



Welcome to Victrex's Investor Day

'Spotlight on Growth'

Thursday 10 October 2013

PASSION • INNOVATION • PERFORMANCE

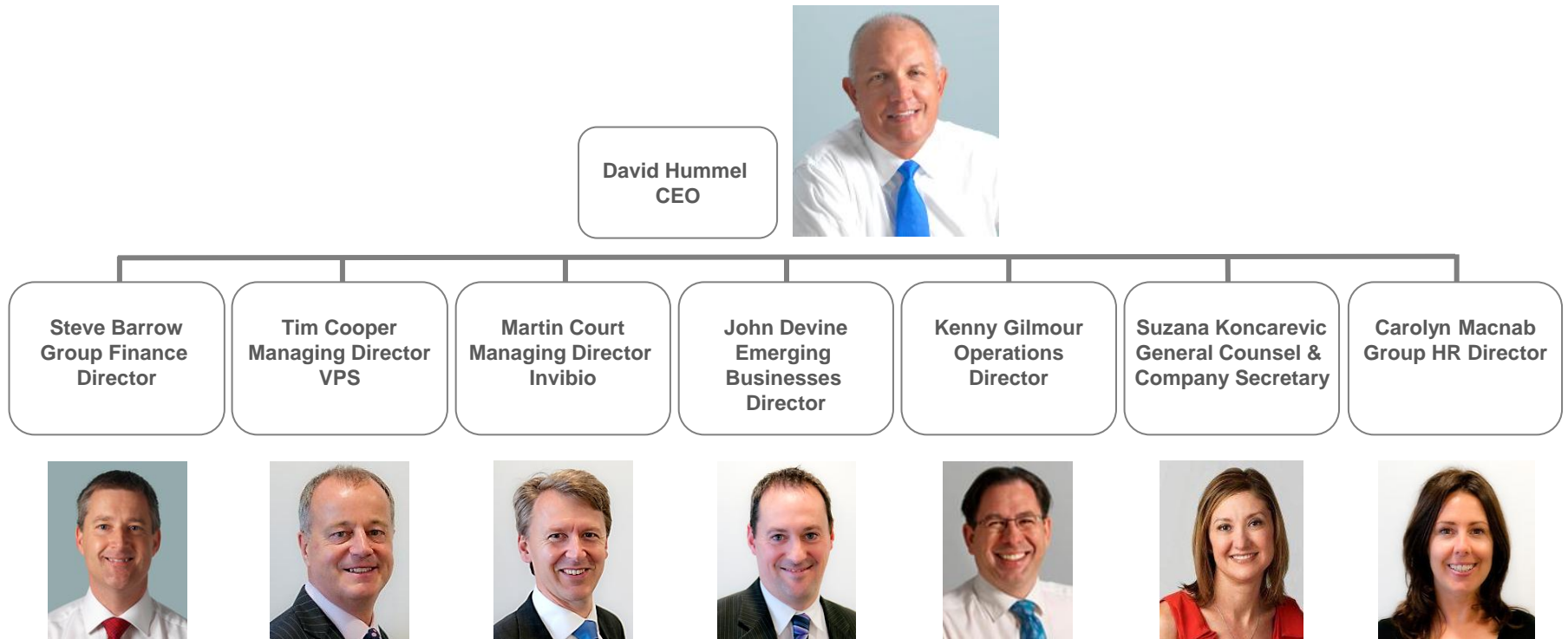


20 years of Victrex: much more to come...



Celebrating the past – building for the future
Victrex celebrates its 20th anniversary this month!

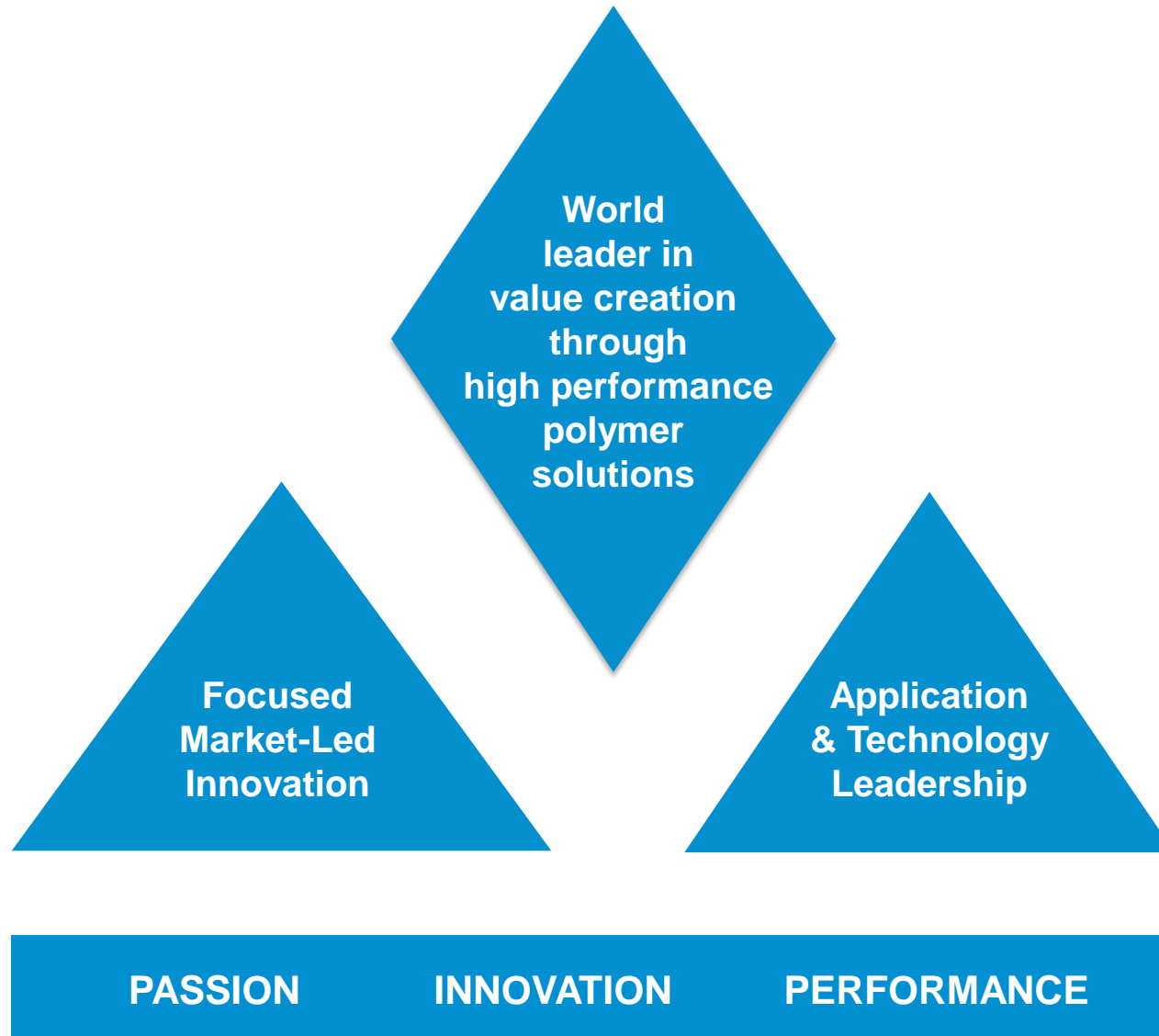
Executive Management Team (EMT)



Spotlight on Growth: Agenda

- 11.00** **Welcome and introductions**
- 11.05** **A strategy for growth: David Hummel**
- 11.15** **Delivering growth in VPS: Tim Cooper**
- 11.40** **Delivering growth in Invibio: Martin Court**
- 12.10** **Summary and scale of our growth opportunities: David Hummel**
- 12.20** **Q&A: All**
- 12.45** **Lunch with Victrex Management team**

A strategy for growth



Driving growth through differentiation

Victrex: a clear point of difference

Drive product solutions that deliver
more benefits for our customers

Driving growth through differentiation

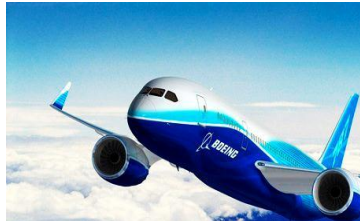
Victrex: a clear point of difference

Drive product solutions that deliver
more benefits for our customers

Victrex Polymer Solutions – Tim Cooper



Automotive



Aerospace



Electronics



Energy



Strategic Focus

Focus on PEEK in Auto, Aero, Electronics and Energy

Exploit downstream integration opportunities (eg Speciality Products)
and extend into other proven markets

A clear focus on growth...and value



Geographical growth opportunities



Existing geographies
and new geographies

Automotive



Aerospace







Electronics



Energy



Megatrends support growth opportunities

Industry	Trend & apparent need
 Automotive	<u>'A Road to no wear'</u> <i>Fuel efficiency, safety and reliability improvements resulting from consumer and regulatory trends</i>
 Aerospace	<u>'Fly lighter'</u> <i>Weight reduction to reduce fuel cost – a strategic imperative for the aerospace industry</i>
 Electronics	<u>'No heavy metal'</u> <i>High quality sound in small spaces is a must for portable communications & entertainment devices</i>
 Energy	<u>'Pump up the volume'</u> <i>Reliability, yield and safety in increasingly extreme environments: deeper, hotter, higher pressure, harsh environments and processes</i>

Automotive: driving growth

Mature vs.
emerging
markets

Longer service
lifetime

Powertrain
technology
shift

Regulation:
safety and
emissions

Lower
manufacturing
costs

TRENDS

‘A Road to no wear’
Applications where
PEEK provides durability

APPLICATIONS



Clutch



Transmission



Braking
systems



Gears



Fuel systems

Horizon 1
(today to 2 years)

Horizon 2
(2-5 years)

Horizon 3
(5 years +)

TIMESCALE



Aerospace: driving growth

Fuel cost /
lighter weight

Longer service
lifetime

Order backlog

Regulatory
barriers

Lower
manufacturing
costs

TRENDS

‘Fly lighter’
Applications where
PEEK provides lighter weight

APPLICATIONS



Thermal acoustic
blanket



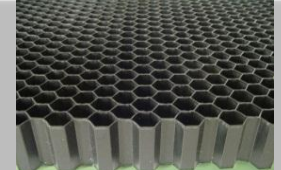
Brackets



Fasteners



Pipe



Honeycomb

Horizon 1
(today to 2 years)

Horizon 2
(2-5 years)

Horizon 3
(5 years +)

TIMESCALE



Consumer Electronics: driving growth

Mobile
connectivity

Short product
lifecycles

Energy
management

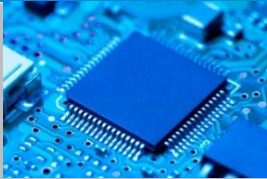
Thinner,
smaller,
smarter

Portability

TRENDS

‘No heavy metal’ – PEEK delivers
light and durable components

APPLICATIONS



Semi conductors



Small space
acoustics



Office machines



Battery laminate



Flex display

Horizon 1
(today to 2 years)

Horizon 2
(2-5 years)

Horizon 3
(5 years +)

TIMESCALE



Energy: driving growth

Increasing
energy
consumption

Dwindling
energy
reserves

Energy self
sufficiency

High oil price

Extreme
environments

TRENDS

‘Pump up the volume’
Solutions for extreme environments -
durability and increased yield

APPLICATIONS



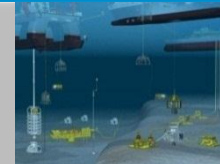
Seals
Connectors



Compressor
plates



Bearings &
bushings



Magma



Separation
systems

Horizon 1
(today to 2 years)

Horizon 2
(2-5 years)

Horizon 3
(5 years +)

TIMESCALE



A game changer in Oil & Gas?

FLEXIBLE RISERS: A POTENTIAL GAME-CHANGER...

Oil & gas production at a fraction of the cost:

- 1/10th the weight of steel in water
- Corrosion resistance: sea water, H₂S, CO₂
- Low thermal conductivity



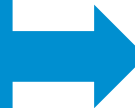
- Oil & Gas majors
- Oil & Gas service companies

Summary: VPS actively driving growth

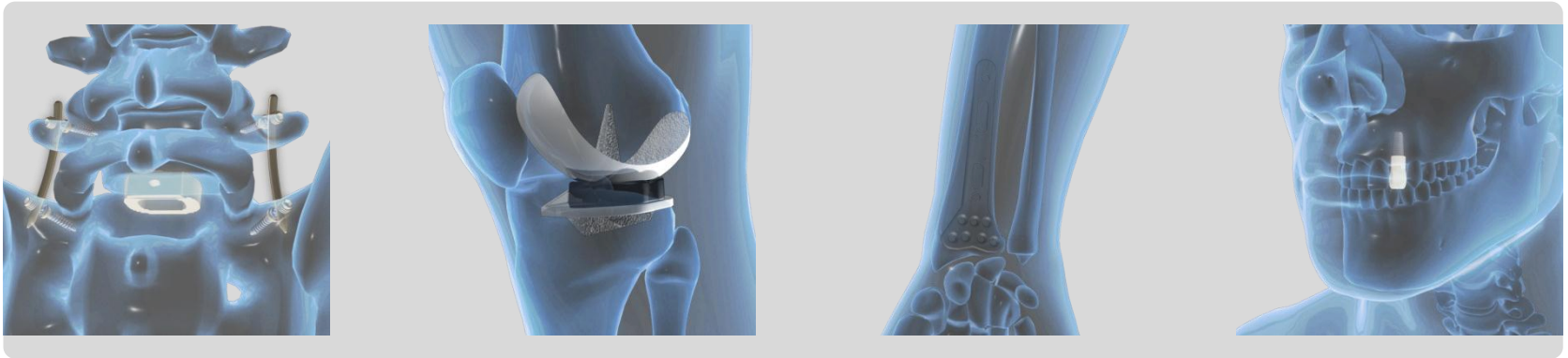


- Growing demand for new solutions and proven technology
- Strong and diverse pipeline
- Moving downstream (eg Speciality Products)
- Investment opportunities

New capacity to support future growth
On plan: completion 2015



Invibio Biomaterial Solutions – Martin Court

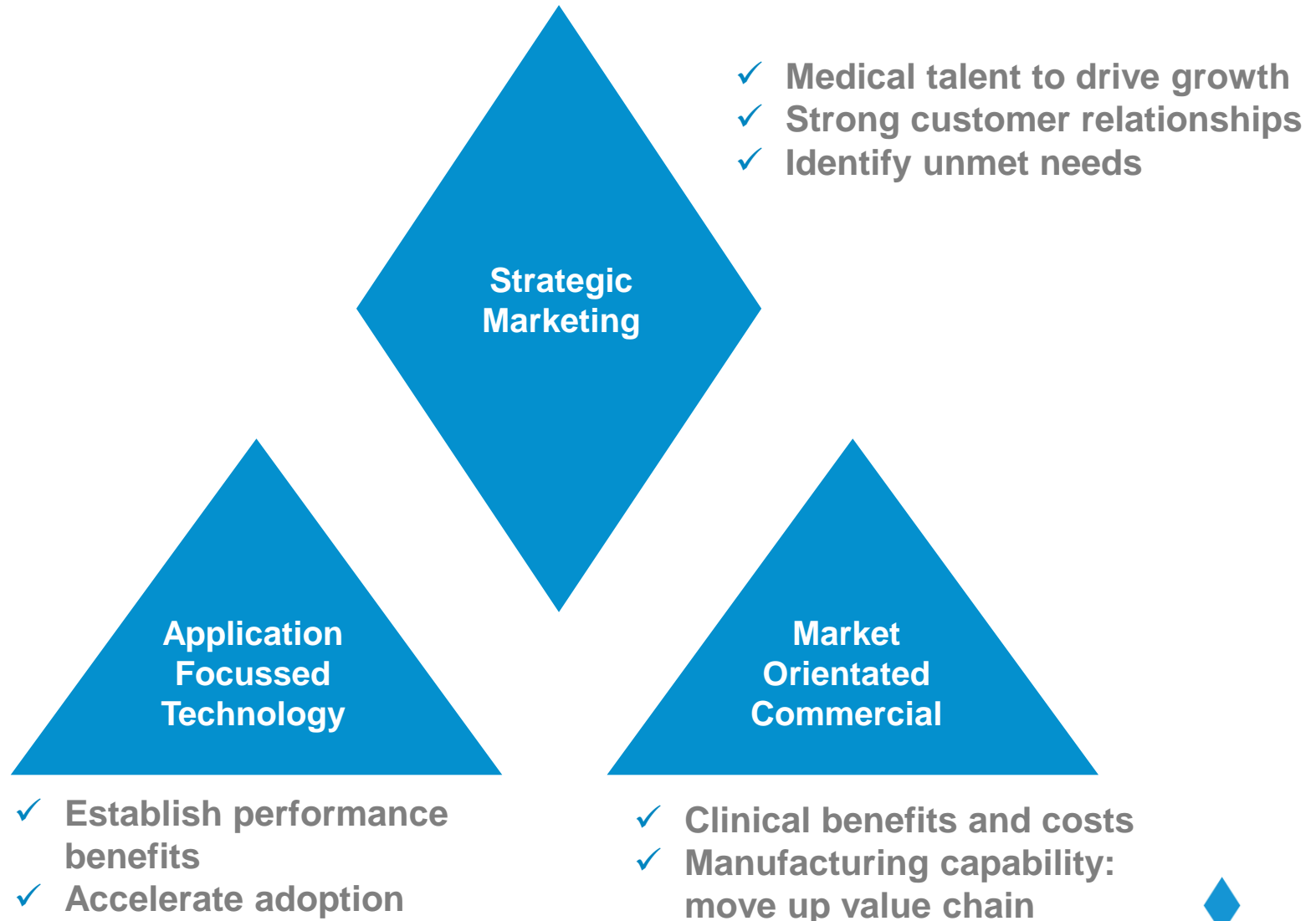


Strategic Focus

Deliver value-creating solutions, based on PEEK and other enabling polymers in:

Spine, Arthroscopy, Trauma, Dental and Orthopedics

A clear focus on growth...and value



Geographical growth opportunities



Ageing global population
Rising healthcare costs

Invibio growth overview

Performance
driven reward

Price pressure
(existing
devices)

New solutions
demanded

Regulatory
barriers

Emerging
market
demand

TRENDS

PEEK provides clear clinical
benefits and superior
performance

APPLICATIONS

Spine

Arthroscopy

Dental

Trauma

Knee

Invibio SPINE
Materials. Manufacturing. Knowledge.

Invibio ORTHO
Materials. Manufacturing. Knowledge.

 **JUVORA**
DENTAL INNOVATIONS

Invibio TRAUMA
Materials. Manufacturing. Knowledge.

Invibio ORTHO
Materials. Manufacturing. Knowledge.

Horizon 1
(today to 2 years)

Horizon 2
(2-5 years)

Horizon 3
(5 years +)

TIMESCALE

Delivering growth and value: Trauma

TRENDS

Increasing:

- Ageing & Obese population
- Lifestyle demand
- Failure rates
- Patient awareness

OPPORTUNITIES

- Faster healing rates
- Increased durability



- Accelerated healing
- Enhanced fatigue performance



- Major manufacturers engaged in commercial programmes

Delivering growth and value: Dental

TRENDS

Increasing:

- Edentulous population
- Lifestyle demand
- Willingness to pay
- Digital dentistry

OPPORTUNITIES

- Personalisation for comfort and fit
- Metal free



Application
Focussed
Technology

Market
Orientated
Commercial



- Flexible / durable
- Non-stress shielding
- Easy machining

- CE marked dental discs
- Dental lab certified
- Patient success



JUVORA™
DENTAL INNOVATIONS



Delivering growth and value: Knee

TRENDS

Increasing:

- Ageing & Obese population
- Lifestyle demand
- Emerging market demand

OPPORTUNITIES

Patient dissatisfaction:

- Painful
- Loose & unstable
- Wear and infection

Strategic
Marketing

Application
Focussed
Technology

Market
Orientated
Commercial



- Reduced bone loss
- Improved manufacturing effectiveness

- Pre-clinical testing with development partner

Delivering growth and value: Arthroscopy

TRENDS

Increasing:

- Active ageing population
- Lifestyle demand
- Revision rates

OPPORTUNITIES

Combined:

- High strength
- Radiolucent
- Bone forming

Strategic
Marketing

Application
Focussed
Technology

Market
Orientated
Commercial



- Smaller anchors
- High strength anchors
- Manufacturing flexibility

- Unique solution deployed by all major players

Delivering growth and value: Spine

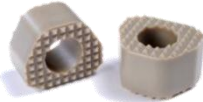
TRENDS

- US and Europe stable
- Limited innovation
- China key focus for growth

OPPORTUNITIES

- Improved bone apposition
- Supply chain efficiency
- Geographic expansion

Strategic
Marketing



Application
Focussed
Technology



Market
Orientated
Commercial

- Focus on fusion
- PEEK-OPTIMA® HA Enhanced
- Eliminates need for coating

- Enhanced product launched for Europe & US
- Chinese domestic approvals increasing

Invibio SPINE
Materials. Manufacturing. Knowledge.

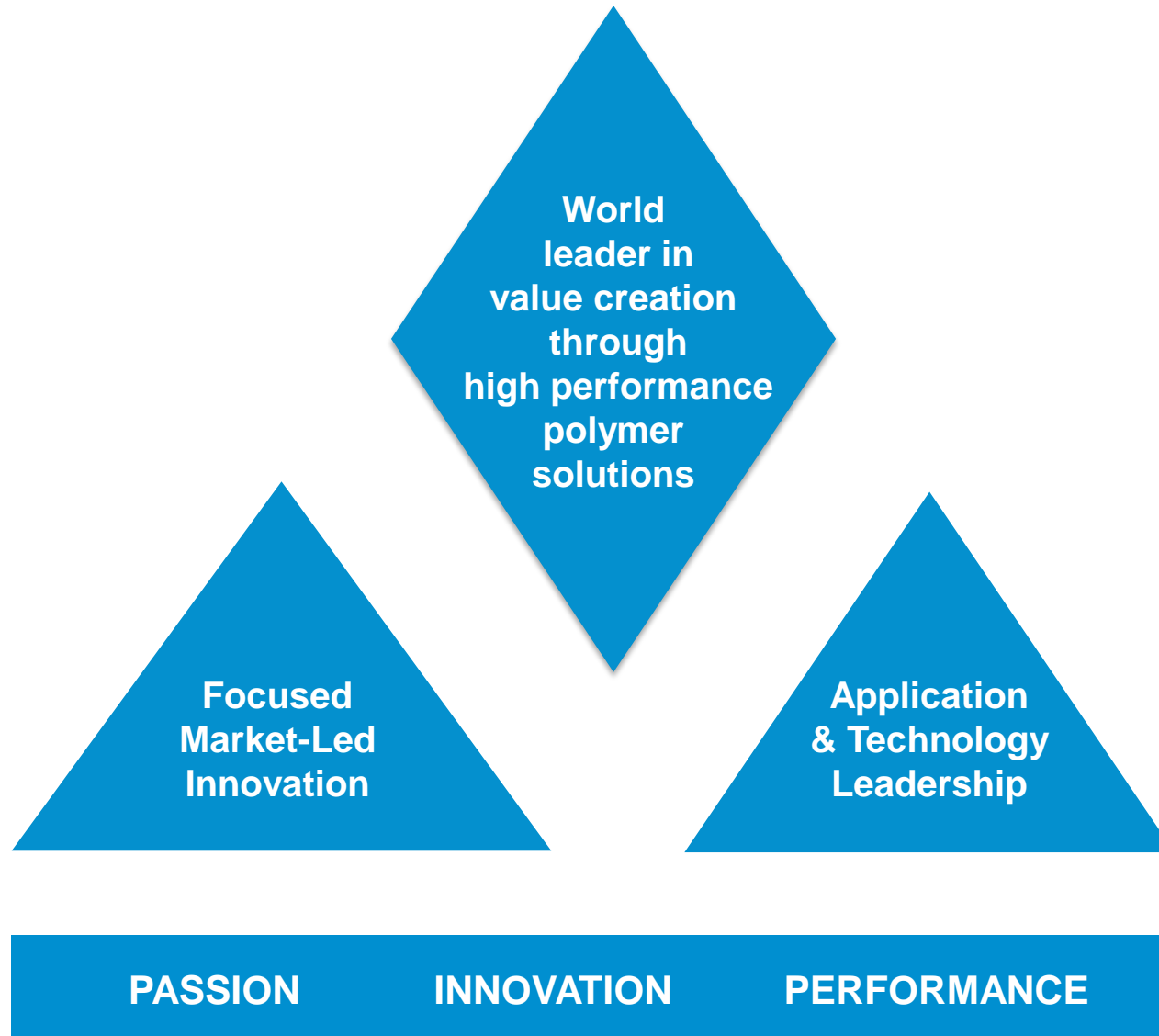

victrex®

Summary: Invibio actively driving growth



- Proven clinical benefit in high incidence procedures
- Delivery of higher patient satisfaction
- Application development
- Leverage PEEK-OPTIMA proven performance
- Invibio regulatory expertise / market access

A strategy for growth



Scale of our growth opportunities



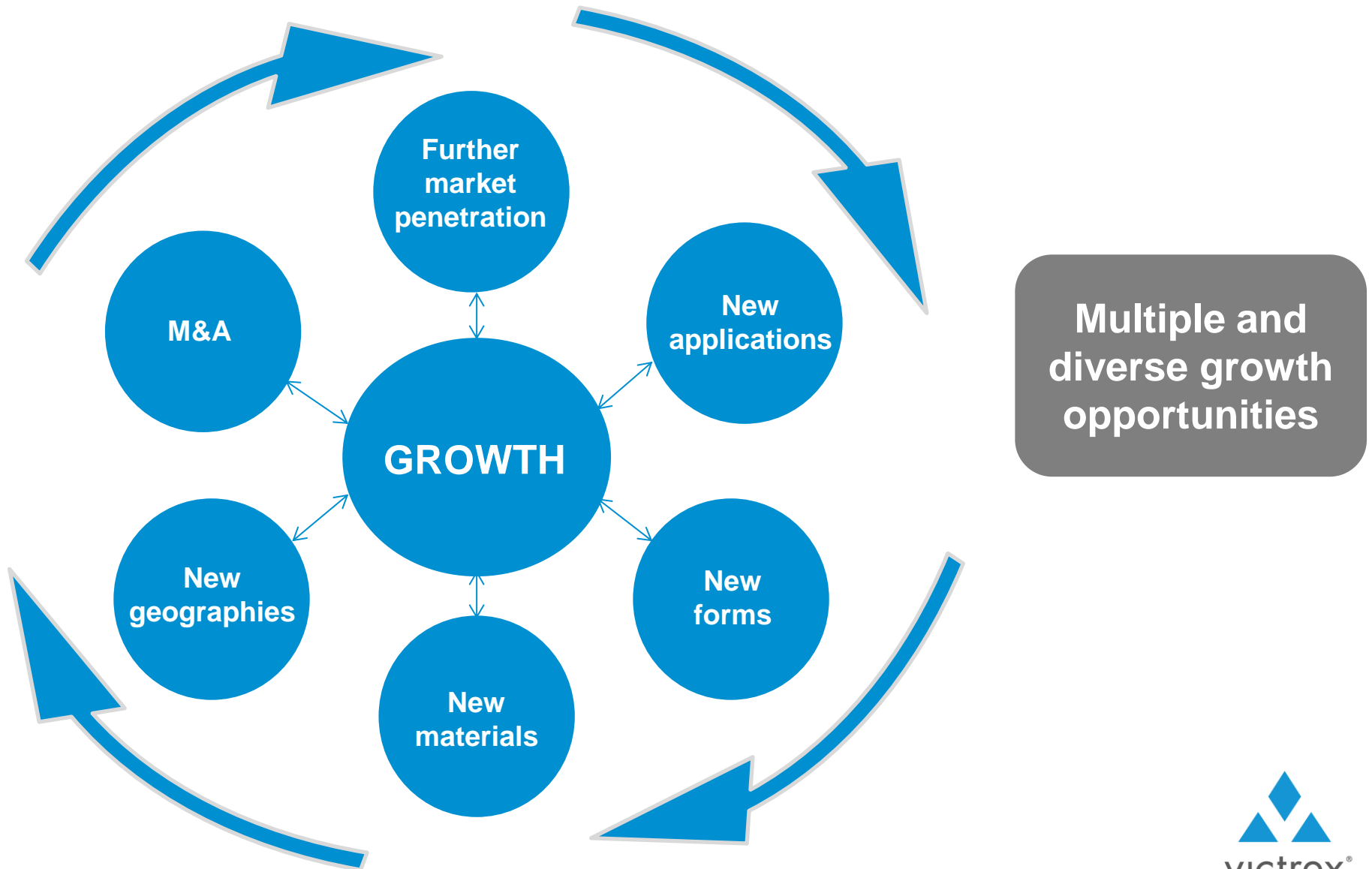
HIGH PERFORMANCE PEEK POLYMERS



Note: Chart not to scale



Well placed for growth



Q&A

Thank you for listening