APC Investor Presentation
May 2011
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
The Future of Specialist Distribution In the UK

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
The Future of Specialist Distribution In the UK

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.
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**APC Trading Trend**

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<th>£000s</th>
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<tbody>
<tr>
<td></td>
<td>(1,000)</td>
<td></td>
</tr>
<tr>
<td>H1 09</td>
<td>6,772</td>
<td></td>
</tr>
<tr>
<td>H2 09</td>
<td>7,319</td>
<td></td>
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<tr>
<td>H1 10</td>
<td>6,471</td>
<td></td>
</tr>
<tr>
<td>H2 10</td>
<td>6,939</td>
<td></td>
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<tr>
<td>H1 11</td>
<td>6,519</td>
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**Revenue**
- H1 09: 6,772
- H2 09: 7,319
- H1 10: 6,471
- H2 10: 6,939
- H1 11: 6,519

**Gross Profit**
- H1 09: 2,154
- H2 09: 1,861
- H1 10: 1,947
- H2 10: 1,886
- H1 11: 1,891

**P/(L)BT**
- H1 09: (281)
- H2 09: (471)
- H1 10: 42
- H2 10: 205
- H1 11: 100

**GP %**
- H1 09: 31.8%
- H2 09: 25.4%
- H1 10: 30.1%
- H2 10: 27.2%
- H1 11: 29.0%

**PBT %**
- H1 09: -4.1%
- H2 09: -6.4%
- H1 10: 0.6%
- H2 10: 3.0%
- H1 11: 1.5%
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APC Net debt & liquidity

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<tr>
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<th>H1 09</th>
<th>H2 09</th>
<th>H1 10</th>
<th>H2 10</th>
<th>H1 11</th>
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<tbody>
<tr>
<td>Net Debt</td>
<td>1,451</td>
<td>2,246</td>
<td>2,447</td>
<td>1,686</td>
<td>1,725</td>
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<tr>
<td>Facilities &quot;head room&quot;</td>
<td>225</td>
<td>251</td>
<td>341</td>
<td>512</td>
<td>692</td>
</tr>
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£000s
Contact: -

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www.apc-plc.co.uk