

July 30, 2015





## H1 2015 Highlights (1/2)

Net Sales of €1,274m, +15.0% vs. H1 2014

- Perimeter effect of +9.6%, reflecting acquisitions of Desso, Gamrat Flooring, Renner
  Sport Surfaces and limited assets of California Track and Engineering
- Currency +5.8%, mainly reflecting a weaker euro

Stable like-for-like sales in H1 2015 (-0.4%)<sup>(1)</sup>

- In EMEA, another very good performance in Q2:+5.7% organic growth in H1 2015
- In **Sports**, outstanding performance: +30.5% organic growth in H1 2015
- In North America, negative weight of VCT operations: -2.8% organically in H1 2015
- In Russia and Ukraine, lower volumes and mix: -13.1% organically for the segment CIS, APAC & Latam in H1 2015

## Reduced weight of the CIS countries in the Group profile

*Note:* (1) Organic growth: At same perimeter and exchange rates (NB: In the CIS, price increases implemented to offset currency fluctuations are not included in the organic growth. **Organic growth** in the CIS therefore reflects volume and mix variances only).



Adjusted EBITDA<sup>(1)</sup> of €128m vs. €125m in H1 2014<sup>(2)</sup> (restated to reflect the impact of IFRIC 21 of -€1.0m)

- Improvement in EMEA and Sports segments' adjusted EBITDA
- Contribution of Desso (already accretive)
  - Favorable purchase prices
- Volume & mix decline in Russia and Ukraine
- VCT ramp-up costs in North America

Improvement of Adjusted EBITDA to €128m in H1 2015 vs. €125m in H1 2014

*Note:* (1) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items. (2) Figures restated to reflect the impact of IFRIC 21, leading to a change in the recognition date for certain tax liabilities.



Net profit attributable to owners of the Company of  $\in$  30m vs.  $\in$  28m in H1 2014<sup>(1)</sup>

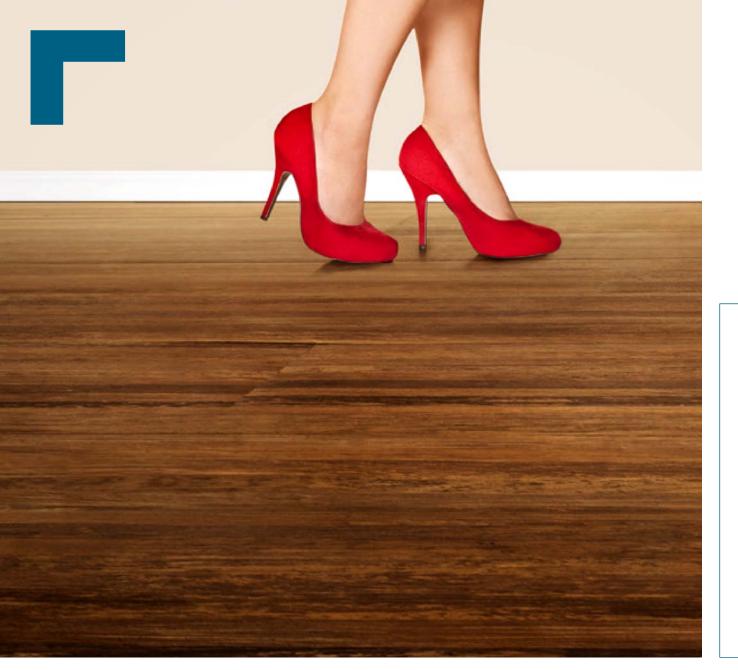
€650m successful refinancing, extending the Group's debt maturity and reducing its cost

Sale of property in Houston for \$40m (July 23rd 2015)

Glen Morrison, newly appointed President for North America (May 4<sup>th</sup> 2015)

Note: (1) Figures restated to reflect the impact of IFRIC 21, leading to a change in the recognition date for certain tax liabilities and of IAS 12.41.

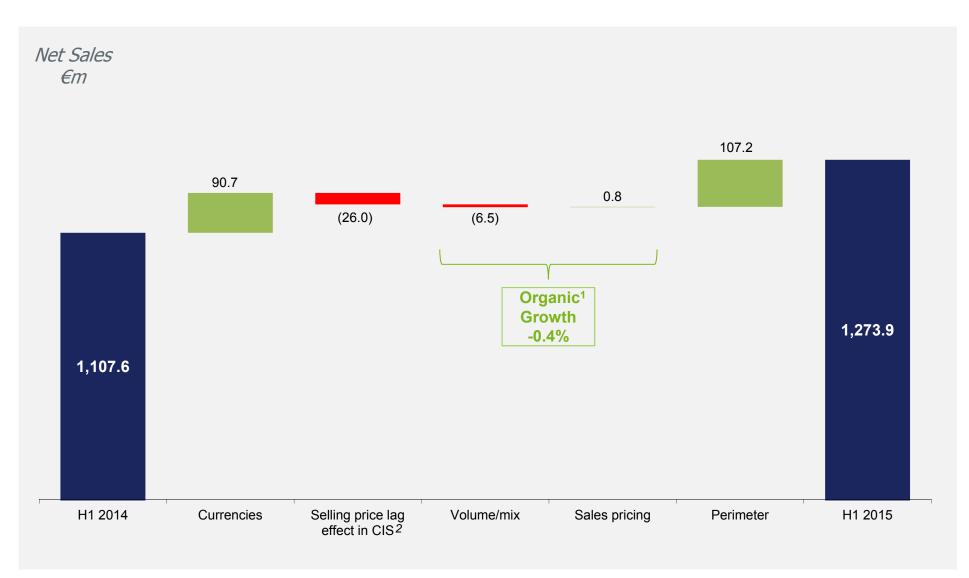




## H1 2015 Activity



## +15% increase in Net Sales in H1 2015 vs. H1 2014

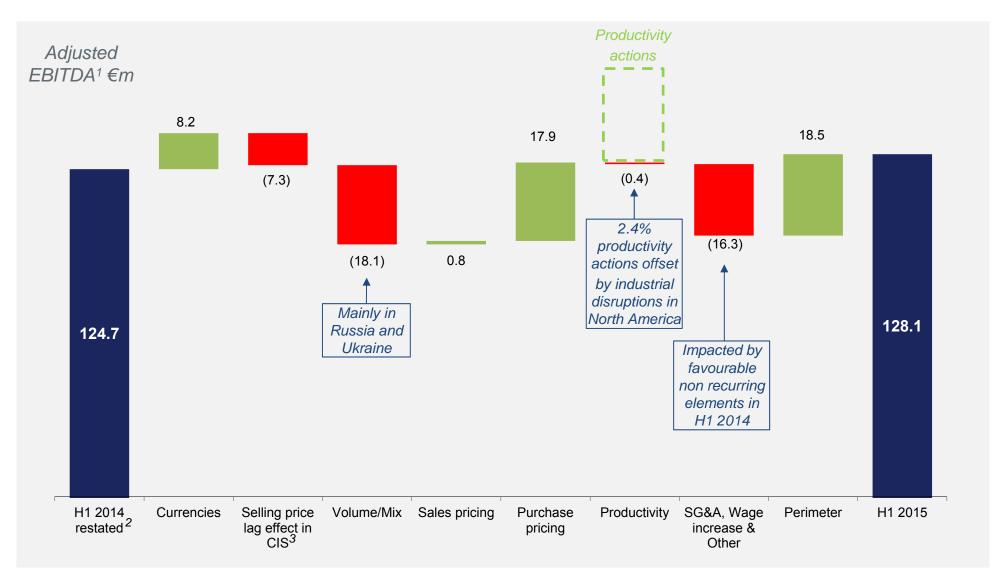


*Note:* (1) Organic growth: At same perimeter and exchange rates (NB: In the CIS, price increases implemented to offset currency fluctuations are not included in the organic growth. Organic growth in the CIS therefore reflects volume and mix variances only).

(2) Net impact of currency devaluations mitigated by price increases.



## Improvement of Adjusted EBITDA in H1 2015 vs. H1 2014



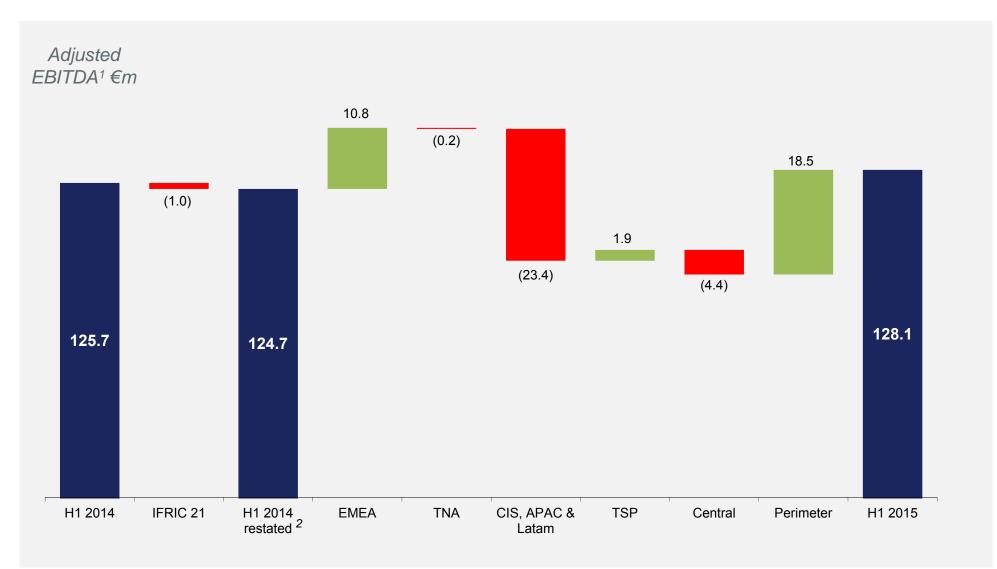
Note: (1) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items.

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(3) Net impact of currency devaluations mitigated by price increases.



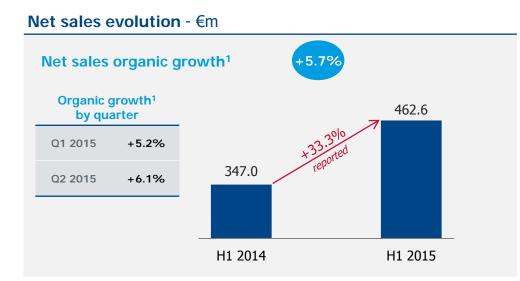
## Improvement in EMEA and Sports offset the contraction in Russia and Ukraine



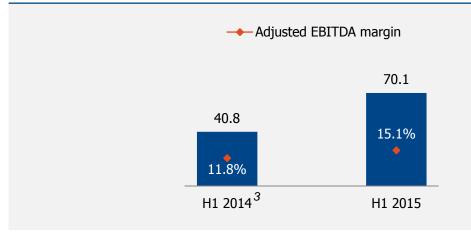
Note: (1) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items. (2) H1 2014 figures are restated to reflect the impact of IFRIC 21 of -€1.0m.



## EMEA H1 2015



### Adjusted EBITDA<sup>2</sup> evolution - €m



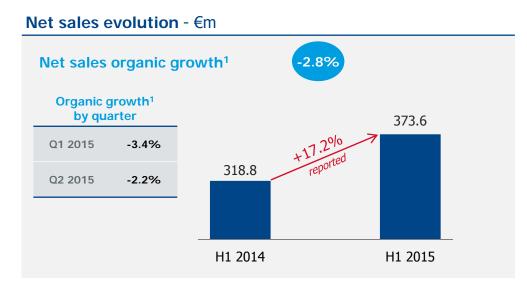
### Comments

- Further strengthening of the Luxury Vinyl Tiles (LVT) category
- The Nordic countries, Germany and Central Europe pursued their ongoing positive momentum
- Southern Europe continued to show strength, delivering again a robust growth in H1 2015
- France remained weak in Q2, on the back of the depressed construction activity
- Desso delivered a good performance during H1 2015, fuelling the solid trends of the segment
- Adjusted EBITDA margin boosted by the increase in volumes, the restructuring of the wood business, the acquisitions and the erosion of some raw material prices

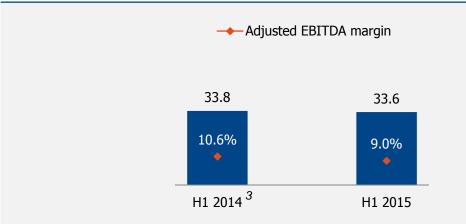
*Note:* (1) Organic growth: At same perimeter and exchange rates.

(2) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items. (3) H1 2014 figures are restated to reflect the impact of IFRIC 21.





## Adjusted EBITDA<sup>2</sup> evolution - €m



### Comments

- The industrial disruptions following the VCT production line transfer to Alabama explain almost 80% of the volume decline of the segment
  - Thanks to the actions implemented in the past few months, the plant is now able to manufacture the desired volumes
  - Glen Morrison, newly appointed as division President, will focus notably on regaining market shares and improving the overall industrial performance
- Adjusted EBITDA margin affected by ramp-up costs and industrial variances generated by the industrial disturbances
- Those additional costs should disappear during H2 2015

*Note:* (1) Organic growth: At same perimeter and exchange rates.

(2) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items. (3) H1 2014 figures are restated to reflect the impact of IFRIC 21.



## VCT production line in Florence

### Houston (TX) VCT production site



### Large size production line

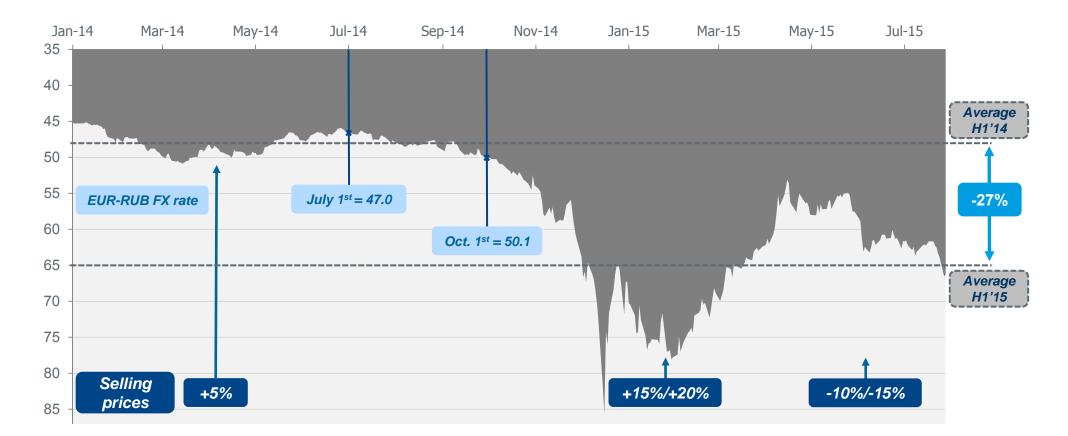
- ✓ 9,105 sqm
- ✓ 158 employees
- Expected cost savings through manufacturing sites consolidation
- Capex optimization
  - ✓ Reuse of Houston equipment
  - → Disassembly and reinstallation in Florence
- Cash
  - ✓ \$40m: Sale of Houston property, recorded in H2 2015

### New VCT production area in Florence (AI)





EUR-RUB (inverted scale)



Source: Reuters.



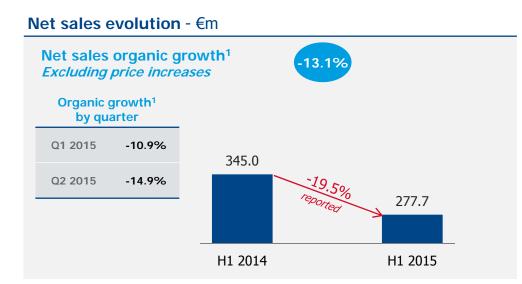
## Real wages in Russia are an important indicator of consumption pattern



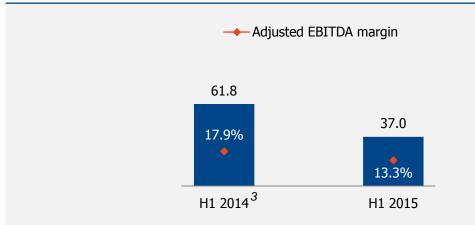
Source: Rosstat.



## CIS, APAC & LATAM H1 2015



### Adjusted EBITDA<sup>2</sup> evolution - €m



### Comments

### **CIS countries**

- Q1 was positively impacted by some restocking in the distribution chain
- In Q2, further decrease in volumes reflecting the deterioration in consumer purchasing power in Russia
- As in Q1, **unfavorable mix** with a shift towards entry-level products
- Situation in Ukraine remains very challenging, net sales dropped by 50% in H1 2015
- Adjusted EBITDA margin suffered from volume decline and mix degradation in Russia although 'lag effect' limited to -€7m in H1 2015
- Selling prices adjusted downwards in June 2015 by 10% to 15% depending on the products

### APAC

Good growth, with healthy dynamics in China and Australia

### Latin America

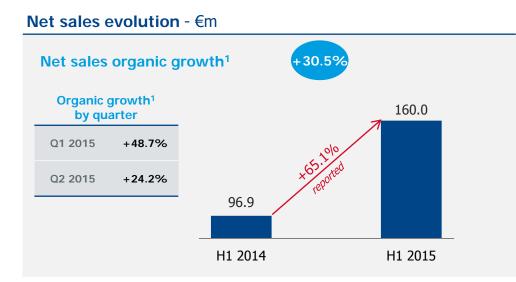
 The very tough market conditions in Brazil hid the good performance of other countries

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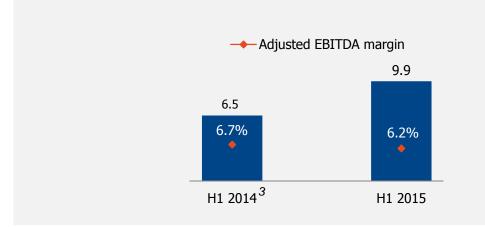
(2) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items. (3) H1 2014 figures are restated to reflect the impact of IFRIC 21.



## Sports H1 2015



## Adjusted EBITDA<sup>2</sup> evolution - €m



### Comments

- All business units contributed to the growth in H1 2015
- Artificial turf in North America substantially driving the momentum

### Adjusted EBITDA improvement

- Thanks to better volumes, efficient cost management, favorable exchange rates and the addition of Desso Sports
- N.B. H1 2014 had been boosted by the resolution of some litigations

*Note:* (1) Organic growth: At same perimeter and exchange rates.

(2) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items. (3) H1 2014 figures are restated to reflect the impact of IFRIC 21.



## Adjustments to EBIT stable compared to last year

€m	H1 2015	H1 2014 <sup>1</sup>
Net sales	1,273.9	1,107.6
Adjusted EBITDA <sup>2</sup>	128.1	124.7
% of net sales	10.1%	11.3%
Depreciation	(59.5)	(49.2)
Adjusted EBIT	68.6	75.5
% of net sales	5.4%	6.8%
Adjustments to EBIT	(9.2)	(9.7)
EBIT	59.4	65.8
% of net sales	4.7%	5.9%

€m	H1 2015	H1 2014 <sup>1</sup>
Restructuring	(5.2)	(5.4)
Impairment charges & customers' lists amortization	(0.6)	(0.6)
Business combinations	(2.2)	(0.8)
Share-based payments	(0.9)	(0.9)
Others	(0.3)	(1.9)
Total	(9.2)	(9.7)

## Sale of Houston property

- Positive EBIT impact of ~\$29m to be expected in H2 2015
- > Will be recorded in adjustments to EBIT

*Note:* (1) Figures restated to reflect the impact of IFRIC 21, leading to a change in the recognition date for certain tax liabilities. (2) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items.



## Increase in Net Income versus H1 2014

€m	H1 2015	H1 2014 <sup>1</sup>	
EBIT	59.4	65.8	
% of net sales	4.7%	5.9%	
Net financial expenses	(11.9)	(13.7)	1 Other financial expenses
Net interest expenses	(12.7)	(14.6)	Commissions, bank charges and other finance expenses
Other financial income & expenses	0.8	0.9	Interest costs on pension liabilities
Share of profit of associates	0.4	(0.3)	
Net profit before tax	47.9	51.7	Income tax: from €(22.9)m in H1 2014 to
Income tax expenses	(17.5)	(22.9)	2 €(17.5)m in H1 2015 due to
			Income tax expenses in H1 2014 (22.9)
Effective tax rate	36.5%	44.4%	Decrease in Profit Before Tax +3.0
Net profit	30.4	28.8	Taxes on Dividends +3.1
Minority interacts		0.4	■ FX o.w. mainly impact of IAS12.41 +2.8
Minority interests	-	0.4	Others (-3.5)
Net Profit (attributable to owners)	30.4	28.4	Income tax expenses in H1 2015 (17.5)

*Note:* (1) Figures restated to reflect the impact of IFRIC 21, leading to a change in the recognition date for certain tax liabilities and of IAS 12.41.



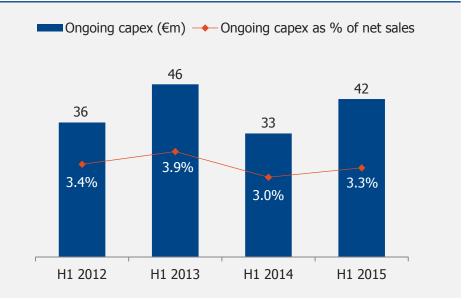
### Net cash flow from Operations

H1 2015	H1 2014 <sup>1</sup>
120.8	113.9
(110.7)	(107.7)
10.1	6.2
(41.8)	(32.7)
3.3%	3.0%
(31.7)	(26.5)
	120.8 (110.7) 10.1 (41.8) <i>3.3%</i>



- Net cash flow from Operations affected by the usual seasonality of the activity
- Changes in Working Capital reflecting also the strong growth in Sports and EMEA segments

#### Sustained investments



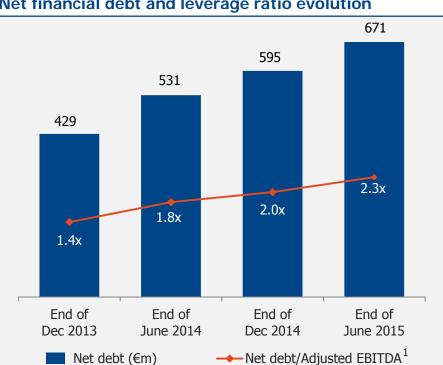
### Key highlights

- Main investments performed throughout H1 2015
  - Capacity investments in LVT, and in commercial vinyl in China
  - New tufting machines at Tandus to develop state-ofthe-art design capabilities

*Note:* (1) Figures restated to reflect the impact of IFRIC 21, leading to a change in the recognition date for certain tax liabilities and of IAS 12.41. (2) Net cash flow from operations: defined as cash generated from operations less on-going capital expenditure.



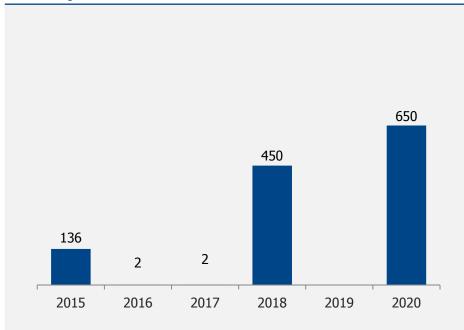
## **Balance sheet structure**



## Net financial debt and leverage ratio evolution

### **Comments**

- Leverage ratio increase due to acquisitions (especially Desso)
- Usual impact of seasonality on the balance sheet structure



### Maturity of available credit lines of €1,240m

### **Comments**

- Successful early refinancing of both the
  - €450m revolving credit facility (RCF) expiring in June 2016
  - €60m and \$24m term loan expiring in May 2016
- New 5-year €650m RCF, arranged by a pool of 16 banks, extends the maturity of the Group's debt and reduces its cost

(1) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items, and adjusted EBITDA of Desso in 2014. Note:







## Update on Desso's integration

## Business organization

- 5 key countries remain autonomous (Netherlands, UK, France, Germany and Belgium)
- > All other EMEA countries leveraged into Tarkett Sales networks
- Desso key top managers joining EMEA division Executive Committee
- Desso Sports integrated within the Sports segment
- Extended and combined offer to address key projects

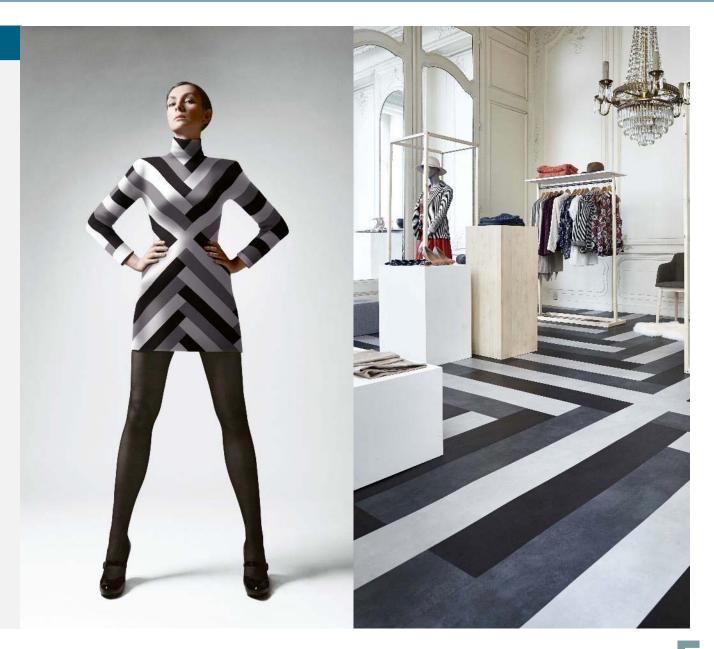




## LVT Floor is the new playground

### All about modularity

- For architects & designers
  - → Inspiration for personalized solutions
  - New way to play with flooring thanks to multi-formats (tiles, planks) and design to create customized spaces
- For installers & consumers
  - → Fast, easy transportation and installation
  - ✓ Various easy-to-install solutions (click, loose lay, glue-free)
- For users
  - → Improved indoor air quality
  - ✓ Low TVOC emissions and Phthalate-free





## Recent innovations providing strong differentiation levers

### Vinyl: technical innovation

Innovative and unique realistic 'wood' effect design inspired by nature

Full synchronisation of mechanical embossing with printed design for 4m vinyl rolls ('Triumph' for residential in Eastern Europe)



### Carpet: design innovation

Customized and creative design for carpet tiles

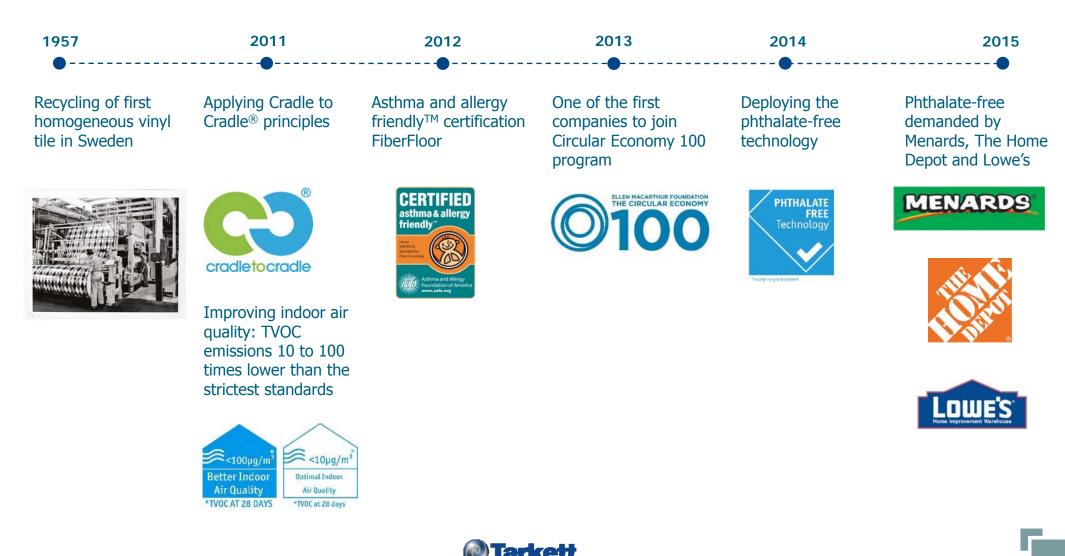
Offer multiple combinations of unique patterns mainly for offices and hospitality (Transitions – Desso)





## Tarkett pioneer in sustainable development

Committed to protecting the planet and ensuring a sustainable lifestyle to all people



THE ULTIMATE FLOORING EXPERIENCE

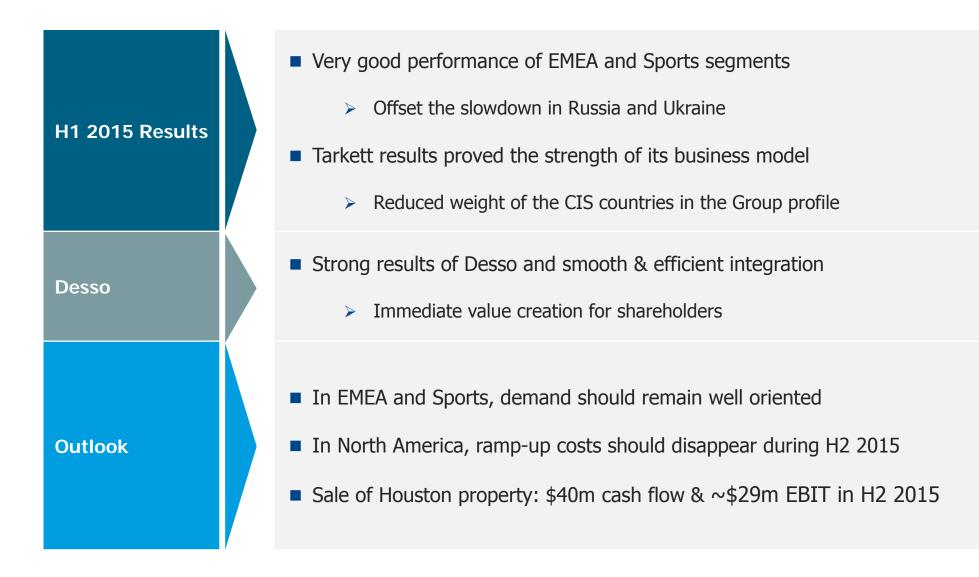
H1 2015 23 July 30, 2015



## Conclusion



## Take aways from the first half of 2015







## H1 2015 Financial Results Q&A session

July 30, 2015



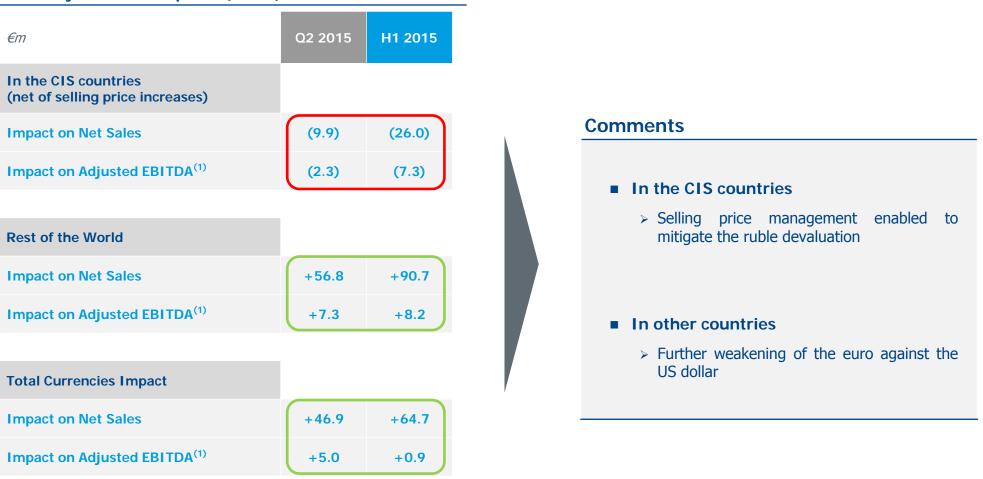


## **Appendices**



## Lag effect on Adjusted EBITDA due to ruble limited to (€7)m in H1 2015

### Currency variation impacts (Y-o-Y)



Note: (1) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items.



# Improvement of outlook for Russia while growth in the US and in Brazil is projected to be lower

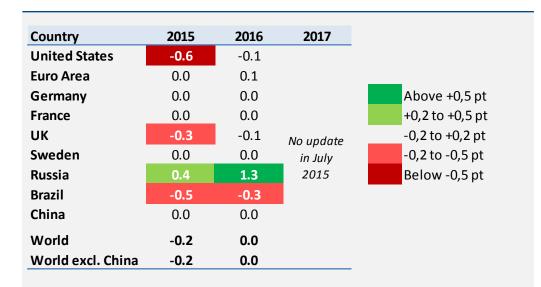
### IMF's GDP latest growth forecasts – July 2015

Country	2015	2016	2017*	2018*
United States	2.5%	3.0%	2.7%	2.4%
Euro Area	1.5%	1.7%		
Germany	1.6%	1.7%	1.5%	1.3%
France	1.2%	1.5%	1.7%	1.8%
UK	2.4%	2.2%	2.2%	2.2%
Sweden	2.7%	2.8%	2.7%	2.5%
Russia	-3.4%	0.2%	1.0%	1.5%
Brazil	-1.5%	0.7%	2.3%	2.3%
China	6.8%	6.3%	6.0%	6.1%
World	3.3%	3.8%		
World excl. China	2.7%	3.3%		

\*Last update in April 2015

Source: International Monetary Fund.

### **Forecast evolutions since April 2015**





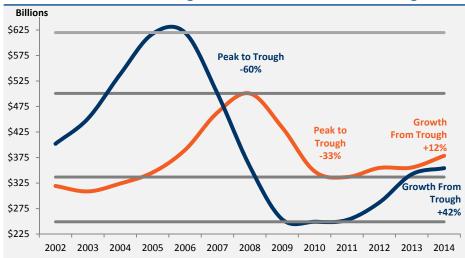
## Indicators in North America

### US Residential - Housing starts<sup>1</sup>



Source: National association of homebuilders.

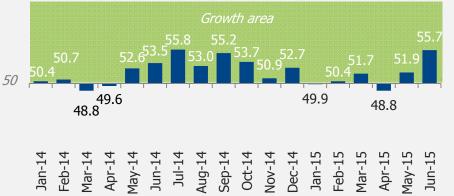
Note: (1) Annualised number of housing starts (in thousands).



### Nonresidential Building and Residential Peak Trough

Source: US Census, analyst equity research.

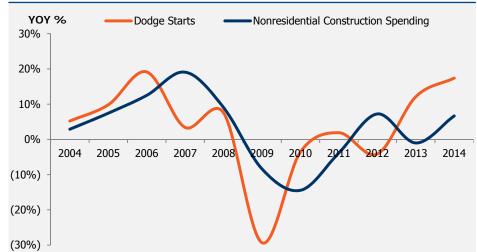




Source: AIA organisation.

The Architecture Billings Index is a leading economic indicator that provides an approximately 9-12 month glimpse into the future of non residential construction spending activity.

### Dodge Starts (\$)



Source: US Census, Dodge Data & Analytics, analyst equity research.



## Sales and adjusted EBITDA performance by quarter

Sales performance	by quart	er			_			
€m	Q1 2015	Q1 2014 <sup>1</sup>	% growth	% organic growth <sup>2</sup>	Q2 2015	Q2 2014 <sup>1</sup>	% growth	% organic growth <sup>2</sup>
EMEA	226.5	169.4	+33.7%	+5.2%	236.0	177.6	+32.9%	+ <b>6.1%</b>
North America	162.8	140.8	+15.6%	-3.4%	210.8	178.0	+ <b>18</b> .4%	-2.2%
CIS, APAC & LATAM	126.4	157.9	-19.9%	-10.9%	151.3	187.1	-19.1%	-14.9%
Sports	45.5	24.8	+83.3%	+48.7%	114.5	72.1	+58.8%	+24.2%
Total Sales	561.2	492.9	+13.9%	-0.2%	712.7	614.8	+15.9%	-0.6%
<i>€m</i>	Q1 2015	Q1 2014 <sup>1</sup>	Q1 15 Margin	Q1 14 Margin	Q2 2015	Q2 2014 <sup>1</sup>	Q2 15 Margin	<i>Q2 14 Margin</i>
Adjusted EBITDA <sup>3</sup>	31.8	34.2	5.7%	6.9%	96.2	90.5	13.5%	14.7%

Note: (1) Figures restated to reflect the impact of IFRIC 21, leading to a change in the recognition date for certain tax liabilities.
 (2) Organic growth: At same perimeter and exchange rates (NB: In the CIS, price increases implemented to offset currency fluctuations are not included in the organic growth. Organic growth in the CIS therefore reflects volume and mix variances only).

(3) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items.



## Sales and adjusted EBITDA performance by semester

		Sales				Adjusted	EBITDA <sup>3</sup>	
€m	H1 2015	H1 2014 <sup>1</sup>	% growth	% organic growth <sup>2</sup>	H1 2015	H1 2014 <sup>1</sup>	H1 15 Margin	H1 14 Margin
EMEA	462.6	347.0	+33.3%	+5.7%	70.1	40.8	15.1%	11.8%
North America	373.6	318.8	+17.2%	-2.8%	33.6	33.8	9.0%	10.6%
CIS, APAC & LATAM	277.7	345.0	-19.5%	-13.1%	37.0	61.8	13.3%	17.9%
Sports	160.0	96.9	+65.1%	+30.5%	9.9	6.5	6.2%	6.7%
Central Costs					(22.6)	(18.2)	-	-
Total Group	1,273.9	1,107.6	+15.0%	-0.4%	128.1	124.7	10.1%	11.3%

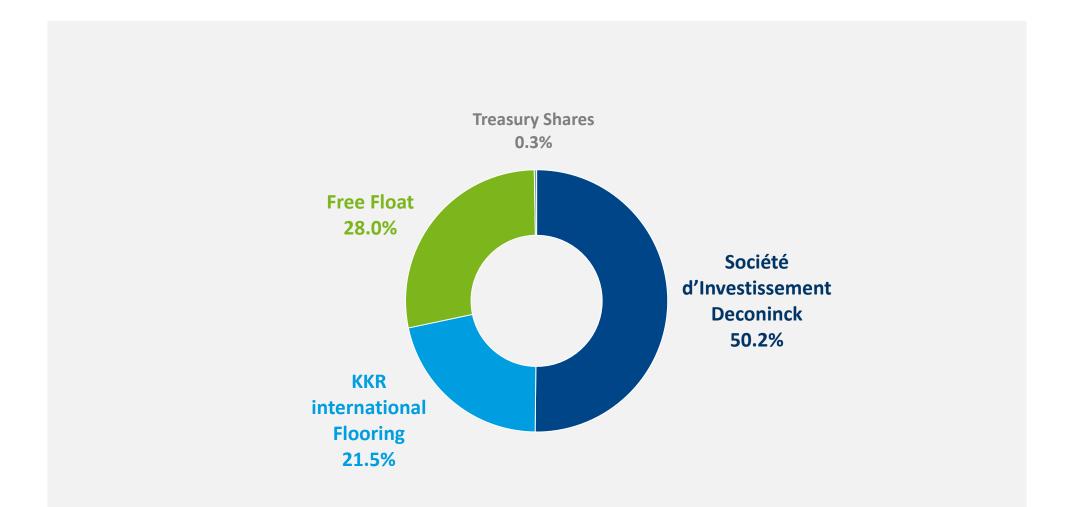
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(3) Adjusted EBITDA: Adjustments include expenses related to restructuring, acquisitions and certain other non-recurring items.



## Shareholder composition - As at June 30, 2015





## Governance

### **Supervisory Board**

- President: Didier Deconinck
- Vice President: Jacques Garaïalde (KKR)
- 9 Board members:
  - <u>4 representatives of the Deconinck family</u>: Didier Deconinck, Bernard-André Deconinck, Eric Deconinck, Eric La Bonnardière
  - <u>2</u> representatives of KKR: Jacques Garaïalde, Josselin de Roquemaurel
  - <u>3 independent members</u>: Guylaine Saucier, Gérard Buffière, Françoise Leroy

Selection & Remuneration Committee	Audit Committee
Chaired	Chaired
by Gérard Buffière	by Guylaine Saucier
(independent member)	(independent member)

### Shareholder agreement

Shareholder agreement between KKR and the Deconinck family to remain in place post-IPO for a term of 4 years (or until one party holds less than 5% of the share capital)

### **Management Board**

- Chaired by Michel Giannuzzi, CEO
- Includes Fabrice Barthélemy, CFO, and Vincent Lecerf, Executive VP Human Resources

## **Executive Management Committee**

- Executive Management Committee led by Michel Giannuzzi
- Includes Tarkett's operational and functional leaders:
  - Heads of EMEA, Eastern Europe, North America and Sports divisions
  - Heads of Finance, HR, Operations, Research Innovation & Environment, and Legal



## Consolidated income statement

Income statement		
€m	H1 2015	H1 2014 <sup>1</sup>
Net sales	1,273.9	1,107.6
Cost of sales	(947.8)	(825.0)
Gross profit	326.1	282.6
Other operating income	5.6	3.2
Selling and distribution expenses	(156.1)	(124.9)
Research and development expenses	(16.4)	(13.3)
General and administrative expenses	(90.7)	(75.6)
Other expenses	(9.1)	(6.2)
Result from operating activities	59.4	65.8
Financial income	0.8	0.9
Financial expenses	(12.7)	(14.6)
Net finance costs	(11.9)	(13.7)
Share of profit on equity accounted investees (net of income tax)	0.4	(0.3)
Profit before income tax	47.9	51.7
Income tax expense	(17.5)	(22.9)
Profit for the period	30.4	28.8
Attributable to owners of the Company	30.4	28.4
Attributable to non-controlling interests	-	0.4

*Note:* (1) Figures restated to reflect the impact of IFRIC 21, leading to a change in the recognition date for certain tax liabilities and of IAS 12.41.



## Consolidated cash flow statement

Cash flow statement		
€m	H1 2015	H1 2014 <sup>1</sup>
Net profit before tax	47.9	51.7
Adjustments	72.9	62.1
Operating cash flow before working capital changes	120.8	113.9
Effect of changes in working capital	(110.7)	(107.7)
Cash generated from operations	10.1	6.2
Other operating items	(29.6)	(29.8)
Net cash from operating activities	(19.5)	(23.6)
Acquisition of subsidiaries net of cash acquired	(1.6)	(20.6)
cquisition of property, plant and equipment	(41.8)	(40.5)
n/w On-going Capex	(41.8)	(32.7)
Proceeds from sale of property, plant and equipment	0.2	0.2
Net cash from investing activities	(43.2)	(60.9)
Acquisition of non-controlling interests	0.3	(14.5)
Proceeds from loans and borrowings	479.9	123.0
Repayment of loans and borrowings	(454.1)	(48.8)
Payment of finance lease liabilities	(0.2)	(0.2)
Dividends paid	-	-
Net cash from financing activities	25.9	59.5
Net increase (decrease) in cash and cash equivalents	(36.7)	(25.0)
Cash and cash equivalents, beginning of period	135.1	96.7
Effect of exchange rate fluctuations on cash held	2.7	0.2
Cash and cash equivalents, end of period	101.2	71.8

Note: (1) Figures restated to reflect the impact of IFRIC 21, leading to a change in the recognition date for certain tax liabilities and of IAS 12.41.



## Consolidated balance sheet

€m	30 June 2015	31 December 2014
Assets		
Goodwill	548.5	532.6
Intangible assets	113.3	115.8
Property, plant and equipment	513.9	502.1
Financial assets	30.1	28.8
Deferred tax assets	114.9	109.3
Other non-current assets	0.4	0.5
Non-current assets	1,321.1	1,289.1
Inventories	437.0	348.2
Trade receivables	418.3	312.0
Other receivables	63.5	72.9
Cash and cash equivalent	101.2	135.1
Current assets	1,020.0	868.2
Total assets	2,341.1	2,157.3
Equity and liabilities		
Share capital	318.6	318.6
Share premium and reserves	145.8	145.8
Retained earnings	274.8	194.9
Net result for the year	30.4	61.3
Equity attributable to equity holders of the parent	769.7	720.6
Non controlling interests	1.8	5.2
Total equity	771.5	725.8
Interest-bearing loans and borrowings	734.9	690.4
Other financial liabilities	12.7	3.8
Deferred tax liabilities	39.8	36.5
Employee benefits	150.4	155.4
Provisions and other non-current liabilities	45.9	44.6
Non-current liabilities	983.7	930.7
Trade payables	294.7	224.4
Other liabilities	182.6	180.4
Interest-bearing loans and borrowings	37.5	40.2
Other financial liabilities	25.1	5.3
Provision and other current liabilities	45.9	50.5
Current liabilities	585.8	500.8
Total equity and liabilities	2,341.1	2,157.3



## Disclaimer

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