

Presentation of Results for the year ended 31st March 2008

5th June 2008





Cautionary Statement

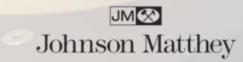
This presentation contains forward looking statements that are subject to risk factors associated with, amongst other things, the economic and business circumstances occurring from time to time in the countries and sectors in which Johnson Matthey operates. It is believed that the expectations reflected in these statements are reasonable but they may be affected by a wide range of variables which could cause actual results to differ materially from those currently anticipated.

Johnson Matthey



Introduction

Neil Carson Chief Executive





Highlights

- Strong growth in sales and operating profit
- Environmental Technologies well ahead. HDD catalyst sales (ex pms) to OEMs of £159m (£54m in 2006/07)
- Acquisition of Argillon increases JM's capabilities in NOx control
- Environmental concerns and high energy prices drive long term growth



Financial Review

John Sheldrick Group Finance Director

Johnson Matthey



Summary Results

Year to 31 st March				
	2008	2007	%	
	£m	£m	change	
Revenue	7,499	6,152	+22	
Sales excluding precious metals	1,750	1,454	+20	
Profit before tax	262.3	226.5	+16	
Total earnings per share	88.5p	96.9p	-9	
Underlying*:				
Profit before tax	265.4	229.3	+16	
Earnings per share	89.5p	82.2p	+9	
Dividend per share	36.6p	33.6р	+9	

* Before amortisation of acquired intangibles and profit on sale of Ceramics Division



Operating Profit / Exchange

	2008 £m	2007 £m	Change %	2007 at 2008 exchange rates £m	Growth at constant rates %
	LIII	LIII	Change %	200	70
Environmental Technologies	147.3*	122.9*	+20	121.9*	+21
Precious Metal Products	102.1	85.3	+20	84.6	+21
Fine Chemicals & Catalysts	67.1	64.2	+5	63.4	+6
Corporate	(19.7)	(17.2)		(17.3)	
Group	296.8	255.2	+16	252.6	+17

* Before amortisation of acquired intangibles



Exchange Rates

\$/£



8

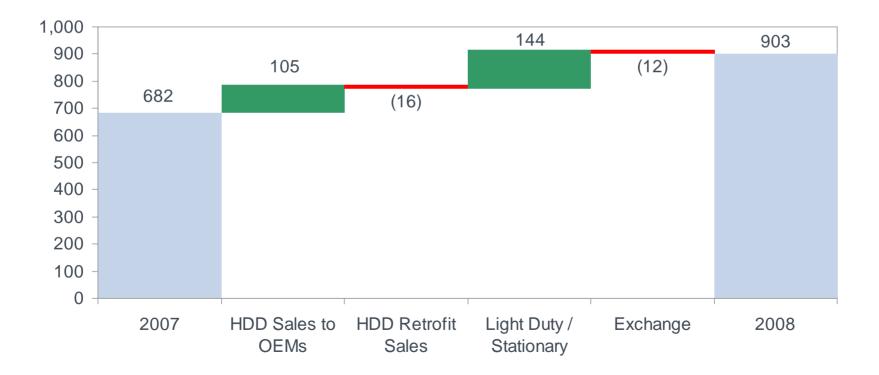


Return on Sales Excluding Precious Metals

	Sales ex pms			R	ROS	
	2008 £m	2007 £m	Growth %	2008 %	2007 %	
Environmental Technologies	1,140	896	+27	12.9	13.7	
Precious Metal Products	307	290	+6	33.2	29.4	
Fine Chemicals & Catalysts	303	268	+13	22.1	24.0	
Group	1,750	1,454	+20	17.0	17.5	



Sales Excluding Precious Metals - ECT





Incremental Costs - ECT

Substrates – a pass through cost for JM

• Flow through £3 to £10



 Filters £80 to £120 – price coming down



Start up / commissioning / freight costs

- > £3m of non-recurring costs expensed in first half
- Second half benefited from elimination of these costs



Argillon

	12 months to 30 th September 2007		31 st	nths to March)08
	€m ¹		Retained business €m	Insulators / Alumina €m²
Sales	160		16	9
EBIT	19		4.1	0.5
EBITDA	26			
Fair value of assets acquired		197	20	

¹ Normalised

² IFRS



Sensitivity to Pgm Prices

- 10% change in the price of our 'basket' of pgms (mainly platinum and palladium) can impact commission / distribution income by approx £3m to £4m pa but volatility also a significant factor
- Pgm Refining and Recycling performed strongly this year. Demand for recycling secondary materials (e.g. spent catalysts, autocatalyst scrap) affected by pgm prices
- High prices help the catalyst businesses where JM has a lead. More efficient catalysts require less pgm – cheaper for the customer
- However high prices also have significant impact on working capital (inventory, receivables). So ROIC is key



Return on Invested Capital (ROIC)

	2008	2007	%	Five Year ROIC Trend
	£m	£m	22 -	
Operating profit*	297	255	20 -	Target
Average invested capital:			18 -	
Equity	1,119	1,061	16 -	
Net debt	488	388	14 -	
Total Investment	1,607	1,450	12 -	
Pre-tax ROIC	18.5%	17.6%	10 -	Cost of Capital

* Before amortisation of acquired intangibles



Interest and Taxation

	2008 £m	2007 £m
Net finance costs (interest)	(30.3)	(26.8)
Income tax expense	(77.2)	(64.7)
Tax rate (tax / profit before tax)	29.4%	28.6%



Net Cash Flow

	2008	2007
	£m	£m
Operating profit	294	252
Depreciation and amortisation	82	78
Tax paid	(72)	(81)
Working capital / other	(93)	(90)
Cash flow from operations	211	159
Interest / dividends	(102)	(92)
Net capital investment	(144)	(122)
Acquisitions / disposals	(160)	119
Shares (bought) / issued	(45)	(50)
Net cash flow	(239)	14



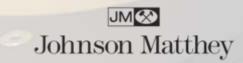
Capital

	31 st March 08 £m	31 st March 07 £m
Net debt	610	365
Equity	1,160	1,078
Capital employed	1,770	1,443
Gearing (net debt / equity)	53%	34%



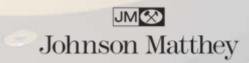
Operating Review

Neil Carson Chief Executive





Environmental Technologies Division

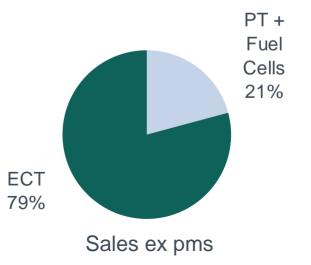




Environmental Technologies Division

£m	2008	2007	%
Revenue	2,290	1,864	+23
Sales excluding precious metals	1,140	896	+27
Operating profit	147.3	122.9	+20

- Emission Control Technologies sales excluding precious metals up 32%
 - Good growth in HDD, diesel particulate filters and in Asia
- Process Technologies + Fuel Cells sales (ex pms) up 10%





Estimated Light Vehicle Sales and Production

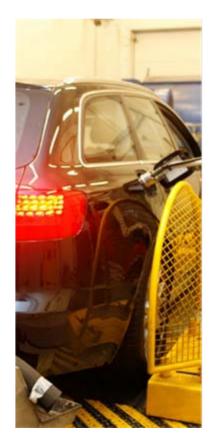
	Year to 31 st March			
		2008 millions	2007 millions	Change %
North America	Sales	19.6	20.4	-3.9
North America	Production	14.7	15.0	-2.0
Total Europa	Sales	22.4	21.4	+4.7
Total Europe	Production	22.3	21.2	+5.2
Asia	Sales	17.9	16.4	+9.1
ASId	Production	27.0	24.9	+8.4
Global	Sales	70.0	67.0	+4.5
Ciobal	Production	70.4	66.6	+5.7



Emission Control Technologies Light Duty

- Diesel cars now 53% of Western European car market
- In 2007/08, just under 4 million of 8 million diesel cars sold were fitted with DPFs ahead of legislation
- New DPF facility completed at Royston doubles our capacity
- High price of platinum encouraging increased use of palladium
- Other precious metals have been tried (Au, Ag) in combination with pgms but durability a big hurdle







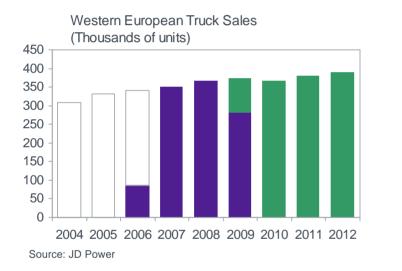
Emission Control Technologies Light Duty

- Sales of autocatalysts in Asia continue to grow strongly
- New factories opened in South Korea and the Russian Federation
- Further capacity being added in China, Japan and India
- US vehicle market down but our North American profits up on strong sales of both light and heavy duty diesel catalysts

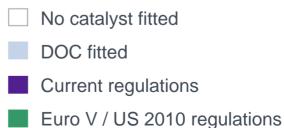




Emission Control Technologies Heavy Duty Diesel









Emission Control Technologies Heavy Duty Diesel

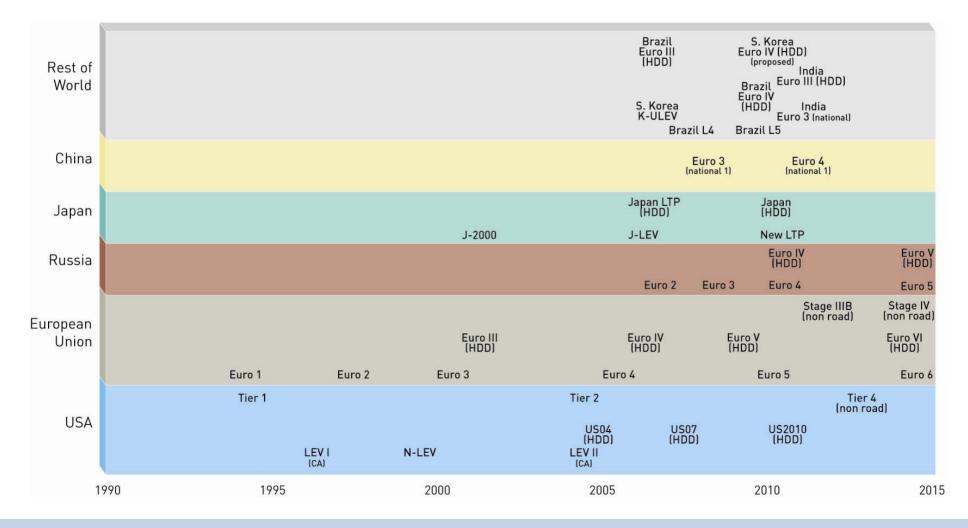
- Sales to OEMs £159 million
- Market size US \$700 million (ex pms) by end of 2008
- 2010 legislation in US requires more catalysts per vehicle (DOCs + filters + SCR)
- New factories in Macedonia and Western Pennsylvania operational in 2009
- Projected market size US \$3 billion in sales (ex pms) by end 2014





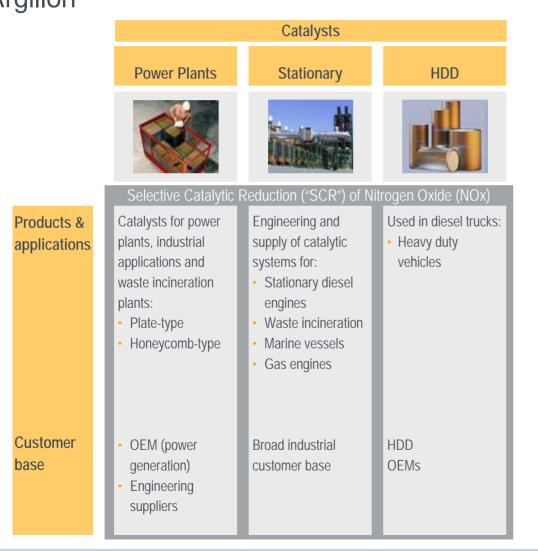


Emission Control Technologies Legislation Timeline





Emission Control Technologies



Assets he	ld for sale
Insulators	Alumina
Porcelain/composite insulators for substations and power transmission and distribution (PTD)	Alumina based: • Tubes • Housings used in circuit breakers/ transmitters in the semiconductor and PTD industries
OEMsPTD providersRail companies	Global PTD suppliers



ECT – Medium Term Growth Drivers

• 2008/09

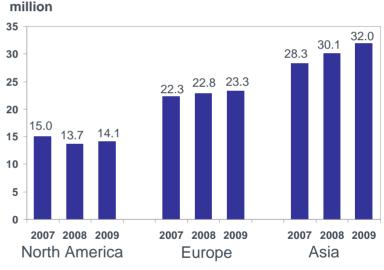
Increasing sales in Asia; growth in diesel particulate filters; US truck sales grow in final quarter; lower costs

• 2009/10

Continued growth in filters and Asia; strong year for US truck sales; HDD in Asia

• 2010/11 Full fitment o

Full fitment of diesel particulate filters; 2010 US HDD legislation; start of non road

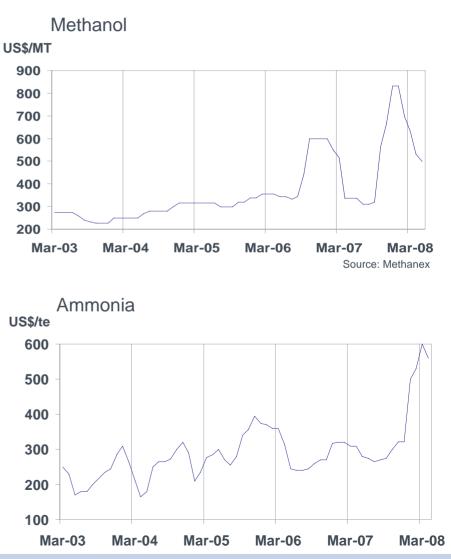


Light Duty Vehicle Production Forecasts

Source: Global Insight (April 2008)

Process Technologies Methanol and Ammonia

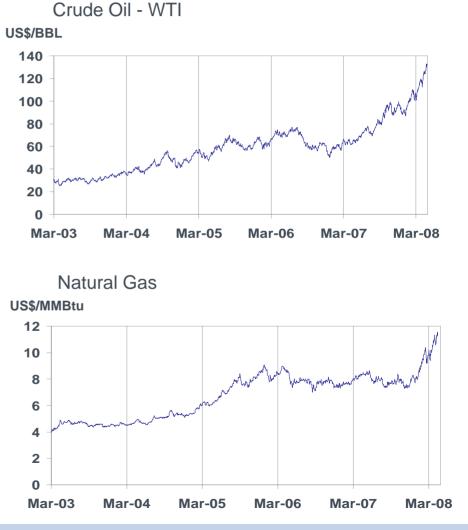
- Sales up 10%
- High methanol prices stimulate increased production capacity
- Significant project activity continues in China
- China using methanol as a fuel as well as petrochemical feedstock
- Ammonia demand driven by growing agricultural industry





Process Technologies

- Oil price reaches \$135 per barrel
- Sourer crude being processed
- Increased demand for hydrogen catalysts
- Increased demand for purification materials and diagnostic services
- High oil price drives growth in gas and coal to products



Process Technologies Davy Process Technology

- Davy Process Technology (DPT) sees continued strong demand
- Two major DPT oxo alcohol projects licensed in China and India in first half of 2007/08
- First choline chloride plant to be built in Thailand utilises JM proprietary technology
- New coal to methanol plant in USA
- Three further licences signed in recent months for plants in China





Courtesy of Oman Methanol Company LLC



Fuel Cells

- Niche applications coming to market
- DMFC Recreational vehicles
 - Fork lift trucks
- PAFC Natural gas powered fuel cells for commercial buildings





Fuel Cells

Longer term applications

- PEM Car companies currently launching test fleets
 Growing interest in fuel cell / battery hybrids for zero emission urban use
- Outlook for JM MEA sales in all three technologies is encouraging. We expect good sales growth over next few years







Precious Metal Products Division





Precious Metals Products Division

£m	2008	2007	%
Revenue	4,688	3,824	+23
Sales excluding precious metals	307	290	+6
Operating profit	102.1	85.3	+20

- Good growth in sales and profits
- Favourable trading conditions in the pgms
- Strong performance from manufacturing businesses



Precious Metals Products Division Metal Prices

- Pt demand up 9% in 2007. Growth in autocatalyst, industrial and investment. Supply down with lower South African output. Average price in 2007/08 \$1,474 up 24%
- Pd demand up 4%. Autocatalyst, electronics and investment all ahead. Supply up with additional Russian sales. Average price in 2007/08 \$381 up 13%

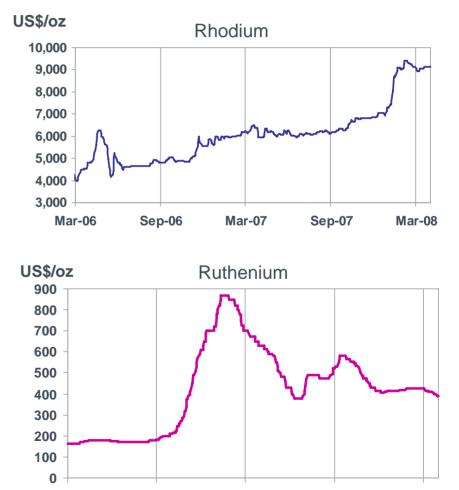


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Precious Metals Products Division Metal Prices

 Rh demand up on increased autocatalyst and chemical consumption. Supply only slightly up. Rh remained in deficit for fourth successive year. Average price in 2007/08 \$6,753 up 31%

 Ru demand lower in 2007. Price spiked in 2006 but returned to more normal levels in 2007. Average price in 2007/08 \$491 up 37%



Mar-07

Sep-07

Mar-06

Sep-06

Mar-08



Precious Metal Products Division Manufacturing Businesses

- Noble Metals businesses well ahead with strong sales of catalyst gauzes for nitric acid production
- Market for N₂O abatement catalysts continues to develop
- Strong year for Pgm Refining and Recycling
- Colour Technologies sees good growth in obscuration enamels for auto glass
- Small gold refinery in Hong Kong sold in May 2007











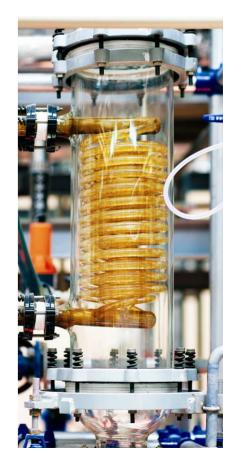
£m	2008	2007	%
Revenue	521	463	+13
Sales excluding precious metals	303	268	+13
Operating profit	67.1	64.2	+5

- Sales growth boosted by higher raw material prices, especially nickel
- Operating profit up 6% at constant currency rates

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- Catalysts and Chemicals business achieved good growth in China and India
- Good growth in catalyst sales for pharmaceuticals, speciality chemicals and edible oils
- Increasing sales of specialist opiates at Macfarlan Smith
- Pharmaceutical Materials in US achieved steady growth
- Research Chemicals well ahead







- Integration of division has gone well
- New facility in China for pgm chemicals and catalysts
- Investment in new catalyst manufacturing capacity in China, India and Germany
- Sales of APIs to generic pharmaceutical companies expected to grow at 6% pa
- Future investment planned in Asia for APIs and Research Chemicals







Outlook Divisions

- Emission Control Technologies should continue to deliver double digit growth in operating profit
- High energy prices and energy security concerns will continue to drive growth in Process Technologies
- Precious Metal Products will continue to benefit from favourable conditions in pgm markets
- Growth in Fine Chemicals & Catalysts should be similar to 2007/08



Outlook Group

- First quarter started strongly
- We expect another year of good growth in 2008/09
- Medium term outlook remains very good driven by tightening environmental legislation, high energy prices and the need to make more efficient use of scarce resources

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