



ALS OPEN DAY – Investors & Analysts

GROUP OVERVIEW

24 September 2013



RIGHT SOLUTIONS | RIGHT PARTNER

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Revenue Strategy – including prorated Reservoir Group & EarthData in FY2013

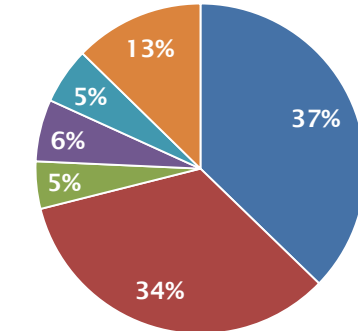
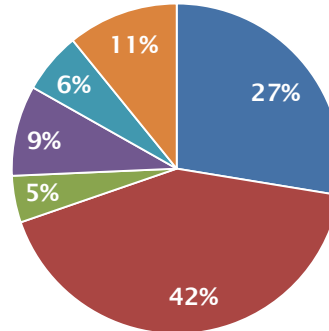
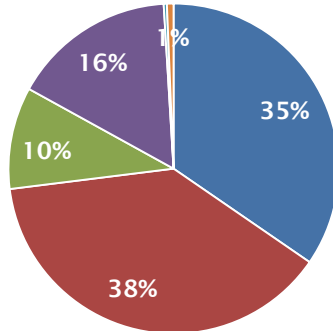


FY2003 - \$116mn

FY2008 - \$472mn

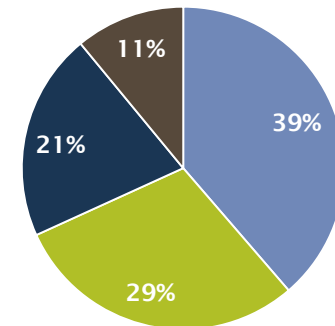
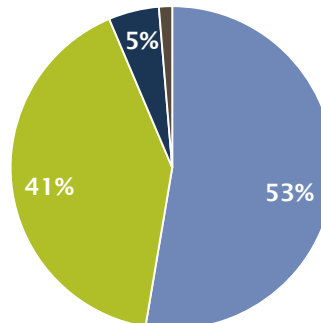
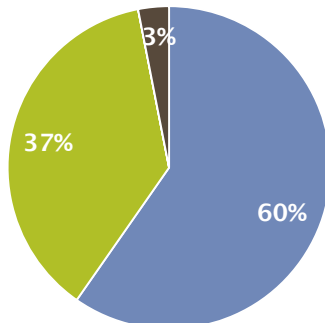
FY2013 - \$1,550mn

by Region



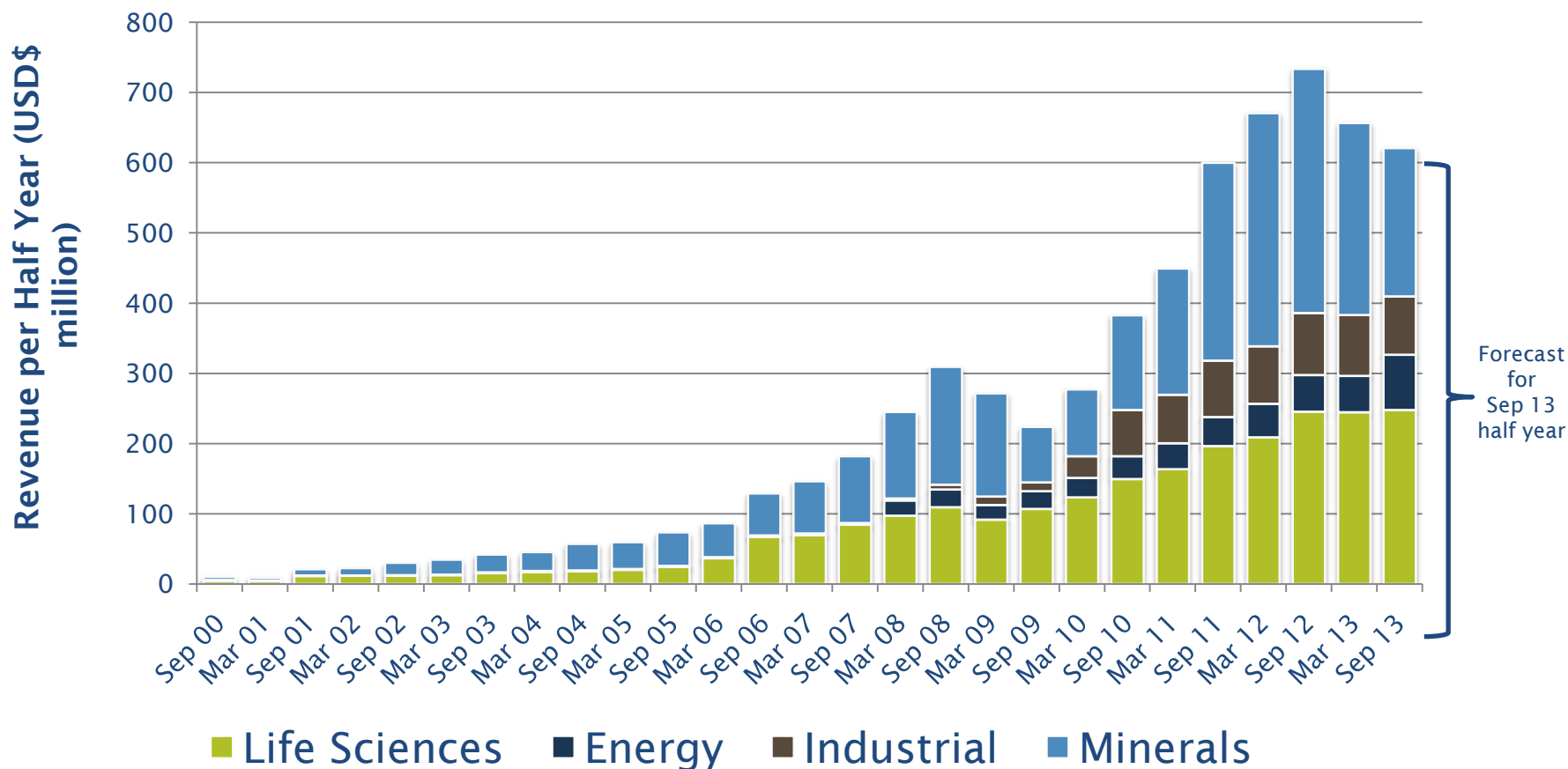
■ Australasia
 ■ North America
 ■ Asia
 ■ South America
 ■ Africa
 ■ Europe

by Division

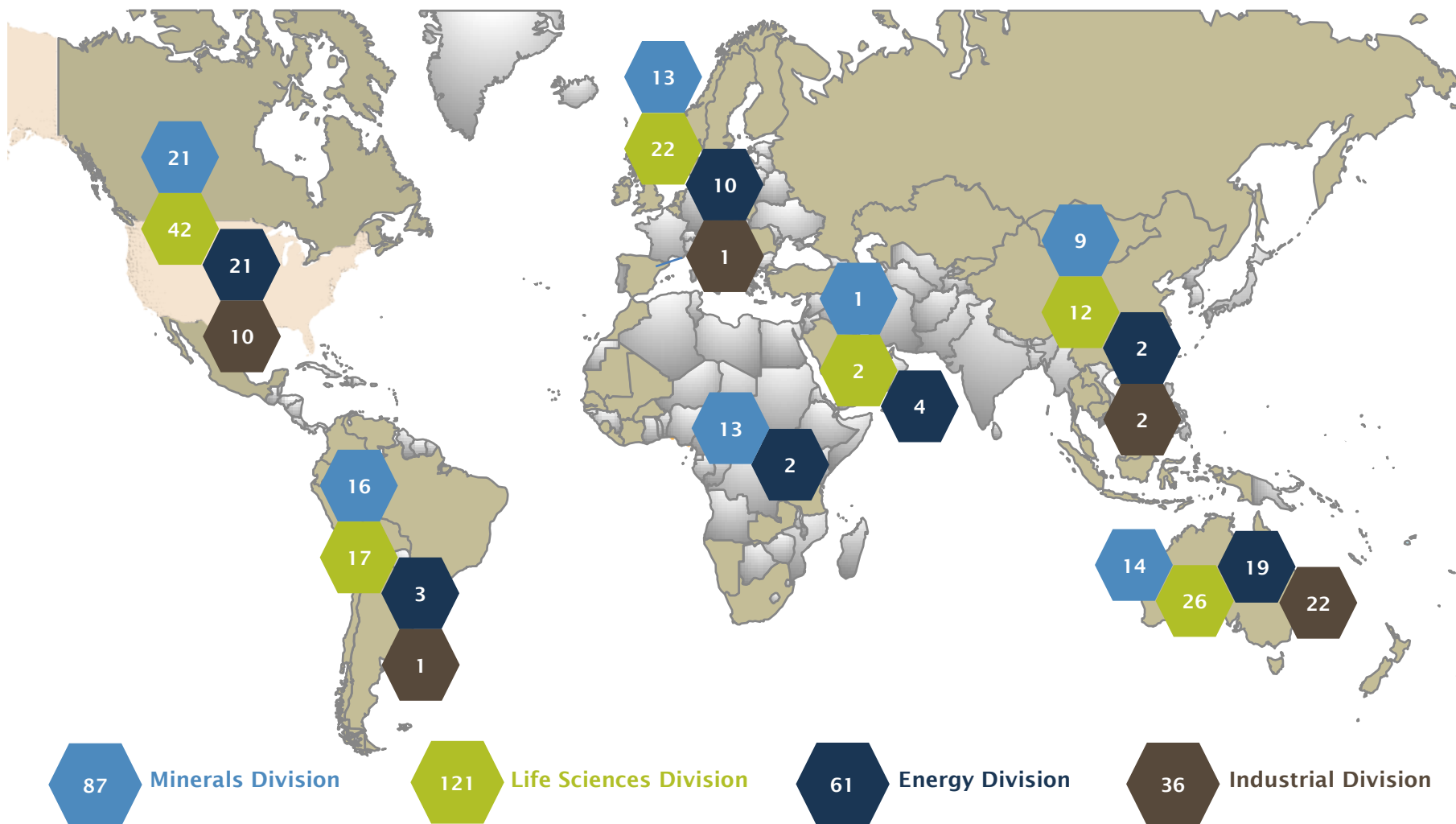


■ Minerals
 ■ Life Sciences
 ■ Energy
 ■ Industrial

Strategy – Revenue Diversification and Growth (in USD\$)



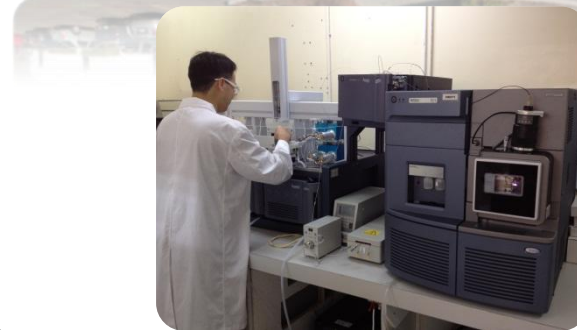
ALS Facilities Location



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

The image displays several screenshots of the ALS Limited website and its internal systems. The top screenshot shows the main website with navigation links for Home, Minerals, Life Sciences, Energy, Industrial, Compliance, Finance, HR, and Marketing. It features a 'FROM THE DESK' section with a message from Greg Kilminster, CEO, and a 'CORPORATE ANNOUNCEMENTS' section. The 'ALS BUSINESS GROUPS' section lists various services: Minerals (Geochemistry, Metallurgy, Inspection, Mine Site), Life Sciences (Environmental, Food & Pharmaceutical), Energy (Coal, Oil & Gas), and Industrial (Asset Care, Tribology). A 'QUICK LINKS' section provides access to various portals like Compliance, CEP, Finance, HR, and Marketing. The bottom screenshot shows a 'Webview' portal with a search bar and a list of results. The middle screenshot shows a 'WebTrieve' portal with a search bar and a list of results. The right screenshot shows a 'Daily Time Trend' chart with a bar graph showing data over time.