

# Preliminary Results Announcement 2011/12

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*The Business of Science®*



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# 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

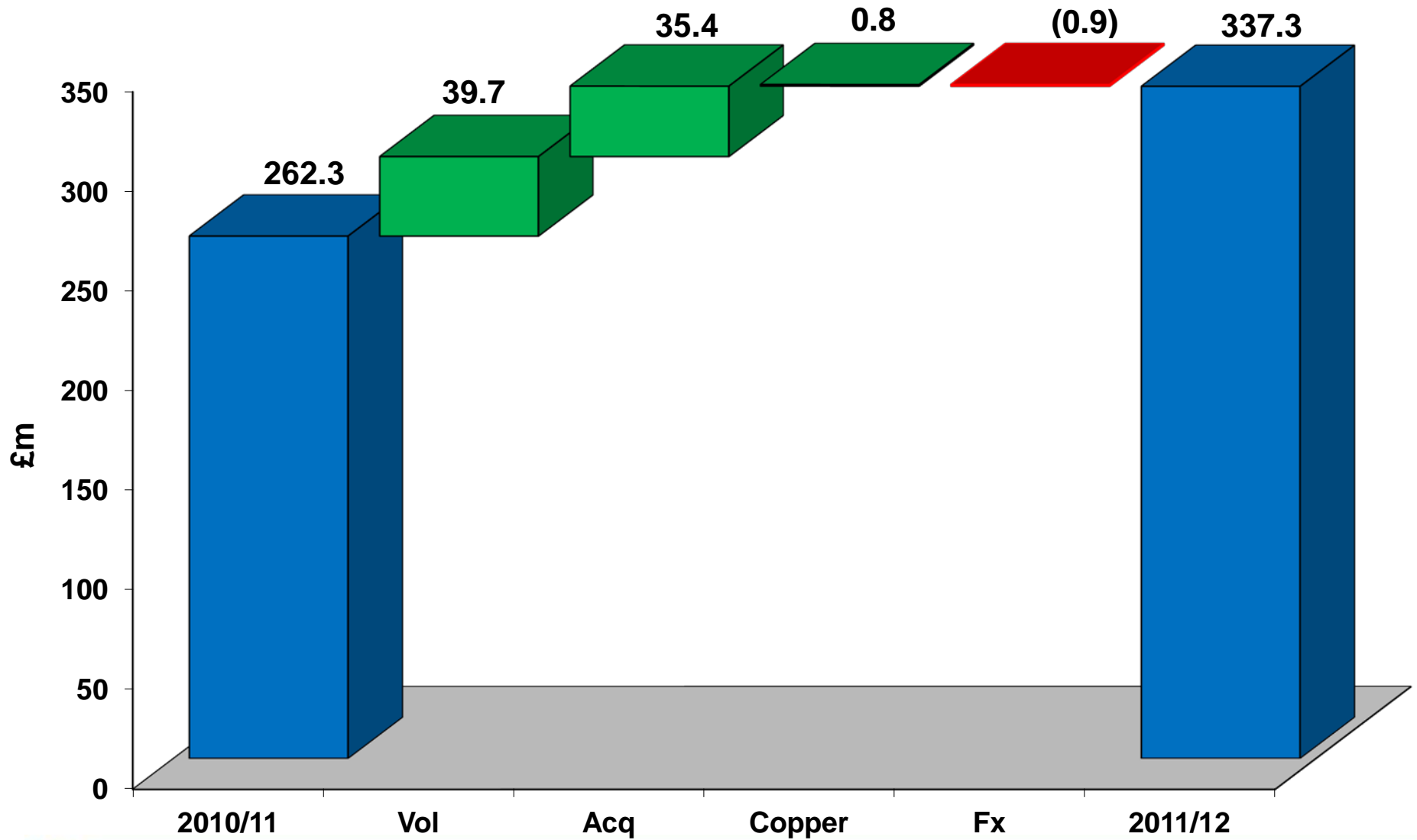
\*Adjusted numbers are stated to give a better understanding of the underlying business. Details of adjusting items can be found in Note 2 of the Preliminary Statement

# Segments

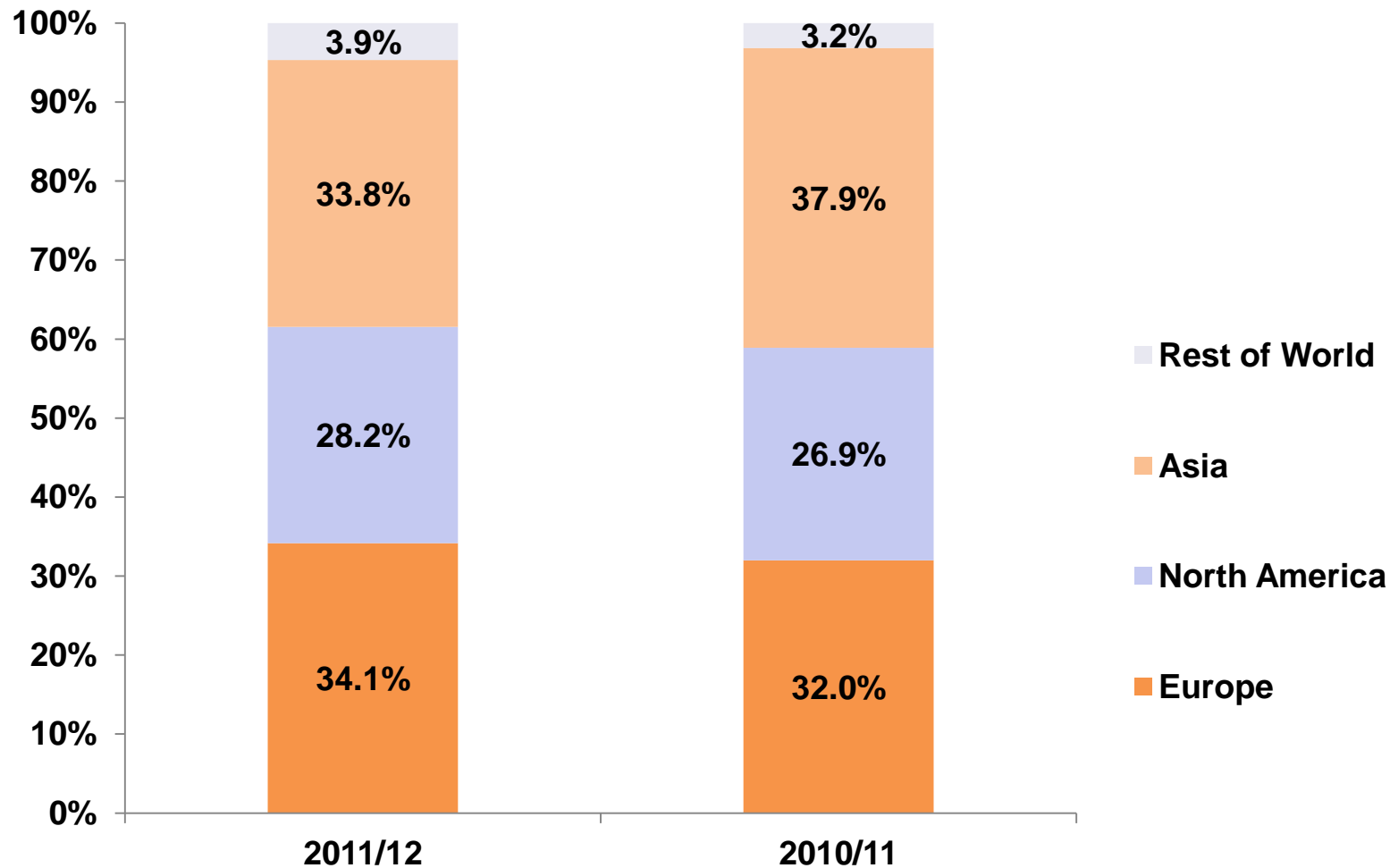
	Nanotechnology		Industrial		Service		Total	
	Tools		Products					
	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11
	£m	£m	£m	£m	£m	£m	£m	£m
External revenue	153.3	121.4	128.0	98.5	56.0	42.4	337.3	262.3
Inter-segment revenue	0.6	0.4	1.1	2.0	0.3	0.1		
Sector revenue	153.9	121.8	129.1	100.5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



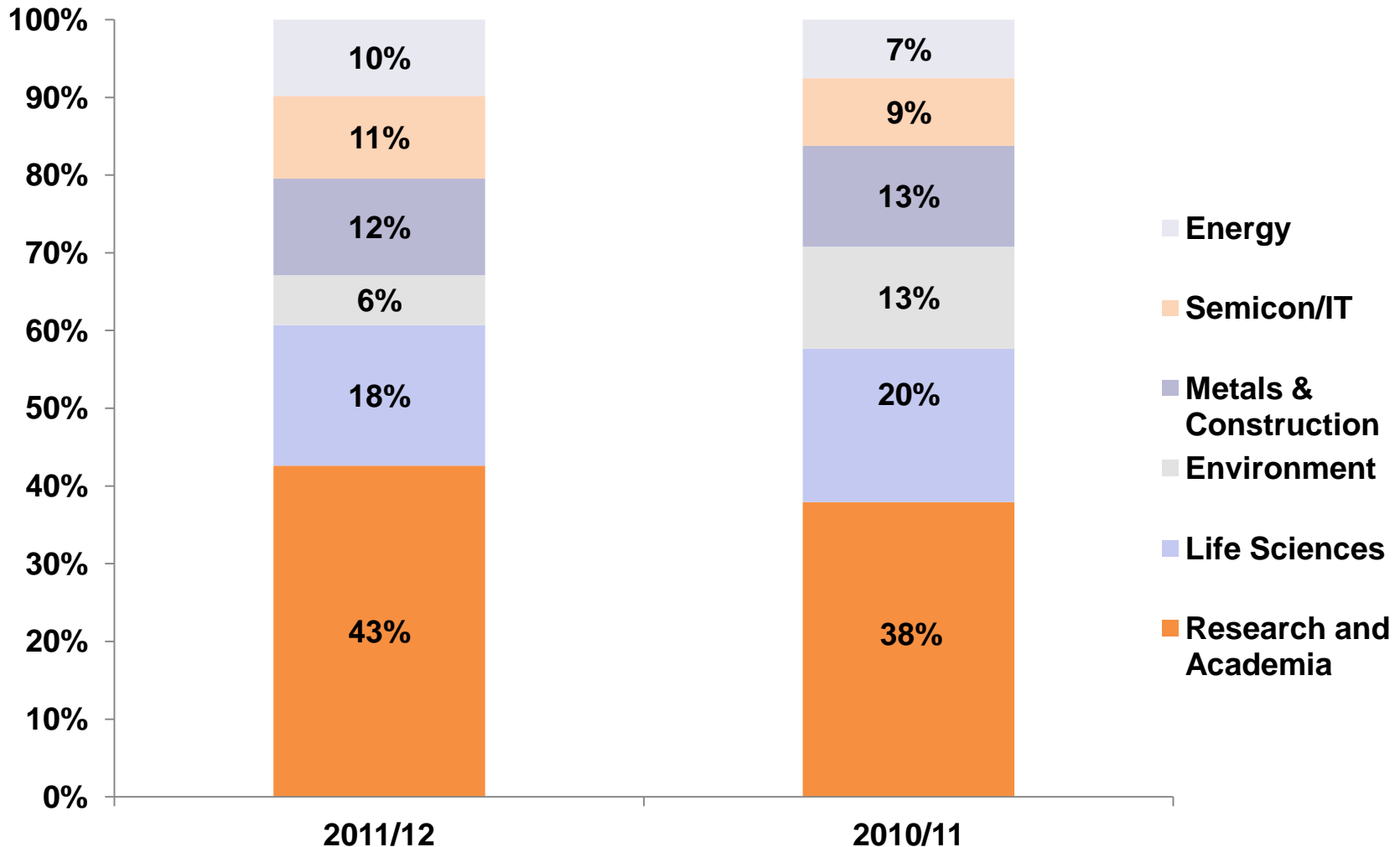
# Sales Bridge



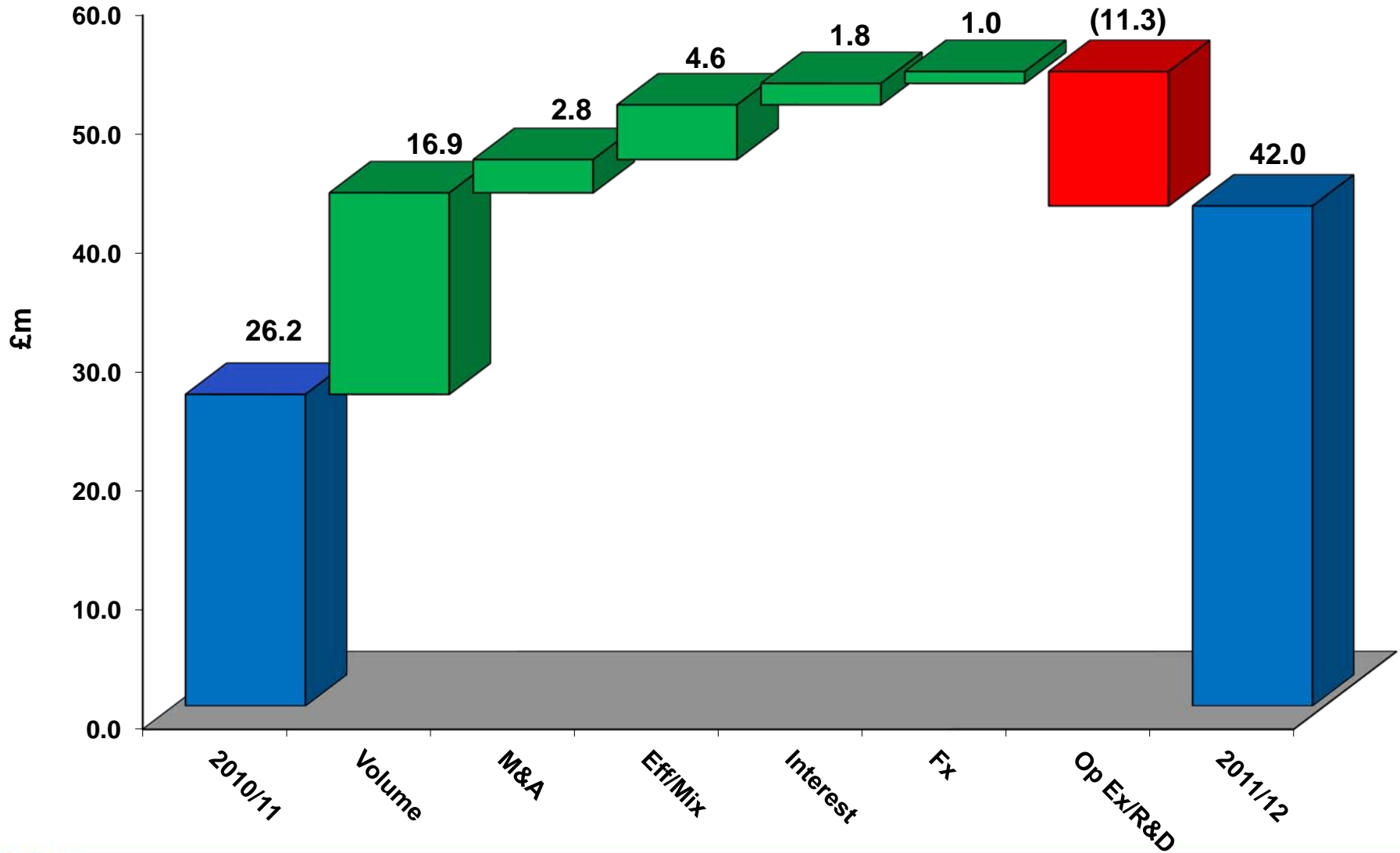
# Sales by Geography



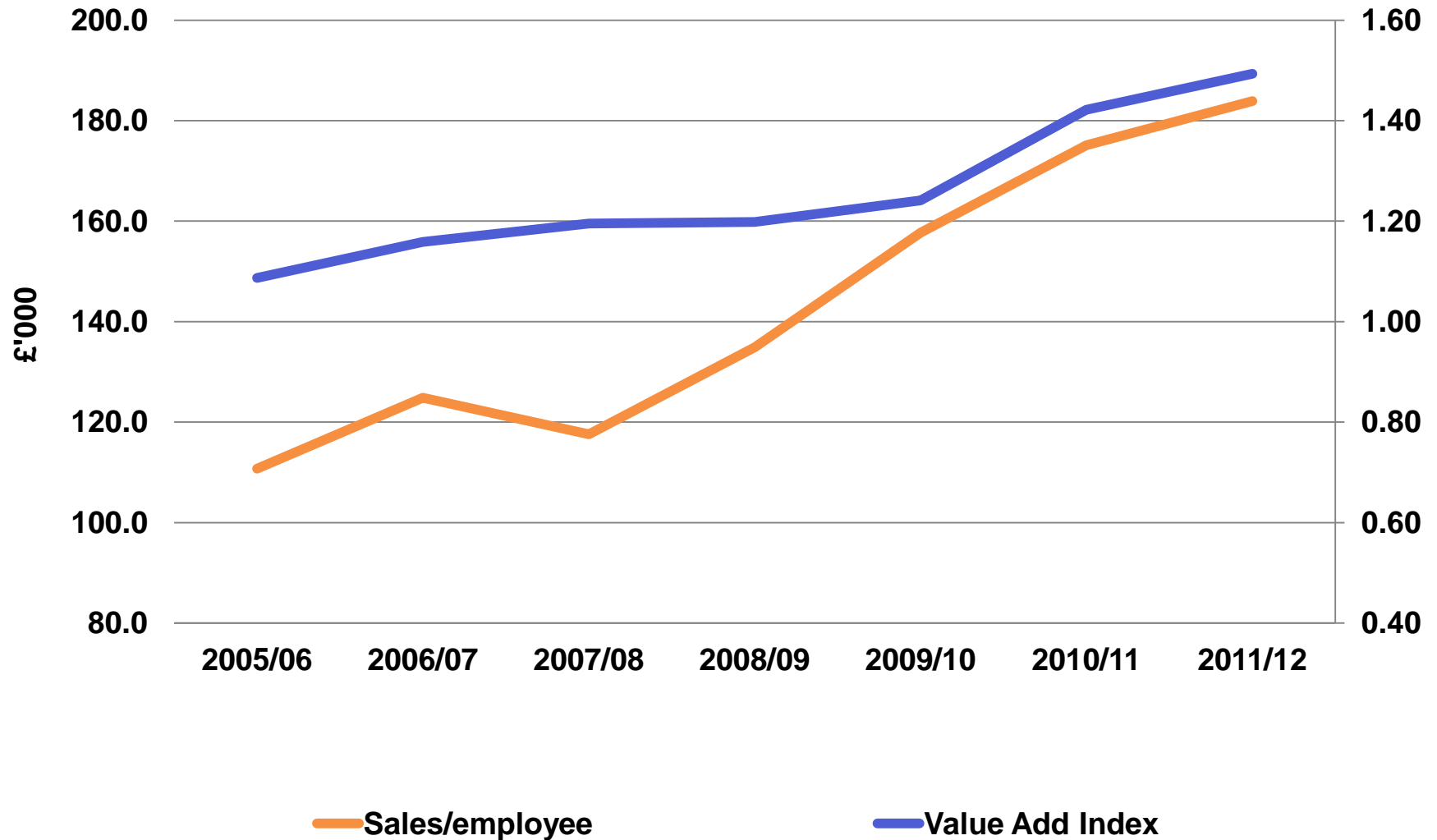
# Sales by Market Segment



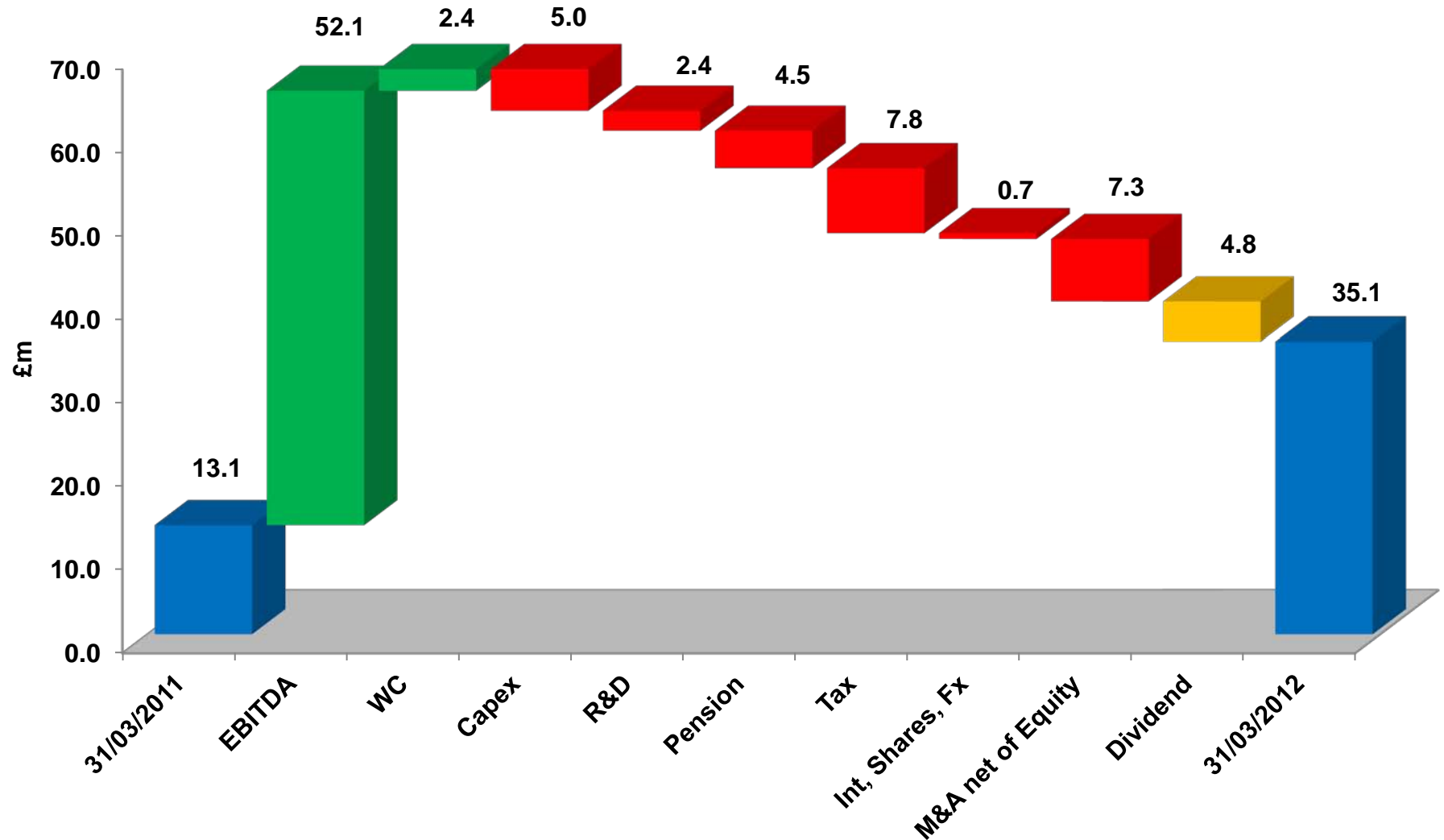
# Profit Bridge



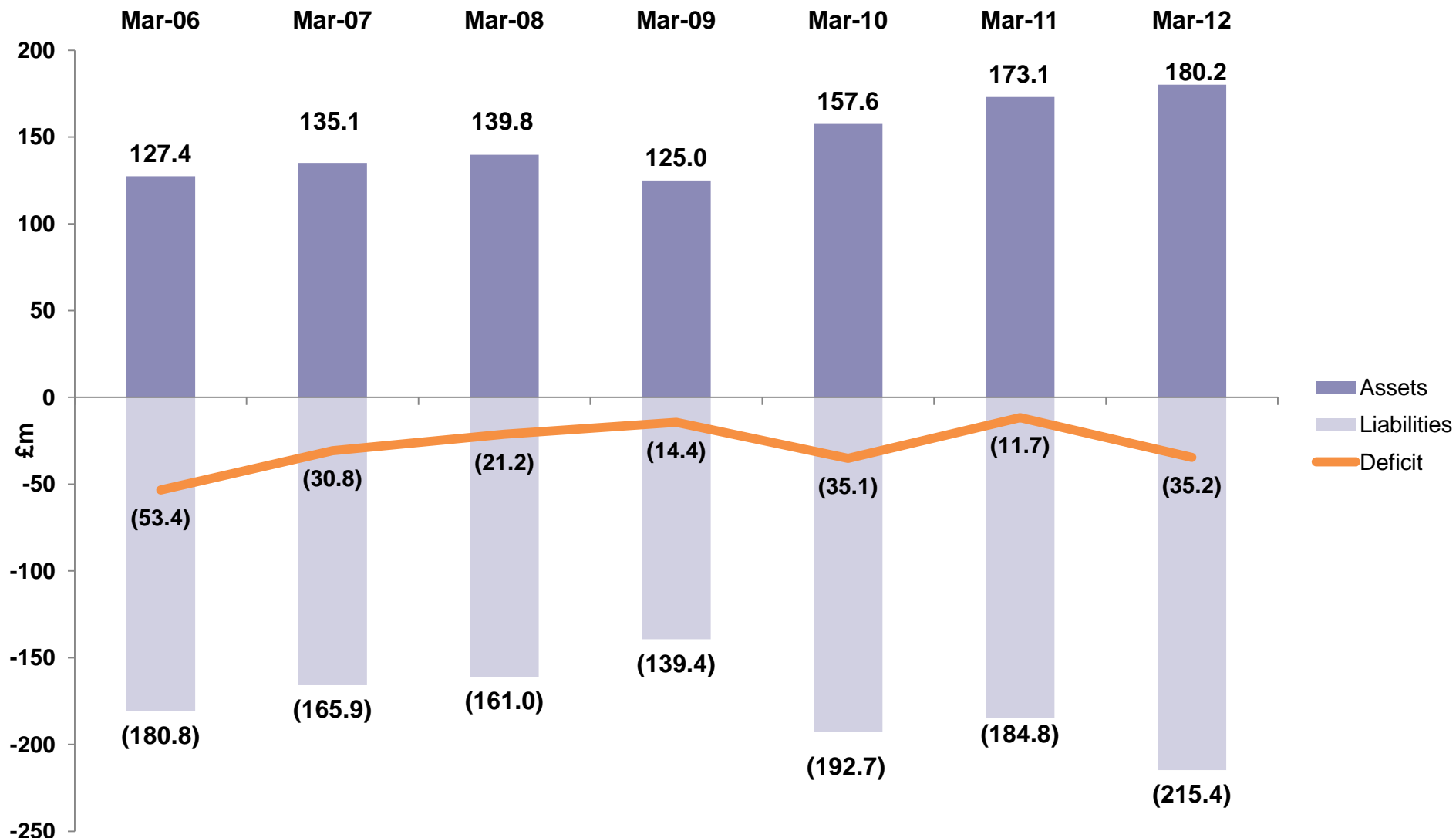
# Efficiencies



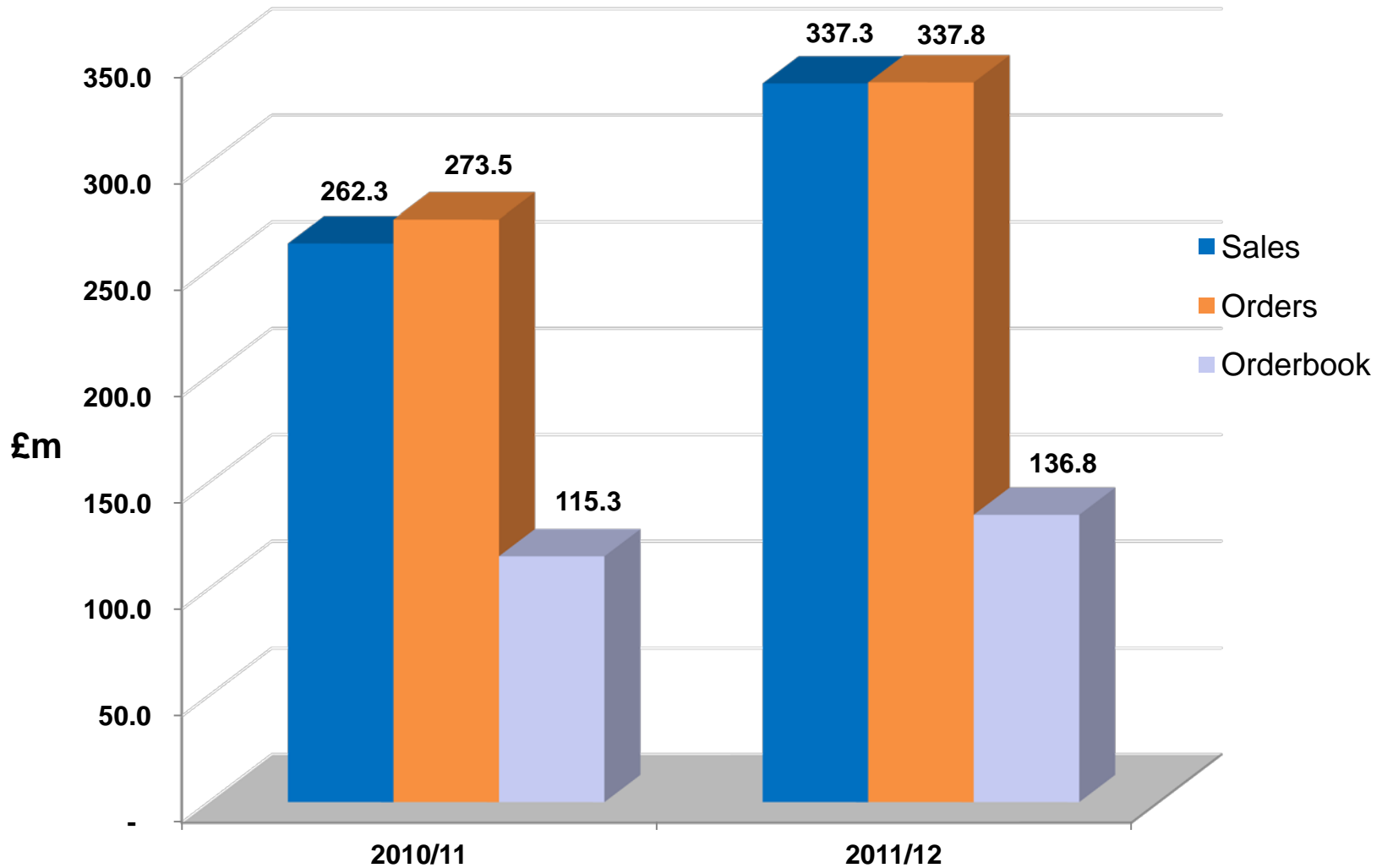
# Cash



# Pensions

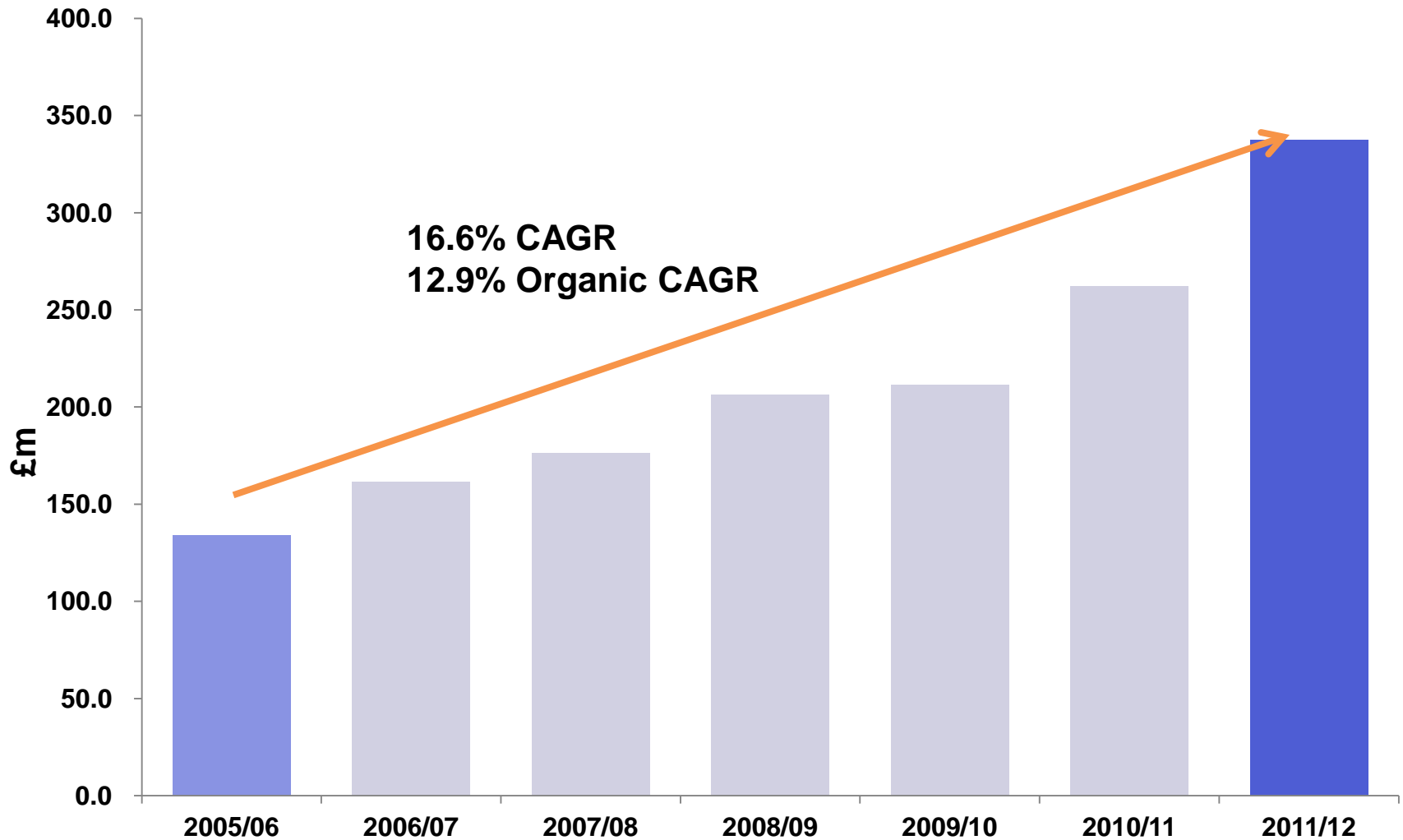


# Orders

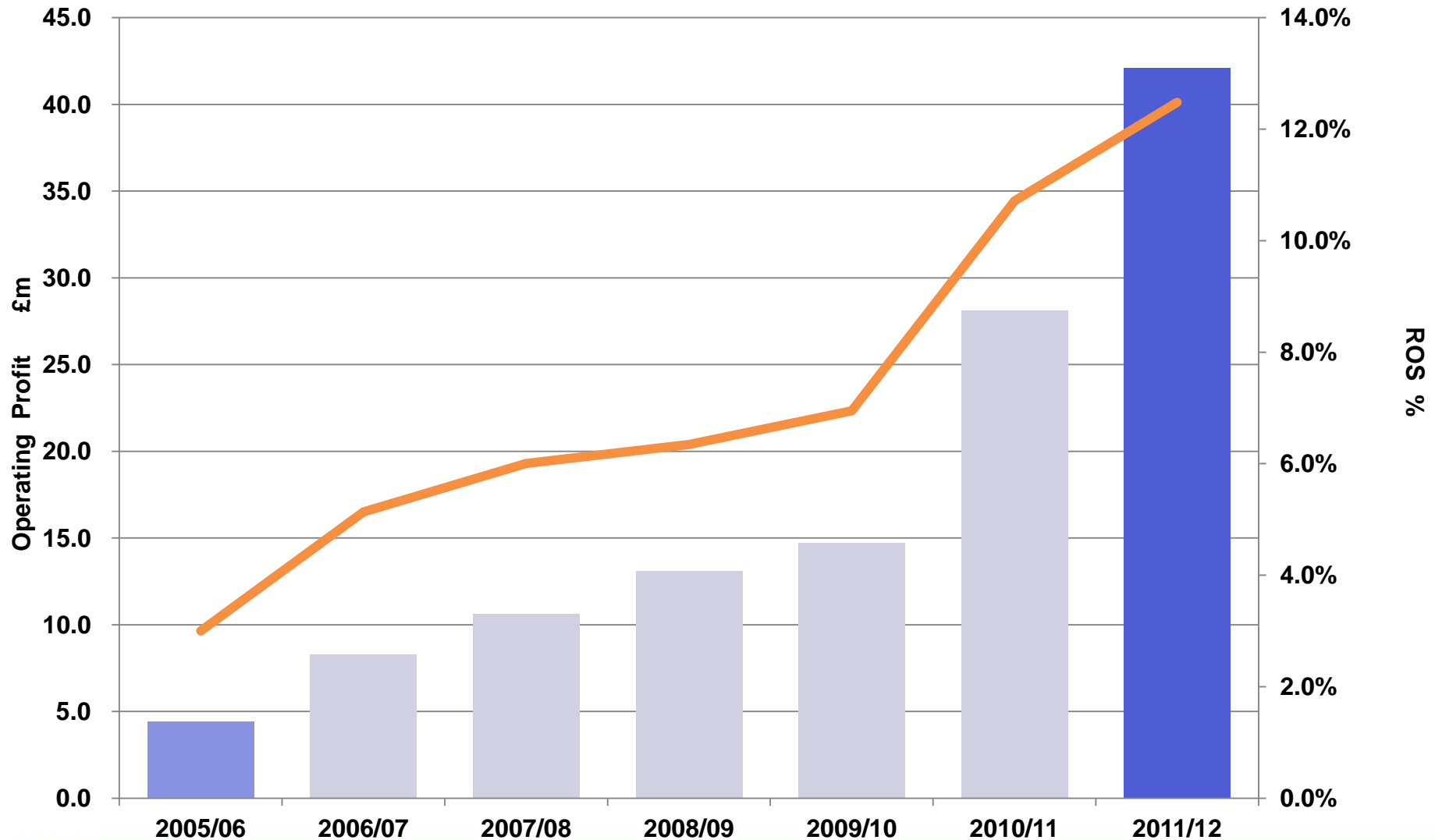




# Sales Progress



# 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

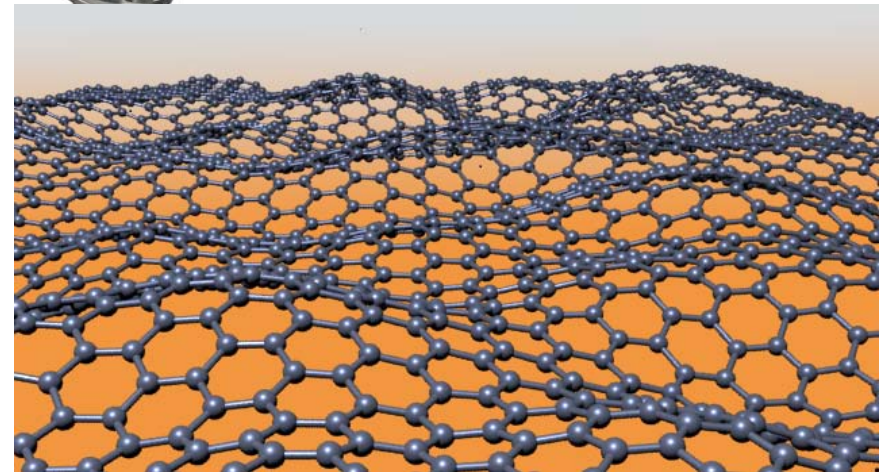
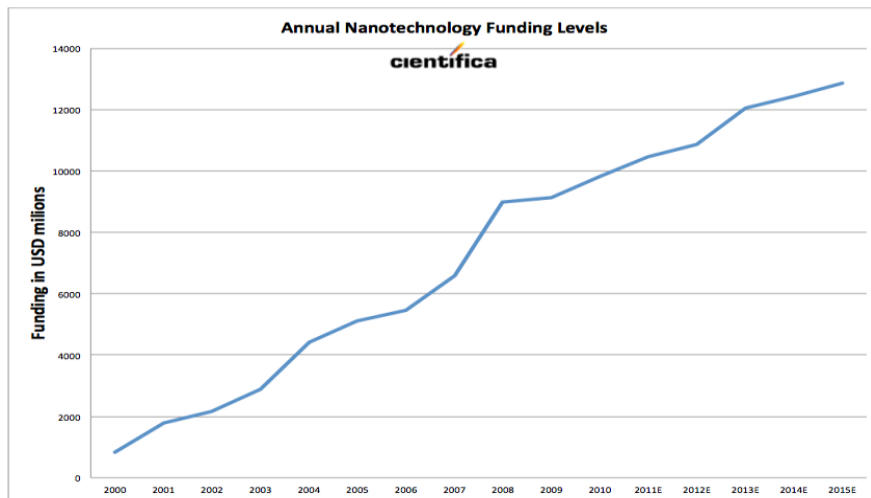
# NanoTechnology Tools

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)



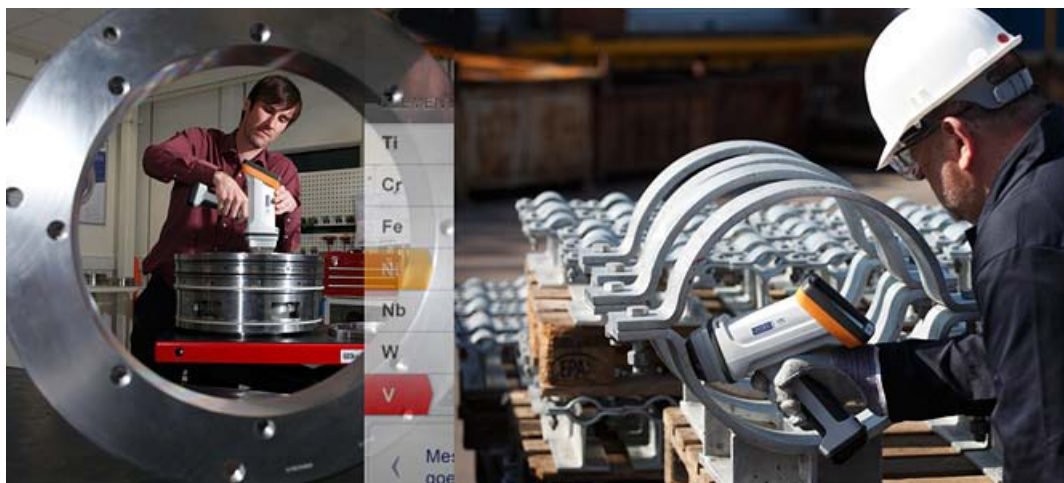
# Industrial Products

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





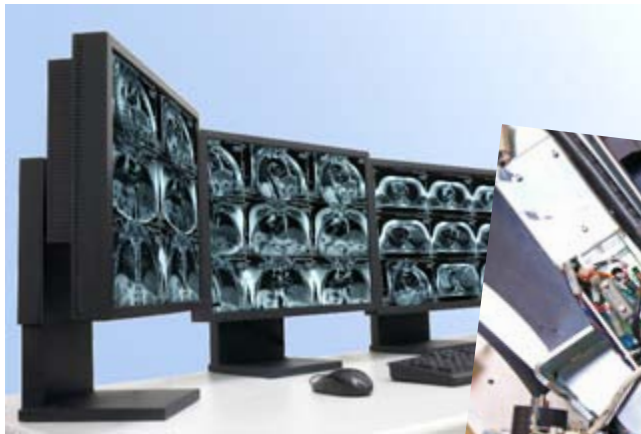
# Service

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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