

# **babcock**<sup>TM</sup>



## **Aviation sector overview**

**Roger Hardy, Chief Executive Aviation**

**9<sup>th</sup> October 2018**

Marine

Land

Aviation

Nuclear

[www.babcockinternational.com](http://www.babcockinternational.com)



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# In Aviation we focus on three things...

- **We save lives...** with our aerial emergency medical services, and search and rescue
- **We protect communities...** with our fire fighting operations and civil protection
- **We support the defence of our nations...** by supporting armed forces in the UK and overseas



**Growth driver for Babcock**

# Aviation financials

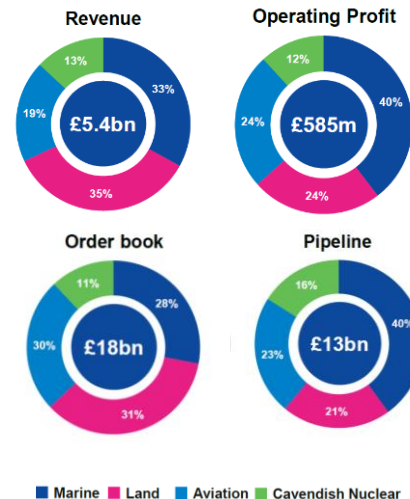
## FY18 Sector figures:

Revenue	£1,022.1m
Operating profit	£144.3m
Return on revenue	14.1%
International	60%

## Addressable markets:

- £3bn emergency services
  - £2bn aerial Emergency Medical Services
  - £1bn aerial Fire Fighting
- £3bn defence
  - £0.7bn UK
  - £2.3bn Europe
- Plus £1.5bn aggressor air

## FY18 Sector contribution



# Aviation sector was formed in April 2017



Bringing **UK Military expertise** to European markets

Bringing **helicopter expertise** to UK & European Military

# Three businesses operating across two core Babcock markets



## Emergency Services



Emergency Medical Services



Firefighting



Search and Rescue

## Defence



UK Military Air



European Military Air

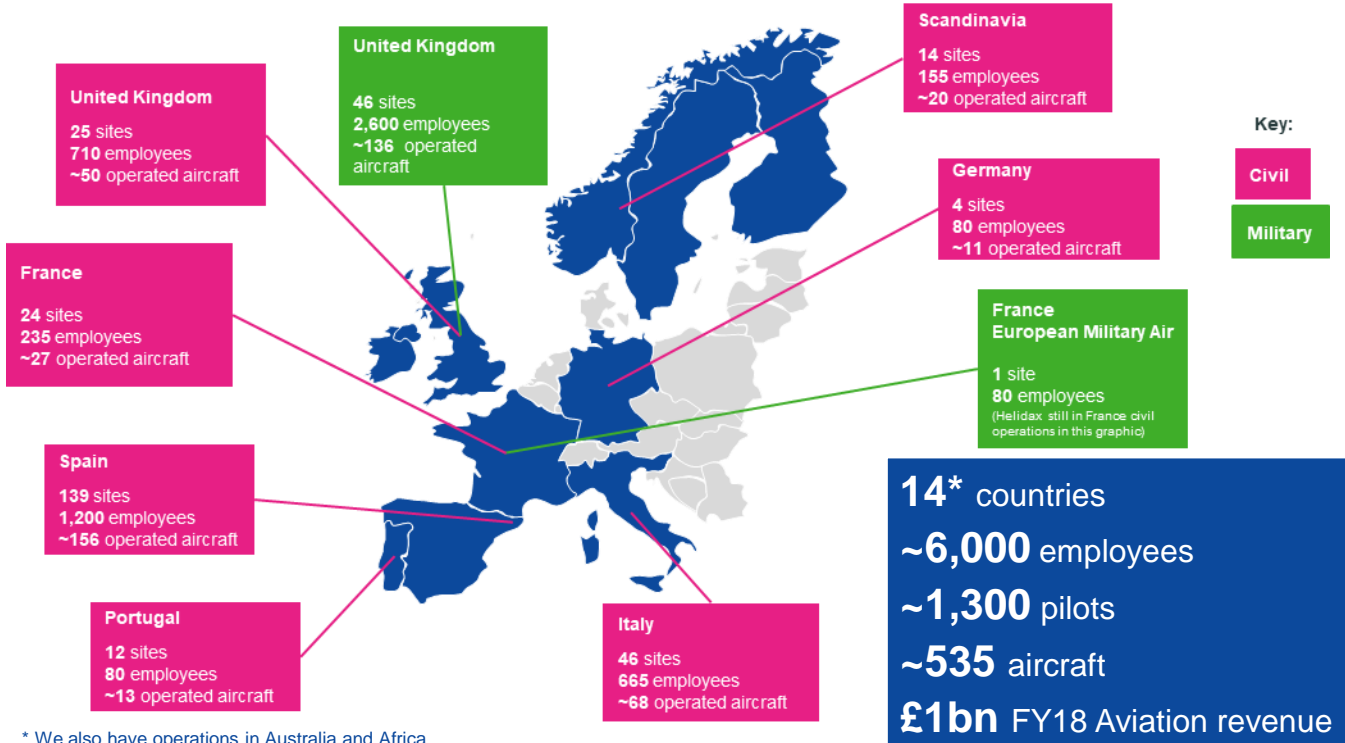
## Oil & Gas

Reshaping for maximum efficiency and improved performance

# Our strengths



# One of the largest fleets in Europe



\* We also have operations in Australia and Africa



# Technology supports our strategy

## Strategic Projects



**Design & Completions development**



**Unmanned capability and datalinks**



**H160 design phase expert input**



**Digitised fleet management**

## Operational Initiatives



**Wire avoidance**



**Wearable technology**



**Patient telemetry**



**Real time operations control**

## Horizon Scanning



**Tiltrotor**



**Hybrid-Electric propulsion**



**Training effects simulation**

# Babcock competitors rarely overlap



## Emergency Medical Services



Compagnie aérienne d'hélicoptères

## UK Military Air



We Deliver
  
  
  
  
INSPIRED WORK

## Fire Fighting



AERIAL FIRE FIGHTING

## European Military Air



# Our primary focus is health and safety

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# 5-year vision



**In five years we aim to be leaders in:**

**Aerial Emergency Medical Services**

**Aerial Firefighting systems**

**Military aviation training**

**Aviation support partner for the Armed Forces**

**Aviation operational training partner**

# 5-year vision: aerial emergency medical services market leader

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EMS is a very large global market. It is a complex and critical service, funded mainly by governments, and it is growing



Modular medical suites



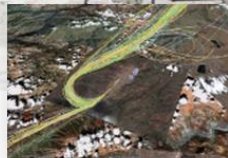
Real-time telemetry



Fixed and rotary wing



Babcock medical staff



Performance Based Navigation



24/7 Operations

# 5-year vision: leading aerial firefighting system operator



Wildfires are becoming a serious global issue, increasing in frequency and ferocity annually, with seasonal patterns affecting different regions throughout the year

Night firefighting

Monitoring

Live Command Streaming

Fixed and rotary wing

Prediction & Analytics

Pylon avoidance

# 5-year vision: leader in defence training and maintenance, repair, overhaul



Over 1,000 employees, supporting a full end-to-end offering, including the provision of Babcock pilot trainers, operation and management of aircraft fleets

Key provider of flight training to the three largest air forces in Europe, EMA will be a strategic partner, and customer, with a host of European OEMs, such as Leonardo, Airbus and Aero Vodochody

We will include aggressor air offering for customers across Europe

Through OEM partnerships, EMA will operate two strategic flight training schools, in both Eastern and Western Europe catering for home countries and providing world-class training for smaller air forces across Europe



# 5-year vision: primary support partner to all three UK armed forces





# 5-year vision: operational assurance training partner



Aggressor Air Defence

Live, Virtual, Constructive

Electronic Warfare

**We will leverage opportunities such as ASDOT with our wider expertise in flying training and managing defence training**

# Key Sector achievements



## Contractual achievements

- HADES – 17 sites providing technical services to the RAF. Successfully delivered c850 staff into Babcock
- Won Norway Fixed Wing Emergency Medical Services
- Renewed Italian firefighting contract for a further 7 years
- Signed renewal of significant Search and Rescue contract in Spain



Hades contract awarded for all 3 regions



*Captain Alberto Moran Tenorio, Spain Outstanding safety achievement award*

## Delivery achievements

- Sector delivered strong growth
- UKMFTS flying training started at RAF Cranwell
- FOMEDEC and Norway EMS mobilisations on track
- Played a crucial role in extinguishing fires across Europe

# Significant bidding and tracking pipeline, much of which is international



- UK – ASDOT
- Canada – significant and attractive opportunities in aerial emergency services and aviation defence
- Various European Air Forces, e.g. Italian Flying Training School



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