

# Advanced Braking Technology Limited

4 May 2016

Investor and Strategy Presentation  
Graeme Sumner, Managing Director

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# Strategy

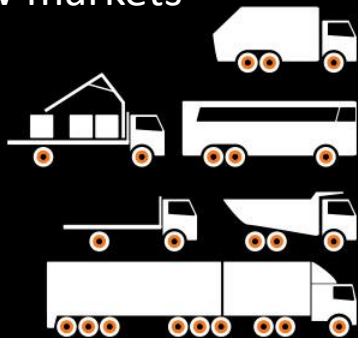
1. Fast track international sales

2. Roll out Polymer brake

3. Engage Retail market



4. Expand product offering for new markets



# 1. Fast Track International Sales

- South Africa's fail safe brakes regulation resulted in an increase in sales and enquiries resulting in a stronger first quarter than expected.
- ABT's market penetration of the addressable mining vehicle market is less than 5%. Substantial expansion opportunities exist.
- A further 7 International Distributors added to bring the total to 18. Regions targeted for greater mine exposure include Turkey, PNG, Mongolia, Kazakhstan, England and Chile. Our first OEM was added in Canada.
- While concentrating efforts in South Africa, the Middle East and Central Asia will require expansionary focus subsequent to meetings with Turkish miners.

## 2. Roll out Polymer Brake

- Polymer Brake has utility, emergency services, mining and retail market applications and, as announced today, have started trials
- Shortly in one underground gold mine, with up to a further 10 soon
- Accessible vehicles from trial customers alone is over 1000 units
- Polymer brake is 50% of the cost of the traditional product.



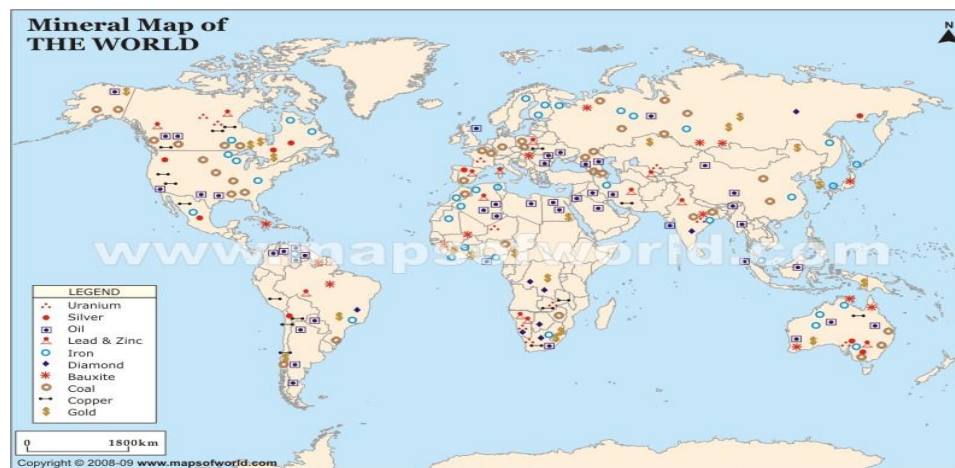
### 3. Engage Retail Market

- Marketing and Promotional material close to finalisation for retail applications
- Sales strategy still being decided at board level in regards to distributor agreements, manufacturing agreements and/or exclusive rights
- Applications suit serious SUV enthusiasts. Sales of SUV's in February 2016 were 38.2% of all passenger vehicles *(Source: VFACTS)*. Total passenger vehicles registered in the January 2015 consensus were 13,549,449 *(Source: ABS)*. ABT currently enjoys a ~5% market share in their chosen category in their chosen regions.
- Housing the brakes within light-weight, tough polymer housings, the disc brakes and callipers are protected from the environment and are unaffected by water, mud and all other external contaminants.



## 4. Expand product offering for new markets

- While 11 International Distributors have become 18, they are only selling the traditional brakes
- History dictates that overseas markets are responsive to new products
- All 18 will be given the opportunity to trial the new brake from June 2016
- There is no extra cost below the line in rolling this out



- ABT is a developer, manufacturer and distributor of its patented Sealed Integrated Braking System (SIBS®)
- ABT has over 10 years experience in developing products for commercialisation in the Australian light and heavy truck and trailer markets
- ABT is in the process of expanding its light vehicle products to gain greater penetration into global markets
- Development carried out in Australia. Manufacturing and assembly in Australia from Dec 2014

## ABT is listed on the ASX

ASX Code	ABV
Shares on Issue	1.813 billion
Market Cap	\$12.6m
Share Price	\$0.007

## Directors of ABT

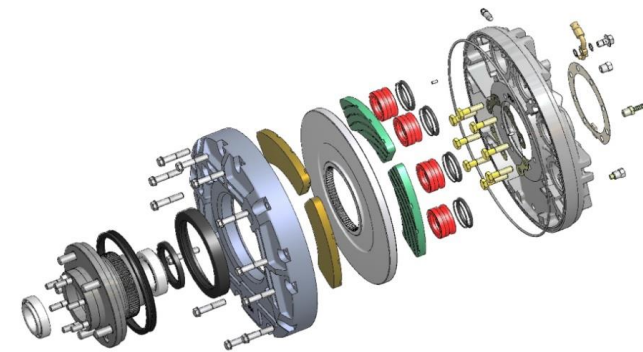
Bruce Grey	Chairman. Former MD of Advanced Manufacturing CRC Former MD Bishop Technologies
David Slack	CIO of Karara Capital Co-founder & Joint MD of Portfolio Partners (sold to Norwich Union)
Adam Levine	Managing Partner of Rockwell Bates, a law firm in Australia and India
Graeme Sumner	Managing Director ABT



ABT's core technology is a fully enclosed, single rotor, wet brake – called SIBS®

## Sealed Integrated Braking System (SIBS®)

- Enclosed brake system that incorporates fail-safe features
- Designed for retro-fit to existing vehicles, or factory fit for new vehicles
- Applications in industrial-use vehicles, predominantly trucks & mining services vehicles
- Unique control system with multiple interlocks, developed and improved over the past 5 years



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