









# INTERIM RESULTS 2012





# **AGENDA**

Welcome Charles Berry Chairman

Interim Results Simon Nicholls FD

Markets & Outlook Mark Rollins CEO















2012 INTERIM RESULTS





# **FINANCIAL HIGHLIGHTS**

	H1 2012	H1 2011	Change
Revenue	£377.2m	£315.6m	<b>+20%</b> <sup>(1)</sup>
Adjusted Operating Profit	£50.7m	£43.0m	<b>+18%</b> <sup>(2)</sup>
Adjusted Operating Margin	13.5%	13.6%	-0.1ppts <sup>(3)</sup>
Adjusted Profit before Tax	£45.5m	£38.0m	+20%
Adjusted Earnings per Share	8.57p	7.00p	+22%
Total Dividend	1.38p	1.15p	+20%
Free Cash Flow	£27.7m	£23.2m	+19%
Net Borrowings - June	£74.8m	£62.9m	£12m increase
- Dec. 2011		£93.0m	£18m decrease

<sup>(1)</sup> Revenue increased by 21% on a constant currency basis; organic revenue (excluding acquisitions) increased by 10% on a constant currency basis.

<sup>(3)</sup> Organic adjusted operating margin (excluding acquisitions) increased by 0.2ppts.





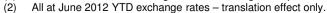
<sup>(2)</sup> Adjusted operating profit increased by 19% on a constant currency basis; organic adjusted operating profit (excluding acquisitions) increased by 11% on a constant currency basis.

# **AEROSPACE RESULTS** – constant exchange rates (2)

	Т	urnover	£m	Adj Operating Profit <sup>(1)</sup> £m			Margin on Sales	
	2012	2011	Change	2012	2011	Change	2012	2011
Total	242.5	189.6	+27.9%	36.5	30.0	+21.7%	15.1%	15.8%
Organic Ops.	208.9	189.6	+10.2%	33.2	30.0	+10.7%	15.9%	15.8%

- Strong demand in large commercial aircraft sector, as expected
  - Total turnover increased by 59%
  - Increased activity on B787, 777 and 737 plus A320 and A380
  - · Weston performing ahead of expectation
- ⇒ Turnover in military sector increased by 7%
  - Build rates on main programmes stable
  - Useful additional contributions elsewhere (e.g. P-8A, V-22, AW101)
- ⇒ Group again outperformed flat market in **regional and business jet** sector
  - Regional jet sales up 8%; business jet sales up 15%
- Operating profit increase reflects volume trend
  - Slight increase in margin in organic operations to 15.9% continuous improvement
  - · Margin impact of Damar and Weston acquisitions in line with expectation

<sup>(1)</sup> Before amortisation of intangible assets arising on acquisitions of £2.0m (2011: £2.3m) and acquisition costs of £nil (2011: £0.1m).







# FLEXONICS RESULTS – constant exchange rates (2)

	Turnover £m			Adj Operating Profit <sup>(1)</sup> £m			on Sales
2012	2011	Change	2012	2011	Change	2012	2011
134.9	123.5	+9.2%	18.3	16.3	+12.3%	13.6%	13.2%

- ⇒ Total turnover from **land vehicles** markets increased by 13%
  - North American truck turnover increased by 58% (9% on H2 2011)
  - Decreased demand in European passenger car markets resulted in turnover down by 10%
  - Reduced turnover in Brazil due to production declines and adverse programme mix
- ⇒ Demand conditions in **industrial** markets were favourable overall, turnover increased by 6%
  - Global power generation and UK HVAC activity was strongest
  - Slight decline experienced in global petrochemical, and Europe generally weaker
- ⇒ Pleasing increase in operating profit and margin achieved
  - Delivery of targeted efficiency improvements in North America truck operation
  - Reduced material costs and favourable product mix
  - Absorbed adverse comparative impact of £0.6m net provision release made in H1 2011 re: former property in India

<sup>(2)</sup> All at June 2012 YTD exchange rates – translation effect only.





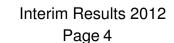
<sup>(1)</sup> Before acquisition costs of £0.3m (2011: £nil).

# **DIVISION RESULTS** – constant exchange rates (2)

£m	Turnover			Adj Operating Profit <sup>(1)</sup>			Margin on Sales	
	2012	2011	Change	2012	2011	Change	2012	2011
Aerospace	242.5	189.6	+27.9%	36.5	30.0	+21.7%	15.1%	15.8%
Flexonics	134.9	123.5	+9.2%	18.3	16.3	+12.3%	13.6%	13.2%
Inter-Segment sales	(0.2)	(0.1)	-	-	-	-	-	-
Central Costs	-	-	-	(4.1)	(3.6)	+13.9%	-	-
Continuing Ops	377.2	313.0	+20.5%	50.7	42.7	+18.7%	13.5%	13.6%
Exchange effect	-	2.6	-	-	0.3	-	-	-
As reported	377.2	315.6	+19.5%	50.7	43.0	+17.9%	13.5%	13.6%

<sup>(2)</sup> All at June 2012 YTD exchange rates – translation effect only.







<sup>(1)</sup> Before acquisition costs of £0.3m (2011: £0.1m) and amortisation of intangible assets arising on acquisitions of £2.0m (2011: £2.3m).

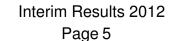
# **GEOGRAPHIC** RESULTS – constant exchange rates (2)

£m		Turnove	r	Adj Op	Adj Operating Profit <sup>(1)</sup>			Margin on Sales	
	2012	2011	Change	2012	2011	Change	2012	2011	
North America	241.5	211.6	+14.1%	37.0	32.4	+14.2%	15.3%	15.3%	
Rest of Europe	48.1	49.2	-2.2%	3.6	3.3	+9.1%	7.5%	6.7%	
United Kingdom	63.2	32.1	+96.9%	9.5	4.9	+93.9%	15.0%	15.3%	
Rest of World	26.0	21.4	+21.5%	4.7	5.7	-17.5%	18.1%	26.6%	
Inter-Segment sales	(1.6)	(1.3)	-	-	-	-	-	-	
Central Costs	-	-	-	(4.1)	(3.6)	+13.9%		-	
<b>Continuing Ops</b>	377.2	313.0	+20.5%	50.7	42.7	+18.7%	13.5%	13.6%	
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<sup>(1)</sup> Before acquisition costs of £0.3m (2011: £0.1m) and amortisation of intangible assets arising on acquisitions of £2.0m (2011: £2.3m).

<sup>(2)</sup> All at June 2012 YTD exchange rates – translation effect only.







# **ADJUSTED AND REPORTED PROFIT**

	H1 2012 £m	H1 2011 £m	Change
Adjusted operating profit (1)	50.7	43.0	+18%
Net interest payable - borrowings and cash - retirement benefits	(3.9) (1.3)	(3.8) (1.2)	
Adjusted profit before tax <sup>(1)</sup>	45.5	38.0	+20%
Tax (2012: 24.0%; 2011: 26.0%)	(10.9)	(9.9)	
Adjusted profit for the period (1)	34.6	28.1	+23%
Acquisition costs Amortisation of intangible assets Related tax on above items	(0.3) (2.0) 0.7	(0.1) (2.3) 1.0	
Reported profit for period	33.0	26.7	+24%





<sup>(1)</sup> Before acquisition costs of £0.3m (2011: £0.1m) and amortisation of intangible assets arising on acquisitions of £2.0m (2011: £2.3m).

# **EARNINGS PER SHARE AND DIVIDENDS**

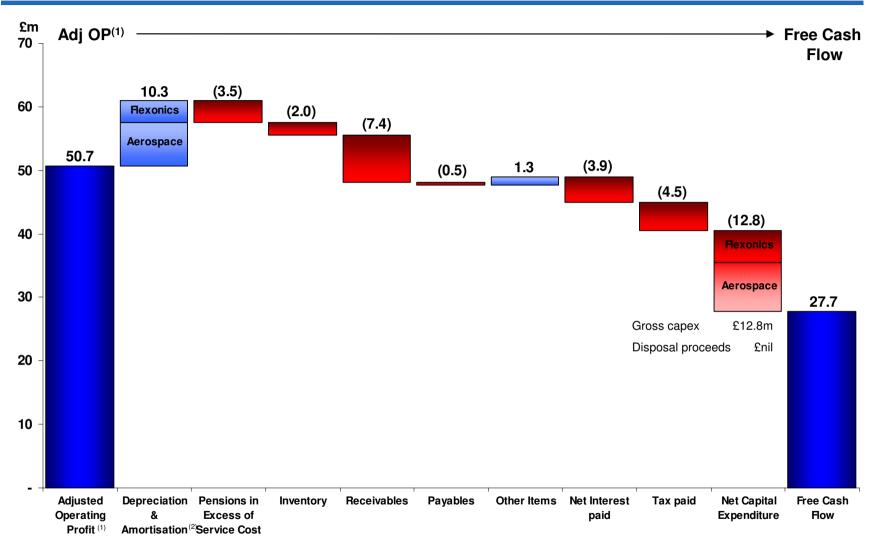
	H1 2012	H1 2011	Change
Average number of shares			
Basic Fully diluted	403.9m 418.1m	401.7m 416.0m	+2.2m +2.1m
Adjusted earnings per share <sup>(1)</sup>			
Basic Fully diluted	8.57p 8.28p	7.00p 6.75p	+22% +23%
Dividends (pence per share)			
Interim Final Total	1.38p	1.15p 2.65p 3.80p	+20%
Dividend cost (£m)			
Interim Final Total	£5.7m	£4.6m £10.7m £15.3m	
Dividend cover (last 12 months)	4.0x	4.0x	

 $<sup>(1) \</sup>quad \text{Before acquisition costs of } \mathfrak{L}0.3\text{m (2011:} \mathfrak{L}0.1\text{m)} \text{ and amortisation of intangible assets arising on acquisitions of } \mathfrak{L}2.0\text{m (2011:} \mathfrak{L}2.3\text{m)}.$ 



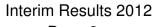


# FREE CASH FLOW BRIDGE



- (1) Before acquisition costs of £0.3m (2011: £0.1m) and amortisation of intangible assets arising on acquisitions of £2.0m (2011: £2.3m).
- (2) Before amortisation of intangible assets arising on acquisitions of £2.0m (2011: £2.3m).







# **CHANGE IN NET DEBT**

	H1 2012 £m	H1 2011 £m	FY 2011 £m
Free cash flow (page 32)	27.7	23.2	55.6
Dividends	(10.7)	(8.5)	(13.1)
Acquisitions	-	(15.3)	(68.6)
Net cash inflow/(outflow)	17.0	(0.6)	(26.1)
Exchange variations	1.2	1.4	(2.3)
Finance leases entered into during the year	-	-	(0.2)
Finance leases assumed on acquisitions	-	-	(0.7)
Net debt – opening	(93.0)	(63.7)	(63.7)
Net debt – closing (page 34)	(74.8)	(62.9)	(93.0)
Net debt to EBITDA (page 36)	0.6x <sup>(1)</sup>	0.6x <sup>(1)</sup>	0.8x

<sup>(1)</sup> Based on rolling 12 month EBITDA





# **BALANCE SHEET**

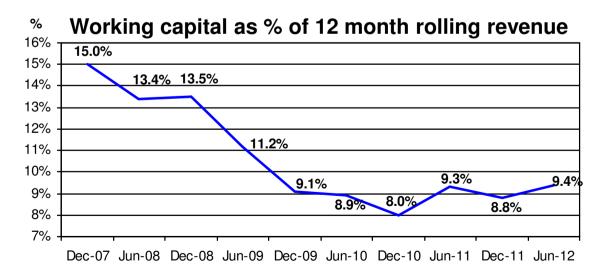
	June 2012 £m	June 2011 £m	Dec 2011 £m
Goodwill and other intangible assets	223.0	183.1	226.8
Property, plant and equipment	126.7	115.6	126.4
Other long-term assets	9.7	1.1	9.7
Non current assets	359.4	299.8	362.9
Inventories	90.8	78.1	90.3
Receivables	112.9	99.4	106.8
Payables	(137.9)	(122.1)	(140.6)
Working capital (page 11)	65.8	55.4	56.5
Current tax liabilities	(11.2)	(7.2)	(9.2)
Net current assets	54.6	48.2	47.3
Retirement benefit obligations (page 37)	(46.3)	(29.3)	(34.5)
Net borrowings	(74.8)	(62.9)	(93.0)
Other long-term liabilities	(8.5)	(4.4)	(6.4)
Net assets	284.4	251.4	276.3





# **WORKING CAPITAL**

		Balance Sheet		
	Inventories	Receivables	Payables	Working Capital
	£m	£m	£m	£m
31 December 2011 (page 10)	90.3	106.8	(140.6)	
Movements in period:				
Aerospace	1.9	6.2	(0.7)	(7.4)
Flexonics	0.1	0.9	(0.4)	(0.6)
Holding companies	-	0.3	1.6	(1.9)
Cash flow	2.0	7.4	0.5	(9.9)
Foreign exchange effect	(1.5)	(1.6)	2.4	
Other non-cash movements	-	0.3	(0.2)	
30 June 2012 (page 10)	90.8	112.9	(137.9)	(9.9) (page 32)















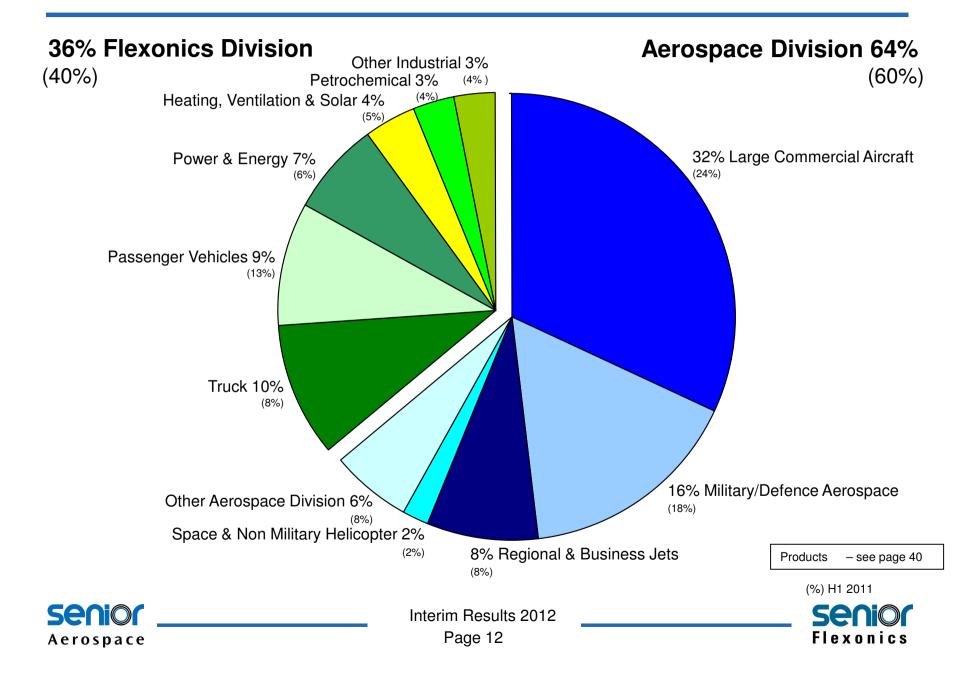


# MARKETS & OUTLOOK

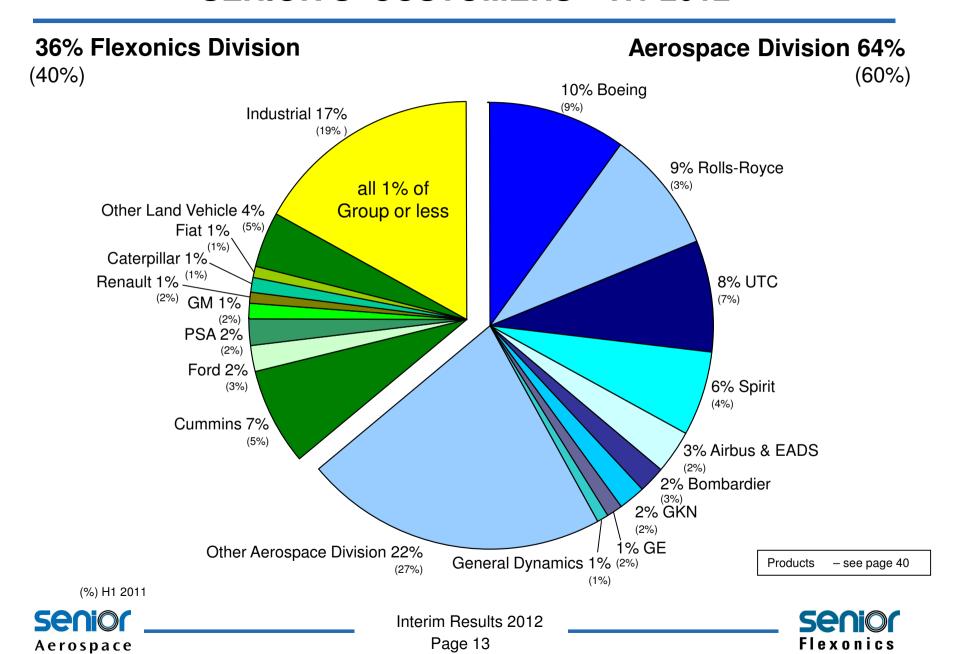




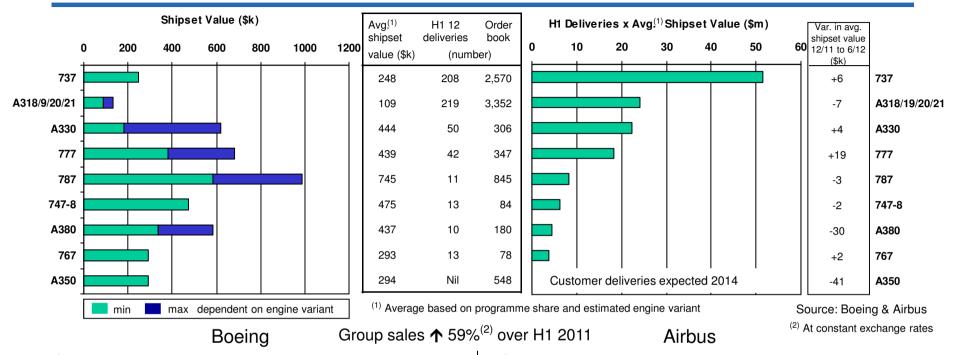
# SENIOR'S MARKETS - H1 2012



# SENIOR'S CUSTOMERS – H1 2012



# LARGE COMMERCIAL AIRCRAFT (32% of Group)



- ➡ H1 2012 deliveries ↑ 29% to 287 aircraft (H1 2011: 222)
- H1 2012 orders 440 (476 orders less 36 cancelled)
  H1 2011 orders 171 (230 orders less 59 cancelled)
- ⇒ 30 June 2012 backlog = 3,924 (7 year production)
- → 737 MAX 451 firm orders; entry into service 2017 (649 firm orders as at 12 July 2012)

- ➡ H1 2012 deliveries ↑ 8% to 279 aircraft (H1 2011: 258)
- H1 2012 orders 230 (253 orders less 23 cancelled)
  H1 2011 orders 640 (777 orders less 137 cancelled)
- ⇒ 30 June 2012 backlog = 4,388 (8 year production)
- A320neo − 1,425 firm orders; entry into service 2015
- ⇒ A350 shipset value \$294k ongoing opportunities

R-R contract to 2019 for 50% share of T700 & T1000 means average<sup>(1)</sup> shipset values in 2015 of: 787 - \$687k; A330 - \$511k



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## **WESTON GROUP ACQUISITION – UPDATE**

#### **UK** (H1 - £23m sales)



100,000 sq ft over a number of sites

New facility for 2013 then have 2 adjacent modern facilities

325 employees

Aerofoil machining for Rolls-Royce and structural components machining for Spirit



#### **UPDATE**



- Encouraging customer interest
- Recruited first commercial director
- New facility on track
- Spirit supplier of year

#### Thailand (H1 - £6m sales)



2 adjacent 30,000 sq ft modern facilities

Aerofoil forging house next door

135 employees

Aerofoil machining for Rolls-Royce and premium seat component manufacture and assembly for Contour (Zodiac)



#### **UPDATE**

- Performing in line with expectation
- Significant customer interest
- · Adding to management resource
- Capitalising for newly won Rolls-Royce aerofoil contract
- Investigating additional capabilities
- Investigating additional land ownership







### A320neo and 737 MAX

#### A320neo

1,425 firm orders since December 2010 launch. Entry into service 2015

**<u>Current</u>** Average<sup>(1)</sup> shipset value – \$109k

Airframe: Titanium housings, landing gear support, bleed air

system content (gimbals, vibreakers, pneumatic ducting)

V2500: Nacelle rings, engine foils, active clearance controls,

pylon bellows

CFM56: Nacelle rings, active clearance controls, pylon bellows

**<u>A320neo</u>** Expect to achieve 50%+ increase in shipset value

Airframe: Anticipate retaining existing content. Quoting on pylon

bracket assembly

Leap-X: Quoting on rotating airducts, anti-ice boosters, active

clearance controls and pylon bellows

GTF: Won engine ducting package, engine nozzle and

centerbody assembly. Quoting on fuel flow assembly, nacelle rings, active clearance controls, pylon bellows,

compressor vanes

#### **737 MAX**

Over 1,200 orders and commitments since August 2011 launch with 649 firm. Entry into service 2017

**<u>Current</u>** Average<sup>(1)</sup> shipset value – \$248k

Airframe: Titanium housings, wing ribs, wing to body frames,

air inlets, spars, wheel well kits, airbeam outlet assembly, sheet metal brackets, potable water

compressor, anti-skid coupling

CFM56: Cascade support ring, torque box, V-blade

assembly, active clearance controls, hydraulic & fuel

pipe tubes

737 MAX Expect to achieve at least current shipset value

Airframe: Anticipate retaining existing content

Additional opportunities in development

Leap-1B: Quoting on rotating airducts, thrust reverser, active

clearance controls, fuel flow assembly, bleed air

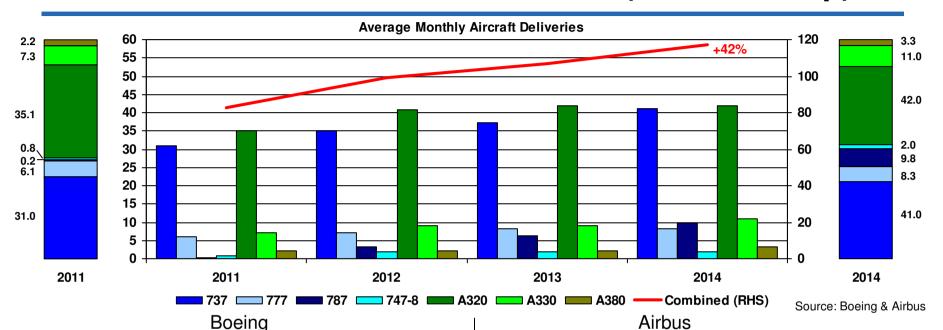
valves, rotary valve actuators





<sup>(1)</sup> Average based on programme share and estimated engine variant

# LARGE COMMERCIAL AIRCRAFT (32% of Group)



- ⇒ 2012 guidance: 585-600 aircraft (70-85 787/747-8)
- ⇒ Won orders & commitments for 396 aircraft at Farnborough Air Show, with 251 firm.
- ⇒ 737 deliveries +32%<sup>(1)</sup> by 2014
- ⇒ 777 deliveries +36%<sup>(1)</sup> by 2014
- → 787 build rate to reach 10 per month by early 2014
- ⇒ 747-8 build rate at 2 per month from mid 2012

- ⇒ 2012 guidance: around 570 aircraft
- ⇒ Won orders & commitments for 115 aircraft at Farnborough Air Show, with 54 firm.
- ⇒ A320 deliveries +20%<sup>(1)</sup> by 2014
- ⇒ A330 deliveries +38%<sup>(1)</sup> by 2014
- A380 build rate to reach 3.5 per month from early 2013
- A350 mid 2014 to customers (per Airbus)

Strong visible growth

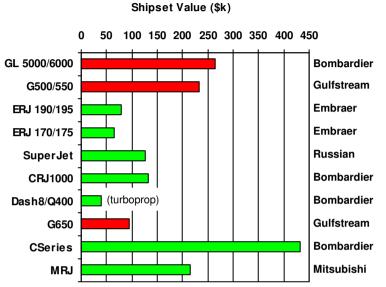
(1) Compared to 2011

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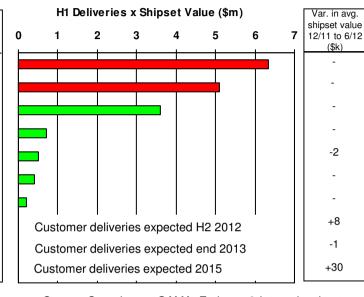




# **REGIONAL AND BUSINESS JETS (8% of Group)**



H1 12	Order
deliveries	book
24 <sup>(1)</sup>	?
22 <sup>(1)</sup>	?
46	157
10	43
4	175
3	44
6 <sup>(1)</sup>	33 <sup>(1)</sup>
Nil	?
Nil	138
Nil	65



(1) estimated

Source: Speednews, GAMA, Embraer & internal estimates

#### Market

- **Deliveries** 
  - Larger jets stronger than smaller jets
- Regional Jet **Deliveries** Embraer ↑ 24% to 56 aircraft (H1 2011: 45)
- Bombardier<sup>(3)</sup> +25 (+31 in H1 2011) Regional Jet Net Orders Embraer +7 (+56 in H1 2011)

#### Senior

- Represents 5% of Group revenue **Business Jets** 
  - Group sales ↑ 15%<sup>(2)</sup> over H1 2011

GL 5000/6000

ERJ 190/195

ERJ 170/175

SuperJet

CRJ1000

G650

MRJ

**CSeries** 

Dash8/Q400

G500/550

- Global Express 6000 increasing
- Regional Jets Represents 3% of Group revenue
  - Group sales ↑ 8%<sup>(2)</sup> over H1 2011
  - CSeries: LOI for 25 at Farnborough AirAsia in discussions for 100

<sup>(3)</sup> Bombardier figures exclude Q-Series turboprops

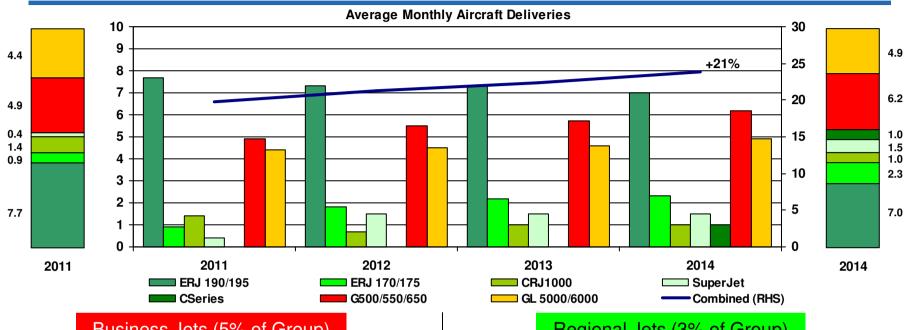


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(2) At constant exchange rates



# **REGIONAL AND BUSINESS JETS (8% of Group)**



#### Business Jets (5% of Group)

⇒ Delivery history: 2008 1,315 870 2009 2010 763 2011 695 Q1 128 2012 Q1 122 n/a

- NetJets order up to 425 aircraft, with 125 firm Bombardier Challenger (\$80k); Cessna Citation (\$150k)
- Bombardier L85 shipset value \$192k around end 2013 to customers; 2014 production 1 to 2 aircraft per month

#### Regional Jets (3% of Group)

- SuperJet (Russian) shipset value \$126k in production
- ARJ (Chinese) shipset value \$117k end 2013 to customers
- CSeries shipset value \$432k end 2013 to customers
- ⇒ MRJ (Japanese) shipset value \$215k 2015 to customers SkyWest commit to 100 at Farnborough Air Show
- CRJ 1000 (Bombardier) shipset value \$133k now in full production

Source: Teal Group & internal estimates

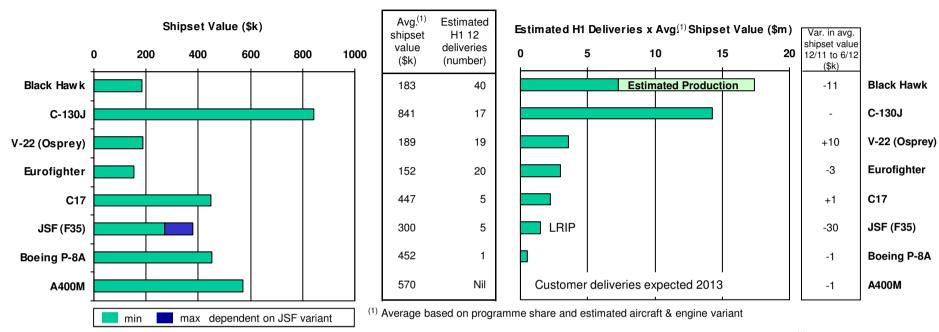
Growth as positioned on the right platforms



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# **MILITARY AND DEFENCE (16% of Group)**



Group sales ↑ 7%(2) over H1 2011

(2) At constant exchange rates

- ⇒ Black Hawk shipset value \$183k assumes 65% share
- V-22 deliveries ↑ 6% to 19 aircraft (H1 2011: 18)
- ⇒ JSF: CTOL A version shipset value \$279k STOVL B version shipset value \$390k Carrier C version shipset value \$284k

- ⇒ Eurofighter deliveries **4** 20% to 20 aircraft (H1 2011: 25)
- P-8A: first production aircraft delivered in March to US Navy
- ⇒ A400M received initial type certification
- ⇒ JSF: commenced deliveries of low rate initial production (LRIP) aircraft

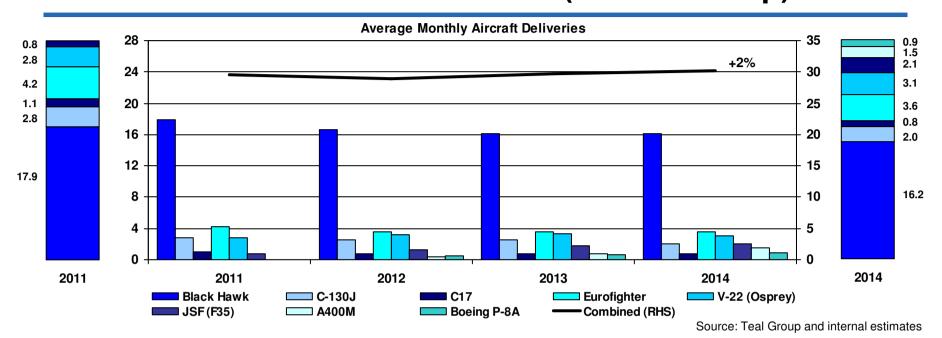
Source: Lockheed Martin, Boeing and internal estimates



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# **MILITARY AND DEFENCE (16% of Group)**



#### Multi-Year Agreements

- ⇒ Black Hawk 5 year contract with US Army & Navy through to end of 2017 signed in July
- → C-130J US Air Force in discussions over a 5 year procurement program from 2014
- V-22 Negotiating second 5 year contract with US
   Marine Corps and US Air Force from 2015 to 2019

#### **New Programs**

#### Number of aircraft per year

			=	-
	2011	2012	2013	2014
P-8A	-	6	7	11
A400M	-	4	9	14
JSF	9	15	22	25

2012 solid; 2013 weaker?; 2014+ new programmes





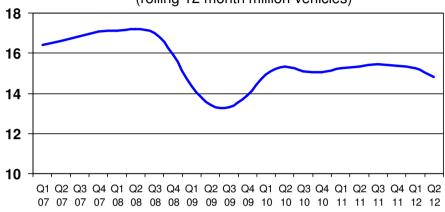
# **LAND VEHICLES (19% of Group)**

#### Passenger Vehicles (9% of Group)

- $\Rightarrow$  EU car sales  $\checkmark$  7%; production  $\checkmark$  7%<sup>(4)</sup>
- ⇒ European sales at PSA, Renault and Ford **1**4%
- ⇒ Brazil car sales flat; production **4** 5%
- □ India car sales ↑ 9%; production ↑ 5%

Group sales **↓** 10%<sup>(2)</sup> from H1 2011

#### European Car Production<sup>(1)</sup> (6% of Group) (rolling 12 month million vehicles)



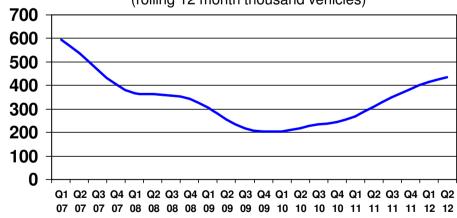
#### Medium & Heavy Duty Vehicles (10% of Group)

- ⇒ NA truck sales ↑ 24%; production ↑ 30%
- $\Rightarrow$  EU truck sales  $\checkmark$  5%<sup>(3)</sup>; production  $\checkmark$ 3%<sup>(4)</sup>
- □ Court ruling limits Navistar's ability to sell non-EPA compliant engines

Group sales ↑ 46%<sup>(2)</sup> from H1 2011 ↑ 15%<sup>(2)</sup> from H2 2011

- (2) At constant exchange rates
- (3) 5 months to May
- (4) Internal estimates

# NA Med. & Heavy Truck Prod<sup>n(1)</sup> (8% of Group) (rolling 12 month thousand vehicles)



(1) Industry Data - Source: ACEA, Wards, IHS Automotive & LCM Automotive



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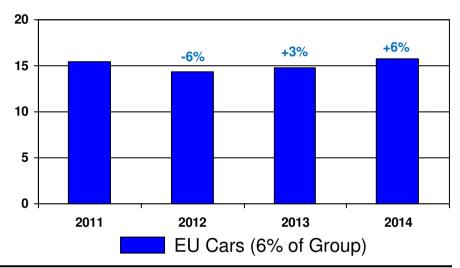


# LAND VEHICLES (19% of Group)

#### Passenger Vehicles (9% of Group)

- European sales down at PSA (\$\square\$ 14%), Renault (\$\square\$ 17%), Ford (**↓** 10%)
- MCOS% decrease partly mitigating volume decline
- Global footprint customer interest in Mexico and China
- Decreasing as % of Group: H1 2012 9% FY 2011 – 12% 2010 - 14%2009 - 13%2008 - 16%

#### Vehicle Production(1) Forecast (million vehicles)



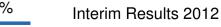
#### Medium & Heavy Duty Vehicles (10% of Group)

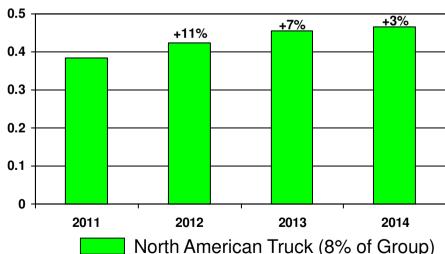
- Cummins (7% of Group); JV in China to support customers
- ⇒ New programs in Germany with truck revenue ↑ 22% to £5.0m in H1 2012 (£4.1m<sup>(2)</sup> in H1 2011)
- Rep. operations
- Increasing as % of Group: H1 2012 10% FY 2011 - 9%

2010 - 8%

2009 - 7%

2008 - 7%





(1) Industry Data - Source: IHS, LMC Automotive and internal estimates

(2) At constant exchange rates

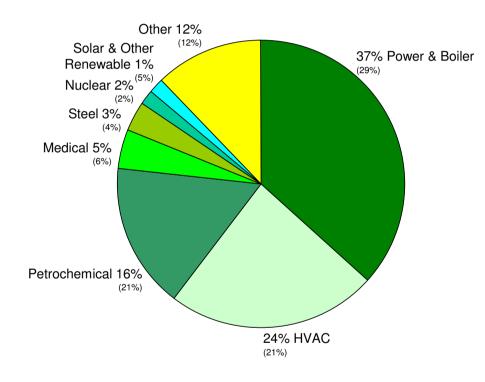




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# **INDUSTRIAL** (17% of Group)

#### H1 2012 Industrial sales split



#### Group Sales **↑** 6%<sup>(1)</sup> over H1 2011

Power & Energy: ↑ 19%<sup>(1)</sup> US dampers and fuel cell

dielectrics

Petrochemical: **↓** 17%<sup>(1)</sup> weak North American refinery

**HVAC:** ↑ 26%<sup>(1)</sup> UK nuclear HVAC ducting

↓ 52%<sup>(1)</sup> ↓£1m: Spanish subsidies end Solar & Other

Renewable:

**√** 2%<sup>(1)</sup> weaker medical and steel markets Other Markets:

#### **Outlook**

Satisfactory order books for Pathway due to global presence

⇒ UK nuclear HVAC activity growing – but unique business

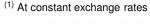
➡ Ongoing Euro crisis led weakness in Europe

First solar activity in North America

(%) H1 2011

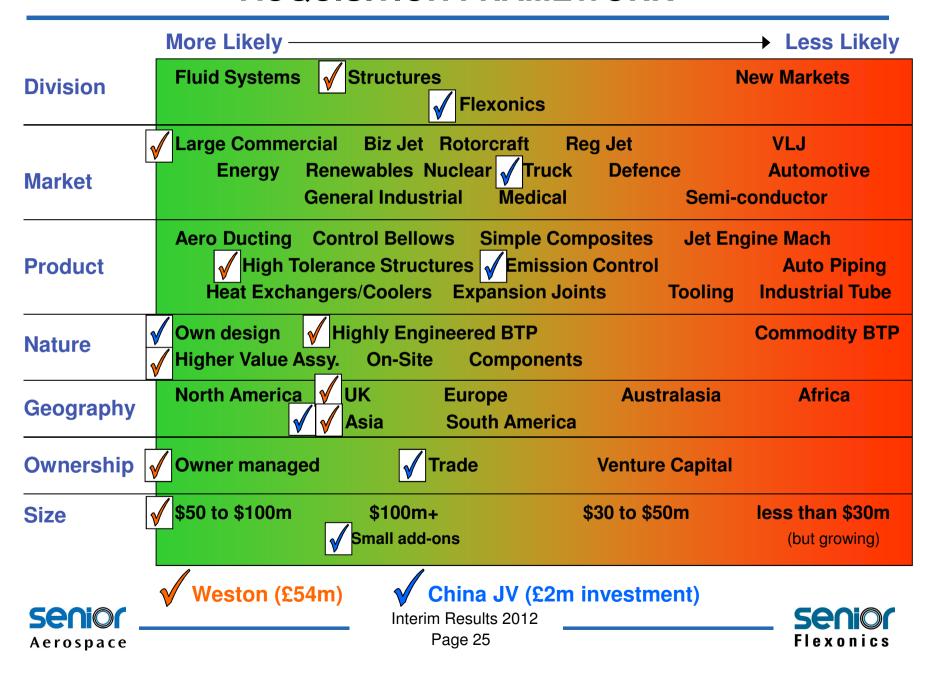
Aerospace

Interim Results 2012 Page 24





# **ACQUISITION FRAMEWORK**



# **GROUP OUTLOOK**

Large Commercial Aerospace: Strong visible growth

Business and Regional Jets: Growth as positioned on the right platforms

Military and Defence: 2012 solid, 2013 possibly weaker, 2014+ new programs

Land Vehicles: North American trucks satisfactory; European trucks – new

program benefit; China JV coming on stream

European passenger vehicles **↓**; Global footprint – Mexico &

China provoking early customer interest

Industrial: Mixed; Opportunities in Asia & Middle East

Uncertainties: Macro-economic outlook – but well financed and significant

presence in growing large commercial aerospace market

Foreign exchange -10 c movement in £:\$

= £4m PBT (full year)

= £7m net debt

Senior anticipates performing in line with the Board's expectations for the remainder of the year and the longer-term outlook remains encouraging















# ANY QUESTIONS?



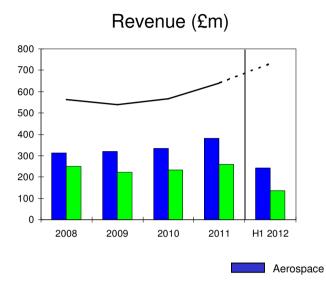


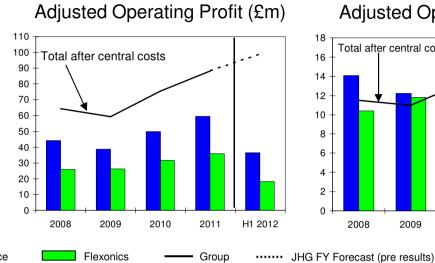
# **APPENDICES**

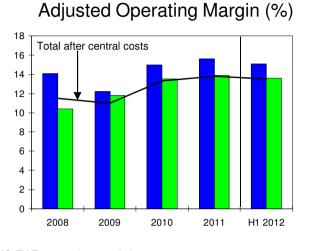


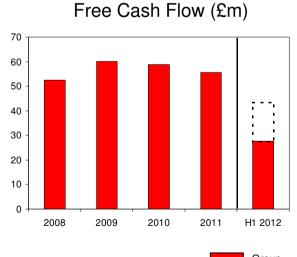


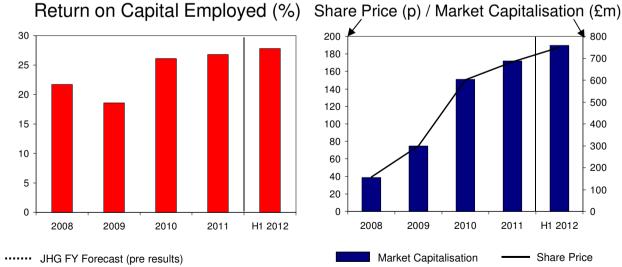
# **GROUP EVOLUTION**

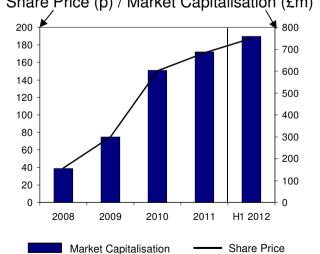
















# **EXCHANGE RATES**

	Р	rofit and	Loss Accou	ınt	Balance Sheet				
	Average Rates				Period End Rates				
	June 2012	June 2011	Change	Dec 2011	June 2012	June 2011	Change	Dec 2011	1
£: US Dollar	1.58	1.61	+1.9%	1.60	1.57	1.60	+1.9%	1.55	
£ : Euro	1.22	1.14	-6.6%	1.15	1.24	1.11	-10.5%	1.20	
£ : Rand	12.48	11.00	-11.9%	11.56	12.83	10.83	-15.6%	12.55	
Euro : Rand	10.23	9.65	-5.7%	10.05	10.35	9.76	-5.7%	10.46	

Using 2012 average rates would have decreased H1 2011 sales by £2.6m Using 2012 average rates would have decreased H1 2011 operating profits by £0.3m Period end rates decreased reported debt by £1.1m compared to Dec 2011

Estimated that 10 cents movement in £:\$ (£:€) exchange rate affects full year sales by £30m (£7m), operating profit by £4m (£0.4m), profit before tax by £4m (£0.4m) and net debt by £7m (£nil)





# **DIVISION RESULTS – AS REPORTED**

£m	Turnover			Adj C	peratin	Margin on Sales		
	2012	2011	Currency Impact <sup>(2)</sup>	2012	2011	Currency Impact <sup>(2)</sup>	2012	2011
Aerospace	242.5	187.9	1.7	36.5	29.6	0.4	15.1%	15.8%
Flexonics	134.9	127.8	(4.3)	18.3	17.0	(0.7)	13.6%	13.3%
Inter-Segment sales	(0.2)	(0.1)	-	-	-	-	-	-
Central Costs	-	-	-	(4.1)	(3.6)	-	-	-
Continuing Ops	377.2	315.6	(2.6)	50.7	43.0	(0.3)	13.5%	13.6%



<sup>(1)</sup> Before acquisition costs of £0.3m (2011: £0.1m) and amortisation of intangible assets arising on acquisitions of £2.0m (2011: £2.3m).

<sup>(2)</sup> Currency impact is the effect on the H1 2011 reported figures when retranslated at June 2012 YTD average exchange rates.

# **GEOGRAPHIC RESULTS – AS REPORTED**

£m	Turnover			Adj C	peratin	Margin on Sales		
	2012	2011	Currency Impact <sup>(2)</sup>	2012	2011	Currency Impact <sup>(2)</sup>	2012	2011
North America	241.5	207.8	3.8	37.0	31.7	0.7	15.3%	15.3%
Rest of Europe	48.1	52.7	(3.5)	3.6	3.6	(0.3)	7.5%	6.8%
United Kingdom	63.2	32.1	-	9.5	4.9	-	15.0%	15.3%
Rest of World	26.0	24.3	(2.9)	4.7	6.4	(0.7)	18.1%	26.3%
Inter-Segment sales	(1.6)	(1.3)	-	-	-	-	-	-
Central Costs	-	-	-	(4.1)	(3.6)	-	-	-
Continuing Ops	377.2	315.6	(2.6)	50.7	43.0	(0.3)	13.5%	13.6%

<sup>(2)</sup> Currency impact is the effect on the H1 2011 reported figures when retranslated at June 2012 YTD average exchange rates.



<sup>(1)</sup> Before acquisition costs of £0.3m (2011: £0.1m) and amortisation of intangible assets arising on acquisitions of £2.0m (2011: £2.3m).

## **DIVISION RESULTS – HALF YEARLY**

	Turnover			Α	djusted O	perating P	rofit	
	H1 2012	H2 2011	H1 2011	H2 2010	H1 2012	H2 2011	H1 2011	H2 2010
Aerospace	242.5	194.7	187.9	163.9	36.5	30.0	29.6	24.7
Flexonics	134.9	130.7	127.8	115.5	18.3	19.0	17.0	16.4
Inter-segment sales	(0.2)	(0.3)	(0.1)	(0.2)	-	-	-	-
Central costs	-	-	_	-	(4.1)	(3.7)	(3.6)	(3.4)
Continuing operations	377.2	325.1	315.6	279.2	50.7	45.3	43.0	37.7
Interest - borrowings and - retirement ben					(3.9)	(4.1)	(3.8)	(3.8)
Tax	enis				(1.3) (10.9)	(1.2) (9.6)	(1.2) (9.9)	(1.1) (8.5)
Adjusted profit for the period <sup>(1)</sup>					34.6	30.4	28.1	24.3
Adjusted earnings per share <sup>(1)</sup>				8.57p	7.55p	7.00p	6.07p	





<sup>(1)</sup> Before loss on disposal of fixed assets (H2 2011 £0.3m; H2 2010 £0.2m profit; Others £nil), acquisition costs (H1 2012 £0.3m; H2 2011 £0.5m; H1 2011 £0.1m; H2 2010 £0.1m), amortisation of intangible assets arising on acquisitions (H1 2012 £2.0m; H2 2011 £2.1m; H1 2011 £2.3m; H2 2010 £2.3m) and goodwill impairment charge (H2 2010 £8.7m; Others £nil).

# FREE CASH FLOW

	H1 2012 £m	H1 2011 £m	FY 2011 £m
Operating profit	48.4	40.6	83.0
Depreciation	10.0	8.9	18.0
Amortisation of intangible assets	2.3	2.6	5.0
Charge for share-based plans	1.5	1.5	2.5
Loss on disposal of fixed assets	-	-	0.3
Pension payments above service cost	(3.5)	(3.5)	(7.8)
Working capital (page 11)	(9.9)	(8.9)	(4.6)
Currency movements	0.1	(0.2)	(0.1)
Cash generated from operations	48.9	41.0	96.3
Interest paid (net)	(3.9)	(3.8)	(8.2)
Tax paid	(4.5)	(5.3)	(10.7)
Capital expenditure (page 33)	(12.8)	(9.1)	(22.1)
Sale of fixed assets	-	0.4	0.3
Free cash flow	27.7	23.2	55.6





## **GROSS CAPITAL EXPENDITURE**

	H1 2012		H1 :	2011
	Capex	Depn (1)	Capex	Depn (1)
	£m	£m	£m	£m
Aerospace	7.8	6.8	5.5	5.5
Flexonics	4.9	3.4	3.4	3.7
Holding Companies	0.1	0.1	0.2	-
Total	12.8	10.3	9.1	9.2





<sup>(1)</sup> Depreciation excludes amortisation of intangible assets arising on acquisitions of £2.0m (2011: £2.3m) but includes amortisation of computer software of £0.3m (2011: £0.3m).

# **USAGE OF CREDIT FACILITIES – June 2012**

Headroom of £106m on comm	<b>s</b>		Usage by Currency			су	
	Interest	<u>Facility</u>	<u>Usage</u>	<u>£</u>	<u>\$</u>	<u>€</u>	<u>Other</u>
	%	£m	£m				
Private placements:							
US \$20.0m (Oct 2020)	6.94%	12.7	12.7	-	12.7	-	-
US \$75.0m (Oct 2018)	6.84%	47.8	47.8	_	47.8	-	-
US \$30.0m (Jan 2017)	5.85%	19.1	19.1	_	19.1	-	-
US \$25.0m (Oct 2015)	6.42%	15.9	15.9	_	15.9	-	-
US \$35.0m (Oct 2014)	5.93%	22.3	22.3	_	22.3	-	-
	6.46%	117.8	117.8	_	117.8	-	_
Bank facilities:							
Revolving credit facility (Oct 201	6) £60.0m	60.0	-	_	-	-	-
Harris Bank (May 2014) \$5.3m		3.4	-	-	-	-	-
Total committed facilities		181.2	117.8	-	117.8	-	-
Overdrafts and bank loans		36.0	_	-	_	-	-
Finance leases		1.3	1.3	0.5	0.4	0.4	-
Other loans		0.5	0.5	-	-	0.5	-
Gross debt		219.0	119.6	0.5	118.2	0.9	-
Cash			(44.8)	(0.4)	(31.9)	(4.1)	(8.4)
Net debt		219.0	74.8	0.1	86.3	(3.2)	(8.4)

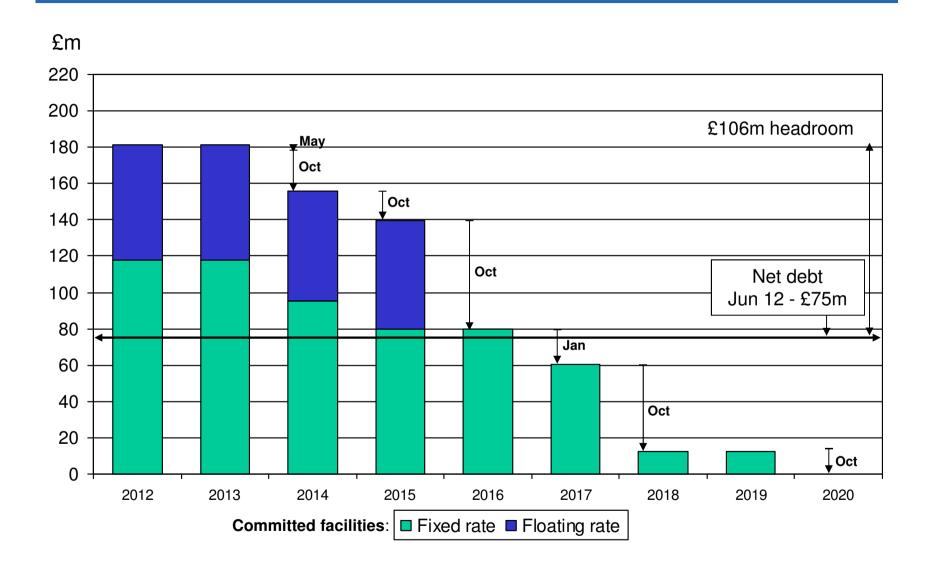
**Senior** Aerospace

Interim Results 2012

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## MATURITY PROFILE OF CREDIT FACILITIES







#### **COVENANTS**

	June 2012	Dec 2011	June 2011	Dec 2010
Net Debt	£74.8m	£93.0m	£62.9m	£63.7m
Net interest (1) - rolling 12 months	£8.0m	£8.0m	£7.7m	£8.0m
EBITDA (1) - rolling 12 months	£115.3m	£109.8m	£99.2m	£94.0m
Interest cover (to exceed 3.5 times)	14.4 x	13.7 x	12.9 x	11.8 x
Net Debt to EBITDA (not to exceed 3 times)	0.6 x	0.8 x	0.6 x	0.7 x

(1) The Group's results only include Weston, Damar and WahlcoMetroflex from their date of acquisition (end Nov 2011, Mar 2011 and Aug 2010, respectively). Consequently, for covenant purposes for rolling 12 months to June 2012, net interest and EBITDA include an additional £nil and £2.1m respectively in respect of Weston's results prior to acquisition. For covenant purposes for 2011, net interest and EBITDA include an additional £0.1m and £5.3m respectively in respect of Weston and Damar's combined results prior to acquisition. For covenant purposes for rolling 12 months to June 2011, net interest and EBITDA include an additional £0.1m and £1.5m respectively in respect of Damar and WahlcoMetroflex's combined results prior to acquisition. For covenant purposes for December 2010, net interest and EBITDA include an additional £0.1m and £0.8m respectively in respect of WahlcoMetroflex's results for the 7 months prior to acquisition in 2010.





# **PENSIONS – DEFICIT MOVEMENT**

		6 Mont	hs 2012		2011	
	UK Funded £m	USA Funded £m	Various Unfunded £m	Total £m	Total £m	
IAS19 Scheme deficit at 31 Dec 2011	(25.3)	(4.2)	(5.0)	(34.5)	(38.2)	
Service cost	(0.6)	(0.3)	-	(0.9)	(1.7)	
Total employer cash contributions	4.1	0.3	0.1	4.5	9.5	
Interest cost of liabilities	(5.0)	(8.0)	(0.1)	(5.9)	(12.3)	
Expected return on assets	3.7	0.9	-	4.6	9.9	
Actuarial variations - assets	(0.7)	1.0	-	0.3	13.4	
- liabilities	(10.0)	(4.6)	-	(14.6)	(15.2)	
Foreign exchange impact	-	-	0.2	0.2	0.1	
IAS19 Scheme deficit at 30 June 2012	(33.8)	(7.7)	(4.8)	(46.3)	(34.5)	
Discount rate	4.40%		·		4.80%	
Salary inflation	2.00% (1)				2.00% <sup>(1)</sup>	
Price inflation	2.80%				3.00%	> UK 2011
Expected return on assets	4.00%				4.00%	
Life expectancy of male aged 65 in 20 years	22.6yrs				22.6yrs	J
Expected return on assets	4.00%				4.00%	UK 2011

<sup>(1)</sup> Due to introducing a cap on pensionable earnings growth of 2.0% per annum from April 2010 in the UK plan.





## **PENSIONS – UK PLAN FUNDING**

#### **Actuarial Valuations**

Last valuation

Scheme assets/(liabilities) at valuation

Funding level

6 April 2010

£155.5m / (£207.6m)

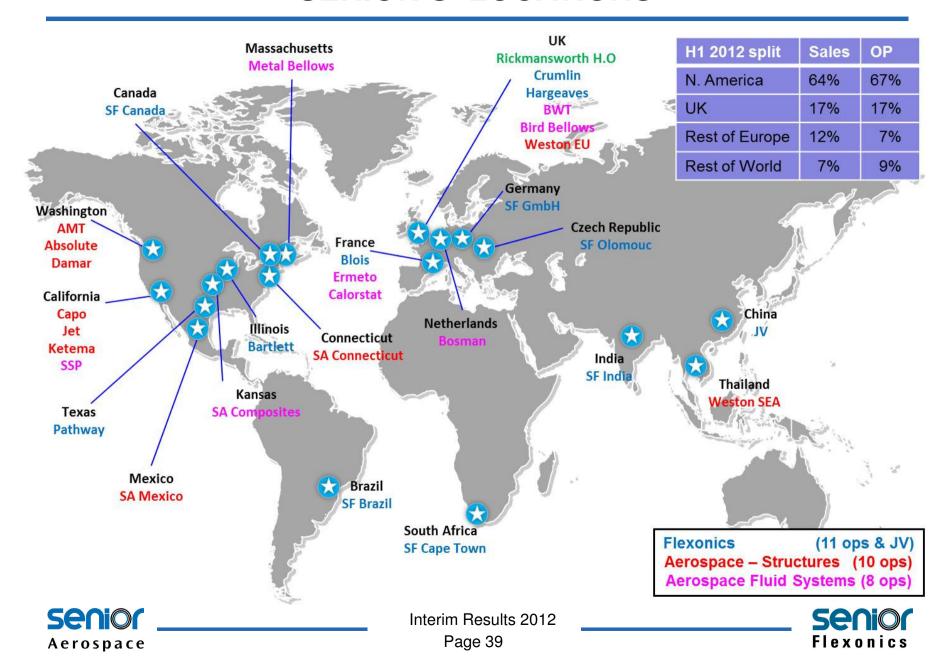
75%

IAS 19 Valuations	<b>Jun 2012</b> £m	<b>Dec 2011</b> £m	<b>Dec 2010</b> £m
Scheme Assets			
Equities	55.0	52.4	55.3
Bonds	57.1	67.1	57.1
Gilts	78.6	67.9	54.6
Cash & net current liabilities	(1.2)	(1.1)	(1.0)
Total	189.5	186.3	166.0
Scheme Liabilities	£223.3m	£211.6m	£195.8m
Scheme deficit	£33.8m	£25.3m	£29.8m
Equity Indices period end	,	SE 5,572 at	FTSE 5,900 -5.5%
Cash Flows			
DB contributions - service cost	£0.6m	£1.0m	£1.0m
- other	£3.5m	£7.1m	£10.2m
	£4.1m	£8.1m	£11.2m
- otner	£3.5m £4.1m	£7.1m £8.1m	£10.2m £11.2m

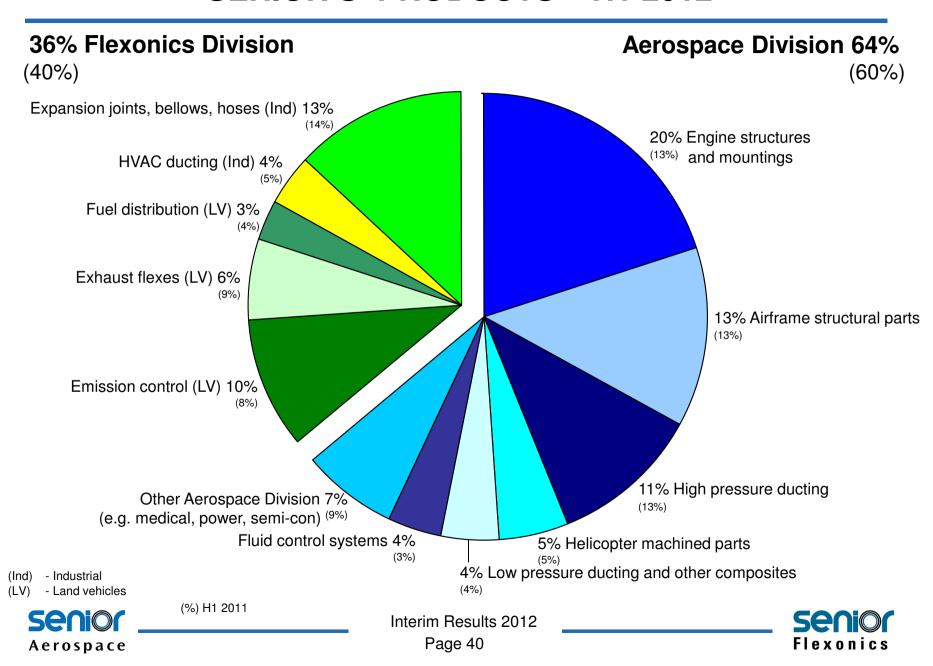




## SENIOR'S LOCATIONS



## SENIOR'S PRODUCTS – H1 2012













# **AEROSPACE DIVISION**





## **AEROSPACE – ORDERS AND DELIVERIES**

Large	Deliveries			Net Orders			Order Book					
Commercial Aircraft	H1 2012	2011	2010	2009	H1 2012	2011	2010	2009	June 2012	Dec 2011	Dec 2010	Dec 2009
Boeing	287	477	462	481	440	805	530	142	3,924	3,771	3,443	3,375
Airbus	279	534	510	498	230	1,419	574	271	4,388	4,437	3,552	3,488
Total	566	1,011	972	979	670	2,224	1,104	413	8,312	8,208	6,995	6,863

	Deliveries				Net Orders				Order Book			
Regional Jets	H1 2012	2011	2010	2009	H1 2012	2011	2010	2009	June 2012	Dec 2011	Dec 2010	Dec 2009
Bombardier <sup>(1)</sup>	6	46	34	60	25	42	76	46	200	181	185	143
Embraer	56	105	100	125	7	104	85	(36)	200	249	250	265
Total	62	151	134	185	32	146	161	10	400	430	435	408

		Deliveries					
Business Jets	Q1 2012	2011	2010	2009			
<b>Total</b> Q1 2011 – 128	122	695	763	870			

Source: General Aviation Manufacturers Association and Speednews



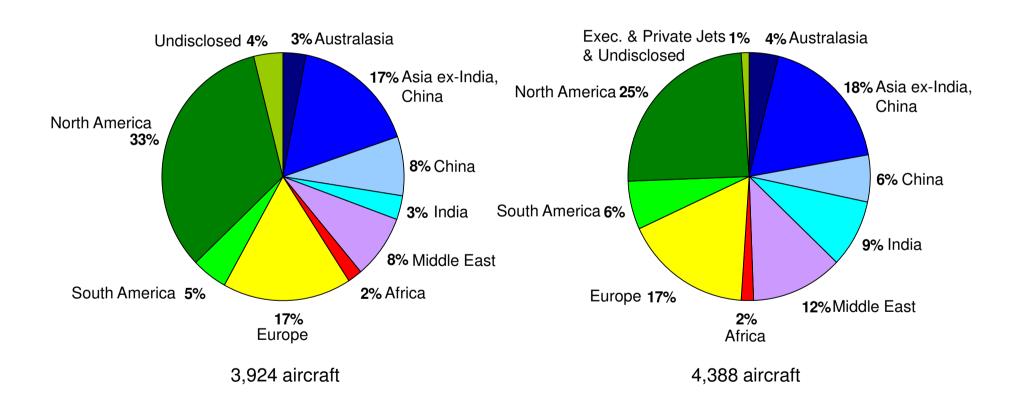


<sup>(1)</sup> Bombardier figures are estimated and exclude Q-Series turboprops Q-Series H1 2012 deliveries estimated at 6 (FY 2011: 55; FY 2010: 49); Q-Series H1 2012 orders estimated at 15 (FY 2011: 6; FY 2010: 26)

#### **AEROSPACE – LARGE COMMERCIAL AIRCRAFT BACKLOG**

**Boeing backlog by region: June 2012** 

Airbus backlog by region: June 2012



Source: Boeing and Airbus

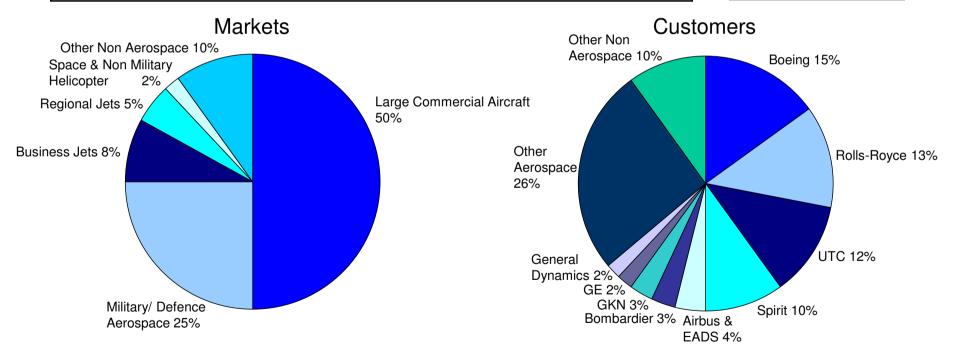




## **AEROSPACE DIVISION: A SUMMARY**

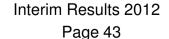
	H1 2012	H1 2011 <sup>(2)</sup>	Change
Revenue	£242.5m	£189.6m	+27.9%
Adjusted Operating Profit <sup>(1)</sup>	£36.5m	£30.0m	+21.7%
Adjusted Operating Margin <sup>(1)</sup>	15.1%	15.8%	-0.7ppts

18 Opera	18 Operations						
NAFTA	NAFTA 11						
Europe	3						
UK	3						
ROW	1						



- (1) Before amortisation of intangible assets arising on acquisitions of £2.0m (2011: £2.3m) and acquisition costs of £nil (2011: £0.1m).
- (2) All at June 2012 YTD exchange rates translation effect only.







#### **AEROSPACE – OPERATIONS**

**Operation** Location

Senior Aerospace AMT Seattle, USA

Senior Aerospace SSP Los Angeles, USA

Senior Aerospace Weston EU Colne, UK

Senior Aerospace Metal Bellows Boston, USA

Senior Aerospace Jet Products San Diego, USA

Senior Aerospace Ketema San Diego, USA

Senior Aerospace Connecticut Enfield, CT, USA

Senior Aerospace BWT Macclesfield, UK

Senior Aerospace Bird Bellows Congleton, UK

Senior Aerospace Ermeto Blois, France

Senior Aerospace Damar Seattle, USA

Senior Aerospace Capo Industries Chino, CA, USA

Senior Aerospace Absolute Mnfg Seattle, USA

Senior Aerospace Weston SEA Chonburi, Thailand

Senior Aerospace Composites Wichita, KS, USA

Senior Aerospace Calorstat Bellows Dourdan, France

Senior Aerospace Bosman Rotterdam, Holland

Senior Aerospace Mexico Saltillo, Mexico

H1 2012 Total Gross Sales were £245.5m (H1 2011 £190.1m)





#### **AEROSPACE – STRATEGY**

#### **Sector**

#### **Strategic Objectives**

# Fluid Conveyance Systems

Low Pressure Ducting
High Pressure Ducting
Aerospace Control Products
Non-Aerospace Control Products

#### **Gas Turbine Engines**

Fluid Systems
Engine Components

#### **Structures**

Airframe
Assemblies
Nacelles
Helicopter Transmissions

- Seek proprietary add-ons & adjacent products
- □ Further develop strategic customer relationships
- Increase customer value add through more complete product offering, including increase in inter-company collaboration
- Increase engineering strength to benefit from customer outsourcing
- □ Target more flight-critical parts (e.g. rotating)
- Increase focus on fluid systems applications (e.g. engine ducting and bellows)
- Continue to develop customer outsourcing opportunities
- □ Growth in higher value assemblies
- Growth outside of USA incl. greater Airbus content
- Invest in well-funded military aerospace programmes
- Continue focus on operational excellence to deliver market share gains

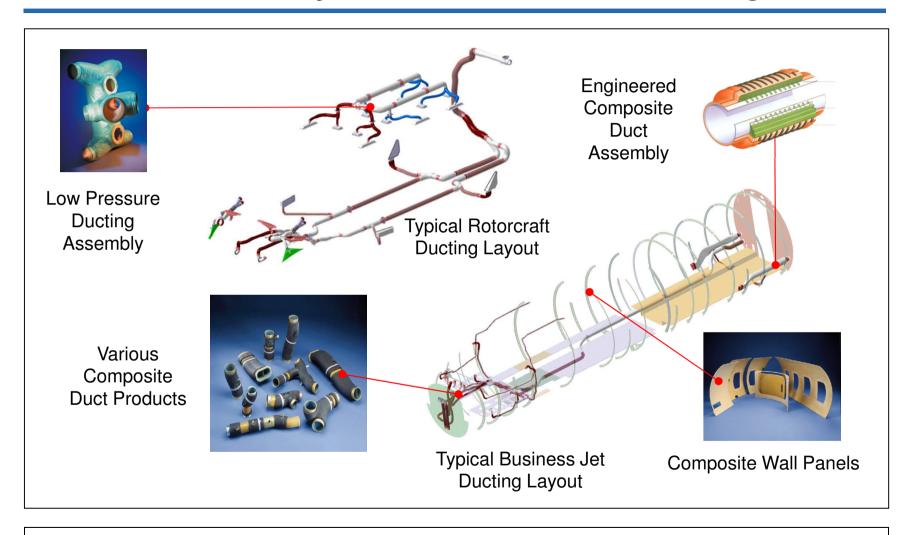


Fluid Systems

Aerostructures



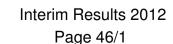
# Fluid Conveyance: Low Pressure Ducting



Main Operations: BWT, Composites

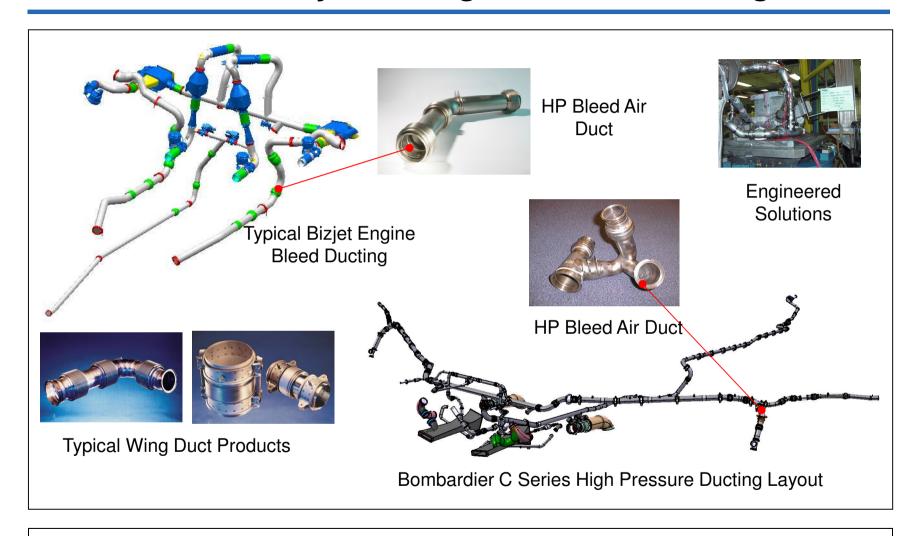
Main Customers: Bombardier, Cessna, Hawker, Mitsubishi, Embraer, Agusta Westland







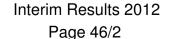
# Fluid Conveyance: High Pressure Ducting



Main Operations: SSP, Bird Bellows, Calorstat

Main Customers: Airbus, Boeing, Bombardier, EADS, Lockheed Martin, Gulfstream, GKN







# Fluid Conveyance: Aerospace Control Products



Hydraulic Bellows Accumulators



Hydraulic System Couplings



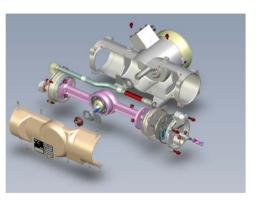
**Control Actuators** 



Pressure/Temp Sensors



Hydraulic Control Manifold



Compressor Assembly

Main Operations: Metal Bellows, Calorstat, Bird Bellows, Ermeto

Main Customers: Airbus, Boeing, Lockheed Martin, Northrop Grumman, Embraer, Eaton, GKN





# Fluid Conveyance: Non-Aerospace Control Products



Pin Lift Actuator (Semi-Conductor)

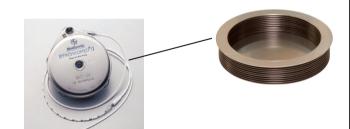


Process Control Valves (Chemical process)





Bellows Assembly (Nuclear industry)



Drug Pump Implant (Medical)

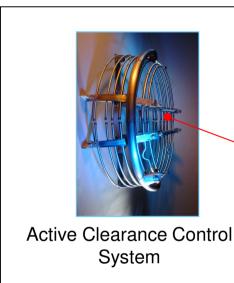
Main Operations: Calorstat, Metal Bellows, Ermeto, Bird Bellows

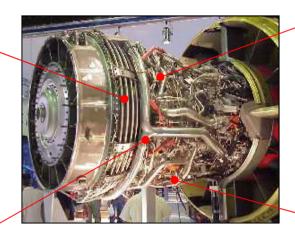
Main Customers: AECL Nuclear, Volvo, LAM Industries, Medtronics, Carrier, Dresser, Tyco





# **Gas Turbine Engines: Fluid Systems**



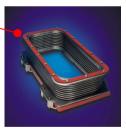




Hydraulic/Fuel Feed Manifolds



**Engine Bleed Ducting** 

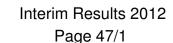


Bellows Face Seal

Main Operations: Bosman, Ermeto, Metal Bellows, Bird Bellows, SSP

Main Customers: Rolls Royce, Snecma, MTU, Pratt & Whitney



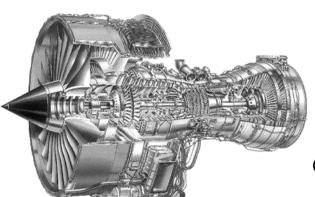




# **Gas Turbine Engine: Engine Components**



TFE 731 Lear Jet/Hawker Front Frame



Typical Gas Turbine Aero-engine

307 Combustion Case (Dassault 7X)



F-35 Front Strutted
Case



Trent 1000 Engine Casing (B787)



Trent 1000 Combustor Case (B787)



Aerofoil for gas turbine engine

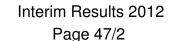


TFE 731 Learjet/Hawker Bearing Support Housing

Main Operations: Ketema, Jet, Capo, Weston

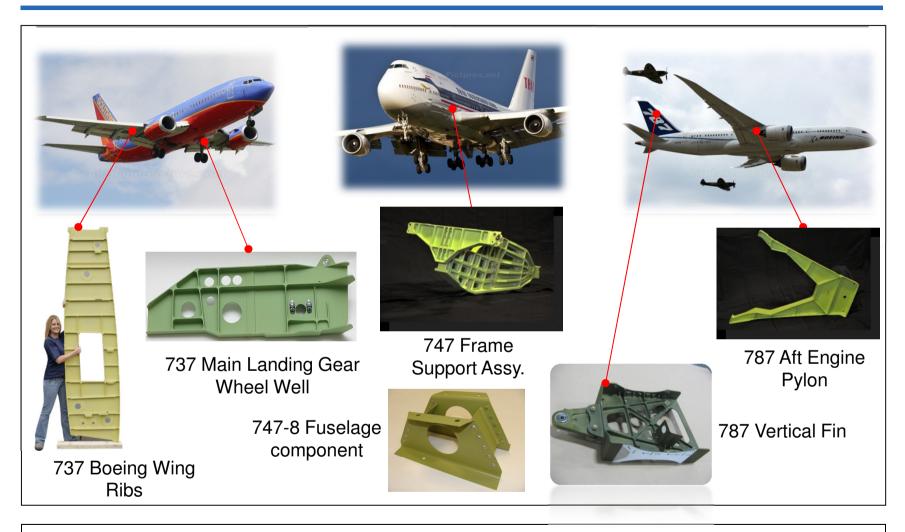
Main Customers: GE, R-R, Honeywell, Goodrich, UTC (P&W)







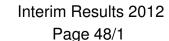
## **Structures: Airframe**



Main Operations: AMT, Absolute, Damar, Mexico, Weston

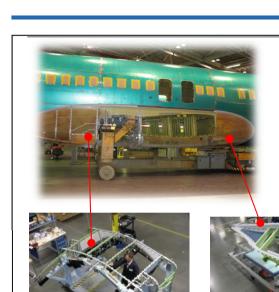
Main Customers: Boeing, Spirit, Goodrich







# **Structures: Assemblies**



737 Wing to Body Frame (Birdcage)



737 Air Inlet (2ea) Ram Air



767 Engine Pylon



787 Wing to Body Frame



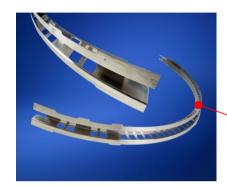
**Premium Seat Chassis** 

Main Operations: AMT, Weston

Main Customers: Boeing, Spirit, Contour (Zodiac)



## **Structures: Nacelles**



777 Load Share Ring



CF34-10 Torque Box Ring, (Embraer 190)



B777 Engine Nacelle Housing



GE 90 Inlet Attach Rings (B777)

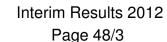


737 Cascade Support Ring

Main Operations: Jet, Ketema

Main Customers: Boeing, Goodrich, Spirit, Middle River (GE)







# **Structures: Helicopter Transmissions**



Sikorsky UH60 Blackhawk



Blackhawk Gear Housing Assy.



Blackhawk Spindle



UH60 Blackhawk Housing Assy.



Blackhawk Carrier Assy.



Sikorsky S-92 Rotorcraft



S-92 Carrier Assy.

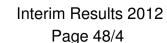


S-92 Swash Plate Guide

Main Operations: S A Connecticut

Main Customers: Sikorsky, Rolls-Royce

















# FLEXONICS DIVISION

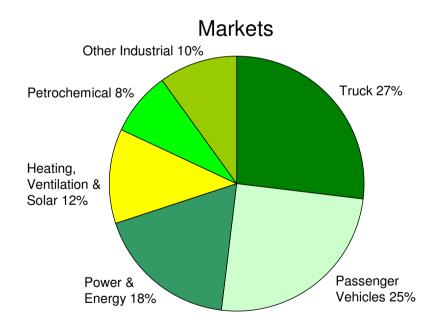


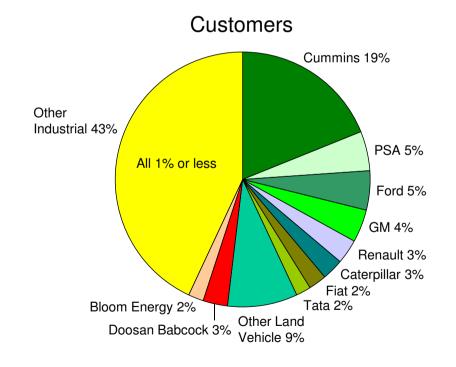


## **FLEXONICS DIVISION: A SUMMARY**

	H1 2012	H1 2011 <sup>(2)</sup>	Change
Revenue	£134.9m	£123.5m	+9.2%
Adjusted Operating Profit <sup>(1)</sup>	£18.3m	£16.3m	+12.3%
Adjusted Operating Margin <sup>(1)</sup>	13.6%	13.2%	+0.4ppts

11 Operations		
NAFTA	3	
Europe	3	
UK	2	
ROW	3	





- (1) Before acquisition costs of £0.3m (2011: £nil).
- (2) All at June 2012 YTD exchange rates translation effect only.





#### **FLEXONICS – OPERATIONS**

Location

Senior Flexonics Bartlett	Chicago, USA
Senior Flexonics Pathway <sup>(1)</sup>	San Antonio & Maine, USA
Senior Flexonics Germany	Germany
Senior Hargreaves	Bury, UK

Senior Flexonics Blois France

**Operation** 

Senior Flexonics Cape Town South Africa

Senior Flexonics Sao Paulo Brazil

Senior Flexonics Canada Toronto, Canada

Senior Flexonics Olomouc Czech Republic

Senior Flexonics New Delhi India

Senior Flexonics Crumlin South Wales (R&D centre)

#### H1 2012 Total Gross Sales were £135.8m (H1 2011 £129.2m)

(1) Pathway includes WahlcoMetroflex which was acquired in August 2010





#### FLEXONICS - STRATEGY

#### **Sector**

#### **Land Vehicle Emission Control**

Heat Exchangers
Exhaust Flexes
Common Rail Diesel

#### **Industrial Process Control**

Expansion Joints & Dampers
Hoses, Flexes, Bellows
Fuel Cells, CHP, Solar Power & Heating

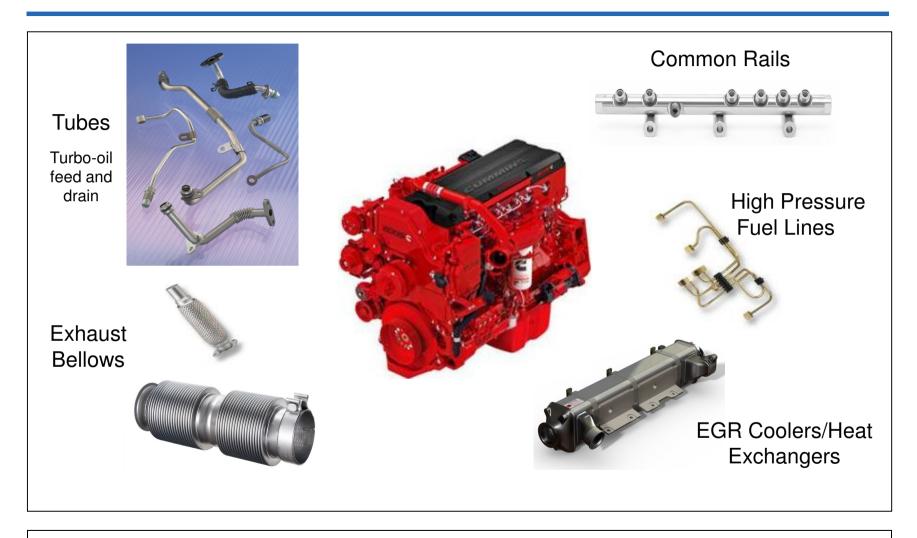
#### **Strategic Objectives**

- Continue to develop product portfolio in line with increasing emission regulation standards
- Growth in heat exchanger applications, including fuel cell technologies
- Growth in heavy-duty diesel engine programmes, including off-highway
- Focus passenger vehicle component manufacture outside W. Europe and N. America
- Capitalise on energy sector requirements to comply with reduced emissions standards (e.g. US Cross-State Air Pollution Rule)
- Target wider Global presence, including Europe and Asia
- Seek proprietary adjacent products
- Participate selectively in developments in key new technology applications (e.g. combined heat & power, concentrated solar power)





## **Land Vehicle Emission Control**



Main Operations: Bartlett, Germany, Blois, Cape Town, Sao Paulo, New Delhi

Main Customers: Cummins, Perkins, CAT, Man, Scania, JCB, PSA, Ford, Renault, Faurecia





# **Industrial Process Control (1)**









Metal Expansion Joints

Refineries Steel Mills



Power Generation

Fabric Expansion Joints









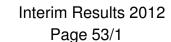
Metal Expansion Joints

Dampers/Diverters

Main Operations: Pathway, WahlcoMetroflex

Main Customers: US domestic operators (400+), Constructors (Global), Engineering specifiers







# **Industrial Process Control (2)**





Flexible Tubes & Hoses



Instrument Control Bellows



**HVAC** Ducting



Medical Heat Exchangers



Fuel Cells – Dielectric for fuel delivery



CSP - Solar Troughs

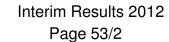


RotationFlex ®

Main Operations: Bartlett, Hargreaves, Canada, Germany, Crumlin

Main Customers: Main HVAC Contractors, Medtronics, Valliant, Schott, Abengoa, Bloom Energy







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