

Investor Presentation

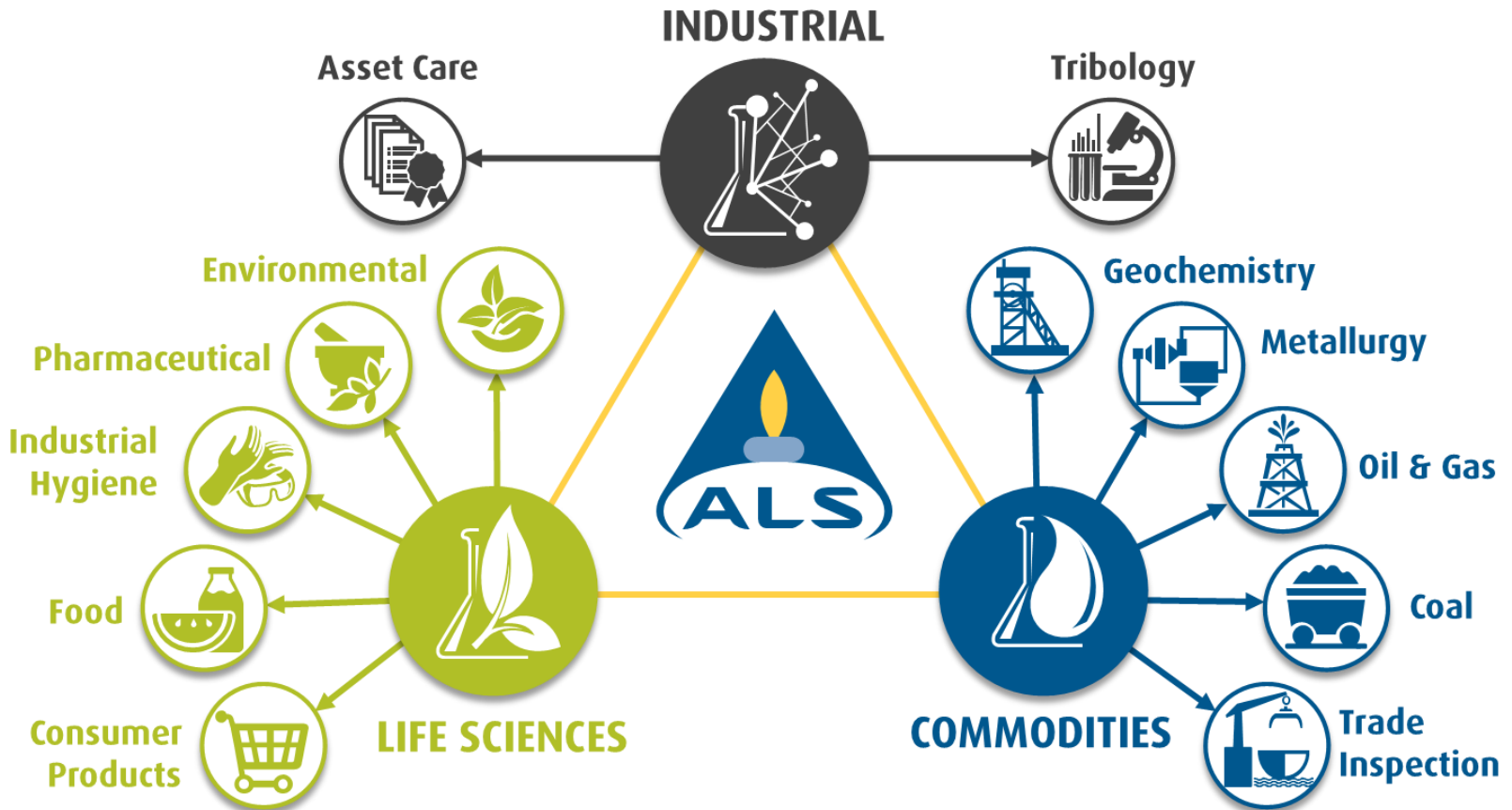
Hong Kong

5th & 6th October 2016



All figures stated in AUD unless otherwise stated

New Business – structure and end market focus





Network

Brand

Systems

Technology

Culture

ALS Strategic Assets

- 408 sites
- 73 countries
- 6 continents
- global IT network

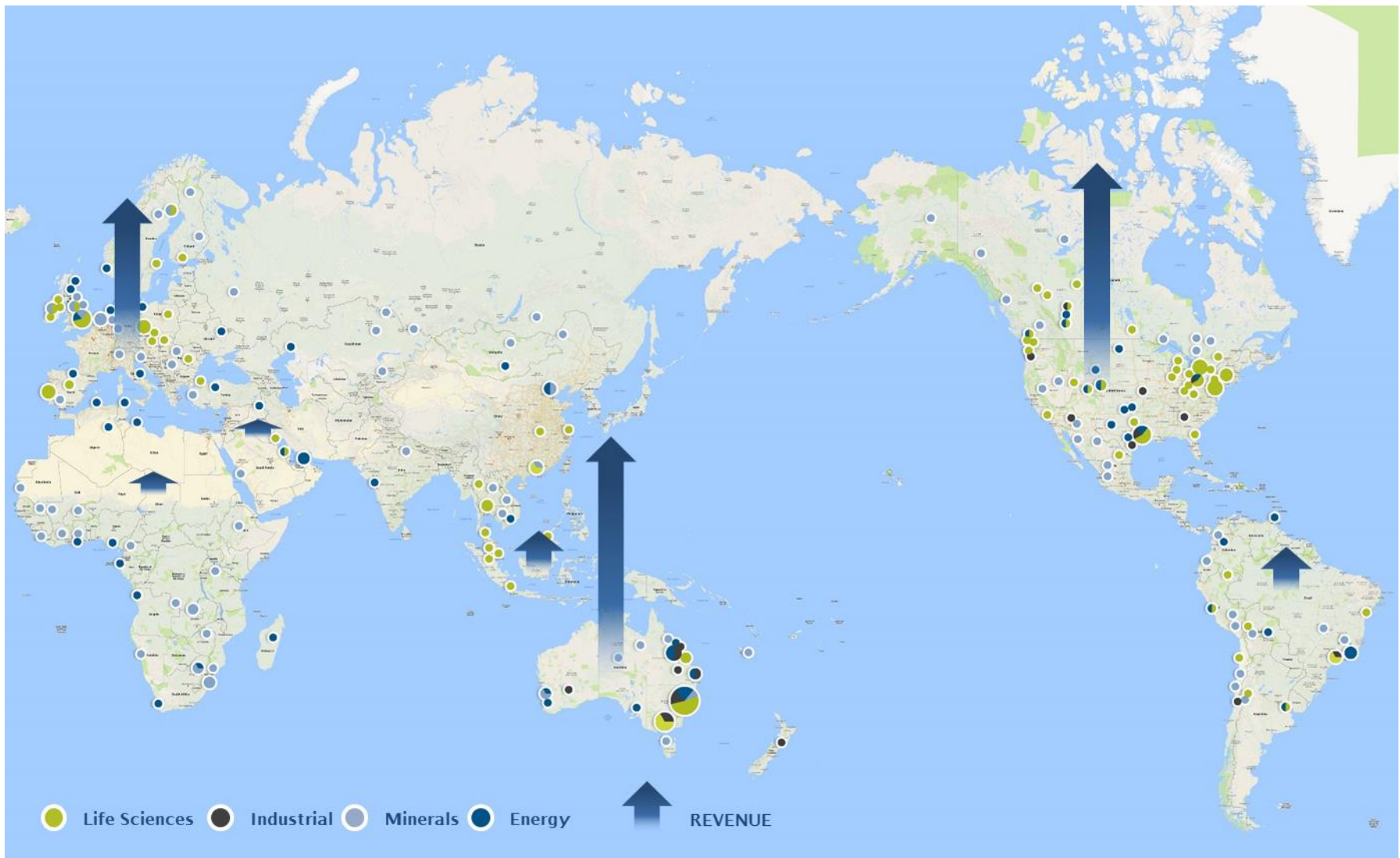
- quality
- timeliness
- service
- innovation
- technology
- value

- LIMS
- MIS
- standardisation
- systemisation
- multi-language
- global

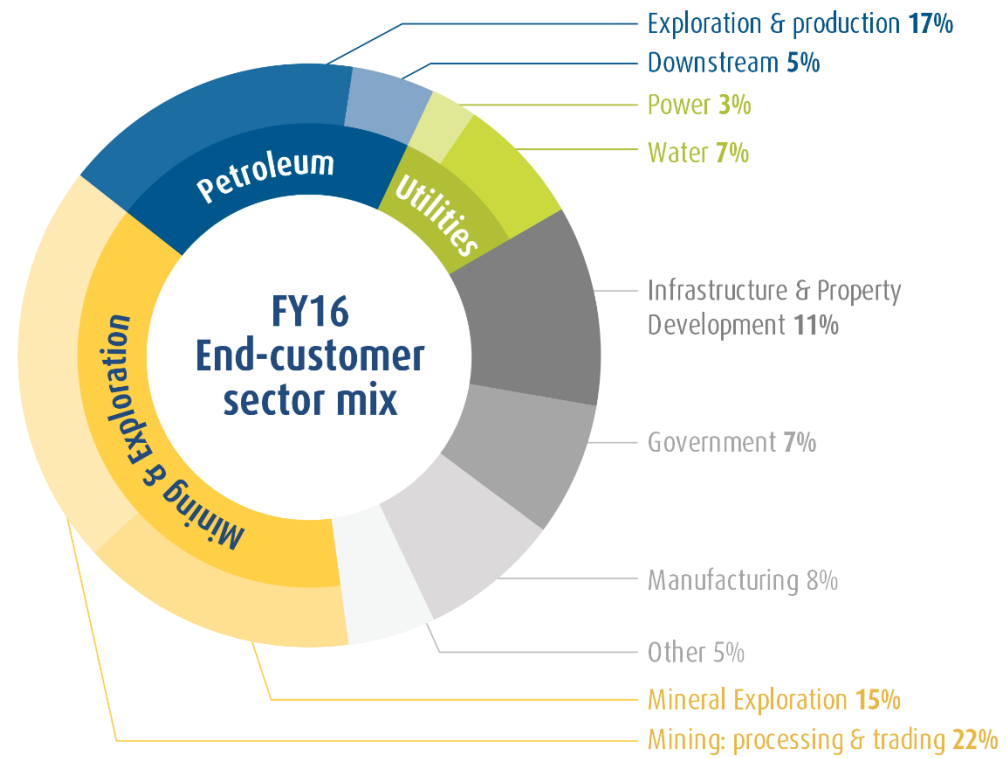
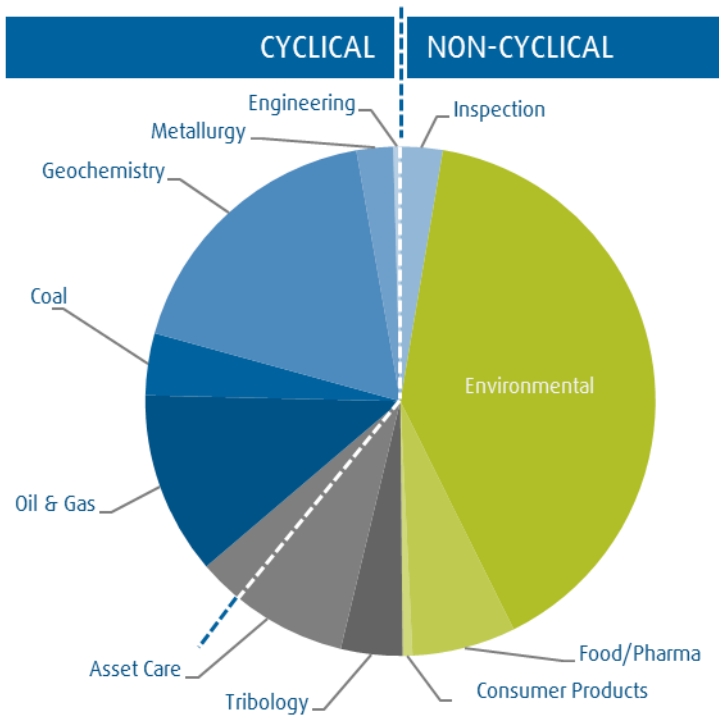
- state-of-the-art
- innovators
- standardisation
- unique
- centres of excellence

- people
- training
- focus
- client service
- communication
- passion

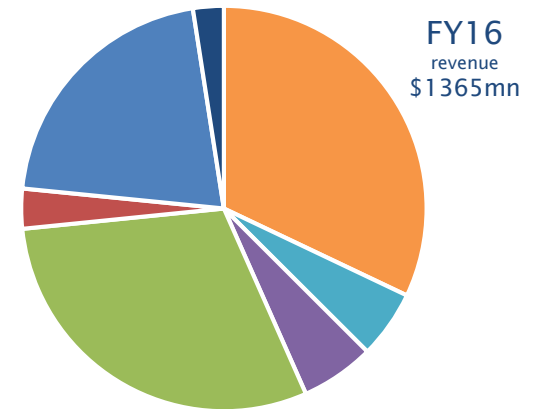
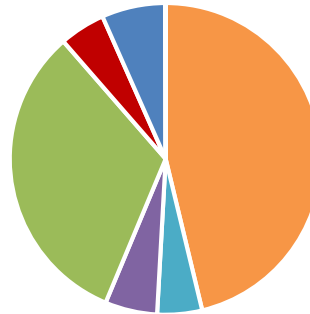
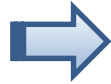
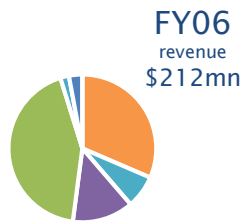
ALS global locations – a strategic asset



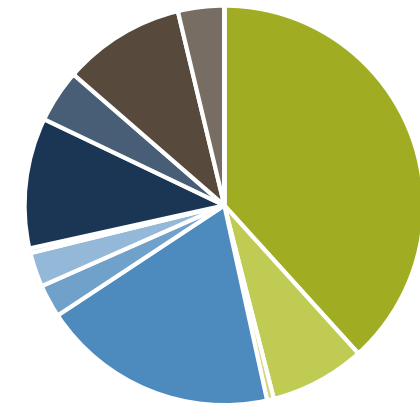
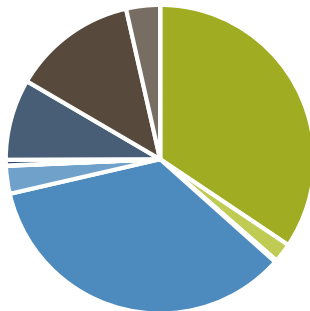
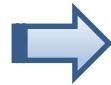
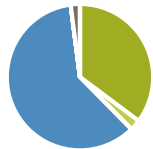
Revenue FY16



Group Strategy – geographies & markets

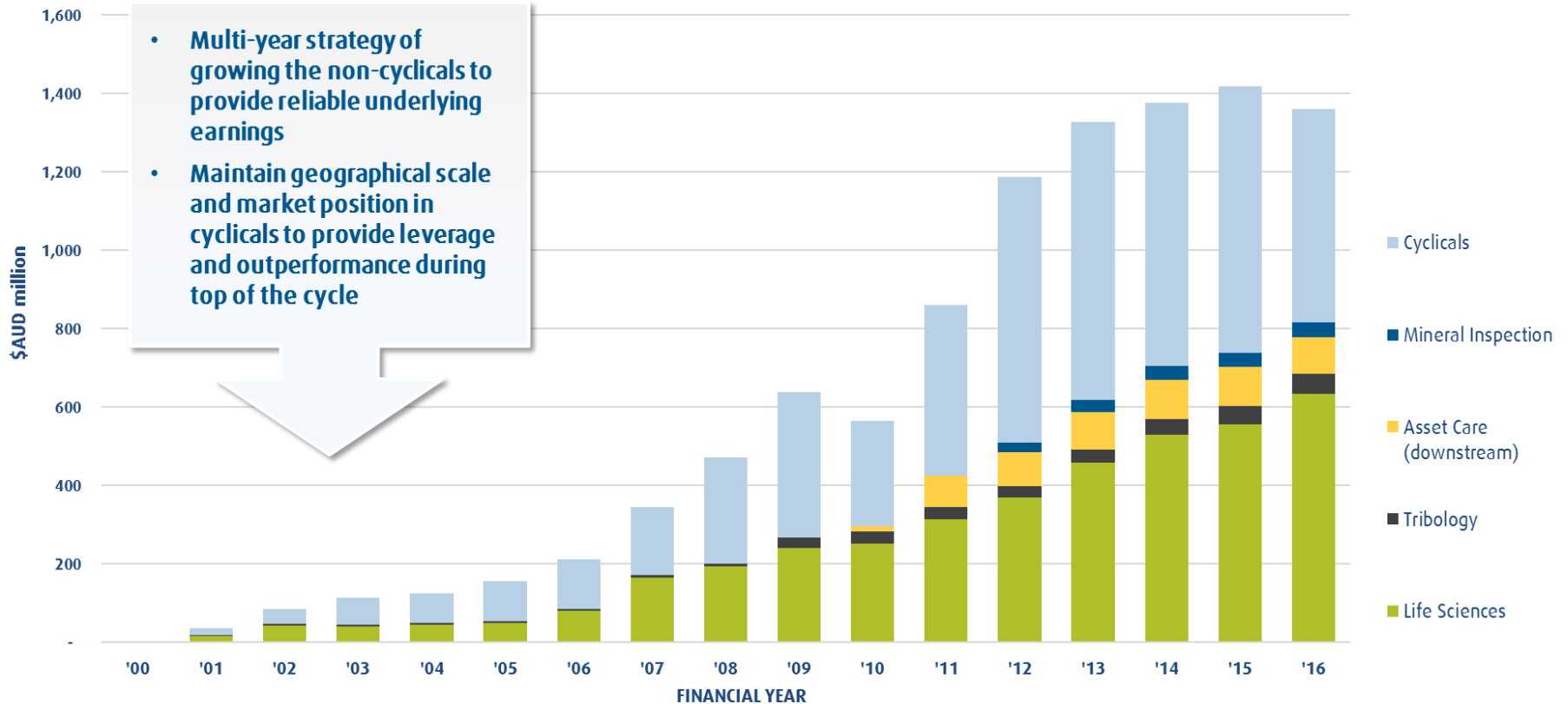


- Australia
- Asia
- South America
- North America
- Africa
- Europe
- Middle East



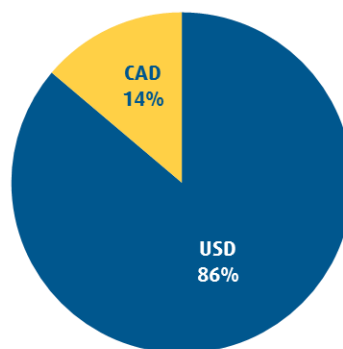
- Environmental
- Food/Pharma
- Consumer Products
- Geochemistry
- Metallurgy
- Inspection
- Engineering
- Oil & Gas
- Coal
- Asset Care
- Tribology

Strategic mix of revenue

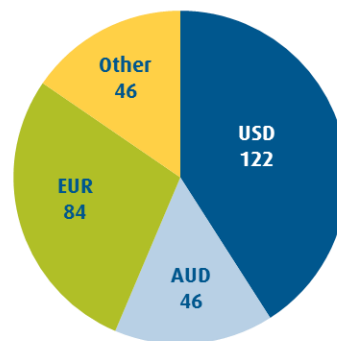


		Mar-12	Mar-13	Mar-14	Mar-15	Mar-16
STATISTICS	Gearing Ratio (comfort 45%)	29%	29%	34%	38%	27%
	Leverage (net debt/ EBITDA; max 3.00)	0.99	0.97	2.22	2.54	1.66
	EBITDA interest cover (min 3.75)	23.9	21.0	12.2	9.1	7.7
BALANCE SHEET MEASURES	Total Equity (\$AUD mn)	930	997	1,419	1,228	1,186
	Net Debt (\$AUD mn)	370	400	722	762	438

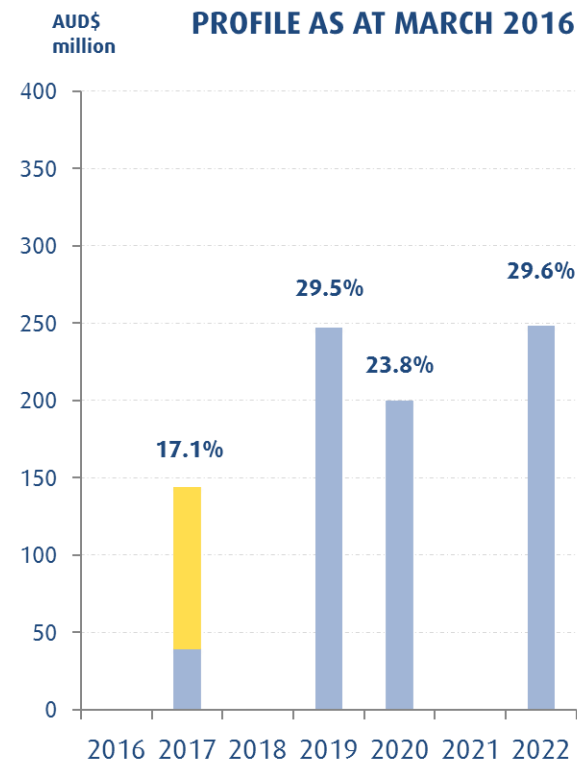
Debt Denomination



Cash Holdings AUD\$m



DEBT MATURITY & CAPACITY PROFILE AS AT MARCH 2016



Life Sciences poised for continued growth



• **Environmental and Water**

Specialized and Complex Testing

• **Food Safety**

Increased and Enforced Regulations



• **Consumer Products**

Public Awareness and Consumer Concern

Infrastructure and Population Growth

• **Pharmaceutical**



Significant opportunities available to ALS



Life Sciences Industry	Large Addressable Market Total: US\$11bn Environmental: US\$4bn Food Safety: US\$2bn Pharma: US\$5bn	Strong Growth Overall: 6% p.a. Environmental: 6% p.a. Food Safety: 7% p.a. Pharma: 6% p.a.	Fragmented Market ALS Market Share Environmental: 10% Food Safety: 4% Pharma: <1%
	Track Record of Growth Life Sciences FY07-16 Revenue CAGR: 16% Environmental market share increased from 3% to 10% since 2006	Strong Returns Life Sciences ROIC 19% Life Sciences EBITDA margin 23%	Irreplicable Global Platform 400 sites 70 countries Global Network
	ALS		

Note: Company estimates

Track record of growth – Life Sciences

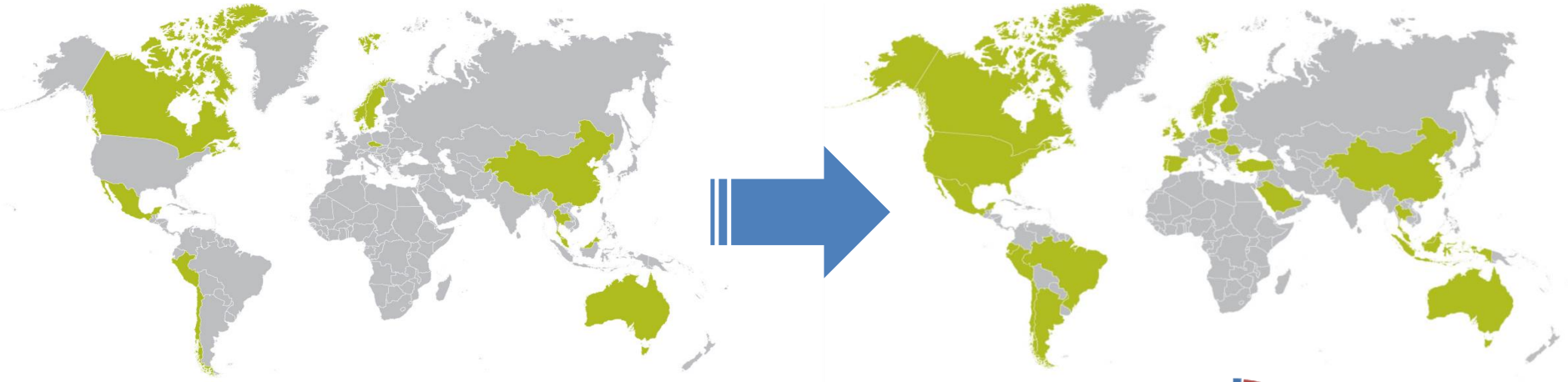


FY07

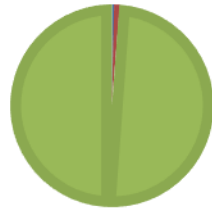
LOCATIONS	REVENUE	EBITDA	EBITDA%	ROIC
34	\$165mn	\$37mn	22%	13%

FY16

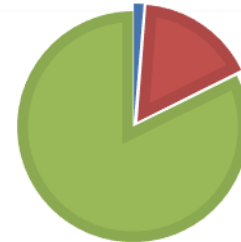
LOCATIONS	REVENUE	EBITDA	EBITDA %	ROIC
155	\$634mn	\$145mn	23%	19%



End Markets



Revenue
16% CAGR
over 9 years



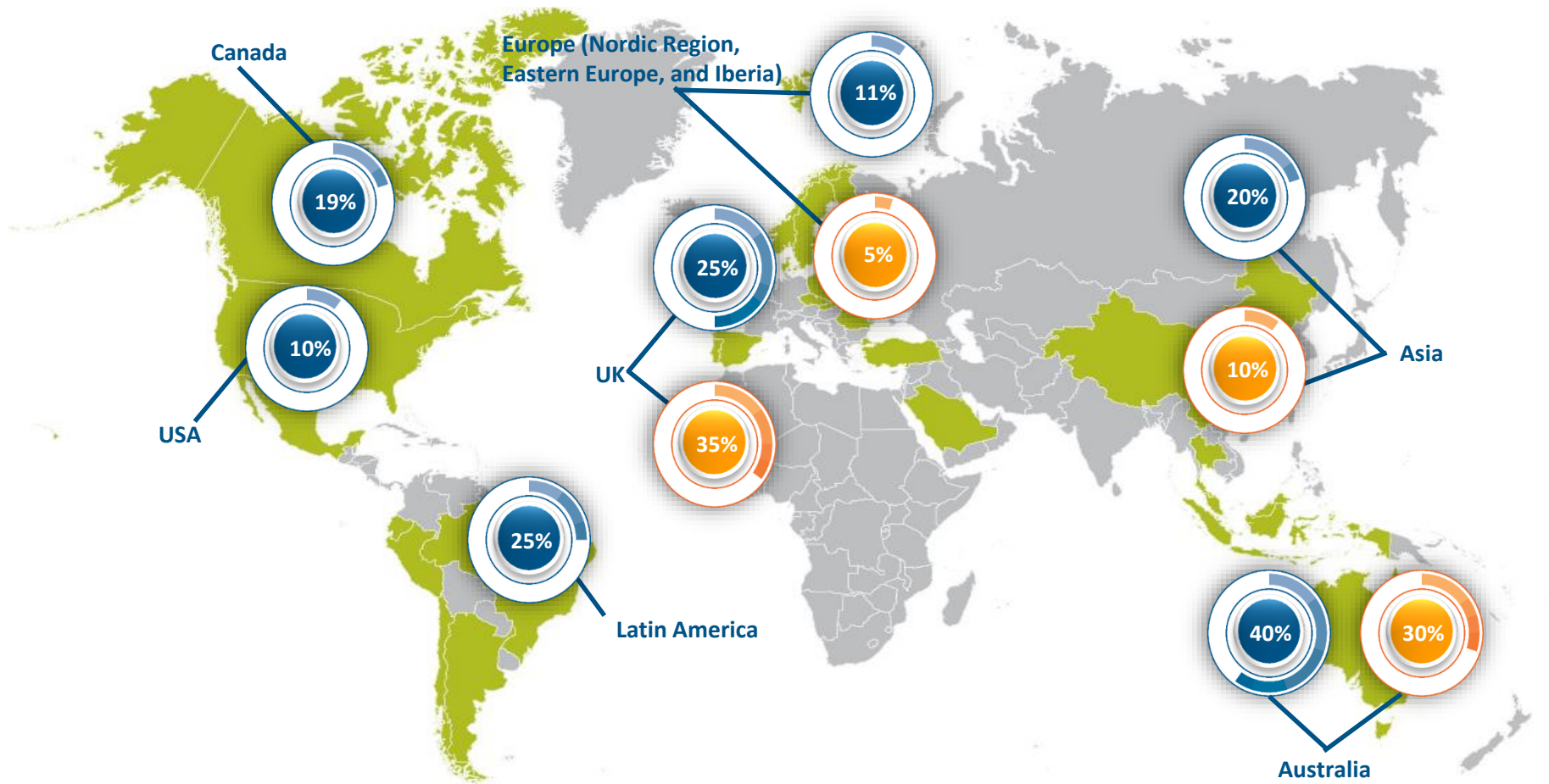
■ Environmental

■ Consumer Testing

■ Food/Pharma

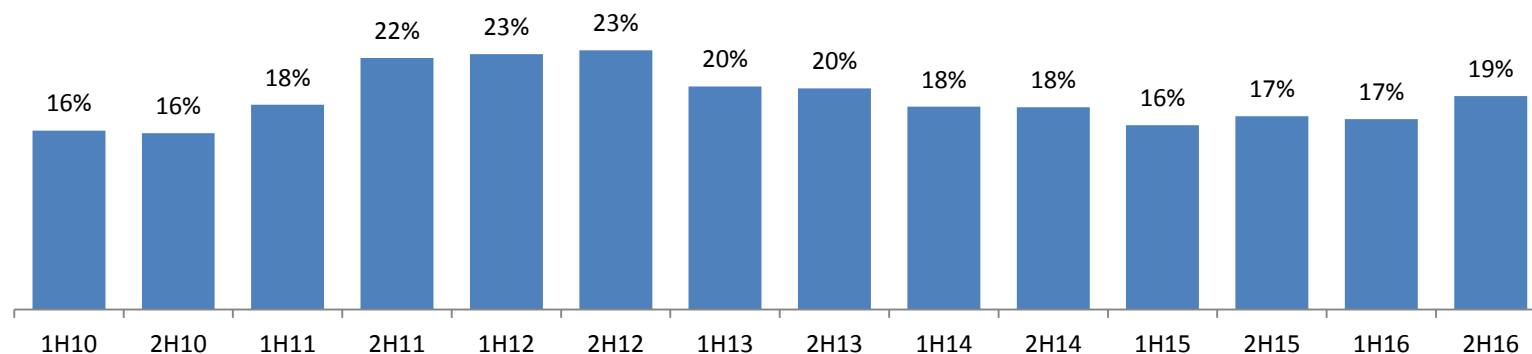
ROIC calculated as LTM EBIT / Total Invested Capital. Total invested capital calculated as reported segment assets minus segment liabilities.

ALS Current Food and Environmental Market Share

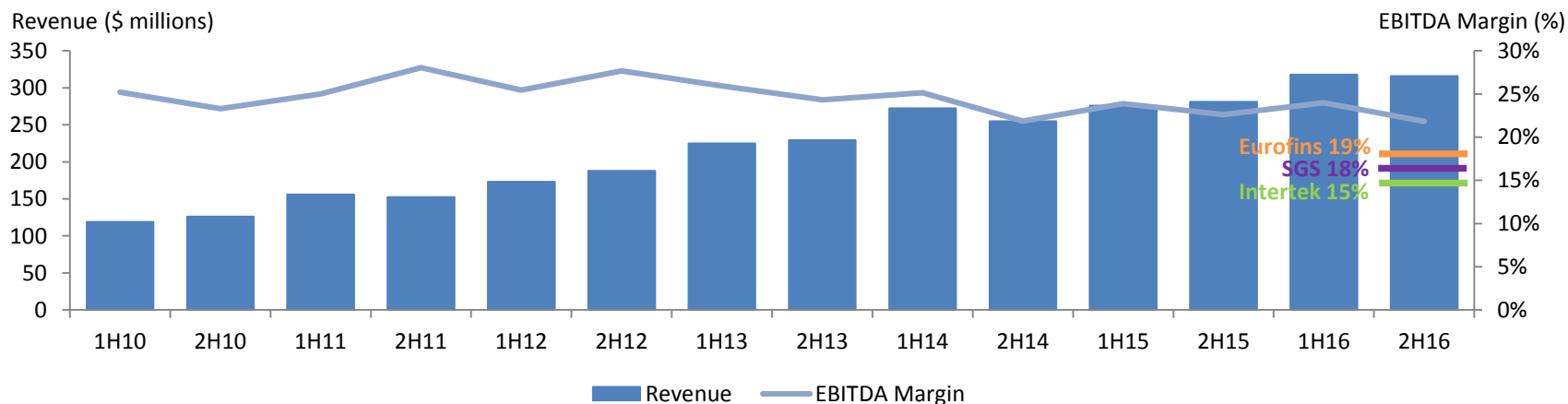


Note: Company estimates of ALS market share of commercially available work for the services ALS currently offers

Historical Life Sciences ROIC⁽¹⁾



Historical Life Sciences Revenue and EBITDA Margin⁽²⁾



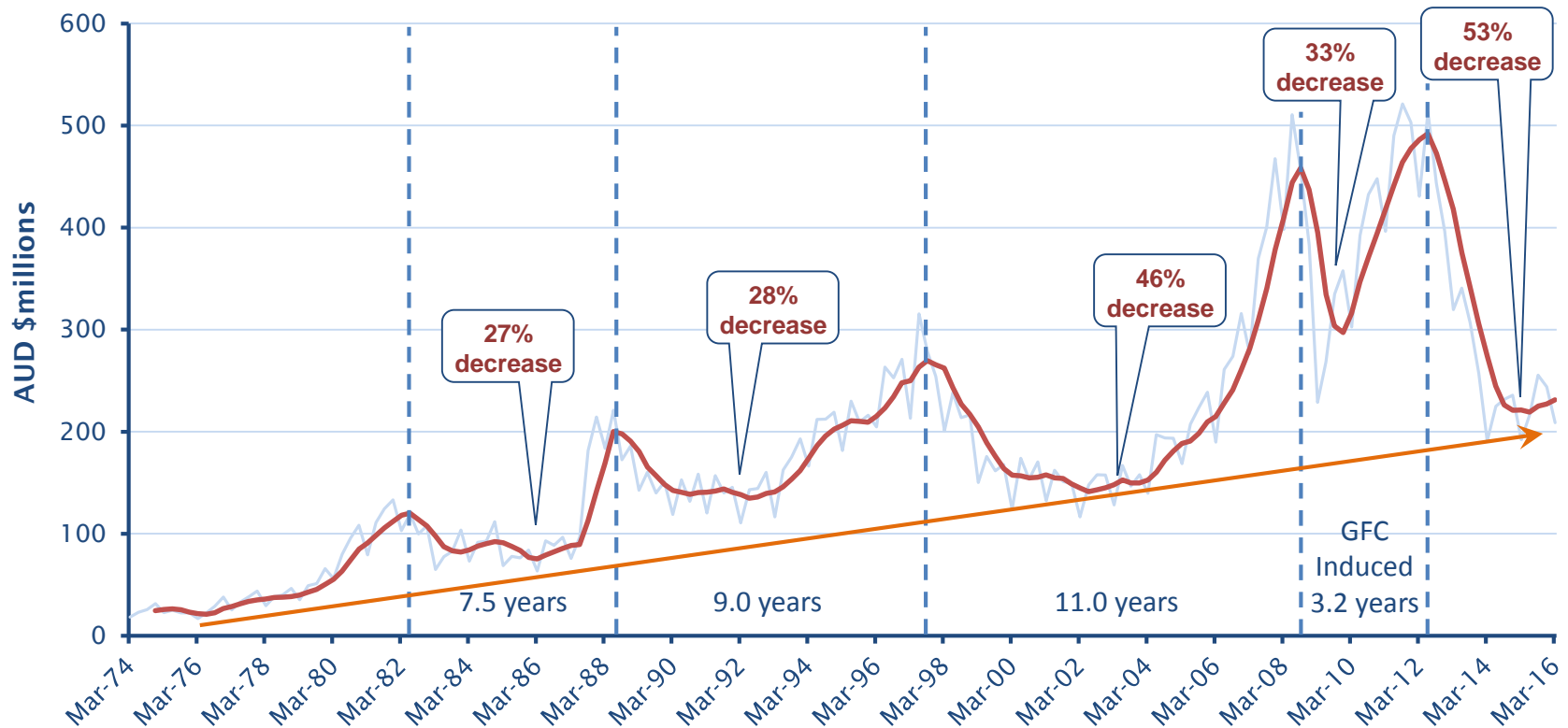
¹ ROIC calculated as LTM EBIT / Total Invested Capital. Total invested capital calculated as segment assets minus segment liabilities.

² Intertek margin represents the Chemicals & Pharmaceuticals division, SGS margin represents the Life Sciences Services and Environmental Services divisions. Eurofins margin includes Corporate costs

Mineral cycle at a trough



Australian Mineral Exploration Spend (excluding iron ore & coal)

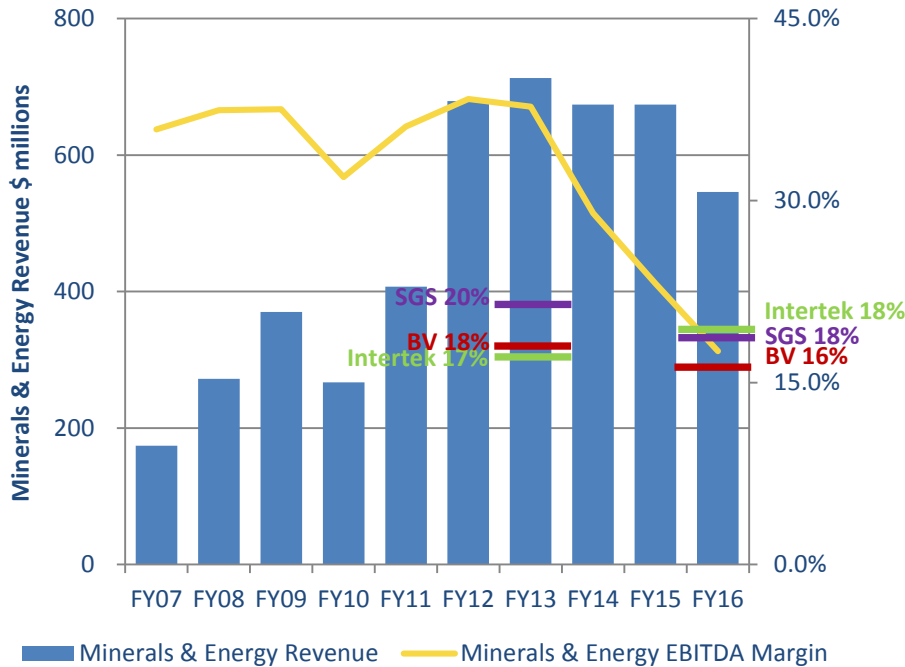


Source: Australian Bureau of Statistics

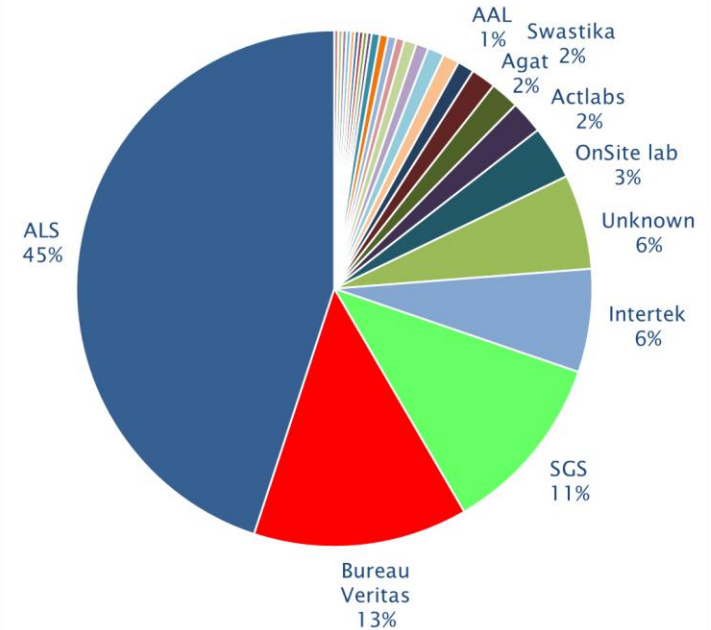
Platform well positioned to benefit from recovery



Historical revenue and EBITDA margin for the Minerals and Energy segments (FY ending March)¹



Laboratory Service Provider used for SNL Top Ranked Assay Drill Intersection Announcements 2014-2015²



- Leading global platform leveraged to inevitable market recovery
- Enhanced by ongoing cost base management and service optimisation

¹ Estimated EBITDA Margins for SGS, Intertek, Bureau Veritas are for Calendar Year 2015 and 2012 and refer to the Commodities segment for Intertek, the Commodities segment for Bureau Veritas and the Minerals and O&G & Chemicals Services segments for SGS. EBITDA is underlying EBITDA for all companies

² SNL Top 10 Ranked Assay Targets for Copper, Gold, Lead, Silver and Zinc published in Quarterly SOTM reports

Mineral cycle – are we past the bottom of the cycle?

\$AUD



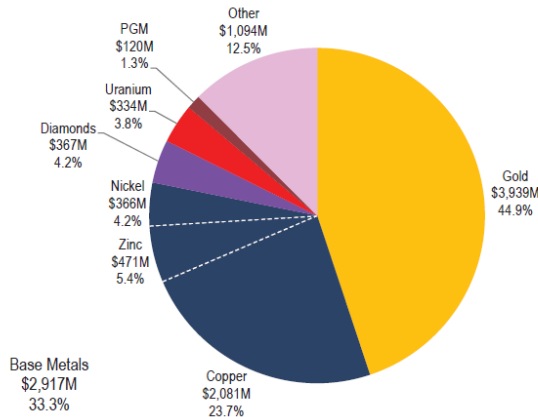
\$CAD



\$USD

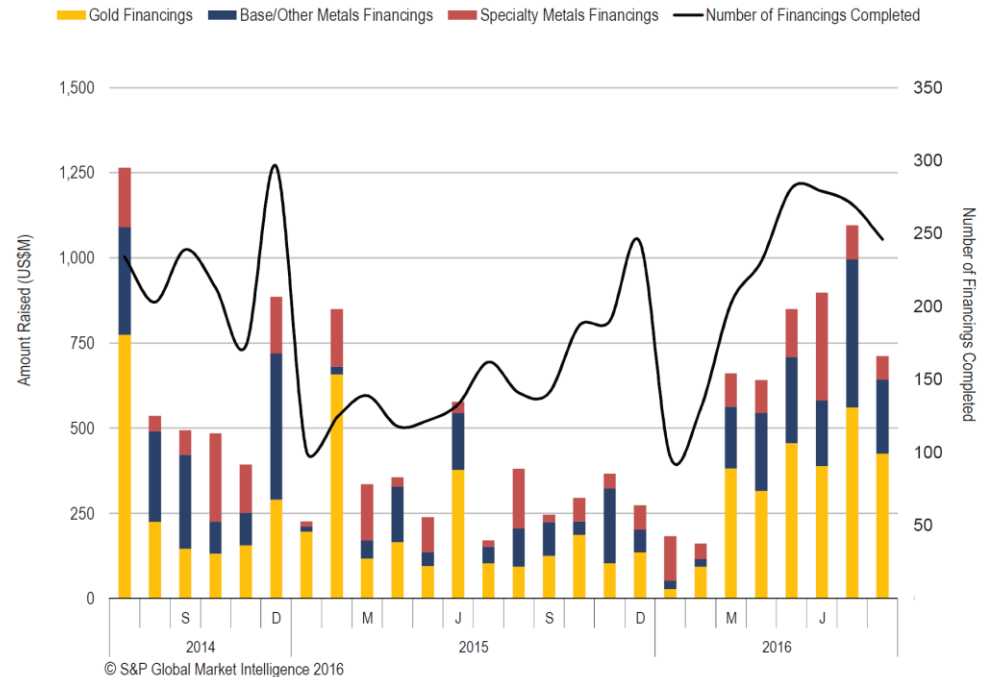


Figure 1: Worldwide Exploration Budgets by Target, 2015
(1,798 Companies Budgeting \$8.77 Billion)

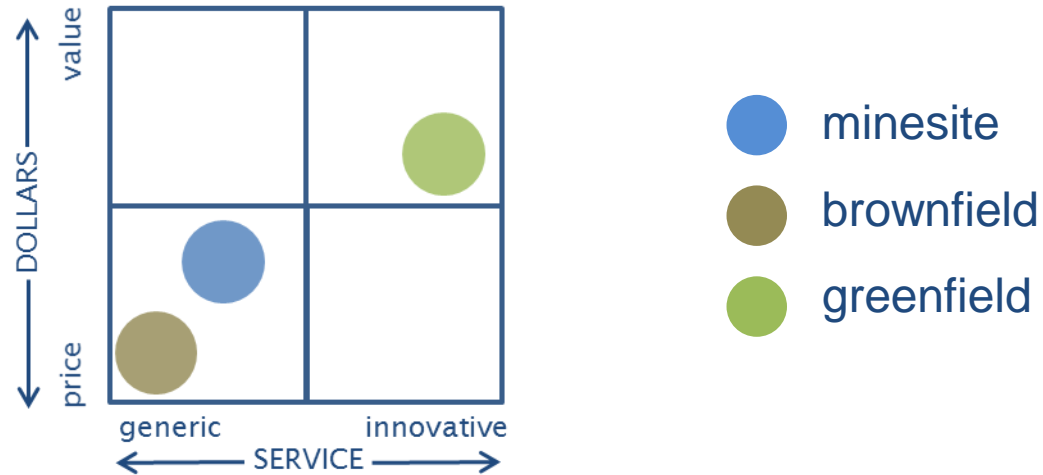
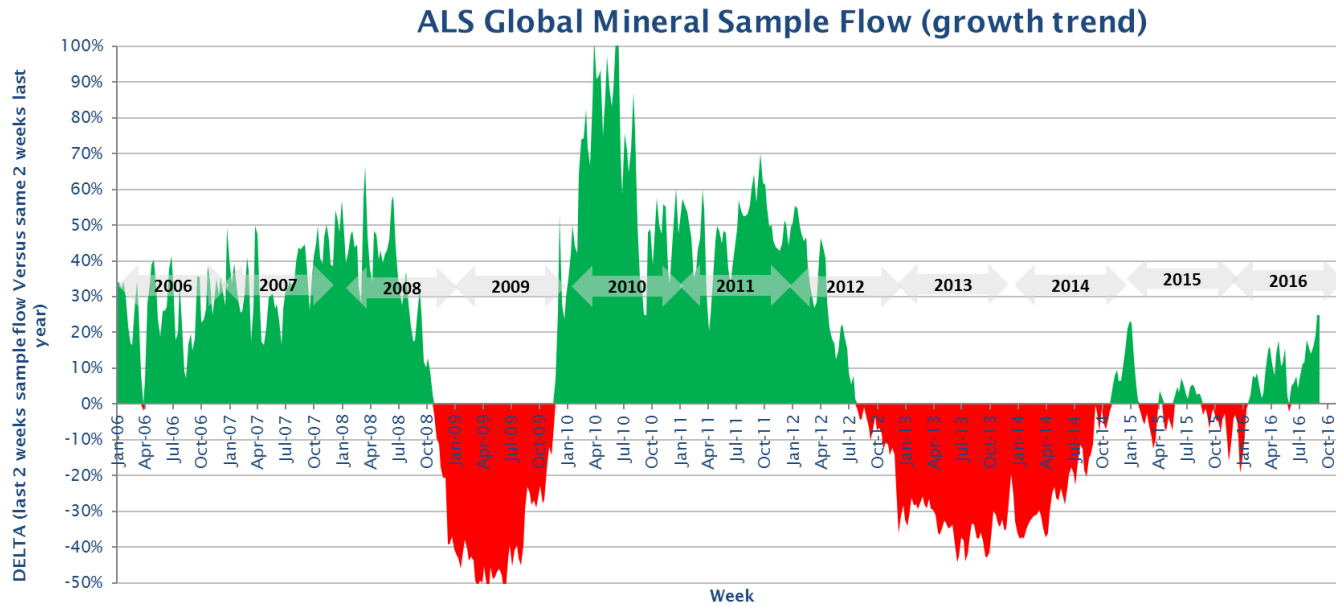


SNL Metals & Mining

Junior and Intermediate Financings Completed

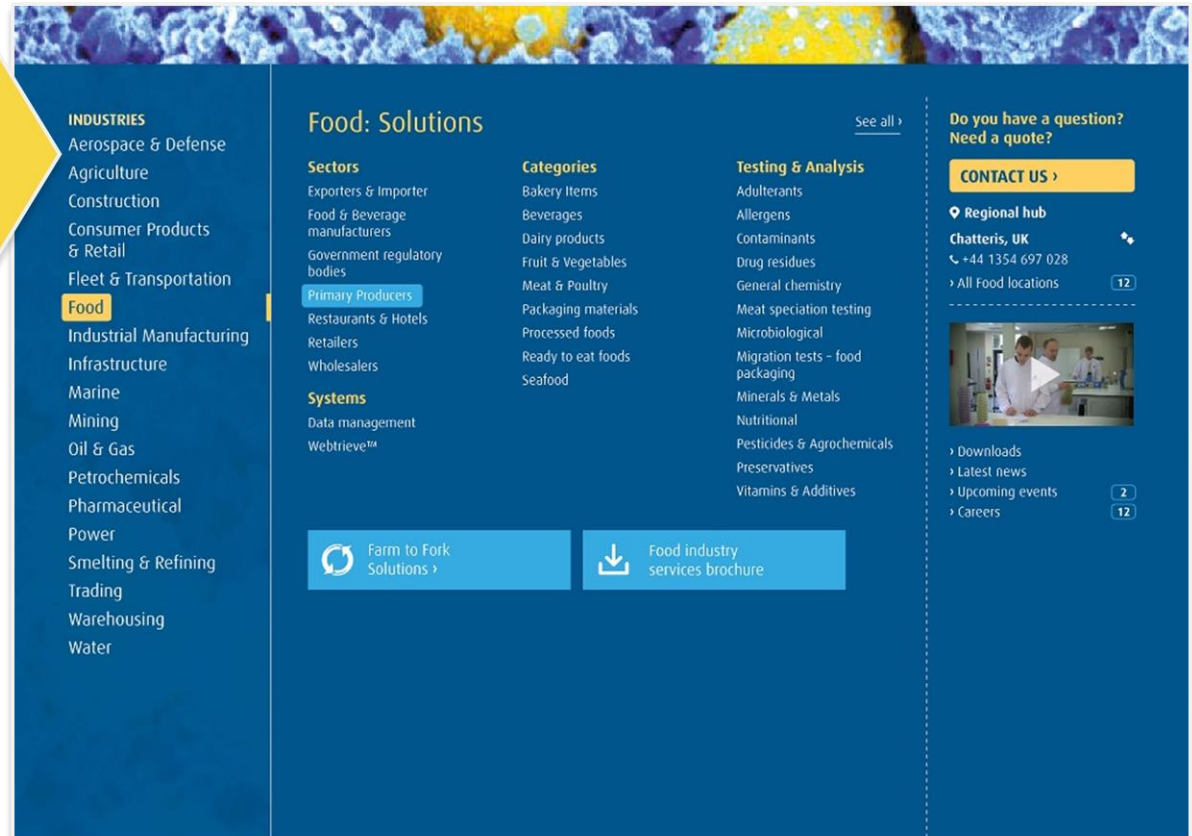


Mineral cycle – are we past the bottom of the cycle?



ONE ALS

- Promoting a broad range of services to an end market
- Packaging services
- Cross business stream ALS portal
- Improve and simplify B2B interaction
- Leveraging clients across business streams



The screenshot displays the 'Food: Solutions' section of the ALS website. On the left, a vertical menu lists various industries, with 'Food' highlighted in a yellow box. The main content area is divided into several columns: 'Sectors' (Exporters & Importer, Food & Beverage manufacturers, Government regulatory bodies), 'Primary Producers' (Restaurants & Hotels, Retailers, Wholesalers), 'Systems' (Data management, Webtrieve™), 'Categories' (Bakery Items, Beverages, Dairy products, Fruit & Vegetables, Meat & Poultry, Packaging materials, Processed foods, Ready to eat foods, Seafood), and 'Testing & Analysis' (Adulterants, Allergens, Contaminants, Drug residues, General chemistry, Meat speciation testing, Microbiological, Migration tests – food packaging, Minerals & Metals, Nutritional, Pesticides & Agrochemicals, Preservatives, Vitamins & Additives). At the bottom of the main content area, there are two buttons: 'Farm to Fork Solutions' and 'Food industry services brochure'. On the right side, there is a 'Do you have a question? Need a quote?' section with a 'CONTACT US' button, a 'Regional hub' for Chatteris, UK, and a list of links including 'Downloads', 'Latest news', 'Upcoming events', and 'Careers'.