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Record Sales

Record Profits

Techtronic Industries Company Limited (the "Company" or "TTI") is a world-class leader in design, manufacturing and marketing of Power Tools, Outdoor Power Equipment, and Floor Care and Appliances for consumers, professional and industrial users in the home improvement, repair and construction industries. Our unrelenting strategic focus on Powerful Brands, Innovative Products, Operational Excellence and Exceptional People drives our culture.

Our brands and products are recognized worldwide for their deep heritage, superior quality, outstanding performance and compelling innovation. Through a company-wide commitment to innovation and strong customer partnerships, we consistently deliver new products that enhance customer satisfaction and productivity. This focus and drive provides TTI with a powerful platform for sustainable leadership and strong growth.

Founded in 1985 in Hong Kong, TTI has a portfolio of industry leading brands, a worldwide customer reach, and over 18,000 staff. TTI is listed on the Stock Exchange of Hong Kong and in 2013 had worldwide annual sales of USD4.3 billion.

Financial Highlights

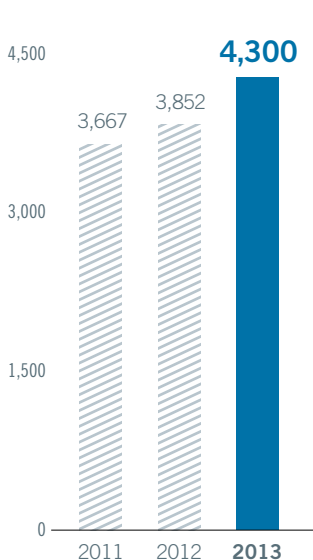
	2013 USDm	2012 USDm	Changes
Turnover	4,300	3,852	+11.6%
Gross profit margin	34.2%	33.5%	+70 bpt
EBIT	304	260	+16.9%
Profit attributable to Owners of the Company	250	201	+24.5%
Basic earnings per share (US cents)	13.68	11.42	+19.8%
Dividend per share (approx. US cents)	3.06	2.25	+35.7%

Record Free Cash Flow

- Sales grew 11.6% to a record USD4.3 billion
- Gross profit expanded 14.2% with a record margin of 34.2%

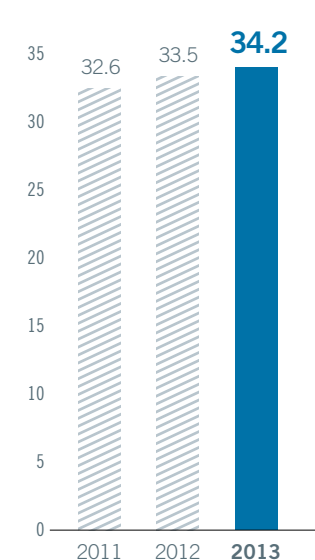
Turnover
USDm

↑11.6%



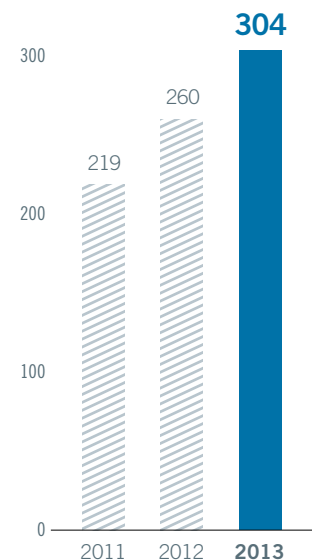
Gross Profit Margin
%

↑70 bpt



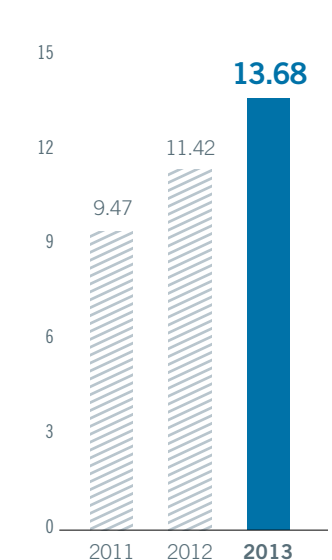
EBIT
USDm

↑16.9%



Basic Earnings per Share
US cents

↑19.8%

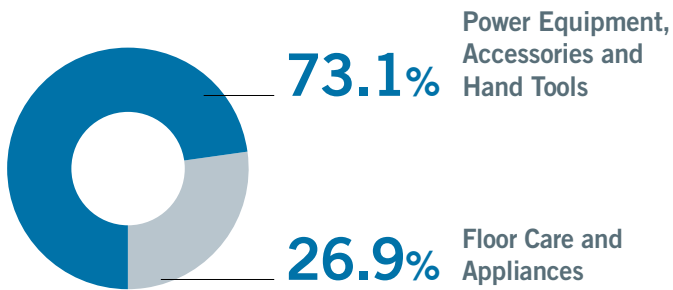




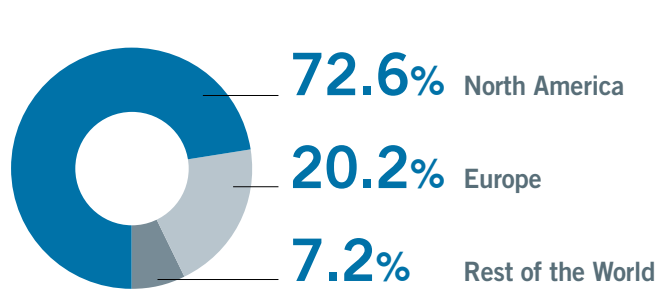
Record Sales

Record Profits

Sales by Business



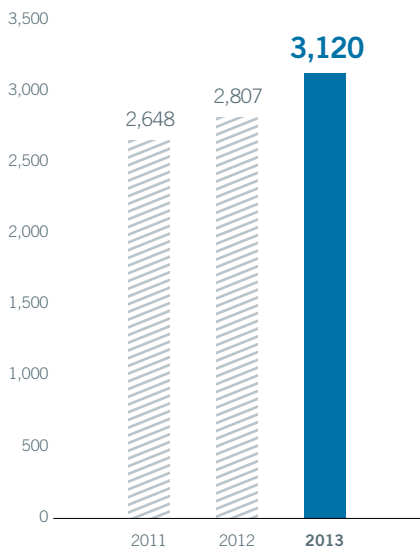
Sales by Location



Turnover from Customers

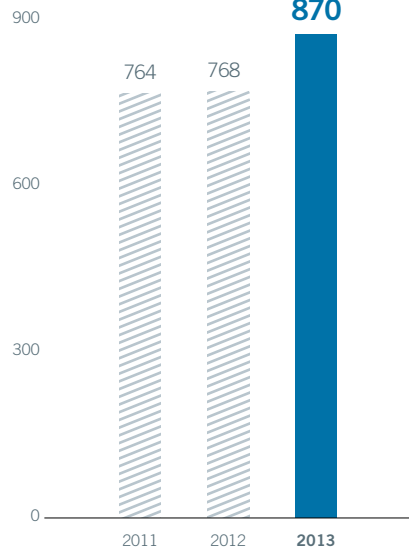
North America
USDm

↑ 11.2%



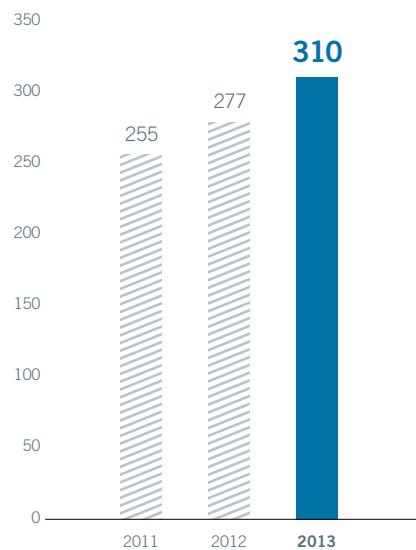
Europe
USDm

↑ 13.3%



Rest of the World
USDm

↑ 11.5%



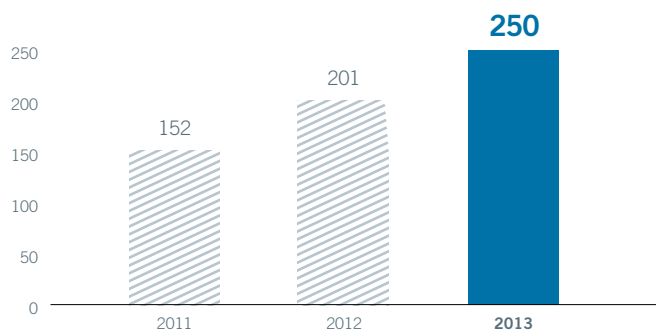
Record Free Cash Flow

- Net profit increased to USD250 million, growing 24.5%
- Another strong year delivering free cash flow of USD332 million
- Working capital improved to 13.9% of sales
- Gearing improved and was lowered from 25.8% to 10.6%

➤ Profit

USDm

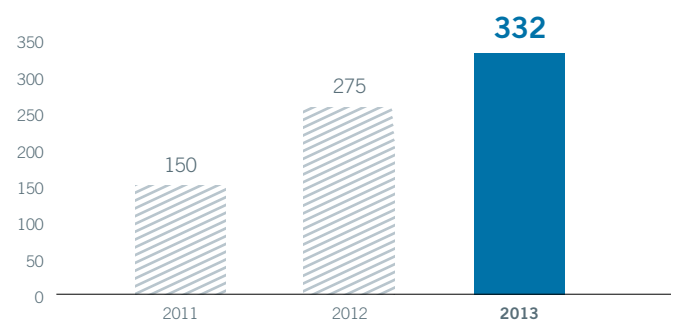
↑ 24.5%



➤ Free Cash Flow

USDm

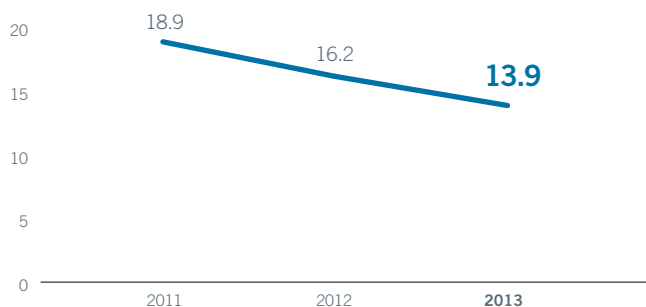
↑ 20.7%



➤ Working Capital as % of sales

%

13.9%



➤ Gearing Ratio

%

10.6%

