

Charter at a glance

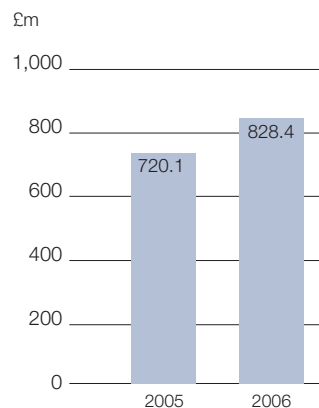
Charter, headquartered in London, owns (through a number of intermediate companies) two international engineering businesses, one focused on welding, cutting and automation ('ESAB'), and the other on air and gas handling ('Howden').



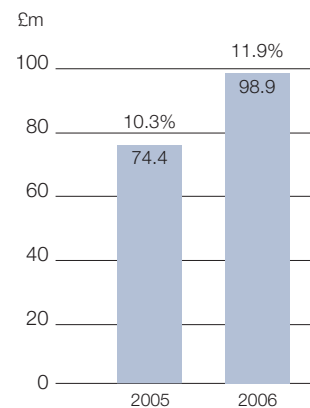
ESAB

ESAB is a world-leading manufacturer and supplier of welding consumables and equipment, and cutting and automation solutions.

Revenue



Operating profit and margin



ESAB: key business opportunities

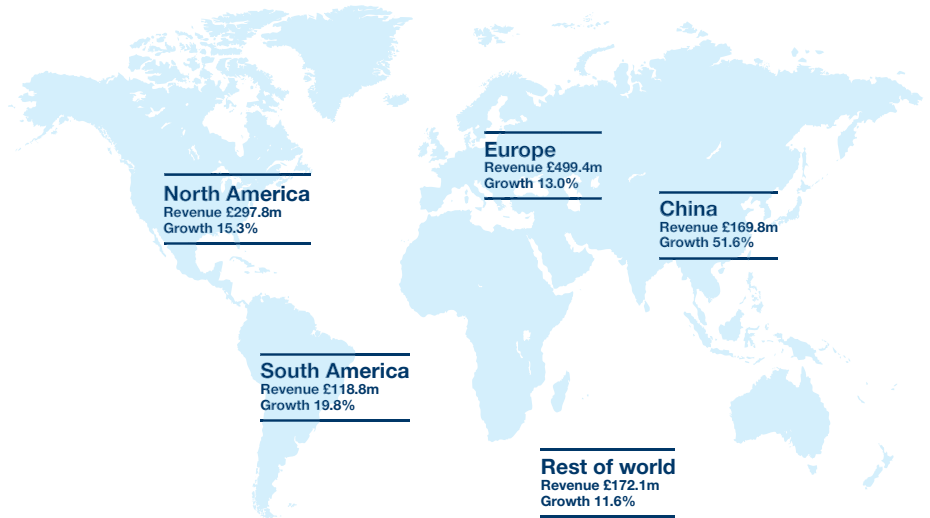
- Establishing itself as customers' preferred welding and cutting partner
- Exploiting its welding technology leadership
- Increasing its presence in developing markets
- Continuing to improve cost efficiency in its manufacturing and supply chain

ESAB: revenue by destination

	2006 £m	2005 £m	Growth %
Europe	398.9	345.4	15.5
North America	210.2	197.1	6.6
South America	106.2	90.3	17.6
China	20.9	14.9	40.3
Rest of world	92.2	72.4	27.3
Total	828.4	720.1	15.0

Charter's global presence

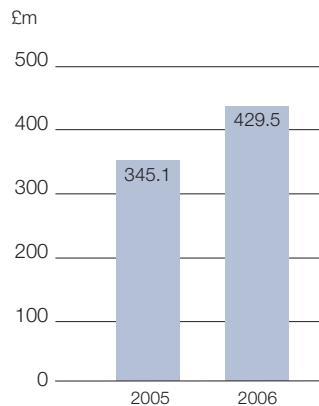
In 2006, Charter's global sales amounted to £1,257.9 million (2005: £1,065.7 million), an increase of 18 per cent, spread across customers in all parts of the world.



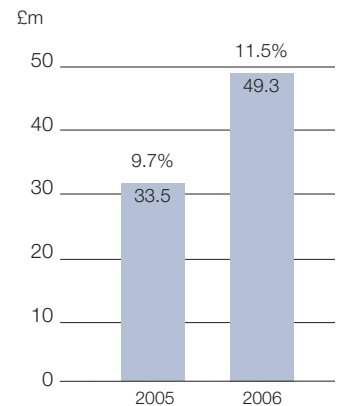
Howden

Howden is an international applications engineer with a world-leading position in the design, supply and servicing of air and gas handling equipment.

Revenue



Operating profit and margin



Howden: key business opportunities

- Taking advantage of increased focus on coal as a strategic energy source
- Exploiting market opportunities in Europe and North America
- Improving its market share in the petrochemical industry
- Increasing its aftermarket activity
- Developing new markets and introducing its full range of products into China

Howden: revenue by destination

	2006 £m	2005 £m	Growth %
China	148.9	97.1	53.3
Europe	100.5	96.7	3.9
North America	87.6	60.6	44.6
South America	12.6	8.9	41.6
Rest of world	79.9	81.8	(2.3)
Total	429.5	345.1	24.5