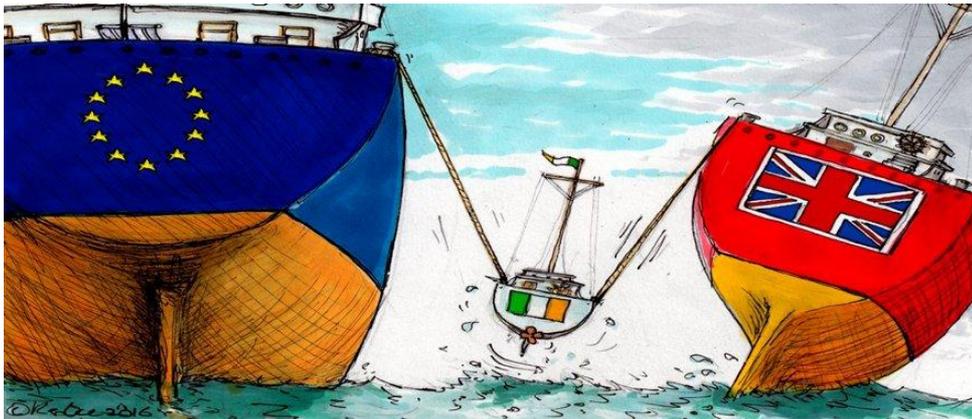


BREXIT

Ready ?



14th December 2016

Martin McVicar: M.D. Combilift.

Company Background

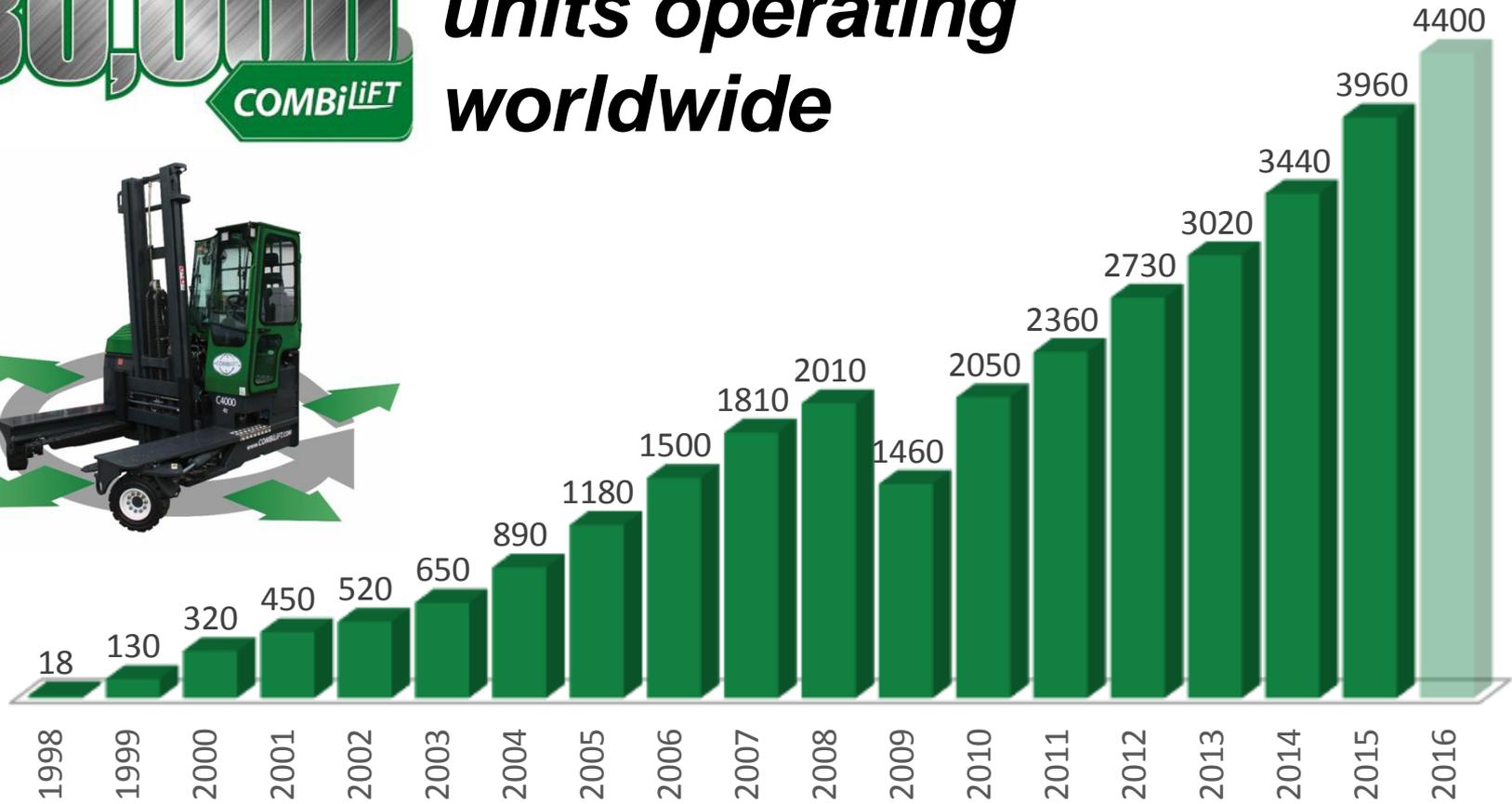
- Combilift, Monaghan
- 440 employees
- €200 million turnover
- 7% of turnover in R&D
- 98% Exported
- Exporting to 75 countries



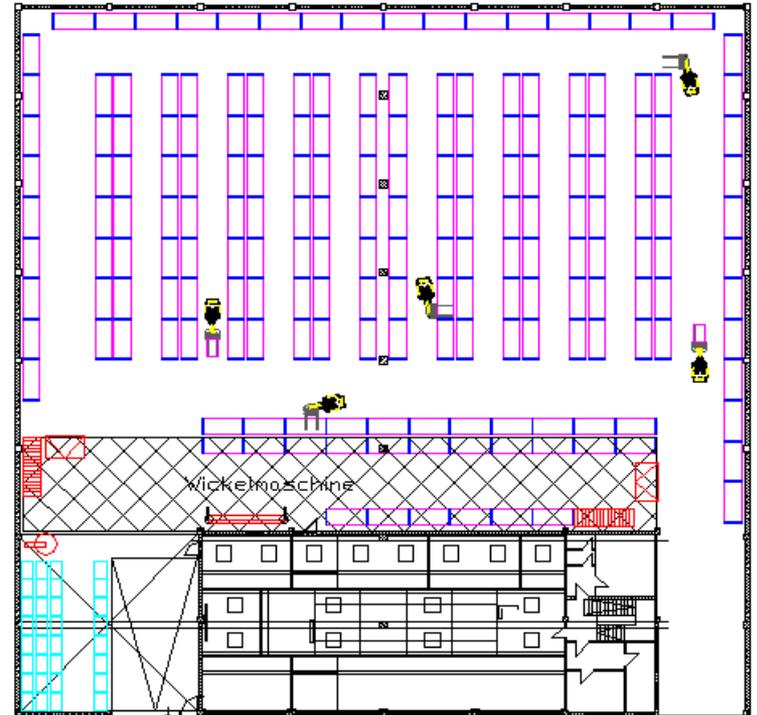
Production

30,000
COMBiLiFT

*units operating
worldwide*



Logistics – Solution Provider



Product to Market

- **Sales Personnel Overseas** in the market
- Price product in **Customers Currency** e.g. US \$, Can \$, Aus \$, Stg £, Euro
- Delivery cost included within Price.
- Suggested Retail Price Lists for each market.
- Designed for Export
 - Can be Containerised



UK Sales



■ ROW 🇬🇧 UK

Noonan says Ireland-UK bilateral agreement not possible

Updated / Dec. 12, 2016 21:59



Michael Noonan has said formal negotiations will take place between Britain and the European Union

The Minister for Finance has said it is not possible to have formal, bilateral agreements between Ireland and Britain.

EUR v. GBP – Last 5 Years

15 Dec 2011 00:00 UTC - 13 Dec 2016 17:08 UTC **EUR/GBP** close:0.83805 low:0.69410 high:0.90353



Average
0.80

EUR v. GBP – Since 1st Feb 2016

EUR to GBP Chart

1 Feb 2016 00:00 UTC - 13 Dec 2016 16:12 UTC EUR/GBP close:0.84022 low:0.75514 high:0.90



Average
0.82

Private UK Companies

Our experience with private companies in the UK is that they are continuing to place orders and it is business as usual.



Public UK Companies

However, we have had evidence that larger public concerns who are not manufacturing based and who have seen their share price slump are putting decisions on hold for the time being.



Manufacturing Exports out of UK

The weaker Pound will boost manufacturing in the UK and we have seen growth in the manufacturing sector Post Brexit vote.

As a supplier to the manufacturing sector we expect to see more demand for our products.



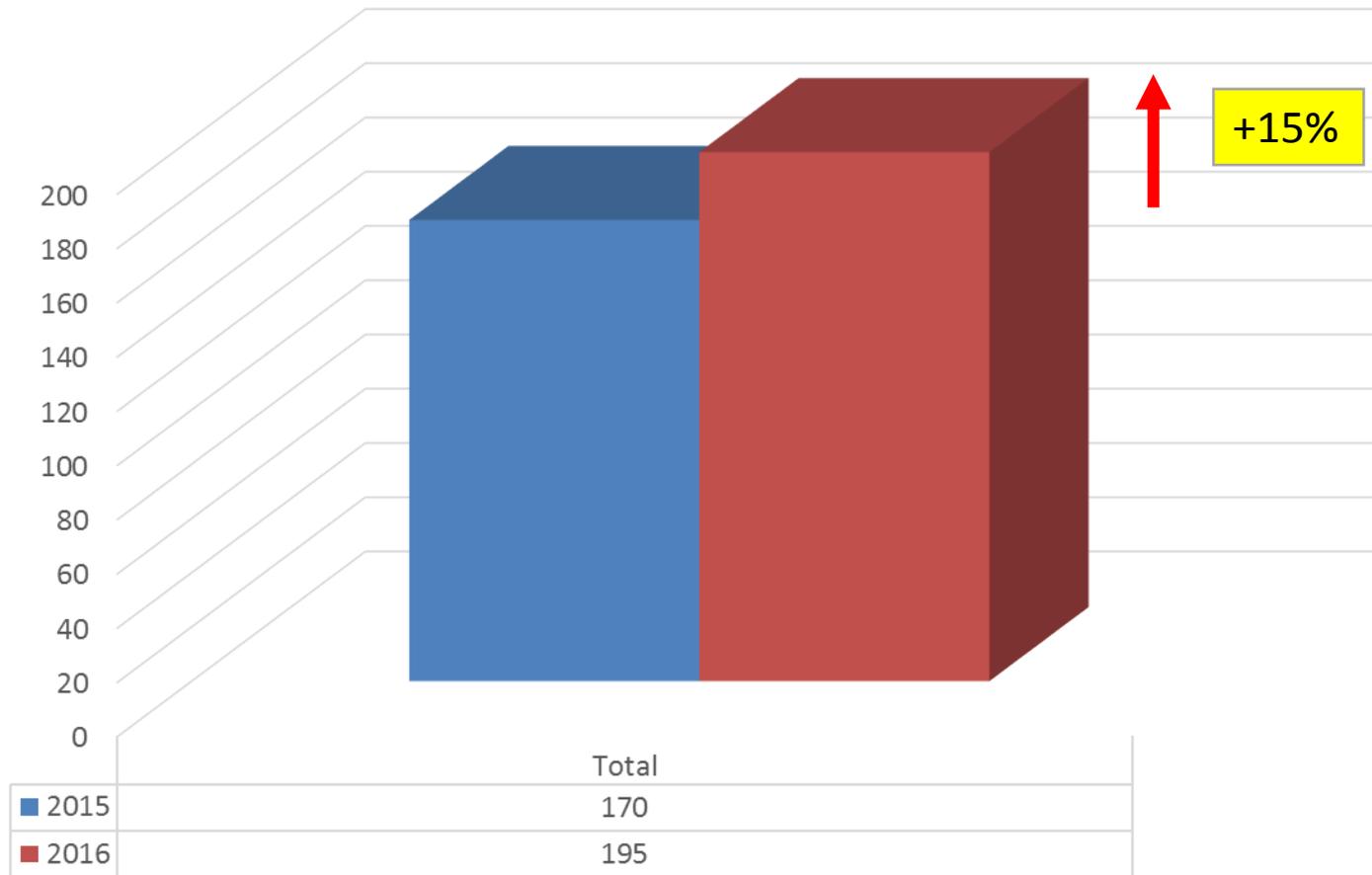
Jaguar's Brexit boost: Car giant announces plans for 10,000 new jobs as UK sees investment, export and retail all rise

- Jaguar Land Rover threw its weight behind the UK by indicating expansion
- New figures confounded further the gloomy official forecasts this week
- Car giant's boss challenged government to make £450million investment
- Firm planning to build a new generation of battery-powered vehicles

By JAMES SALMON and HUGO DUNCAN and JAMES SLACK FOR THE DAILY MAIL

PUBLISHED: 23:46, 25 November 2016 | **UPDATED:** 01:59, 26 November 2016

Combilift Orders – UK, 2015 vs 2016 (Oct & Nov)



EUR v. USD – Last 5 Years



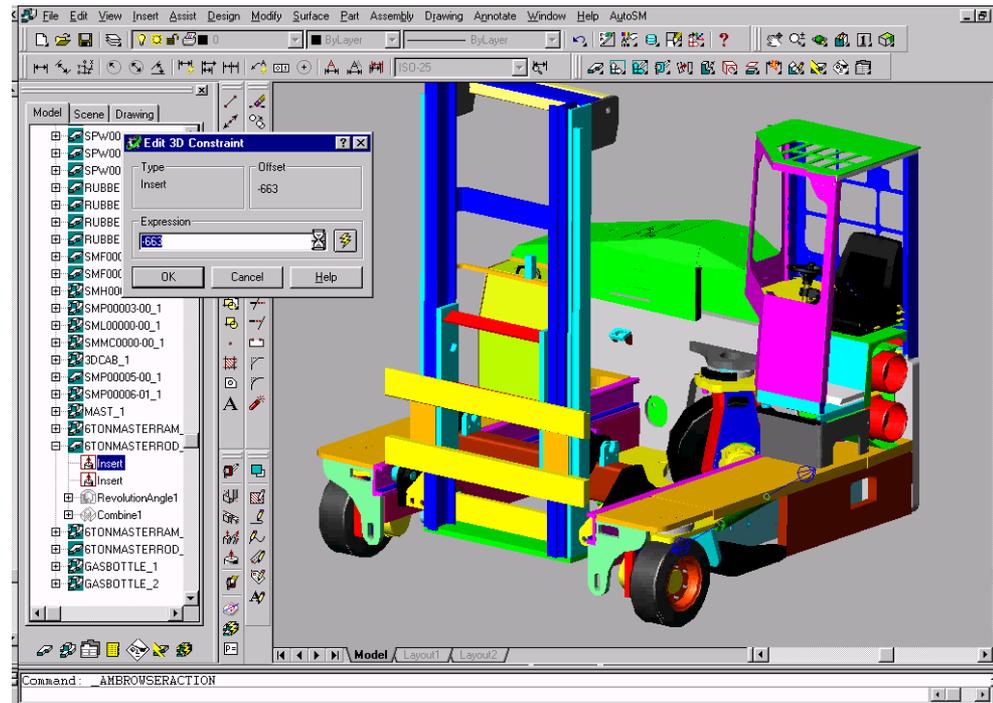
EUR v. USD – Since 1st Feb 2016



Average
1.11

“Innovation is essential for our business to compete globally”

- Invest 7% of Turnover in R&D
- Close **Link** between R&D and **Sales & Marketing**



Opening Late 2017



**MONAGHAN
TOWN VOUCHER**

€100,000 Xmas
Vouchers Purchased