

## Taylor Wimpey plc

Results Presentation for the year ended 31 December 2008  
30 April 2009

TaylorWimpey<sup>plc</sup>

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## Basis of preparation of 2007 comparative pro forma information

To assist investors in understanding the performance of the combined Taylor Wimpey plc Group, pro forma half year comparative analyses have been prepared, by aggregating the previously reported half year information for the 6 months to 30 June 2007 of the former Taylor Woodrow plc ("TW") and the 26 weeks to 1 July 2007 of 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 2007 pro forma results from the two legacy businesses were 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, inter-Group trading between the two entities was not eliminated and fair value adjustments arising from the acquisition accounting were excluded.

## Welcome

Norman Askew, Chairman

## Agenda

- |                          |               |
|--------------------------|---------------|
| > Introduction           | Pete Redfern  |
| > Financial Review       | Chris Rickard |
| > Taylor Morrison Review | Sheryl Palmer |
| > UK Housing Review      | Pete Redfern  |
| > Outlook and Strategy   | Pete Redfern  |

## Introduction

Pete Redfern, Group Chief Executive

## Introduction 2008 and Q1 2009

- > 2008 very challenging year
  - > Profits and asset values hit by dramatic fall in UK volumes and prices
  - > Ongoing weakness in North America despite significant cost savings
  - > Security of funding key risk in second half
- > Taylor Wimpey has made significant progress
  - > Operating tactics were adapted quickly to new conditions
  - > Forward commitments reduced, costs cut significantly
  - > Debt financing secured until 2012 – now unconditional
  - > Signs of market stability in the UK
- > Focus is now
  - > Long term financing structure
  - > Returning to profitability as markets stabilise
  - > Generating strong returns from current and future land

## Introduction 2008 very challenging year – but progress made

- > Integration and merger savings delivered ahead of schedule
- > Operating decisions have been taken early and have been successful, e.g:
  - > Exit from land market in Q4 2007
  - > Price adjustments made to maintain steady sales pace throughout 2008
- > Generating cash and reducing commitments
  - > Land commitments reduced by £0.6bn
  - > WIP reduced by £0.5bn
  - > Selective land sales where real prices could be achieved
- > Overheads reduced by a total of £100m (merger and market related)
- > Business focused on major housebuilding markets:
  - > Exit from Construction in two stages
  - > Exit from Gibraltar (c. 60 completions to go)

## Introduction

### Revised financing package now unconditional

- > Finalising deal key to preserving value for equity shareholders
- > Significant incentives to reduce facilities, e.g. if £150m target hit mid 2009, and £350m new equity by H2 2010:
  - > Cash margin reductions of c 2.5% on all debt
  - > No PIK
  - > Reduced operating constraints
- > Given performance to date, confident that will cancel £150m facilities mid 2009 from internal sources
- > Financial covenants and facility levels contain significant headroom
- > Cash will remain a priority but not the sole focus of the business

## Introduction

### Opportunity now to look forward

- > Completing the steps to the right long term capital structure
- > Continuing to tighten focus to core housebuilding markets
- > Reducing build and land costs to return to profitability
  - > Build cost reduction essential for early industry recovery
  - > Mix of existing written down land and lower cost new purchases
- > Taking advantage of best value land opportunities
  - > When market stability is more certain
  - > Expect to prioritise conditional and option deals
  - > More likely to be 2010 than 2009 in UK

# Financial Review

Chris Rickard, Group Finance Director

TaylorWimpey<sup>plc</sup>

## Financial review Overview

- > Summary financials
- > Financing
- > Pensions
- > Financial/operational objectives

## Financial review Summary 2008 results

£m	2008	2007
Revenue	3,467.7	4,142.8
Operating profit*	86.3	435.5
Exceptional items	(1,884.5)	(379.7)
Net finance costs (including exceptional items)	(179.1)	(112.8)
Share of results of joint ventures	7.6	23.4
Loss before taxation	(1,969.7)	(33.6)
Basic loss per share – total Group	(174.8p)	(24.2p)
Adjusted basic (loss)/earnings per share	(9.4p)	29.5p
Tangible NAV per share	158p	274p

\*Profit on ordinary activities for continuing operations before finance costs, exceptional items and tax

## Financial review Exceptional items

£m	2008	2007
NRV write down	1,012.8	289.7
Impairment of goodwill and other intangible assets	816.1	30.0
Restructuring costs	35.1	60.0
Refinancing costs	20.5	-
	<b>1,884.5</b>	<b>379.7</b>
Exceptional finance costs	10.5	-
Taxation	(100.0)	70.2
	<b>1,795.0</b>	<b>449.9</b>
Profit on disposal of construction	(55.6)	-
	<b>1,739.4</b>	<b>449.9</b>

## Financial review FY 2008 results – Construction

£m	2008	2007
Revenue	453.4	571.5
Cost of sales	(430.3)	(526.5)
Gross profit	<b>23.1</b>	<b>45.0</b>
Net operating expenses	(21.0)	(31.6)
Profit on ordinary activities before finance costs	<b>2.1</b>	<b>13.4</b>
Net finance income	0.1	0.7
Profit before taxation	<b>2.2</b>	<b>14.1</b>
Taxation	(4.7)	(3.8)
Profit on disposal	55.6	-
Result from discontinued operations	<b>53.1</b>	<b>10.3</b>

## Financial Review Divisional performance

£m	2008		2007**	
	Revenue	Operating profit/(loss)*	Revenue	Operating profit/(loss)*
UK Housing	2,390.1	50.8	3,053.8	405.4
North America	981.6	52.1	1,093.7	58.3
Spain and Gibraltar	59.8	(2.4)	68.6	1.9
Other	36.2	(14.2)	37.8	(25.4)
Continuing operations**	<b>3,467.7</b>	<b>86.3</b>	<b>4,253.9</b>	<b>440.2</b>
Impact of FX			(111.1)	(4.7)
As reported			<b>4,142.8</b>	<b>435.5</b>

\*Profit on ordinary activities before finance costs and exceptional items

\*\*2007 results have been shown at 2008 exchange rates

## Financial review Cash flow summary

£m	2008	2007
Operating (loss)/profit* - continuing	(1,798.2)	55.8
- discontinued	2.1	13.4
- total Group	<b>(1,796.1)</b>	<b>69.2</b>
Non-cash exceptional items	1,828.9	319.7
Other non-cash items	28.4	47.5
Decrease / (increase) in working capital	138.8	(358.7)
Pension in excess of income statement charge	(44.1)	(30.0)
Cash generated by operations	<b>155.9</b>	<b>47.7</b>

\*(Loss)/profit on ordinary activities before finance costs

## Financial review Cash flow summary - continued

£m	2008	2007
Cash generated by operations	<b>155.9</b>	<b>47.7</b>
Tax	112.6	(127.3)
Interest	(114.9)	(83.7)
Dividends	(108.6)	(118.4)
Own shares	2.7	(246.9)
Capex, JVs, acquisitions and disposals	5.8	(19.3)
Cash flow for the year	<b>53.5</b>	<b>(547.9)</b>
Net debt b/f	(1,415.4)	(391.3)
FX	(166.0)	(5.8)
Net debt acquired on merger	-	(418.3)
Repayment of debentures	(1.4)	(52.1)
Net debt c/f	<b>(1,529.3)</b>	<b>(1,415.4)</b>

## Financial review Summarised balance sheet

£m	2008	2007
Intangible assets	-	820.3
Tangible fixed assets and JV	83.2	98.9
	<b>83.2</b>	<b>919.2</b>
Inventories	4,890.6	6,017.8
Debtors	229.2	467.7
Creditors	(1,512.8)	(1,928.7)
	<b>3,607.0</b>	<b>4,556.8</b>
Tax	(100.8)	(49.7)
Pensions	(279.8)	(219.1)
Provisions	(107.1)	(86.6)
Net debt	(1,529.3)	(1,415.4)
	<b>(2,017.0)</b>	<b>(1,770.8)</b>
Net assets	<b>1,673.2</b>	<b>3,705.2</b>
Gearing %	<b>91.4%</b>	<b>38.2%</b>

## Financial review Pensions

	2008				2007			
	GW	TW	NA	Total	GW	TW	NA	Total
Assets	659.2	606.2	15.1	1,280.5	736.0	685.5	12.7	1,434.2
Liabilities	(771.8)	(761.9)	(24.0)	(1,557.7)	(840.4)	(798.3)	(11.9)	(1,650.6)
<b>Net deficit</b>	<b>(112.6)</b>	<b>(155.7)</b>	<b>(8.9)</b>	<b>(277.2)</b>	<b>(104.4)</b>	<b>(112.8)</b>	<b>0.8</b>	<b>(216.4)</b>

Asset allocation	Percentage of total assets 2008	Percentage of total assets 2007
Equities	34%	35%
Bonds	26%	23%
Gilts	37%	36%
Other	3%	6%
<b>Total</b>	<b>100%</b>	<b>100%</b>

The balance sheet deficit also includes a post retirement health care scheme of £2.6m (2007: £2.7m)

## Financial review

### Tax – unrecognised deferred tax assets

£m	2008 gross	2008 tax	2007 gross	2007 tax
UK	883	248.3	nil	nil
US	777	303.6	549	189.4
Other jurisdictions	53	17.3	30	9.7
<b>Total</b>	<b>1,713</b>	<b>569.2</b>	<b>579</b>	<b>199.1</b>

- > Unrecognised deferred tax asset of £569.2m relating to inventory charges, pension liabilities and tax losses carried forward
- > Includes £173.2m (£619m gross) of UK tax losses and £146.6m (£376m gross) of US tax losses carried forward

## Financing package

### Overview

- > £2.47bn of committed borrowing facilities
- > All debt committed to at least 3 July 2012
- > RCF top slice, committed overdrafts and an element of the new bank bonding lines totalling £416m receive guarantees and security
- > Remainder of borrowings remain unsecured
- > Additional bonding facilities available from surety market up to a maximum of £75m
- > Deed of covenant entered into with each Trustee Board to confirm agreement of pension creditor to debt refinancing
- > Canadian operations contractually ring fenced from the Group's main financing arrangements

## Financing package Finance costs

- > Amendments to the margins and coupon rates on borrowings equivalent to an increase of 4.55% per annum
- > Initial PIK of 1.5% pa
- > Additional PIKs accrue in the event that Group does not meet the agreed debt reduction targets
- > PIK payable at repayment of debt, but attracts compound interest. Group has right to satisfy all PIK in equity
- > Weighted average cash interest of all cash pay debt of c.9%
- > RCF banks, Eurobond holders and US PPs granted right to subscribe in cash for a combined total of 5% of the Group's current issued share capital at 25p per share
- > In the event that the debt reduction targets are not met by 31 December 2010 the maturity of the Group's debt facilities will reduce by c.5 months from 3 July 2012 to 7 February 2012

## Financial review Refinancing package - 3 financial covenants

- > Existing covenant package lapsed. Three new financial covenants aligned to all debt facilities
- > Operating cash flow
  - > 6 months to 30 June 2009; 9 months to 30 Sept 2009. Thereafter on rolling 12 months
  - > The covenant based on absolute levels of cash generated (after land spend and cash tax) in each period
- > Minimum Tangible Net Worth – to be tested quarterly
- > Asset leverage cover
  - > Ratio of net debt to book value of net land and WIP (i.e. after NRV and land creditors)
  - > To be tested quarterly from 30 June 2009

## Financing package Impact of future equity on financing cost

- > Initial PIK ceases
- > Potential liability to Additional PIKs removed
- > Debt pricing reduced to a ratchet based on gearing
  - > > 150% - 4.55%
  - > < 50% - 1.55%
- > The operating restrictions and information covenants are reduced
- > Company is able to recommence dividend payments

## Taylor Morrison Review

Sheryl Palmer, President and CEO, Taylor Morrison

## Taylor Morrison North America financial summary

	FY 2008	Pro forma FY 2007	Change %
Legal completions	5,421	6,727	(19.4)
Ave selling price £000	175.3	175.3	0.0
Homes revenue £m	950.2	1,176.5	(19.2)
Other revenue £m	31.4	38.6	(18.7)
Total revenue £m	981.6	1,215.1	(19.2)
Joint venture legal completions	-	13	-
PBIT £m*	59.9	62.4	(4.0)
PBIT margin	6.1%	5.1%	1.0ppt

\* Before exceptional items

## Taylor Morrison North America market overview

- > Overall market remains extremely weak
  - > Downward change since Q4 2008 financial market collapse
  - > Do not anticipate any material improvement in 2009 (ex, home volume, home pricing, employment levels)
  - > Canadian market challenging in early 2009; already some signs of stabilisation
- > Most markets still driven primarily by price
  - > New home sales down 37% year on year, while second hand sales down 12.4%
  - > Single family permits down 40.3% (60% from peak)
  - > Builders holding a bit tighter to price, given cash positions
  - > Homes lost to foreclosure expected to peak in 2009; but are to remain above historic norm levels
  - > Mortgage qualifications remain challenging given job losses and more stringent underwriting
  - > Rates expected to remain historically low for the coming several years

## Taylor Morrison North America market overview

- > Public builder market share to grow from 2009 levels as a result of access to capital; resulting in new market entry and strategic acquisition opportunities
- > Cancellation rates are expected to be down in 2009 from 2008 levels
- > Home price to rent ratio is nearly back to par
- > Nearly 30% of households estimated to have negative equity in their homes today (expected to stay above 25% through 2010)
- > Long term housing outlook supported by favourable market dynamics & demographics
  - > Net foreign immigration, population growth, aging baby boomers
  - > Affordability and resales trending toward market stabilisation in most markets
  - > Regulator environment impacts and involvement could hinder recovery

## Taylor Morrison North America market overview

Median existing home price	2005	Feb 2009*	Change %
Arizona	\$240,400	\$125,000	(48.0)
California	\$520,000	\$306,286	(41.1)
Colorado	\$240,000	\$187,250	(22.0)
Florida	\$260,225	\$155,071	(40.4)
Texas	\$150,992	\$163,000	8.0
US all markets	\$219,000	\$164,600	(24.8)
Ontario	C\$290,219	CS\$327,709	12.9

- > State data reflects data for markets in which Taylor Morrison operates
- > Distressed home sales continue to place negative pricing pressure on most markets and therefore median home pricing is now based on foreclosure pricing

Source: John Burns for US (released April 09), and PMA for Canada  
\* As at 28 Feb 2009

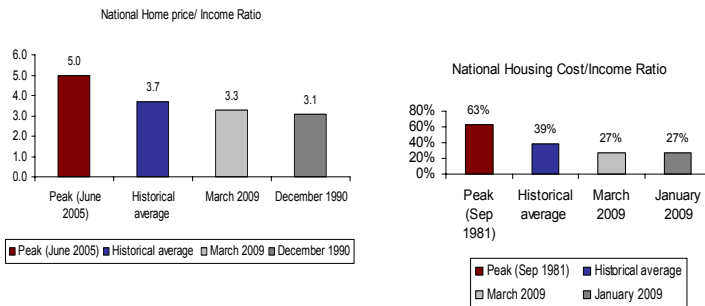
## Taylor Morrison North America market overview

Months of supply (second hand sales)	Dec 2007	Dec 2008	Change %	March 2009
Arizona	18.1	10.0	(44.8)	8.7
California	13.8	5.1	(63.0)	4.8
Colorado	7.8	6.1	(21.8)	7.1
Florida	28.4	19.5	(31.3)	20.7
Texas	6.8	8.4	23.5	8.8
US all markets	11.4	13.6	19.2	9.0
Ontario	3.3	6.0	81.8	6.2

> Historic stable market at 4-6 months of supply

State data reflects data for markets in which Taylor Morrison operates  
Source: MLS

## Taylor Morrison North America market overview



> Median income household needs only 27% of their income to qualify for median-priced home - same household only paying 3.3x income for the house

## Taylor Morrison Sales performance

	H1 2009 (to week 16)	H2 2008	H1 2008	FY 2007*	FY 2006*
Ave outlets open	196	223	245	241	218
Ave sales rate (net)	0.4	0.3	0.5	0.6	0.8
Ave sales price £000	140	152	166	175	212
Ave cancellation rate	21%	27%	20%	24%	28%
Homes order book value £m	584.7	490.8	657.5	522.8	769.0
Unsold complete stock units	260	455	364	908	1,194

> Year to date net sales performance at 1,186 - 33% lower than prior year period; compared to industry average down over 40%

> Cancellation rate of 21% primarily due to mortgage qualification challenges; compared to average Q1 09 of 37%

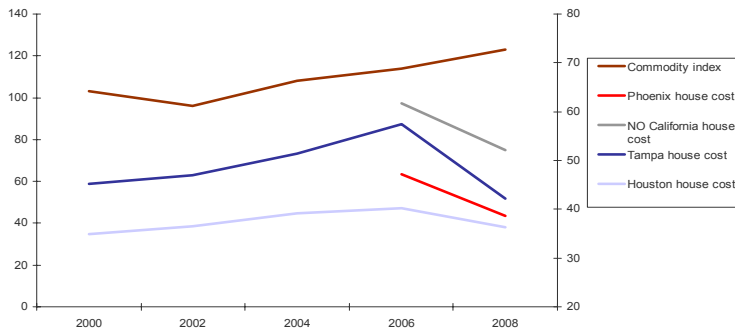
> NA stock at appropriate business need level

\* Pro forma

## Taylor Morrison North America Cost Reduction Initiatives Direct construction cost comparisons (1999 to 2009)

- > Evaluated costs of same product from 1999 to 2009 in two Taylor Morrison markets (Houston and Tampa)
- > Adjusted for spec and required code changes
  - > Tampa direct costs are 7% lower than 1999 levels
  - > Houston direct costs are 4% higher than in 1999. Houston was last to experience market slow down. Expect 2009 re-bids to result in similar historic construction costs levels
- > Also evaluated material cost indices over same period
  - > Key materials increased approximately 15%
  - > Materials have recently begun to decline
- > Considering material cost increases - savings achieved through:
  - > Value engineering, supply chain management improvement, and reduction in our trade labor rates and their margins also have eroded

## Taylor Morrison North America Cost Reduction Initiatives Commodity/TM House Cost Comparison



- > Commodity pricing has continued to rise based upon global demand but are now starting to fall based on a weaker global economy
- > We have achieved cost reductions value engineering, strategic sourcing and reductions in labor, overhead and vendor profit margins

## Taylor Morrison North America Cost Reduction Initiatives Current Savings Initiatives

- > Increased market share = greater leverage!
- > Supply Chain Management - buying direct, create efficiency by assisting vendors with restructuring of overheads
- > Movement away from lump sum contracts to reduce markup on materials and labor, takeoff verification to eliminate material waste built into bids
- > Continued value engineering
- > Negotiation & Reverse Selling improvement
- > Lean Construction process to drive costs and waste out of build costs - all markets
- > Texas and Canada trade pressures mounting

## Taylor Morrison Managing overhead cost

- > Modified management teams
- > 17 divisional businesses now reduced to 9
- > Headcount down 23% at 31 March 2009 from year end 2008 and 52% since the merger
- > 2007 vs. 2008 overhead expense reduction 46.1% (in US\$ terms) vs. 19.6% in closings

## Taylor Morrison Landbank by region

	Landbank plots*		Land values (net)#	
	FY 2008	FY 2007	FY 2008 \$m	FY 2007 \$m
Arizona	5,551	6,325	89.9	129.2
California	2,049	3,447	101.8	186.5
Central	2,479	3,831	57.1	88.2
Florida	8,409	10,848	(9.4)	(85.4)
Canada	4,169	4,086	165.1	207.2
<b>Total</b>	<b>22,657</b>	<b>28,537</b>	<b>404.5</b>	<b>525.7</b>

- > 5.4 years supply of owned and controlled land vs. industry average of 8.3\*\*

\* owned plots

# value of land net of NRV and FV.

\*\* Excluding lot completions. 2008 lot completions are 2,837 (2,203 in H2).

- > Maintain best in class cash management
- > Well positioned landbank for market recovery
  - > Continue to rebalance land portfolio where appropriate
  - > Take advantage of land acquisition opportunities as they arise
- > Preparing for changing consumer needs – product/positioning
- > Continued focus on cost reduction and value creation
  - > Market and subcontractors – lean blitz
- > Grow market share in key markets\*

\* Recognised as top 10 Builder in 2009 Professional Builder Giants Housing Report

## UK Housing Review

Pete Redfern, Group Chief Executive

## UK Housing Agenda

- > 2008 financial summary
- > Market conditions - current and future outlook
- > Update on key priorities
  - > Sales improvements
  - > WIP and build cost
  - > Land position
  - > Overhead costs

## UK Housing Financial summary

	FY 2008	Pro forma FY 2007	Change %
Legal completions - total	13,394	20,690	(35.3)
Private	10,585	17,268	(38.7)
Affordable	2,751	3,128	(12.0)
JVs	58	294	(80.3)
Ave selling price – total £000	170.6	188.1	(9.3)
Private £000	187.0	203.0	(7.9)
Affordable £000	107.7	106.0	1.6
Homes revenue £m	2,275.7	3,843	(40.8)
Other revenue £m	114.3	156	(26.7)
Total revenue £m	2,390.0	3,999	(40.2)
PBIT £m*	50.6	609	(91.7)
Operating margin % †	2.2	15.2	(13.0)ppt

\* Before exceptional items

† Operating margin is based on profit on ordinary activities before finance costs, exceptional items and amortisation of brands

## UK Housing Capital employed (excludes tax and intercompany)

	31 Dec 2008	31 Dec 2007**
Fixed assets	7	137
Investment in joint ventures	45	40
Stocks		
Land	2,857	3,611
WIP	873	1,289
Other	27	31
Total stocks	3,757	4,931
Debtors	155	282
Creditors		
Land	(553)	(711)
Other*	(787)	(871)
Total creditors	(1,340)	(1,582)
Provisions	(39)	(35)
<b>Capital employed</b>	<b>2,585</b>	<b>3,773</b>

\*31 December 2008 balance includes TW pension deficit of £268.3m \*\* 31 December 2007 includes TW pension deficit of £217.2m

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## UK Housing Current market conditions

- > Visitor levels and reservations ahead of our expectations coming into the New Year
- > Both HBF statistics and general market intelligence reflects these conditions in most parts of the markets
- > Even apartments appear to have found a price floor – at least for now
  - > Rental returns viable
  - > Reduced stock levels from new build
- > Both affordability and underlying demand are key drivers
  - > Mortgage payments fallen from 48% in Q307 to 31% in Q109 (source: Halifax)
  - > Now below the long term average of 37% recorded over past 25 years
  - > Number of current mortgage products available to new buyers rose 13% during March (source: TRIGOLD)
- > Risks and constraints remain
  - > Mortgage availability and valuation pressures
  - > Underlying economic weakness and unemployment

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## UK Housing Customer segmentation – indicative figures

	Q1 2009	FY 2008	H2 2008	H1 2008	FY 2007
First Time Buyers	31%	26%	37%	20%	18%
Second Time Buyers	43%	34%	30%	37%	35%
Investors	16%	14%	19%	12%	17%
Social housing	10%	26%	14%	31%	30%

- > FTBs and investors peaked in H2 2008 due to apartment stock clearance
- > Social housing sales tend to be weighted to Q2 around HA financial year end
- > Q1 2009 is starting to balance to more normal product mix

2008 figures based on gross sales; 2007 figures based on customer survey returns

## UK Housing Sales performance

	H1 2009 (to week 16)	H2 2008	H1 2008	H2 2007	H1 2007	FY 2006
Ave outlets open	376	420	489	449	479	461
Ave sales rate (net)	0.66	0.40	0.65	0.81	1.07	1.18
Ave sales price £000	160	159	175	188	188	184
Private sales rate (net)	0.61	0.33	0.45	0.50	0.82	0.82
Private sales price £000	163	170	197	202	203	198
Cancellation rate (private)	18.5%	46%	29%	35%	19%	22%
Part exchange £m* ^	22.6	31	56	101	46	63
Order book value £m	881	562	1,199	1,064	1,784	1,316

\* Including impact of NRV provisions

^ As at month ended March 2009

## UK Housing Market outlook

- > Short term we have to remain cautious until economy stabilises
- > Indicators for medium term:
  - > Pent up underlying demand
  - > Mortgage financing position more stable
  - > Improved affordability
  - > Industry structure beneficial compared with previous cycles
  - > Industry capacity has reduced quickly
- > Government rightly believes housing market is key to overall economy:
  - > Affordable housing used to reduce stock levels in 2008
  - > Increasing flexibility on re-planning sites and mitigating onerous commitments
  - > Support for targeted incentives such as HBD/FTBI
  - > Small liquidity measures like stamp duty reduction
  - > Pump priming funds for infrastructure investment to unlock new sites

## UK Housing Sales skills and processes

- > Post merger review of sales approach - key conclusions
  - > Fully employed sales staff (no longer use agency staff) – committed to business
  - > Significantly reduced printed media spend (half of 2008 level) – bang for buck
  - > Website presence critical – most important selling tool
  - > Balance of national and local sales effort
- > Enhancing our selling skills
  - > National sales training courses – single sales process
  - > “Sales Excellence” – Sales quality checklist
  - > National campaigns to support regional activity – e.g, Change Your Life, Cheque This Out
  - > Expanded range of local incentives – e.g, Deposit match, rental guarantee, FTBI/HBD
  - > New website up and running from April 2009
- > Moving to a single brand during 2009

## UK Housing WIP pipeline

### Private plots build status as at March 2009 (plots)

Sold*		Unsold – split by build stage				Total under build
All stages	Foundation	Superstructure	Roof tile	Second Fix	Build complete	All stages
2,478	1,506	689	739	387	525	3,846

### Estimated value private WIP £m

Sold**	186	> Plots beyond superstructure stage now in sensible balance for market conditions
Unsold**	237	
Showhomes**	57	> Plots at foundation stage being released as sales improve
Infrastructure	478	
<b>Total</b>	<b>958</b>	> Potential for further WIP reduction at infrastructure level

\*Excludes plots where foundations not complete

\*\* Includes estimated infrastructure value relating to these plots

## UK Housing Build costs

- > Average build cost on completions in 2008 approximately £105k per plot
- > However underlying costs started to fall by mid year
  - > Significant savings on subcontract – c.10%
  - > Smaller savings on materials
  - > Efficiency savings from re-engineering and re-planning
- > WIP controls used to drive down costs
- > New product range launched in 2008
  - > Still remain savings on old Bryant house types
  - > New range builds in both lower costs and product flexibility
- > Overall target is c £95k per plot – 10% saving from 2008 costs
  - > Total US costs savings have been up to 25% in some markets
  - > Will take two years for savings to fully flow through income statement

## UK Housing Overall landbank

	31 Dec 2008			31 Dec 2007	
	Owned	Controlled	Pipeline	Total	Total
Detailed planning	40,753	1,300	-	42,053	45,161
Outline planning	23,438	3,547	111	27,096	32,152
Resolution to grant	3,361	2,518	381	6,260	13,746
<b>Sub-total</b>	<b>67,552</b>	<b>7,365</b>	<b>492</b>	<b>75,409</b>	<b>91,059</b>
Allocated strategic	6,816	6,485	-	13,301	12,495
Non allocated strategic	19,106	57,668	-	76,774	90,397
<b>Total</b>	<b>93,474</b>	<b>71,518</b>	<b>492</b>	<b>165,484</b>	<b>193,951</b>

- > c.7.5 year short term landbank at current completion levels
- > Normal landbank length expected to return to 4 years over 2-3 years
- > Anticipate ending 2009 with c. 65k short term plots
- > 56% of short term plots have detailed planning (2007: 50%)

## UK Housing Landbank cost and NRV

Cost per plot £000	FY 2008*	FY 2007	FY 2006
Opening landbank	45	43	43
Acquired	48	53	47
Completions	44	47	45
Closing landbank	37	45	43
Weighted average ASP	149	186	181
Plot cost as a % of weighted average ASP	25%	24%	24%

- > Part of NRV apportioned to WIP. If wholly allocated to land, actual closing plot cost of £35k
- > Commentators estimating trough average land market values of between £26-30k

Please note: above relates to land with detailed or outline planning consent, or resolution to grant  
\* 2008 cost per plot is post NRV

## UK Housing Landbank mix

- > Landbank weighted towards South, where average selling prices and market conditions are strongest

	2008 % landbank plots
North	26
Midlands	34
South	40

- > Current landbank is only 26% apartments, as we have reduced our exposure to this more challenging product (2008 completions: 34%)

## UK Housing Overhead cost savings

- > Admin overhead levels continue to be tightly managed:
  - > 2007 Proforma\*\* = £241m
  - > 2008 Actual cost base\* = £166m
  - > 2009 Current expectation = £125m
- > Three business closures undertaken in Q1 2009, now 23 regional businesses. Significant headcount reduction undertaken in ongoing businesses
- > Business structure appropriate for c.14,000 units at a 30 private sale per outlet per year rate
- > No more closures planned, unless market conditions deteriorate further
- > Significant reduction in sales cost targeted and on track in 2009
- > Total UK Housing staff now c.3,900 compared to c.7,000 January 2008 (and 9,000 in July 2007)

\*Excludes brand amortisation

\*\*Includes overheads attributed to land sales

## UK Housing Summary

- > Merger is complete, and business focused on key priorities for recovery
- > Strong cash focus of 2008 will continue
- > Admin overheads have been reduced significantly, sales overheads will be reduced in 2009
- > Driving build cost savings over next two years is key to recover
- > Landbank is in good shape and with healthy product/geographical mix
- > Market has been ahead of expectations for last 4 months

## Group Outlook

Pete Redfern, Group Chief Executive

## Outlook

- > UK currently stable with signs of improvement
  - > Good underlying demand, improving affordability
  - > Industry has adapted well to downturn
  - > Landbank and business well positioned to benefit from recovery
  - > Remain cautious due to general economic outlook
  
- > NA remains challenging – ‘bumping along the bottom’
  - > Good land opportunities available
  - > Industry scale has fallen, significantly improving competitive dynamics
  - > Has over corrected in many markets
  - > Taylor Morrison is strong, well respected business

## Summary Key priorities

- > Completing the steps to the right long term capital structure
  
- > Continuing to tighten focus to core housebuilding markets
  
- > Reducing build and land costs to return quickly to profitability
  - > Build cost reduction essential for early industry recovery
  - > Re-planning existing sites and redesigning products
  - > True market value of land still uncertain
  
- > Taking advantage of best value land opportunities
  - > When market stability is more certain
  - > Expect to prioritise conditional and option deals
  - > More likely to be 2010 than 2009 in UK, could be earlier in NA

## Future investor communications

- |                                |              |
|--------------------------------|--------------|
| > AGM                          | 19 June 2009 |
| > Trading update               | July 2009    |
| > Interim results presentation | August 2009  |

## Questions and Answers

Pete Redfern, Group Chief Executive

# Taylor Wimpey plc

Results Presentation for the year ended 31 December 2008  
Appendices

TaylorWimpey<sup>plc</sup>

## Appendices Contents

- > Group financial information
- > UK Housing financial information
- > Taylor Morrison financial information
- > Spain and Gibraltar Housing financial information

## Segmental analysis Full year 2008 – continuing operations

	Revenue		PBIT*		PBIT margin*	
	£m	Change	£m	Change	2008	2007
UK Housing	2,390.1	(21.7)%	50.6	(87.8)%	2.1	13.6%
North America	981.6	(0.5)%	59.9	(11.3)%	6.1	6.8%
Spain & Gibraltar	59.8	(7.1)%	(2.4)	(209.1)%	(4.0)	3.4%
Corporate	36.2	(4.2)%	(14.2)	156%		
<b>Total</b>	<b>3,467.7</b>	<b>(16.3)%</b>	<b>93.9</b>	<b>(79.5)%</b>		

\* Profit / (loss) on ordinary activities before exceptional items and finance costs, after share of results of joint ventures

## Group Completions Full year 2008

	Completions		Ave selling price	
	No	Change*	£000	Change*
UK private	10,585	(38.7)%	187.0	(8)%
UK affordable	2,751	(12.0)%	107.7	2%
UK joint ventures	58	(80.3)%	258	(17)%
UK total	13,394	(35.3)%	170.6	(9)%
US	4,212	(20.9)%	162.5	(7)%
Canada	1,209	(13.5)%	219.9	25%
North America joint ventures	-	-	-	-
North America total	5,421	(19.4)%	175.3	-
Spain & Gibraltar	214	0.9%	269.8	(3.2)%
<b>Group total</b>	<b>19,029</b>	<b>(31)%</b>		

\*Based on pro forma comparative

## Group reservations

£m	Reservations		Ave outlets		Per outlet / per week	
	FY 2008	FY 2007*	FY 2008	FY 2007*	FY 2008	FY 2007*
UK private	9,512	22,518	448	471	0.40	0.92
UK affordable	3,277	2,764				
UK total	12,789	25,282				
US	5,478	6,871	210	216	0.5	0.61
Canada	1,119	2,204	24	25	0.88	1.7
North America Total	6,597	9,075	234	241	0.54	0.72
Spain and Gibraltar	126	154	20	29	0.12	0.1
<b>Group total</b>	<b>19,512</b>	<b>34,511</b>				

\* Prepared on a pro forma basis

## Consolidated net finance cost

£m	FY 2008	Pro forma FY 2007	Change %
Interest on borrowings	127.9	93.3	37.1
Interest receivable	(8.5)	(9.0)	(5.6)
<b>Sub-total</b>	<b>119.4</b>	<b>84.3</b>	<b>41.6</b>
Pensions	11.7	3.8	207.9
Derivatives	10.8	5.4	100.0
Land creditors and other	26.7	19.3	38.3
<b>Total net finance cost *</b>	<b>168.6</b>	<b>112.8</b>	<b>49.5</b>

\* Pre-exceptional

## 2008 taxation

£m	Pre- exceptional	Exceptional	Post- exceptional
Result before tax	(74.7)	(1,895.0)	(1,969.7)
Tax (charge)/credit	(23.4)	100.0	76.6
Tax rate %	(31.3)	5.3	3.9

- > The tax credit of £76.6m for 2008 includes an exceptional credit of £100.0m. This comprises a net credit of £91.6m in respect of UK inventory write downs and deferred tax movements, and a net credit of £8.4m relating to US inventory write downs made in the year.

## Impact of foreign currency

FX rates	2008		2007	
	Ave	Year end	Ave	Year end
US \$	1.79	1.44	2.00	1.99
CA \$	1.94	1.77	2.10	1.95
Eur	1.24	1.03	1.38	1.36

## Net operating assets by market

£m	31 Dec 2008	31 Dec 2007	% change	30 Jun 2008
UK Housing	2,585.7	3,773.2	(31.5)	3,274.4
US Housing	546.7	574.3	(4.8)	497.5
Canada Housing	131.1	106.0	23.7	130.2
Spain & Gibraltar Housing	128.0	115.6	10.7	104.4
Total Housing	3,391.5	4,569.1	(25.8)	4,006.5
Corporate	(88.2)	(12.9)	(683.7)	(125.2)
<b>Total</b>	<b>3,303.3</b>	<b>4,556.2</b>	<b>(27.5)</b>	<b>3,881.3</b>

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

## Group Housing landbank

FY 2008	UK	Taylor Morrison	Spain & Gibraltar	Total
<b>Landbank (with planning*)</b>				
Owned	67,552	22,657	1,953	92,162
Controlled	7,365	6,521	168	14,054
Total landbank	74,917	29,178	2,121	106,216
Landbank years	5.6	5.4	9.9	5.6
<b>FY 2007</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	6.0	11.8	4.7

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

## Land disposals

£m		FY 2008	FY 2007*
<b>Proceeds</b>	UK	58.0**	162.6
	North America	39.0***	24.9
	Spain and Gibraltar	0	0
	<b>Total</b>	<b>97.0</b>	<b>187.5</b>
<b>Profit</b>	UK	(2.2)	38.7
	North America	4.4	7.8
	Spain and Gibraltar	0	0
	<b>Total</b>	<b>2.2</b>	<b>46.5</b>

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

\*Pro forma

\*\* FY2008 does not include any land provision releases

\*\*\* 31/12/08 closing foreign exchange rate of 1.44 used US\$ to GBP

## UK Housing Revenue analysis

		2008			2007 pro forma		
		Year	H2	H1	Year	H2	H1
Private	volume	10,585	5,857	4,728	17,268	9,609	7,659
	ASP £000	187	175	202	203	204	203
	revenue £m	1,979	1,025	954	3,512	1,956	1,556
Affordable	volume	2,751	1,209	1,542	3,128	1,778	1,350
	ASP £000	108	107	108	106	102	111
	revenue £m	296	129	167	331	181	150
Other	revenue £m	114	74	40	156	69	87
<b>Total</b>	volume	<b>13,336</b>	<b>7,066</b>	<b>6,270</b>	<b>20,396</b>	<b>11,387</b>	<b>9,009</b>
	ASP £000	<b>171</b>	<b>163</b>	<b>179</b>	<b>188</b>	<b>188</b>	<b>189</b>
	revenue £m	<b>2,390</b>	<b>1,230</b>	<b>1,160</b>	<b>3,999</b>	<b>2,206</b>	<b>1,793</b>
Joint Ventures	volume	58	11	47	294	97	197

## UK Housing Margin analysis

	Year	2008		2007 pro forma		
		H2	H1	Year	H2	H1
Revenue £m	2,390	1,230	1,160	3,999	2,206	1,793
Land cost £m	(617)	(324)	(293)	(966)	(500)	(466)
Build cost £m	(1,453)	(787)	(666)	(2,097)	(1,194)	(903)
Gross profit £m	320	119	201	936	512	424
Gross margin %	13.4	9.6	17.3	23	23	24
Direct Selling £m	(100)	(49)	(51)	(115)	(62)	(53)
Overhead costs £m	(169)	(78)	(91)	(225)	(109)	(116)
Share of JV profit after tax £m	-	(2)	2	13	5	8
PBIT* £m	51	(10)	61	609	346	263
Operating margin**%	2.2	(0.8)	5.5	15	16	15

\*Before exceptional items

\*\*Operating margin is based on profit on ordinary activities before finance costs, exceptional items and amortisation of brands

## UK Housing Private development product mix

Completions %	Year	2008		2007 pro forma		
		H2	H1	Year	H2	H1
Apartments	34	34	34	40	41	40
1 / 2 / 3 bed houses	36	36	35	31	32	31
4 / 5 bed houses	30	30	31	29	27	29
<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 activity analysis

	2008			2007 pro forma		
	Year	H2	H1	Year	H2	H1
Average house size sq ft	973	995	947	962	954	971
Average selling price (£/sq ft)	192	177	211	212	214	210

## UK Housing Private development price mix

%	2008			2007 pro forma		
	Year	H2	H1	Year	H2	H1
£51 – 100k	8	12	3	3	2	3
£101 – 150k	29	31	26	26	26	26
£151 – 200k	30	29	31	31	31	32
£201 – 250k	18	17	20	20	21	20
£251 – 300k	8	6	10	10	10	10
£301 – 500k	6	5	9	9	9	8
£500k +	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

	FY 2008		FY 2007 pro forma	
	Completions	ASP £000	Completions	ASP £000
North	3,487	172	5,993	182
Midlands	3,374	172	5,437	191
South	3,724	215	5,838	237
<b>Total</b>	<b>10,585</b>	<b>187</b>	<b>17,268</b>	<b>203</b>
Joint Ventures	58	258	263	331
<b>Total</b>	<b>10,643</b>	<b>186</b>	<b>17,531</b>	<b>205</b>

## UK Housing Regional landbank data

	North	Midlands	South	Total
<b>FY 2008</b>				
Total plots owned and controlled with consent or resolution to grant	20,052	24,491	30,374	74,917
Land years	5.6	5.5	5.7	5.6
Strategic land – plots	26,844	36,341	26,209	89,394
<b>FY 2007</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

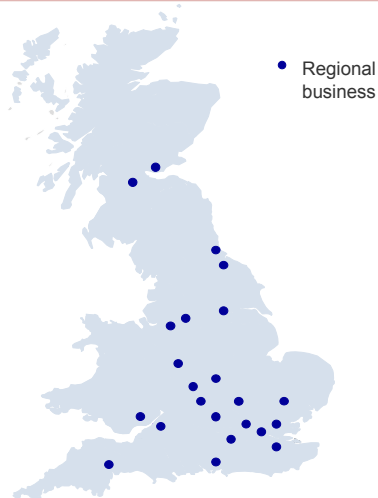
## UK Housing Land spend commitments as at March 2009

	Actual 2008 £m	Estimated 2009 £m	Estimated FY 2010 £m	Estimated 2011 + £m
Payments made to date	538	150		
Expected payments in respect of unconditional contracts as at March 2009	-	120		
Expected payments in respect of conditional contracts as at March 2009	-	20		
<b>Total</b>	538	290	156	268
Expected land spend as at 2 July 2008	575	450		

Note: numbers are rounded

## UK Housing Regional structure

- > 26 regional businesses at the end of 2008
- > 23 regional businesses today



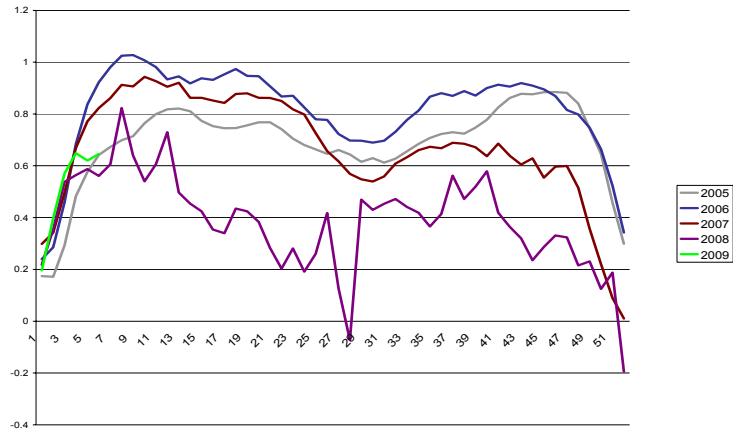
## UK Housing Sales incentives

Sales incentives used in plots sold	Q1 2009	H2 2008	H1 2008
No incentive/price	52%	45%	33%
Move up buyer			
Part exchange	9%	4%	7%
Assisted move	5%	6%	19%
First time buyer			
FTBI/Own home/TW Shared Equity	10%	14%	11%
Deposit paid	5%	6%	9%
Investor schemes	17%	21%	17%
Other	2%	4%	4%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

## UK Housing Homebuy Direct

- > 660 units allocated over 45 schemes
- > All press releases, marketing packs and guidelines issued to business units-selling homes using the scheme from March 2009
- > Units will need to be legally completed by end March 2010
- > Enables Taylor Wimpey to carry on a shared equity product but with reduced exposure – 15% rather than 25%
- > RBS and Halifax on board – discussions continuing with other mortgage providers

## UK Housing Private development average weekly sales rates



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Results Presentation for the year ended 31 December 2008

TaylorWimpey plc

## Taylor Morrison Revenue analysis

		2008			2007 pro forma		
		Year	H2	H1	Year	H2	H1
US	volume	4,212	2,535	1,677	5,330	2,948	2,382
	ASP £000	163	158	154	175	164	186
	revenue £m	685	427	258	930	483	448
Canada	volume	1,209	792	417	1,397	868	529
	ASP £000	220	212	213	176	179	173
	revenue £m	266	177	89	246	155	91
Other	revenue £m	31	15	16	39	10	29
<b>Total</b>	volume	5,421	3,327	2,094	6,727	3,816	2,911
	ASP £000	175	171	166	175	167	186
	revenue £000	982	619	363	1,215	648	567
Joint Ventures	volume	-	-	-	13	5	8

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Results Presentation for the year ended 31 December 2008

TaylorWimpey plc

## Taylor Morrison US financial summary

	FY 2008	Pro forma FY 2007	Change %	H1 2008
Legal completions	4,212	5,330	(30.0)	1,677
Ave selling price £000	162.5	174.5	(6.9)	153.8
Homes revenue £m	684.5	929.6	(26.4)	258.0
Other revenue £m	26.4	32.0	(17.5)	11.5
Total revenue £m	710.9	961.6	(26.1)	269.5
Joint venture legal completions	-	13	n/a	-
PBIT £m*	15.8	28.4	(44.4)	4.9
PBIT margin	2.2%	3.0%	(0.8)ppt	1.8%

\* Before exceptional items

## Taylor Morrison Canada financial summary

	FY 2008	FY 2007	Change %	H1 2008
Legal completions	1,209	1,397	(13.5)	417
Ave selling price £000	219.9	176.4	24.7	213.0
Homes revenue £m	265.7	246.4	7.8	88.8
Other revenue £m	5.0	7.1	(29.6)	4.6
Total revenue £m	270.7	253.5	6.8	93.4
Joint venture legal completions	-	-	-	-
PBIT £m	44.1	34.0	29.7	12.4
PBIT margin	16.3%	13.4%	2.9ppt	13.3%

## Taylor Morrison Margin analysis

	2008			2007 pro forma		
	Year	H2	H1	Year	H2	H1
Revenue £m	981.6	618.6	363.0	1,215.1	647.8	567.3
Land cost* £m	(66.6)	(29.9)	(36.7)	(212.8)	(124.3)	(88.5)
Development cost £m	(146.2)	(104.4)	(41.8)	(75.8)	(42.6)	(33.2)
Build cost £m	(606.7)	(383.0)	(223.7)	(684.3)	(369.3)	(315.0)
Other income/(expense) £m	19.8	9.8	10.0	(14.4)	(11.6)	(2.8)
Gross profit £m	181.9	111.2	70.7	227.8	100.0	127.8
Gross margin %	18.5	18.0	19.5	18.7	15.4	22.5
Direct selling £m	(52.6)	(36.3)	(16.3)	(52.3)	(25.3)	(27.0)
Overhead costs £m	(77.3)	(36.8)	(40.5)	(128.1)	(72.9)	(55.2)
Share of JV profit after tax £m	7.8	4.4	3.4	15.0	6.6	8.4
PBIT £m	59.9	42.6	17.3	62.4	8.4	54.0
Operating margin %	6.1	6.9	4.8	5.1	1.3	9.5

\*Includes all NRV and FV utilization

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Results Presentation for the year ended 31 December 2008

TaylorWimpey plc

## Taylor Morrison Regional performance

	Revenue		PBIT		PBIT margin	
	FY 2008 £m	FY 2007* £m	FY 2008 £m	FY 2007* £m	FY 2008 %	FY 2007* %
Arizona	122.8	195.9	0.3	22.2	0.2	11.3
California	183.9	217.0	(0.2)	7.2	(0.1)	3.3
Central	183.3	220.1	10.9	19.2	5.9	8.6
Florida	220.8	329.0	16.9	19.8	7.7	6.0
Canada	270.8	253.5	44.1	33.9	16.3	13.4
Corporate	-	(0.4)	(12.1)	(39.9)		
<b>Total</b>	<b>981.6</b>	<b>1,215.1</b>	<b>59.9</b>	<b>62.4</b>	<b>6.1</b>	<b>5.1</b>

\*Prepared on a pro forma basis.

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Results Presentation for the year ended 31 December 2008

TaylorWimpey plc

## Taylor Morrison Capital employed (excludes tax and intercompany)

	31 Dec 2008	31 Dec 2007	30 Jun 2008
Fixed assets	3.1	4.2	3.8
Investment in joint ventures	22.1	19.9	20.3
Stocks			
Land	447.6	264.0	186.1
WIP	506.7	642.3	617.2
Total stocks	954.3	906.3	803.3
Debtors	57.5	66.1	64.0
Creditors			
Land	(82.7)	(80.8)	(58.9)
Other	(222.8)	(193.7)	(170.9)
Total creditors	(305.6)	(274.5)	(229.8)
Provisions	(53.6)	(41.7)	(33.9)
<b>Total capital employed</b>	<b>677.8</b>	<b>680.3</b>	<b>627.7</b>

## Taylor Morrison US sales performance

	H1 2009 (to week 16)	H2 2008	H1 2008	FY 2007*	FY 2006*
Ave outlets open	173	200	220	216	188
Ave sales rate (net)	0.4	0.3	0.4	0.4	0.5
Ave sales price £000	132	158	154	175	224
Ave cancellation rate	23%	32%	24%	31%	34%
Order book value £m	201	149.5	269.1	174.5	607.2
Unsold stock units	239	431	355	901	1,155

\*Pro-forma

## Taylor Morrison Canada sales performance

	H1 2009 (to week 16)	H2 2008	H1 2008	FY 2007*	FY 2006*
Ave outlets open	23	23	26	25	30
Ave sales rate (net)	0.5	0.8	0.9	1.6	1.1
Ave sales price £000	198	212	213	176	155
Ave cancellation rate	4%	4%	2%	1%	3%
Order book value £m	383.7	341.3	388.4	348.3	161.8
Unsold stock units	21	24	9	7	39

\* Pro-forma

## Taylor Morrison Price mix

Completions %	Year	2008			2007		
		H2	H1	Year	H2	H1	
£0 – 75k	5	7	6	2	2	2	
£76 – 125k	35	36	36	33	35	30	
£126 – 250k	45	42	46	51	50	51	
£251 – 375k	12	12	10	10	10	10	
£376 – 500k	2	2	1	2	2	4	
£501 – 750k	1	1	1	2	1	3	
£750k +*	-	-	-	-	-	-	
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	

\* Category includes 2008 completions, but at a level below 1%

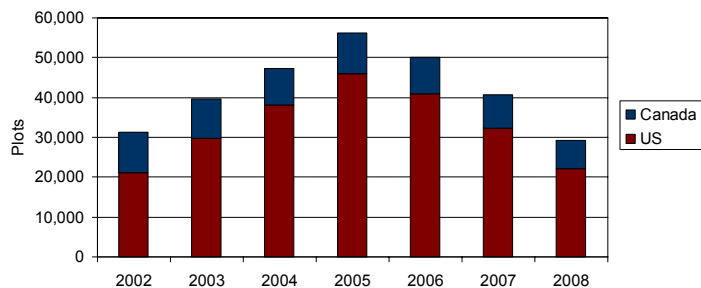
## Taylor Morrison Geographic mix

Completions	2008			2007 pro forma		
	Year	H2	H1	Year	H2	H1
Arizona	980	617	363	1,337	794	543
California	798	487	311	838	499	339
Central	1,084	649	435	1,497	807	690
Florida	1,350	782	568	1,658	848	810
Canada	1,209	792	417	1,397	868	529
<b>Total</b>	<b>5,421</b>	<b>3,327</b>	<b>2,094</b>	<b>6,727</b>	<b>3,816</b>	<b>2,911</b>
Joint Ventures	-	-	-	13	5	8

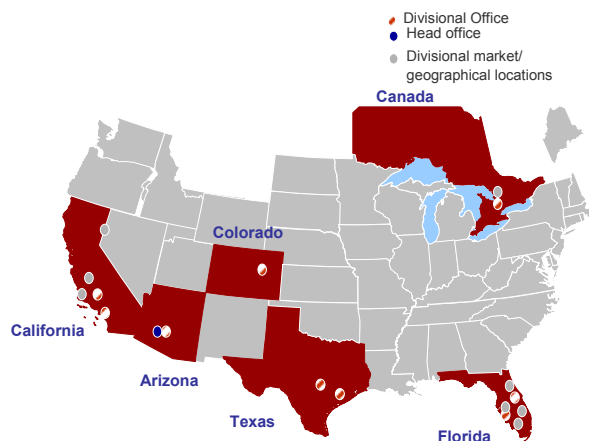
### Average selling price £000

Arizona	122	119	117	139	135	146
California	223	212	219	249	243	259
Central	168	168	154	146	152	138
Florida	151	148	141	190	153	229
Canada	220	212	213	176	179	173
<b>Total</b>	<b>175</b>	<b>171</b>	<b>166</b>	<b>175</b>	<b>166</b>	<b>184</b>

## Taylor Morrison Total landbank



## Taylor Morrison Divisional structure



Divisional Offices: Irvine, CA, Sacramento, CA, Phoenix, AZ, Denver, CO, Austin & Houston TX, Orlando & Sarasota FL & Toronto, Canada.

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Results Presentation for the year ended 31 December 2008

TaylorWimpey plc

## Taylor Morrison Short term land

	2008			2007 pro forma		
	Year	H2	H1	Year	H2	H1
<b>Owned and options</b>						
Start of period	28,537	26,401	28,537	31,867	30,961	31,867
Additions	2,378	1,786	592	4,538	2,227	2,311
Legal completions	(8,258)	(5,530)	(2,728)	(7,868)	(4,651)	(3,217)
End of period	22,657	22,657	26,401	28,537	28,537	30,961
<b>Controlled</b>						
End of period	6,521	6,521	10,385	12,066	12,066	15,577
<b>Total landbank</b>	<b>29,178</b>	<b>29,178</b>	<b>36,786</b>	<b>40,603</b>	<b>40,603</b>	<b>46,538</b>
Land spend £m	98	68	30	150	72	78

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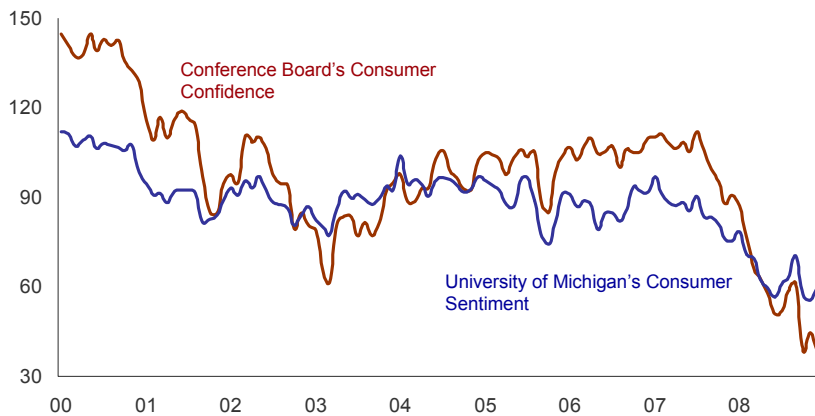
Results Presentation for the year ended 31 December 2008

TaylorWimpey plc

## Taylor Morrison Landbank by region: Owned and Controlled

	FY 2008			FY 2007		
	Owned	Controlled	Total	Owned	Controlled	Total
Arizona	5,551	343	5,894	6,325	182	6,507
California	2,049	409	2,458	3,447	992	4,439
Central	2,479	827	3,306	3,831	1,670	5,501
Florida	8,409	2,147	10,556	10,848	4,985	15,833
<b>Total US</b>	<b>18,488</b>	<b>3,726</b>	<b>22,214</b>	<b>24,451</b>	<b>7,829</b>	<b>32,280</b>
Canada	4,169	2,795	6,964	4,086	4,237	8,323
<b>Total North America</b>	<b>22,657</b>	<b>6,521</b>	<b>29,178</b>	<b>28,537</b>	<b>12,066</b>	<b>40,603</b>

## Taylor Morrison Consumer Confidence



Taylor Morrison  
North America market overview – national outlook

	2008	2009	2010
Unemployment rate – civilian	5.8%	8.6%	9.0%
CPI –urban consumers	3.8%	0.1%	0.4%
Federal Funds Rate	1.93%	0.13%	0.13%
30-year fixed rate mortgages	6.04%	4.81%	4.75%
Change in single family starts	(40.3)%	(41.7)%	45.1%
New single family sales (000s)	479	364	539
Change in new single family sales	(37.6)%	(24.0)%	47.9%
Change in existing single family sales	(12.4)%	1.8%	13.9%

Source: NAHB/Housing Economics as at 31 March 2009

Taylor Morrison  
North America market overview

Cycle	Home price appreciation %
1976-79	21
1980-82	(14)
1983-89	20
1990-95	(12)
1996-06	65
2007-10 (e)	(32)

Source: OFHEO, Case-Shiller, Freddie Mac, Census Bureau, NAR, FHFB, Zelman & Associates analysis

## Taylor Morrison North America market overview

Total single family permits (starts for Canada)	2005	2008	Change %	2009 Projection
Arizona	60,926	13,994	(77.0)	11,900
California	15,300	3,179	(79.2)	2,200
Colorado	17,760	3,894	(78.1)	2,900
Florida	17,050	2,874	(83.1)	2,129
Texas	34,276	18,154	(47.0)	15,550
US all markets	1,668,478	576,500	(65.4)	410,000
Ontario	10,393	8,060	(22.4)	5,425

Source: Hanley Wood Market Snapshot and Flash Report (US); Fall 2008 Housing Market Outlook Reports from <http://www.cmhc.ca/> (Canada)  
State data reflects data for markets in which Taylor Morrison operates.

## Taylor Morrison North America market overview

Delinquencies	Q4 2007	Q4 2008	Change %
Arizona	27,313	63,761	133.4
California	154,206	325,252	110.9
Colorado	22,697	30,736	35.0
Florida	127,092	232,996	83.3
Texas	108,523	147,117	35.6
US all markets	1,261,200	2,009,090	59.2

- > Delinquencies Above are Defined as Monthly Average Number of 60+ Days Delinquent Loans (Prime and Sub-Prime). This is Believed to Be the More Pure Measure of Mortgage Defaults (i.e., not impacted by Government intervention or General Bank Sentiment as has been the case with Auctions, Foreclosures, and REOs)

Source: [http://www.hopenow.com/state\\_data.html](http://www.hopenow.com/state_data.html)  
Year end data stated as monthly averages for the specified quarter.  
State data reflects data for markets in which Taylor Morrison operates.

## Taylor Morrison North America Market Overview

Affordability ratio	2005	2008	Change ppt
Arizona	52.5%	69.4%	16.9
California	19.9%	40.7%	20.8
Colorado	56.2%	64.7%	8.5
Florida	35.2%	48.5%	13.3
Texas	61.2%	59.6%	(1.6)
Us all markets	46.6%	54.0%	7.4
Ontario	25.6%	24.9%	(0.7)

Source:

(US) Hanley Wood Market Snapshot (The percentage of households that can afford the median priced existing home, 20% down, 30-yr fixed. Total monthly payment cannot exceed 30% of gross household income.)  
(Canada) PMA & CMHC (The percentage of Average Sales Price represented by the Average Household Income.)  
State data reflects data for markets in which Taylor Morrison operates.

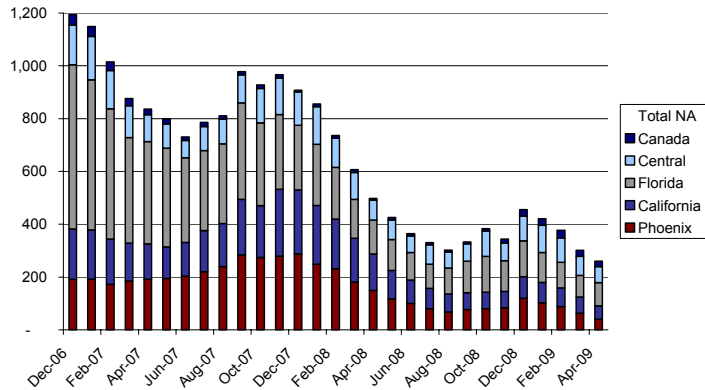
## Taylor Morrison North America Market Overview - market share

Taylor Morrison Market share	2005	2008	Change ppt
Arizona	2.9%	4.8%	1.9
California	2.2%	3.5%	1.3
Colorado	1.4%	2.1%	0.7
Florida	2.4%	3.8%	1.4
Texas	2.3%	2.5%	0.2
Ontario	3.3%	4.9%	1.6

Source: Hanley Wood Builder Info Tools (US);  
State data reflects data for markets in which Taylor Morrison operates.  
By Closings (US) by Sales (Canada)

## Taylor Morrison Managing WIP – inventory levels

NA Completed Spec Inventory



## Spain and Gibraltar Housing Financial summary

	FY 2008	FY 2007	Change %
Ave no of active sites	20	27	(25.9)
Legal completions	214	212	0.9
Mainland Spain	79	43	83.7
Mallorca	99	110	(10.0)
Gibraltar	36	59	(39.0)
Ave selling price £000	270	279	(3.2)
Revenue £m	59.8	64.4	(7.1)
PBIT £m*	(2.4)	2.2	(209)
PBIT margin %*	(4)%	3%	(7)ppt
Order book £m	58	83	(30.1)

\*Before exceptional items

## Spain and Gibraltar Housing Short term land

	<b>FY 2008</b>	<b>FY 2007</b>	<b>Change %</b>
Landbank plots	2,121	2,493	(14.9)
Landbank years	9.9	11.8	(16.1)