



A D V A N C E D P O W E R C O M P O N E N T S

The Future of Specialist Distribution In the UK

APC Investor Presentation

May 2011





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The Future of Specialist Distribution In the UK



APC overview

- Established in 1982 as specialist distributor of high reliability electronic components
- Floated on London Stock exchange in 1996 (re-listed on AIM in 2002)
- Significant restructuring completed in 2003
- 5 acquisitions completed between 2003 and 2008
- Offices based in Kent, Cambridgeshire and Lincolnshire
- Active diversification into green technology international market sectors



Key Information

- Electronic Component Distributor focussed entirely on technical sales of specialist components
- Current sales run rate circa £13m per year, 65% into specialist high reliability applications
- 55+ employees...(now recruiting additional product specialists)... 40%+ in proactive sales
- 40% annual growth for 4 years 2005 to market adjustment in 2008 = UK's fastest growing significant independent distribution organisation
- Strategic spread over major UK market sectors
- On-going aggressive growth strategy



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APC-Hi-Rel : Distribution of specialist products for hi reliability applications



APC-Locator : Semiconductor obsolescence management



APC-Hero : Distribution of specialist components for commercial and industrial applications



APC-Displays+ : Displays and single board computers



APC-Novacom : Specialist components for RF and Microwave applications



APC-Contech : Distribution of specialist data input devices



APC-Minimise : Promotion of "Green Technology" internationally





Core Business Update

- Return to profit in FY2010 on back of operating cost reductions
- H1 2011 profit up 138% versus H1 2010 despite weak start to the year
- Order book improving as a result of emphasis on early stage design in and changes to management structure
 - Order book up £700k (18%) at £4.5 million
 - Book to bill ratio 1.15 : 1.0
- Net debt reduced in FY2010 and level maintained in H1 2011
- Underlying headroom on facilities and debt profile further improved
- Recruitment process to strengthen depth of sales engineering resources on-going

Diversification

- Minimise Limited created to market environmentally friendly technologies internationally.
- Initial “Green Technology” product manufactured - the imop™.
- Potential new activity in energy efficient lighting control systems.
- Other technologies under consideration related to sustainable electricity generation or more efficient use of electricity.

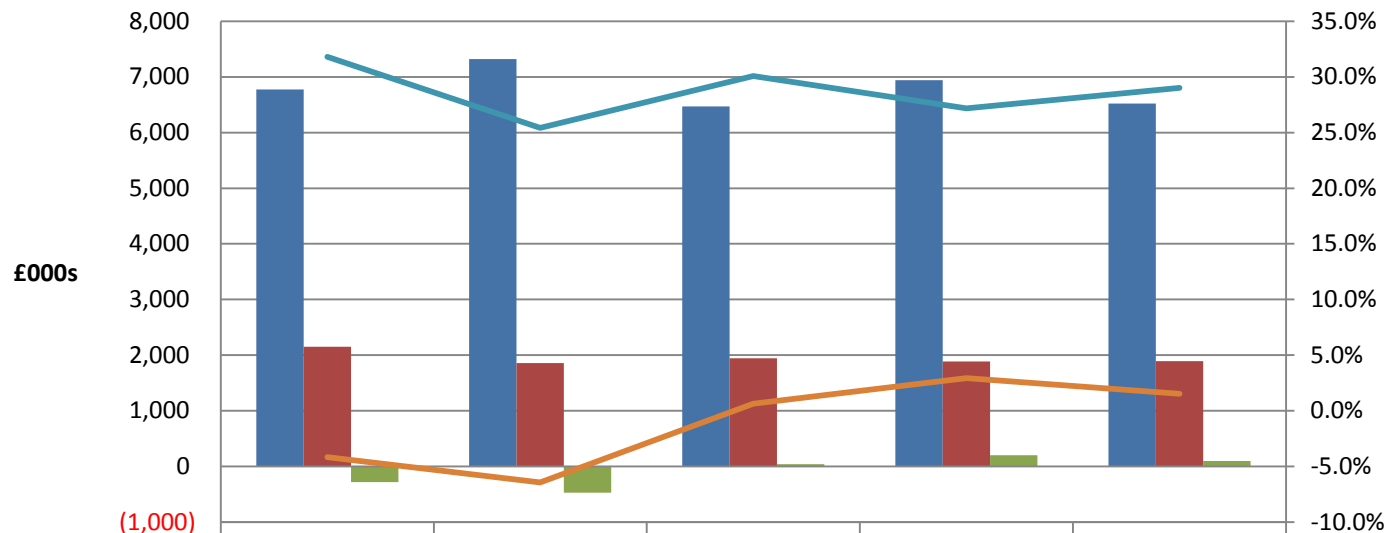


The imop™





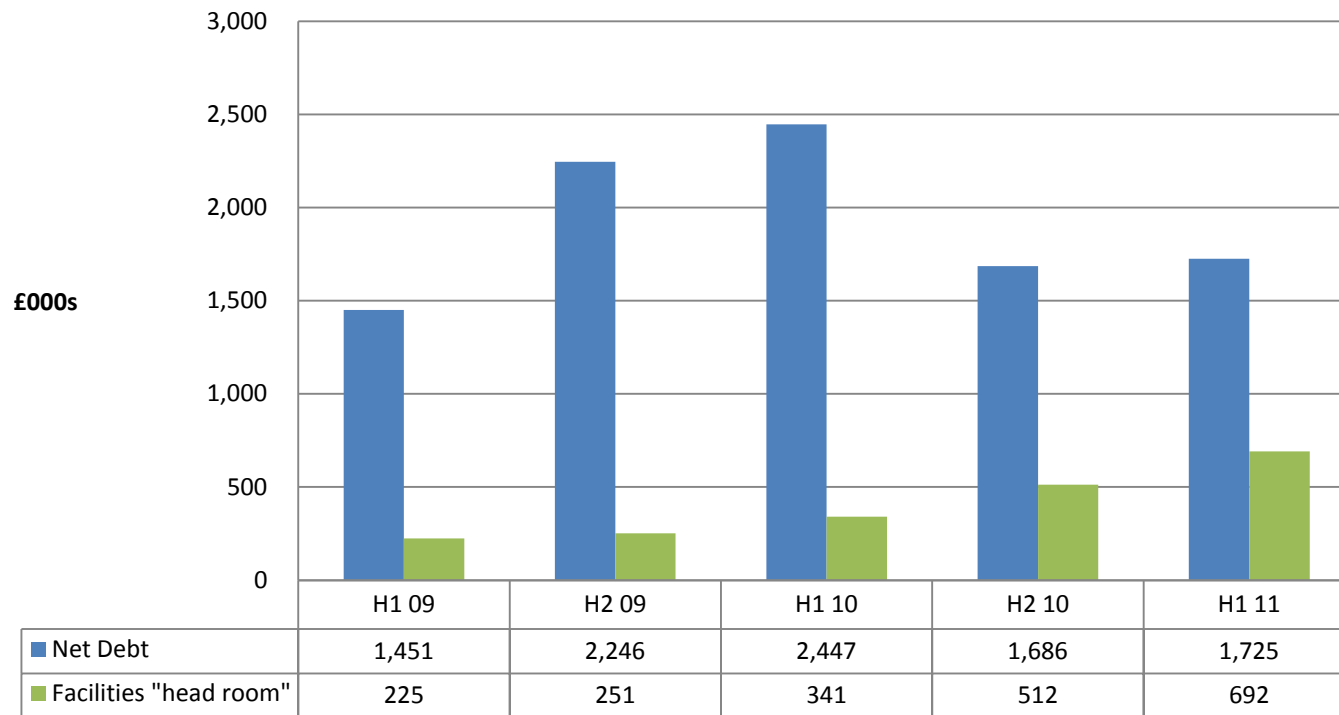
APC trading trend



	H1 09	H2 09	H1 10	H2 10	H1 11
Revenue	6,772	7,319	6,471	6,939	6,519
Gross Profit	2,154	1,861	1,947	1,886	1,891
P/(L)BT	(281)	(471)	42	205	100
GP %	31.8%	25.4%	30.1%	27.2%	29.0%
PBT %	-4.1%	-6.4%	0.6%	3.0%	1.5%



APC Net debt & liquidity





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