



## **Highlights**



•	Revenue	£383m	+21%
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- Organic Revenue Growth £18m +6%
- Headline Operating Profit <sup>1</sup> £53m +9%
- ROCE 1 11.9% +80bps
- 14 Greenfield Sites
- £32m Invested in Acquisitions
- Testing disposal progressing well

<sup>1</sup> Pre exceptional items and interest and tax on associates.

#### **Interim Results**



	H1 2008	H1 2007	Change
	£m	£m	%
Revenue	382.6	317.6	+21
EBITDA <sup>1</sup>	83.4	74.4	+12
Headline Operating Profit <sup>2</sup>	52.5	48.2	+9
Operating Profit	50.8	47.6	+7
Headline Profit Before Tax 3	46.4	43.2	+7
Headline EPS 4	10.8p	10.3p	+5
Dividend/Share	2.95p	2.75p	+7

<sup>1</sup> Pre exceptional items, interest, tax, depreciation, amortisation and share-based payments.

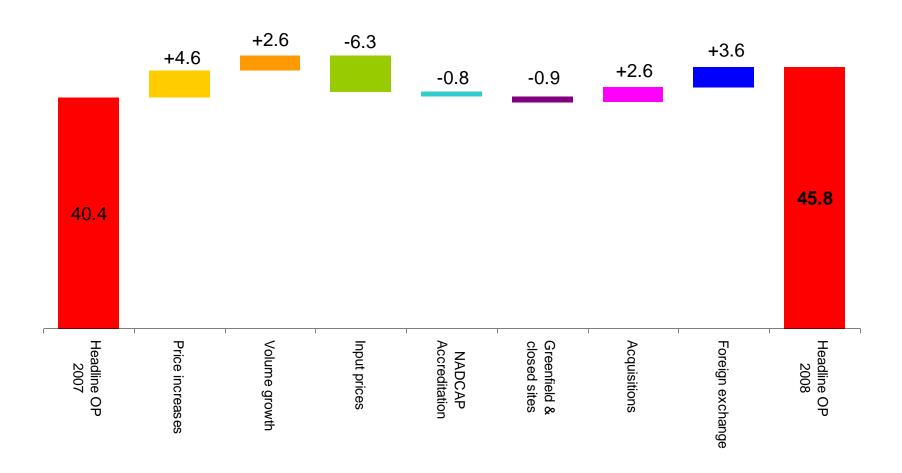
<sup>2</sup> Pre exceptional items and interest and tax on associates.

<sup>3</sup> Pre exceptional items and tax on associates.

<sup>4</sup> Pre exceptional items.

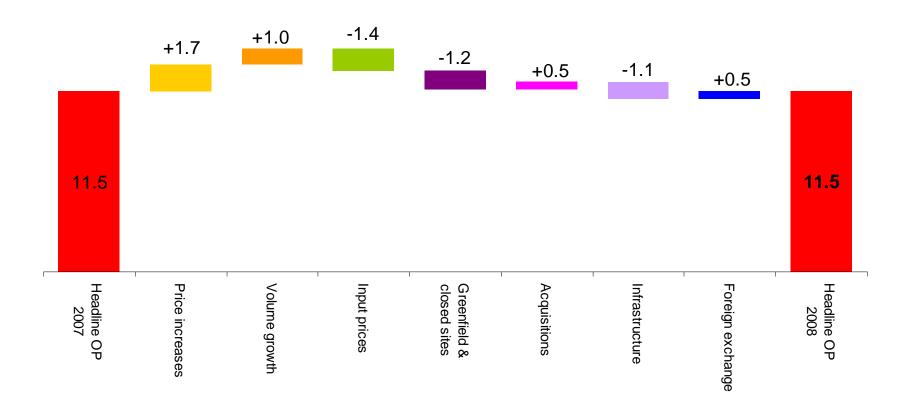
#### Profit Bridge – Thermal Processing (£m)





## **Profit Bridge - Testing** (£m)





## Revenue and Operating Profit - By Region **Bodycote**



H1 2007		H1 2008	Western Europe	North America	<b>Emerging Markets</b>
£m	Revenue	£m	£m	£m	£m
210.8	Heat Treatment	256.6	171.6	56.9	28.1
21.3	Hot Isostatic Pressing	26.2	14.3	11.9	
232.1	Thermal Processing	282.8	185.9	68.8	28.1
60.8	MEM*	71.4	39.0	20.1	12.3
24.7	HSE**	28.4	13.3	15.1	-
85.5	Testing	99.8	52.3	35.2	12.3
	Head Office	-			
317.6	Group	382.6	238.2	104.0	40.4
	_	1			
	Headline Operating Pr	ofit '			
32.9	Heat Treatment	37.7	29.1	6.6	2.0
7.5	Hot Isostatic Pressing	8.1	3.9	4.2	<u>-</u>
40.4	Thermal Processing	45.8	33.0	10.8	2.0
10.0	MEM*	9.0	5.5	2.1	1.4
1.5	HSE**	2.5	1.3	1.2	<u>-</u>
11.5	Testing	11.5	6.8	3.3	1.4
(3.7)	Head Office	(4.8)			
48.2	Group	52.5	39.8	14.1	3.4

<sup>1</sup> Pre exceptional items and interest and tax on associates.

<sup>\*</sup> MEM: Materials Testing / Engineering Technology / Measurement Technology.

<sup>\*\*</sup> HSE: Health Sciences and Environmental.

#### **YoY Change in Revenue**



	TOTAL O	rganic	Western Europe O	rganic	North America	Organic	Emerging Markets	Organic
	%	%	%	%	%	%	%	%
Heat Treatment	22	4	24	5	8	1	40	13
Hot Isostatic Pressing	23	13	33	13	11	12	-	
Thermal Processing	22	5	25	5	9	3	40	13
Testing MEM	17	7	19	3	1	(4)	55	51
Testing HSE	15_	4	7	6	23	3	-	
Testing	17	6	15	4	9	(2)	55	51
GROUP	20	6	23	5	9	1	44	24

#### **Headline Operating Margins**



<b>Headline Operating Margins</b>
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	TC	OTAL%	Western Europe%		North America%		Emerging Ma	arkets %
	2008	2007	2008	2007	2008	2007	2008	2007
Heat Treatment	14.7	15.6	17.0	18.5	11.6	11.2	7.1	8.3
Hot Isostatic Pressing	30.9	35.2	27.3	32.2	35.3	36.0		
Thermal Processing	16.2	17.4	17.8	19.4	15.7	15.4	7.1	8.3
Testing MEM	12.6	16.4	14.1	16.3	10.4	18.1	11.4	13.3
Testing HSE	8.8	6.1	9.8	8.7	7.9	3.3		_
Testing	11.5	13.5	13.0	14.2	9.4	12.5	11.4	13.3
GROUP	13.7	15.2	16.7	18.2	13.6	14.5	8.4	9.8

# **Revenue By Market - Group**



	H1 2008	H1 2007	YoY Change
Sector	%	%	in Revenue %
<ul> <li>Aerospace/Defence</li> </ul>	18	20	+9
<ul><li>Automotive</li></ul>			
- Cars & Light Truck	19	19	+14
- Heavy Truck & Bus	5	5	+15
<ul> <li>Civil Engineering, Agricultural, Railways &amp; Marine</li> </ul>	19	15	+52
• Oil & Gas	8	8	+24
<ul> <li>Tooling</li> </ul>	8	7	+29
<ul> <li>Medical/Health Science &amp; Environmental</li> </ul>	6	7	+13
<ul> <li>Consumer Products</li> </ul>	5	6	+13
<ul> <li>Power Generation</li> </ul>	5	6	+17
<ul> <li>Electronics &amp; Telecoms</li> </ul>	3	3	+10
<ul> <li>Miscellaneous</li> </ul>	4	4	+9
	100	100	+20

# Revenue By Market – Thermal Processing **Bodycote**



	H1 2008	H1 2007	YoY Change
Sector	%	<u>%</u>	in Revenue %
<ul><li>Aerospace/Defence</li><li>Automotive</li></ul>	18	19	+14
- Cars & Light Truck	23	24	+19
- Heavy Truck & Bus	6	6	+8
<ul> <li>Civil Engineering, Agricultural, Railways &amp; Marine</li> </ul>	19	16	+45
<ul> <li>Tooling</li> </ul>	10	10	+30
• Oil & Gas	6	6	+18
<ul> <li>Power Generation</li> </ul>	6	6	+21
<ul> <li>Consumer Products</li> </ul>	4	4	+17
<ul> <li>Electronics &amp; Telecoms</li> </ul>	3	3	+12
<ul> <li>Medical/Health Science &amp; Environmental</li> </ul>	1	2	+12
<ul> <li>Miscellaneous</li> </ul>	4	4	<u>+15</u>
	100	100	+22

#### **Profit Reconciliation**



	<b>H1 2008</b> H1 2007		Change
	£m	£m	%
Headline Profit Before Taxation <sup>1</sup>	46.4	43.2	+7
Amortisation of acquired intangibles	(1.0)	(0.8)	
Share of associates' interest and tax	(0.1)	-	
Impairment of goodwill	-	(1.8)	
Change to pension scheme rules	-	4.1	
Bid response costs	-	(2.1)	
Disposal costs - Testing SBU	(0.6)	-	
Profit Before Taxation	44.7	42.6	+5
Taxation	(11.0)	(9.5)	
Profit After Taxation	33.7	33.1	+2

## Summary Cash Flow and Financial Ratios **Bodycote**



	H1 2008	H1 2007
	£m	£m
EBITDA <sup>1</sup>	83.4	74.4
Working capital movement	(17.3)	(16.5)
Net capital expenditure	(36.6)	(33.9)
Other	(0.5)	
Operating Cash Flow	29.0	24.0
Interest	(6.7)	(5.0)
Tax	(8.9)	(10.3)
Free Cash Flow	13.4	8.7
Net debt/EBITDA <sup>2</sup>	1.6x	1.2x
Interest cover <sup>3</sup>	9.3x	10.7x
Gearing	46%	34%
Free cash flow	4%	3%
Capex/depreciation	1.2x	1.3x

<sup>1</sup> Pre exceptional items, interest, tax, depreciation, amortisation and shared-based payments.

<sup>2</sup> EBITDA based on rolling 12 months basis.

<sup>3</sup> Pre exceptional items, interest, tax and share of results of associates.

#### **Balance Sheet**

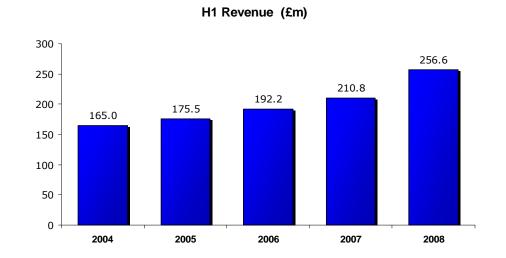


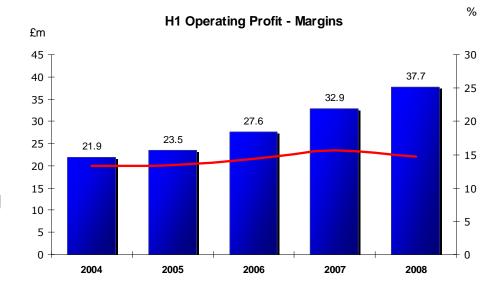
	H1 2008 £m	H1 2007 £m
Goodwill	240.5	202.7
Tangible and intangible fixed assets	554.0	469.4
Interests in associates	6.4	1.3
Trading working capital	118.5	94.2
Other net assets	(162.9)	(122.4)
Net assets before borrowings	<u>756.5</u>	645.2
Shareholders' funds	510.0	476.4
Minority interests	7.2	5.8
Net borrowings	239.3	<u>163.0</u>
Equity and borrowings	756.5	645.2_

#### **Heat Treatment**



- Revenue + 22%
- Operating margin 15%
- Utilisation 75%
- Some cost pressures
- Outsourcing continues growth
- Technology roll-out progressing
- Emerging market presence growing but impact of start-up costs

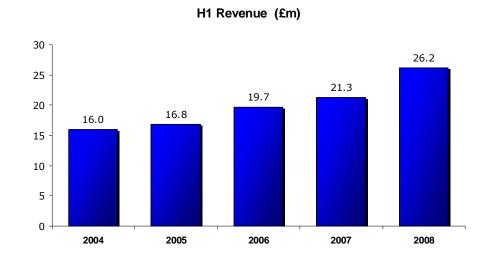


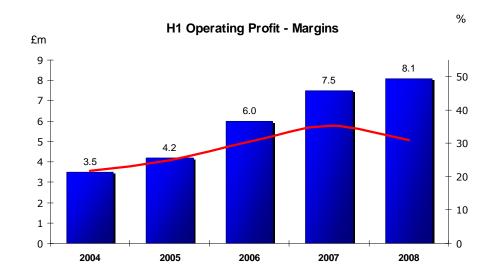


#### **Hot Isostatic Pressing**



- Revenue + 23%
- Operating margin 31%
- ROCE > 20%
- Utilisation 73%
- Additional capacity, temporary margin impact
- New applications

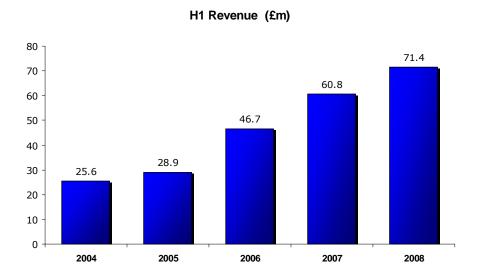


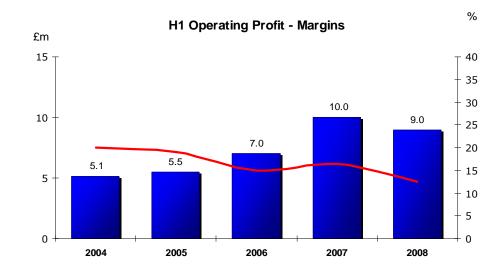


## **Testing MEM**



- Revenue + 17%
- Operating margin 13%
- Organic growth 7%
- Emerging market presence
- Integrating acquisitions

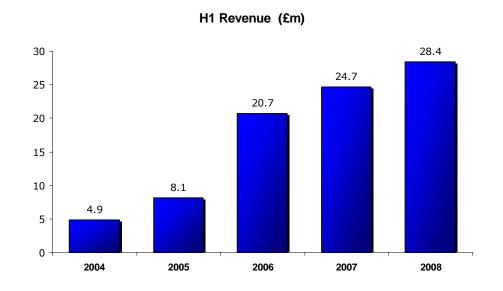


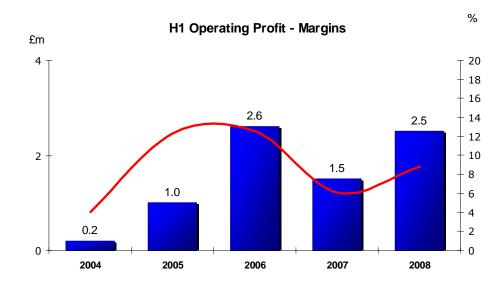


## **Testing HSE**



- Revenue +15%
- Operating margin a significant improvement
- Lab rationalisation in Canada and UK
- Focus on client oriented Information Systems







### **Delivering the Strategy**

- Realise value of Testing
- Enhance performance of existing Thermal Processing network
- Improve cash generation
- Continue outsourcing initiatives
- Selective acquisitions



#### **Testing Division – Value Realisation**

- Strategic Review
- Divestiture Decision Announced
- Information Memorandum Issued
- First Round Bids Received
- Debt Staple agreed
- Management Presentations
- Final Bids Due
- Sale Agreed
- Final Completion

Completed Q1

Completed April 30

**Completed June** 

**Completed June** 

**Completed July** 

**Completed July** 

August

Early Autumn

Late Autumn

# Enhance Performance of Thermal Processing Bodycote



- Greenfields move to profit
- Under performers (fix, sell or close)
- Recover energy cost increases
- Advanced training of local leaders

#### **Improve Cash Generation**



- Margin improvement
- Working Capital D.S.O.
- Capex back to 1.0x in 2009

#### **Continue Outsourcing Initiatives**



- Reduces carbon footprint
- Cost of materials
- Increases utilisation of assets
- Reduces cyclicality
- Improves visibility
- Organic growth driver

#### **Selective Acquisitions**



- Niche technologies
- Developing economies
- Market consolidation

### **Current Trading and Prospects**



- July in line with our expectations
- Aerospace, power generation, oil & gas continue to grow
- Automotive gaining share
- Energy costs continue to be recovered
- Outsourcing initiatives continue to deliver growth
- Markets are uncertain but we expect continued progress in H2



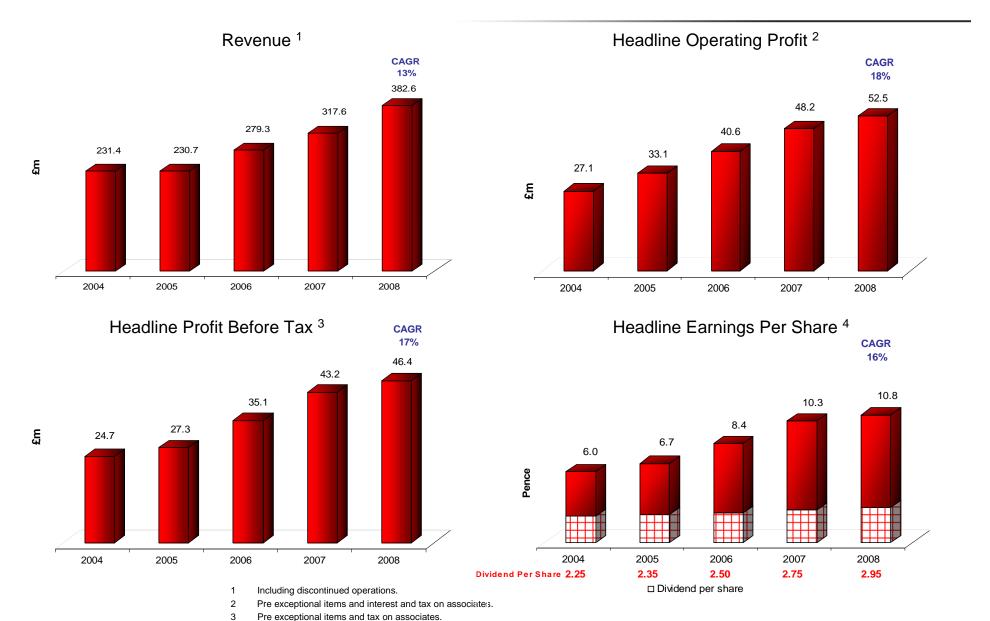


# 2008 INTERIM RESULTS **Appendix**



#### **Financial Highlights H1**



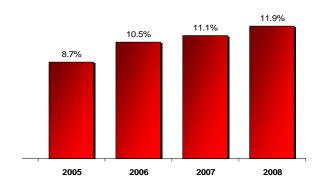


#### **Financial Key Performance Indicators H1**



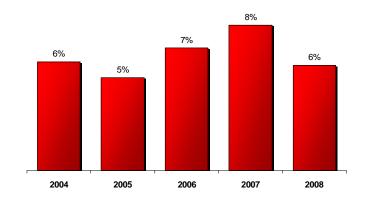
ROCE 1

**Target: Mid teens%** 

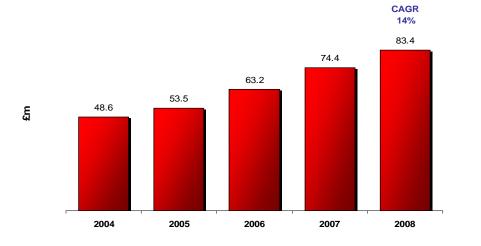


Organic revenue growth <sup>3</sup>

**Target: Mid to high single digit%** 

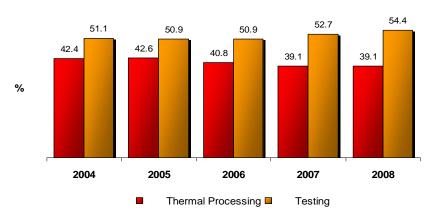


EBITDA <sup>2</sup>



People costs as a percentage of revenue 4

Target: TP: 40% Testing: 50%



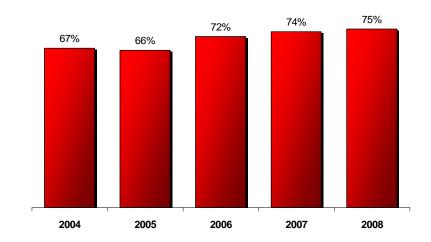
1 to 4 see definitions Appendix page 36.

#### Non Financial Key Performance Indicators H1



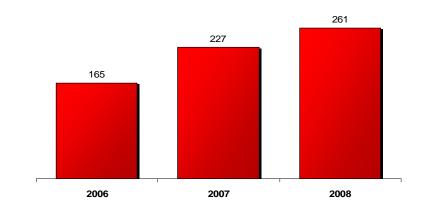
Utilisation Heat Treatment <sup>6</sup>

**Target: >80%** 



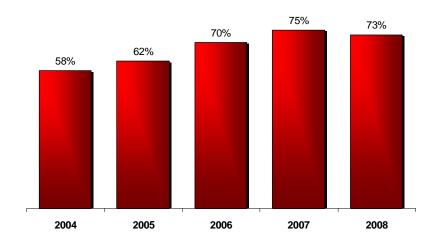
ISO 14001/17025 compliant facilities 7

**Target: All facilities** 



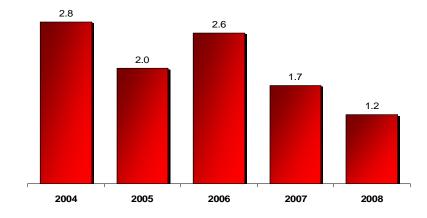
Utilisation HIP <sup>6</sup>

**Target: >80%** 



Accident frequency 8

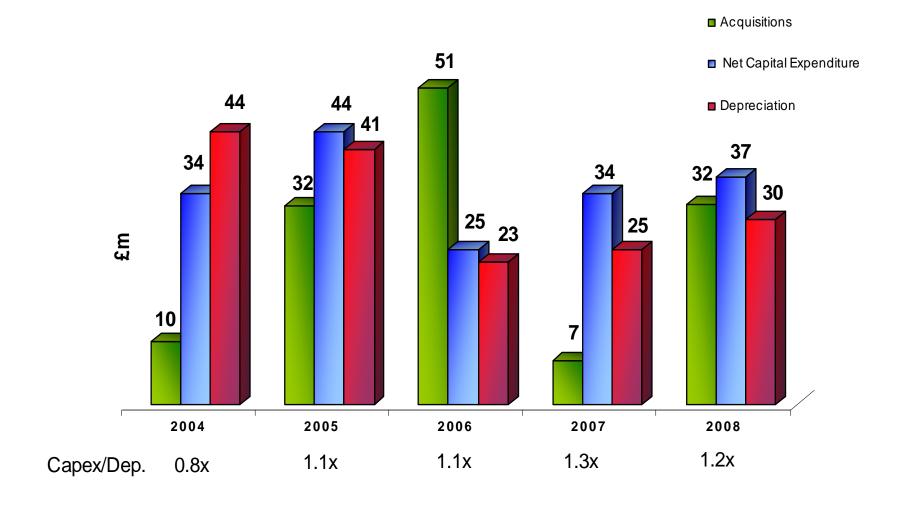
**Target: Zero** 



6 to 8 see definitions Appendix page 36.

#### Acquisitions, Capital Expenditure & Depreciation **Bodycote**





# **Analysis Of Organic/Acquisition Growth**



			Test	ing	Head	
	HT	HIP	MEM	HSE	Office	Total
Revenue	£m	£m	£m	£m	£m	£m
2007	210.8	21.3	60.8	24.7		317.6
Organic	9.4	2.7	4.3	1.1		17.5
Acquisition	13.8	1.0	2.4	1.1		18.3
Currency	22.6	1.2	3.9	1.5		29.2
2008	256.6	26.2	71.4	28.4		382.6
Headline Operating Pro	32.9	7.5	10.0	1.5	(3.7)	48.2
Organic	(1.1)	0.3	(1.9)	0.9	(1.1)	(2.9)
Acquisition Currency	2.5 3.4	0.1 0.2	0.4 0.5	0.1 -	<u>-</u>	3.1 4.1
2008	37.7	8.1	9.0	2.5	(4.8)	52.5
% on sales 2008	14.7%	30.9%	12.6%	8.8%		13.7%
2007	15.6%	35.2%	16.4%	6.1%		15.2%

## **Impact Of Exchange Rates**



	Revenue £m	Headline Profit before tax <sup>1</sup> £m
H1-2008 As Reported	382.6	46.4
H1-2008 Using H1-2007 Rates	353.4	42.3
Impact	29.2	4.1

#### **Taxation**



	H1 2008 £m	H1 2007 £m	FY 2007 <u>£m</u>
Headline Profit before tax <sup>1</sup>	46.4	43.2	91 O
		43.2	81.0
Tax on associates	(0.1)	_	-
Exceptional items & amortisation	(1.6)	(0.6)	(12.5)
Profit after exceptional items	44.7	42.6	68.5
Current year tax charge 1	11.0	10.1	15.4
Tax effect of exceptional items	-	(0.6)	(0.7)
Total tax charge	11.0	9.5	14.7
Pre exceptional effective tax rate	23.7%	23.4%	19.0%
Post exceptional effective tax rate	24.6%	22.3%	21.5%

## **Revenue By Market – Testing**

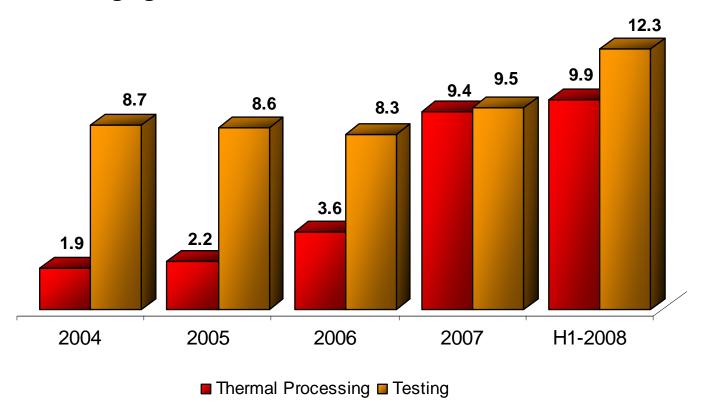


	H1 2008	H1 2007	YoY Change
Sector	%	<u>%</u>	in Revenue %
• Madical/Haalth Caianaa Q Engineeratal	20	21	.12
<ul> <li>Medical/Health Science &amp; Environmental</li> </ul>	20		+13
<ul> <li>Civil Engineering, Agricultural, Railways &amp; Marine</li> </ul>	19	13	+74
<ul> <li>Aerospace/Defence</li> </ul>	18	21	-2
• Oil & Gas	15	13	+32
<ul> <li>Consumer Products</li> </ul>	10	11	+10
<ul> <li>Automotive</li> </ul>			
- Cars & Light Truck	5	7	-25
- Heavy Truck & Bus	4	3	+55
<ul> <li>Power Generation</li> </ul>	3	4	+2
<ul><li>Electronics &amp; Telecoms</li></ul>	3	3	+5
<ul> <li>Miscellaneous</li> </ul>	2	3	-12
<ul> <li>Tooling</li> </ul>	1	1	+3
	100	100	+17

#### **Emerging Markets**

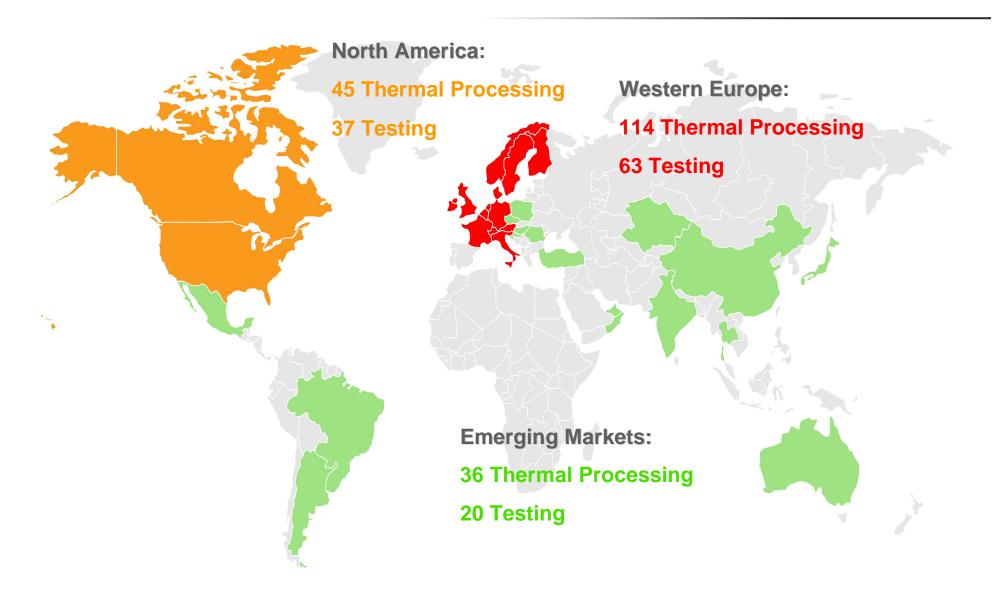


#### **Emerging Markets as a % of Business Unit revenue**



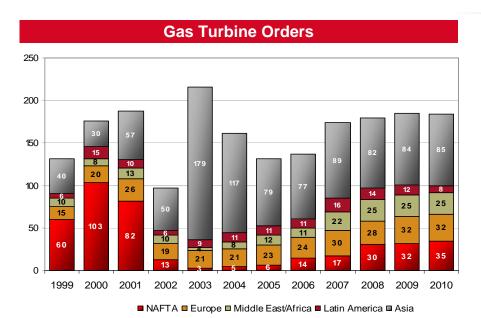
#### **Worldwide Operational Locations**



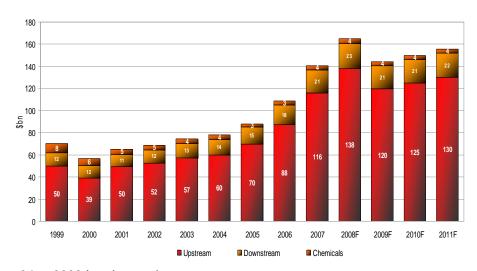


#### **End Market Demand**

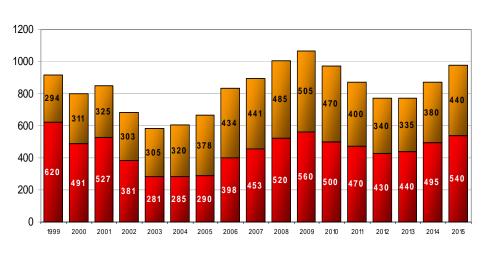




#### Oil & Gas Industry Capex (\$bn)

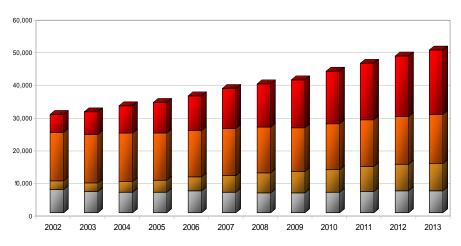


#### **Boeing & Airbus Deliveries**



■ Boeing ■ Airbus

#### **Commercial Vehicle Production ('000 Units)**

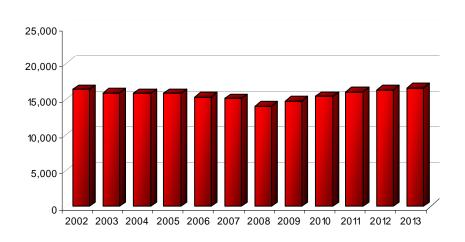


■ North America Total ■ Eastern Europe ■ Western Europe ■ Asia / Pacific

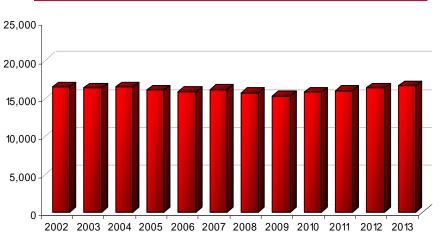
#### Light Vehicle assembly ('000 Units)



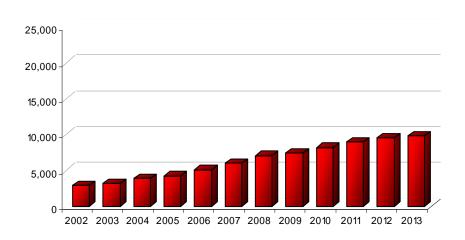




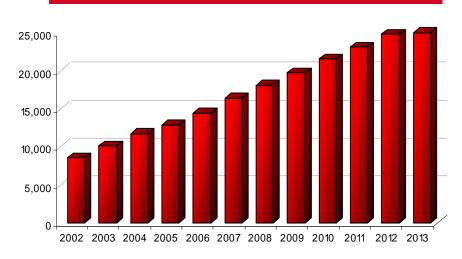
#### Western Europe



#### **Eastern Europe**



#### **Asia Pacific**



#### **Key performance indicators definitions Bodycote**



- 1. Headline operating profit as a percentage of average capital employed. Capital employed includes tangible and intangible assets including all previously amortised/impaired goodwill and all non interest bearing assets and liabilities. Headline operating profit is stated pre exceptional items and interest and tax on associates.
- 2. Pre exceptional items, interest, tax, depreciation, amortisation and shared-based payments.
- 3. Year on year increase in revenue, at constant currencies from continuing operations excluding revenue from acquisitions made within the prior twelve months.
- The salary and benefit costs of all employees as a percentage of revenue from continuing operations. 4.
- 5. Net capital expenditure divided by depreciation.
- 6. Actual revenues expressed as a percentage of theoretical maximum revenue assuming that heat treatment facilities operate 24 hours per day, 365 days per year.
- 7. The number of facilities holding registrations for ISO 14001 or ISO 17025.
- 8. Accident frequency - the number of accidents x 200,000 (approximating 100 man years), divided by the total hours worked.



