



### **Orbital Corporation Ltd**

23rd Annual General Meeting

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Email: info@orbitalcorp.com.au

#### Agenda

- Introduction by Chairman
- Chief Executive Officer's Address
- Formal Business
- Questions and Answers





Chairman's Address

Email: info@orbitalcorp.com.au

# Financial Summary

FY11 Financial summary: A\$'000		FY11	FY10
Alternative Fuels	Revenue	5,847	6,203
	Contribution	(757)	(1,727)
Consulting Services	Revenue	9,492	9,621
•	Contribution	161	1,031
Licences and royalties	Revenue	1,081	1,199
	Contribution	610	732
Total Revenue		16,420	17,023
Total Contribution		14	36
Synerject - equity accounted p	rofit	3,233	1,874
Other unallocated income		959	644
Other unallocated expenses	( 4,305)	(5,013)	
Gain on sale of property	4,237	-	
Government grant on restructu	-	7,695	
Write-off capitalised developme	( 1,065)		
Provision for slow moving inve	( 942)		
Business development costs		( 205)	( 595)
Finance costs (net)		( 353)	( 513)
Profit before tax	1,573	4,128	
Taxation	190	388	
Statutory Profit after tax	1,763	4,516	
Underlying Profit		155	( 2,308)



# **Cash Flow**

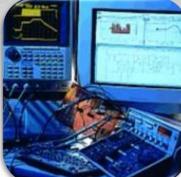
Cash Flow A\$'000	FY11	FY10
Operating cash flow	(1,792)	(5,049)
Synerject dividend	1,208	677
	(584)	(4,372)
Sale of Balcatta property	8,557	0
Acquisition of Sprint Gas	(1,780)	0
Other Capex and Development costs	(1,074)	(2,478)
Financing cash flow	(1,848)	336
Movement in Cash/Term Deposits	3,271	(6,514)











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# Orbital - The Original Concept....Derivatives

The Origins

Skills

Today's Products

Future Products

Alternative Fuel Systems for:









Orbital Engine (circa 1970 to 1982)

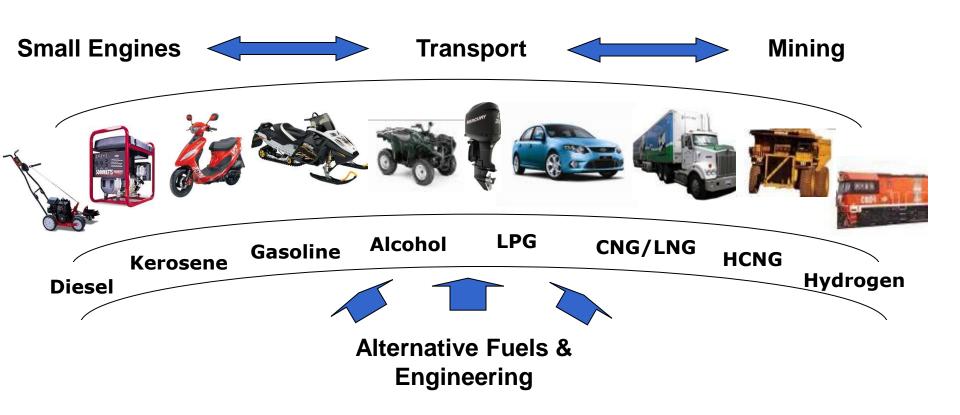


**Systems** 

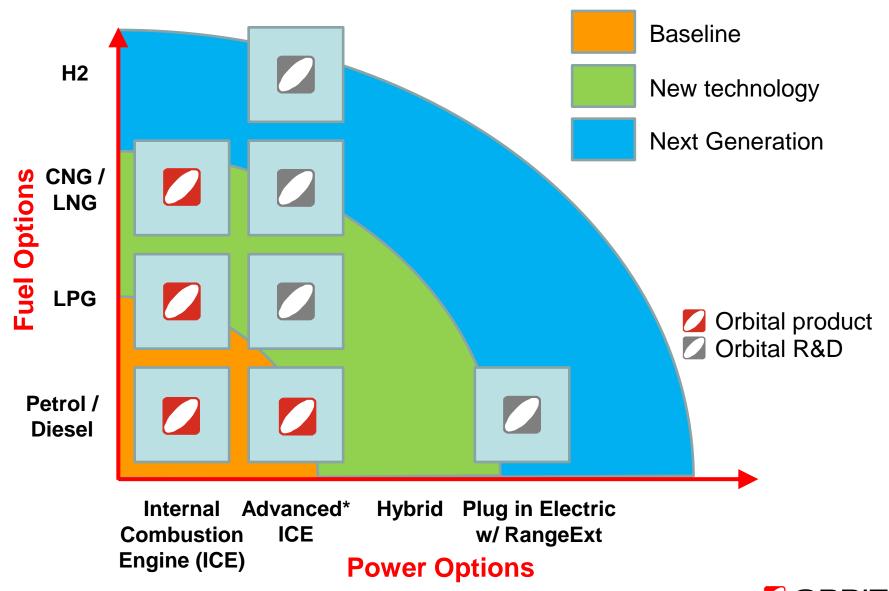


#### **Orbital's Vision**

# " Leader in Specialised Engine and Vehicle Systems"



# Global Engine Roadmap - Technology Options



# **Year in Brief – Key Points**

- PROFIT Full Year underlying profit
- GROWTH Synerject growth US\$120.8 million Revenue in FY 2011
- EFFICIENCY Continuous improvement Efficiency gains
- CASH Sale of Land and Buildings
- FORD Launch of Ford "EcoLPi" Falcon vehicles
- ALTERNATIVE FUELS Actively pursuing Business Strategy
  - Global Alternative Fuels market continues to grow
  - Cultivating business alignments in the industry
  - Continuing customer development
- SPRINT GAS Purchase of Sprint Gas Australia
- NYSE AMEX Listing
- AVIATION UAS (Unmanned Aircraft Systems) niche market





8%

\$'m sales

Pro-rata Consolidated Sales

#### Alternative Fuels – Year in brief











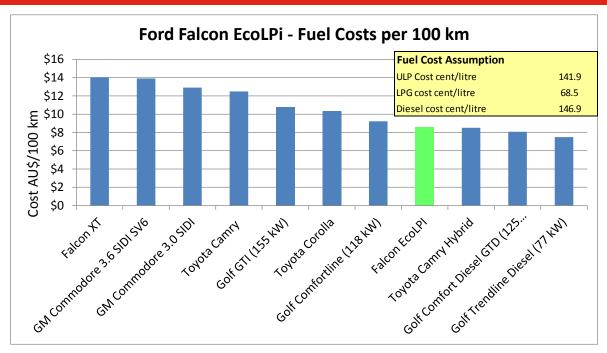




- Alternative Fuels generated revenue of \$5.8m compared with \$6.2m in the previous year
- Key Activities:
  - Ford release of EcoLPi Ford Falcon vehicles using Orbital's Liquid LPG
  - Acquisition of Sprint Gas Australia
  - Developed Liquid LPG aftermarket kits for 50 popular vehicle models



# Ford "EcoLPi" – Liquid LPG





Source: http://www.greenvehicleguide.gov.au/GVGPublicUI/home.aspx

#### LPG Vehicle Scheme - \$2,000 rebate on OE LPG \*

Source: http://www.ausindustry.gov.au/Energyandfuels/LPGVehicleScheme/Pages/home.aspx

#### Liquid LPG; CO2 improvement

- 17% vs previous Ford EGAS BA Falcon
- 14% vs current model ULP XT Falcon

3	Power (kW) Torque (Nm)		
EcoLPi Falcon XT	198	409	
Falcon XT (91 RON ULP	195	391	
Falcon EGAS	156	371	

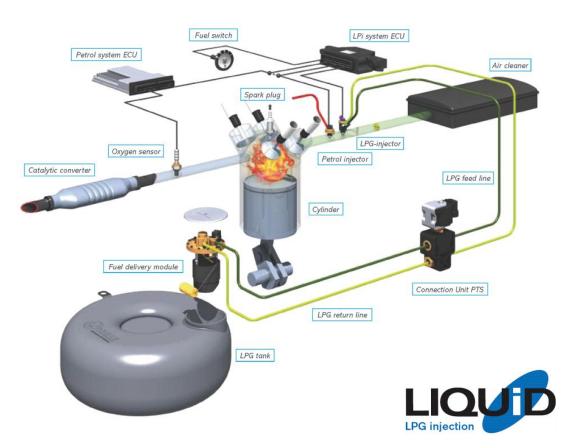
Source: http://www.goauto.com.au/mellor/mellor.nsf/story2/35AB46AFF4F41910CA2578D200188ED4



# **Liquid LPG Applications**



Product covers OE, After-OE and Aftermarket applications – Same base technology



Ford

OE



Dedicated

After OE



Ri-Fire

Aftermarket

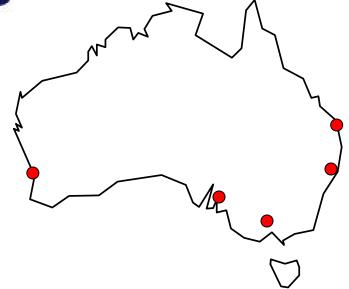


**Bi-Fuel** 

# Sprint Gas Australia (SGA)



- Acquired 55% share on 28<sup>th</sup> May 2011 for \$2m with option to acquire 100% over time
- Full year contribution in FY12
- LPG conversion kits and components in the Australian LPG aftermarket
- One of the largest distributors in the Australian LPG aftermarket with sales of more than \$7m in the year ended 30 June 2011
- 30 years' experience in the LPG systems supply business
- Strategic Fit Liquid LPG Sales channel



Sprint GasDistribution Centres





# Synerject – Year in brief



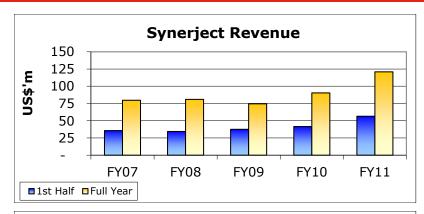


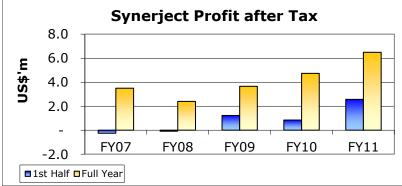


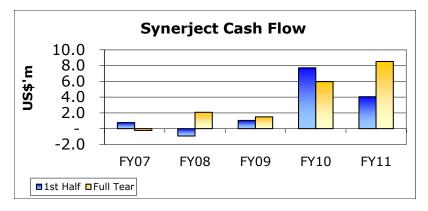
- Revenue of US\$120.8m compared to US\$90.4m in the previous year
- Largest independent Engine Management System (EMS) supplier to global non-auto market
  - Born in Balcatta
  - Model for Growth
- New products launched, supporting growth
- Taiwan strong market for Synerject driven by the stringent emission standards.



### Synerject – Year in brief







- 34% sales growth, notwithstanding that many of Synerject's markets are still challenged by the aftermath of the global financial crisis.
- Introduced efficiencies and improved EBIT margins.
- 37% increase in NPAT
- 43% increase in cashflow
- Regular returns to parents





14%

\$'m sales

Pro-rata Consolidated Sales

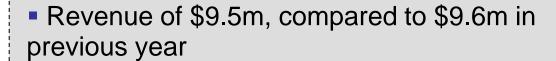
# **Consulting Services – Year in brief**







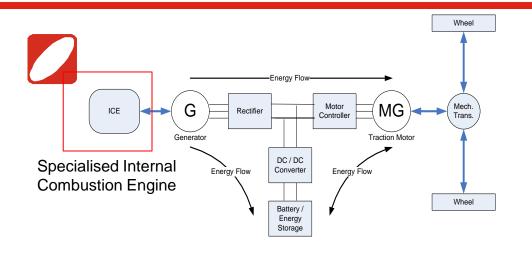




- Key Activities:
  - Mitchell Corp (now Toll Resources) Dual Fuel LNG Program
  - UAS (Unmanned Aircraft Systems) FlexDI<sup>TM</sup> engine development
  - Changan FlexDI<sup>TM</sup> demonstrator vehicle program achieved benchmark fuel economy
  - Support for Liquid LPG OE and aftermarket product development and application
  - Continued high demand for Orbital's Heavy Duty Test Facility
  - R&D and Engineering Services for the Orbital Group

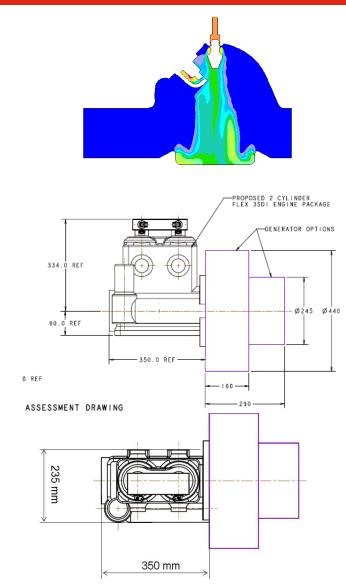


# R&D: Range Extender for Electric Vehicle



### Concept:

- Small FlexDI<sup>TM</sup> engine to extend range of plug-in Electric Vehicle
- Engine <25kW</li>
- Engine optimised at operating point for fuel consumption and emissions







# Intellectual Property – Year in brief



Pro-rata Consolidated Sales



- Revenue \$1.1m compared to \$1.2m in previous year
- North American marine market stabilising, however still well down on pre global financial crisis market and reliant on discretionary income

#### Outlook

- Existing Businesses
  - Automotive LPG
    - Ford success
    - Integration of Sprint Gas
  - LNG Heavy Duty
    - Toll Resources Fleet Test
  - UAS
    - Engineering programs in place
- New Business Generation
  - Partnership discussions in Alternative Fuel EMS
    - India EMS
    - China EMS







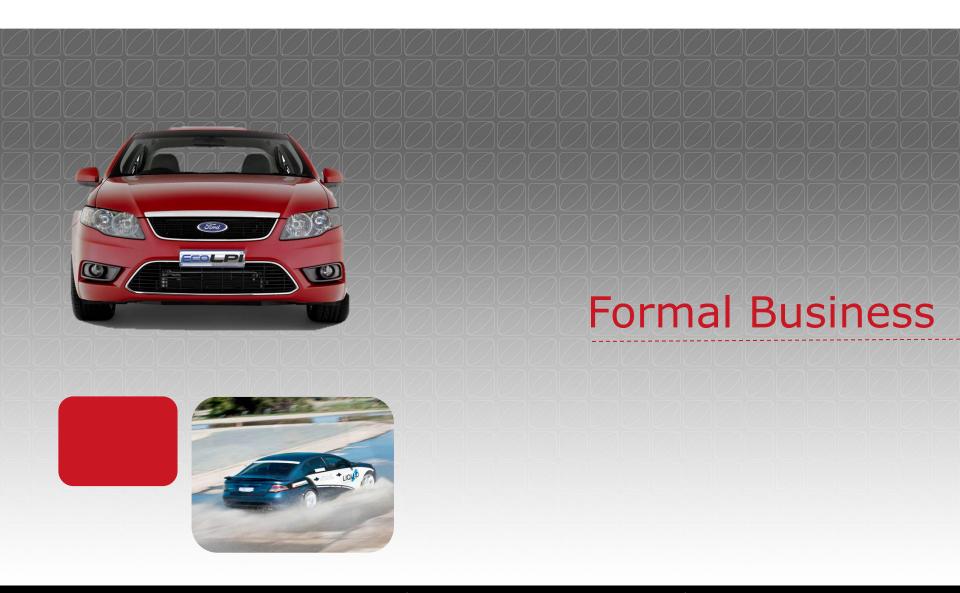


# Delivering on the Strategy

- Markets
- Products
- Skill base and facilities
- Partners or acquisitions (speed to market)
- Funding







# **Item 2 – Financial Reports**

 To receive and consider the financial statements for the year ending 30 June 2011 together with the Director's Report and the Auditor's Report

# Item 3 – Remuneration Report

 That the Remuneration Report for the financial year ended 30 June 2011 is adopted

#### Item 4 – Re-election of Director

 That Dr M T Jones who retires by rotation in accordance with Article 9.3 of the Company's Constitution and, being eligible, offers himself for re-election, be elected as a Director of the Company

# Item 5 – Long Term Share Plan – T. Stinson

 That approval is given for all purposes (including ASX Listing Rule 10.14 and exception 9 to ASX Listing Rule 7.2) for the issue of up to 866,250 fully paid ordinary shares in the Company, directly or indirectly, to Mr T D Stinson under the Company's Executive Long Term Share Plan.









