

# Taylor Wimpey plc

Preliminary Results for the Year ended 31 December 2007  
6 March 2008

TaylorWimpey<sup>plc</sup>

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## Basis of preparation of pro forma information

To assist investors in understanding the performance of the combined Taylor Wimpey plc Group, pro forma analyses have been prepared, by aggregating the underlying financial information for the year to 31 December 2007 of the former Taylor Woodrow plc (“TW”) and the former George Wimpey Plc (“GW”), to illustrate the effect of the merger as if the transaction had taken place on 1 January 2007. The results from the two legacy businesses have been prepared on the basis of their historic accounting policies as published in the 2006 financial statements of the two Groups. In aggregating the two sets of financial information, intra-Group trading between the two entities has not been eliminated and fair value adjustments arising from the acquisition accounting have been excluded.

# Introduction

Norman Askew, Chairman

## Agenda

- |                          |               |
|--------------------------|---------------|
| > Introduction           | Norman Askew  |
| > Financial review       | Peter Johnson |
| > UK housing review      | Ian Sutcliffe |
| > Taylor Morrison review | Pete Redfern  |
| > Outlook and strategy   | Pete Redfern  |
| > Questions and answers  |               |

## 2007 Group highlights

- > Successful and rapid integration to create the new Taylor Wimpey Group
- > 14% increase in UK housing profits achieved by significant margin improvement
- > On course to deliver synergy target run rates of £70m in 2008 and £100m in 2009
- > Year on year dividend increase of 6.8%

# Financial review

Peter Johnson, Group Finance Director

## 2007 Summary

- > Excellent performance from UK housing
- > Integration and synergies ahead of expectations
- > Strong funding position
- > Challenging US markets



## 2007 Full year results – pro forma

<b>£m</b>	<b>2007 before exceptional items</b>	<b>2006 before exceptional items</b>	<b>Change</b>
Revenue	5,888	6,720	(12.4)%
PBIT	667	893	(25.3)%
Interest	(131)	(116)	(12.9)%
Profit before tax	536	777	(31.0)%

## Completions Full year 2007 – pro forma

	Completions		Ave selling price	
	No	Change	£000	Change
UK private	17,268	(6)%	203	3%
UK affordable	3,128	11%	106	8%
UK joint ventures	294	(56)%	310	20%
UK total	20,690	(6)%	188	1%
US	5,330	(26)%	174	(18)%
Canada	1,397	(12)%	176	14%
North America joint ventures	13	N/A	264	N/A
North America total	6,740	(24)%	175	(14)%
Spain & Gibraltar	212	(44)%	279	36%
<b>GROUP TOTAL</b>	<b>27,642</b>	<b>(11)%</b>		

## Segmental analysis

### Full year 2007 – pro forma

	Revenue		PBIT*		PBIT margin*	
	£m	Change	£m	Change	2007	2006
UK	3,998.8	(3.7)%	608.5	14.2%	15.2%	12.8%
North America	1,215.0	(36.9)%	62.4	(81.5)%	5.1%	17.5%
Spain & Gibraltar	64.4	(30.1)%	7.9	(70.1)%	12.3%	28.7%
TW Construction	609.3	10.7%	2.0	(75.3)%	0.3%	1.5%
Corporate	-	-	(13.8)			
<b>TOTAL</b>	<b>5,887.5</b>	<b>(12.4)%</b>	<b>667.0</b>	<b>(25.3)%</b>		

\*Before exceptional items

## 2007 Reconciliation – pro forma to reported

<b>£m</b>	<b>Pre-exceptional PBIT</b>	<b>Pre-exceptional PBT</b>
Pro forma	667.0	535.6
George Wimpey H1	(163.0)	(139.2)
Fair value unwind	(32.1)	(31.6)
Accounting policy alignment	0.4	(4.6)
Reported	472.3	360.2

## 2007 Full year results - Reported

£m	2007 before exceptional items	2007 exceptional items	2007 Total	2006 Total
Revenue	4,714.3	-	4,714.3	3,572.1
PBIT	472.3	(379.7)	92.6	469.8
Interest	(112.1)	-	(112.1)	(64.2)
Profit/(Loss) before tax	360.2	(379.7)	(19.5)	405.6
Tax	(107.0)	(70.2)	(177.2)	(115.0)
Profit/(Loss) after tax	253.2	(449.9)	(196.7)	290.6
EPS	30.8p	(55.0p)	(24.2p)	50.5p
NAV per share			352.3p	364.7p
Dividend per share			15.75p	14.75p
ROACE*	14.8%			22.6%

\* Capital employed is excluding goodwill and brands

## Reported exceptional items

<b>£m</b>	<b>H1 2007</b>	<b>H2 2007</b>	<b>FY 2007</b>
North American inventory	86.0	197.4	283.4
Spanish inventory	-	6.3	6.3
Provision for legal claim	15.5	(15.5)	-
Restructuring costs	-	60.0	60.0
Impairment of Morrison brand	-	20.0	20.0
Impairment of Laing brand	-	10.0	10.0
<b>TOTAL</b>	<b>101.5</b>	<b>278.2</b>	<b>379.7</b>

## Reported tax figures

£m	Pre- exceptional	Exceptional	Post- exceptional
Result before tax	360.2	(378.7)	(19.5)
Tax charge/(credit)	(107.0)	(70.2)	(177.2)
Tax rate	29.7%	(18.5)%	N/A

### Prior year comparative rates

	2006
Taylor Woodrow	28.4%
George Wimpey pre-exceptional	31.0%

> Non-recognition of £189m of US deferred tax assets including the £70.2m exceptional tax charge

## Summary of reported cash flow

£m	2007
EBITDA	136.6
Add back Exceptional items	353.3
Land realisations	1154.7
Land spend	(1,648.0)
Other working capital movements	(76.2)
<b>Cash outflow from operations</b>	<b>(79.6)</b>
Net interest paid	(81.4)
Dividends	(117.3)
Purchase of own shares	(251.6)
GW net debt acquired	(540.6)
Exchange and other	46.4
<b>Increase in net debt</b>	<b>(1,024.1)</b>



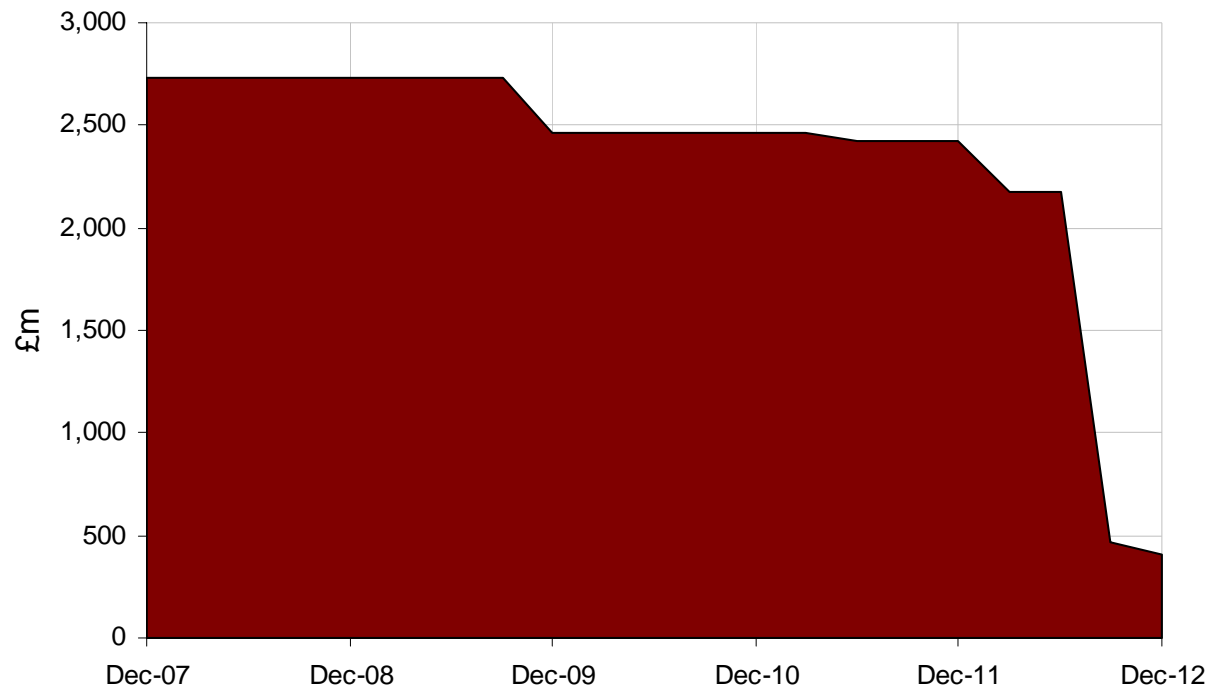
## Balance sheet Financing

**31 Dec 2007**

Net assets £m	3,705.2
Net debt £m	1,415.4
Capital employed £m	5,120.6
Gearing %	38.2
Interest cover*	
Capitalisation policy	4.2
Cash	5.1

\*Before exceptional items

## Committed funding



## Corporate synergies

<b>£m</b>	<b>Original savings targeted</b>	<b>Action taken to date</b>	<b>Potential Savings identified</b>
People	6.0	6.3	6.3
Insurance	2.0	2.2	2.2
Other	2.0	1.6	1.6
Total corporate synergies	10.0	10.1	10.1

# UK housing review

Ian Sutcliffe, Chief Executive, Taylor Wimpey UK

TaylorWimpey<sup>plc</sup>

## UK housing Financial summary – pro forma

	<b>2007</b>	<b>2006</b>	<b>Change</b>
Legal completions – total	20,690	21,910	(6)%
Private	17,268	18,434	(6)%
Affordable	3,128	2,816	11%
JVs	294	660	(55)%
Ave selling price – total £000	188	186	1%
Private £000	203	197	3%
Affordable £000	106	98	8%
Revenue £m	3,999	4,150	(4)%
PBIT £m*	609	533	14%
Operating margin	15.2%	12.8%	+2.4 ppt

\*Before exceptional items

## UK housing Market conditions

- > Market conditions were more subdued from Q4 2007
  - > Availability of credit and lending criteria
  - > Adverse media coverage
  - > Reduction of consumer confidence
- > Higher levels of cancellations and lower net sales in Q4
- > Midlands and North experienced the slowing market earliest
- > Apartment led schemes hardest hit
- > Prices stable but greater use of incentives

## UK housing Strategy

### > Sales

- > Maintain Sales Rate
- > Drive Traffic
- > Investor Quality
- > Manage Incentives

### > Land

- > Focus on Long Term Land
- > Tougher Hurdle Rates
- > Planning Assumptions
- > Right Product Mix
- > Capital Management

### > Build

- > Manage WIP Tightly
- > Reduce Stock Plots
- > Prioritise Show Areas
- > Plot Substitution

### > Overhead

- > Faster Further Synergies
- > Sales Cost Reductions
- > Build Cost Reduction
- > Cash Management

## UK housing Sales performance – pro forma

	<b>Week 8</b>	<b>H2 2007</b>	<b>H1 2007</b>	<b>FY 2006</b>
Ave outlets open	502	449	479	461
Ave sales rate (net)	0.88	0.81	1.07	1.18
Ave sales price £000	163	188	188	184
Private sales rate	0.55	0.50	0.82	0.82
Private sales price £000	197	202	203	198
Cancellation rate (private)	18%	35%	19%	22%
Part exchange £m	74.9	101.4	45.7	63.4
Order book value £m	1,335	1,064	1,784	1,316
Unsold stock units	1,064	1,793	*	*

\* Not historically available

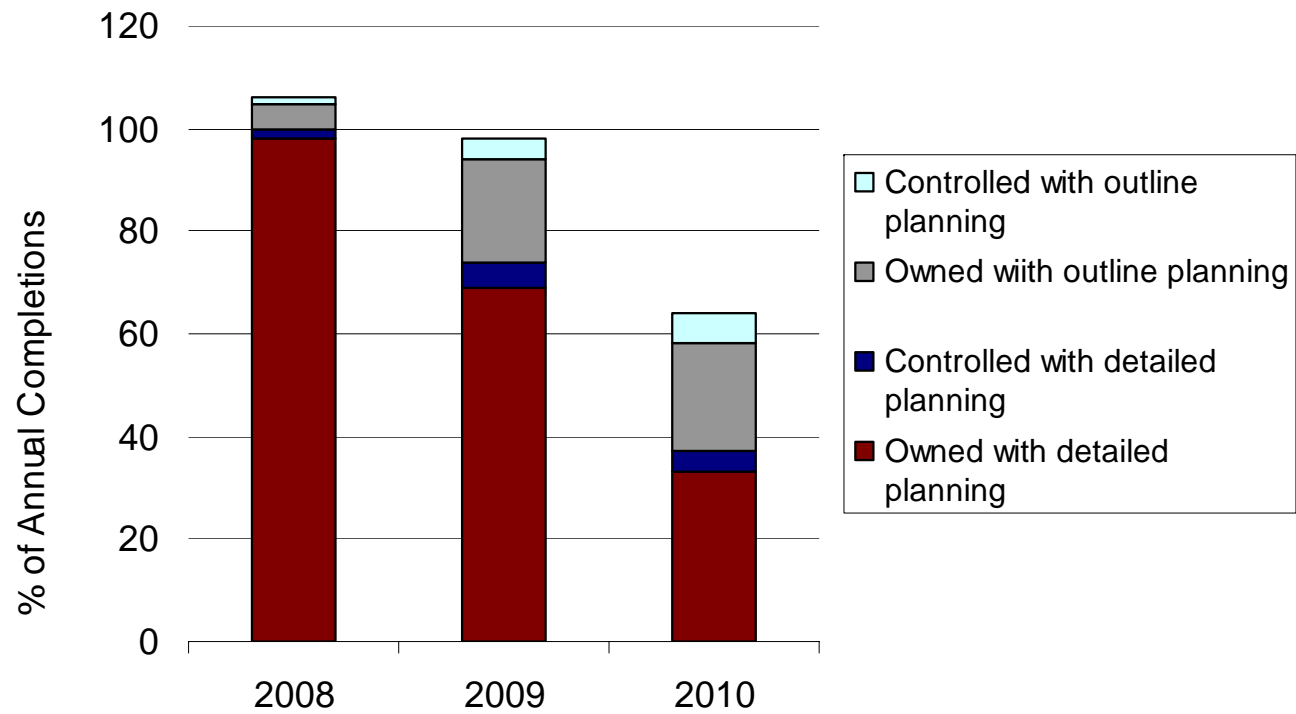


## UK housing Owned land position – pro forma

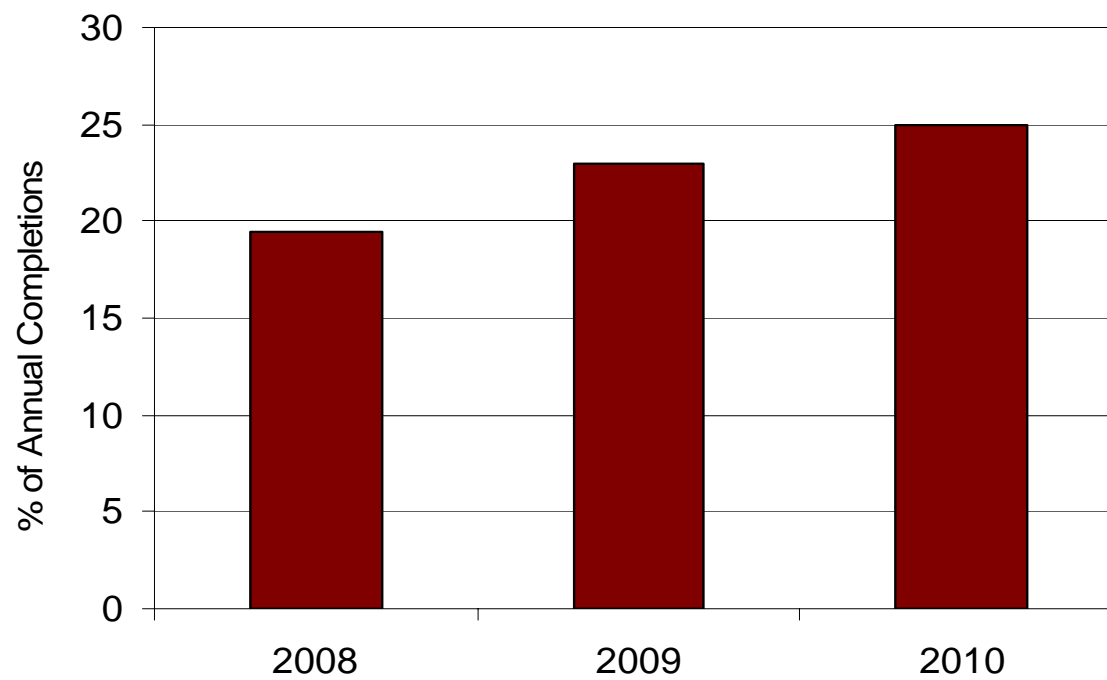
<b>Cost per plot £000</b>	<b>2007</b>	<b>2006</b>
Opening landbank	40.4	39.3
Acquired	47.1	47.2
Completions	44.2	45.0
Closing landbank	41.6	40.4
<hr/>		
Land value % ASP	22	22

Please note: above relates to land with detailed or outline planning consent, or resolution to grant

## UK housing UK land usage



## UK housing Strategic land pull through



## UK housing Overall land position – pro forma

	2007			2006
	Owned	Controlled	Pipeline	Total
Detailed planning	42,459	2,435	267	45,161
Outline planning	26,148	5,123	881	32,152
Resolution to grant	4,109	5,881	3,756	13,746
Sub-total	72,716	13,439	4,904	91,059
Allocated strategic	3,717	8,477	301	12,495
Non allocated strategic	25,514	64,347	536	90,397
<b>TOTAL</b>	<b>101,947</b>	<b>86,263</b>	<b>5,741</b>	<b>193,951</b>

## UK housing Build

- > Pressure on future build costs from regulation changes
  - > Code for sustainable homes
  - > Lifetime Homes
  - > The Merton rule
  - > Design codes and quality standards
  
- > Driving down costs above the integration synergies
  - > GW structural cost reduction delivered £27.2m in 2007 (target £25m)
  - > 2008 sub-contractor savings already >£6m
  - > Further benefits expected from wider adoption of best practices
  
- > Managing work in progress remains a key priority
  - > Build release authorisation tightened for all projects
  - > Some projects cancelled or re-planned
  - > Targeting stock units to release cash

## UK housing Synergies

<b>£m</b>	<b>Original savings targeted</b>	<b>Action taken to date</b>	<b>Potential savings identified</b>
Overheads	40.0	46.6	46.6
Build costs	25.0	9.3	28.6
Sales and marketing	5.0	13.0	13.0
<b>Total UK housing synergies</b>	<b>70</b>	<b>68.9</b>	<b>88.2</b>

## UK housing Summary

- > 2007 performance ahead of plan, with operating margin improvement 2.4% over 2006
- > Integration and synergies running ahead of plan
- > Potential synergies identified of £88.2m
- > 2007 GW cost savings of £27.2m in addition to merger synergies
- > Land secure for 2008 and 2009, no need to buy additional land in the short term
- > Strategic land delivery supporting future margin
- > Managing cash tightly to preserve future options

# Taylor Morrison review

Pete Redfern, Group Chief Executive



## Taylor Morrison US financial summary – pro forma

	<b>2007</b>	<b>2006</b>	<b>Change %</b>
Legal completions	5,330	7,247	(26.5)
Ave selling price £000	175	213	(17.8)
Homes revenue £m	929.6	1,541.5	(39.7)
Other revenue £m	32.0	105.5	(69.7)
Total revenue £m	961.6	1,647.0	(41.6)
Joint venture legal completions	13	0	N/A
PBIT £m*	28.3	291.3	(90.3)
PBIT margin	2.9%	17.7%	(14.8)ppt

\*Before exceptional items

## Taylor Morrison Monarch financial summary – pro forma

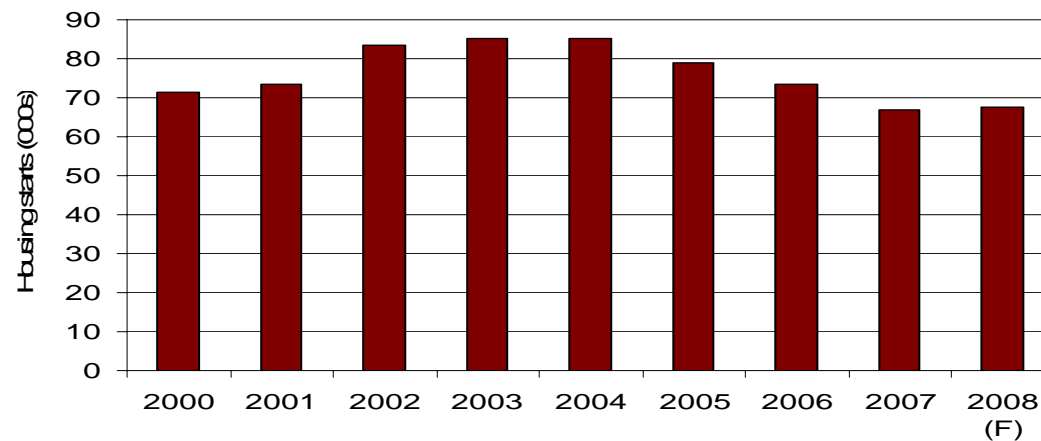
	<b>2007</b>	<b>2006</b>	<b>Change %</b>
Legal completions	1,397	1,592	(12.2)
Ave selling price £000	176	155	13.5
Homes revenue £m	246.4	246.8	(0.2)
Other revenue £m	7.1	32.6	(78.2)
Total revenue £m	253.5	279.4	(9.3)
Joint venture legal completions	0	0	-
PBIT £m	34.0	45.5	(25.3)
PBIT margin	13.4%	16.3%	(2.9)ppt

## Taylor Morrison 2007 US market conditions

- > Very tough market, initially in 'boom' States, spreading nationally through 2007
- > Stabilisation seen in Q1 2007 overtaken by dramatic changes in credit markets, inventory surplus and rising foreclosures
- > H2 characterised by very poor credit availability and falling prices
- > Stability achieved towards end of the year in some of our markets, helped by calming of excessive incentives
- > Large competitors now very cash focused, first driving down prices, but now starting to reduce future land pipelines
- > Credit cost, availability and wider economic conditions remain defining factors

## Taylor Morrison 2007 Canada market conditions

- > Market has been much more stable in price than US (single digit annual rises)
- > Single family/low rise significant undersupply
- > Affordability managed through balanced price appreciation
- > 'Sub prime' not a major issue, and level of household debt stress much lower
- > Stable (and constrained) new housing volumes (data for Ontario):



## Taylor Morrison Sales performance – pro forma

	<b>Week 8 2008</b>	<b>H2 2007</b>	<b>H1 2007</b>	<b>2006</b>	<b>2005</b>
Ave outlets open	247	240	243	218	184
Ave sales rate (net)	0.5	0.7	0.8	0.8	1.1
Ave sales price £000	164	167	185	212	222
Ave cancellation rate	25%	28%	20%	28%	11%
No. in order book	3,414	3,137	3,822	2,966	5,139

- > Weekly pricing and competitor assessment site by site – at a senior level
- > Very strong customer qualification procedures – mortgage capture rose from 66% in 2006 to 76% in 2007

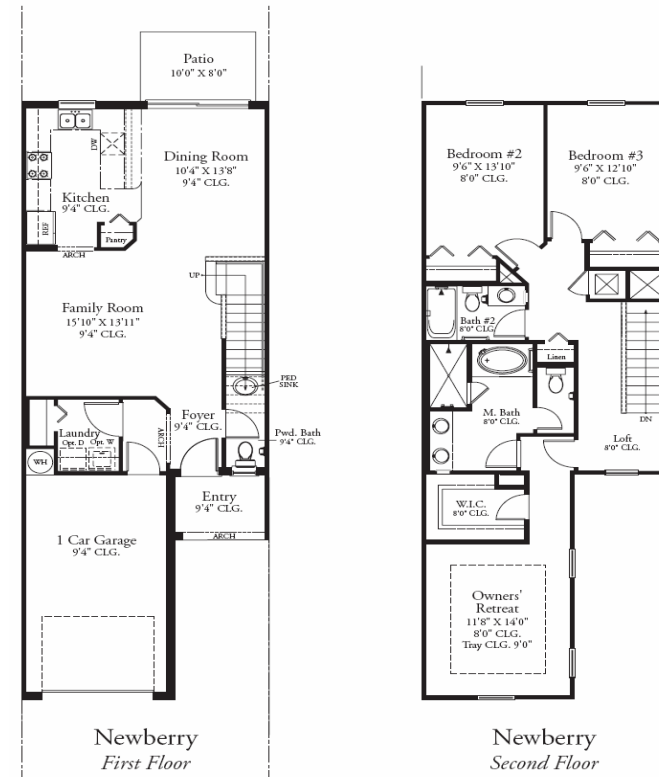
# Taylor Morrison Example product

## Grandview Isle, Orlando, Florida

- > 5 minute drive from Disney, views over golf course and 100 acre lake
- > Access to pier over lake for community parties etc and nightly free fireworks



Current price £104,500



Newberry homeplan

1,578 square feet

## Taylor Morrison Adapting to market conditions

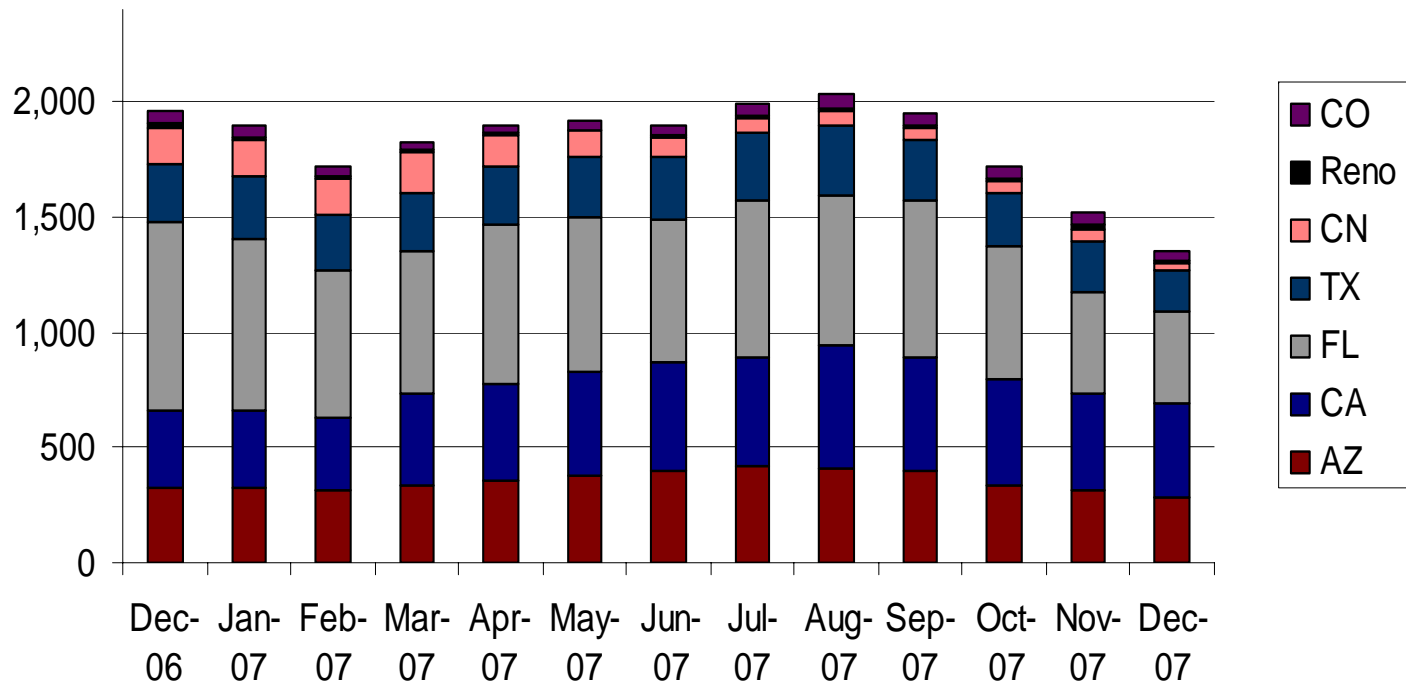
- > Delivering on what we can control
  - > Created new Taylor Morrison business quickly and effectively
  - > Synergy and other savings delivering faster and larger than promised
  - > Strong sales performance in our markets
  - > Responsible management of assets
  
- > Clear objectives going forward
  - > Priority is cash management
  - > Aggressive cost reduction
  - > Prioritisation of target markets and target customers
  - > Watch and wait for value opportunities and market stabilisation and recovery

## Taylor Morrison Cash management

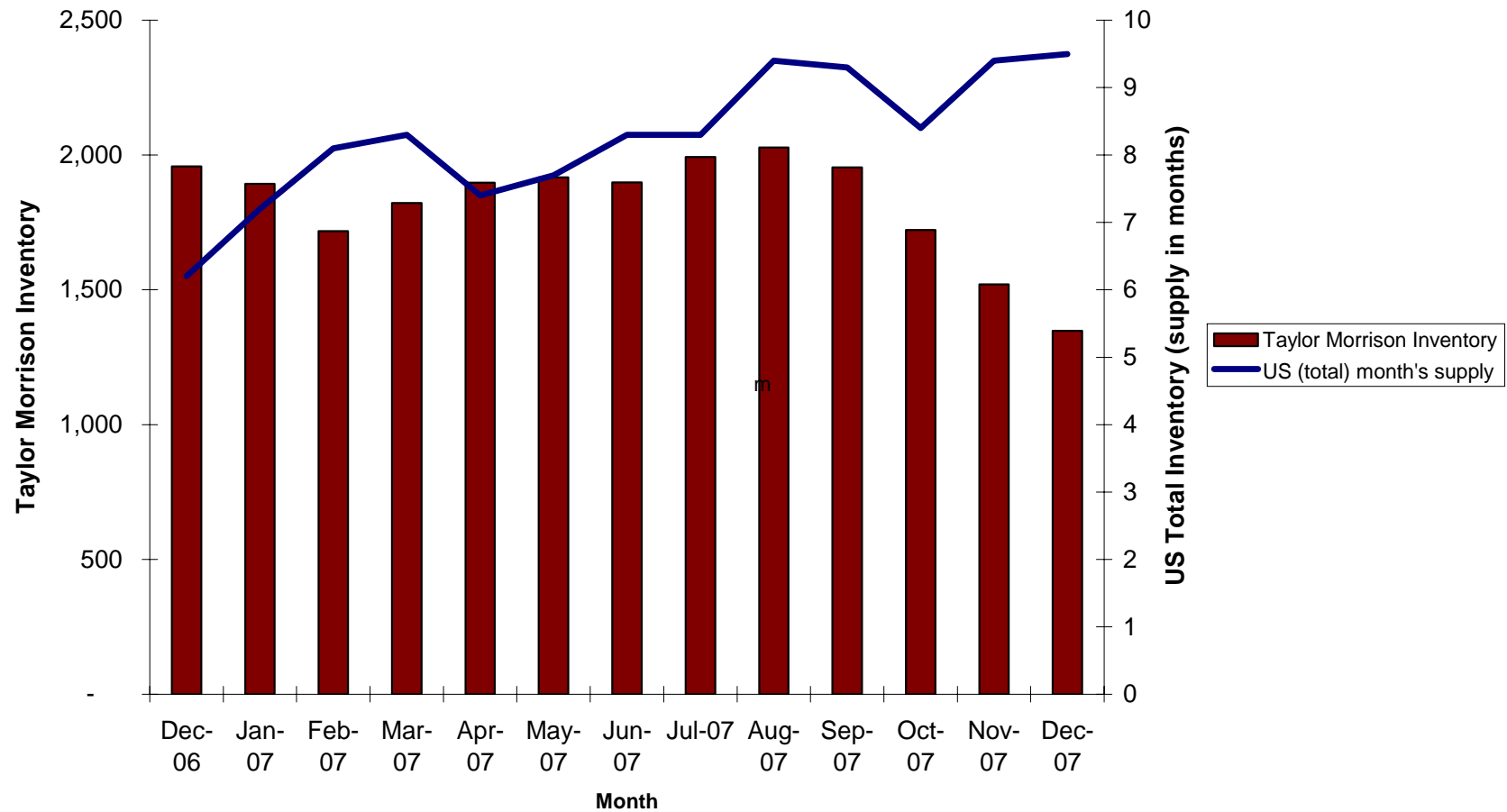
- > Moratorium on new land purchases: land bank reduced by c 20 % from YE 06 to YE 07
  - > Pipeline takes time to slow – 2008 land cash outflow very small
  - > Still potentially making purchases in Canada – low rise only
- > Renegotiation of existing option take down deals
  - > All existing deals renegotiated
  - > Price and terms often changed (slowing take downs)
  - > Optioned land bank significantly reduced
- > Land development spend reduced dramatically
  - > Expected 2008 land development spend c. £102m; significantly down on last year
  - > Several large sites mothballed eg Artisan Lakes, Florida
- > Tight but fair management of supplier payments
- > Significant reduction in spec. homes - 32% reduction in Q4 - 07



# Taylor Morrison US inventory levels



## Taylor Morrison US inventory levels



## Taylor Morrison Aggressive cost reduction

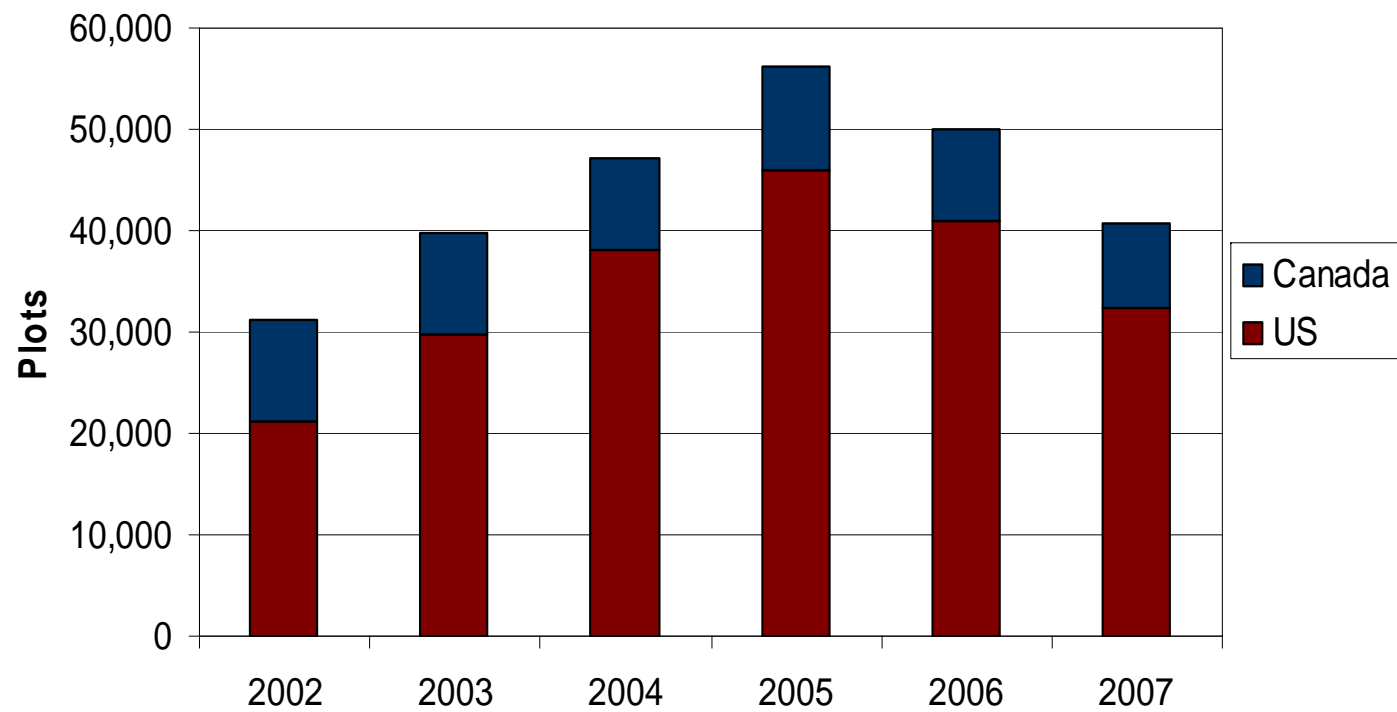
- > Vendor re-bid exercise carried out across entire US business – overall savings average c.10%
- > 22 national exclusive and non-exclusive strategic agreements put in place
- > New regional arrangements in place
- > Rationalised supplier base
- > Replotted and replanned to drive out underlying cost efficiency

## Taylor Morrison Synergies

### Synergies

<b>£m</b>	<b>Original savings targeted</b>	<b>Action taken to date</b>	<b>Potential savings identified</b>	<b>Market related savings</b>
Overheads	13.0	12.4	12.8	6.5
Build costs	4.0	4.0	4.0	5.0
Margin efficiencies (inc sales & marketing)	4.0	1.7	5.5	-
<b>Total Taylor Morrison synergies</b>	<b>21.0</b>	<b>18.1</b>	<b>22.3</b>	<b>11.5</b>

## Taylor Morrison Total landbank – pro forma



## Taylor Morrison Land and WIP underlying cost/value

	<b>£m</b>
Land gross cost*	602
WIP gross cost*	554
<b>Total gross cost</b>	<b>1,156</b>
Total value adjustments**	(442)
<b>Total net carrying value</b>	<b>714</b>
Adjustments % of Land gross cost	73%
Adjustments % of Total gross cost	38%

\* Excluding Canada

\*\* Including fair value adjustments, excluding amounts already realised during 2007

## Taylor Morrison Summary

- > Toughest US market conditions in recent history, Canada remains stable
- > Merger has strengthened the team and allowed us to make significant savings
- > Team is operating very well in these conditions
- > Cash management will remain a priority in the short term
- > Taylor Morrison is a strong business for the medium term
  - > Well known and respected brands
  - > Presence in markets with good underlying economic strength

# Group integration and outlook

Pete Redfern, Group Chief Executive



## Integration progress

- > Operating as one Group
- > Clear management structure and Board operation
- > System processes underway – help longer term efficiency drives
- > Good progress and further potential on synergies
- > Synergy processes part of ongoing management
- > Pace has been the key to success

## Outlook

### Spain and Gibraltar and Taylor Woodrow Construction

- > Spain and Gibraltar
  - > Spanish trading conditions expected to remain poor
  - > Gibraltar market remains robust
  
- > Taylor Woodrow Construction
  - > Order book in good condition
  - > Ongoing strength in infrastructure build works

## Outlook Taylor Morrison

- > Conditions expected to remain difficult in US throughout 2008
- > Timing of recovery is dependent on wider economic conditions rather than the housing market itself
- > Canada expected to remain reasonably robust
- > Business tightly in control of cash and expects to further reduce US land and WIP during 2008
- > Good sales outlets, each with a clear plan to deliver objectives
- > Still too early to make significant land purchases

## Outlook UK housing

- > Conditions remain subdued in short term, due to finance availability and weak customer confidence
- > Demand for houses expected to be stronger than apartments
- > Business focused on preserving value and creating cash
  - > Maintaining steady but reduced sales rate
  - > Controlling land and WIP spend tightly
  - > Maintaining margin focus
- > Strong outlet performance underpinning sales plans
- > Significant cash generation expected in second half

## Summary Taylor Wimpey

- > Successful and rapid integration
- > Strong profit growth in UK delivering on margin commitment
- > Strong underlying business in US
- > Realistic market assessment
- > Clear plans in place for more difficult conditions

# Questions and Answers

# Taylor Wimpey plc

Preliminary Results for the Year ended 31 December 2007  
Appendices

TaylorWimpey<sup>plc</sup>

## Appendices Contents

- > Group financial information
- > UK Housing financial information
- > North America Housing financial information
- > Spain and Gibraltar Housing financial information



## Group reservations – pro forma

£m	Reservations		Ave outlets		Per outlet / per week	
	2007	2006	2007	2006	2007	2006
UK private	22,518	25,076	471	461	0.92	1.05
UK affordable	2,764	3,258				
UK TOTAL	25,282	28,334				
US	6,871	7,475	216	188	0.6	0.8
Canada	2,204	1,777	25	30	1.7	1.1
NORTH AMERICA TOTAL	9,075	9,252	241	218	0.7	0.8
Spain and Gibraltar	154	425	29	28	0.1	0.29
GROUP TOTAL	34,511	38,021				

## Group housing landbank

<b>2007</b>	<b>UK</b>	<b>Taylor Morrison</b>	<b>Spain &amp; Gibraltar</b>	<b>Total</b>
<b>Landbank (with planning*)</b>				
Owned	72,716	28,537	2,225	107,519
Controlled	13,439	12,066	268	21,732
Total landbank	86,155	40,603	2,493	129,251
Landbank years **	4.2	5.2	11.8	4.5

<b>2006</b>				
<b>Landbank (with planning*)</b>				
Owned	72,717	31,867	2,288	113,009
Controlled	12,242	18,223	194	24,522
Total landbank	84,959	50,090	2,482	137,531
Landbank years **	3.9	4.4	6.5	4.3

\* Includes land with detailed or outline planning or resolution to grant

\*\* Based on home and lot completions in North America

## UK housing Revenue analysis – pro forma

		2007			2006		
		Year	H2	H1	Year	H2	H1
Private	volume	17,268	9,609	7,659	18,434	10,526	7,908
	ASP £000	203	204	203	197	199	195
	revenue £m	3,512	1,956	1,556	3,629	2,090	1,539
Affordable	Volume	3,128	1,778	1,350	2,816	1,686	1,130
	ASP £000	106	102	111	98	98	98
	revenue £m	331	181	150	276	165	111
Other	revenue £m	156	69	87	245	151	94
TOTAL	Volume	20,396	11,387	9,009	21,250	12,212	9,038
	ASP £000	188	188	189	184	186	182
	revenue £m	3,999	2,206	1,793	4,150	2,406	1,744
Joint Ventures	volume	294	97	197	660	475	185

## UK housing Margin analysis – pro forma

	2007			2006		
	Year	H2	H1	Year	H2	H1
Revenue £m	3,999	2,206	1,793	4,150	2,407	1,743
Land cost £m	(966)	(500)	(466)	(1,165)	(678)	(487)
Build cost £m	(2,097)	(1,194)	(903)	(2,136)	(1,227)	(909)
Gross profit £m	936	512	424	849	502	347
Gross margin %	23%	23%	24%	20%	21%	20%
Direct Selling £m	(115)	(62)	(53)	(115)	(60)	(55)
Overhead costs £m	(225)	(109)	(116)	(217)	(117)	(100)
PBIT £m	609	346	263	533	338	195
Operating margin %	15%	16%	15%	13%	14%	11%

## UK housing Private development product mix – pro forma

Completions %	Year	2007		2006		
		H2	H1	Year	H2	H1
Apartments	40	41	40	41	41	40
1 / 2 / 3 bed houses	31	32	31	31	30	32
4 / 5 bed houses	29	27	29	28	29	28
TOTAL	100	100	100	100	100	100

## UK housing Private development activity analysis – pro forma

		<b>2007</b>		<b>2006</b>		
	<b>Year</b>	<b>H2</b>	<b>H1</b>	<b>Year</b>	<b>H2</b>	<b>H1</b>
Average house size sq ft	962	954	971	960	950	975
Average selling price (£/sq ft)	212	214	210	205	207	200

## UK housing Private development price mix – pro forma

% Year	2007			2006		
	Year	H2	H1	Year	H2	H1
£51 – 100k	3	2	3	3	3	3
£101 – 150k	26	26	26	28	27	29
£151 – 200k	31	31	32	31	33	31
£201 – 250k	20	21	20	20	20	19
£251 – 300k	10	10	10	9	8	9
£301 – 500k	9	9	8	8	8	8
£500k +	1	1	1	1	1	1
<b>TOTAL</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>

## UK housing Private development geographic mix – pro forma

	2007		2006	
	Legals	ASP £000	Legals	ASP £000
North	5,993	182	6,020	183
Midlands	5,437	191	5,617	180
South	5,838	237	6,797	223
TOTAL	17,268	203	18,434	197
Joint Ventures	263	331	565	281
TOTAL	17,531	205	18,999	199



## UK housing Regional landbank data – pro forma

<b>2007</b>	<b>North</b>	<b>Midlands</b>	<b>South</b>	<b>Total</b>
Total plots owned and controlled with consent or resolution to grant	21,649	28,470	36,036	86,155
Land years	3.4	4.4	4.5	4.2
Strategic land – plots	22,993	40,492	38,570	102,055
<small>102</small>				
<b>2006</b>				
Total plots owned and controlled with consent or resolution to grant	24,752	28,334	31,873	84,959
Land years	3.9	4.3	3.5	3.9
Strategic land – plots	22,383	40,517	36,370	99,270

## UK housing Overall land position – pro forma

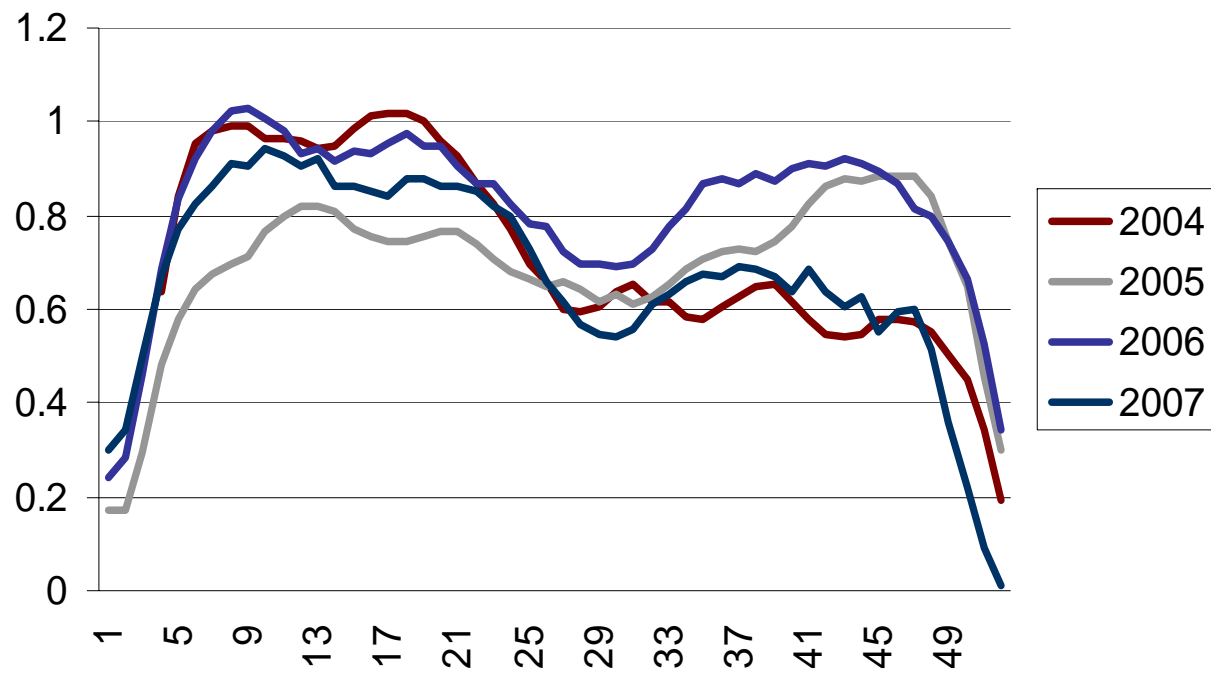
	2007				2006
	Owned	Controlled	Pipeline	Total	Total
Detailed planning	42,459	2,435	267	45,161	47,925
Outline planning	26,148	5,123	881	32,152	27,130
Resolution to Grant	4,109	5,881	3,756	13,746	15,996
Sub-total	72,716	13,439	4,904	91,059	91,051
Allocated strategic	3,717	8,477	301	12,495	11,734
Non allocated strategic	25,514	64,347	536	90,397	92,171
Total	101,947	86,263	5,741	193,951	194,956

## UK housing 2006 Overall land position – pro forma

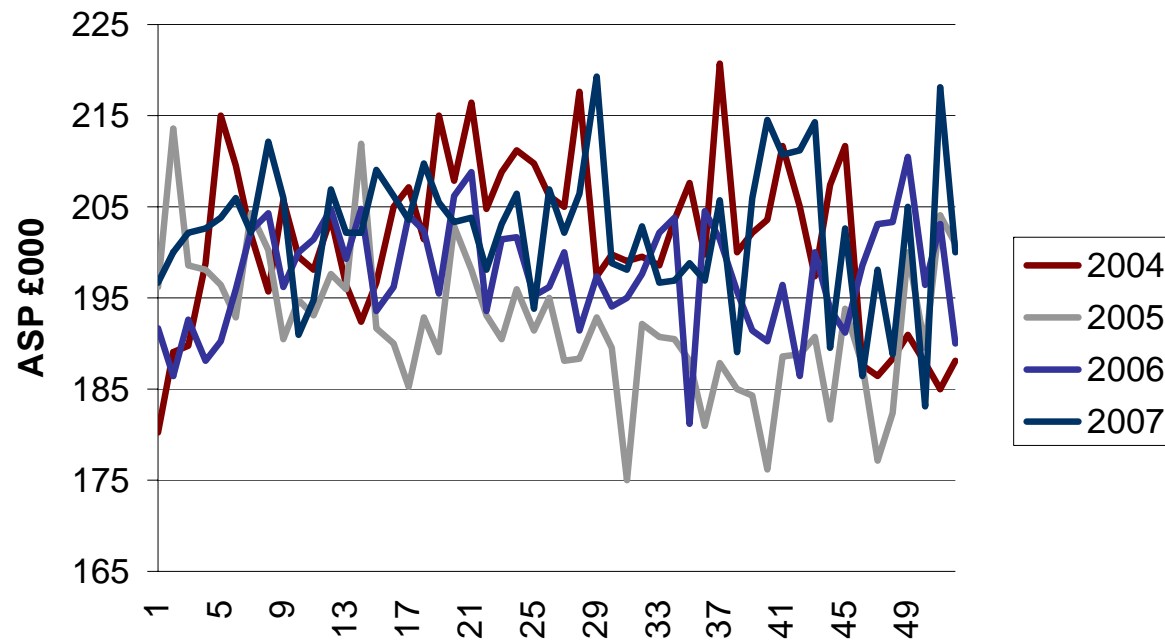
**2006**

	Owned	Controlled	Pipeline	<b>Total</b>
Detailed planning	45,335	1,787	803	47,925
Outline planning	21,369	4,204	1,557	27,130
Resolution to Grant	6,013	6,251	3,732	15,996
Sub-total	72,717	12,242	6,092	91,051
Allocated strategic	3,068	7,940	726	11,734
Non allocated strategic	25,384	62,878	3,909	92,171
<b>Total</b>	<b>101,169</b>	<b>83,060</b>	<b>10,727</b>	<b>194,956</b>

## UK housing Private development average weekly sales rates



# UK housing Private development net sales prices on reservations



## Taylor Morrison Revenue analysis – pro forma

		2007			2006		
		Year	H2	H1	Year	H2	H1
US	volume	5,330	2,948	2,382	7,247	4,149	3,098
	ASP £000	175	163	186	213	214	212
	revenue £m	930	482	448	1,541	886	655
Canada	Volume	1,397	868	529	1,592	1,210	382
	ASP £000	176	179	172	155	156	154
	revenue £m	246	155	91	247	188	58
Other	revenue £m	39	10	29	138	62	76
TOTAL	Volume	6,727	3,816	2,911	8,839	5,359	3,480
	ASP £000	175	167	186	202	200	211
	revenue £000	1,215	648	567	1,926	1,136	790
Joint Ventures	volume	13	5	8	0	0	0

## Taylor Morrison Price mix – pro forma

Completions %	Year	2007		2006		
		H2	H1	Year	H2	H1
£0 – 75k	2	2	2	9	9	10
£76 - 125k	33	35	30	23	23	19
£126 - 250k	51	50	51	50	49	54
£251 -375k	10	10	10	12	12	12
£376 -500k	2	2	4	4	4	4
£501 - 750k	2	1	3	1	2	-
£750k +*	-	-	-	1	1	1
<b>TOTAL</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>

\* Category includes 2007 completions, but at a level below 1%

## Taylor Morrison Geographic mix – pro forma

<b>Completions</b>	<b>2007</b>			<b>2006</b>		
	<b>Year</b>	<b>H2</b>	<b>H1</b>	<b>Year</b>	<b>H2</b>	<b>H1</b>
West	1,063	637	426	1,414	800	614
Southeast	2,930	1,517	1,413	4,019	2,349	1,670
Southwest	1,337	794	543	1,814	1,000	814
Canada	1,397	868	529	1,592	1,210	382
<b>TOTAL</b>	<b>6,727</b>	<b>3,816</b>	<b>2,911</b>	<b>8,839</b>	<b>5,359</b>	<b>3,480</b>
Joint Ventures	13	5	8	0	0	0

### **Average selling price £000**

West	230	223	241	305	298	314
Southeast	170	152	187	202	206	196
Southwest	140	136	144	164	165	164
Canada	176	179	173	155	156	153
<b>TOTAL</b>	<b>175</b>	<b>166</b>	<b>184</b>	<b>202</b>	<b>200</b>	<b>211</b>



## Taylor Morrison Regional performance – pro forma

	Revenue		PBIT		PBIT margin	
	2007 £m	2006 £m	2007 £m	2006 £m	2007 %	2006 %
West	253.3	436.1	6.2	64.8	2.5	14.9
Southeast	512.9	879.9	39.9	162.5	7.8	18.5
Southwest	195.8	332.1	22.2	83.7	11.4	25.2
Canada	253.5	279.4	34.0	45.5	13.4	16.3
Corporate	(0.4)	(1.1)	(39.9)	(19.7)		
<b>TOTAL</b>	<b>1,215.1</b>	<b>1,926.4</b>	<b>62.4</b>	<b>336.8</b>	<b>5.1</b>	<b>17.5</b>

## North America Housing Short term land – pro forma

	2007			2006		
<b>Owned and options</b>	<b>Year</b>	<b>H2</b>	<b>H1</b>	<b>Year</b>	<b>H2</b>	<b>H1</b>
Start of period	31,867	30,961	31,867	32,998	34,727	32,998
Additions	4,538	2,227	2,311	10,348	3,676	6,672
Legal completions	(7,868)	(4,651)	(3,217)	(11,479)	(6,536)	(4,943)
End of period	28,537	28,537	30,961	31,867	31,867	34,727
<b>Controlled</b>						
End of period	12,066	12,066	15,557	18,223	18,223	23,380
<b>TOTAL LANDBANK</b>	<b>40,603</b>	<b>40,603</b>	<b>46,538</b>	<b>50,090</b>	<b>50,090</b>	<b>58,107</b>
<b>LAND SPEND £m</b>	<b>150</b>	<b>72</b>	<b>78</b>	<b>260</b>	<b>114</b>	<b>146</b>

## North America Housing Landbank by region – pro forma

	<b>2007</b>	<b>2006</b>
West	5,103	6,426
Southeast	20,670	22,073
Southwest	6,507	12,481
Canada	8,323	9,110
<b>TOTAL</b>	<b>40,603</b>	<b>50,090</b>

## Spain and Gibraltar Housing Financial summary

	2007	2006	Change %
Ave no of active sites	27	31	(13)%
Legal completions	212	379	(44)%
Mainland Spain	43	123	(65)%
Mallorca	110	245	(55)%
Gibraltar	59	11	436%
Ave selling price £000	279	205	36%
Revenue £m	64	92	(30)%
PBIT £m	2	27	(93)%
PBIT margin %	3%	29%	(26) ppt
Order book £m	83	100	(17)%

## Spain and Gibraltar Housing Short term land

	<b>2007</b>	<b>2006</b>	<b>Change %</b>
Landbank plots	2,493	2,482	0.4%
Landbank years	11.8	6.5	81.5%

## Taylor Woodrow Construction Financial summary

	<b>2007</b>	<b>2006</b>	<b>Change</b>
Revenue £m	609.3	550.6	10.6%
Profit before tax £m	9.7	13.0	(25.4)%
Internal work %	5%	10%	(5)ppt
External order book £m	1,194	1,165	2.5%

## Group balance sheet

£m	31 Dec 2007	31 Dec 2006*
Intangible assets	820.3	387.1
Fixed assets and joint ventures	98.9	129.5
Land and WIP	5,899.0	5,946.2
Land creditors	(829.0)	(980.3)
Other net operating assets	(667.6)	(472.0)
Tax and provisions	18.1	(44.1)
Net pensions deficit	(219.1)	(375.4)
<b>TOTAL CAPITAL EMPLOYED</b>	<b>5,120.6</b>	<b>4,591.0</b>

\*Basis of preparation of pro forma information is shown on slide 3

## Net operating assets by market

£m	2007	2006*	Change
UK housing	3,841.0	3,259.8	18%
US housing	574.3	925.5	(38)%
Canada housing	106.0	92.7	14%
Spain & Gibraltar housing	115.6	91.5	26%
Total housing	4,636.9	4,369.5	6%
Construction	(135.3)	(139.7)	3%
Corporate	(31.1)	(24.3)	(28)%
TOTAL	4,470.5	4,205.5	6%

Net operating assets exclude goodwill, current tax, deferred tax and net debt

\*Basis of preparation of pro forma information is shown on slide 3



## Consolidated net finance cost – pro forma

£m	2007	2006	Change
Interest on borrowings	113.9	112.0	(2)%
Interest receivable	(10.6)	(14.9)	(29)%
SUBTOTAL	103.3	97.1	(6)%
Pensions	6.3	9.5	34%
Derivatives	0.9	(5.6)	N/A
Land creditors and other	20.9	15.1	(38)%
<b>TOTAL NET FINANCE COST</b>	<b>131.4</b>	<b>116.1</b>	<b>(13)%</b>

## George Wimpey acquisition balance sheet

£m	03 July 2007
Intangible assets	155.8
Fixed assets and joint ventures	45.1
Inventories	3,020.5
Cash and cash equivalents	43.9
Financial liabilities	(568.7)
Other net operating liabilities	(786.8)
Tax and provisions	(29.3)
Net pensions deficit	(123.3)
<b>PROVISIONAL NET ASSETS*</b>	<b>1,757.2</b>

\*Excluding Goodwill

## Fair value adjustments and utilisation

£m	Provision/ uplift	2007 utilisation
US inventory	(154)	11
UK inventory	(34)	(39)
Brand	140	(34)
<b>TOTAL</b>		<b>(62)</b>

Pre-exceptional	(32)
Exceptional	(30)
<b>TOTAL</b>	<b>(62)</b>

## Exchange rates

<b>Exchange (£m)</b>	<b>North America</b>	<b>Other</b>	<b>Total</b>
Turnover	(86)	2	(84)
PBIT	(3)	0	(3)

	<b>North America</b>	<b>Canada</b>	<b>Euro</b>
2007 ave exchange rate	2.00	2.10	1.38
2006 ave exchange rate	1.84	2.08	1.46

## Pro forma land disposals

<b>£m</b>		<b>2007</b>	<b>2006</b>
<b>Proceeds</b>	UK	162.6	226.8
	North America	24.9	86.9
	Spain and Gibraltar	0	12.7
	<b>TOTAL</b>	<b>187.5</b>	<b>326.4</b>
<b>Profit</b>	UK	38.7	42.8
	North America	7.8	21.1
	Spain and Gibraltar	0	9
	<b>TOTAL</b>	<b>46.5</b>	<b>72.9</b>

In line with the former Taylor Woodrow policy, land disposals are included in revenue and cost of sales.

## Analysis of inventory at 31 December 2007

<b>£m</b>	<b>Gross Inventory</b>	<b>Provision/ FV adjustment</b>	<b>Net Inventory</b>	<b>% Provided</b>
UK Housing	5,010	(79)	4,931	2%
NA Housing	1,348	(442)	906	33%
Spain & Gibraltar Housing	184	(6)	178	3%

