

**e2v**



**Bringing life  
to technology**

**Delivering 'Our vision, our future'**

**Chelmsford Site Visit - July 2016**

**WE PARTNER WITH OUR CUSTOMERS TO IMPROVE, SAVE AND PROTECT PEOPLE'S LIVES**

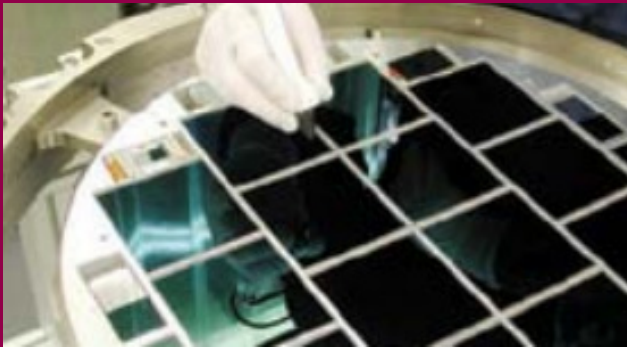
# Summary of e2v



- e2v partners with its customers to improve, save and protect people's lives
- 1750 employees in 9 engineering locations and 6 sales offices across UK, Europe, US and Asia Pacific
- Geographic revenue split of:
  - 33% N. America, 27% Europe, 24% Asia, 14% UK, 2% rest of world
- 20% revenue growth from Asia Pacific
- 3 divisions with revenue split of:
  - 44% Imaging, 34% RF Power, 22% Semiconductors

**Revenue driven growth, trusted expert partner, resilient financial profile**

# Structure and value proposition



## Imaging - Professional Imaging

High performance image sensors and camera solutions.

## Imaging – Space Imaging

High performance and high quality space qualified imaging sensors and arrays, and high speed, high resolution sensors for earth observation satellites.

Customers include – **Canon, Basler, ESA, Ball Aerospace, Thales and Roper.**

End market drivers of **automation, healthcare, environment & discovery.**



## RF Power

Components and subsystems that deliver high performance and high reliability radio frequency power generation for healthcare, industrial and defence applications.

Customers include – **Accuray, Elekta, Varian, BAE Systems, Airbus.**

End market drivers of **healthcare, automation, safety & communications.**



## Semiconductors

High reliability semiconductors and board-level solutions and specialist applications expertise to meet the demanding specifications that aerospace and defence customers require, with security of supply.

Partners/customers include – **Peregrine, Boeing, Raytheon.**

End market drivers of **communications & safety.**

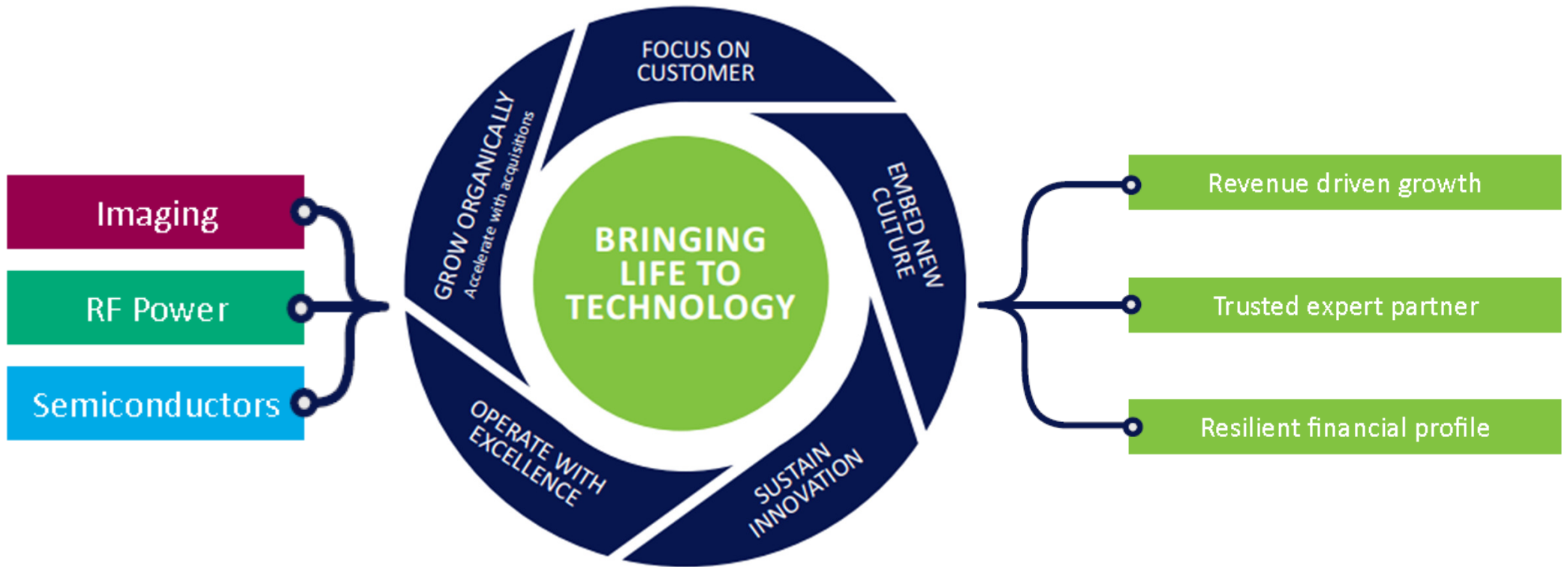
**Driven by customers, markets and opportunities**

# Business model

## 3 divisions

## Strategic drivers

## Investment proposition



In all that we do: “Does this drive growth?”

# Platform for growth



- Achieving growth through:
  - Taking market with innovation/service
  - Making new markets through product introductions
  - Focused R&D in growth areas (Industrial Vision, Space, Radiotherapy, Modules & ADC, IP partners distributors)
  - Operational improvements and self help
  - Continuing culture change
  - Increased focus on acquisitions (two completed in Industrial Vision and Semiconductors)
- Medium term growth potential in e2v end markets:
  - HIGH in automation/healthcare/environment
  - MEDIUM in communications/discovery

# Progress on 'Our vision, our future'



Site tour today focused on:

- Progress in RF Power

- **Making market** with RF SafeStop, our technology for remote vehicle stopping/engine immobilisation

- Driving **operational effectiveness/efficiencies** with 'Project Sunrise', showing improvements in on time delivery, inventory/cycle times, reduction in overdues and rework/scrap, all within a smaller footprint with better workspace management

- Improved **customer feedback** and **employee engagement**

*'you are our strongest partner, the one who we have the best relationship with'*

*you are... 'as responsive as a Chinese company'*

- Showcasing **radiotherapy** (one of our 4 areas of focus and r&d spend), with the manufacturing of magnetrons/thyratrons for the healthcare market, supporting increased demand from Asia

# Progress on 'Our vision, our future'



Site tour today focused on:

- Progress in Space Imaging

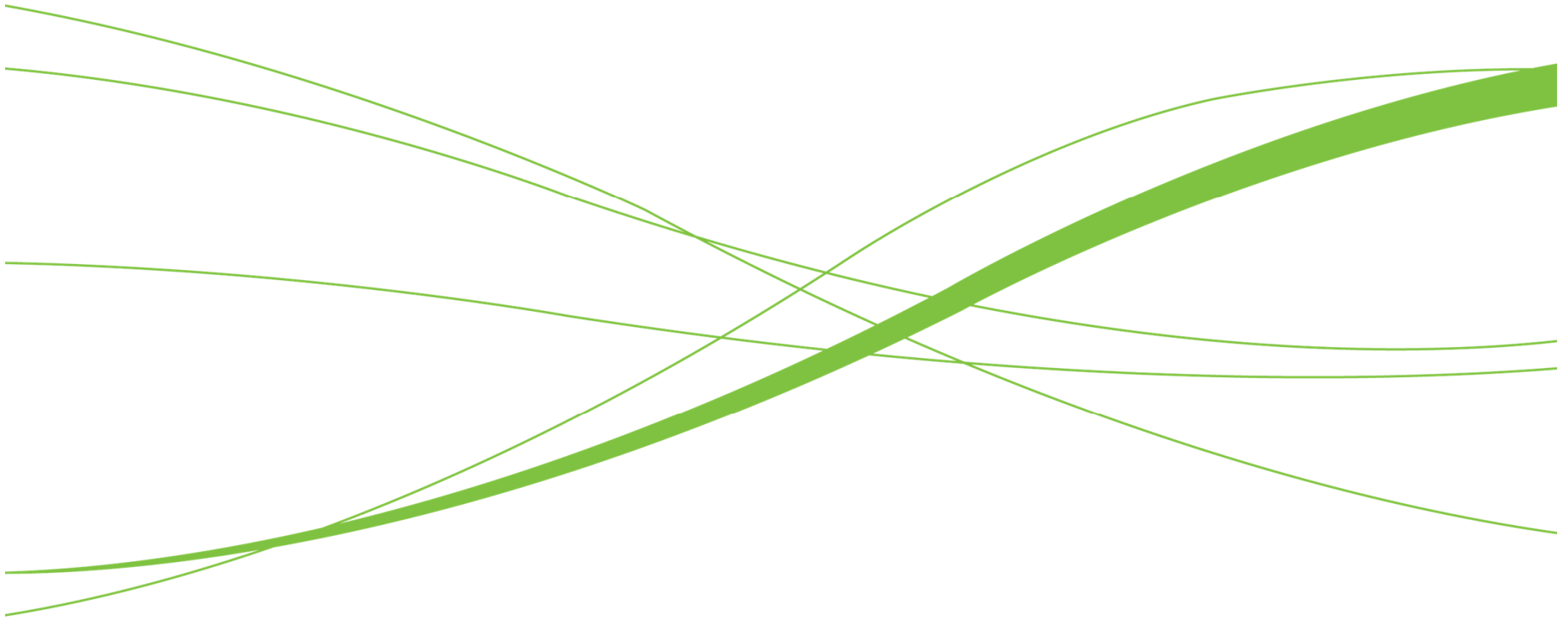
- Driving **operational improvements**, including the expansion of our new clean room for CCD and CMOS image sensors, delivering high quality product by minimising potential defects

- Improved **customer feedback** and **employee engagement**

- 'we appreciate the quality of e2v products'*

- 'e2v people know their job, they know their respective roles, the organization is healthy, this gives trust'*

- Showcasing **J-PAS** (a ground astronomy 1.2 Gigapixel camera subsystem), setting the standard to follow regarding innovation, simplified/repeatable design, streamlined internal processes, reliability of supply chain, meeting customer milestones and relationship management



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