

The Vitec Group plc
Annual Update

AGM MAY 2012



vitec

Agenda

- 2011 Performance highlights
- Strategy
- New product development
- Acquisition strategy
- People
- Share price
- City reaction
- The future



2011 Performance Highlights

- > Revenue up 13.4%; operating profit* up 24.5%
- > Broadcast and Video markets continue to grow
 - > Growth in core and new products
 - > Geographically diverse contract wins
- > Photographic market expansion
 - > Manfrotto Powerbrand launch ahead of expectations
 - > Lastolite trading in line with expectations and successfully integrated
- > Recommended final dividend increase of 9.6% to 12.5 pence per share. Full year total dividend increased to 20.5 pence per share

* *Before significant items*



Strategy

> Well understood by employees, investors and analysts

Broadcast & Video

Photographic

MAG

- Invest in fast growing areas: B&I & LED lighting
- Maintain product development
- Continue to invest in Pro-market but grow Manfrotto through product extension & appealing to wider audience
- Research shows we are taking share
- Grow IMT organically and by acquisition
- Haigh Farr acquired

Our strategies are being executed successfully



New product development

Around 4% of revenue spent on R&D
 Expenditure more effective with focus on areas of major growth:

- > 7 “red dot” awards and 6 iF awards (2011)
- > Reduced time to market and more new product launches:
 - 45 new products launched at NAB 2011
 - 20 new products launched at IBC 2011




FHR-35





IMT Microlite




Best of IBC




AWARD
PICK BY Broadcast Engineering 2011




Ace




Manfrotto
Imagine More




Compact Photo-Movie Kit




sachtler.



reddot design award



VIDEO BLACK DIAMOND AWARD 2011



TVBUROPE Editors Awards Best of IBC 2011

Benefitting from improved processes



Acquisitions Update - Lastolite



- > Lastolite acquired in March 2011
- > Initial consideration of £8.8m
- > UK-based photographic business
- > Leading position in umbrellas and reflectors
- > Synergies with our sales channels (Manfrotto)
- > Strong management: now responsible for all our photo lighting activity
- > Performing in line with expectations

Acquisitions Update - Haigh-Farr



- > Haigh Farr acquired in December 2011
- > Initial consideration of \$31m (£20m)
- > US-based MAG business: conformal antennae
- > Good breadth of programmes and customers on which it is specified
- > Synergies with customer base and technology for unmanned applications
- > Good progress on business integration
- > Performing in line with expectations

Acquisitions Update - Camera Corps



- > Camera Corps acquired in April 2012
- > Estimated net consideration of £8m
- > UK-based broadcast business
- > Leading position in robotic cameras
- > Synergies with our robotics business (VintenRadamec) and with our service business (Bexel)
- > 2012 benefitting from major sporting events

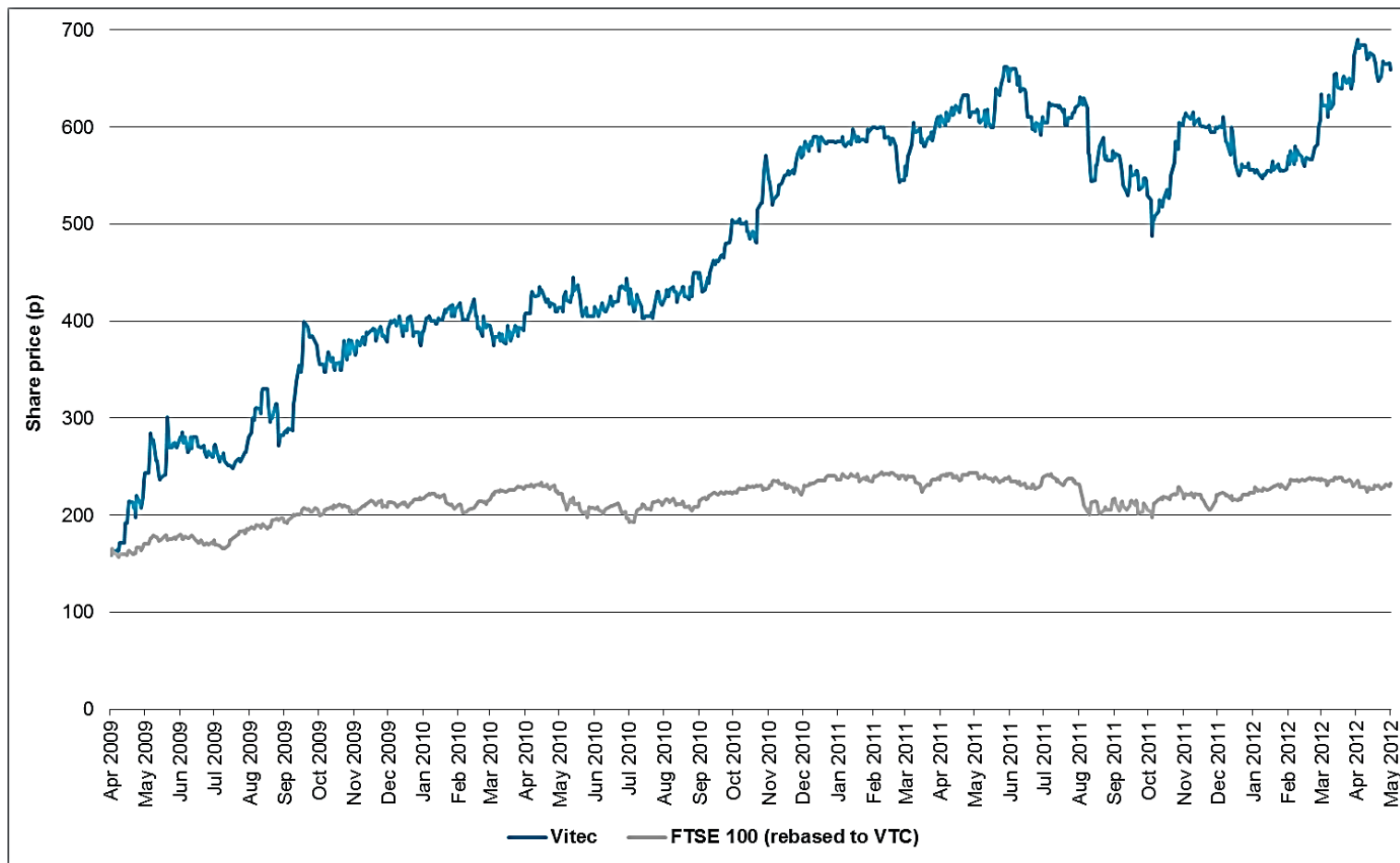
People

- > Successful Management Conference March 2012.
- > Training programme being rolled out based on a shared 'hub'.
- > NAB 2012 reflected strong sense of collaboration.

The Vitec organisation is getting stronger



Share Price Performance 2009 to 2012



What do our shareholders think?

‘I like these guys. They’ve put a strategy out there, which is absolutely the right thing to do, and given direction to what historically felt like quite a sleepy company’

‘This company is doing the right things, heading in the right direction, and explaining it well, too’

‘Not reliant on a positive global macroeconomic backdrop’

Investec – Sept 2011

‘Strong year of progress against the three market strategy’ - Brewin – March 2012

2011/2012

‘There was a time when the company was distracted with clever ideas, but it’s all much clearer now’

‘Haigh-Farr looks a good fit, strengthening the MAG offering’ - Investec – Sept 2011

‘Market leader with a strong brand portfolio and attractive growth prospects’ - Brewin - 2012

Numerous opportunities for growth including recent acquisitions’
- Numis - March 2012

The Future

- Focused on 3 markets that are growing
- Taking share
- Strong geographical reach



Vitec is well positioned for future

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