

# AGM Presentation

10<sup>th</sup> May 2013

# Summary (as of year-end results in February)

- Challenging end-market environment in 2012 but still the Group's second highest operating profit before one-offs in our history
- c.90% of the business performed resiliently, but substantial demand declines in defence and renewable energy meant disappointing results in the Engineered Materials Division
- Overall Group order intake levels have stabilised in the past two to three months
- Significant actions taken in H2 in particular to reduce the cost base in those areas with lower end market demand
- New organisational model to present unified "One Morgan" face to our customers, position for higher growth and improve operational cost efficiency
- Name change to Morgan Advanced Materials plc to reflect the full depth and breadth of our advanced materials capabilities

# Revenue lower than 2012 but EBITA margins >12% and total dividend up by c.8%

	FY12	FY11	% Change from FY11	
	£m	£m	As reported	At constant currency
Revenue	1,007.5	1,101.0	-8.5%	-6.9%
EBITA before restructuring and one-off items	122.0	143.4	-14.9%	-13.0%
EBITA margin % before restructuring and one-off items	12.1%	13.0%		
EBITA after restructuring and one-off items *	108.8	141.5	-23.1%	-21.6%
EBITA margin % after restructuring and one-off items *	10.8%	12.9%		
PBT before amortisation	89.7	119.7	-25.1%	-23.2%
Underlying earnings per share	23.2p	29.9p	-22.4%	
Total dividend per share	10.00p	9.25p	+8.1%	

\* EBITA after restructuring and one-off items is also referred to as underlying operating profit (operating profit before amortisation of intangible assets)

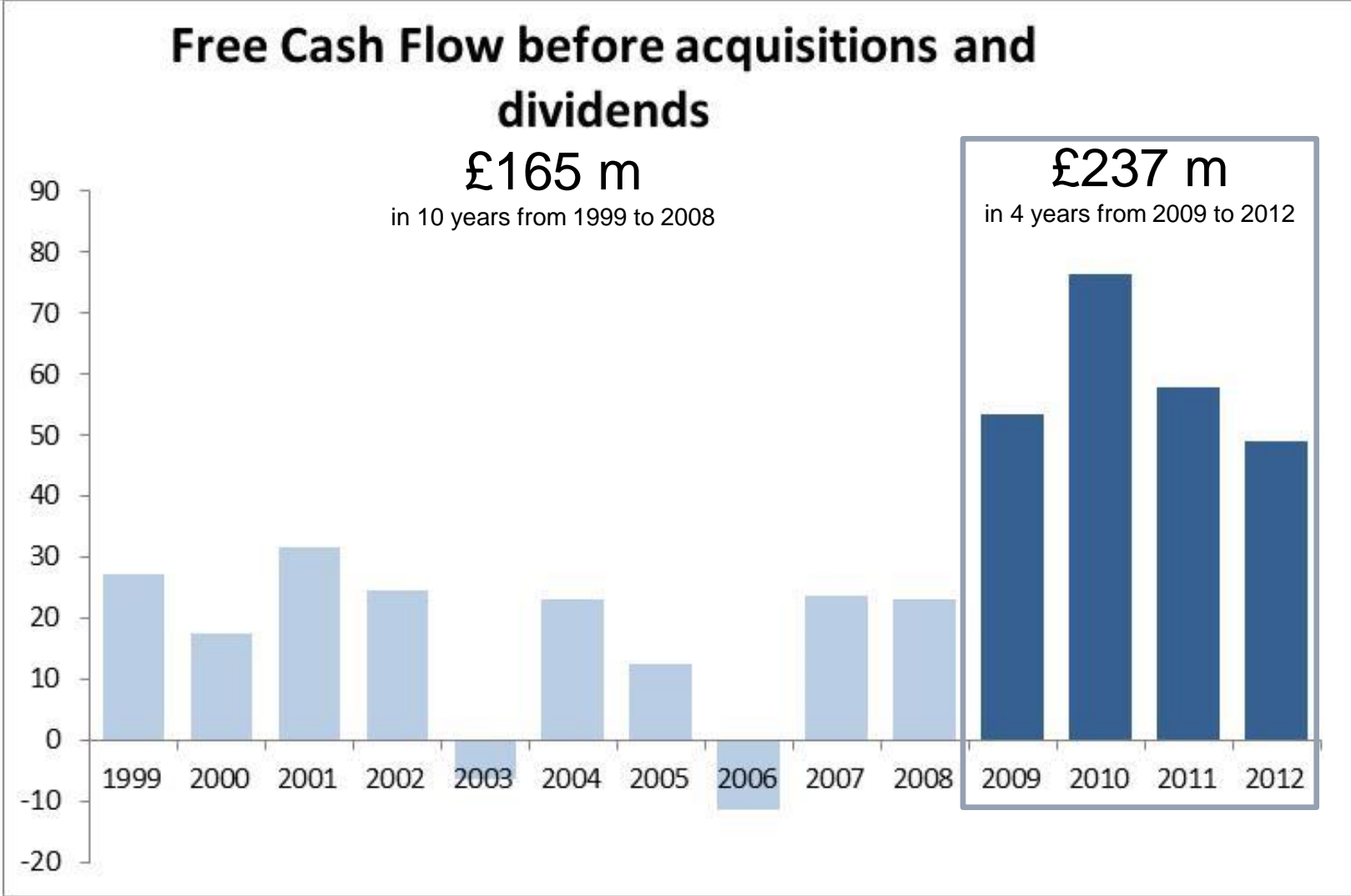
# Free cash flow before dividends c.£50m

	FY12	FY11
	£m	£m
Cash from trading	151.9	174.3
Change in working capital	(12.6)	(29.1)
Change in provisions	(12.5)	(7.8)
<b>Cash flow from operations</b>	<b>126.8</b>	<b>137.4</b>
Net capital expenditure	(26.7)	(25.5)
Net interest paid	(18.5)	(20.4)
Tax paid on ordinary activities	(26.8)	(25.6)
Restructuring costs and other one-off items	(5.9)	(8.1)
<b>Free cash flow before acquisitions and dividends</b>	<b>48.9</b>	<b>57.8</b>
Dividends paid	(16.1)	(18.4)
Cash flows from other investing and financing activities	(15.2)	(17.7)
Exchange movement	5.0	(0.9)
Opening net debt	(215.4)	(236.2)
<b>Closing net debt</b>	<b>(192.8)</b>	<b>(215.4)</b>

- 3WC/Sales ratio for the Group of 20.9%; marginally higher than 2011 20.6%
- Gross capital expenditure of £29.4 million – ratio of c.1.0 x depreciation
- Net debt reduced by more than £20 million and net debt:EBITDA at 1.3 times

\* Cash from trading is EBITA adjusted for depreciation and profit on sale of plant and machinery

# Strong cash generation reinforces improved business quality



Group cash flow before acquisitions and dividends is after cash flows in respect of restructuring and other one-off items

# Ceramics and MMS showed continued margin improvement; AM&T and NPA disappointed

£ million	Revenue		EBITA		Profit Margins %	
	FY12	FY11	FY12	FY11	FY12	FY11
Technical Ceramics	273.3	285.1	42.7	43.1	15.6%	15.1%
Thermal Ceramics	387.2	400.1	51.9	49.6	13.4%	12.4%
<b>Ceramics</b>	<b>660.5</b>	<b>685.2</b>	<b>94.6</b>	<b>92.7</b>	<b>14.3%</b>	<b>13.5%</b>
AM&T	243.4	276.1	20.8	35.0	8.5%	12.7%
NP Aerospace	57.8	93.0	3.6	13.0	6.2%	14.0%
Molten Metal Systems	45.8	46.7	8.1	7.7	17.7%	16.5%
<b>Engineered Materials</b>	<b>347.0</b>	<b>415.8</b>	<b>32.5</b>	<b>55.7</b>	<b>9.4%</b>	<b>13.4%</b>
Unallocated Costs *			(5.1)	(5.0)	-	-
<b>EBITA pre one-off items **</b>	<b><u>1,007.5</u></b>	<b><u>1,101.0</u></b>	<b><u>122.0</u></b>	<b><u>143.4</u></b>	<b><u>12.1%</u></b>	<b><u>13.0%</u></b>
One-off items **			(13.2)	(1.9)		
<b>EBITA post one-off items **</b>			<b><u>108.8</u></b>	<b><u>141.5</u></b>	<b><u>10.8%</u></b>	<b><u>12.9%</u></b>

\* Includes plc costs (e.g. Report & Accounts, AGM, Non-Executives) and Group management costs (e.g. corporate head office rent, utilities, staff, etc.)

\*\* One-off items include the costs of restructuring activity, profit on disposal of properties and other one-off items

# The market environment in carbon graphite businesses (MEM's competitor set) has been very challenging over the past 12-24 months as shown by total shareholder returns



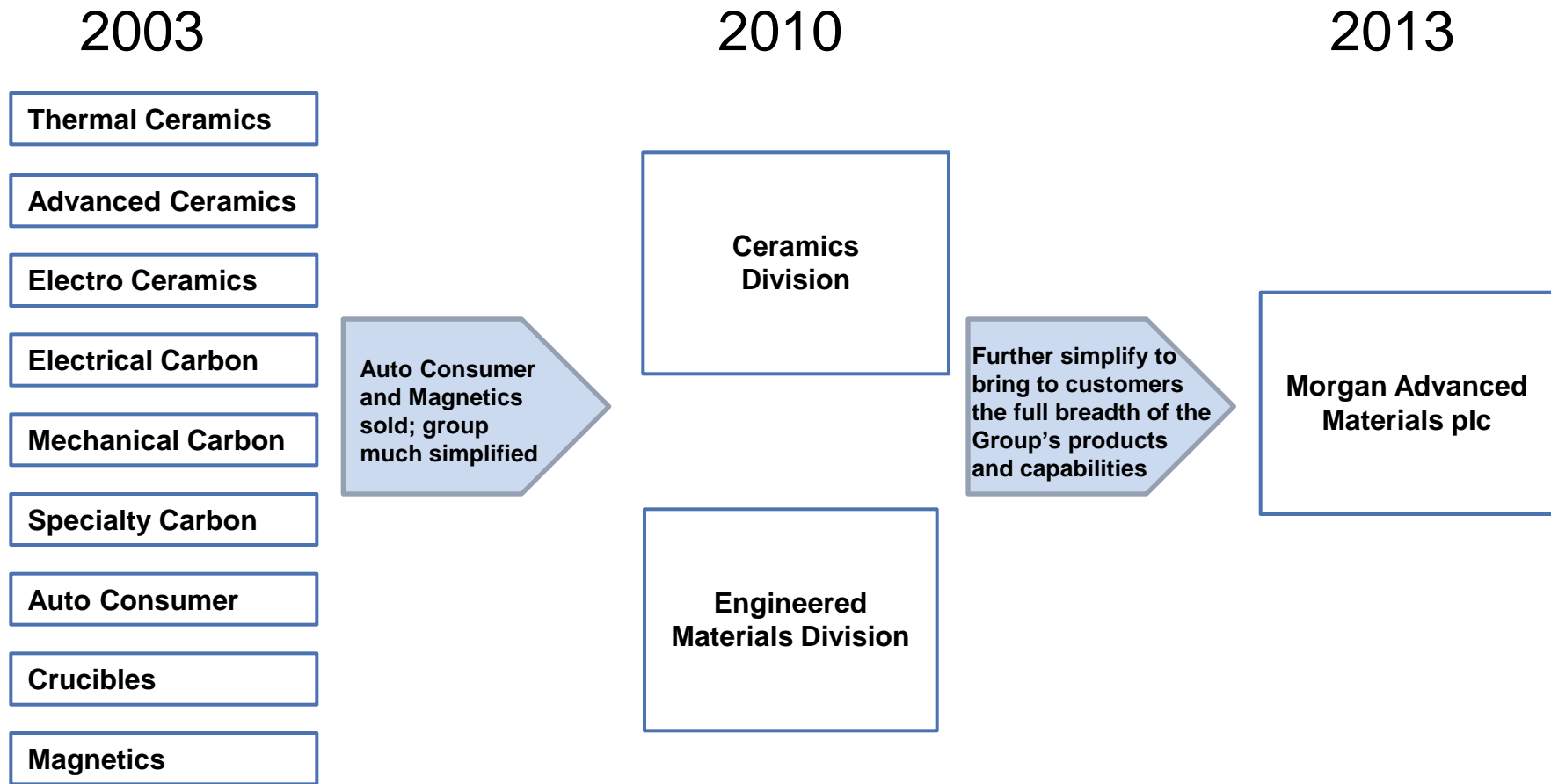
- Source: Bloomberg as at 26-Apr-2013
- <sup>1</sup> Carbon Graphite Materials Index includes SGL Carbon, Ibiden, GrafTech International, Mersen and Toyo Tanso.
- <sup>2</sup> Ceramics Index includes Imerys, Vesuvius, Minerals Technologies, RHI AG, Magnesita, Carborundum Universal, Shandong Luyang and Krosaki Harima.

# “One Morgan” Strategy and Organisational Model

Mark Robertshaw

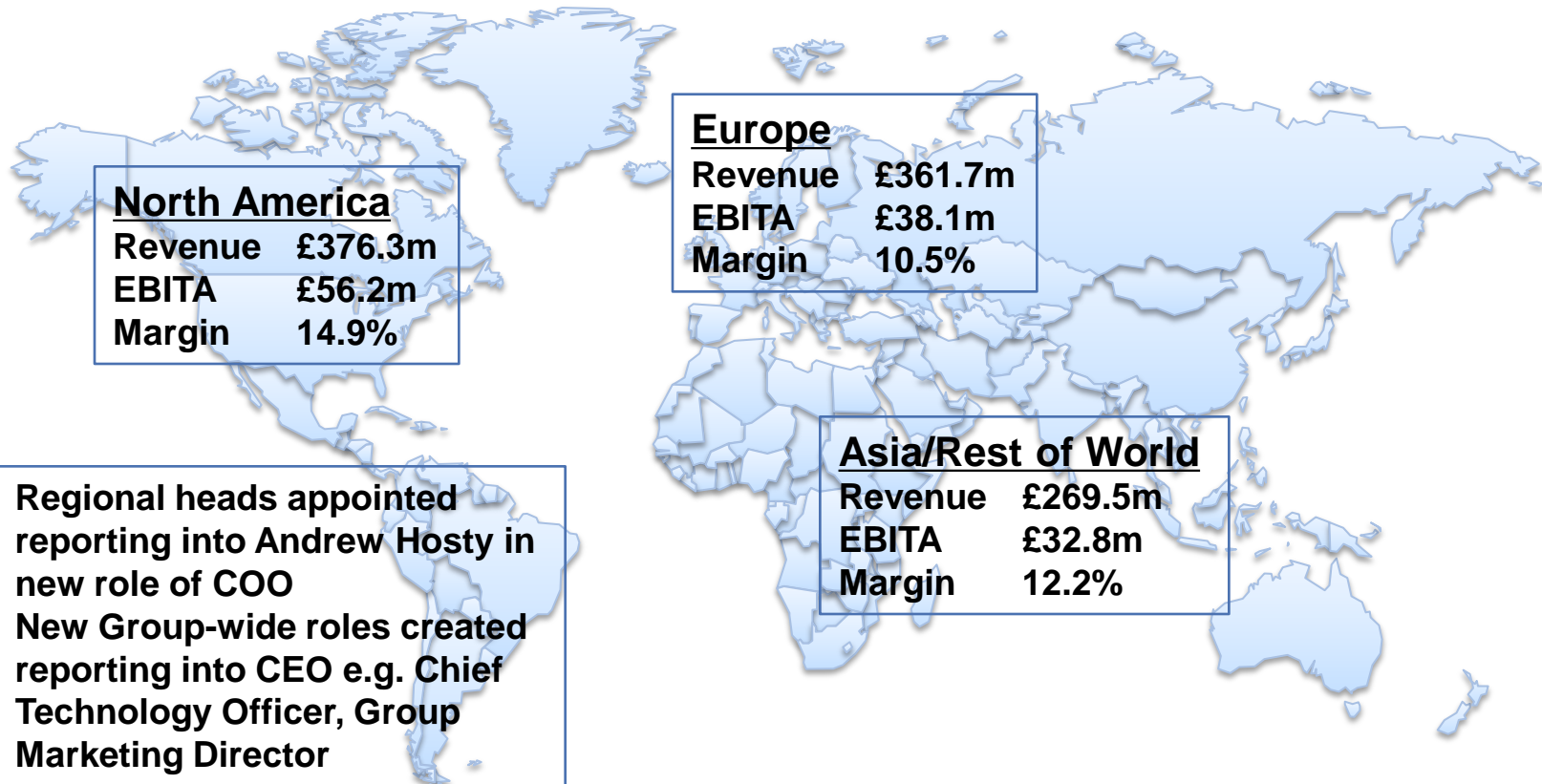


# Next stage of integrating the Group – One Morgan



Continuation of direction of travel from a Group with 9 Divisions to a single integrated Advanced Materials business, operating on a regional basis with specific, relevant priorities, but a consistent unifying theme and goals

# One Morgan: regional structure and priorities to drive >GDP growth, mid-teen margins and ROCE c.35%



All figures FY 2012; EBITA is before Unallocated Costs  
Asia/Rest of World includes South America, Middle East and Africa

# “One Morgan”: Driving profitable growth

- Maximise full breadth and depth of advanced materials capabilities for our customers
- Fully leverage our geographic and end-market positions
- Accelerate positive mix change across the regions into our target markets
- Optimise operating cost base – full year benefits of £6-8 million in 2014

# Unifying characteristics of an integrated One Morgan

- Leading edge material science
- Sophisticated application engineering
- Solving complex challenges in technically demanding applications
- Providing real value-add to our customers, enabling their products and processes to perform more efficiently, more reliably and for longer

Driving differentiated, market leading positions

# Today's IMS Statement