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# Babcock International Group PLC

## Half year results for six months ended 30 September 2008



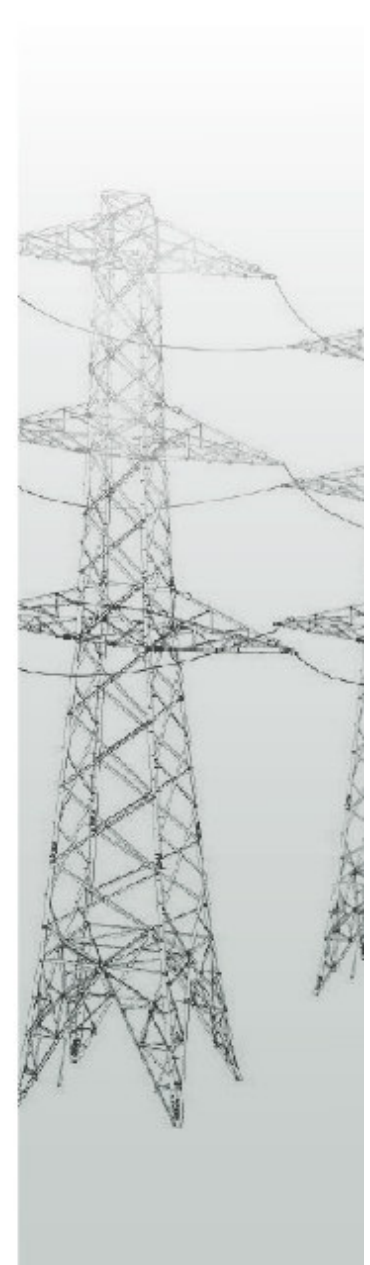
- The largest facilities management support provider to the MoD*
- The largest support provider to the Royal Navy*
- The largest track contractor for Network Rail*
- One of the largest nuclear engineering resources in the UK*
- The largest engineering support services company in South Africa*
- One of only three major players in the UK transmission sector*

# First half highlights



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- Strong growth trend continues
  - revenue + 40%, operating profit\* + 32%, pbt\* + 33%
- Double digit organic growth
  - revenue + 15%, operating profit + 10%
- High level of cash generation
  - cash from operations £86.9m, conversion rate 132%
- Benefiting from leading market positions in robust markets
- £5.2bn order book underpins long term security of revenues
- Delivering value for shareholders
  - 29% increase in underlying eps
  - 21% increase in interim dividend to 4p



\* Before amortisation of acquired intangibles and exceptional items – continuing businesses



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# Financial results

for the six months to 30 September 2008



Bill Tame  
Group Finance Director

# Income statement



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	H1 2008/09 £m	H1 2007/08 £m	Change	FY 2007/08 £m
Revenue	<b>940.6</b>	672.6	+ 40%	1555.9
Operating profit*	<b>72.5</b>	55.0	+ 32 %	121.1
<i>Margin</i>	<b>7.7%</b>	8.2%	-	7.8%
Joint ventures	-	0.3	-	-
Net finance cost	<b>(14.7)</b>	(11.7)	-	(25.6)
Profit before tax*	<b>57.8</b>	43.6	+ 33%	95.5

\* Before amortisation of acquired intangibles and exceptional items – continuing businesses

# Income statement cont



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	H1 2008/09 £m	H1 2007/08 £m	Change	FY 2007/08 £m
Profit before tax*	<b>57.8</b>	43.6	+ 33%	95.5
Tax	<b>(11.0)</b>	(7.9)	-	(18.2)
<i>Effective tax rate**</i>	<b>19%</b>	19%	-	19%
Profit after tax*	<b>46.8</b>	35.7	+ 31%	77.3
Amortisation of acquired intangibles and exceptionals (net of tax)	<b>(4.9)</b>	(3.2)	-	(7.6)
Continuing profit after tax	<b>41.9</b>	32.5	+ 29%	
EPS*	<b>20.08p</b>	15.55p	+ 29%	33.40p
Discontinued businesses (net of tax)	<b>(13.3)</b>	-	-	-
Profit for the period	<b>28.6</b>	32.5	- 12%	69.7

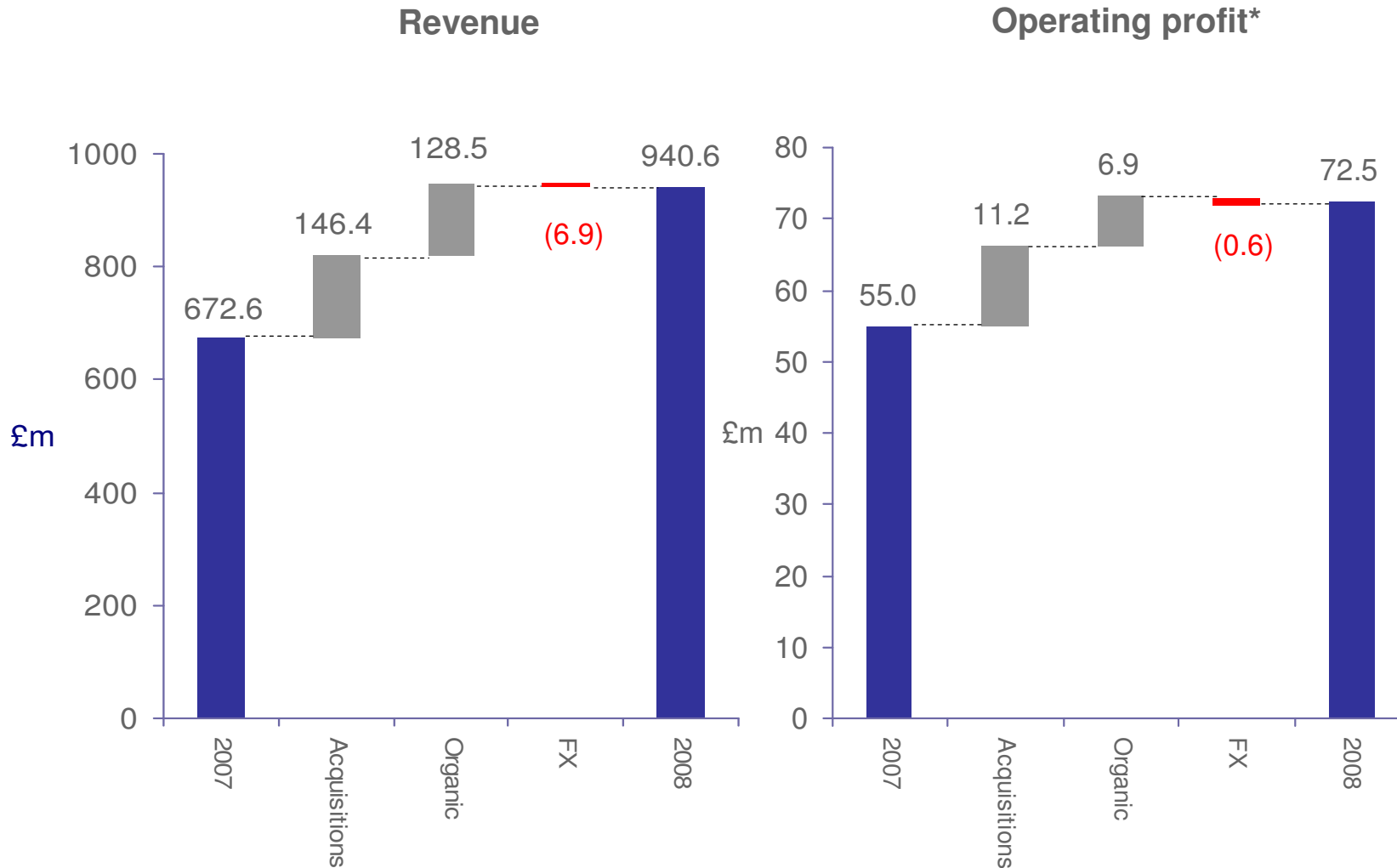
\* Before amortisation of acquired intangibles and exceptional items – continuing businesses

\*\* Tax rate before prior year and non-recurring tax adjustments

# Bridging analysis



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\* Before amortisation of acquired intangibles and exceptional items

\*\* Acquisitions includes the effects of current and prior year acquisitions, organic growth rates based on 2007 restated

# Segmental analysis



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	Revenue			Operating profit*			Operating return on revenue	
	H1 2008/09 £m	H1 2007/08 £m	Change	H1 2008/09 £m	H1 2007/08 £m	Change	H1 2008/09	H1 2007/08
Marine	<b>432.4</b>	236.7	+ 83%	<b>42.2</b>	29.1	+ 45%	<b>9.8%</b>	12.3%
Defence	<b>152.6</b>	138.6	+ 10%	<b>14.1</b>	13.5	+ 4%	<b>9.2%</b>	9.7%
Rail	<b>113.7</b>	98.6	+ 15%	<b>(4.7)</b>	(2.7)	- 74%	<b>- 4.1%</b>	- 2.7%
Nuclear	<b>54.4</b>	36.3	+ 50%	<b>6.7</b>	3.3	+ 103%	<b>12.3%</b>	9.1%
Networks	<b>65.1</b>	54.4	+ 20%	<b>4.4</b>	5.4	- 19%	<b>6.8%</b>	9.9%
Eng & Plant	<b>122.4</b>	108.0	+ 13%	<b>11.0</b>	8.4	+ 31%	<b>9.0%</b>	7.8%
Unallocated	-	-	-	<b>(1.2)</b>	(2.0)			
<b>Total</b>	<b>940.6</b>	672.6	+ 40%	<b>72.5</b>	55.0	+ 32%	<b>7.7%</b>	8.2%

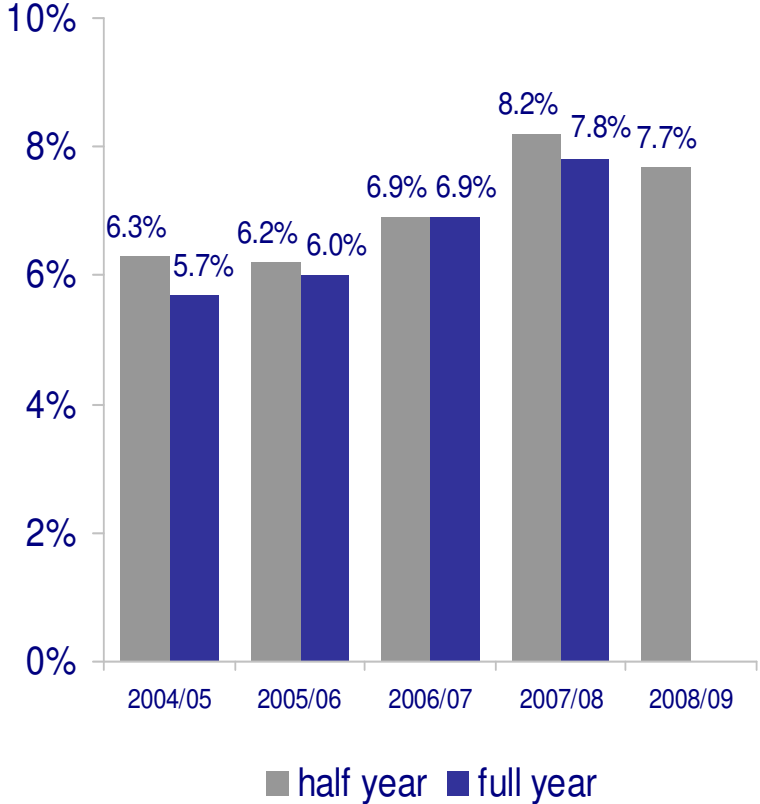
\* Before amortisation of acquired intangibles and exceptional items

# Operating return on revenue\*

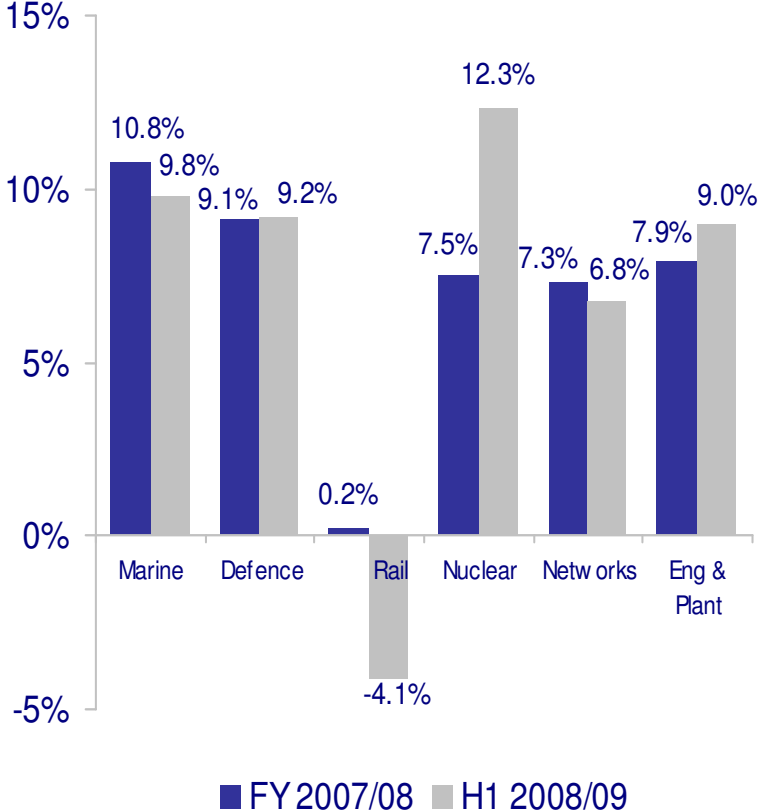


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**Group**



**Segmental**



\* Before amortisation of acquired intangibles and exceptional items



# Cash flow



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	H1 2008/09 £m	H1 2007/08 £m	FY 2007/08 £m
Operating profit	65.6	50.6	110.2
Non cash items	16.8	13.1	29.5
Working capital	4.5	(10.2)	(20.5)
Cash from operations	86.9	53.5	119.2
Cash conversion	132%	106%	108%
Net capital expenditure	(3.3)	(3.3)	(8.6)
Interest	(14.8)	(7.0)	(20.3)
Tax	(5.4)	(5.6)	(9.5)
Free cash flow	63.4	37.6	80.8
Acquisitions/disposals	(96.0)	(373.2)	(384.5)
Dividends	(18.7)	(12.8)	(20.3)
Other	(0.5)	77.5	75.5
Net cash flow	(51.7)	(270.9)	(248.5)

# Defined benefit pensions – IAS19 position

## Impact on income statement



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- 2008/09 income statement
  - reflects a full six months of DML
  - is not affected by current market disruption
  - net full year charge £15.5m

Income statement	H1 2008/09	FY 2008/09 <i>Forecast</i>	FY 2007/08
	£m	£m	£m
Service cost	13.1	26.3	26.8
Expected return on assets	(63.7)	(127.1)	(115.1)
Interest on obligation	58.3	116.3	92.1
	(5.4)	(10.8)	(23.0)
<b>Net charge/(credit) to operating profit</b>	<b>7.7</b>	15.5	3.8

- 2009/10 income statement
  - H1 assumptions give charge of c £16m based on
    - FTSE 4900
    - discount rate 7.36%
    - inflation 3.4%
    - salary increases 4.4%
  - will be based on markets at 31 March 2009

### Sensitivities – net charge

	Rate	FTSE = 4900	FTSE = 4300	FTSE = 4000
Discount rate	7.26%	£17m	£22m	£25m
Inflation	3.3%	£12m	£18m	£21m
Salary increases	4.3%	£12m	£18m	£20m

# Defined benefit pensions – IAS19 position

## Impact on balance sheet



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- Increased balance sheet protection from further bias to fixed interest investments and liability driven investment
- Decline in asset values more than offset by reduction in liabilities
- Future cash contributions will reduce
- Sensitivity to discount rate is significant but mark-to-market rules apply

<b>Balance Sheet</b>	<b>30 Sept 2008 £m</b>	30 Sept 2007 £m	31 March 2008 £m
Assets at market value	<b>1,880.9</b>	2,032.1	1,983.8
Liabilities	<b>(1,711.9)</b>	(1,923.5)	(1,841.6)
<b>Surplus/(deficit)</b>	<b>169.0</b>	108.6	142.2
<b>Cash contributions</b>	<b>22.3</b>	10.8	30.8

### Sensitivities – surplus

	<b>Rate</b>	FTSE = 4900	FTSE = 4300	FTSE = 4000
Discount rate	7.26%	£142m	£64m	£24m
Inflation	3.3%	£195m	£117m	£78m
Salary increases	4.3%	£191m	£113m	£73m

# Defined benefit pensions – IAS19 position

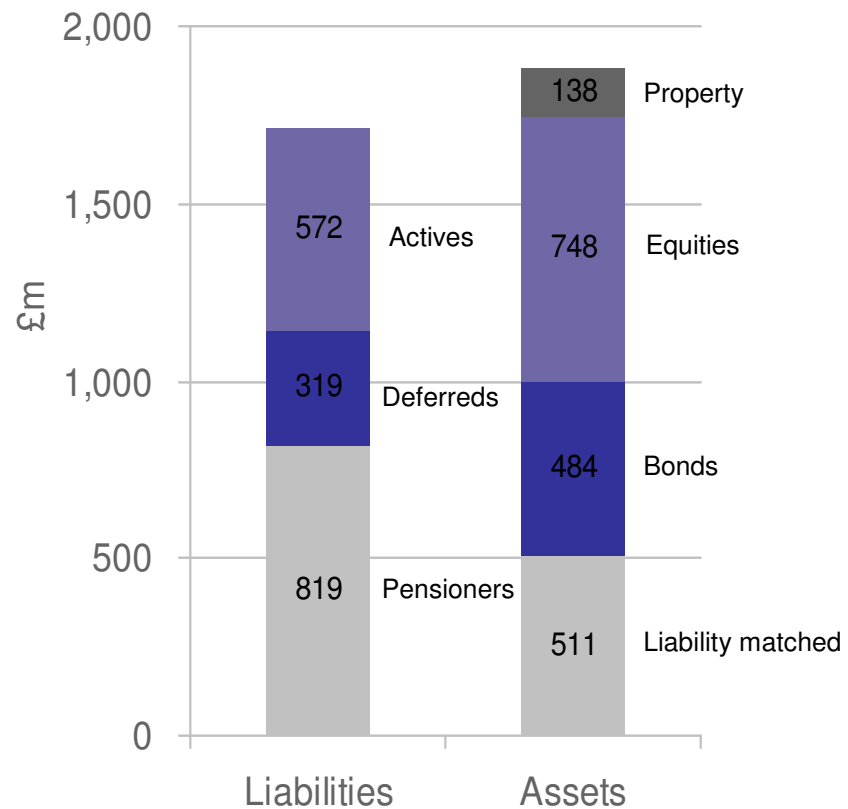
## Managing pension plans



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- Progressive movement towards liability matched asset portfolio
- Bulk buy-out proposed of c £300m of pensioner liabilities
- Longevity, inflation and interest rate risk on remaining £500m to be eliminated via hedging instruments

### Matching of assets and liabilities



# Funding



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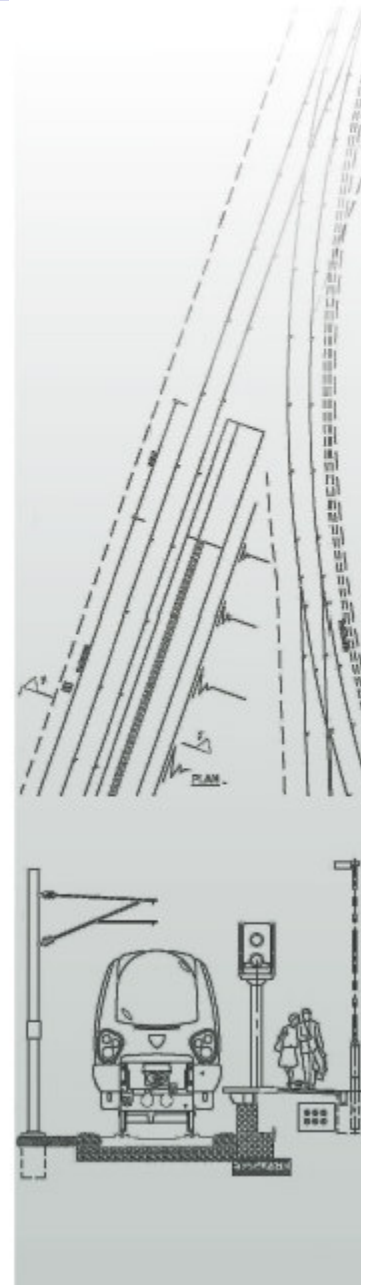
• Period end net debt	£373.9m
• Facilities (ex overdrafts - £20m)	£600.0m
• Term of facility - 5 years from June 2007	
• Net debt to ebitda (annualised) ratio	2.2 x
• Interest cover	5.8 x
• Free cashflow less dividends	
07/08 full year	£60.5m
08/09 half year	£44.7m

# Financial summary



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- Growth in operating profit 32% £72.5m
- eps increased 29% 20.08p
- Dividend increased 21% 4.0p
- Cash conversion rate 132%
- Funding position good
  - no refinancing required until 2012





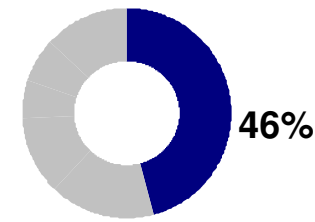
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# Operational Review



Peter Rogers  
Chief Executive

# Marine



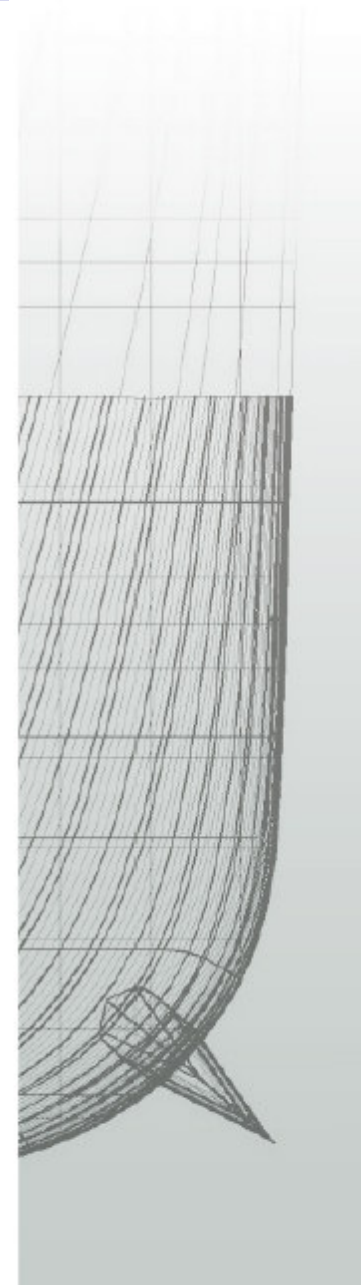
% Group revenue



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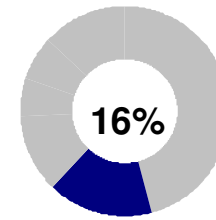
Revenue **£432.4m** Operating profit **£42.2m** Operating margin **9.8%**  
+ 83% + 45%

- Excellent first half – stable operating margins
- Strong organic growth
- ToBA progressing well
  - forecast synergies £14m by 2011
  - Process Commitment Document signed October
  - final signature expected summer 2009
  - no delays to contracts or synergies
- CVF progressing as planned
- Steady stream of refit and maintenance work for surface fleet and submarines
- Major role in UK future defence projects from concept stage
- Canadian contract moving to full operational support
  - further overseas opportunities being pursued
- Confident of continuing robust market conditions





# Defence



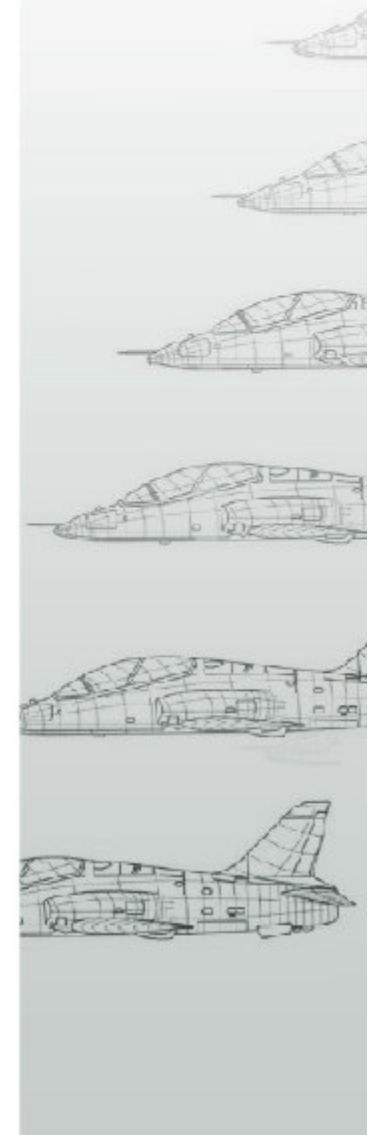
% Group revenue



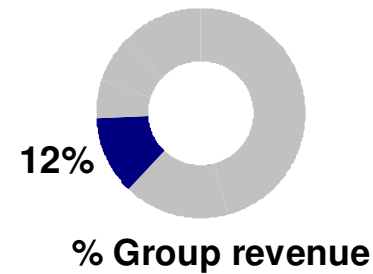
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Revenue **£152.6m** + 10%    Operating profit **£14.1m** + 4%    Operating margin **9.2%**

- Steady first half growth – stable operating margins
- RSME concluded
  - operational start January 2009
- Regional Prime contracts performing well
  - additional extension projects and contracts being secured
- Multi-activity and IOS contracts successful
- BSF – Hackney signature expected soon
- Airports operations very strong first half
  - increasing support to BAA at Heathrow
  - significant opportunities for growth
- Markets remain resilient



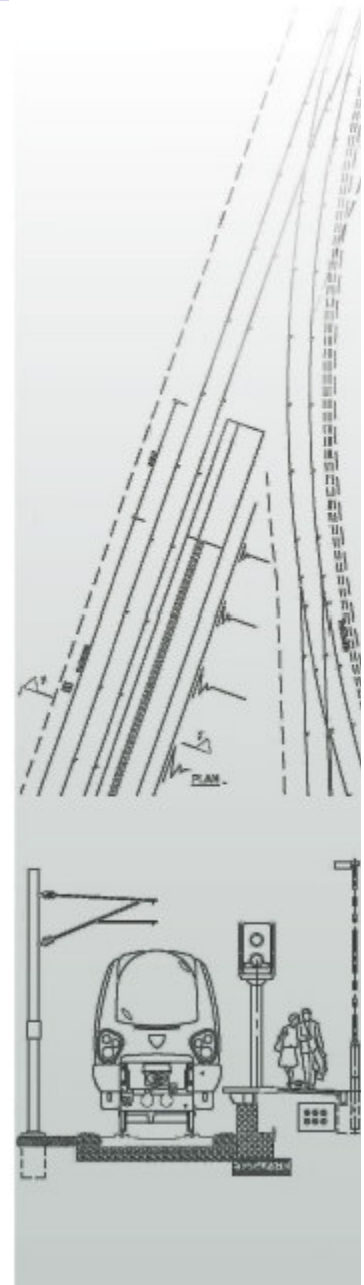
# Rail



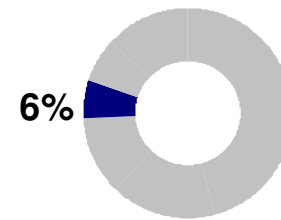
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Revenue **£113.7m** Operating profit **£(4.7)m** Operating margin **- 4.1%**  
**+ 15%**

- H1 damaged by projects business
  - now withdrawn from new bids for multi-disciplinary projects
  - close management of project run outs
- Track and signalling framework contracts providing steady flow of work – all profitable
  - management actions delivering business improvements
  - margins improving as planned
- Technical performance excellent
- Confident that actions taken to date will deliver acceptable levels of return
- Regulator's proposed settlement provides growth
- Additional frameworks being bid in both track and signalling
  - track enhancements and Type F signalling



# Nuclear



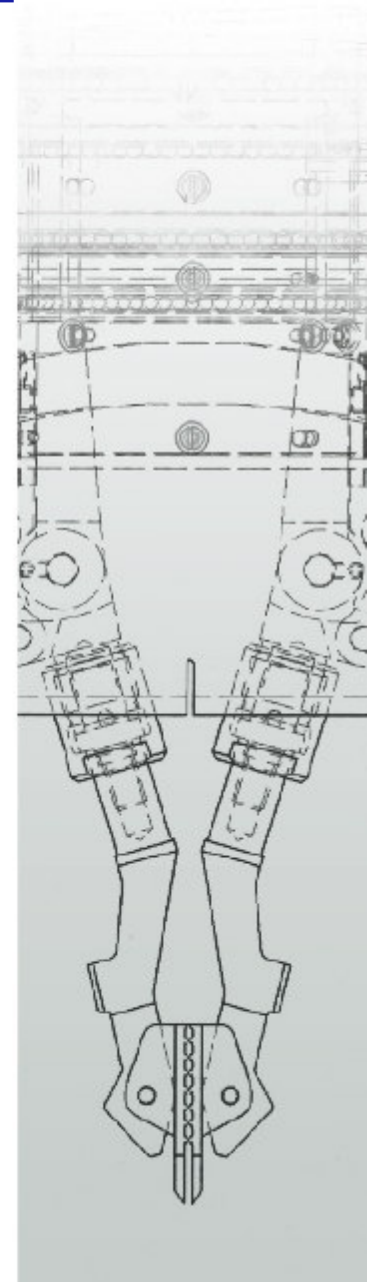
% Group revenue



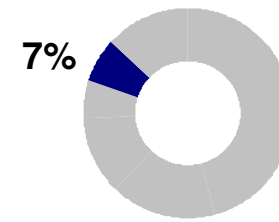
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Revenue **£54.4m** Operating profit **£6.7m** Operating margin **12.3%**  
**+ 50%** **+ 103%**

- Very strong first half – excellent margins
- BNS Nuclear Services achieved significant market presence
  - Strachan & Henshaw and INS fully integrated
- Operational support markets remain solid
  - increased demand from life extension projects
- Decommissioning market subdued
  - still waiting for confirmation of activities from NDA
  - already active at Sellafield and Dounreay
  - expertise and scale will ensure we benefit as market develops
- New build market moving forward
  - positive discussions with designers



# Networks



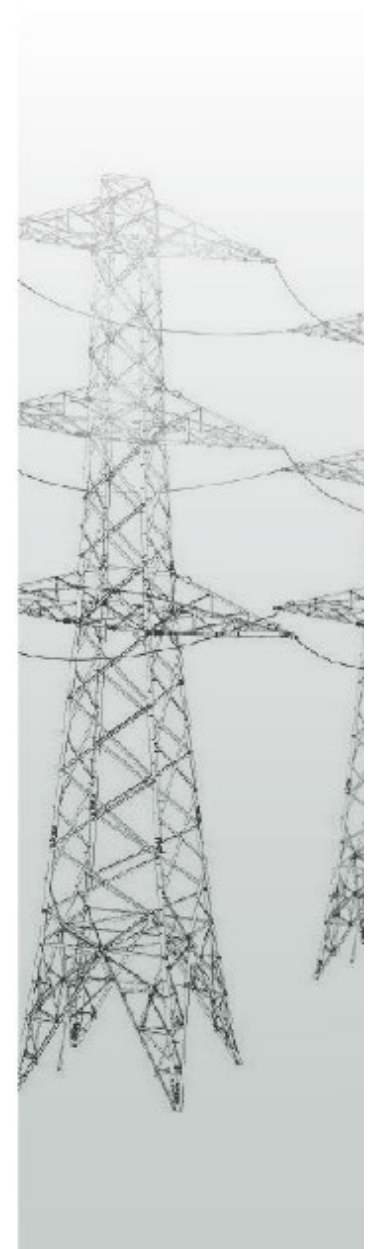
% Group revenue



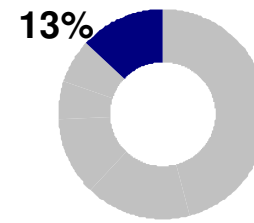
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Revenue **£65.1m** Operating profit **£4.4m** Operating margin **6.8%**  
+ 20% - 19%

- Alliance contracts continue to deliver good flow of work for Transmission business
  - greater long term visibility and increased revenues offset reduced margin
- Margin also held back by initial Irish costs
- Further design resource secured in Bulgaria
- Secure flow of work from Digital Switchover programme
- Pursuing new opportunities within both fixed and mobile telecoms market
- Current market growth levels will increase when new generation capacity build starts and telecoms network owners start network sharing



# Engineering and Plant



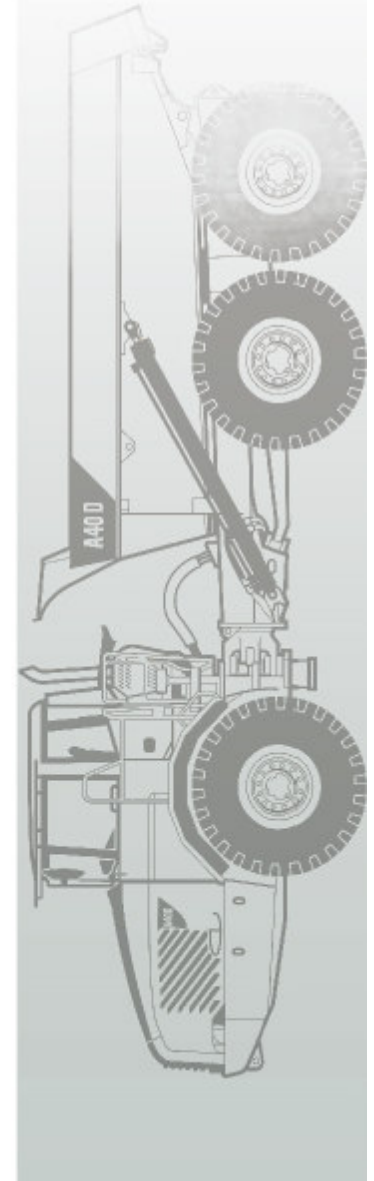
% Group revenue



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Revenue **£122.4m** + 13%    Operating profit **£11.0m** + 31%    Operating margin **9.0%**

- Very strong first half
- Government commitment to improving electricity supply and infrastructures unaffected by global economic situation
- Demand increasing for power generation support
  - outage maintenance will increase in summer months
- Power shortages affecting major industrial customers
  - generator order book reaches record level
- Powerlines order book very strong
- Demand for coal to sustain domestic power generation supporting high demand for Volvo construction equipment
- MACK truck franchise under negotiation
- Significant market opportunities available
  - managing resource carefully

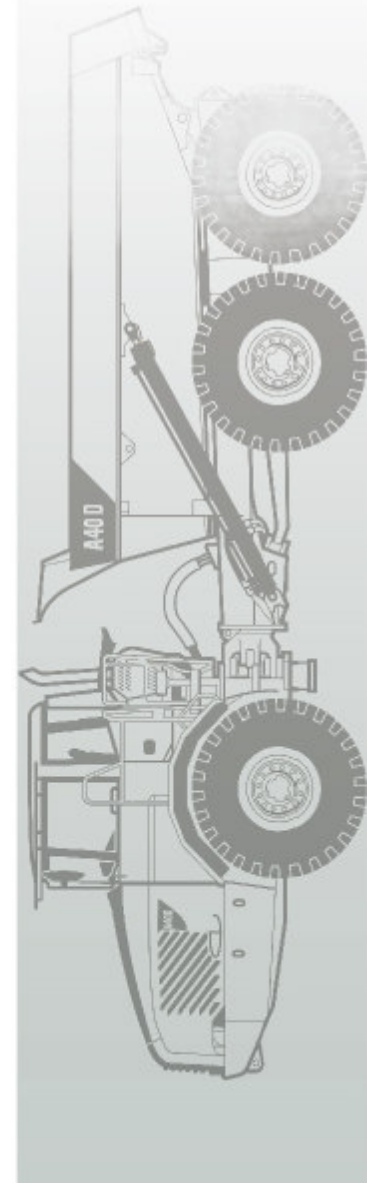


# Order book



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- Major long term contracts increased order book to over £5bn
  - CVF £675m through to 2016
  - VISSC £125m through to 2013
    - opportunity to extend for another 10 years
  - RSME £1.5bn through to 2038
- H2 contracts expected
  - Hackney Building Schools for the Future – 10 yrs £80m
  - HMS Vigilant – 3 yrs £350m
  - Jackals £35m
  - WSMI Devonport – 4 yrs £550m
- Bid pipeline remains healthy
  - bidding opportunities of over £3bn

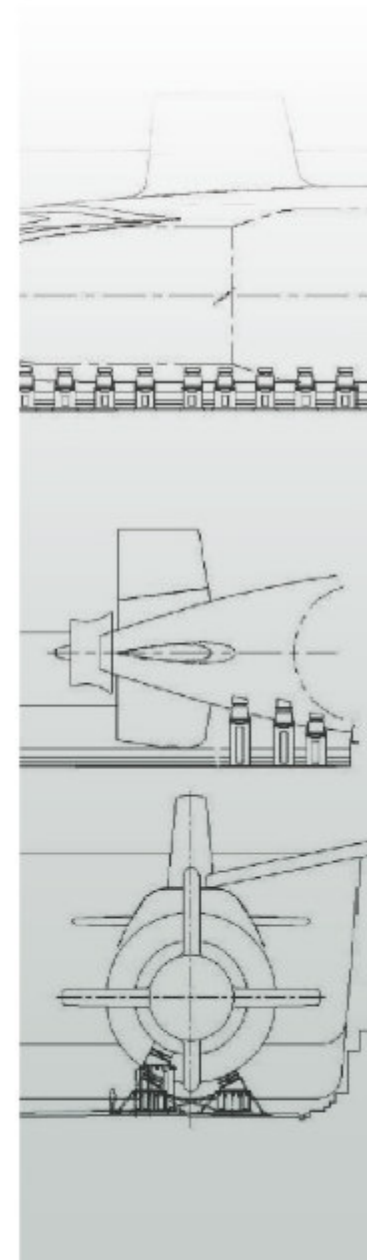


# Outlook



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- Markets remain attractive with good long term growth prospects
- Trading remains strong
- Order book strengthened by major contract wins
  - good long term visibility
- We remain confident that this will be another year of excellent progress for the Group





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# Questions





# Babcock International Group PLC



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*The largest facilities management support provider to the MoD*

*The largest support provider to the Royal Navy*

*The largest track contractor for Network Rail*

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