

Likewise



plc

September 2019

Management Team

PLC Board

Paul Bassi	<i>Non Executive Chairman</i>
Tony Brewer	<i>Chief Executive</i>
Roy Povey	<i>Chief Financial Officer</i>
Andrew Simpson	<i>Non Executive Director</i>

Management Team

Executive Board

James Kellett
Mainstream Commercial

Adrian Laffey
Mainstream Residential

Anthony Graham
Creative Residential and Europe

Management Team

Advisory Board

Andy Woodhouse

Keith Yates

Stuart Large

Paul Wiseman

Geoff Duggan

Equity Structure

- January 2019 IPO 70,000,000 shares issued at 10 pence per share
- April 2019 placing of 30,000,000 shares issued at 25 pence per share
- Total shares in issue 152,341,994
- Current share price 34 pence giving market capitalisation of £51.79 million

Acquisition of Heatseam

- Sales revenue £21 Million
- Pre Tax profit £1.6 Million
- Net assets £3.8 Million

Figures based on year end 31st March 2019

- Consideration £8 Million cash (£0.5 Million deferred for 1 year)
- Seller issued with 2 million Likewise Shares

Our Business



Sales Resource

Brand	Management	Sales Representatives	Sales Agents
Bruce Starke	1	3	2
Factory Flooring	2	1	5
Glasgow	4	1	-
H&V Carpets	2	-	9
Lewis Abbott	2	2	-
Likewise South East	2	3	-
Likewise Trading	2	-	-
Marquee Floors	1	-	-
William Armes	2	3	3
Likewise North	2	1	-
Likewise North East	1	2	-
Total	21	16	19



Logistics Network



National Distribution Hub

Dewsbury 40,000 & 60,000 ft²



National Distribution Centres

Sudbury 80,000 ft²
Eye 40,000 ft²



Regional Distribution Centres

Glasgow 6,000 ft²
Daventry 6,000 ft²
Peckham 8,500 ft²



Head Office

Bromsgrove



Europe

Meulebeke 20,000 ft²

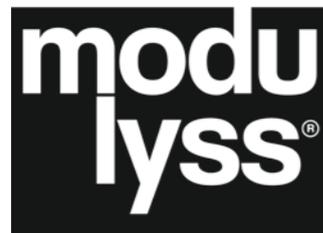


Commercial Vehicles

Location	Trucks	Vans
Glasgow	2	2
Dewsbury	9	8
Daventry	2	6
Sudbury	4	-
Peckham	2	2
Total	19	18



Contract Manufacturers



Residential Manufacturers



UK Floorcovering Market



£ Sterling billion
Verdict Sector Series – Furniture & Floorcoverings

Future Acquisitions

Distribution Centre



Summary

- Buy & build focusing on increased scale
- Utilisation of extensive industry knowledge
- Organic growth delivered through industry contacts
- Establishment of a national distribution hub

Likewise



plc

Tony Brewer, Chief Executive Officer

Roy Povey, Chief Financial Officer

info@likewisegroup.co.uk

+44 (0) 1527 314 000

Disclaimer

- This presentation has been prepared by Likewise Group plc (“Likewise” or the “Company”) and is strictly confidential and is being provided to you solely for your information and may not be reproduced in any form or further distributed to any person or published in whole or in part, for any purpose; any failure to comply with this restriction may constitute a violation of applicable securities laws.
- This presentation and its contents are confidential and are only directed at persons that the Company reasonably believes are within the meaning of a kind described in article 19 (Investment professionals), article 48 (Certified high net worth individuals), article 49 (High net worth companies), article 50 (Sophisticated investors) and article 50A (Self-certified sophisticated investors) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 or are otherwise permitted by law to receive it, (all such persons together being referred to as “relevant persons”). This presentation and its contents are directed only at relevant persons and any investment or investment activity to which this presentation relates is only available to such relevant persons. This presentation has not been approved by an authorised person for the purpose of section 21 of the Financial Services and Market Act 2000 (“FSMA”). Persons of any other description, including those who do not have professional experience in matters relating to investments, should not rely on this presentation or act upon its contents.
- This presentation has not been (i) produced as a result of a process which was designed to ensure that it satisfies the standards, of accuracy, disclosure or completeness required of a prospectus, or listing particulars or other disclosure document to be published in connection with an application for shares or other securities to be admitted to listing or dealing or trading on a regulated market or a recognised investment exchange (as defined in FSMA) or subjected to the due diligence investigations, verifications and other procedures commonly carried out or applied in relation to the publication of a prospectus, listing particulars or other disclosure document on such an application, nor does it contain all information that would be required if it were a prospectus for the purposes of Directive 2003/71/EC. Accordingly, this presentation does not purport to be all-inclusive.
- The presentation and the information contained herein is for information purposes only and shall not constitute an offer to sell or otherwise issue or the solicitation of an offer to buy, subscribe for or otherwise acquire securities in the Company. Neither does the Company make any recommendation to buy, sell or otherwise deal in shares in Likewise and its subsidiaries (the “Group”) or in any other securities or investments whatsoever, and you should neither rely nor act upon, directly or indirectly, any of the information contained in these presentation slides in respect of any such investment activity. Neither this presentation nor anything contained herein shall form the basis of any contract or commitment whatsoever.
- Past performance is no guide to future performance. If you are considering engaging in investment activity, you should seek appropriate independent financial advice and make your own independent assessment. This presentation (and any subsequent discussions arising thereon) may contain certain statements, statistics and projections that are or may be forward-looking. The accuracy and completeness of all such statements, including, without limitation, statements regarding the future financial position, strategy, projected costs, plans and objectives for the management of future operations of the Group are not warranted or guaranteed. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that may occur in the future. Although Likewise believes that the expectations reflected in such statements are reasonable, no assurance can be given that such expectations will prove to be correct. There are a number of factors, many of which are beyond the control of the Group, which could cause actual results and developments to differ materially from those expressed or implied by such forward-looking statements. These factors include, but are not limited to, factors such as: future revenues being lower than expected; increasing competitive pressures in the industry; and/or general economic conditions or conditions affecting the relevant industry, both domestically and internationally, being less favourable than expected. The Company do not intend to publicly update or revise these projections or other forward-looking statements to reflect events or circumstances after the date hereof, and the Company do not assume any responsibility for doing so. By accepting these presentation slides, you agree to be bound by the above conditions and limitations.
- To the extent permitted by law or regulation, no undertaking, representation or warranty or other assurance, express or implied, is made or given by or on behalf of the Company or any of their respective parent or subsidiary undertakings or the subsidiary undertakings of any such parent undertakings or any of their respective directors, officers, partners, employees, agents, affiliates, representatives or advisors, or any other person, as to the accuracy, completeness or fairness of the information or opinions contained in the Presentation. Save in the case of fraud, no responsibility or liability is accepted by any person for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred, however arising, directly or indirectly, from any use of, as a result of the reliance on, or otherwise in connection with, the Presentation. In addition, no duty of care or otherwise is owed by any such person to recipients of the Presentation or any other person in relation to the Presentation.
- This presentation and the information contained herein is restricted and is not intended for distribution to, or use by or otherwise made available to, in whole or part, any person or entity outside of the UK.
- In particular, the information contained herein is not for release, publication or distribution, directly or indirectly, in or into the United States, Australia, Canada, Japan, the Republic of South Africa, the Republic of Ireland or any other jurisdiction outside of the UK or in which such release, publication or distribution would be contrary to local law or regulation.
- This presentation and the information herein does not constitute or form part of any offer to issue or sell, or the solicitation of an offer to purchase, acquire or subscribe for any securities in the United States, Canada, Australia, Japan, the Republic of South Africa or the Republic of Ireland and may not be viewed by persons in the United States (within the meaning of Regulation S under the US Securities Act of 1933, as amended (the “Securities Act”). Securities in the Company may not be offered or sold in the United States except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and the securities law of any relevant state or other jurisdiction of the United States.
- Recipients in jurisdictions outside the United Kingdom should inform themselves about and observe any applicable legal or regulatory requirements in relation to the distribution or possession of these presentation slides to or in that jurisdiction. In this respect, neither Likewise nor any of its connected persons accepts any liability to any person in relation to the distribution or possession of these presentation slides to or in any such jurisdiction.

