





### **AGENDA**

Introduction Martin Clark Chairman

"Senior has delivered an excellent set of results for 2010. Adjusted profit before tax increased by 36% to record levels, driven by significant margin improvements, and healthy operating cash flow resulted in a net debt reduction of £39m to £64m. Trading has been in line with expectations at the start of 2011 and this, combined with the strong 2010 performance and healthy long-term prospects for the Group, gives the Board the confidence to recommend a 20% increase in the full-year dividend for 2010."

Results Simon Nicholls FD

Markets & Outlook Mark Rollins CEO











# **FINANCIAL HIGHLIGHTS**

|                             | 2010    | 2009    | Change      |
|-----------------------------|---------|---------|-------------|
| Revenue                     | £566.9m | £540.1m | +5%         |
| Adjusted Operating Profit   | £75.4m  | £59.4m  | +27%        |
| Adjusted Operating Margin   | 13.3%   | 11.0%   | +2.3ppts    |
| Adjusted Profit before Tax  | £65.3m  | £48.0m  | +36%        |
| Adjusted Earnings per Share | 12.01p  | 8.91p   | +35%        |
| Total Dividend              | 3.12p   | 2.60p   | +20%        |
| Net Borrowings              | £63.7m  | £102.3m | £39m better |





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

| Turnover | £m |
|----------|----|
|----------|----|

| 2010  | 2009  | Change |
|-------|-------|--------|
| 333.8 | 319.7 | +4.4%  |

### **Adj Operating Profit**<sup>(1)</sup> £m

| 2010 | 2009 | Change |
|------|------|--------|
| 50.0 | 39.0 | +28.2% |

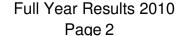
### **Margin on Sales**

| 2010  | 2009  |
|-------|-------|
| 15.0% | 12.2% |

- ⇒ Increased build rates and higher shipset content on main military programmes
- ⇒ Largely unchanged turnover in large commercial aircraft sector.
  - increased sales on narrow body programmes and Boeing 787
  - offsetting decrease in 777 deliveries and lower margin engine components
- ⇒ Contraction in regional jet market as expected
- ⇒ Sales to business jet market flat: new programmes offsetting weaker market
- ⇒ Higher level of activity in non-aerospace products, mainly semi-conductor
- ⇒ Significant increase in adjusted operating profit margin
  - improved product mix (military and large commercial)
  - operational excellence initiatives

<sup>(2)</sup> All at 2010 exchange rates – translation effect only.







<sup>(1)</sup> Before loss on disposal of fixed assets of £0.1m (2009: £0.1m), amortisation of intangible assets arising on acquisitions of £4.6m (2009: £4.6m) and goodwill impairment charge of £8.7m (2009: £nil).

## FLEXONICS RESULTS – constant exchange rates (2)

| Turriover ziii |       |        |  |  |  |  |
|----------------|-------|--------|--|--|--|--|
| 2010           | 2009  | Change |  |  |  |  |
| 233.5          | 225.8 | +3.4%  |  |  |  |  |

Turnovar Sm

| Adj Operating Profit <sup>(1)</sup> £m |      |        |  |  |  |  |
|--|------|--------|--|--|--|--|
| 2010                                   | 2009 | Change |  |  |  |  |
| 31.6                                   | 27.9 | +13.3% |  |  |  |  |

| wargin | on Sales |
|--------|----------|
| 2010   | 2009     |
| 13.5%  | 12.4%    |

Margin on Salas

- ⇒ Year-on-year increases in demand in all land vehicle markets
  - North American and European truck
  - Europe, Brazil, USA and India passenger vehicles
- North American industrial weaker, particularly petrochemical, although quote activity improved later in the year
- ⇒ Acquired WahlcoMetroflex in August 2010 (pages 30/1 & 30/2)
- Increased demand in European industrial markets and for medical and renewable energy applications
- ⇒ Significant increase in adjusted operating profit margin
  - improved product mix
  - increased volumes on lower cost base
- (1) Before profit on disposal of fixed assets of £0.3m (2009: £nil) and acquisition costs of £0.1m (2009: £nil).
- (2) All at 2010 exchange rates translation effect only.





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

| £m                  |       | Turnove | er     | Adj Op                                       | erating | ating Profit <sup>(1)</sup> Margin on Sales |       |       |
|---------------------|-------|---------|--------|--|---------|---|-------|-------|
|                     | 2010  | 2009    | Change | 2010   | 2009    | Change                                      | 2010  | 2009  |
| Aerospace           | 333.8 | 319.7   | +4.4%  | 50.0   | 39.0    | +28.2%                                      | 15.0% | 12.2% |
| Flexonics           | 233.5 | 225.8   | +3.4%  | 31.6   | 27.9    | +13.3%                                      | 13.5% | 12.4% |
| Inter-Segment sales | (0.4) | (0.5)   | -      | -  | -       | -   | -     | -     |
| Central costs       | -     | -       | -      | (6.2)  | (5.6)   | +10.7%                                      | -     | -     |
| Continuing Ops      | 566.9 | 545.0   | +4.0%  | 75.4   | 61.3    | +23.0%                                      | 13.3% | 11.2% |
| Exchange effect     | -     | (4.9)   | -      | -  | (1.9)   | -   | -     | -     |
| As reported         | 566.9 | 540.1   | +5.0%  | 75.4<br>———————————————————————————————————— | 59.4    | +26.9%                                      | 13.3% | 11.0% |

<sup>(1)</sup> Before profit on disposal of fixed assets of £0.2m (2009: £0.1m loss), acquisition costs of £0.1m (2009: £nil), amortisation of intangible assets arising on acquisitions of £4.6m (2009: £4.6m), goodwill impairment charge of £8.7m (2009: £nil) and exceptional pension gain of £nil (2009: £6.3m).

<sup>(2)</sup> All at 2010 exchange rates – translation effect only.





# GEOGRAPHIC RESULTS — constant exchange rates (2)

| £m                  | Turne | over by | Origin | Adj Operating Profit (1) |       |         | Margin on Sales |       |
|---------------------|-------|---------|--------|--------------------------|-------|---------|-----------------|-------|
|                     | 2010  | 2009    | Change | 2010                     | 2009  | Change  | 2010            | 2009  |
| North America       | 375.9 | 363.6   | +3.4%  | 56.8                     | 50.8  | +11.8%  | 15.1%           | 14.0% |
| Rest of Europe      | 95.3  | 88.2    | +8.0%  | 4.5                      | 0.2   | -       | 4.7%            | 0.2%  |
| United Kingdom      | 57.0  | 56.4    | +1.1%  | 9.2                      | 4.6   | +100.0% | 16.1%           | 8.2%  |
| Rest of World       | 43.0  | 41.8    | +2.9%  | 11.1                     | 11.3  | -1.8%   | 25.8%           | 27.0% |
| Inter-Segment sales | (4.3) | (5.0)   | -      | -                        | -     | -       | -               | -     |
| Central costs       | -     | -       | -      | (6.2)                    | (5.6) | +10.7%  | -               | -     |
| Continuing Ops      | 566.9 | 545.0   | +4.0%  | 75.4                     | 61.3  | +23.0%  | 13.3%           | 11.2% |
| Exchange effect     | -     | (4.9)   | -      | -                        | (1.9) | -       | -               | -     |
| As reported         | 566.9 | 540.1   | +5.0%  | 75.4                     | 59.4  | +26.9%  | 13.3%           | 11.0% |

<sup>(1)</sup> Before profit on disposal of fixed assets of £0.2m (2009: £0.1m loss), acquisition costs of £0.1m (2009: £nil), amortisation of intangible assets arising on acquisitions of £4.6m (2009: £4.6m), goodwill impairment charge of £8.7m (2009: £nil) and exceptional pension gain of £nil (2009: £6.3m).

<sup>(2)</sup> All at 2010 exchange rates – translation effect only.





## **ADJUSTED AND REPORTED PROFIT**

|  |   | 2010<br>£m                                 | 2009<br>£m                             | Change |
|--|---|--|--|--------|
| Adjusted operating   | profit <sup>(1)</sup>   | 75.4                                       | 59.4                                   | +27%   |
| Net interest payable   | <ul><li>borrowings and cash</li><li>retirement benefits</li></ul> | (7.9) <sup>(2)</sup> (2.2)                 | (7.2) <sup>(2)</sup> (4.2)             |        |
| Adjusted profit before tax (1)   |   | 65.3                                       | 48.0                                   | +36%   |
| Tax (2010: 26.5%; 2009: 26.0%)   |   | (17.3)                                     | (12.5)                                 |        |
| Adjusted profit for the period (1)   |   | 48.0                                       | 35.5                                   | +35%   |
| Profit/(loss) on sale of Acquisition costs Amortisation of intang Impairment of goodw Exceptional pension Related tax on above | gible assets<br>ill<br>gain                                       | 0.2<br>(0.1)<br>(4.6)<br>(8.7)<br>-<br>5.6 | (0.1)<br>-<br>(4.6)<br>-<br>6.3<br>1.9 |        |
| Reported profit for p  | period  | 40.4                                       | 39.0                                   | +4%    |

<sup>(2)</sup> Includes benefit from asset hedges of £nil (2009: £1.0m).





<sup>(1)</sup> Before profit on disposal of fixed assets of £0.2m (2009: £0.1m loss), acquisition costs of £0.1m (2009: £nil), amortisation of intangible assets arising on acquisitions of £4.6m (2009: £4.6m), goodwill impairment charge of £8.7m (2009: £nil) and exceptional pension gain of £nil (2009: £6.3m).

## **EARNINGS PER SHARE AND DIVIDENDS**

|  | 2010                    | 2009                    | Change               |
|--|-------------------------|-------------------------|----------------------|
| Average number of shares                   |                         |                         |                      |
| Basic<br>Fully diluted                     | 399.6m<br>413.6m        | 398.3m<br>407.3m        | +1.3m<br>+6.3m       |
| Adjusted earnings per share <sup>(1)</sup> |                         |                         |                      |
| Basic<br>Fully diluted                     | 12.01p<br>11.61p        | 8.91p<br>8.72p          | +35%<br>+33%         |
| Dividends (pence per share)                |                         |                         |                      |
| Interim<br>Final<br>Total                  | 1.00p<br>2.12p<br>3.12p | 0.90p<br>1.70p<br>2.60p | +11%<br>+25%<br>+20% |
| Dividend cover                             | 3.8x                    | 3.4x                    |                      |

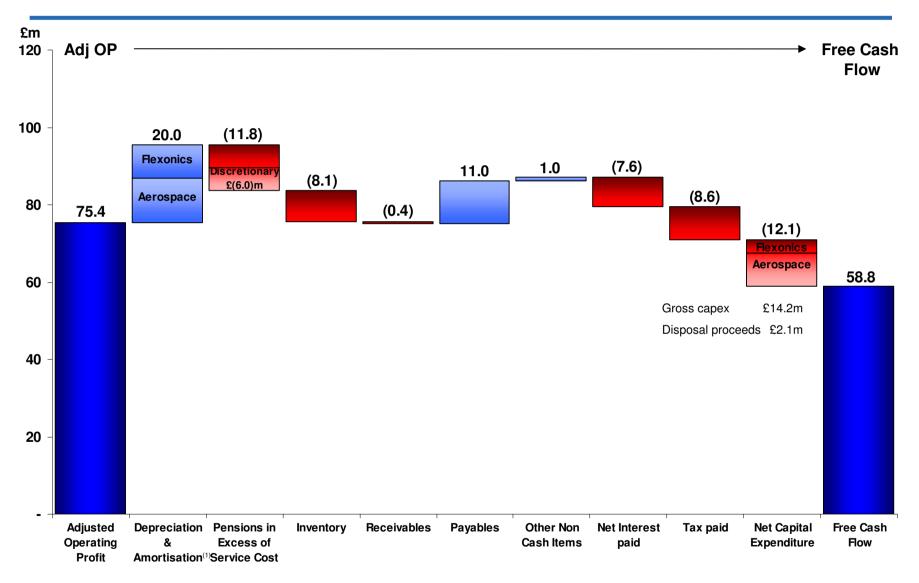
<sup>(2)</sup> All at 2010 exchange rates – translation effect only.





<sup>(1)</sup> Before profit on disposal of fixed assets of £0.2m (2009: £0.1m loss), acquisition costs of £0.1m (2009: £nil), amortisation of intangible assets arising on acquisitions of £4.6m (2009: £4.6m), goodwill impairment charge of £8.7m (2009: £nil) and exceptional pension gain of £nil (2009: £6.3m).

## FREE CASH FLOW BRIDGE



<sup>(1)</sup> Before amortisation of intangible assets arising on acquisitions of £4.6m (2009 - £4.6m).



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# **CHANGE IN NET DEBT**

| Free cash flow   | 2010<br>£m<br>58.8                 | 2009<br>£m<br>60.1             |
|--|------------------------------------|--------------------------------|
| Dividends Deferred consideration received Acquisition Sale of shares held by employee benefit trust Share issues | (10.8)<br>-<br>(8.3)<br>1.4<br>0.3 | (10.4)<br>0.5<br>-<br>-<br>0.1 |
| Net cash inflow  | 41.4                               | 50.3                           |
| Exchange variations (page 33)  | (2.8)                              | 21.9                           |
| Net debt - opening   | (102.3)                            | (174.5)                        |
| Net debt - closing   | (63.7)                             | (102.3)                        |
| Net debt to EBITDA (page 36)   | 0.7x                               | 1.3x                           |





# **BALANCE SHEET**

|  | 2010<br>£m     | 2009<br>£m |
|--|----------------|------------|
| Goodwill and other intangible assets       | 176.6          | 180.3      |
| Property, plant and equipment              | 114.0          | 118.0      |
| Other long-term assets                     | 1.6_           | 8.0        |
| Non current assets                         | 292.2          | 299.1      |
| Inventories                                | 75.1           | 65.0       |
| Receivables and construction contracts     | 80.7           | 79.6       |
| Payables                                   | <u>(110.5)</u> | (95.6)     |
| Working capital (page 11)                  | 45.3           | 49.0       |
| Current tax liabilities                    | (7.4)          | (4.6)      |
| Net current assets                         | 37.9           | 44.4       |
| Retirement benefit obligations (page 37/1) | (38.2)         | (48.1)     |
| Net borrowings                             | (63.7)         | (102.3)    |
| Other long-term liabilities                | (2.3)          | (8.3)      |
| Net assets                                 | 225.9          | 184.8      |
|  |                |            |

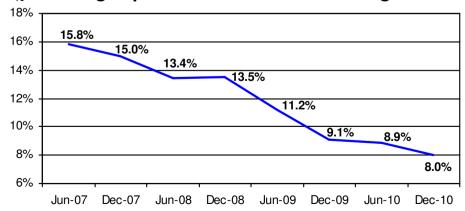




## **WORKING CAPITAL**

|                            |             | Cash Flow                                |          |                    |
|----------------------------|-------------|--|----------|--------------------|
|                            | Inventories | Receivables (and construction contracts) | Payables | Working<br>Capital |
|                            | £m          | £m                                       | £m       | £m                 |
| 31 December 2009 (page 10) | 65.0        | 79.6                                     | (95.6)   |                    |
| Movements in period:       |             |  |          |                    |
| Aerospace                  | 3.7         | 1.7                                      | (6.3)    | 0.9                |
| Flexonics                  | 4.4         | (1.2)                                    | (3.2)    | -                  |
| Holding companies          | -           | (0.1)                                    | (1.5)    | 1.6                |
| Cash flow                  | 8.1         | 0.4                                      | (11.0)   | 2.5                |
| Acquisition                | 0.6         | 1.4                                      | (1.2)    |                    |
| Foreign exchange effect    | 1.4         | 1.5                                      | (1.7)    |                    |
| Other non-cash movements   | -           | (2.2)                                    | (1.0)    |                    |
| 31 December 2010 (page 10) | <br>75.1    | 80.7                                     | (110.5)  | 2.5 (page 31)      |

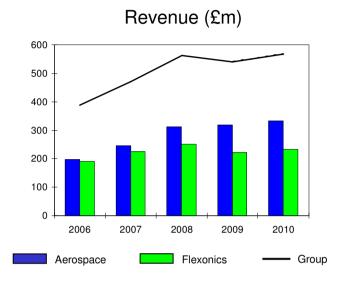
### $_{\rm \%}$ Working capital as % of 12 month rolling revenue





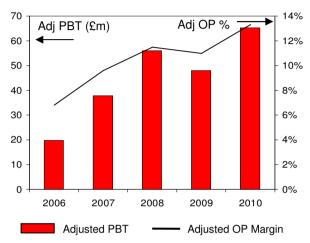


### FINANCIAL PERFORMANCE SUMMARY

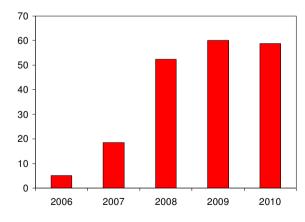


- ⇒ Achieved record level of adjusted profit before tax in 2010 of £65m
- ⇒ Group adjusted operating margin of 13.3% almost doubled since 2006
- ⇒ Revenue CAGR +10% since 2006



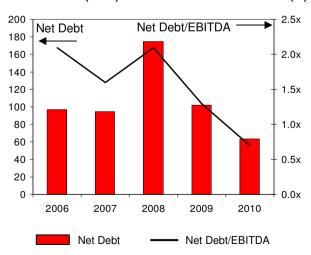






- ⇒ Free cash flow CAGR +84% since 2006
- ⇒ Working capital 8.0% of annualised sales; halved since June 2007
- ⇒ Net debt at £63.7m; reduced by £110.8m (63%) since 31 December 2008

### Net Debt (£m) / Net Debt/EBITDA (x)





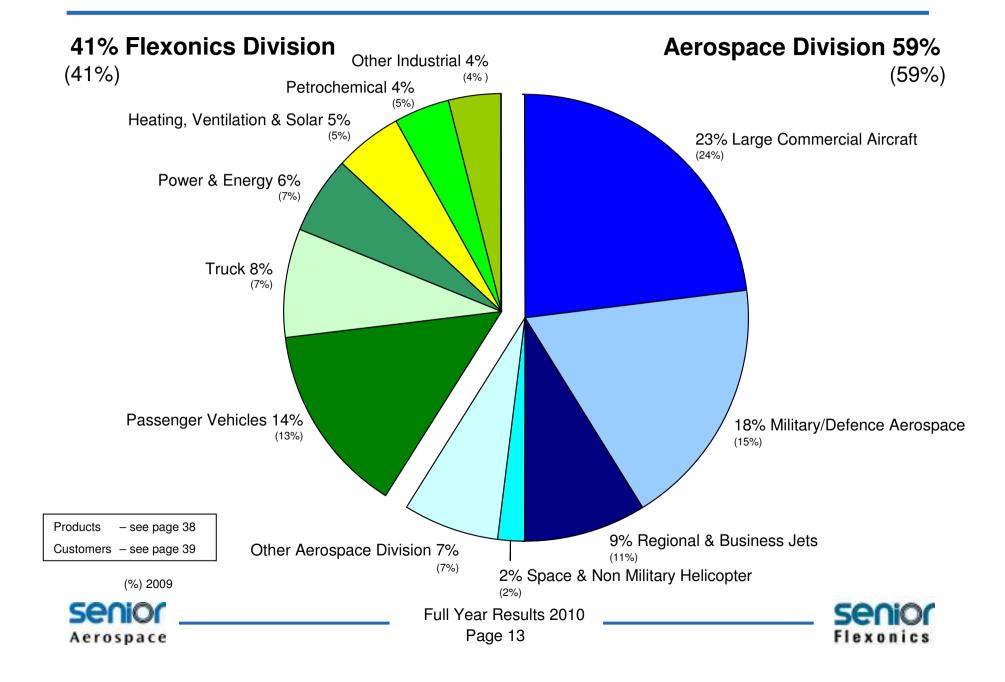




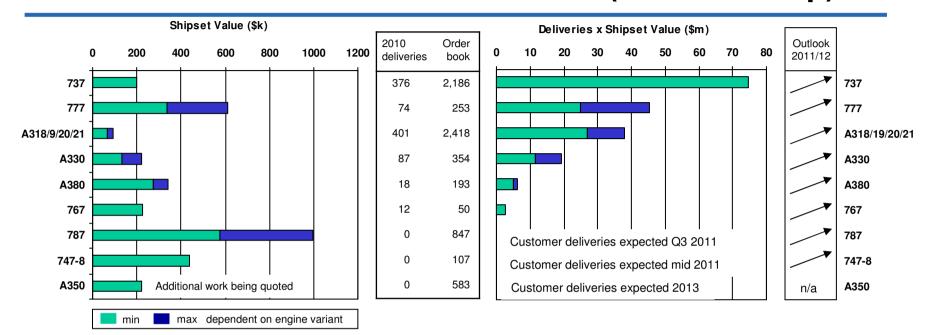




## SENIOR'S MARKETS - 2010



# LARGE COMMERCIAL AIRCRAFT (23% of Group)



### Boeing

- ⇒ 2010 deliveries **4** 4% to 462 aircraft (2009: 481)
- ⇒ 2010 orders 530 (625 orders less 95 cancelled) 2009 orders 142 (263 orders less 121 cancelled)
- ⇒ 31 Dec 2010 backlog = 3,443 (7 year production)
- Senior Aerospace Mexico shipped first parts to Boeing
- ⇒ Further 787 & 747-8 start up delays

#### **Airbus**

- ⇒ 2010 deliveries ↑ 2% to 510 aircraft (2009: 498)
- ⇒ 2010 orders 574 (644 orders less 70 cancelled) 2009 orders 271 (310 orders less 39 cancelled)
- ⇒ 31 Dec 2010 backlog = 3,552 (7 year production)
- Won first business for Airbus structural airframe parts (via Spirit)
- ⇒ Qantas had issues with T900 A380 engine

Overall, Group sales broadly unchanged over 2009

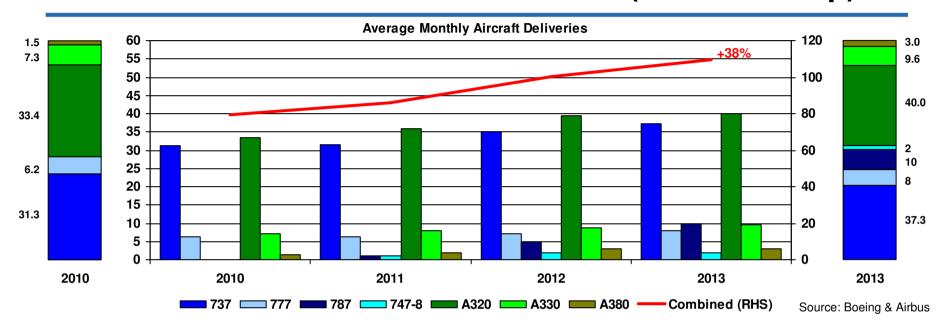


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Source: Boeing & Airbus

# **LARGE COMMERCIAL AIRCRAFT (23% of Group)**



### Boeing

- ⇒ 737 deliveries +19% by 2013
- → 777 deliveries +29% by 2013
- → 787 shipset avg. value \$750k Q3 2011 to customers
- → 747-8 shipset value \$440k mid 2011 to customers
- ➡ New 737 by 2020?

#### **Airbus**

- ➡ A320 deliveries +20% by 2013
- ➡ A330 deliveries +32% by 2013
- ⇒ A380 deliveries +100% by 2013
- A350 shipset value currently \$225k end 2013 to customers
- ⇒ A320neo from 2016 additional opportunities?

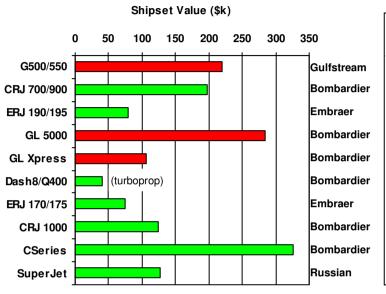
Leverage of customer relationships and outsourcing providing increasing opportunities



Full Year Results 2010 Page 15

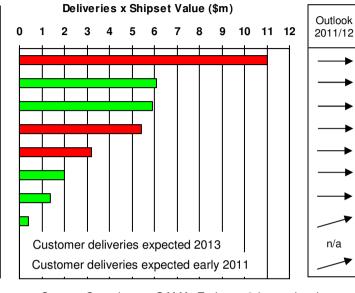


## **REGIONAL AND BUSINESS JETS (9% of Group)**



| Order |
|-------|
| book  |
| ?     |
| 49    |
| 198   |
| ?     |
| ?     |
| 60    |
| 50    |
| 46    |
| 90    |
| 170   |
|       |

(1) estimated



Source: Speednews, GAMA, Embraer & internal estimates

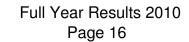
#### Market

- **Business Jet Deliveries**
- Total 12% to 763 (2009: 870)
- Estimate Gulfstream G500/550 ↑ 32% to 50 aircraft (2009: 38)
- **Deliveries** - Embraer **4** 20% to 100 aircraft (2009: 125)
- ⇒ Net orders - Bombardier +102 (+62 in 2009) improving - Embraer +85 (-36 in 2009)

#### Senior

- - Business Jets Group sales unchanged over 2009
    - Weak market offset by specific growing programmes
    - Represented 5% of Group revenue in 2010
- - Represented 4% of Group revenue in 2010
  - Healthy content on Russian, Chinese and Japanese regional jets







G500/550/650

CRJ 700/900

ERJ 190/195

**GL 5000** 

**GL Xpress** 

Dash 8/Q400

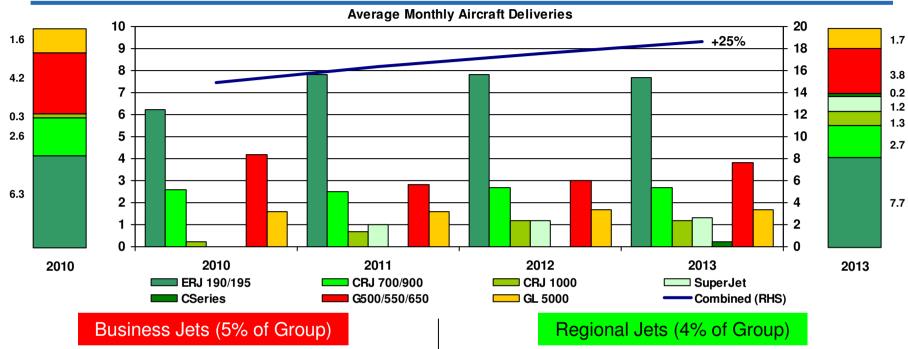
ERJ 170/175

**CRJ 1000** 

**CSeries** 

SuperJet

# **REGIONAL AND BUSINESS JETS (9% of Group)**



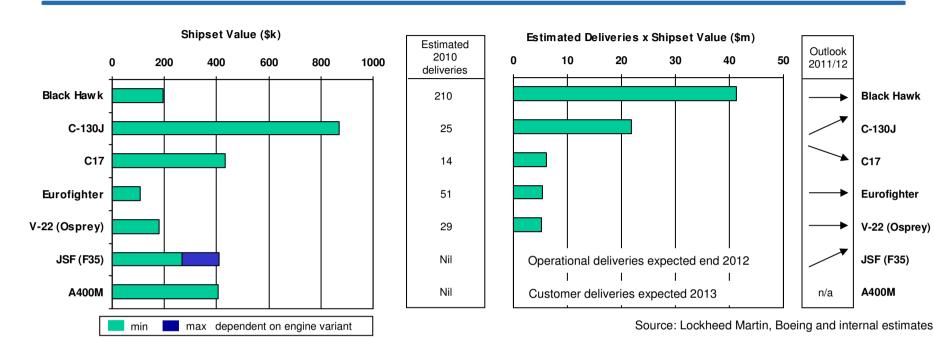
- ⇒ 2010 **4** 42% from 2008 peak of 1,315 deliveries
- □ G650 (\$85k shipset) ramps up as G500/550 (\$219k) declines
- Embraer's Legacy 450/500 shipset value \$32k each to customers from H2 2013/2012, respectively
- Bombardier L85 shipset value \$183k end 2013 to customers
- □ Teal Group forecasts total delivery value ↑ 20% by 2013

- ⇒ CRJ 1000 (Bombardier) shipset value \$125k moves into full production
- SuperJet (Russian) shipset value \$130k Q1 2011 to customers
- ARJ (Chinese) shipset value \$120k end 2011 to customers
- ⇒ CSeries shipset value \$330k end 2013 to customers
- → MRJ (Japanese) shipset value \$130k Q1 2014 to customers
- → Teal Group forecasts total delivery value ↑ 20% by 2013



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# **MILITARY AND DEFENCE (18% of Group)**



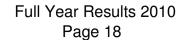
### Defence budgets under pressure but Senior on solid programmes

- ⇒ Black Hawk shipset value \$197k (June 2010: \$169k) Sikorsky's military backlog remains strong Deliveries ↑ 13% to 210 aircraft (2009: 186)
- □ C-130J deliveries ↑ 56% to 25 aircraft (2009: 16)
- □ C17 deliveries 13% to 14 aircraft (2009: 16)

- Starting to benefit from Rolls-Royce outsourcing
- ⇒ A400M Governments agree to purchase
  - shipset value \$405k (2009: \$390k) now \$470k
- ⇒ JSF - testing ramping up; will be good programme
  - UK Government cancels STOVL version
  - RR/GE engine may now not be funded

Group sales ↑ 16% over 2009







Outlook

2011/12

**Black Hawk** 

Eurofighter

V-22 (Osprey)

JSF (F35)

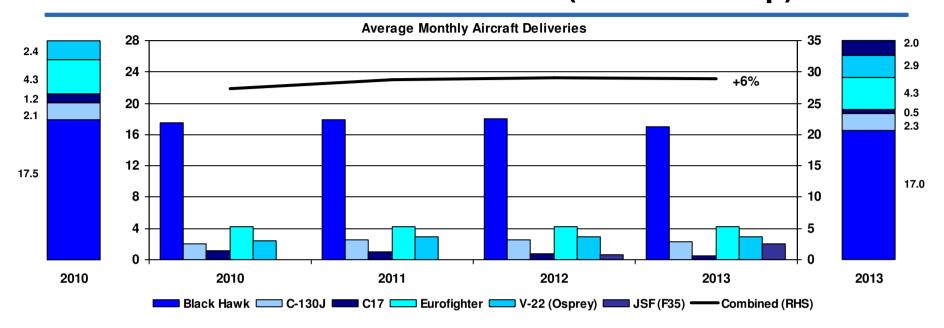
A400M

C-130J

C17

50

# **MILITARY AND DEFENCE (18% of Group)**



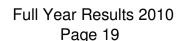
Defence budgets under pressure but Senior on solid programmes

- ⇒ Black Hawk solid programme for foreseeable future
- ⇒ C-130J solid programme for foreseeable future
- ⇒C17– winding down

- ⇒ JSF operational service expected late 2012
  - Teal Group anticipate \$14bn p.a. by 2020 (2010: \$1bn)
- ➡ A400M operational service expected mid 2013
- Market share growth opportunities as primes outsource

Source: Teal Group and internal estimates

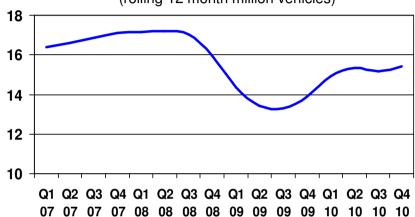




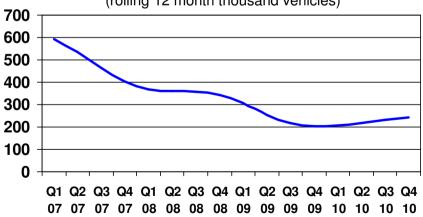


## LAND VEHICLES (22% of Group)

### European Car Production<sup>(1)</sup> (10% of Group) (rolling 12 month million vehicles)



NA Med. & Heavy Truck Prod<sup>n(1)</sup> (6% of Group) (rolling 12 month thousand vehicles)



### Passenger Vehicles (14% of Group)

- ⇒ EU car sales **4** 6%; production **↑** 13%
- ➡ NA car/SUV sales ↑ 10%; production ↑ 39%
- ⇒ Brazil car sales ↑ 6%; production ↑ 10%
- □ India car sales ↑ 31%; production ↑ 30%

Group sales ↑ 12% over 2009

### Truck (8% of Group)

- ➡ NA truck sales ↑ 12%; production ↑ 20%
- ➡ EU truck sales ↑ 4%; YTD Q3 production ↑ 30%
- New German programmes benefiting Group

Group sales ↑ 12% over 2009

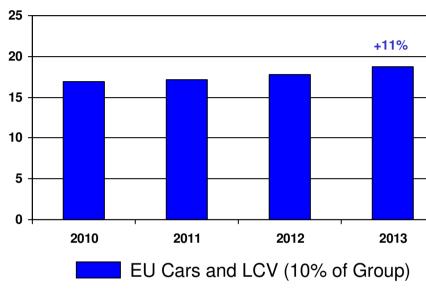
(1) Industry Data - Source: ACEA, Automotive News and Wards

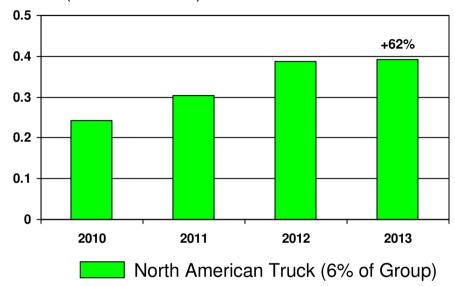




# **LAND VEHICLES (22% of Group)**

Vehicle Production<sup>(1)</sup> Forecast (million vehicles)





- ⇒ Strong recovery predicted for North American truck
- Much slower recovery predicted for European pax
- Emission laws tightening and increasingly applicable to truck and off-highway
- French operation loss making in 2011, as expected Improvement for 2012 given heavy duty diesel win

- Rand/€ movement to adversely affect 2011 operating profit by around £2m
- Material prices increasing surcharge agreements generally in place but some exposure in land vehicle production outside North America and Europe (approx. 6% of Group)

(1) Industry Data - Source: CSM IHS and internal estimates





# **INDUSTRIAL** (19% of Group)

#### 2010

⇒ Power & Energy (6%) – sales **4** 6% over 2009

weak North American coal and gas but stronger nuclear

⇒ Petrochemical (4%) – sales **V** 26% over 2009

- global expansion joint project business weaker

⇒ HVAC & Solar (5%) – sales broadly in line with 2009

- principally UK nuclear HVAC ducting and German solar power bellows/ flexes

⇒ Other Industrial (4%) – sales ↑ 56% over 2009

- strong German industrial (off low base in 2009) and N. Am. medical markets

### **Outlook**

⇒ Power & Energy – benefit of North American Clean Air Act and WahlcoMetroflex acquisition to

come – but when?

⇒ Petrochemical – similar conditions to 2010; but short order book = uncertainty

⇒ HVAC & Solar – healthy backlog for UK nuclear HVAC ducting

- growing interest for solar rotation flexes but bellows weaker

⇒ Other Industrial – major influence will be North American and European GDP growth





# **ACQUISITION FRAMEWORK**

|           | More Likely —  | → Less Likely                                    |
|-----------|--|--|
| Division  | Fluid Systems Structures  Flexonics  | ew Markets                                       |
| Market    | Large Commercial Rotorcraft Regional Jet Business Jet  Defence Renewables Nuclear Energy Truck  General Industrial Medical Semi-o      | Automotive                                       |
| Product   | Aero Ducting Control Bellows Simple Composites High Tolerance Mach Parts Emission Control Expansion Joints Heat Exchangers/Coolers Too | Jet Engine Mach Auto Piping ling Industrial Tube |
| Nature    | Own design Highly Engineered BTP Higher Value Ass On-Site Components   | Commodity BTP                                    |
| Geography | North America UK Europe Asia South America   | Australasia Africa                               |
| Ownership | Owner managed Trade Venture Capi   | tal  |
| Size      | \$35 to \$100m \$100m+ \$25 to \$35m   | less than \$25m<br>(unless add on)               |





### **GROUP OUTLOOK**

Large Commercial Aerospace: Strong growth — announced build rate increases plus new

programmes and outsourcing

Business and Regional Jets: Healthy growth – gradual market recovery plus new programmes

Military and Defence: Solid outlook – on the right platforms and outsourcing but

budgets being cut

Land Vehicles: Satisfactory growth — generally healthy global recovery but key

European passenger vehicle demand less certain

Industrial: Satisfactory growth — tightening emissions legislation; renewable

energy; global GDP growth

Market Share Gains: Accelerating benefit – operational excellence; financial strength;

over time customer relationships; acquisitions

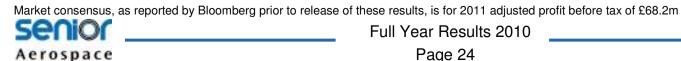
Uncertainties: Material prices – but pass through surcharge agreements

generally in place

Foreign exchange — adverse 2011 Rand/€ impact of £2m to OP:

10 c movement £:\$ = £3m PBT

2011 has started in line with the Board's expectations and prospects for the remainder of 2011 and beyond remain encouraging









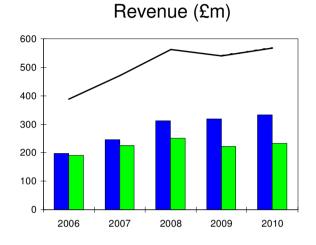


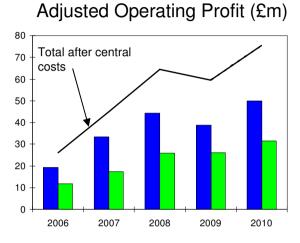
# **APPENDICES**





## **GROUP EVOLUTION**





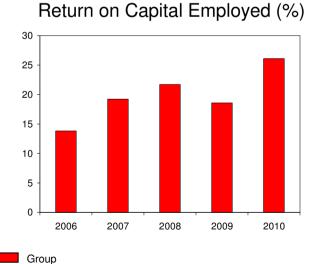
Flexonics

Aerospace



Free Cash Flow (£m)

70
60
50
40
30
20
2006
2007
2008
2009
2010









### **EXCHANGE RATES**

|               | Profit a | nd Loss  | Account | Ва    | Balance Sheet Period End Rates |        |  |  |  |
|---------------|----------|----------|---------|-------|--------------------------------|--------|--|--|--|
|               | A        | verage R | ates    | Per   |                                |        |  |  |  |
|               |          |          |         |       |                                |        |  |  |  |
|               | 2010     | 2009     | Change  | 2010  | 2009                           | Change |  |  |  |
| £ : US Dollar | 1.55     | 1.56     | +0.6%   | 1.57  | 1.61                           | +2.5%  |  |  |  |
| £ : Euro      | 1.16     | 1.12     | -3.4%   | 1.17  | 1.13                           | -3.4%  |  |  |  |
| £ : Rand      | 11.32    | 13.01    | +14.9%  | 10.36 | 11.89                          | +14.8% |  |  |  |
| Euro : Rand   | 9.76     | 11.62    | +19.1%  | 8.85  | 10.52                          | +18.9% |  |  |  |

Using 2010 average rates would have increased 2009 sales by £4.9m Using 2010 average rates would have increased 2009 operating profits by £1.9m Period end rates increased reported debt by £2.1m compared to Dec 2009

Estimated that 10 cents movement in £:\$ exchange rate affects sales by £24m, operating profit by £4m, profit before tax by £3m and net debt by £5m.





## **DIVISION RESULTS – AS REPORTED**

| £m                    |       | Turnove | er                                | Adj O       | perating | Margin on Sales                   |       |       |
|-----------------------|-------|---------|-----------------------------------|-------------|----------|-----------------------------------|-------|-------|
|                       | 2010  | 2009    | Currency<br>Impact <sup>(2)</sup> | 2010        | 2009     | Currency<br>Impact <sup>(2)</sup> | 2010  | 2009  |
| Aerospace             | 333.8 | 319.2   | 0.5                               | 50.0        | 38.8     | 0.2                               | 15.0% | 12.2% |
| Flexonics             | 233.5 | 221.3   | 4.5                               | 31.6        | 26.2     | 1.7                               | 13.5% | 11.8% |
| Inter-Segment sales   | (0.4) | (0.4)   | (0.1)                             | -           | -        | -                                 | -     | -     |
| Central costs         | -     | -       | -                                 | (6.2)       | (5.6)    | -                                 | -     | -     |
| <b>Continuing Ops</b> | 566.9 | 540.1   | 4.9                               | 75.4<br>——— | 59.4     | 1.9                               | 13.3% | 11.0% |

<sup>(2)</sup> Currency impact is the effect on the 2009 reported figures when retranslated at 2010 average exchange rates.





Before profit on disposal of fixed assets of £0.2m (2009: £0.1m loss), acquisition costs of £0.1m (2009: £nil), amortisation of intangible assets arising on acquisitions of £4.6m (2009: £4.6m), goodwill impairment charge of £8.7m (2009: £nil) and exceptional pension gain of £nil (2009: £6.3m).

## **GEOGRAPHIC RESULTS – AS REPORTED**

| £m                  | Turnover by Origin |       |                                   | <br>Adj Op | perating | Margin on Sales                   |       |       |
|---------------------|--------------------|-------|-----------------------------------|------------|----------|-----------------------------------|-------|-------|
|                     | 2010               | 2009  | Currency<br>Impact <sup>(2)</sup> | 2010       | 2009     | Currency<br>Impact <sup>(2)</sup> | 2010  | 2009  |
| North America       | 375.9              | 360.4 | 3.2                               | 56.8       | 50.3     | 0.5                               | 15.1% | 14.0% |
| Rest of Europe      | 95.3               | 91.2  | (3.0)                             | 4.5        | 0.2      | -                                 | 4.7%  | 0.2%  |
| United Kingdom      | 57.0               | 56.4  | -                                 | 9.2        | 4.6      | -                                 | 16.1% | 8.2%  |
| Rest of World       | 43.0               | 36.8  | 5.0                               | 11.1       | 9.9      | 1.4                               | 25.8% | 26.9% |
| Inter-Segment sales | (4.3)              | (4.7) | (0.3)                             | -          | -        | -                                 | -     | -     |
| Central costs       | -                  | -     | -                                 | (6.2)      | (5.6)    | -                                 | -     | -     |
| Continuing Ops      | 566.9              | 540.1 | 4.9                               | 75.4       | 59.4     | 1.9                               | 13.3% | 11.0% |

<sup>(1)</sup> Before profit on disposal of fixed assets of £0.2m (2009: £0.1m loss), acquisition costs of £0.1m (2009: £nil), amortisation of intangible assets arising on acquisitions of £4.6m (2009: £4.6m), goodwill impairment charge of £8.7m (2009: £nil) and exceptional pension gain of £nil (2009: £6.3m).

<sup>(2)</sup> Currency impact is the effect on the 2009 reported figures when retranslated at 2010 average exchange rates.





## **DIVISION RESULTS – HALF YEARLY**

|  | Turnover             |         |         |         | Adjusted Operating Profit |                |                |                |  |
|--|----------------------|---------|---------|---------|---------------------------|----------------|----------------|----------------|--|
|  | H2 2010              | H1 2010 | H2 2009 | H1 2009 | H2 2010                   | H1 2010        | H2 2009        | H1 2009        |  |
| Aerospace                                  | 163.9                | 169.9   | 150.0   | 169.2   | 24.7                      | 25.3           | 16.8           | 22.0           |  |
| Flexonics                                  | 115.5                | 118.0   | 114.3   | 107.0   | 16.4                      | 15.2           | 16.6           | 9.6            |  |
| Inter-segment sales                        | (0.2)                | (0.2)   | (0.1)   | (0.3)   | -                         | -              | -              | -              |  |
| Central costs                              | -                    | -       | -       | -       | (3.4)                     | (2.8)          | (2.9)          | (2.7)          |  |
| Continuing operations                      | 279.2                | 287.7   | 264.2   | 275.9   | 37.7                      | 37.7           | 30.5           | 28.9           |  |
| Interest - borrowings and - retirement ben |                      |         |         |         | (3.8)<br>(1.1)            | (4.1)<br>(1.1) | (4.0)<br>(2.0) | (3.2)<br>(2.2) |  |
| Tax  |                      |         |         |         | (8.5)                     | (8.8)          | (6.0)          | (6.5)          |  |
| Adjusted profit for the po                 | eriod <sup>(1)</sup> |         |         |         | 24.3                      | 23.7           | 18.5           | 17.0           |  |
| Adjusted earnings per sl                   | hare <sup>(1)</sup>  |         |         |         | 6.07p                     | 5.94p          | 4.64p          | 4.27p          |  |





<sup>(1)</sup> Before profit on disposal of fixed assets (H2 2010 £0.2m; H2 2009 £0.1m loss; Others £nil), acquisition costs (H2 2010 £0.1m; Others £nil), amortisation of intangible assets arising on acquisitions (H2 2010 £2.3m; H1 2010 £2.3m; H2 2009 £2.2m; H1 2009 £2.4m), goodwill impairment charge (H2 2010 £8.7m; Others £nil), and exceptional pension gain (H2 2009 £6.3m; Others £nil).

### WAHLCOMETROFLEX ACQUISITION

WahlcoMetroflex specialises in equipment and systems for isolating, controlling and conditioning gas flows. It engineers, manufactures and services a broad range of high performance isolators, dampers and expansion joints as well as supplying entire gas handling and conditioning systems.



**GUILLOTINE DAMPER** 



METAL EXPANSION JOINT



GAS TURBINE BYPASS DIVERTER



**BUTTERFLY DAMPER** 

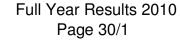


**FABRIC EXPANSION JOINT** 



SCR DIVERTER







#### WAHLCOMETROFLEX .....continued

⇒ Acquired August 2010 for \$13.9m (£8.9m), less cash acquired of \$0.9m (£0.6m)

⇒ 2008 (full year): Sales \$45.7m; PBIT \$3.5m 2009 (full year): Sales \$22.7m; PBIT \$3.1m 2010 (7 months pre-acquisition): Sales \$9.7m; PBIT \$1.1m 2010 (5 months post-acquisition): Sales \$4.9m; PBIT \$0.4m Quote activity now picking up

- ⇒ Located in Lewiston, Maine, USA
- ⇒ Utility, Power generation, Petrochemical, Refining, Cement, Pulp & Paper and Industrial Markets
- ⇒ Isolators and dampers 47%, Exhaust gas and bypass systems 17%, Metal expansion joints 14%, Fabric expansion joints 10%, Product support 12%
- ⇒ Larger customers include Jacobs Engineering; Foster Wheeler; Alstom Power; Babcock Power; and First Energy Corp
- ⇒ Managed by 6 (of 7) shareholders four staying post acquisition transition
- ⇒ Excellent strategic fit with Senior Flexonics Pathway, benefiting particularly from:

  - ⇒ Tightening in emission standards from CAIR regulation compliance
  - ⇒ Financial strength of Senior plc





# FREE CASH FLOW

|   | 2010<br>£m   | 2009<br>£m  |
|---|--|---|
| Operating profit  | 62.2   | 61.0  |
| Depreciation Amortisation of intangible assets Charge for share options (Profit)/loss on disposal of fixed assets Goodwill impairment Exceptional pension gain Pension payments above service cost Additional discretionary pension payments Working capital (page 11) Currency movements | 19.4<br>5.2<br>1.4<br>(0.2)<br>8.7<br>(5.8)<br>(6.0)<br>2.5<br>(0.3) | 20.1<br>5.3<br>0.9<br>0.1<br>-<br>(6.3)<br>(6.4)<br>(13.2)<br>29.9<br>(1.7) |
| Cash generated from operations  | 87.1   | 89.7  |
| Interest paid (net) Tax paid Capital expenditure (page 32) Sale of fixed assets   | (7.6)<br>(8.6)<br>(14.2)<br>2.1                                      | (6.1)<br>(11.2)<br>(12.6)<br>0.3  |
| Free cash flow  | 58.8   | 60.1  |





## **GROSS CAPITAL EXPENDITURE**

|                   | 20    | 10             | 2009 |          |  |
|-------------------|-------|----------------|------|----------|--|
|                   | Capex | Capex Depn (1) |      | Depn (1) |  |
|                   | £m    | £m             | £m   | £m       |  |
| Aerospace         | 8.9   | 11.5           | 9.0  | 11.1     |  |
| Flexonics         | 5.2   | 8.4            | 3.5  | 9.6      |  |
| Holding Companies | 0.1   | 0.1            | 0.1  | 0.1      |  |
| Total             | 14.2  | 20.0           | 12.6 | 20.8     |  |





<sup>(1)</sup> Depreciation excludes amortisation of intangible assets arising on acquisitions of £4.6m (2009: £4.6m) but includes amortisation of computer software of £0.6m (2009: £0.7m).

# NET DEBT EXCHANGE VARIATIONS

|                                      | _            | Ву        | Curren | су           |
|--------------------------------------|--------------|-----------|--------|--------------|
|                                      | <u>Total</u> | <u>\$</u> | €      | <u>Other</u> |
|                                      | £m           | £m        | £m     | £m           |
| 2010                                 |              |           |        |              |
| Exchange on opening net debt         | (2.1)        | (2.7)     | 0.1    | 0.5          |
| Exchange on movements in the year    | (0.7)        | (0.4)     | (0.2)  | (0.1)        |
| Total exchange variation in net debt | (2.8)        | (3.1)     | (0.1)  | 0.4          |
|                                      |              |           |        |              |
| 2009                                 |              |           |        |              |
| Exchange on opening net debt         | 13.4         | 13.1      | 0.2    | 0.1          |
| Exchange on movements in the year    | (0.2)        | (0.2)     | -      | -            |
| Forward exchange contract gains      | 8.7          | 7.9       | 0.8    | -            |
| Total exchange variation in net debt | 21.9         | 20.8      | 1.0    | 0.1          |
|                                      |              |           |        | <del></del>  |





## **USAGE OF CREDIT FACILITIES – December 2010**

#### Headroom of £147m on committed facilities

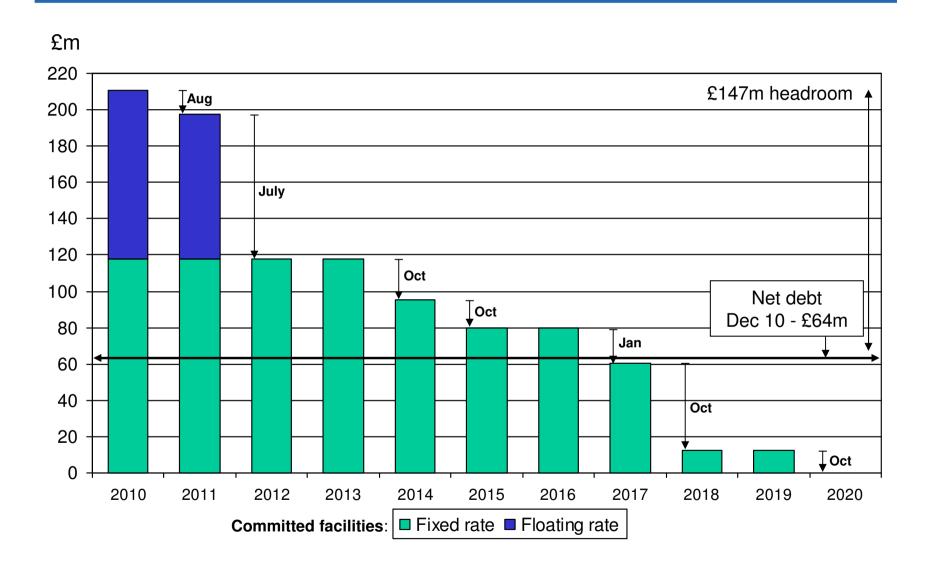
|  | <u>Facility</u><br>£m | <u>Usage</u><br>£m |
|--|-----------------------|--------------------|
| Private placements:                          | 2111                  | 2111               |
| US \$ 20.0m (Oct 2020)                       | 12.7                  | 12.7               |
| US \$ 75.0m (Oct 2018)                       | 47.8                  | 47.8               |
| US \$ 30.0m (Jan 2017)                       | 19.1                  | 19.1               |
| US \$ 25.0m (Oct 2015)                       | 15.9                  | 15.9               |
| US \$ 35.0m (Oct 2014)                       | 22.3                  | 22.3               |
| , , , , , , , , , , , , , , , , , , ,        | 117.8                 | 117.8              |
| Bank facilities:                             |                       |                    |
| Revolving credit facility (July 2012) £80.0m | 80.0                  | -                  |
| Bank of America (Aug 2011) \$20.0m           | 12.7                  | -                  |
| Total committed facilities                   | 210.5                 | 117.8              |
| Overdrafts and bank loans                    | 18.0                  | 0.1                |
| Finance leases                               | 1.1                   | 1.1                |
| Other loans                                  | 0.7                   | 0.7                |
| Gross debt                                   | 230.3                 | 119.7              |
| Cash   | -                     | (56.0)             |
| Net debt                                     | 230.3                 | 63.7               |

| Usage by Currency         |        |       |       |  |  |  |  |  |  |
|---------------------------|--------|-------|-------|--|--|--|--|--|--|
| $\overline{\mathfrak{T}}$ |        |       |       |  |  |  |  |  |  |
|                           |        |       |       |  |  |  |  |  |  |
| _                         | 12.7   |       | _     |  |  |  |  |  |  |
| _                         | 47.8   | _     | _     |  |  |  |  |  |  |
| _                         | 19.1   | _     | _     |  |  |  |  |  |  |
| _                         | 15.1   | _     | _     |  |  |  |  |  |  |
| _                         | 22.3   | _     | _     |  |  |  |  |  |  |
|                           | 117.8  | -     | _     |  |  |  |  |  |  |
|                           | _      |       |       |  |  |  |  |  |  |
| -                         | -      | -     | -     |  |  |  |  |  |  |
| -                         | -      | -     | -     |  |  |  |  |  |  |
| -                         | 117.8  | -     | -     |  |  |  |  |  |  |
| -                         | -      | 0.1   | _     |  |  |  |  |  |  |
| -                         | 0.3    | 8.0   | -     |  |  |  |  |  |  |
| -                         | -      | 0.7   | -     |  |  |  |  |  |  |
| -                         | 118.1  | 1.6   | -     |  |  |  |  |  |  |
| (5.3)                     | (46.6) | (1.4) | (2.7) |  |  |  |  |  |  |
| (5.3)                     | 71.5   | 0.2   | (2.7) |  |  |  |  |  |  |
|                           |        |       |       |  |  |  |  |  |  |





## **MATURITY PROFILE OF CREDIT FACILITIES**







### **COVENANTS**

|  | Dec 2010 | Dec 2009 | Dec 2008 |
|--|----------|----------|----------|
| Net Debt                                   | £63.7m   | £102.3m  | £174.5m  |
| Net interest (1)                           | £8.0m    | £7.2m    | £6.8m    |
| EBITDA (1)                                 | £94.0m   | £76.0m   | £81.7m   |
| Interest cover (to exceed 3.5 times)       | 11.8 x   | 10.6 x   | 12.0 x   |
| Net Debt to EBITDA (not to exceed 3 times) | 0.7 x    | 1.3 x    | 2.1 x    |

(1) The Group's results only include Capo Industries & WahlcoMetroflex from their date of acquisition (end Jan 2008 and Aug 2010, respectively). Consequently, for covenant purposes for 2008, net interest and EBITDA include an additional £nil and £0.2m respectively in respect of Capo's results for the one month prior to acquisition. For 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.





# **PENSIONS – DEFICIT MOVEMENT**

|  |                     | 20            | 2009                |        |   |
|--|---------------------|---------------|---------------------|--------|---|
|  | UK<br>Funded        |               | Various<br>Unfunded | Total  | Total                                   |
|  | £m                  | £m            | £m                  | £m     | £m                                      |
| IAS 19 Scheme deficit at 31 Dec 2009                                   | (39.6)              | (3.8)         | (4.7)               | (48.1) | (51.2)                                  |
| Service cost   | (1.0)               | (0.4)         | (0.3)               | (1.7)  | (1.7)                                   |
| Total employer cash contributions                                      | 11.2                | 2.0           | 0.2                 | 13.4   | 21.3                                    |
| Interest cost of liabilities   | (10.6)              | (1.8)         | (0.2)               | (12.6) | (12.2)                                  |
| Expected return on assets  | 8.4                 | 2.0           | -                   | 10.4   | 8.0                                     |
| Curtailment gain (1)   | -                   | -             | -                   | -      | 6.3                                     |
| Actuarial variations - assets  | 5.0                 | 8.0           | -                   | 5.8    | 10.3                                    |
| - liabilities  | (3.2)               | (2.0)         | (0.2)               | (5.4)  | (30.3)                                  |
| Foreign exchange impact  | -                   | (0.1)         | 0.1                 | -      | 1.4                                     |
| IAS 19 Scheme deficit at 31 Dec 2010                                   | (29.8)              | (3.3)         | (5.1)               | (38.2) | <u>(48.1)</u>                           |
| Discount rate  | 5.40%               |               | ·                   |        | 5.70%                                   |
| Salary inflation   | 2.00% (1)           |               |                     |        | 2.00% (1)                               |
| Price inflation  | 3.40%               |               |                     |        | 3.50% > UK 2009                         |
| Expected return on assets  | 5.00%               |               |                     |        | 5.60%                                   |
| Life expectancy of male aged 65 in 2030                                | 22.5yrs             |               |                     |        | 22.4yrs                                 |
| (1) Due to introducing a cap on pensionable earnings growth of 2.0% pe | er annum from April | 2010 in the U | K plan.             |        | 500000000000000000000000000000000000000 |





## **PENSIONS – UK PLAN FUNDING**

#### **Actuarial Valuations**

Last valuation 6 April 2010

Scheme assets/(liabilities) at valuation £155.5m / (£207.6m)

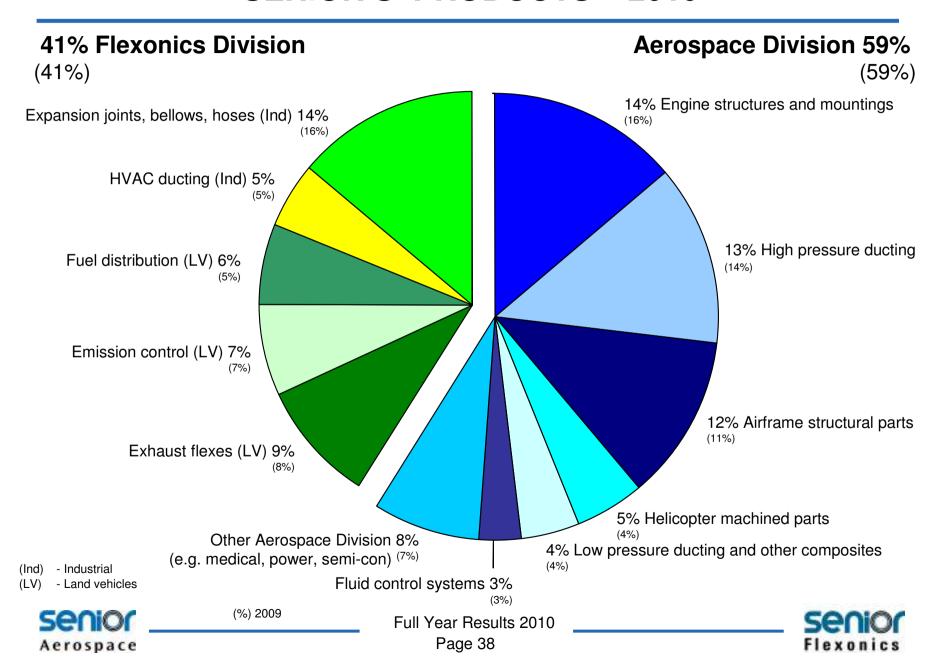
Funding level 75%

| IAS 19 Valuations                                   | <b>Dec 2010</b> £m                          | <b>Dec 2009</b><br>£m                     | <b>Dec 2008</b><br>£m                       |
|---|---|---|---|
| Scheme Assets                                       | 55.3<br>-<br>57.1<br>54.6<br>(1.0)<br>166.0 | 62.5<br>-<br>52.1<br>33.1<br>1.5<br>149.2 | 49.5<br>4.5<br>47.3<br>24.1<br>0.1<br>125.5 |
| Scheme Liabilities                                  | £195.8m                                     | £188.8m                                   | £162.8m                                     |
| Scheme deficit                                      | £29.8m                                      | £39.6m                                    | £37.3m                                      |
| Equity Indices period end                           | - ,   | FTSE 5,413<br>+9.0%                       | FTSE 4,434<br>+22.1%                        |
| Cash Flows  DB contributions - service cost - other | £1.0m<br>£ <u>10.2m</u><br>£ <u>11.2m</u>   | £0.9m<br>£ <u>15.4m</u><br>£ <u>16.3m</u> | £1.2m<br>£5.0m<br>£6.2m                     |

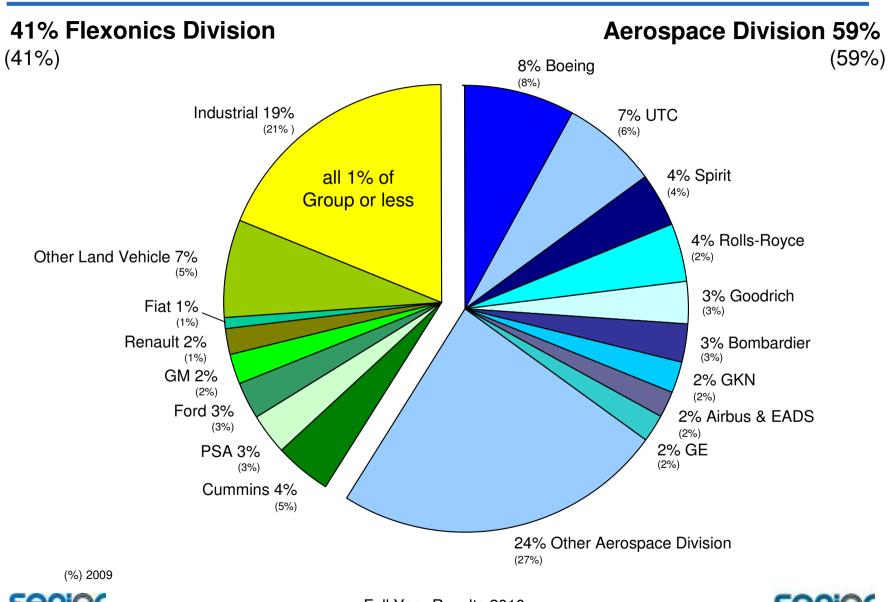




## **SENIOR'S PRODUCTS – 2010**



## SENIOR'S CUSTOMERS - 2010







## **AEROSPACE – ORDERS AND DELIVERIES**

| Large<br>Commercial |      |      | Net Orders |      |       |      | Order | Book  |             |             |             |             |
|---------------------|------|------|------------|------|-------|------|-------|-------|-------------|-------------|-------------|-------------|
| Aircraft            | 2010 | 2009 | 2008       | 2007 | 2010  | 2009 | 2008  | 2007  | Dec<br>2010 | Dec<br>2009 | Dec<br>2008 | Dec<br>2007 |
| Boeing              | 462  | 481  | 375        | 441  | 530   | 142  | 662   | 1,413 | 3,443       | 3,375       | 3,714       | 3,427       |
| Airbus              | 510  | 498  | 483        | 453  | 574   | 271  | 777   | 1,341 | 3,552       | 3,488       | 3,715       | 3,421       |
| Total               | 972  | 979  | 858        | 894  | 1,104 | 413  | 1,439 | 2,754 | 6,995       | 6,863       | 7,429       | 6,848       |

|                           |      | Net Orders |      |      |      | Order | Book |      |             |             |             |             |
|---------------------------|------|------------|------|------|------|-------|------|------|-------------|-------------|-------------|-------------|
| Regional Jets             | 2010 | 2009       | 2008 | 2007 | 2010 | 2009  | 2008 | 2007 | Dec<br>2010 | Dec<br>2009 | Dec<br>2008 | Dec<br>2007 |
| Bombardier <sup>(1)</sup> | 34   | 60         | 56   | 61   | 76   | 46    | 52   | 148  | 185         | 143         | 157         | 161         |
| Embraer                   | 100  | 125        | 166  | 133  | 85   | (36)  | 116  | 146  | 250         | 265         | 426         | 476         |
| Total                     | 134  | 185        | 222  | 194  | 161  | 10    | 168  | 294  | 435         | 408         | 583         | 637         |

|               | Deliveries |      |       |       |  |
|---------------|------------|------|-------|-------|--|
| Business Jets | 2010       | 2009 | 2008  | 2007  |  |
| Total         | 763        | 870  | 1,315 | 1,138 |  |

Source: General Aviation Manufacturers Association and Speednews





<sup>(1)</sup> Bombardier figures exclude Q-Series turboprops 2010 deliveries 49 (2009: 63); 2010 orders 26 (2009: 16)



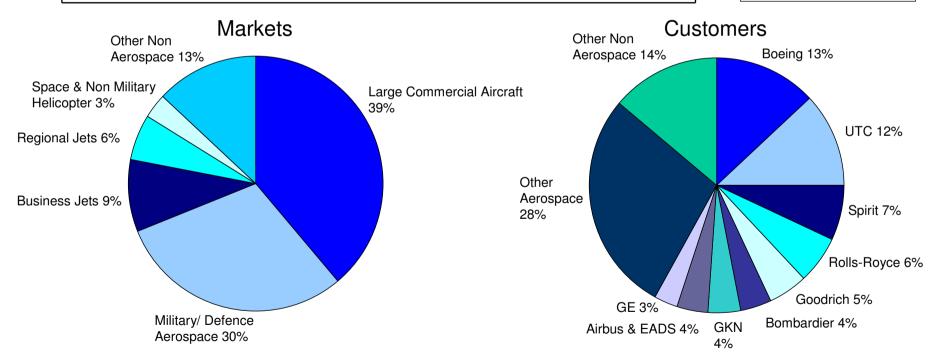




## **AEROSPACE DIVISION: A SUMMARY**

|  | 2010    | 2009(2) | Change |
|--|---------|---------|--------|
| Revenue                                  | £333.8m | £319.7m | +4.4%  |
| Adjusted Operating Profit(1)             | £50.0m  | £39.0m  | +28.2% |
| Adjusted Operating Margin <sup>(1)</sup> | 15.0%   | 12.2%   | -      |

| 15 Operations |    |
|---------------|----|
| NAFTA         | 10 |
| Europe        | 3  |
| UK            | 2  |
| ROW           | -  |



<sup>(1)</sup> Before loss on disposal of fixed assets of £0.1m (2009: £0.1m), amortisation of intangible assets arising on acquisitions of £4.6m (2009: £4.6m) and goodwill impairment charge of £8.7m (2009: £nil).

<sup>(2)</sup> All at 2010 exchange rates – translation effect only.





### **AEROSPACE – OPERATIONS**

**Operation** Location

Senior Aerospace AMT Seattle, USA

Senior Aerospace SSP Los Angeles, USA

Senior Aerospace Jet Products San Diego, USA

Senior Aerospace Metal Bellows Boston, USA

Senior Aerospace Ketema San Diego, USA

Senior Aerospace Sterling Machine Enfield, CT, USA

Senior Aerospace BWT Macclesfield, UK

Senior Aerospace Bird Bellows Congleton, UK

Senior Aerospace Ermeto Blois, France

Senior Aerospace Capo Industries Chino, CA, USA

Senior Aerospace Absolute Mnfg Seattle, USA

Senior Aerospace Composites Wichita, KS, USA

Senior Aerospace Bosman Rotterdam, Holland

Senior Aerospace Calorstat Bellows Dourdan, France

Senior Aerospace Mexico Saltillo, Mexico

2010 Total Gross Sales were £337.5m (2009 £322.2m)





### **AEROSPACE – WHAT DO WE DO?**

#### **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
- Invest in well-funded military aerospace programmes
- Continue focus on operational excellence to deliver market share gains

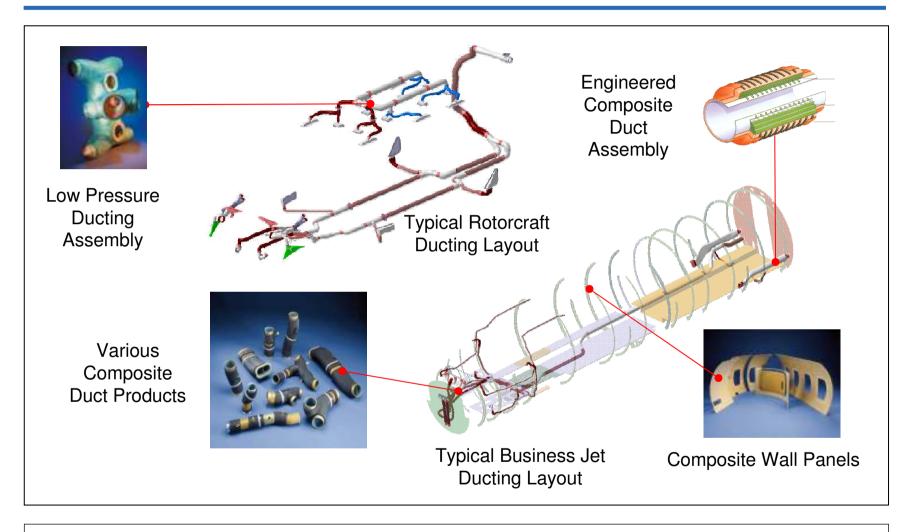


Fluid Systems

Aerostructures



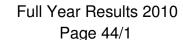
# Fluid Conveyance: Low Pressure Ducting



Main Operations: BWT, Composites

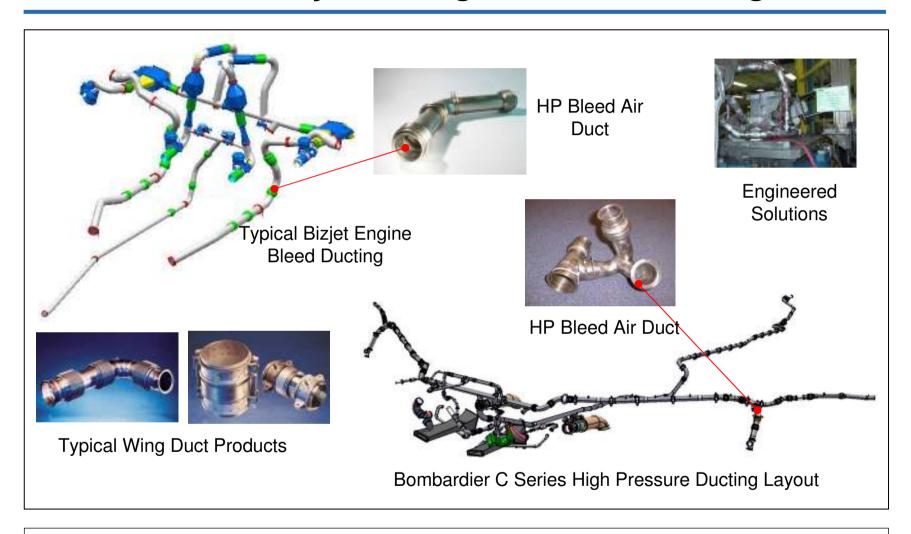
Main Customers: Bombardier, Cessna, Hawker, Mitsubishi, Embraer, Agusta Westland







# 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



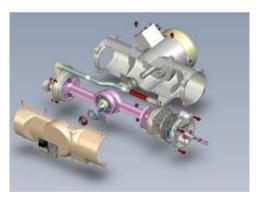
**Control Actuators** 



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)

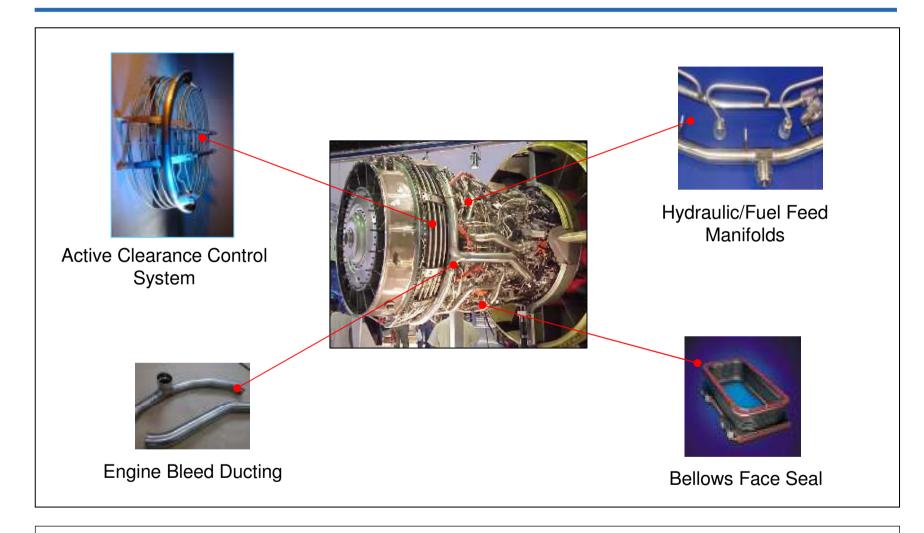
Main Operations: Calorstat, Metal Bellows, Ermeto, Bird Bellows

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





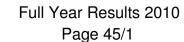
# **Gas Turbine Engines: Fluid Systems**



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

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



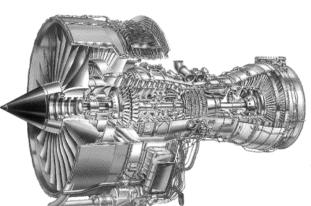




# **Gas Turbine Engine: Engine Components**



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)



TFE 731 Learjet/Hawker Bearing Support Housing

Main Operations: Ketema, Jet, Capo

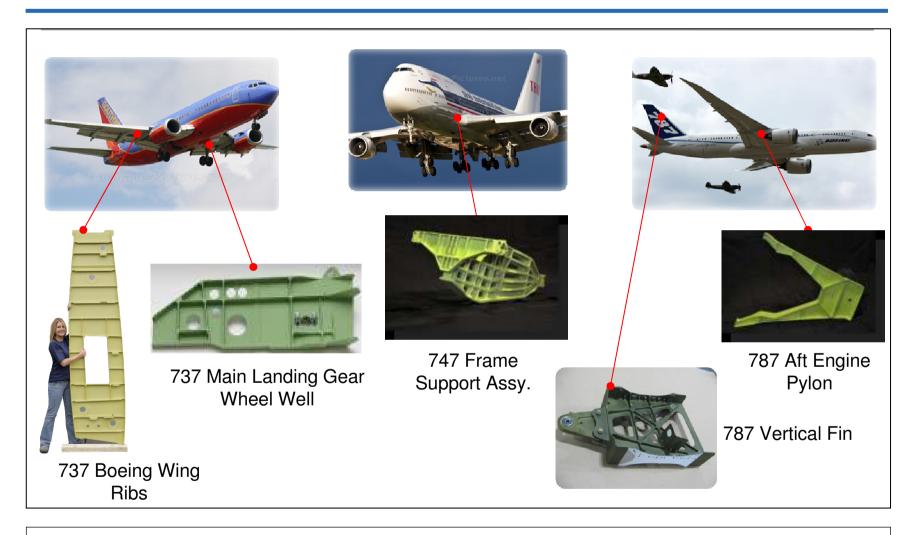
Main Customers: GE, R-R, Honeywell, Goodrich, UTC (P&W)



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## **Structures: Airframe**



Main Operations: AMT, Absolute

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

737 V-Blade Assembly (potential)

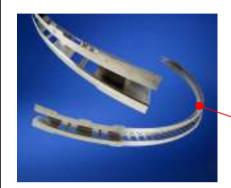
Main Operations: AMT, Jet (potential)

Main Customers: Boeing, Spirit, Goodrich

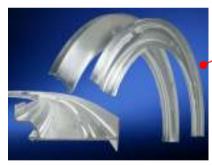




## **Structures: Nacelles**



777 Load Share Ring



CF34-10 Torque Box Ring, (Embraer 190)



B777 Engine Nacelle Housing



GE 90 Inlet Attach Rings (B777)

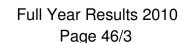


737 Cascade Support Ring

Main Operations: Jet, Ketema

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







# **Structures: Helicopter Transmissions**



Sikorsky UH60 Blackhawk



Sikorsky S-92 Rotorcraft



Blackhawk Gear Housing Assy.



Blackhawk Carrier Assy.



S-92 Carrier Assy.



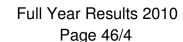
Guide

Main Operations: Sterling

Blackhawk Spindle

Main Customers: Sikorsky, Rolls-Royce (potential), Bell (potential)











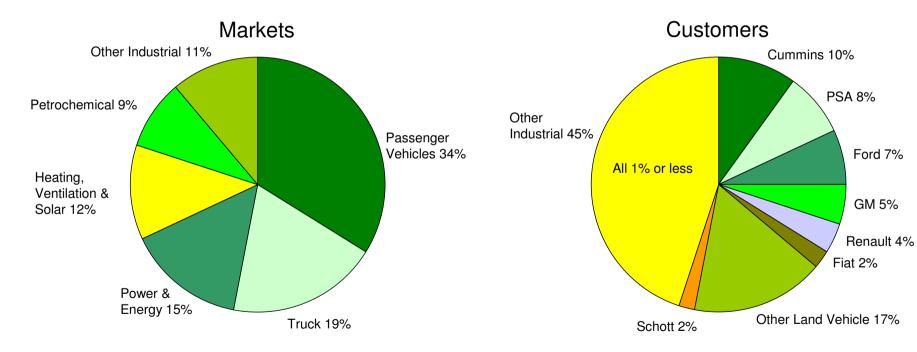




## **FLEXONICS DIVISION: A SUMMARY**

|  | 2010    | 2009(2) | Change |
|--|---------|---------|--------|
| Revenue                                  | £233.5m | £225.8m | +3.4%  |
| Adjusted Operating Profit <sup>(1)</sup> | £31.6m  | £27.9m  | +13.3% |
| Adjusted Operating Margin <sup>(1)</sup> | 13.5%   | 12.4%   | -      |

| 11 Operations |   |
|---------------|---|
| NAFTA         | 3 |
| Europe        | 3 |
| UK            | 2 |
| ROW           | 3 |



- (1) Before profit on disposal of fixed assets of £0.3m (2009: £nil) and acquisition costs of £0.1m (2009: £nil).
- (2) All at 2010 exchange rates translation effect only.





### **FLEXONICS – OPERATIONS**

Operation Location

Senior Flexonics Bartlett Chicago, USA

Senior Flexonics Pathway San Antonio & Maine, USA

Senior Flexonics Berghofer Germany

Senior Flexonics Blois France

Senior Flexonics Cape Town South Africa

Senior Flexonics Sao Paulo Brazil

Senior Hargreaves Bury, UK

Senior Flexonics Canada Toronto, Canada

Senior Flexonics Olomouc Czech Republic

Senior Flexonics New Delhi India

Senior Flexonics Crumlin South Wales (R&D centre)

2010 Total Gross Sales were £236.7m (2009 £225.9m)





### FLEXONICS – WHAT DO WE DO?

#### **Sector**

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

Heat Exchangers
Exhaust Flexes
Common Bail Diesel

#### **Industrial Process Control**

Expansion Joints & Dampeners
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 component manufacture outside
   Western Europe and North America
- Capitalise on energy sector requirements to comply with reduced emissions standards (e.g. US 2010 Clean Air Interstate 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, Berghofer, 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







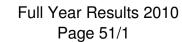
Dampers/Diverters

Metal Expansion Joints

Main Operations: Pathway, WahlcoMetroflex

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







# **Industrial Process Control (2)**







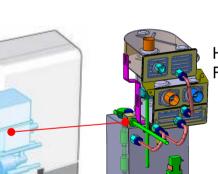
Instrument Control

**Bellows** 

Medical Heat Exchangers

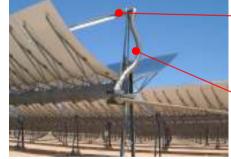


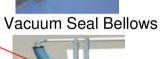
**HVAC** Ducting



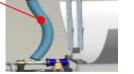
Flexible Tubes & Hoses

Heat Exchangers
Fluid Lines





CSP - Solar Troughs



RotationFlex ®

Fuel Cells - CHP/Power Gen

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

Main Customers: Main HVAC Contractors, Medtronics, Valliant, Siemens, Schott, CERES, Abengoa





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Full Year Results 2010

