

| 17 November 2008

**Preliminary Announcement**  
**Year ended 30 September 2008**

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DIPLOMAPLC

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DIPLOMAPLC |

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## Group Overview

***Diploma PLC is an international group of specialised businesses supplying technical products and services***

- ***Stable revenue growth*** is achieved through the focus on essential products and services funded by customers' operating, rather than capital budgets
- ***Attractive margins*** are sustained through the quality of customer service, the depth of technical support and value adding activities
- In the operating businesses, ***strong committed management teams*** execute well formulated development strategies
- Over five years, the Group has delivered profit growth of 21% p.a. through a combination of steady ***organic growth*** and ***value enhancing acquisitions***
- An ungeared balance sheet and ***strong cash flow*** have funded this growth strategy while providing ***healthy dividends***

## **I Overview of Results**

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## Overview of Results

	Year ended 30 September		
	2008	2007	
Revenue	<b>£172.3m</b>	£140.7m	<b>+22%</b>
Operating profit	<b>£27.3m</b>	£22.1m	<b>+24%</b>
Adjusted profit before tax	<b>£27.5m</b>	£23.3m	<b>+18%</b>
IFRS profit before tax	<b>£21.8m</b>	£22.3m	<b>-2%</b>
Free cash flow	<b>£18.0m</b>	£13.2m	<b>+36%</b>
Adjusted earnings per share	<b>16.4p</b>	14.0p	<b>+17%</b>
Total dividends per share	<b>7.5p</b>	5.4p	<b>+39%</b>

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## Overview of Results

- Another year of double digit profit growth and strong free cash flow
- Revenues and adjusted profit before tax up 22% and 18% respectively:
  - Strong contributions from acquisitions completed in 2007;
  - Currency gains on translation of overseas revenues and profits;
  - Underlying growth of 3% in both revenue and operating profits;
- Robust free cash flow of £18.0m; total dividends up 39% to 7.5p
- Strong balance sheet:
  - cash funds of £15.7m at year end
  - £20m of committed bank facilities

## Financial KPIs – 5 year trends

	<b>2008</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>	<b>2004</b>
<b>Adjusted PBT</b>	<b>£27.5m</b>	£23.3m	£20.4m	£17.2m	£13.1m
<i>-% growth</i>	<b>+18%</b>	+14%	+19%	+31%	+24%
<b>Operating margin</b>	<b>15.8%</b>	15.7%	15.1%	14.8%	12.2%
<b>Free cash flow*</b>	<b>£18.0m</b>	£12.6m	£13.3m	£11.9m	£5.6m
<i>-% of PAT</i>	<b>92%</b>	78%	91%	95%	59%
<b>ROTCE</b>	<b>21.0%</b>	24.2%	23.9%	22.1%	21.0%

\* excluding proceeds from Stamford land sales

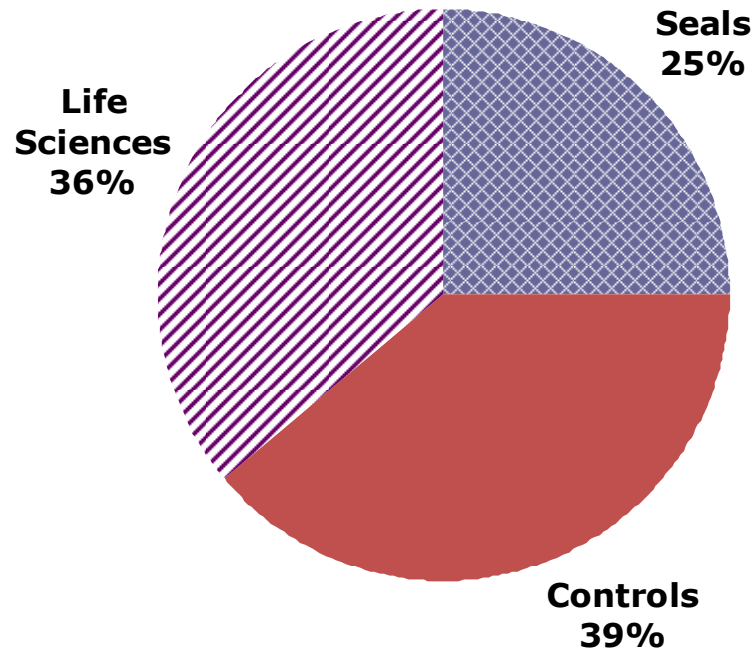
## **II Business Review**

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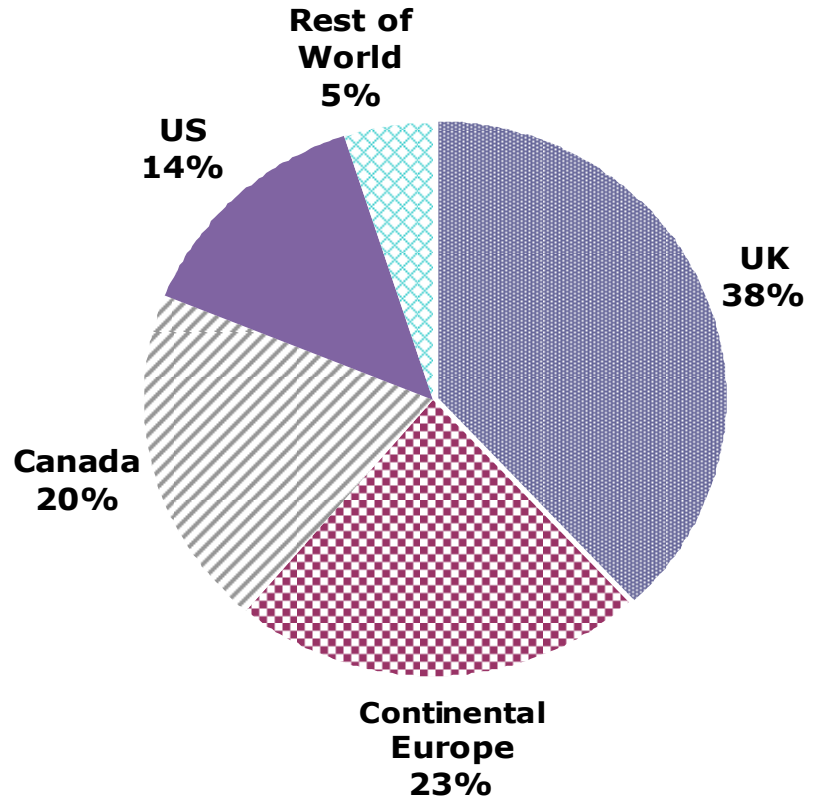
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## Segment Analysis

### Revenue by sector



### Revenue by geography



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## Life Sciences – Results

Year ended 30 September	2008	2007	
Revenue	<b>£62.1m</b>	£44.7m	+39%
Operating profit	<b>£9.6m</b>	£6.6m	+45%
Operating margin	<b>15.5%</b>	14.8%	

- Strong contribution from the Canadian businesses:
  - Excellent first full year performance from AMT
  - Benefits from strong appreciation of Canadian dollar against UK sterling
- European businesses increased revenue; margins impacted by strong euro and IT/restructuring costs
- Underlying organic growth in revenues of 7% on a comparable, constant currency basis

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## **Life Sciences – Strategic developments**

- Strategy is to broaden customer and geographic scope; reducing dependence on Life Science research in the UK
- Strong performance from Canadian Healthcare businesses; now account for 50% of sector revenues
- Further growth of Environmental businesses; now contribute 25% of sector revenues
- Greater stability of revenues from broadening of sector activities
  - multi-year contracts for consumables and service now underpin 60% of sector revenues
  - long term, exclusive distribution agreements with suppliers
- Hitek and Meditech acquisitions have opened up new growth opportunities in related market segments

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## Seals – Results

Year ended 30 September	2008	2007	
Revenue	<b>£42.6m</b>	£36.0m	+18%
Operating profit	<b>£6.7m</b>	£5.8m	+16%
Operating margin	<b>15.7%</b>	16.1%	

- Resilient performance from core North American businesses
- Good first full year contribution in Europe from M Seals; increase in International revenues
- Margins impacted by investments in Europe & China and Edmonton branch closure
- Underlying organic growth in revenues of 3% on a comparable, constant currency basis

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## Seals – Strategic developments

- Core business is the next day delivery of sealing products to the mobile machinery Aftermarket in North America
- Strategy is to broaden the scope of the business
  - extend into industrial OEMs
  - expand internationally
  - add new products
- M Seals acquisition has extended business into industrial OEMs in Denmark, Sweden and China; developing specialist markets including wind turbines
- European Aftermarket Seals business is being developed:
  - Acquisition of Snijders Engineering
  - General Manager of Hercules Europe appointed
  - Multilingual seal catalogues developed

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## Controls – Results

Year ended 30 September	2008	2007	
Revenue	<b>£67.6m</b>	£60.0m	+13%
Operating profit	<b>£11.0m</b>	£9.7m	+13%
Operating margin	<b>16.3%</b>	16.2%	

- Strong IS-Group and Sommer performance, further boosted by:
  - Good first full year contribution from Cabletec
  - Benefit from stronger euro relative to UK sterling
- Project sales at Filcon reduced from exceptional 2007 levels; challenging market conditions for Hawco
- Sector revenues down by 1% on comparable, constant currency basis

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## **Controls – Strategic developments**

- Focus is on more specialised, technology driven segments, which are typically more buoyant than broader industrial economies
- Strong established positions in Aerospace, Military and Marine, Motorsport and Medical Equipment
- Cabletec acquisition has added range of manufactured products
- Advances made in year in Power Generation and Rail Industries
- New Motorsport operation in North Carolina to focus on US Nascar series
- With 90% of sector revenues in the UK and Germany, further opportunities to expand geographically are being pursued

### **III Financial Highlights**

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## Profit Before Tax

	Year ended 30 September		
	2008 £m	2007 £m	
<b>Revenue</b>	<b>172.3</b>	140.7	+22%
<b>Operating profit</b>	<b>27.3</b>	22.1	+24%
<i>Operating margin</i>	<b>15.8%</b>	15.7%	
Finance income	<b>0.2</b>	1.2	
<b>Adjusted profit before tax</b>	<b>27.5</b>	23.3	+18%
Amortisation of acquisition intangibles	<b>(2.7)</b>	(1.0)	
Fair value remeasurements	<b>(3.0)</b>	-	
<b>IFRS profit before tax</b>	<b>21.8</b>	22.3	- 2%

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## Profit After Tax

	Year ended 30 September		
	2008 £m	2007 £m	
<b>Profit before tax</b>	<b>21.8</b>	22.3	
Taxation	<u>(7.4)</u>	<u>(7.5)</u>	
<b>Profit after tax</b>	<b><u>14.4</u></b>	<b><u>14.8</u></b>	
Effective tax rate on operations	<b>29.1%</b>	30.4%	
<b>Earnings per share</b>			
Adjusted	<b>16.4p</b>	14.0p	+17%
IFRS Basic	<b>11.8p</b>	12.7p	-7%

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## Free Cash Flow

	Year ended 30 September	
	2008 £m	2007 £m
<b>Operating profit</b>	<b>27.3</b>	22.1
Depreciation	<b>2.5</b>	1.8
Working capital	<b>(1.3)</b>	(1.1)
Pension and share schemes, net	<b>0.3</b>	0.2
<b>Operating cash flow</b>	<b>28.8</b>	23.0
Interest	-	1.1
Taxation	<b>(8.2)</b>	(8.0)
Capital expenditure	<b>(1.9)</b>	(2.2)
Property proceeds	<b>0.2</b>	0.6
Purchase of own shares	<b>(0.9)</b>	(1.3)
<b>Free cash flow</b>	<b>18.0</b>	13.2

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## Cash Funds

	Year ended 30 September	
	2008 £m	2007 £m
<b>Free cash flow</b>	<b>18.0</b>	13.2
Acquisition cash paid	<b>(7.6)</b>	(31.1)
Deferred consideration paid	<b>(0.3)</b>	(0.5)
Dividends	<b>(7.8)</b>	(5.7)
	<b>2.3</b>	(24.1)
Cash funds brought forward	<b>12.4</b>	36.7
Exchange movement	<b>1.0</b>	(0.2)
<b>Cash funds</b>	<b>15.7</b>	12.4

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## Shareholders' Funds

### As at 30 September

	2008 £m	2007 £m
Goodwill	51.6	42.7
Other intangible assets	19.8	21.1
Tangible assets	11.6	11.7
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	83.0	75.5
Net working capital	27.5	21.6
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<b>Trading capital employed</b>	<b>110.5</b>	97.1
Retirement benefit obligations	(1.7)	(1.6)
Deferred tax, net	(3.3)	(3.6)
Future purchase of minorities	(11.2)	(11.8)
Cash funds	15.7	12.4
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	110.0	92.5
less: Minority interests	(1.9)	(1.8)
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<b>Total shareholders' equity</b>	<b>108.1</b>	90.7

## **IV Outlook and Prospects**

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## **Outlook and Prospects**

- The Group has a strong balance sheet, committed bank facilities and strong cash flow from businesses
- In challenging market and economic conditions, the Group draws strength from:
  - focus on essential products and services, funded by operating budgets
  - margins sustained by the service levels provided
  - operating costs which are, to a large extent, variable
- Good acquisition opportunities as price expectations become more realistic
- With carefully selected, value enhancing acquisitions adding to modest organic growth, the Board is confident of making further progress in 2009.