

ELEMENTIS

*A global specialty chemicals company*

# Elementis plc Interim Results

Six months ended 30 June 2011





## Interim Results

\$ millions	H1 2011	H1 2010	% change
Revenue	396.0	358.0	+11%
Operating profit	72.2	48.7	+48%
Operating margin	18.2%	13.6%	
Profit before tax	70.6	46.2	+53%
EPS	10.6c	7.2c	+47%
Operating cash flow	56.1	52.2	+7%
Basic EPS	10.8c	7.3c	+48%



## Highlights

### Financial and strategic progress

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#### Specialty Products

- Record operating profit and margin
  - Investing in growth
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#### Chromium

- Financial performance validating new business model
  - Sustainable competitive advantage
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#### Strong cash flow

- Debt down 50% since June 2010
- Successful EU appeal – Euro 23.4m returned August 1 2011



## Specialty Products

\$ millions	H1 2011	H1 2010	% Change
Sales	237.2	215.8	+10%
Operating profit	49.4	37.3	+32%
Operating margin	20.8%	17.3%	
ROCE*	48%	37%	

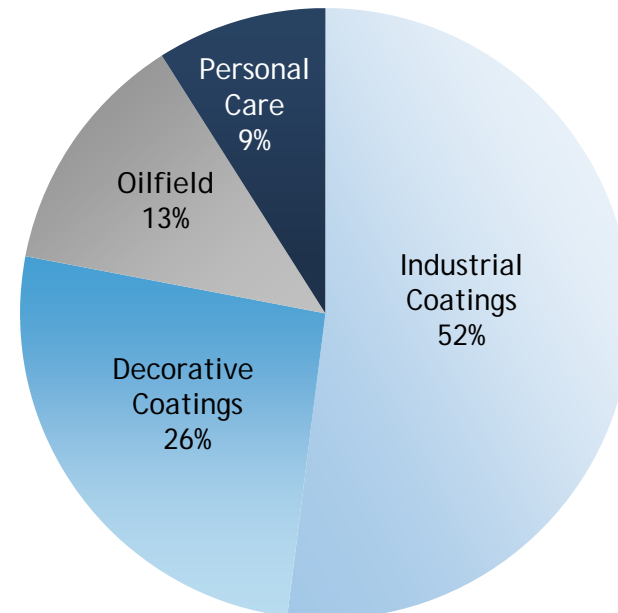
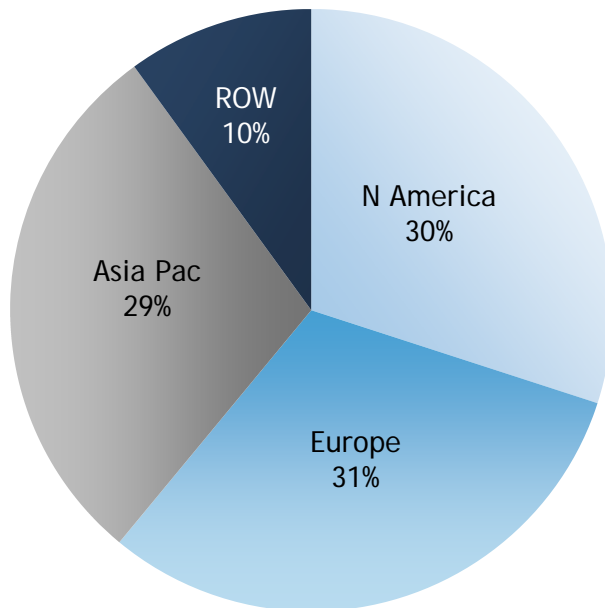
### Improved margins in inflationary period

- Pricing discipline
- Enhancing product portfolio
- Best in class procurement



## Specialty Products

### H1 2011 Sales



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Leveraging strategic diversity in markets, technology, customers and geography

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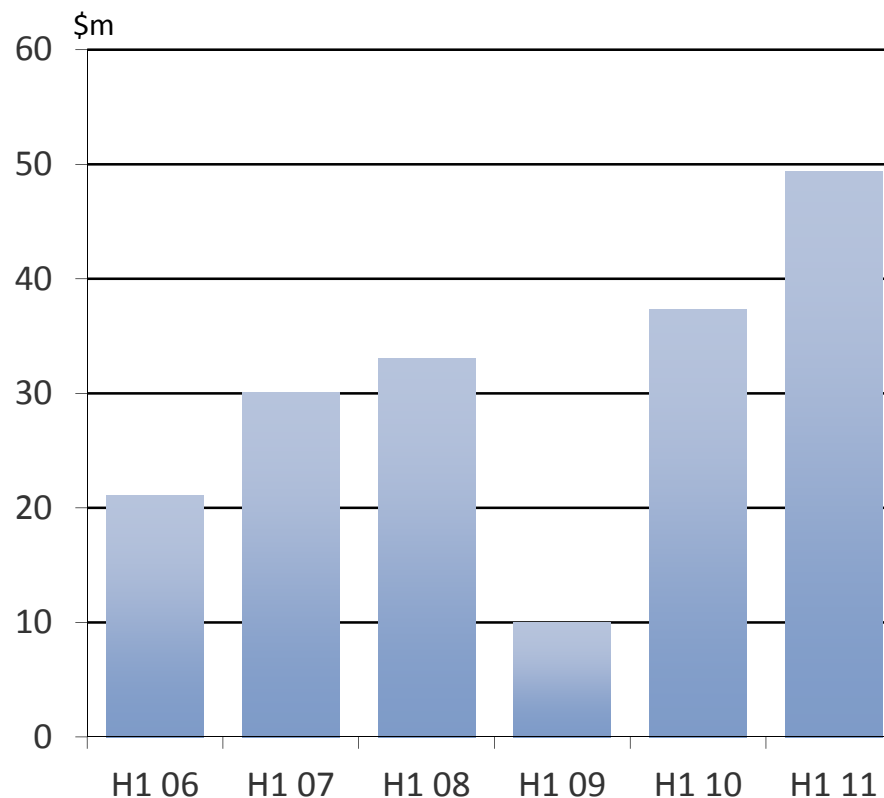


## Specialty Products

Growth momentum driven by:

- Formulation expertise in
  - Coatings
  - Oilfield/Energy
  - Personal care
- Robust product pipeline
- Balanced geographic presence
- Extensive product portfolio
- Market share gains
- Financial flexibility

Operating profit trend





## Surfactants

\$ millions	H1 2011	H1 2010
Sales	51.6	43.6
Operating profit	3.0	2.2

Volumes reduced by 10% in line with strategy

Profitability sustained through pricing discipline

Facility preferentially supporting Specialty Products business



## Chromium

\$ millions	H1 2011	H1 2010	% Change
Sales	115.1	104.5	+10%
Operating profit	26.2	16.1	+63%
Operating margin	22.8%	15.4%	
ROCE*	66%	35%	

Strong financial performance

Business running at high capacity utilisation

Volumes 5% lower due to planned kiln maint. and energy project

Energy project completed in April 2011

H1 2011 impact +\$1m | H2 2011 impact +\$4m

One time benefit in H1 of \$2.4m from legacy insurance settlement

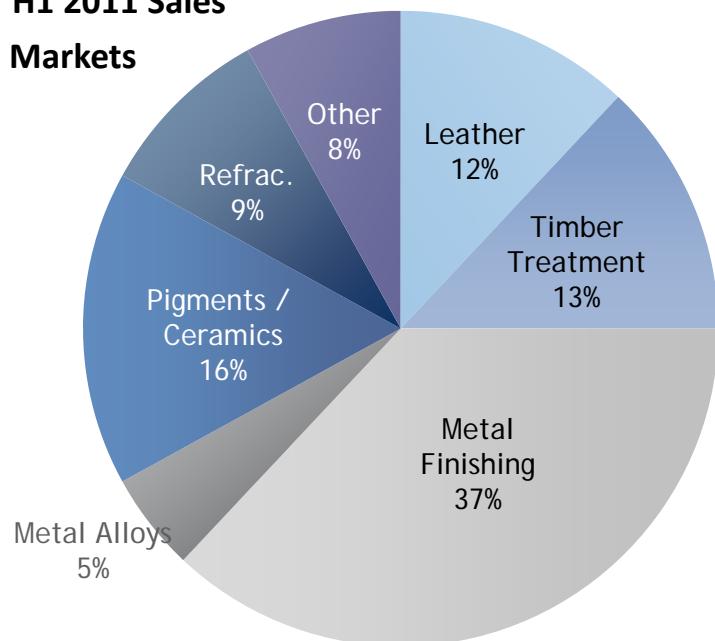




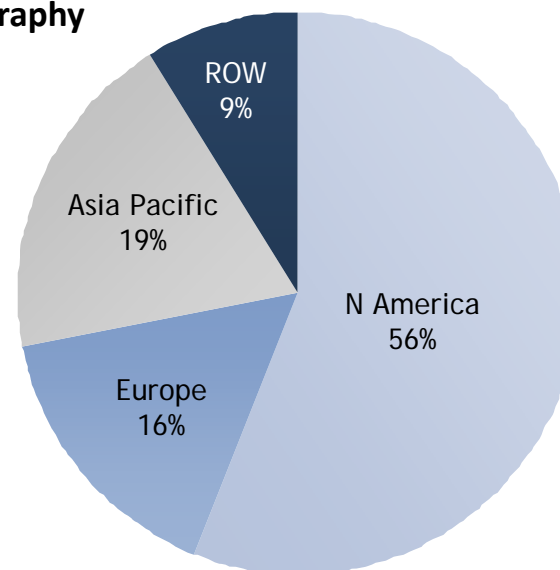
# Chromium

## H1 2011 Sales

### Markets



### Geography



Product portfolio serves diverse end markets

Business benefited from greater proportion of sales into North America



## Chromium

### Optimising business performance with reduced volatility

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Enviably N American market position

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High return on capital

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Flexible, globally competitive operations

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Diverse end markets

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Positive market dynamics

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## Capital spending

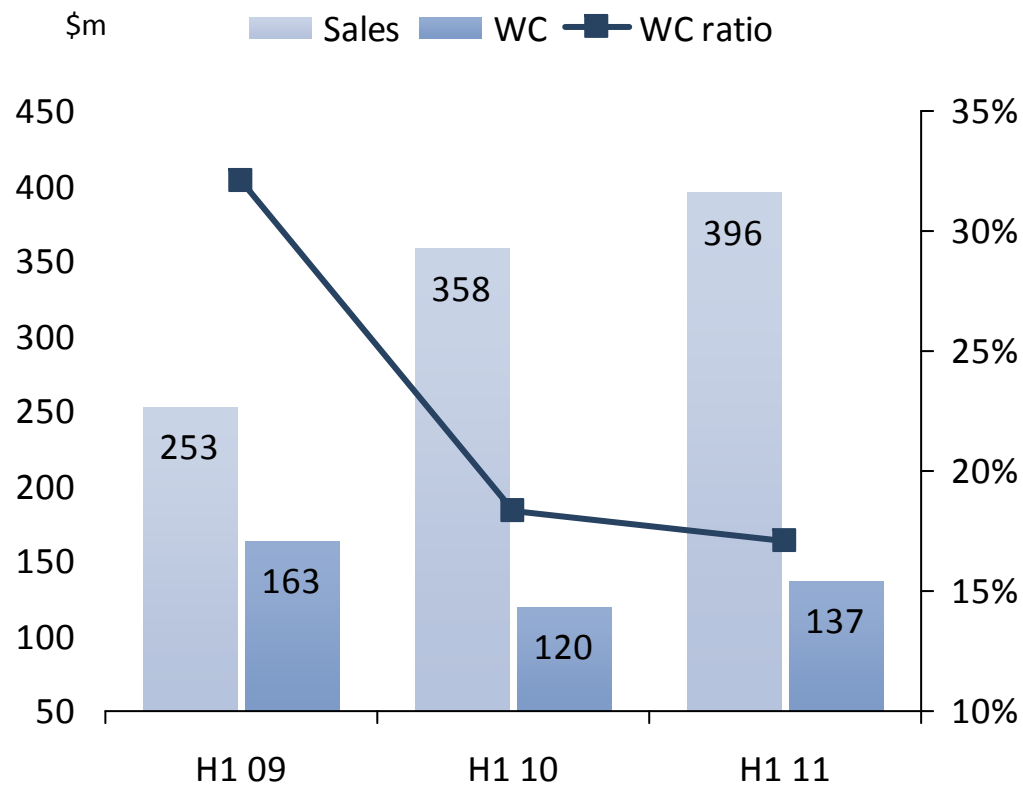
\$ millions	H1 2011	FY 2011 Est	Depn FY 2011
<b>Specialty Products</b>			
Plant expansions	2.4	8.3	
Maint. & productivity	2.2	3.7	
<b>Total</b>	<b>4.6</b>	<b>12.0</b>	<b>10.8</b>
<b>Chromium</b>			
Energy project	1.7	1.7	
Maint. & productivity	2.7	6.6	
<b>Total</b>	<b>4.4</b>	<b>8.3</b>	<b>6.4</b>
Other	0.7	5.9	2.8
<b>Group total</b>	<b>9.7</b>	<b>26.2</b>	<b>20.0</b>

## Working Capital

Sustainable improvements in working capital

Average working capital to sales ratio reduced to 17.1%

Working capital in H1 2011 increased by \$17m in line with sales and currency



## Retirement Plans

\$ millions	H1 2011	H1 2010	FY 2010	FY 11 Est.
Net deficit	56.5	104.1	67.4	
Deficit contributions				
UK plan	9.1	2.2	10.6	16.0
US/other	2.8	0.8	7.8	4.3
	<b>11.9</b>	<b>3.0</b>	<b>18.4</b>	<b>20.3</b>

Deficit reduced by 40%

Deficit has continued to decline

- Total contributions for 2011 expected to be \$20.3m
- Growth in Group EBITDA in 2010 triggered additional contribution of \$3.2m to UK plan in H1 2011



## Cash Flow

\$ millions	H1 2011	H1 2010
EBITDA	82.0	59.4
Working capital	(15.6)	(2.6)
Capital expenditure	(9.7)	(4.7)
Pensions	(11.9)	(3.0)
Dividend	(11.5)	(9.5)
Interest, tax, other	(5.7)	(4.2)
Currency translation	(0.2)	-
Exceptional items	(2.5)	(37.4)
<b>Change in net debt</b>	<b>24.9</b>	<b>(2.0)</b>

## Net Debt

\$ millions	2011	2010	2010
	June 30	Dec 31	June 30
Net debt	54.4	79.3	108.3
Debt ratios			
Net debt: EBITDA	0.4	0.6	1.1
Interest cover	30.7	31.0	35.6

Net debt to Ebitda reduced to 0.4x

Group is likely to be in a net cash position by the end of 2011

## Tax Charge

\$ millions	H1 2011	H1 2010
Net tax charge	22.4	14.0
Tax rate	32%	30%

Estimated tax rate for full year 2011 is 30%

Higher rate in H1 due to deferred tax adjustment following reduction in UK tax rate to 26%





## Dividend

	2011 Interim	2010 Interim	Final 2010
Per share	2.34c	2.34c	2.6c

Board maintained interim dividend at same level in order to reweight payout towards the final

- Target is 1/3 : 2/3

2011 final dividend will reflect progress in full year earnings



## Summary

Revenue increased by 11%

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Operating profit increased by 48%

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Record performance in Specialty Products

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Operating margins improved in all areas of the business

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Strong cash flows led to 50% reduction in debt since June 2010

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Successful EU appeal – Euro 23.4m repaid with interest on 1 August 2011

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## Outlook

Solid order book in Q3

Confident in our ability to maintain margins

Financial flexibility to support growth

Expect to make progress in H2 in line with expectations

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**Thank you**

