



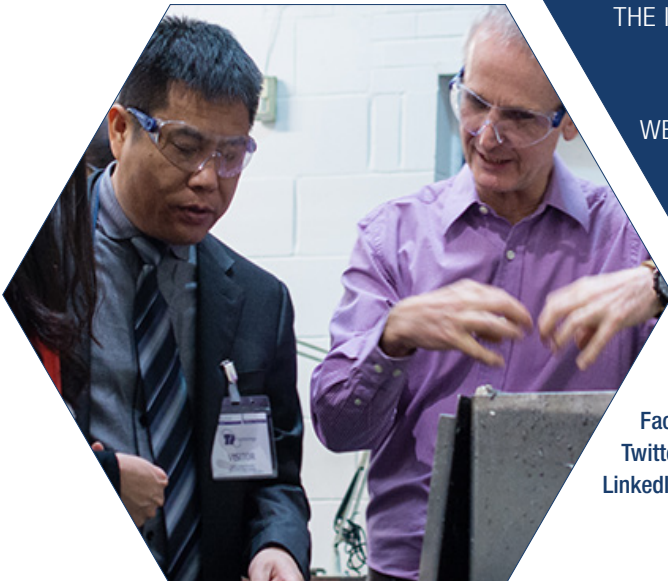
TR PRESS PACK PRESS RELEASES

TR FASTENINGS IS RECOGNISED THROUGHOUT
THE INDUSTRY FOR WORLD CLASS PRODUCTS
& SERVICES

WE MANUFACTURE, STOCK & DISTRIBUTE
A VAST RANGE OF INDUSTRIAL
FASTENERS & COMPONENTS

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TR Press Release

TR Fastenings Welcomes China Fastener Industry Association on First Visit to UK



2015



TR Fastenings, the trading business arm of Trifast plc, has strengthened its position as a global leader in the fastener industry following the success of the recent VIP visit by Mr Feng Jin Yao, Chairman of the China Fastener Industry Association (CFIA) to its headquarters in Sussex.

Accompanied by his colleagues Mr Jinyao Wu, Mr Shen Jia Hua and Ella Leung, editor of China Fastener magazine, Mr Feng Jin Yao was taken on a private tour of TR's manufacturing plant in Uckfield which produces over 750,000 components a week and shown the company's extensive 20,000 square footage of warehouse and distribution space. As one of the world's top producers and distributors of industrial components, TR Fastenings plays a key role as both an industry innovator and ambassador, and the visit, hosted by Trifast CEO Jim Barker, provided the ideal opportunity to discuss current global trade issues in the fastener sector.

China is one of the world's largest manufacturers and distributors of fasteners, exporting over \$700 million dollars' worth in 2014. The China Fastener Industry Association was formed in 1984 and plays a crucial role in the governance of this vast industry. Mr Feng Jin Yao commented, *"We were honoured to be invited by Jim Barker to visit TR Fastenings and would like to thank him and his team for the opportunity to learn more about manufacturing high-quality products and the latest trends in fastener technology. TR is a globally important presence in the industry and we look forward to developing our friendship and trade links between our two countries."*

"It was a great privilege to host our 'old friend' Mr Feng and his colleagues," commented Jim Barker.

"TR Fastenings has two manufacturing plants in China and we are keen to do more business with Chinese fastener manufacturers in the future. The visit was an excellent opportunity to talk about international trade and how it is essential that the fastener industry works together globally for its mutual benefit."

TR Press Release

TR Fastenings Welcomes MP Nus Ghani to its Uckfield Headquarters



2015



Leading global manufacturer and supplier of industrial components TR Fastenings was delighted to welcome the recently-elected MP for Wealden, Nus Ghani, to its headquarters in Uckfield on 21st August.

Hosted by Geoff Budd, European Managing Director at TR Fastenings and a Director of Trifast, the visit was both an opportunity for Nus Ghani to tour the manufacturing plant based in Uckfield which specialises in producing the company's own-brand Hank rivet bush and to speak to members of staff at the firm.

The trading business of Trifast PLC, TR Fastenings was founded in Uckfield in 1973 and has grown into a multi-million pound business, supplying over 150 million components every day to thousands of customers from all walks of industry. From its own-brand self-clinch sheet metal fasteners to its new range of plastic fasteners and Cable Management products, TR keeps at the cutting edge of fastener technology and invests heavily into the research and development of new products.

The company's vast global engineering capabilities and 8 manufacturing sites in Asia and the UK enable it to design, develop and produce over 30% of its components. It also owns a number of prestigious world-class licences, including the Pozidriv® trademark for the UK, Pozi® in the EU and the MATHread® and Torx® licences, and now has the rights to manufacture the Philips Drive Systems, increasing the number of services and products available to its customers.

TR Fastenings is one of only two companies in the Wealden constituency which employs over 100 people, at its Uckfield headquarters, and Nus Ghani was impressed to hear about the success of the firm's apprenticeship scheme and the company's commitment to the ongoing training and well-being of its staff, as well as its support of local community causes.

Nus Ghani commented *"TR Fastenings is a wonderful example of how a small company has flourished into a global PLC yet remains closely connected to its roots in Uckfield. Combining manufacturing, engineering and distribution, it is a global player with high-profile customers which also makes a significant contribution to the local economy. This local firm has a long history of employing local people and offering apprenticeships, especially to students from Uckfield."*

Geoff Budd added, *"We would like to thank Nus Ghani for taking the time to visit TR Fastenings and we look forward to developing our relationship with her further."*

TR Press Release

Working in Partnership: New Dual Branded Trailer Reflects Strength of Relationship between



2015



SDV Ltd, a leader in global supply chain management, has recently rebranded one of its trailers to feature a specially designed joint SDV and TR Fastenings logo.

As one of TR Fastenings' major suppliers of international logistics, SDV has been providing a door-to-door service for the company's logistical needs over the past five years, offering a supply chain platform which is fit for purpose for its customers worldwide.

Doug Jeacock, Northern Sales & Marketing Director at SDV, commented, *"TR Fastenings is one of our most important clients and we felt that creating a dual branded logo for one of our trailers would reflect the nature of our successful partnership."*

Gavin Gent, Regional Logistics Manager from TR Fastenings, added, *"We are delighted that SDV is featuring the TR Fastenings logo on one of its trailers and think it looks very smart! SDV has proved itself to be an extremely reliable and efficient supplier to TR and we look forward to working in partnership with them in the future."*

TR Press Release

Maximising Fastener Potential in the Automotive Sector



2015



According to a recent report into the automotive industry by leading management consultants Strategy & Co*, despite the fact the automotive sector globally has been enjoying a period of relatively strong growth and profitability for the past few years, OEMs face some serious challenges ahead.

Due to the waning of product differentiation and a general increase in vehicle quality throughout the sector, customers are becoming less loyal to a specific brand and expect more high-end features to be standard. Added to the need to adhere to an ever increasing number of regulatory requirements, it is becoming essential for automotive OEMs to find a way to reduce costs. For TR Fastenings, a leading global manufacturer and distributor of automotive components, the automotive sector makes up 31% of its revenue and is crucial to its growth plan. Here, Chris Black, Director of Global Automotive Business Development at TR Fastenings explains, how best to react strategically to these changes in order to build market share and profitability.

Think locally; operate globally

TR Fastenings typically supplies over 10,000 different fasteners annually to Tier 1s and OEMs in automotive sector. These low cost, zero defect parts are manufactured predominantly out of the company's flagship manufacturing plant in Malaysia (PSEP), and SFE's 2 factories in Taiwan. We specialise in producing multistage complex fasteners to go into products such as seating components, IP console, braking systems, airbag assemblies, and highly engineered parts for engine and powertrain fastenings. This together with our key AVL vendors enables us to manage a complete bill of materials.

TR also manufactures and supply a wide range of other essential automotive components, including fasteners for sheet metal, fasteners for plastic, security fasteners, special thread-locking nuts and micro-diameter fasteners from M0.6 size upwards which are used in numerous automotive applications, door and instrument panels etc.

New strategies within the OEMs see platforms build going global on 3 continents. TR is in a fairly unique position as we are already present in each of the areas where the automotive clusters are based. For example a platform build that we supply in the UK has just been replicated in Shanghai and Brazil. We have been able to hit the ground running to support, as we already have the parts approved and are in a full supply situation.

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This without doubt helps with any start up situation as all of the parts have a PPAP and we have sufficient stocks to support trial build and the start of production. Another invaluable tool is the parts database portal on all automotive parts that allows TR sourcing, sales and technical teams globally to interrogate the data.

This tells them which TR site is supplying and who holds the PPAP. This assists with quotation turnarounds as sometimes we only have 5 days to reply, and often the Tier 1 is quoting for business and this enables them to get a fast response. Increasingly we are seeing the same part under different Tier1's / OEM part numbers and the TR parts portal can recognise that. This also allows us to leverage the price as the volumes used increase which in turn benefits all parties.



Engineering and technical support

Most automotive customers have specific needs in terms of product and in order to help customers maximise a component's full potential, TR's team of Application Engineers work closely with their Tier 1 customers' design engineers. TR has built a reputation as the 'go to' company for support and our technical team are happy to arrange on site visits for problem solving or a like-for-like cost-saving alternative product development or the design of a totally new component. This can help in taking coat out at inception.

As we have a very broad scope of supply the TR technical team can also advise on many other components on the build, giving a more holistic approach than most companies just dedicated to one capability.

Improving assembly techniques can also be easily arranged along with product testing, drawing support and online 24 hour website support giving access to technical information and CAD data files. As material requirements change and the advent of more composites and plastics in builds we are perfectly poised to support as these materials are also used in other sectors where TR also have an expertise.

Drives & Licences

Due to TR's increasing focus on the automotive industry over the past 7 years, it was important that the company was able to offer customers the widest range of fastener options. As lightweighting becomes an every increasingly important requirement, TR Fastenings has been able to assist customers achieve the weight reduction requirement and high torque demands by adding Phillips' complete range of industrial drive systems, including the MORTORQ® Super high strength internal drive, to its portfolio. This innovative system provides the lowest head possible while reducing internal weight. Furthermore, in transmission applications the MORTORQ Super drive has provided unparalleled tool life, yielding a six-time increase that has resulted in fewer line stoppages for tool changes and greater productivity.

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Phillips' Drive systems appeal to customers who require more sophisticated engineered applications. These fasteners have up to 25% less material in the head, giving it the advantage of both weight reduction and less material used – very much a value added product. Other new licences in the TR stable include the Strux® Clinch system as well as licences for Torx Plus®, MAThread® and Quadrex®. TR also owns the Pozidriv® licence.

Thinking globally and acting locally, being ahead of the curve in terms of technology and offering clients the best possible service and support enables TR to stay at the cutting edge of the automotive Tier1 fastener sector. It's a very exciting time to be working in this industry and at TR Fastenings we are perfectly positioned to drive automotive fastener technology forwards and embraces the opportunities ahead.

Chris Black's Top 5 Tips for a forward-thinking fastener strategy



1. Choose a vendor with a global reach, as builds are replicated on 3 continents who can manage the logistics of the product, currencies, languages, and differing contracts unique to geography...and ensure they are financially stable.
2. Choose a vendor that is flexible and available at short notice to support. Involve them at the start of a project...not at the end when the product is already designed in, and often too late to change.
3. Select a vendor who focuses on the Tier1 sector and makes that their key strategy, as most other manufactures focus on the OEM in the first instance.
4. Select a vendor with manufacturing on several continents that can provide low cost, high quality fastenings.
5. Select a vendor who is continually looking to increase their portfolio of products to meet the needs of their clients

2015



London: Thursday, 1 October 2015: International industrial fastenings group, Trifast is pleased to announce that it is extending its European presence through the acquisition of industrial distributor Kuhlmann Befestigungselemente GmbH & Co. KG Germany ("Kuhlmann").

Under the terms of the acquisition, Trifast has acquired Kuhlmann for a total consideration of €8.50 million (£6.16m). The initial amount of €6.76 million (£4.90m) was paid on completion in cash and €0.04 million (£0.03m) was satisfied by the allotment of 29,350 ordinary shares in the Company. Consideration of €1.70 million (£1.23m) will be deferred for 12 months and is to serve as a retention against which any potential warranty and indemnity claims will be offset. The cash consideration will be met from the Company's existing bank facilities.

Trifast will be investing into Kuhlmann to further develop the opportunities in the German market and expects the acquisition of Kuhlmann to be earnings enhancing in the first full year of ownership.

Overview of Kuhlmann

Based in Verl, close to Bielefeld, Germany, Kuhlmann was founded in 1996 and employs 18 staff. It is a well-respected highly efficient distributor of industrial fastenings within the domestic German market. Its emphasis is on delivering high quality products and services to its well-established longstanding customer base in the principal sectors of machinery and plant engineering, sheet metal processing and industrial. Kuhlmann's management team and previous owners, Frank Niggebrügge, Eric Hütter and Peter Henning will continue to run the business with the support of the operational management team and staff who will remain within the business.

For the year ended 31 December 2014, Kuhlmann reported revenue of €6.70 million (£4.86m) and profit before tax of €1.74 million (£1.26m). Gross assets at the same date were €1.43 million (£1.04m).

Background to and reasons for the Acquisition

Germany is the fourth largest industrial fastener market globally and the biggest in Europe. Over the last five years TR has successfully developed its export business and last year sales into Germany contributed around £7.00 million. To further enhance TR's reputation and presence in this important market the Directors consider it strategically beneficial to establish a strong domestic distribution and logistics facility managed by local German speaking industrial fastener professionals.

Kuhlmann has a highly experienced and motivated team with excellent technical know-how and knowledge which will enable the Group to drive its core growth strategy of growing its multi-national OEM base.

2015

Commenting on the German expansion, Malcolm Diamond MBE, Executive Chairman said: *"As investors know, we have a strong philosophy when it comes to acquiring businesses - profitable businesses, in our key sectors, backed up by respected and experienced management. Kuhlmann provides just this and the base from which to grow our presence and sales into the largest manufacturing country in the EU region. Everyone at TR looks forward to working with the Kuhlmann team to achieve this objective."*

Trifast's Chief Executive, Mark Belton added: *"This is a very positive step for both TR and Kuhlmann and we welcome everyone into the Trifast family. Having already built a close trading relationship between our two businesses and respective management teams, we are now establishing a strong local presence and a base for what we see as an exciting opportunity for both TR and Kuhlmann. We are confident that combining local knowledge and culture with increased technical expertise, in what is the largest industrial market in Europe, will enable us to leverage the Group's existing business and open up additional opportunities for further growth, both locally and internationally."*

Frank Niggebrügge at Kuhlmann commented: *"We have known the TR team for a number of years and we have mutual respect for each other's business. The opportunity for Kuhlmann to become part of an international business opens up new markets and opportunities as well as us being able to benefit from the international manufacturing, sourcing and purchasing resources, and worldwide marketing capabilities that the Trifast Group has to offer. We look forward to working with the Trifast team and exchanging ideas and initiatives."*

Application will be made for admission of 29,350 new ordinary shares of 5p each in the Company to the Official List of the Financial Conduct Authority and to trading on the London Stock Exchange's main market for listed securities ("Admission"). It is expected that Admission will become effective at 08:00 am on 7 October 2015.



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