



**Key Partnerships within the Supply Chain:
Developing Trusted Relationships through key vendors
ensuring control within the supply chain via continuous
investment and improvement**

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17th May 2012





Company Overview



- Established 1989
- 2011 Turnover \$65m
- Global Footprint:
UK / Europe / USA / China / Israel
- Astute India Q3 2012
- Global sourcing specialists
- 100+ OCM routes
- In-house test laboratories
(Europe & USA)
- AS9120 approved
- SC21 Bronze Accredited
- G19 Sub-Committee member
- Global Employees - 115
- AIA, GIDEP, SMTA, ERAI, UKEA,
AFDEC, COG
- Cage Code #6H7N1



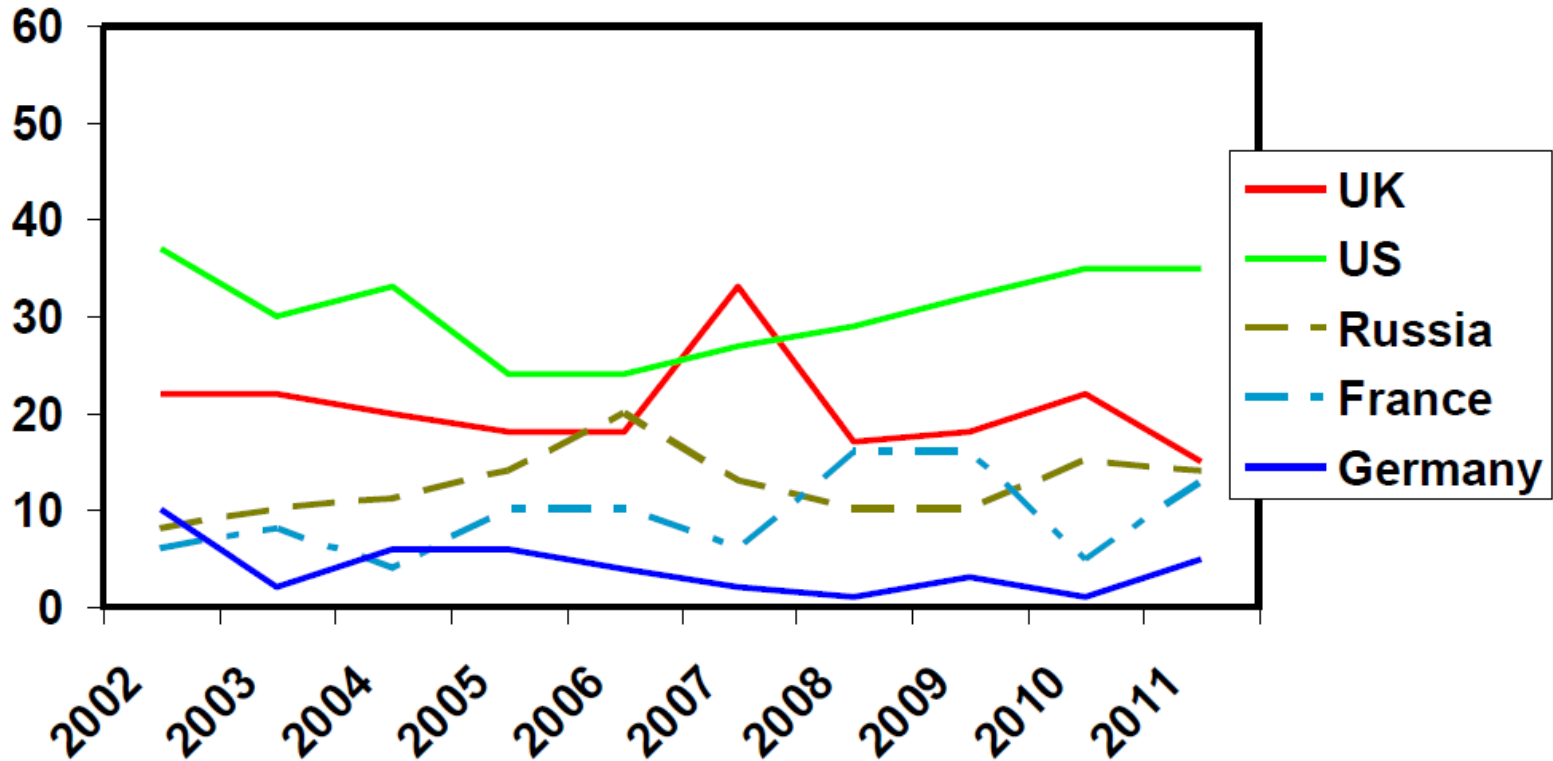
Global Defence Market

- In 2011, the UK posted strong growth in exports of security products and services, winning £8bn of new defence and security business.
- The UK share of the global defence market was 15%, was worth £5.4bn allowing the UK to maintain its position as the second largest exporter of new defence products and services.
- The UK share of the global security market was about 4%, worth £2.6bn meaning that the UK was the sixth largest exporter of new security products and services.
- The UK's most important markets were the Middle East, the US and India.

Source: UKTI DSO 26th April 2012

Global Defence Market

% market share

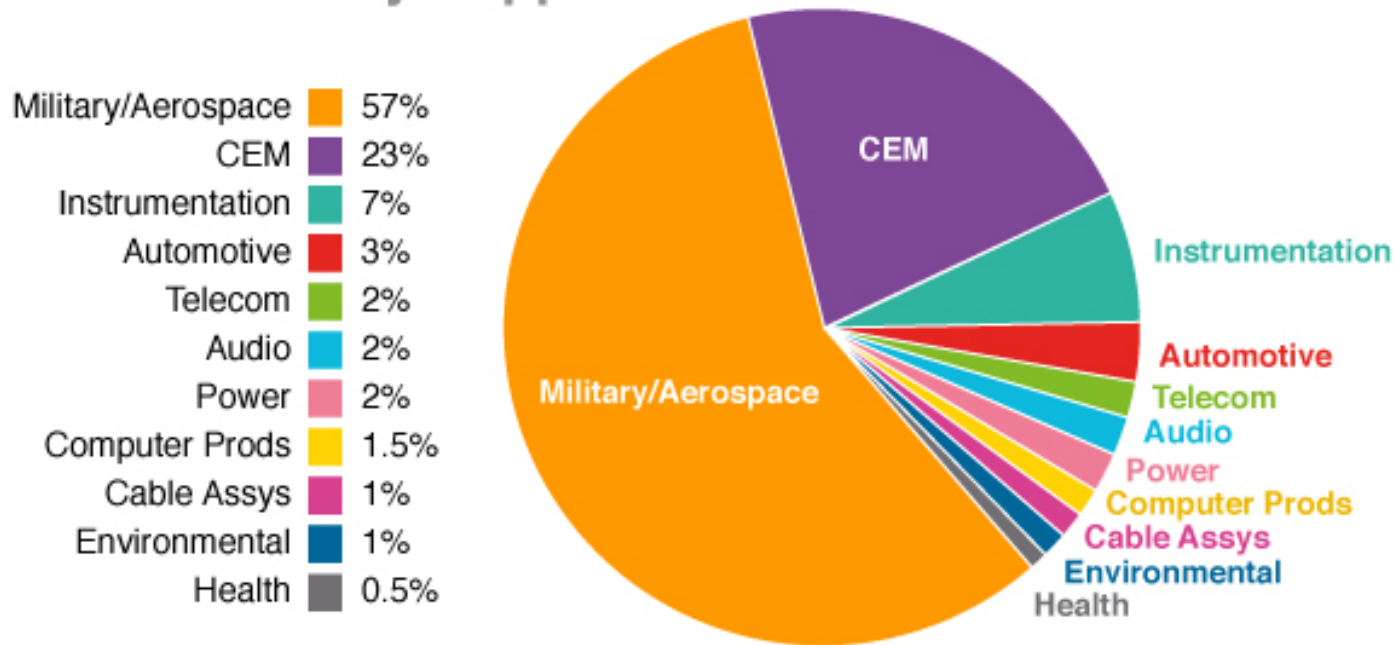


Source = UKTI DSO

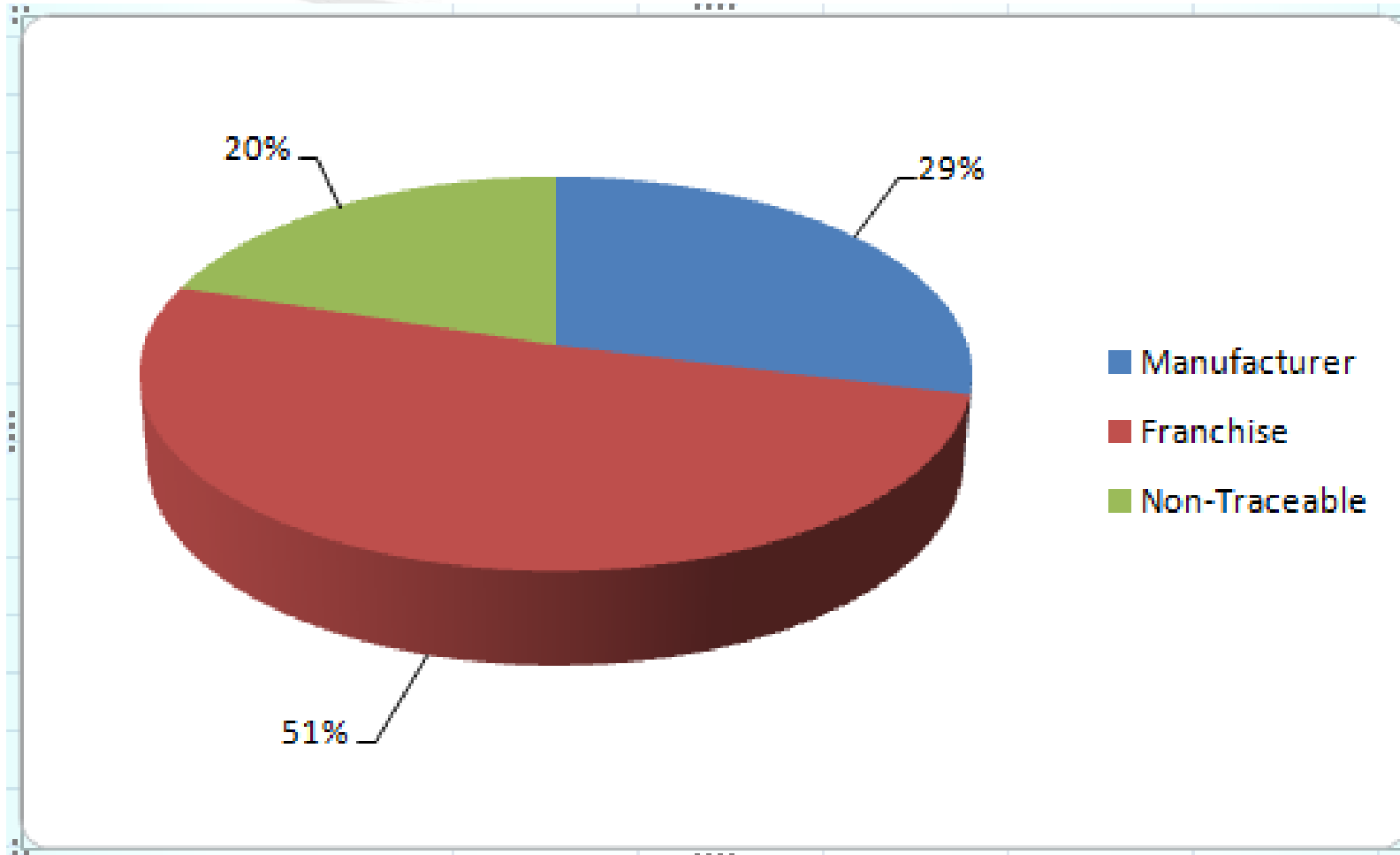
Astute & the UK Defence Market

- Largest independent distributor to the UK Defence & Aerospace market for Electronic Components

Overall Industry Support

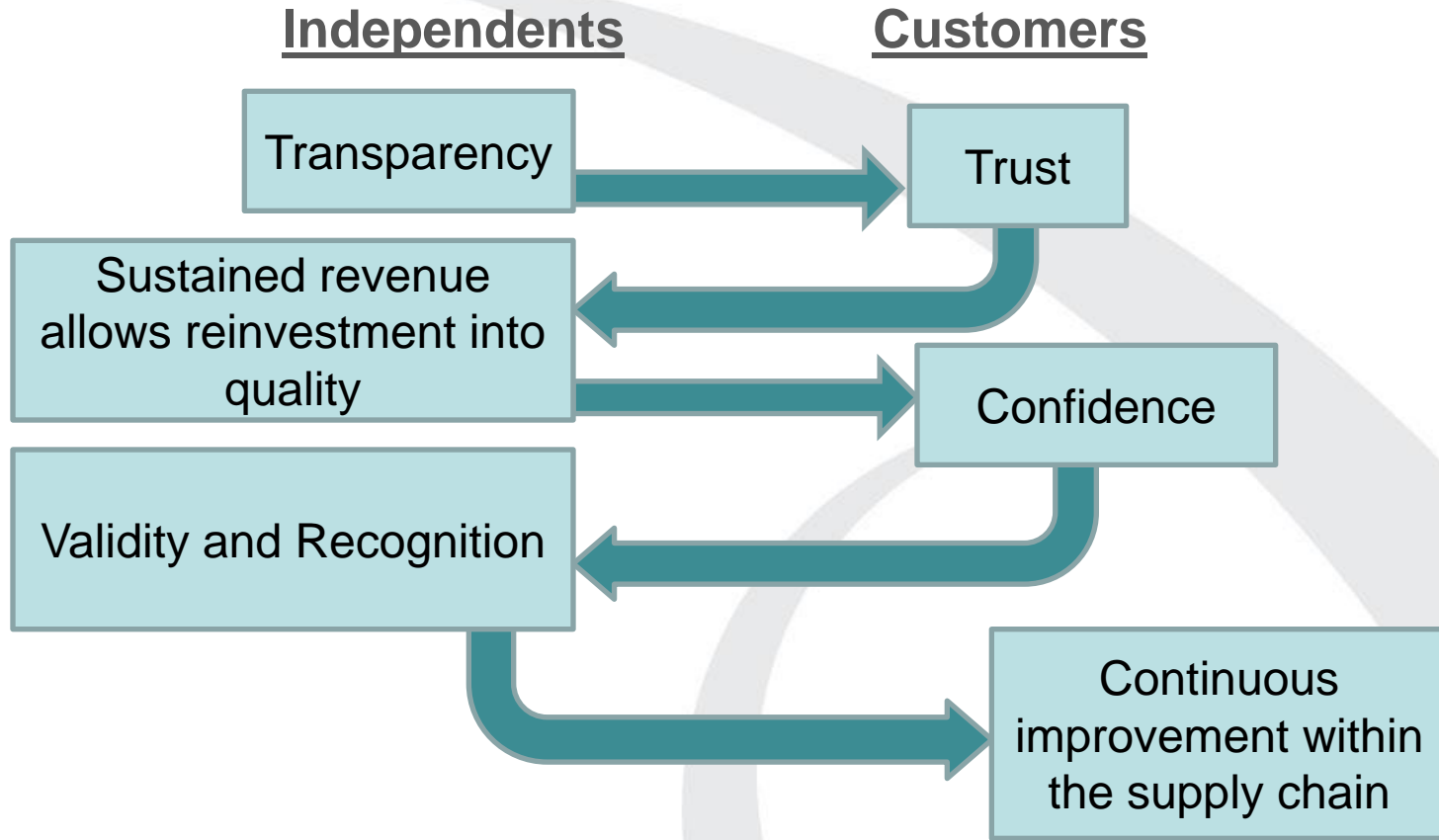


Global Supply Routes



- 80% of our investment is supporting 20% of our business transacted

Long Term Relationships: The Benefits



Today's Challenges,
i.e. COUNTERFEIT

Tomorrow's Challenges



Key Partnerships

- SC21 was created in 2006 with the ultimate aim:

“A world class supply chain in the UK to enable UK industry to become No. 1 in the world for Aerospace, Defence, Security and Space” Source: ADS
- CSIP: Continual Sustainable Improvement Plan
- RMM: Relationship Management Matrix – the highest standard of relationship management will be achieved through a structured engagement process involving all relevant functions with regular reviews at operational and strategic levels:

Communications / Continuous Improvement / Capability Management / Commercial





Major Businesses involved in the programme

Aero Engine Controls
Airbus
Babcock
Bae Systems
Bombardier
Cobham
EADS
GE Aviation
General Dynamics

Goodrich
Lockheed Martin
MBDA
Meggitt
Ministry Of Defence
Raytheon
Rolls Royce
Selex Galileo
Ultra

All driving towards a standard supply chain performance framework with common goals





Sustained Revenue = Continuous Investment

- As a result of long term continual investment, we now have extensive test capabilities replicated within our UK & US distribution facilities:
 - Dinolite Microscopes (0-200x magnification)
 - Sony Caltech Microscopes (15-250 magnification)
 - High Powered Microscopy: Keyence VHX (3000x magnification)
 - X-Ray: Glenbrook Jewel Box 70.
 - De-capsulator: Niscene Jet Etch
 - Solderability: GEN3 MUST III
 - ED-XRF Spectrometry: Fischer Instrumentation XDAL
 - SEM Hitachi TM3000
 - Dynasolve High Temperature Solvency Test





Sustained Revenue = Continuous Investment



UK



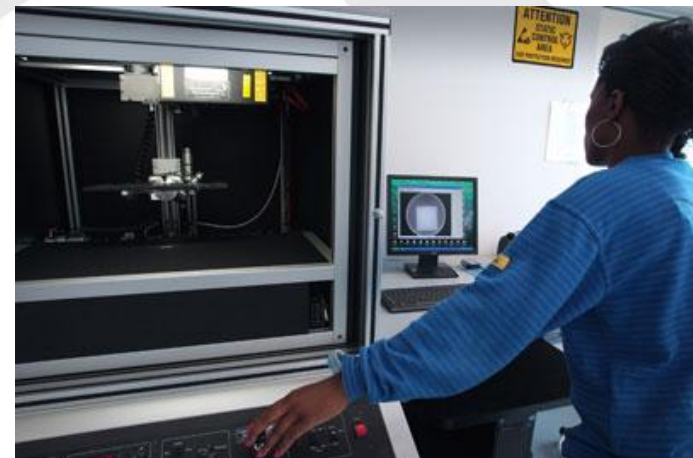
ANTI-COUNTERFEIT
INSPECTION PROCESSES



USA



DE-CAPSULATION



ATTENTION
RADIOACTIVE
MAY 11



...by name...

...by nature...

...by definition

astute *adj.* having insight or acumen; perceptive.

- Key suppliers need to continue to evolve, invest & engage
- Customers need to engage with those demonstrating the above
- To achieve this, both parties need to have regular interaction, share knowledge, work together and demonstrate commitment to the long term partnership
- We are all in this together, by forming trusted partnerships we will all come out stronger

