

# A STRONG PAST, A SOLID FOUNDATION & A BRIGHT FUTURE

"The best is yet to come"



Jakob Sigurdsson Chief Executive Officer



lan Melling Chief Financial Officer



Andrew Hanson IR Director



£300m+sales

c20% ROCE

(10 year average)

~5% of sales invested in R&D pa

1000+ employees serving over 40 countries

Sustainable products enabling environmental & societal benefit



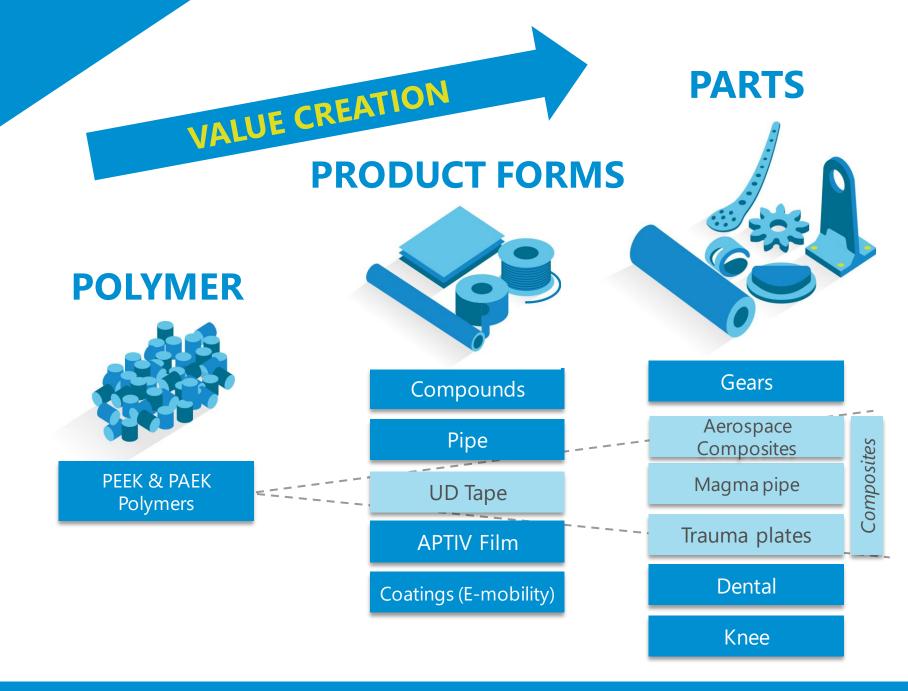
# STRONG MEGATRENDS SUPPORT LONG-TERM GROWTH RUNWAY

- ◆ #1 PEEK experts; strong core business 5 key end-markets
- Innovative growth pipeline closer to inflection point
- Highly cash generative & top-tier returns
- Strong and growing ESG agenda

### INVESTMENT CASE

**STRATEGY:** 

POLYMER & PARTS



# END-MARKETS & APPLICATIONS

#### **MEDICAL**

**INDUSTRIAL AND VAR** 

Every 30 seconds a patient is treated using Invibio PEEK OPTIMA™ solutions

implanted devices

100+ million

machines using Victrex solutions

### AEROSPACE 15 million+

20,000+

aircraft have VICTREX solutions on-board



## AUTOMOTIVE 500 million

VICTREX<sup>TM</sup> PEEK based applications on the road today

#### **ENERGY**

75+ million

VICTREX<sup>TM</sup> PEEK seals in use today

over 4 billion

mobile devices use APTIV™ Film technology

PEEK was developed by ICI in the late 1970s, with Victrex being formed from ICI Advanced Materials in 1993, with a UK listing in 1995. PEEK has a unique combination of properties and is typically used as a metal replacement

### **CURRENT OUTLOOK**

A STEADY START TO FY 2023

STRONG PROGRESS ON PRICE INCREASES & INFLATION RECOVERY

WELL PLACED FOR MACRO-ECONOMIC IMPROVEMENT

MEGA-PROGRAMMES MOVING TOWARDS INFLECTION POINT

STRONG & GROWING ESG AGENDA



# OUR PRODUCTS: ENABLING ENVIRONMENTAL & SOCIETAL BENEFITS

48%

OF REVENUE FROM SUSTAINABLE PRODUCTS#



**AEROSPACE** 

### **CO2** savings

... each year, our sales to Aerospace help save three times more CO2 annually than Victrex produces in its own operations\* (annual scope 1 & 2 CO2 emissions)



**AUTOMOTIVE** 

**80,000 tonnes** 

... annual CO2 saving in Europe for selected applications\*\*



**ELECTRONICS** 

100,000 rpm

Supporting energy efficiency, durability & reliability at high rotation speeds in vacuum cleaners & hairdryers



**MEDICAL** 

### 25% improved brain function

... using PEEK-OPTIMA™ Natural in CMF skull plates\*\*\* vs metal plates

### **Better union rate**

... using carbon fibre PEEK trauma plate vs. steel plates\*\*\*\*



**Up to 80%** 

... weight saving vs metal using VICTREX<sup>™</sup> PEEK helps reduce stress on mechanical systems in renewable energy applications

Based on 10kg of PEEK replacement for metal, IATA carbon reduction & climate change 2018

Based on European annual mileage for passenger cars using vacuum pumps

<sup>\*\*\* 25%</sup> improved brain function vs Titanium plates, based on paper by Zhang Q, Yuan Y, Li X, et al, World Neurosurgeon 2018

Data on file refers to Trauma outcomes in high-risk patients.





**DRUG DELIVERY** 



**CMF (SKULL PLATES)** 

### "By 2027, our Medical solutions will seek to treat a patient every 15 seconds"

**Core Business** 

**SPINE** 

**ARTHROSCOPY** 

**New Segment Growth** 

CMF

**Maintain and grow core** applications







**CARDIO** 

**DRUG DELIVERY** 

**AIMD** 

**Develop emerging and growing** non-Spine segments







**Innovators** 

**POROUS CAGE (SPINE)** 



**TRAUMA PLATE** 



KNEE



**Invest to support major** innovators and disruptors

# POTENTIAL CLINICAL BENEFITS

Clinical impact of using bone-like modulus materials

### **DENTAL SOLUTIONS**

Superior biomechanical performance and higher patient quality of life\*

**Full Arch Implant Supported Prosthetics Outcomes** 

Titanium	vs. JU	JVORA™
10%	PERI-IMPLANTITIS	1%
89-95%	IMPLANT SURVIVAL	99%

### **SPINE SOLUTIONS**

Higher fusion, lower subsidence rates compared to titanium\*

**Cervical Fusion Outcomes** 

Titanium	vs. PE	EK-OPTIMA™
47-93%	FUSION RATE	88-100%
16-20%	SUBSIDENCE RATE	0-14%



This product is not cleared for distribution or implantation.

### CRANIO-MAXILLOFACIAL

Higher brain function improvement and lower reoperation rates compared to titanium\*

#### **Cranioplasty Outcomes**

Cranioplasty Outcomes			
Titanium	vs. PEE	K-OPTIMA <sup>TN</sup>	
10%	PATIENT REOPERATION	1.3%	
10.9%	BRAIN FUNCTION IMPROVEMENT	25.3%	

### TRAUMA SOLUTIONS

Higher union rates without hardware failure\*

**Distal Femur Outcomes in High Risk Patients** 

Stainless Steel Plate vs. Carbon Fiber PEEK Plate

8% COMPLICATIONS (Hardware failures) 0%

**75**%

PATIENT OUTCOME (Bone Union)

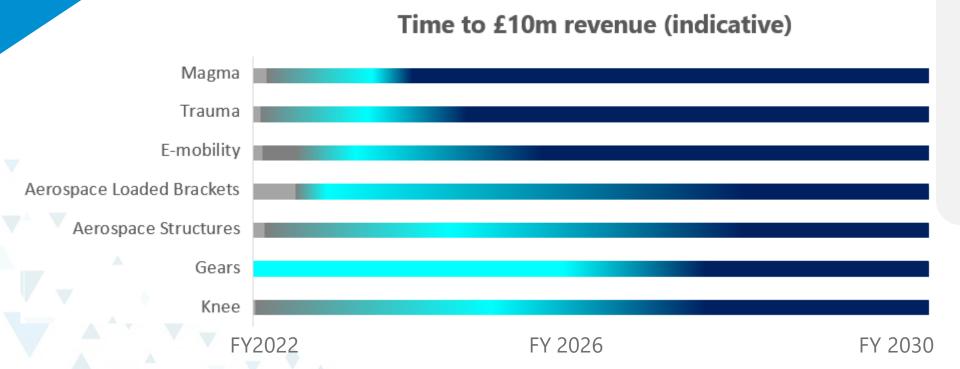
91%

<sup>\*</sup> Supporting information available upon request



### MEGA-PROGRAMMES

The pathway to £10m revenue



### **KEY**

- £0m-£1m phase
- £1m-£10m phase
- £10m+phase

Each mega-programme has the potential of >£50m annual revenue in the peak sales year

### **ENVIRONMENT**

### **CARBON REDUCTION GOAL\***

Minimise use of resources (energy, waste, water) used in our own operations

2022: 35,905 Tonnes 2030: Net Zero\*

\*scope 1 & 2 emissions ambition Scope 3 aim to be determined 2023





**ESG** 

**2030 SUSTAINABILITY VISION** 

### **SUSTAINABLE SOLUTIONS**

**ENABLE ENVIRONMENTAL** & SOCIETAL BENEFITS











Develop and deliver sustainable polymer solutions that provide environmental and societal benefits evidenced by data

> 2022: 48% of revenue 2030: 70% of revenue

### **SOCIAL**

### HAVE A POSITIVE IMPACT ON THE **COMMUNITIES WHERE WE WORK**



#### **STEM INSPIRATION**

Science, Technology, Engineering & Maths

*Inspire the next generation:* increase annual contacts reached

> 2022: 3,225 Goal: 2,500



#### **COMMUNITY ACTVITIY**

Maintain strong community engagement *(cumulative hours target)* 

> 2022: 10.913 Goal: 10,000



### **FEMALES IN**

Enhance diversity, equity & inclusion

**LEADERSHIP** 

2022: 19% 2030: 40%

### **GOVERNANCE**

**ESG** Centre of Excellence

- Increase disclosures and reporting
- Further validation of ESG strategy

**Sustainability Strategy** 

Signed up to SBTi Targets





















Good progress towards achieving a Zero accident & Zero incident culture

**Recordable Frequency Injury Rate** 

Current: 0.2 Goal: 0.0



- Goal of carbon net zero emissions by 2030 (Scope 1 & 2 emissions)
- Increase the use of our sustainable & recyclable products which support CO<sub>2</sub> reduction Minimise resources (Carbon, Waste and Water) used in our operations
- Increase employee and community engagement on social responsibility

# CAPITAL ALLOCATION PRIORITIES

### **CAPEX**

- Normalised capex c8-10% of sales
- Periodic capacity investment

### **M&A / INVESTMENT**

- Investment to support mega-programmes
- Investment to enhance capability & IP

### **REGULAR DIVIDENDS**

- Progressive dividend retained
- Maintain cover around c2x EPS over the cycle

### **SPECIAL DIVIDENDS**

- Optionality to return cash if no additional investment opportunities
- 50p/share minimum



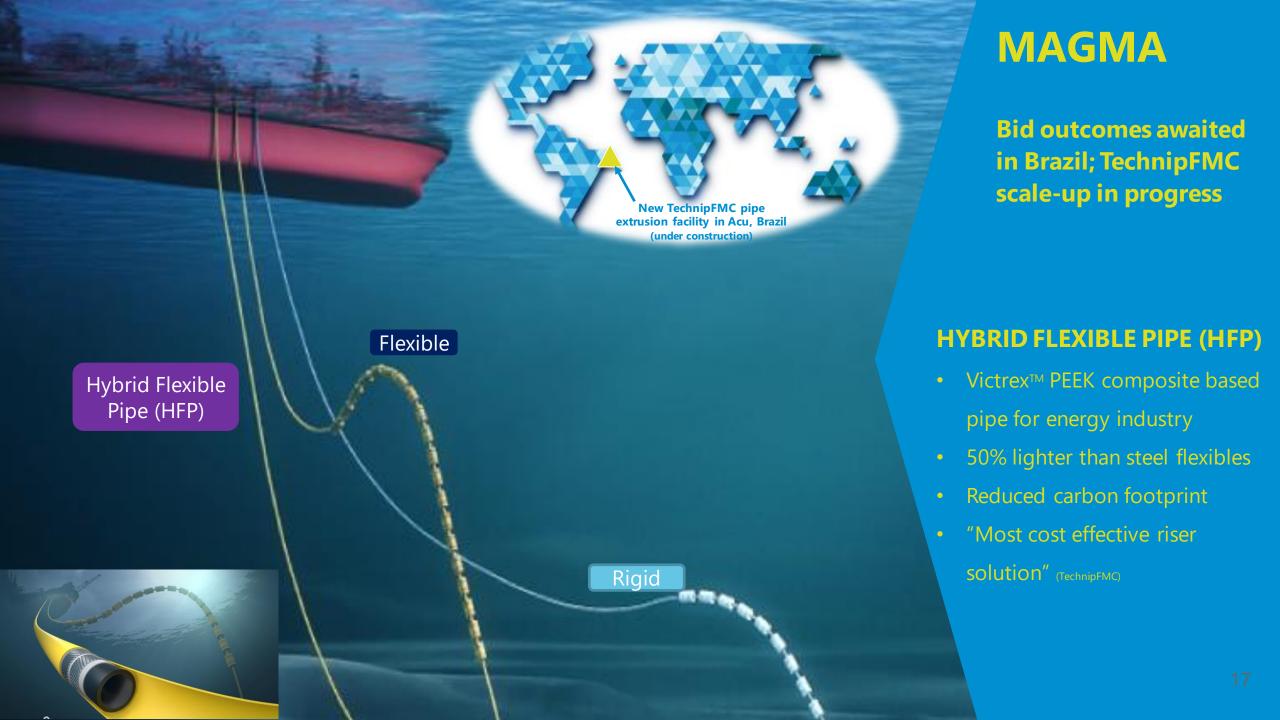
### **SHARE BUYBACKS**

- Shareholder interest
- Existing approval to buyback 10% of shares
- Flexible buyback options





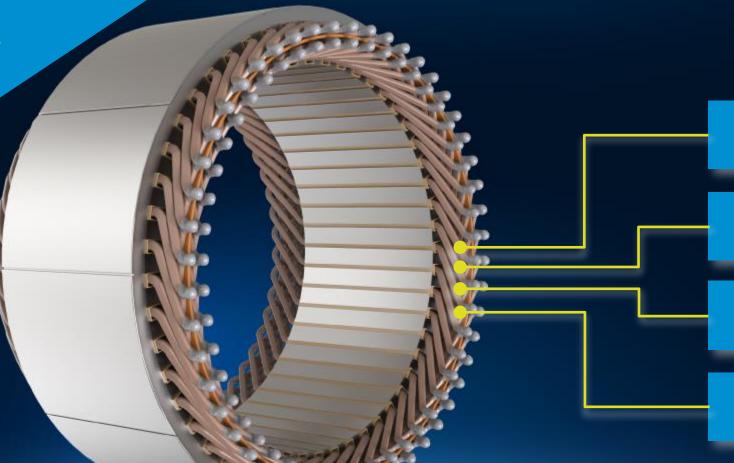




VICTREX XPI™ POLYMER

Supporting high voltage wire applications in electric vehicles

E-mobility progress



**E-MOTOR EFFICIENCY** 

**SUPPORTS RANGE** 

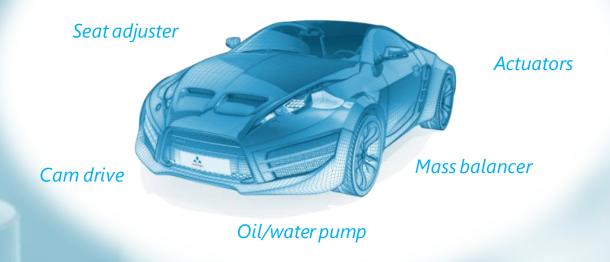
STRONG THERMAL MANAGEMENT

POTENTIAL CONTENT
OPPORTUNITY > 100g/CAR

**GROWING E-MOBILITY BUSINESS**FURTHER BUSINESS WINS STARTING IN FY 2023



# MULTIPLE APPLICATIONS ACROSSICE & EV



PEEK GEARS REVENUE NOW > £4m

DRIVING REVENUE FROM PARTS & POLYMER RESIN SUPPLY VIA PARTNERS

Aerospace

"Thermoplastic is an alternative to thermoset currently used on the A350. It offers production cycle savings... and a reduced environmental footprint, perfectly in line with the needs of future programmes."

(AIRBUS ATLANTIC, OCTOBER 2022)

INCREASE PEEK CONTENT

Potential of >5 tonnes per plane

Up to 0.5 tonnes per plane

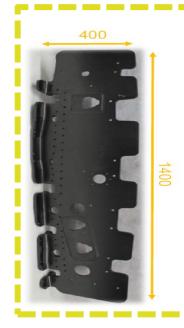






**CORE APPLICATIONS** 

COMPOSITE APPLICATIONS







**WING RIB** 

**FUSELAGE PANEL** 

POTENTIAL FOR 10-FOLD INCREASE IN PEEK CONTENT PER PLANE WORLD'S FIRST LARGE SCALE STRUCTURAL PEEK PARTS

Trauma

A GROWING OPPORTUNITY – MOVING CLOSER TO INFLECTION POINT

- US FDA approval & first patient implants through In2Bones partnership
- PEEK composite trauma plates offer enhanced union rate vs steel plates\*
- Partnerships progressing in Asia





A GLOBAL EXTREMITY COMPANY





\* Data on file, refers to Trauma plates in high risk patients

PEEK Knee

### **STRONG PROGRESS**

 Clinical trial with Maxx Orthopaedics in Belgium, India, Italy

- 33 patients implanted, 15 post-12m
- New collaboration with Aesculap (part of B Braun, top 5 Knee company)
- Sizeable addressable market (c\$1bn)



### MEGA-PROGRAMME MILESTONES

PROGRAMME	REVENUE STATUS	FY 2022 MILESTONES	FY 2023 FOCUS
MAGMA	Meaningful (£1m-£2m)	<ul> <li>TechnipFMC bid programmes submitted</li> <li>Support for qualification programme &amp; scale up</li> </ul>	<ul> <li>Qualification programme &amp; bid outcomes</li> <li>Support to TechnipFMC for new extrusion facility (Brazil) in 2023/24</li> </ul>
TRAUMA	<£1m	<ul> <li>US FDA (510k) approval</li> <li>First patient implants through In2Bones</li> </ul>	<ul> <li>Focus on meaningful revenue</li> <li>Partnership and manufacturing scale up in Asia</li> </ul>
E-MOBILITY	<£1m	<ul> <li>Multiple business wins in wire coating</li> <li>New development programmes (Asia, Europe, US)</li> </ul>	<ul> <li>Focus on meaningful revenue</li> <li>Commercialise additional applications</li> </ul>
AERO LOADED BRACKETS	Meaningful (£1m-£2m)	<ul> <li>Strong industry validation for AE™250 composite tape (low-melt PEEK)</li> </ul>	Further qualifications
AERO STRUCTURES	< £1m	First PEEK structural aerospace parts exhibited – 10x PEEK content potential	<ul> <li>Grow prototype revenue from Airbus Clean Sky 2</li> <li>Further partnership opportunities</li> </ul>
PEEK GEARS	Pathway to £10m (£4m revenue in FY 2022)	<ul> <li>Good growth from parts and polymer resin supply through partners</li> <li>Car &amp; other platforms (e-bike)</li> </ul>	<ul> <li>Several start of production opportunities in FY 2023</li> <li>Commercialise development programmes</li> </ul>
KNEE	<£1m	<ul> <li>30 patients implanted and strong clinical trial progress</li> <li>New 'top 5' player in Aesculap</li> </ul>	<ul> <li>Support progress towards US clinical trial</li> <li>Develop pathway to commercialisation</li> </ul>



# DIFFERENTIATION VS COMPETITORS

POLYMER (VICTREX TYPE 1 PEEK & COMPOUNDS & NEW GRADES)

NEW GRADES

NEW GRADES

Make polymer (PEEK differentiation)

**Make markets** 



# VICTREX™ PEEK: A UNIQUE COMBINATION OF PROPERTIES





### **METAL REPLACEMENT: A SIGNIFICANT OPPORTUNITY**

### Ranked by Weight (Lightest to Heaviest)

VICTREX® PEEK

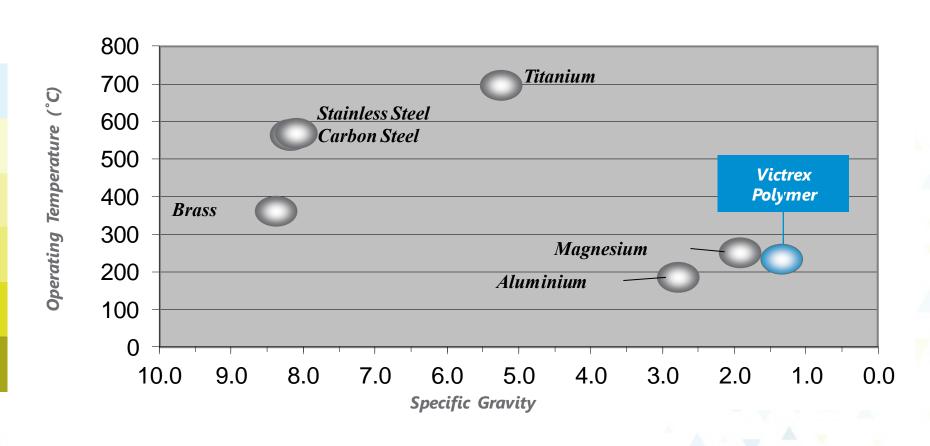
Magnesium

**Aluminum** 

**Titanium** 

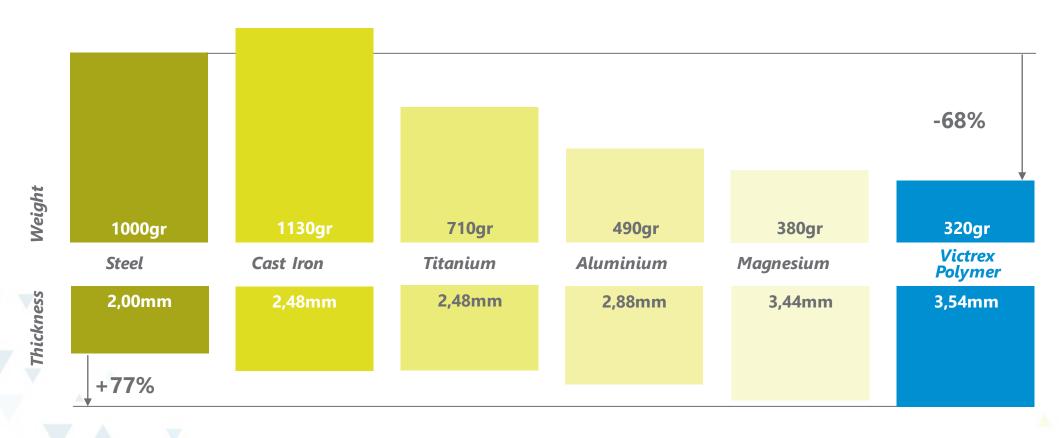
Steel

**Brass** 



# victrex

### **WEIGHT REDUCTION: A SIGNIFICANT OPPORTUNITY**



c70% lighter than traditional aerospace materials

\$M saving and improved fleet efficiency



### P&L (FY22)

### STRONG CORE GROWTH

- FY 2022 revenue +11% at £341.0m
- Underlying PBT +4% & +12% in constant currency, offset by lag in inflation recovery
- Reported PBT down 5%, reflecting exceptional items of £7.9m (year 1 ERP investment – SaaS cost)

#### Year ended 30 September

				Change
	2022	2021	Change	(constant
			_	currency) <sup>1</sup>
	£m	£m	%	%
Revenue	341.0	306.3	11%	10%
(Losses)/gains on foreign currency net hedging*	(2.8)	4.9	-157%	
Gross profit	174.5	165.3	6%	10%
Gross margin %	51.2%	54.0%	-280bps	
FX hedge-adjusted gross margin $\%$ $^1$	51.6%	53.1%	-150bps	
Overheads**	(78.1)	(72.7)	7%	8%
Interest	0.2	0.0		
Share of loss of associate	(1.0)	(0.9)		
Underlying profit before tax <sup>1</sup>	95.6	91.7	4%	12%
Exceptionals	(7.9)	0.8		
Profit before tax	87.7	92.5	-5%	2%
Underlying earnings per share (pence) <sup>1</sup>	95.0	83.4	14%	NA
Earnings per share (pence)	87.6	84.3	4%	NA
Dividend per share***	59.56p	109.56p	-46%	NA
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<sup>\* (</sup>Losses)/gains on foreign currency contracts, when net hedging is applied on cash flow hedges, are disclosed separately within gross margin on adoption of IFRS 9.

<sup>&</sup>lt;sup>1</sup> Alternative performance measures are defined in the Appendix on slide 37

<sup>\*\*</sup> Excluding exceptional items of £7.9m (FY21: credit of £0.8m)

<sup>\*\*\*</sup> Dividend per share in the prior year (FY 2021) also includes a 50p/share special dividend

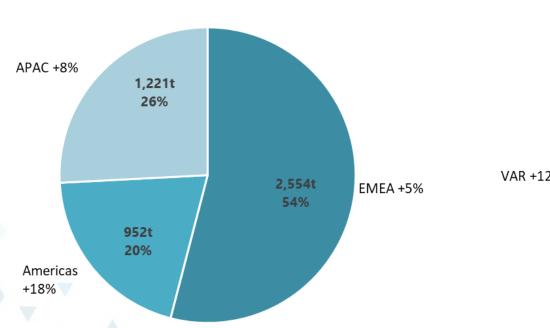
# **GROUP END MARKETS**

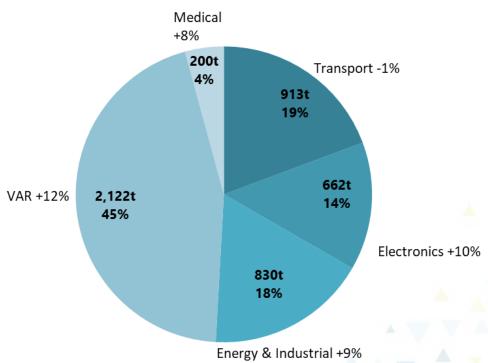
FY 2022: 4,727 tonnes (+8% vs FY21)

FY 2021: 4,373 tonnes (+25% vs FY20)

### **Volume by Region**

### **Volume by Industry**





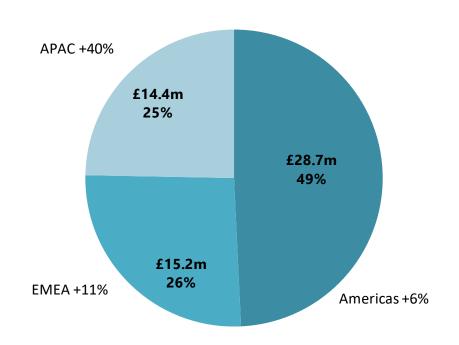
<sup>\*</sup> Medical volume reflects both non-implantable and implantable volumes

# MEDICAL: KEY MARKETS

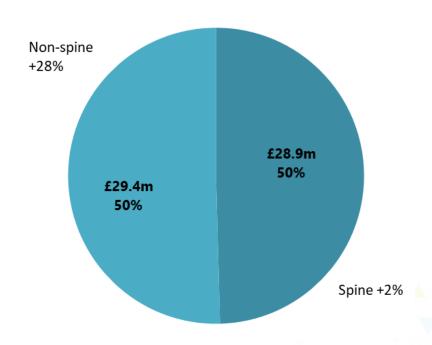
FY 2022: £58.3m (+14% vs FY21)

FY 2021: £51.1m (+3% vs FY20)

### **Revenue by Region**



### **Revenue by Market**



### **USE OF CASH**

FY 2017 TO FY 2022



- Normalised capex c8-10% of revenue
- Periodic investment in capacity & innovation



- 'Enablers' to support core & mega-programmes
- Develop further downstream capability



- Average CAGR c5%
- Grow in line with EPS

# SPECIAL DIVIDENDS p/share\* 100 80 60 40 20 0 FY17 FY18 FY19 FY20 FY21 FY22

- 50p/share minimum
- Excess cash if not used for growth investment

<sup>\*</sup> Regular & special dividends shown are based on the financial year those dividends are declared (rather than paid)

First to commercialise PEEK, with unmatched knowledge and experience



### **INFORMATION & CONTACTS**

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**DIFFERENTIATE THROUGH INNOVATION** 

TO CREATE NEW MARKETS







**ENERGY &** INDUSTRIAL



**AUTOMOTIVE** 

### **UNDERPIN: SAFETY, SUSTAINABILITY**

- Health & safety
- Sustainable business with sustainable products



### **POLYMER MANUFACTURING**

Delivering the key PEEK & PAEK materials with No.1 manufacturing capacity of 7,150 tonnes



#### **POLYMER**

Producing new grades including for Additive Manufacturing (3D Printing)



#### **PARTS & COMPONENTS**

Developing new applications for PEEK, PAEK and Thermoplastic Composites



#### INVESTMENT IN INNOVATION

### **GLOBAL CAPABILITY**

1000+ 40+

**Employees** 

Countries served by Victrex across our markets

### c£2bn

Market Value

- FTSE 250 Company
- >£300m Revenue

#### **PRODUCT FORMS**

Manufacturing product forms: Pipes, Films, Fibres and Composite Tapes

c5-6% c£150m

of annual sales invested in R&D

Invested in manufacturing facilities in the last 5 years

#### NEW **CAPABILITIES**

- Partnerships
- Strategic Alliances
- Polymer Innovation Centre
- Acquisitions
- Composites Manufacturing
- Additive Manufacturing