

The following table shows summary financial performance for the Group:

\$ million	2019	2018	Change (%)
Order intake <sup>1</sup>	532.0	470.0	13.2
Revenue	503.6	476.9	5.6
Gross profit	368.6	344.5	7.0
Gross margin (%)	73.2	72.2	1.0
Adjusted operating costs <sup>2</sup>	275.7	267.4	3.1
Adjusted operating profit <sup>2</sup>	92.9	77.1	20.5
Adjusted operating margin <sup>3</sup> (%)	18.4	16.2	2.2
Reported operating profit	88.6	57.5	54.1
Effective tax rate <sup>4</sup> (%)	13.0	15.4	(2.4)
Reported profit before tax	89.6	61.2	46.4
Adjusted basic earnings per share <sup>5</sup> (cents)	13.40	10.86	23.4
Basic earnings per share (cents)	12.79	9.14	39.9
Free cash flow <sup>6</sup>	100.1	50.9	96.7
Closing cash	183.2	121.6	50.7
Final dividend per share <sup>7</sup> (cents)	3.45	2.73	26.4

#### Notes

1. Order intake represents commitments from customers to purchase goods and/or services that will ultimately result in recognised revenue.
2. Before exceptional items, acquisition related costs, acquired intangible asset amortisation and share-based payment amounting to \$4.3 million in total (2018 \$19.6 million).
3. Adjusted operating profit as a percentage of revenue in the period.
4. Effective tax rate is the adjusted tax charge, before tax on adjusting items, expressed as a percentage of adjusted profit before tax.
5. Adjusted basic earnings per share is based on adjusted earnings as set out in note 11 of Notes to the full year consolidated financial statements.
6. Cash flow generated from operations, less tax and net capital expenditure, interest paid and/or received, and payment of lease liabilities/sublease income.
7. Dividends are determined in US dollars and paid in sterling at the exchange rate prevailing when the dividend is proposed. The final dividend proposed for 2019 of 3.45 cents per Ordinary Share is equivalent to 2.70 pence per Ordinary Share.

#### Note on Alternative Performance Measures (APMs)

The performance of the Group is assessed using a variety of performance measures, including APMs which are presented to provide users with additional financial information that is regularly reviewed by management. These APMs are not defined under IFRS and therefore may not be directly comparable with similarly identified measures used by other companies.

The APMs adopted by the Group are defined on pages 190 and 191. The APMs which relate to adjusted income statement lines are presented and reconciled to GAAP measures using a columnar approach on the face of the income statement and can be identified by the prefix "adjusted" in the commentary. All APMs are clearly identified as such, with explanatory footnotes to the tables of financial information provided, and reconciled to reported GAAP measures in the Financial review or Notes to the consolidated financial statements.

## Revenue

\$ million	2019	% of total	2018	% of total
<b>Revenue by segment</b>				
Networks & Security	319.9	63.5	285.1	59.8
Lifecycle Service Assurance	111.2	22.1	112.8	23.6
Connected Devices	72.5	14.4	79.0	16.6
	503.6	100.0	476.9	100.0
<b>Revenue by geography</b>				
Americas	266.1	52.8	265.4	55.7
Asia Pacific	187.8	37.3	159.1	33.3
Europe, Middle East and Africa	49.7	9.9	52.4	11.0
	503.6	100.0	476.9	100.0