

**IMI plc**

## Site visit to Fradley Manufacturing

28 September 2017

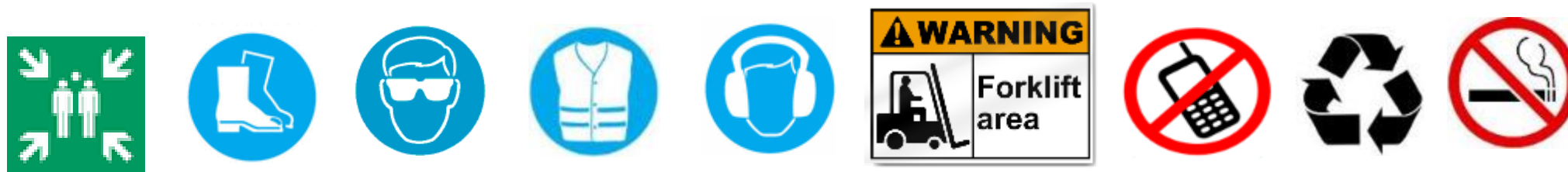
*Engineering GREAT  
the IMI Way*



# Site tour

## Safety considerations

- ▶ No planned fire alarm tests today
- ▶ Site introduction leaflet
- ▶ Emergency exits and assembly points
- ▶ Site hazards and controls
- ▶ Site tour and Health & Safety considerations
- ▶ Tour guide equipment (headsets)



# Mark Selway

CEO, IMI plc

# Agenda

09:00	Welcome	Mark Selway
09:20	<b>IMI Critical Engineering</b>	Roy Twite David Powell-Wiffen
10:05	<b>IMI Hydronic Engineering</b>	Peter Spencer
10:50	<i>Break</i>	
11:10	<b>IMI Precision Engineering</b>	Massimo Grassi Chris Prince
12:30	<i>Lunch</i>	
13:30	<b>Introduction to Fradley</b>	Charles Bamford
13:45	Plant tour	
16:15	Coach to Birmingham International train station	

# Strategy execution timeline

Engineering GREAT  
the IMI Way



2014

2015

2016

2017

2018

Year 0:  
The hard work  
begins



Year 1:  
Increased  
investment



Year 2:  
Benefits starting  
to show



Year 3:  
Nearly firing on  
all cylinders



Year 4:  
Up to full  
speed



Ambition:  
Double  
operating profits



- ▶ Assess our markets and drivers for growth
- ▶ Benchmark performance and plan for improvement

- ▶ Invest in products and capital for growth
- ▶ Foundations established and benchmark improvements evident
- ▶ Sorting the basics in Precision Engineering complexities and structure

- ▶ Accelerated growth evident in results
- ▶ Working capital benefits visible in results
- ▶ Emerging markets ready for local full technology supply

- ▶ **Growth outruns peers in every division**
- ▶ **Benchmark performance nearing world-class standards**
- ▶ **Precision supply chain and capacity issues resolved**

- ▶ Ambitions for growth fully realised
- ▶ Achievement of world-class performance evident in results

- ▶ All divisions in attractive, high growth markets

Supported by value enhancing acquisitions

# Key messages



Self-improvement  
strategy on-track



New processes and  
disciplines ensuring  
sustainability



Focus increasingly  
weighted towards  
growth

# Disclaimer

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