

# Preliminary Results Announcement 2011/12

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12 June 2012



# Agenda

- Highlights
- Financial Summary
- Operational Review
- Summary and Outlook

# Highlights

- Strong performance across all markets and territories
- Organic and Acquisitive growth
- Product and Process innovation
- Leveraging the OI Brand
- Increased final dividend

*An excellent first year of the 14 Cubed plan*



# Three Elements of the 14 Cubed Plan



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- Organic Growth
  - Structural growth in Nanotechnology
  - Research and Industrial Markets remain robust
  - Strong new product pipeline
- Efficiency
  - Productivity and margin improvements
- Targeted Acquisitions
  - Omicron Nanotechnology
  - Omniprobe
  - Platinum Medical Imaging



- Europe
  - North America
  - Asia
  - Opportunities in BRIC and other emerging markets
- 

# Financial Review

## Kevin Boyd

# Highlights

	<b>2011/12</b>	<b>2010/11</b>	<b>Change</b>
Orders (£m)	337.8	273.5	23.5%
Revenues (£m)	337.3	262.3	28.6%
Adjusted operating profit (£m)	42.1	28.1	49.8%
Return On Sales (%)	12.5%	10.7%	+1.8pp
Adjusted profit before tax (£m)*	42.0	26.2	60.3%
Adjusted EPS (pence)*	61.6	41.5	48.4%
Dividend (pence)	10.0	9.0	11.1%
Net Cash (£m)	35.1	13.1	22.0

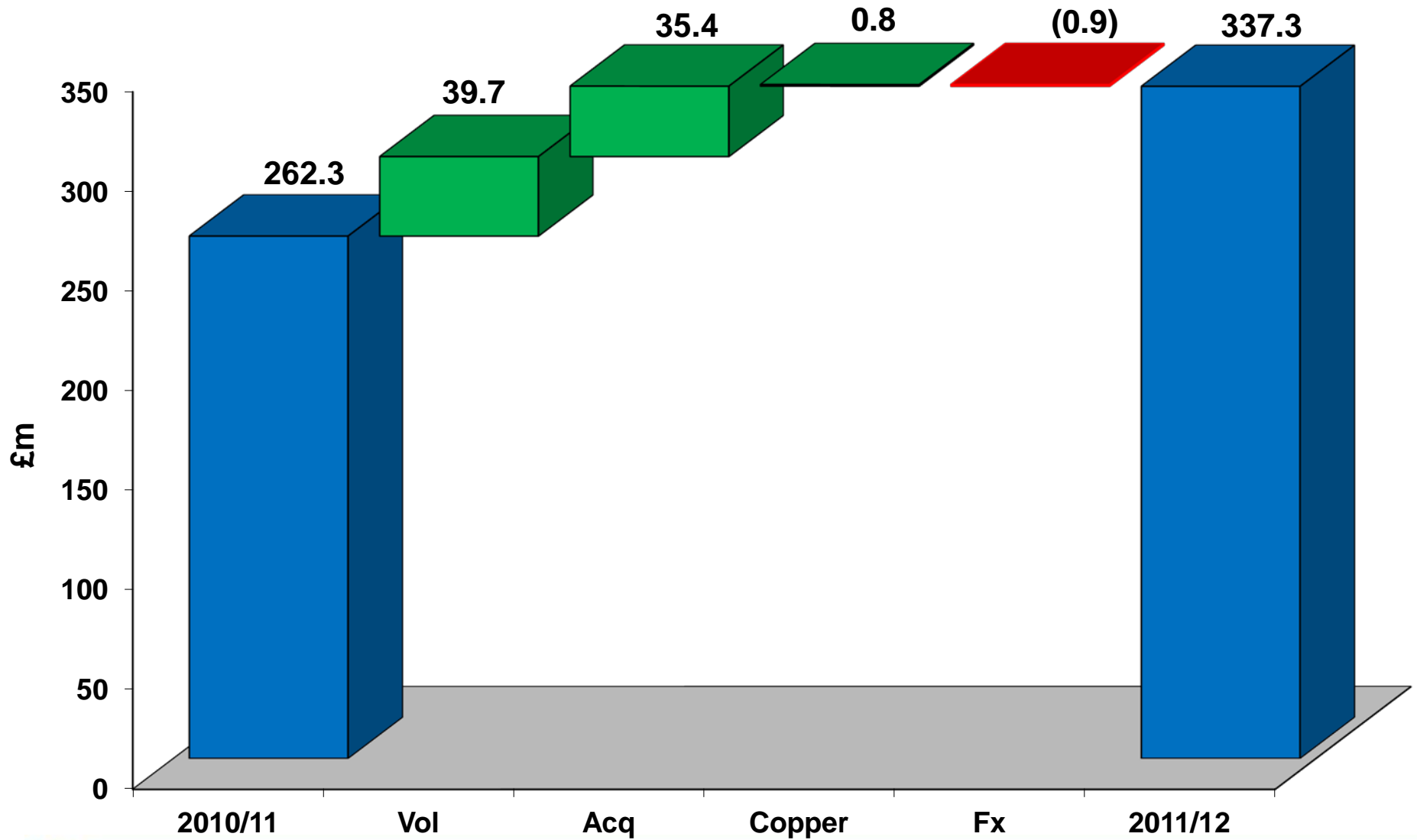
\*Adjusted numbers are stated to give a better understanding of the underlying business. Details of adjusting items can be found in Note 2 of the Preliminary Statement

# Segments

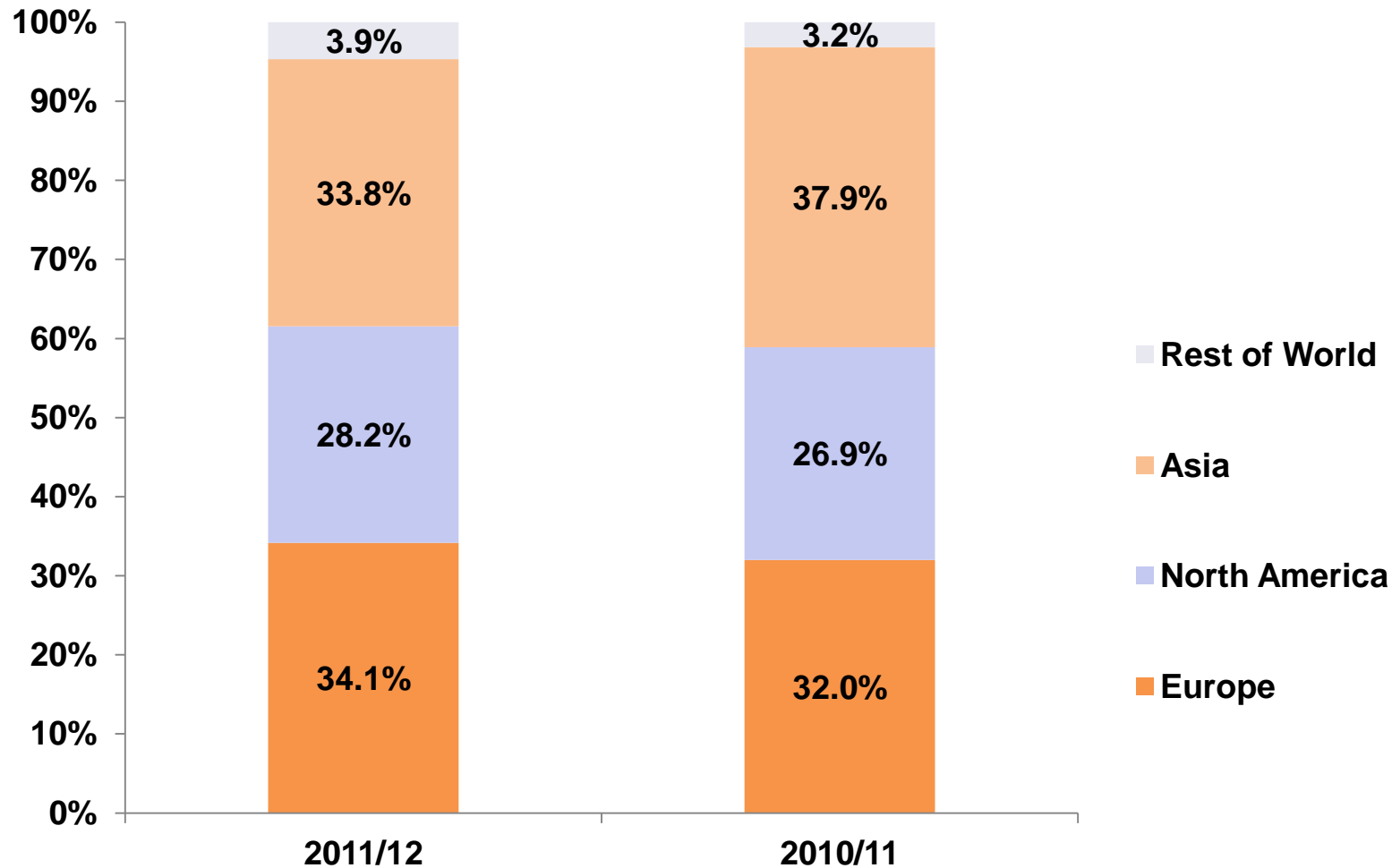
	Nanotechnology		Industrial		Service		Total	
	Tools		Products					
	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11
	£m	£m	£m	£m	£m	£m	£m	£m
<b>External revenue</b>	<b>153.3</b>	121.4	<b>128.0</b>	98.5	<b>56.0</b>	42.4	<b>337.3</b>	262.3
<b>Inter-segment revenue</b>	<b>0.6</b>	0.4	<b>1.1</b>	2.0	<b>0.3</b>	0.1		
<b>Sector revenue</b>	<b>153.9</b>	121.8	<b>129.1</b>	100.5	<b>56.3</b>	42.5		
<b>Adjusted operating profit</b>	<b>17.3</b>	14.6	<b>13.8</b>	6.1	<b>11.0</b>	7.4	<b>42.1</b>	28.1
<b>Return on sales</b>	<b>11.2%</b>	12.0%	<b>10.7%</b>	6.1%	<b>19.5%</b>	17.4%	<b>12.5%</b>	<b>10.7%</b>



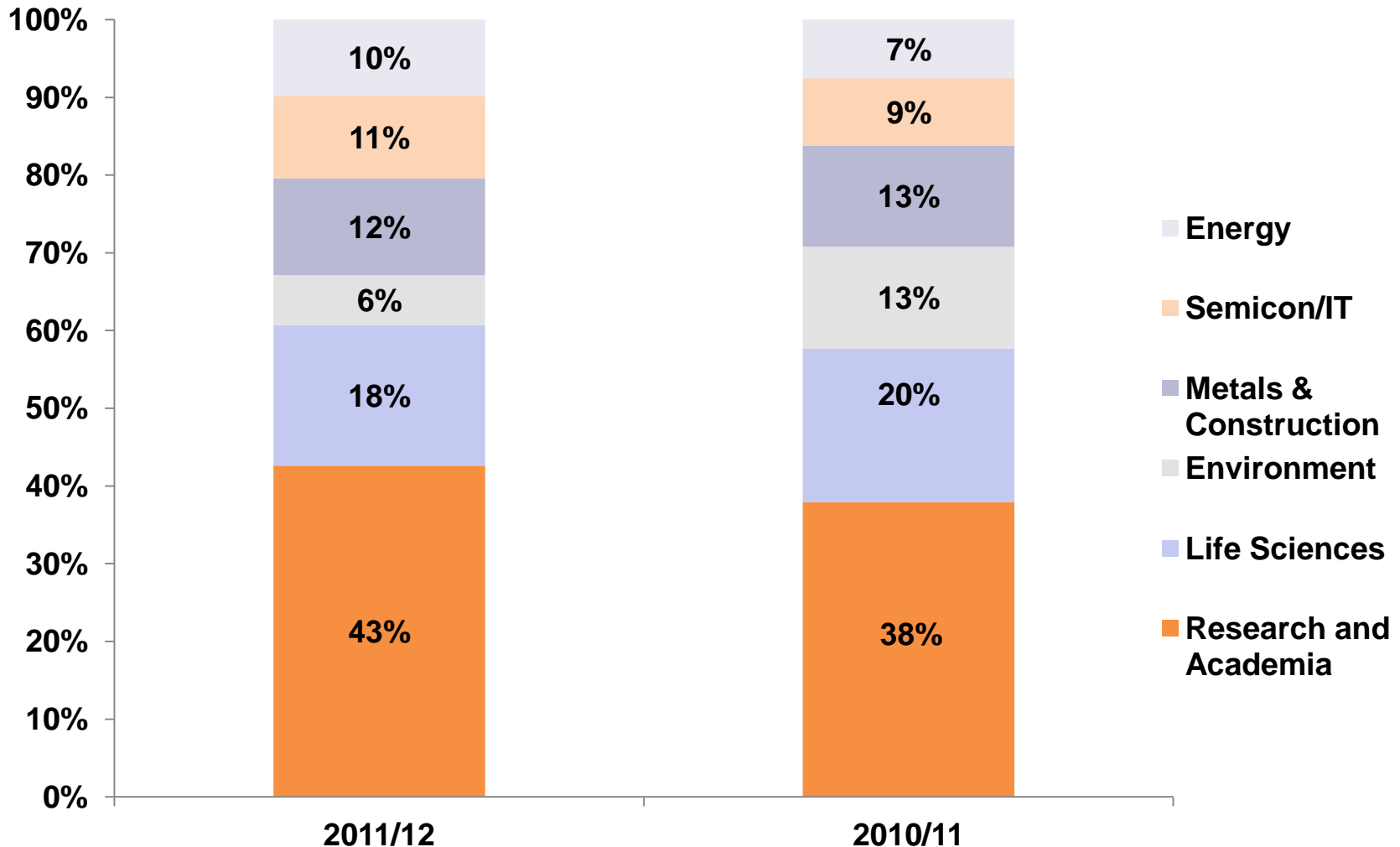
# Sales Bridge



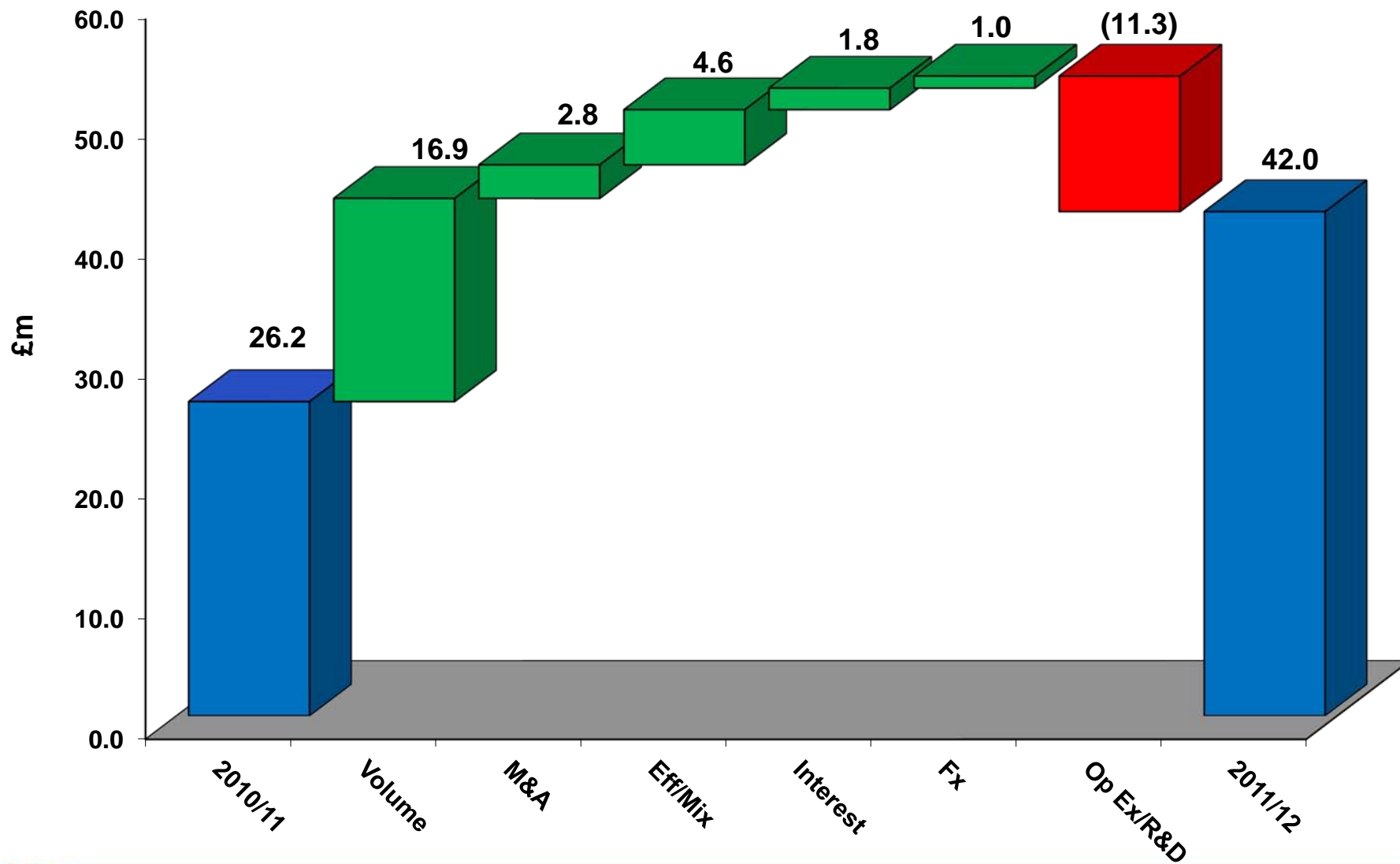
# Sales by Geography



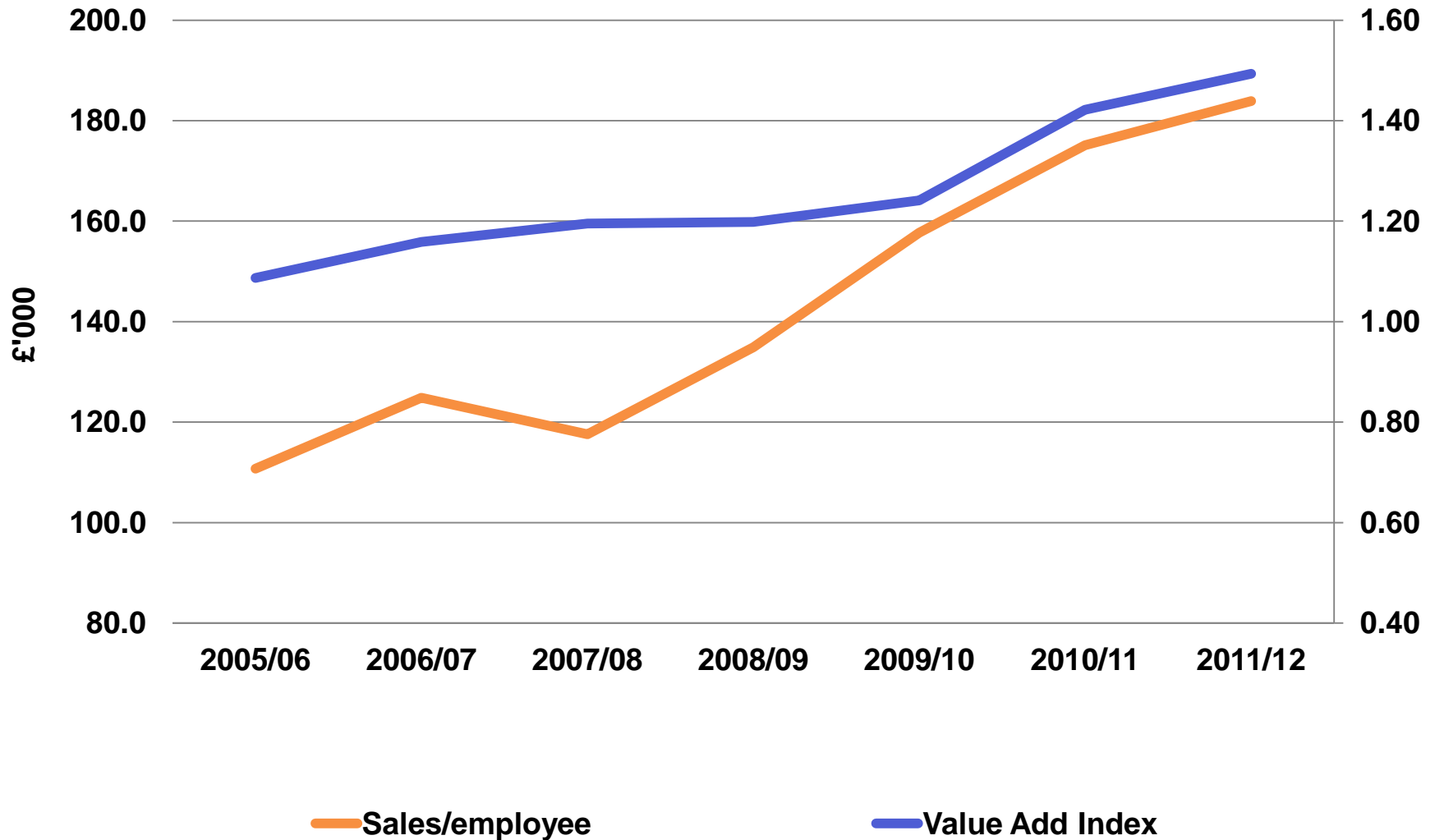
# Sales by Market Segment



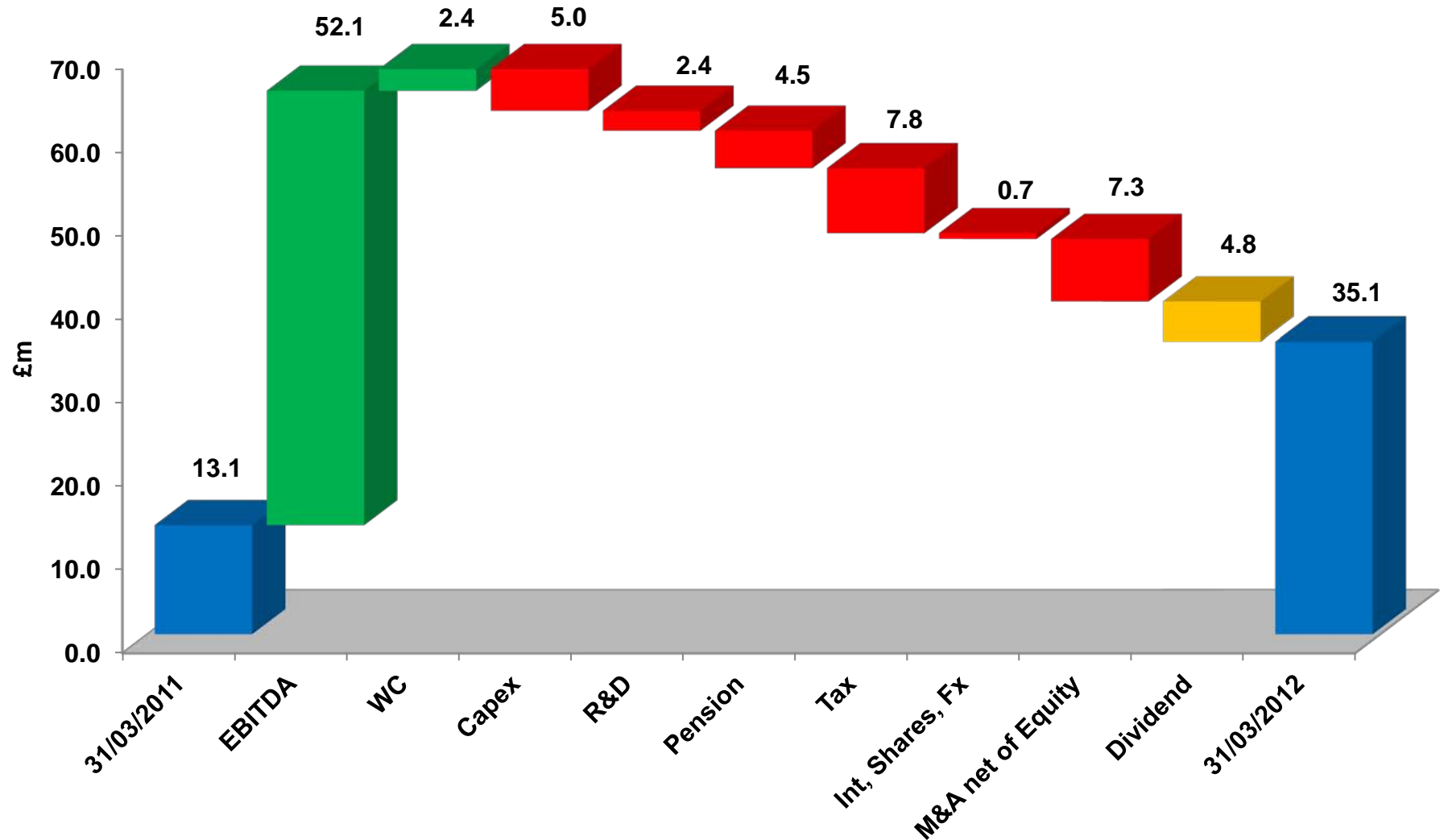
# Profit Bridge



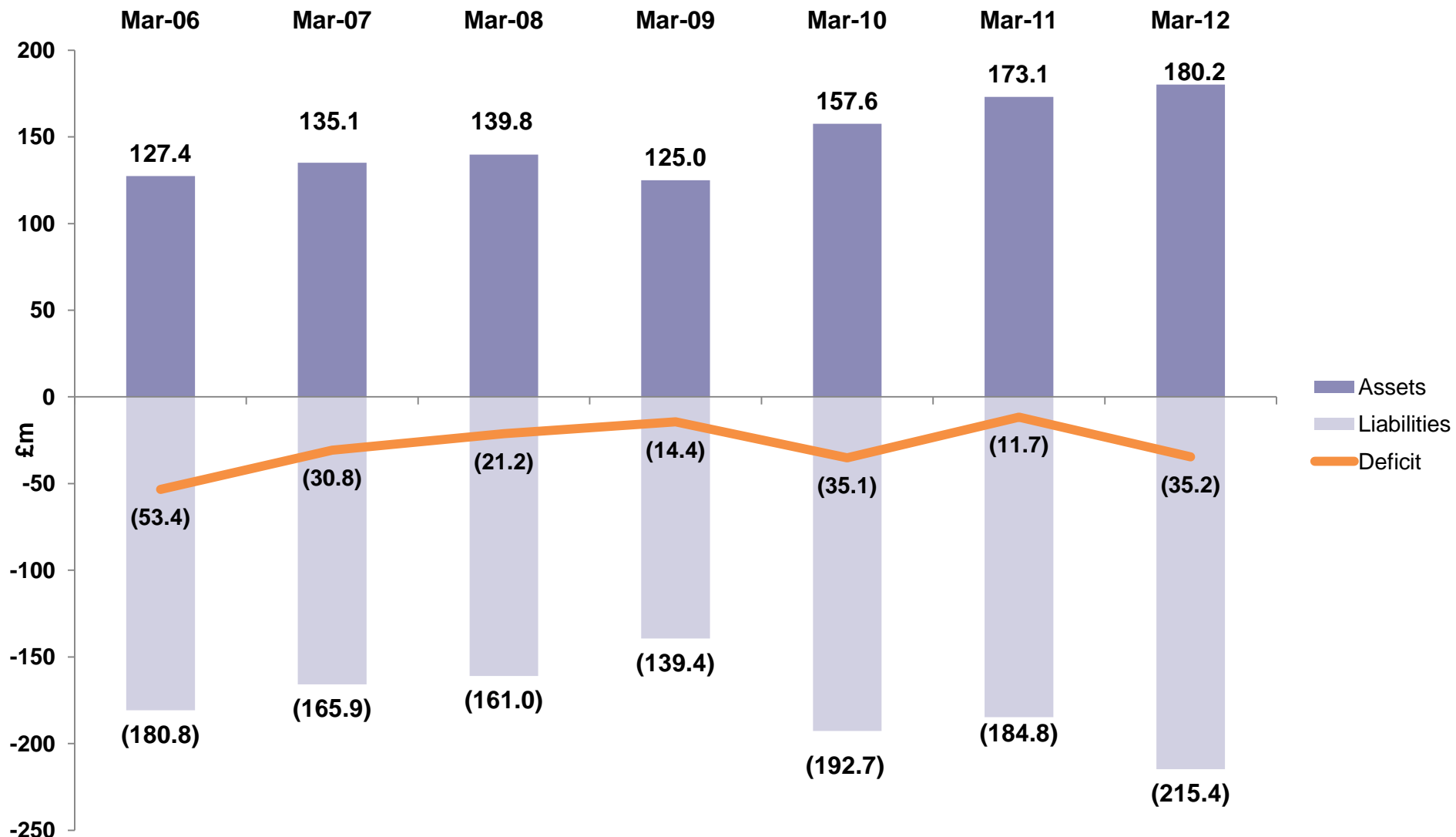
# Efficiencies



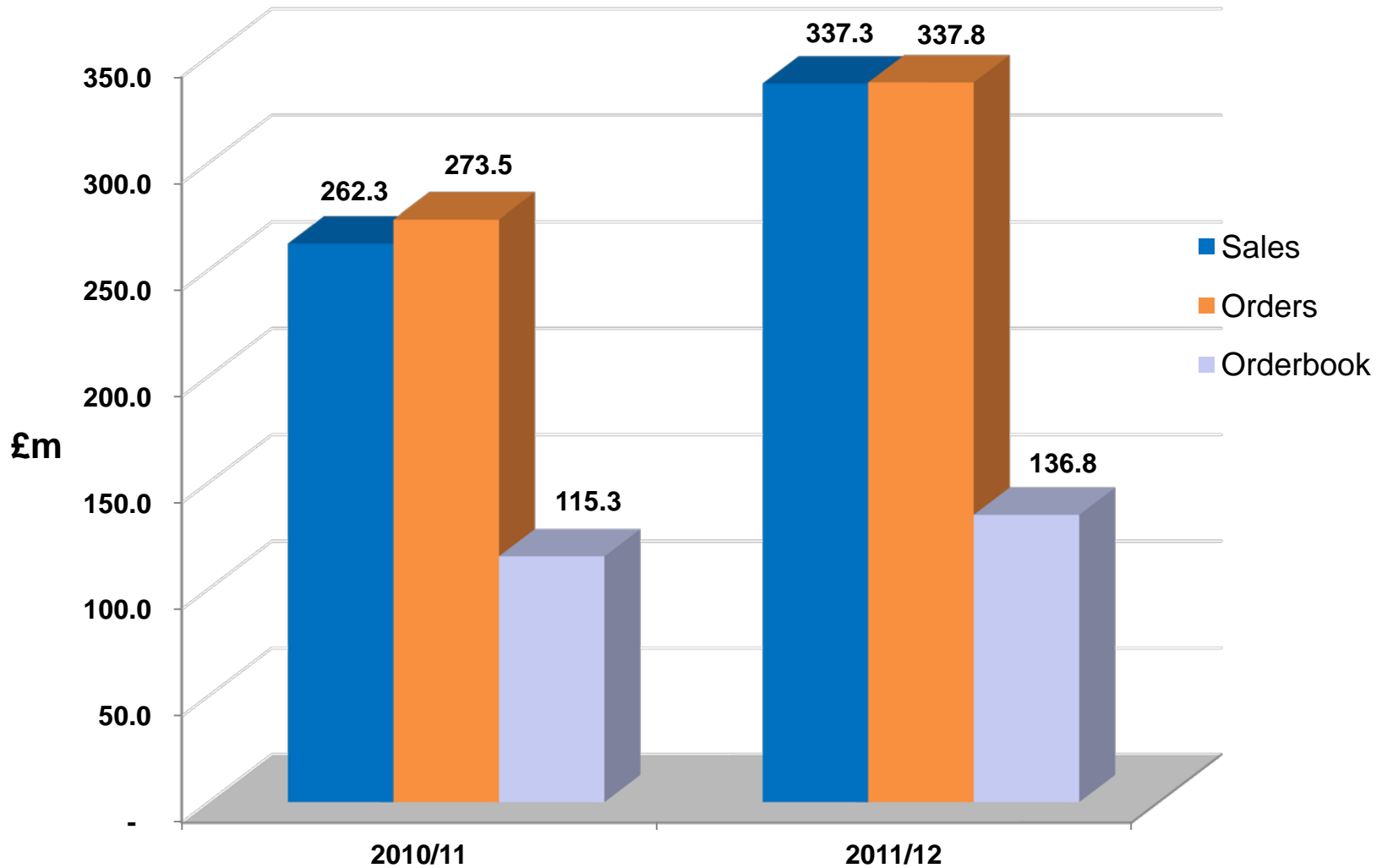
# Cash



# Pensions

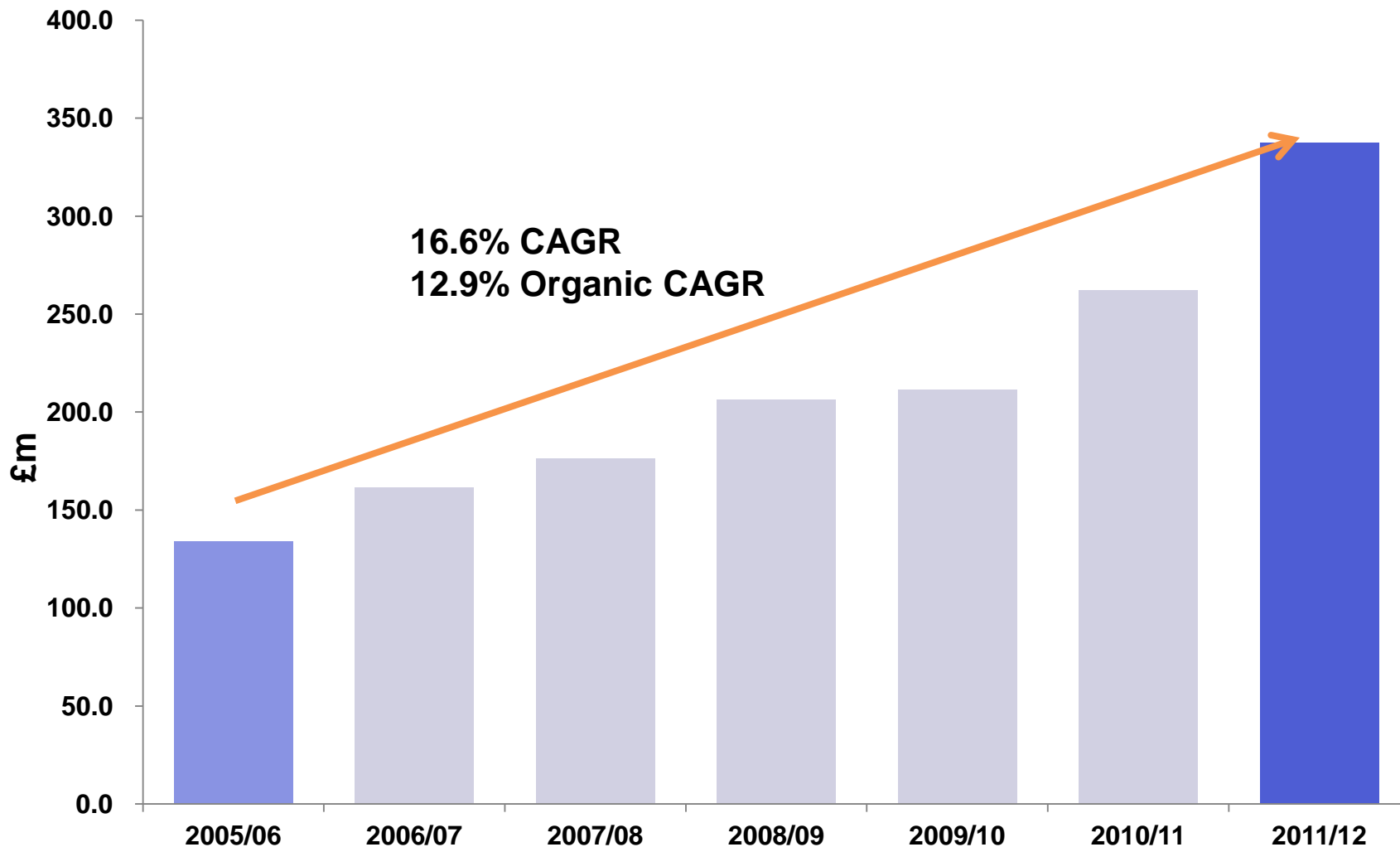


# Orders

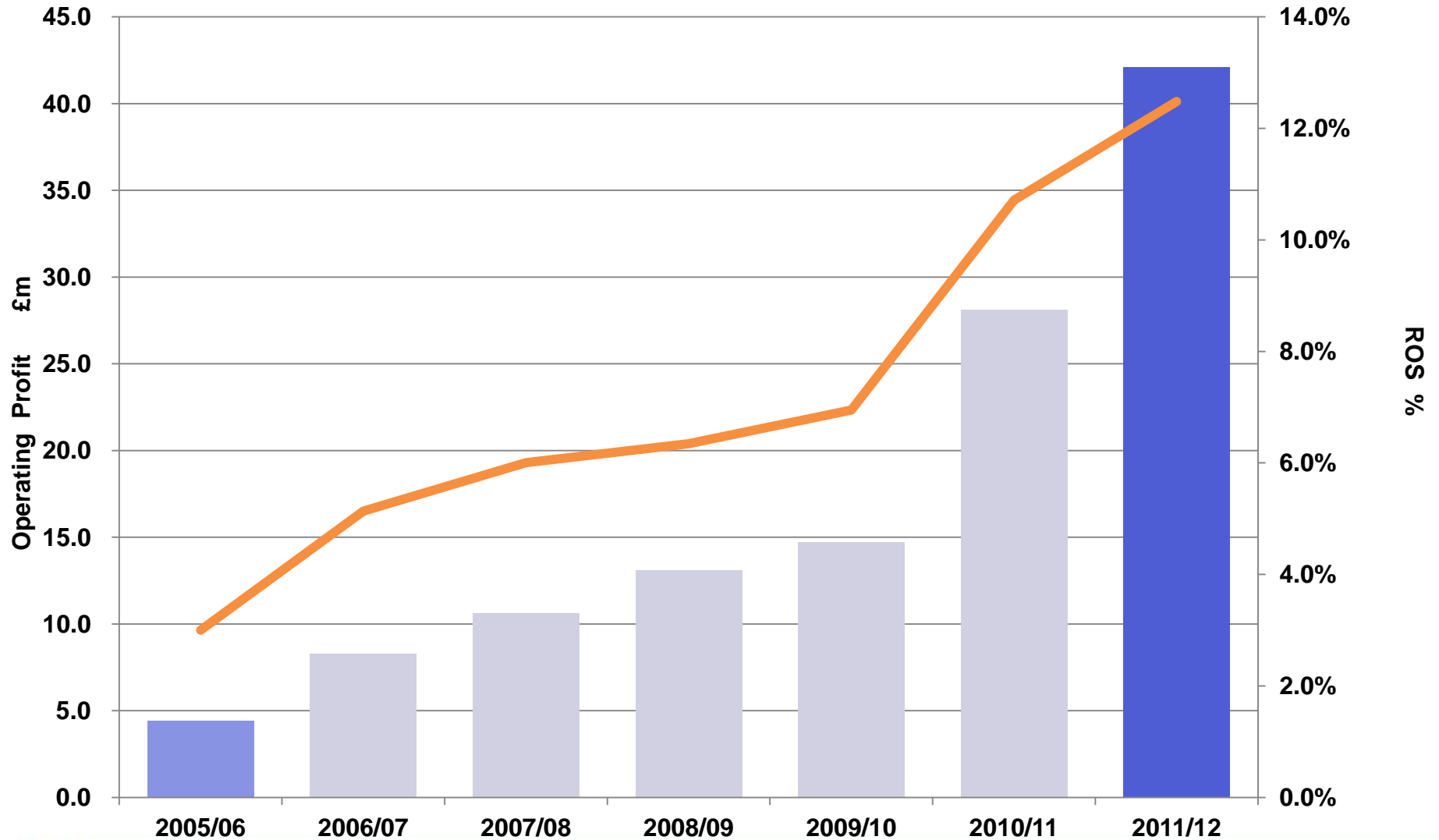




# Sales Progress



# Profit and Margin Progress



# Operational Review

## Jonathan Flint

# Three Business Sectors

## Nanotechnology Tools



Nanoanalysis



NanoScience



Plasma  
Technology



Omicron  
NanoTechnology

## Industrial Products



Industrial  
Analysis



Superconducting  
Wire



Austin



Magnetic  
Resonance

## Service



Oil Service



Service  
elements  
of other  
two  
sectors

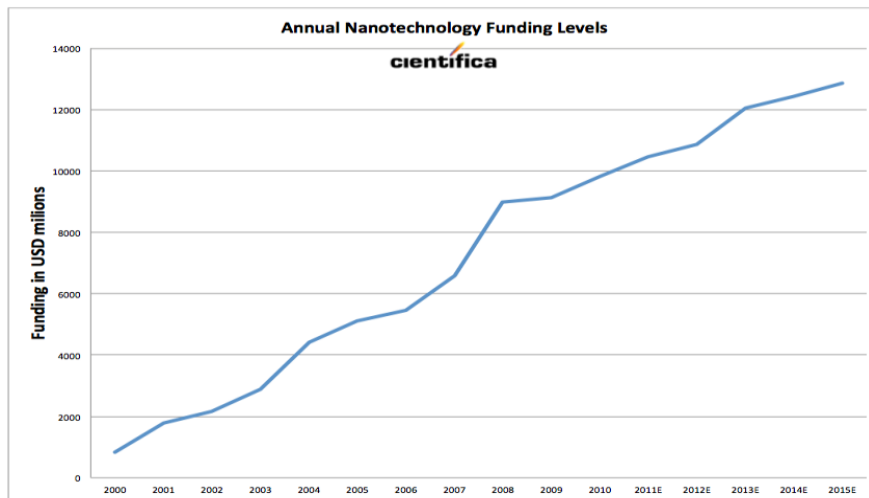
# NanoTechnology Tools

High-performance technology products for research and industry

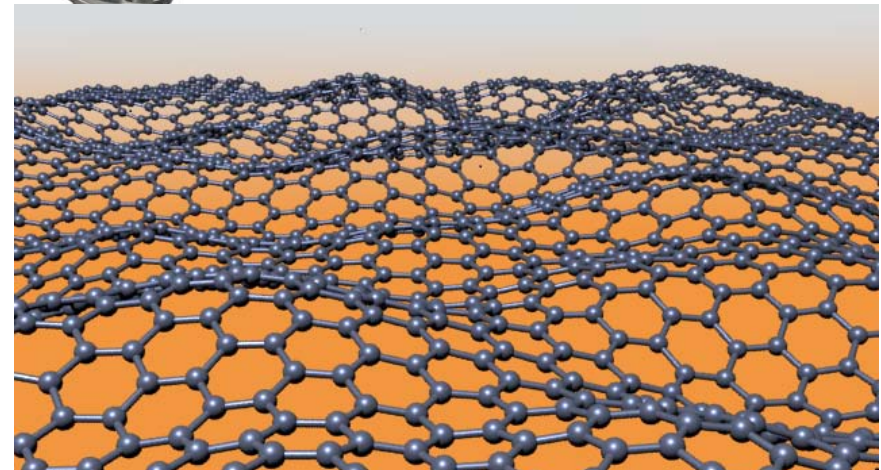
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- New product introductions driving organic growth
- Benefiting from increased investment in nanotechnology
- Leveraging added value from combined sector offering



Total global funding of nanotechnologies (source: Cientifica Ltd 2011)



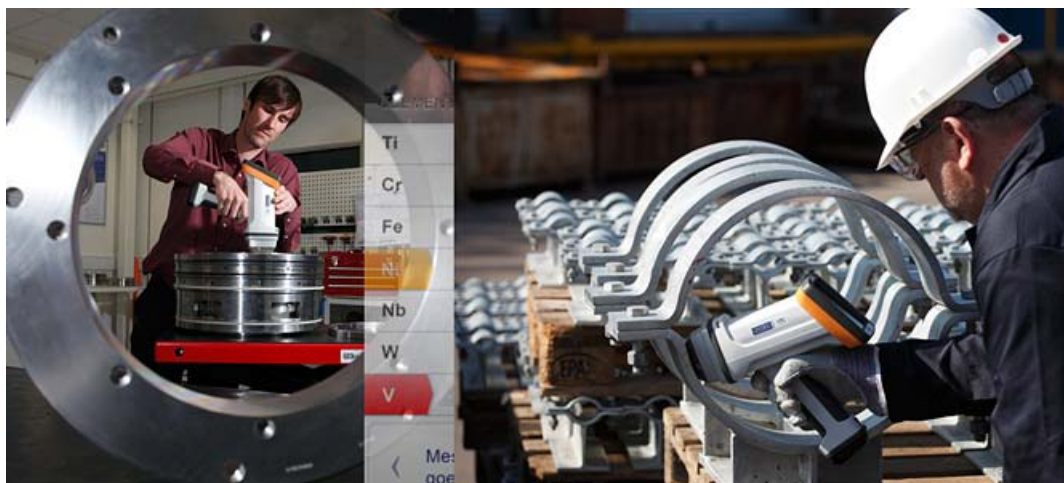
# Industrial Products

Analytical systems for Quality Control, Environmental and Compliance Testing for industry and research

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- Diverse range of global markets and applications
- Process improvements driving productivity
- Launch of X-MET7500 exceeded expectations
- Opportunities in the steel and metals market





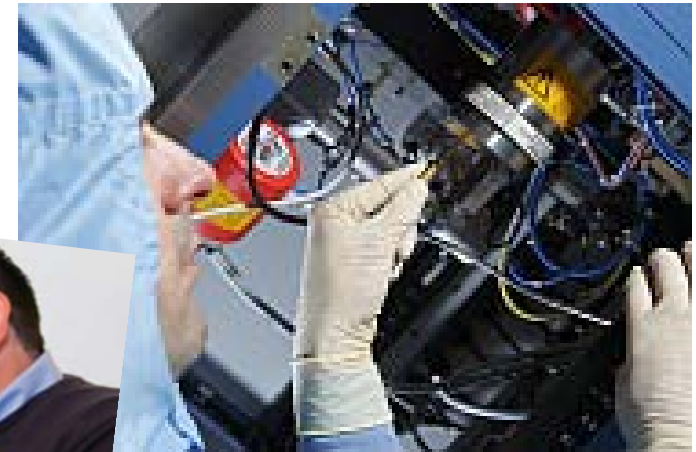
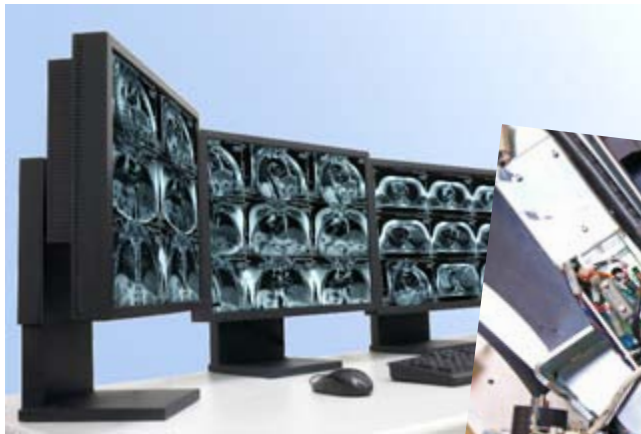
# Service

Service, support, training, refurb, consumables, accessories

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- Increased installed base
- Adoption of service contract model in Asia
- CT/MRI Service business establishing strong market presence in North America



# Summary and Outlook



- Strong growth and record profitability
- Increased investment in people and product development
- Acquisition programme on track
- Markets remain strong despite macro-economic uncertainty
- Well positioned for further growth



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