



MANAGEMENT ACCOUNTS

SCAPA GROUP PLC

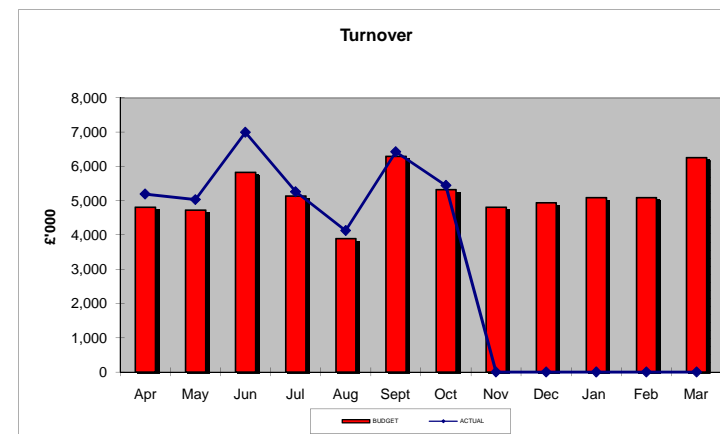
Industrial Combined (Europe)

October 2010



Market Performance

	October			YTD			% Var Month		% Var YTD		
	Actual	Budget	PY	Actual	Budget	PY	Budget	PY	Budget	PY	
Sales	5,447	5,326	5,260	38,484	36,018	35,519	121	187	2,466	2,965	
Std Gross Margin	1,664	1,674	1,707	11,375	11,394	11,018	-10	-33	-19	357	
% of Sales	30.5%	31.4%	32.5%	29.6%	31.6%	31.0%					
D&L	(259)	(340)		(2,087)	(2,273)		81		186		
% of sales	-4.8%	-6.4%		-5.4%	-6.3%						
R&D Direct	(13)	(7)		(82)	(49)		-6		-33		
R&D Allocated	(41)	(47)		(334)	(387)		6		53		
% of sales	-1.0%	-1.0%		-1.1%	-1.2%						
S&M Direct	(232)	(164)		(1,776)	(1,206)		-68		-570		
S&M Allocated	(157)	(220)		(1,342)	(1,820)		63		478		
% of sales	-7.1%	-7.2%		-8.1%	-8.4%						
Market Performance	962	896		5,754	5,658		66		96		
ROS	17.7%	16.8%		15.0%	15.7%						



HIGHLIGHTS

Performance

Sales 100k over budget for the month.

Gross Margin

Emerging BU under budget 4%, driving down overall margin for month.

IND BU 30.4% for the month. Incoming orders for month of October at 30.7%.

Sales

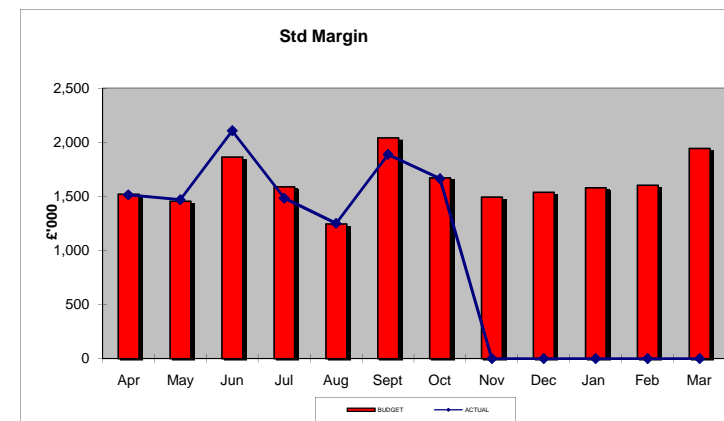
Stokvis £140k up on budget with strong performance YTD. Challenges with marginal products to be addresses iat face-to-face meeting in November.

Jaband £70k up on budget. Price increase applied from October has had positive effect on GM. Project started to address pricing and GM moving forward.

Sales of resin bags where we have significantly increased pricing low as EDF (market specifier) have lowered their requirements from our key customers.

Price increase on BT1 of 20% from 1st Jan confirmed to customers- orders growing ahead of other CWT products.

Action taken to recover volumes of SC material at Prysman UK.





Detailed

		Apr-10	May-10	Jun-10	Q1	Jul-10	Aug-10	Sep-10	Q2	Oct-10	Nov-10	Dec-10	Q3	Jan-11	Feb-11	Mar-11	Q4	FY2011
Orders	Actual	6,507	5,257	7,785	19,549	5,224	3,639	5,964	14,827	5,241			5,241				0	39,617
	Budget				0				0				0				0	0
	PY	6,287	4,562	7,209	18,059	4,456	3,612	5,876	13,943	4,653	5,387	4,917	14,957	4,898	5,531	6,349	16,778	63,737
																		0
Sales	Actual	5,193	5,032	6,996	17,221	5,262	4,127	6,427	15,816	5,447	0	0	5,447	0	0	0	0	38,484
	Budget	4,808	4,732	5,826	15,367	5,138	3,892	6,295	15,325	5,326	4,814	4,940	15,079	5,089	5,095	6,265	16,449	62,221
	PY	4,984	4,426	6,188	15,598	4,729	3,802	6,130	14,661	5,260	5,415	3,817	14,492	5,437	5,319	6,480	17,236	61,987
	Actual vs budget	385	300	1,170	1,854	124	235	132	491	121	(4,814)	(4,940)	(9,632)	(5,089)	(5,095)	(6,265)	(16,449)	(23,737)
	Actual vs PY	209	606		1,623	533	325	297	1,155	187	(5,415)	(3,817)	(9,045)	(5,437)	(5,319)	(6,480)	(17,236)	(23,503)
																		0
Std Gross Margin	Actual	1,514	1,469	2,107	5,090	1,483	1,250	1,888	4,621	1,664	0	0	1,664	0	0	0	0	11,375
	Budget	1,523	1,456	1,864	4,843	1,590	1,245	2,042	4,877	1,674	1,495	1,538	4,707	1,581	1,603	1,944	5,128	19,555
	PY	1,527	1,391	1,863	4,781	1,414	1,150	1,965	4,529	1,707	1,669	1,163	4,539	1,641	1,559	1,947	5,147	18,996
	Actual %age	29.2%	29.2%	30.1%	29.6%	28.2%	30.3%	29.4%	29.2%	30.5%	#DIV/0!	#DIV/0!	30.5%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	29.6%
	Budget %age	31.7%	30.8%	32.0%	31.5%	31.8%	32.0%	32.4%	31.8%	31.4%	31.1%	31.2%	31.1%	31.1%	31.5%	31.0%	31.2%	31.4%
																		0
D&L	Actual	(292)	(282)	(372)	(946)	(304)	(233)	(345)	(882)	(259)	0	0	(259)	0	0	0	0	(2,087)
	Budget	(303)	(298)	(356)	(957)	(330)	(256)	(390)	(976)	(340)	(312)	(326)	(978)	(319)	(320)	(389)	(1,028)	(3,939)
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Actual % Sales	-5.6%	-5.6%	-5.3%	-5.5%	-5.8%	-5.6%	-5.4%	-5.6%	-4.8%	#DIV/0!	#DIV/0!	-4.8%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-5.4%
	Budget % Sales	-6.3%	-6.3%	-6.1%	-6.2%	-6.4%	-6.2%	-6.4%	-6.4%	-6.5%	-6.6%	-6.5%	-6.5%	-6.3%	-6.3%	-6.2%	-6.3%	-6.3%
																		0
R&D	Actual	(12)	(18)	(16)	(46)	(12)	(1)	(10)	(23)	(13)	0	0	(13)	0	0	0	0	(82)
	Budget	(7)	(7)	(8)	(21)	(7)	(7)	(8)	(21)	(7)	(7)	(8)	(21)	(7)	(7)	(8)	(21)	(85)
	Actual vs budget	(5)	(11)	(8)	(25)	(5)	6	(2)	(2)	(6)	7	8	8	7	7	8	21	3
	Actual % Sales	-0.2%	-0.4%	-0.2%	-0.3%	-0.2%	0.0%	-0.2%	-0.1%	-0.2%	#DIV/0!	#DIV/0!	-0.2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-0.2%
	Budget % Sales	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.2%	-0.1%	-0.1%	-0.1%	-0.1%	-0.2%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%
																		0
R&D Allocated	Actual	(43)	(40)	(54)	(137)	(47)	(47)	(62)	(156)	(41)	0	0	(41)	0	0	0	0	(334)
	Budget	(54)	(56)	(64)	(174)	(52)	(50)	(64)	(166)	(47)	(48)	(56)	(151)	(45)	(45)	(57)	(147)	(638)
	Actual vs budget	11	16	10	37	5	3	2	10	6	48	56	110	45	45	57	147	304
	Actual % Sales	-0.8%	-0.8%	-0.8%	-0.8%	-0.9%	-1.1%	-1.0%	-1.0%	-0.8%	#DIV/0!	#DIV/0!	-0.8%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-0.9%
	Budget % Sales	-1.1%	-1.2%	-1.1%	-1.1%	-1.0%	-1.3%	-1.0%	-1.1%	-0.9%	-1.0%	-1.1%	-1.0%	-0.9%	-0.9%	-0.9%	-0.9%	-1.0%
																		0
S&M	Actual	(204)	(276)	(352)	(832)	(232)	(215)	(265)	(712)	(232)	0	0	(232)	0	0	0	0	(1,776)
	Budget	(164)	(165)	(193)	(522)	(164)	(163)	(193)	(520)	(164)	(164)	(193)	(521)	(164)	(165)	(193)	(522)	(2,086)
	Actual vs budget	(40)	(111)	(159)	(310)	(68)	(52)	(72)	(192)	(68)	164	193	289	164	165	193	522	310
	Actual % Sales	-3.9%	-5.5%	-5.0%	-4.8%	-4.4%	-5.2%	-4.1%	-4.5%	-4.3%	#DIV/0!	#DIV/0!	-4.3%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-4.6%
	Budget % Sales	-3.4%	-3.5%	-3.3%	-3.4%	-4.4%	-4.2%	-3.1%	-3.4%	-3.1%	-3.4%	-3.9%	-3.5%	-3.2%	-3.2%	-3.1%	-3.2%	-4.4%
																		0
S&M Allocated	Actual	(165)	(190)	(247)	(602)	(160)	(193)	(230)	(583)	(157)	0	0	(157)	0	0	0	0	(1,342)
	Budget	(245)	(247)	(291)	(783)	(254)	(263)	(302)	(818)	(220)	(214)	(251)	(685)	(207)	(206)	(268)	(681)	(2,966)
	Actual vs budget	80	57	44	181	94	70	72	235	63	214	251	528	207	206	268	681	1,624
	Actual % Sales	-3.2%	-3.8%	-3.5%	-3.5%	-3.0%	-4.7%	-3.6%	-3.7%	-2.9%	#DIV/0!	#DIV/0!	-2.9%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-3.5%
	Budget % Sales	-5.1%	-5.2%	-5.0%	-5.1%	-4.9%	-6.7%	-4.8%	-5.3%	-4.1%	-4.5%	-5.1%	-4.5%	-4.1%	-4.0%	-4.3%	-4.1%	-4.8%
																		0
Market Performance	Actual	798	663	1,066	2,527	728	561	976	2,265	962	0	0	962	0	0	0	0	5,754
	Budget	751	684	951	2,386	784	507	1,085	2,376	896	751	704	2,351	839	861	1,029	2,729	9,942
	Actual vs budget	47	(21)	115	141	(56)	54	(109)	(111)	66	(751)	(704)	(1,389)	(839)	(861)	(1,029)	(2,729)	(4,088)
	Actual % Sales	15.4%	13.2%	15.2%	14.7%	13.8%	13.6%	15.2%	14.3%	17.7%	#DIV/0!	#DIV/0!	17.7%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	15.0%
	Budget % Sales	15.6%	14.4%	16.3%	15.5%	15.3%	13.0%	17.2%	15.5%	16.8%	15.6%	14.2%	15.6%	16.5%	16.9%	16.4%	16.6%	15.8%



CAUSAL

Actual v Budget (£'000)							Actual v Budget (£'000)							Month	YTD	Month	YTD
Month	Sales	GM	D&L	R&D	S&M	Performance	YTD	Sales	GM	D&L	R&D	S&M	Performance	GM Walk	GM Walk	Impact	Impact
BUDGET							BUDGET										
Sales	5,326	1,674	-340	-53	-384	896	Sales	36,018	11,394	-2,273	-436	-3,027	5,658	31.4%	31.6%		
Volume							Volume										
Price Increase	116	116				116	Price Increase	527	527				527	32.9%	32.6%	1.5%	1.0%
Volume	5	2				2	Volume	1,939	613				613	32.9%	32.6%	0.0%	0.0%
Mix		-127				-127	Mix		-1,159				-1,159	30.6%	29.6%	-2.3%	-3.0%
Costs							Costs										
- Bad debts					0	0	- Bad debts					-7	-7				
- Cash Discounts					-29	-29	- Cash Discounts					-208	-208				
- Personnel costs				0	-49	-49	- Personnel costs				-2	-382	-384				
- Travel and entertainment					13	13	- Travel and entertainment				-1	71	70				
- PIB Consultancy				2		2	- PIB Consultancy				-12		-12				
- Technical Trials				-8		-8	- Technical Trials				-17		-17				
-R&D Allocated				6		6	-R&D Allocated				53		53				
-S&M Allocated					63	63	-S&M Allocated					478	478				
-D&L Actual			81			81	-D&L Actual			186			186				
-Other					-3	-3	-Other				-1	-44	-45				
to explain	0	0	0	0	0	-1	to explain	0	0	0	0	0	0				
ACTUAL	5,447	1,664	-259	-54	-389	962	ACTUAL	38,484	11,375	-2,087	-416	-3,118	5,754	30.5%	29.6%	-0.9%	-2.1%

Price increase Value of price increase (comparing Dec price lists with Oct price lists)
Volume Balance of sales difference after Price Increase at BUDGET GM%
Mix Balance of GM



Europe Top Product Groups and Sites - Period

Customer		Turnover £'000		Std GC		Std GM		Std GC %		Std GM %		Budget Variance		
		Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Turnover	GC	GM
1	PVC - GP/Electrical - Ghis	608	608	331	321	184	158	54.5%	52.7%	30.3%	26.0%	-1	11	26
2	Specialist films - non packaging Ror	381	454	233	275	129	161	61.1%	60.7%	33.9%	35.5%	-72	-42	-32
3	CWT - Semi-Conductive - Ash	159	348	77	196	55	146	48.5%	56.5%	34.9%	42.0%	-189	-119	-91
4	Waterproof cloth - SPL Ash	575	468	248	198	135	105	43.1%	42.4%	23.5%	22.5%	107	50	30
5	Foam D/S - EXAFIT - Ror	333	364	166	194	52	77	49.8%	53.3%	15.6%	21.3%	-32	-28	-26
6	Foam S/S - PVC Dun	225	196	157	137	101	87	69.8%	69.6%	44.8%	44.5%	28	20	13
7	Foam D/S - PE Dun	164	203	107	126	53	65	65.5%	62.2%	32.3%	32.2%	-39	-19	-12
8	Specialist films - Polyester - Ror	101	158	72	108	14	55	71.4%	68.0%	14.1%	35.0%	-57	-35	-41
9	PVC - Construction - Val	179	143	119	94	79	62	66.1%	65.7%	44.0%	43.1%	36	25	17
10	D/S - Filmic - Ror	168	169	111	103	67	51	65.7%	61.0%	39.7%	30.0%	-1	7	16
	Other	2,554	2,214	1,432	1,243	795	705	56.1%	56.1%	31.1%	31.8%	339	189	89
		5,447	5,326	3,052	2,995	1,664	1,674	56.0%	56.2%	30.5%	31.4%	121	57	-10
1	Ashton	1,561	1,540	843	817	468	475	54.0%	53.0%	30.0%	30.8%	21	26	-7
2	Rorschach	1,451	1,548	857	935	409	487	59.1%	60.4%	28.2%	31.5%	-97	-78	-78
3	Ghislarengo	628	624	338	328	186	164	53.7%	52.5%	29.6%	26.2%	4	10	23
4	Dunstable	458	466	310	303	184	177	67.8%	65.1%	40.2%	38.1%	-8	7	7
5	Valence	1,028	897	583	506	302	279	56.7%	56.3%	29.4%	31.1%	131	78	23
6	Renfrew	153	96	52	33	51	30	33.8%	34.0%	33.3%	31.4%	57	19	21
7	Korea	108	70	34	32	29	26	31.7%	45.3%	27.2%	37.4%	38	2	3
8	Others	60	85	35	42	34	35	58.3%	48.8%	55.5%	41.0%	-25	-6	-1
9								#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0	#DIV/0!	#DIV/0!
		5,447	5,326	3,052	2,995	1,664	1,674	56.0%	56.2%	30.5%	31.4%	121	58	-10



Europe Top Product Groups and Sites - YTD

Customer	Turnover £'000		Std GC		Std GM		Std GC %		Std GM %		Budget Variance		
	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Turnover	GC	GM
1 PVC - GP/Electrical - Ghis	4,653	4,018	2,467	2,111	1,262	1,038	53.0%	52.5%	27.1%	25.8%	635	356	224
2 Specialist films - non packaging Ror	3,406	2,795	2,006	1,680	1,124	968	58.9%	60.1%	33.0%	34.6%	611	327	156
3 CWT - Semi-Conductive - Ash	2,103	2,652	1,117	1,475	789	1,089	53.1%	55.6%	37.5%	41.1%	-549	-358	-300
4 Waterproof cloth - SPL Ash	3,723	3,319	1,463	1,369	696	702	39.3%	41.3%	18.7%	21.2%	404	94	-6
5 Foam D/S - EXAFIT - Ror	2,645	2,360	1,335	1,241	437	476	50.5%	52.6%	16.5%	20.2%	285	94	-40
6 Foam S/S - PVC Dun	1,583	1,488	1,107	1,023	695	640	69.9%	68.8%	43.9%	43.0%	95	84	56
7 Foam D/S - PE Dun	1,214	1,335	739	839	360	439	60.8%	62.8%	29.6%	32.9%	-121	-100	-80
8 Specialist films - Polyester - Ror	918	1,100	631	745	245	374	68.8%	67.7%	26.7%	34.0%	-182	-114	-128
9 PVC - Construction - Val	1,027	994	666	699	430	512	64.9%	70.4%	41.9%	51.5%	33	-33	-82
10 D/S - Filmic - Ror	997	950	615	577	343	316	61.7%	60.8%	34.4%	33.3%	47	38	27
Other	16,217	15,007	9,135	8,576	4,994	4,839	56.3%	57.1%	30.8%	32.2%	1,210	559	155
	38,484	36,018	21,282	20,336	11,375	11,394	55.3%	56.5%	29.6%	31.6%	2,467	946	-18
1 Ashton	11,288	11,109	5,996	5,949	3,318	3,418	53.1%	53.6%	29.4%	30.8%	179	47	-100
2 Rorschach	10,591	9,713	6,177	5,819	2,991	2,977	58.3%	59.9%	28.2%	30.7%	878	357	14
3 Ghislarengo	4,820	4,113	2,547	2,157	1,313	1,074	52.8%	52.4%	27.2%	26.1%	706	390	238
4 Dunstable	3,390	3,341	2,224	2,187	1,277	1,270	65.6%	65.5%	37.7%	38.0%	48	37	7
5 Valence	6,409	6,112	3,579	3,528	1,779	2,071	55.8%	57.7%	27.8%	33.9%	297	51	-292
6 Renfrew	699	579	226	185	213	166	32.3%	32.0%	30.4%	28.6%	120	40	47
7 Korea	668	517	266	239	230	193	39.8%	46.2%	34.5%	37.4%	151	27	37
8 Others	620	534	268	272	254	224	43.3%	50.9%	41.0%	41.9%	86	-3	30
9													
10													
	38,484	36,018	21,282	20,336	11,375	11,394	55.3%	56.5%	29.6%	31.6%	2,466	946	-19



Top 10 Customers - Large and Strategic Period

Customer	Turnover £'000			Std GC %			Std GM %		
	Actual	Budget	PY	Actual	Budget	PY	Actual	Budget	PY
1 Ampack	120	192	154	56.2%	52.2%	50.0%	17.5%	18.3%	15.3%
2 3M	99	130	115	47.2%	44.8%	42.8%	17.8%	13.4%	10.1%
3 JaBand GmbH	174	106	84	65.7%	63.7%	64.0%	23.6%	22.6%	38.5%
4 Bruce Douglas Marketing Ltd	75	80	61	36.0%	29.7%	27.9%	14.0%	6.2%	3.8%
5 Berner	71	82	56	54.5%	54.7%	53.0%	30.8%	29.9%	27.9%
6 Silec cable	29	54	36	72.0%	66.3%	70.0%	49.5%	46.2%	51.7%
7 SEF	0	48	125	0.0%	68.6%	70.1%	0.0%	55.1%	57.2%
8 R A Wood Adhesive Tapes Ltd	22	34	40	60.4%	48.1%	33.7%	30.7%	20.5%	18.4%
9 Rubans de Normandie	52	47	58	60.8%	58.6%	51.4%	44.0%	39.9%	37.1%
10 Flowstrip	84	40	62	28.5%	21.9%	19.1%	18.3%	13.4%	9.4%
	726	812	790	52.9%	51.2%	49.9%	23.6%	23.2%	26.6%
1 Stokvis Group	433	294	307	57.0%	58.7%	59.1%	27.4%	30.6%	34.7%
2 Nexans Group - Cable Tapes	165	191	281	49.5%	53.6%	52.7%	34.2%	37.8%	37.7%
3 Ski Customer Group	129	156	145	60.9%	67.9%	67.8%	39.3%	50.0%	48.5%
4 Prysmian Group - Cable Tapes	45	78	45	53.8%	56.0%	55.2%	36.4%	42.1%	39.5%
5 Nexans Group - Components	110	87	117	49.9%	45.5%	51.8%	24.5%	27.4%	34.6%
6 Prysmian Group - Components	147	72	75	50.8%	51.4%	62.7%	24.5%	27.6%	43.9%
7 Soleflex	0	97	105	0.0%	48.8%	48.5%	0.0%	13.0%	11.4%
8 Joseph Gleave & Son Ltd	188	77	41	43.9%	37.8%	64.2%	29.6%	23.3%	38.9%
9 Gemalto	20	71	13	48.7%	58.5%	56.7%	42.9%	52.1%	55.0%
10 ABB	81	27	32	43.3%	51.4%	47.4%	31.9%	38.4%	33.0%
	1,318	1,150	1,161	52.2%	55.0%	56.9%	30.0%	34.3%	36.2%
OTHERS	3,404	3,364	3,309	58.2%	57.9%	56.5%	32.3%	32.4%	32.6%
TOTAL	5,447	5,326	5,260	56.0%	56.2%	55.6%	30.5%	31.4%	32.5%

Budget Variance %		
Turnover	GC	GM
-73	-33	-14
-31	-12	0
68	47	17
-5	3	6
-11	-6	-3
-25	-15	-11
-48	-33	-26
-11	-3	0
5	4	4
44	15	10
-86	-32	-17
140	75	29
-27	-21	-16
-26	-27	-27
-34	-20	-17
23	15	3
75	37	16
-97	-47	-13
111	53	38
-51	-32	-28
54	21	15
168	55	0
40	34	7
121	57	-10

PY Variance %		
Turnover	GC	GM
-35	-10	-3
-16	-2	6
90	61	9
14	10	8
14	9	6
-7	-4	-4
-125	-87	-71
-17	0	0
-7	1	1
22	12	10
-65	-11	-39
127	66	12
-117	-67	-50
-16	-20	-20
-1	-1	-2
-7	-6	-14
72	28	3
-105	-51	-12
147	56	40
8	3	2
49	20	15
157	28	-25
95	112	21
187	129	-43

Attrition Risk Rating	Customer Growth	Scapa Growth
3	Growing	Declining
1	Static	Growing
4	Declining	Declining
3	Declining	Static
1	Growing	Growing
1	Growing	Growing
3	Static	Static
3	Static	Static
3	Static	Static
1	Growing	Growing
2	Growing	Growing
3	Static	Static
1	Growing	Growing
3	Static	Static
3	Static	Static
4	Growing	Declining
4	Growing	Declining
4	Growing	Declining
4	Growing	Declining



Top 10 Customers - Large and Strategic YTD

Customer	Turnover £'000			Std GC %			Std GM %		
	Actual	Budget	PY	Actual	Budget	PY	Actual	Budget	PY
1 Ampack	1,299	1,254	1,391	53.5%	53.0%	51.0%	18.7%	18.8%	14.6%
2 3M	891	953	833	44.2%	44.7%	43.4%	12.9%	13.6%	12.1%
3 JaBand GmbH	947	740	705	63.8%	68.7%	67.8%	15.8%	32.7%	38.6%
4 Bruce Douglas Marketing Ltd	475	601	534	30.8%	29.8%	28.4%	6.7%	6.2%	3.8%
5 Berner	468	459	504	53.8%	70.0%	53.8%	28.5%	52.7%	27.3%
6 Silec cable	172	411	341	71.6%	66.5%	65.9%	44.9%	47.2%	48.7%
7 SEF	200	337	423	67.6%	66.5%	70.3%	54.1%	53.8%	57.5%
8 R A Wood Adhesive Tapes Ltd	219	326	353	41.8%	40.9%	36.1%	20.3%	17.9%	16.4%
9 Rubans de Normandie	364	292	285	57.1%	58.1%	58.9%	36.4%	38.4%	42.0%
10 Flowstrip	434	297	550	25.0%	21.8%	19.3%	13.4%	13.2%	8.3%
	5,470	5,670	5,920	50.4%	52.3%	48.9%	20.0%	25.9%	23.1%
1 Stokvis Group	2,580	2,207	2,106	55.2%	59.2%	57.7%	24.8%	31.0%	29.1%
2 Nexans Group - Cable Tapes	1,007	1,477	1,400	49.6%	54.2%	54.9%	32.8%	38.8%	40.1%
3 Ski Customer Group	1,150	903	893	61.6%	67.5%	67.8%	39.9%	49.3%	48.4%
4 Prysmian Group - Cable Tapes	370	801	591	56.3%	57.4%	60.1%	37.5%	42.1%	44.9%
5 Nexans Group - Components	739	606	674	51.9%	49.0%	47.5%	31.8%	28.7%	22.3%
6 Prysmian Group - Components	960	626	596	47.4%	47.1%	55.3%	23.2%	23.4%	32.7%
7 Soleflex	582	648	657	47.5%	46.3%	45.8%	10.6%	8.3%	8.1%
8 Joseph Gleave & Son Ltd	735	590	371	43.4%	37.6%	39.6%	25.6%	22.6%	28.0%
9 Gemalto	234	390	167	35.8%	59.5%	53.7%	34.5%	52.8%	38.5%
10 ABB	288	347	100	44.7%	52.8%	52.4%	33.1%	40.7%	39.3%
	8,646	8,595	7,555	51.9%	54.7%	55.4%	28.3%	33.7%	32.8%
OTHERS	24,368	21,753	22,044	57.6%	58.2%	57.2%	32.1%	32.3%	32.5%
TOTAL	38,484	36,018	35,519	55.3%	56.5%	55.4%	29.6%	31.6%	31.0%

Budget Variance %		
Turnover	GC	GM
46	32	8
-62	-32	-15
207	97	-92
-126	-32	-5
9	-70	-109
-240	-150	-117
-137	-89	-73
-107	-42	-14
72	38	20
137	44	19
-200	-205	-378
373	118	-46
-470	-300	-243
247	99	15
-431	-251	-198
133	87	61
334	160	76
-66	-24	8
145	97	54
-156	-148	-125
-59	-54	-46
51	-217	-444
2,615	1,368	804
2,466	946	-19

PY Variance %		
Turnover	GC	GM
-92	-14	40
58	32	14
242	127	-123
-59	-5	12
-36	-19	-4
-169	-102	-89
-223	-162	-135
-134	-36	-13
79	40	13
-117	3	12
-450	-136	-274
474	209	26
-392	-268	-231
257	103	27
-222	-147	-127
64	63	84
365	125	28
-75	-25	9
364	172	84
67	-6	16
188	77	56
1,091	303	-28
2,324	1,434	659
2,965	1,601	357

Attrition Risk Rating	Customer Growth	Scapa Growth
3	Growing	Declining
1	Static	Growing
4	Declining	Declining
3	Declining	Static
1	Growing	Growing
1	Growing	Growing
3	Static	Static
3	Static	Static
3	Static	Static
1	Growing	Growing
2	Growing	Growing
3	Static	Static
1	Growing	Growing
3	Static	Static
3	Static	Static
4	Growing	Declining
4	Growing	Declining
4	Growing	Declining
4	Growing	Declining



Top 10 Customers - Large Revenue Roadmap

	Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011		FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1	Ampack	Actual/Fcast	137	271	251	658	261	190	70	522	120	0	0	120	0	0	0	0	1,299		1,299	2,042	-743	-36%	2,219	-920	-41%	531
		Budget	155	138	192	485	192	192	192	576	192	138	168	498	128	168	187	483	2,042									
		PY	380	184	266	829	116	140	152	408	154	100	197	452	169	137	224	531	2,219									
2	3M	Actual/Fcast	168	119	180	467	118	62	145	325	99	0	0	99	0	0	0	0	891		891	1,609	-718	-45%	1,538	-647	-42%	471
		Budget	130	141	160	432	130	95	166	391	130	129	119	379	127	127	154	407	1,609									
		PY	58	84	124	266	191	94	166	452	115	122	113	349	141	102	228	471	1,538									
3	JaBand GmbH	Actual/Fcast	93	116	226	435	174	38	126	338	174	0	0	174	0	0	0	0	947		947	1,241	-294	-24%	1,110	-162	-15%	197
		Budget	83	108	106	297	117	125	95	337	106	107	89	302	76	91	139	306	1,241									
		PY	79	88	166	333	162	26	100	288	84	75	133	292	40	41	116	197	1,110									
4	Bruce Douglas Marketing Ltd	Actual/Fcast	72	74	57	203	60	58	79	197	75	0	0	75	0	0	0	0	475		475	1,006	-531	-53%	965	-490	-51%	216
		Budget	83	83	94	261	83	82	94	260	80	79	79	237	80	80	88	248	1,006									
		PY	64	45	99	209	116	77	72	265	61	95	119	275	91	69	57	216	965									
5	Berner	Actual/Fcast	54	91	105	251	0	91	56	147	71	0	0	71	0	0	0	0	468		468	904	-435	-48%	938	-470	-50%	270
		Budget	67	67	66	201	67	42	67	177	82	77	77	235	92	92	107	291	904									
		PY	56	69	95	221	35	54	138	227	56	135	29	221	82	102	85	270	938									
6	Silec cable	Actual/Fcast	18	16	25	58	21	18	45	84	29	0	0	29	0	0	0	0	172		172	716	-544	-76%	564	-392	-70%	123
		Budget	77	52	82	211	56	20	70	146	54	49	62	165	67	58	68	193	716									
		PY	82	26	79	187	21	12	86	118	36	58	42	136	77	22	24	123	564									
7	SEF	Actual/Fcast	0	0	79	79	0	121	0	121	0	0	0	0	0	0	0	0	200		200	611	-410	-67%	579	-379	-65%	85
		Budget	45	55	45	145	45	44	55	145	48	62	47	157	48	67	49	164	611									
		PY	19	37	34	91	9	43	155	207	125	71	0	196	0	36	49	85	579									
8	R A Wood Adhesive Tapes Ltd	Actual/Fcast	69	42	31	141	23	22	11	55	22	0	0	22	0	0	0	0	219		219	558	-339	-61%	589	-370	-63%	162
		Budget	49	52	43	145	71	30	47	148	34	48	38	120	50	39	56	146	558									
		PY	74	45	30	149	70	24	70	164	40	52	23	115	42	62	57	162	589									
9	Rubans de Normandie	Actual/Fcast	19	41	66	126	62	51	72	185	52	0	0	52	0	0	0	0	364		364	544	-181	-33%	550	-186	-34%	174
		Budget	41	38	52	131	41	21	52	114	47	44	44	135	52	52	60	165	544									
		PY	28	33	30	91	52	33	50	135	58	46	45	149	50	59	64	174	550									
10	Flowstrip	Actual/Fcast	79	65	67	211	46	46	47	138	84	0	0	84	0	0	0	0	434		434	495	-61	-12%	900	-467	-52%	249
		Budget	42	42	45	129	42	42	45	128	40	36	36	113	40	40	45	125	495									
		PY	68	78	60	205	99	112	72	283	62	67	34	163	103	70	75	249	900									
	Subtotal	Actual/Fcast	708	835	1,088	2,631	765	697	651	2,113	726	0	0	726	0	0	0	0	5,470		5,470	9,725	-4,255	-44%	9,953	-4,483	-45%	2,476
		Budget	772	777	886	2,436	843	694	885	2,422	812	769	758	2,340	760	813	954	2,527	9,725									
		PY	909	690	982	2,581	871	615	1,062	2,548	790	822	735	2,347	796	701	980	2,476	9,953									



Top 10 Customers - Strategic Revenue Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011		FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 Stokvis Group	Actual/Fcast	346	430	385	1,161	272	215	498	985	433	0	0	433	0	0	0	0	2,580		2,580	3,712	-1,132	-30%	3,882	-1,302	-34%	1,185
	Budget	306	302	367	974	301	258	379	939	294	281	270	845	301	303	350	954	3,712									
	PY	333	282	350	965	202	261	371	834	307	284	307	897	323	375	486	1,185	3,882									
2 Nexans Group - Cable Tapes	Actual/Fcast	152	184	170	506	136	118	83	337	165	0	0	165	0	0	0	0	1,007		1,007	2,419	-1,412	-58%	2,211	-1,204	-54%	471
	Budget	201	197	254	652	198	182	254	634	191	168	169	528	191	191	224	605	2,419									
	PY	206	147	226	579	143	182	215	539	281	177	164	622	115	178	177	471	2,211									
3 Ski Customer Group	Actual/Fcast	144	106	254	504	138	78	301	517	129	0	0	129	0	0	0	0	1,150		1,150	1,584	-434	-27%	1,610	-460	-29%	516
	Budget	111	110	133	354	116	108	169	393	156	145	129	429	130	128	149	407	1,584									
	PY	144	110	130	384	96	93	174	363	145	143	58	347	164	109	242	516	1,610									
4 Prysmian Group - Cable Tapes	Actual/Fcast	25	42	43	111	55	71	88	214	45	0	0	45	0	0	0	0	370		370	1,211	-842	-69%	942	-572	-61%	292
	Budget	109	105	147	361	116	99	147	362	78	79	71	228	87	80	93	261	1,211									
	PY	90	153	121	365	60	62	59	181	45	40	18	103	74	100	118	292	942									
5 Nexans Group - Components	Actual/Fcast	79	96	113	288	146	74	121	340	110	0	0	110	0	0	0	0	739		739	1,074	-335	-31%	1,121	-382	-34%	306
	Budget	93	86	103	281	85	39	114	238	87	83	84	254	105	91	106	302	1,074									
	PY	135	95	131	360	37	65	95	197	117	85	55	258	112	71	123	306	1,121									
6 Prysmian Group - Components	Actual/Fcast	147	136	135	418	164	60	171	395	147	0	0	147	0	0	0	0	960		960	1,023	-63	-6%	1,149	-189	-16%	425
	Budget	102	84	113	299	83	49	123	255	72	85	50	207	108	71	83	262	1,023									
	PY	151	65	140	355	78	20	67	166	75	100	29	204	123	138	164	425	1,149									
7 Soleflex	Actual/Fcast	61	114	101	275	84	84	140	307	0	0	0	0	0	0	0	0	582		582	999	-417	-42%	891	-308	-35%	128
	Budget	45	156	114	315	22	155	59	236	97	41	70	209	79	57	103	239	999									
	PY	-6	87	89	171	216	61	105	382	105	0	106	210	78	-2	52	128	891									
8 Joseph Gleave & Son Ltd	Actual/Fcast	67	76	139	282	69	73	122	264	188	0	0	188	0	0	0	0	735		735	975	-240	-25%	735	0	0%	184
	Budget	83	83	90	257	83	82	90	256	77	75	75	227	77	77	80	235	975									
	PY	25	22	91	139	100	30	61	191	41	120	60	222	19	103	61	184	735									
9 Gemalto	Actual/Fcast	39	10	60	109	24	33	48	105	20	0	0	20	0	0	0	0	234		234	711	-476	-67%	242	-8	-3%	61
	Budget	55	56	47	158	59	42	60	161	71	49	79	199	70	51	72	192	711									
	PY	15	20	46	82	41	9	22	73	13	4	10	27	13	22	25	61	242									
10 ABB	Actual/Fcast	14	31	70	115	24	32	37	93	81	0	0	81	0	0	0	0	288		288	555	-266	-48%	253	36	14%	131
	Budget	50	66	38	154	66	27	73	166	27	61	24	111	65	27	32	124	555									
	PY	5	16	14	35	21	10	3	34	32	22	0	54	37	45	49	131	253									
Subtotal	Actual/Fcast	1,076	1,225	1,470	3,770	1,110	838	1,610	3,558	1,318	0	0	1,318	0	0	0	0	8,646		8,646	14,263	-5,617	-39%	13,035	-4,389	-34%	3,696
	Budget	1,155	1,245	1,406	3,805	1,129	1,042	1,468	3,639	1,150	1,067	1,019	3,237	1,214	1,075	1,292	3,581	14,263									
	PY	1,098	997	1,340	3,435	995	794	1,171	2,960	1,161	977	806	2,944	1,060	1,138	1,498	3,696	13,035									
Others	Actual/Fcast	3,409	2,972	4,438	10,819	3,387	2,592	4,166	10,145	3,404	0	0	3,404	0	0	0	0	24,368		29,838	47,958	-18,120	-38%	48,952	-19,114	-39%	13,540
	Budget	2,882	2,710	3,534	9,126	3,166	2,157	3,941	9,264	3,364	2,977	3,162	9,503	3,115	3,208	4,018	10,341	38,233									
	PY	2,978	2,739	3,866	9,583	2,864	2,393	3,896	9,152	3,309	3,616	2,275	9,200	3,582	3,480	4,003	11,064	38,999									
TOTAL	Actual/Fcast	5,193	5,032	6,996	17,221	5,262	4,127	6,427	15,816	5,447	0	0	5,447	0	0	0	0	38,484		38,484	62,221	-23,737	-38%	61,987	-23,503	-38%	17,236
	Budget	4,808	4,732	5,826	15,367	5,138	3,892	6,295	15,325	5,326	4,814	4,940	15,079	5,089	5,095	6,265	16,449	62,221									
	PY	4,984	4,426	6,188	15,598	4,729	3,802	6,130	14,661	5,260	5,415	3,817	14,492	5,437	5,319	6,480	17,236	61,987									



Top 10 Customers - Large Margin Roadmap

	Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011		FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1	Ampack	Actual/Fcast	20%	18%	18%	19%	18%	21%	19%	19%	17%	0%	0%	17%	0%	0%	0%	0%	19%		243	384	-141	-37%	389	-146	-37%	140
		Budget	19%	19%	19%	19%	19%	19%	19%	19%	18%	19%	19%	19%	19%	19%	19%	19%	19%									
		PY	11%	15%	17%	14%	16%	16%	16%	16%	15%	15%	15%	15%	42%	21%	18%	26%	18%									
2	3M	Actual/Fcast	9%	13%	12%	11%	14%	10%	15%	14%	18%	0%	0%	18%	0%	0%	0%	0%	13%		115	203	-88	-43%	196	-81	-42%	65
		Budget	14%	13%	14%	14%	14%	12%	14%	14%	13%	13%	12%	13%	10%	10%	10%	10%	13%									
		PY	11%	14%	19%	16%	11%	8%	11%	10%	10%	13%	14%	12%	12%	16%	14%	14%	13%									
3	JaBand GmbH	Actual/Fcast	13%	11%	11%	11%	17%	13%	20%	17%	24%	0%	0%	24%	0%	0%	0%	0%	16%		149	359	-210	-58%	362	-213	-59%	9
		Budget	31%	25%	25%	27%	25%	69%	25%	41%	23%	21%	23%	22%	24%	25%	25%	24%	29%									
		PY	32%	40%	38%	37%	43%	21%	42%	41%	38%	38%	39%	39%	-2%	7%	6%	5%	33%									
4	Bruce Douglas Marketing Ltd	Actual/Fcast	4%	5%	3%	4%	4%	3%	11%	7%	14%	0%	0%	14%	0%	0%	0%	0%	7%		32	62	-30	-49%	30	2	6%	5
		Budget	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%									
		PY	3%	3%	4%	4%	4%	3%	4%	4%	4%	1%	3%	3%	0%	3%	3%	2%	3%									
5	Berner	Actual/Fcast	31%	32%	24%	28%	0%	27%	28%	27%	31%	0%	0%	31%	0%	0%	0%	0%	28%		133	375	-242	-64%	254	-121	-48%	74
		Budget	56%	56%	59%	57%	56%	67%	56%	59%	30%	30%	30%	30%	30%	30%	30%	30%	42%									
		PY	26%	27%	22%	25%	30%	28%	30%	30%	28%	27%	21%	27%	25%	28%	29%	27%	27%									
6	Silec cable	Actual/Fcast	44%	34%	39%	39%	47%	42%	50%	47%	49%	0%	0%	49%	0%	0%	0%	0%	45%		77	334	-257	-77%	265	-188	-71%	53
		Budget	45%	50%	45%	46%	50%	45%	50%	49%	46%	47%	45%	46%	44%	47%	47%	46%	47%									
		PY	47%	44%	47%	46%	53%	61%	50%	52%	52%	46%	47%	48%	46%	35%	41%	43%	47%									
7	SEF	Actual/Fcast	0%	-57%	54%	53%	-57%	55%	0%	55%	0%	0%	0%	0%	0%	0%	0%	0%	54%		108	326	-218	-67%	327	-219	-67%	42
		Budget	55%	52%	55%	54%	55%	55%	52%	54%	55%	51%	55%	53%	55%	50%	55%	53%	53%									
		PY	55%	58%	57%	57%	54%	58%	58%	58%	57%	59%	0%	58%	0%	54%	46%	49%	57%									
8	R A Wood Adhesive Tapes Ltd	Actual/Fcast	18%	21%	13%	18%	23%	22%	22%	22%	31%	0%	0%	31%	0%	0%	0%	0%	20%		45	98	-54	-55%	91	-47	-51%	26
		Budget	18%	14%	19%	17%	18%	18%	20%	18%	20%	15%	19%	18%	16%	20%	16%	17%	18%									
		PY	12%	15%	14%	13%	23%	23%	13%	19%	18%	9%	12%	13%	17%	15%	17%	16%	15%									
9	Rubans de Normandie	Actual/Fcast	42%	42%	30%	36%	40%	41%	25%	35%	44%	0%	0%	44%	0%	0%	0%	0%	36%		132	213	-81	-38%	233	-101	-43%	76
		Budget	38%	38%	39%	38%	38%	36%	39%	38%	40%	40%	40%	40%	40%	40%	40%	40%	39%									
		PY	38%	37%	45%	40%	43%	42%	50%	45%	37%	42%	40%	40%	40%	35%	54%	44%	42%									
10	Flowstrip	Actual/Fcast	9%	9%	9%	9%	12%	21%	18%	17%	18%	0%	0%	18%	0%	0%	0%	0%	13%		58	66	-8	-12%	72	-14	-19%	17
		Budget	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	14%	14%	13%									
		PY	8%	8%	9%	8%	7%	8%	9%	8%	9%	9%	9%	9%	6%	7%	7%	7%	8%									
	Subtotal	Actual/Fcast	16%	18%	18%	17%	19%	27%	21%	22%	24%	0%	0%	24%	0%	0%	0%	0%	20%		1,093	2,422	-1,329	-55%	2,221	-1,128	-51%	506
		Budget	26%	25%	25%	26%	25%	32%	25%	27%	23%	23%	23%	23%	23%	24%	23%	24%	25%									
		PY	18%	22%	24%	21%	21%	19%	29%	24%	27%	24%	21%	24%	22%	20%	19%	20%	22%									



Top 10 Customers - Strategic Margin Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011	FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 Stokvis Group	Actual/Fcast	28%	26%	27%	27%	23%	25%	18%	21%	27%	0%	0%	27%	0%	0%	0%	0%	25%	639	1,149	-510	-44%	1,074	-435	-40%	288
	Budget	31%	31%	32%	31%	31%	29%	32%	31%	31%	30%	30%	30%	31%	31%	31%	31%	31%								
	PY	28%	32%	26%	28%	22%	31%	29%	28%	35%	27%	31%	31%	26%	24%	24%	24%	28%								
2 Nexans Group - Cable Tapes	Actual/Fcast	34%	35%	31%	34%	30%	33%	30%	31%	34%	0%	0%	34%	0%	0%	0%	0%	33%	330	929	-599	-64%	851	-521	-61%	173
	Budget	39%	39%	39%	39%	39%	38%	39%	39%	38%	38%	38%	38%	38%	38%	38%	38%	38%								
	PY	45%	54%	36%	44%	37%	35%	40%	38%	38%	36%	33%	36%	36%	35%	39%	37%	38%								
3 Ski Customer Group	Actual/Fcast	41%	47%	41%	42%	37%	43%	37%	38%	39%	0%	0%	39%	0%	0%	0%	0%	40%	459	787	-327	-42%	773	-314	-41%	239
	Budget	49%	49%	49%	49%	49%	49%	49%	49%	50%	50%	50%	50%	50%	50%	50%	50%	50%								
	PY	46%	47%	46%	46%	51%	50%	51%	51%	49%	51%	50%	50%	46%	49%	45%	46%	48%								
4 Prysmian Group - Cable Tapes	Actual/Fcast	38%	38%	33%	36%	35%	43%	37%	38%	36%	0%	0%	36%	0%	0%	0%	0%	38%	139	506	-367	-73%	416	-277	-67%	124
	Budget	42%	43%	42%	42%	41%	43%	42%	42%	42%	40%	42%	41%	40%	42%	42%	41%	42%								
	PY	39%	48%	46%	45%	50%	45%	42%	46%	39%	45%	43%	42%	41%	41%	45%	43%	44%								
5 Nexans Group - Components	Actual/Fcast	37%	31%	35%	34%	28%	36%	35%	32%	25%	0%	0%	25%	0%	0%	0%	0%	32%	235	310	-75	-24%	288	-53	-18%	97
	Budget	26%	29%	28%	28%	30%	29%	31%	30%	27%	29%	30%	29%	31%	28%	28%	29%	29%								
	PY	15%	15%	19%	17%	25%	36%	17%	25%	35%	27%	31%	31%	35%	30%	30%	32%	26%								
6 Prysmian Group - Components	Actual/Fcast	24%	23%	24%	24%	18%	22%	26%	22%	25%	0%	0%	25%	0%	0%	0%	0%	23%	223	253	-31	-12%	342	-119	-35%	105
	Budget	24%	22%	25%	23%	22%	18%	24%	22%	28%	25%	23%	25%	25%	31%	30%	28%	25%								
	PY	33%	23%	29%	30%	32%	26%	38%	34%	44%	33%	31%	37%	23%	29%	22%	25%	30%								
7 Soleflex	Actual/Fcast	10%	11%	11%	11%	11%	9%	10%	10%	0%	0%	0%	0%	0%	0%	0%	0%	11%	62	92	-30	-33%	78	-16	-21%	13
	Budget	13%	5%	8%	7%	-10%	11%	7%	8%	13%	10%	11%	12%	11%	12%	10%	11%	9%								
	PY	100%	4%	5%	1%	10%	10%	11%	10%	11%	0%	12%	12%	10%	100%	14%	10%	9%								
8 Joseph Gleave & Son Ltd	Actual/Fcast	29%	15%	38%	30%	22%	22%	14%	18%	30%	0%	0%	30%	0%	0%	0%	0%	26%	188	223	-35	-16%	183	5	3%	43
	Budget	23%	23%	22%	22%	23%	23%	22%	23%	23%	23%	23%	23%	23%	23%	23%	23%	23%								
	PY	22%	27%	22%	23%	36%	24%	21%	29%	39%	17%	26%	24%	27%	28%	15%	23%	25%								
9 Gemalto	Actual/Fcast	41%	23%	30%	33%	33%	27%	40%	34%	43%	0%	0%	43%	0%	0%	0%	0%	35%	81	376	-295	-78%	99	-18	-19%	29
	Budget	54%	51%	54%	53%	52%	53%	54%	53%	52%	54%	52%	53%	54%	51%	54%	53%	53%								
	PY	36%	45%	36%	38%	39%	32%	33%	36%	55%	49%	38%	47%	43%	51%	47%	48%	41%								
10 ABB	Actual/Fcast	40%	44%	28%	34%	28%	32%	37%	33%	32%	0%	0%	32%	0%	0%	0%	0%	33%	96	225	-129	-58%	104	-8	-8%	55
	Budget	41%	41%	40%	41%	41%	40%	41%	41%	38%	42%	38%	40%	41%	38%	38%	40%	41%								
	PY	65%	45%	42%	46%	38%	29%	67%	38%	33%	42%	0%	37%	42%	41%	43%	42%	41%								
Subtotal	Actual/Fcast	31%	28%	31%	30%	25%	29%	25%	26%	30%	0%	0%	30%	0%	0%	0%	0%	28%	2,451	4,850	-2,399	-49%	4,207	-1,757	-42%	1,166
	Budget	34%	32%	33%	33%	35%	32%	35%	34%	34%	35%	35%	35%	34%	35%	34%	34%	34%								
	PY	33%	35%	30%	32%	29%	34%	33%	32%	36%	33%	30%	33%	31%	32%	31%	32%	32%								
Others	Actual/Fcast	32%	33%	33%	32%	31%	32%	32%	32%	32%	0%	0%	32%	0%	0%	0%	0%	32%	8,924	14,705	-5,781	-39%	14,789	-5,865	-40%	3,981
	Budget	32%	32%	33%	32%	31%	32%	33%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%								
	PY	34%	32%	32%	32%	33%	32%	33%	33%	33%	32%	34%	33%	32%	30%	32%	31%	32%								
TOTAL	Actual/Fcast	29%	29%	30%	30%	28%	30%	29%	29%	31%	0%	0%	31%	0%	0%	0%	0%	30%	11,375	19,555	-8,180	-42%	18,996	-7,621	-40%	5,147
	Budget	32%	31%	32%	32%	31%	32%	32%	32%	31%	31%	31%	31%	31%	31%	31%	31%	31%								
	PY	31%	31%	30%	31%	30%	30%	32%	31%	32%	31%	30%	31%	30%	29%	30%	30%	31%								

BU

trial Combined (Europe)

Currency

GBP £ 000's

Incoming orders field in SIS represents any/all order lines created/rejected/changed on a given day or within given fiscal period regardless of a confirmed GI date.
A cancelled order would show as a negative value.

ORDERS ROADMAP

Key Customer		1 Actual	2 Actual	3 Actual	Q1	4 Actual	5 Actual	6 Actual	Q2	7 Actual	8 Actual	9 Actual	Q3	10 Actual	11 Fcast	12 Fcast	Q4	FY2011
Ampack	ACT	777	18	140	935	42	102	44	188	164	0	0	164	0	0	0	0	1,286
	PY	494	52	96	643	17	212	98	327	73	184	130	387	186	258	130	574	1,931
3M	ACT	129	171	117	417	219	2	98	319	71	0	0	71	0	0	0	0	807
	PY	77	189	354	620	228	11	196	434	9	43	208	260	-16	238	104	326	1,641
JaBand GmbH	ACT	186	95	280	560	96	34	164	294	123	0	0	123	0	0	0	0	976
	PY	114	321	72	508	25	35	181	240	49	107	30	185	42	102	158	303	1,236
Bruce Douglas Marketing Ltd	ACT	94	83	97	274	43	65	67	175	67	0	0	67	0	0	0	0	516
	PY	104	41	101	246	93	38	73	205	130	83	127	341	32	59	66	157	949
Berner	ACT	83	86	104	274	88	0	89	177	71	0	0	71	0	0	0	0	521
	PY	132	29	236	397	0	12	98	110	32	81	76	190	94	75	76	244	940
Silec cable	ACT	31	13	30	75	53	7	49	109	65	0	0	65	0	0	0	0	249
	PY	18	51	60	129	22	8	91	122	56	72	54	182	37	-9	40	68	501
SEF	ACT	6	-1	-117	-112	118	0	0	118	36	0	0	36	0	0	0	0	42
	PY	15	37	37	89	87	108	203	397	3	4	3	10	18	17	237	272	769
R A Wood Adhesive Tapes Ltd	ACT	61	1	84	147	11	35	-50	-4	27	0	0	27	0	0	0	0	170
	PY	75	6	57	138	39	57	56	152	18	66	24	107	79	38	91	209	606
Rubans de Normandie	ACT	40	34	70	144	117	17	70	205	41	0	0	41	0	0	0	0	389
	PY	42	28	49	119	64	32	60	157	48	63	44	154	60	45	32	137	567
Flowstrip	ACT	59	35	7	101	37	82	81	201	85	0	0	85	0	0	0	0	387
	PY	100	40	114	254	192	40	17	249	60	76	51	188	89	90	152	331	1,021

Stokvis Group	ACT	319	402	544	1,265	262	240	531	1,033	357	0	0	357	0	0	0	0	2,655
	PY	278	293	585	1,155	176	179	277	632	364	310	354	1,029	362	352	537	1,251	4,067
Nexans Group - Cable Tapes	ACT	193	103	209	506	94	39	278	411	170	0	0	170	0	0	0	0	1,087
	PY	277	85	491	853	195	74	174	443	87	233	152	471	149	181	138	468	2,236
Ski Customer Group	ACT	185	247	201	632	116	214	146	476	90	0	0	90	0	0	0	0	1,198
	PY	145	87	161	393	100	55	181	336	152	164	81	398	145	170	202	517	1,644
Prysmian Group - Cable Tapes	ACT	47	25	94	166	51	73	56	180	56	0	0	56	0	0	0	0	402
	PY	155	115	78	348	52	49	52	153	46	62	47	154	54	124	58	236	891
Nexans Group - Components	ACT	81	138	124	343	143	26	129	298	68	0	0	68	0	0	0	0	709
	PY	178	62	67	307	114	1	113	229	123	94	57	274	69	95	147	312	1,121
Prysmian Group - Components	ACT	281	38	121	439	171	46	110	327	154	0	0	154	0	0	0	0	920
	PY	123	89	120	332	21	24	111	156	86	54	101	241	145	162	124	430	1,160
Soleflex	ACT	261	0	369	630	8	321	32	362	432	0	0	432	0	0	0	0	1,424
	PY	244	0	206	451	3	215	-5	213	0	289	1	291	0	56	0	57	1,011
Joseph Gleave & Son Ltd	ACT	78	97	136	311	40	211	172	423	150	0	0	150	0	0	0	0	884
	PY	108	39	46	193	46	59	153	258	0	95	51	146	82	57	125	264	861
Gemalto	ACT	20	16	32	68	45	10	62	117	29	0	0	29	0	0	0	0	214
	PY	60	27	23	110	22	2	23	47	8	5	18	31	15	23	75	113	301
ABB	ACT	61	130	80	272	4	2	6	12	76	0	0	76	0	0	0	0	360
	PY	7	7	32	46	11	14	36	62	0	0	36	36	80	0	28	108	252



TWC - Market

	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Average	TARGET 5%
Finished Goods stock - days														
Actual	17.8	18.5	18.7	15.8	18.5	20.5	21.1						18.7	19.6
Budget	21.0	21.2	23.2	21.8	20.7	19.0	19.1	18.8	23.0	22.3	21.4	20.2	21.0	
PY			20.2	20.4	21.7	19.3	19.0	18.1	26.1	23.8	20.2	17.4	20.6	
Actual vs budget	-3.2	-2.7	-4.5	-6.0	-2.2	1.5	2.0	-18.8	-23.0	-22.3	-21.4	-20.2		
Actual vs budget %	-15.2%	-12.7%	-19.4%	-27.5%	-10.6%	7.9%	10.5%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	17.8	18.5	-1.5	-4.6	-3.2	1.2	2.1	-18.1	-26.1	-23.8	-20.2	-17.4		
Actual vs PY %	#DIV/0!	#DIV/0!	-7.4%	-22.5%	-14.7%	6.2%	11.1%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Finished Goods stock - £'000														
Actual	2,331	2,393	2,493	2,141	2,294	2,482	2,670	0	0	0	0	0	2,401	
Budget	2,659	2,570	2,707	2,631	2,357	2,174	2,329	2,363	2,590	2,519	2,573	2,558	2,503	
PY	2,455	2,637	2,349	2,391	2,371	2,102	2,202	2,264	2,720	2,544	2,431	2,300	2,397	
Actual vs budget	-328	-177	-214	-490	-63	308	341	-2,363	-2,590	-2,519	-2,573	-2,558		
Actual vs budget %	-12.3%	-6.9%	-7.9%	-18.6%	-2.7%	14.2%	14.6%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	-124	-244	144	-250	-77	380	468	-2,264	-2,720	-2,544	-2,431	-2,300		
Actual vs PY %	-5.1%	-9.2%	6.1%	-10.4%	-3.2%	18.1%	21.3%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Total Debtors - days														
Actual	65.9	66.2	66.2	66.0	67.4	68.5	65.3						66.5	66.2
Budget	54.5	54.5	54.5	47.0	47.0	47.0	49.2	49.2	49.2	53.7	53.7	53.7	51.1	
PY	130.4	80.1	69.3	69.9	70.7	74.3	69.6	65.9	67.5	69.5	68.5	66.8	69.6	
Actual vs budget	11.4	11.7	11.7	19.0	20.4	21.5	16.1	-49.2	-49.2	-53.7	-53.7	-53.7		
Actual vs budget %	21.0%	21.4%	21.5%	40.5%	43.4%	45.8%	32.8%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	-64.4	-14.0	-3.1	-3.8	-3.3	-5.8	-4.2	-65.9	-67.5	-69.5	-68.5	-66.8		
Actual vs PY %	-49.4%	-17.4%	-4.4%	-5.5%	-4.7%	-7.8%	-6.1%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Total Debtors - £'000														
Actual	12,271	12,125	12,580	12,670	11,815	11,732	11,824	0	0	0	0	0	12,145	
Budget	0	0	0	0	0	0	0	0	0	0	0	0	0	
PY	12,017	11,115	11,796	11,911	11,186	11,866	12,005	12,327	10,393	10,797	11,795	12,586	11,650	
Actual vs budget	12,271	12,125	12,580	12,670	11,815	11,732	11,824	0	0	0	0	0		
Actual vs budget %	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		
Actual vs PY	254	1,010	784	759	629	-134	-181	-12,327	-10,393	-10,797	-11,795	-12,586		
Actual vs PY %	2.1%	9.1%	6.6%	6.4%	5.6%	-1.1%	-1.5%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		

77 73.5 77 77 73.5 77 77 73.5 77 77 73.5 77

Sales Feb-08 1090 Mar-08 1568



Pipeline

No	Customer	Product	Status	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance
				Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
	Budgeted																	
1	Waskoenig	WSC340	4	0	0	0		0	12	36	36	36	121	(12)	(36)			(121)
2	Prysmian UK & Italy	WSL2252	5	10	46	8		64	34	34	34	34	136	(24)	12			(72)
3	NEXANS Hanover	SC 36/65 & SC37/90i	4	6	23	13		42	82	81	53	53	270	(76)	(58)			(228)
4	Prysmian Components	Resin 41	4	75	52	27		154	41	41	35	21	138	34	11			16
5	Prysmian Components	Resin 46	4	38	85	0		123	8	16	2	4	30	30	69			93
	Budgeted			129	206	48	0	383	165	172	124	112	574	(36)	34	0	0	(191)
	Unbudgeted																	
6	ABB Sweden	WSMC200	4	0	20	11		31	30	60	60	60	150	(30)	(40)			(119)
7	Draka Norway	BT1	4	0	0	19		19	0	30	40	40	110	0	(30)			(91)
8	Mtech S Africa	SC	3	0	0	0		0	9	14	14	14	50	(9)	(14)			(50)
9	Prysmian Components	Mastic 50&36	4	0	0	0		0	16	20	24	26	96	(16)	(20)			(96)
10	Solar Fabrik		3	0	0	0		0	15	15	15	22	82	(15)	(15)			(82)
11	Draka Sweden	WSD342	4	10	0	0		10	10	20	25	25	80	0	(20)			(70)
	Unbudgeted			10	20	30	0	60	80	159	178	187	568	(70)	(139)	0	0	(508)
	Total			139	226	78	0	443	245	331	302	299	1,142	(106)	(105)	0	0	(699)

Comments

1. Waskoenig trials on WSC340 underway
- 2.
3. Further commercial orders received from NEXANS Germany.
- 4
5. Catch up of overdue orders at Prysmian
6. ABB have given details of a stronger forecast for next 12 months- need to find a cost effective solution for WSCM100- 200tonnes of material.
- 7.
- 8
- 9
- 10



Pipeline

No	Customer	Status	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance
			Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
1	Jiffy (OEM)	4					0	0	40	40	40	120	0	(40)	(40)	(40)	(120)
2	Hira Dubai (DIS)	5					0	25	25	25	25	100	(25)	(25)	(25)	(25)	(100)
3	Sicad (DIS)	5					0	17	17	17	18	70	(17)	(17)	(17)	(18)	(70)
4	Technibond (OEM)	4					0	17	17	17	18	70	(17)	(17)	(17)	(18)	(70)
5	Dickson Holland (DIS)	5					0	12	13	13	13	50	(12)	(13)	(13)	(13)	(50)
6	Gornjie (OEM)	4					0	20	20	20	20	80	(20)	(20)	(20)	(20)	(80)
7	Permapack (DIS)	4					0	10	15	20	35	80	(10)	(15)	(20)	(35)	(80)
8	Gascogne (OEM)	4					0	7	21	21	21	70	(7)	(21)	(21)	(21)	(70)
9	Souzpack (DIS)	4					0	0	20	20	20	60	0	(20)	(20)	(20)	(60)
10	Tetrapack (OEM)	3					0	5	15	15	15	50	(5)	(15)	(15)	(15)	(50)
Total			0	0	0	0	0	114	203	208	224	750	(114)	(203)	(208)	(224)	(750)

Comments



No	NPD No	Project	Live/successful	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance	Comments
				Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		
		Budgeted:																	
1	1268	Thai Yazaki, Thailand	dying	0	0	0		0	0	0	0	0	0	0				0	Further quality issues with last shipment
2	1809	Improved Adhesion Semi Com	live	0	35			35	0	30	40	40	110	0				0	NEXANS Charleroi are trialing a version to meet their spec- replace Loypos
3	1382 & 1383	Outsourced Nonwovens	live	40	27	0		67	37	131	166	206	540	3				3	New contract from Russia for £15,000 every month.
		Budgeted		40	62	0	0	102	37	161	206	246	650	3				3	
		Unbudgeted:																	
4	1423	Woven Semi Con Water Swell	live		2			2	0	0	0	0	0	0				0	Only made 1500 of 4500sqm order
5	1809	Higher Tensile SC woven	live					0					0	0				0	Orders from Leader Malaysia & Forte USA
6	2141	Thicker version of BT1	dead					0					0	0				0	Customer moved back to BT1 on an 800mm OD roll made at Ashton
		Unbudgeted		0	2	0	0	2	0	0	0	0	0	0	0	0	0	0	
		Total		40	64	0	0	104	37	161	206	246	650	3	0	0	0	3	



NPD

No	Project	Live/successful	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance	Comments
			Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		
	<i>Budgeted:</i>																	
1	NPI 1078 Isosport (OEM)						0	0	0	75	75	150	0	0	(75)	(75)	-150	
2	NPI 1337 Soleflex (DIS)						0	0	0	35	35	70	0	0	(35)	(35)	-70	
3	NPI1953 Power Dielectric (OEM)						0	0	4	11	11	25	0	(4)	(11)	(11)	-25	
4	NPI1259 Kis (OEM)						0	31	0	31	0	62	(31)	0	(31)	0	-62	
5	NPI1987 SEF (OEM)						0	11	11	11	11	44	(11)	(11)	(11)	(11)	-44	
6	NPI1032 Oberthur (OEM)						0	29	29	29	29	117	(29)	(29)	(29)	(29)	-117	
7	NPI1085 Accept (DIS)						0	23	23	23	23	91	(23)	(23)	(23)	(23)	-91	
8	NPI1441 Decaux (OEM)						0	14	14	14	14	57	(14)	(14)	(14)	(14)	-57	
	<i>Budgeted</i>		0	0	0	0	0	108	81	229	198	616	(108)	(81)	(229)	(198)	(616)	
	<i>Unbudgeted:</i>																	
9	NPI1235 Folag (DIS)						0	0	25	0	25	50	0	(25)	0	(25)	-50	
10	NPI2023 DYCEM (OEM)						0	15	15	15	15	60	(15)	(15)	(15)	(15)	-60	
							0					0	0	0	0	0	0	
	<i>Unbudgeted</i>		0	0	0	0	0	15	40	15	40	110	(15)	(40)	(15)	(40)	(110)	
	<i>Total</i>		0	0	0	0	0	123	121	244	238	726	(123)	(121)	(244)	(238)	(726)	



MANAGEMENT ACCOUNTS

SCAPA GROUP PLC

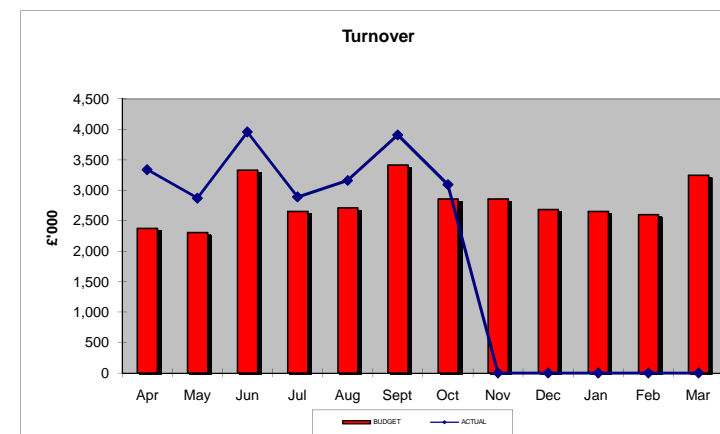
Industrial Combined (NA)

October 2010



Market Performance

	October			YTD			% Var Month		% Var YTD		
	Actual	Budget	PY	Actual	Budget	PY	Budget	PY	Budget	PY	
Sales	3,093	2,859	2,866	23,218	19,658	19,680	234	227	3,560	3,538	
Std Gross Margin	842	650	512	6,038	4,442	4,120	192	139	1,596	1,918	
% of Sales	27.2%	22.7%	17.8%	26.0%	22.6%	20.9%					
D&L	(136)	(141)		(995)	(956)		5		-39		
% of sales	-4.4%	-4.9%		-4.3%	-4.9%						
R&D Direct	(12)	(28)		(183)	(207)		16		24		
R&D Allocated	(15)	(44)		(162)	(326)		29		164		
% of sales	-0.9%	-2.5%		-1.5%	-2.7%						
S&M Direct	(55)	(82)		(720)	(615)		27		-105		
S&M Allocated	(93)	(61)		(482)	(458)		-32		-24		
% of sales	-4.8%	-5.0%		-5.2%	-5.5%						
Market Performance	531	295		3,496	1,880		236		1,616		
ROS	17.2%	10.3%		15.1%	9.6%						



HIGHLIGHTS

Performance

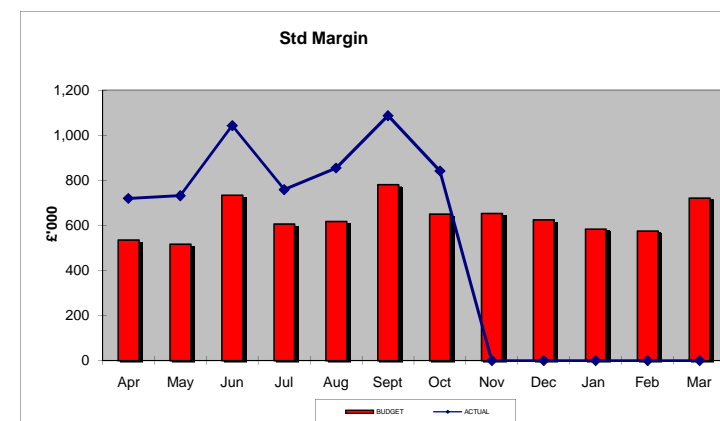
18% up year on year sales
S&M allocated up for the month based on sales meeting and severance costs

Gross Margin

3.4% up on margin over budget
5% up on margin from prior year

Sales

Freeman pick up in the convention market.
Valley continued good movement with PE, sales expected to remain through November.
Unisolar up 60k over budget.
Proline Pipe





Detailed

		Apr-10	May-10	Jun-10	Q1	Jul-10	Aug-10	Sep-10	Q2	Oct-10	Nov-10	Dec-10	Q3	Jan-11	Feb-11	Mar-11	Q4	FY2011
Orders	Actual	5,202	2,774	3,289	11,265	2,610	3,685	4,068	10,363	3,179			3,179				0	24,807
	Budget				0				0				0				0	0
	PY	1,774	2,377	3,612	7,763	2,537	2,567	3,036	8,141	2,854	2,931	2,126	7,912	3,812	2,582	3,597	9,991	33,806
																		0
Sales	Actual	3,338	2,871	3,957	10,166	2,890	3,161	3,908	9,959	3,093	0	0	3,093	0	0	0	0	23,218
	Budget	2,376	2,308	3,334	8,018	2,655	2,712	3,415	8,781	2,859	2,858	2,684	8,401	2,654	2,601	3,248	8,502	33,702
	PY	2,314	2,459	3,892	8,665	2,552	2,668	2,930	8,149	2,866	2,839	2,476	8,181	2,744	2,759	3,257	8,761	33,756
	Actual vs budget	962	563	623	2,148	235	449	493	1,178	234	(2,858)	(2,684)	(5,308)	(2,654)	(2,601)	(3,248)	(8,502)	(10,484)
	Actual vs PY	1,024	412	65	1,501	338	493	978	1,810	227	(2,839)	(2,476)	(5,088)	(2,744)	(2,759)	(3,257)	(8,761)	(10,538)
																		0
Std Gross Margin	Actual	720	732	1,043	2,495	759	855	1,087	2,701	842	0	0	842	0	0	0	0	6,038
	Budget	536	517	734	1,787	606	618	781	2,005	650	653	626	1,929	584	576	722	1,882	7,604
	PY	471	501	851	1,823	671	538	576	1,786	512	609	491	1,612	639	707	808	2,154	7,374
	Actual %age	21.6%	25.5%	26.4%	24.5%	26.3%	27.0%	27.8%	27.1%	27.2%	#DIV/0!	#DIV/0!	27.2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	26.0%
	Budget %age	22.6%	22.4%	22.0%	22.3%	22.8%	22.8%	22.9%	22.3%	22.8%	22.9%	23.3%	23.0%	22.0%	22.1%	22.2%	22.1%	22.6%
	PY %age	20.3%	20.4%	21.9%	21.0%	26.3%	20.2%	19.7%	21.9%	17.8%	21.4%	19.8%	19.7%	23.3%	25.6%	24.8%	24.6%	21.8%
																		0
D&L	Actual	(136)	(144)	(170)	(450)	(109)	(138)	(162)	(409)	(136)	0	0	(136)	0	0	0	0	(995)
	Budget	(116)	(112)	(158)	(387)	(130)	(132)	(166)	(429)	(141)	(141)	(133)	(415)	(132)	(129)	(161)	(422)	(1,652)
	PY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Actual % Sales	-4.1%	-5.0%	-4.3%	-4.4%	-3.8%	-4.4%	-4.1%	-4.1%	-4.4%	#DIV/0!	#DIV/0!	-4.4%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-4.3%
	Budget % Sales	-4.9%	-4.9%	-4.7%	-4.8%	-4.9%	-4.9%	-4.9%	-4.9%	-4.9%	-4.9%	-5.0%	-4.9%	-5.0%	-5.0%	-5.0%	-5.0%	-4.9%
	PY % Sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
																		0
R&D	Actual	(39)	(26)	(39)	(104)	(26)	(18)	(23)	(67)	(12)	0	0	(12)	0	0	0	0	(183)
	Budget	(28)	(28)	(34)	(89)	(28)	(28)	(34)	(89)	(28)	(28)	(34)	(89)	(28)	(28)	(34)	(89)	(358)
	Actual vs budget	(11)	2	(5)	(15)	2	10	11	22	16	28	34	77	28	28	34	89	175
	Actual % Sales	-1.2%	-0.9%	-1.0%	-1.0%	-0.9%	-0.6%	-0.6%	-0.7%	-0.4%	#DIV/0!	#DIV/0!	-0.4%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-0.8%
																		0
R&D Allocated	Actual	(22)	(22)	(28)	(72)	(24)	(25)	(26)	(75)	(15)	0	0	(15)	0	0	0	0	(162)
	Budget	(44)	(44)	(54)	(141)	(44)	(44)	(54)	(141)	(44)	(44)	(54)	(141)	(44)	(44)	(54)	(141)	(565)
	Actual vs budget	22	22	26	69	20	19	28	66	29	44	54	126	44	44	54	141	403
	Actual % Sales	-0.7%	-0.8%	-0.7%	-0.7%	-0.8%	-0.8%	-0.7%	-0.8%	-0.5%	#DIV/0!	#DIV/0!	-0.5%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-0.7%
																		0
S&M	Actual	(105)	(100)	(117)	(322)	(113)	(106)	(124)	(343)	(55)	0	0	(55)	0	0	0	0	(720)
	Budget	(82)	(82)	(102)	(266)	(82)	(82)	(102)	(266)	(82)	(82)	(102)	(266)	(82)	(82)	(102)	(266)	(1,066)
	Actual vs budget	(23)	(18)	(15)	(56)	(31)	(24)	(22)	(77)	27	82	102	211	82	82	102	266	346
	Actual % Sales	-3.1%	-3.5%	-3.0%	-3.2%	-3.9%	-3.4%	-3.2%	-3.4%	-1.8%	#DIV/0!	#DIV/0!	-1.8%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-3.1%
																		0
S&M Allocated	Actual	(63)	(73)	(75)	(211)	(46)	(52)	(80)	(178)	(93)	0	0	(93)	0	0	0	0	(482)
	Budget	(61)	(61)	(76)	(199)	(61)	(61)	(76)	(199)	(61)	(61)	(76)	(198)	(61)	(61)	(76)	(199)	(794)
	Actual vs budget	(2)	(12)	1	(2)	15	9	(4)	21	(32)	61	76	105	61	61	76	199	312
	Actual % Sales	-1.9%	-2.5%	-1.9%	-2.1%	-1.6%	-1.6%	-2.0%	-1.8%	-3.0%	#DIV/0!	#DIV/0!	-3.0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-2.1%
																		0
Market Performance	Actual	355	367	614	1,336	441	516	672	1,629	531	0	0	531	0	0	0	0	3,496
	Budget	205	190	309	704	261	271	348	881	295	297	226	819	237	233	295	765	3,169
	Actual vs budget	150	177	305	632	180	245	324	748	236	(297)	(226)	(288)	(237)	(233)	(295)	(765)	327
	Actual % Sales	10.6%	12.8%	15.5%	13.1%	15.3%	16.3%	17.2%	16.4%	17.2%	#DIV/0!	#DIV/0!	17.2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	15.1%
																		0
																		0



CAUSAL

Actual v Budget (£'000)							Actual v Budget (£'000)							Month	YTD	Month	YTD
Month	Sales	GM	D&L	R&D	S&M	Performance	YTD	Sales	GM	D&L	R&D	S&M	Performance	GM Walk	GM Walk	Impact	Impact
BUDGET							BUDGET										
Sales	2,859	650	-141	-71	-143	295	Sales	19,658	4,442	-956	-533	-1,073	1,880	22.7%	22.6%		
Volume							Volume										
Corning	100	29				29	Corning	100	80				80	23.0%	22.9%	0.2%	0.3%
Unisolar	61	23				23	Unisolar	81	18				18	23.0%	22.6%	0.3%	0.0%
Prysmian	28	18				18	Prysmian	-4	87				87	23.1%	23.0%	0.4%	0.4%
Urecon	-11	0				0	Urecon	272	89				89	22.8%	22.7%	0.1%	0.1%
Bron	-13	4				4	Bron	69	96				96	23.0%	23.0%	0.2%	0.4%
Valley Ind	90	34				34	Valley Ind	326	120				120	23.2%	22.8%	0.4%	0.2%
3M Company	-29	14				14	3M Company	472	117				117	23.5%	22.6%	0.7%	0.0%
Mix/Other	66	3				3	Mix/Other	590	200				200	22.3%	22.9%	-0.4%	0.3%
Fiberweb	-43	3				3	Fiberweb	151	130				130	23.2%	23.1%	0.4%	0.5%
Other	-16	64				64	Other	1,504	659				659	25.1%	24.1%	2.4%	1.5%
Costs							Costs										
- Bad debts					-2	-2	- Bad debts					-56	-56				
- Commission accruals					15	15	- Commission accruals					-97	-97				
- Personnel costs				15	2	17	- Personnel costs			17		24	41				
- Travel and entertainment				1	2	3	- Travel and entertainment			7		3	10				
-R&D Allocated				29		29	-R&D Allocated			164			164				
-S&M Allocated					-32	-32	-S&M Allocated					-24	-24				
-D&L Actual			5			5	-D&L Actual			-39			-39				
-Other					10	10	-Other					21	21				
to explain	0	0	0	0	0	0	to explain	0	0	0	0	0	0				
ACTUAL	3,093	842	-136	-27	-148	531	ACTUAL	23,218	6,038	-995	-345	-1,202	3,496	27.2%	26.0%	4.5%	3.4%



NA Top Product Groups and Sites - Period

Customer		Turnover £'000		Std GC		Std GM		Std GC %		Std GM %		Budget Variance		
		Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Turnover	GC	GM
1	PE Calendered - Renfrew	745	483	397	251	218	126	53.3%	51.9%	29.3%	26.2%	262	146	92
2	CWT Water Blocking - Insulating - Ren	381	234	181	100	99	43	47.5%	42.8%	25.9%	18.5%	146	80	55
3	Self Wound Sil Adh - Carlstadt	24	173	12	112	1	53	48.2%	64.8%	3.1%	30.4%	-149	-101	-52
4	Transfer Film Acrylic PSA - Win	165	190	99	114	40	47	59.7%	59.8%	24.2%	24.4%	-25	-15	-7
5	W'proof Cloth SPL - Ren	82	120	38	50	14	11	46.8%	41.9%	17.3%	9.6%	-38	-12	3
6	W'proof Cloth PVC - Ren	103	124	35	34	20	15	33.8%	27.4%	19.1%	11.7%	-22	1	5
7	PE - Calendered - Pipewrap - Ren	204	188	122	100	57	44	59.7%	53.3%	27.8%	23.6%	16	21	12
8	D/S Film Kraft Liner - Win	205	109	111	56	39	20	54.2%	51.7%	19.0%	18.5%	95	54	19
9	D/S Cloth -Ren	151	180	67	64	28	12	44.3%	35.8%	18.4%	6.5%	-29	2	16
10	Extruded Films - Liv???	84	105	57	67	45	54	68.3%	64.2%	53.6%	51.6%	-21	-10	-9
	Other	951	953	541	480	282	225	56.9%	50.4%	29.7%	23.6%	-2	61	57
		3,093	2,859	1,658	1,430	842	650	53.6%	50.0%	27.2%	22.7%	234	228	192
1	Renfrew	1,820	1,479	933	678	476	265	51.3%	45.8%	26.1%	17.9%	341	256	211
2	Windsor	870	760	489	396	222	161	56.2%	52.0%	25.5%	21.2%	110	94	60
3	Carlstadt	95	313	60	205	16	101	63.5%	65.6%	16.3%	32.3%	-218	-145	-86
4	Liverpool	124	121	97	84	55	58	78.6%	69.1%	44.3%	47.7%	3	14	-3
5	Rorschach	74	81	24	23	21	21	32.4%	29.0%	28.9%	25.5%	-6	1	1
6	Ashton	57	68	29	32	29	32	51.4%	47.2%	51.4%	47.2%	-11	-3	-3
7	Korea	17	11	4	2	4	2	24.8%	21.3%	24.6%	21.3%	6	2	2
8	Dunstable	12	13	7	6	5	5	54.0%	46.7%	42.8%	39.3%	-1	0	0
9	Others	23	12	13	4	13	4	59.8%	34.6%	59.6%	34.5%	11	9	9
		3,093	2,859	1,658	1,430	842	650	53.6%	50.0%	27.2%	22.7%	234	228	192



NA Top Product Groups and Sites - YTD

Customer		Turnover £'000		Std GC		Std GM		Std GC %		Std GM %		Budget Variance		
		Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Turnover	GC	GM
1	PE Calendered - Renfrew	4,977	3,526	2,644	1,819	1,432	912	53.1%	51.6%	28.8%	25.9%	1,451	825	520
2	CWT Water Blocking - Insulating - Renfrew	3,053	2,792	1,371	1,162	678	473	44.9%	41.6%	22.2%	16.9%	261	209	205
3	Self Wound Sil Adh - Carlstadt	1,268	1,231	808	802	370	388	63.8%	65.2%	29.2%	31.5%	37	6	-17
4	Transfer Film Acrylic PSA - Win	1,288	1,219	793	734	362	309	61.6%	60.2%	28.1%	25.3%	69	60	53
5	W'proof Cloth SPL - Ren	724	852	350	345	130	59	48.3%	40.5%	17.9%	6.9%	-128	4	71
6	W'proof Cloth PVC - Ren	990	811	315	214	173	92	31.8%	26.4%	17.4%	11.3%	180	101	81
7	PE - Calendered - Pipewrap - Ren	1,168	759	657	418	335	186	56.2%	55.1%	28.7%	24.4%	409	238	149
8	D/S Film Kraft Liner - Win	1,394	753	750	400	251	151	53.8%	53.2%	18.0%	20.1%	641	349	99
9	D/S Cloth - Ren	803	717	331	265	109	57	41.2%	37.0%	13.6%	7.9%	86	66	53
10	Extruded Films - Liv???	622	608	386	406	302	317	62.1%	66.7%	48.6%	52.2%	14	-19	-15
	Other	6,931	6,390	3,821	3,236	1,896	1,500	55.1%	50.6%	27.4%	23.5%	541	585	395
		23,218	19,658	12,226	9,802	6,038	4,442	52.7%	49.9%	26.0%	22.6%	3,561	2,424	1,597
1	Renfrew	13,075	10,454	6,436	4,729	3,172	1,868	49.2%	45.2%	24.3%	17.9%	2,621	1,707	1,304
2	Windsor	5,823	5,087	3,198	2,682	1,386	1,126	54.9%	52.7%	23.8%	22.1%	736	516	260
3	Carlstadt	2,272	2,192	1,481	1,449	678	719	65.2%	66.1%	29.8%	32.8%	80	32	-41
4	Liverpool	891	736	655	534	370	346	73.6%	72.5%	41.5%	47.1%	155	122	23
5	Rorschach	507	595	170	169	153	148	33.6%	28.4%	30.2%	24.8%	-88	1	5
6	Ashton	424	397	201	176	201	176	47.3%	44.2%	47.3%	44.2%	27	25	25
7	Korea	108	73	25	15	25	15	22.8%	20.9%	22.7%	20.9%	35	9	9
8	Dunstable	74	72	34	31	28	25	46.0%	42.6%	37.3%	35.1%	2	3	2
9	Others	43	51	26	17	26	17	60.0%	33.3%	59.6%	33.1%	-8	9	9
10		23,218	19,658	12,226	9,802	6,038	4,440	52.7%	49.9%	26.0%	22.6%	3,560	2,425	1,598



Top 10 Customers - Large and Strategic Period

Customer	Turnover £'000			Std GC %			Std GM %		
	Actual	Budget	PY	Actual	Budget	PY	Actual	Budget	PY
1 3M Company	85	113	86	52.4%	62.6%	67.1%	18.1%	25.9%	34.5%
2 Edelstein	120	75	91	48.9%	38.7%	34.9%	14.1%	9.5%	6.6%
3 Valley Industrial	156	66	104	50.4%	47.7%	44.1%	32.1%	25.0%	28.6%
4 Defense Materials Group	26	76	63	0.0%	35.7%	23.4%	-27.4%	18.7%	10.2%
5 Freeman Decorating Company	64	83	144	38.6%	31.2%	26.2%	14.1%	0.4%	0.8%
6 Tape-Pak	53	46	35	49.7%	45.8%	45.0%	26.1%	18.8%	22.1%
7 URECON INSULATION LTD,	57	68	64	51.8%	48.9%	45.6%	31.8%	26.3%	24.6%
8 PROLINE PIPE EQUIPMENT LIMITED	106	40	109	67.5%	62.0%	65.0%	26.1%	25.8%	27.6%
9 Textape Inc.	21	35	32	54.4%	49.5%	37.7%	19.9%	14.8%	9.4%
10 Tape Products Company	25	39	30	56.8%	48.9%	44.5%	24.7%	21.0%	20.2%
	712	641	759	50.5%	46.8%	43.4%	21.7%	18.4%	17.9%
1 Bron Tapes	186	198	204	43.7%	43.9%	38.4%	19.6%	16.4%	14.0%
2 Corning Cable	191	91	120	39.8%	30.6%	15.3%	19.6%	8.9%	-5.8%
3 United Solar Ovonic	151	91	18	65.4%	64.9%	83.0%	45.9%	51.4%	66.3%
4 Prysmian Cable	87	59	67	51.1%	42.0%	28.6%	25.7%	7.6%	-1.5%
5 Fiberweb, Inc.	29	72	82	54.8%	50.3%	57.5%	18.1%	3.7%	7.2%
6 Blachford, Inc.	56	52	45	51.0%	50.8%	50.6%	15.3%	13.1%	18.3%
7 Sumitomo	12	24	14	41.5%	45.8%	33.3%	24.7%	25.6%	19.4%
8 Dupont Authentication, Inc	35	21	29	48.3%	45.7%	45.7%	18.8%	14.7%	14.0%
9 Shaw pipe Protection	50	32	4	60.3%	59.3%	66.6%	30.7%	27.1%	33.9%
10 Reflexite Ireland Ltd	41	18	12	56.8%	55.4%	57.3%	24.5%	19.6%	19.4%
	837	658	595	50.2%	47.2%	38.3%	25.6%	18.6%	9.6%
OTHERS	1,544	1,560	1,512	56.9%	52.5%	45.9%	30.7%	26.3%	21.1%
TOTAL	3,093	2,859	2,866	53.6%	50.0%	43.7%	27.2%	22.7%	17.8%

Budget Variance %		
Turnover	GC	GM
-29	-27	-14
45	30	10
90	47	34
-50	-27	-21
-19	-1	9
7	5	5
-11	-4	0
66	47	17
-14	-6	-1
-14	-5	-2
71	59	36
-13	-6	4
100	48	29
61	40	23
28	20	18
-43	-20	3
4	2	2
-12	-6	-3
14	7	3
18	11	7
23	13	6
179	109	92
-16	60	64
234	228	192

PY Variance %		
Turnover	GC	GM
-2	-14	-15
28	27	11
52	33	20
-37	-15	-13
-81	-13	8
18	10	6
-7	0	2
-3	1	-2
-11	-1	1
-5	1	0
-47	30	18
-18	3	8
71	58	44
134	84	58
20	25	23
-53	-31	-1
11	6	0
-2	0	0
6	4	3
46	27	14
29	16	8
243	192	157
32	185	155
227	407	330

Attrition Risk Rating	Customer Growth	Scapa Growth
3	Growing	Declining
1	Static	Growing
4	Declining	Declining
3	Declining	Static
1	Growing	Growing
1	Growing	Growing
3	Static	Static
3	Static	Static
3	Static	Static
1	Growing	Growing
2	Growing	Growing
3	Static	Static
1	Growing	Growing
3	Static	Static
3	Static	Static
4	Growing	Declining
4	Growing	Declining
4	Growing	Declining
4	Growing	Declining



Top 10 Customers - Large and Strategic YTD

Customer	Turnover £'000			Std GC %			Std GM %		
	Actual	Budget	PY	Actual	Budget	PY	Actual	Budget	PY
1 3M Company	1,249	776	727	61.7%	62.0%	60.7%	24.9%	25.1%	23.8%
2 Edelstein	973	490	772	45.6%	40.9%	40.1%	11.9%	13.6%	12.7%
3 Valley Industrial	811	485	470	49.0%	47.9%	47.0%	29.8%	25.1%	29.1%
4 Defense Materials Group	283	368	586	34.3%	34.3%	27.1%	17.7%	18.3%	16.0%
5 Freeman Decorating Company	257	283	305	35.0%	31.3%	27.8%	7.3%	0.0%	2.5%
6 Tape-Pak	325	334	338	48.5%	46.1%	43.8%	23.2%	18.9%	21.7%
7 URECON INSULATION LTD,	541	269	364	51.6%	49.6%	48.1%	29.9%	26.8%	29.3%
8 PROLINE PIPE EQUIPMENT LIMITED	331	283	250	66.3%	61.6%	61.8%	27.0%	25.8%	27.5%
9 Textape Inc.	418	292	292	55.8%	48.2%	40.9%	29.5%	13.1%	6.4%
10 Tape Products Company	247	272	267	55.2%	49.6%	46.5%	28.7%	21.8%	23.0%
	5,434	3,852	4,371	52.0%	48.5%	44.3%	23.2%	19.6%	19.2%
1 Bron Tapes	1,451	1,383	1,699	40.3%	42.6%	41.9%	20.7%	14.8%	16.6%
2 Corning Cable	1,310	1,211	1,073	34.7%	30.6%	22.8%	14.3%	8.9%	3.2%
3 United Solar Ovonic	669	588	-27	64.0%	66.8%	73.3%	48.2%	51.9%	32.7%
4 Prysmian Cable	787	791	612	48.8%	42.0%	31.4%	18.7%	7.6%	2.3%
5 Fiberweb, Inc.	670	519	347	58.4%	49.4%	57.1%	20.9%	2.0%	7.7%
6 Blachford, Inc.	402	319	305	51.0%	50.0%	48.7%	14.2%	12.0%	15.5%
7 Sumitomo	249	320	148	42.0%	45.8%	44.5%	25.0%	25.6%	32.0%
8 Dupont Authentication, Inc	245	180	129	48.7%	46.8%	48.5%	19.2%	16.4%	18.7%
9 Shaw pipe Protection	77	96	55	63.3%	59.4%	58.6%	34.0%	29.6%	31.9%
10 Reflexite Ireland Ltd	156	136	142	56.6%	55.7%	54.8%	25.2%	21.9%	22.8%
	6,017	5,543	4,482	46.7%	44.4%	38.3%	22.1%	16.2%	11.5%
OTHERS	11,767	10,263	10,827	56.0%	53.3%	45.2%	29.3%	27.2%	25.5%
TOTAL	23,218	19,658	19,680	52.7%	49.9%	43.4%	26.0%	22.6%	20.9%

Budget Variance %		
Turnover	GC	GM
472	289	117
483	243	50
326	165	120
-84	-29	-17
-26	2	19
-10	3	12
272	145	89
48	45	16
126	92	85
-25	1	12
1,582	957	502
69	-4	96
100	85	80
81	35	18
-4	52	87
151	135	130
83	46	19
-71	-42	-20
66	35	18
-20	-9	-2
20	13	10
474	346	434
1,504	1,122	659
3,560	2,424	1,596

PY Variance %		
Turnover	GC	GM
522	329	138
201	134	18
341	176	105
-303	-61	-43
-47	5	11
-14	9	2
177	104	55
81	65	21
126	113	104
-20	12	9
1,063	886	420
-248	-128	19
238	210	153
696	448	331
175	192	133
323	193	113
97	57	10
101	39	15
117	57	23
22	16	9
14	10	7
1,535	1,094	813
940	1,696	684
3,538	3,677	1,918

Attrition Risk Rating	Customer Growth	Scapa Growth
3	Growing	Declining
1	Static	Growing
4	Declining	Declining
3	Declining	Static
1	Growing	Growing
1	Growing	Growing
3	Static	Static
3	Static	Static
3	Static	Static
1	Growing	Growing
2	Growing	Growing
3	Static	Static
1	Growing	Growing
3	Static	Static
3	Static	Static
4	Growing	Declining
4	Growing	Declining
4	Growing	Declining
4	Growing	Declining



Top 10 Customers - Large Revenue Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011		FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 3M Company	Actual/Fcast	132	35	250	417	356	205	185	746	85	0	0	85	0	0	0	0	1,249		1,249	1,373	-124	-9%	1,341	-92	-7%	367
	Budget	103	98	131	331	101	102	129	332	113	114	112	339	115	114	142	371	1,373									
	PY	44	74	146	264	194	98	84	376	86	166	81	334	90	94	183	367	1,341									
2 Edelstein	Actual/Fcast	74	91	247	412	162	118	161	441	120	0	0	120	0	0	0	0	973		973	882	91	10%	1,380	-407	-29%	259
	Budget	69	66	86	222	60	59	75	194	75	76	69	220	77	75	94	247	882									
	PY	163	102	152	417	41	141	81	264	91	143	206	440	93	75	91	259	1,380									
3 Valley Industrial	Actual/Fcast	120	65	73	257	97	118	182	397	156	0	0	156	0	0	0	0	811		811	839	-28	-3%	845	-34	-4%	209
	Budget	59	57	74	190	71	69	89	229	66	67	59	192	71	71	86	228	839									
	PY	31	36	70	138	79	70	79	228	104	96	71	271	74	66	68	209	845									
4 Defense Materials Group	Actual/Fcast	89	18	18	126	43	38	51	132	26	0	0	26	0	0	0	0	283		283	832	-549	-66%	950	-666	-70%	259
	Budget	41	38	50	129	50	51	62	162	76	76	78	230	99	91	121	311	832									
	PY	182	169	76	427	42	12	42	96	63	30	75	168	104	93	63	259	950									
5 Freeman Decorating Company	Actual/Fcast	9	54	65	129	23	0	42	65	64	0	0	64	0	0	0	0	257		257	647	-390	-60%	623	-365	-59%	186
	Budget	28	29	41	98	30	31	41	102	83	63	67	213	74	72	88	234	647									
	PY	27	15	46	88	0	40	32	72	144	98	34	276	81	19	85	186	623									
6 Tape-Pak	Actual/Fcast	73	42	44	159	42	34	38	113	53	0	0	53	0	0	0	0	325		325	573	-249	-43%	532	-207	-39%	117
	Budget	41	40	52	133	49	47	60	156	46	47	41	135	47	47	57	151	573									
	PY	42	37	65	144	56	61	42	159	35	44	32	111	37	44	37	117	532									
7 URECON INSULATION LTD,	Actual/Fcast	0	71	179	250	4	96	134	234	57	0	0	57	0	0	0	0	541		541	514	27	5%	465	75	16%	88
	Budget	28	28	39	96	33	31	41	105	68	71	72	210	34	31	38	103	514									
	PY	0	89	77	166	95	31	9	135	64	13	0	77	7	81	0	88	465									
8 PROLINE PIPE EQUIPMENT LIMITED	Actual/Fcast	1	40	12	52	13	81	78	173	106	0	0	106	0	0	0	0	331		331	491	-160	-33%	451	-120	-27%	126
	Budget	36	36	49	121	39	36	47	123	40	41	42	123	41	37	46	124	491									
	PY	0	8	29	37	25	31	48	104	109	37	39	184	45	43	38	126	451									
9 Textape Inc.	Actual/Fcast	77	43	102	222	28	52	95	175	21	0	0	21	0	0	0	0	418		418	478	-60	-12%	509	-91	-18%	180
	Budget	39	38	49	125	41	40	51	132	35	36	31	103	37	37	45	118	478									
	PY	42	34	99	176	13	23	48	85	32	15	22	69	25	39	115	180	509									
10 Tape Products Company	Actual/Fcast	37	33	32	102	19	60	40	119	25	0	0	25	0	0	0	0	247		247	475	-229	-48%	453	-206	-46%	135
	Budget	34	32	42	108	39	38	48	125	39	40	35	114	40	40	49	128	475									
	PY	33	41	51	125	54	29	29	112	30	25	26	81	29	32	74	135	453									
Subtotal	Actual/Fcast	613	492	1,022	2,127	786	803	1,006	2,595	712	0	0	712	0	0	0	0	5,434		5,434	7,106	-1,672	-24%	7,549	-2,114	-28%	1,925
	Budget	478	462	612	1,552	513	504	643	1,660	641	631	607	1,879	636	616	764	2,015	7,106									
	PY	564	606	812	1,982	599	536	495	1,630	759	667	586	2,012	586	584	755	1,925	7,549									



Top 10 Customers - Strategic Revenue Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011	FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 Bron Tapes	Actual/Fcast	252	195	235	683	201	172	210	583	186	0	0	186	0	0	0	0	1,451	1,451	2,344	-893	-38%	2,587	-1,136	-44%	606
	Budget	183	176	228	586	186	182	231	598	198	202	184	584	180	178	218	575	2,344								
	PY	271	227	316	814	207	211	263	681	204	149	132	486	201	181	225	606	2,587								
2 Corning Cable	Actual/Fcast	151	170	288	609	91	184	237	511	191	0	0	191	0	0	0	0	1,310	1,310	1,638	-328	-20%	1,553	-243	-16%	271
	Budget	130	140	304	574	148	180	219	546	91	85	47	223	89	94	113	296	1,638								
	PY	0	160	376	537	0	196	221	416	120	123	86	329	82	70	120	271	1,553								
3 United Solar Ovonic	Actual/Fcast	1	107	79	187	49	88	193	330	151	0	0	151	0	0	0	0	669	669	1,122	-453	-40%	256	413	162%	129
	Budget	74	74	101	248	74	75	99	248	91	91	119	301	94	102	128	324	1,122								
	PY	0	0	1	1	-49	3	0	-46	18	78	75	171	47	65	17	129	256								
4 Prysmian Cable	Actual/Fcast	114	118	136	368	95	85	152	332	87	0	0	87	0	0	0	0	787	787	1,071	-284	-27%	1,061	-274	-26%	289
	Budget	85	91	199	375	97	117	143	357	59	55	31	145	58	61	74	193	1,071								
	PY	94	64	83	241	122	102	79	304	67	97	63	227	78	102	108	289	1,061								
5 Fiberweb, Inc.	Actual/Fcast	51	43	41	136	187	89	229	506	29	0	0	29	0	0	0	0	670	670	896	-226	-25%	660	10	2%	225
	Budget	75	67	92	234	65	67	82	214	72	70	72	214	75	67	92	234	896								
	PY	0	59	59	118	10	40	97	147	82	69	20	171	28	0	197	225	660								
6 Blachford, Inc.	Actual/Fcast	65	45	43	153	69	58	67	194	56	0	0	56	0	0	0	0	402	402	573	-171	-30%	568	-166	-29%	146
	Budget	40	37	49	126	44	44	54	142	52	51	53	156	48	44	58	149	573								
	PY	32	36	51	119	29	48	64	140	45	48	69	162	51	53	42	146	568								
7 Sumitomo	Actual/Fcast	31	41	45	117	15	41	64	120	12	0	0	12	0	0	0	0	249	249	433	-184	-43%	303	-53	-18%	89
	Budget	34	37	80	152	39	47	58	144	24	22	12	59	23	25	30	78	433								
	PY	33	18	38	89	17	24	5	45	14	36	30	80	21	17	51	89	303								
8 Dupont Authentication, Inc	Actual/Fcast	0	41	46	87	38	51	35	123	35	0	0	35	0	0	0	0	245	245	317	-72	-23%	244	1	0%	116
	Budget	21	20	25	66	29	28	36	92	21	22	23	66	30	28	35	92	317								
	PY	0	0	36	36	0	37	28	64	29	0	0	29	45	34	37	116	244								
9 Shaw pipe Protection	Actual/Fcast	7	1	10	17	4	6	0	10	50	0	0	50	0	0	0	0	77	77	258	-181	-70%	233	-156	-67%	168
	Budget	16	16	22	55	3	3	4	10	32	33	34	99	32	28	35	95	258								
	PY	4	0	10	14	4	0	33	37	4	0	10	14	82	81	5	168	233								
10 Reflexite Ireland Ltd	Actual/Fcast	26	3	18	47	16	24	27	67	41	0	0	41	0	0	0	0	156	156	257	-101	-39%	245	-89	-36%	60
	Budget	23	21	27	71	14	14	18	46	18	18	19	56	27	24	32	84	257								
	PY	28	36	21	85	10	6	29	45	12	13	30	55	32	23	4	60	245								
Subtotal	Actual/Fcast	697	764	942	2,403	765	797	1,214	2,776	837	0	0	837	0	0	0	0	6,017	6,017	8,909	-2,892	-32%	7,709	-1,692	-22%	2,098
	Budget	681	679	1,127	2,487	698	757	942	2,398	658	650	596	1,904	654	651	816	2,121	8,909								
	PY	462	600	990	2,053	351	666	818	1,834	595	613	516	1,723	667	626	806	2,098	7,709								
Others	Actual/Fcast	2,027	1,615	1,993	5,635	1,338	1,561	1,688	4,588	1,544	0	0	1,544	0	0	0	0	11,767	17,201	24,793	-7,592	-31%	26,047	-8,846	-34%	6,662
	Budget	1,217	1,167	1,595	3,979	1,444	1,450	1,830	4,724	1,560	1,577	1,481	4,618	1,364	1,334	1,668	4,366	17,687								
	PY	1,288	1,252	2,091	4,630	1,602	1,466	1,617	4,684	1,512	1,560	1,374	4,446	1,492	1,549	1,697	4,737	18,498								
TOTAL	Actual/Fcast	3,338	2,871	3,957	10,166	2,890	3,161	3,908	9,959	3,093	0	0	3,093	0	0	0	0	23,218	23,218	33,702	-10,484	-31%	33,756	-10,538	-31%	8,761
	Budget	2,376	2,308	3,334	8,018	2,655	2,712	3,415	8,781	2,859	2,858	2,684	8,401	2,654	2,601	3,248	8,502	33,702								
	PY	2,314	2,459	3,892	8,665	2,552	2,668	2,930	8,149	2,866	2,839	2,476	8,181	2,744	2,759	3,257	8,761	33,756								



Top 10 Customers - Large Margin Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011	FY2011 Forecast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 3M Company	Actual/Fcast	21%	22%	24%	23%	29%	24%	27%	27%	18%	0%	0%	18%	0%	0%	0%	0%	25%	311	345	-34	-10%	327	-16	-5%	84
	Budget	25%	25%	25%	25%	24%	25%	25%	25%	26%	26%	26%	26%	25%	25%	25%	25%	25%								
	PY	22%	28%	21%	23%	14%	30%	31%	22%	35%	29%	26%	30%	27%	21%	22%	23%	24%								
2 Edelstein	Actual/Fcast	10%	9%	13%	12%	12%	10%	12%	12%	14%	0%	0%	14%	0%	0%	0%	0%	12%	116	104	12	12%	115	1	1%	6
	Budget	15%	15%	15%	15%	13%	13%	13%	13%	10%	10%	10%	10%	9%	9%	10%	9%	12%								
	PY	17%	14%	18%	17%	25%	6%	5%	8%	7%	3%	3%	4%	-6%	10%	5%	2%	8%								
3 Valley Industrial	Actual/Fcast	26%	23%	32%	27%	31%	30%	31%	31%	32%	0%	0%	32%	0%	0%	0%	0%	30%	242	211	31	14%	236	6	2%	57
	Budget	25%	25%	25%	25%	25%	25%	26%	26%	25%	25%	25%	25%	25%	25%	25%	25%	25%								
	PY	15%	21%	32%	26%	37%	30%	27%	31%	29%	24%	28%	27%	25%	28%	29%	27%	28%								
4 Defense Materials Group	Actual/Fcast	20%	20%	13%	19%	21%	20%	33%	25%	-27%	0%	0%	-27%	0%	0%	0%	0%	18%	50	157	-107	-68%	177	-127	-72%	60
	Budget	18%	18%	18%	18%	18%	18%	18%	18%	19%	19%	19%	19%	20%	20%	20%	20%	19%								
	PY	22%	15%	23%	20%	10%	-22%	5%	4%	10%	43%	14%	18%	25%	20%	26%	23%	19%								
5 Freeman Decorating Company	Actual/Fcast	16%	-2%	3%	2%	5%	0%	13%	11%	14%	0%	0%	14%	0%	0%	0%	0%	7%	19	1	18	2594%	6	12	191%	0
	Budget	0%	0%	0%	0%	-1%	-1%	-1%	-1%	0%	0%	0%	0%	0%	0%	0%	0%	0%								
	PY	14%	9%	1%	7%	0%	0%	1%	1%	1%	-1%	-2%	0%	-1%	4%	0%	0%	1%								
6 Tape-Pak	Actual/Fcast	19%	23%	26%	22%	26%	24%	21%	24%	26%	0%	0%	26%	0%	0%	0%	0%	23%	75	109	-34	-31%	115	-40	-34%	26
	Budget	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	20%	20%	20%	20%	19%								
	PY	12%	25%	21%	19%	31%	19%	21%	24%	22%	23%	16%	20%	29%	22%	17%	23%	22%								
7 URECON INSULATION LTD,	Actual/Fcast	0%	28%	30%	29%	32%	29%	31%	30%	32%	0%	0%	32%	0%	0%	0%	0%	30%	162	138	24	17%	132	29	22%	23
	Budget	26%	26%	26%	26%	27%	27%	27%	27%	26%	26%	26%	26%	27%	27%	27%	27%	27%								
	PY	39%	23%	50%	36%	24%	19%	43%	24%	25%	19%	0%	24%	36%	25%	73%	26%	28%								
8 PROLINE PIPE EQUIPMENT LIMITED	Actual/Fcast	27%	28%	29%	28%	28%	27%	28%	27%	26%	0%	0%	26%	0%	0%	0%	0%	27%	89	126	-37	-29%	127	-38	-30%	37
	Budget	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%								
	PY	0%	13%	29%	25%	30%	29%	27%	28%	28%	30%	28%	28%	31%	27%	30%	29%	28%								
9 Textape Inc.	Actual/Fcast	41%	28%	28%	33%	26%	26%	27%	27%	20%	0%	0%	20%	0%	0%	0%	0%	29%	123	61	62	101%	58	65	113%	41
	Budget	14%	14%	14%	14%	12%	12%	12%	12%	15%	15%	15%	15%	11%	11%	11%	11%	13%								
	PY	15%	12%	4%	8%	10%	-7%	3%	2%	9%	-5%	-8%	1%	19%	20%	25%	23%	11%								
10 Tape Products Company	Actual/Fcast	26%	24%	28%	26%	30%	34%	29%	32%	25%	0%	0%	25%	0%	0%	0%	0%	29%	71	104	-33	-32%	104	-34	-32%	31
	Budget	21%	21%	21%	21%	23%	23%	22%	23%	21%	21%	21%	21%	23%	23%	23%	23%	22%								
	PY	15%	17%	21%	18%	36%	26%	19%	29%	20%	25%	21%	22%	24%	25%	22%	23%	23%								
Subtotal	Actual/Fcast	23%	19%	22%	22%	24%	25%	25%	25%	22%	0%	0%	22%	0%	0%	0%	0%	23%	1,258	1,356	-98	-7%	1,398	-140	-10%	367
	Budget	20%	20%	20%	20%	20%	20%	20%	20%	18%	19%	19%	19%	18%	18%	18%	18%	19%								
	PY	18%	18%	21%	20%	23%	16%	17%	19%	18%	17%	13%	16%	17%	21%	19%	19%	19%								



Top 10 Customers - Strategic Margin Roadmap

Key Customer		1	2	3	Q1	4	5	6	Q2	7	8	9	Q3	10	11	12	Q4	FY2011		FY2011 Fcast	FY2011 Budget	FY2011F vs FY2011B £	FY2011F vs FY2011B %	FY2010 Actual	FY2011F vs FY2010A £	FY2011F vs FY2010A %	Q4 FY2010 Actual
1 Bron Tapes	Actual/Fcast	13%	20%	23%	19%	23%	22%	24%	23%	20%	0%	0%	20%	0%	0%	0%	0%	21%		301	325	-25	-8%	437	-136	-31%	114
	Budget	12%	12%	11%	12%	17%	18%	17%	17%	16%	16%	17%	17%	10%	10%	10%	10%	14%									
	PY	14%	13%	14%	14%	24%	21%	18%	21%	14%	13%	16%	14%	16%	20%	21%	19%	17%									
2 Corning Cable	Actual/Fcast	9%	9%	14%	11%	12%	11%	21%	16%	20%	0%	0%	20%	0%	0%	0%	0%	14%		188	145	42	29%	49	139	283%	14
	Budget	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%									
	PY	0%	7%	5%	6%	0%	2%	3%	2%	-6%	1%	-1%	-2%	9%	-10%	11%	5%	3%									
3 United Solar Ovonic	Actual/Fcast	47%	53%	53%	53%	54%	48%	44%	47%	46%	0%	0%	46%	0%	0%	0%	0%	48%		322	579	-256	-44%	165	157	95%	74
	Budget	52%	52%	52%	52%	52%	52%	52%	52%	51%	51%	51%	51%	51%	51%	51%	51%	52%									
	PY	0%	0%	47%	47%	47%	65%	0%	46%	66%	64%	66%	65%	65%	54%	53%	58%	65%									
4 Prysmian Cable	Actual/Fcast	7%	14%	19%	14%	19%	24%	23%	22%	26%	0%	0%	26%	0%	0%	0%	0%	19%		147	82	66	80%	44	103	235%	30
	Budget	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%									
	PY	6%	0%	7%	5%	5%	-3%	0%	1%	-2%	0%	-1%	-1%	10%	11%	10%	10%	4%									
5 Fiberweb, Inc.	Actual/Fcast	21%	11%	25%	19%	23%	21%	21%	22%	18%	0%	0%	18%	0%	0%	0%	0%	21%		140	15	125	808%	89	51	58%	53
	Budget	3%	0%	0%	1%	2%	4%	2%	3%	4%	2%	2%	3%	-1%	0%	3%	1%	2%									
	PY	0%	-5%	13%	4%	18%	7%	12%	11%	7%	9%	14%	9%	32%	0%	22%	24%	13%									
6 Blachford, Inc.	Actual/Fcast	15%	16%	14%	15%	12%	16%	12%	13%	15%	0%	0%	15%	0%	0%	0%	0%	14%		57	73	-16	-22%	92	-35	-38%	26
	Budget	11%	11%	11%	11%	13%	13%	13%	13%	13%	13%	13%	13%	14%	14%	14%	14%	13%									
	PY	20%	12%	14%	15%	19%	17%	13%	15%	18%	16%	16%	17%	21%	15%	17%	18%	16%									
7 Sumitomo	Actual/Fcast	21%	22%	22%	22%	31%	28%	28%	28%	25%	0%	0%	25%	0%	0%	0%	0%	25%		62	111	-49	-44%	79	-16	-21%	19
	Budget	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%									
	PY	34%	39%	32%	34%	35%	33%	21%	32%	19%	19%	18%	19%	20%	20%	22%	21%	26%									
8 Dupont Authentication, Inc	Actual/Fcast	0%	20%	20%	20%	19%	19%	19%	19%	19%	0%	0%	19%	0%	0%	0%	0%	19%		47	53	-5	-10%	45	3	6%	21
	Budget	15%	15%	15%	15%	18%	18%	18%	18%	15%	15%	15%	15%	18%	18%	18%	18%	17%									
	PY	0%	0%	22%	22%	0%	23%	14%	19%	14%	0%	0%	14%	21%	15%	16%	18%	18%									
9 Shaw pipe Protection	Actual/Fcast	44%	0%	40%	39%	55%	31%	64%	41%	31%	0%	0%	31%	0%	0%	0%	0%	34%		26	72	-46	-64%	69	-43	-62%	47
	Budget	28%	28%	28%	28%	47%	47%	47%	47%	27%	27%	27%	27%	27%	27%	27%	27%	28%									
	PY	39%	0%	48%	45%	36%	0%	26%	27%	34%	0%	39%	37%	29%	27%	33%	28%	30%									
10 Reflexite Ireland Ltd	Actual/Fcast	28%	13%	31%	28%	23%	26%	22%	24%	24%	0%	0%	24%	0%	0%	0%	0%	25%		39	58	-19	-33%	64	-25	-39%	17
	Budget	24%	24%	24%	24%	20%	20%	20%	20%	20%	20%	20%	20%	26%	26%	26%	26%	23%									
	PY	15%	28%	33%	25%	-1%	7%	30%	20%	19%	38%	35%	32%	30%	26%	18%	28%	26%									
Subtotal	Actual/Fcast	13%	21%	22%	19%	22%	22%	25%	24%	26%	0%	0%	26%	0%	0%	0%	0%	22%		1,330	1,513	-184	-12%	1,132	198	17%	415
	Budget	16%	15%	14%	15%	17%	17%	17%	17%	19%	19%	21%	19%	17%	17%	18%	17%	17%									
	PY	14%	10%	12%	12%	14%	11%	12%	12%	10%	16%	20%	15%	22%	19%	19%	20%	15%									
Others	Actual/Fcast	24%	30%	31%	28%	30%	31%	31%	31%	31%	0%	0%	31%	0%	0%	0%	0%	29%		4,708	6,090	-1,382	-23%	6,242	-1,534	-25%	1,739
	Budget	27%	27%	28%	28%	27%	27%	27%	27%	26%	26%	26%	26%	26%	26%	26%	26%	27%									
	PY	23%	26%	27%	26%	30%	26%	24%	27%	21%	25%	23%	23%	26%	30%	30%	29%	26%									
TOTAL	Actual/Fcast	22%	25%	26%	25%	26%	27%	28%	27%	27%	0%	0%	27%	0%	0%	0%	0%	26%		6,038	7,604	-1,566	-21%	7,374	-1,336	-18%	2,154
	Budget	23%	22%	22%	22%	23%	23%	23%	23%	23%	23%	23%	23%	22%	22%	22%	22%	23%									
	PY	20%	20%	22%	21%	26%	20%	20%	22%	18%	21%	20%	20%	23%	26%	25%	25%	22%									

BU

Industrial Combined (NA)

Currency

GBP £ 000's

Incoming orders field in SIS represents any/all order lines created/rejected/changed on a given day or within given fiscal period regardless of a confirmed GI date.

A cancelled order would show as a negative value.

ORDERS ROADMAP

Key Customer		1 Actual	2 Actual	3 Actual	Q1	4 Actual	5 Actual	6 Actual	Q2	7 Actual	8 Actual	9 Actual	Q3	10 Actual	11 Fcast	12 Fcast	Q4	FY2011
3M Company	ACT	947	4	55	1,006	82	15	72	169	36	0	0	36	0	0	0	0	1,211
	PY	119	161	192	471	80	86	88	255	103	103	127	332	117	149	109	375	1,433
Edelstein	ACT	85	333	139	558	146	86	153	384	153	0	0	153	0	0	0	0	1,095
	PY	87	43	60	189	39	47	46	132	44	52	49	145	50	36	55	141	607
Valley Industrial	ACT	160	87	4	251	157	117	245	519	66	0	0	66	0	0	0	0	835
	PY	9	1	71	80	74	78	92	244	88	95	72	255	74	60	85	218	797
Defense Materials Group	ACT	2	28	22	52	80	17	18	115	57	0	0	57	0	0	0	0	224
	PY	342	35	60	438	29	25	73	128	28	42	166	237	90	55	98	244	1,046
Freeman Decorating Company	ACT	9	125	8	142	0	0	101	101	92	0	0	92	0	0	0	0	335
	PY	43	0	46	89	39	0	111	150	99	98	0	197	100	3	93	196	633
Tape-Pak	ACT	98	28	43	170	38	42	42	123	40	0	0	40	0	0	0	0	333
	PY	4	4	57	65	48	51	41	140	45	26	44	114	24	45	43	111	431
URECON INSULATION LTD,	ACT	64	102	110	276	5	125	104	234	53	0	0	53	0	0	0	0	564
	PY	0	122	49	170	90	39	8	137	57	13	1	71	83	4	0	87	465
PROLINE PIPE EQUIPMENT LIMITED	ACT	20	29	14	63	33	91	42	166	104	0	0	104	0	0	0	0	332
	PY	0	10	31	41	29	26	59	114	100	38	34	172	45	43	38	126	453
Textape Inc.	ACT	26	10	69	105	118	11	9	139	109	0	0	109	0	0	0	0	352
	PY	3	99	24	126	15	71	16	102	19	49	15	82	316	12	14	343	653
Tape Products Company	ACT	47	16	37	101	17	76	25	118	32	0	0	32	0	0	0	0	251
	PY	4	6	36	46	50	32	29	112	32	25	31	88	26	30	79	135	381

Bron Tapes	ACT	27	190	205	422	165	195	203	563	187	0	0	187	0	0	0	0	1,172
	PY	12	7	25	45	24	44	35	104	33	21	27	81	36	29	35	100	329
Corning Cable	ACT	151	173	380	703	2	184	237	422	191	0	0	191	0	0	0	0	1,316
	PY	0	0	197	197	0	196	221	416	164	123	88	374	83	94	120	296	1,284
United Solar Ovonic	ACT	1	86	85	172	39	921	698	1,658	450	0	0	450	0	0	0	0	2,280
	PY	9	-9	1	1	0	3	17	19	2	448	-294	157	383	-59	364	689	866
Prysmian Cable	ACT	113	117	136	366	101	107	165	372	75	0	0	75	0	0	0	0	814
	PY	0	0	77	77	122	102	97	322	68	96	63	227	80	99	109	289	914
Fiberweb, Inc.	ACT	65	21	281	367	34	188	59	282	5	0	0	5	0	0	0	0	653
	PY	0	59	113	172	73	36	80	190	75	0	53	128	28	218	39	285	774
Blachford, Inc.	ACT	65	45	43	153	69	62	70	201	54	0	0	54	0	0	0	0	408
	PY	0	32	51	83	34	47	56	137	45	48	69	162	55	53	42	150	533
Sumitomo	ACT	23	42	40	104	55	31	44	130	8	0	0	8	0	0	0	0	242
	PY	0	23	32	54	16	9	5	31	28	22	30	80	21	31	51	102	267
Dupont Authentication, Inc	ACT	213	12	-13	212	0	0	10	10	0	0	0	0	0	0	0	0	222
	PY	0	98	4	102	0	25	0	25	0	176	0	176	0	0	2	2	305
Shaw pipe Protection	ACT	7	0	10	17	6	4	45	55	5	0	0	5	0	0	0	0	77
	PY	4	0	10	14	4	27	6	37	4	0	10	14	153	11	4	168	233
Reflexite Ireland Ltd	ACT	28	1	23	52	7	24	41	72	0	0	0	0	0	0	0	0	124
	PY	7	0	6	14	15	9	12	35	12	17	16	45	23	23	4	51	145



TWC - Market

	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Average	TARGET 5%
Finished Goods stock - days														
Actual	18.4	17.6	19.5	19.6	20.4	19.7	18.3						19.1	23.3
Budget	25.5	28.6	29.3	29.6	25.6	27.6	24.8	23.6	26.5	27.4	26.7	24.3	26.6	
PY			25.7	30.6	22.5	29.5	26.1	22.5	23.8	22.5	19.7	21.9	24.5	
Actual vs budget	-7.1	-11.0	-9.8	-10.0	-5.2	-7.9	-6.5	-23.6	-26.5	-27.4	-26.7	-24.3		
Actual vs budget %	-27.8%	-38.5%	-33.4%	-33.8%	-20.3%	-28.6%	-26.2%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	18.4	17.6	-6.2	-11.0	-2.1	-9.8	-7.8	-22.5	-23.8	-22.5	-19.7	-21.9		
Actual vs PY %	#DIV/0!	#DIV/0!	-24.1%	-35.9%	-9.3%	-33.2%	-29.9%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Finished Goods stock - £'000														
Actual	1,458	1,436	1,615	1,555	1,637	1,584	1,478	0	0	0	0	0	1,538	
Budget	1,688	1,719	1,787	1,886	1,673	1,820	1,674	1,624	1,623	1,630	1,628	1,539	1,691	
PY	1,549	1,334	1,815	2,362	1,683	1,959	1,759	1,610	1,540	1,457	1,363	1,579	1,667	
Actual vs budget	-230	-283	-172	-331	-36	-236	-196	-1,624	-1,623	-1,630	-1,628	-1,539		
Actual vs budget %	-13.6%	-16.5%	-9.6%	-17.6%	-2.2%	-13.0%	-11.7%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	-91	102	-200	-807	-46	-375	-281	-1,610	-1,540	-1,457	-1,363	-1,579		
Actual vs PY %	-5.9%	7.7%	-11.0%	-34.2%	-2.7%	-19.1%	-16.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Total Debtors - days														
Actual	47.7	43.2	44.0	43.6	44.6	40.2	41.2						43.5	45.1
Budget	54.5	54.5	54.5	47.0	47.0	47.0	49.2	49.2	49.2	53.7	53.7	53.7	51.1	
PY	57.6	43.1	56.4	51.3	52.0	54.2	51.7	51.2	50.6	51.1	50.8	47.0	47.5	
Actual vs budget	-6.8	-11.3	-10.5	-3.4	-2.4	-6.8	-8.0	-49.2	-49.2	-53.7	-53.7	-53.7		
Actual vs budget %	-12.4%	-20.8%	-19.3%	-7.2%	-5.2%	-14.5%	-16.3%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	-9.9	0.1	-12.4	-7.7	-7.5	-14.0	-10.5	-51.2	-50.6	-51.1	-50.8	-47.0		
Actual vs PY %	-17.2%	0.3%	-22.0%	-15.0%	-14.4%	-25.9%	-20.4%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Total Debtors - £'000														
Actual	4,942	4,603	4,851	4,694	4,868	4,443	4,592	0	0	0	0	0	4,713	
Budget	4,434	4,434	4,434	4,364	4,364	4,364	4,261	4,261	4,261	4,665	4,665	4,665	4,431	
PY	3,313	3,255	5,497	5,116	5,073	4,840	4,791	4,996	4,433	4,408	4,660	4,513	4,575	
Actual vs budget	508	169	417	330	504	79	331	-4,261	-4,261	-4,665	-4,665	-4,665		
Actual vs budget %	11.5%	3.8%	9.4%	7.6%	11.5%	1.8%	7.8%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		
Actual vs PY	1,629	1,348	-646	-422	-205	-397	-199	-4,996	-4,433	-4,408	-4,660	-4,513		
Actual vs PY %	49.2%	41.4%	-11.8%	-8.2%	-4.0%	-8.2%	-4.2%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%		

Need to recalc on combined basis - this is Ind #

77 73.5 77 77 73.5 77 77 73.5 77 77 73.5 77

Sales Feb-08 1090 Mar-08 1568



Pipeline

No	Customer	Status	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance
			Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
1	NZ Steel Pipe	3	0	0	0		0	0	6	12	18	36	0	(6)	(12)		(18)
2	Amcorr Products	5	0	4	0		4	9	6	6	6	27	(9)	(2)	(6)		(17)
3	Kleiss & Company	5	1	40	0		41	6	9	12	12	39	(5)	31	(12)		14
4	OFS Brightwave	4	22	1	0		23	30	30	30	30	120	(8)	(29)	(30)		(67)
5	Sumitomo	5	27	21	0		48	30	30	30	30	120	(3)	(9)	(30)		(42)
6	Unisolar	5	0	151	0		151	0	30	99	98	227	0	121	(99)		22
7	Corning 250T	5	7	27	22		56	0	60	60	60	180	7	(33)	(38)		(64)
8	Corning Foam	2	0	0	0		0	0	0	40	40	80	0	0	(40)		(40)
9	Prysmian	5	5	2	0		7	5	5	5	5	20	0	(4)	(5)		(9)
10	Forte Power	5	0	3	0		3	0	5	10	10	25	0	(2)	(10)		(12)
11	DMS Turkey	5	20	0	0		20	15	15	15	15	60	5	(15)	(15)		(25)
Total			82	249	22	0	353	95	196	319	324	934	(13)	53	(297)	0	(257)

Comments

1. NZ Steel Pipe - pipeline coatings for water market: *New Zealand water authorities. Premier Tapes is pursuing this business for us.*
2. Amcorr products - pipeline outerwraps: *Product 355 outerwrap is qualified. Timing on project bids. Will continue to f/u with account.*
3. Kleiss - pipeline outerwraps: *Product 355 outerwrap is qualified. Progressing very well with some new business gained in N. Africa. Running ahead of plan YTD.*
4. OFS - swell tapes WSD252, WSD160, 250 Blue: *Revenue starting on WSD252. Pricing issue with WSD160 - opportunity dead. Delay from OFS in starting programs. Waiting for approvals.*
5. Sumitomo swell tapes WSD242, WSD244: *Products qualified and selling although somewhat behind plan to this point. Will continue to push.*
6. Unisolar - Black PET BCF: *Final approval received. First shipment of black core BCF in September. No shipments in October, only clear core product.*
7. Corning - WSD250T: *£16k of revenue in September. The product is starting to move and should continue at this monthly rate.*
8. Corning - WFSM101 Foam Tape: *Renewed interest from Corning for a foam product. Working to qualify for revenue in H2.*
9. Prysmian - Foam Tape: *Currently supplying Lantor product, will replace with our own. Customer delayed by other priorities.*
10. Forte Power - SC37/100 from Ashton: *Initial order received in May. Looks like good potential exists for business with SC37/90. Need to finalize orders and work out supply logistics from UK.*
11. DMS Turkey - pipeline handwraps: *First order shipped in June. Will continue to work with this distributor to grow our market in Turkey.*



Pipeline

No	Customer	Status	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance
			Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
Budget	Polyonics	2	0	0	0	0	0	0	0	3	15	18	0				0
Budget	Johns Manville	2	0	0	0	0	0	0	0	3	15	18	0				0
Budget	Consolidate Packaging	5	36	0	0	0	36	9	9	9	18	54	27				27
Budget	Tapecon	3	0	0	0	0	0	6	6	9	9	30	(6)				(6)
Budget	Gerber	2	0	0	0	0	0	0	6	12	24	42	0				0
Total			36	0	0	0	36	15	21	36	81	162	21	0	0	0	21

Comments

(Johns Manville- trial planned for pattern coated product in WIN for August. Project is currently behind schedule planned at the budget.
 J Consolidate Packaging - no orders shipped in July. Customer currently on credit hold.
 (



NPD

No	Project	Live/successful	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance	Comments
			Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		
1	Budgeted: Gen 2 BCF for UniSolar	yes	0	151	0		151	0	33	107	107	247	0	118	(107)	(107)	(96)	Black PET version for improved opacity
	Budgeted Total		0	151	0	0	151	0	33	107	107	247	0	118	(107)	(107)	(96)	
2	Unbudgeted: d/c Tape for UniSolar	yes	0	41	68		109	0	0	132	197	329	0	41	(64)	(197)	(220)	d/c Kapton for solar panels New hand wrap - adhesive based on PIB d/c 308 innerwrap for Iranian and Asian markets
3	Primerless Pipewrap	yes	0	0	0		0	0	0	16	16	33	0	0	(16)	(16)	(33)	
4	d/c Innerwrap for Pipeline	no	0	0	0		0	0	0	66	66	132	0	0	(66)	(66)	(132)	
	Unbudgeted total		0	41	68	0	109	0	0	214	280	493	0	41	(146)	(280)	(384)	
	Total		0	192	68	0	260	0	33	321	386	740	0	159	(253)	(386)	(480)	

Comments:

1. Gen 2 BCF for Unisolar - USO has delayed shipments in Q3 due to performance issues. Testing to requalify is underway and will result in a very heavy demand during Q4.
2. d/c tape for Unisolar - Confirmed orders have been received for balance of F11.
3. Primerless pipewrap - We are struggling to match the performance properties of the incumbent product . Lab mixing trials continue.
4. d/c Innerwrap - Coating trials have allowed us to estimate costs but we are high relative to market pricing we have obtained thus far through Pollyaim. It appears unlikely we can get the margins to an acceptable level to be able to deal this through distribution. With Premier Tapes in NZ now promoting our products, we hope to gain some insight into pricing for this product in the region.



NPD

No	Project	Live/successful	Actual by quarter				Total actual	Target by quarter				Total target	Variance by quarter				Total variance	Comments
			Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		
	<i>Budgeted:</i>																	
1	Edelstein	0	0	0			0	7	7	10	30	53	(7)	(7)	(10)	(30)	(53)	Unable to manufacture a suitable product.
2	Gerber	6	10	0			10	7	7	13	20	46	3	(7)	(13)	(20)	(37)	Opportunity is dead with customer.
3	Polyonics	0	0	0			0	20	20	33	36	109	(20)	(20)	(33)	(36)	(109)	Project cancelled due to liner release issues.
4	RSA system for military	0	0	0			0	0	0	24	24	48	0	0	(24)	(24)	(48)	Product currently in testing.
	<i>Budgeted Total</i>		10	0	0	0	10	33	33	80	110	255	(23)	(33)	(80)	(110)	(246)	
	<i>Unbudgeted:</i>																	
5	Dupont	0	0	0			0	0	0	0	0	0	0	0	0	0	0	Label for specialty bag - project is not progressing forward
6	Gen 2 PSA for military market	0	0	0			0	0	0	0	0	0	0	0	0	0	0	Unable to make a product that works similar to contact cement. The challenge may have been unrealistic.
	<i>Unbudgeted Total</i>		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	<i>Total</i>		10	0	0	0	10	33	33	80	110	255	(23)	(33)	(80)	(110)	(246)	