



Morgans Queensland Conference 2017

Brisbane

11 October 2017

Richard Stephens – Chief Financial Officer, ALS Limited

Right Solutions • Right Partner

www.alsglobal.com

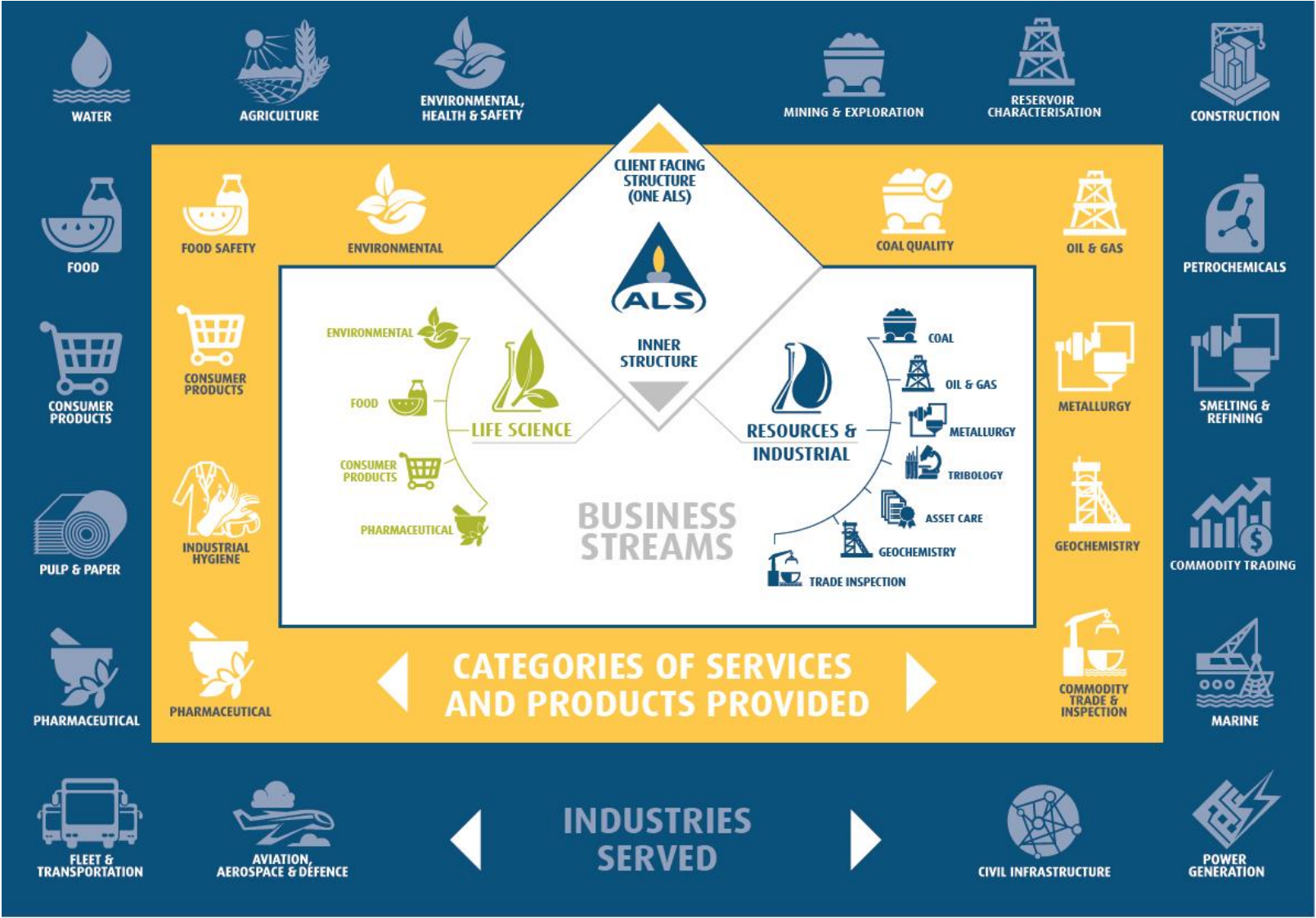


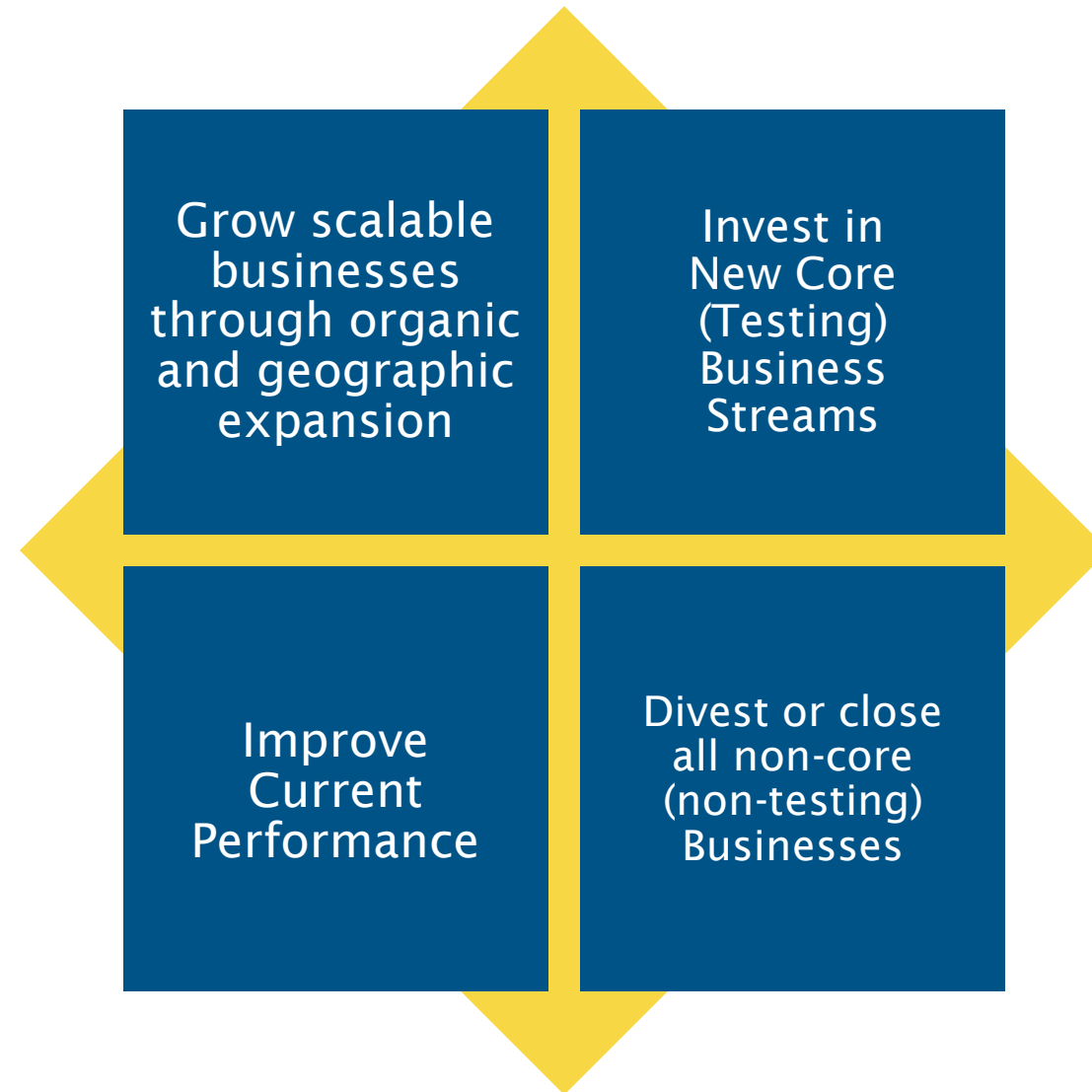
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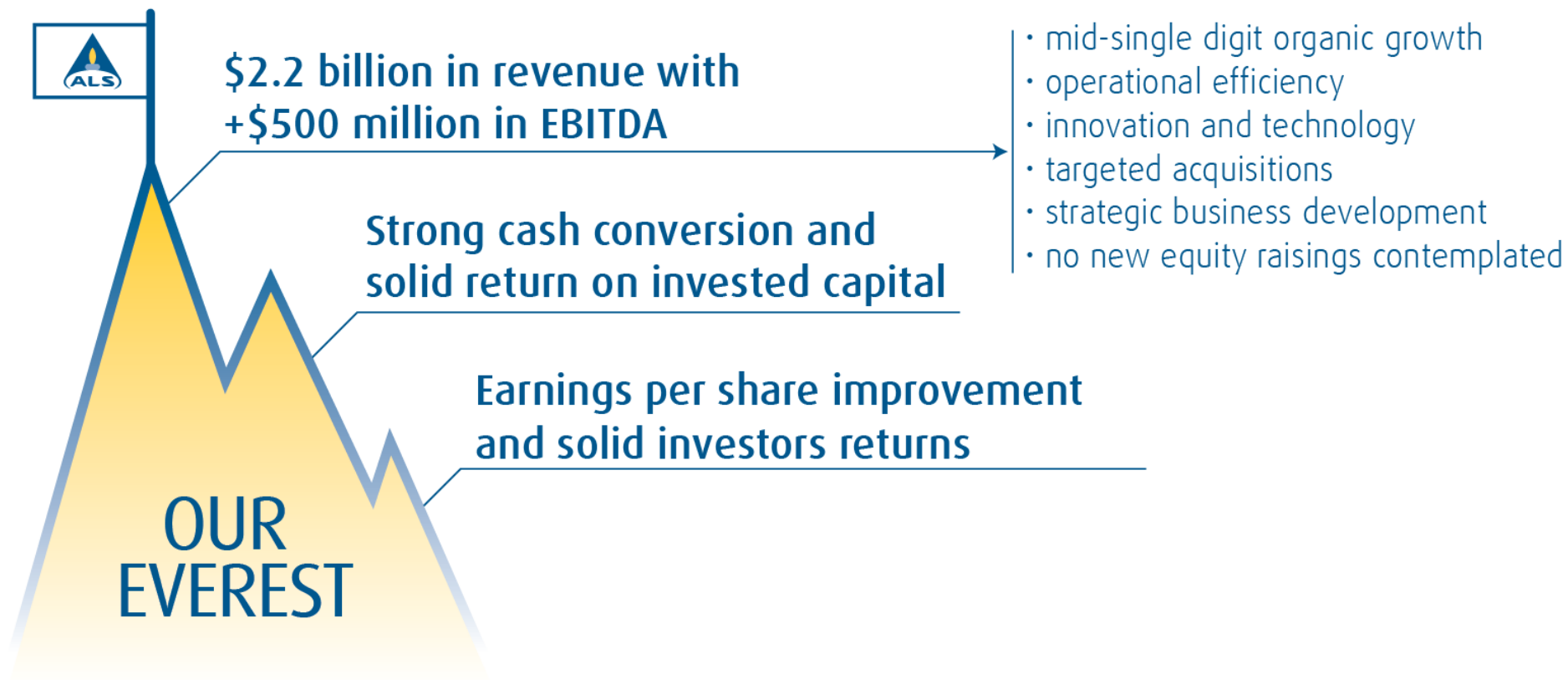
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Business streams





Vision 2022: Our Everest (excluding significant acquisitions)



Assumes no material adverse change in market conditions

Strategic priorities



Acquisitions completed during FY2018 to date



Total investment
\$30 m

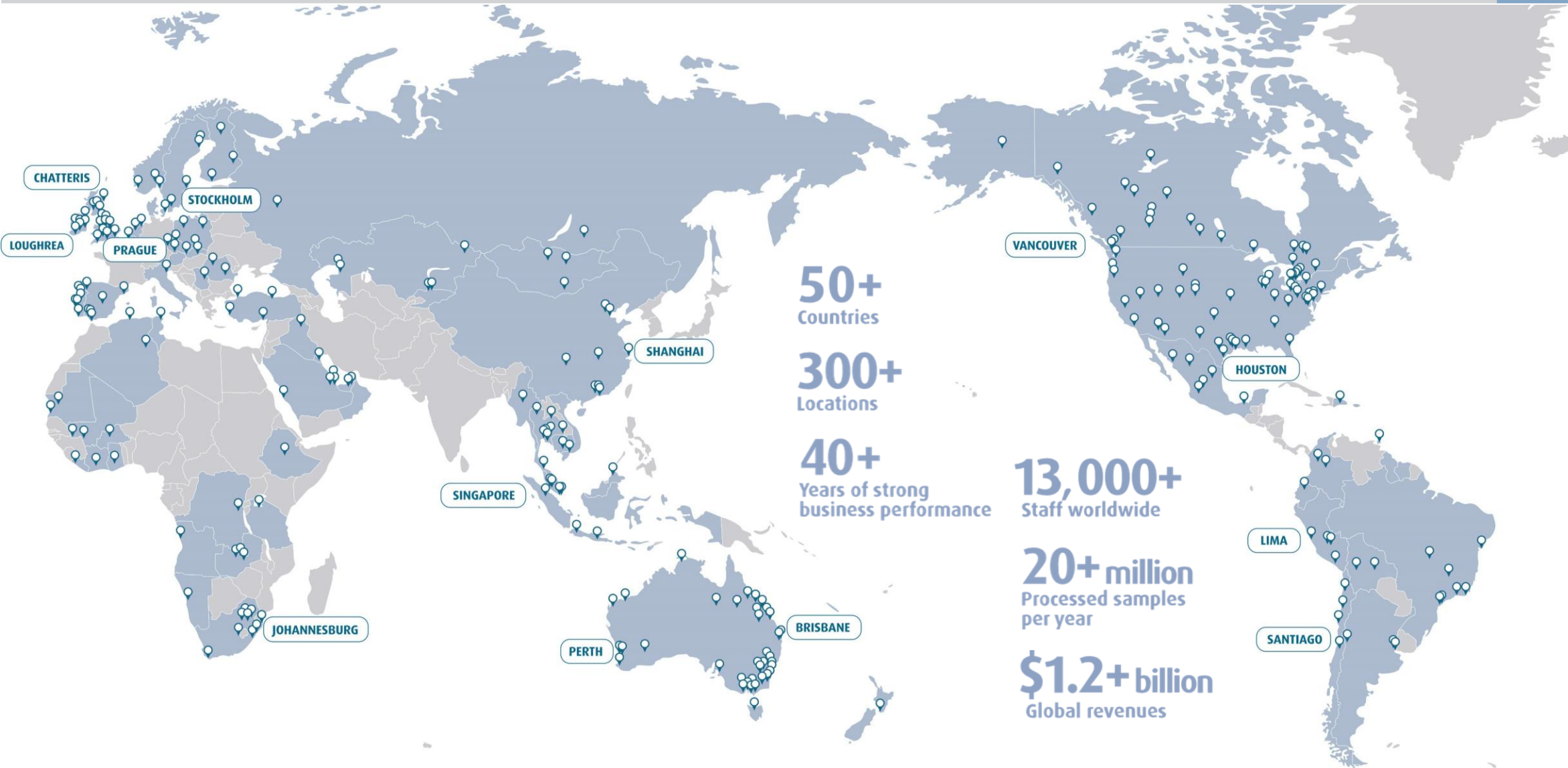
FOOD
Marshfield (USA)

TRIBOLOGY
Oilcheck (Brazil)

PHARMACEUTICAL
Mikrolab / Toxicon (Sweden)*

** completed since end of September half-year*

Global operations map

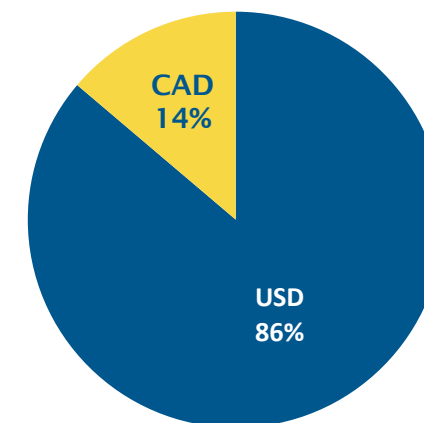


Debt Metrics – March 2017

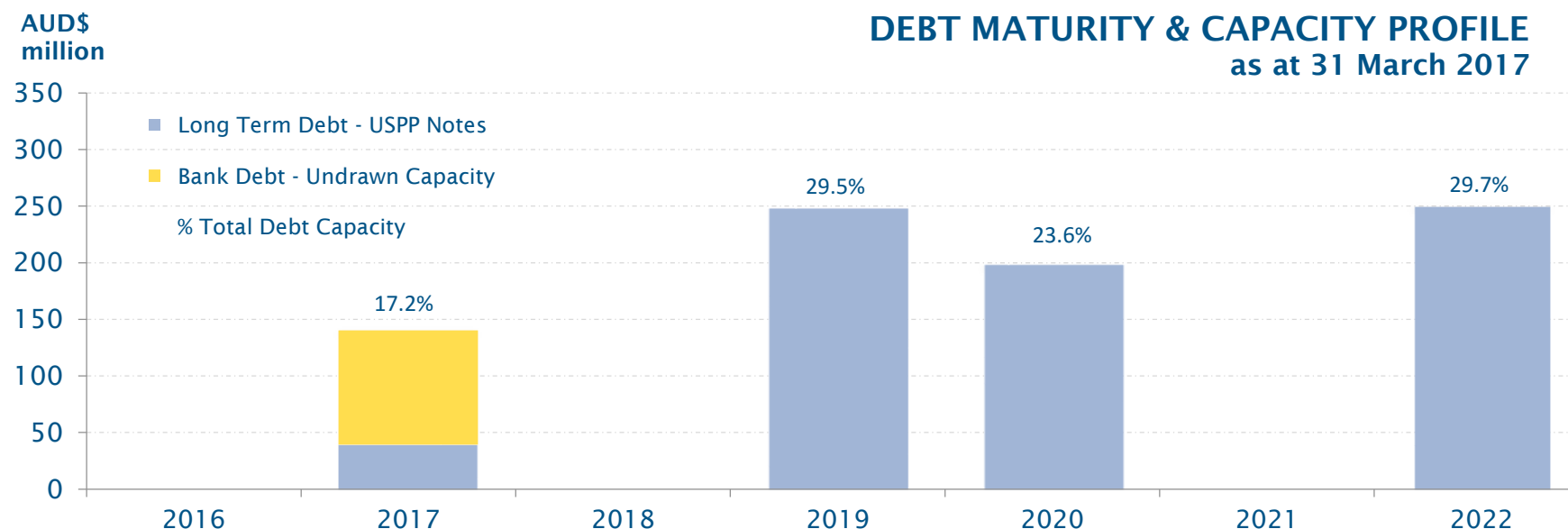
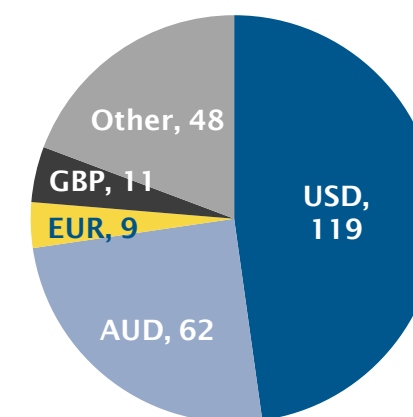


	Mar-13	Mar-14	Mar-15	Mar-16	Mar-17
STATISTICS					
Gearing Ratio (comfort 45%)	29%	34%	38%	27%	29%
Leverage (net debt/ EBITDA; max 3.00)	1.0	2.2	2.5	1.7	2.1
EBITDA interest cover (min 3.75)	21.0	12.2	9.1	7.7	8.5
BALANCE SHEET MEASURES					
Total Equity (AUD mn)	997	1419	1228	1186	1185
Net Debt (AUD mn)	400	722	762	438	485

Debt Denomination



Cash Holdings AUD\$m

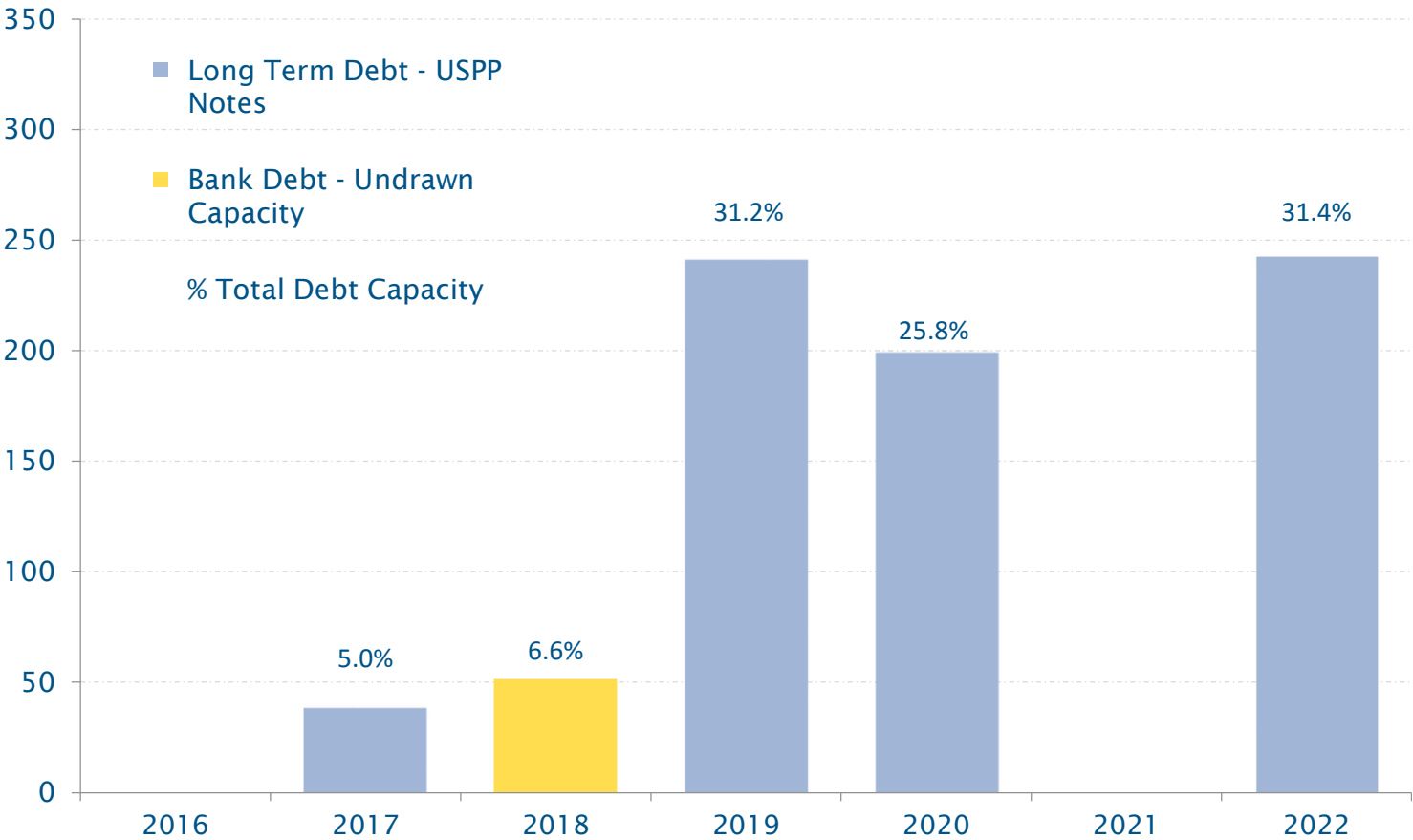


Debt Facilities – September 2017 following bank debt re-financing

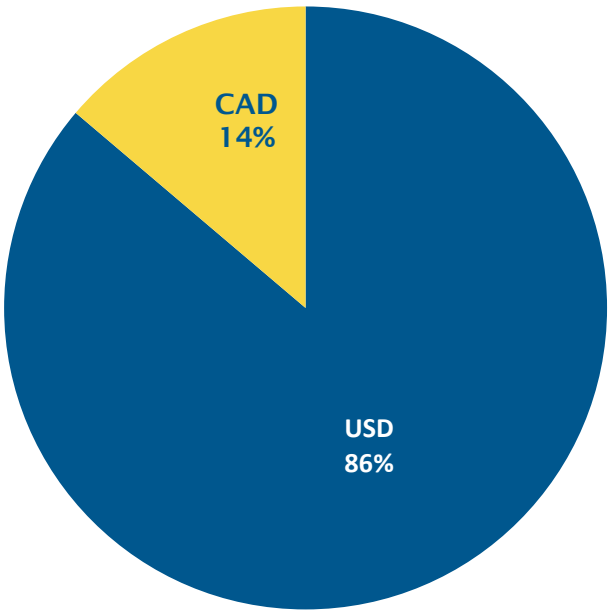


AUD\$ million

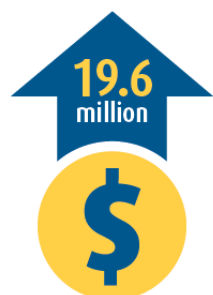
DEBT MATURITY & CAPACITY PROFILE as at 30 September 2017



Debt Denomination:



Cash flow FY17



FREE CASH FLOW



EBITDA CASH CONVERSION

105.3%



CAPEX

58.7 million = 4% of revenue



EFFECTIVE TAX RATE

28.3%

Full year	FY16 AUD mn	FY17 AUD mn
Underlying operating profit (EBIT)	177.9	171.6
Depreciation & Amortisation	86.4	78.8
Working capital	(6.3)	13.8
CAPEX	(73.7)	(58.7)
Other	5.1	3.5
Free cash flow	189.4	209.0
Acquisitions	(22.8)	(106.4)
Dividends paid	(72.0)	(58.0)
Borrowings - movement	(183.2)	-
Equity Issued	317.0	-
Interest and Tax	(73.5)	(68.3)
Restructuring costs	(13.9)	(19.1)
Net increase/(decrease) in cash	141.0	(42.8)
Opening net cash	163.0	297.9
Effect of FX on cash held	(6.1)	(6.2)
Closing net cash	297.9	248.9

Analysis includes both continuing and discontinuing operations

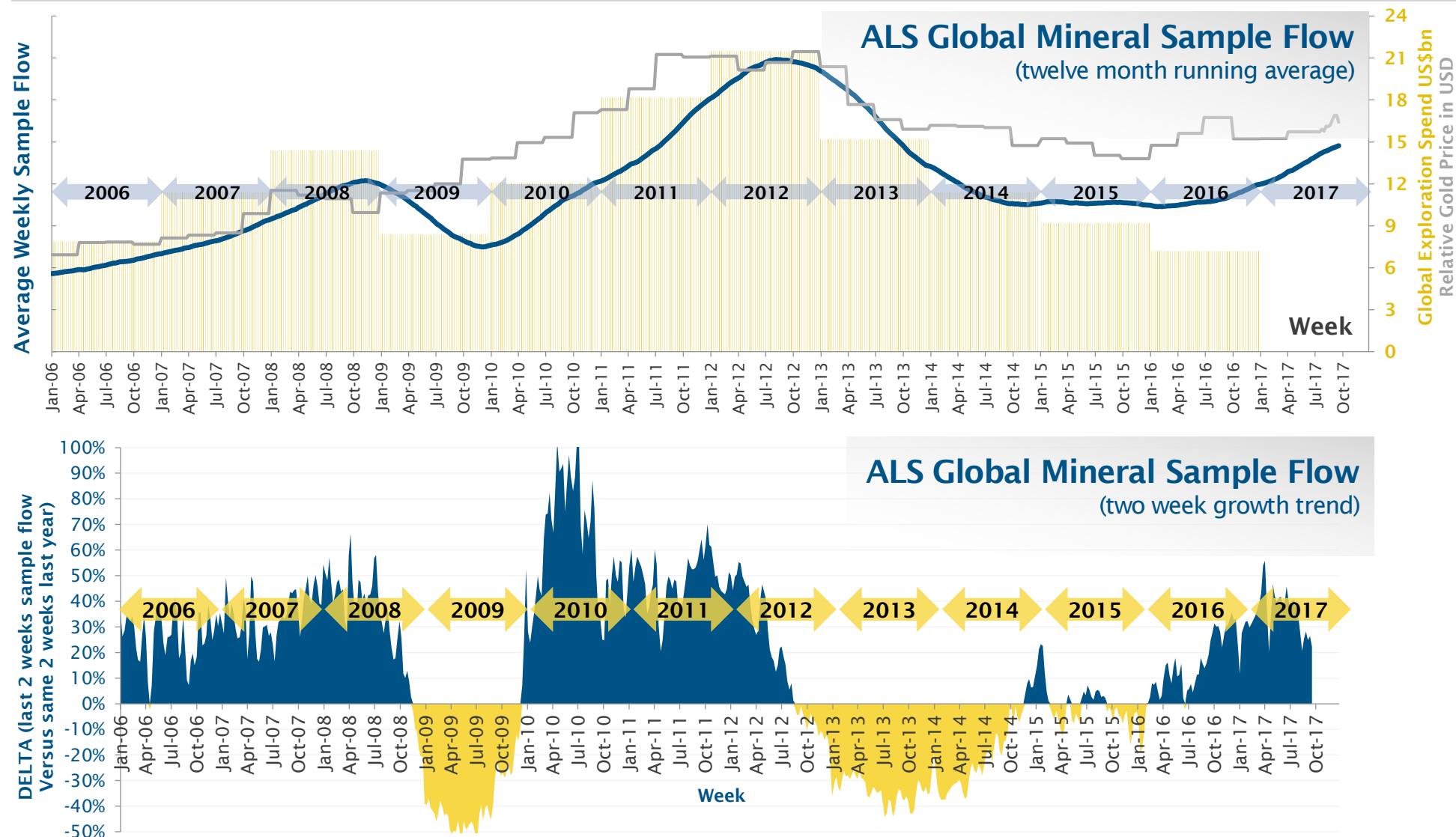
Full Year FY17 Financial summary



Full Year	FY16 (\$mn)	Full Year FY17 (\$mn)					
	Underlying*	Underlying*	Discontinued Operations	Impairment Charges	Restructuring & other one off items	Amortisation of Intangibles	Statutory Results
Revenue	1,239.0	1,272.3	93.3	-	-	-	1,365.6
EBITDA	258.0	253.1	(2.7)	-	(19.1)	-	231.3
Depreciation & amortisation	(69.1)	(67.0)	(11.8)	-	-	(1.5)	(80.3)
EBIT	188.9	186.1	(14.5)	-	(19.1)	(1.5)	151.0
Interest expense	(34.5)	(27.3)	-	-	-	-	(27.3)
Tax expense	(45.0)	(44.9)	0.2	-	3.8	-	(40.9)
Non-controlling interests	(1.0)	(1.2)	-	-	-	-	(1.2)
NPAT	108.4	112.7	(14.3)	-	(15.3)	(1.5)	81.6
EPS (basic – cents per share)	23.7	22.4					16.2
Dividend (cents per share)	13.5	13.5					

* continuing operations

Geochemical markets – strong recovery maintaining momentum



Q1FY18

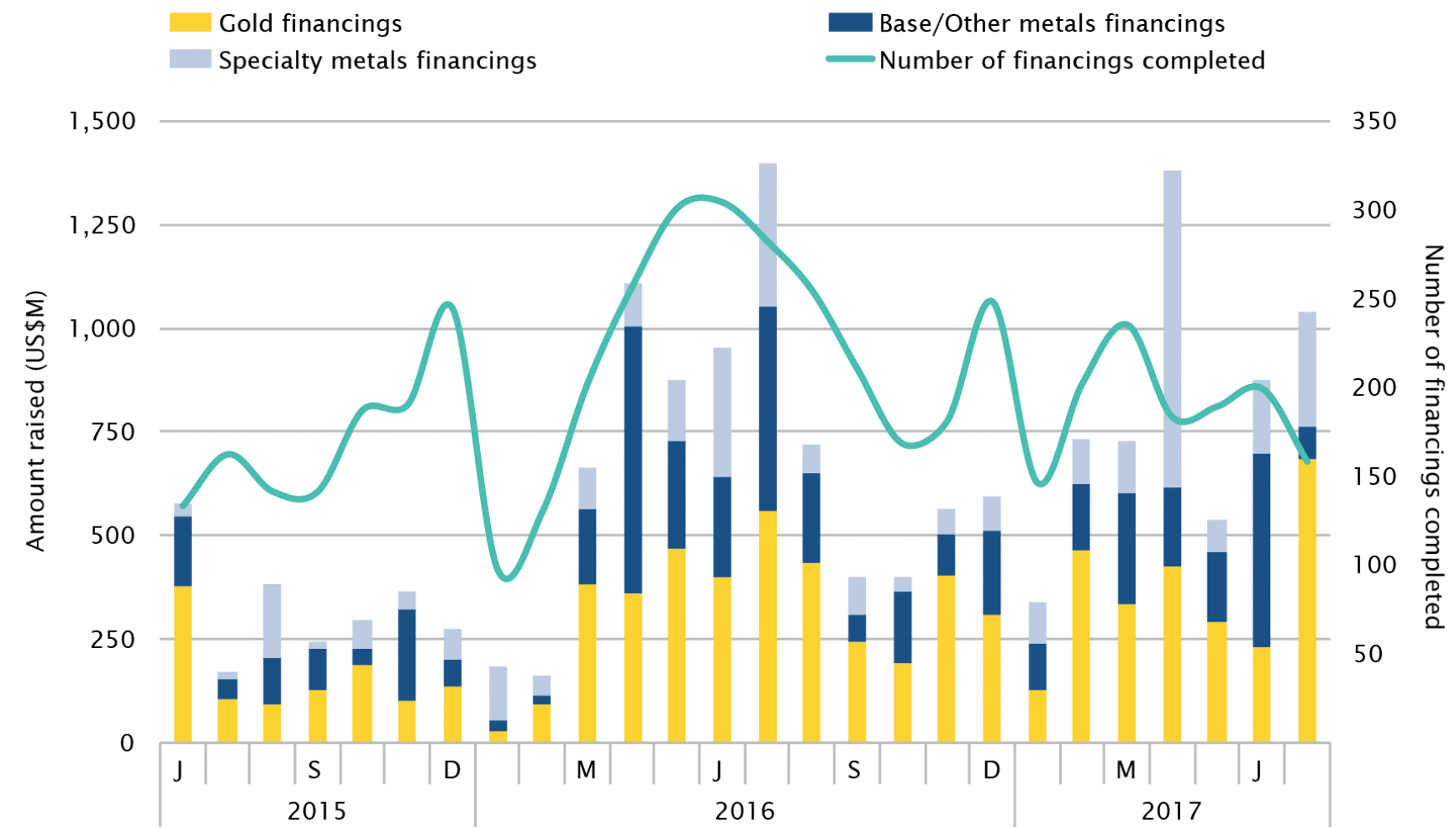
Samples
+39%
pcp

Revenue
+33%
pcp

EBIT
+69%
pcp

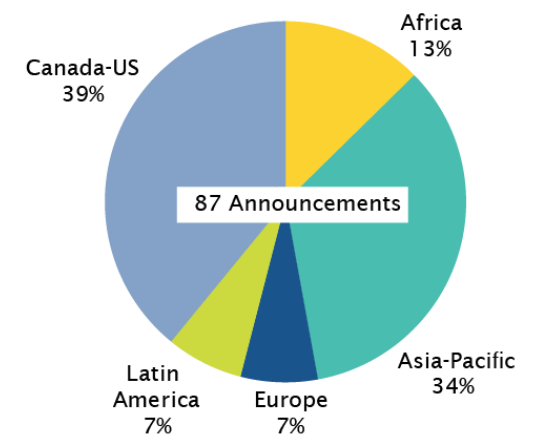


Junior and intermediate financings completed

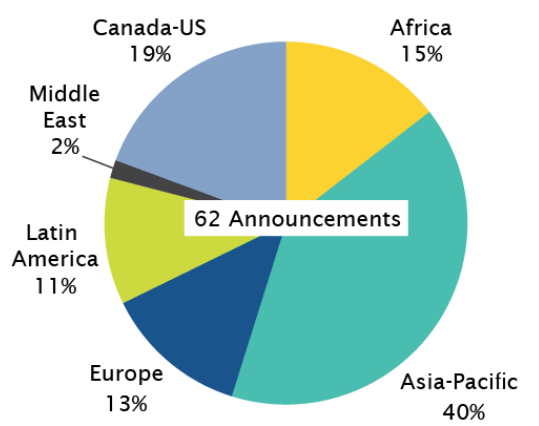


Gold Exploration Drilling Activity distribution by region

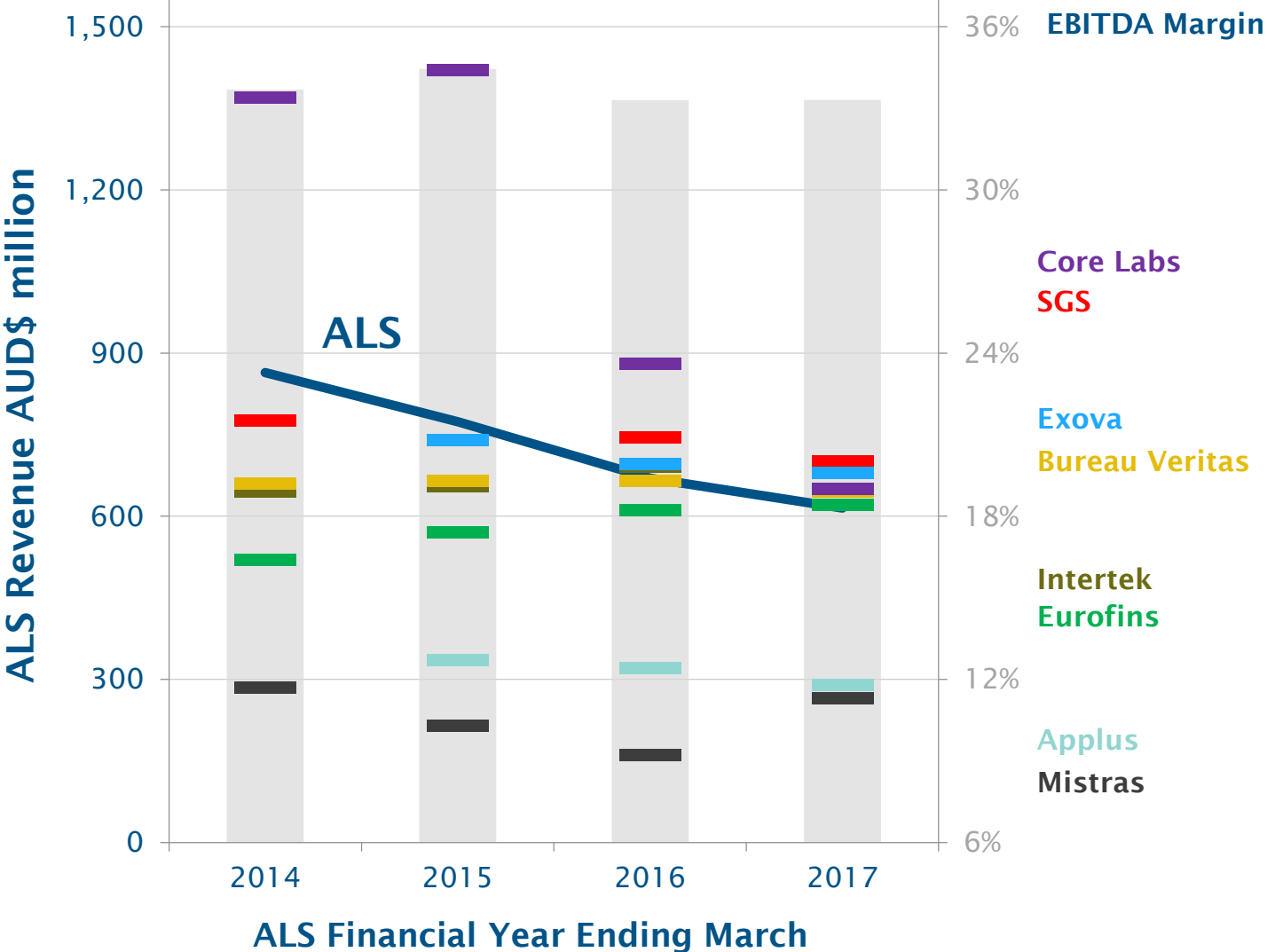
July 2017



July 2016



Margin Strong at the Bottom of the Commodities Cycle



EBITDA Margin for Core Labs, SGS, Intertek, Bureau Veritas, Eurofins, Applus, & Exova is for previous Calendar Year and Mistras year ending May previous year.

ALS EBITDA includes all Oil & Gas operations.

EBITDA is underlying EBITDA for all companies.

Safety Performance



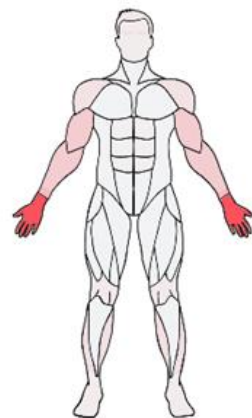
Incident Details

(All Time Periods)

No. of Injuries by Locations (excluded NA)

Injury Location	Incidents Count
Hands/Fingers	129
Arms	33
Back	31
Wrist	18
Legs/Ankle	17
Shoulders	16
Head	12
Eyes	11
Knee	10
Total	311

No. of Injuries by Injury Locations

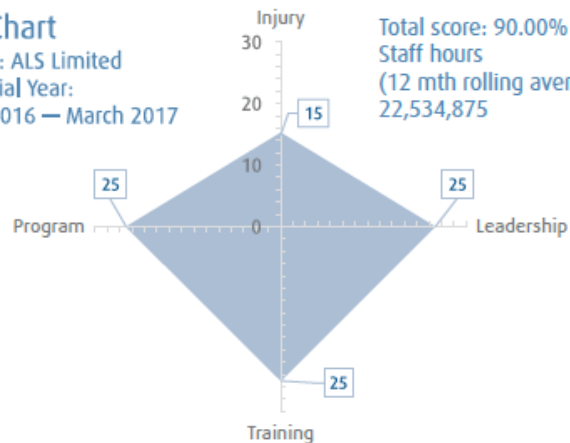


961
Form Closed Count

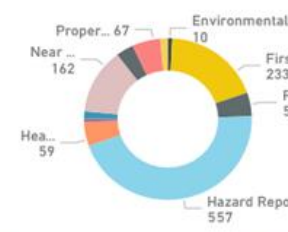
1229
Incidents Count

PPI Chart

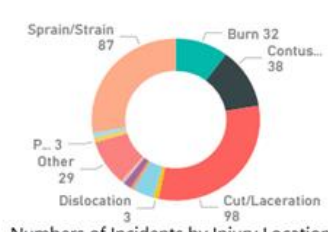
Profile: ALS Limited
Financial Year:
April 2016 — March 2017



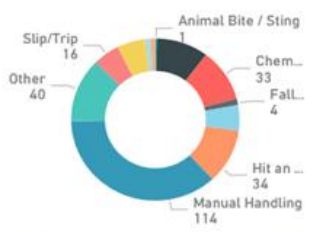
No. of Incidents by Incident Type



No. of Incidents by Injury Nature



No. of Incidents by Injury Mechanism



Numbers of Incidents by Injury Location



Key Performance Indicators

- ALS Group LTIFR of 1.1 is a historical all time low.
- Overall score of 90% for PPI Scorecard
- 97% close out of incident report corrective actions across all divisions
- 100% of all employee safety training completed

Sustainability Program



Sustainability 2017



People

Health & Safety

Safety as a Priority

Diversity & equality

Respecting differences

Training & development

Investing in talent development

Human rights

Worker's rights upheld



Environment

Pollution control

Emissions management

Energy management

The pursuit of energy efficiency

Waste reduction

Reduce, reuse, recycle

Water conservation

Managing a scarce resource



Society

Tax

Paying our fair share

Local investment

Investing in the local community

Employment creation

Creating jobs in the local community



Governance

Financial performance

Maximise return for shareholders

Honesty & integrity

An ALS core value

Anti-bribery & corruption

Zero tolerance for bribery and corruption

Regulatory compliance

Systems to maintain legal compliance

Engaging with
our Staff & Clients



**OVER
28 000
TRAINING
SESSIONS** in 2017

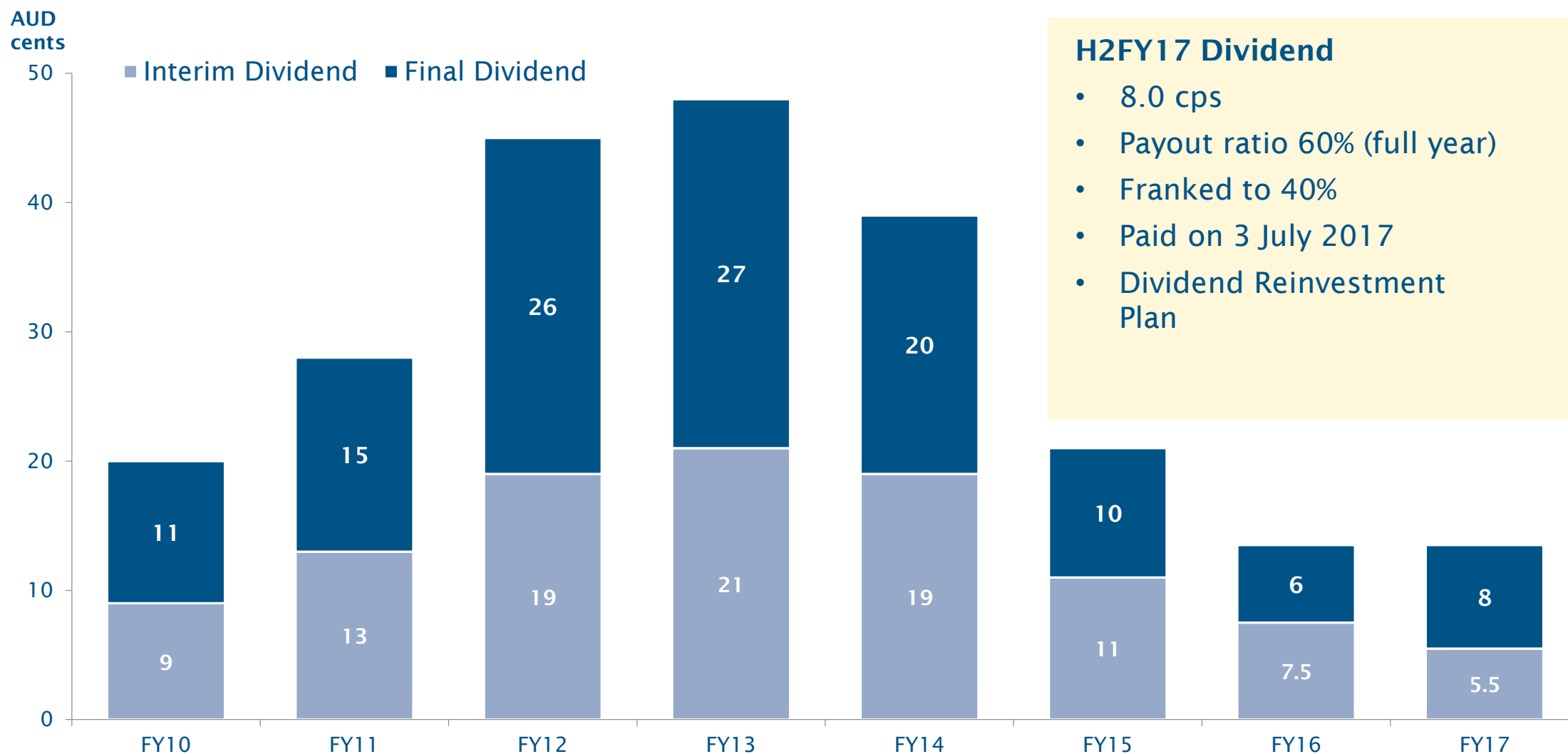


Engaging with
our Communities

- Fundraising
- Charity work
- Clean-Up Campaigns



Final H2FY17 Dividend



H2FY17 Dividend

- 8.0 cps
- Payout ratio 60% (full year)
- Franked to 40%
- Paid on 3 July 2017
- Dividend Reinvestment Plan

ALS Segments and Business Streams

