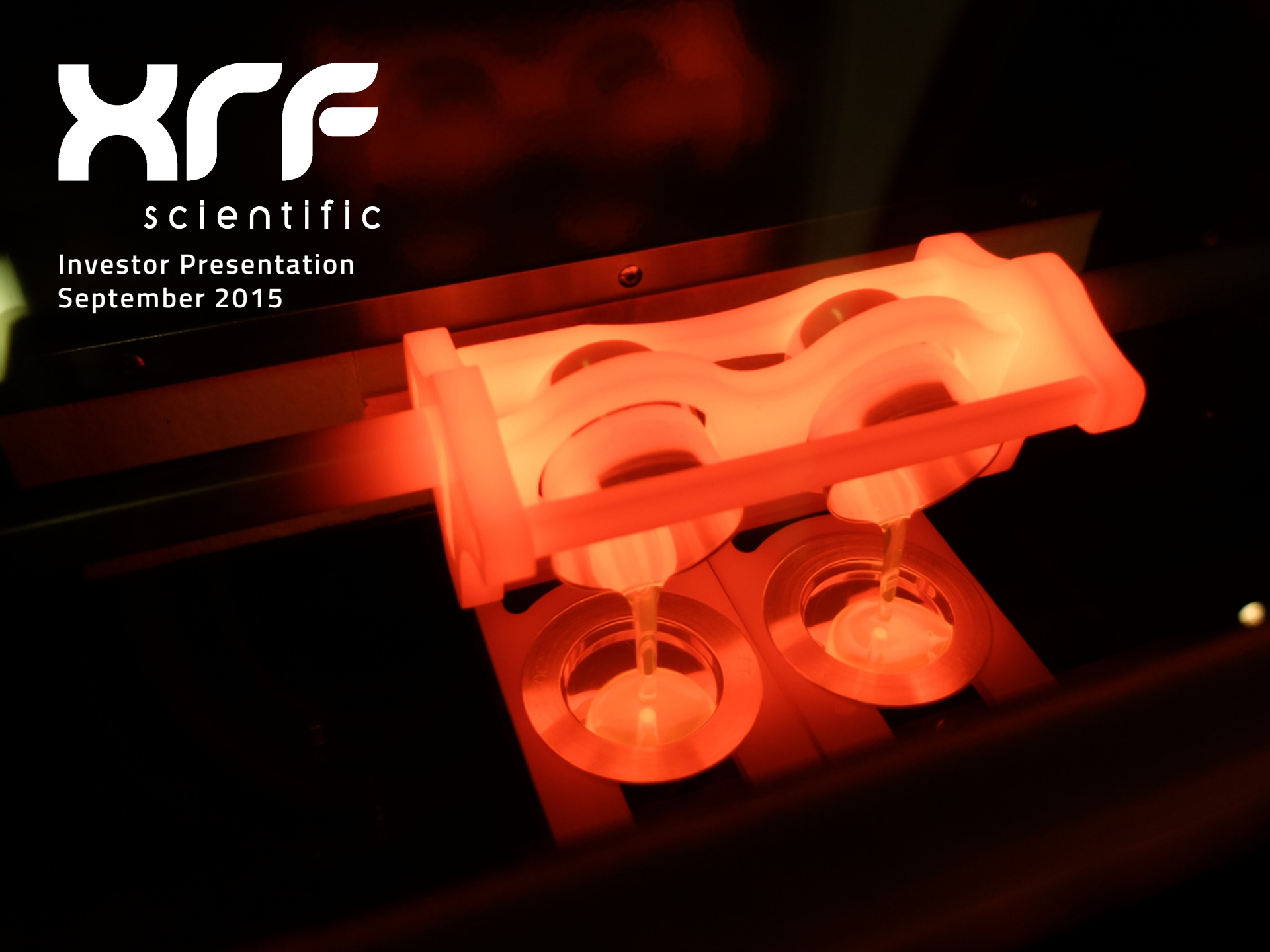




Investor Presentation  
September 2015



# Corporate Snapshot

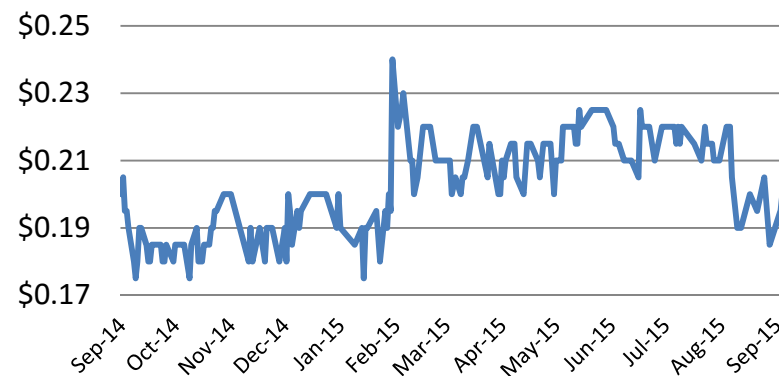
## Capital Structure

Shares on issue	132,157,097
Options on issue	Nil
Share price	20.0c
<b>Market cap</b>	<b>\$26.4m</b>
Cash (30/06/2015)	\$6.8m (5.2 cents per share)
Debt (30/06/2015)	\$0.0m
<b>Enterprise Value</b>	<b>\$19.6m (14.8 cents per share)</b>

## Directors & Management

Ken Baxter	Non Executive Chairman
David Brown	Non Executive Director
Fred Grimwade	Non Executive Director
David Kiggins	Non Executive Director
Vance Stazzonelli	Chief Executive Officer

## Share Price Performance – 1 Year



## 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 and control of material manufacturing processes
- 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**



**Platinum Labware**



**Fusion Machines**



Products

High quality,  
consistent results



**Laboratory**

**Industry**



Samples

**Exploration**



Samples

**Mining**



Samples

Samples

**Rail**



**Stock & Blend**



Samples

Samples

**Shipping**

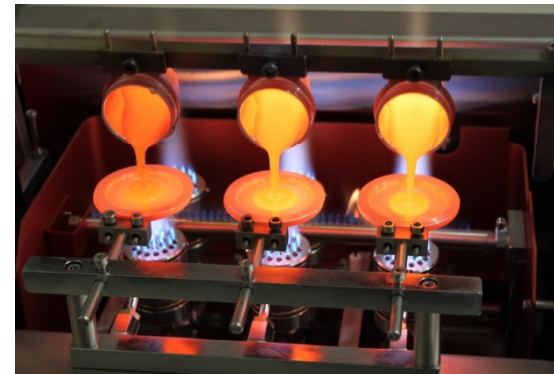


# The XRF Analysis Process

Drill core is sent from the field to the laboratory



The drill core is then processed into a fine dust



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



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





## Acquisitions

- Consumables, services or 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

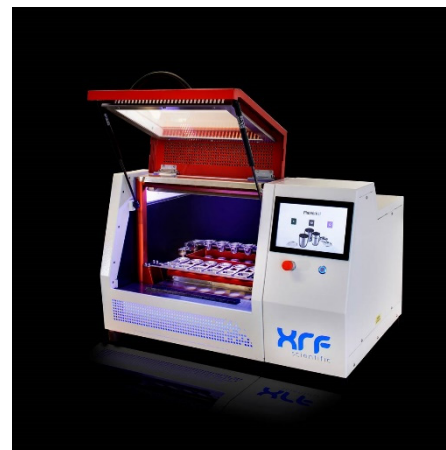
## XrFUSE electric fusion



### Fully automatic electric fusion machines

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

## Phoenix II Gas fusion



### Next generation gas fusion machine

- Enhanced temperature control
- Simple user interface
- Safe operating environment
- Improved aesthetic design

## xrWeigh

### XRF flux dosing machine

- Accurately doses flux to remove manual weighing
- Removes errors from manual processes and reduces labour costs
- Simple user interface and limited training required



## XRF drift monitors

### Coltide XRF Drift Monitors

- World wide renowned Coltide Ausmon drift monitors
- Designed to monitor drift in XRF analysis results
- 9 standard products as well as custom designs

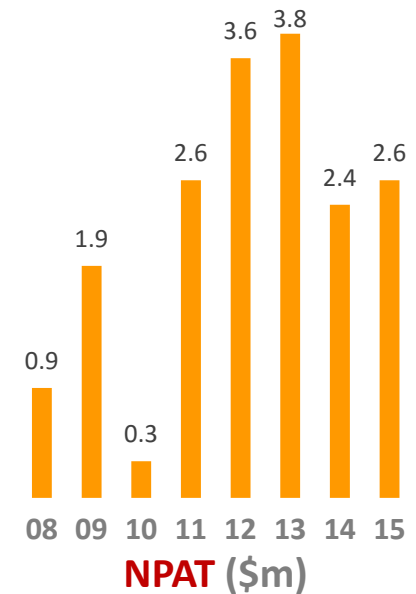
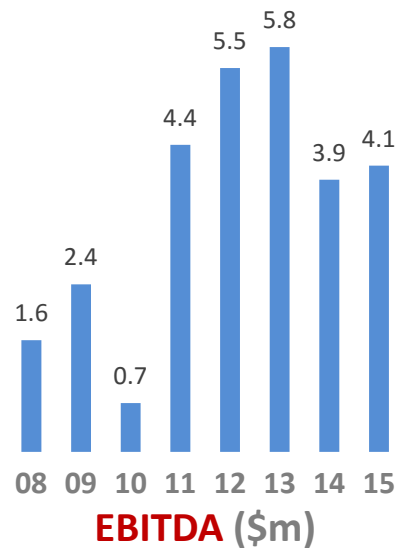
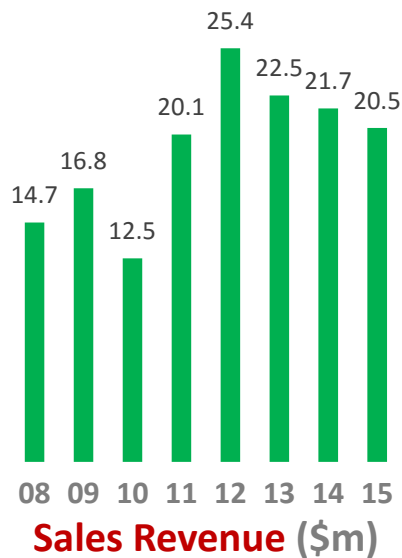


# Results Snapshot

Revenue down 5% on FY14

EBITDA up 4% on FY14

NPAT up 8% on FY14



# Full Year Results – Overview

(\$m)	2015	2014	Change %
Sales revenue	20.5	21.7	(5%)
EBITDA	4.1	3.9	4%
Profit before tax	3.6	3.6	3%
Acquisition costs and R & D expensed	0.3	0.3	(23%)
<b>Underlying profit before tax</b>	<b>3.9</b>	<b>3.9</b>	1%
<b>Net profit after tax</b>	<b>2.6</b>	<b>2.4</b>	8%
Earnings per share (cents)	2.0	1.8	11%
Weighted average no. of shares	132,157,097	132,157,097	0%
Number of employees	61	64	(5%)
Dividends (cents per share)	1.2	1.1	9%
Dividend payout ratio	60%	61%	

# Cash Flow Statement

(\$m)	2015	2014	Change %
Net cash inflow from operating activities	4.1	2.6	58%
Net cash (outflow) from investing activities	(1.4)	(2.8)	(48%)
Net cash (outflow) from financing activities	(2.1)	(2.2)	(6%)
Cash at start of period	6.2	8.6	(28%)
Net increase/(decrease) in cash	0.6	(2.4)	(123%)
Cash at end of period	6.8	6.2	9%

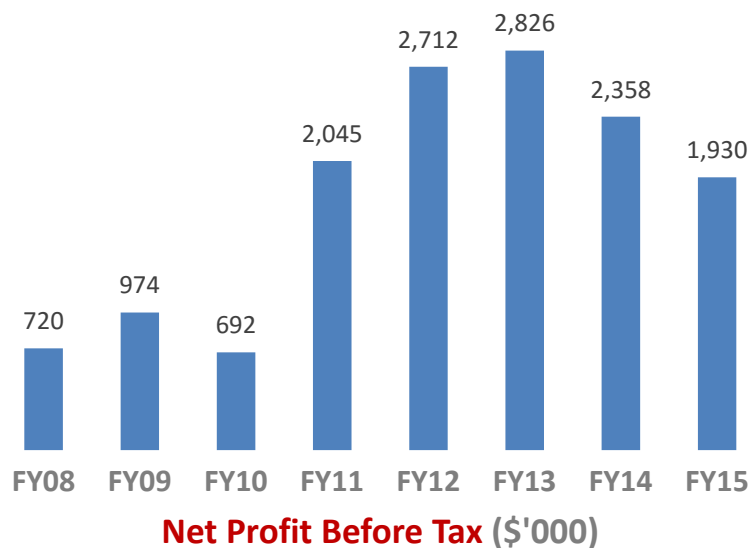
# Robust Balance Sheet

(\$m)	2015	2014	Change %
Cash and cash equivalents	6.8	6.2	9%
Trade and other receivables	3.2	3.9	(18%)
Inventories	2.6	3.0	(14%)
Other assets	0.3	0.2	41%
Investments using the equity method	0.5	0.7	(15%)
Property, plant and equipment	3.4	3.6	(5%)
Intangible assets	14.6	13.5	8%
Deferred tax asset	0.4	0.4	0%
<b>Total assets</b>	<b>31.8</b>	<b>31.5</b>	<b>1%</b>
Trade and payables	1.7	1.9	(11%)
Debt	-	-	-
Income tax liability	0.1	0.3	(60%)
Deferred tax liability	0.2	0.2	36%
<b>Total liabilities</b>	<b>2.0</b>	<b>2.4</b>	<b>(13%)</b>
<b>Total equity</b>	<b>29.8</b>	<b>29.1</b>	<b>2%</b>

## Highlights:

- Strong cash balance of \$6.8m
- Zero debt
- Acquisitions of \$1.2m
- Payment of maiden interim dividend in March 2015

(\$m)	FY15	FY14
<b>Sales revenue</b>	<b>6.0</b>	<b>6.4</b>
Change in %	(6%)	(11%)
<b>NPBT</b>	<b>1.9</b>	<b>2.4</b>
Change in %	(18%)	(17%)
<b>Margin %</b>	<b>32%</b>	<b>37%</b>



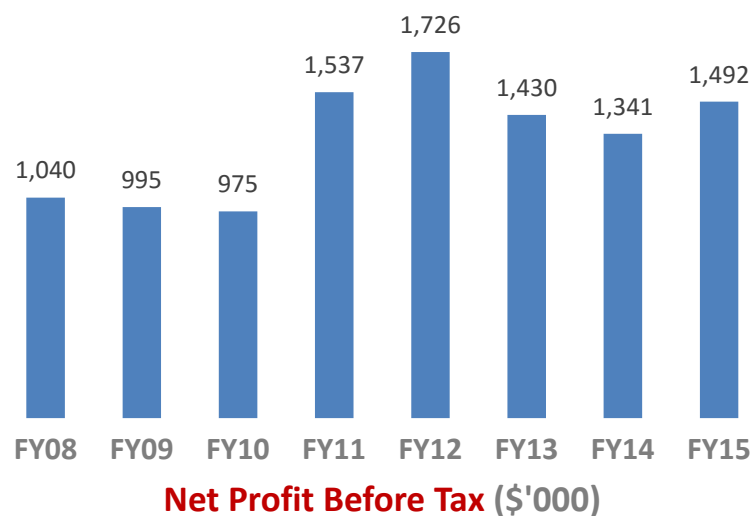
## ■ Overview for FY15:

- Revenue down 6% on FY14
- NPBT down 18% on FY14
- Acquisition and integration of ICPH Flux
- Forex impact from USD raw materials

## ■ Outlook for FY16:

- Full-year contribution from ICPH Flux
- New production based clients
- Continue efforts of expanding international sales

(\$m)	FY15	FY14
<b>Sales revenue</b>	<b>10.0</b>	<b>10.5</b>
Change in %	(4%)	23%
<b>NPBT</b>	<b>1.5</b>	<b>1.3</b>
Change in %	11%	(6%)
<b>Margin %</b>	<b>15%</b>	<b>13%</b>



## ■ Overview for FY15:

- Revenue down 4% on FY14
- NPBT up 11% on FY14
- New product sales generated by fusion machine releases
- Strong performance by office in Canada

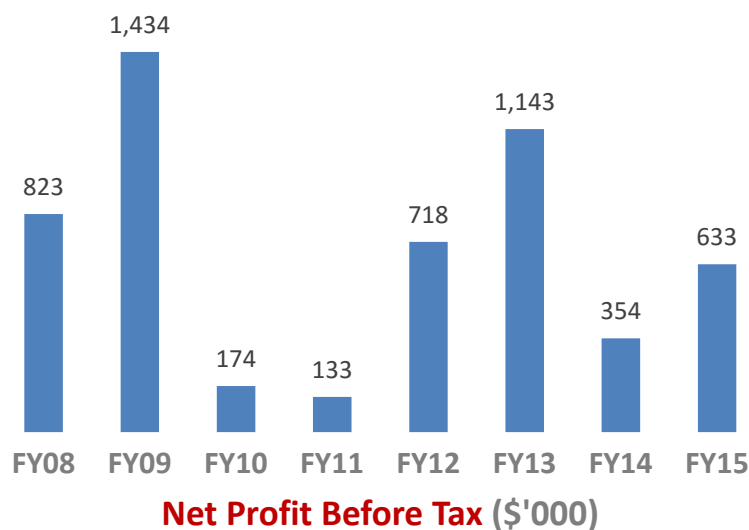
## ■ Outlook for FY16:

- New product sales to continue to flow from Capital Equipment sales
- International growth opportunities from FTAs
- Expansion of production facility and capabilities



# Capital Equipment

(\$m)	FY15	FY14
<b>Sales revenue</b>	<b>5.7</b>	<b>5.6</b>
Change in %	3%	(34%)
<b>NPBT</b>	<b>0.6</b>	<b>0.4</b>
Change in %	79%	(69%)
<b>Margin %</b>	<b>11%</b>	<b>6%</b>



## ■ Overview for FY15:

- Revenue up 3% on FY14
- NPBT up 79% on FY14
- Launch of xrFuse 2, Phoenix II and xrWeigh
- Growing xrFuse revenue base
- Obsolete stock w/off of \$120k

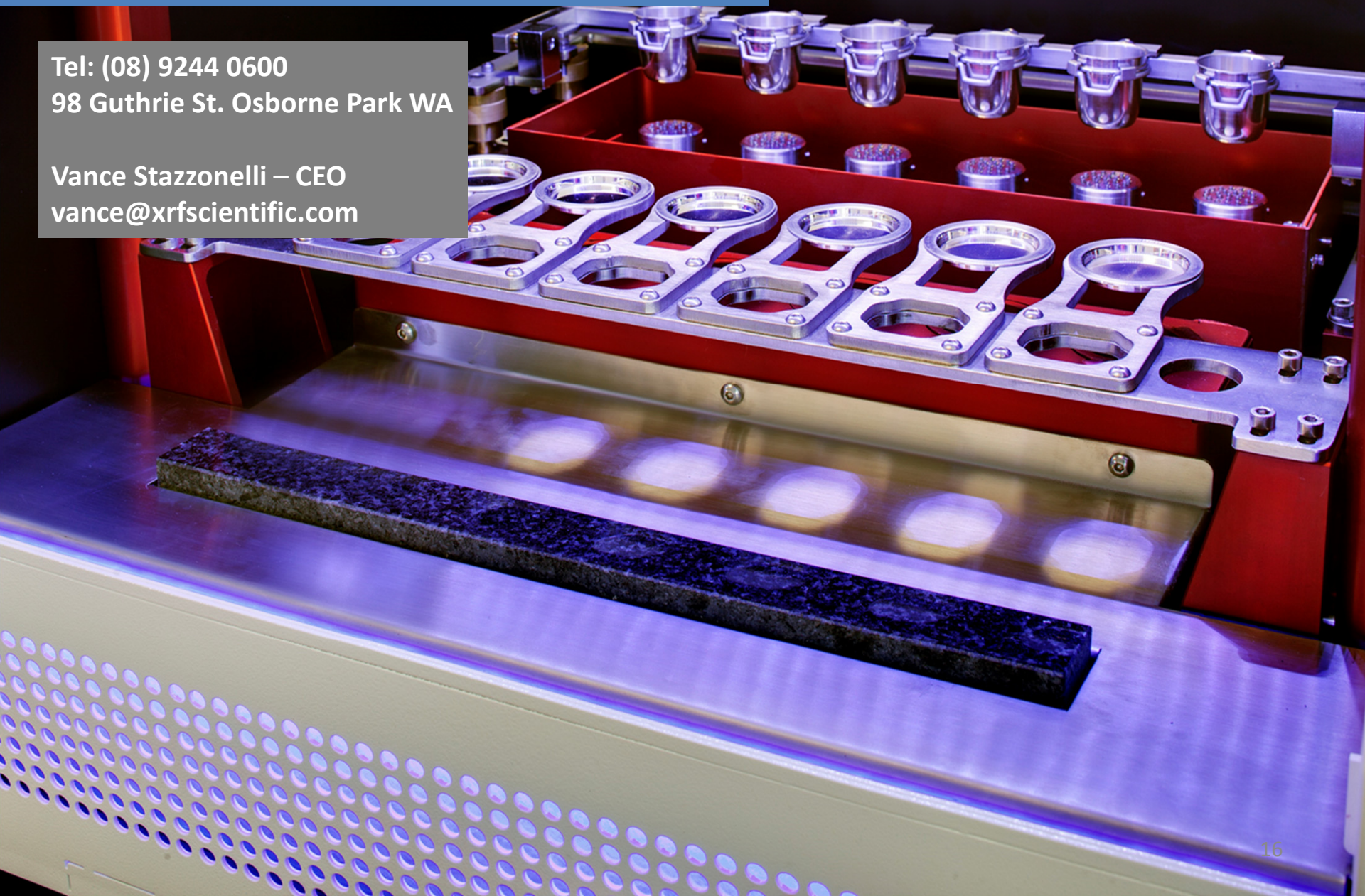
## ■ Outlook for FY16:

- Continue product development initiatives
- Focus on product manufacturing costs
- Further development of international sales network

# Contact Information

Tel: (08) 9244 0600  
98 Guthrie St. Osborne Park WA

Vance Stazzonelli – CEO  
[vance@xrfscientific.com](mailto:vance@xrfscientific.com)



## No responsibility for contents of Investor Presentation

- To the maximum extent permitted by law, XRF Scientific Limited and representatives:
- make no representation, warranty or undertaking, express or implied, as to the adequacy, accuracy, completeness or reasonableness of this Investor Presentation or any other written or verbal communication transmitted or made available to any recipient;
- accept no responsibility or liability as to the adequacy, accuracy, completeness or reasonableness of this Investor Presentation or any other written or verbal communication transmitted or made available to any recipient; and
- accept no responsibility for any errors or omissions from this Investor Presentation whether arising out of negligence or otherwise.

## Accuracy of projections and forecasts

- This Investor Presentation includes certain statements, opinions, estimates, projections and forward looking statements with respect to the expected future performance of XRF Scientific Limited. These statements are based on, and are made subject to, certain assumptions which may not prove to be correct or appropriate. Actual results may be materially affected by changes in economic and other circumstances which may be beyond the control of XRF Scientific Limited. Except to the extent implied by law, no representations or warranties are made by XRF Scientific Limited, its advisers or representatives as to the validity, certainty or completeness of any of the assumptions or the accuracy or completeness of the forward looking statements or that any such statement should or will be achieved. The forward looking statements should not be relied on as an indication of future value or for any other purpose.

## No offer to sell or invitation to buy

- This Investor Presentation does not, and should not be considered to, constitute or form part of any offer to sell, or solicitation of an offer to buy, any shares in XRF Scientific Limited, and no part of this Investor Presentation forms the basis of any contract or commitment whatsoever with any person.

This Investor Presentation does not constitute an offer or solicitation in any jurisdiction in which such offer or solicitation is not permitted under applicable law. Distribution of this Investor Presentation in or from certain jurisdictions may be restricted or prohibited by law. Recipients must inform themselves of and comply with all restrictions or prohibitions in such jurisdictions. Neither XRF Scientific Limited, its advisers or representatives accept any liability to any person in relation to the distribution or possession of this Investor Presentation from or in any jurisdiction.