

Electronic Security Capability Site Visit

November 2004



 **Initial**
Electronic
Security



Clive Ward

Sector Managing Director

Notes:



- **Key purpose of today is to demonstrate our capability in Electronic Security. Capability is our ability to take technology, tailor it using in-house resources and develop individual solutions.**
- **Capability is that special ingredient which sets us apart.**

Notes:



- Operations Overview
- RAM Demonstration
- Lunch & ARC Visit
- Systems Capability
- New Services
- Summary
- Questions & Answers

Notes:



- We'll not be discussing strategic or market-related issues today, nor will we be discussing trading or acquisition status ahead of the 10 month Trading Statement.

Notes:



- **Guarding is an important activity that interfaces with both electronic security elements:**
 - **Alarm – response**
 - **Integrated Systems – on-site relationship**

Notes:



Interim Results 2004

- Security is 24% of group turnover and 13% of operating profit.
- Globally, Electronic Security accounts for 42% of Security turnover and 77% of operating profits.
- Our UK Security operations account for 44% of Security turnover, and 63% of operating profit.

Notes:



Clive Hayton

Area Managing Director

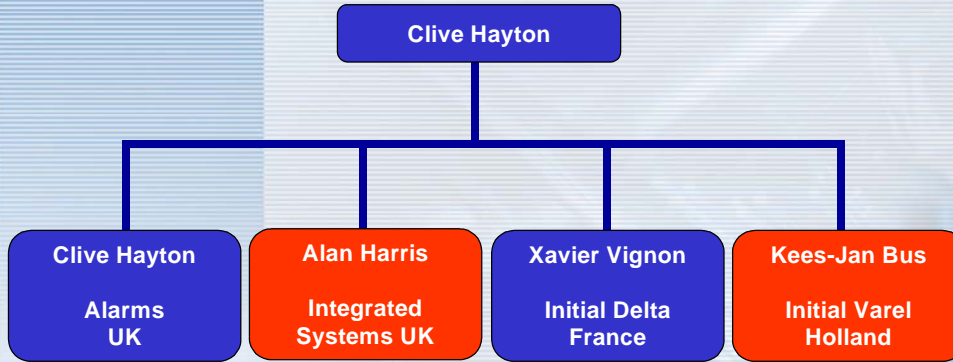
Notes:

Clive Hayton

- Joined the Shorrock business then owned by BET 1st January 1988
- Marketing Director
- General Manager: Shorrock Communications
- Managing Director: Integrated Systems UK
- Managing Director: Alarms Business UK
- Area Managing Director: UK, France and Holland



Notes:



Notes:

- Electronic Security Strategy
- Acquisitions
- Spread of Best Practice
- Leverage our competitive advantages in the UK

Notes:

- Circa £100M sales (2003)
- No. 2 in UK
- 44 branches
- 1200 staff
- 2 ARCs
- 100,000 connections
- Fire, Access, Intruder, CCTV
- Installation contracts range £2 - £100K.
- Installation, Maintenance and Monitoring
- Blackburn HQ



Notes:

- £45M sales (2003)
- No. 1 in UK for Systems
- 300 staff
- Integrated Systems
- Installation value range £100K - £1M+
- Design, Installation, Maintenance
- High Technology
- Software base
- International Reach: Europe, Africa, USA
- Blackburn HQ



Notes:

- National Accounts
- Purchasing
- Health and Safety
- Quality
- Drawing Office
- Assembly
- Stores
- Test
- Development



Notes:

VAREL (HOLLAND)

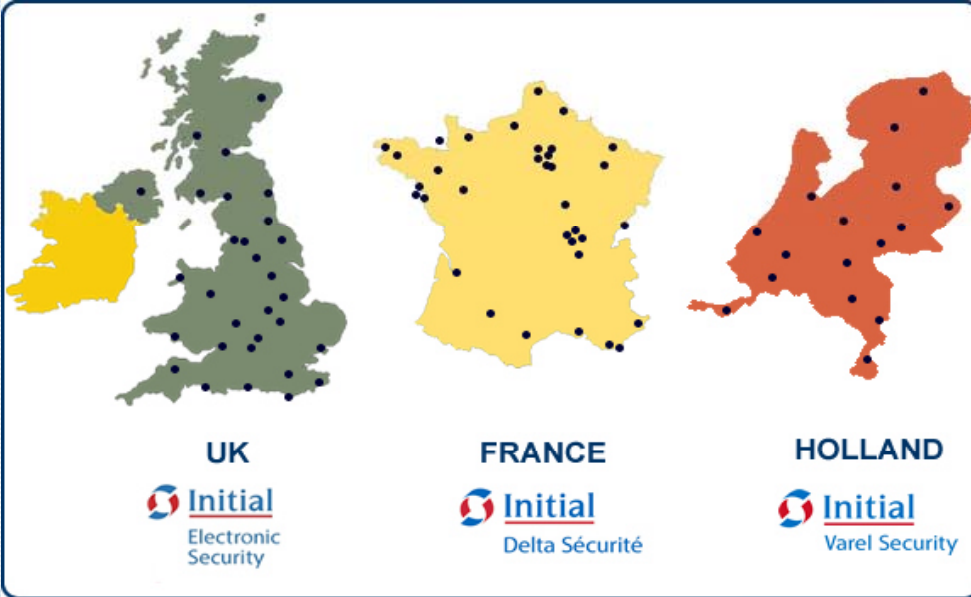
- Circa £50M sales (2003)
- No. 1 in Holland
- 17 branches
- 850 staff
- 2 ARCs
- 35,000 connections
- Fire, Access, Intruder
- Installation values range: £3 - £100K
- Small Systems division
- Amsterdam HQ

Notes:

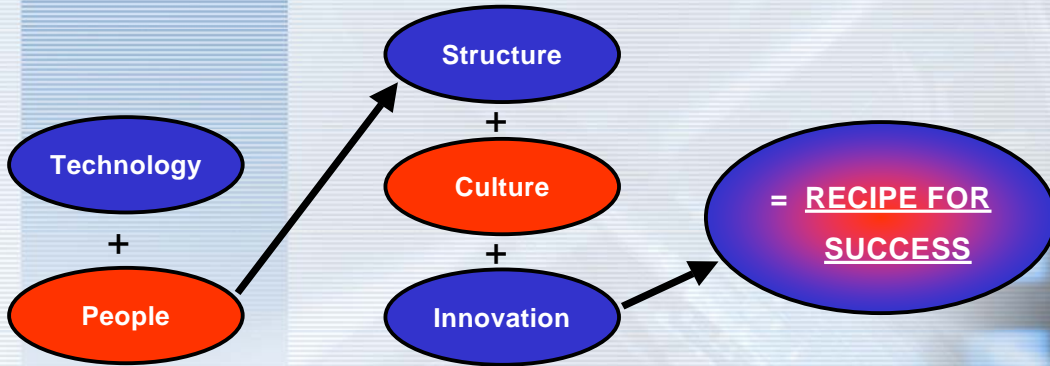
DELTA (FRANCE)

- Circa £40M sales (2003)
- No. 5 in France
- 25 branches
- 500 staff
- 3 ARCs
- 20,000 connections
- Fire, Access, Intruder
- Installation values range: £1 - £75K
- Systems division – Lyons/Paris
- Lyons HQ

Notes:



Notes:



Notes:

- Major differentiator:
 - Proprietary software for our Systems and ARC business
 - In house software engineering and IT teams
 - Tailored offering as in Systems and ARC
 - Independent capability
 - Speed of response

Notes:

- Engineering driven
- Develop our own people
- Training Centre accredited to issue NVQ level 3 qualifications
- Low churn of staff
- Uniform standards
- High skills base
- Long service key people

Notes:

STRUCTURE

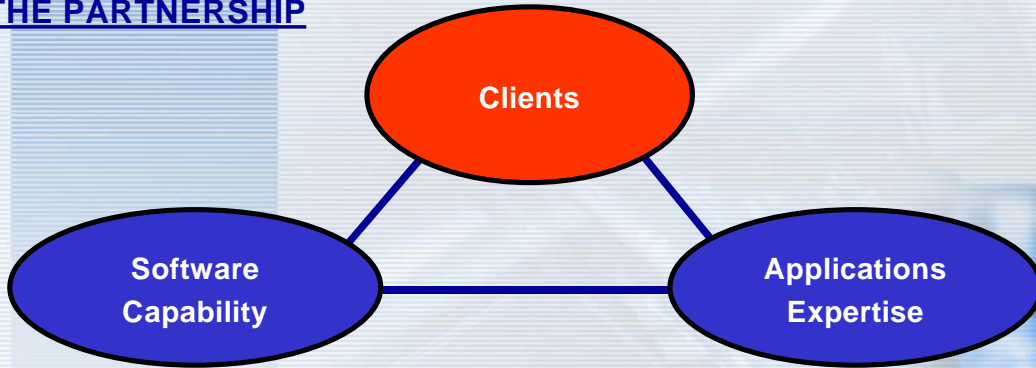
- Large number of local branches
- Strong local links to business and local authorities
- Shorter travel times
- High team cohesion
- High contract density

Notes:

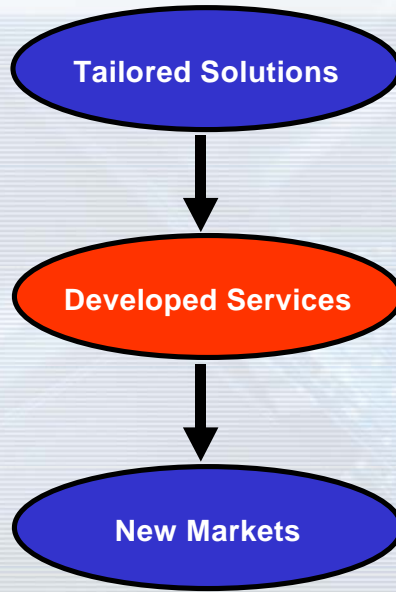
- Commitment, dedication and passion
- Stable senior management team and branch managers
- People really care

Notes:

THE PARTNERSHIP



Notes:



Notes:

ARC Alarm Receiving Centre

RAM Remote Alarm Management

Notes: