



# Chairman's Quarterly Report

April 2007



# Chairman's Report

## First Quarter 2007 Financial and Operational Review

Our results for the first quarter of 2007 again indicate that our strategy of focusing on the right business and emphasising the value of *Building Reliability* produces the type of results we are all seeking.

Our growth continues to be wide spread and for this the Board are delighted with the immense efforts of everyone on the BRI team.

2007 1st Quarter US\$	Total Sales		Total Gross Profit		Total Shipments	
	1st Quarter 2007	1st Quarter 2006	1st Quarter 2007	1st Quarter 2006	1st Quarter 2007	1st Quarter 2006
	Canada	9,591,961	8,688,825	1,445,038	1,420,162	3598
UK	8,591,382	8,166,673	1,221,705	1,126,268	1765	1574
USA	4,420,908	3,503,954	957,568	758,457	1974	1291
Hungary	2,631,439	1,703,902	435,628	293,176	1216	1330
Lithuania	801,441	634,239	116,853	116,372	216	133
Romania	643,988	510,657	96,637	82,033	242	185
Netherlands	308,248	370,692	34,344	96,337	110	468
China	146,438		20,185		87	
Czech Republic	104,184		10,828		31	
Finland	99,041		32,510		45	
	<b>27,339,029</b>	<b>23,578,942</b>	<b>4,371,297</b>	<b>3,892,805</b>	<b>9,284</b>	<b>7,861</b>

The group continues to successfully face the challenges presented by the requirement for sustained growth. In 2006 we recorded an exceptional 25% increase overall and the first quarter of 2007 has shown a 15% growth over the same period last year.

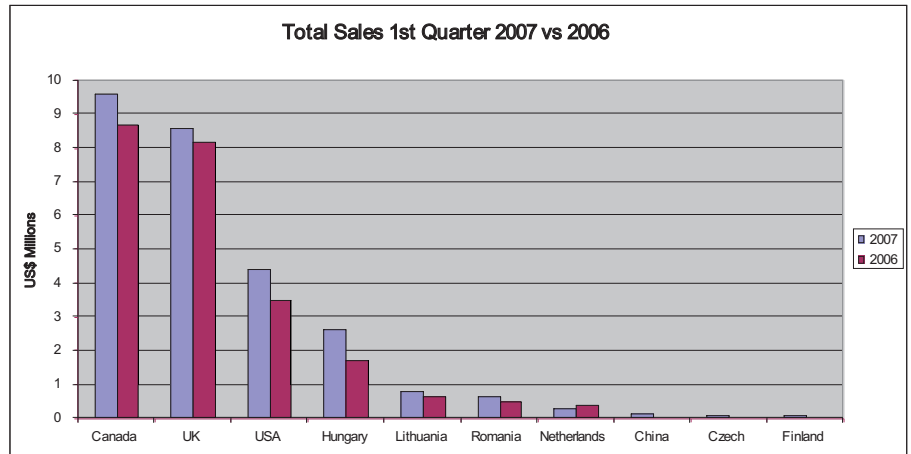
Results from the Netherlands reflect our decision to re-align the branch's activities more in accordance with the group philosophy and procedures and we have every confidence that full bottom-line recovery will be achieved during 2007.

## 2007 – 1<sup>st</sup> Quarter Review

We are delighted that we can introduce into our 2007 statistics, for the first time, our new operations in China, Finland and the Czech Republic.

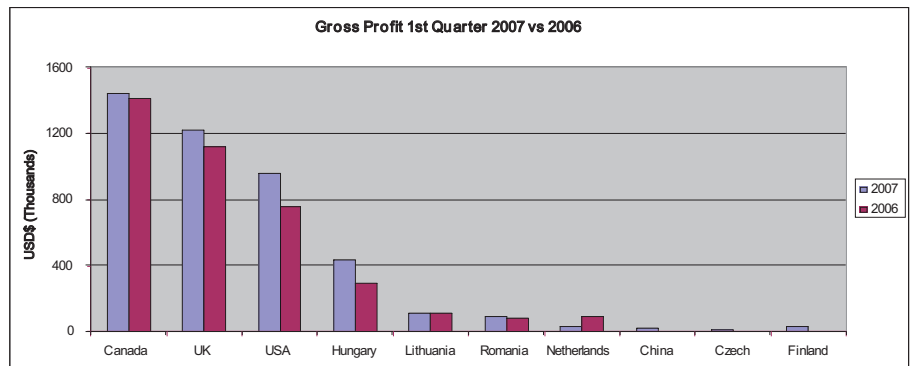
### Sales (USD in Millions)

	2007	2006
Canada	9.592	8.689
UK	8.591	8.167
USA	4.421	3.504
Hungary	2.631	1.704
Lithuania	0.801	0.634
Romania	0.644	0.511
Netherlands	0.308	0.371
China	0.146	
Czech	0.104	
Finland	0.099	
<b>Total</b>	<b>27.339</b>	<b>23.579</b>



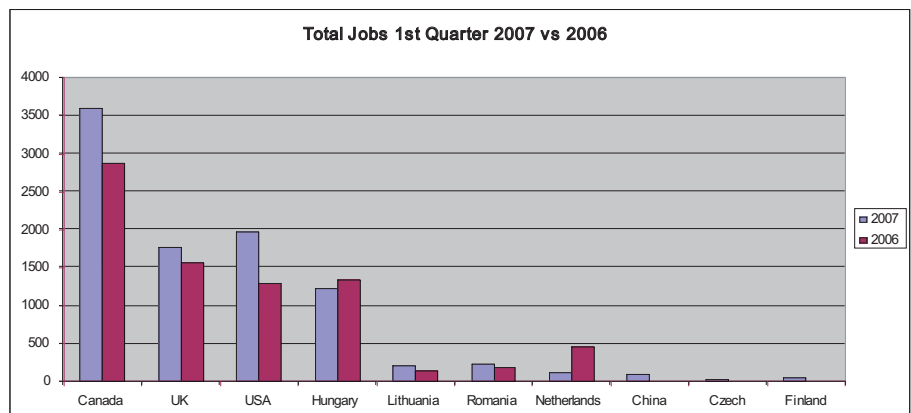
### Gross Profit (USD in Thousands)

	2007	2006
Canada	1445	1420
UK	1222	1126
USA	958	759
Hungary	436	293
Lithuania	117	116
Romania	97	82
Netherlands	34	96
China	20	
Czech	11	
Finland	33	
<b>Total</b>	<b>4371</b>	<b>3892</b>



### Jobs

	2007	2006
Canada	3598	2880
UK	1765	1574
USA	1974	1291
Hungary	1216	1330
Lithuania	216	133
Romania	242	185
Netherlands	110	468
China	87	
Czech	31	
Finland	45	
<b>Total</b>	<b>9284</b>	<b>7861</b>



We all know and understand that our level of activity varies during the course of every year. However, a strong first quarter brings us confidence that, with the continued effort of our entire team, 2007 will surpass the annual budget goals and objectives we have set out for ourselves.

During March 2007 we celebrated the Silver Jubilee of BRI in London. More than 100 key customers and staff came together to mark this milestone in our company's history. Terry Walpole used the occasion to remind those present that "... It is essential for us to keep building upon our reputation for reliability and to work closely with, as well as listen to, our customers. We need to keep concentrating on our five bridges to *Building Reliability* – awareness, accuracy, communication, imagination and enjoyment" and it is with these thoughts and words we intend to move forward.

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**Pat Cullen**  
**Chairman**



*Pat Cullen*

**Terry Walpole**  
**Global CEO**



*Terry Walpole*

