



**Delivered**

**Balanced**

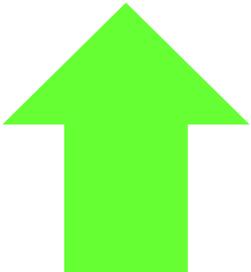
**Growing**

**AGM Presentation  
12 February 2013**

John Hayward, Chief Executive  
James Lister, Finance Director



**Delivered in 2012**

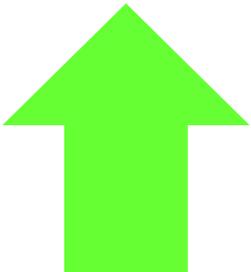
Revenue	£30.4 million		+32%
Operating profit	£1.8 million		+157%
Operating cash flow	£1.9 million		+£1.0 million
Dividend	7.5p		+4%

**Balanced**

Engineered Products Division to become largest part of the Group within 18 months  
Cylinders showing strong growth in service offerings  
Alternative Energy ready for rapid expansion

**Growing**

Strong order books and pipeline  
New product and service introductions  
Acquisition opportunities





**Designing products and services to satisfy specific customer needs in:**





Segment	Key growth drivers	Growth opportunity
Engineered Products:	Market growth in deepwater oil and gas production	++
	Small in relation to major competitors but more flexible and innovative	++
	Low risk product development and acquisitions in closely related technologies	++
Cylinders:	Increased competition in core oil and gas business	-
	Development of high added value service offerings	+
	Growing European market for H <sub>2</sub> and CNG storage and transportation	+
	Closure of a European competitor	+
Alternative Energy:	Agreement of Renewable Heat Incentive for Biogas to Grid	+
	Entry of large utility companies into Biogas to Grid market	++

## **Delivered**

Sales growth from recovery in Cylinders main market and Engineered Products

Profit growth from Cylinders; Engineered Products sales growth yet to be reflected in the bottom line

## **Balanced**

Engineered Products Division to become largest part of the Group within 18 months

Cylinders showing growth in high margin service offerings

Alternative Energy ready for rapid expansion

## **Growing**

Strong order books and pipeline for Cylinders and Engineered Products

Alternative Energy pipeline strong with number and size of projects increasing

Focus on growing higher margin services in Cylinders

New products planned for Engineered Products

Engineered Products focus on “On Time In Full” delivery to take market share

Seeking selective acquisition opportunities

Board confident in the outcome for the financial year

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