

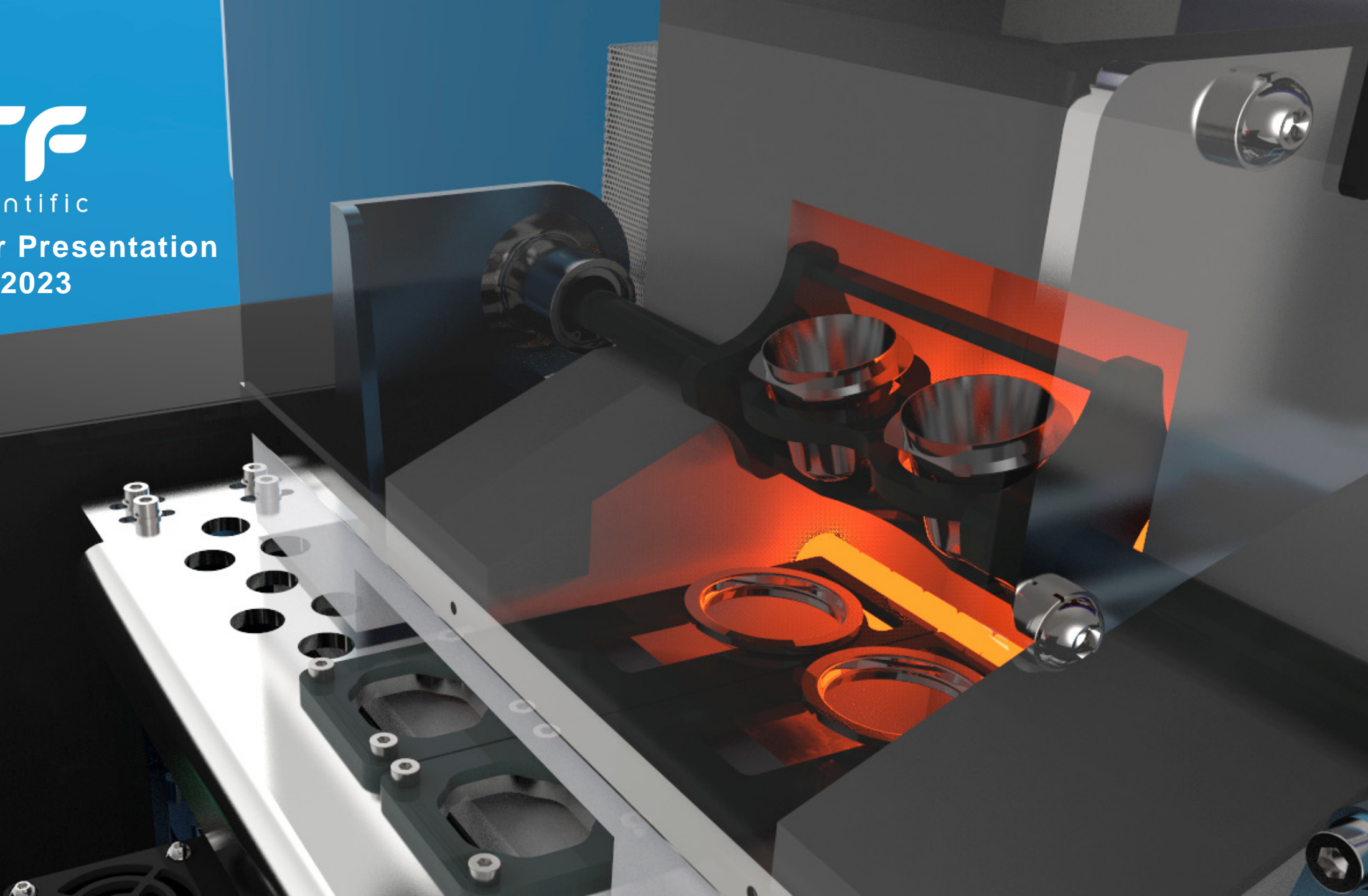


scientific

Investor Presentation

August 2023

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Our Technology

Sample Preparation Technology

Mining and Manufacturing



Minerals:
Iron ore
Gold
Nickel
Copper
Aluminium
Bauxite
Manganese
Uranium
Lithium
Mineral sands
Commercial labs

Materials:
Cement
Steel
Glass
Ceramics
Research
Education

Raw Samples



Prepared Samples

Chemical Analysis



Analysis Techniques:
XRF
ICP
Fire Assay
Photon Assay

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Lab Products

Sample Preparation Products

X-Ray Flux

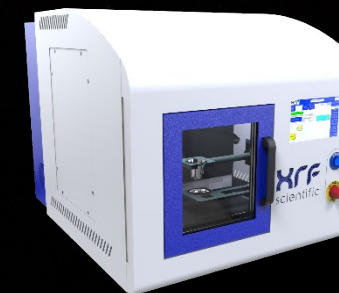


Platinum Labware



Recycling service of turning used platinum products into new items

Fusion Machines



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Lab Products

Orbis Mining Pty Ltd 50% Shareholding



Laboratory Jaw
Crushers



Smart Splitting
Crushing Systems

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xrTGA

NEW PRODUCT



Thermogravimetric Analyser



New product line launched June 2023, available for delivery in December 2023 quarter



Used for thermal analysis of moisture, volatiles, ash, fixed carbon or loss on ignition



Used in existing mining / construction material industries and new markets such as production quality control of food, plastics and agricultural products



Provides complementary data for the XRF analysis process in materials such as iron ore and cement

Laboratory Products Flowchart

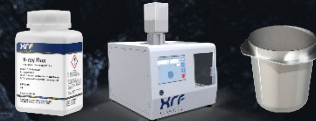
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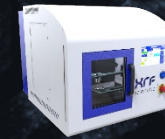
Crush raw samples

XRF Analysis

Pulverise sample into fine powder



Dose flux into platinum crucible, add sample

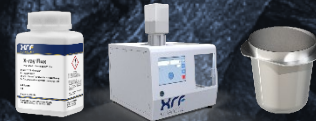


Fuse crucible contents into solid glass bead

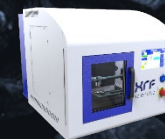
Present solid glass bead sample to XRF spectrometer for analysis*

ICP Analysis

Pulverise sample into fine powder



Dose flux into platinum crucible, add sample



Fuse crucible contents, dissolve into liquid solution

Present dissolved liquid sample to ICP spectrometer for analysis*

Fire Assay

Pulverise sample into fine powder

1. Fluxing and fusion of the precious metals sample*
2. Separation of the slag from the lead precious metals-containing button*
3. Cupellation – separating precious metals from the lead*
4. Analysis of precious metals content*

Photon Assay

1. Present crushed samples to Photon Assay machine for gold analysis*

*Processing step performed with products from other companies

Platinum Products

Precision Products for Industry



Aerospace
Components



Glass Production
Bushings



Crystal Growing
Vessels



Measurement
Instrument
Components



Chemical
Production
Vessels



Laboratory
Components



Research and
Development



Niche Applications /
Custom Designs

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FY23 Highlights



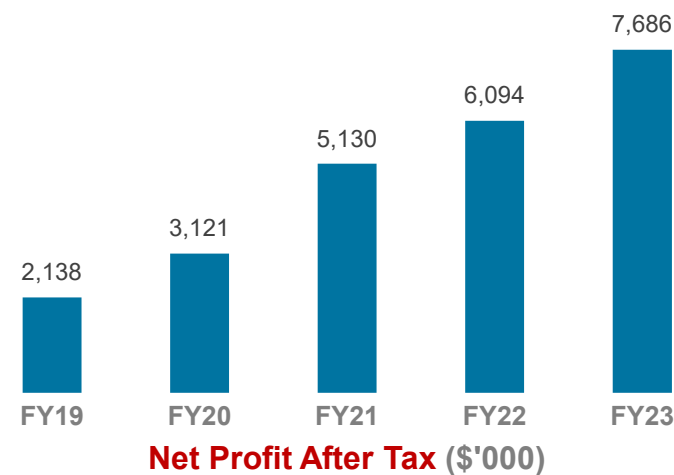
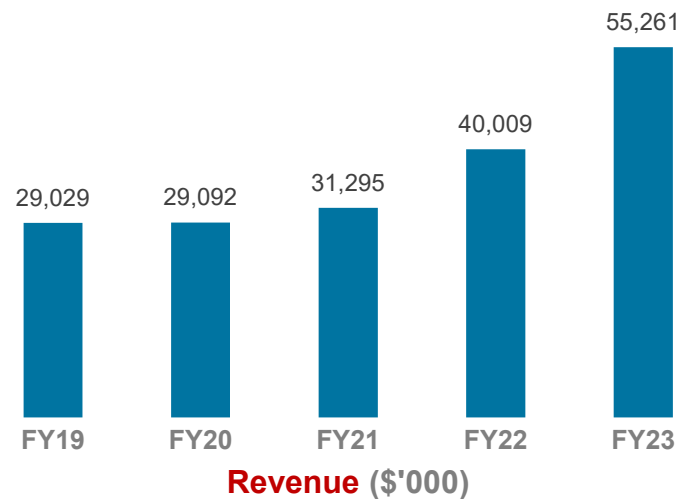
- Record revenue and profit
- Very strong demand from mining and industrial customers
- Strong demand for capital equipment products, currently at record order levels
- Launch of new product line: xrTGA thermogravimetric analyser
- Continued R&D investment in new products across all divisions

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FY23 Financial Highlights

- Revenue up 38% to \$55.3m vs FY22
- NPAT* up 26% to \$7.7m vs FY22
- NPBT up 36% to \$11.1m vs FY22
- Fully franked dividend of 3.3 cents per share
- \$8.4m positive operating cashflow

**In FY23 our Australian income tax rate has increased to 30% (FY22: 25%) due to revenue exceeding \$50m*



Full Year Results - Overview



(\$m)	2023	2022	Change	2021	2020
Sales revenue	55.2	40.0	38%	31.3	29.1
Profit before tax	11.1	8.2	36%	6.8	4.5
Net profit after tax*	7.7	6.1	26%	5.1	3.1
Earnings per share (cents)	5.6	4.5	25%	3.8	2.3
Weighted average no. of shares	136,687,618	135,469,700	1%	134,345,542	133,825,803
Dividends (cents per share)	3.3	2.5		2.0	1.4
Dividend payout ratio	59%	56%		**60%	60%

**In FY23 our Australian income tax rate has increased to 30% (FY22: 25%) due to revenue exceeding \$50m*

***As a percentage of adjusted NPAT*

Balance Sheet

(\$m)	2023	2022	Change
Cash and cash equivalents	10.4	6.6	56%
Trade and other receivables	8.6	6.2	39%
Inventories	16.9	15.6	9%
Other assets	0.6	0.5	21%
Property, plant and equipment	8.2	7.9	3%
PPE lease asset	2.2	0.7	205%
Intangible assets	16.9	17.0	0%
Deferred tax asset	1.7	1.0	68%
Total assets	65.5	55.5	18%
Trade and payables			
- platinum loan provisions	1.5	2.6	(43%)
- other items	7.5	4.7	58%
Debt (short-term)	0.8	1.3	(40%)
Debt (long-term)	1.3	1.5	(12%)
Current lease liabilities	0.6	0.4	64%
Non-current lease liabilities	1.6	0.4	334%
Income tax liability	1.4	0.7	93%
Deferred tax liability	1.3	0.6	112%
Total liabilities	16.0	12.2	31%
Total equity	49.5	43.3	14%

- Net cash position of \$8.3m
- Platinum loans reduced to \$1.5m through purchase of \$0.9m owned inventory asset in 2H
- Inventories balance includes \$6.8m precious metals at cost: \$1.5m on loan and \$5.3m owned
- Change in Australian tax rate from 25% to 30% resulted in increases to deferred tax asset, deferred tax liability and income tax liability

Cash Flow Statements



(\$m)	2023	2022
Net cash inflow from operating activities	8.4	3.1
Net cash (outflow) from investing activities	(0.8)	(1.1)
Net cash inflow/(outflow) from financing activities	(3.8)	(0.7)
Cash at start of period	6.6	5.3
Net increase/(decrease) in cash	3.8	1.3
Cash at end of period	10.4	6.6

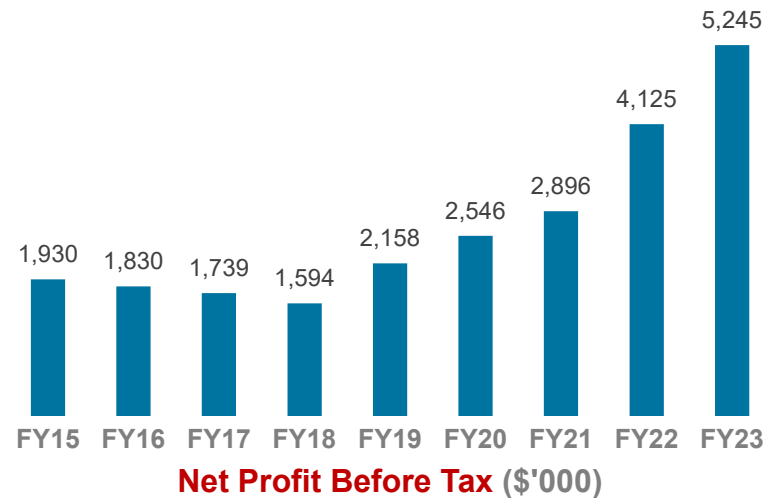
Highlights:

- Improved operating cash flow as working capital requirements stabilise from lithium price increases
- \$2.7m cash paid out for FY22 dividend (FY21: \$2.1m)

Consumables

(\$m)	FY23	FY22	FY21
Sales revenue	16.9	12.1	9.3
Change in % *	40%	30%	5%
NPBT	5.2	4.1	2.9
Change in % *	27%	42%	14%
Margin %	31%	34%	31%

* Compared to immediately prior period



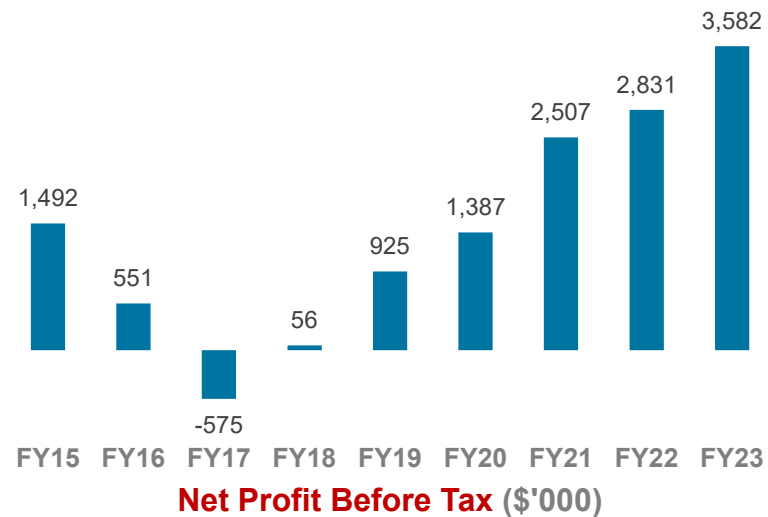
Overview for FY23:

- Revenue up 40% on FY22
- NPBT up 27% on FY22
- Robust demand from the mining sector driven by production and exploration
- Key production input lithium compounds increased in price due to demand from EV sector
- New product line xrTab launched

Precious Metals

(\$m)	FY23	FY22	FY21
Sales revenue	21.7	18.3	14.4
Change in % *	18%	28%	9%
NPBT	3.6	2.8	2.5
Change in % *	27%	13%	81%
Margin %	17%	15%	17%

* Compared to immediately prior period



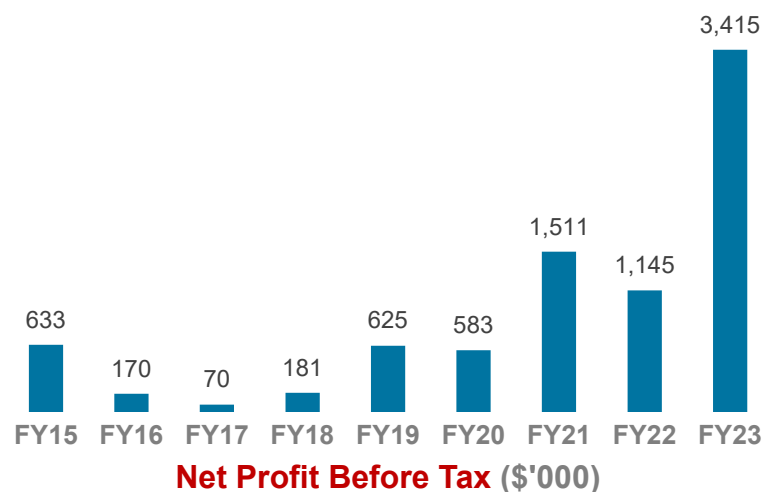
Overview for FY23:

- Revenue up 18% on FY22
- NPBT up 27% on FY22
- Strong demand from mining and industrial markets, for both new product and recycling sales
- Reoccurring orders from mining customers, as increased sample testing requires regular recycling of spent platinum labware products. High machine sales increased new metal sales from product bundling
- Germany office continues growth with revenue of \$7.3m FY23 vs \$5.5m FY22

Capital Equipment

(\$m)	FY23	FY22	FY21
Sales revenue	18.8	10.8	9.6
Change in % *	75%	12%	20%
NPBT	3.4	1.1	1.5
Change in % *	198%	(24%)	159%
Margin %	18%	11%	16%

* Compared to immediately prior period



Overview for FY23:

- Revenue up 75% on FY22
- NPBT up 198% on FY22
- High levels of machines demand from the mining and industrial sectors. Sales growing in numerous markets worldwide
- Order book remains at record levels, with some product lines booked out for production past 1H24
- Orbis Mining contribution of revenue \$6.1m and total NPBT \$1.4m (50% of NPBT allocated to non-controlling interest). Growth expected to continue in FY24 due to strong product reputation

Growth Strategy for FY24



- Ramp-up sales strategy on newly launched xrTGA
- Grow Orbis laboratory crusher sales
- Continuing our expansion in the Precious Metals division
- Continue with geographical expansion initiatives
- New product releases from all divisions
- Continue to pursue M&A opportunities. Our targets are complementary manufacturing companies, in the laboratory supply or precious metals sectors
- Work to improve our scale/market cap and the share price

Corporate Overview

Shareholder Wealth

	EBIT	Earnings Per Share	Dividends Declared Per Share	Share Price	Market Capitalisation
Financial Year	\$	Cents	Cents	\$	\$
2017/18	1,598,268	0.8	0.3	0.16	22,081,257
2018/19	3,249,762	1.6	1.0	0.20	26,765,160
2019/20	4,602,319	2.3	1.4	0.24	32,118,193
2020/21	6,818,111	3.8	2.0	0.47	63,916,519
2021/22	8,259,768	4.5	2.5	0.57	77,458,468
2022/23	11,924,806	5.6	3.3	1.17	160,348,236

Directors

Fred Grimwade – Chairman
 Vance Stazonelli – Managing Director
 David Brown – Non-Executive Director
 David Kiggins – Non-Executive Director

DRP

Please visit www.xrfscientific.com for a copy of the Dividend Reinvestment Plan

Shareholders

Board and Management – 15.0%
 Top 20 – 43.9%

Substantial Shareholders
 D & GD Brown Nominees Pty Ltd – 7.4%
 Michael Karl Korber – 7.9%

Locations

Head Office – Perth
 Manufacturing – Perth and Melbourne
 International Sales/Service – Brussels (Belgium), Karstein (Germany) and Montreal (Canada)

Capital Structure

Ordinary shares on issue: 137,049,775
 Options: Nil

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Contact Information

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