

smiths

Smiths Detection

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Overview

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Smiths Aerospace

Systems and equipment for military and commercial aircraft



Sales 2003

£1,000m

Smiths Medical

Devices used in critical care and for medication delivery



£500m

Specialty Engineering

Highly engineered products for specific industrial applications



£900m

Smiths Detection

Protecting against threats to security from terrorist activity

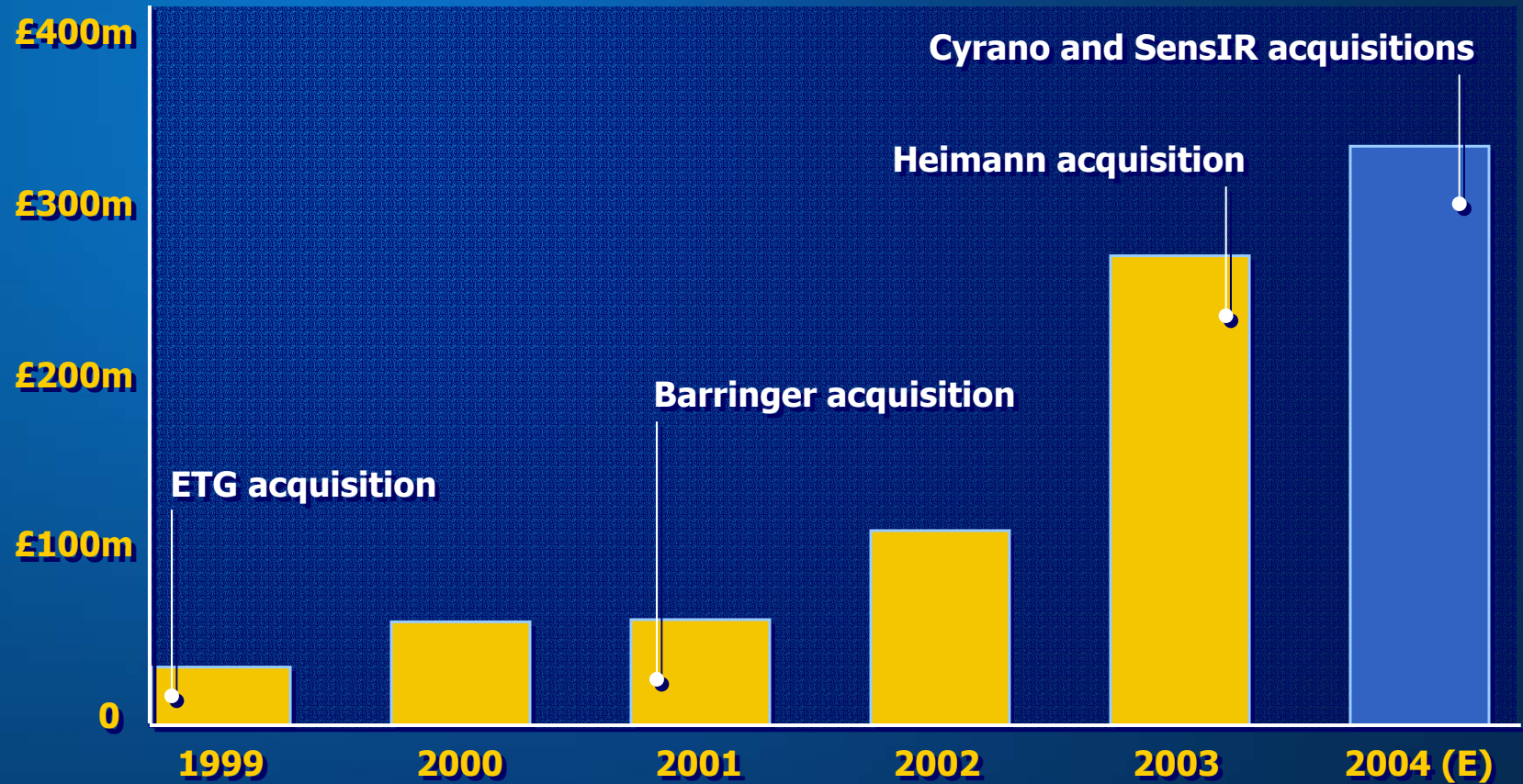


£300m

History of Smiths Detection

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Sales Growth



Markets

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Military



Airports



Critical Infrastructures



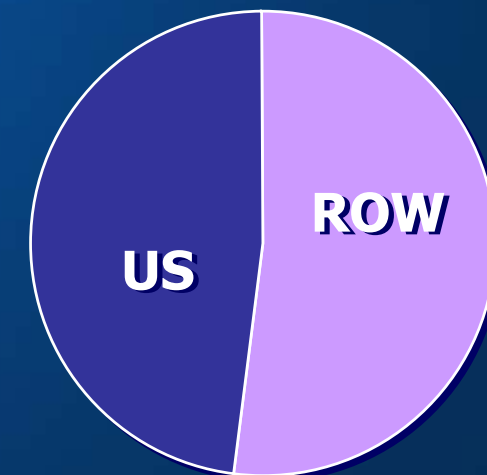
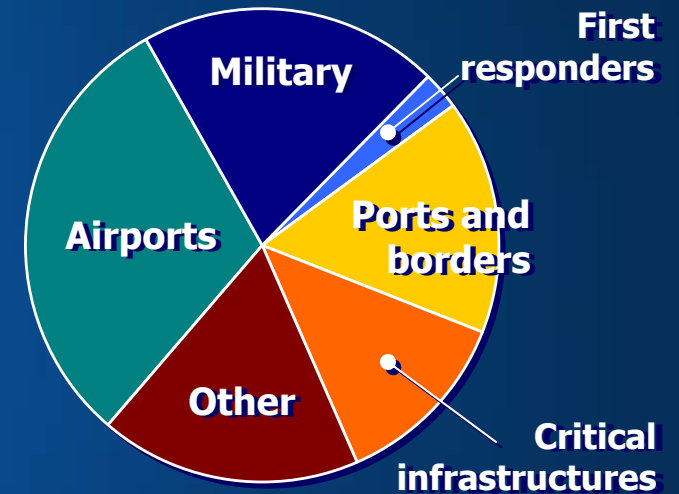
First Responders



Ports and Borders



Smiths Detection sales 03/04





Smiths Detection's strengths

Integrated solutions

Comprehensive product portfolio

Technology leadership

Global business

Building world class customer service

Comprehensive product portfolio

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Airports & Transportation



Military & First responders



Ports & Borders



Critical infrastructure





Technology leadership

Smiths Detection technologies are leading edge



Customers continue to raise the performance bar



Smiths Detection is investing increasingly in technologies that will meet performance requirements

Technology leadership - recent developments

ACQUISITIONS



Cyrano

Complementary technology
Very small, very light devices using polymer arrays
Supports military and first responder offering

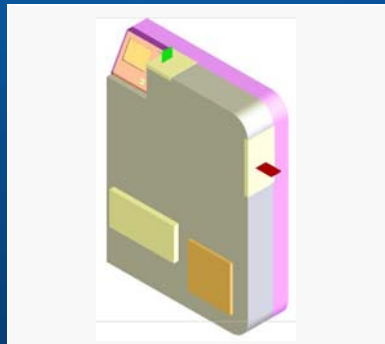


SensIR

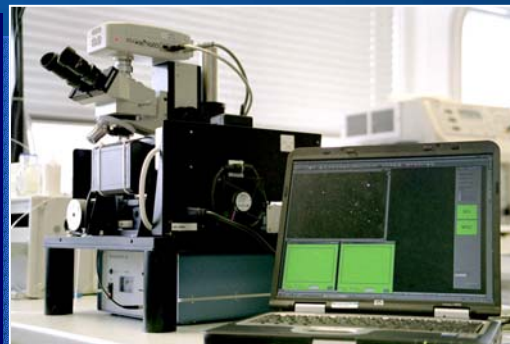
Complementary technology
Infrared technology to provide solids and liquid analysis
Supports first responder offering

INTERNAL INVESTMENT

Next generation passenger screening



Next generation bio detection



Advanced checked baggage screening



Global business

Global presence provides a world-wide perspective on future requirements:












Maximum market reach with global manufacturing/distribution/sales offices

Smiths Detection can develop market leading products through its:

- Access to international customer views on requirements
- Access to world-wide technologies/academia

Global business - generating strong sales

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	USA	mobile x-ray for Customs; biological detection for USPS & Delaware; ACADA for DoD; airports aftermarket contract with Boeing.
	UK	MCAD/LCAD for MoD
	Germany	Checked baggage x-ray systems, Frankfurt and Hamburg Airports
	Italy	EDtS for airports
	Greece	x-ray and chemical detection equipment for Olympics
	Senegal	mobile x-ray inspection
	China	EDS and Ionscans for Beijing airport
	N. Zealand	mobile and stationary x-ray inspection for Customs
	Latvia	mobile x-ray inspection
	France	mobile x-ray inspection for Marseilles port authority
	Israel	Cargo x-ray installation at Ashdod



Sustainable growth

Market fundamentals:

Detection is a growth market

Technology, threat and legislation driven

Industry is consolidating

Smiths is a global player and well positioned to maximise the opportunity going forward

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