

# 2006 Results Presentation

**5 March 2007**

Wolfhart Hauser, Chief Executive Officer

Bill Spencer, Chief Financial Officer

# Cautionary Statement Regarding Forward-Looking Statements

This presentation contains certain forward-looking statements with respect to the financial condition, results, operations and business of Intertek Group plc. These statements and forecasts involve risk and uncertainty because they relate to events and depend upon circumstances that will occur in the future. There are a number of factors that could cause actual results or developments to differ materially from those expressed or implied by these forward-looking statements and forecasts. Nothing in this presentation should be construed as a profit forecast.

5 March 2007

# Bill Spencer

## Chief Financial Officer

Financial Performance

2006 Results Presentation – 5 March 2007

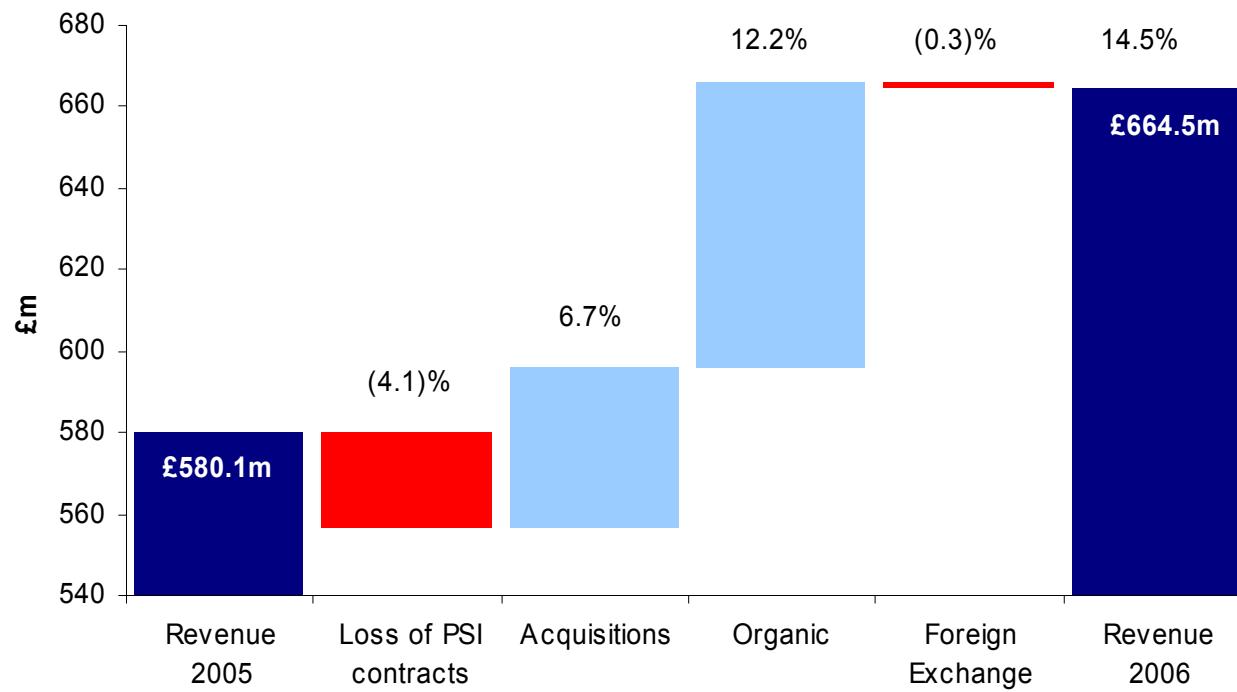
# Financial Highlights

For the twelve months to 31 December 2006

Revenue	<b>£664.5m</b>	Up 14.5% at actual Up 14.8% at constant (organic 8.1%)
Operating profit <sup>1</sup>	<b>£102.2m</b>	Up 17.3% at actual Up 17.2% at constant (organic 10.5%)
Operating profit margin <sup>1</sup>	<b>15.4%</b>	Up 40 bps
Operating cash flow	<b>£124.6m</b>	Up 28.9%
Profit before tax	<b>£91.4m</b>	Up 15.1%
Basic EPS	<b>40.9p</b>	Up 11.1%
Diluted adjusted EPS <sup>2</sup>	<b>43.2p</b>	Up 10.5%
Dividend per share	<b>14.8p</b>	Up 23.3%

1. Operating profit is before amortisation of business combination intangibles and goodwill impairment
2. Diluted adjusted earnings per share based on profit before amortisation of business combination intangibles and goodwill impairment

## Revenue Growth Bridge



## Currency

- Approximately 80% earnings are USD, HKD, RMB and other related currencies
- Average GBP/USD rate

<u>2006</u>	<u>2005</u>
1.84	1.82

- Spot GBP/USD rate

<u>31/12/06</u>	<u>31/12/05</u>
1.96	1.73

- Continued dollar weakness
  - Adverse translation effect

## Margin by division

	Operating Profit 2006	Margin %	Margin % after allocation
Consumer Goods (Labtest)	49.5	31.9%	30.2%
Commercial & Electrical (ETL SEMKO)	26.7	15.3%	13.7%
Oil, Chemical & Agri (Caleb Brett)	30.0	10.7%	9.1%
Government Services (FTS)	6.6	12.4%	11.0%
Central Costs	(10.6)		
	102.2	15.4%	15.4%

Central Costs allocated on revenue

# Profit Before Tax

£m @ actual exchange rates	2006	2005
Adjusted operating profit (up 17.3%)	102.2	87.1
Goodwill impairment & amortisation of business combination intangibles	(4.1)	(4.1)
Statutory operating profit (up 18.2%)	98.1	83.0
Net finance cost	(7.0)	(5.9)
Share of profits of associates	0.3	0.7
Profit on sale of associate	-	1.6
Profit before tax (up 15.1%)	91.4	79.4
<i>Interest cover</i>	<i>14.0x</i>	<i>14.1x</i>
<i>Blended average cost of borrowing</i>	<i>5.2%</i>	<i>4.6%</i>

# Taxation

£m @ actual exchange rates	2006	2005
Profit before tax	91.4	79.4
Tax	(22.5)	(18.7)
Profit after tax (up 13.5%)	68.9	60.7
<i>Tax rate %</i>	<i>24.6%</i>	<i>23.6%</i>

## Earnings & Dividends

£m @ actual exchange rates	2006	2005	
Basic earnings per share	40.9p	36.8p	+11.1%
Diluted adjusted earnings per share <sup>1</sup>	43.2p	39.1p	+10.5%
Dividend per share	14.8p	12.0p	+23.3%
<i>Dividend cover on diluted adjusted EPS</i>	<i>2.9x</i>	<i>3.3x</i>	

Excluding non operating profit of £1.6m on disposals in 2005, diluted adjusted EPS growth was 13.4%

1. Diluted adjusted earnings per share based on profit before amortisation of business combination intangibles and impairment of goodwill

## Operating Cash Flow

£m @ actual exchange rates	2006	2005
EBITDA <sup>1</sup>	130.6	111.1
Change in working capital & provisions	(6.0)	(14.4)
Operating cash flow (up 28.9%)	124.6	96.7
<i>Days receivables outstanding</i>	70	73
<i>Operating working capital to sales</i>	7.4%	8.0%

1. EBITDA is operating profit adding back non cash items including share option expenses

## Free Cash Flow

£m @ actual exchange rates	2006	2005
Operating cash flow	124.6	96.7
Net interest paid	(6.6)	(5.9)
Tax paid	(24.6)	(17.8)
Capital expenditure	(43.2)	(31.3)
Free cash flow (up 20.4%)	50.2	41.7
<i>Capital expenditure to revenue %</i>	<i>6.5%</i>	<i>5.4%</i>

## Acquisitions

- 7 acquisitions in 2006, net consideration £36.9m
- Further acquisition announced in January 2007
  - Umitek £12.9m
- Last 3 years spent £120m on 27 acquisitions
- If all acquisitions had been made by 1 January 2006
  - Group revenue would have been £690.3m
- Strong pipeline for 2007

## Financial Summary

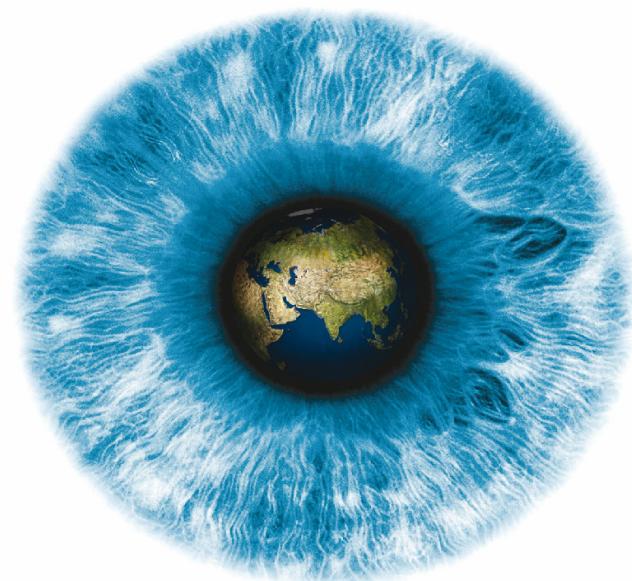
Another good year

Double digit growth

Strong cash flow

Many investment opportunities

Increase in dividends



# Wolfhart Hauser

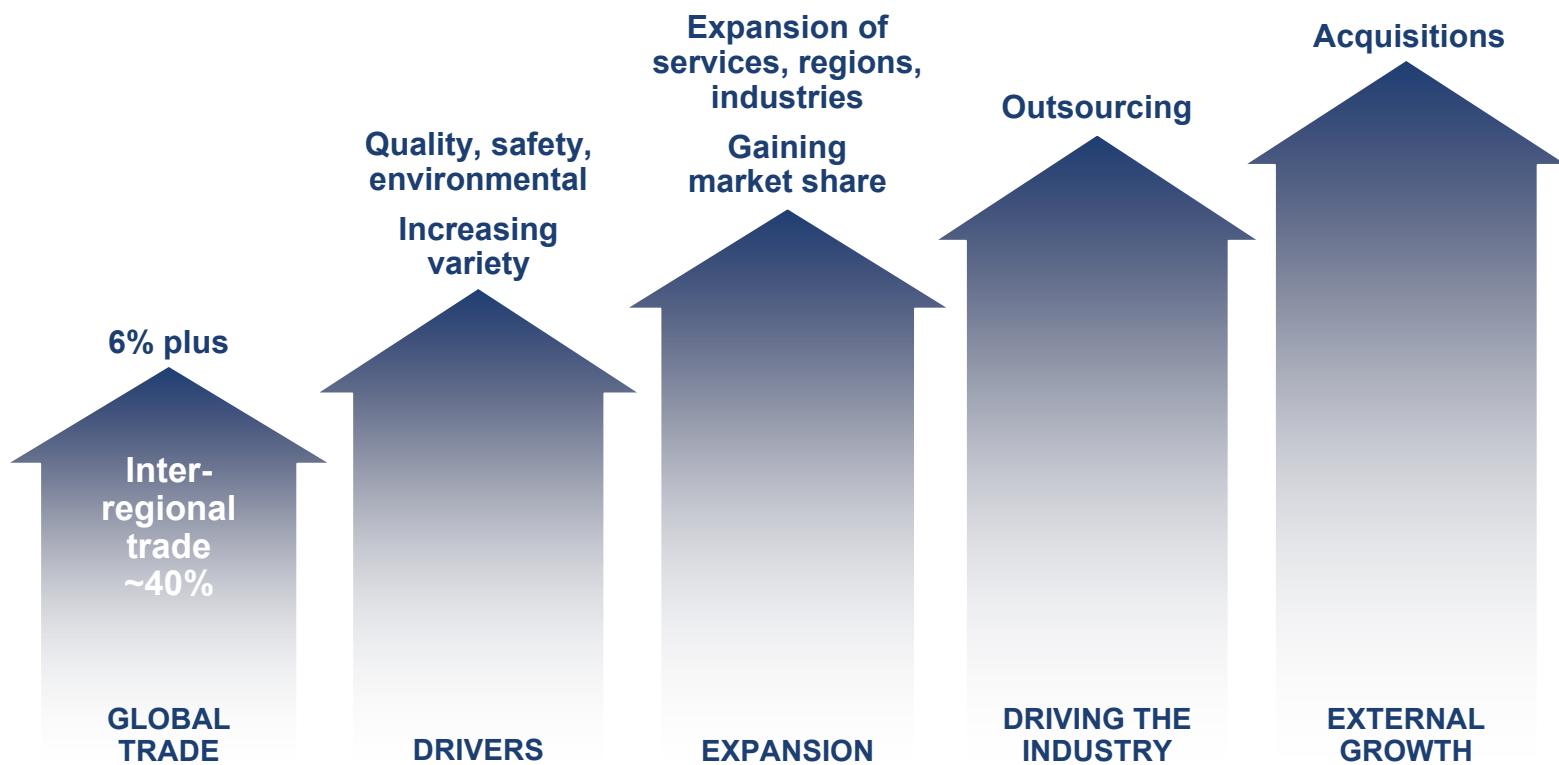
## Chief Executive Officer

Operating Performance

at constant exchange rates

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# The factors that make up growth



The three larger divisions which account for 92% of revenues grew by 21%

@ constant exchange rates	% of Revenues	Revenue Growth	Organic Revenue Growth
Consumer Goods	23%	13.7%	12.0%
Commercial & Electrical	26%	15.6%	8.8%
Oil, Chemical & Agri	43%	29.2%	17.6%
Sub total	92%	20.9%	13.3%
Government Services	8%	(27.4)%	(27.5)%
	100%	14.8%	8.1%

We support our customers in their global trade

INDUSTRIES	Textiles Toys <b>Hardlines</b> Footwear Food	Medical Building Industrial/HVAC IT/Telecom Automotive Home Appliances	Oil Chemical Agriculture Minerals Pharmaceutical	Fiscal Support Standards Cargo Scanning Technical Inspection
DIVISION	<b>Consumer Goods</b>	Commercial Electrical	Oil Chemical Agriculture	Government Services
SERVICES	<b>TESTING   CERTIFICATION   AUDITING   SAFETY   INSPECTION EVALUATION   QUALITY ASSURANCE   ADVISORY   ANALYTICAL TRAINING   OUTSOURCING</b>			

## Continued stable margins and growth

£m @ constant exchange rates	2006	Change	Organic Change
Revenue	155.2	13.7%	12.0%
Operating profit	49.5	11.5%	11.3%
Margin	31.9%	-60 bps	-20 bps

## Continued stable margins and growth

- Margin stable and over 30% as guided
- Strong growth in hazardous substances testing
- Strong growth in China
- Investment in new laboratories
  - China (Wuxi, Tianjin, Hangzhou)
  - Vietnam, Taiwan, Guatemala, Romania

## Outlook remains positive

- Favourable underlying markets
  - Textile testing drivers remain (quality, variety)
  - Health, safety and environmental focus on products
- Well placed to help clients face increasing supply chain complexity and challenges
- Services extended
  - Supply chain services
  - Food (e.g. Halal certification)
- Emerging market consumers will drive future revenues

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DIVISION	Consumer Goods	Commercial & Electrical	Oil Chemical Agriculture	Government Services
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## Good growth and continuing opportunities

£m @ constant exchange rates	2006	Change	Organic Change
Revenue	174.4	15.6%	8.8%
Operating profit	26.7	18.1%	6.8%
Margin	15.3%	+30 bps	-30 bps

## Good growth and continuing opportunities

- Strong growth in building products and HVAC/R
- Strong growth in Asia
- 4 new laboratories in China
- Acquisitions increasing reach
- Expanding product certification, brand recognition

## Strong Outlook

- Increasing concerns for safety and reliability of products
- Increased testing from environmental concerns e.g. EU energy usage directive
- Continued migration to Asia
  - Globalisation of industries, eg. Building, HVAC/R
- E&E inspection transferred to Consumer Goods from 01/01/2007
- Acquisition opportunities

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DIVISION	Consumer Goods	Commercial & Electrical	<b>Oil Chemical Agriculture</b>	Government Services
SERVICES	<b>TESTING   CERTIFICATION   AUDITING   SAFETY   INSPECTION EVALUATION   QUALITY ASSURANCE   ADVISORY   ANALYTICAL TRAINING   OUTSOURCING</b>			

## Profitability and prospects increasing

£m @ constant exchange rates	2006	Change	Organic Change
Revenue	281.5	29.2%	17.6%
Operating profit <sup>1</sup>	30.0	68.5%	53.5%
Margin	10.7%	+250 bps	+240 bps

1. Excluding the one off effect of hurricanes Katrina and Rita in 2005, growth would have been 58.4%

## Profitability increasing

- Margin target exceeded
- Cargo inspection performed well in USA
- Strong performance from outsourced labs
- Analytical Services now 43% of the division (41% Dec 05)
- Environmental regulations benefiting the business
  - Ultra low sulphur diesel (ULSD)
  - Alternative fuels

## Many growth opportunities

- Chemical
  - DSM outsourcing contract performing well, Sep 06
- Pharmaceutical
  - Alta Analytical labs acquired for £14.0m, Nov 06
- Upstream
  - Umitek acquired for £12.9m, Jan 07
- Regional expansion
  - CB Iberica acquired for £5.2m, Dec 06
- Opportunities in other industries eg Minerals

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## Less dependent on PSI

£m @ constant exchange rates	2006	Change	Organic Change
Revenue	53.4	(27.4)%	(27.5)%
Operating profit	6.6	(59.5)%	(59.5)%
Margin	12.4%	-980 bps	-980 bps

## Improved business mix

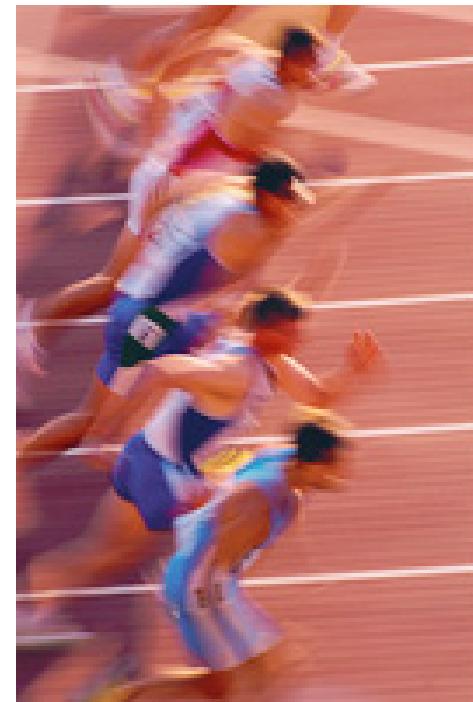
- Pre-shipment inspection (PSI) now 1/3 of division
  - Venezuela and Nigeria terminated
- Excluding terminated contracts, revenue grew by 7.9%
- Standards now biggest section of division
  - Saudi Arabia, Kuwait, Kenya, Nigeria
- Technical inspection volumes increasing
- Cargo Scanning progressing well with many opportunities

## A Successful Year

Strong organic growth

Margin increase

Good results



## Outlook

Market position continuously strengthening through investment in people, assets and branding

Strong acquisition pipeline

Growth drivers positive

GLOBAL  
TRADE

DRIVERS

EXPANSION

DRIVING THE  
INDUSTRY

EXTERNAL  
GROWTH

# Intertek

Driving our service industry  
to a new level and delivering growth