



WHO WE ARE

Restore plc is an AIM-listed support services company focused on providing services to UK based offices and workplaces in the private and public sectors.

Restore plc has two divisions: Document Management and Relocation. As a group, we provide safe and secure services in:

- document storage
- document shredding
- document scanning
- commercial and workplace relocation
- IT relocation
- IT equipment and consumables reuse and recycling

KEY STATS

REVENUE

£129.4m
2016

ADJUSTED PBT

£23.0m
2016

BUSINESS STREAMS

STORE SHRED SCAN workplace relocation technology relocation IT & cartridge recycling

NO. SITES

>85

EMPLOYEES

>1,750

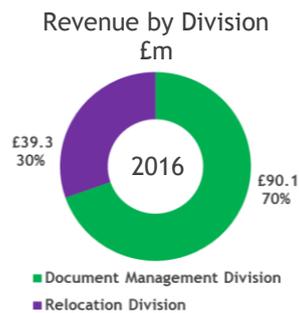
BUSINESS STREAMS



- #2 in the UK Records Management market
- #2 in the UK shredding market
- #2 in the UK traditional bureau scanning market



- #1 in the UK workplace relocations market, providing complex and mission critical operational services
- In the top 10 providers in the UK technology relocation market, specialising in data centre & desktop relocation
- In the top 10 providers for secure recycling of IT assets
- #1 in the printer cartridge collection for recycling market



STRATEGY & GROWTH

We aim to be a market leader within the spheres we operate. We understand what it takes for UK offices to work well, and we understand our customers: the IT and facilities managers responsible for keeping their offices running smoothly. Once we gain a customer, we focus on retaining them through first-class customer service and cross-selling the services we offer.

In addition to organic growth, we also build market share and reach by acquisition. We have steadily diversified into related markets and then built market share through a combination of acquisition and investment in sales, locations and technology.

Overall, we seek to consolidate certain UK office services where there are benefits of scale and consistency of demand, for which we have a proven record.

INVESTMENT ATTRIBUTES



Strong growth, through:

- acquisition and market consolidation
- integration and improvement of acquisitions
- competitive advantage through UK focus and market knowledge
- Group-wide cross-selling opportunities, pursuing organic growth
- being actively acquisitive in our spheres of expertise which provides us with opportunities to benefit from scale



Good operating margins, through:

- integration and improvement of acquisitions
- achieving the benefits of scale without building surplus overhead
- complex and mission-critical operational services which require long-term relationships and investment

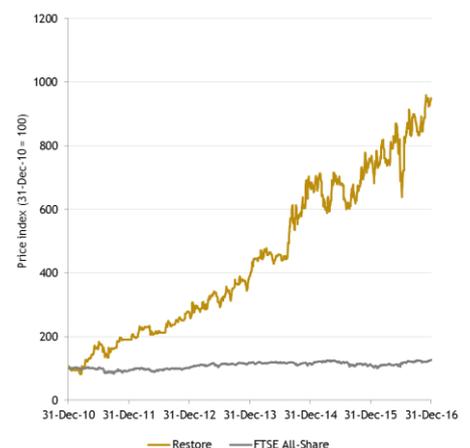


High visibility of earnings, through:

- strong, predictable recurring revenues
- high customer retention
- long-term contracts in Records Management and Relocation

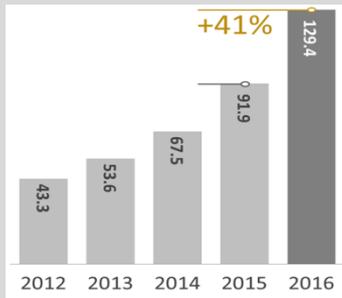
TOTAL SHAREHOLDER RETURN

The graph below shows the value at 31 December 2016 of £100 invested in Restore plc on 31 December 2010 compared with the value of £100 invested in the FTSE All Share Index over the same period.

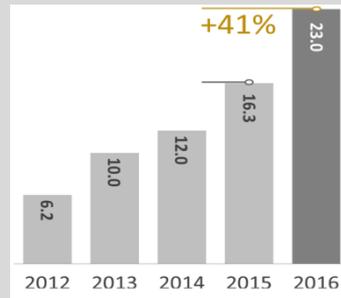


TRACK RECORD

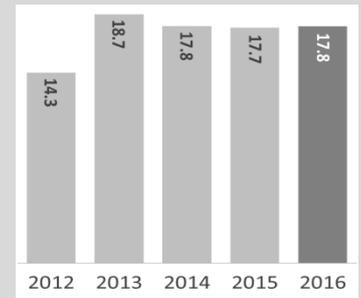
REVENUE (£m)



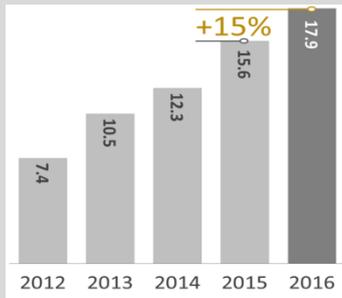
ADJUSTED PBT (£m)



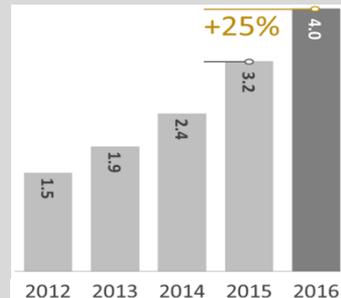
RETURN ON REVENUE (%)



ADJUSTED EPS (p)



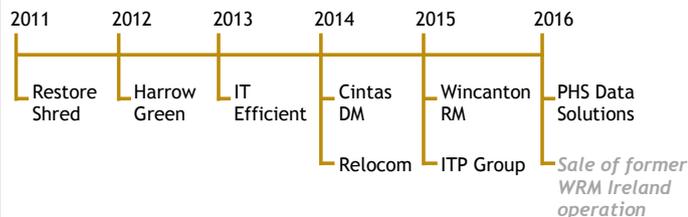
DIVIDEND PER SHARE (p)



ACQUISITION STRATEGY & WHERE WE ARE NOW

Our organic and acquisitive growth since 2010 has taken us to a market capitalisation £423 million as at 31 December 2016. It is our intention to continue that growth in the years to come.

Business decisions are fast and flexible with open lines of communication, which is reflected in the ease and speed with which we are able to undertake new acquisitions to expand the Group. Strategic acquisition activity includes:



Document Management

- Records Management
- Shred
- ▲ Scan

Relocation

- ◇ Workplace Relocation
- Technology Relocation
- IT equipment Recycling
- * Cartridge Recycling



CUSTOMER BASE

Our customer base covers a broad range of sectors such as government departments and local government, public sector, health services, retail, manufacturing, construction, education, utilities, financial services, media, legal, IT, banking and FTSE 100 companies.

As at March 2017, our customers include:

- 74% of FTSE 100 companies
- 78% of top 50 UK accountancy companies
- 90% of top 100 UK legal practices
- 54% of local authorities in England, Wales and Scotland
- 73% of UK National Health Trusts

EXECUTIVE & NON-EXECUTIVE DIRECTORS



Sir William Wells
Non-executive Chairman



Charles Skinner
Chief Executive



Adam Cuncell
Group Finance Director



Stephen Davidson
Non-executive Director
Remuneration & Audit Committees Chairperson



James Wilde
Non-executive Director



Sharon Baylay
Non-executive Director
Risk Committee Chairperson