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17 October 2025

## Titon Holdings Plc

### Full Year Trading Update Notice of Final Results and Investor Presentation

*Continued operational improvement; FY25 results in line with the Board's expectations*

Titon Holdings Plc ("Titon" or the "Group") is pleased to provide the following unaudited trading update on the Group's performance for the year to 30 September 2025 ("FY25").

#### Highlights

- Group revenue up 2.1% to £15.8m
  - o Mechanical ventilation systems revenue up 19.4% on the prior year, driven by strong UK growth of 26.8%
  - o Window and door hardware revenue down 13.3%, but improvement actions underway, positioning the business unit for a return to growth in FY26
- Continued improvement in gross profit margins in H2 across both business units
- Underlying<sup>1</sup> EBITDA<sup>2</sup> and loss before tax for FY25 expected to be reported in line with the Board's expectations
- Reported FY25 profit before tax will reflect the sale of previously written down slow-moving stock, which provided a one-off benefit to the year's results<sup>1</sup>.
- Cash of £3.5m at the period end, with no debt; revised factory property valuation of £5.8m
- The Board is cautiously optimistic for FY26, underpinned by an improved pipeline

#### FY25 trading

The Group has delivered a year of growth, operational improvement, gross margin enhancement and strategic progress. Overall Group revenue increased by 2.1% to £15.8m (FY24: £15.5m). While the business faced higher National Insurance and minimum wage costs, improvements in gross margin and tight cost control has resulted in the underlying result for the year achieving expectations.

The mechanical ventilation systems business continued to perform strongly, with revenue rising 19.4% to £8.6m (FY24: £7.2m). The strategic focus on the UK ventilation market proved successful, delivering a 26.8% increase in revenue, the highest sales in this segment to date.

The window and door hardware business saw revenue decline 13.3% in FY25, to £7.2m (FY24: £8.3m), due to the previously reported weaker demand conditions and poor sales execution. During the year, sales operations were reorganised and strengthened, including the hire of a new Sales Director, and improvements were made to customer service. These changes, alongside an improved pipeline, have positioned this business unit for a return to growth in FY26.

Building on the margin improvement initiatives and higher-margin product and market focus reported in the Group's H1 FY25 results, both business units delivered meaningful improvements in gross margins compared with the prior year.

#### Healthy balance sheet

The Group continues to maintain a healthy balance sheet with no indebtedness and Group cash at 30 September 2025 was £3.5m. In September, the Group received a revised valuation of its property assets of £5.8m (2022 valuation: £5.4m), with a c.15% estimated valuation improvement if the property is valued in parts. This compares to the accounting carrying value on the Group's balance sheet of £1.6m.

#### Chief Executive, Tom Carpenter commented:

*"We are pleased with the progress made in our mechanical ventilation systems business unit over the year. While our window and door hardware business unit declined, we have a clear plan to return it to growth and are already implementing the necessary actions.*

*Throughout the year we have continued to build a more responsive and dynamic culture across the Group, which will*

remain a focus going forward.

*Looking ahead to FY26, the Board remains cautiously optimistic despite ongoing market headwinds. We recognise that the wider construction market is unlikely to offer much support, so our focus is firmly on creating our own success through market share gains. Our mechanical ventilation business continues to benefit from product development and efficiency improvements, driving steady order volumes and margin enhancement, while the remedial actions in window and door hardware should begin to deliver a return to growth.*

*We remain vigilant to cost pressures (including labour, materials and energy) as well as the wider macroeconomic environment, both of which have the potential to influence demand and margins.*

*Finally, I would like to thank all our employees on behalf of the Board for their efforts and support over the last twelve months."*

#### **Notes**

<sup>1</sup> Subject to audit, underlying EBITDA and underlying loss before tax exclude profits generated from the one-off sale of slow-moving stock previously written down in the year to 30 September 2024.

<sup>2</sup> Underlying EBITDA and underlying loss are non IFRS measures that the Board use to measure underlying performance, excluding exceptional items.

#### **Notice of Results and Investor Presentation**

Titon Holdings Plc announces that it will release its Final Results for FY25 on 15 January 2026.

Following the release, Tom Carpenter and Carolyn Isom will host a live presentation via the Investor Meet Company platform at 10:00 GMT on the same day.

The presentation is open to all existing and potential shareholders. Questions can be submitted pre-event via the Investor Meet Company dashboard up until 14 January 2026, 09:00 GMT, or at any time during the live presentation.

Investors can sign up to Investor Meet Company for free and add to meet Titon Holdings Plc via:

<https://www.investormeetcompany.com/titon-holdings-plc/register-investor>

Investors who already follow Titon Holdings Plc on the Investor Meet Company platform will automatically be invited.

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