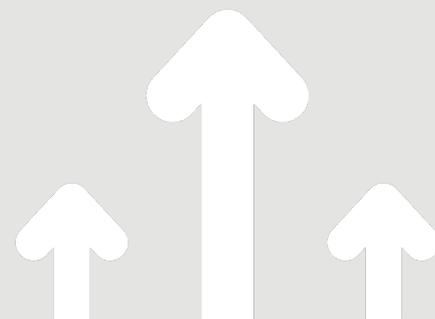




**STRONG
FOUNDATIONS
FOR GROWTH**

PRELIMINARY RESULTS 2018



Forward-looking information

Avon Rubber p.l.c. (the 'Group') is providing the following cautionary statement: This document contains certain statements that are or may be forward-looking with respect to the financial condition, results or operations and business of the Group. These statements are sometimes, but not always, identified by the words 'may', 'anticipates', 'believes', 'expects' or 'estimates'. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. A number of factors exist that could cause actual results and developments to differ materially from those expressed or implied by such forward-looking statements. These factors include, but are not limited to (i) change to the current outlook for the world market for defence, security and dairy, (ii) changes in tax laws and regulations, (iii) the risks associated with the introduction of new products and services, (iv) significant global disturbances such as terrorism or prolonged healthcare concerns, (v) the termination or delay of key contracts, (vi) long term fluctuations in exchange rates, (vii) regulatory and shareholder approvals, (viii) unanticipated liabilities and (ix) actions of competitors. Subject to the Listing Rules of the UK Listing Authority, Avon Rubber p.l.c. assumes no responsibility to update any of the forward-looking statements herein.

Agenda



Highlights

**Financial
Review**

**Strategy
in Action**

Outlook



Highlights

PAUL MCDONALD
Chief Executive Officer

Strong foundations for growth

Continued strategic momentum with strong financial results

Order book growth with wider portfolio contributing

Strategy is delivering - Progress with medium term opportunities

Additional investment in product pipeline for the future

Ongoing improvements to enhance operational efficiency

AEF non-core divestment provides better focus

milkrite | InterPuls acquisition of Merrick's calf nurser product line

Opening order book provides good visibility going into FY19

Confident and well positioned to pursue further growth opportunities

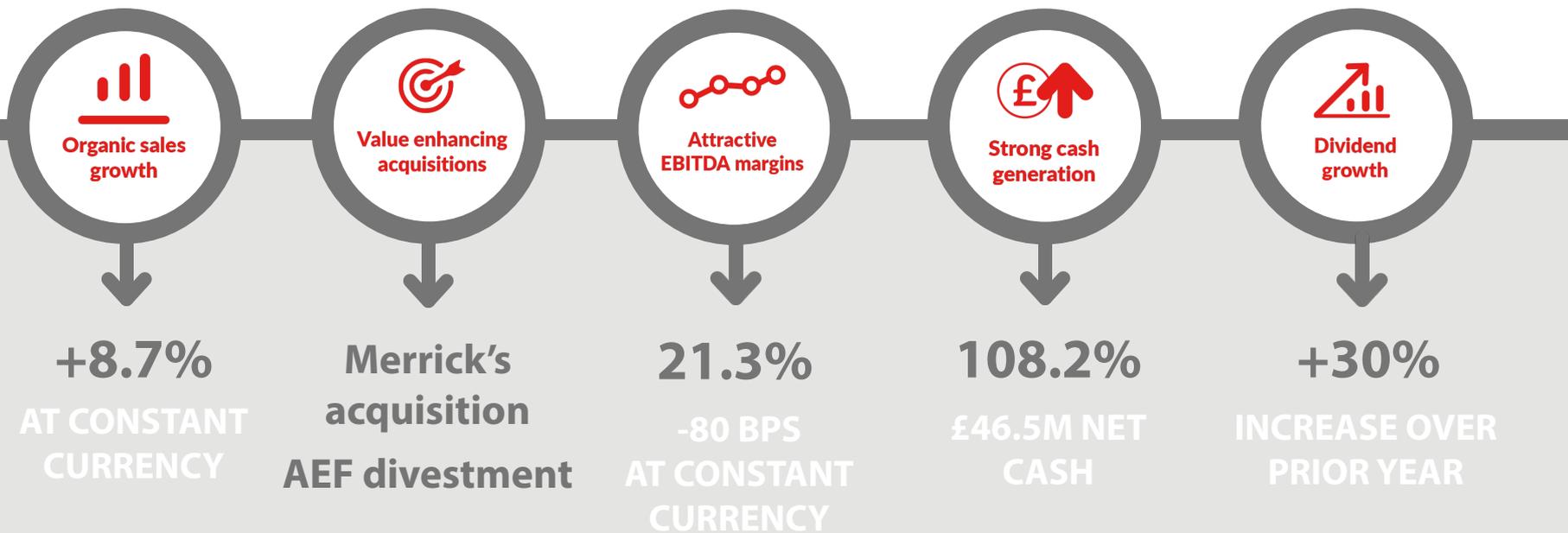
Orders received

£173.3m

↑8.1%



Further progress against investor proposition





Financial Review

NICK KEVETH
Chief Financial Officer

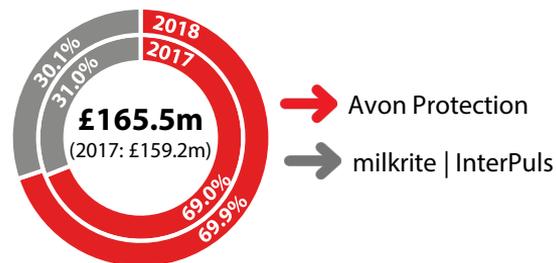
Strong financial momentum

FINANCIALS¹

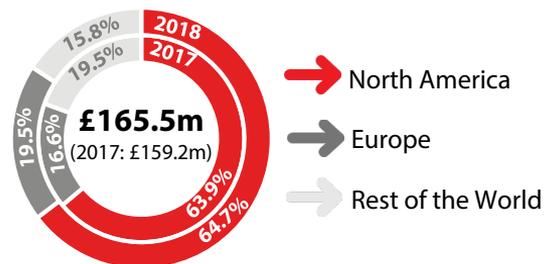
	2018	% Change	% Constant Currency
Orders received	£173.3m	4.4%	8.1%
Closing order book	£37.8m	26.0%	23.4%
Revenue	£165.5m	4.0%	8.7%
Adjusted EBITDA	£35.3m	(1.2%)	5.1%
Adjusted EBITDA margin	21.3%	(1.1%)	(0.8%)
Adjusted operating profit	£27.3m	4.6%	11.8%
Net cash	£46.5m		Up £21.8m
Adjusted basic earnings per share	77.1p	(8.0%)	(0.8%)
Dividend per share	16.02p	30.0%	
Return on capital employed	23.3%	(1.7%)	

¹ These financials are presented on a continuing operations basis, excluding the results of AEF from both 2017 and 2018

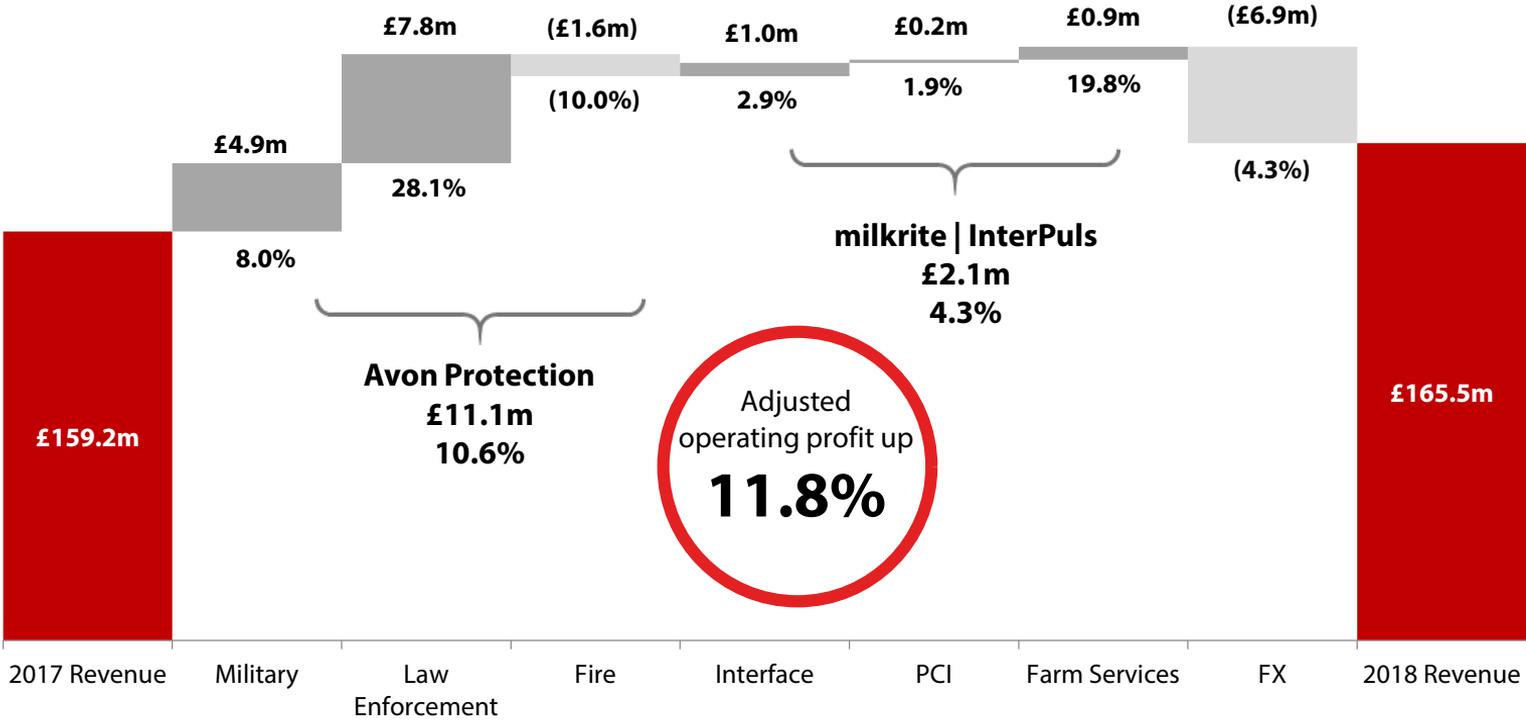
REVENUE SPLIT BY BUSINESS



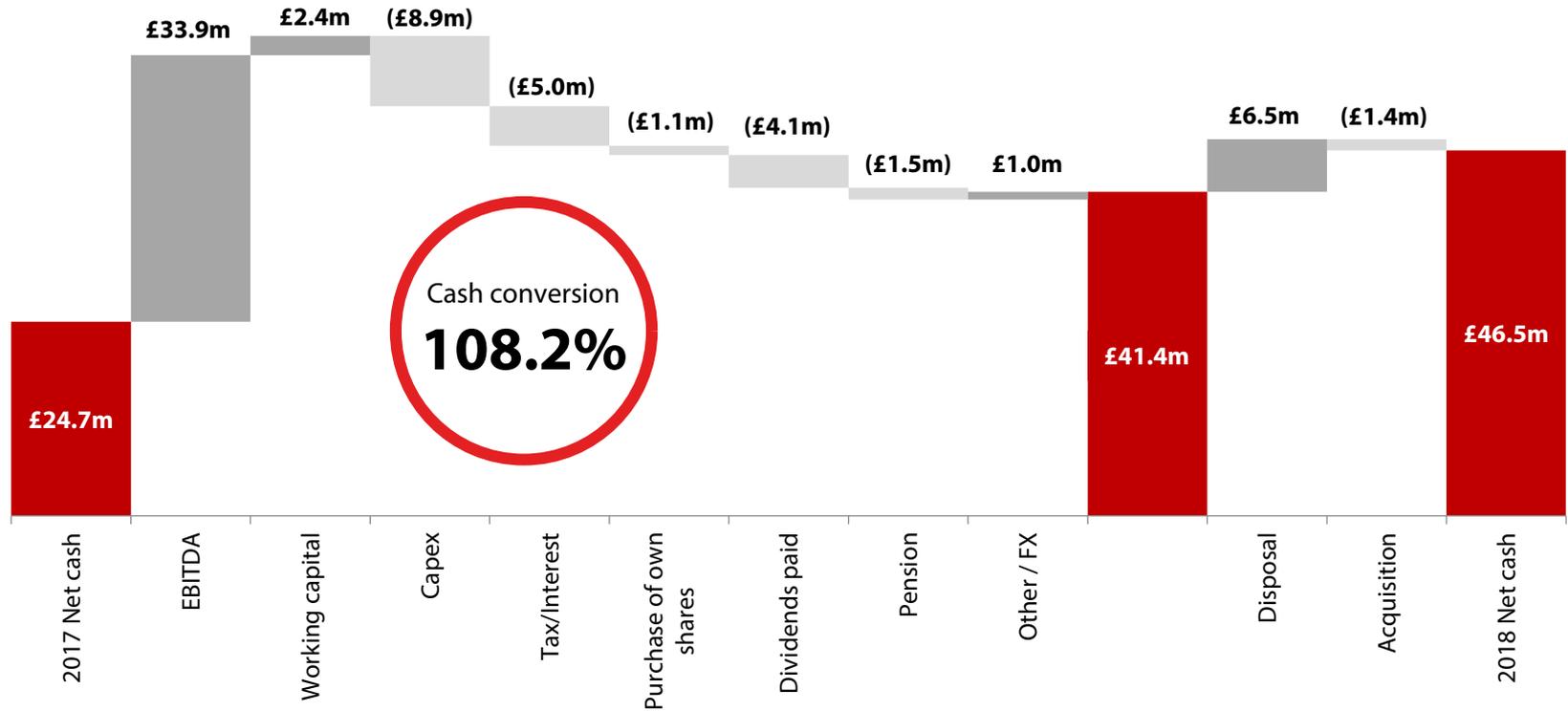
REVENUE SPLIT BY DESTINATION



8.7% revenue growth at constant currency



£21.8m increase in net cash



Avon Protection

FINANCIALS

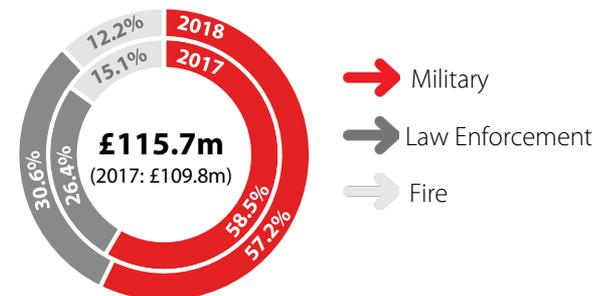
	2018	% Change	% Constant Currency
Orders received	£124.6m	7.4%	11.4%
Closing order book	£35.3m	33.2%	30.6%
Revenue	£115.7m	5.4%	10.6%
Adjusted EBITDA	£26.6m	(0.7%)	5.3%
Adjusted EBITDA margin	23.0%	(1.4%)	(1.1%)
Adjusted operating profit	£21.5m	7.0%	13.4%

ADJUSTED OPERATING PROFIT

	H1	H2
2018	£9.2m	£12.3m
2017 ¹	£8.3m	£11.8m
2016 ¹	£6.5m	£8.2m
2015 ¹	£4.4m	£7.4m
2014 ¹	£5.5m	£6.2m

¹ Restated to reflect the continuing operations of the Group following the sale of Avon Engineered Fabrications, Inc on 30 March 2018.

REVENUE SPLIT BY MARKET



COMMENTS

- Strong order and revenue growth driven by Law Enforcement and Military
- Higher revenues from M50 volumes and DOD spares
- Reduction in EBITDA margin due to sales product mix
- Fire impacted by challenging market conditions in North America
- Opening order book provides excellent visibility into 2019

milkrite | InterPuls

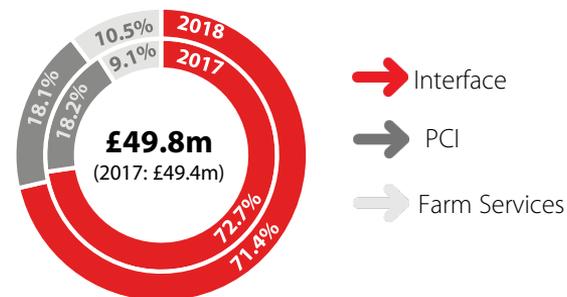
FINANCIALS

	2018	% Change	% Constant Currency
Orders received	£48.7m	(2.6%)	0.6%
Closing order book	£2.5m	(28.6%)	(31.1%)
Revenue	£49.8m	0.8%	4.3%
Adjusted EBITDA	£10.9m	-	5.2%
Adjusted EBITDA margin	21.9%	(0.2%)	0.2%
Adjusted operating profit	£8.0m	-	6.7%

ADJUSTED OPERATING PROFIT

	H1	H2
2018	£3.6m	£4.4m
2017	£4.0m	£4.0m
2016	£3.4m	£3.8m
2015	£3.3m	£3.1m
2014	£2.7m	£3.0m

REVENUE SPLIT BY MARKET



COMMENTS

- Improved North America market conditions in H2 returned Interface to growth
- Merrick's calf nurser product line acquisition in June for \$2.1m
- Strong growth in Farm Services driven by Cluster Exchange Service
- Foundations in place for further PCI growth



Strategy in Action

PAUL MCDONALD
Chief Executive Officer

All elements of the strategy driving performance



Growing the core

- Farm Services expansion
- PCI North America growth
- Relocation of West Palm Beach manufacturing site
- 89,000 M50 order book
- Wider RoW opportunities



Selective product development

- M69 aircrew mask first deliveries expected in 2019
- Expansion of powered air range
- First deliveries of MCM100 underwater rebreather
- Product readiness of UK GSR

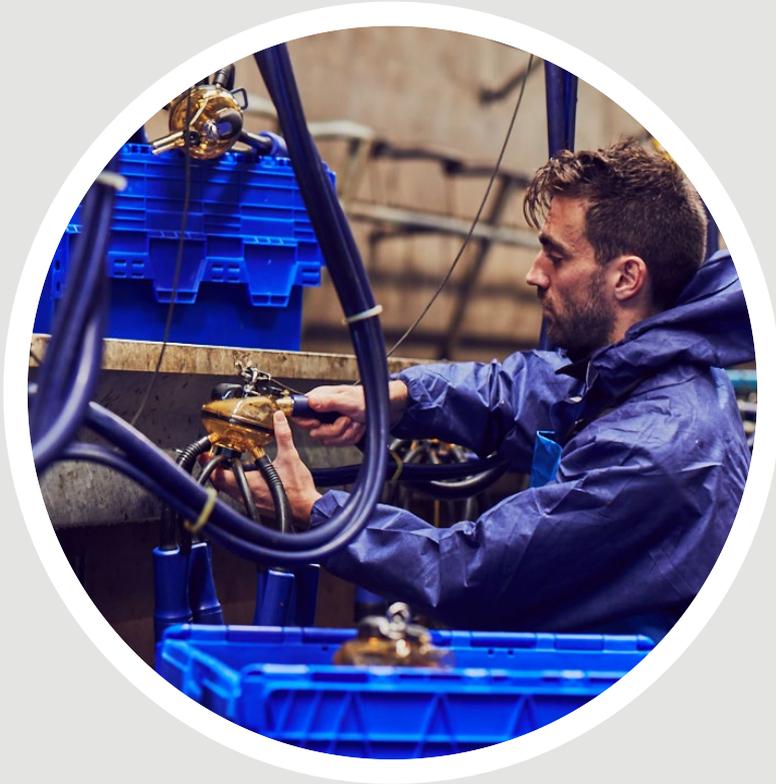


Value enhancing acquisitions

- Actively pursuing further acquisition opportunities
- Acquisition of Merrick's calf nurser
- AEF non-core divestment

Strategy in action: Farm Services revenue up 19.8%

- Competitor differentiation through unique leasing model with direct relationship with the customer
- Farm Services launched with Cluster Exchange
- Established customer base in North America and Europe servicing 2,100 farms with 637,000 cows and 40,000 cluster points
- Farm Services expanded in 2017 to include Pulsator and Tag Exchange
- Pulsator Exchange launched following successful pilot, now servicing 30,000 cows and 844 cluster points
- Opportunity for Pulsator and Tag Exchange is significant
- Farm Services creates the future direct to farm delivery platform for increasingly complex technical offerings



Strategy in action: PCI growth North America

- Significant growth opportunity in North America to leverage our market leading Interface platform
- Heavy duty PCI farm range launched in 2018 to meet usage requirements of larger industrial farms
- Multi-site reference farms established in 2018 to demonstrate technical product solution to distribution network
- Plug and play compatibility with legacy OEM dairy systems provides flexibility for dealers to choose best equipment solution
- Technical sales specialists added to North American team to support significant growth opportunity





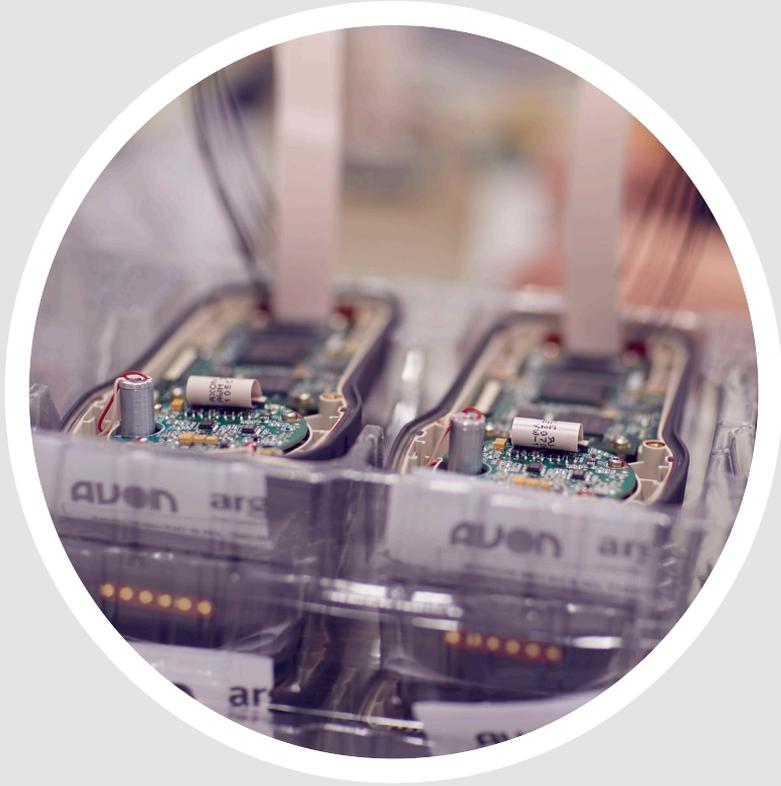
Strategy in action: Acquisition of Merrick's calf nurser product line

- Acquisition of Merrick's calf nurser product line assets for \$2.1m
- Strong brand recognition and long sales history in North America
- Smooth integration with milkrite | InterPuls having been the exclusive rubber component manufacturer for over twenty five years
- Control of the distribution rights will contribute to revenue growth and margin efficiency in Interface
- Strong order pipeline with wider RoW opportunities

Strategy in action: Stronger underlying M50 mask system demand

- 179,000 M50 mask systems delivered in the year with an FY19 opening order book of 89,000
- Product life cycle anticipated for a further 20 years
- Ongoing demand of minimum 50,000 per annum volumes from FY20 with further upside potential from allied RoW Militaries
- M50 mask system is designed to last up to 10 years dependent on use requirements
- Follow on sustainment contract anticipated during 2019
- Growing spares and filter demand for in service requirements





Strategy in action: Relocation of West Palm Beach manufacturing site

- West Palm Beach, FL was the assembly line for electronic components used in Deltair SCBA, MCM100 underwater rebreather and argus thermal imaging cameras
- The manufacturing facility was relocated to Cadillac, MI in September at a cost of £0.9m
- This aligns our electronics assembly with the other production processes in Cadillac
- Relocation will improve production efficiency and deliver product margin improvements, with benefits already being realised

Strategy in action:

First orders of M69 aircrew masks expected for delivery in 2019

- Multi-year sole-source contract expected to be awarded imminently with first deliveries in 2019
- M69 aircrew mask developed and tested in partnership with the US DOD
- DOD funded the development and testing programme
- Avon Protection owns the intellectual property for the aircrew mask
- This is our first mask developed to meet the unique CBRN protection requirements of aircrew personnel
- Developed for use on 10 US DOD fixed wing airframes, with potential to add more aircraft in the future and sell to other allied RoW militaries





Strategy in action: First deliveries of MCM100 underwater rebreather

- Designed in partnership with specialist military divisions to meet bespoke technical requirements
- First orders delivered in 2018
- Product capability and technology advancement very well received by customers
- Strong reference customer with Norwegian Military
- We have a three year product advantage over the incumbent competition
- Confident outlook in sustainable demand and future orders

Strategy in action: Production readiness of UK GSR for first deliveries in 2019

- Entered into a five year contract with the UK MOD in February 2018 for up to £16.0m
- Contract to resupply and provide in-service support for the UK General Service Respirator
- MOD retains the intellectual property rights to the GSR
- Capital expenditure of £3.0m to prepare for production readiness and product approvals with the MOD
- Full production is expected to commence in the second half of FY19
- Key reference customer and provides further opportunities for expanding the Avon portfolio with UK MOD





Strategy in action: Expansion of powered air range

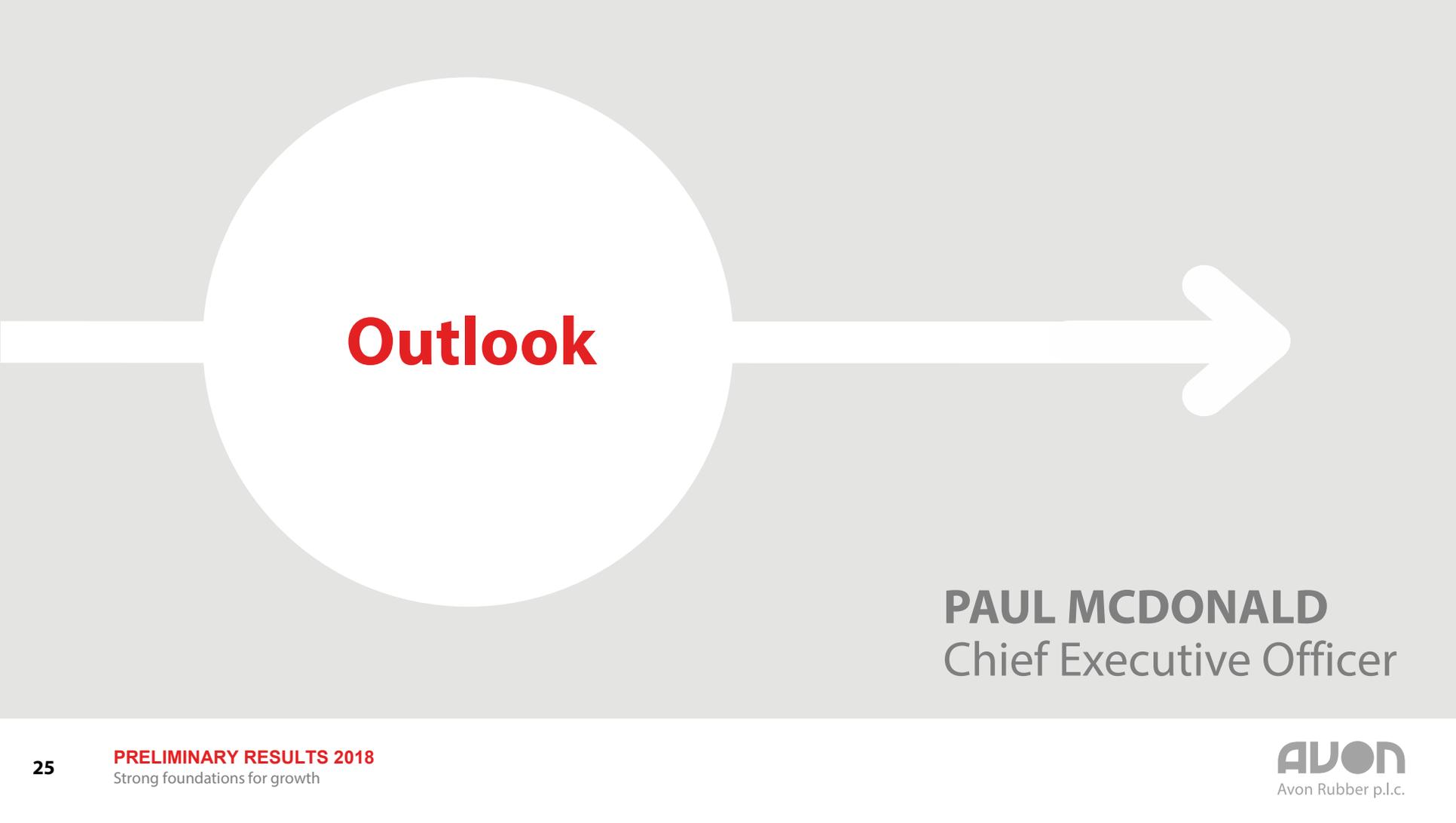
- Powered air range developed in partnership with customers to meet their CBRN protection needs
- Modular range provides multiple CBRN threat protection options whilst reducing breathing burden
- Strong customer demand in Military and Law Enforcement markets due to technology innovation and market differentiation
- Modular platform expands accessible available market and provides additional selling opportunities to our current and new mask customers

Strategy in action: Value enhancing acquisitions to further accelerate growth

- Clear strategic commercial and financial criteria for acquisitions to enhance core revenue growth
- Targeting acquisitions with technologies which are complementary and broaden our existing portfolio
- Acquisitions must contribute to revenue, margin and cash conversion strategic growth objectives
- Strong balance sheet and debt capacity provides flexibility to execute on acquisition opportunities
- Actively tracking multiple opportunities for both Avon Protection and milkrite | InterPuls



**Value enhancing
acquisitions**



Outlook

PAUL MCDONALD
Chief Executive Officer

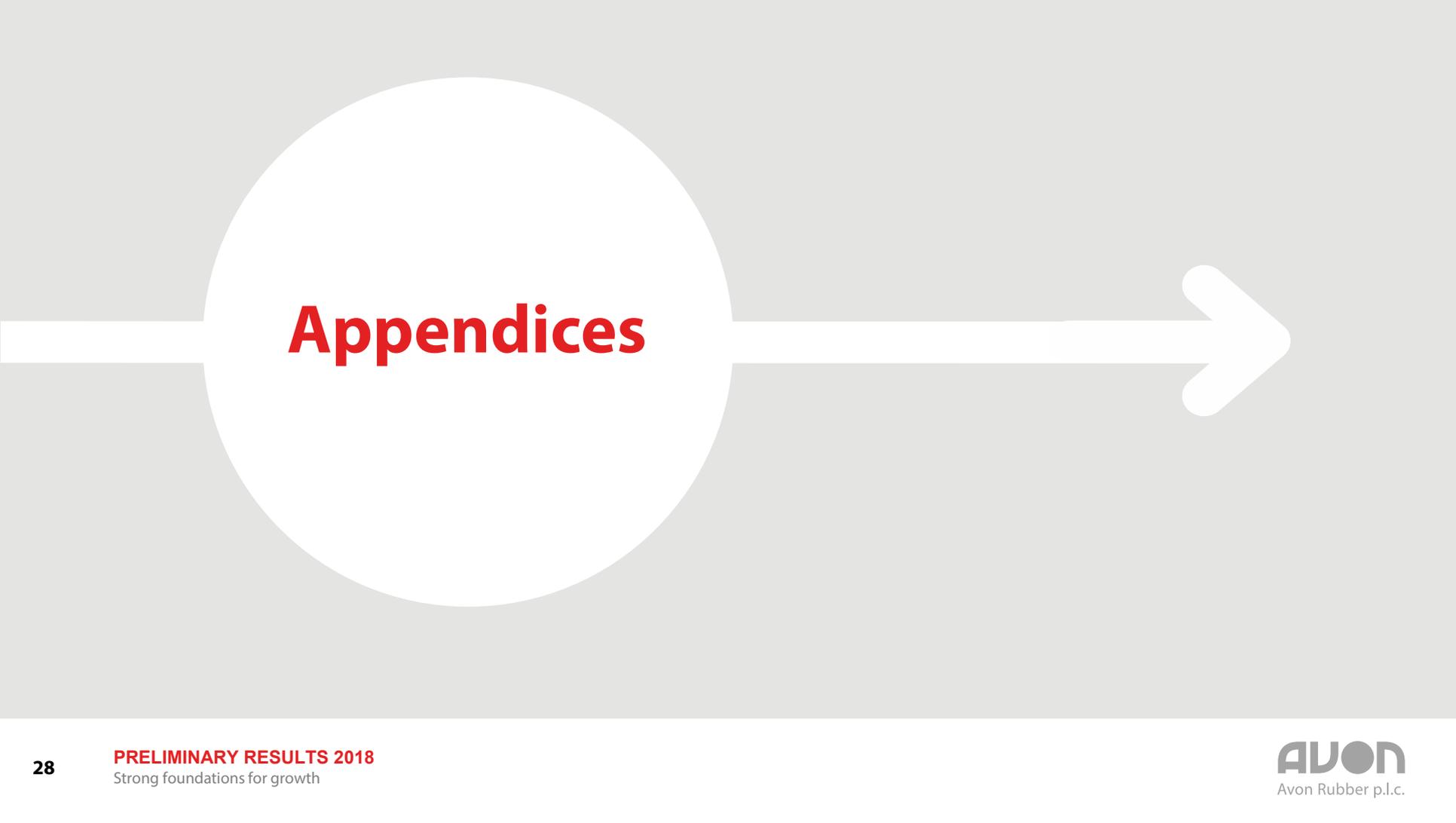
Strong foundations for growth

- Strong opening order book provides visibility going into FY19
- Continued underlying momentum of key strategic programmes
- Benefits from wider product offering being realised
- Committed to investment in technological innovation for the future
- Strong financial position supports pursuit of acquisition opportunities





Questions & Answers



Appendices

Avon Protection



Military

Global leader within Military CBRN for masks and filters, with leading portfolio of respirators, filters, powered and supplied air and long term pedigree for military contracting and supply chain excellence. Avon Protection is the sole source supplier to the US DOD of the joint service general purpose mask (JSGPM), whilst expanding into wider respiratory technology applications in both air and sea.



Law Enforcement

Supplying a range of NIOSH and CE approved mask solutions for global law enforcement customers, whilst organically expanding a wider portfolio of filters, hoods and powered air offerings to complement the mask, to increase capability of the law enforcement community in responding to global threats.



Fire

Leading provider of thermal imaging camera technology and self-contained breathing apparatus suppliers.

Masks

MILITARY

LAW ENFORCEMENT

FIRE

NEW PRODUCT



GSR

Our world leading expertise and reputation for quality in respiratory protection systems has been recognised by the UK Ministry of Defence (“MOD”) through the new 2018 contract for the resupply and in-service support of its General Service Respirator (“GSR”).



M50

Developed with the US Department of Defense, the M50 is designed to meet the latest military mask requirements, the M50 delivers the lowest profile CBRN twin filter system on the market.



FM54

The ‘first to market’ combination respirator, developed to meet the technically advanced needs of global special forces, the FM53 delivers positive pressure SCBA, PAPR and negative pressure capability. All of these capabilities are available from one mask platform without the need to change components.



M69

Based on the proven 50 series mask platform, the M69 has been specifically developed to meet the unique requirements of aircrew wearers who require CBRN respiratory protection at all altitudes up to 40,000ft (12,000m).



M53A1

A technical evolution of the 50 series mask platform, the M53A1 was specifically designed to meet the unique requirements of Special Mission Units while providing the maximum operational flexibility.

Supplied & powered air

MILITARY

LAW ENFORCEMENT

FIRE

NEW PRODUCT



MP-PAPR

A departure from traditional rigid plastic construction systems, the MP-PAPR is the world's first flexible powered air unit, constructed from the same field proven chlorobutyl rubber, as used for the 50 series mask range.



CS-PAPR

The CS-PAPR is the newest generation of modular CBRN powered air purifying respirator (PAPR). Designed for use with combination unit respirators (CURs) the CS-PAPR enables the user to select the level of protection dependent on the threat, providing increased operation time and safety levels.



ST54

The ST54 combines Avon Protection's FM54 mask technology with a lightweight, scalable, tactical SCBA set. The system can be combined with powered air to deliver adaptable protection factor through positive pressure, powered air and negative pressure modes from a single unit.



CS-ELITE

The CS-Elite has been developed to provide special operations with a flexible and advanced, slim line profile, hybrid breathing system. Coupled with the FM54 mask and patented Combination Hose module the wearer can seamlessly switch between APR, PAPR and SCBA modes of protection.

Fire

MILITARY

LAW ENFORCEMENT

FIRE

NEW PRODUCT



MI-TIC E L

Premium lightweight thermal imaging with industry leading dynamic range and oversized display for top performance in the most extreme firefighting environments.



DELTAIR

Developed to deliver ruggedness and reliability, Deltair has been approved to meet NFPA, NIOSH, and MIL Spec standards to ensure it meets and exceeds the tough demands required by fire fighters.



MAGNUM

We are in the process of testing our upgraded Deltair SCBA system to comply with the new NFPA fire safety standards and will market the range under the Magnum brand name.

Accessories

MILITARY

LAW ENFORCEMENT

FIRE

NEW PRODUCT



FILTERS

We have a range of CBRN filters designed to meet the relevant criteria specified by NIOSH and CE Standards.



VISION

Our mask outserts attach to the 50 series mask range to provide additional eye protection and are impact and scratch resistance in extreme environments.



COMMUNICATIONS

For enhanced communication, an optional Voice Projection Unit (VPU) with internal microphone can be connected to our 50 series masks via the Electronic Communication Port (ECP).



HYDRATION SYSTEMS

Our hydration systems integrate with our masks, without the need for adaptors, enabling the wearer to operate for long periods of time whilst wearing full CBRN protection.

Escape hoods

MILITARY

LAW ENFORCEMENT

FIRE

NEW PRODUCT



NH15

The Avon NH15 CBRN Air Purifying Escape Respirator is the smallest and most compact CBRN escape hood on the market, approved to carry NIOSH and CE marking. Its low cost makes it ideal for military, first responders, security and protection teams seeking immediate or emergency respiratory protection in a CBRN scenario.



NH15 COMBO

Built on the proven technology of the NH15, the smallest and lightest NIOSH and CE certified air purifying escape hood ever developed, the NH15 Combo delivers the proven performance and functionality of the NH15 and adds an advanced media to provide carbon monoxide (CO) protection. Providing a high level of respiratory, eye and face protection for a minimum of fifteen minutes, the NH15 Combo not only protects against all airborne CBRN and CO threats but also protects the face from liquid agent splashes.

Underwater

MILITARY

LAW ENFORCEMENT

FIRE

NEW PRODUCT



MCM100

The MCM100 is a configurable platform to meet multiple military Underwater Breathing Apparatus (UBA) requirements. It is a fully closed circuit, electronically controlled, mixed gas rebreather CE tested to 100m, suitable for a large range of military or tactical diving disciplines such as Mine Countermeasure (MCM), Explosive Ordnance Disposal (EOD) in shallow or deep waters, Mine Investigation and Exploitation (MIE) and Special Operations Forces (SOF).



MDC150

The next generation of military dive computer with real-time data/decompression logging and a custom interface which is fully reconfigurable allowing reprogramming as requirements change. The multiple algorithm capability allows for end user decompression system inclusion. The robust and ergonomic form has been specifically designed for use in demanding military diving applications and for use with the MCM100 underwater rebreather.

milkrite | InterPuls



Interface

milkrite | InterPuls is the market leader for cluster technology to remove milk from the animal in the most efficient way and maximise the performance of the farm with improved cost benefits for the farmer and improved animal health for the animal.



Precision, Control, Intelligence

Precision refers to the set up of the air system within the milking process to maximise the performance and efficiency of the system to provide the most efficient milking process.

Control is the physical control of the milking system to provide automation opportunities to minimise labour inputs.

Intelligence is the critical part of the dairy system which extracts data from the animal and integrates this within the farm herd management system or dairy management system when supplied as an integrated solution.



Farm Services

Whilst offering the entire product range on a resale basis, milkrite | InterPuls have developed the unique Farm Services offering, where clusters, pulsators & tags are offered to the farm on a lease hire basis, with a fully incorporated service and warranty scheme managed directly to the farm.

Interface



LINERS

The Impulse and Impulse Air ranges are designed to minimise slip and improve animal health with their unique interlocking anti-twist shell design. Impulse Air takes innovation one step further using a unique air flow to draw the milk away quickly.



TUBING

Our premium silicone tubing is made from a strong material, with superior tear strength, with proven performance from benchmark testing against similar products.



IMPULSE CLAW 300

The Impulse Claw 300 with its durable, lightweight and ergonomic design makes the claw easier for the operator to handle and reduces the overall weight of the cluster, improving animal comfort.



CALF NURSER

For use in feeding newborn calves, the Merrick's calf nurser features a patented teat design which prevents milk leakage yet allows air to be released into the bottle as the calf is nursing.

Precision, Control & Intelligence



LO2AIR

Precision refers to the set up of the air system within the milking process to maximise the performance and efficiency of the system to provide the most efficient milking process. We are the world-leading manufacturer of state of the art electronic pulsators designed to facilitate gentle, complete and uniform milking.



iMILK600 HD

Control is the physical control of the milking system to provide automation opportunities to minimise labour inputs. An example product in our Control range is the iMilk600 HD which is a state of the art milking point controller with advanced electronics and sensors. The user-friendly panel displays real time milk yield, temperature, milking time, animal number and conductivity.



IFC MYFARM.CLOUD

Intelligence is the critical part of the dairy system which extracts data from the animal and integrates this within the farm herd management system or dairy management system when supplied as an integrated solution. An example product in our Intelligence range is the iFC myfarm.cloud. This software consolidates and analyses data captured from neck and leg tags as well as the milking process to drive improved efficiency and farm performance.

Farm services



CLUSTER EXCHANGE SERVICE

Through Cluster Exchange Service, farmers lease complete milking clusters and outsource their liner change process to us. This is managed through service centres established in our existing facilities, with the support of our dealers and third-party logistics specialists.



PULSATOR EXCHANGE SERVICE

The Pulsator Exchange Service enables farmers to lease our market leading pulsators and we provide ongoing servicing and maintenance.



TAG EXCHANGE SERVICE

Tag Exchange Service enables farmers lease leg and neck tags with servicing and maintenance provided by us. This enables farmers to remove the burden of capital investment and to flex the number of tags according to changes in the size of their herds.

Group income statement

	2018 £m	2017 £m
Revenue	165.5	159.2
EBITDA	35.3	35.7
Depreciation and amortisation	(8.0)	(9.6)
Operating profit before amortisation of acquired intangibles, exceptional items and defined benefit pension costs	27.3	26.1
Amortisation of acquired intangibles, exceptional items and defined benefit pension costs	(4.5)	(6.0)
Operating profit	22.8	20.1
Interest income	0.2	0.1
Interest expense	(0.2)	(0.3)
Other finance expense	(1.2)	(1.0)
Profit before taxation	21.6	18.9
Taxation	(1.8)	2.9
Profit for the year from continuing operations	19.8	21.8
Profit/(loss) from discontinued operations	1.6	(0.3)
Profit for the year	21.4	21.5
Adjusted basic earnings per share from continuing operations	77.1p	83.8p

Reported to adjusted reconciliation

	2018 £'m	2017 £'m
Operating profit	22.8	20.1
Amortisation of acquired intangible assets	3.1	3.0
Impairment of capitalised development expenditure	-	2.6
Impairment of plant and machinery	-	0.3
Post-acquisition working capital adjustment	-	(0.3)
Restructuring costs	0.9	-
Defined benefit pension scheme administration costs	0.5	0.4
Adjusted operating profit	27.3	26.1

Revenue by line of business

	2018 £m	2017 Restated ¹ £m	2017 £m
Military	66.1	64.2	64.2
Law Enforcement & Civil	35.4	29.0	29.0
Fire	14.2	16.6	16.6
Avon Protection	115.7	109.8	109.8
Interface	35.6	35.9	34.5
Precision, Control & Intelligence	9.0	9.0	10.4
Farm Services	5.2	4.5	4.5
milkrite InterPuls	49.8	49.4	49.4
Group total	165.5	159.2	159.2

¹ The 2017 financials have been restated on a continuing operations basis, excluding the result of AEF

Balance sheet

	2018 £m	2017 £m
Intangible assets	41.5	40.4
Property, plant and equipment	22.6	26.3
Current assets	47.2	45.8
Current liabilities	(41.4)	(36.9)
Non-current liabilities	(1.1)	(0.6)
	68.8	75.0
Net cash	46.5	24.7
	115.3	99.7
Retirement benefit scheme	(30.5)	(44.1)
Net assets	84.8	55.6

Cash flow

	2018 £m	2017 £m
Cash flows from continuing operations	38.2	35.0
Cash impact of exceptionals	(0.1)	0.3
Cash flows from discontinued operations	(0.2)	0.3
Cash generated from operations	37.9	35.6
Net interest paid	-	(0.1)
Payments to pension scheme	(1.5)	(1.0)
Tax paid	(5.0)	(2.0)
Disposal of business	6.5	-
Purchase of property, plant and equipment	(3.3)	(2.6)
Capitalised development costs and purchased software	(5.6)	(2.9)
Acquisitions	(1.4)	-
Dividends paid to shareholders	(4.1)	(3.2)
Purchase of own shares	(1.2)	(1.0)
Exchange and other	(0.5)	(0.1)
Movement in net cash	21.8	22.7
Opening net cash	24.7	2.0
Closing net cash	46.5	24.7
% Cash conversion from EBITDA	108.2%	98.1%

Foreign exchange and sensitivities

	Average rate 2018	Closing rate 2018	Average rate 2017	Closing rate 2017
US Dollar	1.346	1.305	1.267	1.339
Euro	1.132	1.127	1.147	1.134

	1\$ cent movement £m	1€ cent movement £m
Revenue	0.9	0.1
Operating profit	0.2	-
Net assets	0.3	0.2

2017 Restatements

Adjusted	FY 2017		Restated £m
	As previously reported £m	AEF discontinued operations £m	
Orders received	173.9	(7.9)	166.0
Closing order book	34.0	(4.0)	30.0
Revenue	163.2	(4.0)	159.2
EBITDA	36.0	(0.3)	35.7
Operating profit	25.8	0.3	26.1
Profit before tax	25.6	0.3	25.9
Tax	(0.4)	-	(0.4)
Profit for the year ¹	25.2	0.3	25.5
Statutory			
Orders received	173.9	(7.9)	166.0
Closing order book	34.0	(4.0)	30.0
Revenue	163.2	(4.0)	159.2
EBITDA	35.9	(0.3)	35.6
Operating profit	19.8	0.3	20.1
Profit before tax	18.6	0.3	18.9
Tax	2.9	-	2.9
Profit for the year ¹	21.5	0.3	21.8

¹ Profit for the year from continuing operations

Glossary of financial terms

Term	Explanation
Adjusted basic earnings per share	Adjusted profit for the year divided by the weighted average number of shares in issue
Adjusted EBITDA	Adjusted EBITDA is defined as operating profit before depreciation, amortisation, exceptional items and defined benefit pension scheme costs. It excludes any effect of discontinued operations.
Adjusted EBITDA margin	The ratio of Adjusted EBITDA to revenue
Adjusted operating profit	Operating profit adjusted to exclude amortisation of acquired intangibles, pension administration costs and any exceptional items
Cash conversion	The ratio of cash generated from operations before the effect of exceptional items, as a percentage of adjusted EBITDA.
Closing order book	Orders held by the Group at the end of the year which are not yet fulfilled.
Constant currency	Comparative performance measures are retranslated at current year exchange rates to present a comparison unaffected by currency movements
Continuing operations	The segments of the Group that are expected to still be operating in the future
Discontinued operations	The segments of the Group that no longer function within the core business and which are separately disclosed within the Income Statement

Glossary of financial terms (continued)

Term	Explanation
Dividend per share	Dividends paid / proposed, divided by the weighted average number of shares in issue
EBITDA	The Group's earnings before charging interest, tax, depreciation and amortisation
Intellectual Property	Intangible property created by the Group through research and development, that is protected through patents, copyrights or trademarks
Net cash/debt	Net cash is the Group's cash net of any drawn debt or overdraft. Net debt is the Group's drawn debt and overdrafts net of any cash balance.
Orders received	The orders received throughout the year and recognised as revenue together with orders in the closing order book.
Return on capital employed	Adjusted operating profit as a percentage of average capital employed. Capital employed is the sum of shareholders' funds adjusted for non-current liabilities and current borrowings.

Abbreviations

Term	Explanation
50 Series	A range of masks based on the proven technology of the M50 mask system
AEF	Avon Engineered Fabrications, Inc. was the US based hovercraft skirt and bulk liquid storage tank business
BPS	Basis points
CBRN	Chemical, Biological, Radiological, Nuclear
CE	CE markings indicate conformity to health and safety standards sold within the European Economic area
CES	Cluster Exchange Service
DOD	Department of Defense
FX	Foreign exchange
FY	Financial year
GSR	General Service Respirator
H1/H2	First half of the financial year (October – March) / Second half of financial year (April – September)
MOD	Ministry of Defence

Abbreviations (continued)

Term	Explanation
NFPA	National Fire Protection Association, a North American trade association that maintains usage standards for the Fire service
NIOSH	National Institute of Occupational Safety and Health. NIOSH approval indicates conformity to health and safety standards of products sold within North America
OEM	Original equipment manufacturer
PAPR	Powered air breathing apparatus
PCI	Precision, Control and Intelligence
PES	Pulsator Exchange Service
RoW	Rest of world
SCBA	Self-contained breathing apparatus
TES	Tag Exchange Service