Travis Perkins plc

Financial Results

6 months ended 30 June 2006

Geoff Cooper

Chief Executive

Highlights

- Overall market performing in line with expectations
- Strategy of driving the like for like estate is delivering
- Improved financial performance despite challenging conditions
  - LFL sales growth ahead of market
  - Synergy and buying gain targets secured
  - Continued strong productivity gains and cost control
  - Excellent cash generation
- Development programme on track
  - 1000 branch milestone achieved and entry into joinery sector

Paul Hampden Smith

Finance Director

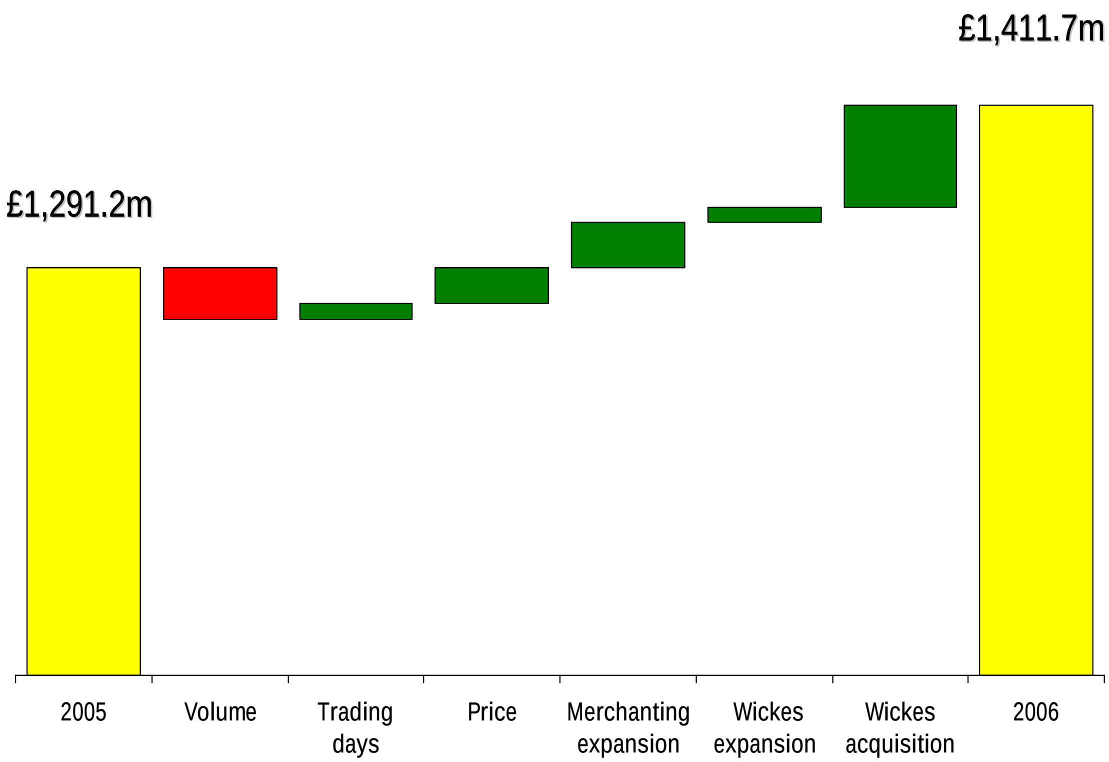
Financial highlights

Turnover	£1,411.7m	+9.3%
Operating profit	£139.2m	+1.3%
Profit before tax	£110.4m	+0.4%
Free cash flow	£161.3m	+54.8%
Basic earnings per share	63.3p	+2.4%
Dividend	12.1p	+10.0%

Summary income statement

	Non-Wickes related £m	Impact of Wickes £m	2006 total £m	2005 total £m	Change %
Turnover	987.2	424.5	1,411.7	1,291.2	9.3%
Operating profit	101.8	37.4	139.2	137.4	1.3%
Operating margin	*10.3%*	*8.8%*	*9.9%*	*10.6%*	
Profit before tax	101.9	8.5	110.4	110.0	0.4%

Continued expansion and price growth



Trading days	0.6 %
Volume	(3.4)%
Price	2.2 %
Like-for-like*	**(1.2)%**
Merchanting expansion	3.1 %
Wickes expansion	0.6 %
Wickes acquisition	6.2 %
Expansion	**9.9 %**
Total	**9.3 %**

* Wickes owned from 11 Feb 2005

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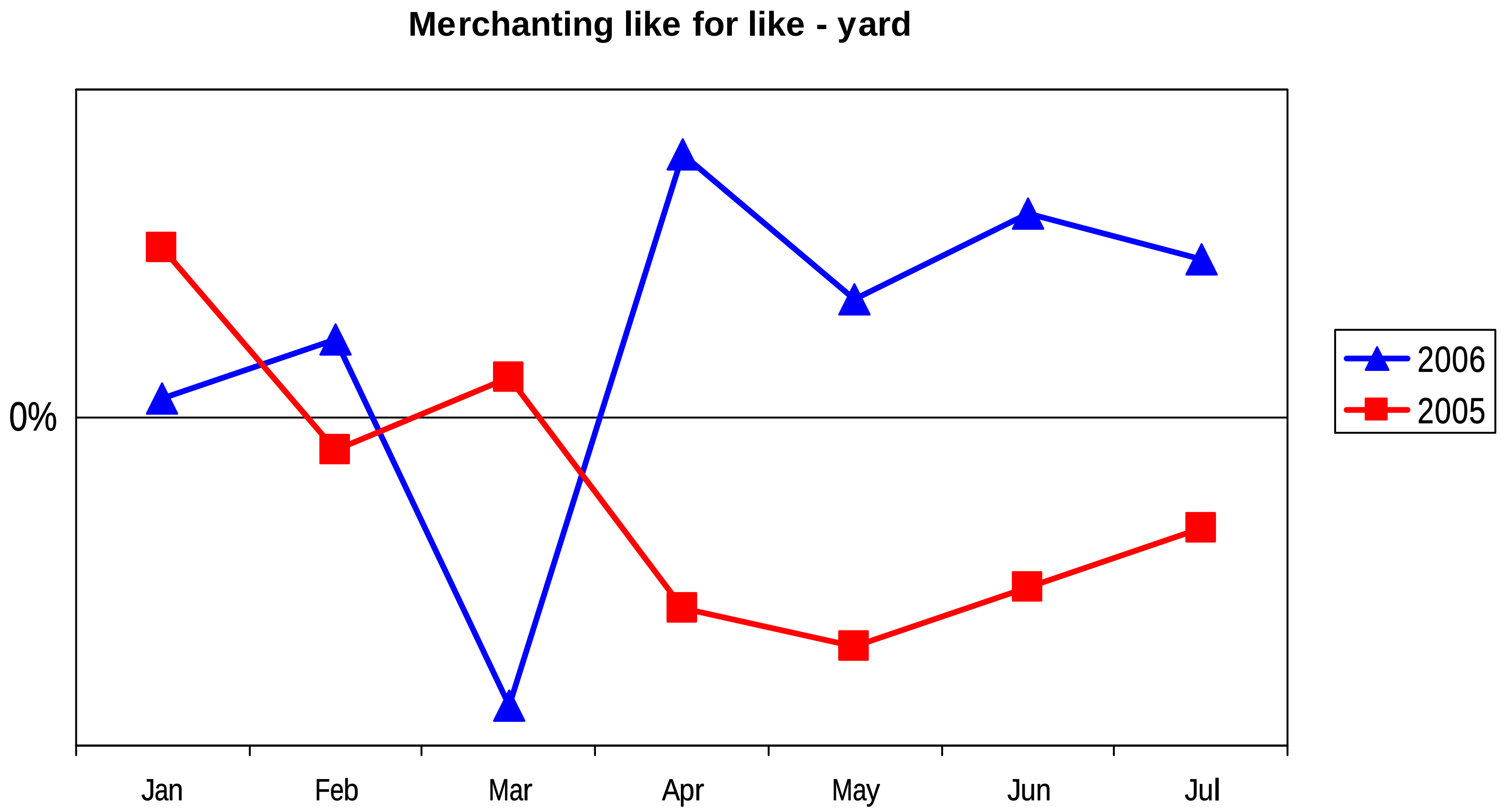
Trade market stronger than consumer sectors

	Like-for-like, %	Total, %
Merchant division (1)		
Generalist	(0.7)	5.1
Specialist	1.8	5.3
Total	0.2	5.2
Retail division (1)		
Core	(7.8)	(5.3)
Showroom	(2.8)	1.8
Total	(7.0)	(4.1)
Group total (2)	(1.6)	9.3

(1) Per trading day to 30 June
(2) Group like for like number as if Wickes owned from 1 January 2005

Improving merchanting like for like sales



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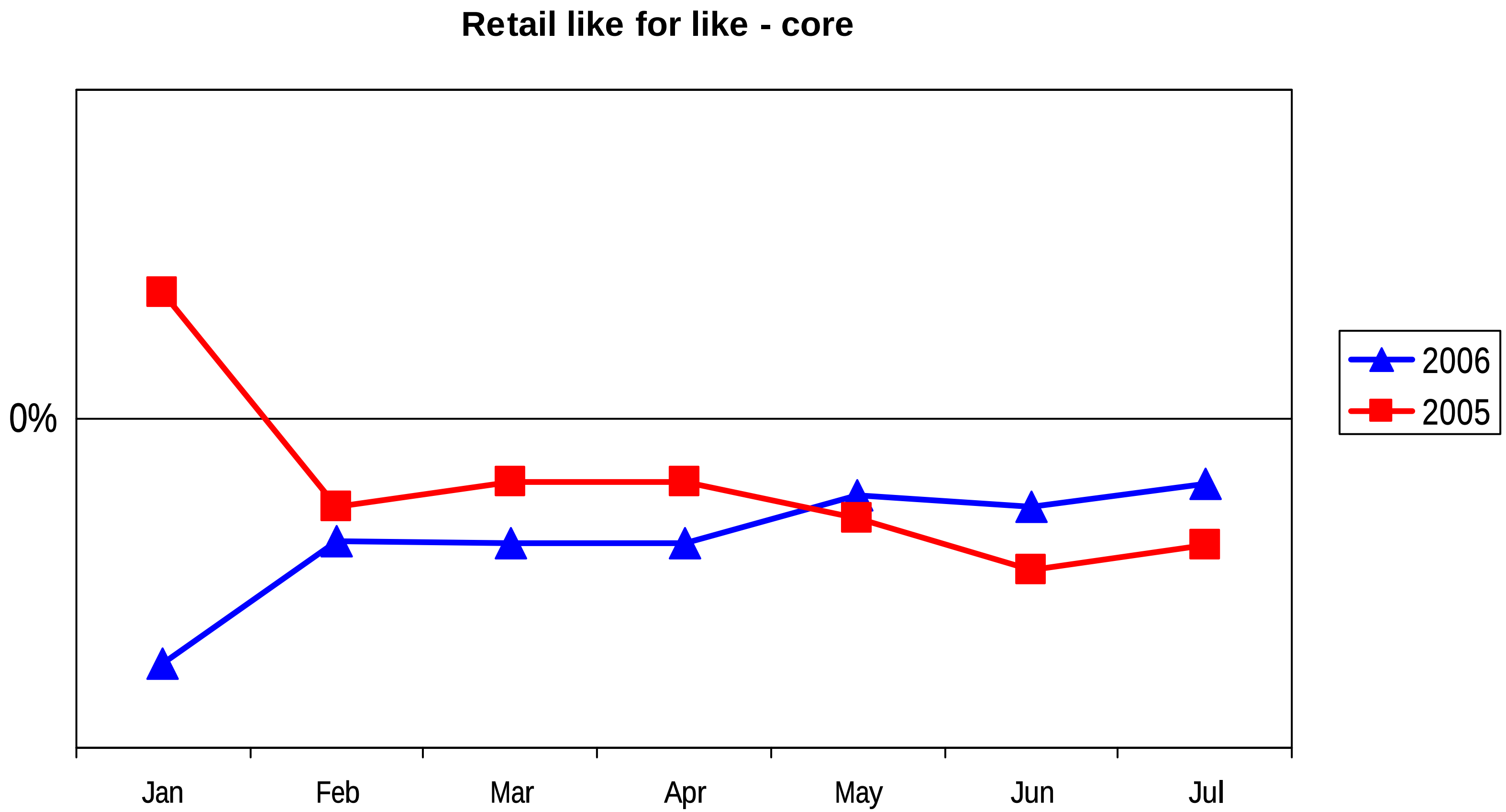
Improving retail like for like sales



Note: March & April retail LFLs averaged for 2005 & 2006 to eliminate Easter distortion

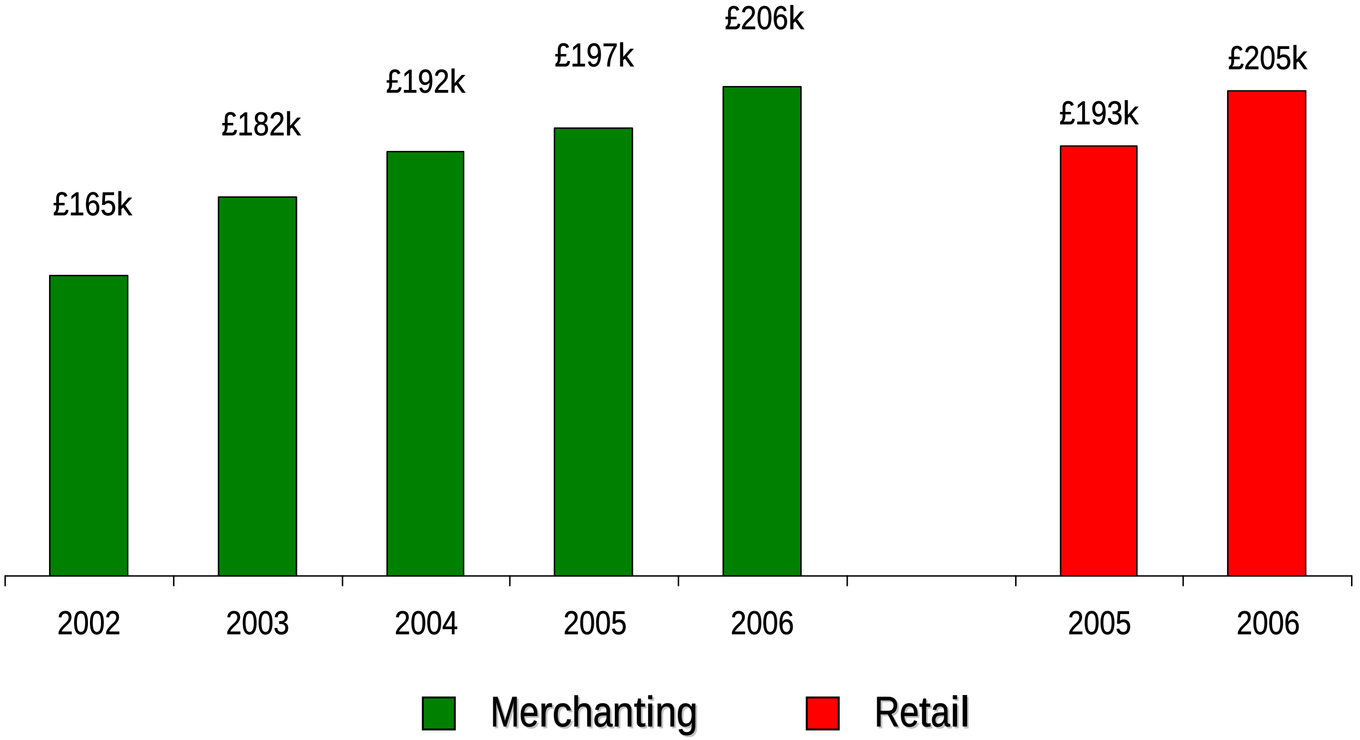
Merchanting price investment & retail fixed cost increase

	Merchanting	Retail	Group
2005 operating margin	11.7 %	7.8 %	10.6 %
Gross margin	(1.0)%	1.9 %	(0.2)%
Overheads	0.3 %	(2.4)%	(0.5)%
Additional period of Wickes ownership		(1.1)%	(0.3)%
Other			0.3 %
2006 operating margin	11.0 %	6.2 %	9.9 %

Higher productivity per employee

Annualised sales per employee (total, not like for like)

6 months ended 30 June



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Improved financial ratios

As at 30 June	2006 £m	2005 £m
Tangible fixed assets	443.2	456.3
Other fixed assets	1,442.4	1,401.7
Net working capital	53.7	148.7
Taxation creditors, dividends, provisions & other	(182.0)	(175.1)
Net debt	(845.2)	(1,013.9)
Pension deficit	(69.9)	(125.7)
Net assets	**842.2**	**692.0**

Key ratios (UK GAAP basis)

Interest cover (times)	4.9	4.4
Net debt / EBITDA (times)	2.6	2.9
Balance sheet gearing	99.7%	142.6%
Working capital % of sales (annualised)	1.9%	5.4%

Free cash flow up 55%

6 months ended 30 June	2006 £m	2005 £m
Operating profit	139.2	137.4
Depreciation	26.9	26.8
Other non-cash movements	1.7	1.3
Gain on disposal of property, plant & equipment	(4.3)	(0.1)
Movement in working capital	56.9	(5.9)
Cash flow from operations	220.4	159.5
Net interest paid	(28.2)	(14.5)
Income taxes paid	(28.9)	(26.7)
Replacement capital expenditure (net)	(2.0)	(14.1)
Free cash flow	161.3	104.2

Cash generated £110m

6 months ended 30 June	2006	2005
	£m	£m
Free cash flow	161.3	104.2
Dividends	(27.8)	(25.3)
Expansion capital expenditure	(13.9)	(22.5)
Acquisition of businesses	(8.9)	(1,020.7)
Other cash movements	(0.6)	1.1
Increase / (decrease) in cash balances	110.1	(963.2)
Net debt at 1 January	(982.4)	(30.7)
Wickes finance leases acquired	-	(20.0)
Derivative financial instruments	27.4	-
Amortisation of fees	(0.3)	-
Net debt at 30 June	(845.2)	(1,013.9)

Summary financial highlights

- Strong cash flow
- Tight cost control and productivity gains
- Industry leading operating margins in both divisions
- Working capital down to under 2% of sales

John Carter

Chief Operating Officer

9 businesses with 6 brands

- South East
- South West
- Midlands
- Northern

Operational review

- Review of our Brands
- Wickes trading formats & driving performance
- Group Best Practice programme
- Customer service
- Review of network expansion
- New business venture

4 out of our 6 Brands now have sector leading returns

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- Price versus volume
- Widen product offering
- Stock availability
- Customer service

Keyline

- Civils and infrastructure
- Deepening product offering

CCF

- Strong organic sales growth
- Further investment

City Plumbing

- Positive recovery
- Positioned for growth

Wickes

- Strong management team
- Robust model

Wickes – driving network expansion, growth and performance

Current estate & formats

Standard stores	167
Extras	8
Small stores	3
Mezzanine	1
Total	179

- Grow numbers of our standard format
- Grow numbers in selective large catchments
- Grow numbers as infill and smaller catchments
- Grow numbers in high rental areas
- Cheaper build cost, better sales density

Driving enhanced performance

- Space optimisation
- Range expansion & development
- Master programme – staff training
- Showroom development

Highest ROS and operating margin in sector

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Best practice – raising the bar

Sales & selling techniques

IT consolidation

Corporate risk management

Pricing

Global sourcing

Stock availability

Development of property portfolio

New business developments

Group training systems

Tool hire

Management information

Time and attendance scheduling

Merchandising

Distribution

Non-store retailing

Strategic propositions

Staff retention

Goods not for resale

Installation (retail)

Management effectiveness

Range harmonisation

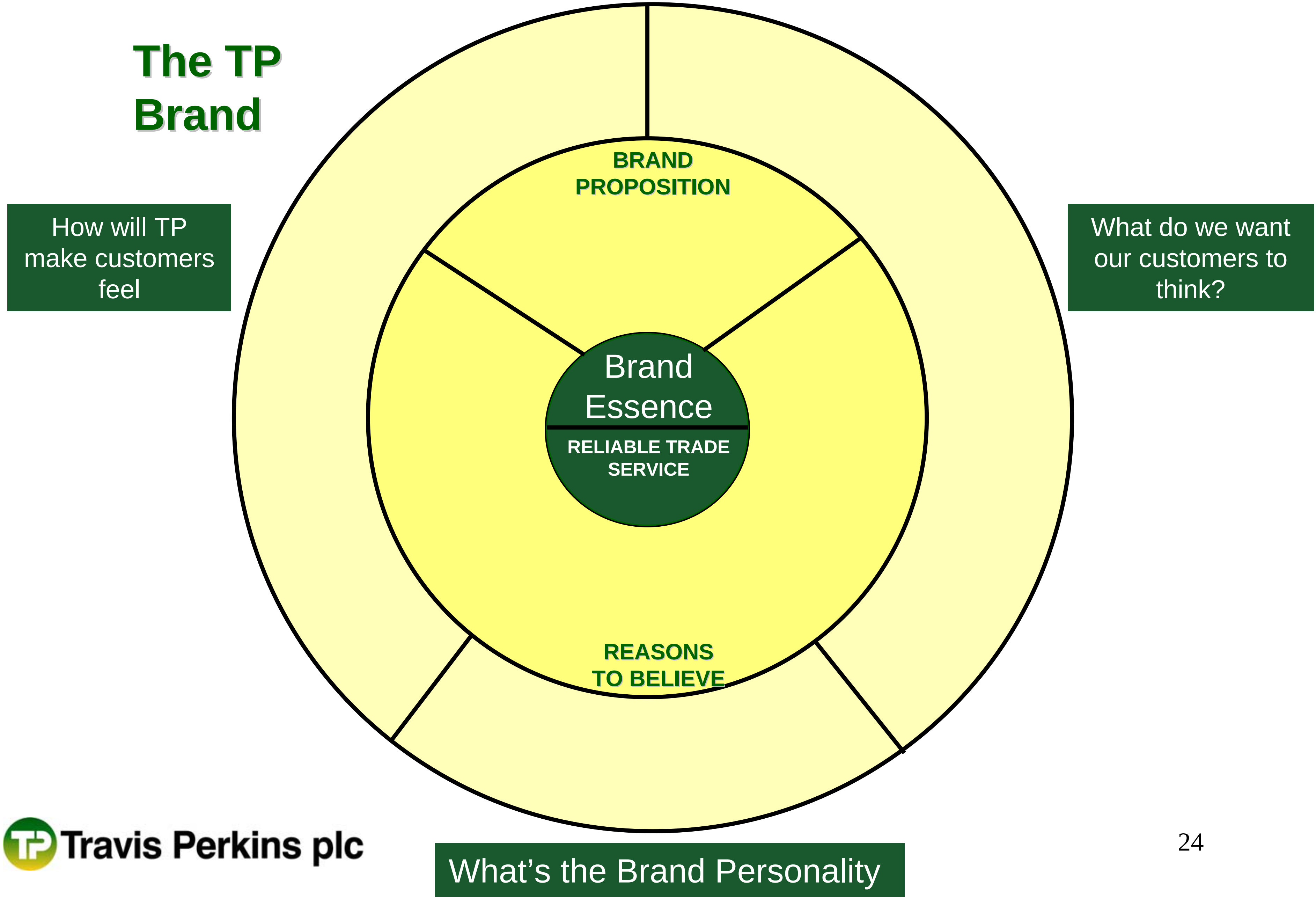
Customer service – the true differentiator

- Scope of our research
  - What do our customers want from us?
  - What are the key drivers in the purchase decision?
  - What will make a real difference to them?

OR IN OTHER WORDS…

- What do we need to do to stay the most successful?

Customer service – Brand Bullseye



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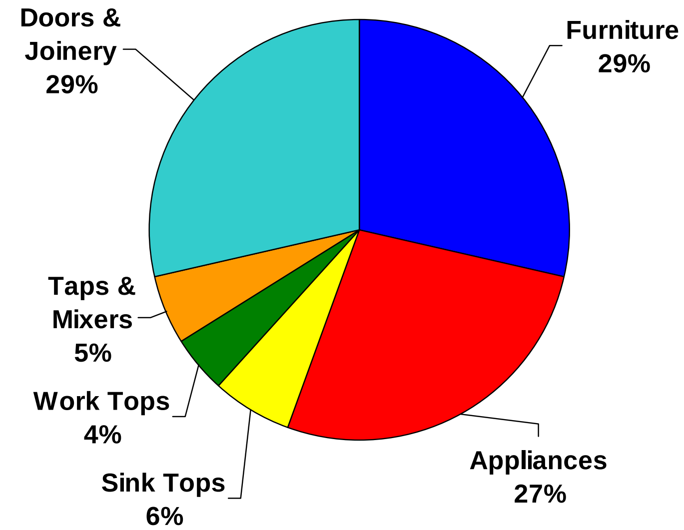
Growing and improving the network

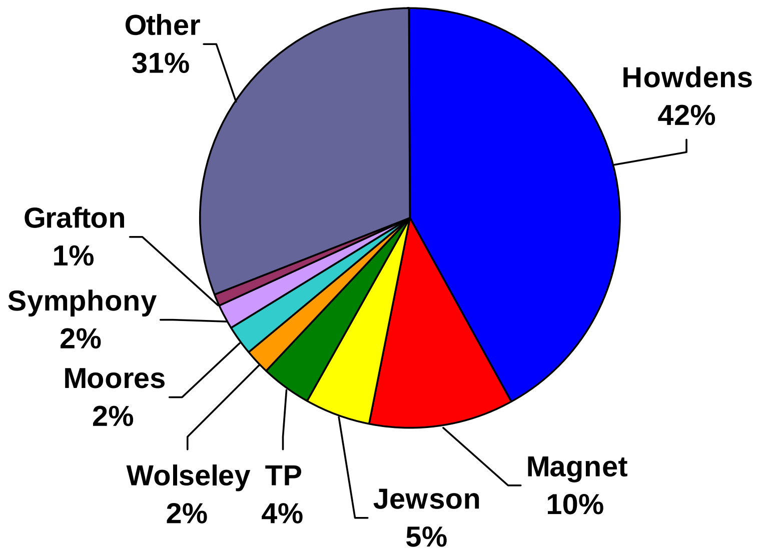
	31 Dec 2005	Acquisition	Brownfield	Consolidation	30 June 2006	Net movement since June	1 Aug 2006
TP	533	4	10	-	547	2	549
Keyline	73	1	1	-	75	-	75
CCF	23	-	1	-	24	-	24
City Plumbing	178	-	-	(1)	177	-	177
Wickes	176	-	3	-	179	-	179
Benchmarx	-	-	-	-	-	1	1
Total branches	983	5	15	(1)	1,002	3	1,005

Our new business venture

BENCHMARX
Kitchens and Joinery

- Target customer is small specialist joiner (SSJ's)
- Trade Kitchens & Joinery market – £1.3bn (2004 value)
- SSJ's often poorly served by current providers





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Benchmarx Croydon – opened 10 July 2006

- Specialists to the trade
- Services
  - Free estimating & design service
  - Specialist showrooms
  - Knowledgeable sales team
- Targeted product range:
  - Rigid kitchens
  - Appliances
  - Doors
  - Wooden flooring
  - Fixings
  - Sealants & Adhesives
  - Hardware

Benchmarx Croydon – opened 10 July 2006

Geoff Cooper

Chief Executive

Overall market performing in line with expectations

- Recovery in retailing slower than in merchanting
- Merchanting market improvement driven by R&M
- Retailing pricing pressure eased

Market outlook

Economic variable	Previous 2006	2006 Full year	Outlook 2007	Comment
RMI output	↗	=	=	Improvement in H1 not sustainable
New housing output	↘	=	=	Higher unit values likely
House price inflation	=	↗	=	Slowing
House transactions	↘	↗	↗	Strong H1 supports annual growth
Consumer spending	↗	↗	↗	Positive but fragile
Consumer confidence	↗	↘	↗	Slow to recover

Merchanting overall	=	↗	↗
DIY overall	=	↘	↗

Strategy on track

- Volume growth achieved and market share gained
- Gross margin improvements delivered
- Best practice programme has lowered costs
- Returns improved and debt reduced

Further expansion opportunities

- Entry now made into trade kitchens & joinery sector
- Existing brand pipeline remains strong
- Consolidation activity has slackened
- Current focus remains on brand expansion and debt reduction

Strengthening the organisation

Senior management team

Group well positioned for 2006 and beyond

- Current trends consistent with expected H2 outlook
- Share gains expected from LFL estate and network expansion
- Promising gross margin momentum
- Operational gearing raised through robust cost controls
- Maintained focus on cash and returns

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Financial Results

6 months ended 30 June 2006