Financial Performance Overview

Executive view of revenue, profitability, budget performance and year-on-year trends

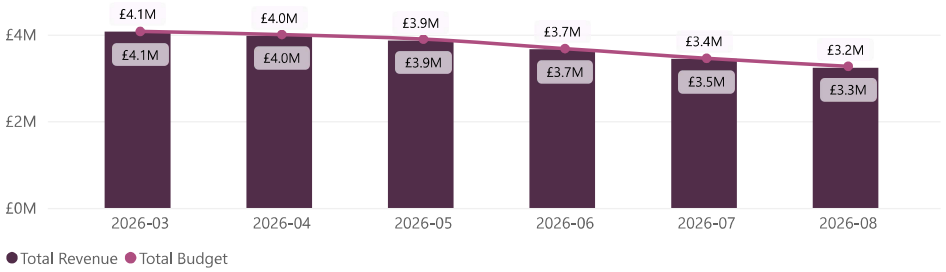
Fiscal Year: 2026/27 | Region: All

TOTAL REVENUE	GROSS PROFIT	GROSS MARGIN	NET CONTRIBUTION	vs BUDGET
£22.21M	£7.63M	34.35%	£4.63M	-£157.31K
vs LY -45.90%	vs LY -45.85%	vs LY +0.03 pp	vs LY -45.50%	vs Budget -0.70%

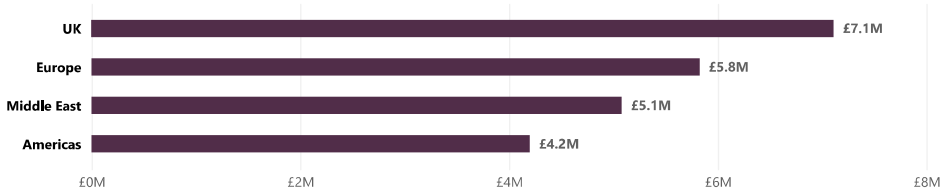
Executive Financial Summary

Revenue is down 45.9% year-on-year and is currently below budget by 0.7%. Gross margin currently stands at 34.3%.

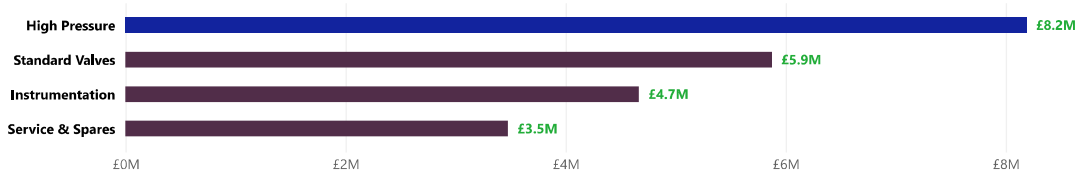
Total Revenue and Total Budget
by Year Month



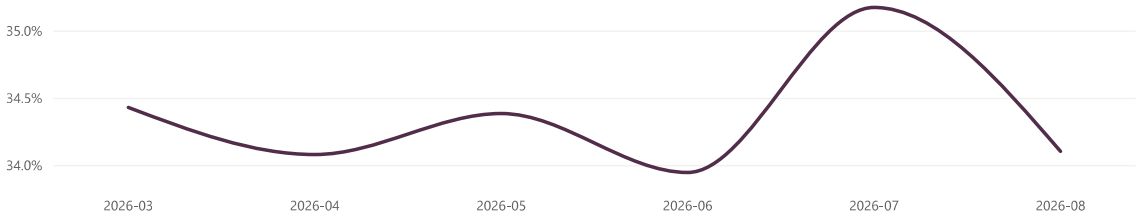
Total Revenue
by Region



Sum of Revenue
by ProductCategory



Gross Margin %
by Year Month



Region	Total Revenue	GrossProfit	Gross Margin %	Vs Budget
Americas	£4.20M	1.44M	34.32%	-1.2%
Europe	£5.82M	1.96M	33.66%	-1.0%
Middle East	£5.08M	1.72M	33.96%	-0.6%
UK	£7.11M	2.50M	35.20%	-0.2%
Total	**£22.21M**	**7.63M**	**34.35%**	**-0.7%**

Revenue & Profitability Analysis

Analyse the drivers of revenue, margin and contribution across products and regions

Fiscal Year: 2026/27

Region: All

£22,206,215.40	£7,627,102.44	34.35%	£4,630,746.20
Sum of Revenue	*Gross Profit*	*Gross Margin %*	*Net Contribution*

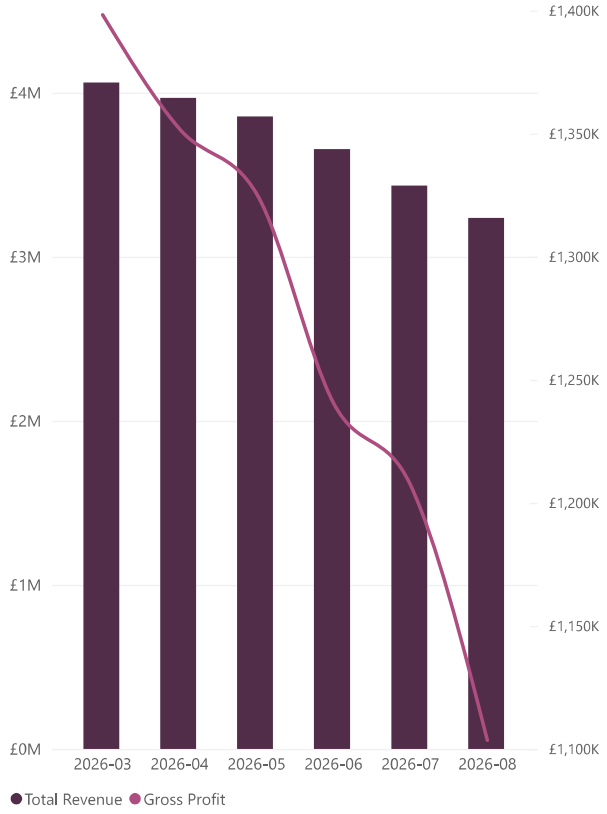
Product Profitability Matrix

Revenue vs Gross Margin by Product Category



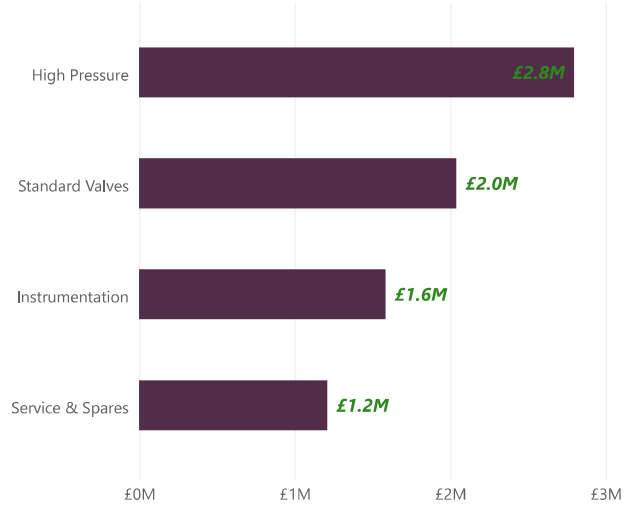
Total Revenue and Gross Profit

by Year Month



Gross Profit

by ProductCategory



Total Revenue | **Gross Profit** | Net Contribution | Gross Margin %

Profitability Key Insights

REVENUE LEADER
High Pressure generates £8.19M in revenue.

MARGIN LEADER
Service & Spares delivers the strongest gross margin at 34.8%.

TOP REGION
UK leads regional revenue at £7.11M.

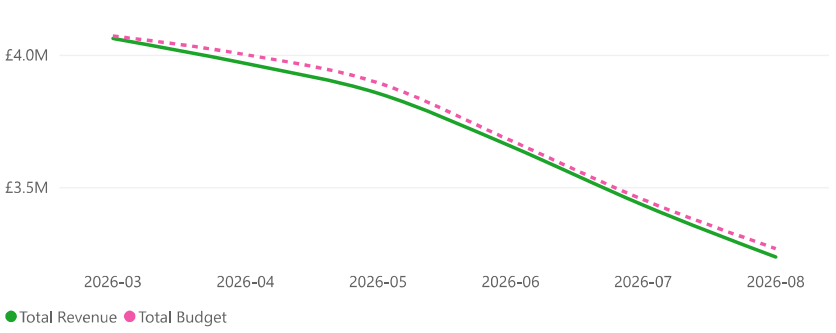
Budget & Variance Analysis

Identify where actual performance is ahead of or behind plan and understand the key drivers

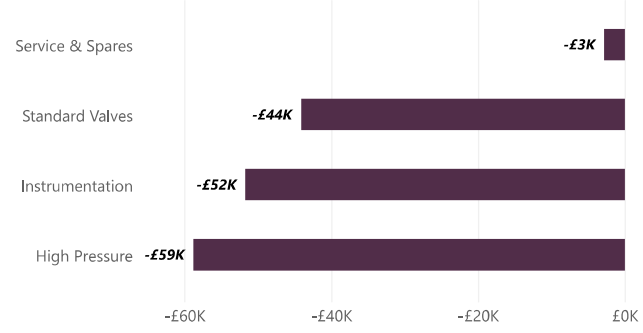
Fiscal Year: 2026/27

£22,206,215.40	£22,363,529.80	-£157,314.40	-0.70%	0	6
Sum of Revenue	*Total Budget*	*Budget Variance*	*Budget Variance %*	*Months Above Budget*	*Months Below Budget*

Total Revenue and Total Budget
by Year Month



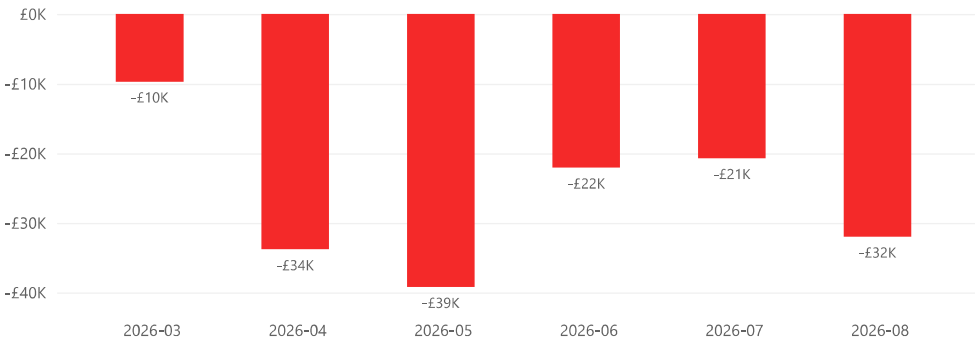
Budget Variance
by ProductCategory



Budget Variance
by Region



Budget Variance
by Year Month



Region	Total Revenue	Total Budget	Budget Variance	Budget Variance %
UK	**£7,108,100.82**	**£7,123,829.93**	**-£15,729.11**	**-0.22%**
High Pressure	£2,653,853.00	£2,663,130.00	-£9,277.00	-0.35%
Standard	£1,856,434.40	£1,872,905.76	-£16,471.36	-0.88%
Instrumentatio	£1,471,949.64	£1,478,840.59	-£6,890.95	-0.47%
Service & Spares	£1,125,863.78	£1,108,953.58	£16,910.20	1.52%
Europe	**£5,822,699.23**	**£5,883,548.23**	**-£60,849.00**	**-1.03%**
High Pressure	£2,153,927.78	£2,161,434.19	-£7,506.41	-0.35%
Standard	£1,535,215.15	£1,563,871.43	-£28,656.28	-1.83%
Instrumentatio	£1,196,945.82	£1,221,232.14	-£24,286.32	-1.99%
Service &	£936,610.48	£937,010.47	-£399.99	-0.04%
Total	**£22,206,215.40**	**£22,363,529.80**	**-£157,314.40**	**-0.70%**

Budget Key Insights

SLIGHTLY BELOW PLAN

Overall performance is -£157K versus budget (-0.7%).

PRODUCT PRESSURE
High Pressure has the weakest product variance at -£59K.

REGIONAL PRESSURE
Europe has the weakest regional variance at -£61K.

Forecast & Scenario Planning

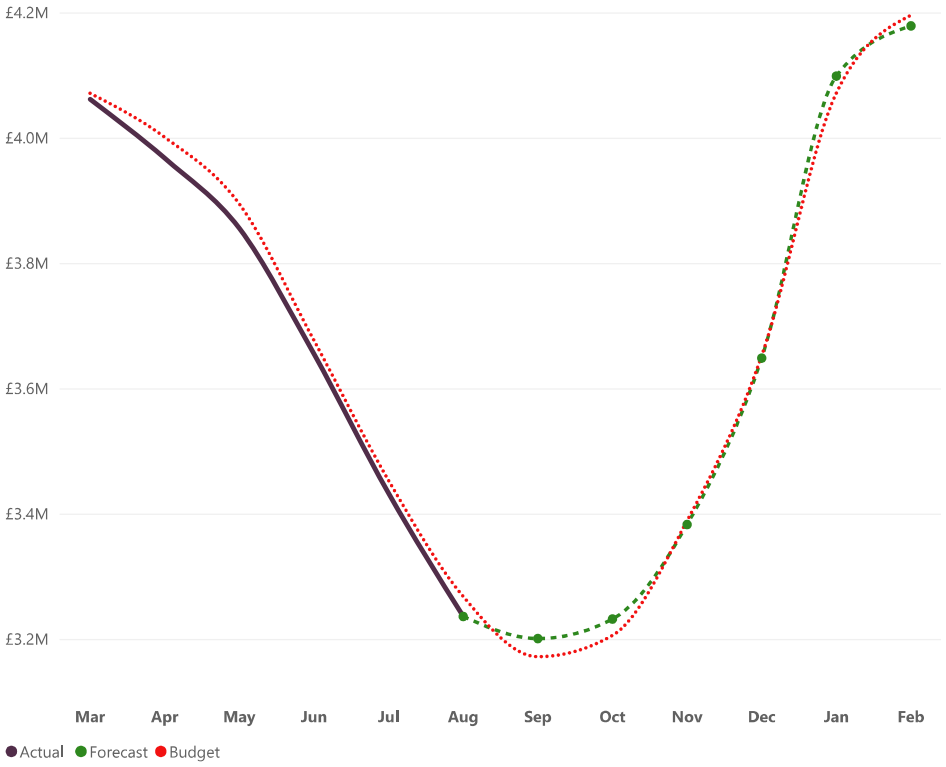
Project full-year performance and assess the impact of alternative business scenarios

Region: All | Department: All | ProductCategory: All

Actual YTD	FY Revenue Forecast	FY Budget	Forecast vs Budget	vs budget
£22,206,215.40	£43,946,514.31	£44,048,841.84	-£102,327.53	-0.23%

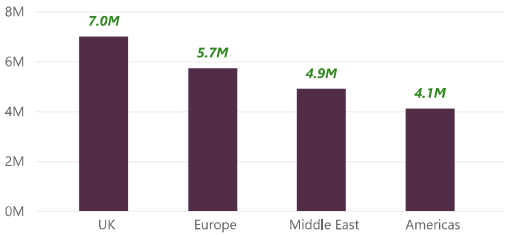
Actual , Forecast and Budget Trend

Monthly revenue performance and projected FY26/27 outlook



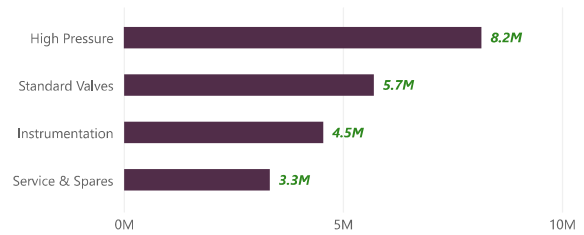
Forecast Revenue by Region

Regional contribution to the remaining FY26/27 outlook



Forecast Revenue by Product

Expected revenue contribution during the remaining forecast period



Scenario Planning

DOWNSIDE

Forecast Adjustment: -3.00%

£43,294,305.34	-£754,536.50	34.37%
Scenario FY Revenue	*Scenario vs Budget*	*Scenario FY Gross Margin %*

Forecast Outlook

BASE OUTLOOK

Full-year revenue is forecast at £43.95M, broadly in line with plan at -0.2% versus budget.

DOWNSIDE

3% reduction in future revenue assumptions would result in full-year revenue of £43.29M. This leaves the scenario below plan at -1.7% versus budget.