

BCB INTERNATIONAL LTD

Company Profile 2020

V 14





BCB a long trusted history

1854 Started in business

2 x Queens Award for Export

Sunday Times Best company to work for

Accredited to **ISO 9001:2015**

UN supplier for over **30** years

3 Factories in Wales



Browns Cough Bottle = BCB

As supplied to British troops in the Crimean war

60 years working with:



Ministry of Defence



Our Mission Statement: 'Saving & Protecting Lives in Hostile Environments'



BCB History

BCB HISTORY

1854

Dr Brown invented Browns Cough Bottle (BCB) for the British troops in the Crimean War.



1900

Browns Cough Bottle was sold to the public in the UK.



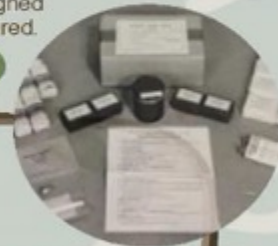
1914

BCB Ltd. was established as a medical company, named after Brown's Cough Bottle.



1940's

First ever medical kit for life boats and rafts were designed and manufactured.



1980's

First supply to the United Nations.



1979

BCB International Ltd was established to develop the military range and export.



1975

Supply of medical equipment to the first successful expedition to the South West face of Everest.



1967

Developed shark repellent for the U.S. Navy.



1950's

First supply to the British Ministry Of Defence

Brown's Cough Bottle Pastilles are made.



1988

Winner of first Queen Award for Export Achievement.



1985

Pioneer brand of outdoor accessories developed.



1993

LRQA ISO Quality Control approval.



1999

Robotic design begins.



2009

Blast Boxers were designed.



2007

BCB International Inc. was established in the USA.



2013

FireDragon eco-friendly cooking developed.



2014

BCB Adventure was set up for the outdoor market.



Award Winning

- 2 x Queens Award for Export achievement
- 3 x Soldier Technology Awards
- Sunday Times Best company to work for
- 2 x Welsh Innovation Awards
- Business Language Champion





Prime contractor

BCB have established good, long-term relationships across Military, Marine & Leisure sectors, including relationships lasting over 60 years with DE&S, the UK MoD, and RFD.



Ministry
of Defence



NATO Approved



Martin-Baker



Ministry
of Justice





SAVING LIVES
THROUGH
INNOVATION

163 YEARS IN
BUSINESS

CELEBRITIES

PRINCE HARRY
LEONARDO DI CAPRIO
TOM CRUISE
CRAIG DAVID
OLLY MURS
SCOTT MILLS
JEREMY BOWEN
SIR RANULPH FIENNES
RAY MEARS
SIR RICHARD BRANSON

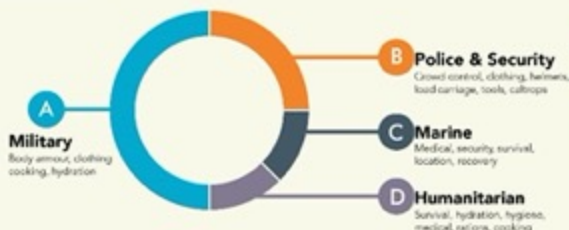
WE WORK WITH

Countries we work with



MAIN INDUSTRIES

The main industries we provide goods to



THE TEAM

A team of smart, creative people!



WEBSITE GROWTH

Growth of our website.



3 IN WALES FACTORIES



- 01 N.A.T.O APPROVALS
- 02 QUEEN'S AWARDS
- 03 R&D INVESTMENT
- 04 UN REGISTERED

BEST SELLING PRODUCTS

Our best selling products



MAJOR
INDUSTRY AWARDS

8

Queen's Award x 2
Soldier Technology Award x 3
Wales Innovation Award
Best Small Companies To Work For
Carnegie Award

WWW.BCBIN.COM
WWW.BCBINUSA.COM
WWW.FIREDRAGONFUEL.COM



BCB International Ltd.

Meet the Team

MANAGING DIRECTOR
Andrew Howell



DIRECTORS PA



Sarah Newbold

Sales

Operations

R.O.W. DEFENCE SALES



Ben Simmons
Special Projects



Paul Ames
Business Development



Kate Graham
UK MoD Admin



Philip Jones
Business Development



Philippe Minchin
EU Military



Monica Catalano
EU Military



Emily Howell
EU Military



Gabriella Howell
AID Development



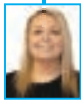
Issy Howell
Marketing & Design



Jay Rixon
Graphic Designer

EUROPE DEFENCE SALES

MARINE SALES



Stephanie Frieze-Davies
Marine Sales



Stuart Morris
Business Development

RETAIL SALES



Bastien Bechade
French Leisure



Becky Ratcliffe
EU Leisure



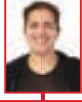
George Carter
UK Leisure



Paul Davies
Business Development

ACCOUNTS

Diana Rossi



Rena Jones
Accounts manager



Jane Rees
Accounts

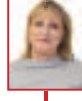
OPERATIONS DIRECTOR

Janey Howell



OPERATIONS MANAGER

Lisa Owen



PURCHASING

Adnan Haddadi



James Firmin
Purchasing Executive

CARDIFF FACTORY



Paul Ripley
Factory Manager



Sue Row
Production Manager



Tom Winkworth
Stock Control



Gavin Jenkins
Dispatch



James Brown
Dispatch

TRANSPORT

QUALITY



William Hudd
Quality Manager



Lesley Baker
Quality Executive

LLANELLI FACTORY



Ben Harrison
Chemist



Tracey Evens
Production Manager



Mason Morgan
BSS Engineer



Steve Jenkins
Factory Manager

Meet the Team



Quality Assured

- Accredited to ISO 9001:2015
- ISO Approved to since 1993
- Over 50 N.A.T.O. approvals and many SOLAS approvals



Certificate of Approval

This is to certify that the Management System of
BCB International Ltd
 Lanby Industrial Park, Warrifrog Avenue, Cardiff, DF3 2EX, United Kingdom

has been approved by LRQA to the following standards:
 ISO 9001:2015

David Derrick

David Derrick - Area Operations Manager UK & Ireland
 Issued by: Lloyd's Register Quality Assurance Limited

This certificate is valid only in association with the certificate schedule bearing the same number on which the locations applicable to this approval are listed.

Current issue date: 21 August 2018
 Expiry date: 31 January 2020
 Certificate identity number: 10115079

Original approval(s)
 ISO 9001 - 21 August 2018

Approval number(s): ISO 9001 - 00015709

The scope of this approval is applicable to:
 Manufacture of cosmetic and skincare products, soymilk items, storage repair, maintenance and associated training, tools and light engineering products, rations, first aid kits and survival equipment. Wholesale and distribution of defence, security, humanitarian aid items, camping and marine and survival equipment. Manufacture, subcontract manufacture and wholesaling of marine survival equipment, including search and rescue security equipment. The distribution of wholesale or retail safety, survival and outdoor leisure goods for use by the general public including solid and gel fuel.





Quality assured and patent protected products

The Company has consistently invested in Research and Development of new products and there is significant value and growth potential in its IP. The company's has many registered designs and IP protected products.

BCB has been ISO approved since 1993 and has the following accreditations:

- **ISO 9001:2015**
- **ISO 14001:2015**

It has NATO and SOLAS approvals and is an MHRA and Home Office approved supplier of medicines.

50 +
NATO
Approvals

ISO
Accreditations

7
Patents

40+
SOLAS
Approvals

MHRA & Home
Office Approval
for Medicines



Accreditations & Approvals





Manufacturing – Three production sites in UK

Team of 70 and approx. 90,000 sq. ft of factory and warehouse

**BCB HQ
Cardiff**



**FireDragon
Llanelli**



**BCB Cardiff
Unit B**





NEW Cardiff HQ

Sales, Operations, Manufacturing & Distribution



- 3 dedicated offices
- 40,000 sq. ft. of warehouse space



Prime Manufacturer



Fuel



Camouflage Cream



Creams – liquids - powders



Sewing & heavy textiles

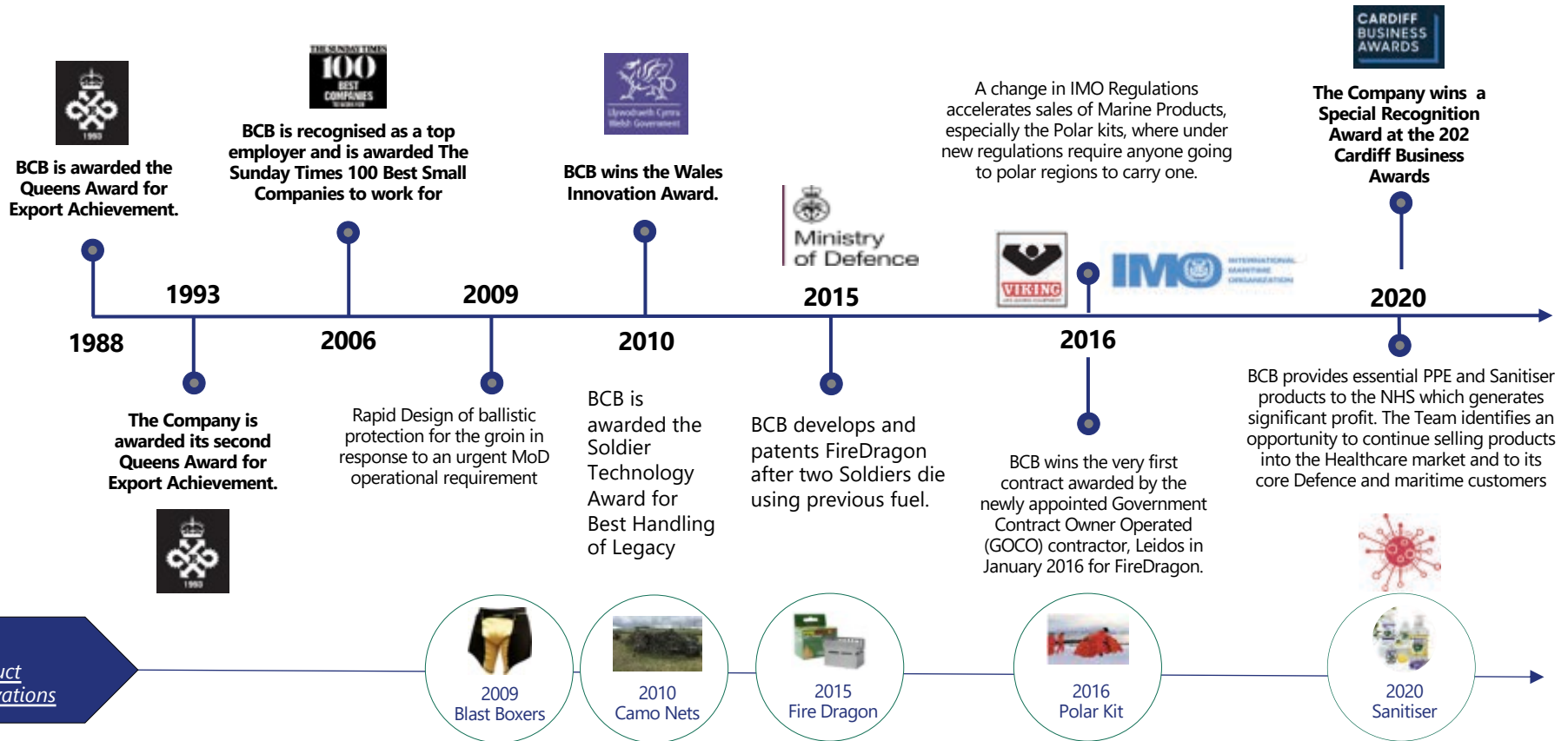


Kits & Packs



Recent History & Key Milestones

Continuing to develop and innovate new life saving products





Direct end users

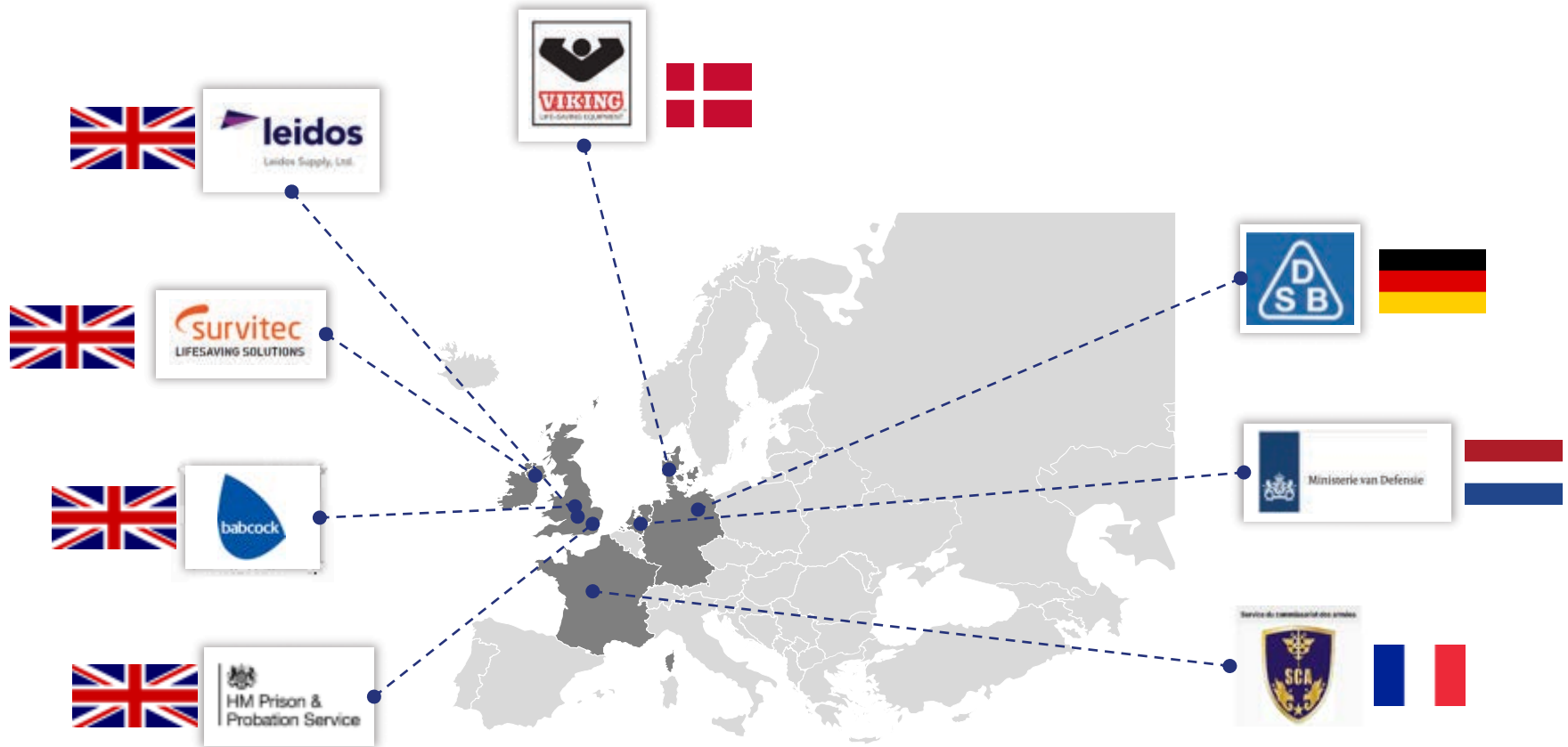
Direct access and supply to the end user community.





BCB's impressive customer base

*High customer penetration throughout Europe
Sales to over 50 countries.*





BCB is focused on 4 key end markets

Well established relationships, respected brands and a reputation for quality

Core end markets

New segment

Defence



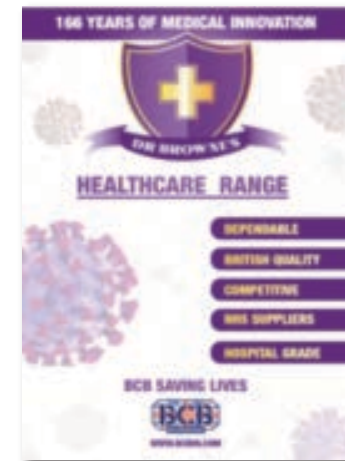
Marine



Retail



Healthcare



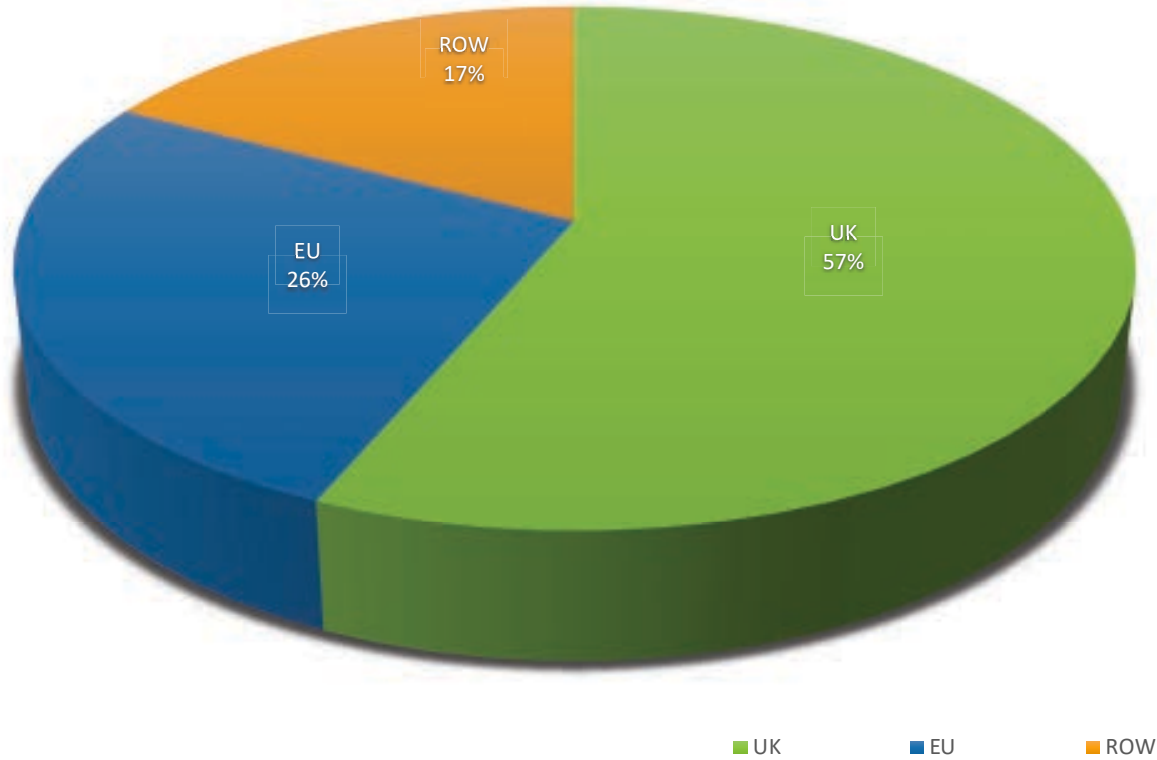
Key End Customers





Global Sales

43% export sales

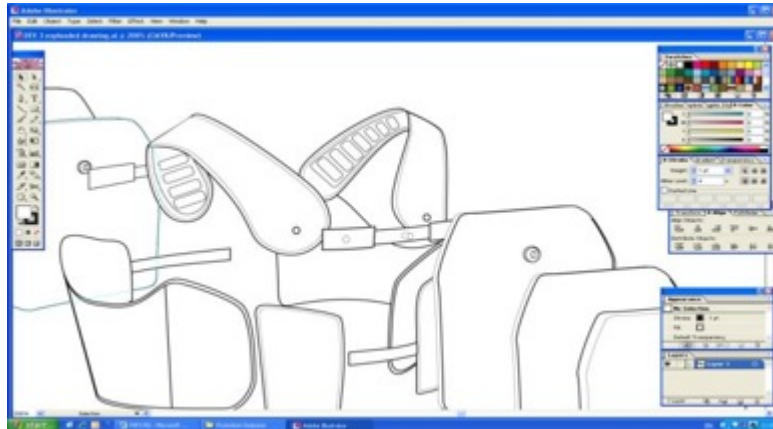
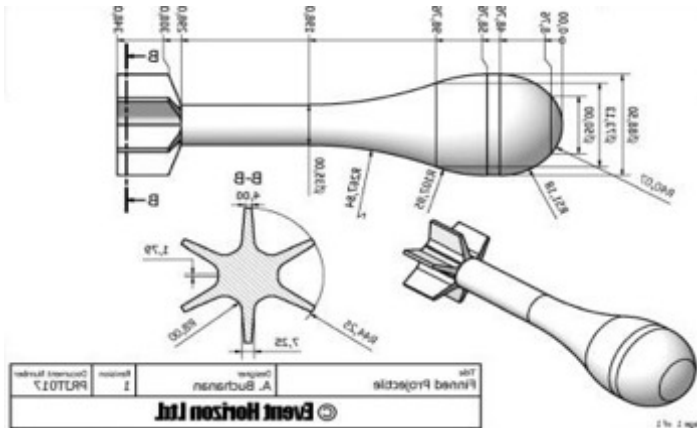




Research & Development



- Over **£1 million** invested into R&D in the last few years
- Collaborative University and business partnerships
- Diverse expertise
- Rapid prototyping
- Cradle to grave, invention, trialling, innovation and manufacture
- Continuous and never ending innovation - **CANEI**
- Military focus user group





Research & Development

Patent protected products primarily developed with the end user.

BCB has invested over £1,000,000 in the last few years developing new products, quickly reacting to its customers requirements/requests for new or bespoke products.

The Company patent and other IP protects its products and rigorously quality tests all new products to meet customers requirements. BCB carries out the majority of its R&D in partnership with the local universities and other centres of excellence.

The new products below highlight some of those that the Company will bring to market in 2021.

BCB has had success with the UK MoD and NATO who are seen as a litmus test for product approval and present credible user endorsements of the products.

Some of our new or developing products

FIREDRAGON



USA Camo
Cream



Thermal
Camo Net



Folding
Field Desk



Heating
Kits



Firelighter



Sanitisers





Defence Summary

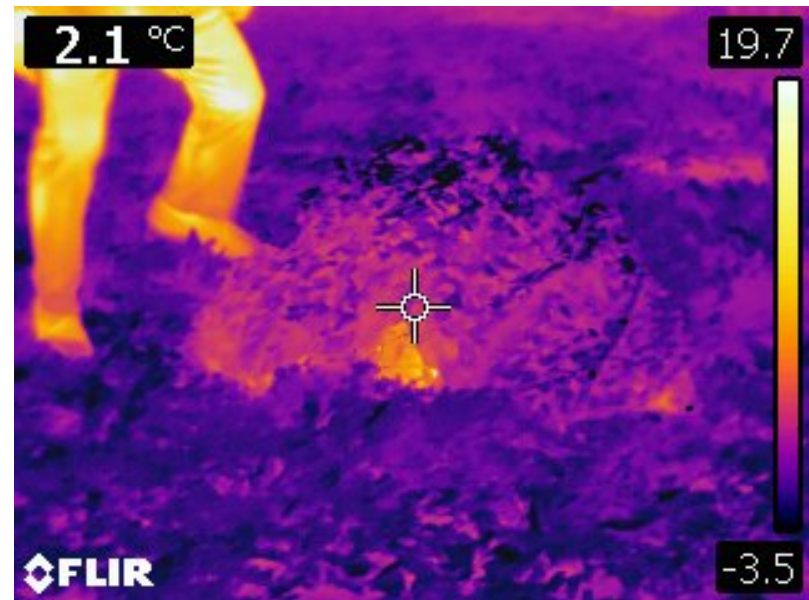
- Some of the defence and security core sales are subject to contracts of up to 4 years which also give an assured revenue stream.
- There are a number of new tendering opportunities currently being undertaken.



Above picture shows our Blast Boxers after trials.

Picture right is our thermal camo net covering a person.

- Recently BCB has identified a number of opportunities to develop and advance its technology in the camouflage area; key with the growing threat from Russia and use of drones.
- Stealth and concealment technologies are now seen as a key investment priorities for most Western defence forces.
- BCB has invested significantly in research and development to design, and developed innovative cutting edge products.





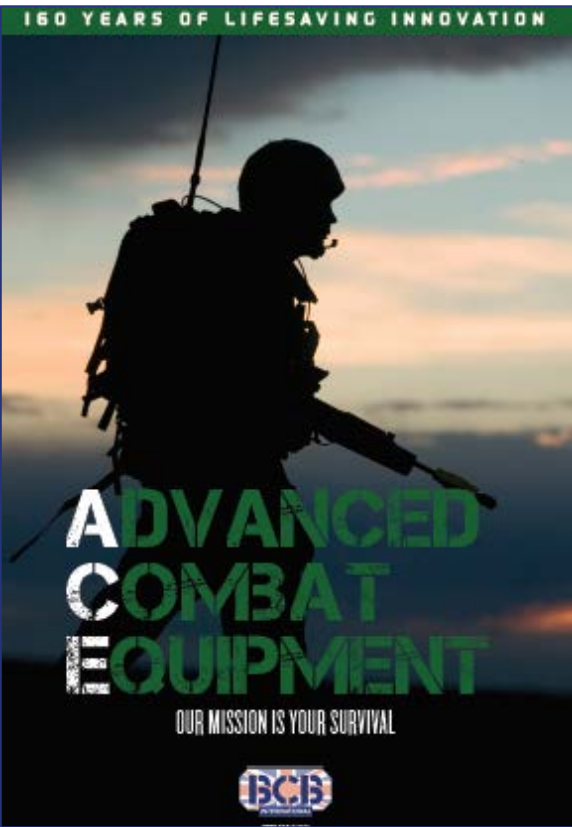
Defence – core market

Highly innovative product range trusted by its military customers

The Company has a long history of serving the domestic military market and the UK MoD is a significant customer. BCB exports products to Defence agencies across the globe in addition to serving the domestic market.

BCB's owns the IP rights (either patent or design protected) for a number of innovative products that fall under the Defence category, which are detailed below.

A brief summary of the key products in this market segment are highlighted below.



Camouflage Cream – BCB manufactures the only infra red reflective camouflage cream in the world. The product is supplied to most NATO forces apart from USA. A design for the US Dept of Defence will be launched shortly



Camouflage Nets – The Company has supplied the Mark 7 NATO Camo net to the UK forces for over 10 years. The product is lightweight and cost effective.



Thermal Camo Net – The Company has developed an improved net with considerable thermal camouflage properties in addition to its existing infrared capabilities.



Command Tents – BCB has developed a deployable and repackable high pressure inflatable tent for General Dynamics (GD). These tents complement BCB's field furniture capabilities.



Field Furniture – BCB has developed a comprehensive range of field furniture items to UK and EN standards.



Fire Dragon – The Company has developed a worldwide patented, non-toxic, eco-friendly, waterproof lightweight cooking fuel for outdoor use. This has been a highly successful product for the UK Military.



Field Cooking System – The Dragon cooker is an integrated system which is compact and convenient. It complements the Fire Dragon product above.



Boat Stopping System – BCB has developed a non-lethal boat stopping system with significant, reliable stopping power.



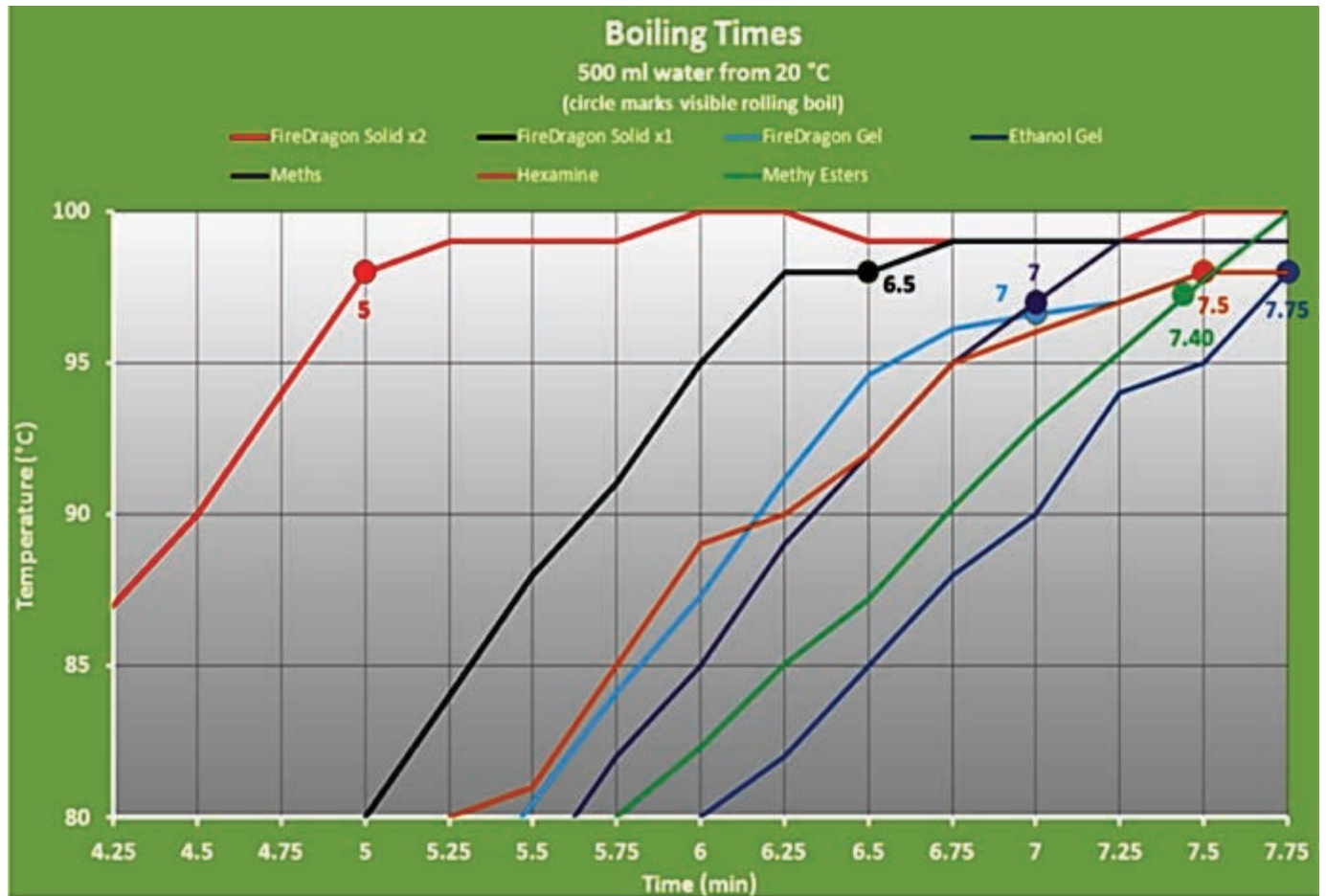
Floating Armour Torso Systems (FATS) – BCB provides waterproof body armour, protecting an integrated self inflating life jacket which automatically inflates within 3 seconds of water immersion.



High Performance - FIRE DRAGON

FireDragon is more efficient (28MJ/Kg) than kerosene, methyl esters, or paraffin. Though not as efficient as LPG, which is approx. 50MJ/Kg.

In extensive field and laboratory testing by the **British Army, FireDragon** proved to be the **best of all solid fuels tested**





FIRE DRAGON

Waterproof, lightweight, easy to light. Solidified ethanol, environmentally friendly.

- Can be packed with food
- Fast boil and long burn – high heat output
- Clean burn (doesn't dirty cooking equipment)
- Air transportable
- Safe for indoor / tent use
- Also effective as a hand sanitizer or "waterless soap"

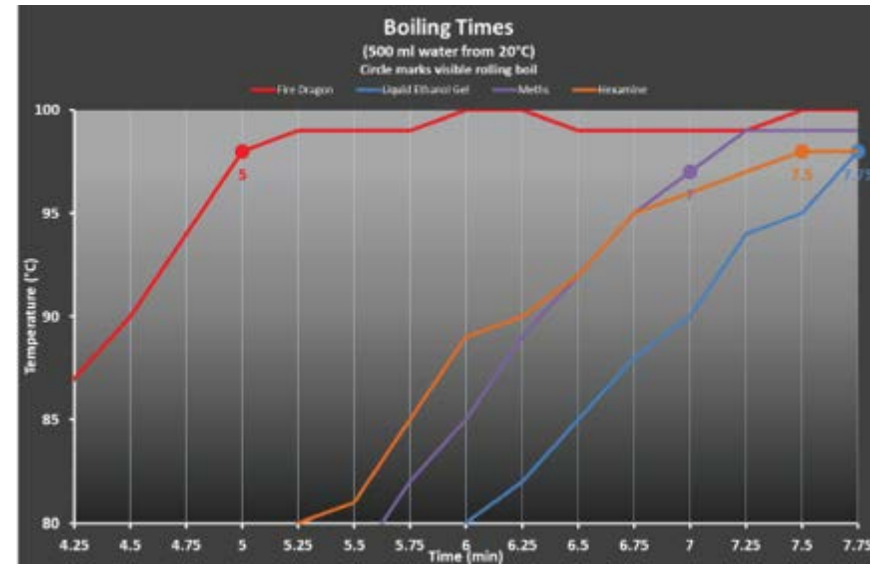
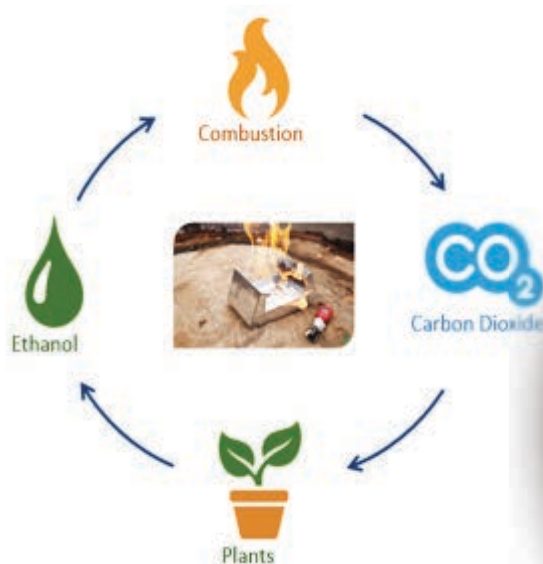
Can be used in a range of existing cooking systems

Worldwide patent

- **Made from natural ingredients**
- **Non toxic**
- **All weather**
- **Long burn**

"The small FireDragon tablets are easy to use and fit perfectly into my survival tin and mess kit"

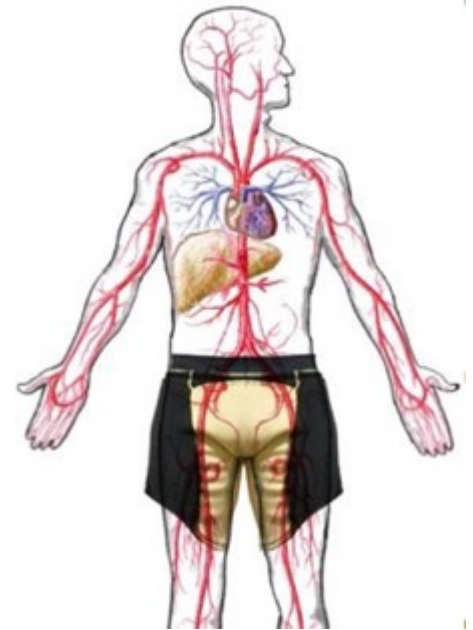
Sgt, Special Forces





Blast Boxers

- The original patented pelvic protection
- Sculpted design - increased comfort
- Breathable fabric
- Laboratory and field tested
- Fire Retardant
- Anti microbial and anti odour
- No ballistic degradation following washing
- US Berry compliant – MADE IN THE UK and USA



Patent Guaranteed

PERFORMANCE Tested in accordance with MILSTD-662F | V50 2gr RCC



Inner thigh
= 910 ft/s [277 m/s]



Upper front & back
= 910 ft/s [277 m/s]



Genital region
= 1020 ft/s [311 m/s]

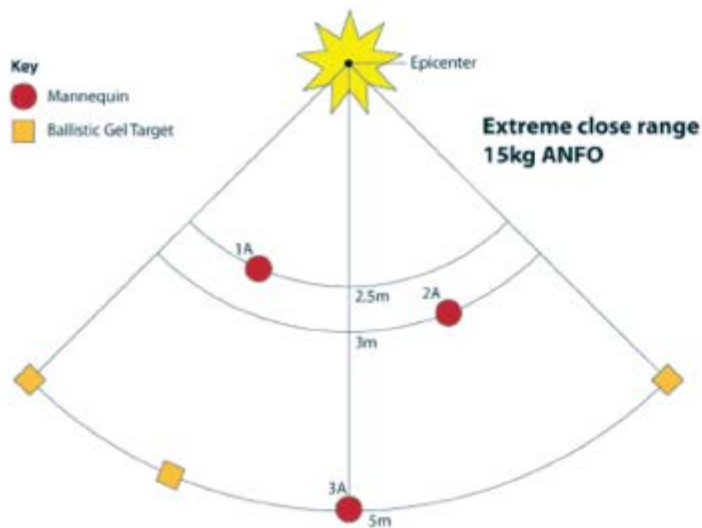




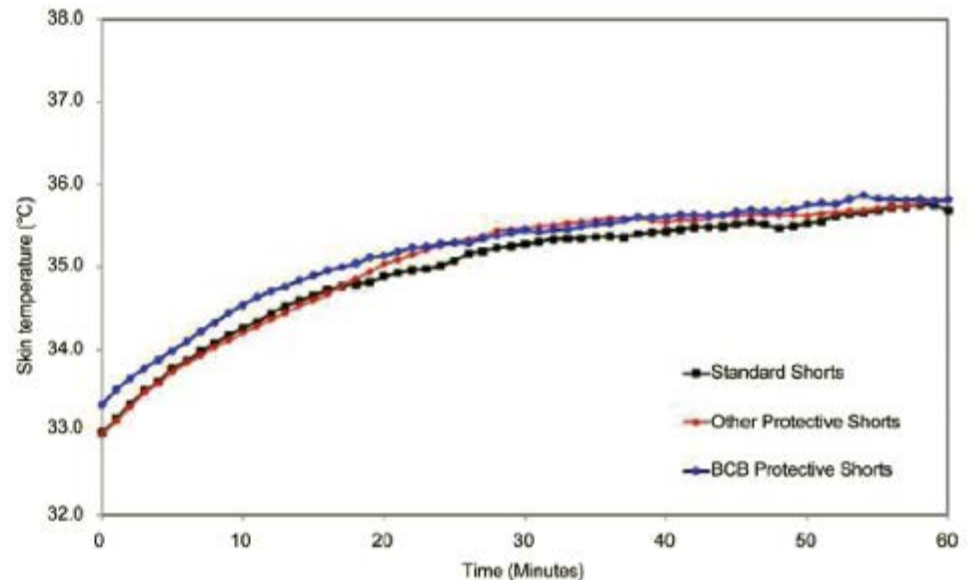
Blast Boxers

Extensively Tested

- Ballistic firing range tests, standard V50 trials
- Blast tests - 5, 10 & 15 Kilos (40lbs) of ANFO with 500gram (1lb) booster charge
- User comfort trials, including environment chamber trials at 104oF (40oC)
- Accelerated debris firing



FULLY BLAST TESTED





Fox Sleeping System

- **Comfortable, compact and versatile**
- **A modular 3 in 1 jungle shelter system that can be combined or used independently**
- **System developed in conjunction with SF**



1. Jungle Hammock

A generously sized, parachute grade, ripstop Nylon hammock

3. Jungle Mosquito Net

A rugged, close weave polyester mosquito net. Clipped to fabric loops.

2. Lightweight Waterproof cover (Basha)

A lightweight robust shelter sheet forming Fully tape-seamed and reinforced points.

- Compact and lightweight
- PU coated Ripstop Nylon
- NATO approved



Location Marker Balloon

A ground to air signal balloon. Designed by the military for the military. Can be quickly used to mark your Drop Zone position or if in need of rescue.

- Floats high above any jungle on a 75 metre (250 feet) strong tether
- Can be operated by one person within minutes
- Uses inert helium gas to inflate 136 litre Radar Reflective balloon
- Lightweight carbon fibre cylinder
- Large 1 meter balloon
- Day/night visible
- Radar Reflector
- Reusable





CAMO CREAM

We manufacture for most NATO forces

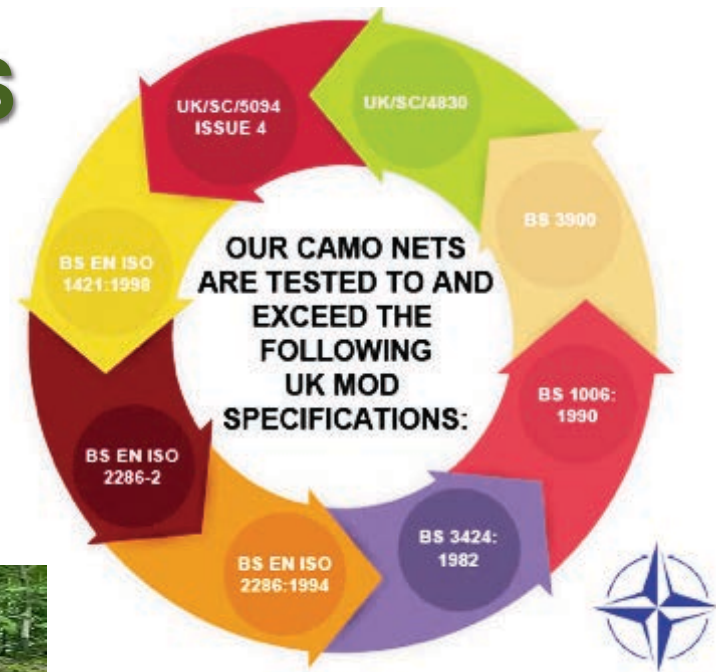
- Non-irritant
- Infrared Reflective (IRR)
- 3 types available; Compact, stick or squeezable tubes
- Numerous colours available
- Not affected by rain or sweat
- Easily removed with mild soap or wet wipes
- High sun protection
- Non-toxic
- Moisturises the skin



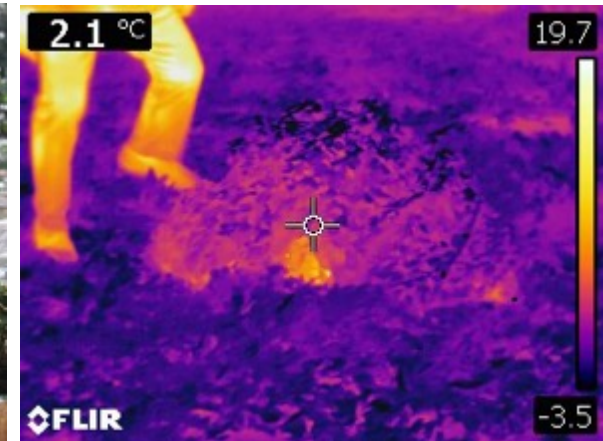
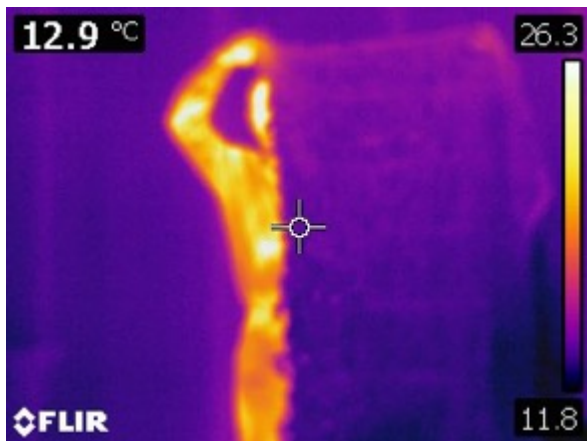


CAMO NETS

- NATO codified
- Lightweight - Infra red reflective camouflage
- Fire retardant
- Numerous colours and sizes
- The 3D helps break up the objects outline
- Thermal and infra-red 3D disruptive
- Made to UK MoD specifications



- Infra-red spectrum (400 to 1200)
- Thermal spectrum
- Visual Spectrum





Field Furniture

Functional, simple furniture currently in service with the UK MoD

- NATO codified
- Robust
- Lightweight
- Space efficient



NATO APPROVED



UK MOD APPROVED



Tested: Fire resistant, fire retardant



Tested: Waterproof, water resistant



ISO CERTIFIED





Survival and medical Kits

- Innovative and intuitive survival solutions for over 50 years
- For fast jets, rotary wing and transport planes, tanks and armored vehicles
- Individual or group survival packs
- Supplied to Special Forces, Air Forces and Land Forces
- We have helped save many thousands of lives over the years





Field Cooking System

- Innovative field cooker and cup
- The cup and cooker fit neatly and securely over the bottle for compact, convenient packaging
- Designed for efficient air intake whilst shielding against the wind
- Hard anodised matte finish
- Stainless steel
- Wind shield and heat exchanger
- Insulating
- Multi fuel system
- Fast boil time: approx. 5 minutes for 500ml of water
- Compact and lightweight
- Fast and efficient field cooking with low CO levels





FATS (Floating Armour Torso System)

A unique, versatile floating body armour incorporates a life jacket with both soft and hard armour. Low bulk and close fitting.



- Life jacket protected from bullet and fragmentation attack
- Automatically inflates within 3 seconds of water immersion
- Can be deactivated allowing diving up to 20m
- Reusable
- Waterproof armour
- Available in 2 variants - Low Profile (175 Newton) for air crew or vehicle crew or High Buoyancy (275 Newton) for Marine/Navy/Coastguard and Marine Police

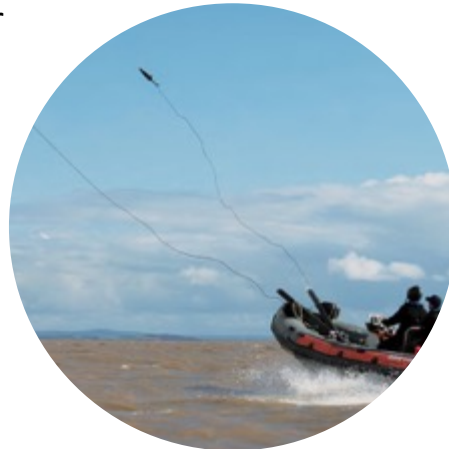


Boat Stopping System (BSS)

Unique patented maritime defence systems:

- Non-Lethal
- 100% effective; it doesn't need to snag or entangle the propeller.
- Simple to use; just uses compressed air
- Provides a layered defence
- 3 sizes – scalable for large & small vessels
- Does not damage or sink the target boat.
- Can also be used to deploy survival equipment.
- Extensively tested and in service
- Significant reliable stopping power

- More can be seen at: <https://youtu.be/zTCqceRSeX4>
- We have had repeat orders for our BSS. Currently in service with the UK navy police protecting key assets at a number of locations.
- UK Navy have also recently purchased our mid sized BSS for trials on their new vessel.
- The US Navy and maritime Army have conducted extensive trials over a 2 year period.
- US navy then visited us and the UK Navy police, following this they purchased a complete Barracuda for trials at the US Naval Surface Warfare Centre.
- Other forces are keen to trial esp. the UAE navy.
- World patents granted





Outdoor market

Camping, cycle and fishing products.



BCB sells its products into the leading UK outdoor Retailers such as Go Outdoors, Blacks, Cotswold Outdoor and Cycle Concepts. In addition, the Company has a good reputation and relationships with over 800 independent specialist trade shops both in the UK and throughout Europe.

The Company sells directly to its Retail customers through mail order specialists.

The Company has a user friendly B2C eCommerce site (www.bcb.in.com) and a "trade only" section to the website where customers can place an order, view live stock levels and current trade prices. We pride ourselves on our 24/7 customer service offering for rapid order fulfilment.

As COVID-19 will lead to an increased number of "staycations" next year, in the short-term, BCB believes that the Fire Dragon product category is particularly attractive to retailers.

Outdoor market





FIREDRAGON

NEW retail packaging

Solid Fuel Pouches

Eco-friendly, recyclable and attractive pouch which can be conveniently displayed either stacked or hanging. Lightweight, low-bulk, easy to store and open. Available in pouches of 6 or 18.

Gel Fuel Pouches

The pouch is robust, and quick & easy to open. Ideal for packing in your rucksack. Available in 200g or 1 litre.



Firedragon Cooker

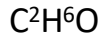
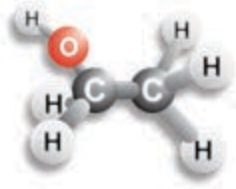
Designed specifically for use with fire dragon fuel. Compact, lightweight, folding design. Compatible with many other fuels.





New Fuel - FIRE DRAGON

“All life on Earth now depends on us...”



Based on bio-ethanol, **FireDragon** is sustainable and **not a fossil fuel**.

It is a safer fuel for both the user & the environment. **FireDragon** outperforms all other solid fuels.

FireDragon's bio-ethanol purity is very high at approximately 96%.



This fuel for the future:

- ✓ Is sustainable
- ✓ Cooks quickly
- ✓ Burns intensely
- ✓ Is easy to light
- ✓ Safe to carry & transport
- ✓ Gives off a very little soot or nasty smells

Clean, Green & Sustainable



Hand Cleanser



All-Weather



Quick & easy to light



Clean burn





Healthcare market

In response to COVID-19 in 2020

During COVID-19, the Company has successfully supplied healthcare and PPE products to its Healthcare customer base leveraging the Dr Browne's brand.

These products we designed with and made for the NHS, Police, Welsh and Scottish Governments, the military and other front line personnel. BCB worked 24/7 to keep up with demand.

BCB focused on making a high strength, high quality sanitiser that passed over 5 international standards and was scientifically proven to be 99.99% effective against viruses and 99.999% effective against bacteria.

We believe Dr Browne's hand sanitiser is one of the best available on the market with a highly effective 80% alcoholic formula. The product passes a multitude of British and European standards and has been through rigorous testing.

The PPE range that BCB supplies includes face masks, oxygen bags, body bags and face shields are all CE marked approved.



166 YEARS OF MEDICAL INNOVATION

DR BROWNE'S

HEALTHCARE RANGE

- DEPENDABLE
- BRITISH QUALITY
- COMPETITIVE
- NHS SUPPLIERS
- HOSPITAL GRADE

BCB SAVING LIVES

BCB
INTERNATIONAL

WWW.BCBIL.COM





Healthcare



In March 2020 with our CANEI (Continuous And Never Ending Innovation) policy we quickly adapted to the pandemic by converting our Llanelli factory into making a high quality hand sanitisers. Together with other PPE equipment this has all sold extremely well.

We started working around the clock in the fight against COVID-19, helping to save lives on the “new frontline”.





Dr Browne`s hand sanitiser.

- To beat this insidious virus, we have deliberately set out to design our Dr Browne`s hand sanitiser as being one of the very best sanitiser available, with a proven **highly effective formula of 80% alcohol**.
- From the research we have conducted there is very little sanitiser on the market which is as high a quality as ours. There are some with 70% alcohol, many are 60% but most do not declare what percentage alcohol they are. The higher the alcohol strength the more effective the kill rate, as recently confirmed by the Centre for Disease Control in USA.
- Our rigorous testing has proven it to pass the following ISO standards; **BS EN 14476:2013 + A2:201, BS EN 1276:2019, BS EN 1500:201, BS EN 13727:2012 +A2:2015, BS EN 13624:2013.**
- **Most of the other sanitisers have only been tested against bacteria. This is missing the point as COVID is an enveloped virus, which is at least 10 times more virulent than bacteria. We have passed this critical viricidal tests.**



- This high strength and viscous formula of Dr Browns we feel is important for the future fight against COVID for a number of reasons. High strength sanitisers kill COVID -19 quickly and with greater assurance (CDC).
- 77% of consumers confirmed they use hand sanitisers. - Grandviewresearch.com
- *“Alcohol may be man`s worst enemy, but the bible says love your enemy”... Frank Sinatra.*



Marine Summary



- Historically, the company developed the first ever survival and medical equipment for life rafts and lifeboats. This is still an important core product line with a high cost of entry as it is highly regulated and requires extensive testing and thus has few competitors. This market, though only growing at 5.3% (2019 Plimsoll) it does provide a regular reliable demand for our life saving marine products.
- The marine range has been successfully expanded in recent years with the introduction of specialist marine, extreme cold weather survival equipment, for commercial ships going to the Polar regions.
- With global warming the North West passage is opening up so this market will continue to increase. All ships going to these polar regions, defined as beyond 60 degrees meridian, have recently been regulated to have to carry cold weather survival equipment by international maritime law.



Marine market

Survival and medical equipment designed for life rafts and lifeboats

BCB developed the first ever survival and medical equipment for life rafts and lifeboats

The Company has expanded this range in recent years with the introduction of specialist Marine and extreme cold weather survival equipment for commercial ships. The products in the category range from personal kits to larger group kits.



Medical Equipment – BCB designed the first medical equipment for use in life rafts and lifeboats over 60 years ago. The Company produces its products to international SOLAS or EU standards.



Survival Kits – BCB is the developer of much of the current survival equipment that is now standard in life rafts and lifeboats. The kits are SOLAS and IMO approved.

Polar Kits – In 2017, the IMO adopted a new regulation called "The Polar Code" which required all international shipping to carry new extreme cold weather survival packs. BCB was instrumental in helping design the products which have now been extensively adopted by most vessels going into the Polar regions. Due to climate warming the North West passage is now more accessible than ever.





Marine Survival Kits

BCB have developed polar survival kits in accordance with the new IMO Polar Code. Both the personal kits and group kits are manufactured in-house (below).

These emergency kits are durable and robust, and float when packed in their bespoke waterproof kit bags. They are specially designed to aid survival in the polar regions.



Both kits comply with the Polar Code (IMO Resolution MSC.385(94)), PART I-B paragraph 9.2



CAT C FAK

MCA and Lloyds Register of Shipping Type Approved for Category "C" Vessels

- EC Directive 92/29
- CE marked



SOLAS FAK

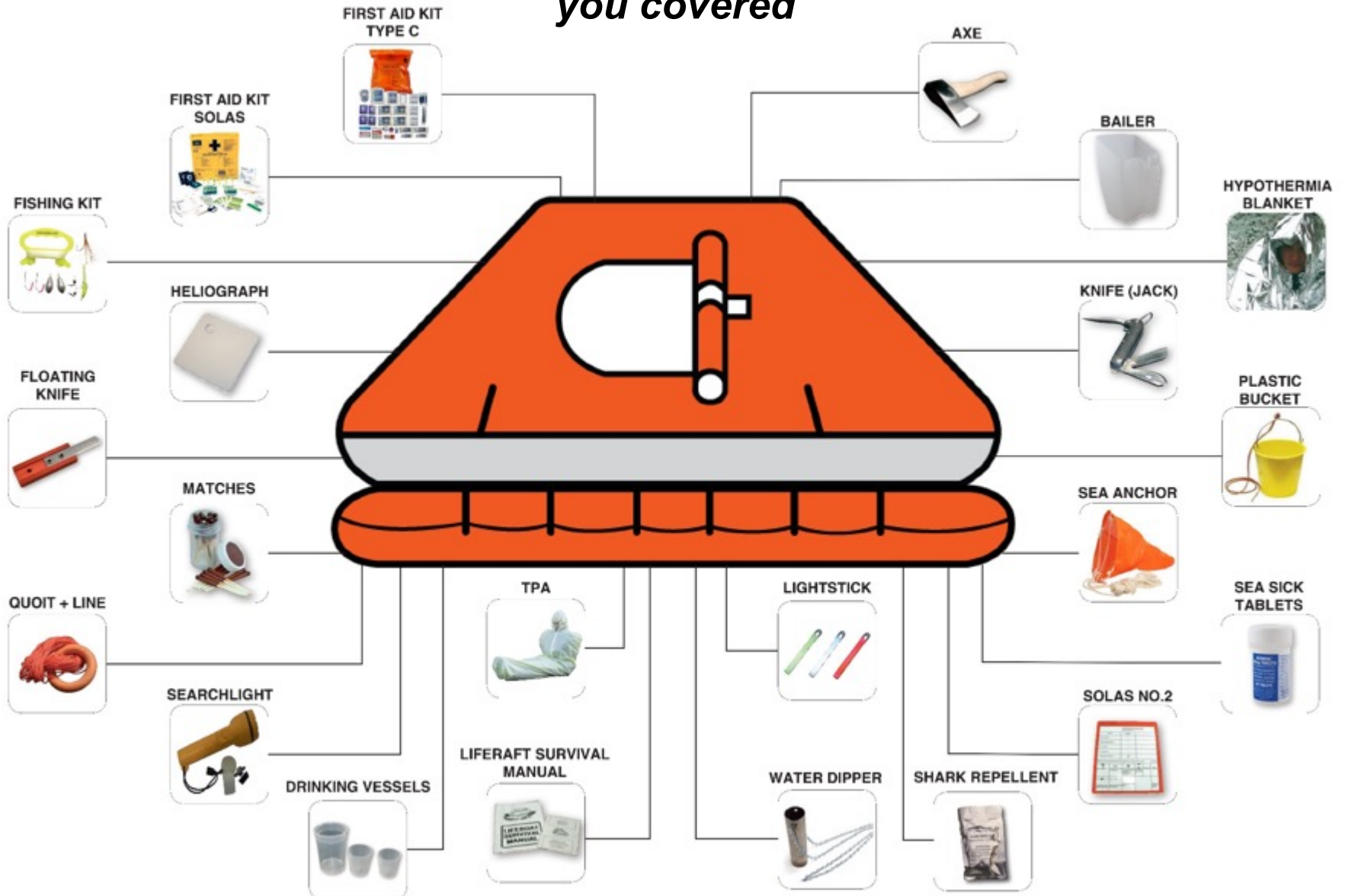
SOLAS First Aid Kit in Waterproof Pack
Lloyds' Register of Shipping Approved for use in lifeboats and liferafts on ships registered outside of the EU





Survival Accessories

*We have
you covered*

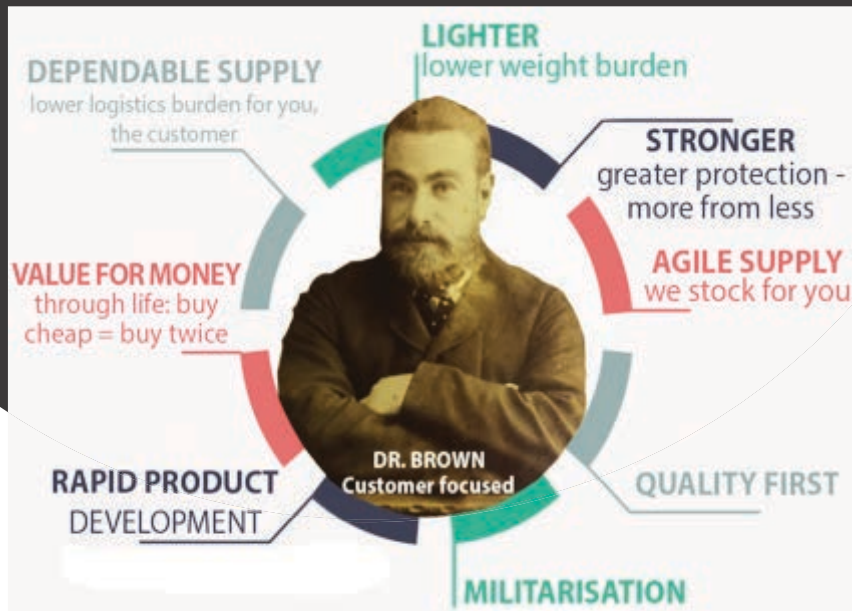




Summary

- The company has expertise in light engineering, medical, camouflaged products and chemical formulations. It has a balanced and capable management team with good financial control and proven production, quality control and distribution structure.
- The Group's niche core product range comprises of approximately 550 lines, with around 50 being NATO approved. Key items include: medical and survival kits, camouflage and concealment, and field equipment, many of which are BCB's own design are unique and IP protected.

150 years 60 years 45 years 30 years 25 years 1 year



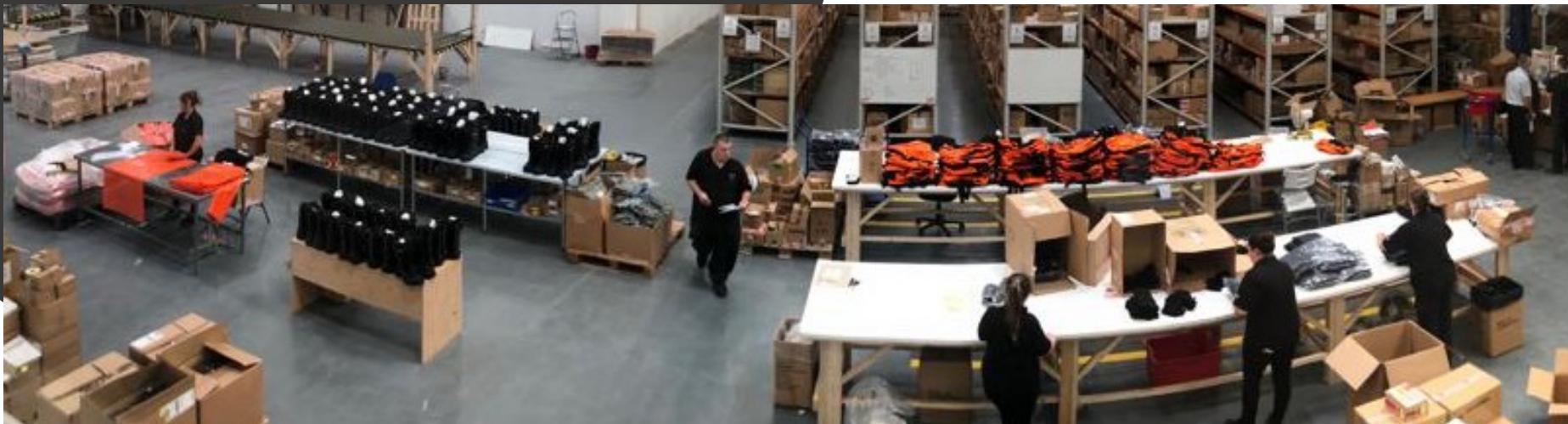


Summary

- BCB is a well established designer, manufacturer and supplier of innovative protective, medical and survival equipment to the defence, outdoor and marine markets.
- Most of the companies products are associated with life saving, life preserving, survival, medical or personal enhancement for those at or beyond the front line.
- For over six decades BCB has been at the forefront for some world leading innovations to help save lives and are well known to its customers for the quality of its products.



- Historically, BCB's primary customers have been the UK MoD and manufacturers of life rafts and lifeboats.
- Before COVID-19 BCB exported about 40% to military, security and marine services around the world and has a well established network of international sales distributors and had a great reputation with a number of international customers and overseas governments.





Pedigree, respected brands



60 years



45 years



BAE SYSTEMS

30 years



25 years



1 year



Conclusion



- BCB is a long and well established company with a comprehensive innovative quality product range.
- Designing and manufacturing life saving equipment for the elite.
- Terrific well respected brands.
- Excellent quality and service.
- Life saving and ethical.
- Considerable investment into R&D and capital equipment.
- The rapid development of hand sanitiser in March has continued its core live-saving philosophy, adding the new medical market.
- Having 5 large diverse markets is a great strength, especially in these uncertain times
- The sanitiser and PPE range have helped to insulate revenue from the ravages of COVID for the long term.
- Defence and Marine markets provide good long term contracts which underpin revenue streams.
- Product rich IP protected company.





“Reducing the soldiers burden”



'Saving & Protecting Lives in Hostile Environments'