

# 2004 Preliminary Results

**Appendix**

# Operational Locations

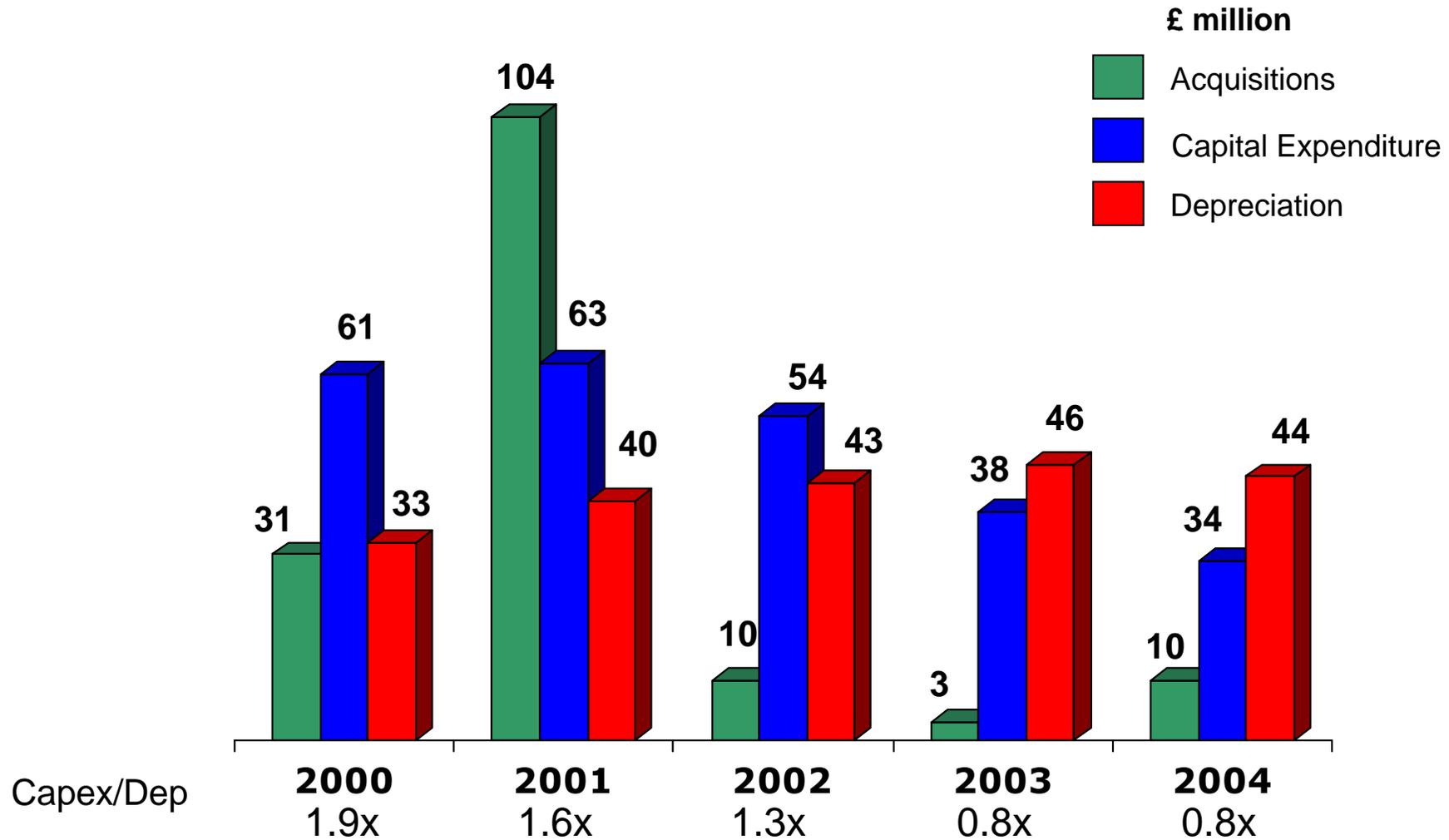


	Heat Treatment	HIP	Materials Testing	Surface Engineering	Electroplating	IonBond PVD	TOTAL
USA	44	4	7	1		9	65
UK	15	3	23	3	1	2	47
France	29	1		1		5	36
Sweden	9	1	3	3	3	1	20
Germany	16	1		1		2	20
Canada	2		8			2	12
Netherlands	5		2			1	8
Italy	4		2			2	8
Czech Republic	6		1				7
Poland	5						5
Finland	4			1		2	5
Switzerland	2						4
Belgium	2	1					3
UAE			3				3
Austria	3						3
Denmark	3						3
Oman			2				2
Mexico						2	2
Liechtenstein	1						1
Norway			1				1
Hungary	1						1
Romania	1						1
China	1						1
Thailand						1	1
Singapore						1	1
Qatar			1				1
<b>TOTAL</b>	<b>153</b>	<b>11</b>	<b>53</b>	<b>10</b>	<b>4</b>	<b>30</b>	<b>261</b>

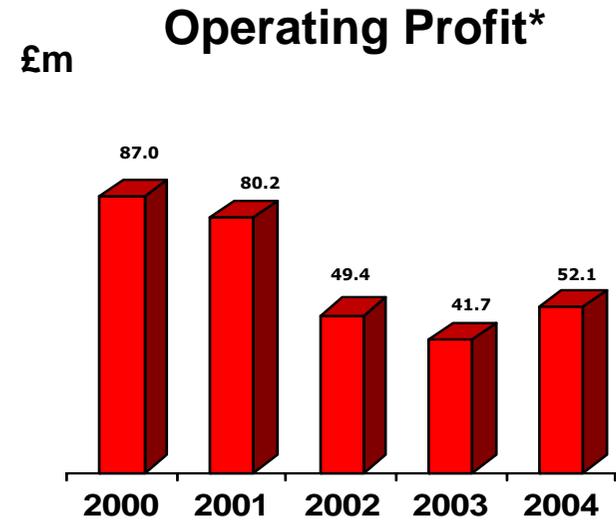
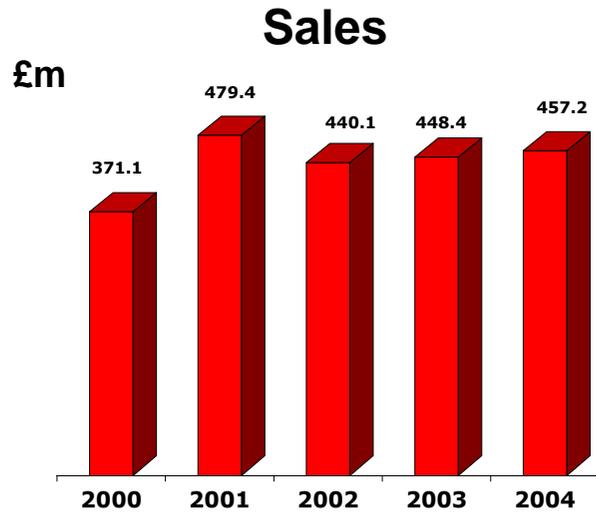
# Analysis Of Organic/Acquisition Growth

	HT £m	Materials Testing £m	HIP £m	Surface Engineering £m	Electro- plating £m	PVD £m	Head Office £m	Total £m
<b><u>Sales</u></b>								
<b>2003</b>	<b>302.5</b>	<b>61.2</b>	<b>27.6</b>	<b>18.4</b>	<b>26.0</b>	<b>12.7</b>		<b>448.4</b>
<b>Organic</b>	<b>19.1</b>	<b>5.5</b>	<b>6.6</b>	<b>1.7</b>	<b>0.2</b>	<b>1.7</b>		<b>34.8</b>
<b>Acquisition</b>	<b>1.3</b>	<b>1.3</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>		<b>2.6</b>
<b>Disposal</b>	<b>(0.1)</b>	<b>-</b>	<b>-</b>	<b>(0.3)</b>	<b>(6.6)</b>	<b>(2.2)</b>		<b>(9.2)</b>
<b>Currency</b>	<b>(13.8)</b>	<b>(2.4)</b>	<b>(2.1)</b>	<b>(0.4)</b>	<b>(0.2)</b>	<b>(0.5)</b>		<b>(19.4)</b>
<b>2004</b>	<b>309.0</b>	<b>65.6</b>	<b>32.1</b>	<b>19.4</b>	<b>19.4</b>	<b>11.7</b>		<b>457.2</b>
<b><u>Operating Profit</u></b>								
<b>2003</b>	<b>31.5</b>	<b>11.4</b>	<b>3.6</b>	<b>2.3</b>	<b>(6.8)</b>	<b>1.3</b>	<b>(1.6)</b>	<b>41.7</b>
<b>Organic</b>	<b>3.7</b>	<b>1.2</b>	<b>4.1</b>	<b>1.0</b>	<b>0.3</b>	<b>(0.3)</b>	<b>(1.1)</b>	<b>8.9</b>
<b>Acquisition</b>	<b>0.2</b>	<b>0.3</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.5</b>
<b>Disposal</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.1</b>	<b>3.5</b>	<b>(0.1)</b>	<b>-</b>	<b>3.5</b>
<b>Currency</b>	<b>(1.2)</b>	<b>(0.5)</b>	<b>(0.7)</b>	<b>(0.1)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(2.5)</b>
<b>2004</b>	<b>34.2</b>	<b>12.4</b>	<b>7.0</b>	<b>3.3</b>	<b>(3.0)</b>	<b>0.9</b>	<b>(2.7)</b>	<b>52.1</b>
<b><u>% on Sales</u></b>								
<b>2004</b>	<b>11.1%</b>	<b>18.9%</b>	<b>21.8%</b>	<b>17.0%</b>	<b>(15.5)%</b>	<b>7.7%</b>		<b>11.4%</b>
<b>2003</b>	<b>10.4%</b>	<b>18.6%</b>	<b>13.0%</b>	<b>12.5%</b>	<b>(26.2)%</b>	<b>10.2%</b>		<b>9.3%</b>

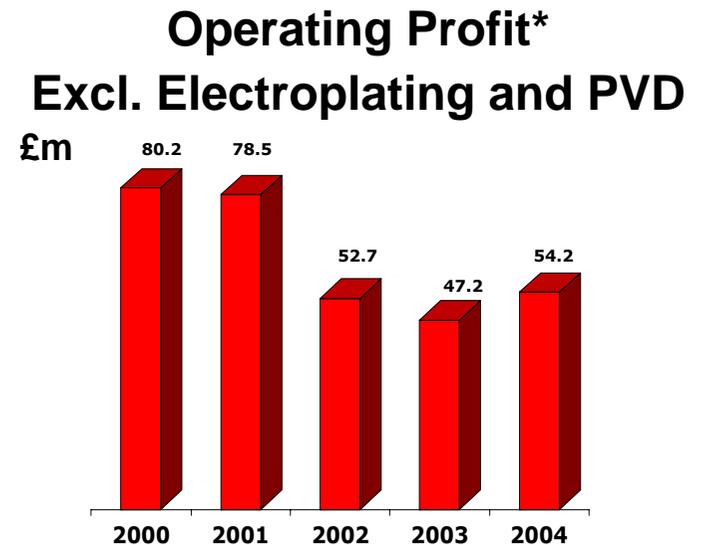
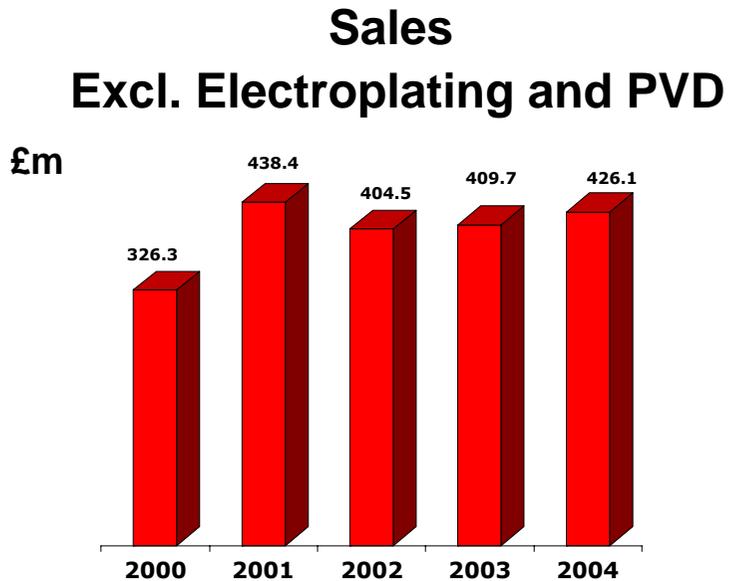
# Acquisitions, Capital Expenditure & Depreciation



# Financial Highlights



\* Pre Exceptional items and goodwill

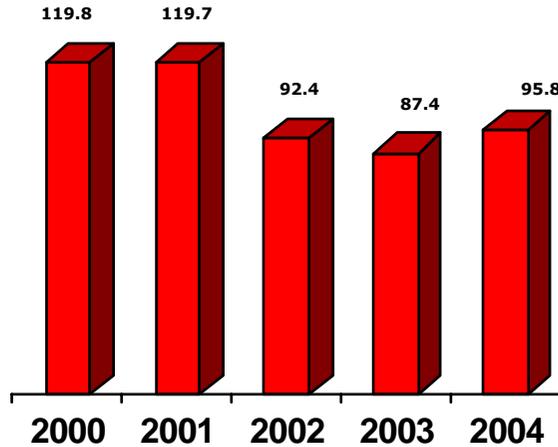


\* Pre Exceptional items and goodwill

# Financial Highlights

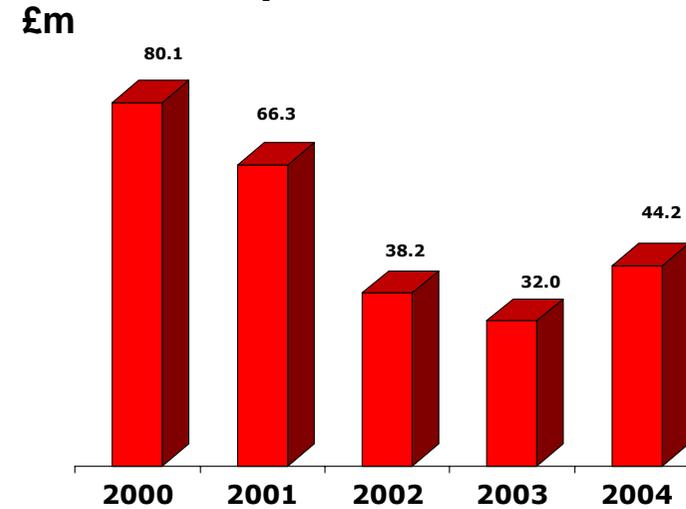


## EBITDA\*



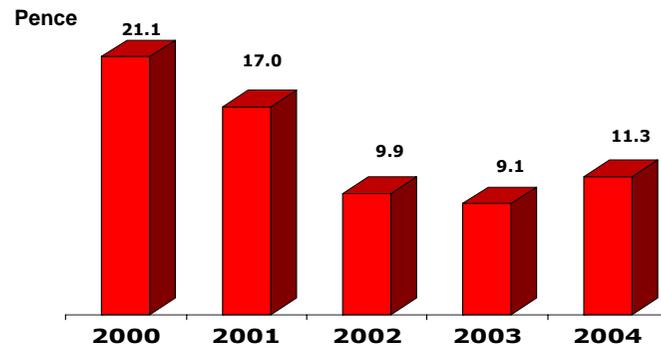
\* Pre Exceptional items and goodwill

## Group Profit Before Tax\*



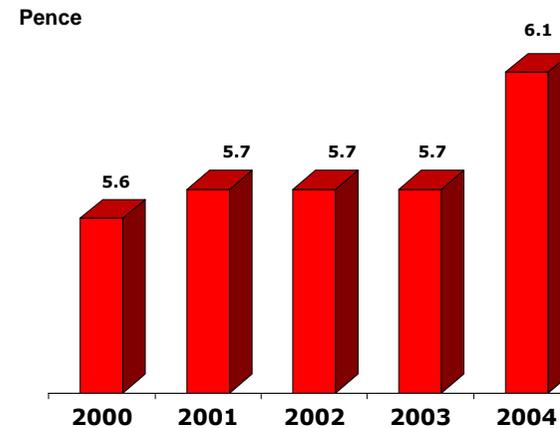
\* Pre Exceptional items and goodwill

## Headline Earnings Per Share\*



\* Pre Exceptional/ goodwill and restated for rights issue

## Dividend Per Share\*

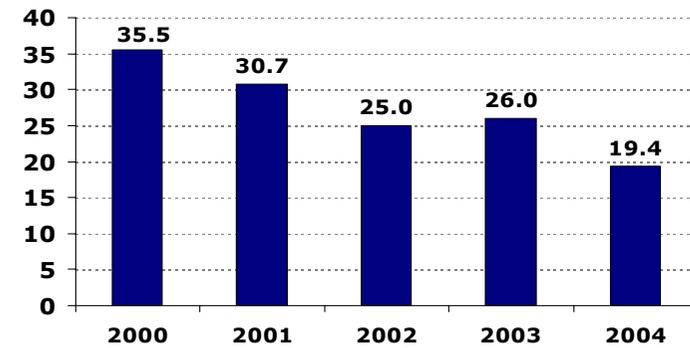


\* As restated for the 1 for 4 rights issue in March 2004

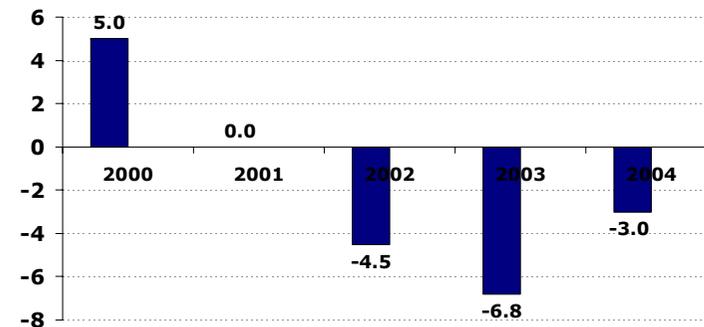
# Electroplating

- 16 of 17 plants sold/under offer/closed
- £30m charge in 2003  
£7.4m in H1 2004  
£1.9m net proceeds
- Earnings enhancing
- Eliminates cash drain
- Focuses management on core business

Revenue (£ m)



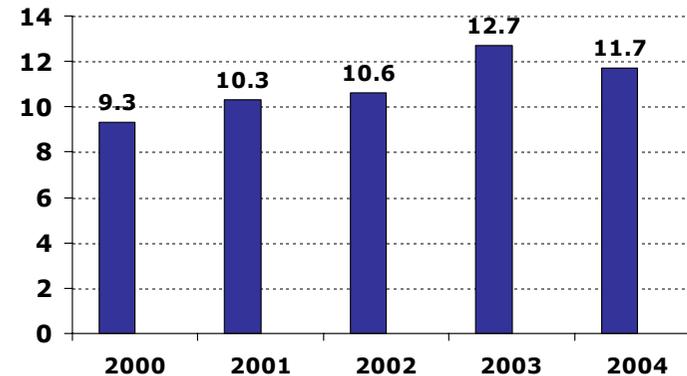
Operating Profit (£ m)



## IonBond

- 20% equity
- £53.2m proforma 04 sales
- 30 locations
- 12 countries
- R&D capabilities
- Inter linked marketing
- More acquisitions

Revenue (£ m)



Operating Profit (£ m)

