abdullah University of Science and Technology in Saudi Arabia**
- **Applied for LEED certification**
- **High Efficiency custom air handling units**
- **\$1.5M to Tomkins**
  - Low leak control dampers,
  - AMS050 air measuring stations for ventilation control
  - Pull-thru of Ruskin Smoke Dampers





# High Profile Green – National Rail Car

## National Alabama Rail Car Manufacturing Facility



I would like to learn more  
about this project >

Owner: National Alabama Corporation  
Location: Muscle Shoals, Alabama  
Market: General Manufacturing  
Service: Walbridge Equipment Installation

Size: 2,100,000 sq. ft.  
Region: Southeast  
Design Partner: Albert Kahn  
Associates

### Overview:

Walbridge, with joint venture partner Yates Construction, was the construction manager for a new 2.1 million square-foot rail car manufacturing facility in Muscle Shoals, Alabama. Located on a 640-acre site, the facility will be approximately 400 feet wide by 4,000 feet long. The site has a 250-car rail yard for holding and a ½ mile siding along the Norfolk-Southern trunk line. When fully operational, the plant will produce between 8,000 and 10,000 railcars a year.

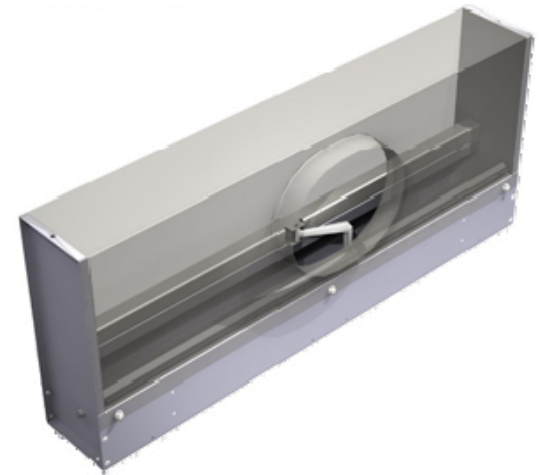
The manufacturing process comprises CNC plasma steel cutting, CNC rolling, CNC machining equipment, CNC presses, robot welding, automatic welding, semi-automatic hand welding, assembly and paint finishing.

The manufacturing infrastructure includes distribution from central locations for argon, nitrogen, CO2, oxygen, large quantities compressed air, and electrical distribution for welding and fabrication equipment.

- 🍀 Over 3000 Louver and Damper Assemblies specially designed for the job.
- 🍀 2008 project worth \$1.6M

# High Profile Green – USGBC Headquarters

- Building design puts the USBC's ideas and ideals into action
- Renovated 1970's building
- LEED-CI Platinum
- OMNI in the core for exceptional turndown
- DynaFuser used to save energy on perimeter heating ML-TZ and Flowbar for architectural look
- Low leak dampers and economizers



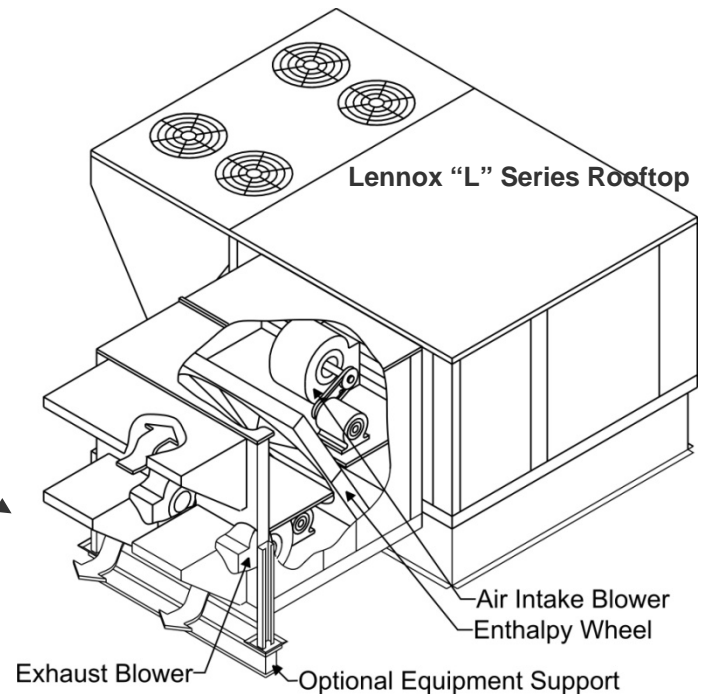
**Tomkins**

# High Profile Green – Stores

- Unitized ERV's For Lennox
- Multiple Test Stores Completed
  - Achieving over 25% in energy savings/unit
  - Humidity Control
- Implications Beyond Target

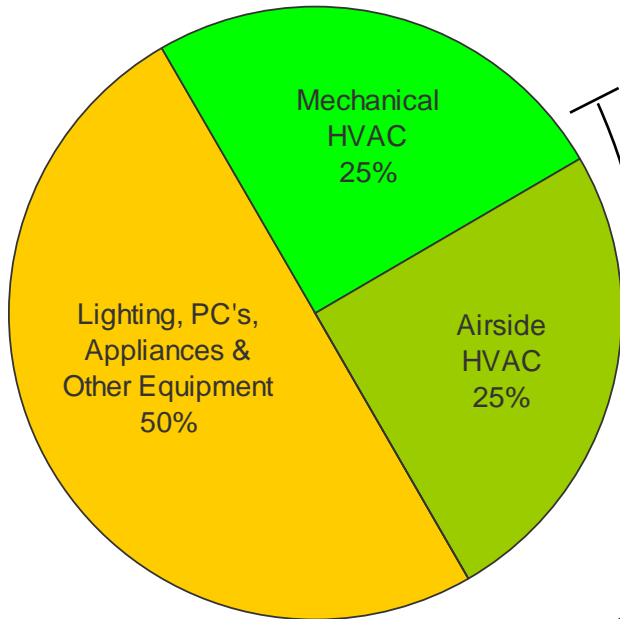


R36 ERV From RRS



# Tomkins BPD LEEDing the Green Market

## Building Energy Consumption



Tomkins Savings Impact 20-50%

Energy Reducing ERVs

Energy Efficient Fans

Low Leakage Dampers & Outside Economizers

Low Leakage Ductwork

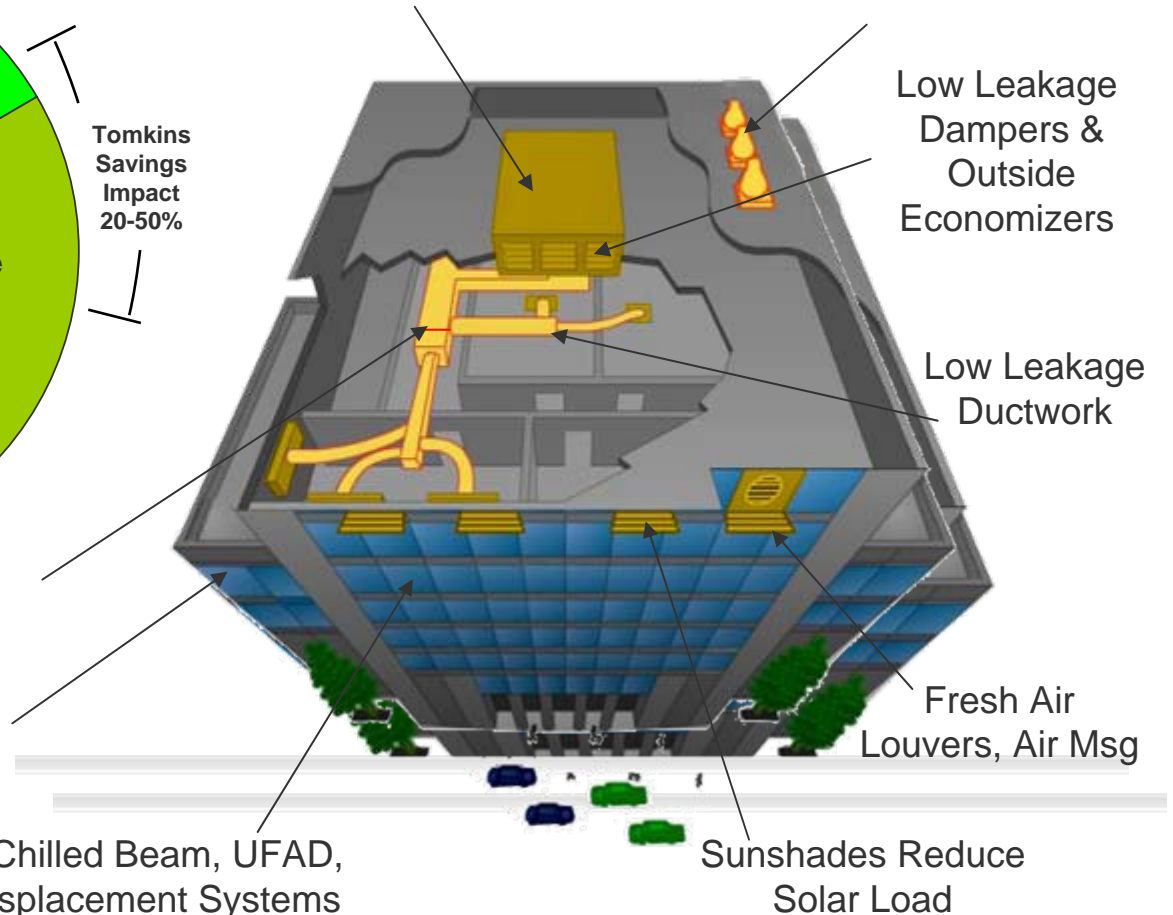
Energy Efficient VAV Boxes

Energy Saving Diffusers

Green Chilled Beam, UFAD, and Displacement Systems

Fresh Air Louvers, Air Mng

Sunshades Reduce Solar Load



# Tour of a BPD Green Building

## ▶ Variable Air Volume Terminals

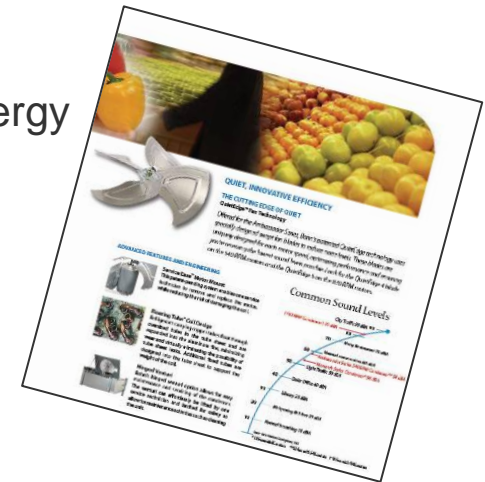
- ▶ Controls airflow at every zone
- ▶ Reduces fan energy required in less occupied zones
- ▶ ECM motors reduce energy usage
- ▶ Increases BOM 20-30%



# Tour of a BPD Green Building

## ➤ High Efficiency Fans

- Fans in the HVAC system are major users of energy
- Upgrading fan systems for existing buildings
- New Lau Plenum fan reduces Energy by 15%
- Proper Selection for greater efficiency
- Increases BOM 10-60%



# Tour of a BPD Green Building

## ➤ VAV Diffuser

- Lower pressure
- Thermally powered require no electrical energy

## ➤ DynaFuser

- Directs perimeter air for both heating and cooling
- Eliminates wasted energy during heating
  - Up to 40% energy savings

## ➤ Increases BOM 10-40%

- Influences pull-thru of other products



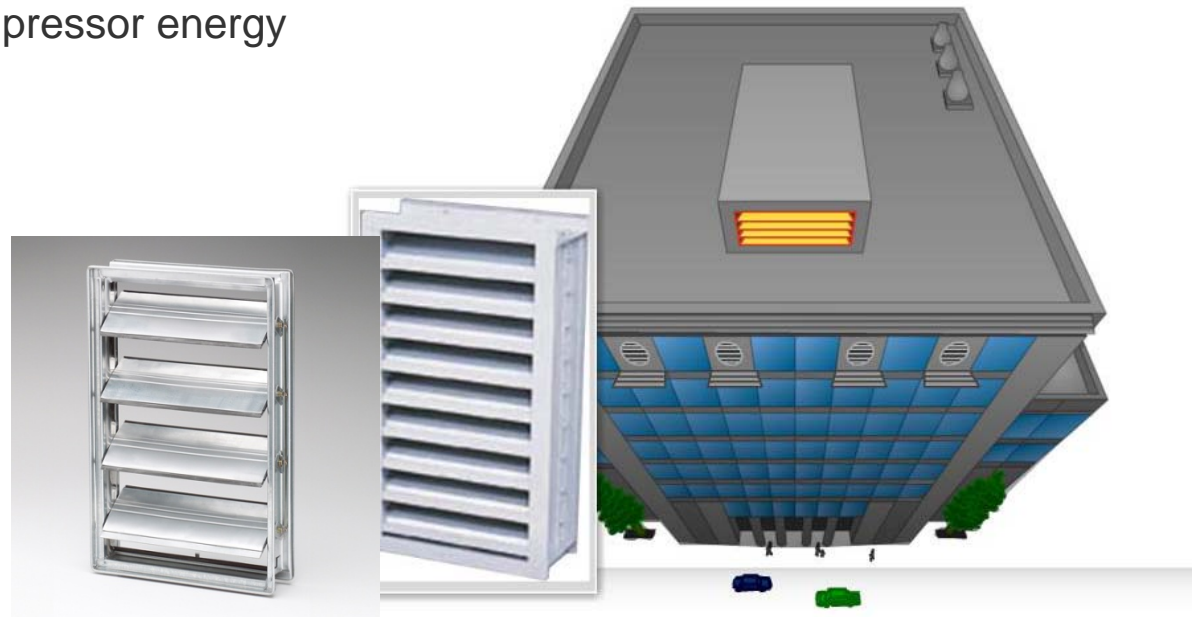
# Tour of a BPD Green Building

## ➤ Outside Air Control Dampers

- Low leak dampers retain energy in the building
- Increases BOM by 10%

## ➤ Economizers

- Provides “free cooling”
- Saves compressor energy

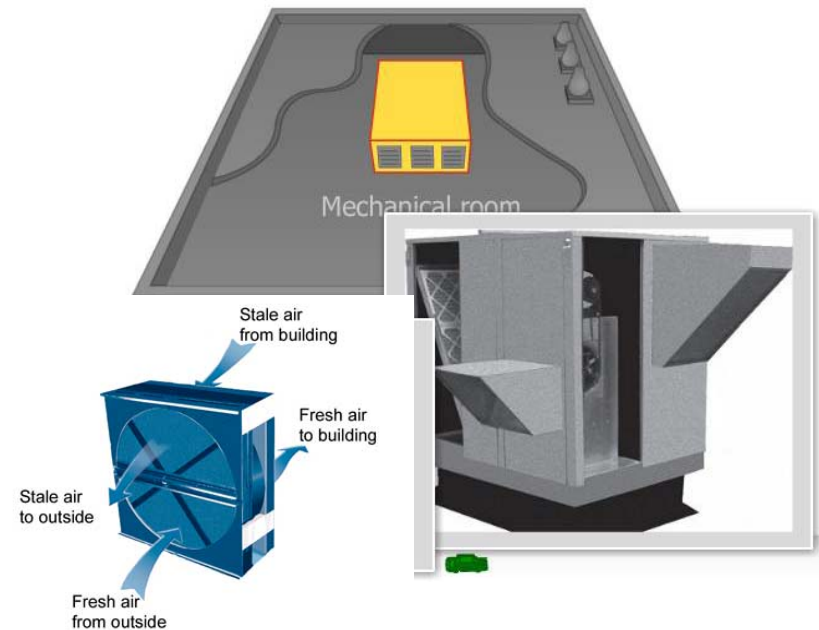




# Tour of a BPD Green Building

## ➤ Energy Recovery Ventilators

- Lowers cooling and heating loads
- Mitigates outside air temperature differential
- Reduces the size required for the air conditioner
- 60-80% reclaim of exhaust energy



# Tour of a BPD Green Building

## ➤ Wind-driven Rain Resistant Louvers

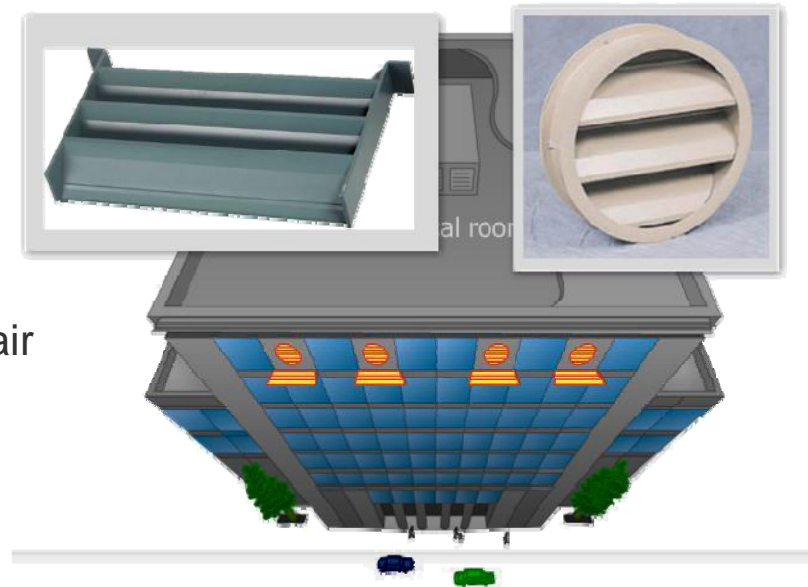
- Lower pressure drop
- Less rain/mold
- Increases BOM 50%

## ➤ Outside Air Measuring Stations

- Brings in the required amount of air
- New Green Segment

## ➤ Sun Shades

- Reduces solar heat gain through glass
- Lowers cooling load
- New Green Segment



# Tomkins BPD Action Summary

- **Promote Green Industry Standards**
- **Continue to promote our Green Product Portfolio**
- **Train and Educate Customer Base**
- **Continue to Build and Develop**
  - **New Product Segments**
  - **Additional Green Promotional Tools**
- **Benefit =**
  - **Additional Tomkins' BPD Product Pull-thru**
  - **Mitigate Short-term Building Construction downturn**
  - **Long Term - Ride the "Green wave" up with the market**

**The Green leader in Air Quality**

**Tomkins**

# Schrader Electronics

Stephen McClelland

President



# Agenda

- Overview of SEL
- SEL strategy
- Update on European legislation
- Update on US aftermarket
- New product pipeline
- Summary

# Schrader Electronics Snapshot

- Design and manufacture of electronics
  - Automotive and industrial
- HQ in Antrim, Northern Ireland
- Strong R&D focus
  - 120 engineers
- Only TPMS provider with in-house ASICs
- Core skills - sensors, ASIC, embedded S/W, RF design and mechanical packaging
- Worldwide customer support



**Global leader in Tyre Pressure Monitoring Systems (TPMS)**

# Other Facilities

R&D Centre - Antrim



Manufacturing & QA Lab - Carrickfergus



US Manufacturing Plant - Tennessee



Future Manufacturing Plant - Pune



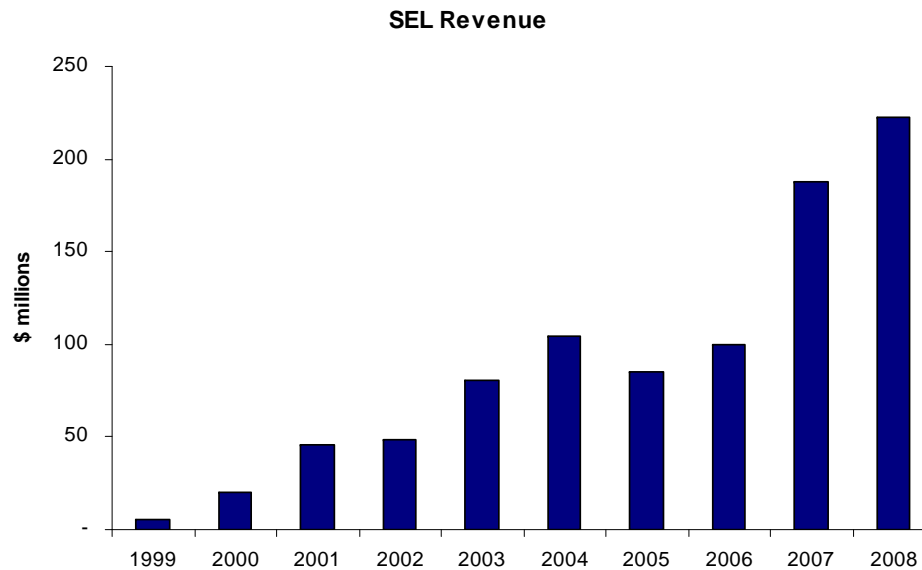
**1,000 employees**

**Capacity of 35 million sensors, current monthly volume of 2 million**

**Tomkins**

# SEL Key Events and Revenue Growth

- 1988 Formed as supplier of innovative handheld digital tyre pressure gauge
- 1991 Partnered with Schrader
- 1998 Schrader acquired by Tomkins PLC
- 2000 TREAD Act, making tyre pressure monitoring mandatory in all US cars
- 2007 SSSL providing SEL unique in-house ASIC design capability
- 2009 European TPMS Legislation passed by European Parliament

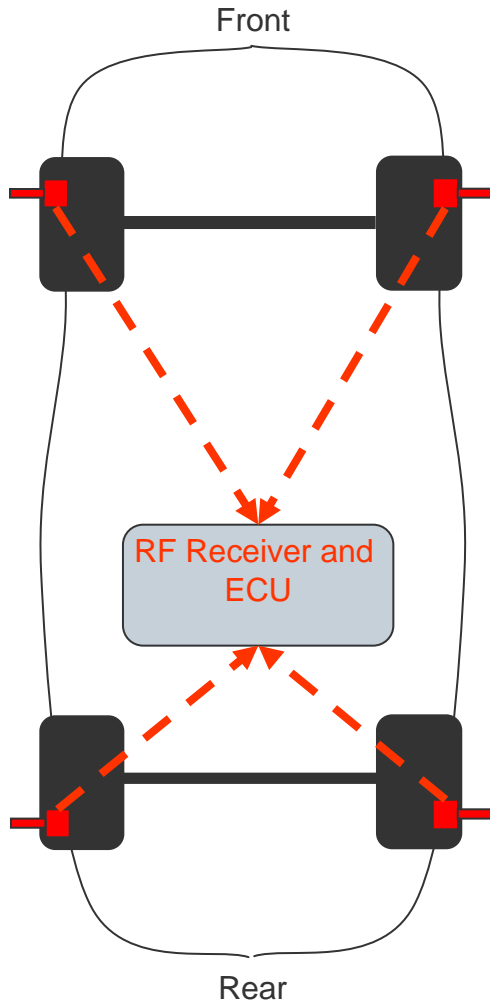


Technology & legislation driving growth

Tomkins



# Basic TPMS System



AOE Vehicle content: \$24 - \$60

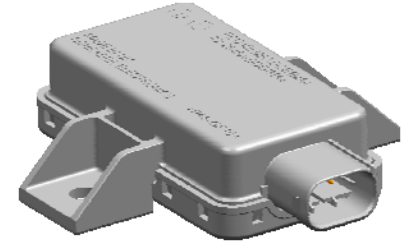
## 4xSensors



Sensor Measures and Transmits Pressure, Temperature and Tyre ID

\$24 - \$44

## RF Receiver and ECU

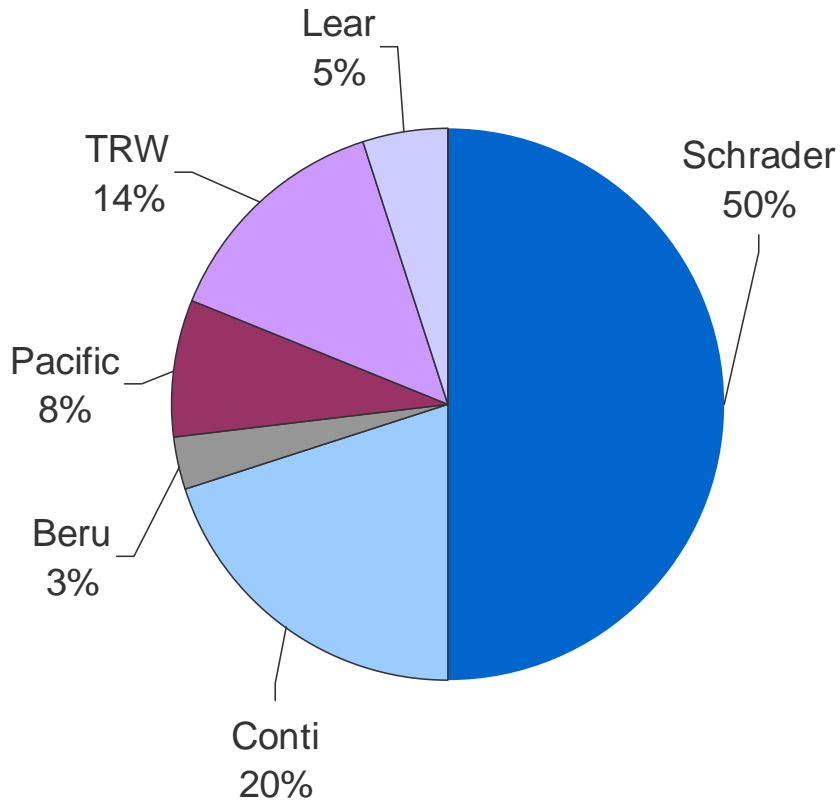


Receiver decodes RF data and sends warnings to dashboard of low tyre pressure or system malfunction

\$12 - \$16

Tomkins

# TPMS Market Share



## Trends

- Leading technology with snap-in sensor
- Lear exiting business
- Autonet failed to launch at GM
- European Customers preparing for legislation
- SEL Pre-selected at Toyota Europe and new opportunities at Hyundai and Honda

**Schrader remains leading supplier since initial launch in 1996**

# SEL Customers



GEN 2/3



**VOLVO**



**SAAB**



**CITROËN**



**PEUGEOT**



**NISSAN**



**SUZUKI**



**FIAT**



Snap-In



**PEUGEOT**



**SUBARU**



**CHRYSLER**



**GMC TRUCKS**



**CITROËN**



**SATURN**



**HUMMER**



**GMC TRUCKS**



**BUICK**



**PONTIAC**

**VOLVO**



**SATURN**



**BUICK**



**PONTIAC**



**Mahindra**



GEN Alpha



**CHRYSLER**



**Jeep**



**DODGE**



**SSANGYONG MOTOR**



**GM DAEWOO**



**上海通用汽车  
SHANGHAI GM**

Broad customer base

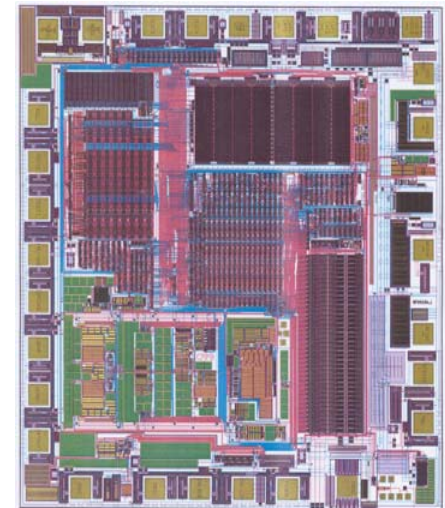
**Tomkins**

# Schrader #1 Position.... ....in an attractive market

- **Market-leading snap-in technology**
- **Unique in-house ASIC design**
- **In-house valve manufacturing**
- **Patent protected designs**
- **Well positioned for aftermarket**
- **Worldwide customer support**
- **New product and enhancements pipeline**
- **Legislation-driven business**
- **Barriers to entry**
- **Large market**
  - **Global AOE volumes ~ 60M**
  - **Global car park ~ 850M**
- **Good margin potential**
- **Potential expansion of legislation beyond Europe**
- **Capability for new product development**

# SSSL

- Unique position in TPMS market of owning the ASIC architecture
- Based in Swindon UK, 60 employees
- Supplier of high speed Application Specific Integrated Circuits (ASIC)
- Revenue of £12m, 20% of revenue to other customers
- SSSL key contributions:-
  - Protection of best technology
  - Improved cost base
  - Support new product development
  - Leverage growth in external ASIC market



Unique competitive advantage

Tomkins

# SEL Strategy

1. Remain global market leader of TPMS
2. Grow aftermarket
3. Invest in new products
4. Acquisitions

# SEL Strategy

## 1. Remain global market leader in TPMS

### ➤ Invest in R&D - continuous product leadership:-

- High speed snap-in
- Enhanced WAL system
- Gen 5 ASIC and integrated pressure sensor
- Cost reduction and component integration
- New products



### ➤ Continuous improvement in product quality and customer service

### ➤ Influence the European Legislation to implement specification

# SEL Strategy

## 2. Grow Aftermarket

- Launch programmable sensor
- Partner with TPMS tools supplier

## 3. New Products

- Tyre mounted sensor
- Electronic Fluid Sensing Technology
  - Fuel Level, Flex Fuel, Adblue systems
- Develop diagnostic business with Gates
- Pipeline development of new projects/products

## 4. Acquisitions

- Programmable hand tools provider
- Continue search for synergistic opportunities



# TPMS in Europe – Resolution passed



## Legislation driven by CO2 reduction and safety

- Implementation starts November 2012 for vehicles “Type approved”.
- All newly manufactured vehicles after November 2014
- Commission to set technical requirements
  - Based on UNECE TPMS regulation
- Warn above 40 km/h up to max speed of the vehicle.
- Must warn in 10 minute intervals when under inflated by 20% below Pwarm

### Open points

- Measurement accuracy, currently the draft calls for 5kpa
- Multi-tyre deflation detection requirement: any value between 30 and 60 minutes
- Regulation submitted to the official WP29 - approval in September, final release November 09

**TPMS mandated by European Parliament in March 2009**

**Tomkins**

# TPMS – EU / US Differences in legislation



Key technical differences in requirement

## 1. Alarm Threshold Level

- EU sets alarm level at 20%
- US sets alarm level at 25%

## 2. Alarm Threshold Reference

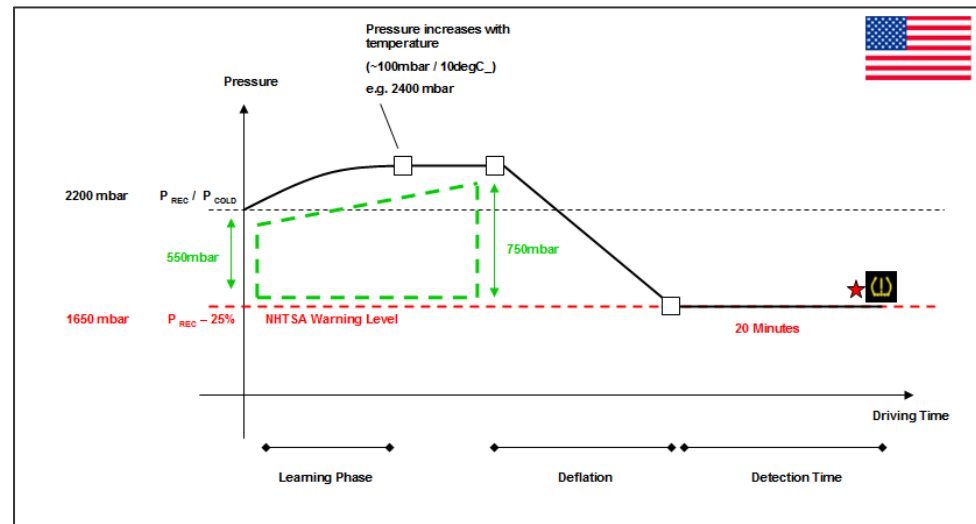
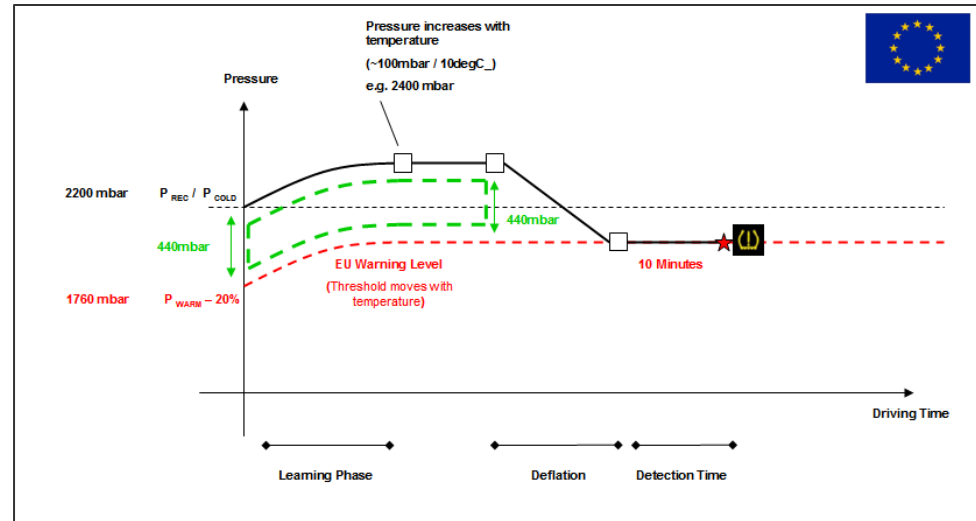
- EU references  $P_{WARM}$
- US references  $P_{REC / COLD}$

## 3. Alarm Indication Time for 1 Tire

- EU requires 10 minutes
- US requires 20 minutes

## 4. Split placards in Europe

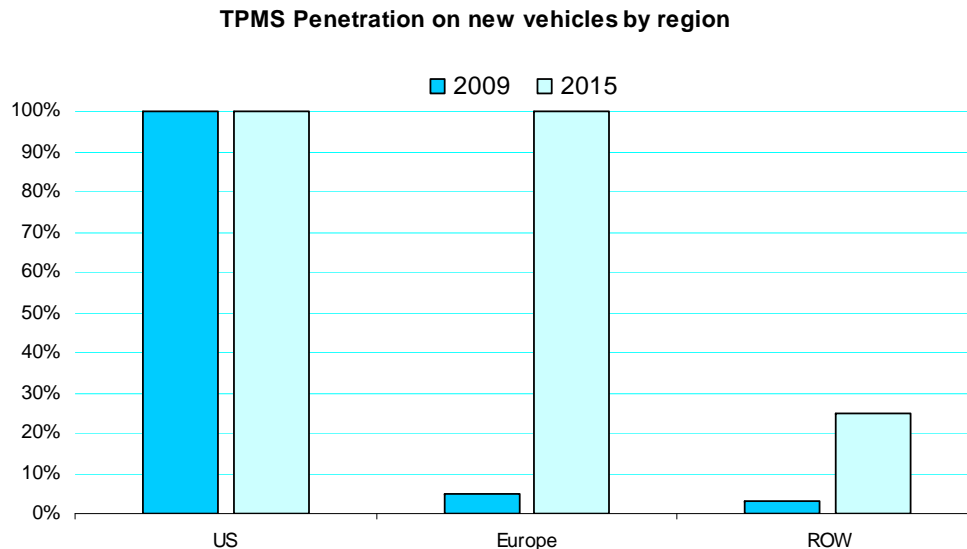
- Drives WAL systems
- Higher \$ content per vehicle



Much tighter requirements expected in Europe than US

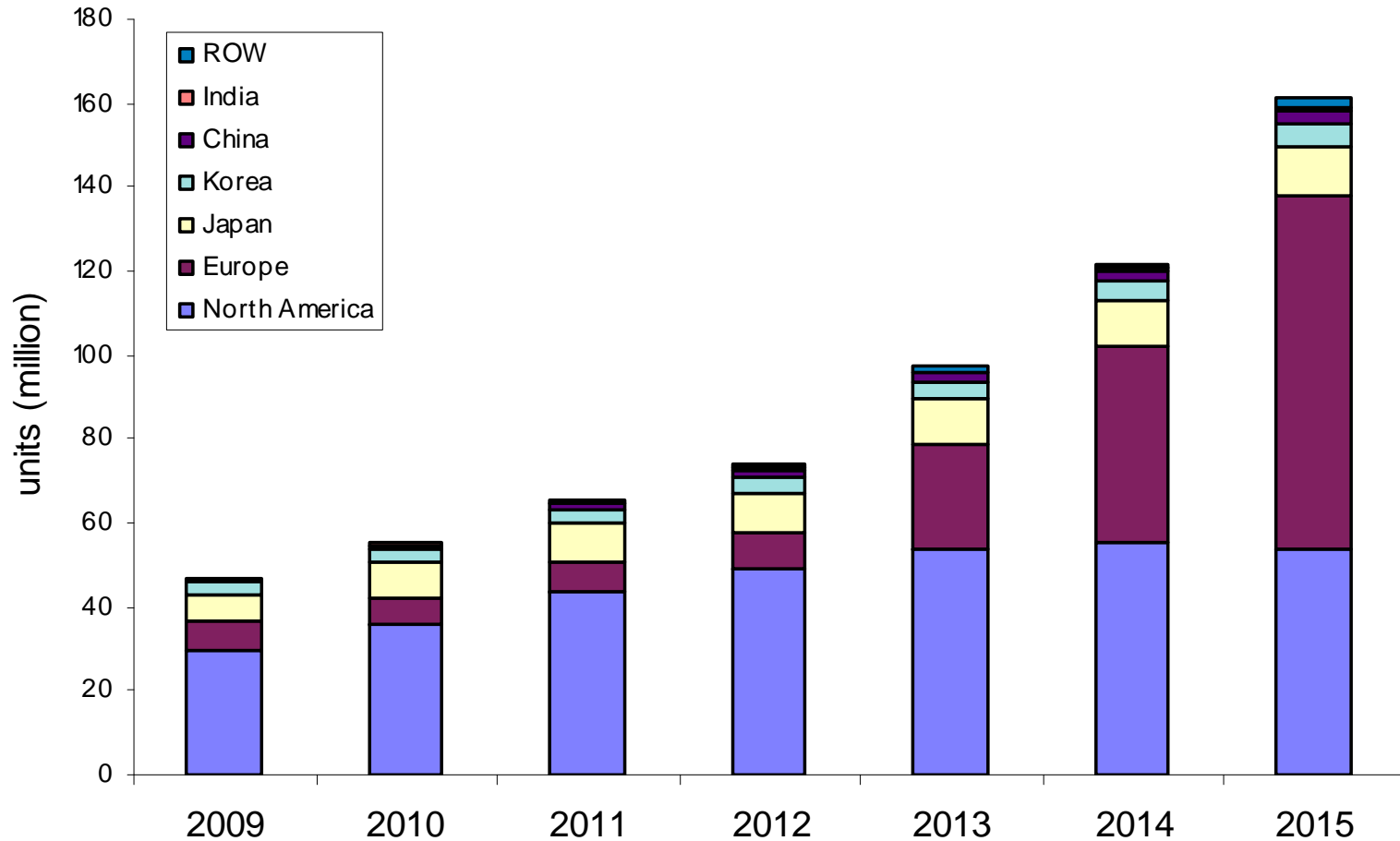
# Europe TPMS Market Potential <sup>1</sup> – Auto OE

- European production volumes higher than US
- Current penetration in Europe at 3-5%, will jump to 100% by 2015
- Expect growth to start with mid 2013 launches on new models in 2012
- All vehicles with TPMS from November 2014
- Receiver revenue estimates based on non-partner stand-alone market
- Overall European market ~ \$500M by 2015
  - SEL aiming to achieve at least 50% of market - in-line with current global market share



1 - Above projections based on un-diluted UNECE spec - no indirect systems allowed

# Global TPMS AOE Market by Geography



Source: CSM, Tomkins analysis

Legislation is driving the market

Tomkins

# Aftermarket TPMS Business - US

- Coordinated Global Team – Schrader Valve Group and Schrader Electronics
- Leverage Tomkins' Aftermarket group
- Introduce Programmable Sensor System - Launch Mid 2010
- Internet sales strategy
- Brand strategy and market awareness
- European legislation driving replacement sales in EU Market beyond 2015
- 2015 market potential: \$250M
- SEL aiming to maintain 60% market share



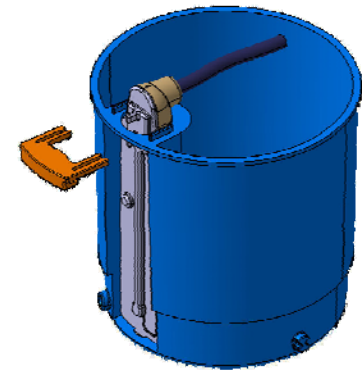
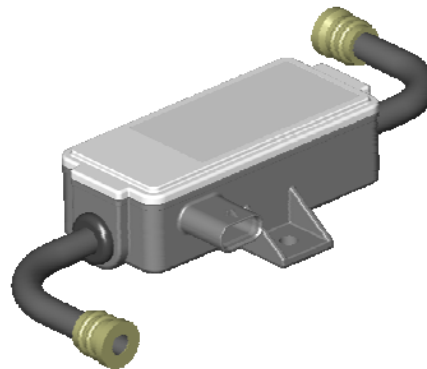
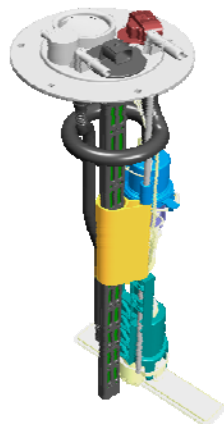
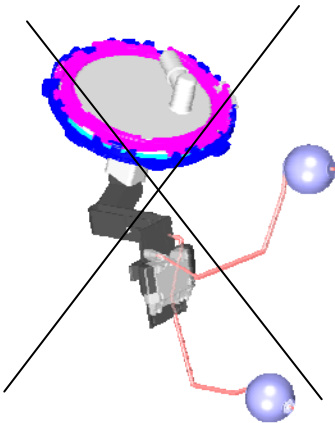
# Tyre Mounted Sensor

- Next Generation Sensors 2016+
- Schrader/Pirelli partnership
- Product advantages:
  - Standard pressure and temperature measure
  - Additionally, wheel speed, and load measurement
  - Tyre type, and logging history – valuable for tyre manufacturers liability claims
- Link with ESP systems for improved safety
- Schrader & Conti currently developing to VDA spec
- High customer interest for high end vehicles
- Revenue model changes from ‘vehicle life’ to ‘tire life’
  - Sensor volumes up to 4x higher



# Electronic Fluid Sensing Technology

- **Electronic detection of liquid level and characteristics by proximity of RF antenna**
- **Initial markets - green applications such as Biofuels and Emission reduction**
- **Applications:-**
  - **Liquid level sensor replacing float arm in fuel tanks**
  - **Flex fuel vehicles:- Measure Ethanol content in fuel line**
  - **ADBlue System (exhaust treatment):- Measure Urea level and Urea Quality**
- **Customer interest currently very high in Germany and US**
- **At design verification stage on a number of projects**



**Tomkins**

# Industrial & Medical Products

- Digital Manometer for gas bottles
- Key markets of medical, industrial
- Provides flow rates with RF link to central processing centre
- Launched into early production in mid 2009, by our partner Air Liquide
- Product trials ongoing in multiple countries
  - e.g. Italy, Spain, Brazil, Argentina, Singapore and Australia.
- Possible new application for Hydrogen bottles/tanks.
- Potential opportunity ~ \$10 million

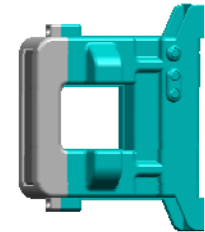




# Industrial Products with Gates

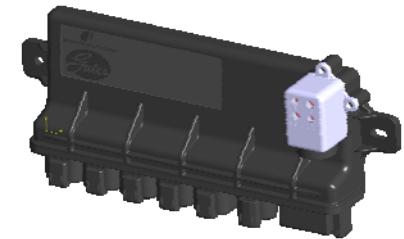
## Belt Monitoring Sensor (BMS)

- Target market: critical drive applications with polychain belts.
- Also now looking at V-Belt monitoring to determine belt life using slippage and temperature
- First trial site scheduled Oct 09 on critical air converter drive
- Targeting second trial site at Miller-Coors Brewery
- Potential Wind Turbine application with SkyRota/LGC and Gates



## Hydraulic Diagnostic Monitoring System (HDMS)

- Widespread opportunities throughout industrial space
- Satellite linked data to service centre



# New Areas of Research

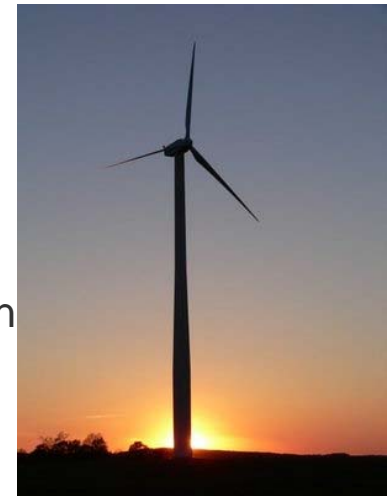
## Green Buildings

- Working with Tomkins' Building Products companies
- Researching Air Quality, Air Flow, Humidity and Louver Control.
- Key technology drivers: wireless, batteryless



## Renewable Energy

- Initially concentrating on Wind Turbines. Belt Monitoring Sensors e.g. SkyRota/LGC and B9
- Becoming a member of Global Wind Alliance (GWA)



## Non-Invasive Glucose Monitoring

- Working with Baylor University Texas on RF UWB pulse solution
- Development of working prototype to do parallel validation.

# Summary

- **Tough end markets but signs of improvement**
- **Market leading position from perpetual product development**
  - **Snap-in technology - #1 in the market**
- **Well-positioned in US with new aftermarket opportunity growing**
- **Potential to double revenues in AOE with European legislation passed**
- **New products for industrial, medical and automotive markets**
- **Synergies with other Tomkins' companies**

**Global leader in Tyre Pressure Monitoring Systems (TPMS)**

**End**