



Oct. 2020

Company Profile

BCB International Ltd

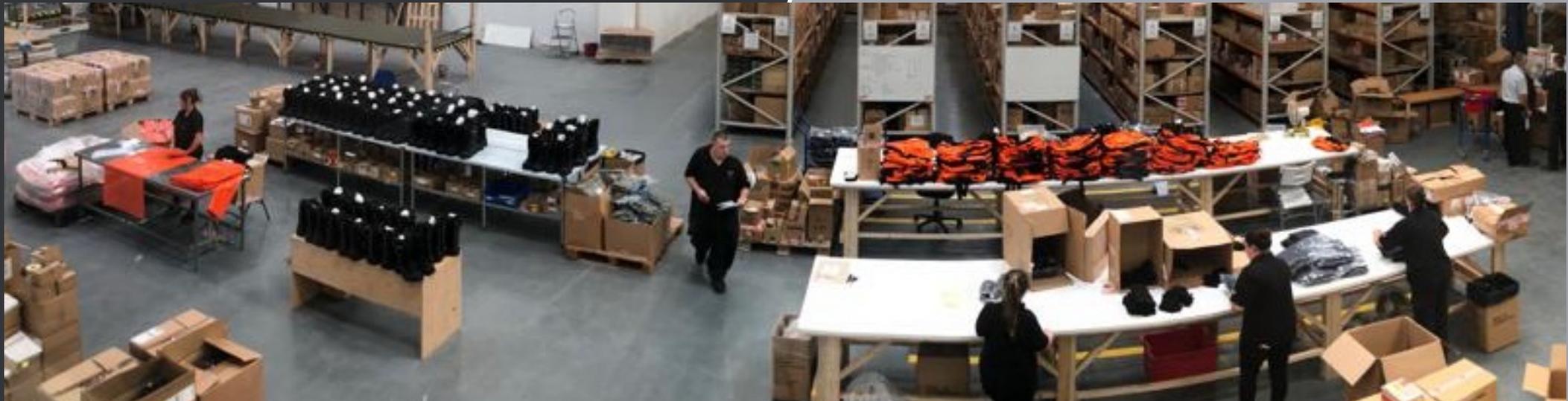
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Company Summary



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



Company Summary



Company “Sports Day”

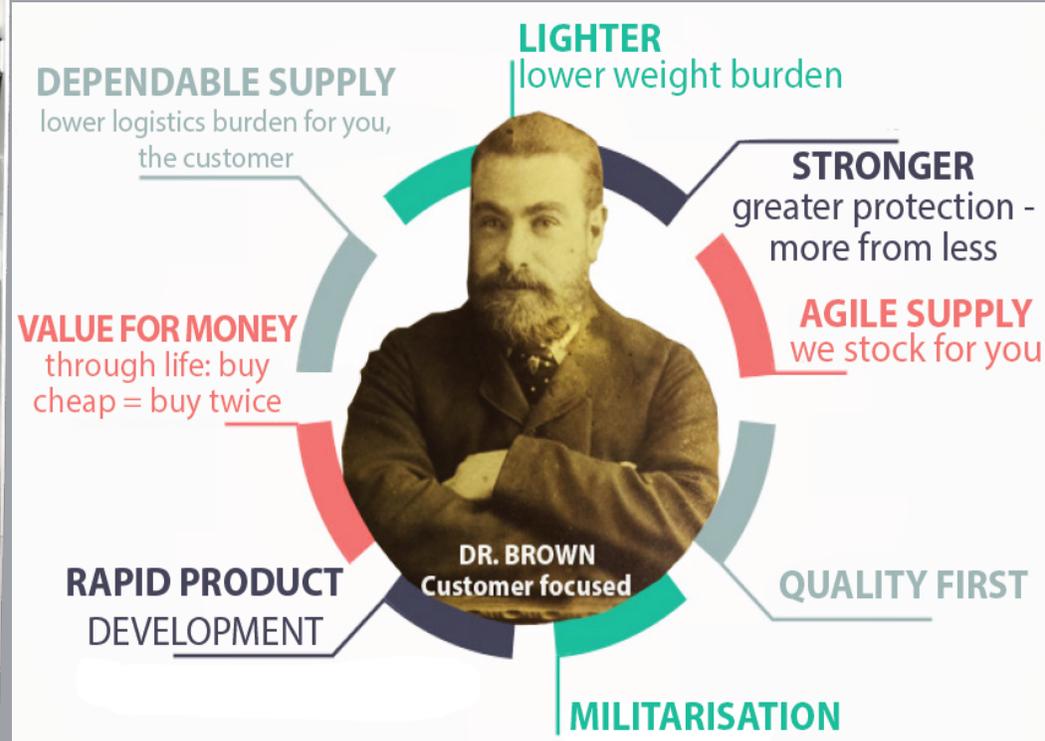
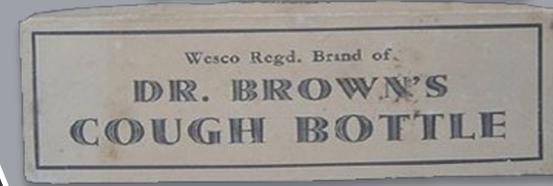


- Historically, BCB`s primary customers have been the UK MoD and manufacturers of life rafts and lifeboats.
- Exports are approximately 40% to military, security and marine services around the world.
- A well established network of international sales distributors and great reputation with a number of international customers and overseas governments.

Company 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 ensuring they are unique and IP protected.





Marine



- **Historically, the company developed the first ever Survival and Medical equipment for Life Rafts and Lifeboats. This is still an important core product line and is constantly being adapted and improved upon.**
- **Some of our customers have been with us for 60+ years, for our life saving marine products.**
- **We have also developed a range of marine specialist, 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 below 60 degrees or more, have recently been regulated to have to carry cold weather survival equipment.**

Research & Development

- BCB has invested significantly in research and development to design, and develop innovative cutting edge products.
- Each of the new development products are highly innovative and are designed for specialist application, they have opportunities for significant worldwide sales.



*Picture right shows our Blast Boxers after trials.
Picture left is our thermal camo net covering a person.*





Research & Development

Some key new products include:

- New ethanol gel based fuel and associated cooking systems. *(pictured)*
- Floating body armour *(pictured)*
- Boat stopping system to disable high speed launches *(pictured)*
- Field furniture and camp equipment
- Ballistic Underwear
- Camouflage and concealment





COVID-19

- 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.
- We have also introduced a range of high quality, CE marked, PPE equipment to complement this and help respond to our customers requirements.
- We started working around the clock in the fight against COVID-19, helping to save lives on the “new frontline”.



Impact of COVID.

- Our sanitiser is marketed under our Dr Browns brand; born from the BCB founding father (see our *history slide*).
- We focused on making a high strength, high quality sanitiser, which we tried, tested, reformulated and tried again. We have now passed over 5 international standards and have been **proven to be 99.99% effective against viruses** and 99.999% effective against bacteria.
- As a company focusing on life saving and innovative equipment, and working closely with the emergency forces, the firm responded quickly to the need for other key COVID protection items and kits, including face masks, oxygen bags, and face shields. CE marked as appropriate.



- Specialist kits were designed for these front line customers of individual, home, office or for first responders.
- Sales were made to the NHS in Wales, Police, Welsh and Scottish Governments, the military and other front line personal.



Dr Brown`s hand sanitiser.

- To beat viruses, we have deliberately set out to design our Dr Brown`s hand sanitiser to be one of the very best sanitisers available, with a tested and extensively 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% and some which don't even 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 the viricidal tests.



- We also believe that contact time between the sanitiser and the viruses is vital. In our observations, most people only sanitise their hands for, on average, 10 seconds. All of the standard tests use a contact time of 30 seconds. Hence why we have gone for the maximum strength we can in a scented sanitiser to apply to these shorter contact times.
- This high strength and viscous formula of Dr Browns we feel is so important for the fight against viruses and for that greater assurance with those around you.
- Sanitisers have always been mandatory for healthcare practitioners but now they are on the front line of our defences against COVID-19 and future germs. We are reaching a state where most of us will use them regularly.
- 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.*



Sanitiser sales and production

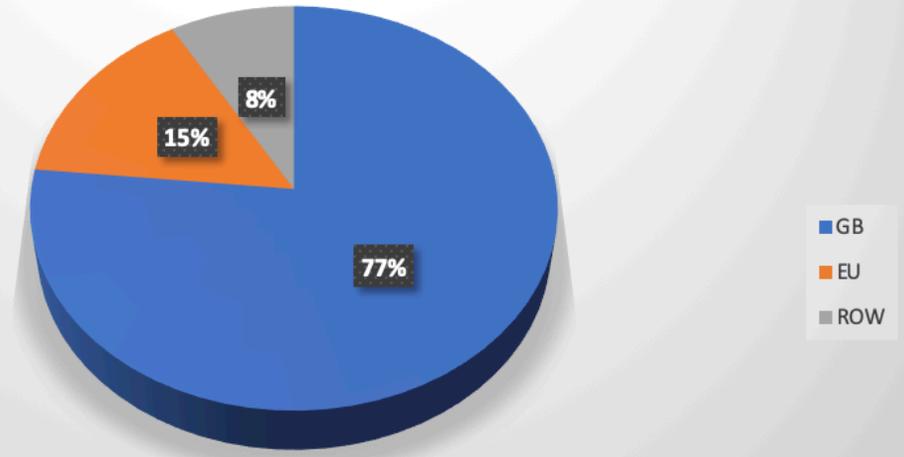
- We are a proud supplier of natural non-fragranced sanitisers and other PPE to NHS Wales, and are please to say we have not let them down on deliveries.
- **We have also developed a new range of SCENTED SANITISERS, which have been incredibly well received by customers.**
- Our new lemongrass and lavender fragranced sanitisers are proving exceptionally popular with consumers. After all any hand sanitiser is useless if it is not used.
- **PRODUCTION** has been built up quickly in our Llanelli factory to over 40,000 bottles per day.
- We have now invested in new machinery to increase our production rate. Our bespoke new, semi-automated 8-headed bottling line and mixing tanks, will help to triple our current production capacity.



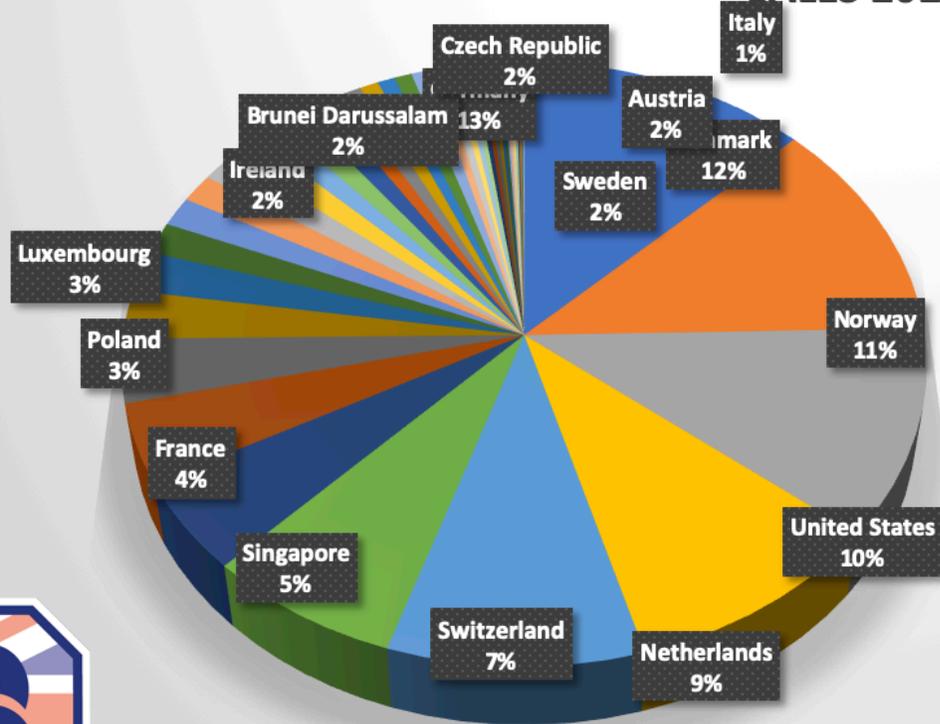
DR BROWNE'S

Exports 2020

2020 Sales



SALES 2020



- Germany
- United States
- Singapore
- Luxembourg
- Czech Republic
- Italy
- Malaysia
- India
- Australia
- Greece
- Croatia
- Finland
- Belgium
- Bulgaria
- Lithuania
- Chile
- Hong Kong
- Oman
- Denmark
- Netherlands
- France
- Ireland
- Sweden
- Spain
- Antigua and Barbuda
- Malta
- United Arab Emirates
- Saudi Arabia
- New Zealand
- Maldives
- Slovenia
- Japan
- South Africa
- Taiwan, Province of China
- Hungary
- Swaziland
- Norway
- Switzerland
- Poland
- Brunei Darussalam
- Austria
- Nigeria
- Canada
- China
- Estonia
- Slovakia
- Portugal
- Morocco
- Latvia
- Romania
- Korea (South)
- Trinidad/Tobago
- Indonesia
- Qatar





BCB International Ltd. Corporate Structure

DIRECTORS



Andrew Howell



Janey Howell

EUROPE DEFENCE SALES

Business Development



Phil Jones

UK MoD Admin



Kate Graham

E.U Military



Philippe Minchin

E.U Military



Monica Catalano

E.U Military



Emily Howell

E.U Military



Mikhael Dzagoev

PA

Directors PA



Sarah Newbold

PURCHASING

Purchasing Manager



Adnan Haddadi

Purchasing Executive



James Firmin

R.O.W DEFENCE SALES

Special Projects



Ben Simmons

Business Development



Paul Ames

OPERATIONS

Logistics Director



Gabriella Howell

Operation Manager



Lisa Owen

Factory Manager



Paul Ripley

Quality Manager



William Hudd

Quality Executive



Lesley Baker

Floor Supervisor



Sue Row

Stock Controller



Tom Winkworth

RETAIL SALES

EU Leisure



Becky Ratcliffe

French Leisure



Bastien Bechade

UK Leisure



George Carter

UK Business Development



Paul Davies

FIREDRAGON

Factory Manager



Steve Jenkins

Chemist



Ben Harrison

BSS Engineer



Mason Morgan

Macanical Engineer



Simon Mogford

Office Manager



Tracey Evans

MARINE SALES

Marine Sales



Stephanie Frieze-Davies

Business Development



Stuart Morris

MARKETING

Graphic Designer



Jay Rixon

Design & Marketing



Issy Howell

ACCOUNTS

Finance Controller



Diana Rossi

Accounts Manager



Rena Jones

Accounts



Jane Rees

Accounts



Jess Sydenham

Meet the Team

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.



1950's

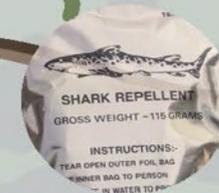
First supply to the British Ministry Of Defence

Brown's Cough Bottle Pastilles are made.



1967

Developed shark repellent for the U.S. Navy.



1975

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



1979

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



1980's

First supply to the United Nations.



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.



2007

BCB International Inc. was established in the USA.



2009

Blast Boxes were designed.



2013

FireDragon eco-friendly cooking developed.



2014

BCB Adventure was set up for the outdoor market.



Pedigree brands and loyal customers *Respected brands*

- Customer first focused approach.
- Award winning strategy.
- Target 60% export

E- Marketing

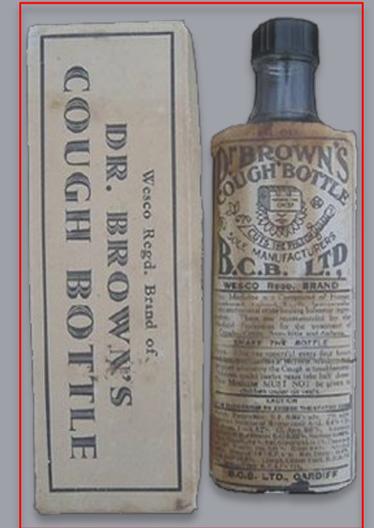
- Regular campaigns
- Multi media
- Interactive shop front website

Sales

- Established sales network in over 57 countries.
- Pre-COVID over 30 international exhibitions per annum
- Solid customer relationships
- Long established, some over 60 years
- Respected name and reputation in the Defence and Maritime industry



FIRE DRAGON



60 years



MINISTRY OF DEFENCE

45 years



BAE SYSTEMS

30 years



25 years



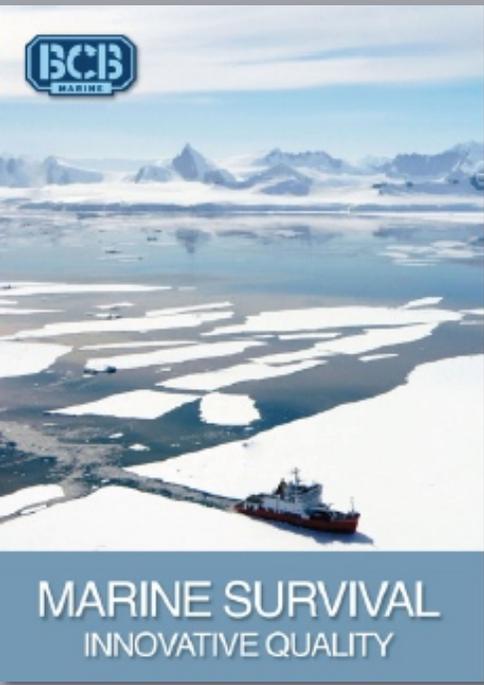
1 year



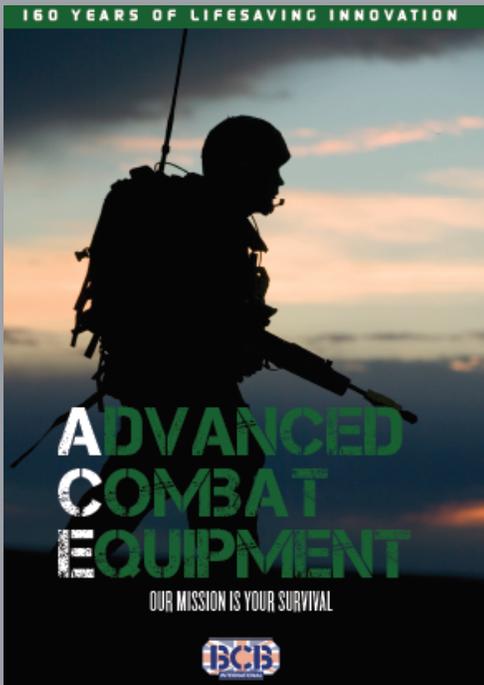


Active in 5 growth market sectors

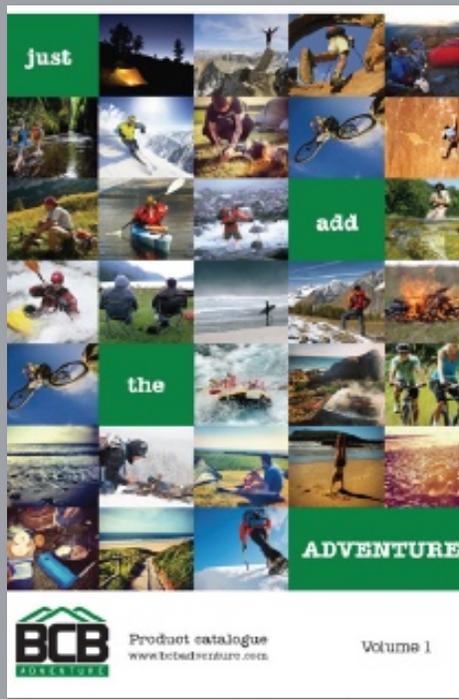
Marine



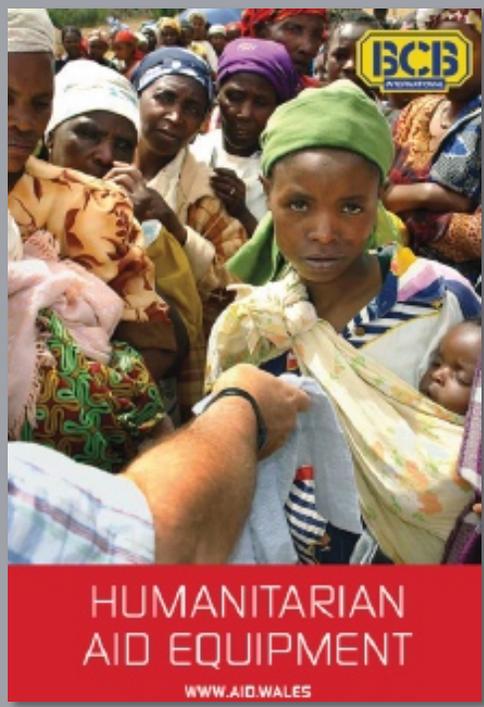
Defence



Camping & Outdoors



Humanitarian Aid Equipment



Medical



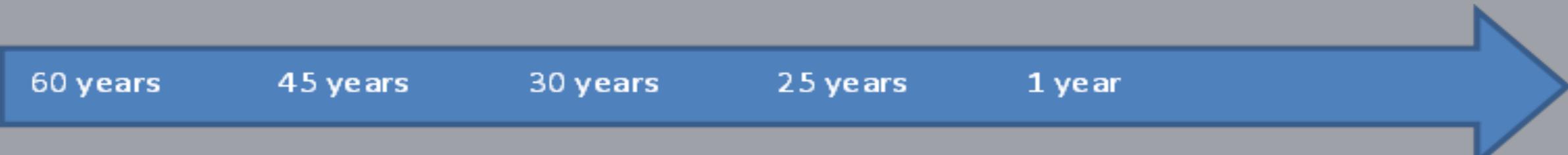
60 years

45 years

30 years

25 years

1 year



Key products

Defence and police

- Search & rescue equipment *
- Non lethal boat arresting system *
- Camouflage cream *
- Camouflage nets *
- Survival Kits *
- Medical kits *
- Field equipment
- Load carriage equipment
- Body armour *
- Location and signalling equipment*
- Cooking systems *

Aid and Humanitarian

- Medical equipment *
- Rations*
- Hygiene packs*
- Hydration
- Protective clothing*
- Shelters*

Outdoor and camping

- Survival equipment *
- Accessories*
- Cooking and fuel *
- Tools, Water purification.
- Lighting, torches and fire lighting.
- First aid and medical *

Marine

- First aid kits *
- Liferaft accessories *
- Survival equipment *
- Shark repellent *
- Location and signalling*

COVID

- Hand sanitisers *
- Kits and packs *
- Face shields*
- Body bags
- Masks



* = Own manufacture



Prime Contractor

BCB have established excellent, long-term relationships across the Military, Marine & Leisure sectors. Relationships lasting over 60 years with DE&S, the UK MoD, and RFD, and more than 30 years with the UN.



Ministry
of Justice



BAE SYSTEMS



Ministry
of Defence





Quality Assured

Accredited to ISO 9001:2015

Accredited to ISO 14001:2015

ISO Approved to since 1993

Over 50 N.A.T.O. approvals

Over 40 SOLAS approvals

MHRA and Home Office

approved supplier for medicines.



Current issue date: 27 August 2020
Expiry date: 26 August 2023
Certificate identity number: 10288479

Original approval(s):
ISO 14001 - 27 August 2020

Certificate of Approval

This is to certify that the Management System of:

BCB International Ltd

Lamby Industrial Park, Wentloog Avenue, Cardiff, CF3 2EX, United Kingdom

has been approved by Lloyd's Register to the following standards:

ISO 14001:2015

Approval number(s): ISO 14001 – 00026723

The scope of this approval is applicable to:

Manufacture and subcontract manufacture of cosmetic camouflage, protection and fire-lighting products, first aid kits, camping and survival equipment, accessories and ration packs, sewn items, tools and light engineering products for the defence, security, law & order, emergency, aid & humanitarian relief, rescue and marine sectors and services. Wholesaling and distribution of clothing, camping, hygiene, protection, survival and first aid equipment to the defence, security, emergency, humanitarian and marine sectors. Distribution, for wholesaling or retailing, of safety, survival and outdoor leisure goods including clean green cooking fuel for use by the general public.

David Derrick

Area Operations Manager UK & Ireland

Issued by: Lloyd's Register Quality Assurance Limited



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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



Family and community.

During such uncertain times it is imperative that we stand together.



We have donated a large amount of PPE to causes around the world in places such as Yemen, Guyana & Lebanon, as well as supporting our NHS, Emergency Services and Charities here in the UK.

In 2020 we have donated approx. £70,000 to charities and good causes.



The coming together of BCB International Ltd and the Muslim Charity saw 25,000 face masks and 10,000 full-face protective shields being shipped to Yemen to support key medical staff and health professionals in war-torn Yemen as part of COVID-19 relief efforts.



Dr. Anne-Marie Zawadzki and Christopher Campbell Green donated tens of thousands FFP2 Masks given by BCB International Ltd U.K. to Ms. Jude De Silva of National Tashaos Council of Guyana. BCB Supporting the Indigenous Community of Guyana during COVID-19.

BCB HQ Lamby Ind Park– Cardiff - freehold



FireDragon – Llanelli – rented.



BCB Clydesmuir Ind Est - Cardiff – Long 54 year leasehold.



Manufacturing

—

Three production sites

Approx. 90,000 sq. ft of factory and warehouse



Passionate

We are passionate about what we do and will work tirelessly to develop equipment solutions for you who go the extra mile for our security and safety.

Experience

Drawing on our 166 years experience of supporting some of the world's best military forces, BCB have produced a selection of high quality innovative products we can offer you.

Survivability

With many unique niche NATO approved products in our range, you can be reassured knowing that our equipment is tested and proven and will not let you down in extreme conditions.

Design

We will endeavour to find a solution for you.

Inveniam viam aut faciam!



Celebrating 40 years of
successful business at BCB International Ltd.

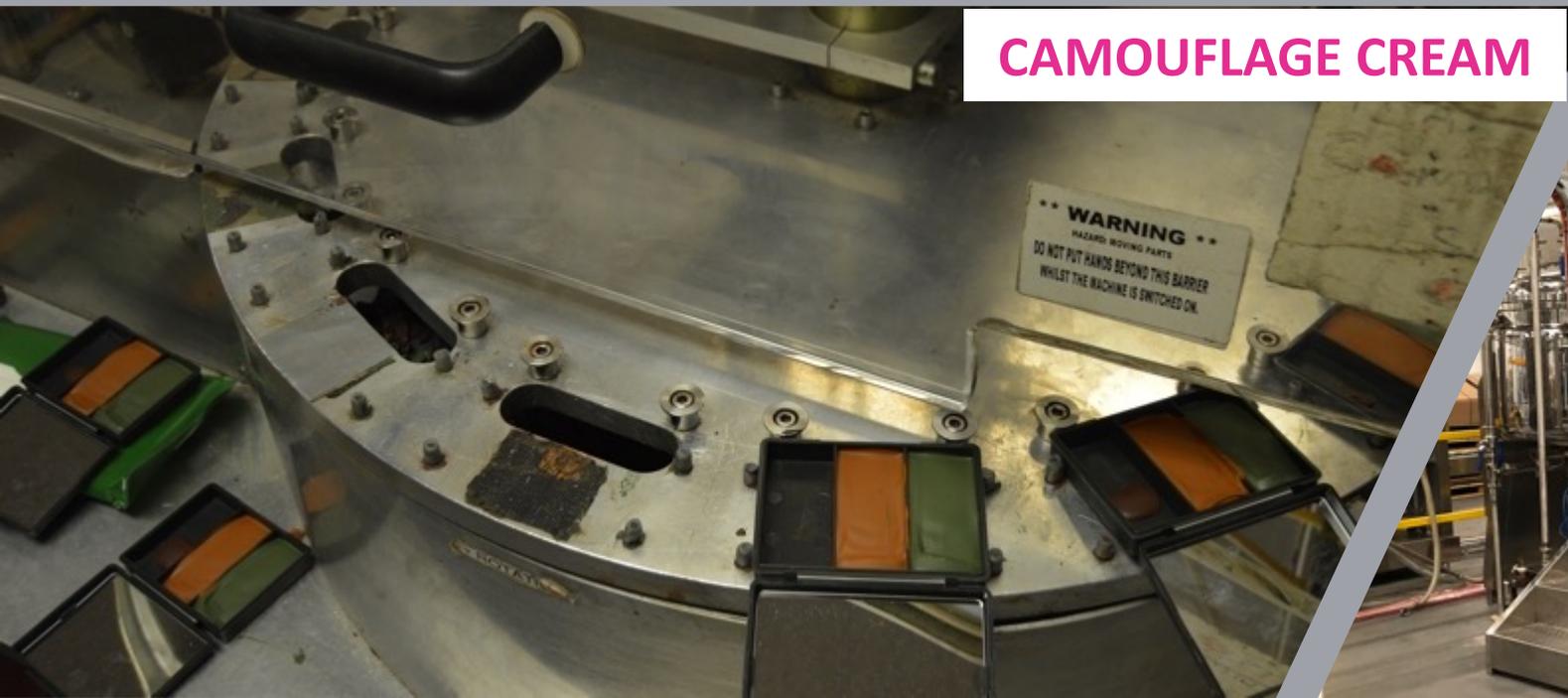




FIRE DRAGON



CAMOUFLAGE CREAM



CAMOUFLAGE CREAM

DR BROWN'S



A2. Floating Armour Torso System (FATS)



- An innovative system which provides waterproof body armour, protecting an integrated self inflating life jacket.
- 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.
- Automatically inflates within 3 seconds of water immersion. This feature can be deactivated if the wearer needs to swim.
- Life jacket can be removed if not required so the body armour can be worn independently.
- Low profile; no exterior life jacket which could catch on helmet or get in the way.
- Can be topped up by manual inflator tube.
- Unique 2 or 4-point expansion mechanism.
- We say it will “Save your life twice”
- World patents granted



A3. FIRE DRAGON



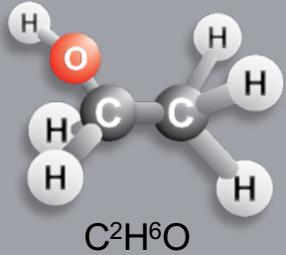
Some key advantages of FireDragon is it is;

- Waterproof, lightweight, easy to light.
- Non toxic, powerful solid cooking fuel
- Environmentally friendly.
- A replacement for traditional hexamine and meths fuels
- Can be packed alongside food in rations
- Fast boil and long burn – high heat output (better than alternatives)
- Clean burn (doesn't dirty cooking equipment)
- Air transportable
- Safe for indoor use
- Also effective as a hand sanitizer and waterless soap
- Can be used in a range of existing cooking systems.
- We have also developed a range of small cooking systems to compliment FireDragon

- We designed FireDragon (FD) in conjunction with a local University to try to find a cleaner eco-friendly fuel.
- Extensively trialled in the field and laboratory by the British Army. It was then approved by the British Army in 2015, as their field fuel of choice.
- Worldwide patent granted.



FIRE DRAGON The new Eco fuel



“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



A3. FIRE DRAGON

Larger British Variant



- The product is well liked by the soldiers and is seen by the UK Military as highly successful.
- The product is 28 Grams per block as the British soldier likes to have not only hot food but also a hot drink in the field. It cooks for about 12 minutes.
- We estimate the MoD have saved 6 tons of Carbon Dioxide (CO2) by using FireDragon over the past 4 years and in so doing have improved the health of the soldiers using it.



FireDragon's bio-ethanol purity is very high at approx. 96% and is;

| | |
|---|-------------------------------|
| ✓ Environmentally friendly | ✓ Sustainable |
| ✓ Non-toxic | ✓ Give off little toxic fumes |
| ✓ Quick & hot to cook with | ✓ Air transportable |
| ✓ Easy to light | ✓ Will work when wet |
| ✓ A hand sanitiser - ideal when water is short or hygiene is poor | ✓ Lightweight & compact |

A3. FIRE DRAGON EU Defence fuel.



- Following extensive trials by European defence forces we have now packed our FireDragon in a new foil 9 gram fuel, with a newly designed flat cooker stand.
- The small foil is not only eco-friendly, it also acts as a “cooking pot.”
- Packed in a condiment pack which contains a cooker rubbish bag, tooth picks, water purification tablets and matches.



A4. Field cooking systems

- We have developed an innovative range of field cookers to complement our FireDragon fuel.
- The Dragon cooker is an integrated system with cooker, pot/cup/mug, which fits neatly and securely around the military issued canteen. Compact, convenient and comprehensive. It contains our crusader cup as used and is well liked by the likes of Ray Mears and British Infantry.
- Our multi fuel folding cooker is as supplied to the British Army as part of the fuel enabling contract. It conveniently holds 3 FD 28 gram blocks; enough for a days cooking.
- Our crown cooker is ideal for use with the UNHCR cook pots and to replace the traditional 3 stone fire used extensively in Africa and the Far East. It is low cost and easy to ship as it can also be made locally.



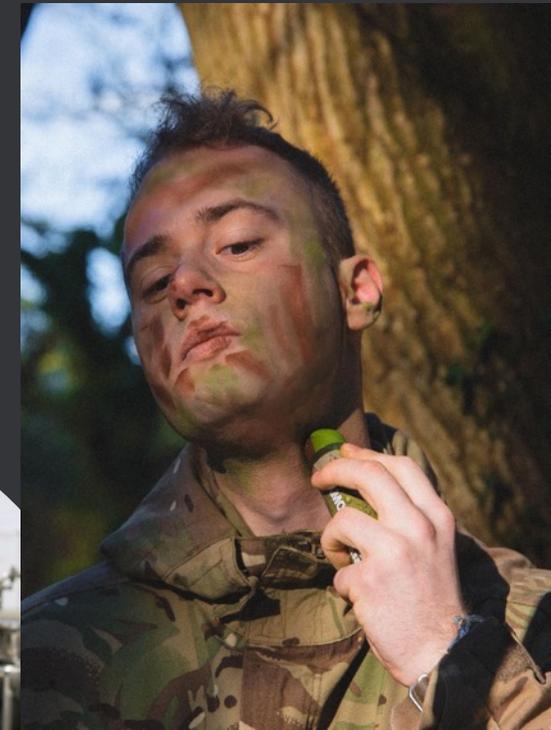


A5. Camouflage cream

- We manufacture the only infra red reflective(IRR) camouflage cream to our knowledge in the world.
- As supplied to most NATO forces.



- We produce camo cream in tubes, sticks (pictured right) and compacts (pictured left)
- We are also developing a new 5 colour compact



A6. Mk 7 Camouflage nets - IRR.

- We currently make and have supplied the Mark 7 NATO camo net to the UK forces for more than 10 years.
- The Mk 7 net is Infra Red Reflective (IRR).
- Extremely lightweight, it protects the users with it's excellent visual 3D concealment.
- Made in a range of sizes, colours and reversible, complete with poles and accessories.



A 8. Vehicle tents



- We have developed a new, rapidly deployable and repackable, high pressure, inflatable tent. This fits on the rear of a vehicle.
- It has taken 4 years in it`s design.
- This tent complements and enhances our camouflage net and field furniture capabilities.



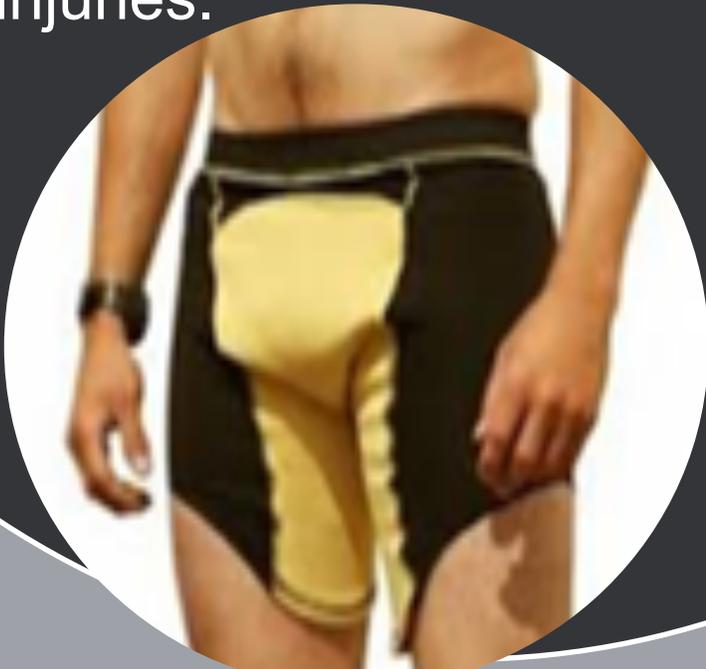
A9. Field furniture

- We have developed a comprehensive range of over 50 field furniture items, primarily for the UK and other European forces.
- This range is special, in that, in response to defence users needs, it is extra strong.
- We have also had it fully tested for the rigours of the defence market and outdoor use at extremes of hot, cold and wet conditions.
- Most of our items are now proven to many UK and EN standards and are NATO approved.
- We have also designed recently a new innovative **field desk**.



A10 + A11. Other defence products and opportunities

- We designed our **Blast Boxers** in a few months following an urgent operational request from the UK MoD to help protect the wearer from groin and femoral artery injury following IED explosions. They have helped save many hundreds of lives and have helped to reduce injuries.



- Ground to air **signalling balloon** was designed and developed with the UK forces. It is to be used in a jungle or densely wooded area to signal to a helicopter.
- It is radar reflective, can be used day and night, will stay aloft for up to 10 days, can be reused and is quick to deploy.
- Better than flares and environmentally friendly.
- Carbon fibre so lightweight.

Marine Market – B1 Medical

- BCB designed the first **survival and medical** equipment for use in life rafts and lifeboats some 60 years ago.
- Since then, international standards on this type of equipment has become mandatory in survival craft by the International Maritime Organisation (IMO). These items have to be carried by all merchant vessels and most of those which are tested and approved to the international SOLAS or EU standards.
- All items are extensively tested.



Marine Market – B2 Survival



- From the first ever first aid kit for a liferaft, we designed and developed many of the current survival equipment SOLAS approved to be carried in IMO standard liferafts and lifeboats; as shown.
- Our medical items associated with this market, as they contain medicines, are regulated by the UK Medical Health Regulatory Authority.

Marine Market – B3- Polar kits

- Our new **extreme cold weather survival packs for polar vessels**; those travelling above or below 60 Degrees meridian
- Our specialist equipment is for crew and passengers.
- Our one-piece snow suit shown, can be quickly made into a sleeping bag.
- Our tent can be used without pegs.



This picture shows testing our snow tent and clothing in Northern Norway in 2019 with independent survival experts and BCB team members.

Marine Market – B3- Polar kits



Two types of packs are needed. A personal kit for each individual person onboard, which contains warm weather clothing, rations and a sleeping bag etc. And a group survival kit, one per 6 people, which contains cooking equipment, a 6 person snow tent, and specialist snow tools etc.

- Each of our Polar kits have been tried and tested in extreme cold weather conditions.



C. Outdoor market

- BCB's products are sold extensively into the leading UK outdoor retailers, and smaller independent shops both at home and throughout Europe, as well as mail order specialists. We have over 800 UK and overseas trade customers; some with multiple stores.
- Our Website www.bcb.in.com is user friendly and allows our trade only customers direct access to view our live stock levels, our current trade prices and to place a direct order. This 24/7 service allows for rapid order fulfilment and is cost effective.



C. Outdoor market

- We export just over 50 % of our sales in this sector. Most products have been packed in an eco-friendly, attractive retail packaging and we offer point of sale material to support our trade customers.
- Our innovative range of accessories is quite unique and consists of over 500 SKU`s. Our “outdoor” customers include, camping, hiking, cycling, fishing, and survivalists as well as defence equipment resellers.



C. Kits and Packs

- BCB manufacture multiple **packs**. Some bespoke under other companies names. We have 3 assembly lines with one semi automated and efficient production methods.
- From small specialist **first aid kits**, used by aircrew, to large multi person grab bags to protect against COVID.
- **Survival packs** for the special forces, campers, or to be air dropped for hurricane or aid relief, to specialist survival items (many unique to BCB) which are fitted into the ejection seats of fast jets, including in the new F-35.
- Back to work COVID tins to **miscellaneous kits** for golfers or dog walkers, sold in retailers.
- **Travel packs**. To protect against COVID while flying, coach or train travel etc.



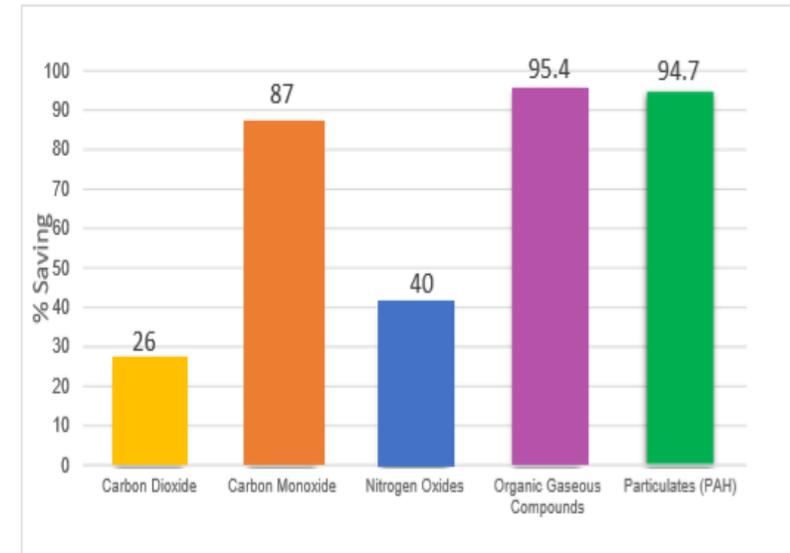
D. Aid Market – FireDragon Fuel.



- FireDragon is an ideal fuel for extreme low income households.
- “The provision of clean, efficient cooking solutions should be seen as a basic humanitarian necessity,” according to the UN.
- The distribution of Ethanol as a cooking fuel was always considered as the cleanest and most successful cooking alternative in camps, but the fact that it was only available in a gel or a liquid form made it unsafe and impractical to be used. Especially with a lot of children the risks of burns from liquid fuel is very high.
- LPG the second main fuel for low income households also has considerable drawbacks. It is still heavily subsidised, the cylinders are explosive, LPG is a fossil fuel, it is costly to set up and hard to transport.
- Kerosene is toxic and gives off a large amount of soot and is a fossil fuel.
- FireDragon is a clean energy solution that can overcome many challenges for the environment.
- It is a sustainable energy fuel ‘From Earth to Earth’; a bioethanol based solid cooking fuel.

- Compared to wood, FireDragon gives off 87% less carbon monoxide, 26% less carbon dioxide, 40% less nitrous oxides and 95% less organic gaseous compounds.
- 500 grams of FD has an equivalent calorific value/energy output as 1100 grams of wood.

Greenhouse Gas Emissions % of savings of using FireDragon compared to hardwood



D. FireDragon fuel – a life saver for humanitarian needs.

- The issues that our environment is facing nowadays are alarming, impacting the health of everyone and every creature on Earth. There is no “planet B”. It is our job to find solutions that can ensure environmental sustainability and to focus on our survival. It is well recognised that there is a compelling need to improve impoverished households and refugee cooking and fuel.
- Over 67,000 acres of woodland are currently cut per year as refugee fuel. Burning this wood has a double negative carbon footprint.
- Wood, and especially charcoal, produces large quantities of toxic carcinogenic fumes and carbon dioxide (CO₂) and carbon monoxide (CO)

- Over 2.9 billion people cook and heat their homes with solid fuels (wood / charcoal / coal / dung / pellets, etc).
- Wood gathering presents security concerns for women and children, the primary gatherers, who spend a significant amount of time doing this - almost 12 hours per week and over half of them are under 18 years old.
- Over 4 million people die each year from indoor air pollution.
- Refugee households spend between 15% and 20% of their income on cooking fuel.
- There are over 60 million refugees worldwide.



D. Aid and FireDragon.

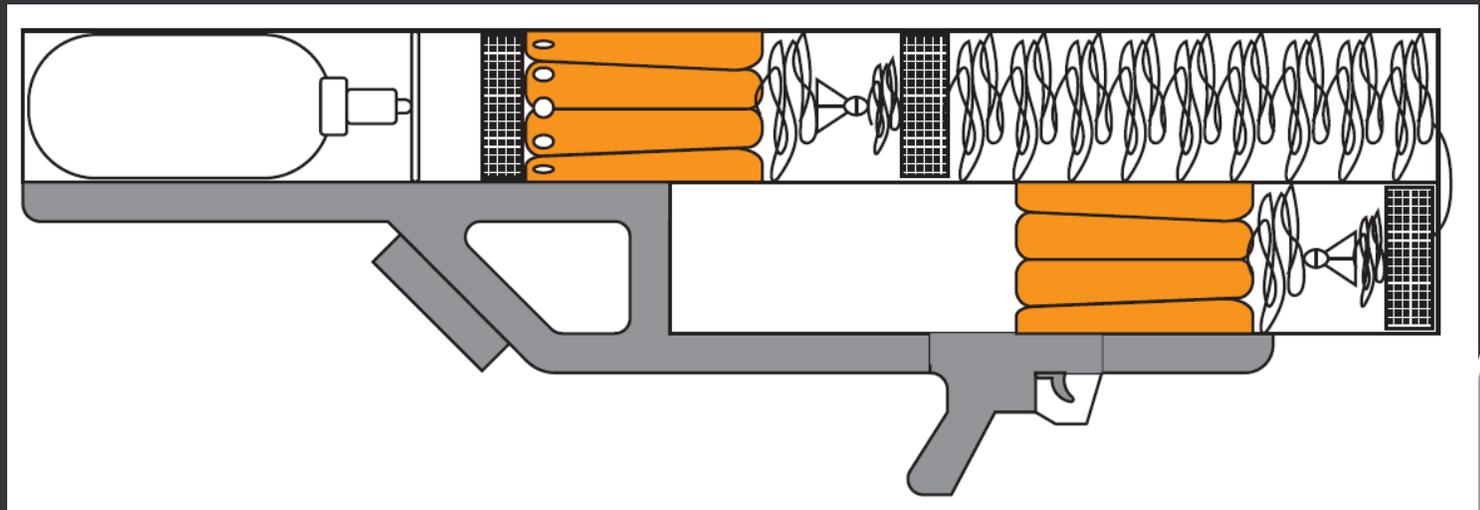
- We are working with a locally based international charity whom work extensively with extremely low income households and refugees, primarily in Africa and the Far East.
- We have developed an efficient solid fuel stove which is ideal for such families to cook with. However, the primary fuel used by such households, and UP`s stoves, is either wood or to a lesser extent charcoal. Burning wood, especially if it is harvested to be burnt, is extremely un-environmentally friendly. With the informal trials we have conducted (mainly in Bangladesh) we believe our FD solid fuel, in a much larger foil tray would work extremely fuel efficiently and more importantly environmentally friendly than the current arrangements of cutting down trees to cook with. In a larger pack FD will be more cost effective, which is essential for impoverished households.
- Such households need to cook larger quantities of food compare to the defence markets.

- FireDragon is a very efficient and safe fuel.
- In partnership with our local charity, we are conducting an initial stage 1 trial in low income households in Mali to prove the efficiency of the redesigned stove with our FD fuel and to get user feed back that it is ideal for such families to cook with.
- We are also looking to conduct a more extensive stage 2 trial to hopefully help to prove the case for FD, and to put together a business case for further funding.
- It is our hope that this business case will justify and make the point to use carbon credits from larger companies and governments, to fund FD use in this large market.



Research and Development (R&D)

- We continue to invest heavily in R&D, having spent recently over £1 million. This is normally in response to our customers requirements.
- We mainly work with the local universities or other centres of excellence if we don't have the development capabilities in house.
- Projects include but are not limited to;
- A one handed **fire lighting flint** to complement our current cooking and FireDragon products (TRL 6).
- **Silicone lid** for our Airborne cooking cup (TRL7).
- A small inexpensive bottle clip for the 50 ml hand sanitiser, will allow the user to attach the bottle to their handbag or belt etc., which will help enhance its use especially when on the move. It will also give the product a unique selling feature. (TRL 7)



Rapid design & 5 growing markets



BCB International Ltd is a leading designer, manufacturer and supplier of personal protective equipment.

Highly innovative and of the highest quality, with a lot of items being made to their design and manufactured by BCB.

Our Continuous and Never Ending Innovation (CANEI) Policy, has resulted in hundreds of innovative quality products.

Many elite and security forces around the world have benefited from BCBs rapid bespoke design solutions.

Manufacturing expertise in:

- Light Engineering
- Creams, Powder, Liquid Formulation & Production
- Survival and life saving equipment.
- Camouflage and concealment.
- Fuel and hand sanitiser production
- Kit packing
- Sewn Products



Over 50 NATO approved military products and marine SOLAS and Lloyds Register approved.

Our key markets are;

- Defence and blue light
- Marine
- Outdoor and leisure
- Humanitarian and Aid
- Medical





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.
- Well respected brands.
- Excellent reputation for quality and good service.
- Innovative life saving product range.

