# 2007 PRELIMINARY RESULTS



# Highlights

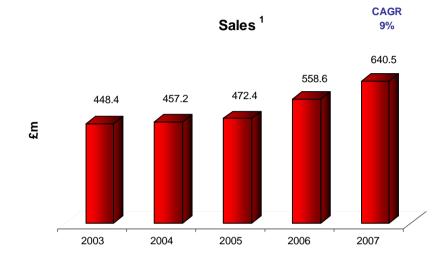


• Revenue	£641m	+15%
<ul> <li>Organic Sales Growth <sup>2</sup></li> </ul>	£49m	+9%
<ul> <li>Headline Operating Profit <sup>1</sup></li> </ul>	£91m	+15%
• ROCE <sup>1</sup>	11.3%	50bps
<ul> <li>Testing Sales Growth</li> </ul>	£31m	+21%
• 11 bolt - on Acquisitions (Forecast 2008 Sales)	£29m	
<ul> <li>Outsourcing Revenues increase</li> </ul>	+£18m	

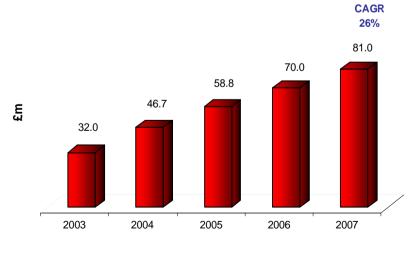
2 Including annualised sales from closed sites.

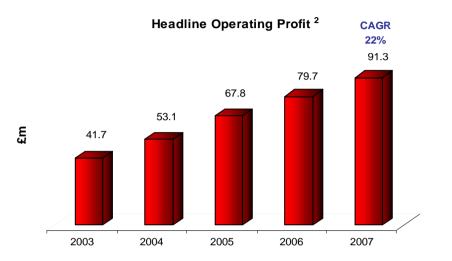
#### **Financial Highlights**

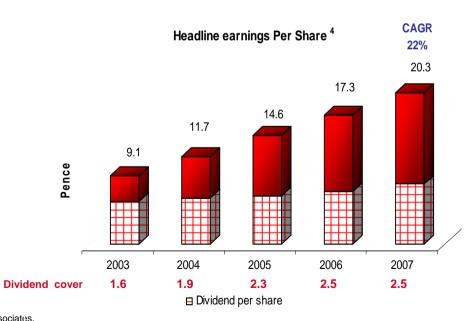




Headline Profit Before Tax <sup>3</sup>







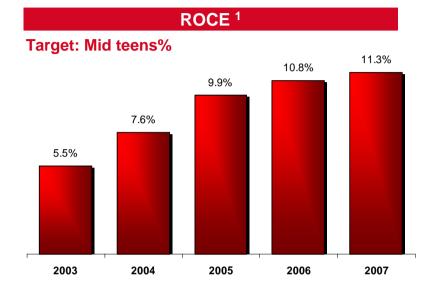
1 Including discontinued operations.

- 2 Pre exceptional items and interest and tax on associates.
- 3 Pre exceptional items and tax on associates.

S 4 Pre exceptional items and tax settlements in respect of prior year.

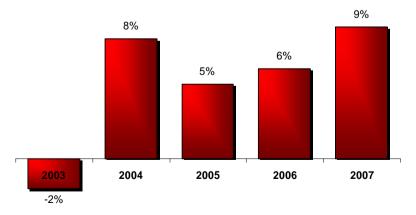
#### **Key Performance Indicators financial**

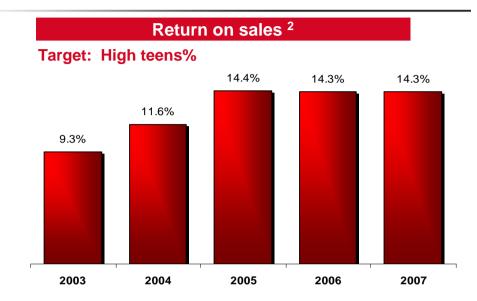




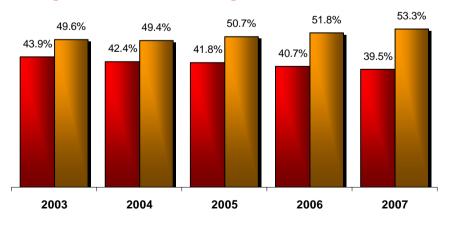
#### Organic sales growth <sup>3</sup>

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





#### People costs as a percentage of sales <sup>4</sup> Target: TP: 40% Testing: 50%



Thermal Processing Testing

#### 3 2007 Preliminary results

1 to 4 see definitions Appendix page 31.

### **Preliminary Results**



	2007	2006	Change
	£m	£m	%
Revenue	640.5	558.6	+15
EBITDA <sup>1</sup>	141.4	125.1	+13
Headline Operating Profit <sup>1</sup>	91.3	79.7	+15
Operating Profit	78.8	58.8	+34
Headline Profit Before Tax <sup>2</sup>	81.0	70.0	+16
Headline EPS <sup>3</sup>	20.3p	17.3p	+17
Dividend/Share	8.0p	7.0p	+14

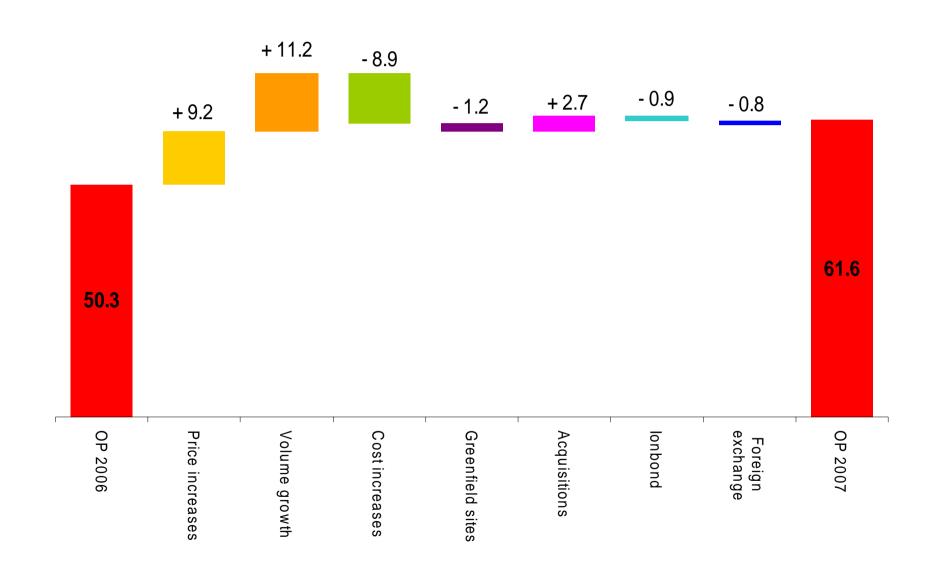
1 Pre exceptional items and interest and tax on associates.

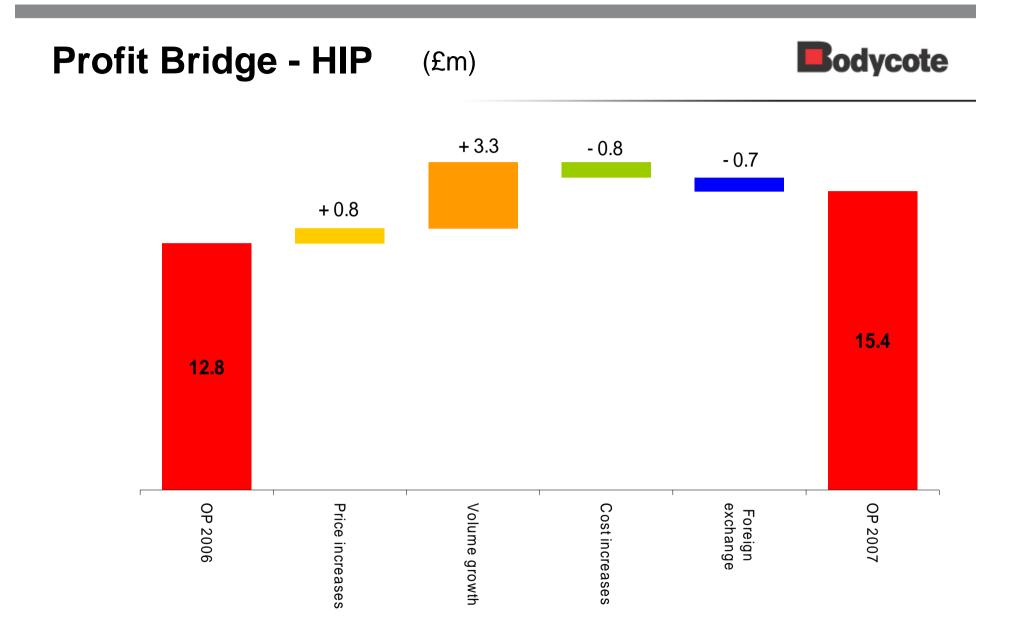
2 Pre exceptional items and tax on associates.

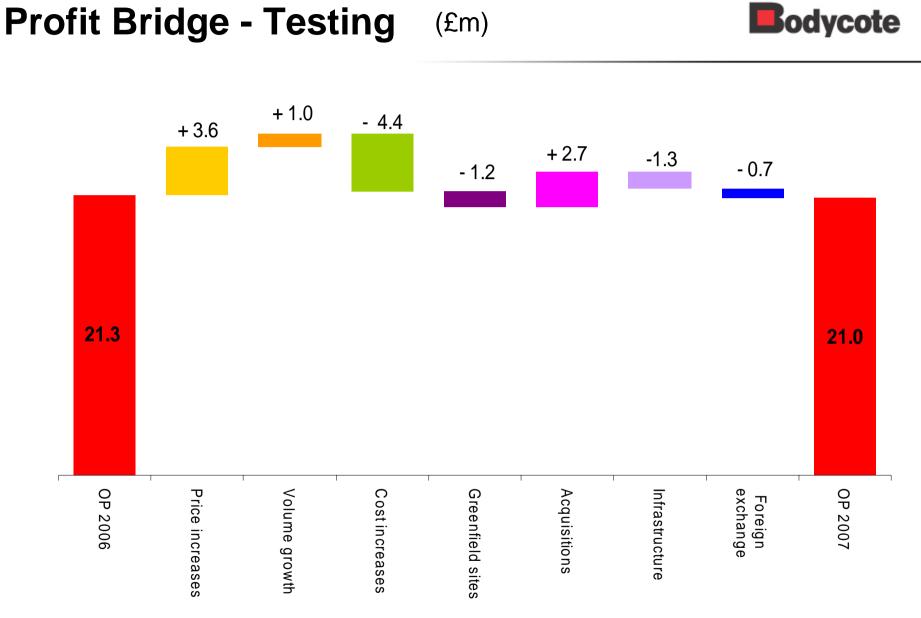
3 Pre exceptional items and tax settlements in respect of prior year.

### **Profit Bridge – Heat Treatment** (£m)









7 2007 Preliminary results

## **Sales and Operating Profit - By Region**



2006		2007	EMEA	Americas	Asia Pacific
£m	Sales	£m	£m	£m	£m
375.0	Heat Treatment	421.7	295.4	125.1	1.2
38.9	Hot Isostatic Pressing	43.5	21.6	21.9	-
413.9	Thermal Processing	465.2	317.0	147.0	1.2
99.6	Testing MEM *	124.4	80.3	42.2	1.9
45.1	Testing HSE **	50.9	24.7	26.2	-
144.7	Testing	175.3	105.0	68.4	1.9
558.6	Group	640.5	422.0	215.4	3.1
	Operating Profit <sup>1</sup>				
50.3	Heat Treatment	61.6	51.5	11.5	(1.4)
12.8	Hot Isostatic Pressing	15.4	6.6	8.8	-
63.1	Thermal Processing	77.0	58.1	20.3	(1.4)
14.3	Testing MEM *	16.9	11.7	5.4	(0.2)
7.0	Testing HSE **	4.1	2.1	2.0	-
21.3	Testing	21.0	13.8	7.4	(0.2)
(4.7)	Head Office	(6.7)			
79.7	Group	91.3	71.9	27.7	(1.6)

1 Pre exceptional items and interest and tax on associates.

\* MEM: Materials Testing / Engineering Technology / Measurement Technology.

8 2007 Preliminary results

\*\* HSE: Health Sciences and Environmental.

#### **YoY Change in Sales / Operating Margins**



VoV Change in Cales 182					Americas		Asia	
YoY Change in Sales 183	TOTAL %	Organic%	EMEA %	Organic%	%	Organic%	Pacific %	Organic%
Heat Treatment	14	8	15	10	12	2	-	-
Hot Isostatic Pressing	17	17	28	28	9	9	-	-
Thermal Processing	15	9	16	11	11	3	-	-
Testing MEM	29	13	26	14	33	9	72	36
Testing HSE	15	2	29	5	5	-	-	-
Testing	24	10	26	11	21	5	72	36
GROUP	17	9	18	11	14	3	176	83

	TOTAL	.%	EMEA	%	Amer	icas%
Operating Margins 182	2007	2006	2007	2006	2007	2006
Heat Treatment	14.6	13.4	17.5	15.0	9.3	10.2
Hot Isostatic Pressing	35.4	32.9	30.7	28.4	39.9	36.6
Thermal Processing	16.5	15.2	18.4	15.9	14.0	14.3
Testing MEM	13.7	14.4	14.7	15.0	13.1	13.3
Testing HSE	7.9	15.5	8.5	12.5	7.4	17.8
Testing	12.0	14.7	13.2	14.4	11.0	15.3
GROUP	14.3	14.3	17.1	15.5	13.0	14.6

1 At constant currencies.

2. Pre exceptional items and interest and tax on associates.

3 Includes annualised sales from closed sites.

# **Sales By Market**



		2007	2006	YoY Change
	Sector	%	%	in Sales %
•	Aerospace/Defence	20	20	+15
•	Automotive			
	- Cars & Light Truck	19	20	+10
	- Heavy Truck & Bus	5	5	+14
•	Construction, Agricultural, Railways & Marine	18	16	+29
•	Oil & Gas	7	7	+17
•	Tooling	7	8	+6
•	Medical/Health Science & Environmental	7	7	+3
•	Consumer Products	6	5	+29
•	Power Generation	5	5	+28
•	Electronics & Telecoms	3	3	+5
•	Miscellaneous(e.g pulp & paper, nuclear)	3	4	-13
		100	100	+15

# **Profit Reconciliation**



	2007	2006	Change
	£m	£m	%
Headline Profit Before Tax <sup>1</sup>	81.0	70.0	+16
Amortisation/impairment of acquired intangible fixed assets	(1.9)	(1.0)	
Impairment of goodwill	(7.2)	(6.0)	
Impairment of investment in associate	-	(8.3)	
Major facility closure costs	(5.4)	(5.0)	
Change to pension scheme rules	4.1	-	
Bid response costs	(2.1)	-	
Cost of early settlement of USD private placement debt	-	(3.1)	
Profit Before Tax	68.5	46.6	+47
Тах	(14.7)	(2.7)	
Profit After Tax	53.8	43.9	+23

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

	2007 £m	2006 £m
EBITDA 1	141.4	125.1
Non-cash movements	2.3	1.5
Working capital movement	(20.4)	(9.0)
Net capital expenditure	(66.9)	(55.4)
Settlement of derivative financial instruments	0.7	-
Interest	(9.1)	(12.8)
Tax	(16.0)	(8.4)
Free Cash Flow	32.0	41.0
Net debt/EBITDA	1.4x	1.3x
Interest cover 1	9.7x	6.9x
Gearing	40%	36%
Free cash flow	5%	7%
Capex/depreciation	1.3x	1.2x

### **Balance Sheet**

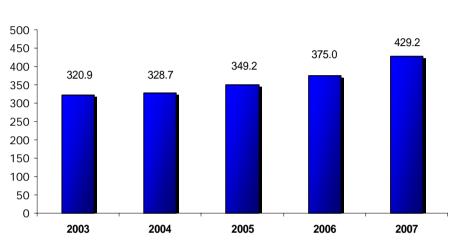


	2007 £m	2006 £m
Goodwill	213.0	201.9
Tangible and intangible fixed assets	523.2	458.8
Investments	0.6	1.2
Trading working capital	97.5	79.0
Other net assets / (liabilities)	(139.5)	(126.1)
Net assets before borrowings	694.8	614.8
Shareholders' funds	490.0	449.5
Minority interests	6.6	4.4
Net borrowings	198.2	160.9
Equity and borrowings	694.8	614.8

## **Heat Treatment**



- Sales<sup>1</sup> + 14%
- Operating margin<sup>1</sup> 14.5%
- Utilisation 74%
- Cost increases recovered
- Outsourcing continues growth
- Technology roll-out progressing
- Emerging market presence



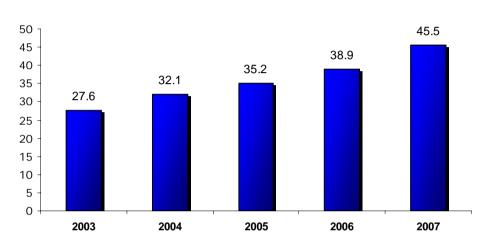


Revenue <sup>1</sup> (£m)

#### **Hot Isostatic Pressing**

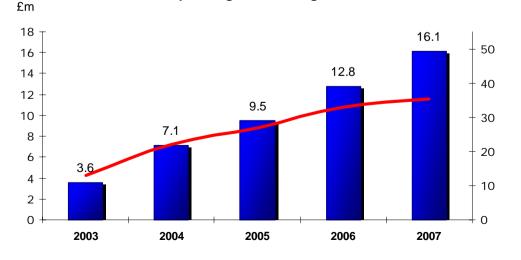


- Sales<sup>1</sup> + 17%
- Operating margin<sup>1</sup> 35.4%
- ROCE > 20%
- Utilisation 71%
- Additional capacity
- New applications



Revenue <sup>1</sup> (£m)



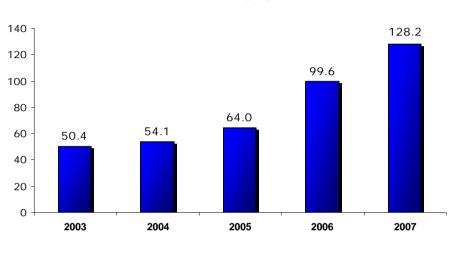


**Operating Profit - Margins <sup>1</sup>** 

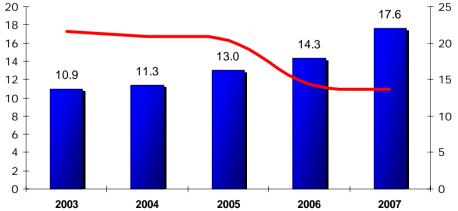
# **Testing MEM**



- Sales<sup>1</sup> + 28.7%
- Operating margin<sup>1</sup> 13.7%
- Strong organic growth 13%
- Emerging market presence
- Integrating acquisitions







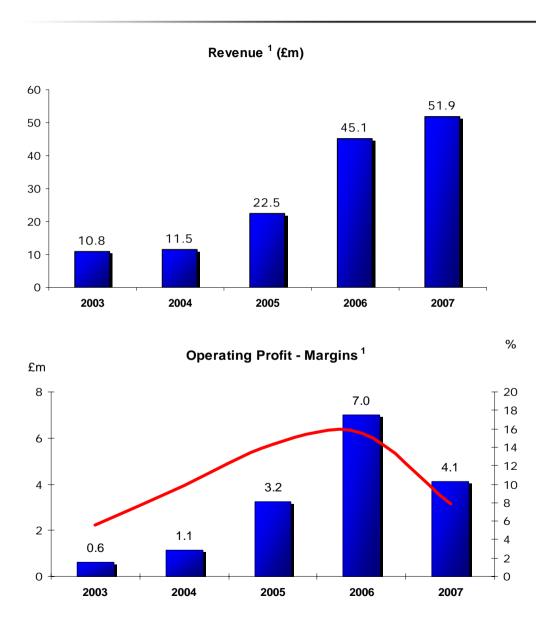
£m

Revenue <sup>1</sup> (£m)

### **Testing HSE**



- Sales<sup>1</sup> +15%
- Operating margin<sup>1</sup> 7.9%
- Pricing pressure in environmental & food
- Lab rationalisation in Canada
- Emerging markets
- Focus on client oriented IS



# **Delivering the Strategy**



- Increase importance of Testing
- Expand the Group into developing manufacturing economies
- Add high added value processes to Thermal Processing
- Intensify outsourcing initiatives

# **Current Trading and Prospects**



- January results in line with our expectations
- Aerospace, power generation, oil & gas continue to grow
- Automotive gaining share
- Energy costs steady
- Outsourcing initiatives continue to deliver growth
- Pipeline of bolt-on acquisitions
- Confident in prospects for rest of 2008

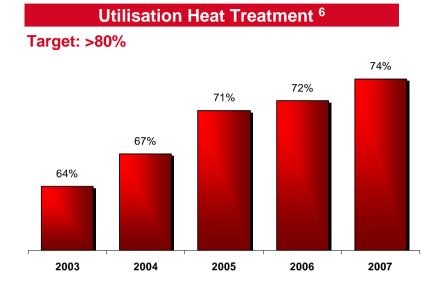
# 2007 PRELIMINARY RESULTS

Appendix



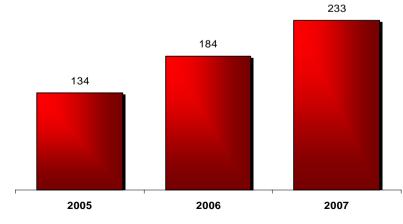
#### **Key Performance Indicators non financial**

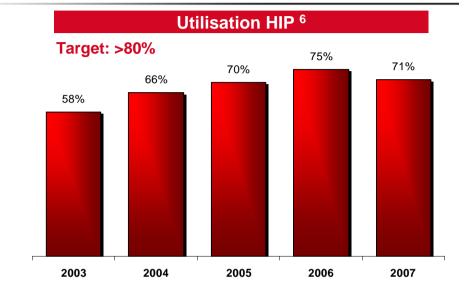


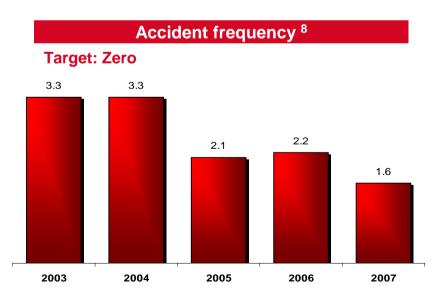


Iso 14001/17025 compliant facilities 7









6 to 8 see definitions Appendix page 31.

## **Analysis Of Organic/Acquisition Growth**



			Tes	sting	Head	
	HT	HIP	MEM	HSE	Office	Total
<u>Sales</u>	£m	£m	£m	£m	£m	£m
2006	375.0	38.9	99.6	45.1	-	558.6
Organic <sup>1</sup>	29.0	6.6	12.9	0.9	-	49.4
Closed sites	(7.1)	-	-	-	-	(7.1)
Acquisition	32.3	-	15.7	5.9	-	53.9
Currency	(7.5)	(2.0)	(3.8)	(1.0)	-	(14.3)
2007	421.7	43.5	124.4	50.9	-	640.5
Operating Profit <sup>2</sup>						
2006	50.3	12.8	14.3	7.0	(4.7)	79.7
Organic 1	8.8	3.3	1.0	(3.3)	(2.0)	7.8
Closed sites	0.6	-	-	-	-	0.6
Acquisition	2.7	-	2.3	0.4	-	5.4
Currency	(0.8)	(0.7)	(0.7)	-	-	(2.2)
2007	61.6	15.4	16.9	4.1	(6.7)	91.3
% on sales						
2007	14.6%	35.4%	13.6%	8.1%	-	14.3%
2006	13.4%	32.9%	14.4%	15.5%	-	14.3%

1 Includes annualised sales/operating profit from closed sites.

21 2007 Preliminary results

2 Pre exceptional items and interest and tax on associates.

## Taxation



2007	2006
£m	£m
81.0	70.0
(12.5)	(23.4)
68.5	46.6
22.6	16.6
(7.9)	(2.7)
-	(11.2)
14.7	2.7
27.9%	23.7%
21.5%	5.8%
	£m 81.0 (12.5) <b>68.5</b> 22.6 (7.9) - <b>14.7</b> 27.9%

1 Pre exceptional items and tax on associates.

2 Pre exceptional and prior period items.

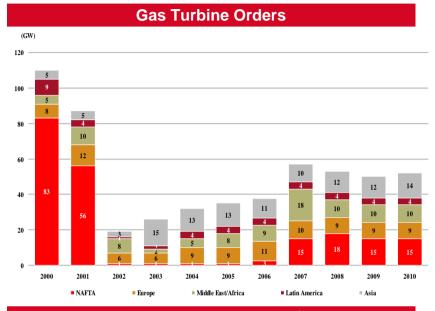
# **Operational Locations**



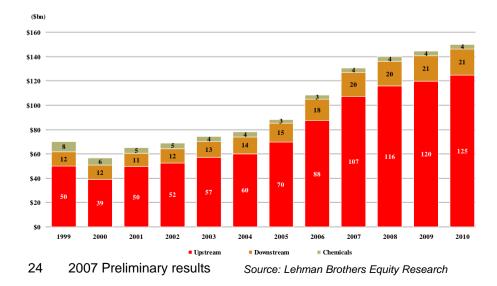
	Heat Treatment	HIP	Tocting	Total
USA	39	4	Testing 18	61
UK	18	3	33	54
France	33	3 1		34
Sweden	11	1	11	23
Germany	20	1	1	23
Canada		I	17	
Brazil	2			19
Finland	6 5		1 2	7
				7
Netherlands	5		2	7
UAE	1		6	7
Czech Republic	5		1	6
Italy	4		2	6
Poland	6			6
Turkey	6			6
Belgium	2	1	2	5
Denmark	2		2	4
Ireland			4	4
Australia			3	3
Austria	3			3
China/Hong Kong	2		1	3
India	3			3
Mexico	1		2	3
Romania	2			2
Switzerland	2			2
Singapore	1		1	2
Argentina	1			1
Bahrain			1	1
Croatia			1	1
Hungary	1		-	1
Liechtenstein	1			1
Norway	-		1	1
Saudi Arabia			1	1
Oman			1	1
Qatar			1	1
Thailand	1			1
Total	183	11	115	309

#### **End Market Demand**

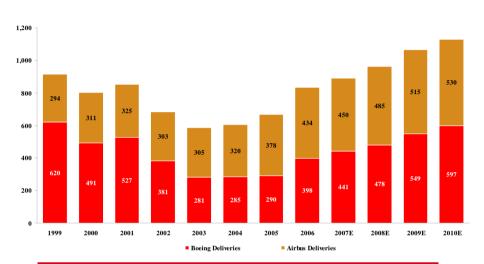




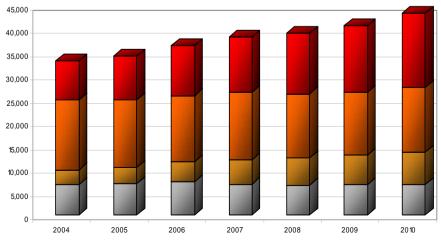
#### Oil & Gas Industry Capex (\$bn)



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



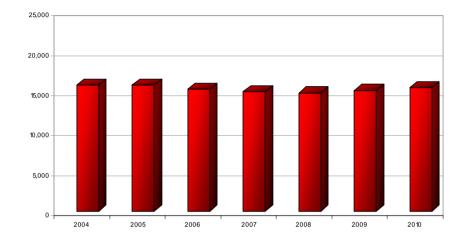
#### **Commercial Vehicle Production ('000 Units)**



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

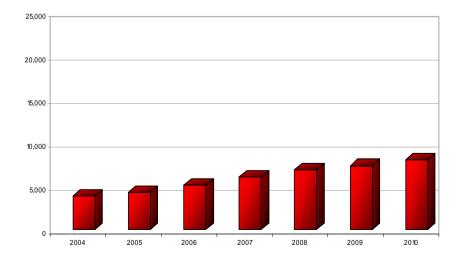
#### Light Vehicle assembly ('000 Units)



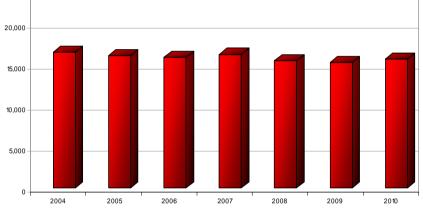


#### North America





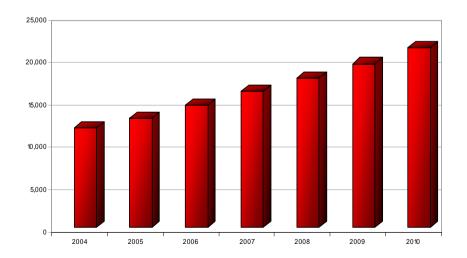




Western Europe

25,000

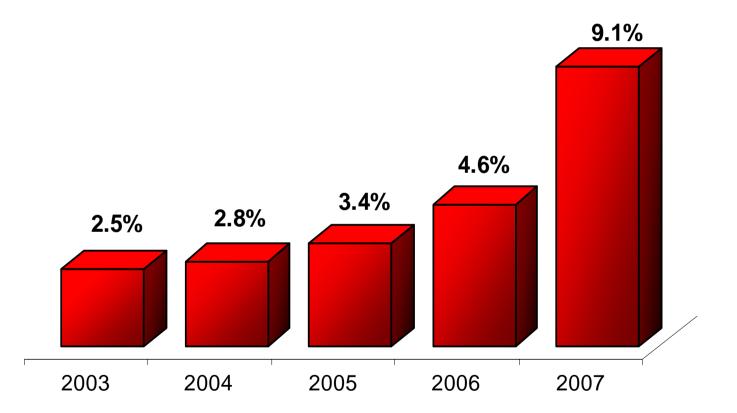
#### Asia Pacific



**Emerging Markets** 



Emerging markets as a % of group sales



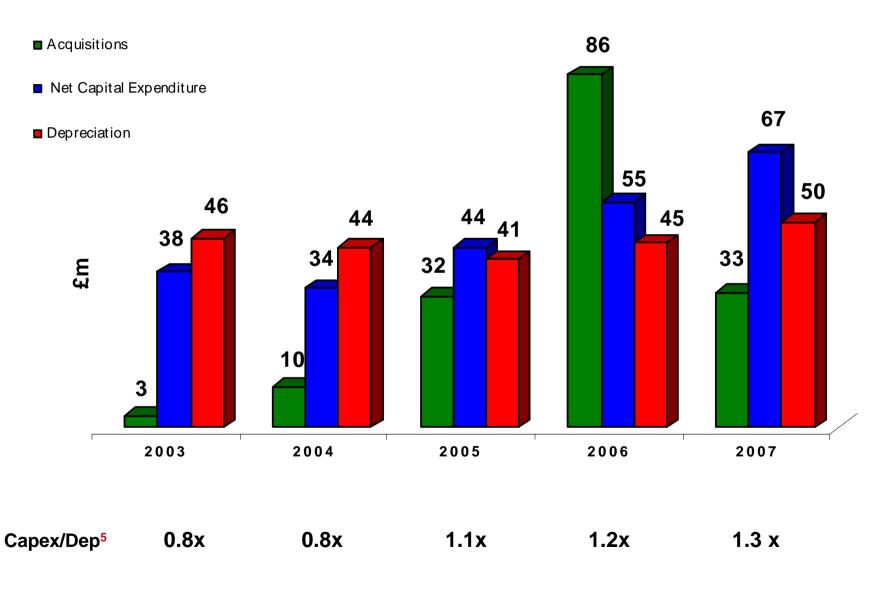
### **Emerging Markets**



Sales	<b>2003</b> £m	<b>2004</b> £m	<b>2005</b> £m	<b>2006</b> £m	<b>2007</b> £m
Eastern Europe	4.5	5.0	8.6	11.8	19.4
South America	2.7	1.9	-	3.2	22.9
Asia Pacific	-	-	-	-	1.2
Heat Treatment	7.2	6.9	8.6	15.0	43.5
Eastern Europe	0.4	0.7	0.9	1.1	1.4
Middle East	3.8	5.0	6.5	9.7	13.4
Asia Pacific	-	-	-	0.1	0.3
Testing	4.2	5.7	7.4	10.9	15.1
TOTAL	11.4	12.6	16.0	25.9	58.6

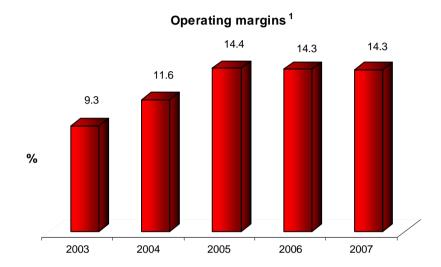
Impact Of Exchange Rates		Bodycote	
	Sales £m	Operating Profit <sup>1</sup> £m	
2007 As Reported	640.5	91.3	
2007 Using 2006 Rates	654.8	93.5	
Impact	(14.3)	(2.2)	

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

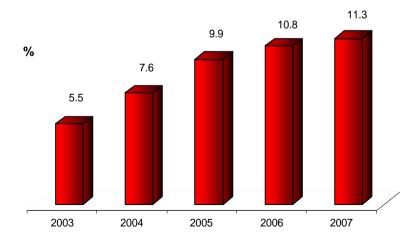


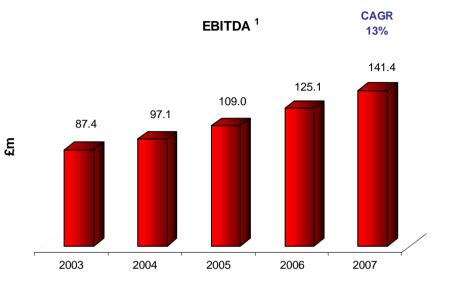
#### **Financial Highlights**

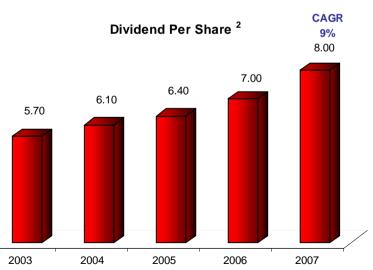












Pence

1 Pre exceptional items and interest and tax on associates.

2 As restated for the 1 to 4 rights issue in March 2004.

# Key performance indicators definitions **Bodycote**

- 1. Headline operating profit as a percentage of average capital employed. Capital employed includes tangibles and intangibles assets including all previously amortised/impaired goodwill and all non interests bearing assets and liabilities. Headline operating profit is stated pre exceptional items and interest and tax on associates.
- 2. Headline operating profit as percentage of revenue from continuing operations. Headline operating profit is stated pre exceptional items and interest and tax on associates.
- 3. Year on year increase in revenue, at constant currencies from continuing operations excluding revenue from acquisitions made within the prior twelve months.
- 4. The salary and benefit costs of all employees a percentage of revenue from continuing operations.
- 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.
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