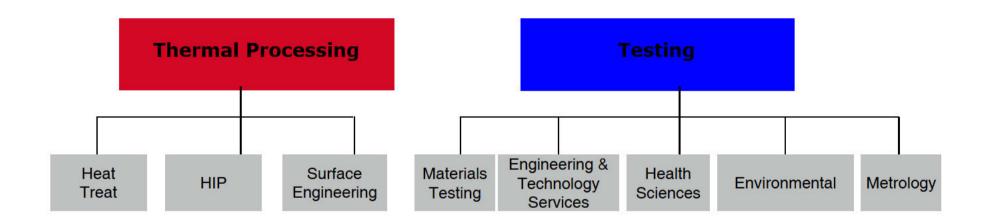
## Bodycote – Globalisation Presentation to the Shareholders

John D Hubbard CEO / Metallurgist P. E.



### **Group Organisational Structure**





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

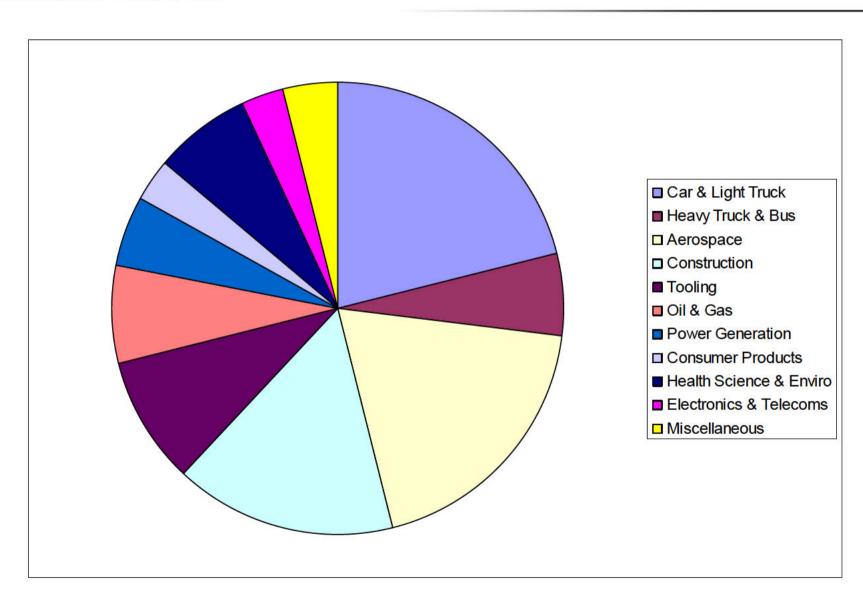


#### **A Global Client Base**

- 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

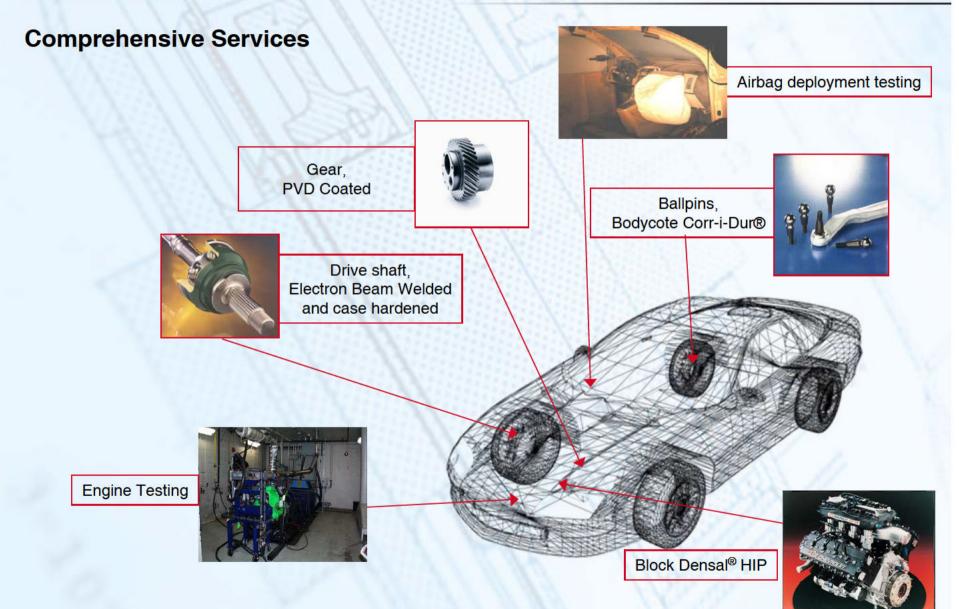








#### **Automotive**





## **Aerospace**

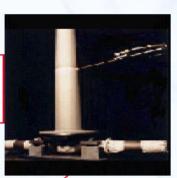
**Critical Services** 



Hipped MMC component



Landing gear arm, plasma coated to replace Cr plate.



Creep Testing



Radiography

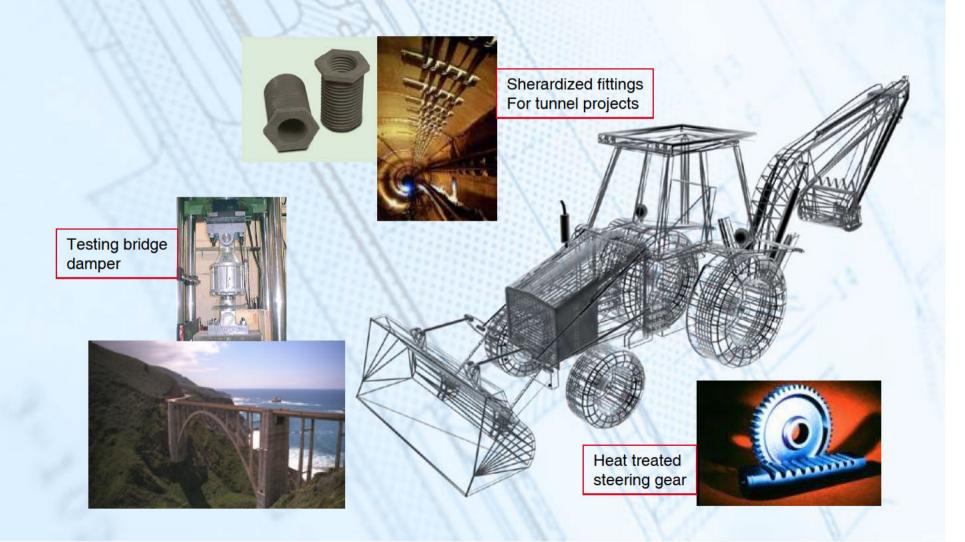
Vane assembly, vacuum brazed, and heat treated





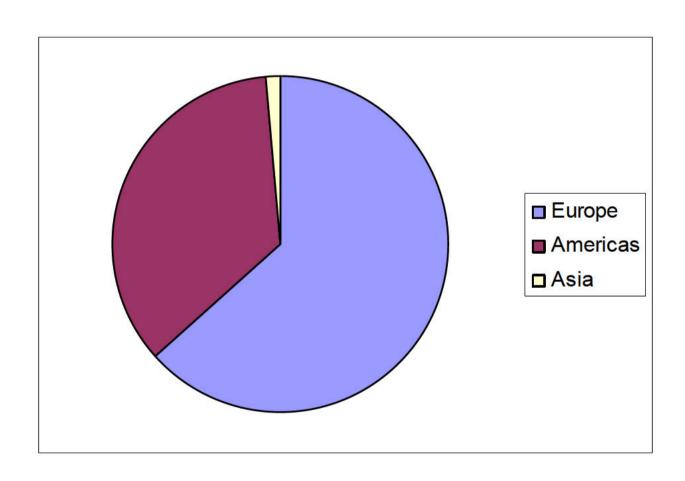
#### Construction

Equipment and site related services





# 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

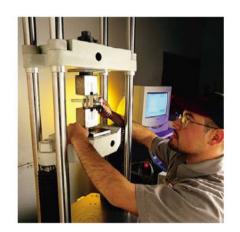




# **Testing Emphasis**

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

## **Materials Testing**



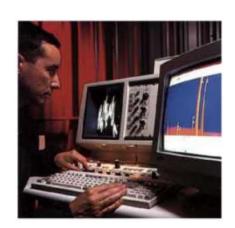
Tensile testing



CNC specimen machining



Impact testing



Microscopy



Exposure cabinet



Micro-focus radiography

# **Engineering & Technology**



High load test on bridge damper



Turbine blade test



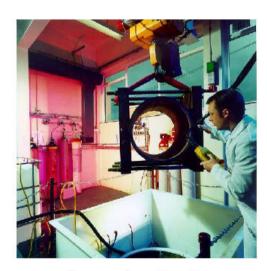
Airbag activation test



Vehicle testing



Fracture mechanics - aircraft skin



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



Lagoon water sampling



Stack emission testing



**Eco-toxicology** 

# Metrology



**Telecommunications** 

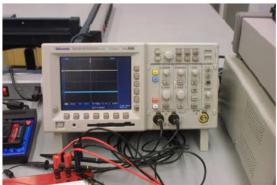


Healthcare





29 30 31 32 33 34 35 36 37 38
WHITTAM 12 BOLTON 13 ENGLAND 14 15
31445787 123458782 123456783



Metrology Avionics



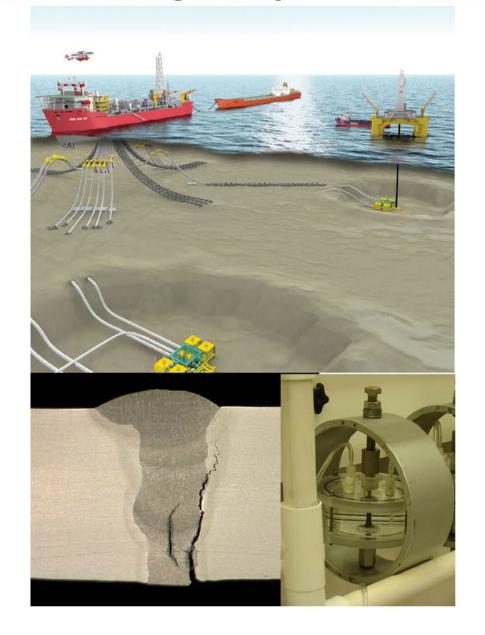
# **Technology Transfer – Bodycote Testing Group**

### 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



