



HENDERSON ROWE

Glossary

BUY	Buy recommendation for clients for whom it is suitable
HOLD	Hold recommendation for clients for whom it is suitable
SELL	Sell recommendation for clients for whom it is suitable
Buy Range	The range of prices between which a Buy recommendation holds
Upside review point	A lower price point at which a review of the stock will be made to determine whether there has been a material change requiring a change in recommendation
Downside review point	An upper price point at which a review of the stock will be made to determine whether there has been a material change requiring a change in recommendation
Client	A client of Henderson Rowe
Suitable	Suitable in light of the client's requirements, circumstances and portfolio

Revenue, Sales, Turnover	Sales after deducting e.g. returns, discounts, excise taxes
Gross Profit	Sales minus Cost of Goods sold
Earnings Before Interest, Tax and Depreciation (EBITDA)	Profit before said deductions
Earnings Before Interest and Tax (EBIT)	Profit before said deductions
SG&A	Sales, General and Administration costs
Operating Profit	Profit from operations, before extraordinary items, for example on sale of subsidiary
Profit Before Tax (PBT)	Profit before tax is charged
Net Profit, Net Income	Profit after tax is charged, but before minority interests and preference dividends
Attributable Profit	Profit attributable to ordinary shareholders, after minorities and pref dividends
Earnings Per Share	Attributable profit divided by the weighted average number of shares in issue during the period

Diluted Earnings Per Share	As above, but calculated assuming all options, warrants etc converted into shares
Assets	Anything tangible or intangible that is capable of being owned or controlled to produce value and that is held to have positive economic value is considered an asset
Liability	A present obligation of an enterprise, the settlement of which is expected to result in an outflow of resources embodying economic benefits
Net Asset Value (NAV)	Assets less liabilities
Shareholders Funds, Shareholders' Equity, Shareholders' Capital	The balance or residual claim of shareholders to assets after deducting all liabilities
Cash Flow	Cash received or spent by a business, categorised as Cash from Operations, Investment and Finance.
Capex	Capital expenditure, investment in capital items used in the business. Recorded as cash flow, not a cost.
EPS	Earnings attributable to shareholders (profit after tax, preference dividends and minorities), divided by weighted average number of shares in issue
DPS	Dividend per share
proforma	<i>Pro forma</i> statements summarize the position of a company as if a transaction had been in place.
H1	First half of a company's financial year
H2	Second half of a company's financial year
FY	A company's full financial year
Share	A unit of ownership in a company or financial asset
EMEA	Europe, Middle East and Africa
OMT (Outright Monetary Transactions)	European Central Bank's purchases ("outright transactions") in secondary, sovereign bond markets, under certain conditions, of 1 - 3 year bonds issued by Eurozone member-states. The purpose is to reduce long term yields to maintain confidence in the Euro.
QE (Quantitative Easing)	Central Bank buying of financial assets from commercial banks and other private institutions, thus creating money and injecting a pre-determined <i>quantity</i> of money into the economy. Distinct from buying government bonds to change money supply and interest rates.

VSAT (Very Small Aperture Terminal)	A two-way satellite ground station with a dish antenna less than 3 metres. Data rates typically 56kbits/sec to 4 Mbits/sec. Used to transmit narrowband (e.g. point of sale transaction) and broadband (e.g. internet) data in remote or maritime locations.
Spectrum	A range of frequencies of electromagnetic waves
ARPU	Average Revenue per User, used by most telecomms companies
Annuity	A continuing payment with a fixed (or indexed) total annual amount.
Organic growth	Growth excluding the effect of acquisitions and disposals
bit	a unit of information
kbits/sec	Thousand bits per second
Mbits/sec	Million bits per second
Ku band	12-14 GHz - Ku band VSATs are the majority of sites for data or telephony applications. 'K-under', i.e. under the K (Kurz) band.
K band	18-26.5 GHz. Used for radar and satellite communications
Ka band	26.5-40 GHz. High capacity and performance, allowing higher bandwidth communications. Used in FSS VSAT systems. 'K-above'
FSS	Fixed Satellite Systems

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