

2007 Preliminary Results



28 February 2008

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Introduction

- Profitability at current sales level
- Performance Analysis product transition
- Sales outlook
- Restructuring progress
- Free cash flow
- Share repurchases
- Management update

Comparative earnings – 2006 vs. 2007

- Continuing operations before exceptional items

<i>£ millions</i>	<u>2006</u>	<u>2007</u>
Sales	258.9	237.0
Gross Profit	157.0	147.8
Product Development	53.7	44.5
Selling & Distribution	55.8	47.1
Administration	39.1	30.7
Operating Profit	8.4	25.5
Finance Income, Net	6.0	6.7
Tax Expense ⁽¹⁾	(0.7)	(1.5)
Net Income	13.7	30.7
EPS	1.48p	3.57p
EPS Before Items ⁽²⁾	2.10p	3.95p
Average Shares Outstanding	925.9	859.8

(1) Before prior year items

(2) Before share-based compensation and amortisation of intangibles

Comparative half year earnings

- Continuing operations before exceptional items

<i>£ millions</i>	2006		2007	
	H1	H2	H1	H2
Sales	134.2	124.7	114.2	122.8
Gross Profit	81.2	75.8	68.4	79.4
Product Development	29.7	24.0	22.8	21.7
Selling & Distribution	30.9	24.9	25.6	21.5
Administration	16.4	22.7	15.0	15.7
Operating Profit	4.2	4.2	5.0	20.5
Finance Income, Net	2.3	3.7	3.1	3.6
Tax Expense ⁽¹⁾	(0.3)	(0.4)	(0.7)	(0.8)
Net Income	6.2	7.5	7.4	23.3
EPS	0.65p	0.83p	0.85p	2.72p
EPS Before Items ⁽²⁾	0.91p	1.19p	1.01p	2.94p
Average Shares Outstanding	954.5	903.6	873.7	857.1

(1) Before prior year items

(2) Before share-based compensation and amortisation of intangibles

Foreign exchange impact

- 2007 increase / (decrease) compared to 2006

<i>£ millions</i>	Group	Performance Analysis	Service Assurance	Systems	Non- Segmental
Sales	(16.5)	(11.8)	(2.4)	(2.3)	-
Operating Profit	(4.7)	(3.1)	(0.3)	(1.4)	0.1
Transaction	(2.4)	(1.1)	-	(1.3)	-
Translation	(2.3)	(2.0)	(0.3)	(0.1)	0.1

- Communications businesses
 - Principally affected by “translation” exposure
- Systems business
 - Principally affected by “transaction” exposure
- Exchange rate
 - 2007 rate of \$2.00/£ 8% weaker vs. 2006
 - Current rate of \$1.97/£ 2% stronger vs. 2007

Restructuring update

- Reduce costs while minimising effect on future product development and market position

<i>\$ millions</i>	<u>Annualised Reduction</u>		<u>Actual 2007 Savings</u>	<u>Additional Savings in 2008</u>
	<u>November Forecast</u>	<u>% change vs. 2006</u>		
Cost of goods sold ⁽¹⁾	24.5	17.0%	9.6	14.9
Product development	9.5	10.0%	8.6	0.9
Sales & marketing	9.5	9.9%	7.2	2.3
Other overhead	14.5	24.2%	7.6	6.9
Total savings	58.0	14.7%	33.0	25.0
Earnings per share effect	3.40p		1.73p	1.47p

- Total annualised restructuring savings of \$58.0 million or £29.7 million at current exchange rates
 - Approximately 3.40p per share in 2008
 - Excludes net 2006 restructuring of \$6.3 million
- 2007 savings principally realised in H2
 - H1: 0.17p
 - H2: 1.56p
- Additional savings of 1.47p to be realised in 2008

Note: Assumes \$/£ exchange rate of 1.95

(1) Assumes constant sales

Performance Analysis review

<i>\$ millions</i>	<u>2006</u>	<u>2007</u>	<u>H1 2007</u>	<u>H2 2007</u>
Sales	332.1	338.4	158.6	179.8
Gross Profit	219.9	238.7	107.4	131.3
Product Development	77.3	73.8	37.0	36.8
Other Expenses	<u>123.0</u>	<u>120.3</u>	<u>61.5</u>	<u>58.8</u>
Operating Profit ⁽¹⁾	19.6	44.6	8.9	35.7
<i>Operating Margin</i>	5.9%	13.2%	5.6%	19.9%
Free Cash Flow	10.9	81.6	25.2	56.4
<i>FCF Margin</i>	3.3%	24.1%	15.9%	31.4%

- Restructuring benefits increased as year progressed
- H2 sales growth from Spirent Test Center and other continuing products
 - Legacy product declines had less impact
- Continuing focus in 2008 on gross margin improvement
 - Best in class achieves 81% gross margin vs. 73% for Performance Analysis
 - Increasing proportion of software
 - Complete offshore outsourcing programme

(1) Before exceptional items

Performance Analysis orders and revenue trends

	Q1		Q2		Q3		Q4	
	\$m	YoY %	\$m	YoY %	\$m	YoY %	\$m	YoY %
Orders	86.7	2.0%	80.4	0.5%	91.0	6.9%	105.5	16.9%
Revenues	73.3	(9.8%)	85.3	5.7%	82.7	8.4%	97.1	3.6%

- Order book developed strongly in H2
- 2007 year end order book principally for immediately available products
- Improved sales visibility for 2008
 - Supports current management outlook
 - Enables more efficient operations

Performance Analysis – composition of orders

<i>\$ millions</i>	2007 Orders Year-over-Year Increase / (Decrease)					
	Full Year	%	H1	%	H2	%
Wireless	26.8	29%	10.3	24%	16.5	34%
New Broadband	40.9	43%	12.3	28%	28.6	56%
Subtotal	67.7	36%	22.6	26%	45.1	45%
Legacy Broadband	(44.4)	(35%)	(22.5)	(34%)	(21.9)	(37%)
Total	23.3	7%	0.1	0%	23.2	15%

- Continue to expect Performance Analysis' orders will grow above industry rates as growth in new product orders continue to outpace the decline in legacy broadband products
 - Legacy products currently 22% of orders vs. 37% in 2006
- Significant investment in wireless to support further growth
- New releases of Spirent Test Center broadened addressable market in H2
 - Additional Spirent Test Center releases through 2008 to further expand addressable market
 - Spirent Test Center growth rate in excess of 100%
- Integration project for “other broadband” products in process
 - Revenue impact expected in 2009



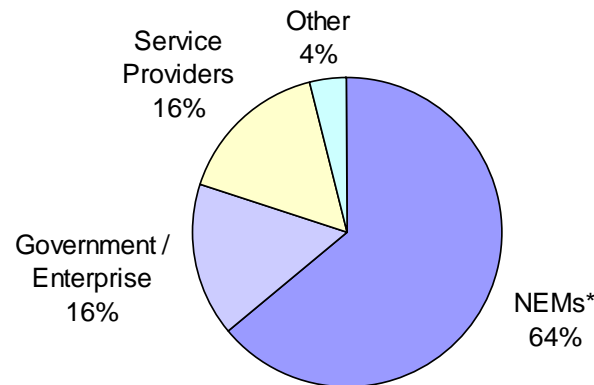
Performance Analysis market drivers

- Data intensive traffic (e.g., IPTV) driving demand for continuous performance increases
 - IP video bandwidth requirements
 - Voice: 125x
 - Typical PDF: 36,000x
 - Blackberry message: 3,600,000x
 - Current migration from 1Gb Ethernet to 10Gb
 - Future requirements for 40Gb and 100Gb
- New wireless services and technologies driving demand for wireless testing
 - EVDO rA
 - LTE / WiMAX
 - Streaming mobile video
 - Location based services
- Increased demand for integration of applications
 - Layers 4-7
 - Wireless to *wired* network services

Performance Analysis market drivers (cont'd)

- Performance Analysis' key customers are primarily research & development groups of Network Equipment Manufacturers

Performance Analysis Sales by Customer Type



*Includes IC Manufacturers

- Major NEMs increased R&D spending by about 12.7% in 2007⁽¹⁾
 - Competitive pressure to invest in higher performance network technologies

(1) Spirent estimate based on reported LTM data from Alcatel-Lucent, Cisco, Ericsson, Juniper Networks, Motorola and Nortel

Service Assurance review

<i>\$ millions</i>	<u>2006</u>	<u>2007</u>	<u>H1 2007</u>	<u>H2 2007</u>
Sales	80.6	68.6	32.6	36.0
Operating Profit / (Loss) ⁽¹⁾	(2.0)	6.6	1.8	4.8
<i>Operating Margin</i>	(2.5%)	9.6%	5.5%	13.3%
Free Cash Flow	(13.3)	6.6	4.5	2.1
<i>FCF Margin</i>	-	9.6%	13.8%	5.8%

- 2006 includes \$8.0 million of revenue deferred from prior years
- Cost reductions more than offset sales decline
- Foreign exchange impact minimal
- Renewed interest in “Triple Play” network monitoring solutions
 - Possible sales upside in 2008/2009

(1) Before exceptional items

Systems review

<i>£ millions</i>	<u>2006</u>	<u>2007</u>	<u>H1 2007</u>	<u>H2 2007</u>
Sales	35.8	33.4	17.1	16.3
Operating Profit ⁽¹⁾	4.7	3.8	1.7	2.1
<i>Operating Margin</i>	13.1%	11.4%	9.9%	12.9%
Free Cash Flow	6.1	5.1	2.8	2.3
<i>FCF Margin</i>	17.0%	15.3%	16.4%	14.1%

- Operations principally in UK
 - Customers principally in US
 - High sensitivity to exchange rates
 - Operating profit impacted by £1.4 million in 2007

- Actions taken
 - Increased manufacturing outsourcing to Far East from 24% to 54%
 - Target to increase to 65% by year-end 2008
 - Adjust pricing where possible
 - Revenues hedged at \$2.03/£ for the year

(1) Before exceptional items

Free cash flow

<i>£ millions</i>	2006	2007
Net cash flow from operating activities	4.0	49.8
Net interest income	4.1	5.6
Net capital expenditure	(14.5)	(5.2)
Free cash flow	(6.4)	50.2
Net (Acquisitions) / Disposals	233.8	(11.7)
Share capital	2.4	4.4
Pension, loan repayments and long-term deposits	(137.7)	4.8
Cash inflow before share buyback	92.1	47.7
Share buyback	(41.9)	(66.3)
Cash inflow/(outflow)	50.2	(18.6)
Closing cash and cash equivalents	97.6	79.0

- 2007 free cash flow equals 21% of sales
- Performance Analysis inventory turnover increased by 42% from 2.6x to 3.7x
- Share repurchases of £75.0 million
 - £66.3 million in 2007
 - £8.7 million additional repurchases in 2008 to date
 - Continue to review additional share repurchases
 - Shares outstanding decreased by 108.0 million to 777.6 million currently

Summary and outlook

- H2 begins to reflect effect of restructuring and improving revenue growth
 - Full year of benefits in 2008
- Market outlook supported by next generation broadband and wireless technologies, IPTV and other market drivers
- Current order book enhances sales visibility for 2008
- Further cost savings in place for 2008
- Free cash flow available for shareholder distributions or expansion of business
- Strong and stable management team now in place
 - Capitalise on breadth of product portfolio
- Expect to separate Chairman and CEO roles prior to 2009 annual meeting
 - Complete reversion to compliance with Combined Code

