

**Delivered Balanced Growing** 

**Preliminary Results Presentation Year Ended 29 September 2012** 

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## **Delivered Balanced Growing**

#### **Delivered**

Revenue	£30.4 million	+32%
Operating profit	£1.8 million	+157%
Operating cash flow	£1.9 million	+£1.0 million
Dividend	7.5p	+4%

#### **Balanced**

Engineered Products Division poised to become largest part of the Group

Cylinders showing strong growth in service offerings

Alternative Energy ready for rapid expansion

## **Growing**

Strong order books and pipeline

New product and service introductions

Acquisition opportunities





# **Better balanced group**







### Designing products and services to satisfy specific customer needs in:









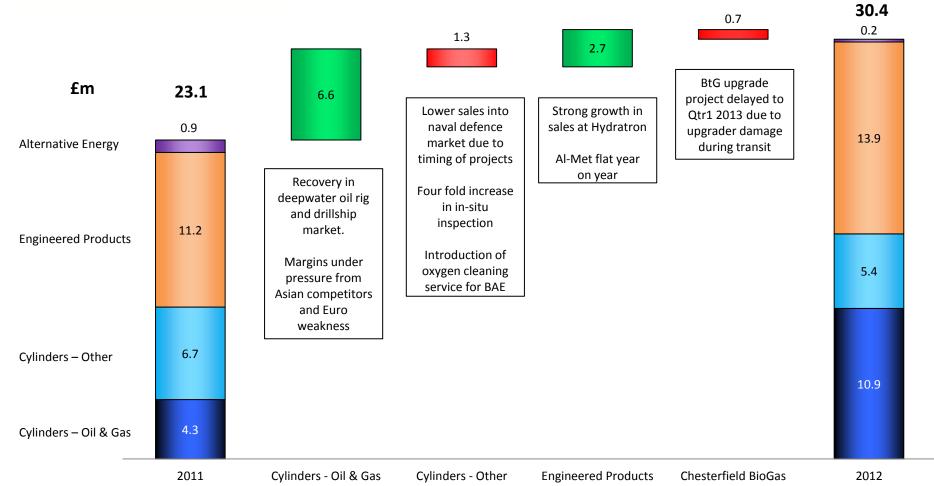


## **Growth drivers**

Segment	Key growth drivers	Growth opportunity
Engineered Products:	Market growth in deepwater oil and gas production	++
	Small in relation to major competitors but more flexible and innovative	++
	Low risk product development and acquisitions in closely related technologies	++
Cylinders:	Increased competition in core oil and gas business	
	Development of high added value service offerings	+
	Growing European market for H <sub>2</sub> and CNG storage and transportation	+
Alternative Energy:	Agreement of Renewable Heat Incentive for Biogas to Grid	+
	Entry of large utility companies into Biogas to Grid market	++



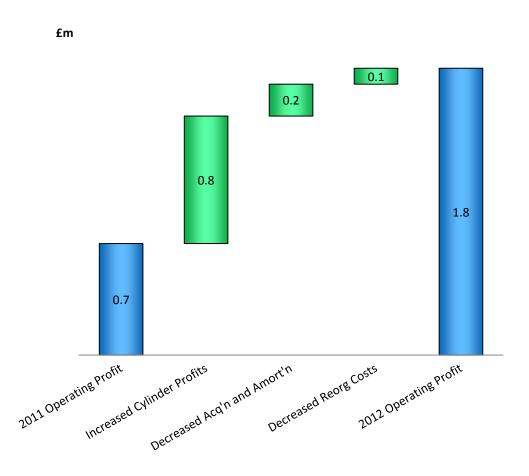
## Sales increased by 32%





# **Operating profit increased by 157%**

	2012 £m	2011 £m
Cylinders	2.3	1.5
Engineered Products	1.0	1.0
Chesterfield BioGas	(0.5)	(0.5)
Acquisition and amortisation costs	(0.2)	(0.4)
Unallocated central costs	(8.0)	(0.9)
Operating profit	1.8	0.7



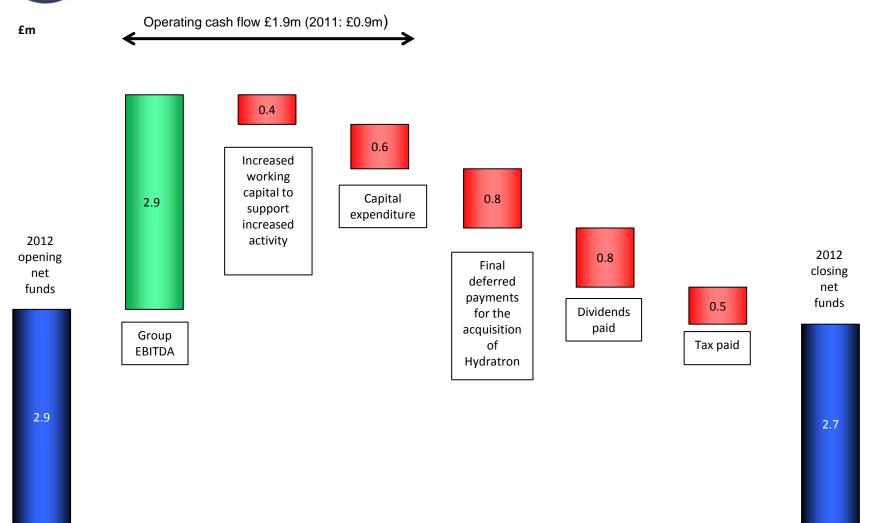


# **Strong balance sheet**

	29 Sep 2012 £m	01 Oct 2011 £m
Intangible assets	3.4	3.9
Fixed assets	4.7	4.6
Inventories	6.9	5.0
Receivables	7.4	6.8
Payables	(8.3)	(7.0)
Working capital	6.0	4.8
Tax provisions	(0.7)	(0.7)
Net funds	2.7	2.9
Net assets	16.1	15.5



# Operating cash flow increased by £1.0 million





# **Everything in the right direction**

	29 Sep 2012	01 Oct 2011
Sales (£m)	30.4	23.1
Operating profit (£m)	1.8	0.7
EBITDA (£m)	2.9	1.5
PBT (£m)	1.8	0.6
EPS basic (pence)	11.2p	3.5p
EPS adjusted (pence)	12.5p	6.2p
Dividend (pence)	7.5p	7.2p
Cash flow (£m)	(0.2)	(3.7)
Net funds (£m)	2.7	2.9













# Expanding Engineered Products hydratron (AI-Met Ltd)

- Sales revenues up 24% to £13.9 million
- Oil and gas market potential high

Growing in all areas (eg sub-sea tree market forecast to grow 40% in 2013) Division an order of magnitude smaller than its major competitors Flexible and innovative

New markets being actively pursued

Defence Industrial gases Automotive engineering Aerospace

- New products planned for 2013
- Actively pursuing acquisition opportunities to increase product range
- Internal focus on "On Time In Full" delivery to take market share and increase internal efficiencies
- Set to become the largest division of the Group within 18 months



# **Rebalancing Cylinders**



- Strong recovery in traditional main market, deepwater Oil & Gas platforms
  - 2011 3 drillship projects supplied
  - 2012 10 drillship projects supplied
  - 2013 7 drillship projects won to date
- Continued pressure on manufacturing margins in ultra large cylinders providing catalyst for diversification
- Growing high margin services

In-situ inspection

Oxygen cleaning

**Trailers** 

Expanding Naval

Astute 6 won

Targeting new customers

Flexible and fast

Military aerospace contract wins

Green markets

European H<sub>2</sub> and CNG potential



## **Poised and ready Alternative Energy**



- Main market Biogas to Grid
- Renewable Heat Incentive for BtG confirmed by Government
   Instilled confidence
   Major utility companies re-entering market
   Number and size of potential projects increased
- Second upgrader project, Stockport, delivered October 2012
- 2013 is the crucial year





#### **Delivered**

Sales growth from recovery in Cylinders main market and Engineered Products

Profit growth from Cylinders; Engineered Products sales growth yet to be reflected in the bottom line

#### **Balanced**

Engineered Products Division poised to become largest part of the Group

Cylinders showing growth in high margin service offerings

Alternative Energy ready for rapid expansion

## Growing

Strong order books and pipeline for Cylinders and Engineered Products

Alternative Energy pipeline strong with number and size of projects increasing

Focus on growing higher margin services in Cylinders

New products planned for Engineered Products

Engineered Products focus on "On Time In Full" delivery to take market share

Seeking selective acquisition opportunities





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