



INVESTOR CONFERENCE – RBS Morgan

9 October 2013



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Revenue Strategy – including prorated Reservoir Group & EarthData in FY2013



FY2003 - \$116mn

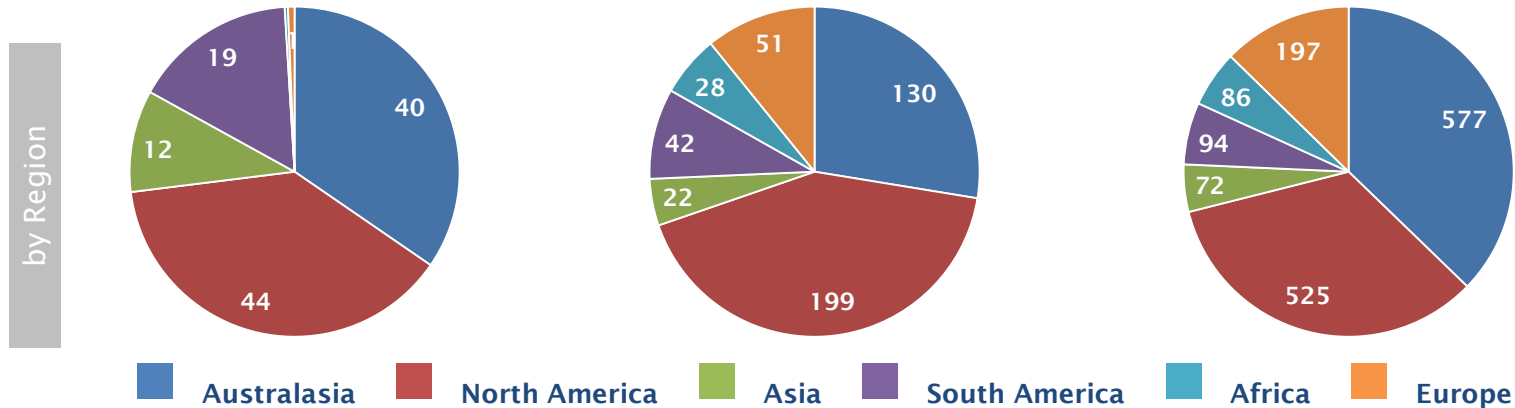


FY2008 - \$472mn

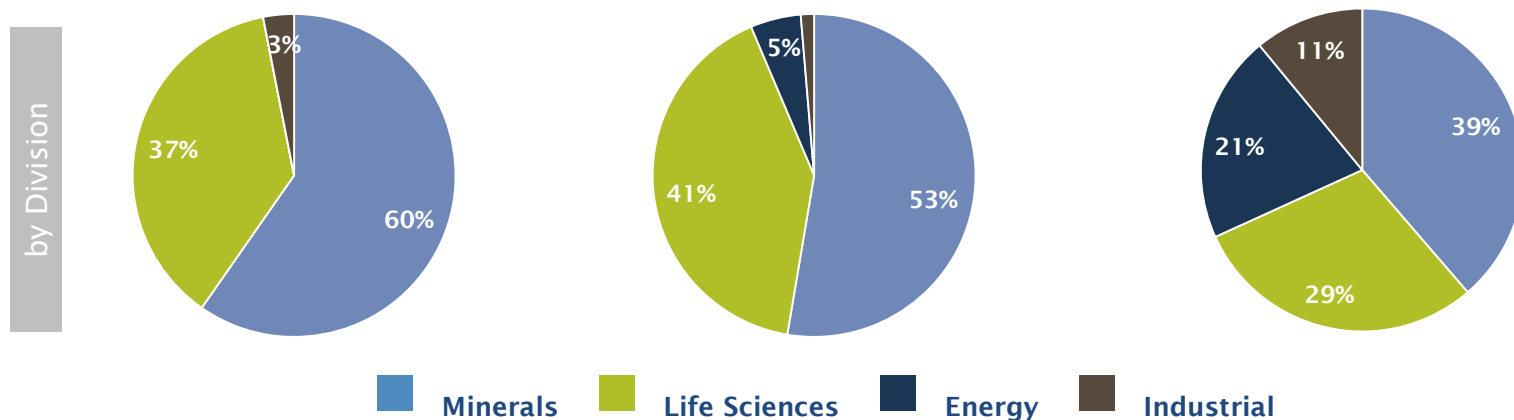


FY2013 - \$1,550mn

Strategic Vision 2017 “.... geographical diversification so as not to be over exposed to any one region.....”



Strategic Vision 2017 “.... to be one third Minerals, one third Life Sciences, and one third other.....”



Divisional and Business Stream Structure



Mineral Division



Life Science Division



Industrial Division



Energy Division

Internal Perspective

Geochemistry

- Global

Metallurgy

- Australia & Americas

Mine Site

- Global

Inspection

- Europe, Africa, Asia & South America

Asset Care

- Australia

Tribology

- Australia, Asia, Europe & the Americas

Environmental

- Global excluding Africa

Food - Pharma

- Australia, Asia & Europe

Electronics

- Asia

Consumer Products

- Asia

Oil & Gas

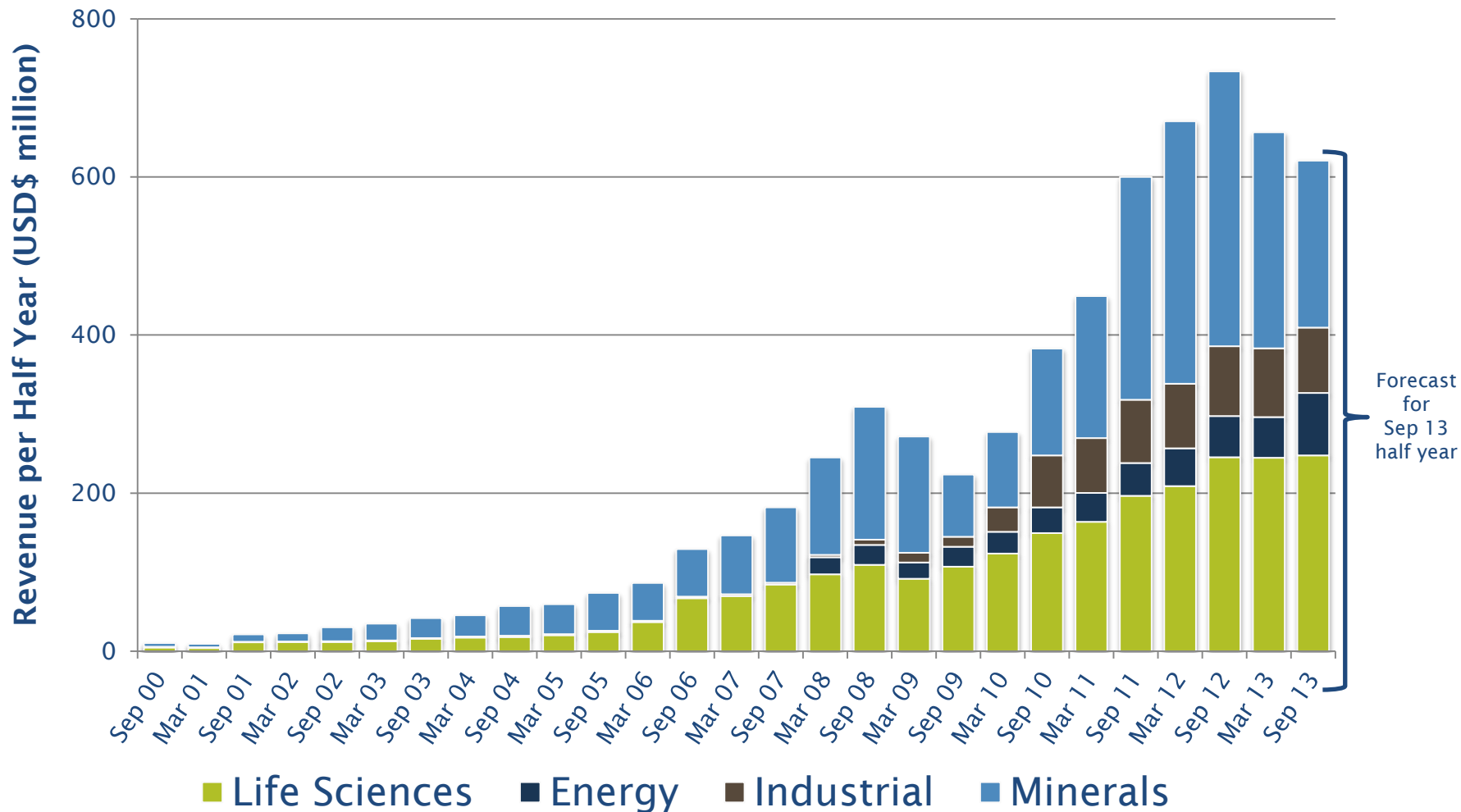
- Global

Coal

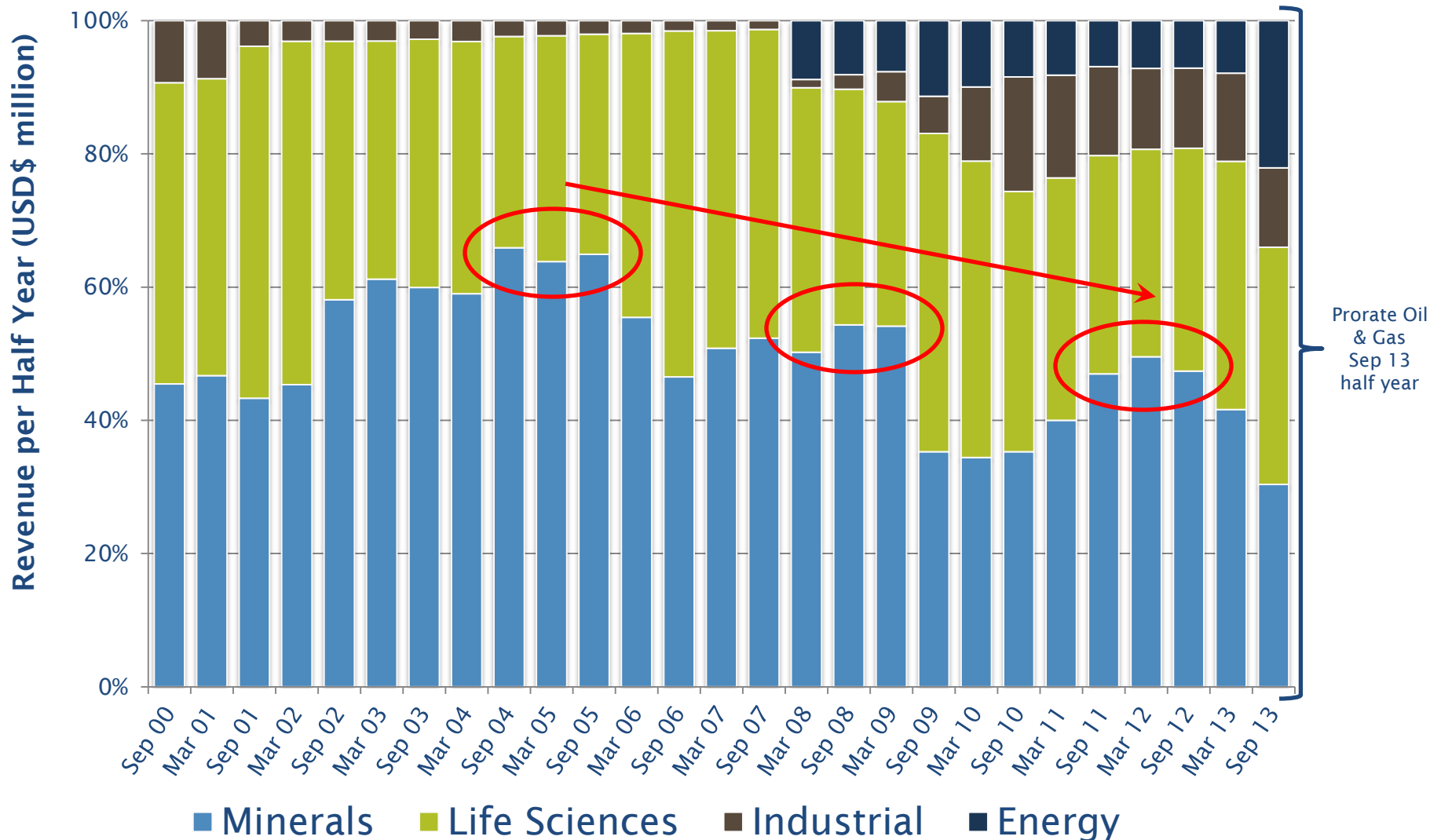
- Australia, Asia, Africa & North America

External Perspective

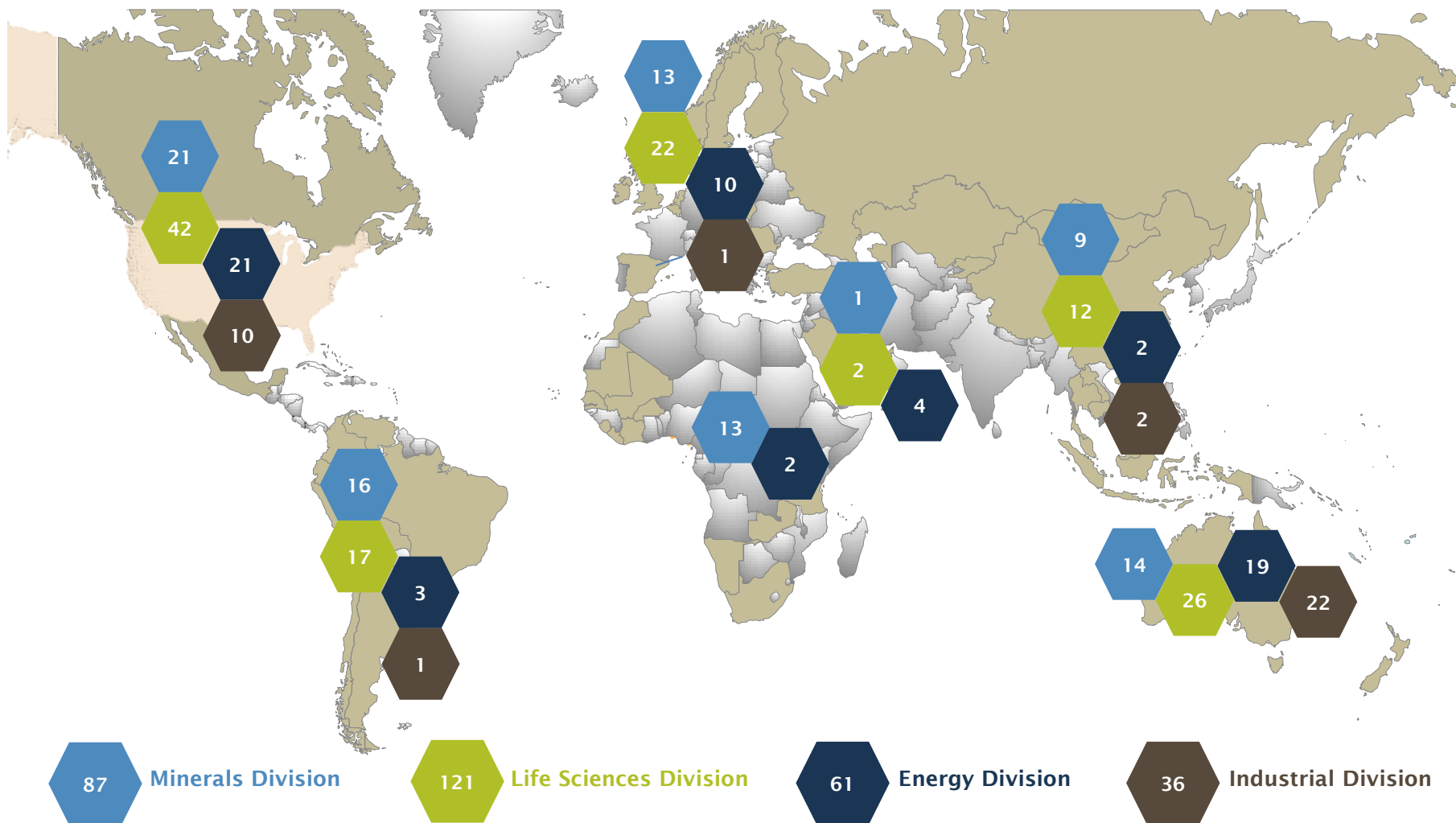
Strategy – Revenue Growth and Diversification



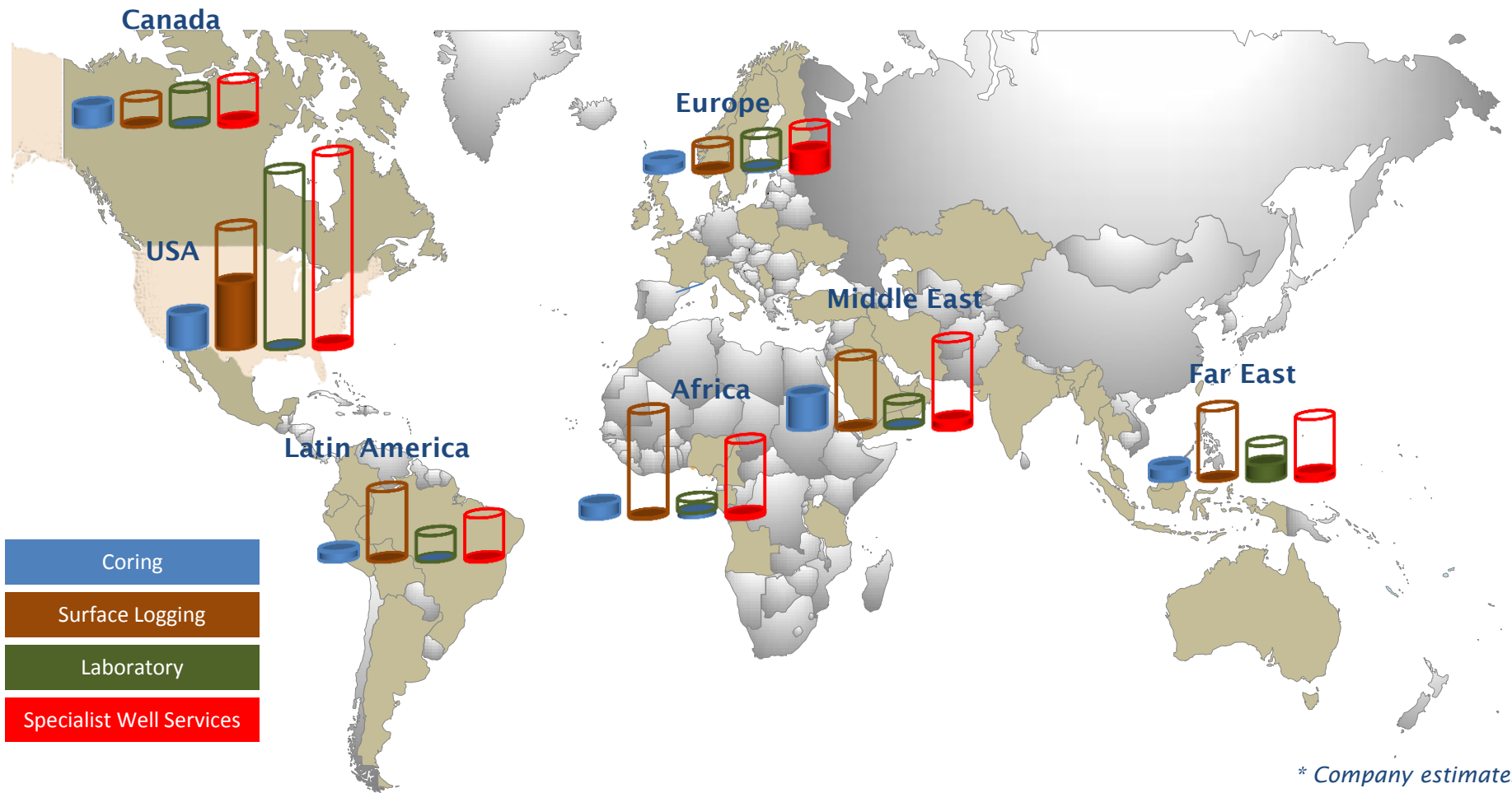
Strategy – Revenue Growth and Diversification



ALS Facilities Location



Oil & Gas – Present & Opportunity* (@ 30% market share)



* Company estimates

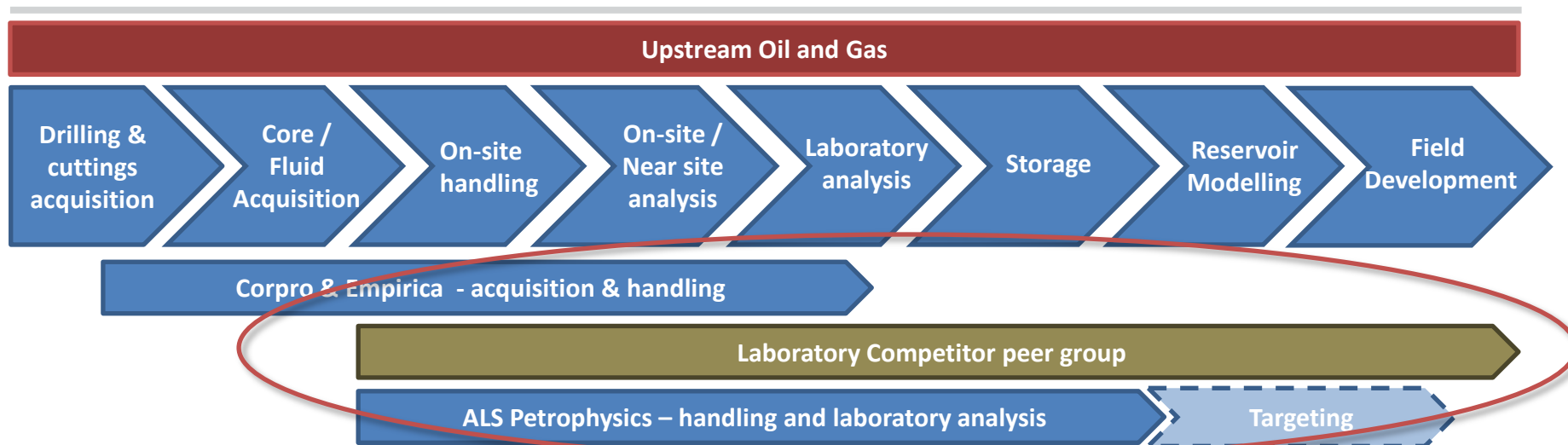
Global
Coverage

Technical
Leadership

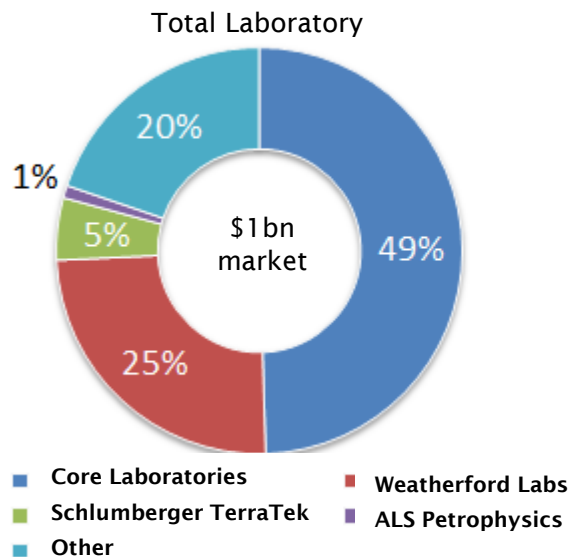
Innovative
Service Offering

Value
Proposition

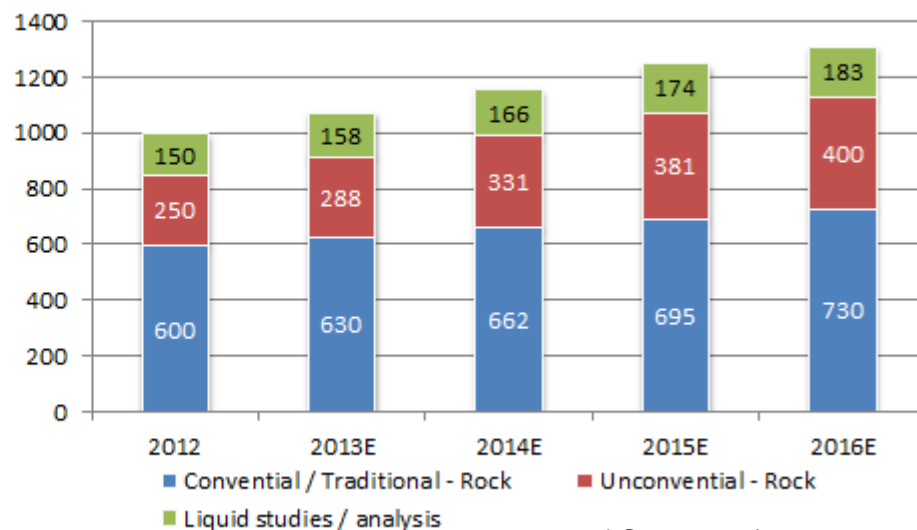
Up-stream Laboratory Market Overview



Oilfield Market Share*



Oilfield Laboratory Market

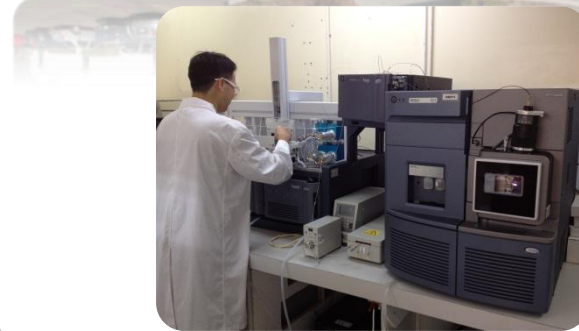


* Company estimates

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 various internal portals. 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 various filters. The middle screenshot shows a 'WebTrieve' portal with a search bar and various filters. The right screenshot shows a 'Daily Time Trend' chart with a bar graph showing data over time.