2009 Preliminary Results
Analyst's presentation

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Group Chief Executive

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Agenda

Highlights
Stephen Bird,
Group Chief Executive

Financial Review
Richard Cotton,
Group Finance Director

Operational Review & Outlook
Stephen Bird,
Group Chief Executive

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Highlights

Stephen Bird
Group Chief Executive

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Highlights

Challenging 2009 – well positioned for future growth

- **Resilient performance in Imaging business, helped by growth in camera bags and the premium Gitzo brand**
- **Videocom division severely affected by economic downturn, although Litepanels LED business continued growth trend**
- **£21.9 million cost reduction programme fully implemented – at a cost of £10.9 million**
- **Excellent cash performance from enhanced working capital management**
- **Strong balance sheet: net debt reduced from £53.0 million to £40.6 million**
- **Final dividend maintained at 10.9p; full year dividend maintained at 18.3p**
- **Launch of three core market strategy**

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Financial Review

Richard Cotton
Group Finance Director

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Income statement

	2009 £m	2008 £m	Δ %	Δ CER** %
Revenue	315.1	337.7	(6.7%)	(19.1%)
Gross margin %	*39.3%*	*40.6%*	*-1.3 pts*	
Operating profit*	24.5	38.4	(36.2%)	(54.2%)
Operating margin %	*7.8%*	*11.4%*	*-3.6 pts*	
PBT*	22.7	35.4	(35.9%)	(55.2%)
Adjusted basic earnings per share*	36.5p	55.9p	(34.7%)	(54.7%)
Dividend per share	18.3p	18.3p	-	-

•Pre amortisation of acquired intangibles, impairment of goodwill, provision against equity accounted investment, restructuring charges/provisions, loss on disposal, impairment losses on property, plant and equipment, profit on sale of property and gains relating to volatile financial instruments (significant items)
*•** CER: Constant Exchange Rate*

- Revenue 7% lower in reported terms, down 19% in constant currency
- Gross margin held up well from cost actions on capacity and pricing management
- Operating margin down 3.6pts; H2 Operating margin up to 8.7% from 6.8% in H1
- Headline tax charge reduced by a further 2% to 32%
- 18.3p unchanged dividend, covered 2x by adjusted basic earnings per share

Revenue decline of 19% (constant currency)

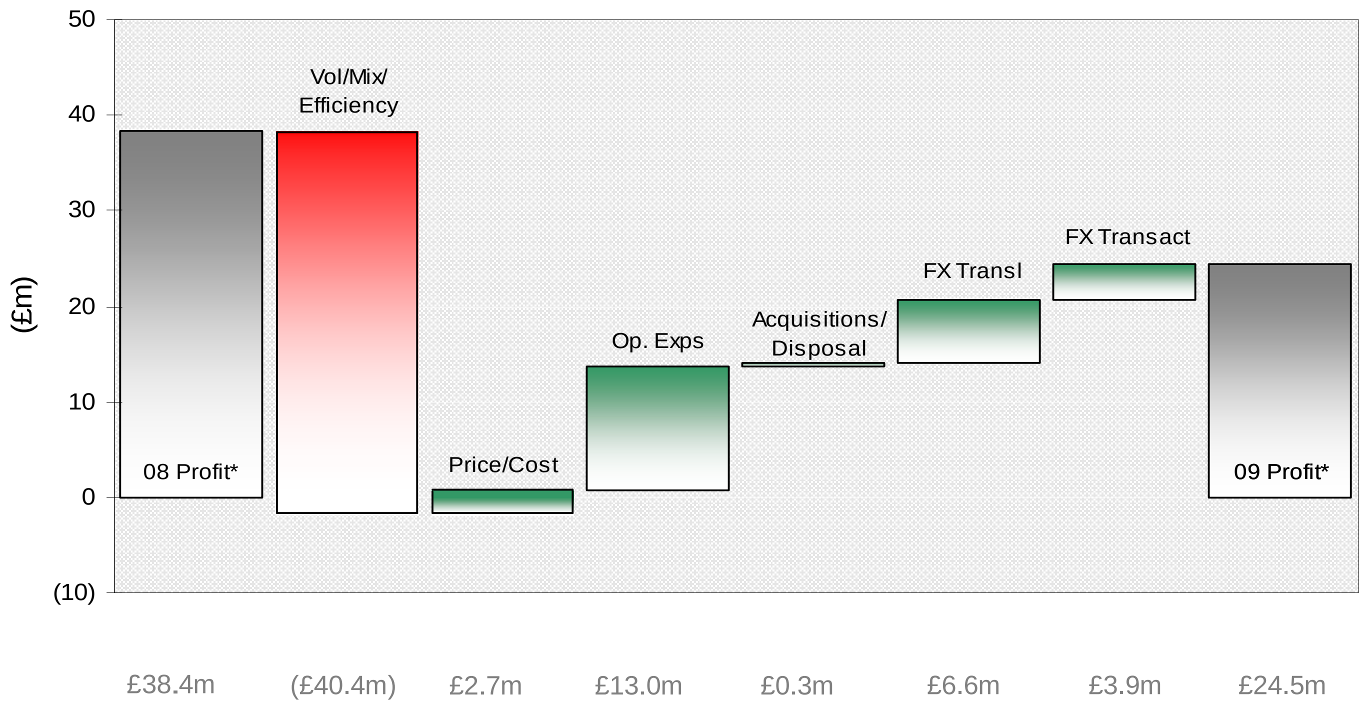
	2008 £m	FX £m	Restated 2008* £m	2009 £m	%	Δ Organic £m	Δ Organic %	Acquisition/ Disposal £m	Acquisition/ Disposal %
Divisional revenue									
Imaging & Staging	135.8	20.7	156.5	141.8	(9.4%)	(13.0)	(8.3%)	(1.7)	(1.1%)
Videocom	172.6	25.6	198.2	147.0	(25.8%)	(54.5)	(27.5%)	3.3	1.7%
Services	29.3	5.4	34.7	26.3	(24.2%)	(8.4)	(24.2%)	-	-
Total Revenue	337.7	51.7	389.4	315.1	(19.1%)	(75.9)	(19.5%)	1.6	0.4%

** Restated at 2009 average rates*

Note:This analysis is provided as guidance. It is management's estimate and is not intended to be a statutory presentation.

- Imaging & Staging: resilient Supports and Bags, weak live event Staging
- Videocom: Camera Dynamics & Comms suffered from weak markets; RF Extreme resilient and Litepanels growth
- Services: less new programme making by networks despite some major event wins

Operating profit bridge - indicative



** Operating profit before significant items*
Variances are based on management's best estimates and are not a statutory presentation

- Volume/mix/efficiency decline contributes (£40.4m)
- Operating Expenses - benefits of restructuring £13.0m
- Acquisitions/Disposal include additional contribution from Litepanels, The Camera Store and Clear-Com Research and the removal of IFF from reported 2008 and 2009
- Total impact of favourable FX movements was £10.5m (FY08: £2.1m favourable)

Cash generated from operations

Focussed working capital management

	2009 £m	2008 £m	Δ £m
Operating profit*	24.5	38.4	(13.9)
Depreciation**	15.6	12.8	2.8
Working capital	7.4	(7.7)	15.1
Restructuring costs	(5.5)	-	(5.5)
Other	0.8	0.8	-
Cash generated from operations	42.8	44.3	(1.5)

** Pre amortisation of acquired intangibles, impairment of goodwill, provision against equity accounted investment, restructuring charges/provisions, loss on disposal, impairment losses on property, plant and equipment, profit on sale of property and gains relating to volatile financial instruments (significant items)*
*** Includes depreciation and amortisation of capitalised software*

- Weekly cash reporting / forecasting with tight working capital days focus
- Inventory days decreased from 118 days to 97 days
- Debtor days decreased from 44 days to 41 days
- Further unfavourable unwind of Other creditors at RF Systems under BAS (£4.9m), as expected
- Restructuring cash flow in 2009 (£5.5m); balance for 2010 and beyond

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Free cash flow

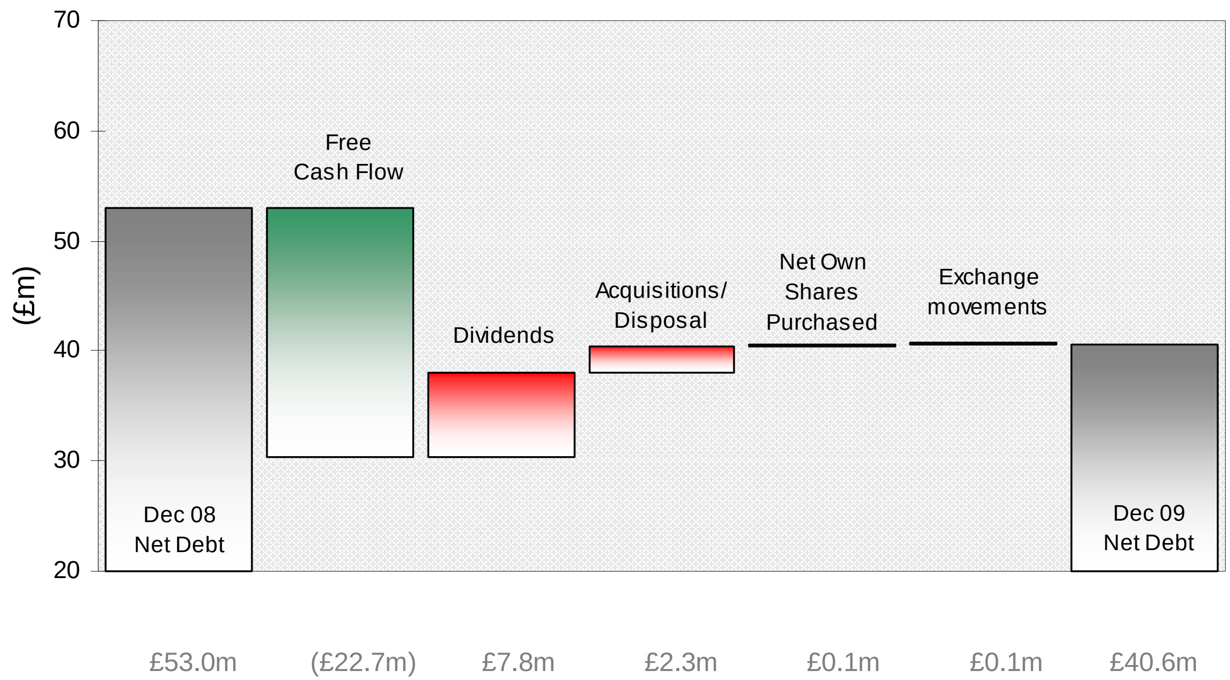
Cash control and generation

	2009 £m	2008 £m	Δ £m
Cash generated from operations	42.8	44.3	(1.5)
Capital expenditure	(15.3)	(17.6)	2.3
Proceeds of asset sales	1.6	2.6	(1.0)
Net interest paid	(2.1)	(3.6)	1.5
Tax paid	(4.3)	(6.7)	2.4
Free cash flow	22.7	19.0	3.7

- Capital expenditure £2.3m below 2008 – lower for bulk of year, but higher year-end capex to support Vancouver Olympic games
- Lower Interest payments from lower rates and lower debt across the year
- £2.4m lower tax payments

Net debt bridge

£12.4m lower than at December 2008



- Continued strong free cash flow of £22.7m
- Dividend covered 2x by underlying earnings
- Earn out payments of £3.0m on Autoscript, Staging SK, Litepanels and Talkdynamics; IFF disposal proceeds of £0.7m
- Net debt £12.4m lower at £40.6m

Banking and cash management

- Loan facility of £125m
  - *Committed until 2013*
  - *5 banks*
  - *Current interest at 0.95% over LIBOR**

- Utilisation as at 31 Dec 2009 £52.7m (Dec 2008 £64.9m)
  - *Dec 2009 net debt of £40.6m after*
    - *net cash in the businesses of £12.1m*

- Net Debt to EBITDA ratio of 1.0x – consistent with December 2008

** At current levels of net debt to EBITDA of less than or equal to 1.5:1*

Other financial points

- Foreign exchange effects on profit
  - *FY 2009 £10.5m better than FY 2008*
- Tax
  - *32% headline charge (2008: 34%)*
  - *FY 2010 guidance: 30%*
    - *c.5% less for cash taxes*
- UK pensions
  - *IAS 19 deficit £6.1m (Dec 2008, deficit £0.4m)*
    - *bond yields decline*

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Operational Review

Stephen Bird
Group Chief Executive

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Cost reduction actions

- Adapting business to weaker market conditions
- 3 areas of savings:
  - *Capacity reduction*
  - *Deferral of discretionary expenditure*
  - *Review of cost structure*
- Restructuring charges completed
  - *Total actions taken cost £10.9m, saving £21.9m pa*
  - *Approx £17.0m of benefits in 2009; full benefit in 2010*
- Cash flow: £5.5m in 2009; balance 2010 and beyond

Imaging & Staging

Resilience in camera accessories

	2009 £m	2008 £m	Δ %	Δ CER %
Revenue	141.8	135.8	4.4%	(9.4%)
Operating profit*	17.7	15.6	13.5%	(10.8%)
Operating margin %*	12.5%	11.5%	1.0 pts	

** Pre amortisation of intangibles, impairment of goodwill, profit on sale of property, restructuring charges/provisions, impairment losses on property, plant and equipment and loss on disposal*

Manfrotto at the Museum of Modern Art in New York

Brilliant Stages spire at the U2 concert

- Camera Supports resilient
  - *Launched 22 new products*
  - *Growth in premium Gitzo*
- Bags business grew > 20%
  - *Taking market share*
  - *New Kata DPS & National Geographic ranges*
- Distribution business
  - *UK strong*
  - *New products added*
- Staging Systems – tough market conditions
  - *IFF disposal*

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Videocom

Broadcast markets particularly weak

	2009 £m	2008 £m	Δ %	Δ CER %
Revenue	147.0	172.6	(14.8%)	(25.8%)
Operating profit*	8.5	21.7	(60.8%)	(77.3%)
Operating margin %*	5.8%	12.6%	(6.8 pts)	

** Pre amortisation of intangibles, restructuring charges/provisions*

Litepanels™ at the US Pentagon briefing room

RF Exterme Houston police project

- **Challenging market conditions, particularly in H1**
- **Litepanels full-year pro-forma 2009 sales up over 30%**
  - *Awarded prestigious Emmy*
  - *Successfully entered broadcast market (CBS, Bloomberg)*
- **RF Extreme**
  - *Current US BAS contract market share is >50% (BAS contract product deliveries ended)*
  - *Consolidating in Hackettstown*
  - *Important new business secured in Sports and MAG markets*
- **Anton/Bauer**
  - *Growth in 2009 from successes in Cine power supply and medical carts*

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Services

Weak programme making in US market

	2009 £m	2008 £m	Δ %	Δ CER %
Revenue	26.3	29.3	(10.2%)	(24.2%)
Operating profit	(1.7)	1.1	n/m	n/m
Operating margin %*	(6.5%)	3.8%	(10.3 pts)	

** Pre restructuring charges/provisions*

Bexel at President Barack Obama's inauguration and at the US Open Tennis on ESPN

- In US$, revenue was down 24%
  - *Non Olympic year*
- US broadcasters impacted by advertising spend
  - *Programme making contracted*
- Cost base consolidated, including closure of Orlando and Las Vegas
- Won contract to manage Sony demonstration equipment
- Won Emmy for Beijing NBC 'Water Cube' coverage

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Three market strategy

Broadcast & Video
£750m*

Continue to invest
Fast growth from B&I, LED lighting and robotics
>> Expected growth rate of market 2009 - 2012 = 5%

Photographic
£830m*

Continue to invest in Pro-market
Grow Manfrotto through product extension & appealing to wider audience
>> Expected growth rate of market 2009 – 2012 = 2% to 4%

MAG
£640m*

Grow RF Extreme organically and by acquisition
>> Expected growth rate of market 2009 – 2012 = 9%

A focused approach to carefully selected markets

* *Based on management estimates*

Three market strategy - Update

- Broadcast & Video
  - *Leading brand, premium position*
  - *Estimated market growth at 5% pa 2009-12**
  - *Share growth from:*
    - LED lighting
    - Business and industry
    - Microwave systems
    - Robotics
  - *Since October*
    - Broaden LED range
    - Microwave growth outside of US
    - “Small Camera Accessories” team set-up

* *Based on management estimates*

Three market strategy – Update (continued)

- Photographic
  - *Premium position and share for professionals/serious amateurs*
  - *Estimated growth at 2-4% pa 2009-12* :*
  - *Faster growth for Manfrotto from:*
    - Entering new segments
    - Appealing to a wider audience
  - *Since October*
    - Conducted further research to refine product and brand positioning
    - Started development of expanded ranges of Manfrotto tripods, bags and lighting.

* *Based on management estimates*

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Three market strategy –Update (continued)

- Military Aerospace and Government (MAG)
  - *Microwave technology brand leader in broadcast market*
    - Leverage this technology into MAG
  - *Estimated growth at 9% pa 2009-12**
  - *Focus areas*
    - Law enforcement
    - Military vehicles
  - *Since October*
    - Further reviews of actual and potential military programs to confirm confidence
    - Supplied products for use in an unmanned vehicle application
    - Continued to bid to US law enforcement agencies

* *Based on management estimates*

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Outlook

- 2009 was a challenging year. However, we produced a very good cash performance, implemented our cost reduction programme and launched a new focused strategy which will leverage our existing strengths and capabilities into higher growth markets.
- The last quarter of 2009 saw our markets stabilise, following a significant decline in activity in the first half and this stabilisation has continued into the current financial year.
- We believe that the opportunities in our three core markets will allow us to replace the shortfall arising from the end of the BAS contract, but we expect that the trading environment will remain challenging in 2010. However, the prompt action we took last year to manage our cost base, combined with our strong balance sheet and clear strategic direction, will ensure that the Group is well positioned to benefit from a recovery in our markets.

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Appendices

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New purpose, values and brand

- Our purpose
  - *“We provide vital products and services which support the capture of exceptional images” – in short, we facilitate people reliably to “Capture the Moment”.*
- Our values
  - *Product Excellence – Everything we make and do is exceptional*
  - *Creative Solutions – We are constantly looking to break new ground*
  - *Integrity – What you see is what you get*
  - *Customer Focus – We are nothing without our customers*
  - *Collaboration – We work better when we work together*
- Strong sense of purpose, values and group identity
  - *Essential foundation in building a strong company preparing for growth*
  - *It will underpin our delivery of shareholder value*

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Organisation

The Vitec Group plc

Imaging & Staging		Videocom		Services	
	2009		**2009**		**2009**
Sales	£141.8m	Sales	£147.0m	Sales	£26.3m
Profit	£17.7m	Profit	£8.5m	Profit	(£1.7m)

Imaging & Staging

- Camera supports
- Lighting supports
- Bags
- Staging systems

Videocom

- Video camera supports
- Bags
- Lighting
- Mobile power
- Prompters
- Communication
- Microwave systems

Services

- Equipment rental
- Used broadcast equipment sales
- Professional audio sales & systems design
- Fibre optic integration & installation

Videocom Product launches in 2009

Vinten Radamec's Fusion Legislative Control System

Vinten RADAMEC

Autoscript's LED TFT Displays and MiniScript portable on-camera TFT monitor

autoscript
www.autoscript.tv

Litepanels 1x1 Bi-Colour

LITE PANELS™

Sachtler's Artemis EFP HD SE

sachtler

Vision AS Range (Vision 3AS, Vision 5AS, Vision 8AS and Vision 10AS) of Pan and Tilt Heads

Vinten

Clear-Com's Tempest 2400 Wireless Intercom System

Clear-Com
COMMUNICATION SYSTEMS

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Imaging & Staging Product launches in 2009

Manfrotto's M-Y tripod family designed for lightweight Digital SLR cameras

Gitzo's Ocean Traveller tripod (with stainless steel components) designed to perform in extreme conditions

Kata's 3N1 versatile camera bag that allows great flexibility of use

Manfrotto's Baby Lightweight lighting stands with patented Quick Stand Systems that allows for easy transport and storage for on-location purposes

Product awards won in 2009

Nucomm's ProQ Digital IFB System

Litepanels' Micro Portable LED camera light

Litepanels' 1 x 1 Bi-Focus

Kata's 3N1-20

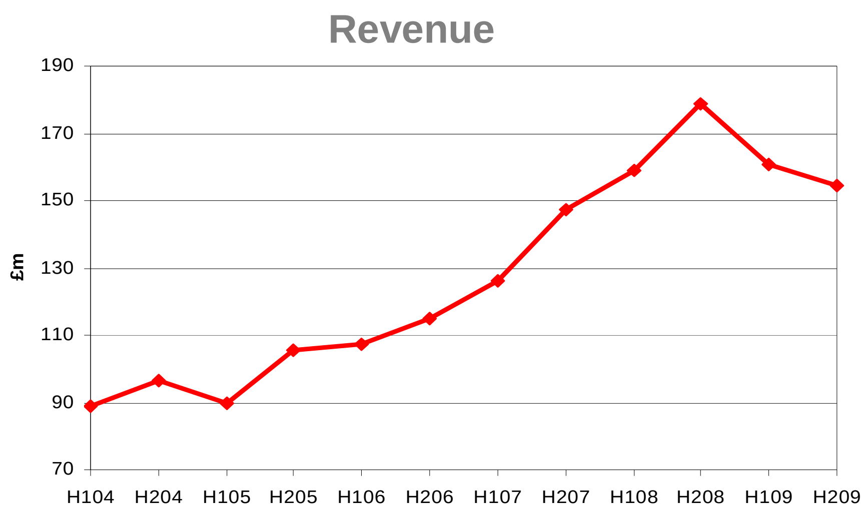
Anton/Bauer's Solar Charger

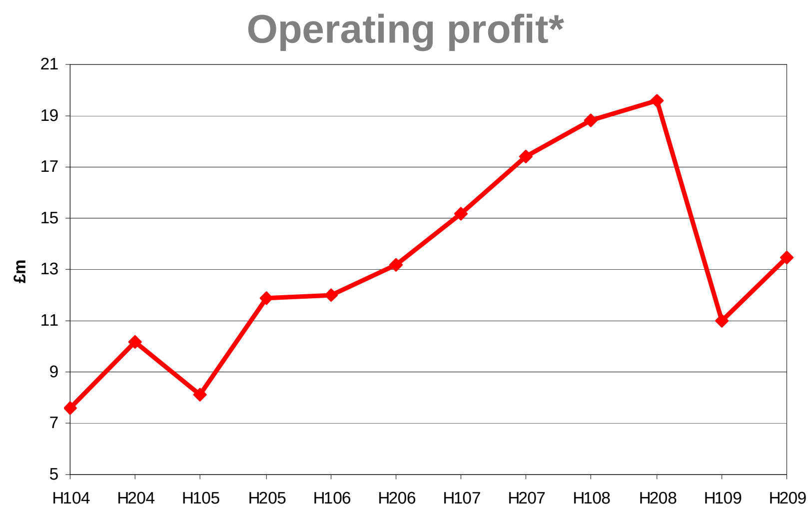
Vinten's Vision AS Pan and Tilt Head Range

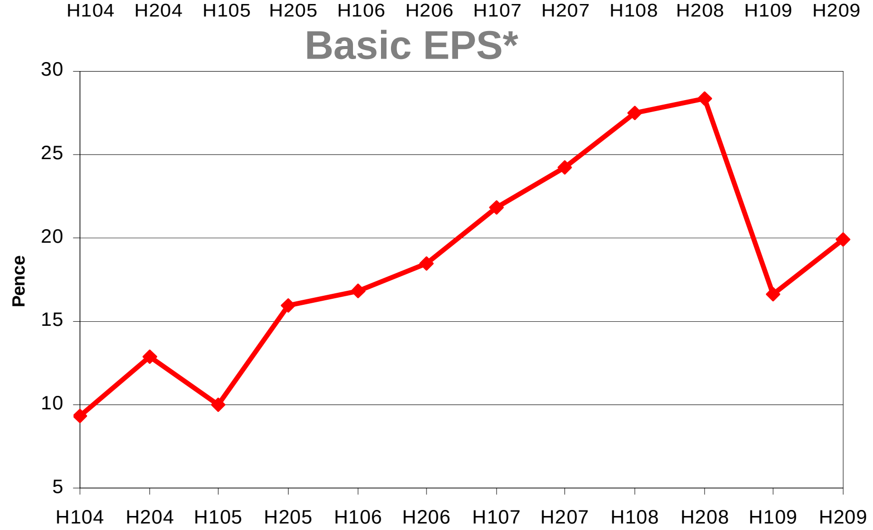
Clear-Com's I.V. Core technology

Emmy Award given to members of Bexel Broadcast Services for Outstanding Team Technical Remote – 2008 Summer Olympics and to Litepanels for its proprietary lighting systems

Key financial measures: 5-year trend







*Before significant items

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FX update

Year on year effect on profit	£/$	€/$	£/€	Translation £m	Transaction £m	Total £m
Actuals						
Average FY03	1.63	1.13	1.45	1.2	(2.3)	(1.1)
Average FY04	1.82	1.24	1.47	(0.9)	(3.9)	(4.8)
Average FY05	1.82	1.24	1.46	0.1	(1.0)	(0.9)
Average FY06	1.84	1.25	1.47	(0.2)	(0.5)	(0.7)
Average FY07	2.00	1.37	1.47	(1.3)	(2.4)	(3.7)
Average FY08	1.85	1.46	1.26	3.8	(1.7)	2.1
Average FY09	1.56	1.40	1.12	6.6	3.9	10.5

Negatives indicate an adverse effect

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