

Corporate Snapshot



Capital Structure

Shares on issue 132,157,097

Options on issue Nil Share price 21c

Market cap \$27.8m

Cash (30/06/2014) \$6.2m (4.7 cents per share)

Debt (30/06/2014) \$0.0m

Enterprise Value \$21.6m (16.3 cents per share)

Directors & Management

Ken Baxter

David Brown

Fred Grimwade

David Kiggins

Non Executive Director

Non Executive Director

Non Executive Director

Non Executive Director

Vance Stazzonelli

Chief Executive Officer

Share Price Performance – 1 Year

\$0.40	
\$0.35	
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Shareholder Breakdown

Directors & Management	11%
Top 20 Shareholders	64%

Substantial Shareholders (Non Management)

The Skye Alba Fund	10.08%
Private Portfolio Managers	10.79%
NAB	6.84%

Company Overview



- Manufacturer of consumables and equipment for mining and industry, for X-Ray Fluorescence (XRF) analysis a powerful long-established analytical technique, vital to the discovery, evaluation, qualification and production of most metals (except gold)
- Offices in Perth, Melbourne, Canada and a global network of distributors













X-Ray Flux and chemicals

Platinum Labware

Specialised furnaces and laboratory equipment

Our Products



X-Ray Flux



Fusion Machines











Products

Industry



Samples











Rail





Exploration



Stock & Blend





The XRF Analysis Process









The drill core is then processed into a fine dust

The glass disk is presented into an x-ray spectrometer for analysis





The mineral dust is then fused into a glass bead using **XRF Scientific's products**

Growth Strategy



Acquisitions

- Consumables or services, CAPEX products with repeat revenue
- Exposure to additional commodities
- Expansion of sales in existing product lines

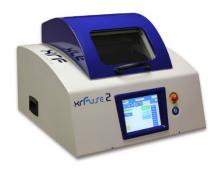
Organic Growth

- Geographical expansion
- New product releases
- Adoption of XRF and fusion as an analytical technique
- Increased volumes in mining

New Product Releases



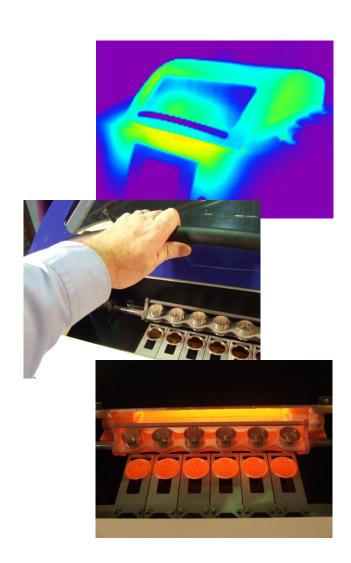






Fully automatic electric fusion machines

- Safe "cold to cold" operation
- Zero contamination
- Proven furnace technology
- Robust and reliable design
- Simple user interface



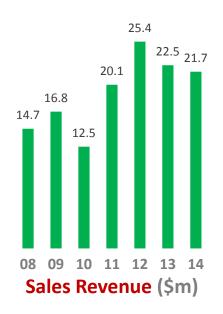
Results Snapshot

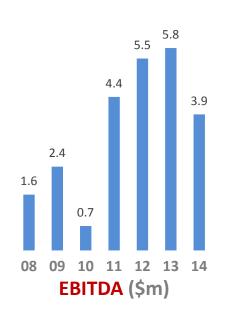


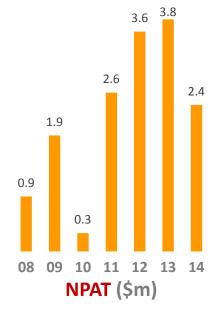
Revenue down 4% on FY13

EBITDA down 32% on FY13

NPAT down 36% on FY13







Full Year Results – Overview



(\$m)	2014	2013	Change %
Sales revenue	21.7	22.5	(4%)
EBITDA	3.9	5.8	(32%)
Profit before tax	3.6	5.4	(35%)
Acquisition costs and R & D expensed	0.3	0.2	89%
Underlying profit before tax	3.9	5.6	(31%)
Net profit after tax	2.4	3.8	(36%)
Earnings per share (cents)	1.8	2.9	(38%)
Weighted average no. of shares	132,157,097	130,734,266	1%
Number of employees	64	62	3%
Dividends (cents per share)	1.1	1.7	(35%)
Dividend payout ratio	61%	59%	2%

Cash Flow Statement



(\$m)	2014	2013	Change %
Net cash inflow from operating activities	2.6	4.1	(37%)
Net cash (outflow) from investing activities	(2.8)	(0.8)	240%
Net cash (outflow) from financing activities	(2.2)	(1.4)	63%
Cash at start of period	8.6	6.7	29%
Net increase/(decrease) in cash	(2.4)	1.9	(227%)
Cash at end of period	6.2	8.6	(28%)

Robust Balance Sheet



(\$m)	2014	2013	Change %
Cash and cash equivalents	6.2	8.6	(28%)
Trade and other receivables	3.9	3.5	10%
Inventories	3.0	2.7	9%
Other assets	0.2	0.3	(40%)
Investment in convertible note	-	0.2	(100%)
Investments using the equity method	0.7	0.4	95%
Property, plant and equipment	3.6	3.7	(2%)
Intangible assets	13.5	11.5	18%
Deferred tax asset	0.4	0.3	24%
Total assets	31.5	31.2	1%
Trade and payables	1.9	1.5	26%
Debt	-	-	-
Income tax liability	0.3	0.6	(56%)
Deferred tax liability	0.2	0.1	108%
Total liabilities	2.4	2.2	8%
Total equity	29.1	29.0	0%

Highlights:

- Strong cash balance of \$6.2m
- Zero debt
- Kitco Labware acquisition for CAD \$1.7m
- \$2.2m final dividend payment for FY2013

Consumables



(\$m)	FY14	FY13
Sales revenue	6.4	7.2
Change in %	(11%)	(3%)

NPBT	2.4	2.8
Change in %	(17%)	4%
Margin %	37%	39%



Overview for FY14:

- Revenue down 11% on FY13
- NPBT down 17% on FY13
- Minor impact on NPBT from forex and oneoff costs
- Low levels of exploration related analysis
- First contract sales into Brazil
- Increased shareholding in Scancia from 19.99% to 49.99%

Outlook for FY15:

- Increased sales to production miners
- South American expansion opportunities
- Increasing world-wide distribution
- Continued marketing effort on specialised analysis chemicals

Precious Metals



(\$m)	FY14	FY13
Sales revenue	10.5	8.5
Change in %	23%	(21%)
NPBT	1.4	1.4
Change in %	(6%)	(17%)
Margin %	13%	17%



Overview for FY14:

- Revenue up 23% on FY13
- NPBT down 6% on FY13
- Completion and integration of Kitco
 Labware acquisition in Montreal, Quebec
- New platinum labware product launch

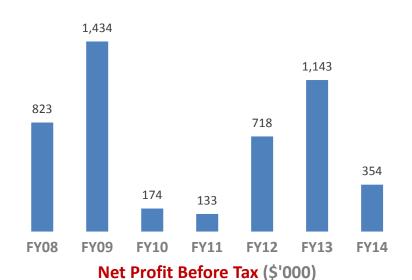
Outlook for FY15:

- Stable conditions with international growth opportunities
- Further adoption of new platinum labware range
- Growth of Kitco Labware business through additional product sales

Capital Equipment



(\$m)	FY14	FY13
Sales revenue	5.6	8.4
Change in %	(34%)	7%
NPBT	0.4	1.1
Change in %	(69%)	59%
Margin %	6%	14%



Overview for FY14:

- Revenue down 34% on FY13
- NPBT down 69% on FY13
- Weak capital equipment conditions
- Launch of flagship xrFuse 6 electric fusion machine in October 2013

Outlook for FY15:

- Improving conditions for capital equipment sales
- Launch of smaller xrFuse 2 electric fusion machine in August 2014
- Further new product developments underway



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