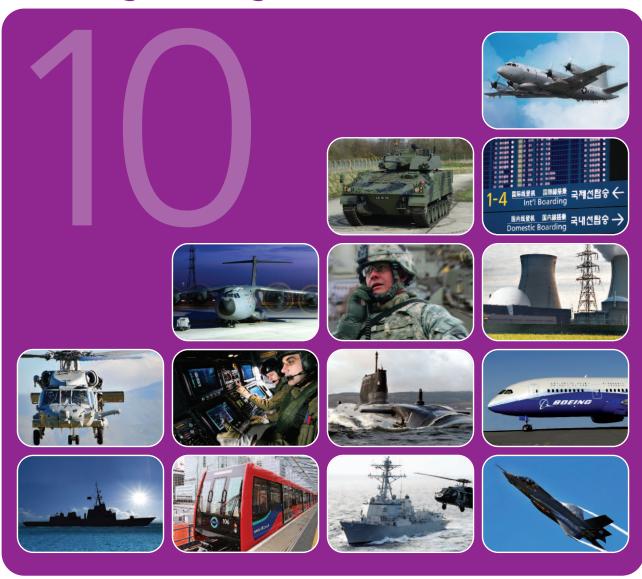
# strategies for growth...



...driving resilience

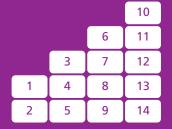


#### **Cautionary Statement**

This document contains forward looking statements that are subject to risk factors associated with, amongst other things, the economic and business circumstances occurring from time to time in the countries and sectors in which the Group operates. It is believed that the expectations reflected in these statements are reasonable but they may be affected by a wide range of variables which could cause actual results to differ materially from those currently anticipated.

Ultra's strategies for growth drive resilience in the Group's financial performance.

Ultra businesses constantly innovate to create solutions to customer requirements that are different from and better than those of the Group's competitors.



- 1 Each US Navy MH-60R anti-submarine warfare helicopter has a digital sonobuoy receiver supplied by Ultra
- 2 Ultra supplies specialist sensors and control equipment for US Navy warships
- 3 Ultra is developing five separate systems for the Airbus A400M military transport aircraft
- 4 Ultra supplies 'sensors-to-displays' for long-range airborne anti-submarine warfare operations
- 5 Ultra supplies trackside electrical power equipment for modern mass transit systems

- 6 Ultra supplies the cannon control electronics for the upgrade of the British Army's Warrior armoured vehicles
- 7 Ultra is the world's leading supplier of high capacity line of sight tactical radio systems
- 8 The Royal Navy's new Astute class of submarines contains a broad range of Ultra's specialist electrical and electronic systems
- 9 Ultra has a broad range of systems and equipment that give modern naval ships an advantage in the underwater battlespace
- 10 US Navy P-3 and EP-3 aircraft are being upgraded with Ultra's modern battlespace IT equipment and systems

- 11 Ultra is providing modern Chinese airports with advanced integrated IT solutions
- 12 Ultra supplies modern high integrity nuclear reactor control systems suitable for new build and upgrades to existing plant
- 13 Boeing's new 787 Dreamliner aircraft relies on Ultra's innovative wing ice protection system
- 14 Ultra supplies weapons ejection equipment and ice protection systems for the new F-35 Joint Strike Fighter aircraft



## Financial highlights

|  | Six months to<br>2 July 2010 | Six months to 30 June 2009 | Change |
|--|------------------------------|----------------------------|--------|
| Revenue                                    | £350.9m                      | £325.5m                    | +8%    |
| Headline operating profit(1)               | £51.4m                       | £44.3m                     | +16%   |
| Headline profit before tax <sup>(2)</sup>  | £47.6m                       | £40.2m                     | +18%   |
| IFRS profit before tax                     | £35.7m                       | £62.9m                     | -43%   |
| Headline earnings per share <sup>(2)</sup> | 50.0p                        | 43.4p                      | +15%   |
| Dividend per share                         | 10.6p                        | 9.6p                       | +10%   |

- Resilient performance reflecting the continuing success of Ultra's growth strategies to
  - increase the Group's portfolio of specialist capabilities
  - broaden Ultra's range of positions on long-term platforms and programmes
  - extend the Group's geographic footprint
- Continuing investment to drive future growth
  - new product and business development
  - acquisition of specialist businesses
- Headline operating margin increased to 15%
- Robust cash generation
- Strong balance sheet with headroom for further acquisitions
- Order book up 8% to £832m
  - firm order cover\* for next twelve months at customary level of over 60%
  - good order intake since period end with a pipeline of further opportunities

<sup>(1)</sup> before amortisation of intangibles arising on acquisition and profit on disposal of property, plant and equipment net of property-related provisions. IFRS profit from operations £41.0m (2009: £34.6m). See Note 4 for reconciliation.

<sup>(2)</sup> before amortisation of intangibles arising on acquisition, fair value movements on derivatives, profit on disposal of property, plant and equipment net of property-related provisions and loss on closing out foreign currency hedging contracts. Basic EPS 38.0p (2009: 67.7p). See Note 4 for reconciliation.

## Ultra at a glance

### The company

#### Why Ultra is different

Ultra Electronics is an internationally successful defence, security, transport and energy company with a long, consistent track record of development and growth, achieving 16% compound annual growth of total shareholder return since flotation in 1996.

Ultra businesses constantly innovate to create solutions to customer requirements that are different from and better than those of the Group's competitors. By applying these differentiated solutions to a wide range of international platforms and programmes, Ultra has built an exceptionally broad range of niche market positions.

Ultra offers support to its customers through the design, delivery and support phases of a programme. Ultra businesses have a high degree of operational autonomy so that they may provide exceptionally agile and responsive support to customers and partners.

#### **Major market sectors**

The major market sectors in which Ultra operates are:

- battlespace IT systems and equipment
- sonar systems
- equipment for civil and military aircraft
- specialist equipment for defence and security applications
- specialist systems and equipment for the transport and energy sectors

#### Revenue by sector



| 1 Battlespace IT                     | 40% |
|--------------------------------------|-----|
| 2 Sonar                              | 18% |
| 3 Civil equipment                    | 13% |
| 4 Defence equipment<br>& consultancy | 13% |
| 5 Civil aircraft equipment           | 7%  |
| 6 Military aircraft equipment        | 9%  |

#### Revenue by region



| 25% |
|-----|
| 53% |
| 13% |
| 9%  |
|     |

#### **Major customers**

Ultra's independence allows it to work with all of the world's major defence, security, transport and energy customers and prime contractors including:

- BAE Systems Boeing British Energy (EdF) EADS GE
- Kongsberg L3 Lockheed Martin Raytheon Rolls-Royce
- Thales UAE Armed Forces UK MoD US DoD UTC

#### Structure

Operationally, the Group is organised into three divisions: Aircraft & Vehicle Systems, Information & Power Systems and Tactical & Sonar Systems.

### Aircraft & Vehicle Systems

#### Major systems and products

Airframe ice protection systems; Active noise and vibration control; Aircraft system electronics; Aircraft system test equipment; Consultancy and training solutions; High integrity data bus network nodes; Armoured vehicle electronic systems; High integrity software and systems; HiPPAG airborne compressors; Human/machine interface equipment; Manned and unmanned vehicle control equipment; Portable oxygen generating equipment; Specialist pneumatic sub-systems; Remote weapon station control equipment; Performance consultancy; Rugged aircraft harness systems; Specialist sensors; Structural health monitoring systems; Training solutions

#### **Employees**

980

#### **Locations in:**

United Kingdom, North America and the UAE



#### **Revenue H1**

£76.5m

2009 H1 £83.7m

-9%

2009 H1 +42.1%



22% of Group revenue

#### Headline operating profit H1\*

£9.1m

2009 H1 £10.9m

-17%

2009 H1 +17.2%



18% of Group headline operating profit\*

#### Key events H1

- confirmation, post-election, that development will proceed of the FRES Scout Variant armoured vehicle for the British Army
- selection to provide additional electronic control systems for Mitsubishi's new regional jet aircraft
- initial sales for trials purposes of Ultra's new ASIS system for detecting cracks in the airframes of ageing metal aircraft; the trials will be on P-3 aircraft

**02** Ultra Electronics Holdings plc \*see note on page 05

Ultra concentrates on providing its customers with capabilities and systems using the Group's electronic and software solutions for niche markets in defence, security, transport and energy. Within these market sectors Ultra focuses on developing specialist capabilities that provide differentiated solutions to customers' requirements.

### Information & Power Systems

#### Major systems and products

Airport information management systems; Airport-wide systems integration; Combat systems; Command, control and information systems; Command information management systems; Enterprise IT solutions; Intelligence processing infrastructures; IT consultancy; Nuclear reactor control and instrumentation; Nucleonic sensors; Data fusion systems; Local situational awareness systems; ID card printers; Radar and electro-optic systems; Surveillance and tracking systems; Naval power conversion; Gas turbine electric start and regeneration systems; Signature measurement and control systems for naval vessels; Transit system power conversion and controls

#### **Employees**

#### Locations in:

United Kingdom and North America



**Revenue H1** 

£119.5m

2009 H1 £101.0m

2009 H1 +53.0%

+18%

34% of Group revenue

Headline operating profit H1\*

+29%

2009 H1 +23.7%

29% of Group headline operating profit\*

#### Key events H1

- selection of Ultra's ADSI™ real-time command and control system for a new 'anti rocket and mortar' application
- the award of multi-year contracts to supply specialist, civil, nuclear-qualified sensors for use in China
- receipt of contracts for additional trackside electrical power equipment for UK rail and underground systems

### **Tactical & Sonar Systems**

#### Major systems and products

Acoustic countermeasure systems; Airborne anti-submarine warfare systems; Autonomous underwater surveillance systems; Airborne targeting pods; Communications network interfacing equipment; Data recording and analysis solutions; Cryptographic equipment; Data link communication systems; Gunfire location systems; Loitering munition systems; Radio communication systems; Sea mine disposal systems; Secure video communication systems; Sonar transducers and systems; Sonobuoys; Submarine tactical communication systems; Tactical radio systems; Torpedo defence systems; Underwater acoustic countermeasures; Video, voice and data communication systems

#### **Employees**

#### Locations in:

United Kingdom, North America and Australia



#### Revenue H1

2009 H1 £140.8m

44% of Group revenue

2009 H1 +31.6%

#### Headline operating profit H1\*

2009 H1 +57.6%



53% of Group headline operating profit\*

#### Key events H1

- continuing strong US and international demand for the Group's enhanced line-of-sight tactical radios with US demand being covered by an IDIQ contract worth up to
- the award of a development and production contract worth £76m for new UK cryptographic equipment and a further contract to supply high grade cryptos in the US
- selection in July to provide new sonar systems for the Royal Netherlands Navy

## Interim Management Report

"The results for the period emphasise the success of Ultra's strategies to underpin sustainable, long-term growth. Ultra continues to invest in a portfolio of differentiated products and services which are positioned on a large number of international platforms and programmes in the defence, security, transport and energy markets. This broad range of positions has created a flywheel effect that drives its performance year after year and provides resilience against market fluctuations.

Ultra has focused on high growth sectors within its markets, specialising in electronics, which is attracting an increasing proportion of customer budgets, even in periods of market uncertainty. The Group has an extensive portfolio of offerings positioned on long-term new build and upgrade programmes. Ultra has a broad customer base and accesses a wide range of markets, with international sales now representing three quarters of Group revenue. These factors provide Ultra with a resilient business model that underpins future order intake and supports its progress in 2010 and beyond."

**Douglas Caster, Chief Executive** 

This Interim Management Report ("IMR") has been prepared solely to provide additional information to enable shareholders to assess Ultra's strategies and the potential for those strategies to be fulfilled. It should not be relied upon by any other party or for any other purpose.

This IMR contains certain forward-looking statements. Such statements are made by the Directors in good faith based on the information available to them at the time of their approval of this report, and they should be treated with caution due to the inherent uncertainties underlying such forward-looking information.

This IMR has been prepared for the Group as a whole and therefore gives greatest emphasis to those matters which are significant to Ultra when viewed as a complete entity.

#### **Financial Results**

|  | Six months ended  | Six months ended   |                 |
|--|-------------------|--------------------|-----------------|
|  | 2 July 2010<br>£m | 30 June 2009<br>£m | Growth          |
| Owler beat                                 | LIII              | LIII               | diowiii         |
| Order book                                 | 204.8             | 213.3              | -4.0%           |
| Aircraft & Vehicle Systems                 | 204.8             | 213.3              |                 |
| Information & Power Systems                | 208.5<br>418.8    | 204.7<br>349.4     | +1.9%<br>+19.9% |
| Tactical & Sonar Systems  Total order book | 832.1             | 767.4              | +8.4%           |
| Total order book                           | 032.1             | 707.4              | +0.470          |
| Revenue                                    |                   |                    |                 |
| Aircraft & Vehicle Systems                 | 76.5              | 83.7               | -8.6%           |
| Information & Power Systems                | 119.5             | 101.0              | +18.3%          |
| Tactical & Sonar Systems                   | 154.9             | 140.8              | +10.0%          |
| Total revenue                              | 350.9             | 325.5              | +7.8%           |
| Organic revenue growth                     |                   |                    | +5.9%           |
| Headline operating profit                  |                   |                    |                 |
| Aircraft & Vehicle Systems                 | 9.1               | 10.9               | -16.5%          |
| Information & Power Systems                | 14.8              | 11.5               | +28.7%          |
| Tactical & Sonar Systems                   | 27.5              | 21.9               | +25.6%          |
| Total headline operating profit            | 51.4              | 44.3               | +16.0%          |
| Organic headline operating profit growth   |                   |                    | +11.4%          |
| Headline operating margin                  |                   |                    |                 |
| Aircraft & Vehicle Systems                 | 11.9%             | 6 13.0%            |                 |
| Information & Power Systems                | 12.4%             | 6 11.4%            |                 |
| Tactical & Sonar Systems                   | 17.8%             | 6 15.6%            |                 |
| Total headline operating margin            | 14.6%             | 6 13.6%            |                 |
| Finance charges*                           | (3.8)             | (4.1)              | -7.3%           |
| Headline profit before tax                 | 47.6              | 40.2               | +18.4%          |
| Operating cash flow                        | 40.3              | 33.3               |                 |
| Cash conversion*                           | 78%               | 6 75%              |                 |
| Net debt* at period-end                    | 17.4              | 68.1               |                 |
| Bank interest cover                        | 22.0x             | 16.7x              |                 |
| Headline earnings per share                | 50.0p             | 43.4p              | +15.2%          |

#### Note

**operating cash flow\*** is cash generated by operations, less net capital expenditure, R&D and LTIP share purchases.

**cash conversion\*** is cash generated by operations, less net capital expenditure, R&D and LTIP share purchases as % of profit from operations before amortisation of intangibles arising on acquisition and profit on disposal of property, plant and equipment net of property-related provisions.

**net debt\*** comprises bank overdrafts and loans less cash and cash equivalents.

**finance charges\*** exclude fair value movements on derivatives and the 2009 loss on closing out foreign currency hedging contracts.

**organic revenue growth\*** is the annual rate of increase in revenue that was achieved, assuming that acquisitions made during the prior year were only included for the same proportion of the current year.

**opening firm order cover (%)\*** represents the firm orders due for delivery in the next twelve months trading as a percentage of analysts' consensus revenue forecast for the same period.

strategies for growth... ...driving resilience Revenue in the period was 8% higher at £350.9m (2009: £325.5m). Of the increase, acquisitions contributed 2% and, with a negligible exchange rate effect, organic growth at constant currencies was a robust 5%.

In the period Ultra maintained its investment in the development of new business and products above 5% of revenue at £18.0m (2009: £18.9m).

Headline operating profit increased 16% to £51.4m (2009: £44.3m). Organic growth at constant currencies was 9.8% and acquisitions contributed 4.6%. The headline operating margin increased to 14.6% (2009: 13.6%).

Headline profit before tax increased by 18% to £47.6m (2009: £40.2m), after net financing charges\* of £3.8m, broadly unchanged from £4.1m in 2009.

The Group's headline tax rate in the period was 28.0% (2009: 26.5%). This increase was mainly caused by the higher proportion of Group profits that are generated in North America where the marginal rate of taxation is higher. As a consequence of the higher tax rate in the period, the increase in headline earnings per share was 15% at 50.0p (2009: 43.4p).

Reported profit before tax was £35.7m (2009: £62.9m). Ultra's IFRS profit before tax reflected the combined effects of the elements detailed below:

|                                       | 2010   | 2009   |
|---------------------------------------|--------|--------|
|                                       | £m     | £m     |
| Headline profit before tax            | 47.6   | 40.2   |
| Amortisation of intangibles arising   |        |        |
| on acquisition                        | (10.4) | (14.7) |
| Loss on closing out foreign currency  |        |        |
| hedging contracts                     | -      | (15.9) |
| (Loss)/profit on fair value movements |        |        |
| on derivatives                        | (1.5)  | 48.3   |
| Profit on disposal of property,       |        |        |
| plant and equipment, net of           |        |        |
| property-related provisions           | -      | 5.0    |
| Reported profit before tax            | 35.7   | 62.9   |

Operating cash conversion\* was 78%, reflecting the Group's customary focus on cash management. This follows the strong performance in the second half of 2009 and, as usual, is measured after capital expenditure and the capitalisation of certain development costs. In cash terms, Ultra made an investment in the period of £17.7m (2009: £18.6m) on the development of new products and business, of which £0.2m was capitalised (2009: £0.2m) as an intangible asset.

The Group's balance sheet remains strong, with net interest payable on borrowings covered around 22 times by headline operating profit. Net debt\* at the end of the period reduced to £17.4m compared to £28.7m at the end of 2009. This decrease of £11.3m was after a net cash expenditure on acquisitions in the period of £3.7m (2009: £10.1m) including the payment of deferred consideration in respect of acquisitions made in prior

years. The movement of sterling against US and Canadian dollars at the period end increased net debt by £2.8m.

The proposed interim dividend is 10.6p, an increase of 10%, which will be paid on 24 September to shareholders on the register on 20 August 2010.

The order book at the end of the period was £832.1m, an increase of 8% over the value at the same time last year and an increase of 4% at constant currencies. Within this total, firm order cover for the next twelve months trading has been maintained at its customary level of above 60%. A contract to supply advanced sonar systems for the Royal Netherlands Navy was announced after the end of the period.

#### Investing for growth

Ultra continued to invest to support its strategy to deliver long term growth. Investments in the period were in new products and services, in new business development as well as in acquisitions.

In 2010 the Group has continued to invest in the Boeing 787, F-35 Joint Strike Fighter, Airbus A400M and Gulfstream G650 aircraft programmes which will all contribute to growth in the medium and long term. The Group also invested in developing the next generation of battlespace communications equipment. Ultra's internal investment in the period in new product and business development to drive future growth totalled £18.0m, similar to the same period of 2009 (£18.9m).

Since the end of the period Ultra has made two bolt-in acquisitions; Extec and Transmag, both in the UK and each for around £3m.

Transmag Power Transformers Ltd. ('Transmag') supplies large, specialist electrical transformers for various applications in the rail, mining and renewable energy markets. Transmag augments the transit power system offering of Ultra's PMES business in the Group's Information & Power Systems division. It is based in Birmingham and will operate as part of PMES.

Extec Integrated Systems Ltd. ('Extec') based in Portchester, near Fareham, Hants, designs and manufactures thick-film hybrid electronic microcircuits. This specialist method of packaging electronic circuits has some inherent advantages when used in high reliability space, defence, aerospace and civil applications such as Ultra's new electronic control systems for nuclear reactors. Extec will operate as part of the Group's Manufacturing & Card Systems business in the Aircraft & Vehicle Systems division.

The initial cash consideration for these acquisitions was financed using Ultra's existing facilities.

#### Operational review

#### Aircraft & Vehicle Systems

Revenue in Aircraft & Vehicle Systems was £76.5m compared to £83.7m in 2009 and headline operating profit reduced by 17% to £9.1m (2009: £10.9m). The division's order book reduced by 4% in the period to £204.8m (2009: £213.3m) reflecting delayed contract awards for FRES and Warrior equipment together with the trading of multi-year Eurofighter aircraft equipment contracts.

The division continues to focus on investing in new programmes, principally ice protection systems for the Boeing 787 and F-35 Joint Strike Fighter; the production phases of these programmes will drive growth in the medium and long term. The system development phase of these programmes which, in 2009, received partial customer funding, has been completed and superseded by Ultra-funded system qualification. This phase is nearing completion but adversely affected revenue and headline operating profit in the period.

Elsewhere, there was solid demand across the division's businesses for equipment and systems fitted to production aircraft, both military and civil, and to armoured vehicles together with increased demand for performance consultancy and training in the UAE.

Highlights of activities in the period that underpin continuing growth included:

- confirmation, post-election, that development will proceed of the FRES Scout Variant armoured vehicle for the British Army
- selection to provide additional electronic control systems for Mitsubishi's new regional jet aircraft
- initial sales for trials purposes of Ultra's new ASIS system for detecting cracks in the airframes of ageing metal aircraft; the trials will be on P-3 aircraft

#### **Information & Power Systems**

Revenue in Information & Power Systems grew by 18% to £119.5m compared to £101.0m in 2009. Headline operating profit increased by 29% to £14.8m (2009: £11.5m) as operating margin recovered to 12.4% (2009: 11.4%). There were small contributions from Tisys and Scytale, both acquired in 2009. Growth in the order book at the end of the period was restricted to 2% at £208.5m (2009: £204.7m) reflecting delays in contract placement, principally the production phase of nuclear reactor controls for UK submarines.

Revenue and profit growth reflected strong demand for Ultra's specialist intelligence and surveillance systems, including those for air defence and for systems to protect the British Army's deployed operating bases. In the transport sector, good demand for IT systems at various airports around the world was matched by that for specialist power equipment for mass transit systems and naval ships.

Features of the division's performance in the period that support continuing growth included:

• selection of Ultra's ADSI™ real-time command and control system for a new 'anti rocket and mortar' application

- the award of multi-year contracts to supply specialist, civil, nuclear-qualified sensors for use in China
- receipt of contracts for additional trackside electrical power equipment for UK rail and underground systems

#### **Tactical & Sonar Systems**

Revenue in Tactical & Sonar Systems increased by 10% to £154.9m (2009: £140.8m) and headline operating profit rose 26% to £27.5m (2009: £21.9m). These results include small contributions from Xerion and Avalon, acquired in 2009. The closing order book was £418.8m (2009: £349.4m), an increase of 20% in the period reflecting strong order intake for battlespace IT systems and equipment.

Deliveries of Ultra's advanced anti-submarine warfare systems and equipment to domestic and international customers made a good contribution to growth in the period. There was also strong international battlespace IT demand, especially for tactical radio and data link systems.

Growth in the future is underpinned as a result of the following developments in the period:

- continuing strong US and international demand for the Group's enhanced line-of-sight tactical radios with US demand being covered by an IDIQ contract worth up to \$650m
- the award of a development and production contract worth £76m for new UK cryptographic equipment and a further contract to supply high grade cryptos in the US
- selection in July to provide new sonar systems for the Royal Netherlands Navy

#### Market conditions

Overall, budgets addressable by Ultra around the world will remain sufficiently large to give the Group considerable headroom for further growth.

#### **Defence and security**

The level of international tension is not reducing, driven by the actions of potentially rogue states and terrorist groups. This underpins continuing expenditure worldwide on defence and security. In Ultra's main markets, the relevance of major defence projects is being reviewed against these evolved defence priorities, as outlined in the Quadrennial Defense Review ('QDR') in the US and the continuing UK Strategic Defence and Security Review. These highlight the significant competing pressures for funds that have caused recent contract delays.

In the US the President's budget requests for the near to medium term are for the core defence budget to grow at about 3% per annum with substantial additional funds for continuing operations in Afghanistan and Iraq. The focus of expenditure is on improving information superiority, command and control, unmanned sensors and systems, communications and cyber-warfare. These are all areas where Ultra has strong market positions.

In the UK defence budgets will be reduced, though, for Ultra, UK defence represents only about 12% of Group revenue. As a consequence of the squeeze, fewer new platforms will be built so the military capability of existing platforms will have to be upgraded. This typically drives demand for advanced electronic solutions.

All modern armed forces rely on many forms of sophisticated electronic systems to achieve smart capability for precision targeting, information superiority as well as interoperability between coalition forces. As a result, an increasing proportion of defence and security budgets is being spent on electronics.

Elsewhere, in areas where Ultra has recently achieved market presence, such as Australia, Turkey and the Middle East, defence spending continues to rise in real terms.

The broader security and intelligence markets for Ultra continue to grow, driven by an undiminished level of terrorist activity globally. Covert surveillance and legal intercept of electronic communications continue to be effective ways of identifying and negating the threat.

The Group's broad portfolio of specialist capabilities that contribute to smart electronic solutions positions it well to secure further work in the medium term to satisfy future operational requirements. The Group's independence allows it to work with all the major prime contractors on new platforms as well as upgrade programmes.

#### Transport

In the transport sector, population growth drives demand for civil aircraft, infrastructure investment in airports and in mass passenger transit systems – all areas where Ultra has a strong capability. Increases have been announced in production rates at both Boeing and Airbus reflecting their long order books. Sales of equipment for the Boeing 787, when it enters airline service, will be additive to the Group's performance.

The long-term, worldwide increase in air travel drives investment in infrastructure including airport IT systems. The Group continues to win new business around the world, reflecting the global nature of this market sector. Ground transport systems also require continuing investment in regions of high population density, a trend from which Ultra benefits.

#### Energy

Around the world the strategic need to have secure access to an increasing amount of energy from independent sources is driving a higher level of investment in civil nuclear power generation. This investment is in extending the life of existing plant as well as building new reactors. Ultra has niche capabilities in the supply of high integrity control systems and the associated specialist sensors and is therefore well placed to benefit as market opportunities develop globally.

#### Risks and uncertainties

A number of potential risks and uncertainties exist which could have a material impact on the Group's performance over the second half of the year and which could cause actual results to differ materially from expected and historical costs. The Directors do not consider that the principal risks and uncertainties have changed since the publication of the Group's Annual Report for 2009. An explanation of the risks detailed below, and the robust business strategies that Ultra uses to manage and mitigate those risks and uncertainties, can be found on pages 23 to 27 of the Annual Report which is available for download at www.ultra-electronics.com/investors.

About three-quarters of Ultra's revenue are from the defence sector and there will be pressure on defence budgets. Current projections are, however, that baseline budgets, excluding supplemental funds for continuing operations, will continue to grow in the US. In the UK, however, it is anticipated that defence budgets will reduce. Nevertheless, the overall size of defence budgets worldwide, relative to the Group's revenue, provides sufficient headroom to support Ultra's continuing growth.

There is a risk of programme delays or cancellations but this has always been a feature of the Group's markets. Additionally, no single programme represents more than 5% of Ultra's revenue in any year. The cancellation or curtailment of any single programme is therefore unlikely to have a material impact on the Group.

Movements in foreign currency exchange rates result in both transaction and translation effects on the Group's results. Ultra's projected net transaction exposure is mitigated by the use of forward hedging contracts. The current expectation is that there will be a favourable impact on profit in 2011 as the effective hedge rate for US dollars moves from \$1.93:£1.00 in 2010 to \$1.55:£1.00 in 2011. By their nature, currency translation risks cannot be mitigated.

#### Confirmation of going concern

The Directors have considered the guidance issued by the Financial Reporting Council in October 2009 and hereby confirm that the Group continues to adopt the 'going concern' basis in preparing its accounts.

The Board has made appropriate enquiries to support this view, looking forward for a period of at least twelve months. Salient points taken into consideration were:

- the Group's track record of delivering high quality profits growth
- the adequacy of Ultra's banking facilities
- Ultra's positions in growth sectors of its markets
- the long-term nature of Ultra's markets and contracts
- that the Group has maintained firm order cover for analysts' consensus revenue forecast for the next twelve months at over 60%

Reporting changes for 2010

When the Group announces its 2010 preliminary results on 28 February 2011, the following adjustments will be reflected:

- 1 The Group's Manufacturing & Card Systems business will be moved from the Information & Power Systems division to Aircraft & Vehicle Systems where the internal synergies are greater.
- 2 The results of the Dascam business in Aircraft & Vehicle Systems will be reported as an 'associated undertaking' with effect from 1 August. In order to enhance its market position within the UAE, Dascam will become part of Al-Shaheen, an enlarged joint-venture with Emirati Advanced Investments with a focus on training and performance development. Ultra will own 49% of this enlarged joint venture.

#### **Prospects**

Ultra has a broad portfolio of differentiated offerings specified on an increasing list of international platforms and programmes. This spreads risk and gives resilience to the Group's overall performance. These long-term programme positions have a flywheel effect, providing a solid base that underpins the Group's continuing growth.

Within Ultra's overall order book, valued at £832m, firm order coverage for the next twelve months' trading for the Group has been maintained at its traditional level of over 60%, thereby giving good visibility of future earnings.

Ultra will continue its programme of investment to drive further organic and acquisition growth. Internally, the Group is investing in innovative, differentiated products and services that can be positioned on long-term programmes. This market-led innovation and the Group's agility of response to customer requirements provide the competitive edge that allows Ultra to succeed in its markets. Ultra's strong balance sheet can support the purchase of businesses that would further enhance the Group's portfolio and to which ownership by Ultra would add value.

Ultra has focused on high growth sectors within its markets, specialising in electronics which is attracting an increasing proportion of customer budgets even in periods of market uncertainty. The Group has an extensive portfolio of offerings positioned on long-term new build and upgrade programmes. Ultra has a broad customer base and accesses a wide range of markets, with international sales now representing three-quarters of Group revenue. These factors provide Ultra with a resilient business model that underpins future order intake and gives the Board confidence in Ultra's progress in 2010 and beyond.

## Condensed Consolidated Income Statement

For the half-year ended 2 July 2010

|  |       | Six months to<br>2 July 2010 | Six months to<br>30 June 2009 | Year to<br>31 December 2009 |
|--|-------|------------------------------|-------------------------------|-----------------------------|
|  | Note  | £'000                        | £′000                         | £'000                       |
| Continuing operations                                  | ••••• |                              |                               |                             |
| Revenue  | 3     | 350,946                      | 325,486                       | 651,036                     |
| Cost of sales  |       | (256,327)                    | (237,380)                     | (462,524)                   |
| Gross profit   |       | 94,619                       | 88,106                        | 188,512                     |
| Other operating income                                 |       | 1,131                        | 5,264                         | 5,112                       |
| Distribution costs                                     |       | (406)                        | (391)                         | (1,038)                     |
| Administrative expenses                                |       | (53,745)                     | (49,589)                      | (109,527)                   |
| Other operating expenses                               |       | (577)                        | (8,818)                       | (7,023)                     |
| Profit from operations                                 | 3     | 41,022                       | 34,572                        | 76,036                      |
| Headline operating profit                              | 4     | 51,388                       | 44,298                        | 97,330                      |
| Amortisation of intangibles arising on acquisition     |       | (10,366)                     | (14,730)                      | (26,303)                    |
| Profit on disposal of property, plant and equipment    |       |                              |                               |                             |
| net of property-related provisions                     |       | -                            | 5,004                         | 5,009                       |
| Profit from operations                                 |       | 41,022                       | 34,572                        | 76,036                      |
| Investment revenue                                     | 5     | 361                          | 48,637                        | 56,212                      |
| Finance costs  | 6     | (5,694)                      | (20,265)                      | (24,350)                    |
| Profit before tax                                      |       | 35,689                       | 62,944                        | 107,898                     |
| Headline profit before tax                             | 4     | 47,600                       | 40,204                        | 89,486                      |
| Amortisation of intangibles arising on acquisition     |       | (10,366)                     | (14,730)                      | (26,303)                    |
| (Loss)/profit on fair value movements on derivatives   |       | (1,545)                      | 48,390                        | 55,630                      |
| Profit on disposal of property, plant and equipment    |       |                              |                               |                             |
| net of property-related provisions                     |       | -                            | 5,004                         | 5,009                       |
| Loss on closing out foreign currency hedging contracts |       | -                            | (15,924)                      | (15,924)                    |
| Profit before tax                                      |       | 35,689                       | 62,944                        | 107,898                     |
| Tax  | 7     | (9,672)                      | (16,817)                      | (29,418)                    |
| Profit for the period from continuing operations       |       |                              |                               |                             |
| attributable to equity holders of the parent           |       | 26,017                       | 46,127                        | 78,480                      |
| Earnings per ordinary share (pence)                    |       |                              |                               |                             |
| From continuing operations                             |       |                              |                               |                             |
| Basic  | 9     | 38.0                         | 67.7                          | 115.1                       |
| Diluted  | 9     | 37.8                         | 67.5                          | 114.8                       |

# Condensed Consolidated Statement of Compehensive Income

|   | Six months to<br>2 July 2010 | Six months to<br>30 June 2009 | Year to<br>31 December 2009 |
|---|------------------------------|-------------------------------|-----------------------------|
|   | £′000                        | £'000                         | £′000                       |
| Profit for the period                                     | 26,017                       | 46,127                        | 78,480                      |
| Exchange differences on translation of foreign operations | 10,198                       | (22,791)                      | (18,810)                    |
| (Loss)/gain on net investment hedges                      | (3,388)                      | 9,192                         | 7,128                       |
| Actuarial losses on defined benefit pension schemes       | -                            | -                             | (16,706)                    |
| (Loss)/gain on cash flow hedges                           | (645)                        | 537                           | (116)                       |
| Transfer from profit and loss on cash flow hedges         | 960                          | 755                           | 1,759                       |
| Tax relating to components of other comprehensive income  | -                            | -                             | 2,728                       |
| Other comprehensive income for the period                 | 7,125                        | (12,307)                      | (24,017)                    |
| Total comprehensive income for the period                 | 33,142                       | 33,820                        | 54,463                      |

## Condensed Consolidated Balance Sheet

As at 2 July 2010

|   |       | At 2 July<br>2010 | At 30 June<br>2009 | At 31 December 2009 |
|---|-------|-------------------|--------------------|---------------------|
|   | Note  | £′000             | £′000              | £′000               |
| Non-current assets  | ••••• |                   |                    |                     |
| Intangible assets   |       | 301,602           | 296,230            | 301,848             |
| Property, plant and equipment                             | 10    | 37,895            | 32,501             | 36,644              |
| Interest in associate                                     | 70    | 1,177             | 1,988              | 1,107               |
| Deferred tax assets                                       |       | 21,462            | 23,198             | 18,159              |
| Derivative financial instruments                          |       | 1,943             | 5,469              | 4,908               |
|   |       | 364,079           | 359,386            | 362,666             |
| Current assets  |       |                   |                    |                     |
| Inventories   |       | 45,327            | 46,835             | 50,612              |
| Trade and other receivables                               | 11    | 151,731           | 132,009            | 122,442             |
| Cash and cash equivalents                                 |       | 59,323            | 52,449             | 41,809              |
| Derivative financial instruments                          |       | 1,727             | 801                | 994                 |
|   |       | 258,108           | 232,094            | 215,857             |
| Total assets  | 3     | 622,187           | 591,480            | 578,523             |
| Current liabilities                                       |       |                   |                    |                     |
| Trade and other payables                                  | 12    | (171,621)         | (159,470)          | (169,553)           |
| Tax liabilities   |       | (17,058)          | (8,946)            | (9,020)             |
| Derivative financial instruments                          |       | (7,839)           | (11,532)           | (9,164)             |
| Obligations under finance leases                          |       | -                 | (13)               | (5)                 |
| Bank loans  |       | _                 | -                  | (70,489)            |
| Short-term provisions                                     | 13    | (14,428)          | (9,741)            | (15,591)            |
|   |       | (210,946)         | (189,702)          | (273,822)           |
| Non-current liabilities                                   |       |                   |                    |                     |
| Retirement benefit obligations                            |       | (79,013)          | (59,934)           | (77,497)            |
| Other payables  | 12    | (20,208)          | (17,513)           | (18,023)            |
| Deferred tax liabilities                                  |       | (14,181)          | (15,345)           | (14,721)            |
| Derivative financial instruments                          |       | (4,394)           | (9,667)            | (4,071)             |
| Obligations under finance leases                          |       | -                 | (4)                | -                   |
| Bank loans  |       | (76,709)          | (120,534)          | -                   |
| Long-term provisions                                      | 13    | (12,711)          | (12,039)           | (6,923)             |
|   |       | (207,216)         | (235,036)          | (121,235)           |
| Total liabilities   | 3     | (418,162)         | (424,738)          | (395,057)           |
| Net assets  |       | 204,025           | 166,742            | 183,466             |
| Equity  |       |                   |                    |                     |
| Share capital   | 14    | 3,427             | 3,408              | 3,420               |
| Share premium account                                     |       | 39,587            | 36,640             | 38,313              |
| Own shares  |       | (1,085)           | (1,450)            | (1,450)             |
| Hedging and translation reserve                           |       | 16,262            | 9,016              | 9,452               |
| Retained earnings   |       | 145,834           | 119,128            | 133,731             |
| Total equity attributable to equity holders of the parent |       | 204,025           | 166,742            | 183,466             |

## Condensed Consolidated Cash Flow Statement

For the half-year ended 2 July 2010

|  |      | Six months to<br>2 July 2010 | Six months to<br>30 June 2009 | Year to<br>31 December 2009 |
|--|------|------------------------------|-------------------------------|-----------------------------|
|  | Note | £'000                        | £′000                         | £′000                       |
| Net cash flow from operating activities                  | 15   | 33,792                       | 29,332                        | 102,056                     |
| Investing activities                                     |      |                              |                               |                             |
| Interest received  |      | 361                          | 247                           | 582                         |
| Purchase of property, plant and equipment                |      | (4,745)                      | (4,865)                       | (10,042)                    |
| Proceeds from disposal of property, plant and equipment  |      | 2,846                        | 3,242                         | 3,062                       |
| Expenditure on product development and other intangibles | ;    | (770)                        | (1,100)                       | (2,352)                     |
| Acquisition of subsidiary undertakings                   |      | (3,661)                      | (10,902)                      | (31,601)                    |
| Net cash acquired with subsidiary undertakings           |      | -                            | 843                           | 843                         |
| Net cash used in investing activities                    |      | (5,969)                      | (12,535)                      | (39,508)                    |
| Financing activities                                     |      |                              |                               |                             |
| Issue of share capital                                   |      | 1,281                        | 214                           | 1,899                       |
| Dividends paid   |      | (14,755)                     | (12,226)                      | (18,749)                    |
| Increase/(decrease) in borrowings                        |      | 4,000                        | 22,389                        | (29,051)                    |
| Loan syndication costs                                   |      | (1,388)                      | -                             | -                           |
| Repayment of obligations under finance leases            |      | (5)                          | (93)                          | (104)                       |
| Loss on closing out foreign currency hedging contracts   |      | -                            | (15,924)                      | (15,924)                    |
| Net cash used in financing activities                    |      | (10,867)                     | (5,640)                       | (61,929)                    |
| Net increase in cash and cash equivalents                |      | 16,956                       | 11,157                        | 619                         |
| Cash and cash equivalents at beginning of period         |      | 41,809                       | 43,385                        | 43,385                      |
| Effect of foreign exchange rate changes                  |      | 558                          | (2,093)                       | (2,195)                     |
| Cash and cash equivalents at end of period               |      | 59,323                       | 52,449                        | 41,809                      |

# Condensed Consolidated Statement of Changes in Equity For the half-year ended 2 July 2010

#### Equity attributable to equity holders of the parent

|   | Share<br>capital<br>£'000 | Share<br>premium<br>account<br>£'000 | Reserve for own shares £'000 | Hedging and<br>translation<br>reserve<br>£'000 | Retained<br>earnings<br>£'000 | Total equity<br>£'000 |
|---|---------------------------|--------------------------------------|------------------------------|--|-------------------------------|-----------------------|
| Balance at 1 January 2010                 | 3,420                     | 38,313                               | (1,450)                      | 9,452  | 133,731                       | 183,466               |
| Profit for the period                     | -                         | -                                    | -                            | -  | 26,017                        | 26,017                |
| Other comprehensive income for the period | -                         | -                                    | -                            | 6,810  | 315                           | 7,125                 |
| Total comprehensive income for the period | -                         | -                                    | -                            | 6,810  | 26,332                        | 33,142                |
| Disposal of own shares                    | -                         | -                                    | 365                          | -  | (365)                         | -                     |
| Equity settled employee share schemes     | 7                         | 1,274                                | -                            | -  | 891                           | 2,172                 |
| Dividend to shareholders                  | -                         | -                                    | -                            | -  | (14,755)                      | (14,755)              |
| Balance at 2 July 2010                    | 3,427                     | 39,587                               | (1,085)                      | 16,262   | 145,834                       | 204,025               |
| Balance at 1 January 2009                 | 3,407                     | 36,427                               | (1,974)                      | 22,615   | 83,594                        | 144,069               |
| Profit for the period                     | -                         | -                                    | -                            | -  | 46,127                        | 46,127                |
| Other comprehensive income for the period | -                         | -                                    | -                            | (13,599)                                       | 1,292                         | (12,307)              |
| Total comprehensive income for the period | -                         | -                                    | -                            | (13,599)                                       | 47,419                        | 33,820                |
| Disposal of own shares                    | -                         | -                                    | 524                          | -  | (524)                         | -                     |
| Equity settled employee share schemes     | 1                         | 213                                  | -                            | -  | 865                           | 1,079                 |
| Dividend to shareholders                  | -                         | -                                    | -                            | -  | (12,226)                      | (12,226)              |
| Balance at 30 June 2009                   | 3,408                     | 36,640                               | (1,450)                      | 9,016  | 119,128                       | 166,742               |
| Balance at 1 January 2009                 | 3,407                     | 36,427                               | (1,974)                      | 22,615   | 83,594                        | 144,069               |
| Profit for the year                       | -                         | -                                    | -                            | -  | 78,480                        | 78,480                |
| Other comprehensive income for the year   | -                         | -                                    | -                            | (13,163)                                       | (10,854)                      | (24,017)              |
| Total comprehensive income for the year   | -                         | -                                    | -                            | (13,163)                                       | 67,626                        | 54,463                |
| Disposal of own shares                    | -                         | -                                    | 524                          | -  | (524)                         | -                     |
| Equity settled employee share schemes     | 13                        | 1,886                                | -                            | -  | 1,490                         | 3,389                 |
| Dividend to shareholders                  | -                         | -                                    | -                            | -  | (18,749)                      | (18,749)              |
| Deferred tax on share-based payment       |                           |                                      |                              |  |                               |                       |
| transactions                              | -                         | -                                    | -                            | -  | 294                           | 294                   |
| Balance at 31 December 2009               | 3,420                     | 38,313                               | (1,450)                      | 9,452  | 133,731                       | 183,466               |

# Notes to the Condensed Consolidated Interim Financial Statements

For the half-year ended 2 July 2010

#### 1 General information

The information for the year ended 31 December 2009 does not constitute statutory accounts as defined in section 435 of the Companies Act 2006. A copy of the statutory accounts for that year has been delivered to the Registrar of Companies. The auditor's report on those accounts was not qualified, did not include a reference to any matters to which the auditors drew attention by way of emphasis without qualifying the report and did not contain statements under section 498 (2) or (3) of the Companies Act 2006.

These interim Financial Statements, which were approved by the Board of Directors on 30 July 2010, have not been audited or reviewed by the Auditors.

#### 2 Accounting policies

The annual financial statements of Ultra Electronics Holdings plc are prepared in accordance with International Financial Reporting Standards (IFRS). The condensed set of financial statements included in this half-yearly financial report has been prepared in accordance with International Accounting Standard 34 'Interim Financial Reporting'.

The same accounting policies, presentation and methods of computation are followed in the condensed set of financial statements as applied in the Group's latest annual audited financial statements, except as described below.

IFRS 3 (revised) "Business Combinations". The standard continues to apply the acquisition method to business combinations, with some significant changes. For example IFRS 3 (revised) amends the treatment of acquisition costs incurred in respect of business combinations. These costs were previously capitalised within intangible assets. As from 1 January 2010 the Group expenses all acquisition related transaction costs. Whilst this is an accounting policy change for the Group, it is not expected to have a material impact on the information presented in the Group's financial statements.

In addition, IFRS 3 (revised) requires that changes to the fair value of contingent consideration arising from events after the acquisition date, for acquisitions made on or after 1 January 2010, are no longer to be treated as measurement period adjustments. Instead they are recognised in the income statement. This accounting policy change has not had a material impact in the period to 2 July 2010. However, the amount of contingent consideration paid could differ significantly from the amount originally estimated and therefore this change in accounting policy could have a significant impact on the Group's results going forward.

#### 3 Segment information

|                             |          | Six months to | o 2 July 2010 |          | Six months to 30 | 0 June 2009 |
|-----------------------------|----------|---------------|---------------|----------|------------------|-------------|
|                             | External | Internal      |               | External | Internal         |             |
|                             | revenue  | revenue       | Total         | revenue  | revenue          | Total       |
|                             | £′000    | £′000         | £′000         | £′000    | £'000            | £′000       |
| Revenue                     |          |               |               |          |                  |             |
| Aircraft & Vehicle Systems  | 76,494   | 266           | 76,760        | 83,698   | 703              | 84,401      |
| Information & Power Systems | 119,545  | 3,819         | 123,364       | 101,014  | 1,606            | 102,620     |
| Tactical & Sonar Systems    | 154,907  | 9,782         | 164,689       | 140,774  | 5,898            | 146,672     |
| Eliminations                | -        | (13,867)      | (13,867)      | -        | (8,207)          | (8,207)     |
| Consolidated revenue        | 350,946  | -             | 350,946       | 325,486  | -                | 325,486     |

|   | Aircraft<br>& Vehicle<br>Systems | Information<br>& Power<br>Systems | Tactical<br>& Sonar<br>Systems | Total                    |  |
|---|----------------------------------|-----------------------------------|--------------------------------|--------------------------|--|
|   | £′000                            | £′000                             | £′000                          | £′000                    |  |
| Headline operating profit Amortisation of intangibles arising | 9,077                            | 14,772                            | 27,539                         | 51,388                   |  |
| on acquisition  | (1,330)                          |                                   | (4,530)                        | (10,366)                 |  |
| Profit from operations Investment revenue Finance costs       | 7,747                            | 10,266                            | 23,009                         | 41,022<br>361<br>(5,694) |  |
| Profit before tax   |                                  |                                   |                                | 35,689                   |  |
| Tax   |                                  |                                   |                                | (9,672)                  |  |
| Profit after tax  |                                  |                                   |                                | 26,017                   |  |

#### 3 Segment information (continued)

|                                       |           |                      |                    | Six months to 30   | Julie 2005 |
|---------------------------------------|-----------|----------------------|--------------------|--------------------|------------|
|                                       |           | Aircraft             | Information        | Tactical           |            |
|                                       |           | & Vehicle<br>Systems | & Power<br>Systems | & Sonar<br>Systems | Total      |
|                                       |           | £'000                | £'000              | £'000              | £′000      |
| Headline operating profit             |           | 10,869               | 11,511             | 21,918             | 44,298     |
| Amortisation of intangibles arising   |           |                      |                    |                    |            |
| on acquisition                        |           | (2,649)              | (6,161)            | (5,920)            | (14,730)   |
| Profit on disposal of property, plant |           |                      |                    |                    |            |
| and equipment net of property         |           |                      |                    |                    |            |
| related provisions                    |           | (1,380)              | 7,484              | (1,100)            | 5,004      |
| Profit from operations                |           | 6,840                | 12,834             | 14,898             | 34,572     |
| Investment revenue                    |           |                      |                    |                    | 48,637     |
| Finance costs                         |           |                      |                    |                    | (20,265)   |
| Profit before tax                     |           |                      |                    |                    | 62,944     |
| Tax                                   |           |                      |                    |                    | (16,817)   |
| Profit after tax                      |           |                      |                    |                    | 46,127     |
|                                       |           |                      |                    | Year to 31 Dece    | ember 2009 |
|                                       |           | Aircraft             | Information        | Tactical           |            |
|                                       |           | & Vehicle<br>Systems | & Power<br>Systems | & Sonar<br>Systems | Total      |
|                                       |           | £′000                | £′000              | £′000              | £′000      |
| Headline operating profit             |           | 20,940               | 25,325             | 51,065             | 97,330     |
| Amortisation of intangibles arising   |           |                      |                    |                    |            |
| on acquisition                        |           | (4,715)              | (10,828)           | (10,760)           | (26,303)   |
| Profit on disposal of property, plant |           |                      |                    |                    |            |
| and equipment net of property         |           |                      |                    |                    |            |
| related provisions                    |           | (1,380)              | 7,489              | (1,100)            | 5,009      |
| Profit from operations                |           | 14,845               | 21,986             | 39,205             | 76,036     |
| Investment revenue                    |           |                      |                    |                    | 56,212     |
| Finance costs                         |           |                      |                    |                    | (24,350)   |
| Profit before tax                     |           |                      |                    |                    | 107,898    |
| Tax                                   |           |                      |                    |                    | (29,418)   |
| Profit after tax                      |           |                      |                    |                    | 78,480     |
|                                       | At 2 July |                      | At 30 June         | At 3               | l December |
|                                       | 2010      |                      | 2009               |                    | 2009       |
|                                       | £′000     |                      | £′000              |                    | £′000      |
| Total assets by segment               |           |                      |                    |                    |            |
| Aircraft & Vehicle Systems            | 130,364   |                      | 115,999            |                    | 104,141    |
| Information & Power Systems           | 162,603   |                      | 193,313            |                    | 202,592    |
| Tactical & Sonar Systems              | 244,765   |                      | 200,251            |                    | 205,920    |
|                                       | 537,732   |                      | 509,563            |                    | 512,653    |
| Unallocated                           | 84,455    |                      | 81,917             |                    | 65,870     |
| Total assets                          | 622,187   |                      | 591,480            |                    | 578,523    |

Unallocated assets represent deferred tax assets, derivatives at fair value and cash and cash equivalents.

#### 3 Segment information (continued)

|                              | At 2 July | At 30 June | At 31 December |
|------------------------------|-----------|------------|----------------|
|                              | 2010      | 2009       | 2009           |
|                              | £′000     | £′000      | £′000          |
| Total liabilities by segment |           |            |                |
| Aircraft & Vehicle Systems   | 50,773    | 46,585     | 52,421         |
| Information & Power Systems  | 66,773    | 65,095     | 67,601         |
| Tactical & Sonar Systems     | 101,422   | 87,100     | 90,073         |
|                              | 218,968   | 198,780    | 210,095        |
| Unallocated                  | 199,194   | 225,958    | 184,962        |
| Total liabilities            | 418,162   | 424,738    | 395,057        |

Unallocated liabilities represent derivatives at fair value, tax payables, deferred tax liabilities, retirement benefit obligations and bank loans.

|                                     | Six months to | Six months to | Year to          |
|-------------------------------------|---------------|---------------|------------------|
|                                     | 2 July 2010   | 30 June 2009  | 31 December 2009 |
|                                     | £′000         | £′000         | £′000            |
| Revenue by geographical destination |               |               |                  |
| United Kingdom                      | 86,306        | 85,907        | 173,042          |
| Continental Europe                  | 30,653        | 29,355        | 59,453           |
| Canada                              | 9,383         | 6,402         | 13,415           |
| USA                                 | 177,502       | 173,412       | 336,236          |
| Rest of World                       | 47,102        | 30,410        | 68,890           |
|                                     | 350,946       | 325,486       | 651,036          |

During the period to 2 July 2010 there was 1 direct customer (2009: 1) that individually accounted for greater than 10% of the Group's turnover. Sales to this customer during the period to 2 July 2010 were £106m (2009: £92m).

#### 4 Additional performance measures

To present the headline profitability of the Group on a consistent basis year-on-year, additional performance indicators have been used. These are calculated as follows:

| s  | ix months to<br>2 July 2010 | Six months to<br>30 June 2009 | Year to<br>31 December 2009 |
|--|-----------------------------|-------------------------------|-----------------------------|
|  | £′000                       | £′000                         | £′000                       |
| Profit from operations                               | 41,022                      | 34,572                        | 76,036                      |
| Amortisation of intangibles arising on acquisition   | 10,366                      | 14,730                        | 26,303                      |
| Profit on disposal of property, plant and            |                             |                               |                             |
| equipment net of property-related provisions         | -                           | (5,004)                       | (5,009)                     |
| Headline operating profit                            | 51,388                      | 44,298                        | 97,330                      |
| Profit before tax                                    | 35,689                      | 62,944                        | 107,898                     |
| Loss/(profit) on fair value movements on derivatives | 1,545                       | (48,390)                      | (55,630)                    |
| Loss on closing out foreign currency hedging         |                             |                               |                             |
| contracts  | -                           | 15,924                        | 15,924                      |
| Amortisation of intangibles arising on acquisition   | 10,366                      | 14,730                        | 26,303                      |
| Profit on disposal of property, plant and            |                             |                               |                             |
| equipment net of property-related provisions         | -                           | (5,004)                       | (5,009)                     |
| Headline profit before tax                           | 47,600                      | 40,204                        | 89,486                      |
| Cash generated by operations (see note 15)           | 42,980                      | 36,042                        | 120,944                     |
| Purchase of property, plant and equipment            | (4,745)                     | (4,865)                       | (10,042)                    |
| Proceeds on disposal of property, plant and          |                             |                               |                             |
| equipment  | 2,846                       | 3,242                         | 3,062                       |
| Expenditure on product development and               |                             |                               |                             |
| other intangibles                                    | (770)                       | (1,100)                       | (2,352)                     |
| Operating cash flow                                  | 40,311                      | 33,319                        | 111,612                     |

Headline operating profit has been shown before the amortisation of intangible assets arising on acquisitions, which relates to acquired intellectual property, customer relationships and profit in acquired order book. To maintain a consistent presentation of financial performance over the longer term, this charge has been excluded from headline operating profit. In addition during 2009, headline operating profit was stated before the profit on the disposal of property, plant and equipment net of property-related provisions, which included the net profit recognised on the disposal of the Armitage Road, Rugeley property and was after deducting a dilapidations provision relating to a number of properties. Headline profit before tax and headline earnings per share (see note 9) were also presented before these adjustments.

IAS 39 requires the Group to 'fair value' the derivative instruments used to manage Ultra's foreign exchange exposures. This creates volatility in the valuation of the outstanding instruments as exchange rates move over time. This will have minimal impact on profit over the full term of the instruments, but can cause significant volatility on particular balance sheet dates. During 2009, the Group reviewed its level of hedging cover for the following years and reduced it to match the expected net inflow of US dollars. In doing so, during the six months ended 30 June 2009, the Group incurred one-off costs of £15.9m associated with closing out the hedging contracts. These costs do not affect the underlying operating performance of the Group. Headline profit before tax and headline earnings per share (see note 9) are stated before changes in the valuation of foreign currency derivative instruments and the costs associated with the reduction in the level of hedging cover so that the headline operating performance of the Group can be seen more clearly.

The Group is cash generative and reinvests funds to support the continuing growth of the business. It seeks to use an accurate and appropriate measure of the funds generated internally while sustaining this growth. For this, Ultra uses operating cash flow, rather than cash generated by operations, as its preferred indicator of cash generated and available to cover non-operating expenses such as tax and interest payments. The Group believes that using cash generated by operations, with the exclusion of net expenditure on property, plant and equipment and outflows for capitalised product development and other intangibles, would result in an understatement of the true cash cost of sustaining a growing business.

#### 5 Investment revenue

|                                    | Six months to<br>2 July 2010 | Six months to<br>30 June 2009 | Year to<br>31 December 2009 |
|------------------------------------|------------------------------|-------------------------------|-----------------------------|
|                                    | £′000                        | £′000                         | £′000                       |
| Interest income                    | 361                          | 247                           | 582                         |
| Fair value movement on derivatives | -                            | 48,390                        | 55,630                      |
|                                    | 361                          | 48,637                        | 56,212                      |

#### 6 Finance costs

|   | Six months to<br>2 July 2010 | Six months to<br>30 June 2009 | Year to<br>31 December 2009 |
|---|------------------------------|-------------------------------|-----------------------------|
|   | £′000                        | £'000                         | £'000                       |
| Amortisation of finance costs of debt         | 220                          | 126                           | 310                         |
| Interest payable on bank loans and overdrafts | 1,518                        | 2,011                         | 3,463                       |
| Interest payable on finance leases            | -                            | 2                             | 1                           |
| Transfers to equity on cash flow hedges       | 960                          | 755                           | 1,759                       |
| Total borrowing costs                         | 2,698                        | 2,894                         | 5,533                       |
| Retirement benefit scheme finance cost        | 1,451                        | 1,447                         | 2,893                       |
| Fair value movement on derivatives            | 1,545                        | -                             | -                           |
| Loss on closing out foreign currency hedging  |                              |                               |                             |
| contracts                                     | -                            | 15,924                        | 15,924                      |
|   | 5,694                        | 20,265                        | 24,350                      |

#### 7 Tax

|                  | Six months to<br>2 July 2010 | Six months to<br>30 June 2009 | Year to<br>31 December 2009 |
|------------------|------------------------------|-------------------------------|-----------------------------|
|                  | £′000                        | £′000                         | £'000                       |
| Current tax      |                              |                               |                             |
| United Kingdom   | 4,933                        | 13,866                        | 2,840                       |
| Overseas         | 9,086                        | 4,808                         | 14,089                      |
|                  | 14,019                       | 18,674                        | 16,929                      |
| Deferred tax     |                              |                               |                             |
| United Kingdom   | (1,934)                      | (5,284)                       | 10,621                      |
| Overseas         | (2,413)                      | 3,427                         | 1,868                       |
|                  | (4,347)                      | (1,857)                       | 12,489                      |
| Total tax charge | 9,672                        | 16,817                        | 29,418                      |

#### 8 Ordinary dividends

| Si  | x months to<br>2 July 2010 | Six months to<br>30 June 2009 |  |
|---|----------------------------|-------------------------------|--|
|   | £′000                      | £′000                         |  |
| Final dividend for the year ended                 |                            |                               |  |
| 31 December 2009 of 21.6p (2008: 18.0p) per share | 14,755                     | 12,226                        |  |
| Proposed interim dividend for the year ended      |                            |                               |  |
| 31 December 2010 of 10.6p (2009: 9.6p) per share  | 7,247                      | 6,523                         |  |

The interim 2010 dividend of 10.6 pence per share will be paid on 24 September 2010 to shareholders on the register at 20 August 2010. It was approved by the Board after 2 July 2010 and has not been included as a liability at 2 July 2010.

#### 9 Earnings per share

|  | Six months to<br>2 July 2010           | Six months to<br>30 June 2009          | Year to<br>31 December 2009 |
|--|--|--|-----------------------------|
|  | pence                                  | pence                                  | pence                       |
| From continuing operations                         | ······································ | ······································ |                             |
| Basic headline (see below)                         | 50.0                                   | 43.4                                   | 96.4                        |
| Diluted headline (see below)                       | 49.7                                   | 43.2                                   | 96.2                        |
| Basic  | 38.0                                   | 67.7                                   | 115.1                       |
| Diluted  | 37.8                                   | 67.5                                   | 114.8                       |
| The calculation of the basic, headline and diluted | earnings per share is                  | based on the following dat             | ta:                         |
|  | Six months to                          | Six months to                          | Year to                     |
|  | 2 July 2010                            | 30 June 2009                           | 31 December 2009            |
|  | £′000                                  | £′000                                  | £′000                       |
| Earnings   |  |  |                             |
| Earnings for the purposes of earnings per share    |  |  |                             |
| being profit for the period from continuing        |  |  |                             |
| operations   | 26,017                                 | 46,127                                 | 78,480                      |
| Headline earnings                                  |  |  |                             |
| Profit for the period from continuing operations   | 26,017                                 | 46,127                                 | 78,480                      |
| Loss/(profit) on fair value movements on           | 20,017                                 | 40,127                                 | 70,400                      |
| derivatives (net of tax)                           | 1,097                                  | (34,214)                               | (39,415)                    |
| Loss on closing out foreign currency hedging       | .,057                                  | (31,211)                               | (33,113)                    |
| contracts (net of tax)                             | _                                      | 11,465                                 | 11,465                      |
| Profit on disposal of property, plant and equipmen | nt                                     | ,                                      | ,                           |
| net of property-related provisions (net of tax)    | -                                      | (3,678)                                | (3,625)                     |
| Amortisation of intangibles arising on acquisition |  |  |                             |
| (net of tax)                                       | 7,153                                  | 9,850                                  | 18,854                      |
| Earnings for the purposes of headline earnings per | share 34,267                           | 29,550                                 | 65,759                      |
| The weighted average number of shares is given by  | oolow:                                 |  |                             |
| The weighted average number of shares is given b   |  | C:                                     | V+-                         |
|  | Six months to<br>2 July 2010           | Six months to<br>30 June 2009          | Year to<br>31 December 2009 |
| Number of shares used for basic earnings per share | 68,501,769                             | 68,147,980                             | 68,200,931                  |
| Number of shares deemed to be issued at nil        | 00,501,705                             | 00,147,500                             | 00,200,331                  |
| consideration following exercise of share option   | s <b>401,036</b>                       | 209,648                                | 166,156                     |
| Number of shares used for fully diluted earnings   |  |  |                             |
| per share  | 68,902,805                             | 68,357,628                             | 68,367,087                  |
| per share  | 00,302,003                             | 00,337,020                             | 00,507,007                  |
|  | Six months to                          | Six months to                          | Year to                     |
|  | 2 July 2010                            | 30 June 2009                           | 31 December 2009            |
|  | £′000                                  | £′000                                  | £′000                       |
| Headline profit before tax                         | 47,600                                 | 40,204                                 | 89,486                      |
| Tax rate applied for the purposes of headline      |  |  |                             |
| earnings per share                                 | 28.0%                                  | 26.5%                                  | 26.5%                       |

#### 10 Property, plant and equipment

During the period, the Group spent £4.7m on the acquisition of property, plant and equipment. The Group did not make any significant disposals during the period, although it did receive £2.8m of deferred consideration relating to the sale during 2009 of its Rugeley property.

#### 11 Trade and other receivables

|                                     | At 2 July | At 30 June | At 31 December |
|-------------------------------------|-----------|------------|----------------|
|                                     | 2010      | 2009       | 2009           |
|                                     | £′000     | £′000      | £′000          |
| Trade receivables                   | 89,273    | 76,875     | 75,710         |
| Provisions against receivables      | (948)     | (1,344)    | (1,112)        |
| Net trade receivables               | 88,325    | 75,531     | 74,598         |
| Amounts due from contract customers | 37,854    | 39,746     | 26,594         |
| Prepayments and other receivables   | 25,552    | 16,732     | 21,250         |
|                                     | 151,731   | 132,009    | 122,442        |

#### 12 Trade and other payables

|  | At 2 July<br>2010 | At 30 June<br>2009 | At 31 December 2009 |
|--|-------------------|--------------------|---------------------|
|  | £′000             | £′000              | £′000               |
| Amounts included in current liabilities:     |                   |                    |                     |
| Trade payables                               | 61,664            | 53,601             | 54,877              |
| Amounts due to contract customers            | 35,723            | 36,165             | 39,105              |
| Other payables                               | 74,234            | 69,704             | 75,571              |
|  | 171,621           | 159,470            | 169,553             |
| Amounts included in non current liabilities: |                   |                    |                     |
| Amounts due to contract customers            | 2,378             | 4,956              | 2,467               |
| Other payables                               | 17,830            | 12,557             | 15,556              |
|  | 20,208            | 17,513             | 18,023              |

#### 13 Provisions

|                                     | 8,167    | 18,972              | 27,139 |
|-------------------------------------|----------|---------------------|--------|
| Included in non current liabilities | 1,868    | 10,843              | 12,711 |
| Included in current liabilities     | 6,299    | 8,129               | 14,428 |
| At 2 July 2010                      | 8,167    | 18,972              | 27,139 |
| At 31 December 2009                 | 7,880    | 14,634              | 22,514 |
| At 30 June 2009                     | 7,902    | 13,878              | 21,780 |
|                                     | £′000    | £′000               | £'000  |
|                                     | Warranty | Contract<br>related | Total  |

#### 14 Share capital

155,254 shares, with a nominal value of £7,763 have been allotted in the first six months of 2010 under the terms of the Group's various share option schemes. The aggregate consideration received by the Company was £1,280,735.

#### 15 Cash flow information

|  | Six months to<br>2 July 2010 | Six months to<br>30 June 2009 | Year to<br>31 December 2009 |
|--|------------------------------|-------------------------------|-----------------------------|
|  | £'000                        | £′000                         | £′000                       |
| Profit from operations   | 41,022                       | 34,572                        | 76,036                      |
| Depreciation of property, plant and equipment  | 4,076                        | 4,404                         | 7,722                       |
| Amortisation of intangible assets  | 11,553                       | 16,106                        | 28,574                      |
| Cost of equity settled employee share schemes  | 891                          | 865                           | 1,490                       |
| Increase/(decrease) in post employment benefit   | 051                          | 003                           | 1,430                       |
| obligation   | 65                           | (274)                         | (863)                       |
| Profit on disposal of property, plant and equipment net of property-related provisions |                              | (5,004)                       | (4,977)                     |
| Loss on revaluation of assets transferred to   |                              |                               |                             |
| held for sale  | -                            | 67                            | 35                          |
| Share of profit of associate   | -                            | (134)                         | -                           |
| Disposal of assets held for sale   | -                            | 761                           | 726                         |
| Increase/(decrease) in provisions  | 4,054                        | (94)                          | 337                         |
| Operating cash flow before movements in  |                              |                               |                             |
| working capital  | 61,661                       | 51,269                        | 109,080                     |
| Decrease in inventories  | 6,714                        | 3,110                         | 31                          |
| Increase in receivables  | (29,308)                     | (16,305)                      | (2,481)                     |
| Increase/(decrease) in payables  | 3,913                        | (2,032)                       | 14,314                      |
| Cash generated by operations   | 42,980                       | 36,042                        | 120,944                     |
| Income taxes paid  | (6,780)                      | (3,873)                       | (13,529)                    |
| Interest paid  | (2,408)                      | (2,837)                       | (5,359)                     |
| Net cash inflow from operating activities  | 33,792                       | 29,332                        | 102,056                     |
| Reconciliation of net movement in cash and cash  | n equivalents to movem       | ent in net deht               |                             |
|  | Six months to                | Six months to                 | Year to                     |
|  | 2 July 2010                  | 30 June 2009                  | 31 December 2009            |
|  | £′000                        | £′000                         | £′000                       |
| Net increase in cash and cash equivalents  | 16,956                       | 11,157                        | 619                         |
| Cash (inflow)/outflow from (increase)/decrease in                                      |                              | ·                             |                             |
| and finance leasing  | (3,995)                      | (22,296)                      | 29,155                      |
| Change in net debt arising from cash flows   | 12,961                       | (11,139)                      | 29,774                      |
| Amortisation of finance costs of debt  | (220)                        | (123)                         | (310)                       |
| Loan syndication costs   | 1,388                        | -                             | -                           |
| Translation differences  | (2,830)                      | 7,099                         | 5,790                       |
| Movement in net debt in the period   | 11,299                       | (4,163)                       | 35,254                      |
| Net debt at start of period  | (28,685)                     | (63,939)                      | (63,939)                    |
|  |                              |                               |                             |
| Net debt at end of period  | (17,386)                     | (68,102)                      | (28,685)                    |
| Net debt comprised the following:  |                              |                               |                             |
|  | At 2 July<br>2010            | At 30 June<br>2009            | At 31 December<br>2009      |
|  | £'000                        | £′000                         | £′000                       |
| Cach and each aquivalents  |                              |                               |                             |
| Cash and cash equivalents  | 59,323                       | 52,449                        | 41,809                      |
| Bank loans   | (76,709)                     | (120,534)                     | (70,489)                    |
| Finance leases   | -                            | (17)                          | (5)                         |
|  | (17,386)                     | (68,102)                      | (28,685)                    |

#### 16 Going concern

On 5 February 2010, the Group renewed its £120m banking facility which is provided by a small syndicate led by the Royal Bank of Scotland. This renewed facility provides revolving credit over a three and a half year period. As such, the Board's view is that Ultra has adequate resources to continue in operational existence for the foreseeable future and that the business outlook remains strong. Accordingly, the Group continues to adopt a going concern basis in preparing the accounts.

#### 17 Post balance sheet events

#### a) Acquisitions

On 9 July 2010, the Group acquired the entire share capital of Extec Integrated Systems Limited, a Company based in Porchester, Hampshire, for a cash consideration of £2.9m.

On 26 July 2010, the Group acquired the entire share capital of Transmag Power Transformers Limited, a Company based in Birmingham, for a cash consideration of £3.0m.

#### b) Change in UK corporation tax rate

The UK government has announced its intention to reduce the rate of UK corporation tax from 28% to 24% over a four year period from 1 April 2011 to 1 April 2014. The first reduction, to 27% is due to take effect from 1 April 2011 with subsequent annual 1% reductions thereafter. In accordance with IAS 12 (Income Taxes), as this rate was not enacted or substantively enacted at 2 July 2010, the relevant deferred tax assets and liabilities at 2 July 2010 have been calculated at 28%.

The main estimated impact on the balance sheet of the reduction in rate to 27% will be to reduce the deferred tax asset in respect of retirement benefit obligations by approximately £0.8m at 31 December 2010. The reduction in rate is not anticipated to have a significant effect on the Group's tax charge reported in the income statement for the year ended 31 December 2010. Subsequent tax rate reductions announced are not expected to be substantively enacted before 31 December 2010 and are therefore anticipated to be non-adjusting events arising after the reporting period as defined in IAS 10 (Events after the Reporting Period).

#### 18 Other matters

#### Seasonality

The Group's financial results have not historically been subject to significant seasonal trends.

#### **Related party transactions**

There were no significant related party transactions, other than the remuneration of key management personnel during the period.

## Responsibility statement

#### We confirm that to the best of our knowledge:

- (a) these condensed financial statements have been prepared in accordance with International Accounting Standard 34 "Interim Financial Reporting";
- (b) this half year report includes a fair review of the information required by Disclosure and Transparency Rule (DTR) 4.2.7R (indication of important events during the period and description of principal risks and uncertainties for the remainder of the financial year); and
- (c) this half year report includes a fair review of the information required by DTR 4.2.8R (disclosure of related party transactions and changes therein).

By order of the Board

Douglas Caster
Chief Executive

Paul Dean
Group Finance Director
30 July 2010

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