







# Smiths Group

**Meeting with investors and relationship banks**  
Wiesbaden, Wednesday 24 November 2004

**Presentation by:** Hans Linkenbach, President, Smiths Detection International



-  **1946** Prof. Dr. Heimann founds company “Heimann“ in Wiesbaden
-  **1970** Start of X-ray inspection systems business
-  **1978** Installation of first check-in counter system (CXS)
-  **1991** Installation of first container inspection system (CIS)
-  **1996** Installation of first explosives detection system (EDS)
-  **2002** Heimann joins Smiths Group plc, London\_

# Smiths Heimann Locations in Wiesbaden



## Nordenstadt – Siemensstraße

Total floor space: Approx. 16,000 sqm

Conventional Systems & Hand Carry Inspection Systems



## Nordenstadt – Borsigstraße

Total Floor Space: Approx. 9,000 sqm

Mobile & Cargo Inspection Systems



## Erbenheim – Im Herzen

Total ground 20.400 sqm, Used space: 16.700 sqm  
(inc. 7,000 sqm offices)

Automated Inspection Systems, generator production, R&D,  
Marketing & Sales, Project Management, other administration



# Worldwide Organisation

## Manufacturing centres

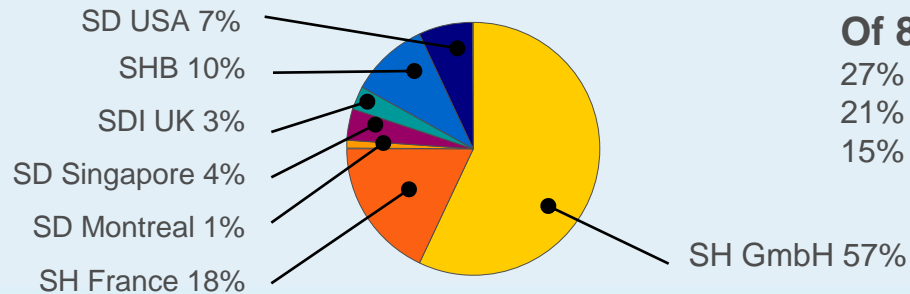
- Wiesbaden, Germany
- Paris, France
- Jena, Germany (Biometrics)
- Alcoa, Tennessee, USA (Product Inspection)

## Regional centres

- Watford, UK
- Montreal, Canada
- Asia Pacific, Singapore:
  - Offices in Indonesia, China, Australia, Thailand, India, New Zealand, Malaysia
- Moscow, Russia (liaison office)
- Las Vegas, Nevada, USA (Biometrics)



## Employee breakdown by location



## Of 834 employee total:

- 27% Production
- 21% Marketing & Sales
- 15% R&D

# Competence Centers in Germany, France and the US

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Wiesbaden (Germany)



Paris (France)



Product Inspection  
Alcoa, Tennessee (USA)



Biometrics  
Jena (Germany)

## Competencies

- X-ray systems for mail, parcels, luggage and freight inspection
  - Customized standard
  - Mobile
- Automatic X-ray inspection systems for explosives and narcotics detection
- Sales and Service Center

- Cargo Inspection Systems
  - Stationary
  - Relocatable
  - Mobile
- Sales and Service Center

- X-ray systems for product inspection
  - Foodstuffs
  - Other products

- Biometric Imaging Products
  - Fingerprints
  - Palm prints

## Security



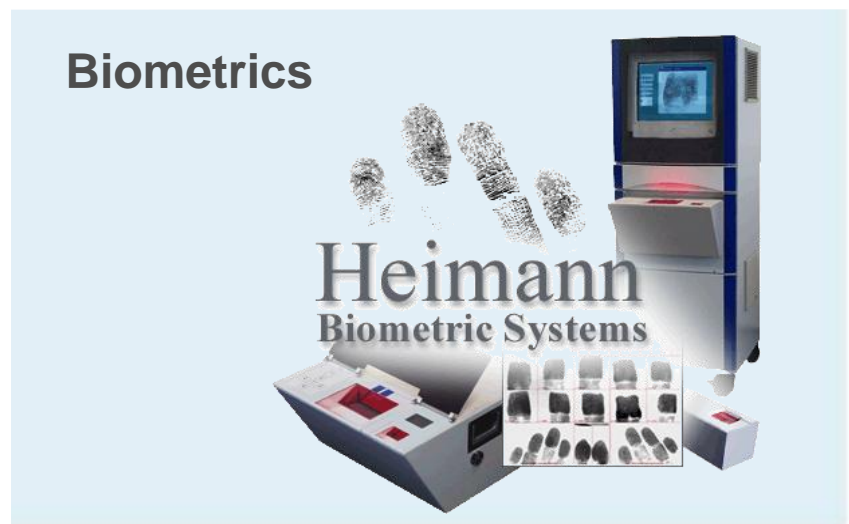
## Product Inspection



## Trace



## Biometrics



# HI- SCAN 6046si – New standard in X-ray imaging

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# Security - Conventional X-ray Systems (CXS)

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**3010  
Letters**



**6040si Hand Baggage**



**5030si  
Letters / Small Parcels**

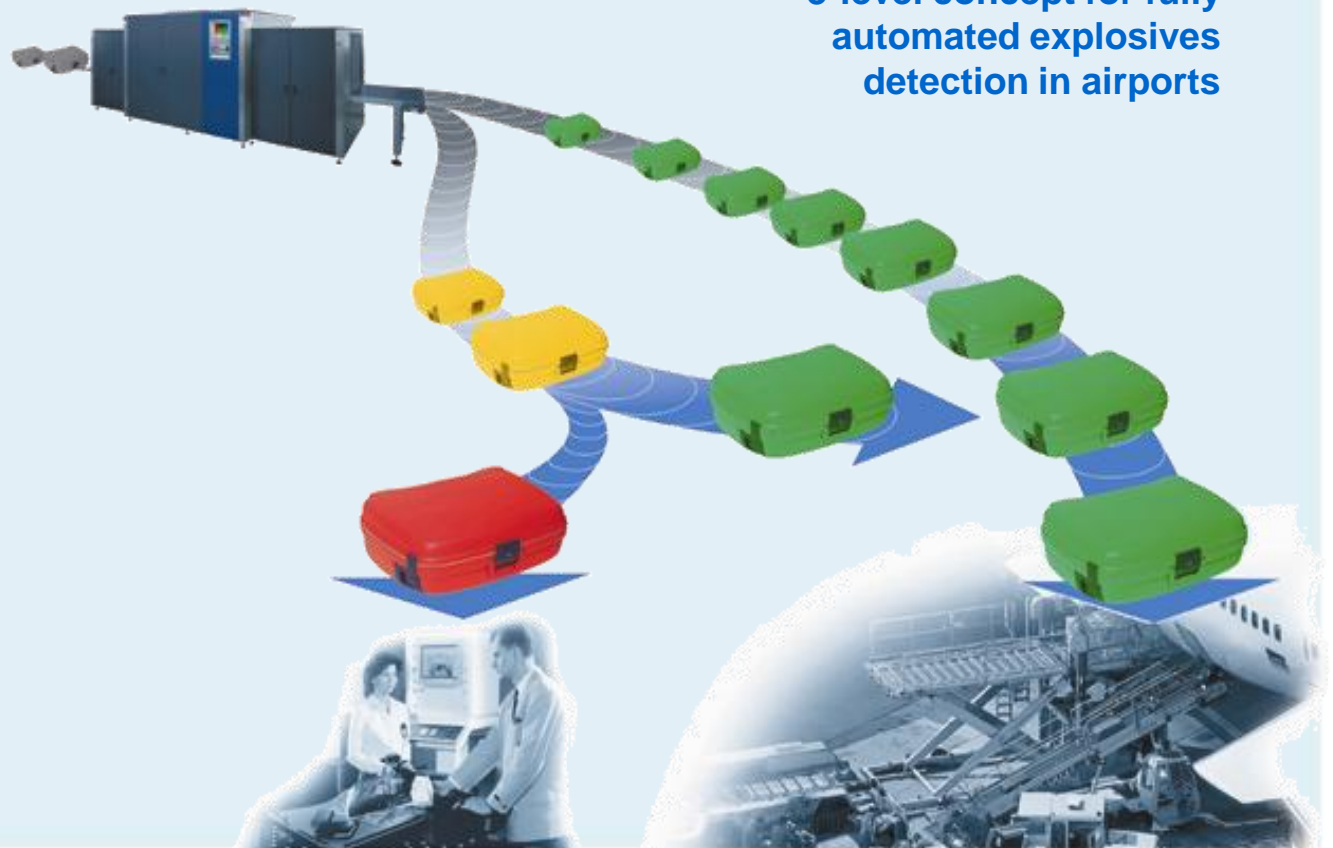


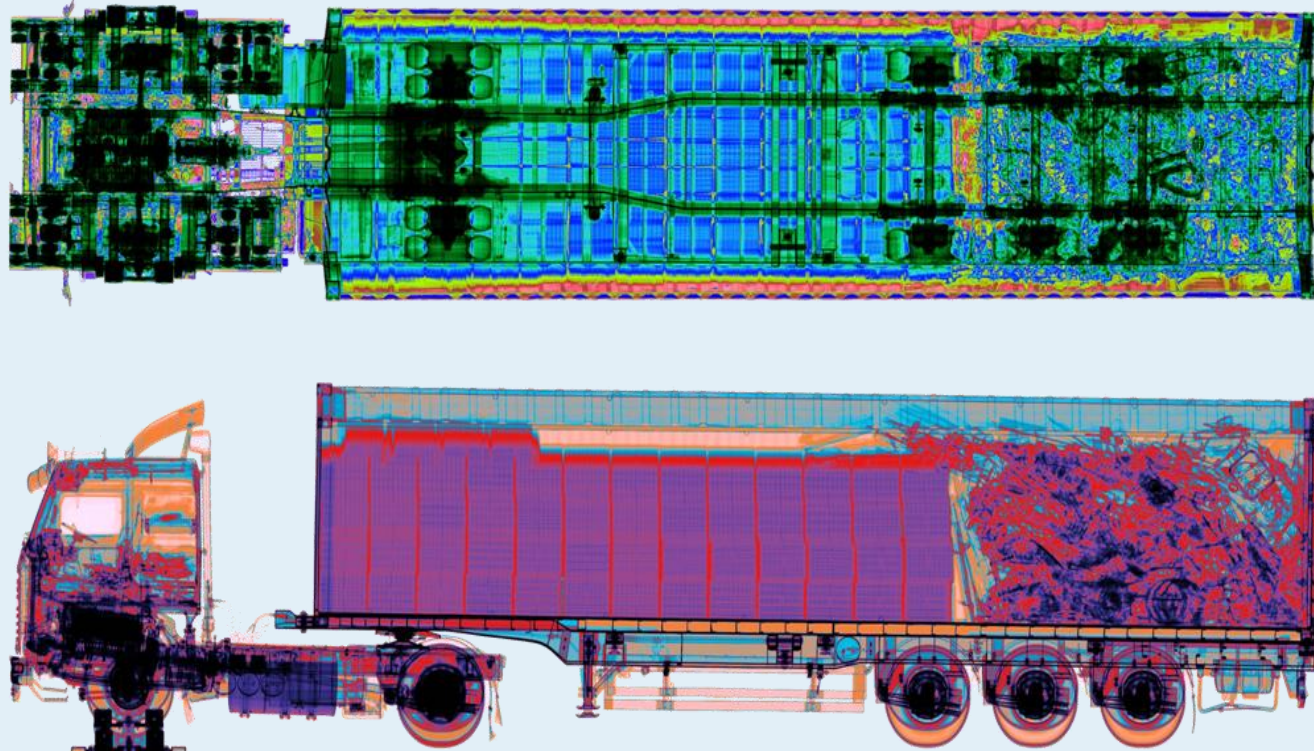
**100100T  
Oversized baggage / small freight**

## Exemplary installation sites:

Sydney  
Zurich  
Duesseldorf  
Brussels  
Munich  
Cologne  
Madrid  
Copenhagen  
Budapest  
Dusseldorf  
Nuremberg  
...  
Perth  
Frankfurt  
Hamburg  
Belgrade  
Sydney II ...

**3-level concept for fully automated explosives detection in airports**





Side- and top view of a truck smuggling 3.8m cigarettes behind loaded scrap metal

# Security – Cargo Inspection Systems (CIS)

**HCV –  
Stationary  
(Dual View)**



**HCV - Mobile**

**HCV –  
Airfreight**



**Silhouette  
Scan**

**HCV –  
Relocatable**



**HI-SCAN  
(Cabinet  
solutions)**

# International Sales of Complementary Smiths Detection Products in Civil Markets

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Sentinel II portal



HazMatID



Sabre 4000



IONSCAN 400B

**Customer groups** e.g. Police, Customs, First Responders, Security companies, etc...

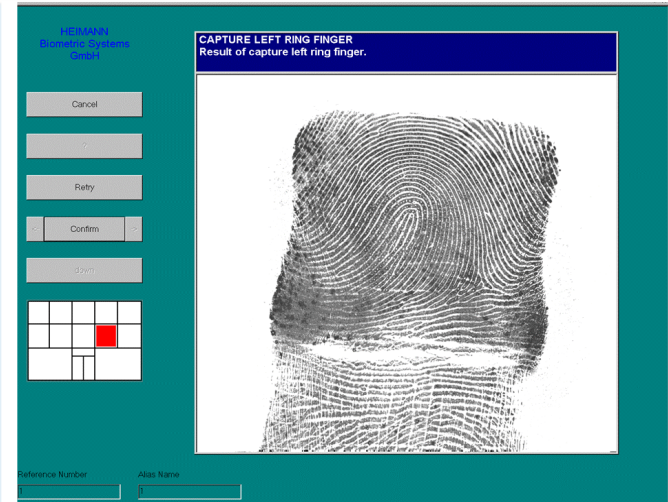
## Analysis and quality inspection of food:

- Contaminants (e.g. bone, stone, metal, etc.)
- Deformed products
- Missing products
- New application for lean meat analysis (fat content)

**X-ray technology is best available to fulfill requirements of food & packaging industries.**



- Optical „LiveScanner“
- Professional capturing of finger - and palmprints
- Forensic applications for police
- Civil applications, e.g. for immigration or health authorities
- Leading system integrators use Smiths technology



# Customer Project Example: Summer Olympics Athens 2004

smiths



**More than 260 X-ray inspection systems and metal detector portals to detect potential security threats during the Summer Olympic games 2004.**

## **System types included:**

**HI-SCAN 6040i**

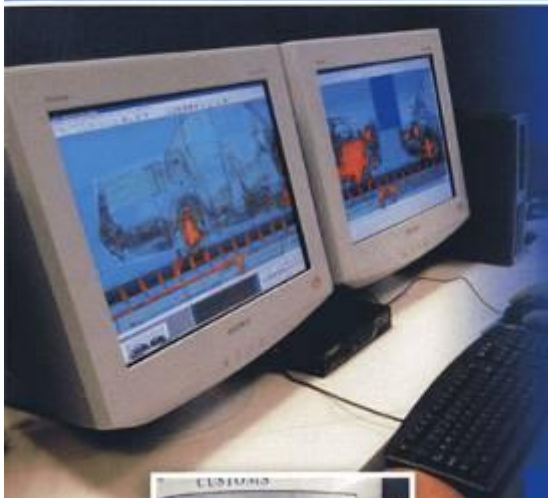
**HI-SCAN 7555i**

**HI-SCAN 100100V**




**HI-SCAN 10080 EDtS**

**Inspection of visitors and athletes for forbidden items without hampering the excitement of the games.**





New Zealand Customs Service  
**NEW AND ENHANCED  
CARGO INSPECTION CAPABILITY**  
Enhanced border security through use of mobile  
non-invasive inspection technologies



**International customers rely on Smiths Detection equipment to protect their ports and borders.**

# NZ Customs: Managing the security of imports and exports into and out of New Zealand



## The new non-invasive inspection equipment enables Customs to enhance security over both imports and exports

- with minimal disruption to the supply chain
- in reduced time spent inspecting goods without unpacking them
- because the equipment will produce high resolution imaging of the contents of the scanned objects.

## Target items include:

- Drugs
- Weapons
- Counterfeit articles
- Restricted publications
- Non-declared dubitable goods
- Anything else prohibited and / or restricted under current legislation

- Signed memorandum between leading Russian and German business representatives during G8 conference in Yekatarinburg in 2003
- Russian and internationally funded multi-million security programmes
- First contracts signed for procurement of HCV-Relocatables deployed at Russian-Ukrainian border
- Development of integrated checkpoint system



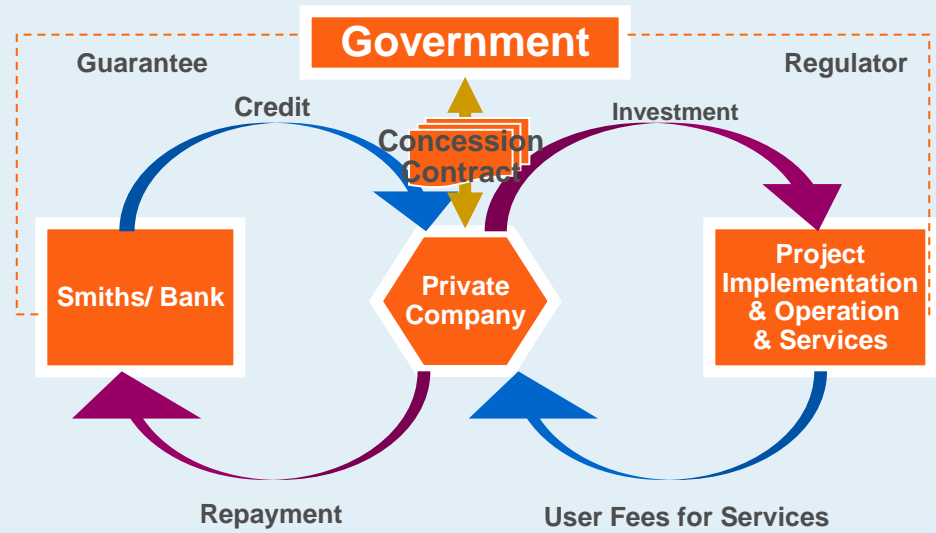
# Public Private Partnership Projects (PPP) for Customs and Border Control

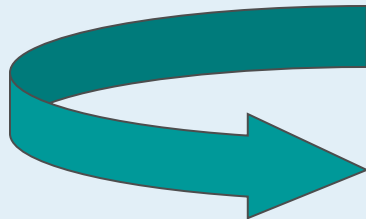
## Multi-million opportunity

Ecuador	Honduras
Colombia	Republic of South Africa
Guatemala	Mozambique

## Benefits of PPP for...

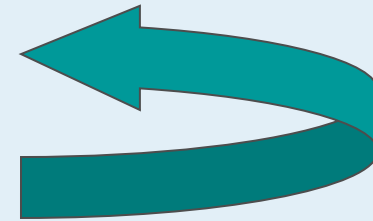
- Sustainable growth
- Constant revenue streams
- Attractive margins
- Create new markets





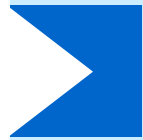
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## Supply Chain Security

Electronic Reporting	Risk Assessment	Responding to High Risks	Reducing Risks
<p>Mandatory electronic prior to shipment</p> <p>Access to trader databases</p> <p>Comprehensive goods and cargo declarations</p>	<p>Intelligence products - Int'l exchange</p> <p>CusMod electronic screening of data</p> <p>Watch lists</p> <ul style="list-style-type: none"> <li>- People</li> <li>- Goods</li> <li>- Craft</li> </ul>	<p>Non-invasive screening (X-ray)</p> <p>Explosive detectors</p> <p>Physical inspection</p>	<p>Secure Exports Partnerships</p> <p>Base confidence on existing Government procedures</p> <p>Sealing of containers</p>



**Break-up into five groups indicated by colour  
(please note the mark on your visitor badge)**



**Guided tour with management team**



**5 product presentation areas to illustrate product portfolio  
(one outdoors site – temperature max. 6°C – please wear a coat)**



**Lunch break @ 1.30 p.m. (same location)**

# Smiths Group

