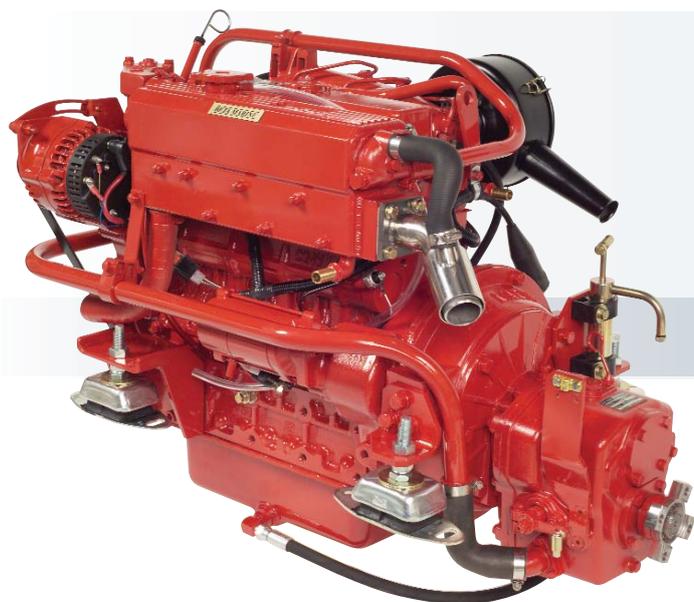


On board

BETA MARINE

ALL THE POWER YOU NEED



25 YEARS

ANNIVERSARY EDITION

- Sea Going - Propulsion engines 10 to 150 bhp
- Inland Waterways - Propulsion engines 10 to 150 bhp
- Beta Kubota Marine Generating Sets 3 to 50 kVA
- Marine Generating Sets from 30 to 1,000 kVA

Welcome

Year end results and comment from Andrew Growcoot

Welcome to our second newsletter of 2012; I'm delighted to report that 2011/12 has been a record year for Beta Marine and we ended our financial year with our highest ever turnover of £8.8m. Commenting on the results Andrew Growcoot, CEO said, "We have now supplied over 25,000 marine diesel engines and are a major supplier to leisure, work boat and canal boat markets around the world. Despite the current economic climate, I am very pleased to report our best ever results. I am extremely proud of all our achievements, particularly our skilled and loyal workforce as well as the committed and reliable network of dealers and international distributors that we have built up around the world. Together we have built a trusted and well respected brand in the marine engine market."



Andrew Growcoot, CEO

Open day success

We opened the doors of our Quedgeley headquarters in May 2012 to celebrate 25 years of successful business. The event included an awards presentation presided over by Neil Carmicheal MP for Stroud. Guests included Beta's long standing Japanese engine partners Kubota as well as international distributors, UK dealers, suppliers, associates, staff and their families. Beta Marine was founded in 1987 by Ted Spash, Andrew Growcoot, Laurance Talbot and Paul Grigg.



From a slow start in the early days, with no orders for the first four months, the company has grown steadily into a highly successful business with 38 highly skilled and committed staff.

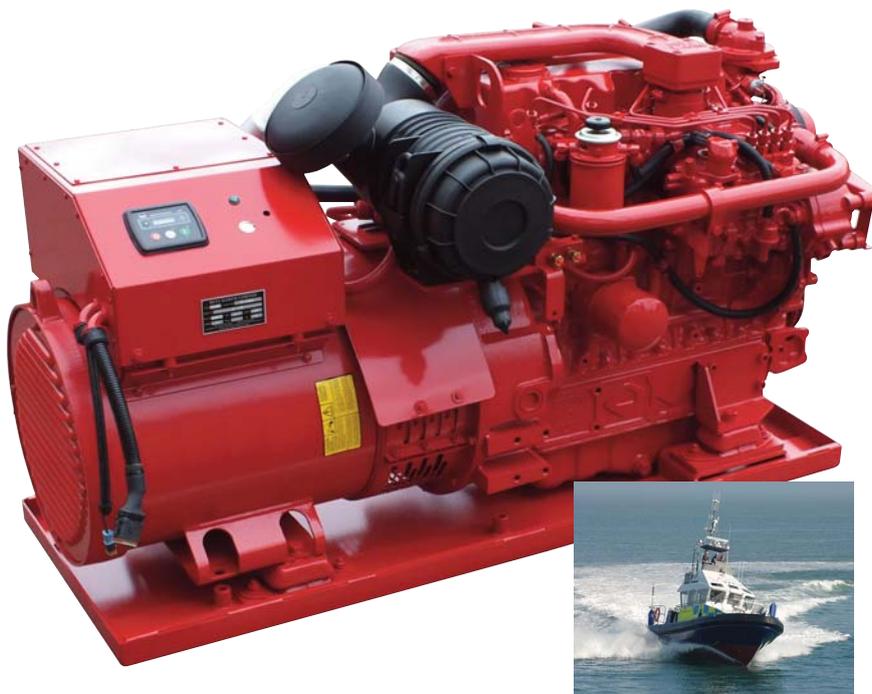


Come and see us

As usual, we will be attending the Southampton Boat Show in September.

Long service awards for Beta employees

We were delighted to present three of our employees with special awards during our recent 25th Anniversary celebrations; Alan McCorkell and Andrew Tudor were both awarded long service awards for 23 years of employment at Beta Marine (Andrew Tudor was also our first trainee) and Adrian Tomkies received a long service award for 20 years employment with the company.



Significant Chinese order

We have won a significant order to supply a number of marine generator sets for a range of high speed patrol craft in China.

The initial order, worth over £200,000 was secured by Andrew Growcoat on a recent visit to a Chinese shipyard. The first items have already been sent out to China via our new distributor in the region.

20 year partnership with Kubota celebrated

To mark 20 very successful years of partnership with Kubota engines reciprocal awards were presented between the two companies with Daniel Grant from Kubota UK both presenting and receiving awards from the Beta Marine founding directors to recognise the significance of the two companies long standing relationship. Commenting on the awards Daniel Grant, Sales and Marketing Manager of Kubota UK said, "Beta Marine is one of our premium customers and longest serving partnerships. We believe that our company's similar philosophies of reliability and customer service have led to our long and highly successful relationship."



Donation for Cotswold Canals Trust Visitor Centre

We've long been supporters of the Cotswold Canal Trust and so were delighted to be able to donate a wheelchair access lift at the Trust's visitor centre in Stroud. The new lift enables people with restricted mobility to access the centre.



The UK manufactured stainless steel tower lift has been fitted to the Centre's entrance balcony at Wallbridge Lock. Beta Marine director Laurance Talbot and his wife Karen, recently attended the opening of the new wheelchair access lift in the presence of HRH The Princess Royal.

New Distributor for Norway

We have a new distributor for Norway in the form of Beta Marine Norway which is headed up by Arild Pedersen who knows our products extremely well having worked for our previous distributor since 2004. The new operation is based in Sandnes, near Stavanger. The new Beta Marine Norway website can be found at www.betamarine.no



Saved from the scrap yard

The historic Dunkirk Little Ship Steam Tug Challenge has been saved from an almost certain future as baked bean cans thanks to a grant of just under One Million Pounds from the Heritage Lottery Fund (HLF).

The grant will enable the 1931 built Steam Tug to return to active service, as a fully operational, educational & public accessible reminder of the thousands of similar vessels that once thronged Britain's ports & harbours.

The vessel, which is currently based in Shoreham Harbour, - and is owned by the not for profit charity, Dunkirk Little Ships Restoration Trust (DLSRT) - became little more than a floating hulk after its arrival in the Sussex port when its 80 year old steam boiler was declared unfit for further use.

This grant is particularly welcome as it will enable Challenge to participate in the 75th anniversary commemorations in 2015 of the epic task known as Operation Dynamo, which saw some 330,000 Allied troops rescued from the beaches of the previously little known French town of Dunkirk during a few hectic and highly dangerous days in late May and early June 1940.

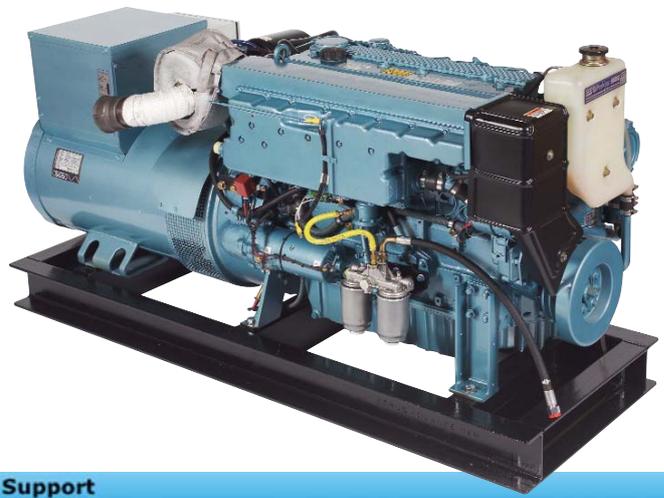


Despite the tremendous efforts of little more than a handful of local enthusiasts who spent many hours trying to keep the vessel in visually good condition by constant painting and general preservation, there was little that could be done to get Challenge steaming again until the HLF stepped in. This will now provide not only the new boiler & twin Beta Marine electricity Generators, but also a whole raft of other essential tasks including the restoration of the steam plant and the updating of the electronic navigation equipment to modern safety standards.



On board

BETA MARINE



Sales Support

All General Sales Enquiries: sales@betamarine.co.uk



Engine & Gensets
Andrew Growcoat, CEO



UK Seagoing Sales
Steve Booth



UK Inland Sales
Chris Smallwood



Engine & Gensets
Andrew Winton



Gensets & Electrical
Paul Grigg



Gensets & Electrical
Radus Lungu

Technical Support

All Technical, Spares & Warranty Enquiries: spares@betamarine.co.uk



Beta Technical
Laurance Talbot, Director



Technical & Warranty
Adrian Tomkies



Spares (Kubota)
John Lusty



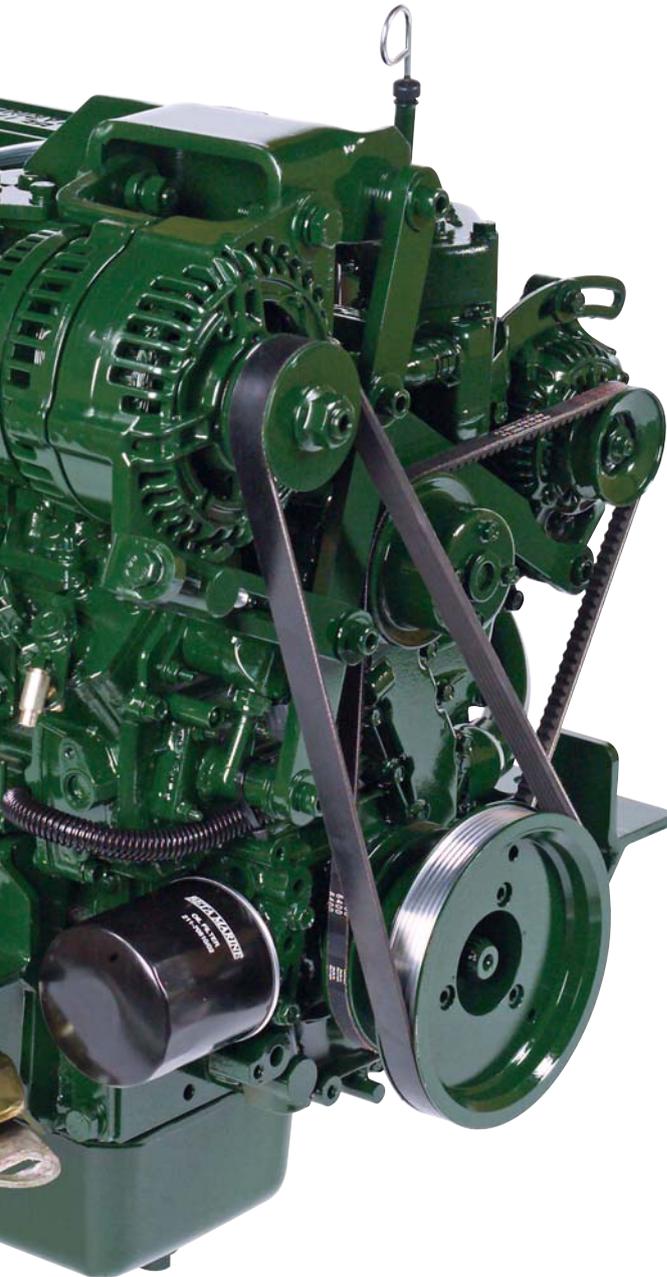
Spares (Kubota)
Terry Pullen



Spares (Not Kubota)
Neil Edwards



Accounts
Sarah Pugh



Beta Marine Limited, Davy Way, Waterwells, Quedgeley, Gloucester GL2 2AD, UK
Email: sales@betamarine.co.uk | Tel: +44 (0)1452 723 492

