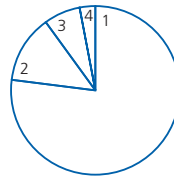


## 2 Coats plc at a glance

Group sales (£1,213 million)

Our core business is thread. With 22% global market share and operations in 63 countries we are the clear market leader.

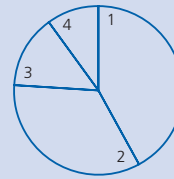


- 1 Thread 77%
- 2 Fashion Retail 13%
- 3 Bedwear 7%
- 4 India Textiles 3%

### Thread

The thread business is broken down into four segments: apparel sewing thread, speciality thread, zips/trim and crafts.

Thread sales (£938 million)



- 1 Apparel sewing thread 42%
- 2 Crafts 34%
- 3 Speciality thread 14%
- 4 Zips and trim 10%

#### Apparel sewing thread

Coats thread is an integral part of every article of clothing – from shirts to suits and designer wear to protective workwear, our thread is preferred by the world's leading brand owners, retailers and manufacturers.

From high performance corespun to general purpose spun polyester thread, our international product range for apparel sewing is available worldwide. Our Global Offer is supported by Coats Sewing Solutions, a suite of value adding services designed to enhance quality and productivity.

#### Speciality thread

Coats has, by far, the most comprehensive product range catering to the needs of a multitude of industries – footwear, mattresses, quilting, automotive, outdoor and camping goods, furniture and filtration to name a few.

Our manufacturing expertise and extensive experience in servicing the needs of international customers are unmatched by competitors. These assets were further enhanced by the acquisition of Barbour Threads whose expertise in threads for special applications dates back to 1784 when its first linen mill was established in Northern Ireland.

#### Zips/trim

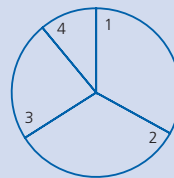
Under the Opti brand, Coats offers a wide range of zips suitable for all kinds of industrial applications in the apparel and speciality sectors, as well as for craft and home sewing usage. The Opti range of zip fasteners is backed by in-house technology.

#### Crafts

The Crafts segment includes products for home sewing, embroidery, crochet and knitting, and aims to fulfil creative, leisure and utility needs of consumers. We support development of needlecrafts and artistry worldwide through sponsorships, training and award programmes.

Internationally renowned brands such as Anchor and Red Heart are part of a long established Coats tradition of products and creative ideas that have brought enjoyment and satisfaction to generations of craft enthusiasts.

Thread sales by region



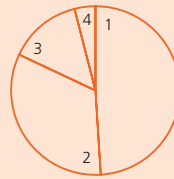
- 1 Europe 33%
- 2 North America 33%
- 3 Asia 23%
- 4 South America 11%

We have manufacturing facilities in 43 countries worldwide and recently opened new factories in the Dominican Republic, Madagascar and Romania.

## Fashion Retail

Fashion Retail has two brands, Jaeger and Viyella. The British designed collections are sold through 450 outlets across 15 countries.

Fashion Retail sales (£156 million)



- 1 Jaeger UK 49%
- 2 Viyella 33%
- 3 Jaeger International 14%
- 4 Other 4%

### Jaeger

British designed men's and women's clothing and accessories sold through own outlets and leading department stores.

The vision is to be one of the leading British brands recognised globally for elegant modern style.

The target consumer is a confident, independent and professional individual looking for classic clothing with a touch of luxury, sophistication and glamour.

Jaeger is represented internationally through a range of branches and shop-in-shop operations in North America, together with licensing, franchising and wholesaling in the rest of the world.

### Viyella

Co-ordinated collections of British designed womenswear and accessories.

Viyella is for women seeking high quality clothing with smart, classic and versatile styling.

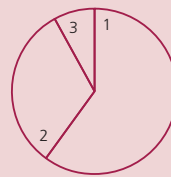
The brand is currently broadening its product offer to include more casual styling to better reflect its consumers' changing lifestyle.

Product is sourced from a range of specialist, high quality, competitive manufacturers.

## Bedwear

Bedwear operates through the Dorma and Vantona brands and also supplies products for retailers' own brand ranges.

Bedwear sales (£87 million)



- 1 Dorma/Vantona 60%
- 2 Own brand 32%
- 3 Other 8%

### Dorma/Vantona

Dorma is the UK's market leading bedwear brand. Sold through leading department stores and high quality independent retailers it is targeted at the premium priced sector of the

market and offers the style conscious consumer a comprehensive range of co-ordinated bed linen and accessories. The success of the brand is supported by its 150 store concession operation

centred around Debenhams and House of Fraser and has been recognised by the award of 3 Royal Warrants. The Vantona brand is targeted at a younger and more price conscious

consumer and has recently enjoyed considerable success through a licence programme with the designer Laurence Llewelyn-Bowen.

### Own Brand

The Bedwear operation also supplies bedwear ranges to leading high street chains and department stores under

their own labels. It remains the biggest single supplier of bedwear to Marks & Spencer and is also a significant

supplier to Laura Ashley, Debenhams and BHS.