Bodycote – Globalisation
Presentation to the Shareholders

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Group Organisational Structure

Thermal Processing
- Heat Treat
- HIP
- Surface Engineering

Testing
- Materials Testing
- Engineering & Technology Services
- Health Sciences
- Environmental
- Metrology

Bodycote is currently operating 300+ facilities in 30 countries with 8500 colleagues
Vital Thermal Processing and Testing Services

• Providing our Customers with:
  – Added value for their products
  – Production Efficiency
  – Technical Support

• By applying:
  – Continuous development of our people
  – The best technology
  – The Bodycote Management System, satisfying the highest global quality standard
  – Continuous Improvement in equipment and services

• Ensuring that we play our part in protecting the environment and colleagues:
  – All treatment facilities to be approved to ISO 14001 environmental standard
  – All facilities actively participate in the Group Safety, Health and Environmental programme
A Global Client Base

- The Group has more than 60,000 clients
- Many clients use services from more than one Business Unit
- Multi-national interest in our specialist services
- Our services are used for:
  - manufacturing and production support
  - product release
  - research & development
  - failure analysis
  - health & safety support
  - product testing
  - inspection
  - environmental analysis
  - health sciences
  - materials consultancy
  - metrology / calibration
Automotive

Comprehensive Services

- Gear, PVD Coated
- Drive shaft, Electron Beam Welded and case hardened
- Ballpins, Bodycote Corr-i-Dur®
- Airbag deployment testing
- Engine Testing
- Block Densaf® HIP
Aerospace

Critical Services

- Hipped MMC component
- Creep Testing
- Landing gear arm, plasma coated to replace Cr plate.
- Radiography
- Vane assembly, vacuum brazed, and heat treated
Construction
Equipment and site related services

- Sherardized fittings
  For tunnel projects

- Testing bridge damper

- Heat treated steering gear
Sales by Geography
Strategy for Growth

- Continued focus on Outsourcing
- Aggressively expand Testing
- Further develop Thermal Processing
- Roll out unique offerings
- Migrate with Clients to low cost regions
European Development

- Outsource Projects
- Eastwards Development to Reduce Cost
- Technology Transfer
- New Technology
Americas Development

- Outsource Projects
- Technology Transfer
- New Technology
- Enter Low Cost Markets
Asian Development

- China (Wuxi) facility
- Develop further JV opportunities
- Capture outsource before in-sourced
Testing Emphasis

- Underlying Concepts:
  - Less cyclical
  - Legislation / Regulation drives growth
  - Less capital intensive
  - Acquisitions bring new technology services, as well as geographical expansion
Materials Testing

Tensile testing
Impact testing
Exposure cabinet
CNC specimen machining
Microscopy
Micro-focus radiography
Engineering & Technology

High load test on bridge damper

Airbag activation test

Fracture mechanics – aircraft skin

Turbine blade test

Vehicle testing

Corrosion testing
Health Sciences

- Food testing
- Testing and surveying for asbestos in buildings
- Testing and evaluating pharmaceuticals
- Advisory services
Environmental

Sampling hazardous substances
Testing soil and water
Stack emission testing

Eco-toxicology
Lagoon water sampling
Metrology

Telecommunications

Healthcare

Metrology

Avionics
Technology Transfer – Bodycote Testing Group

• Objectives
  – Promote organic growth
  – Extend global reach of our services

• Recent Example
  – Transfer of sour gas testing for the oil industry
  – From our UK Corrosion Centre to our laboratories in:
    • Norway
    • Italy
    • Middle East
    • USA
Continuous ‘Self Help’ Programme

- Continuous cost control
- On-going improvement of under-performing facilities
- Financing Expansion from our own resources
- Focussed on ROCE improvement