Annual General Meeting

19 May 2011

VITEC GROUP

The Vitec Group plc

Progress in the last 2 years

MAY 2011

Progress

- 2009 Actions
- Key Initiatives
  - *Cash management*
  - *Rebranding*
  - *Organisational development*
  - *Geographic expansion*
  - *New product development*
  - *Corporate activity*
- Financial performance
- Share price performance

VITEC GROUP Capture the moment™

2009 – A year of restructuring

- Core markets were severely affected by the economic downturn in early 2009
  - Vitec needed to adapt to the weaker market conditions
- 3 areas of savings
  - Capacity reduction
  - Deferral of discretionary expenditure
  - Review of cost structure
- Restructuring cost of £11m taken in 2009, full year saving of £22m pa

In 2009 we responded to the adverse market conditions and laid the foundations for growth

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Strategy development

- Developed clear three market strategy following extensive research – communicated in October 2009
- Well understood by investors and analysts

Broadcast & Video

- Invest in fast growing areas: B&I & LED lighting
- Maintain product development

Photographic

- Continue to invest in Pro-market but grow Manfrotto through product extension & appealing to wider audience
- Launched 100+ products at Photokina 2010: sales from 2Q11

MAG

- Grow IMT organically and by acquisition
- Won major contracts (including with DoJ) offsetting BAS

The market opportunities that we have identified to deliver increased shareholder value

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Improved focus on cash management

- Weekly cash reporting / forecasting with tight working capital days focus
  - Inventory days decreased from 118 days at end of 2008 to 104 days at end of 2010
  - Debtor days decreased from 44 days at end of 2008 to 39 days at end of 2010
- Net debt reduced from £53.0m at end of 2008 to £28.1m at end of 2010
  - A reduction of £24.9m
- Ratio of working capital to sales improved to 16.2% from 17.7% in 2008
  - Bonuses partially based on working capital control

The Balance Sheet significantly strengthened

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Rebranding

NAB 2011

Organisational Development

- Performance Potential Matrix
- Succession plan for leadership

Differentiated Capabilities

- Performance Appraisals across the Group
- Bonus based on performance

Performance Acceleration

Leadership Development

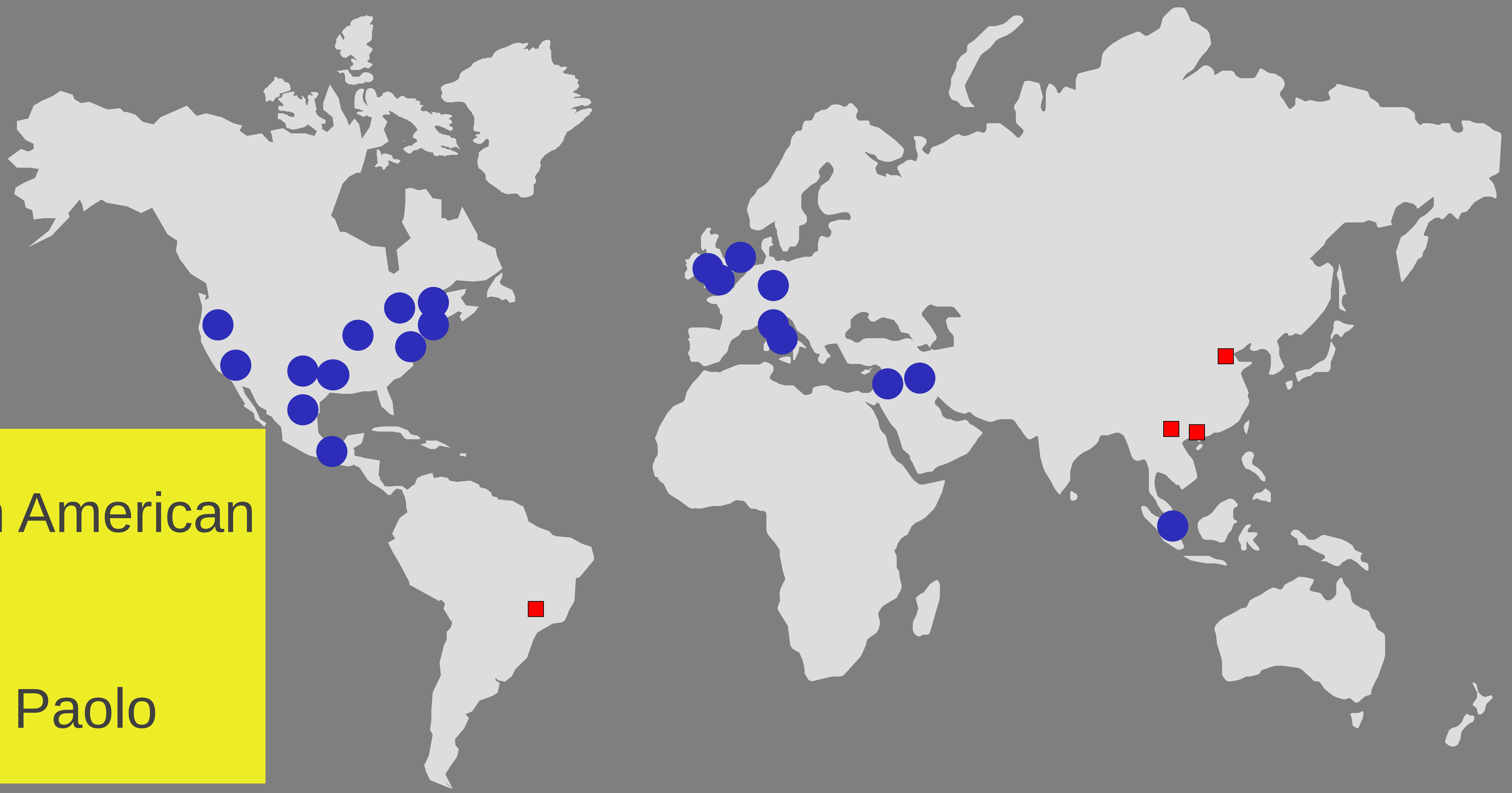
- 4 Global Development
- 39 PDPs
- HIPO programme
- Leadership competencies

Talent Culture

- Communication strategy
- Recognition of "Values in Action"

Geographic expansion

- Number 2 in photo market globally
- Set up new offices in Hong Kong and Beijing



- Number 1 in Latin American TV market
- New office in Sao Paolo

Establishing global footprint to benefit from growth in emerging markets

New product development

- Around 4% of revenue spent on R&D
- Expenditure more effective with focus on areas of major growth:
  - 8 “red dot” awards 2010
  - Litepanels: first LED light for broadcast studios
  - IMT: rapid development of miniature products
- Reduced time to market and more new product launches:

Litepanels - Sola

Manfrotto - Bridge

IMT - HD/SD Digital TX

Benefitting from improved processes

Corporate activity

- Disposed of Clear-com in March 2010 for initial cash consideration of £8.4m
  - £0.4m earnout payment received in May 2011
- Lastolite acquired in March 2011 for initial consideration of £8.3m (including cash acquired, net of assumed liability)
  - UK-based photographic business: umbrellas, reflectors
  - Integration proceeding well; trading in line with expectations
  - Up to £1.0m earnout payable in 2012
- Improved funnel process to review M&A opportunities
  - We expect to make further acquisitions in the future especially in MAG
  - Need to ensure that valuations enhance shareholder value

First acquisition has gone well; expect to make more in future

Financial performance in 2010

- Underlying organic CER** revenue growth of 4.3%
- Reported PBT before significant items up by 17.6%, organic CER up 6.9%
  - PBT* excluding £7.9m impact of the end of BAS contract up 63%
- Total dividend increased 3.8% to 19.0 pence per share;
  - Recommended final dividend of 11.4 pence per share
  - Total dividend covered 2.2x by earnings per share*

*** Before amortisation of acquired intangibles, restructuring charges/provisions, profit/loss on disposal, UK pension curtailment gain net of exit costs, BAS contract exit costs, impairment losses on property and gains relating to volatile financial instruments (significant items)**

**** Organic CER: at Constant Exchange Rates excluding year on year effect of acquisitions and disposals**

Our strategies are being executed, fully offsetting the impact of the end of the BAS contract

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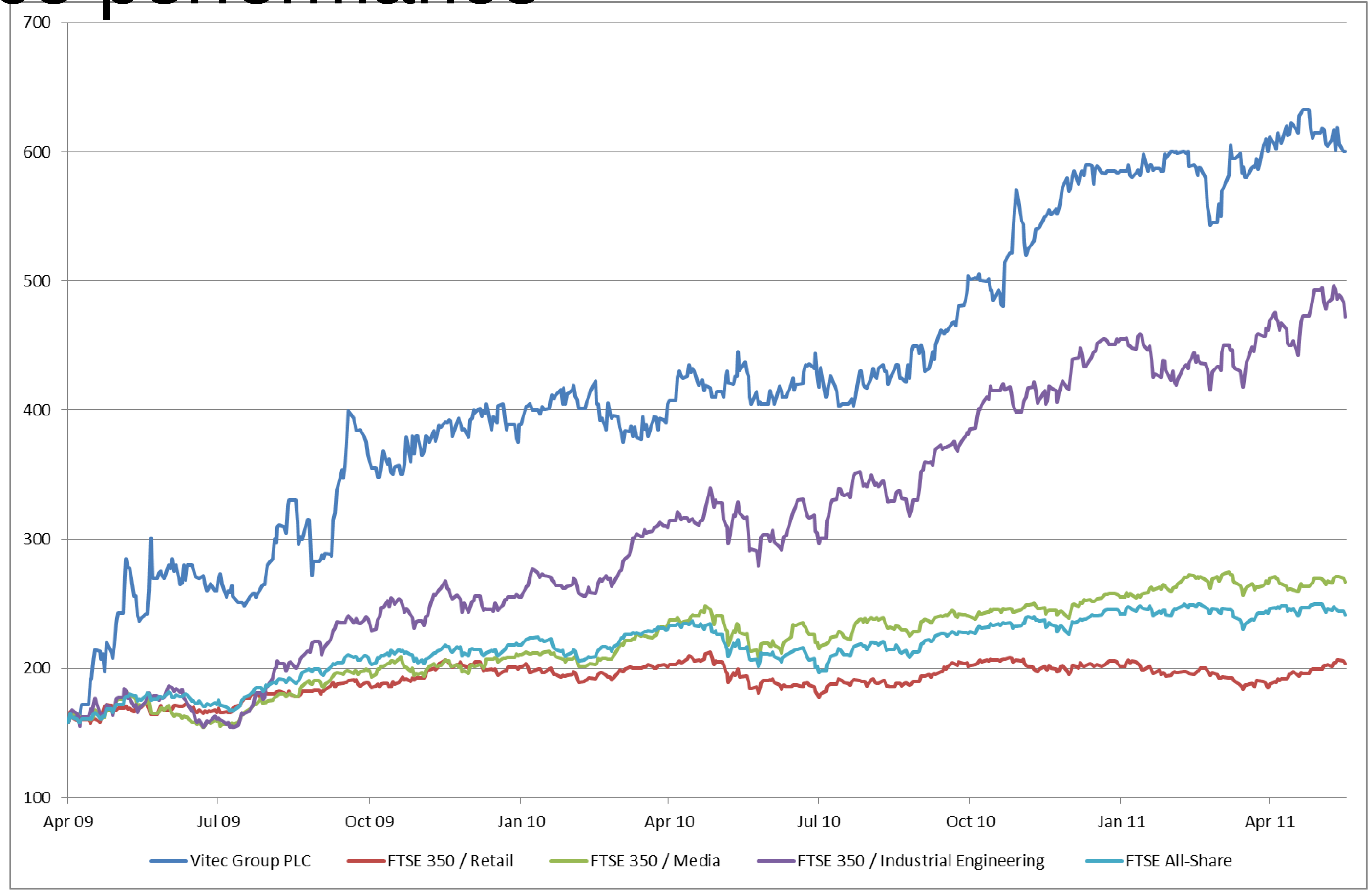
Share price performance



Source **Factsheet** 22/02/11

Share price has outperformed all benchmark indices over the last 2 years

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