

Interim Results Announcement 2012/13



The Business of Science®



Jonathan Flint
Chief Executive

Kevin Boyd
Group Finance Director

13 November 2012



Agenda



The Business of Science®

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



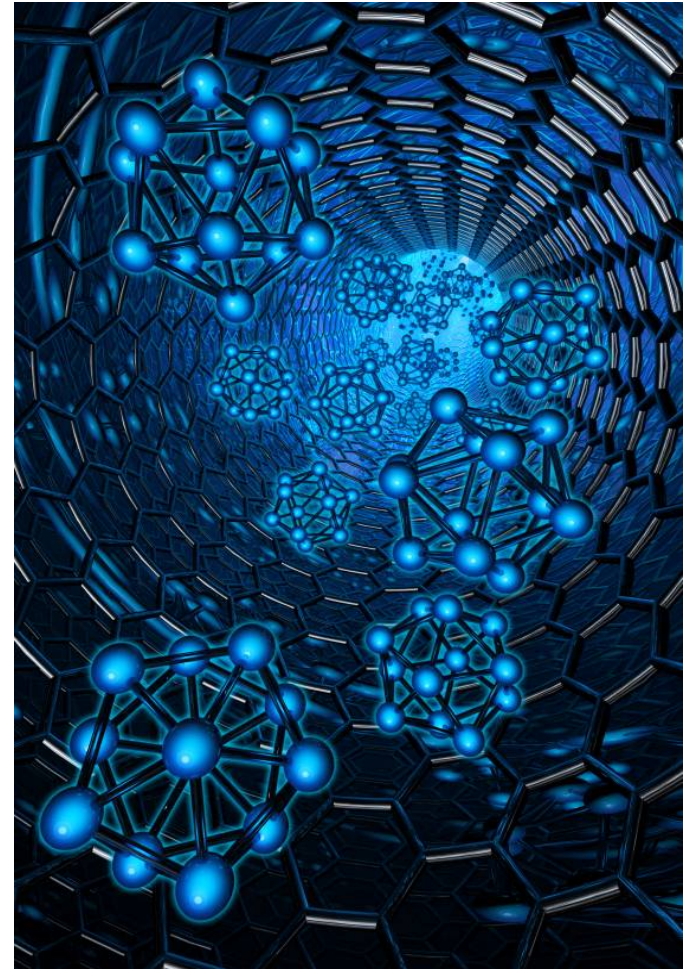
Highlights

- Good progress in the first half
- Increased R&D investment
- Global demand for nanotechnology tools
- Growth in emerging markets
- Efficiency improvements
- Increased interim dividend
- *14 Cubed* plan on track



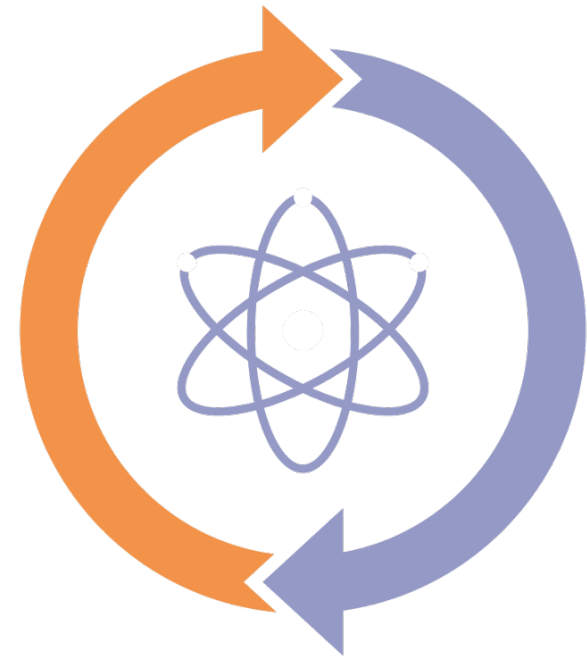
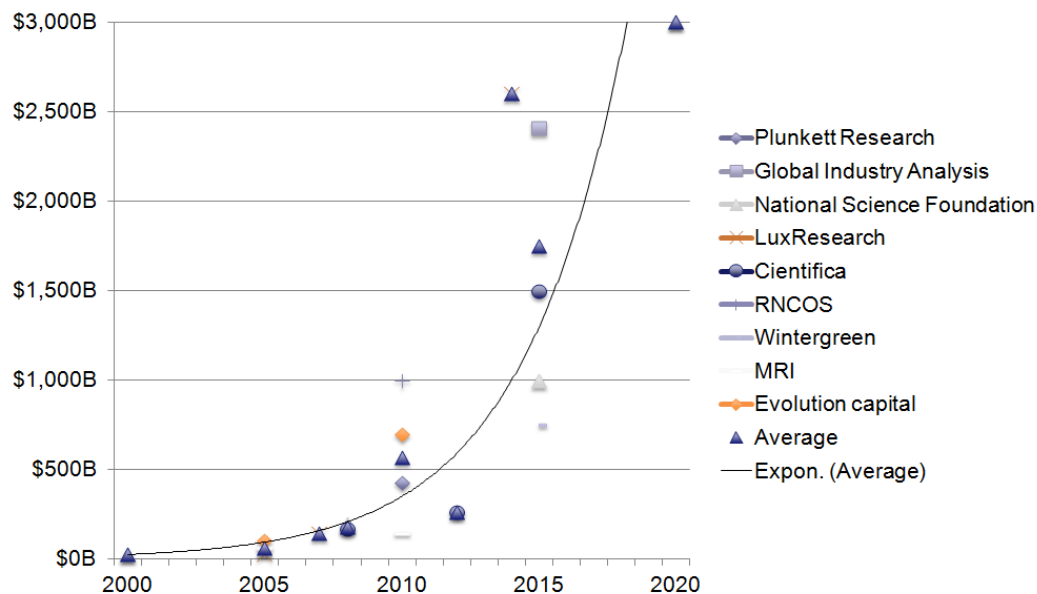
Medium Term Prospects

- Overall demand remains strong
- Some softness in the industrial sector
- Healthy new product pipeline

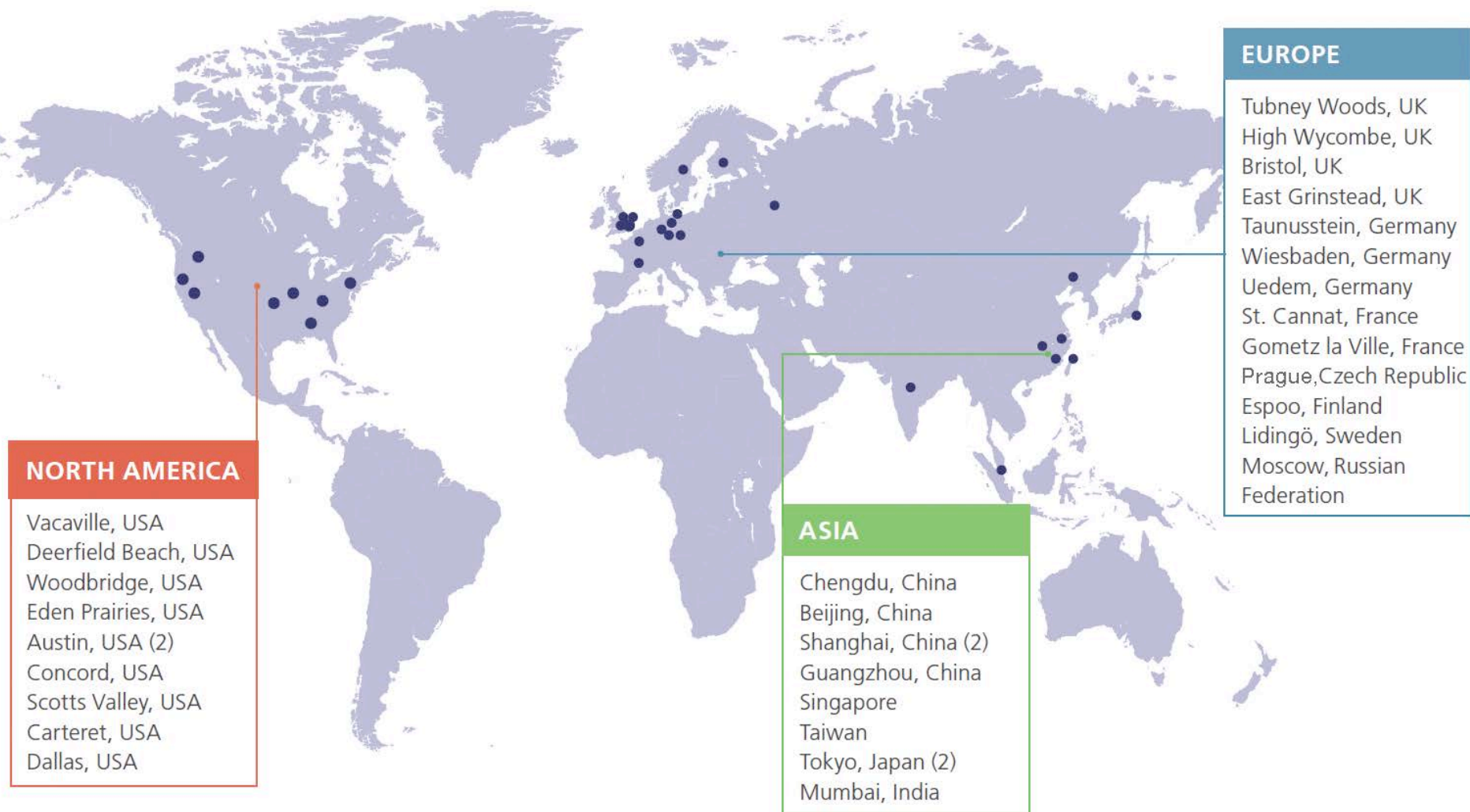


Long Term Growth

- Tools for extracting more value from each atom in a world of finite resources
- Estimated 15% annual structural growth in nanotools market



Expanding Footprint & BRIC



Financial Review

Kevin Boyd

Highlights

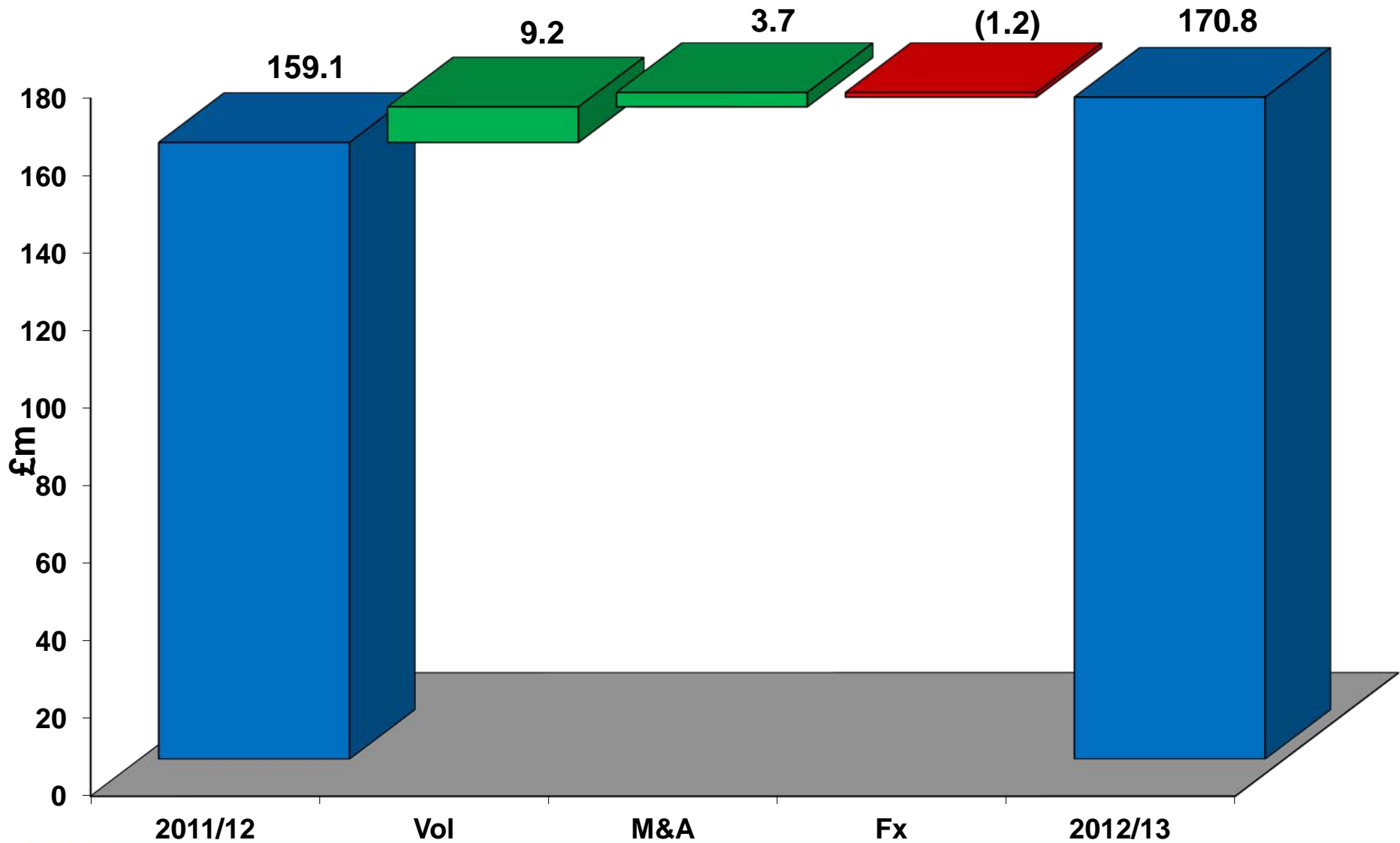
	2012/13	2011/12	Change
Orders (£m)	169.8	174.8	-2.9%
Revenues (£m)	170.8	159.1	7.4%
Adjusted Operating profit (£m)*	23.8	18.9	25.9%
Return On Sales (%)	13.9%	11.9%	+2.0pp
Adjusted profit before tax (£m)*	23.1	18.7	23.5%
Adjusted EPS (pence)*	33.9	28.2	20.2%
Dividend (pence)	3.05	2.77	10.1%
Net Cash (£m)	37.1	11.9	25.2

*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 Half Year Report

Segments

	Nanotech Tools		Industrial Products		Service		TOTAL	
	2012/13	2011/12	2012/13	2011/12	2012/13	2011/12	2012/13	2011/12
	£m	£m	£m	£m	£m	£m	£m	£m
External revenue	80.7	70.0	60.9	64.2	29.2	24.9	170.8	159.1
Inter-segment revenue	0.2	0.4	0.6	0.5	0.1			
Sector revenue	80.9	70.4	61.5	64.7	29.3	24.9		
Adjusted Operating Profit	10.4	7.3	7.6	6.6	5.8	5.0	23.8	18.9
Return on sales	12.9%	10.4%	12.4%	10.2%	19.8%	20.1%	13.9%	11.9%

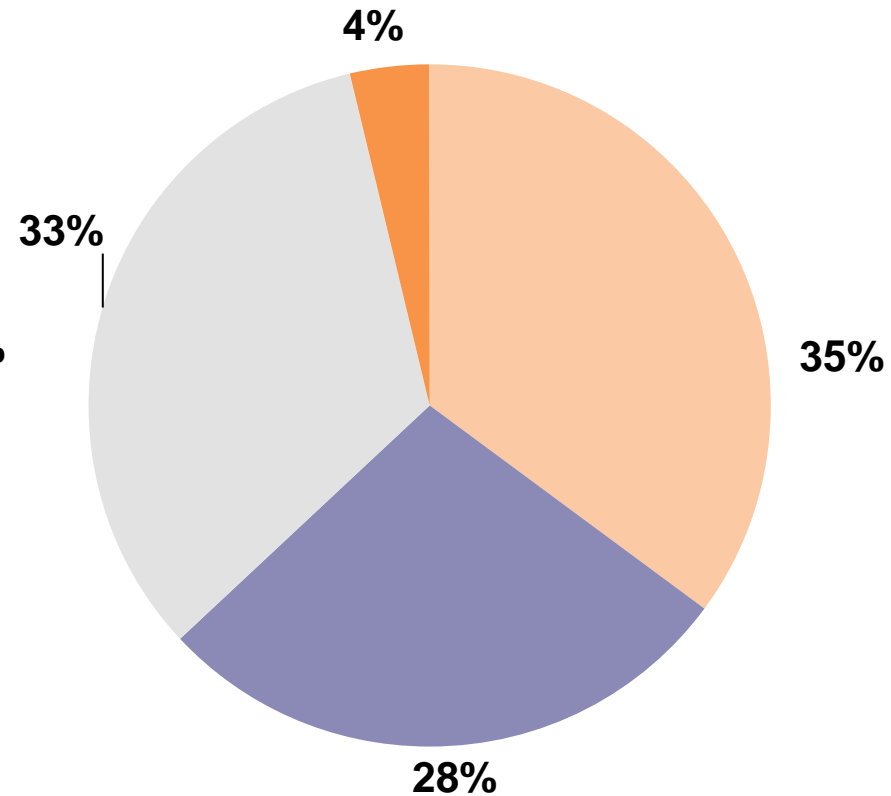
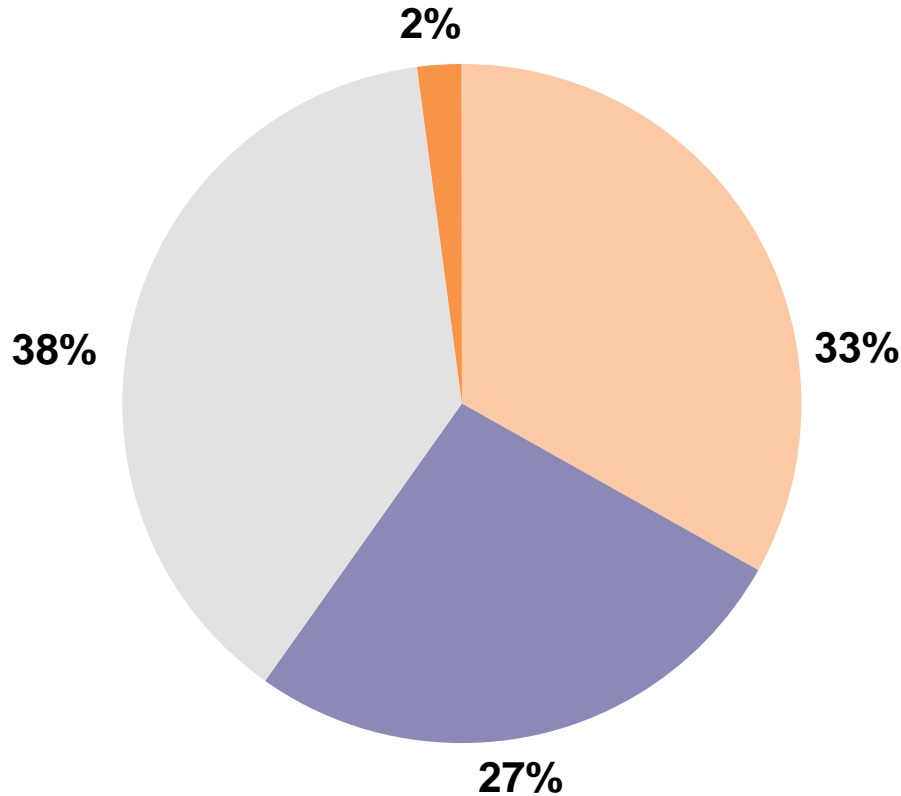
Sales Bridge



Sales by Destination

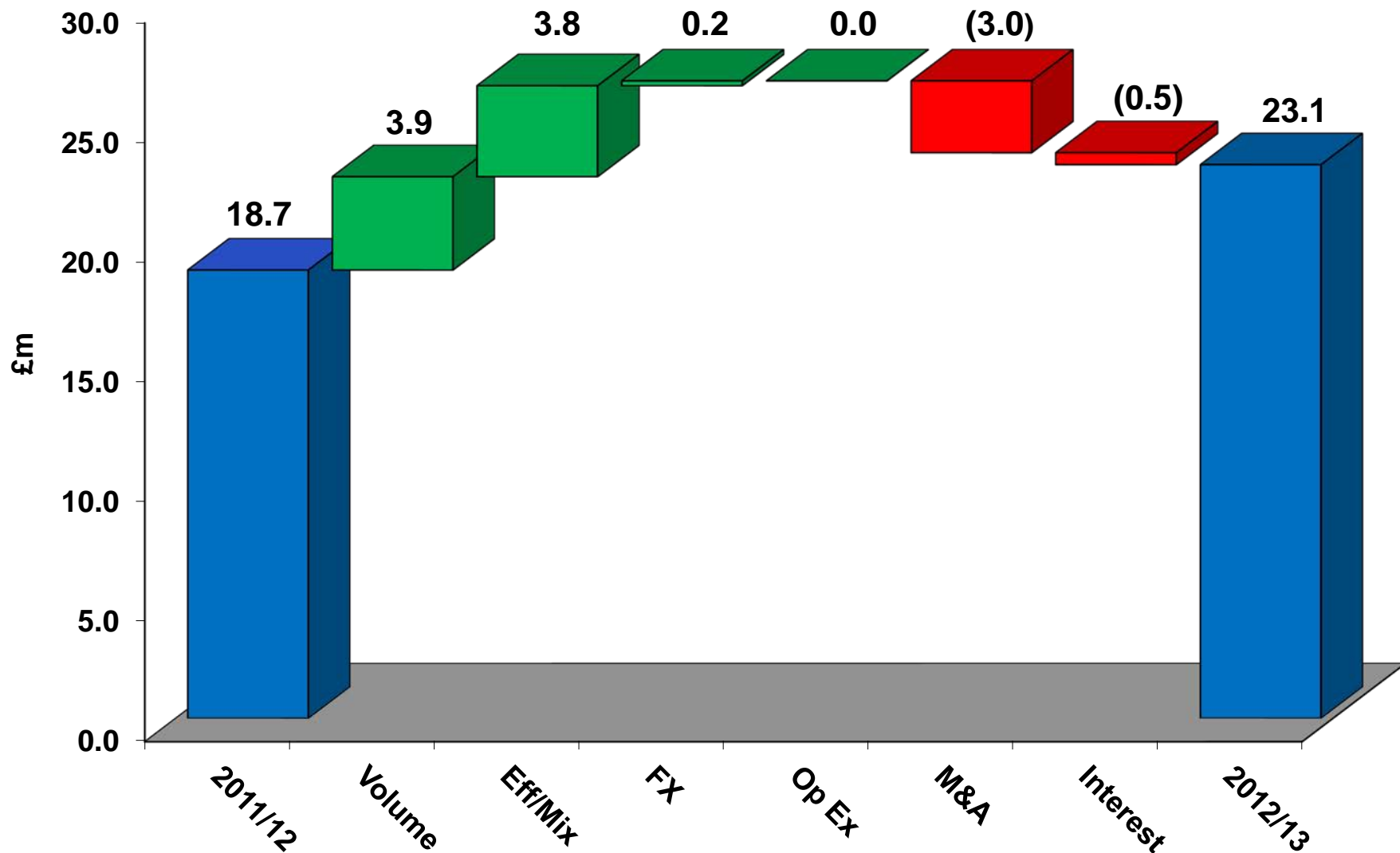
H1 2012/13

H1 2011/12

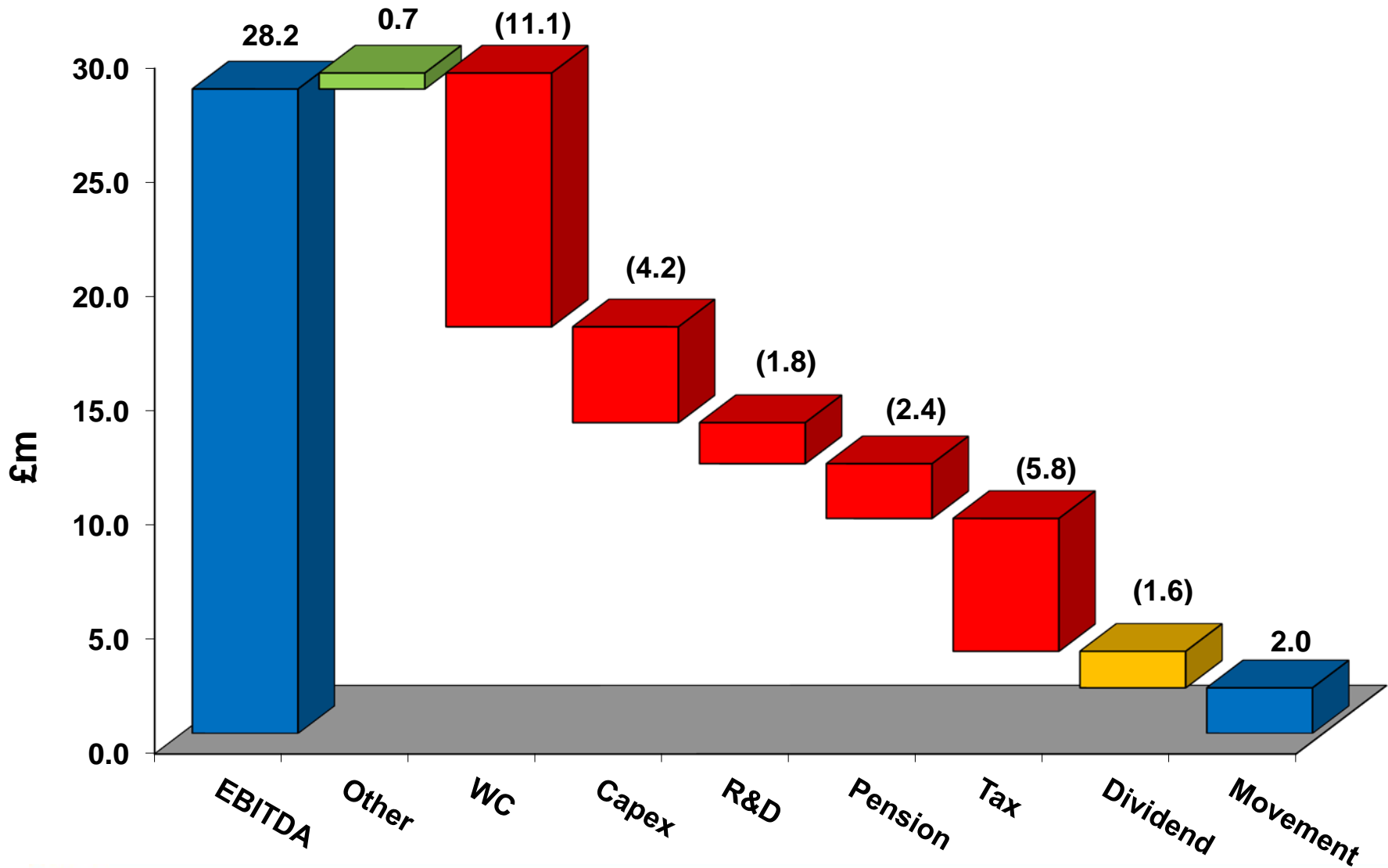


■ Europe ■ North America ■ Asia ■ RoW

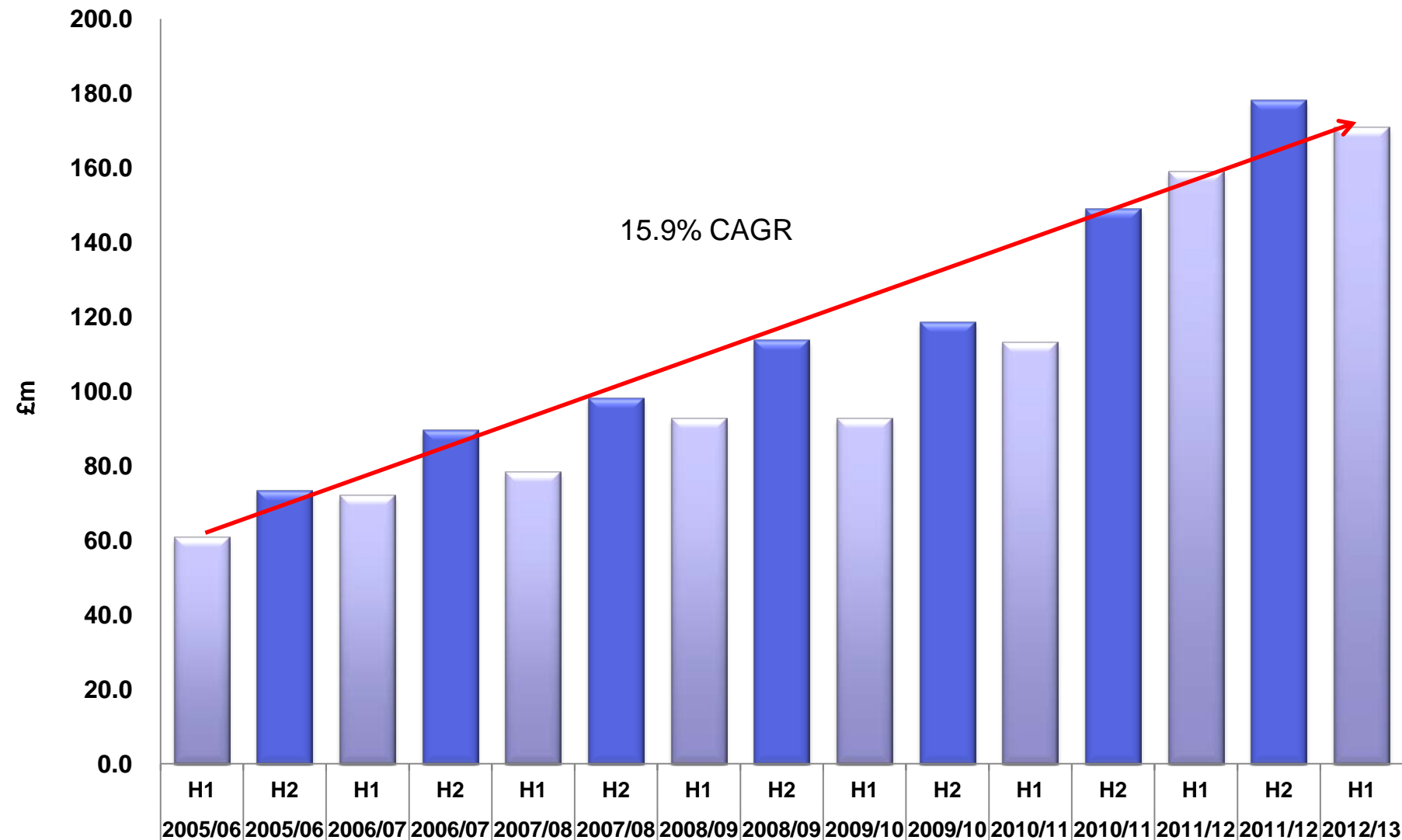
Profit Bridge



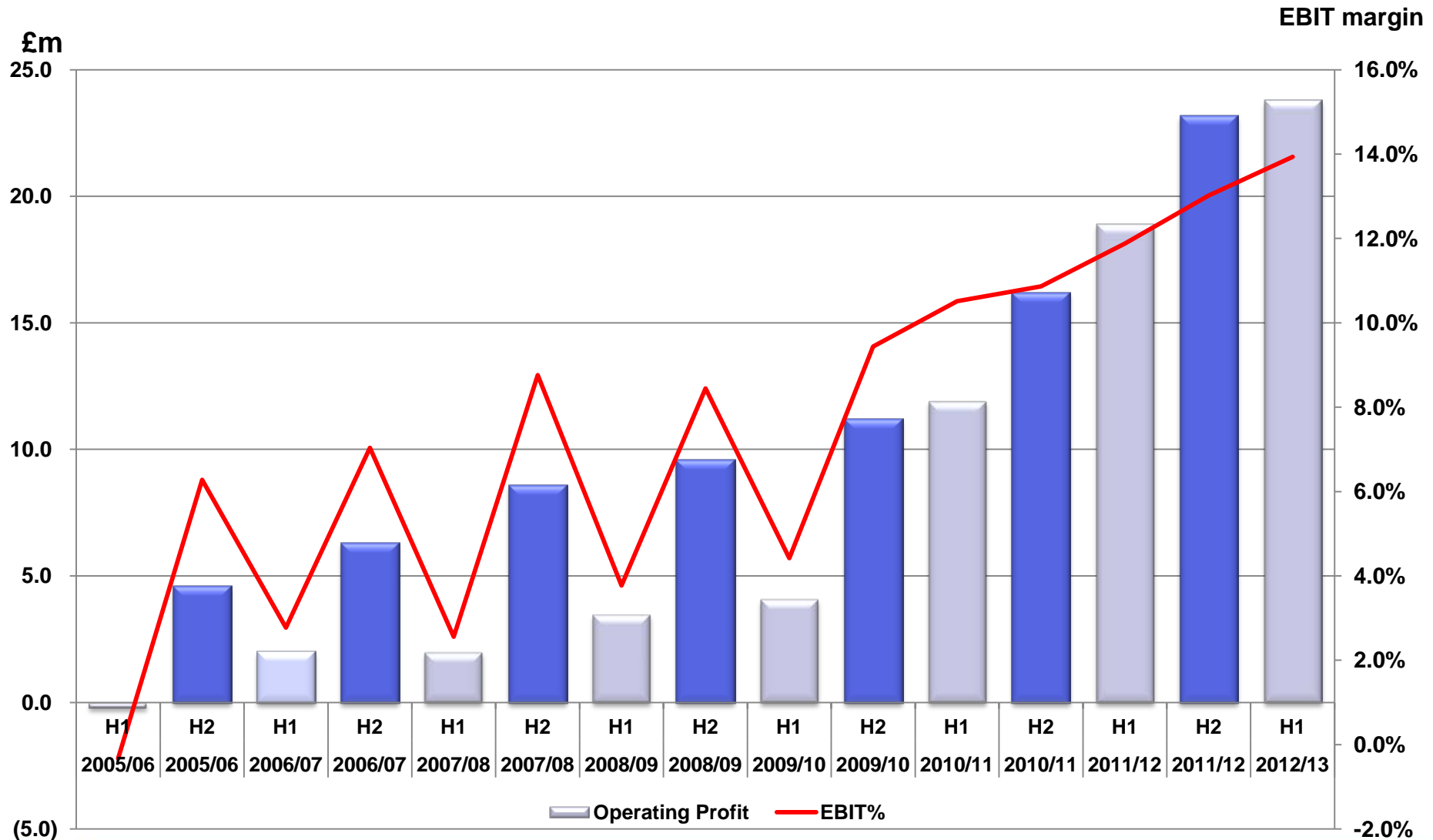
Cash



Sales Progress



Profit and Margin Progress



Operational Review

Jonathan Flint

Nanotechnology Tools

- NanoAnalysis
- NanoScience
- Omicron Nanotechnology
- Plasma Technology

Industrial Products

- Industrial Analysis
 - *X-ray Fluorescence*
 - *Optical Emission Spectroscopy*
 - *Magnetic Resonance*
- Industrial Components
 - *Austin Scientific*
 - *Superconducting Wire*
 - *X-ray Technology*

Service

- CT& MR Service
(3rd Party)
- NT & IP Service
(OI products)

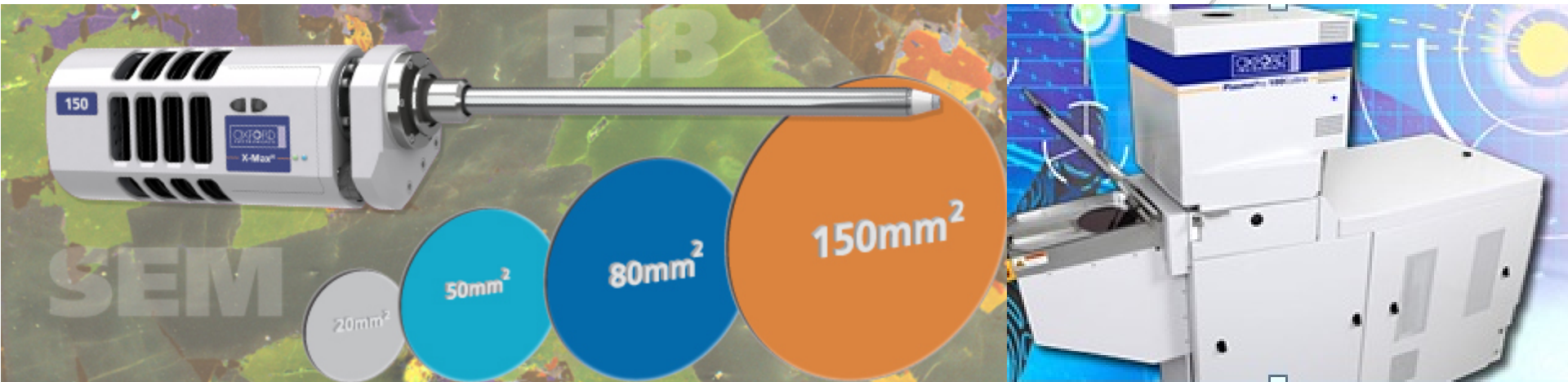
NanoTechnology Tools

High-performance technology products for research and industry



The Business of Science®

- AZTEC materials characterisation systems
- MEMS – micro electromechanical systems
- Quantum Information Processing
- Omicron NanoTechnology



Industrial Products

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

OXFORD
INSTRUMENTS

The Business of Science®

- Opportunities in emerging markets
- New applications for X-ray Technology
- New Hand Held analysers
- Shale Oil



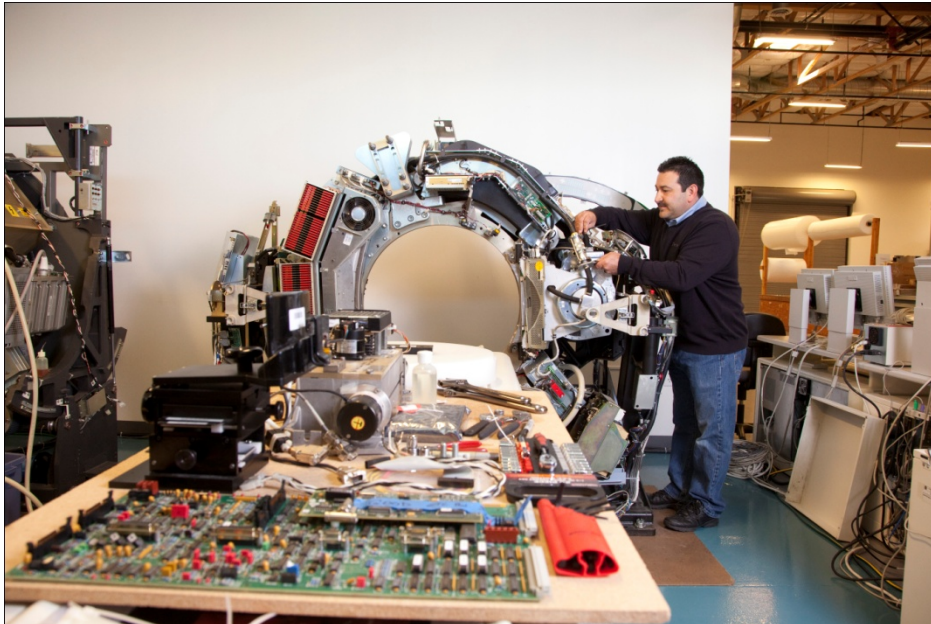
Service

Service, support, training, refurb, consumables, accessories

OXFORD
INSTRUMENTS

The Business of Science®

- Broader range of services
- Benefiting from US healthcare reforms
- Innovative support programmes



Summary and Outlook



The Business of Science®

- Exposure to long term growth markets
- Diverse geographies and technologies
- Strong pipeline of new products
- Potential for bolt-on acquisitions
- Business Improvement Programme
- Resilience to macro economic climate
- On track to deliver *14 Cubed* objectives

Disclaimer



The Business of Science®

This presentation is prepared for and addressed to authorised persons within the meaning of the Financial Services and Markets Act 2000 (FSMA). The information contained in this presentation is not for publication, distribution or reproduction, in whole or in part, to any persons outside the jurisdiction of this Act. The Company, its Directors, employees, agents or advisers do not accept or assume responsibility to any other person to whom this presentation is shown or into whose hands it may come and any such responsibility or liability is expressly disclaimed.

Statements contained in this presentation are based on the knowledge and information available to the Company's Directors at the date it was prepared and therefore the facts stated and views expressed may change after that date. By their nature, any statements concerning the risks and uncertainties facing the Company in this presentation involve uncertainty since future events and circumstances can cause results and developments to differ materially from those anticipated. To the extent that this presentation contains any statement dealing with any time after the date of its preparation such statement is merely predictive and speculative as it relates to events and circumstances which are yet to occur. The Company undertakes no obligation to update these forward-looking statements.

The information in this presentation shall not constitute or be deemed to constitute any offer or invitation to invest in or otherwise deal in shares or other securities of Oxford Instruments plc.

All information in the presentation is the property of Oxford Instruments plc.

