

Fact Sheet

Halma p.l.c.

Misbourne Court
Rectory Way
Amersham
Bucks HP7 0DE
UK

Listing: London Stock Exchange
Ticker symbol: HLMA
Sector: Electronic and Electrical Equipment

US ADRs: OTC
Symbol: HLMLY

Halma Management

Chairman: Geoff Unwin
Chief Executive: Andrew Williams
Finance Director: Kevin Thompson

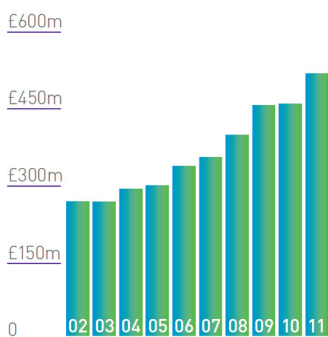
Advisers

Corporate brokers: JP Morgan Cazenove
Edmund Byers
Tel: +44 (0)20 7588 2828

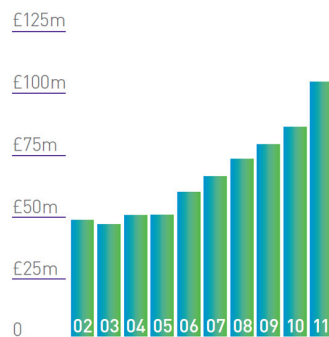
Tel: +44 (0)1494 721111
Web: www.halma.com
Email: investor.relations@halma.com

Financial PR: MHP Communications
Rachel Hirst / Andrew Jaques
Tel: +44 (0)20 3128 8100

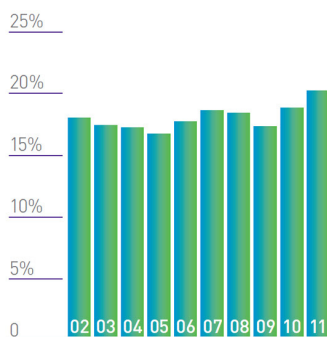
Revenue



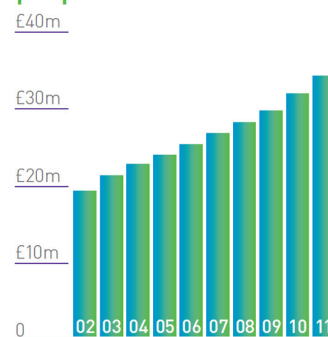
Adjusted profit before taxation¹



Return on Sales¹



Dividend paid and proposed



¹ See Financial Highlights in the Annual Report and Accounts

Business description

Halma's business is about protecting lives and improving the quality of life for people worldwide.

We are an international group with businesses in 23 countries and major operations in Europe, the USA and Asia. Our businesses are highly cash generative and able to deliver world class returns on a sustainable basis.

Investment proposition

Strong organic growth momentum

- 5 year average organic growth rate of 8%+
- R&D spend 5% of revenue
- Asia markets expanding fast
- Rapid growth in Health and Analysis sector

Defensive qualities

- record profits through recession
- high return on capital
- Return on sales >16% for 25+ years
- ≥5% dividend growth for 30+ years

Resources to acquire

- regular acquirer (and seller) of businesses
- target existing Halma markets
- typical deal size <£100m
- very strong balance sheet
- cash resources readily available

Strategy

We aim to achieve high returns on invested capital and create sustained shareholder value.

We achieve sustainable competitive advantage by operating in relatively non-cyclical, specialised global markets. Our chosen markets have significant barriers to entry for competitors, are underpinned by resilient growth drivers and must offer the potential for high returns and strong long-term growth.

Global Niche Markets

We choose to operate in specialist markets where technology and application know-how provide the opportunity to generate sustainable high returns and strong competitive advantage. In addition we aim to acquire companies and intellectual assets that enhance our existing activities.

Long-term Market Growth Drivers

Demand in each of our markets is driven by one or more of the following:

- Increasing demand for energy and water
- Increasing urbanisation of population
- Increasing demand for healthcare
- Increasing health and safety regulation

Diverse markets

We sell to over 150 countries with our largest customer representing less than 3% of Group revenue.

Our Businesses

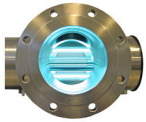
We have three major Business Sectors, each with four sub-sectors operating in market niches which offer long-term growth and sustainable high returns.

Health and Analysis

Improving public and personal health; protecting the environment.

Revenue £218m 42% of Group
Profit¹ £46m 42% of Group

Sub-sectors



Water

Products to detect leaks in water pipes. UV technology for disinfecting water and water quality test kits.



Photonics

Opto-electronic technology for scientific, medical, environmental and other applications.



Health Optics

Devices used to assess eye health, diagnose disease, assist with eye surgery and general medical applications.



Fluid Technology

Critical components such as flow controllers, pumps, probes, valves, connectors and tubing used by scientific, environmental and medical diagnostic OEMs.

Infrastructure Sensors

Detecting hazards and protecting assets and people in buildings.

Revenue £197m 38% of Group
Profit¹ £39m 36% of Group



Fire Detection

Fire and smoke detectors and audible/visual warning devices.



Security Sensors

Security sensors and signals used in public and commercial property.



Automatic Door Sensors

Sensors used on automatic doors in commercial buildings, industrial sites and transportation.



Elevator Safety

Elevator/lift door safety sensors, emergency communication devices, displays and control panels for elevators.

Industrial Safety

Protecting assets and people at work.

Revenue £103m 20% of Group
Profit¹ £25m 22% of Group



Gas Detection

Portable instruments and fixed systems which detect flammable and hazardous gases.



Bursting Disks

'One time use' pressure relief devices to protect large vessels and pipework in process industries.



Safety Interlocks

Specialised mechanical, electrical and electromechanical locks which ensure that critical processes operate safely.



Asset Monitoring

Products for monitoring physical assets under water using sensors and communications technologies.

Sector revenue by region (2010/11)

Health and Analysis



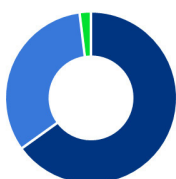
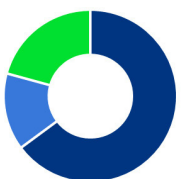
Infrastructure Sensors



Industrial Safety



Sector revenue by end market (2010/11)



¹ See note 1 to the Annual Report and Accounts