

15th September 2004



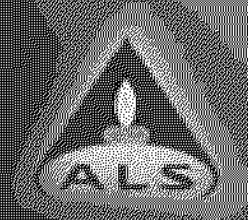
CAMPBELL BROTHERS LIMITED

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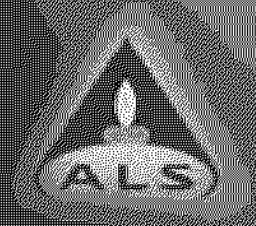
Agenda

- Overview
- Financial Highlights
- Divisions
- Outlook
- The ALS Story



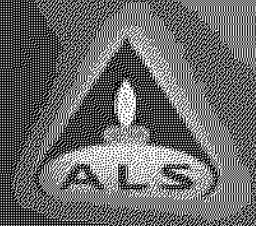
Overview

- Diversified Industrial Company
- Core Business Divisions
 - Laboratory Services
 - Industrial Products
 - Consumer Products & Services



Laboratory Division

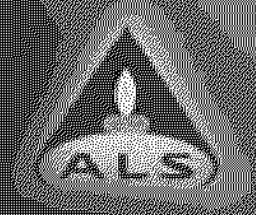
- **Provision of consulting and analytical laboratory services**
- **ALS Laboratory Group – one of the largest and most diversified commercial and analytical laboratory companies in the world**
- **Business units**
 - **ALS Chemex (Minerals analysis)**
 - **ALS Environmental (Environmental analysis)**
- **Operations in 19 countries**
- **44 laboratories worldwide**
- **Headquarters - Stafford Qld**



Industrial Division

CHEMICAL PRODUCTS

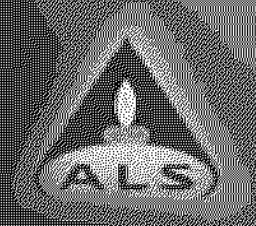
- **Manufacture and distribution of industrial cleaning agents and chemicals**
- **Business units**
 - **Cleantec (CHS & FHS)**
 - **Deltrex Chemicals**
- **Markets – Australia, NZ and parts of Asia**
- **Production and distribution facilities in Brisbane, Sydney, Melbourne and Adelaide**
- **Industries serviced:**
 - **CHS – health & aged care, building services & commercial laundries**
 - **FHS – food processing, brewers & beverage producers, dairy farms & meat works.**
 - **Deltrex – industrial and food processing**



Industrial Division (continued)

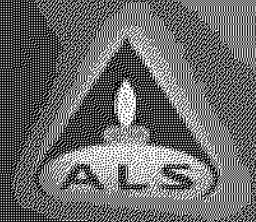
DISTRIBUTION

- **Distribute non-food consumables (cleaning supplies, paper products etc) to the healthcare, building services, hospitality and leisure industries**
- **Reward Distribution Group - based at Nerang on Qld's Gold Coast**
- **Business Units operating in Qld, NSW, NT & NZ**
- **Recent acquisitions:**
 - **Crocker Hospitality - NSW Oct 2002**
 - **Gould & Kennedy - Qld Aug 2003**
 - **Curreys - Qld Nov 2003**
 - **Hospac - Qld Dec 2003**



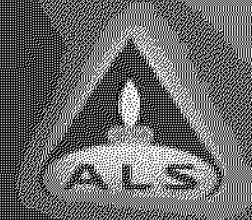
Consumer Division

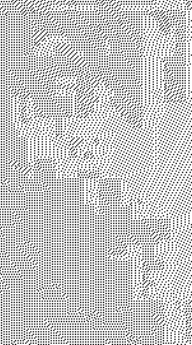
- **Manufacture and distribution of household consumer cleaning products and provision of consumer services**
- **Business units**
 - **Campbell Consumer Products (CCP) - manufacturer**
 - **Panamex Pacific - trader**
 - **Crossmark - merchandiser**
 - **National Service Providers – services**



Financial Highlights

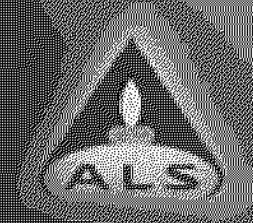
	<u>2004</u> \$m	<u>2003</u> \$m	<u>Change</u> %
Sales Revenue	390.3	359.3	+ 8.6
Net Profit after tax	17.9	14.9	+ 20.2
EPS (cents)	45.14	38.25	+ 18.0
DPS (cents)	33.0	30.0	+ 10.0





Divisional Results

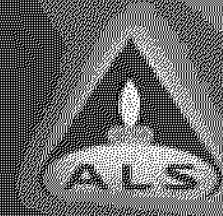
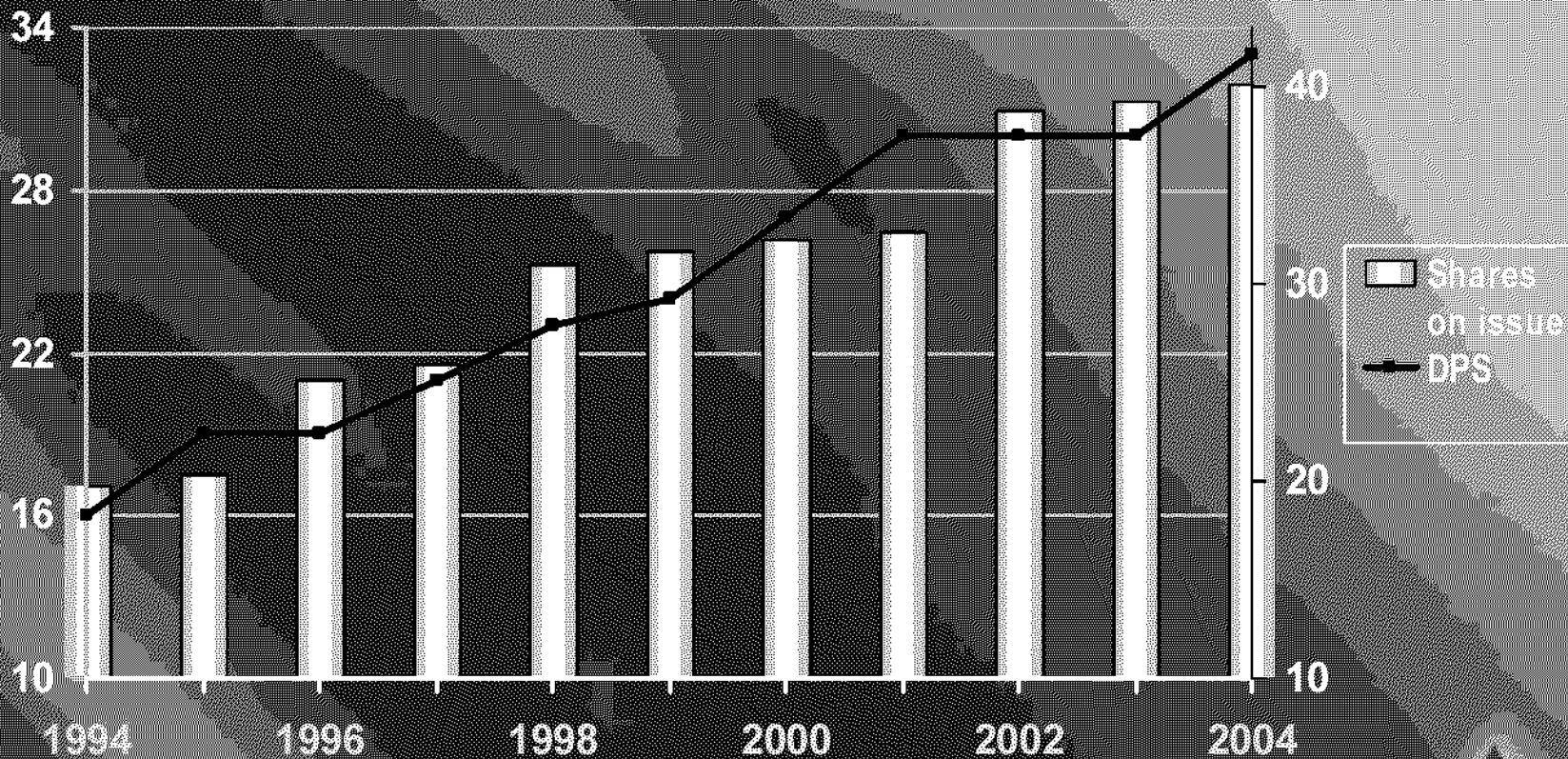
CONTRIBUTION	<u>2004</u>	<u>2003</u>	<u>2002</u>	<u>%Change</u>
<u>DIVISION</u>	\$m	\$m	\$m	2004/2002
Laboratory Services	21.5	16.35	11.54	+ 86.3
Consumer	5.21	5.90	10.16	- 48.7
Industrial	9.33	7.93	6.20	+ 50.5



Dividend Vs Shares on Issue

cents per share

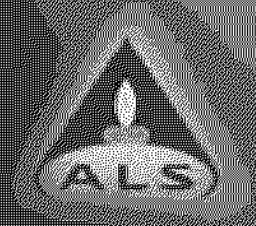
millions of shares



Outlook

Laboratory Services

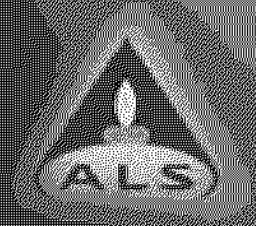
- **Contributes >60% of total company profit**
- **Expect earnings to continue**
- **Expansion globally**



Outlook

Consumer

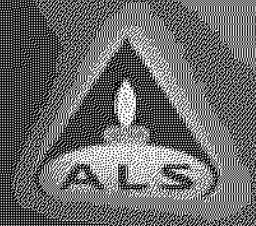
- **Possible sale of household laundry/ detergents business**
- **Focus on service-based businesses**
 - **pest control, washroom hygiene**



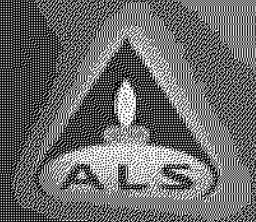
Outlook

Industrial

- **Chemicals**
 - **Expand commercial laundry business**
- **Distribution**
 - **continued expansion in Aust and NZ**



The ALS Story



A marriage between analytical chemistry and commerce



Chemistry

+

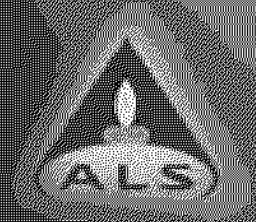


Commerce

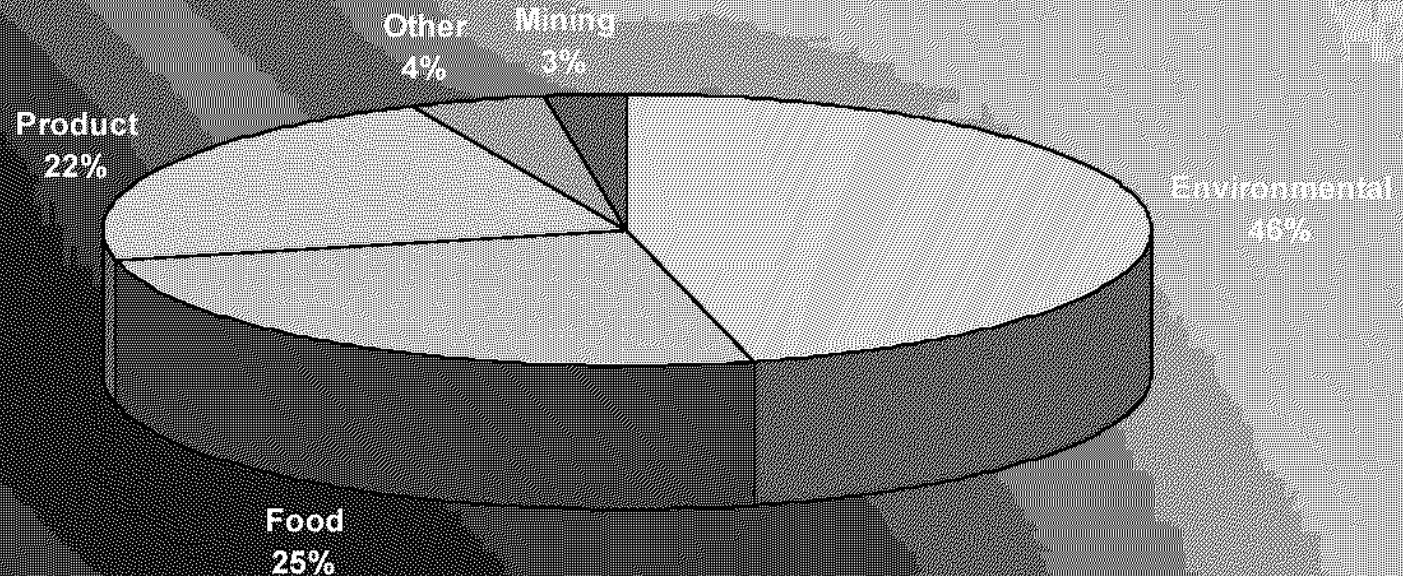
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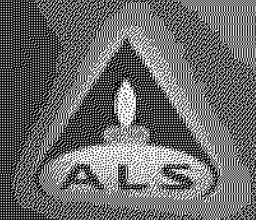
Commercial Laboratory



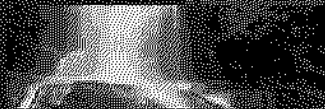
Commercial Analytical Chemistry Markets



- **Total Global Commercial Analytical Chemistry Market (excluding health services) is estimated to be approximately AUD\$12 billion**
- **Australian Market is estimated at AUD\$190 million**
 - Environmental \$70 million
 - Mining \$65 million
 - Food and Agriculture \$35 million
 - Other \$20 million



Markets Served by ALS



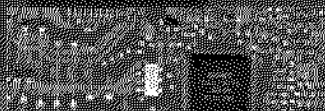
Environmental (ALS Environmental)



Minerals (ALS Chemex)



Oils (ALS WearCheck)



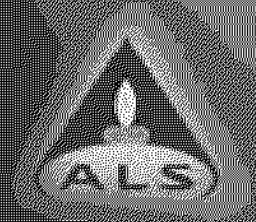
Electronics



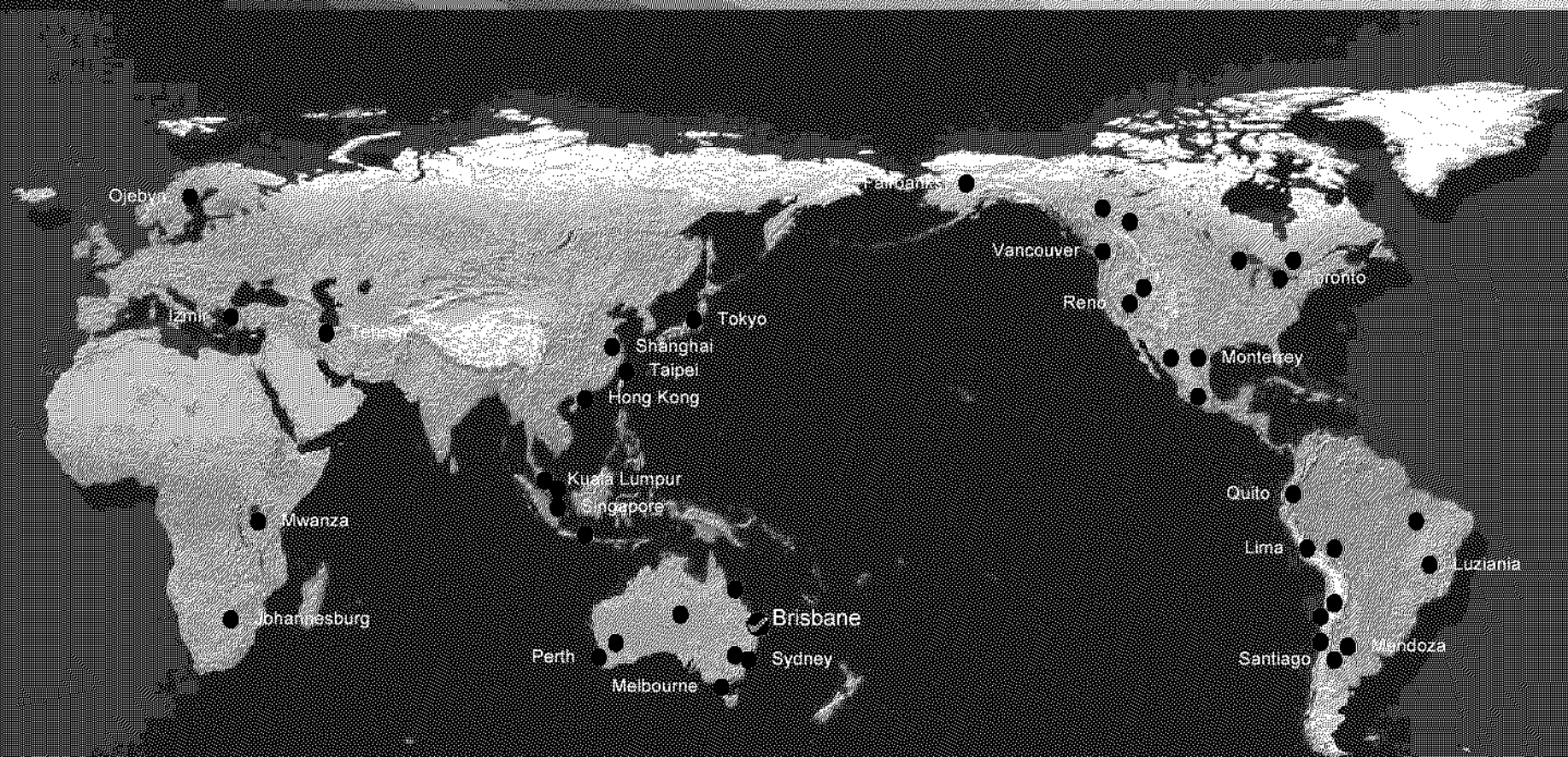
Eco-toxicology



Food



ALS Location History



1974

1987

1992

1996

1999

2001

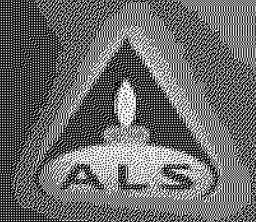
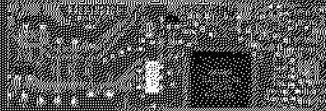
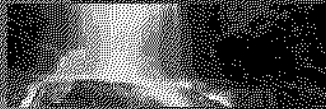
2003

2005

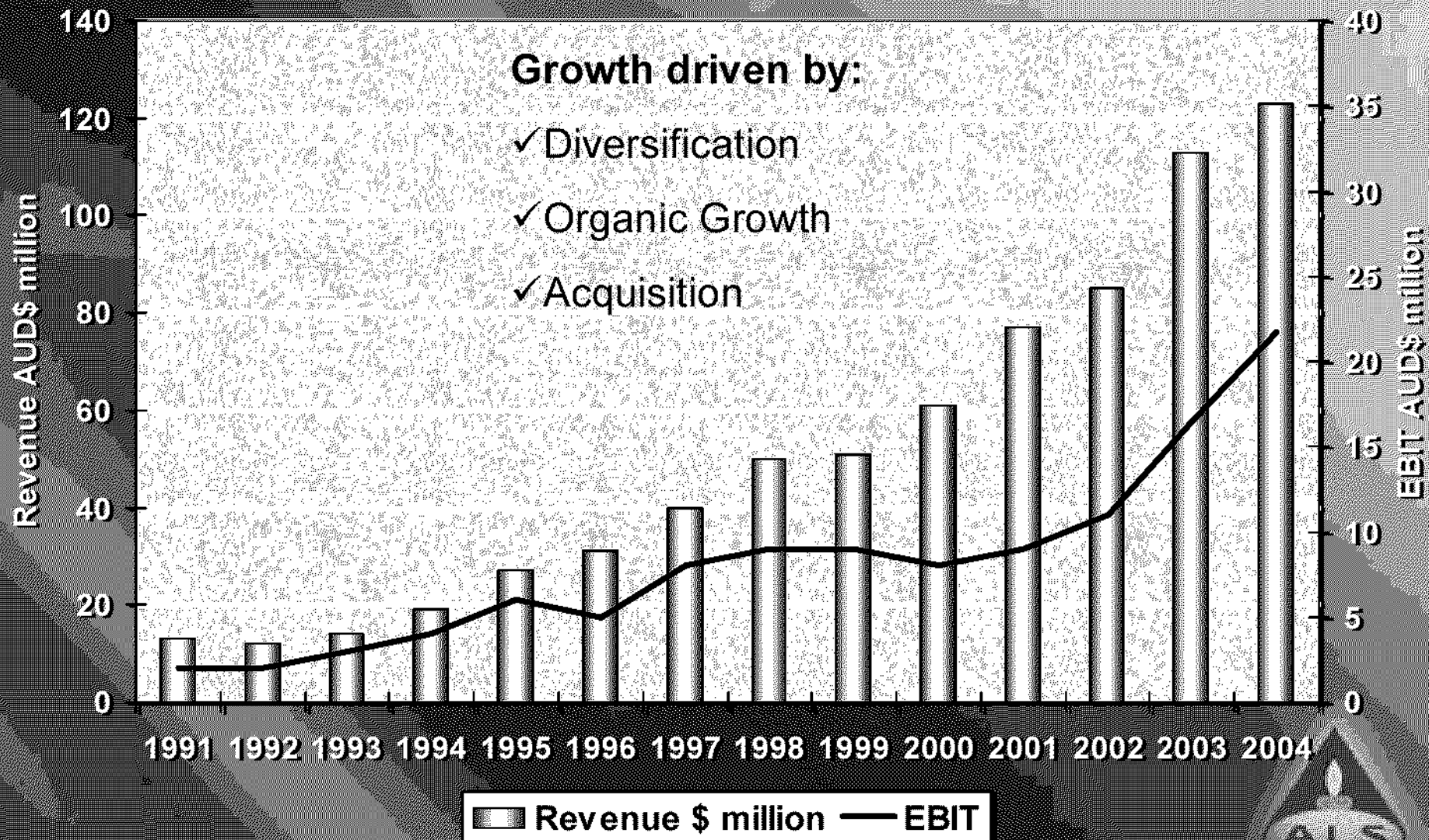


Company Snapshot

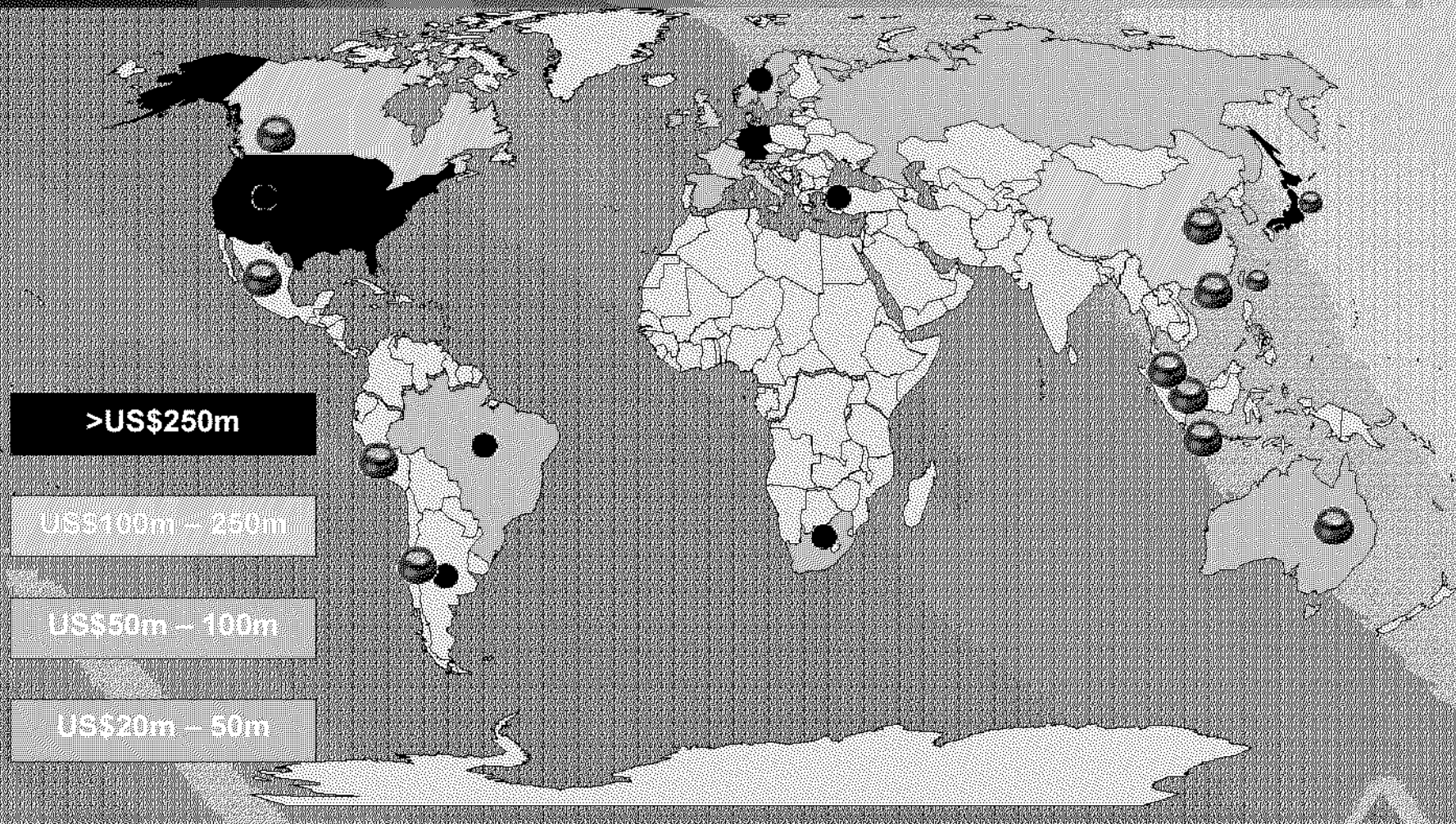
- 1800 staff (700 professional chemists)
- One of the largest commercial analytical groups in the world
- Processing ~100,000 samples per week
- Revenues in excess of \$140 million per year
- Four main operating divisions
 - ALS Chemex
 - Mining & Exploration Services
 - ALS Environmental
 - Environmental Services
 - ALS WearCheck
 - Oil Services
 - ALS Technichem
 - Ecotoxicology
 - Genetically Modified Organisms
 - Food Analyses
 - Electronics
 - Pharmaceuticals



ALS Laboratory Group Historical Revenues and EBIT



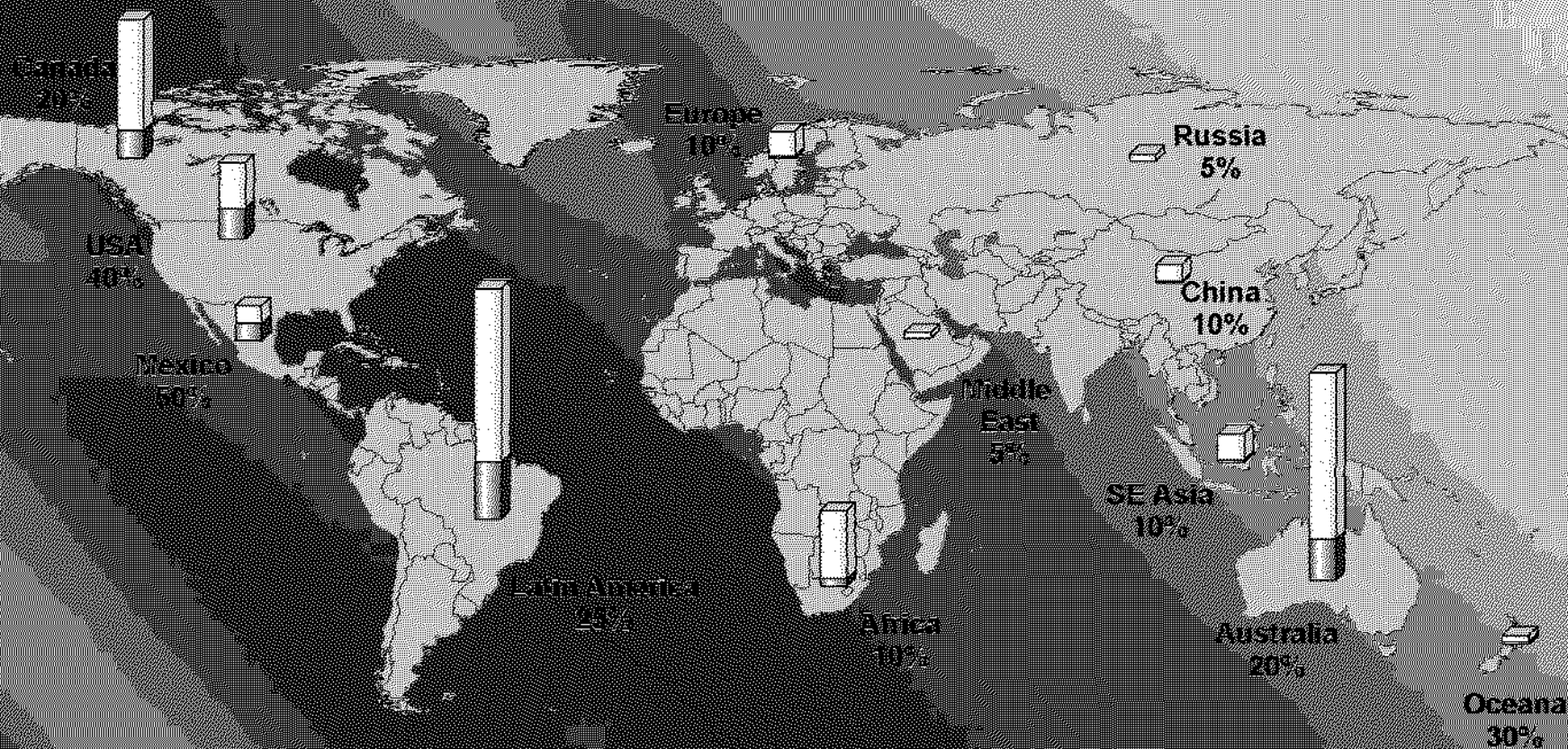
Commercial Environmental Analytical Chemistry Markets



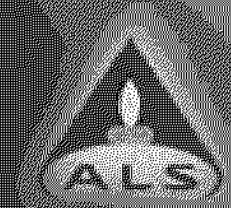
Total Global Environmental Analytical Market
>US\$4 Billion per Year



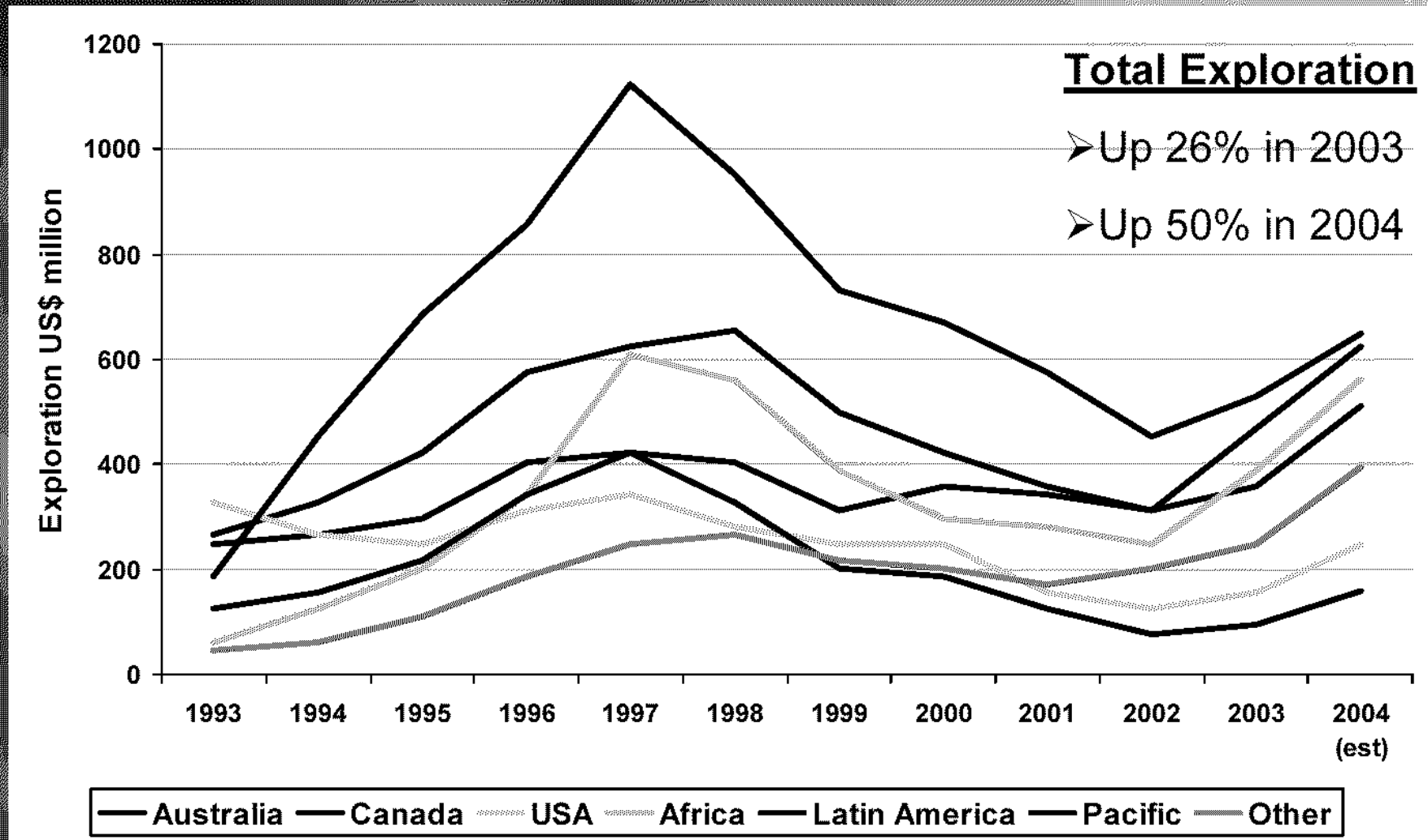
Commercial Mineral Analytical Chemistry Markets Available to ALS, with ALS Market Share



Total Global Mineral Analytical Market
>US\$300 Million per Year

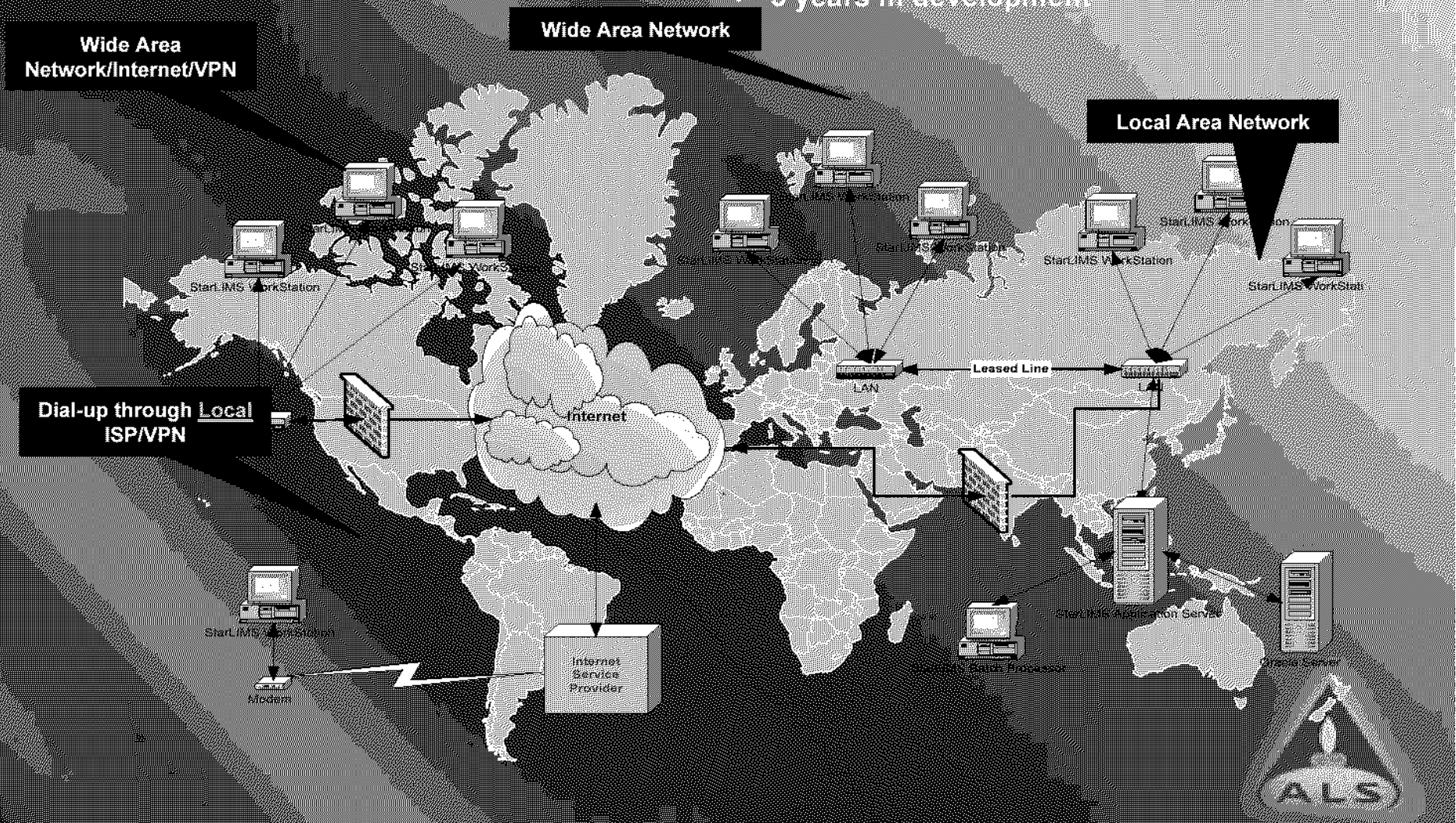


Total Exploration Expenditure - Generating Commercial Mineral Analytical Chemistry Opportunities



LIMS – StarLIMS

- ✓ 500,000 samples per month
- ✓ 10,000,000 analytical results per month
- ✓ 2.5 GB growth in database size per month
- ✓ \$4,500,000 invested in infrastructure and software
- ✓ 3 years in development



Information Flow

Intranet

SharePoint

StarLIMS

WebTrieve™



ALS Intranet

Home | Client Services | Lab | QC | Accounting | Operations | Administration | Training | Help

1-4 of 4 Samples

Excel Work Order Work Order Tasks

Work Order: EB0402744 Displaying: Work Order Results Client ID: Test Client

Interp QC QC Results Results

	Client Sample 1			HR SEW WWD-23	HR Pond 1 WWC-11	HR TB-14	HR TS-53
	Client Sample 2						
	Sample Date			6/11/2004	6/11/2004	6/11/2004	6/11/2004
Method	Analyte	Units	LGR	EB0402744001	EB0402744002	EB0402744003	EB0402744004
EA025	Suspended Solids (SS)	mg/L	1	82	536		
ED040F	Sulphate as SO4 2-	mg/L	1	496	493		
EG020A-T	Arsenic	mg/L	0.01	0.012	0.018		
EG020A-T	Cadmium	mg/L	0.001	<0.0001			
EG020A-T	Chromium	mg/L	0.01	0.006			
EG020A-T	Copper	mg/L	0.01	0.003			
EG020A-T	Lead	mg/L	0.01	0.003			
EG020A-T	Nickel	mg/L	0.01	0.017			
EG020A-T	Zinc	mg/L	0.01	0.045			
EA035A	Ammonia as N	mg/L	0.1	68.8			
EP075(SIM)	Phenol	µg/L	1	151			
EP075(SIM)	2-Chlorophenol	µg/L	1	<10			
EP075(SIM)	2-Methylphenol	µg/L	1	827			
EP075(SIM)	3, 4-Methylphenol	µg/L	2	330			
EP075(SIM)	2,4-Dichlorophenol	µg/L	1	<10			
EP075(SIM)	2,4-Dimethylphenol	µg/L	1	2860			
EP075(SIM)	2,4-Dichlorophenol	µg/L	1	<10			
EP075(SIM)	2,6-Dichlorophenol	µg/L	1	<10			
EP075(SIM)	4-Chloro-3-Methylphenol	µg/L	1	<10			
EP075(SIM)	2,4,6-Trichlorophenol	µg/L	1	<10			



ALS Intranet

Home | Client Services | Lab | QC | Accounting | Operations | Administration | Training | Help

Task Progress Report

Laboratory: EB

Methods: EA006, EA030, EA055-103, ED004, ED007, ED007PR, ED037a, ED040F, ED046S, ED049T, ED040a, ED045a, ED053F, ED053S, ED093T, ED093a, EG005C, EG005F, EG005MUG, EG005T, EG005TUG, EG005U, EG020A-C, EG020A-F, EG020A-T, EG020A-U, EG020B-C, EG020B-F, EG020B-T, EG020B-U, EG020C-F, EG020C-T, EG020D-T, EG020D-U, EG020F, EG020T, EG020U, EG020X-T, EG020Y-T, EG035C, EG035F, EG035T, EG035U, EG049, EG050, EG050S, EG051F, EG052F, EK085, EN055, EN25, EN33, EN33a, EN34, EN68, EN69a, EN69, ICPAES-DR, ICMS-DR, ME-ICP05

Client name: across all clients

Available / Total: 876/1653

Select/deselect methods then click Refresh Search Refresh

Metals	EA006 (water)	Sodium Absorption Ratio	14	☐
Metals	EA055-103 (soil)	Moisture Content	743	☐
Metals	ED007 (soil)	Exchangeable Cations	36	☐
Metals	ED007PR (soil)	Exchangeable Cations Preparation Method	36	☐
Metals	ED040F (water)	Dissolved Sulphate by ICPAES	236	☐
Metals	ED046S (soil)	Sulphate as SO4 2- Soluble	64	☐
Metals	ED040T (soil)	Sulphate as SO4 2- Total	1	☐
Metals	ED003F (water)	Major Cations - Filtered	182	☐

HR Date	Client Code	Work order	Project	Received	Total	Run	Status
3/5/2004	WASTESCL	EB0401577		21/4/2004 05:50	1	5135	Pass
11/6/2004	WIDBAYWA	EB0402473		1/6/2004 22:10	6	8271	Pass
24/6/2004	TARONGCL	EB0402858		17/6/2004 02:00	2	9485	Pass