ALS OPEN DAY – Investors & Analysts

GROUP OVERVIEW

24 September 2013
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• Due care and attention should be undertaken when considering and analysing the financial performance of the Company.

• All references to dollars are to Australian currency unless otherwise stated.
Revenue Strategy – including prorate Reservoir Group & EarthData in FY2013

FY2003 - $116mn

FY2008 - $472mn

FY2013 - $1,550mn

by Region

- Australasia
- North America
- Asia
- South America
- Africa
- Europe

by Division

- Minerals
- Life Sciences
- Energy
- Industrial

FY2003 - $116mn

FY2008 - $472mn

FY2013 - $1,550mn
Strategy – Revenue Diversification and Growth (in USD$)

Revenue per Half Year (USD$ million)

Life Sciences  |  Energy  |  Industrial  |  Minerals

Forecast for Sep 13 half year
What makes us different

- **Assets**
  - State of the art laboratories
  - High end technical services
  - Unique service offerings

- **Operating Model**
  - Hub and spoke
  - Centres of Excellence
  - Systems and standards
  - “Decentralised” laboratory vs. many laboratories

- **People**
  - Training
  - Passion
  - Culture
  - Loyalty
  - Communication

- **Strategy**
  - Long-term horizon
  - Focus
  - Execution

- **Disciplined investment model**
What makes us different

- Management Information Systems (MIS)
  - LIMS
  - GEMS – Geochemical
  - Coal8 – Coal
  - EnviroLIMS – Environmental
  - SAM – Tribology
  - ELMS – Food
  - OSPrey – Asset Care
- Webview – Management Interface
- WebTrieve™
- Other Portals
  - iLEAD – training
  - EPC – succession planning
  - Compliance
  - Financial – TM1
  - CAPEX
  - Safety Tracking
  - Human Resources
  - Business stream Sharepoint sites
  - Support group Sharepoint sites