



Investor Briefing

Singapore & United Kingdom
April 2013

Greg Kilmister - CEO



RIGHT SOLUTIONS | RIGHT PARTNER

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- All references to dollars are to Australian currency unless otherwise stated.

ALS Company History



Soap & Chemical
Company Established



Listed on ASX

Modern Era

1863

1952

2013



ALS Limited – Today

- Market Capitalization AUD\$3.5 billion
- Fourth largest public listed TIC company in the world
- ASX 100 participant (Sept 2011)
- Annual Revenues +AUD\$1.4 billion
- 12,000 Staff
- Operations in 56 countries on 6 continents
- Conservative Funding – 28% gearing
- Commitment to technical excellence

Last Financial Release – September 2012 Half Year



half year	H1 FY12 (AUD\$m)	H2 FY12 (AUD\$m)	H1 FY13 (AUD\$m)
Revenue	667.5	738.1	813.6
EBITDA ¹	172.0	201.8	227.5
EBITDA ^{1,2} from continuing operations	168.3	196.6	223.4
Gain on sale of discontinued operations	-	-	5.8
Impairment	-	-	(6.1)
EBIT ¹	150.1	177.5	200.5
NPAT	102.3	120.1	135.5
EPS (basic – cents per share)	30.3	35.6	39.8
Dividend (cents per share)	19	26	21

¹ Excludes gain on sale of discontinued operations and impairment loss

² EBITDA from continuing operations post the sale of the Chemical Division (Deltrex and Panamex)

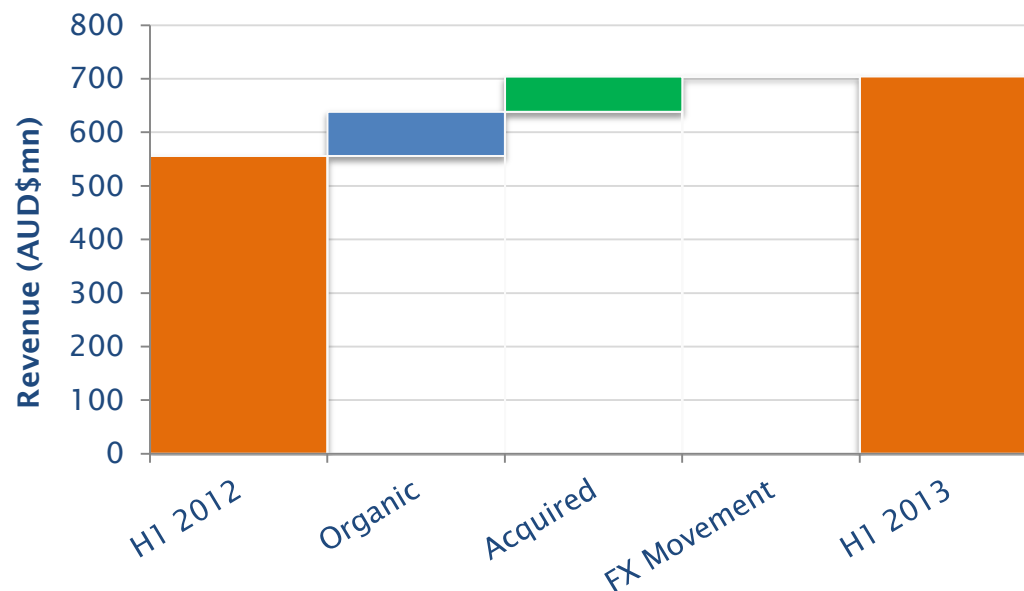
Revenue Growth



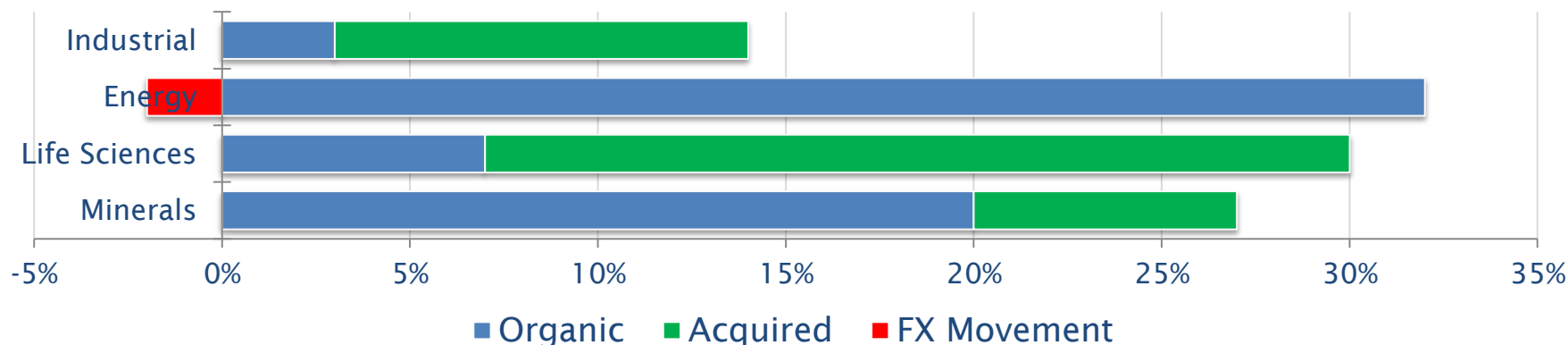
ALS (laboratories) Revenue Growth

- Organic Growth 15%
- Acquired Growth 12%
- Currency Impact 0%

Reported Growth 27%



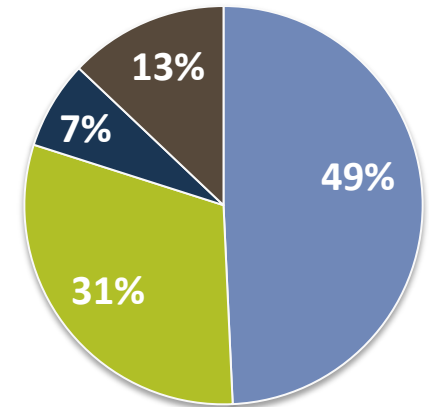
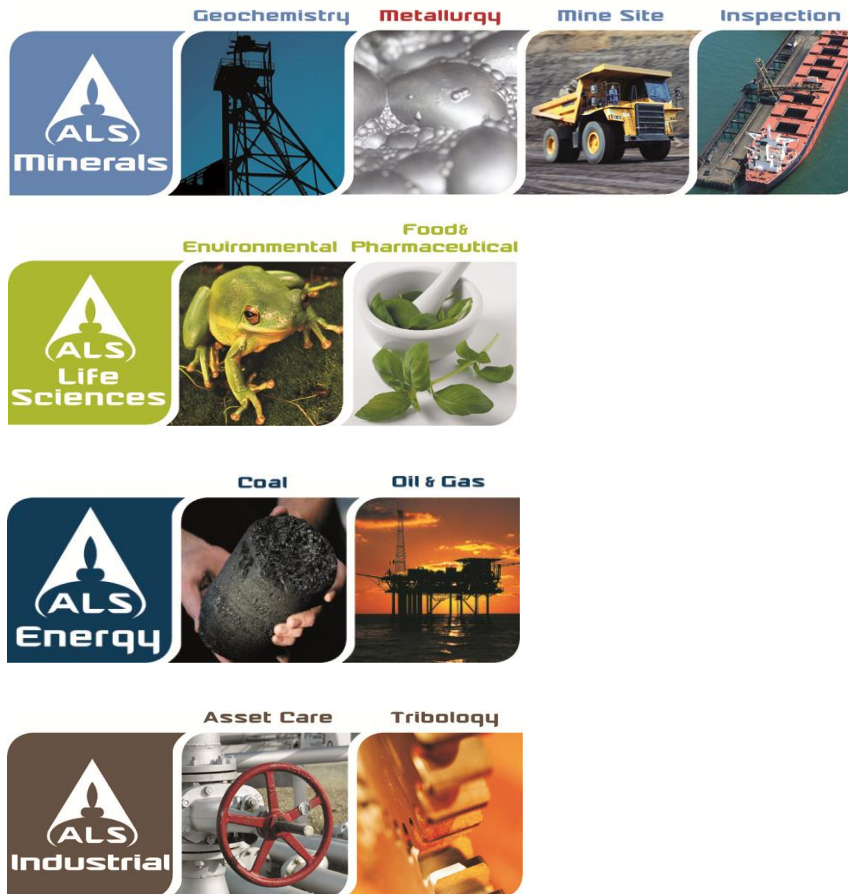
Revenue Growth H1 2013 Vs H1 2012



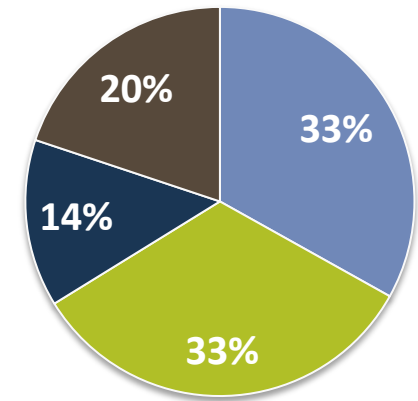
ALS Divisional Structure



- Four Global Divisions
- Ten Business Streams



Revenue 2012 – AUD\$1.2 billion



Revenue 2017 – AUD\$2.0 billion

Global Diversification & Technical Leadership



>12,000
staff

>\$1.3 billion
revenue



56
countries

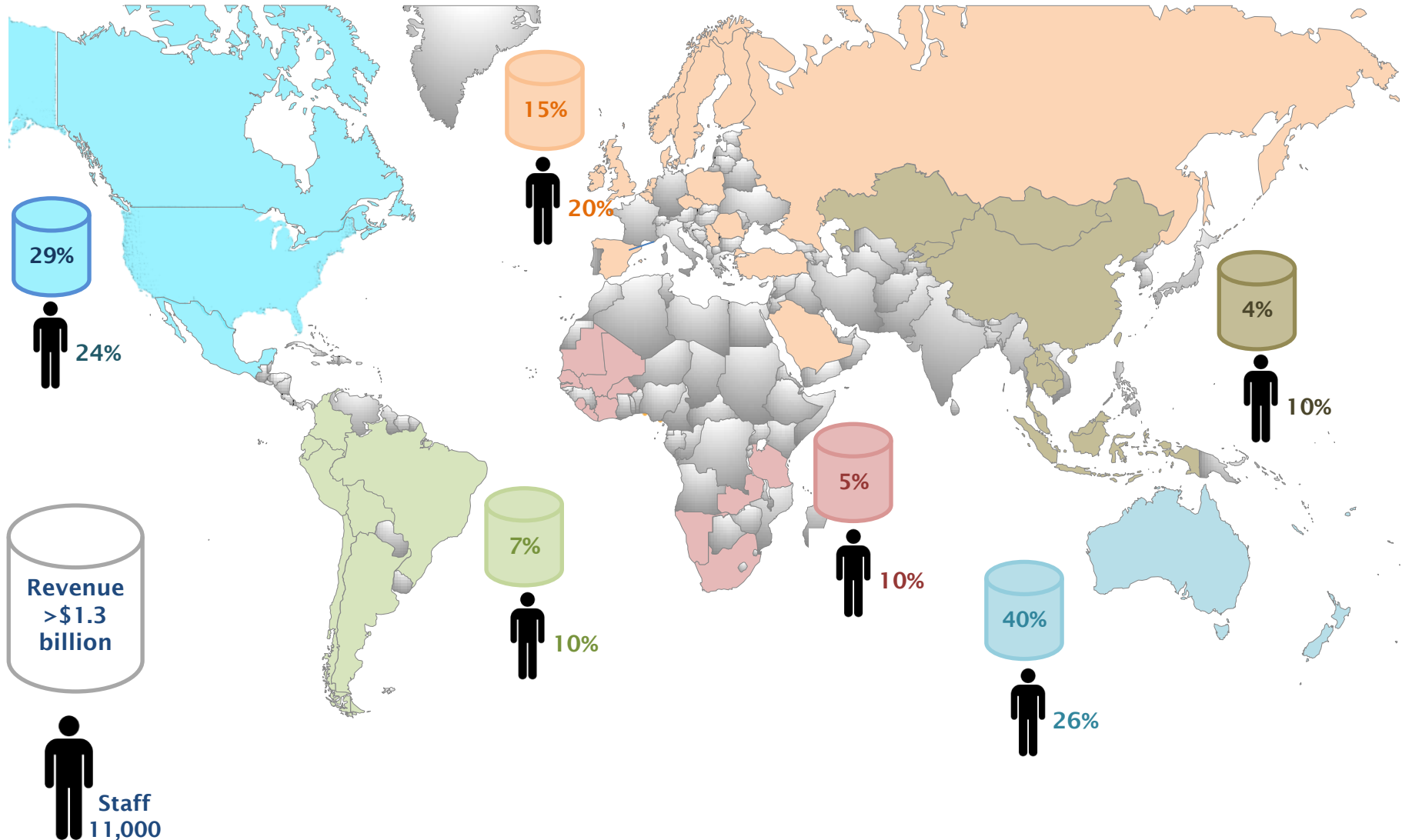
+20 million
samples/year

>300
laboratories

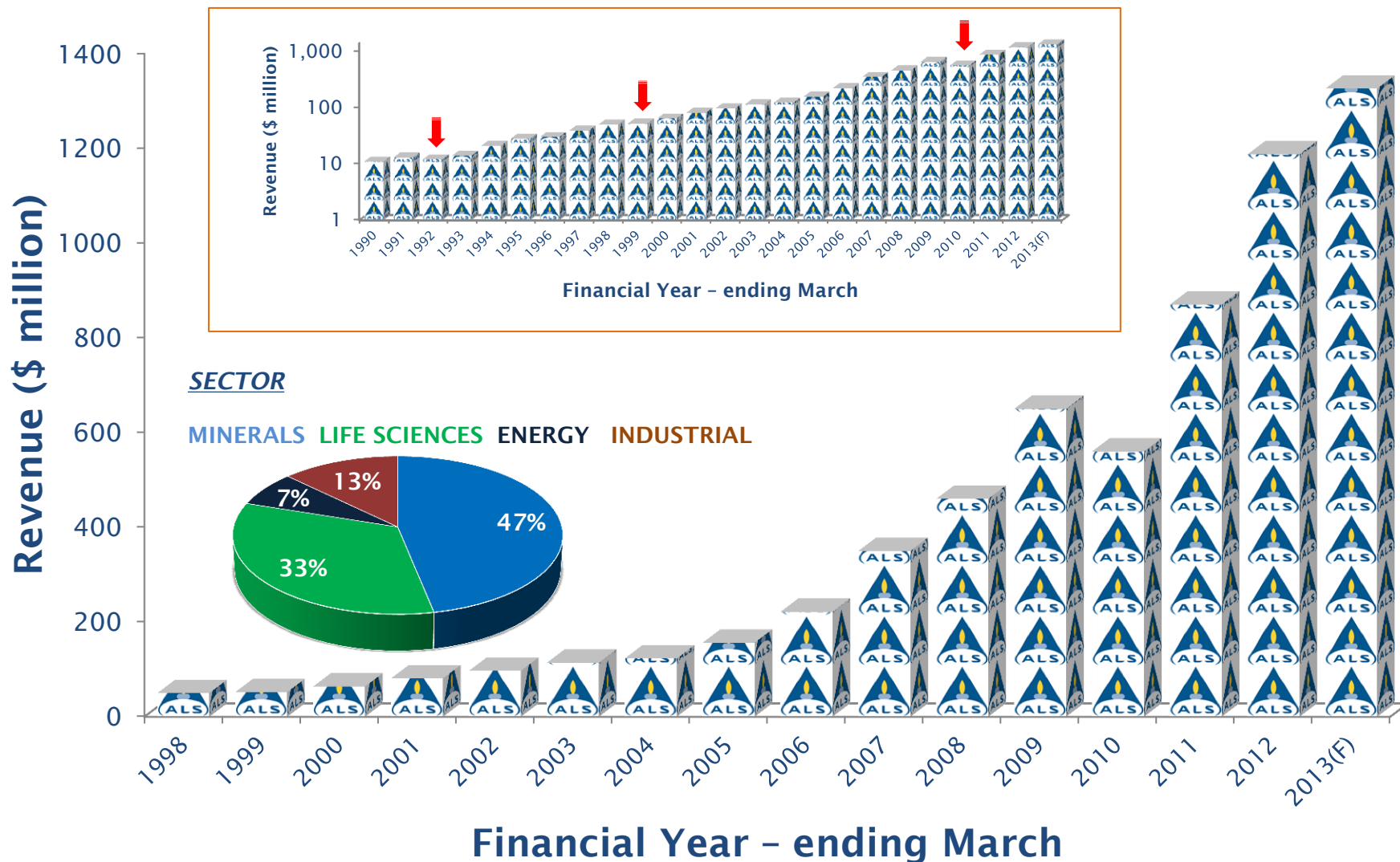
9
service lines



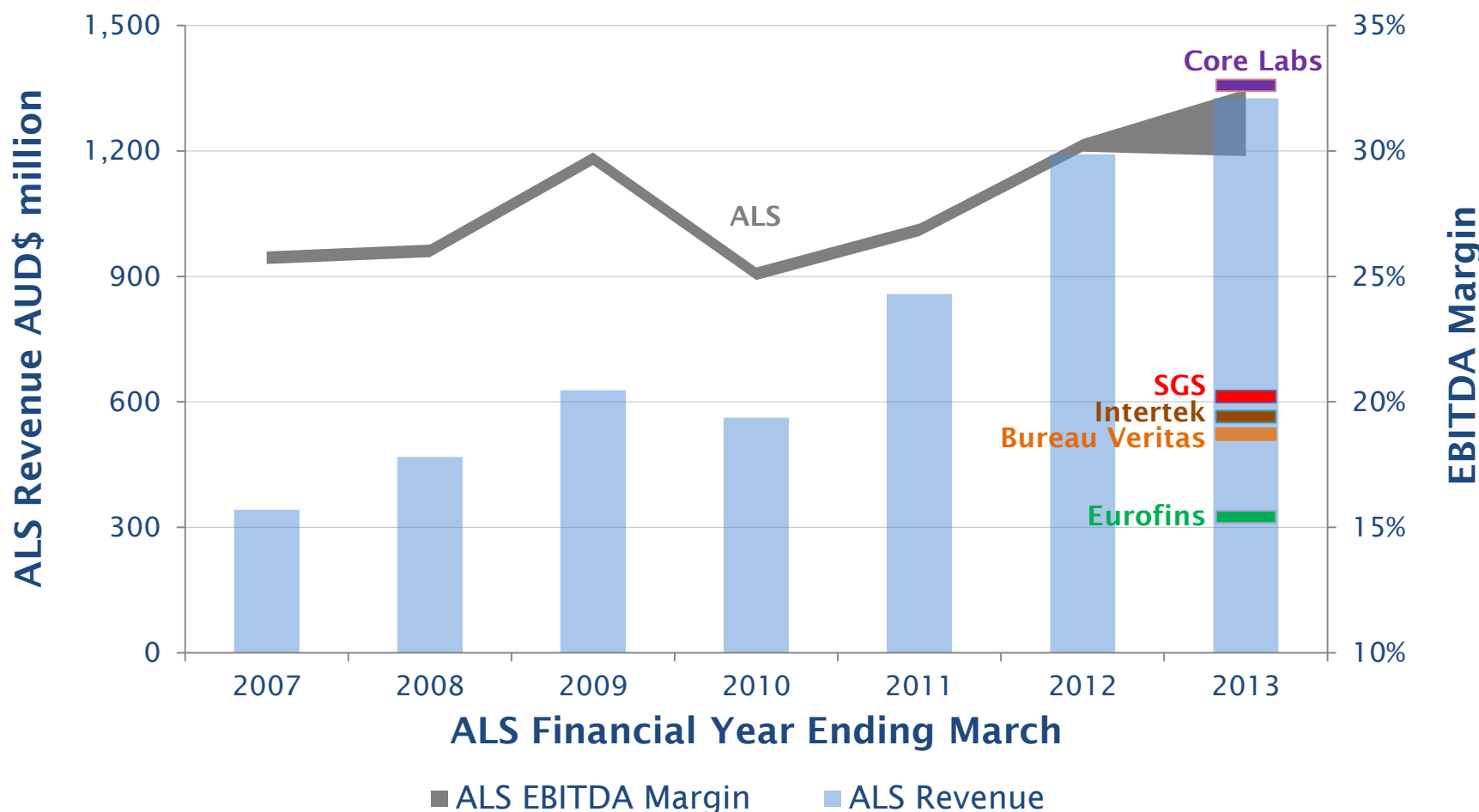
ALS - laboratory revenue & staff distribution



Diversification & Consistent Growth



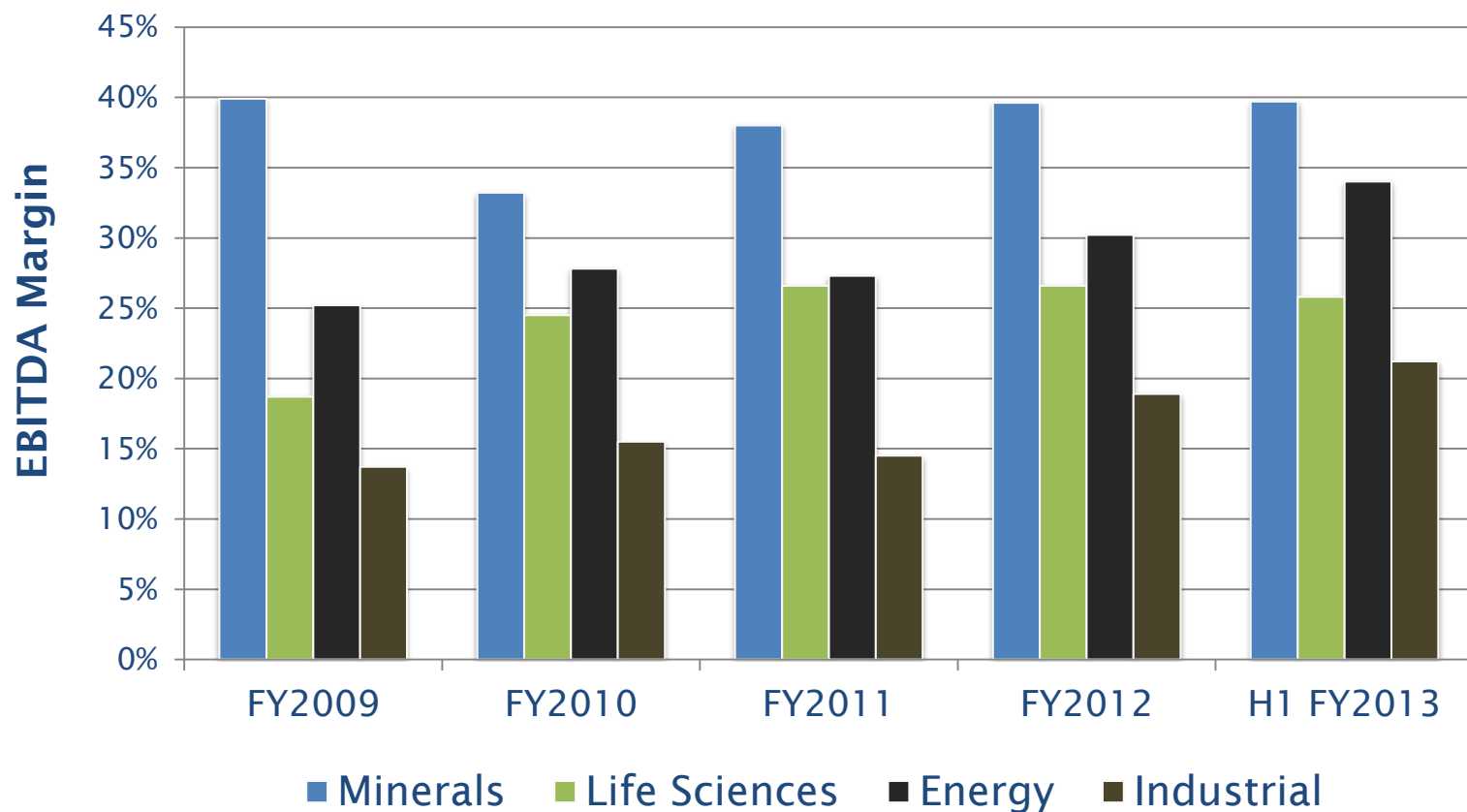
Revenue Growth + Margin Strength



EBITDA Margin for Core Labs, SGS, Intertek, Bureau Veritas & Eurofins is for Calendar Year 2012 actual.

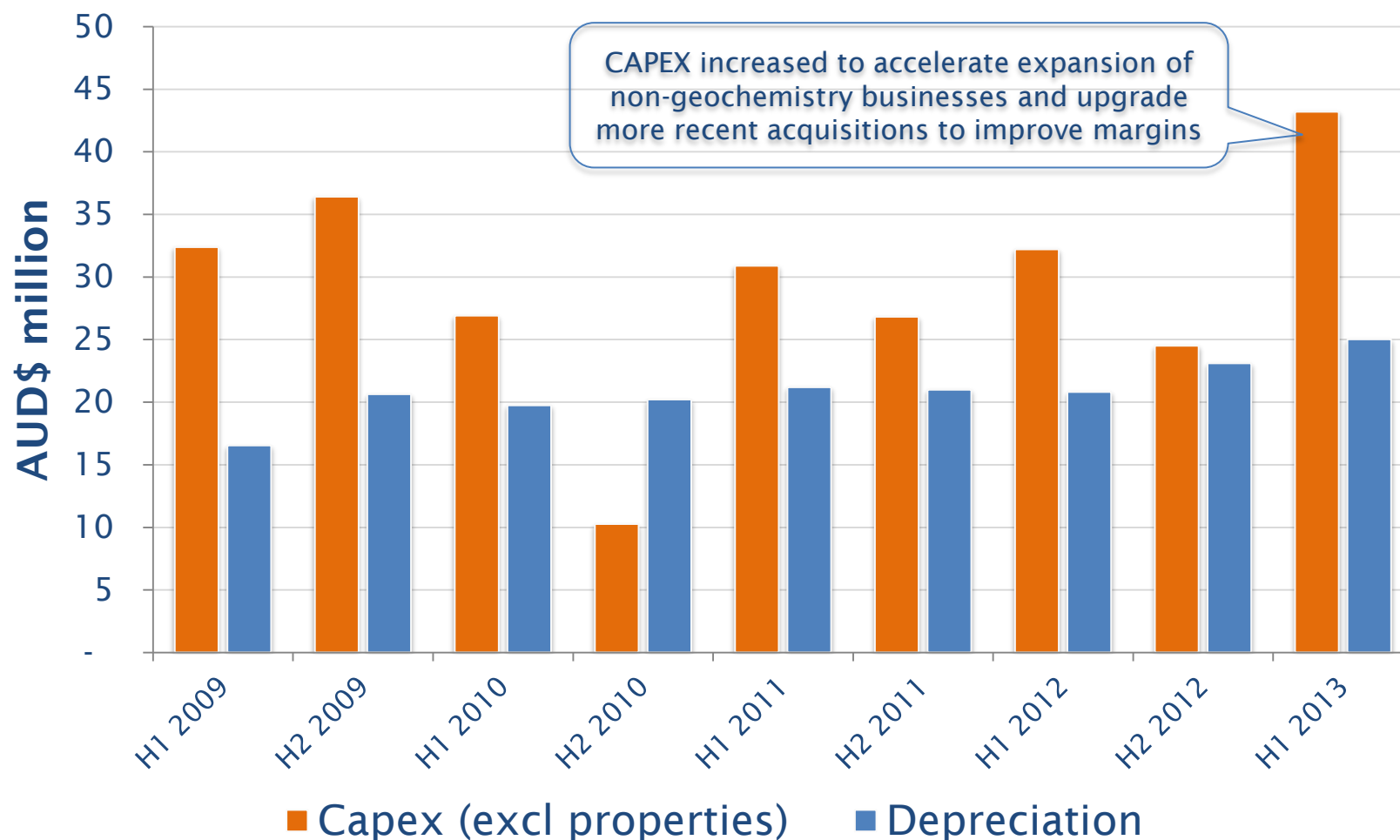
*EBITDA Margin & Revenue for ALS excludes non-laboratory businesses but does include all corporate expenses.
Data for Financial Year ending March 2013 based on current guidance.*

Operating EBITDA Margin by Division



EBITDA margins exclude ALS Limited Corporate Costs

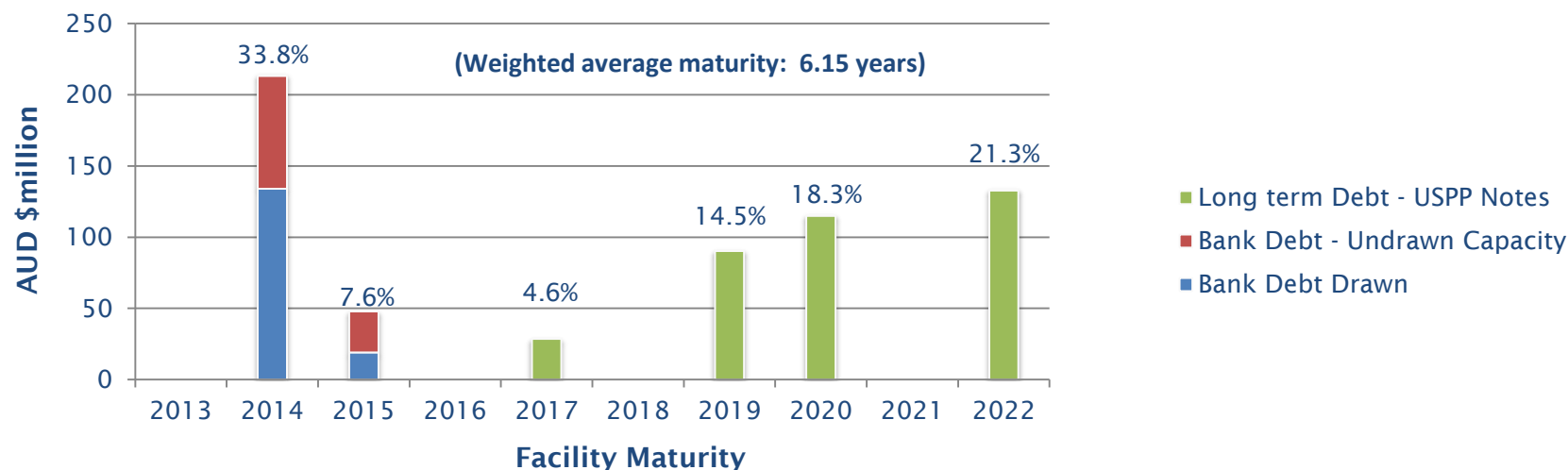
CAPEX (excluding properties) and Depreciation



Conservative Funding



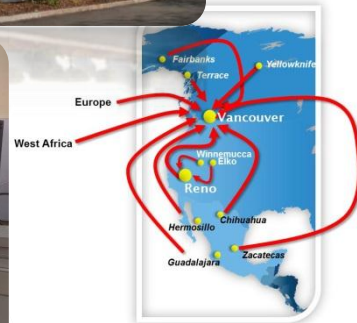
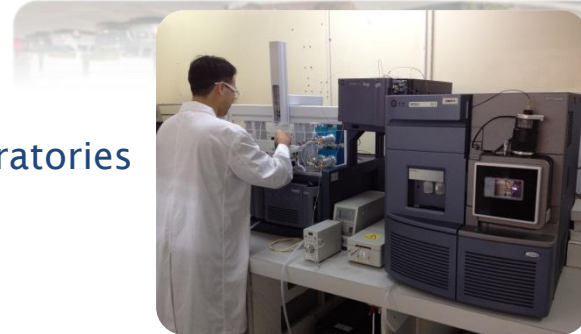
		Mar-09	Mar-10	Mar-11	Mar-12	Jan-13
<u>Statistics</u>						
Gearing Ratio	Comfort 45%	33.7%	18.9%	11.9%	28.5%	28.8%
Leverage (net debt / EBITDA)	Max 3.00	1.04	0.94	0.47	0.99	1.04
EBITDA interest cover	Min 3.75	14.0	14.1	23.2	23.9	21.1
<u>Balance Sheet Measures</u>						
Total Equity		413	630	826	930	1034
Net debt		210	147	111	370	417



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



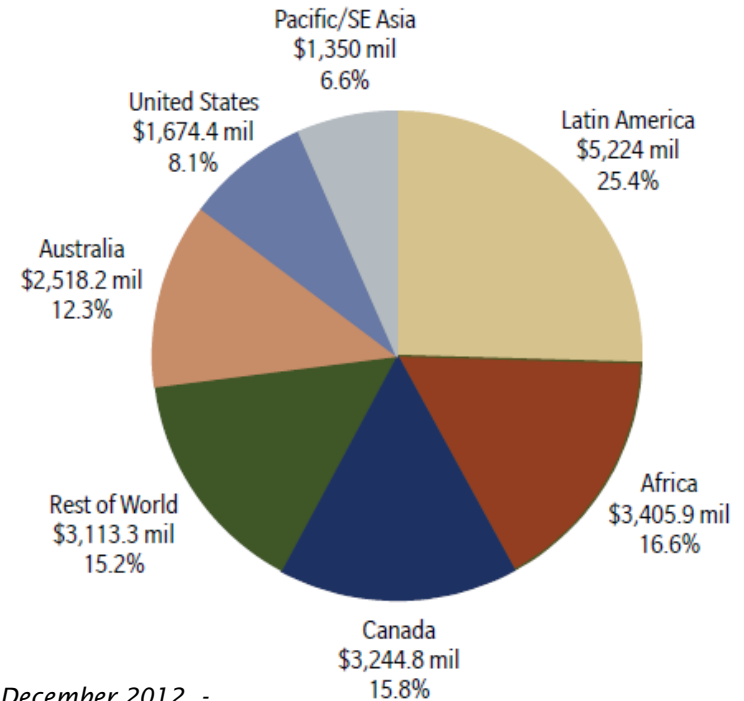
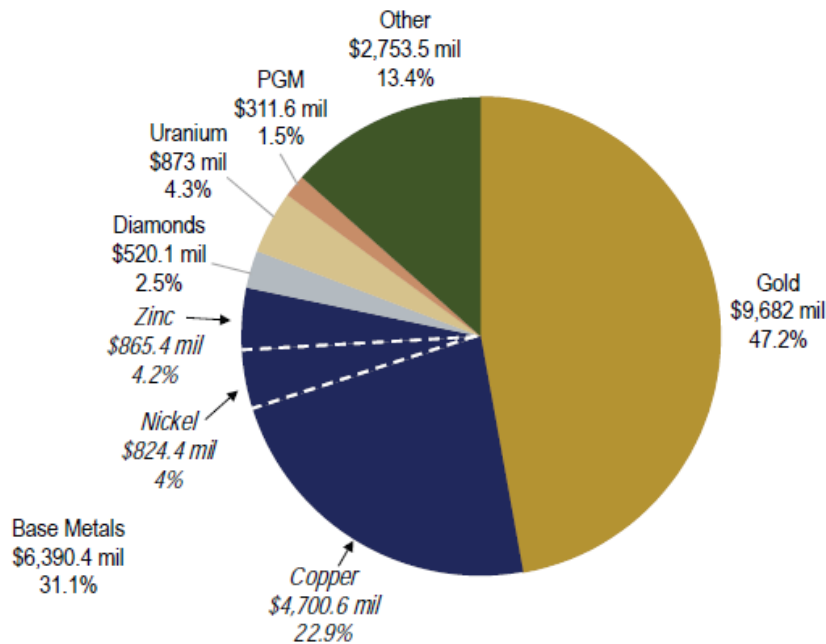
What makes us different



- 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

The collage illustrates the integration of various Management Information Systems (MIS) at ALS. It includes the corporate website, a management interface (Webview), and specialized systems like EnviroLIMS for environmental management. The screenshots also show detailed data reports and quick access links to various internal services and portals.

World Exploration Trends (excl. iron ore & coal)



- Data from Metals Economic Group Report December 2012 -



ALS Geochemistry Revenue CY2012

