Investor presentation

H1 FY22 results

Raj Naran, Managing Director and CEO
Luis Damasceno, Chief Financial Officer

17 November 2021

Right Solutions • Right Partner
www.alsglobal.com

IMPORTANT NOTICE AND DISCLAIMER

- This presentation has been prepared by ALS Limited, (ALS or the Company). It contains general information about the Company's activities as at the date of the presentation. It is information given in summary form and does not purport to be complete. The distribution of this presentation in jurisdictions outside Australia may be restricted by law, and you should observe any such restrictions.
- This presentation is not, and nothing in it should be construed as, an offer, invitation or recommendation in respect of securities, or an offer, invitation or recommendation to sell, or a solicitation of an offer to buy, securities in any jurisdiction. Neither this document nor anything in it shall form the basis of any contract or commitment. This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any investor. All investors should consider such factors in consultation with a professional advisor of their choosing when deciding if an investment is appropriate.
- The Company has prepared this presentation based on information available to it, including information derived from public sources that have not been independently verified. No representation or warranty, express or implied, is provided in relation to the fairness, accuracy, correctness, completeness or reliability of the information, opinions or conclusions expressed herein.
- This presentation includes forward-looking statements within the meaning of securities laws. Any forward-looking statements involve known and unknown risks and uncertainties, many of which are outside the control of the Company and its representatives. Forward-looking statements may also be based on estimates and assumptions with respect to future business decisions, which are subject to change. Any statements, assumptions, opinions or conclusions as to future matters may prove to be incorrect, and actual results, performance or achievement may vary materially from any projections and forward-looking statements.
- Due care and attention should be undertaken when considering and analysing the financial performance of the Company.
- All references to dollars are to Australian currency unless otherwise stated.

Our sustainability programs

Sustainability vision:

People — Deliver world-class health and safety outcomes, and attract a diverse, capable and engaged workforce.

Environment — Minimise our environmental footprint and build our resilience to climate-related impacts.

Society — Make a positive contribution to our local communities.

Governance — Operate ethically and responsibly to deliver sustainable outcomes for our stakeholders.

Caring for our people through: A safe and healthy workplace

Positively contributing to society

COVID-19 Testing

Extraction of genetic material

Community programs

Ed. Support

Supporting science education in our communities

Carbon Reduction Plan: 40% reduction in carbon intensity by 2030

Target Alignment — 40% reduction aligned to limiting global warming to $1.5^{\circ}C$.

Electricity — Switch to renewables. Invest in solar.

Fleet Efficiency — Vehicle safety and efficiency standard.

Building Sustainability — Facilities fit out sustainability standard.

Our commitment to climate action: We aim to be carbon neutral in FY23

ESG program – FY22 progress

People

Health & Safety
Safety Culture/Life Saving Rules

Training & Development
Investing in talent development

Diversity & Equality
Respecting differences
Supportive Work Environment

Innovation & Technology
Embracing innovation and technology

- ☑ Substantial improvement in injury frequency rate.
- ☑ Implementation of Women in Leadership Program.
- ☑ Hazard observations reporting substantially increased.

Environment

Climate Change
CO_2 and Greenhouse Gas emissions
Task Force on Climate Related Financial Disclosures (TCFD)
Efficient buildings, plant and equipment

Operational Environmental Performance
Management of adverse environmental emissions
Efficient operations

Waste Reduction
Reduce, reuse, recycle

- ☑ Commenced installation of 11 solar PV systems for FY2022.
- ☑ Continued rollout of our LED lighting program across our facilities.
- ☑ Commenced procurement of renewable energy across multiple countries.
- ☑ Pilot fume cupboard efficiency program in progress.

Society

Economic Contributions
Paying our fair share of tax
Donations and Sponsorships

Local Contribution
Community Sponsorships
ALS Cares
Science Education Programs
Local Employment

Human Rights
Worker's rights upheld /
Modern Slavery Assessments

- ☑ COVID testing for humans, wastewater and surfaces.
- ☑ Partnering with local schools and universities to promote science education.
- ☑ ALS Cares workplace giving program.
- ☑ Internal training plan on Modern Slavery Risks developed.

Governance

Financial Performance
Maximise return for shareholders

Regulatory Compliance
Systems to maintain legal compliance
Anti-bribery & anti-corruption

Conduct & Culture
Data integrity and traceability
Ethical business conduct

Innovation & Technology
Strategy, investment & collaboration /
Service lifecycle management

Enterprise Risk Management
Management of external strategic, financial, and operational risks

- ☑ Meeting or exceeding Corporations Act and ASX Guideline requirements.
- ☑ External assurance assessment of FY21 Sustainability Report completed.
- ☑ Cybersecurity analysis completed.

Group H1 FY22 performance vs strategic priorities

Shorter-term strategic priorities	H1 FY22 performance
Life Sciences	
Strong revenue growth and margin expansion	➢ Total revenue growth of +19.0% (+17.8% organic revenue growth) ➢ Underlying EBIT margin of +17.7%, +131 bps vs pcp
Commodities	
Strong revenue growth and margin expansion	➢ Total revenue growth of +37.7% (+41.0% organic revenue growth) ➢ Underlying EBIT margin of 29.9%, expansion of +519 bps vs pcp
Increase market-leading position in Geochemistry	➢ +46% sample volume vs pcp, +27% vs H1 FY20 ➢ Underlying EBIT margin of 33.4%
Industrial	
Improve organic revenue growth and stabilise margin	➢ +3.0% organic revenue growth with margin decrease of (199) bps margin vs pcp

Longer-term strategic priorities	H1 FY22 performance
Improve sustainability profile of the Group	➢ Launched climate change policy targeting 40% reduction in scope 1 and 2 emissions by 2030 ➢ Aim to be carbon neutral in FY23
Non-cyclical businesses contribute 50% of Group underlying EBIT at the top of the commodity cycle	➢ 48% underlying EBIT contribution in H1 FY22 (56% in H1 FY21)
Strong balance sheet to fund growth of Group	➢ Lowest leverage ratio (1.5x) in 5 years with ~$720m of liquidity available to fund growth
Strategic acquisitions in key growth markets	➢ Completion of acquisition of Nuvisan in October 2021 (not included in H1 FY21), significantly expanding Pharmaceutical service offering ➢ Highly disciplined acquisition strategy
Investment in technology and innovation	➢ Continued investment across businesses with targeted capex spending on automation, technical infrastructure (such as 'LIMS' and ERP platforms) and expansion of capacity

H1 FY22 results

Group performance

Right Solutions • Right Partner
www.alsglobal.com

H1 FY22 statutory results summary

Statutory Results	H1 FY22 ($m)	H1 FY21 ($m)	% change
Revenue	1,031.1	838.8	22.9%
EBITDA	226.5	186.8	21.3%
FX losses transferred from FCTR	(26.9)	-	-
Depreciation, amortisation and impairment losses	(67.3)	(66.4)	1.3%
EBIT	132.3	120.4	9.9%
Interest expense	(19.4)	(21.2)	(8.3)%
Tax expense	(37.9)	(30.1)	25.9%
Non-controlling interests	(0.9)	(0.9)	8.6%
NPAT	74.1	68.2	8.6%
EPS (basic – cents per share)	15.4	14.1	9.2%

- *Statutory NPAT increased by $5.9m, primarily due to the net effect of strong underlying results and increased one-off costs primarily due to FX losses transferred from FCTR as part of an internal corporate loan restructure and repayment of government subsidies related to the COVID-19 pandemic*

H1 FY22 underlying NPAT of $127.1 million

Underlying performance from continuing operations (excludes government subsidies and related direct costs, amortization of intangibles, restructuring costs and other items)

Revenue, $1,031.1m +22.9% vs pcp; +25.5% @ CCY *	• Organic revenue growth of +23.6% with significant organic revenue growth in Life Sciences (+17.8%) and Commodities (+41.0%) • Scope growth (net of acquisitions and divestments) of +1.9% driven by strong performance of recent acquisitions including Investiga (Brazil and USA-based pharmaceutical testing company) • FX impact of -2.6%
EBIT, $197.1m +45.8% vs pcp; +48.2% @ CCY	• EBIT increase of +$61.9m with margin of 19.1%, expansion of +299 bps vs pcp • At constant currency, EBIT growth of $65.2m with margin expansion +291 bps • Life Sciences margin of 17.7%, +131 bps vs pcp driven by volume growth, efficiency gains and reduced depreciation and amortisation recognised in the period following limited capex spend in pcp due to the pandemic
NPAT, $127.1m +57.7% vs pcp	• Exceeded guidance range of $115m to $125m • Earnings per share of 26.4 cps, +58.1% vs pcp • Interim dividend of 15.8 cps (30% franked) compared to 8.5 cps in H1 FY21, an increase of +85.9% compared to H1 FY21, reflecting strong trading conditions and liquidity position
Balance sheet strength and liquidity	• Solid EBITDA cash conversion rate of 85% despite strong organic revenue growth • Leverage ratio of 1.5x and gearing ratio of 37% (FY21: 1.6x and 36% respectively) • Strong liquidity ~$720m, including $647m of undrawn bank facilities
FY22 guidance	• **FY22 underlying NPAT guidance of $242m to $252m** • **Life Sciences:** margin expansion of +30 bps (compared to pcp) to 16.5% expected for FY22 with H2 FY22 to be impacted by increase in depreciation and amortisation following growth in capex spend in the pcp • **Commodities:** ~15% increase in Geochemistry capacity expected to be completed by end of FY22 • **Industrial:** Asset Care trading environment remains challenging primarily due to Australian state border closures

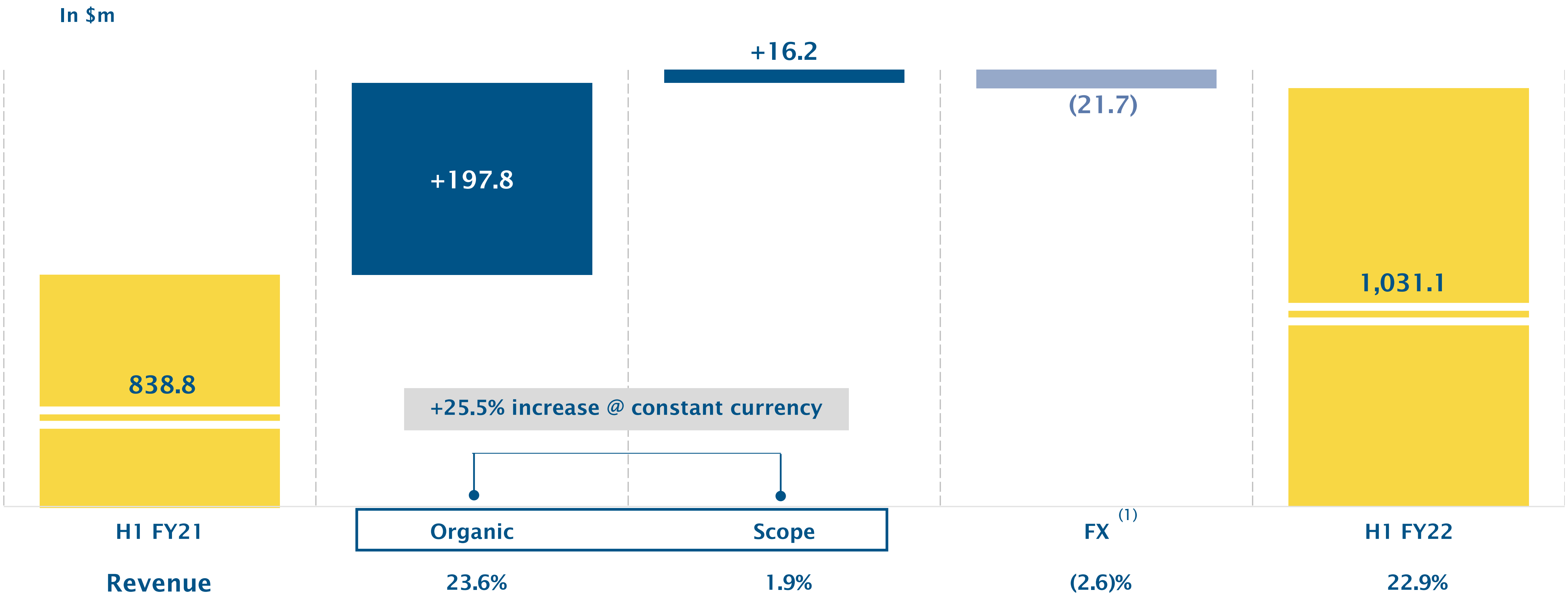
** Constant currency (CCY) i.e.. excluding FX impact*

H1 FY22 underlying results from continuing operations by division

H1 FY22 ($m)	Life Sciences			Commodities			Industrial			Total Group		
	H1 FY22	VFY21	VFY20	FY22	VFY21	VFY20	FY22	VFY21	VFY20	FY22	VFY21	VFY20
Revenue	537.9	19.0%	14.8%	383.3	37.7%	19.8%	109.9	1.5%	(15.9)%	**1,031.1**	**22.9%**	**12.2%**
Organic growth		17.8%	9.3%		41.0%	28.4%		3.0%	(13.5)%		**23.6%**	**12.7%**
EBITDA	131.3	18.5%	18.3%	134.4	53.4%	33.9%	16.4	(13.2)%	(27.4)%	**259.7**	**31.2%**	**19.0%**
EBITDA margin	24.4%	(10) bps	+ 72 bps	35.1%	+ 359 bps	+ 369 bps	14.9%	(253) bps	(236) bps	**25.2%**	**+ 158 bps**	**+ 144 bps**
EBIT	95.1	28.5%	24.7%	114.6	66.6%	39.1%	10.3	(16.3)%	(36.9)%	**197.1**	**45.8%**	**24.3%**
EBIT margin	17.7%	+ 131 bps	+ 141 bps	29.9%	+ 519 bps	+ 414 bps	9.4%	(199) bps	(312) bps	**19.1%**	**+ 299 bps**	**+ 186 bps**

- Strong improvement in underlying EBIT margin in Life Sciences and Commodities divisions
- Group EBIT margin +299 bps vs pcp, +291 bps vs pcp at constant currency

H1 FY22 revenue evolution, +25.5% increase in constant currency



- Scope growth (net of acquisitions and divestments) primarily driven by Investiga (recently acquired pharmaceutical testing company)

(1) Translation FX: impact of translating revenue denominated in foreign currencies into AUD (compared to pcp)

H1 FY22 revenue growth components by business stream (at constant currency)

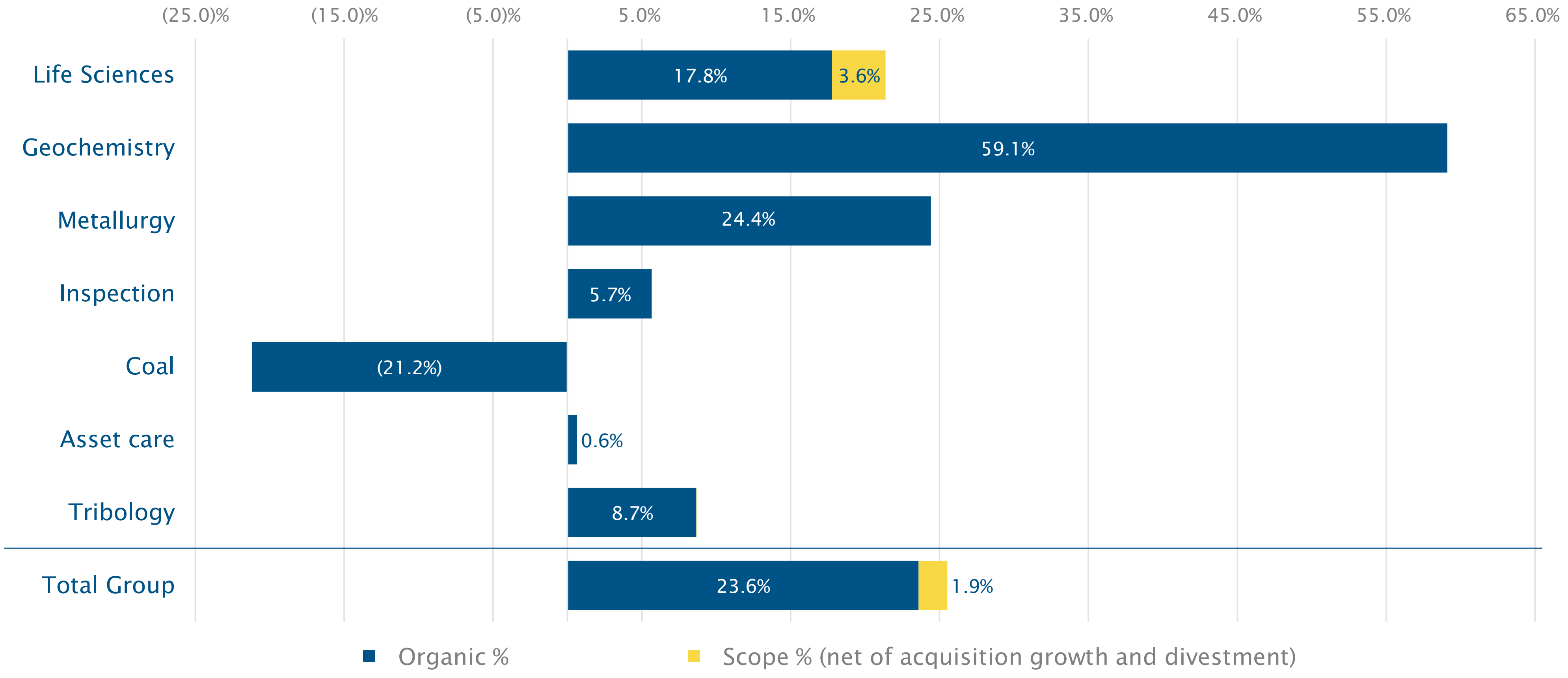
% of revenue

Life Sciences: 52%

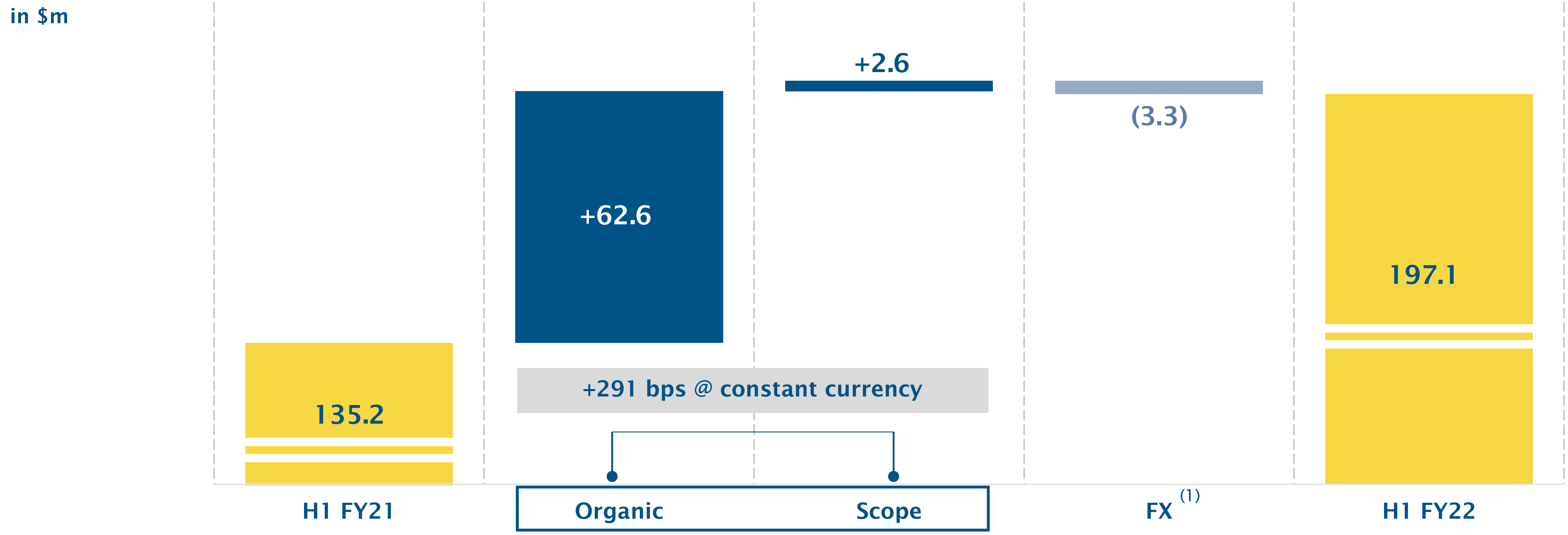
Commodities: 37%

Industrial: 11%

100%



H1 FY22 underlying EBIT – strong organic and scope growth

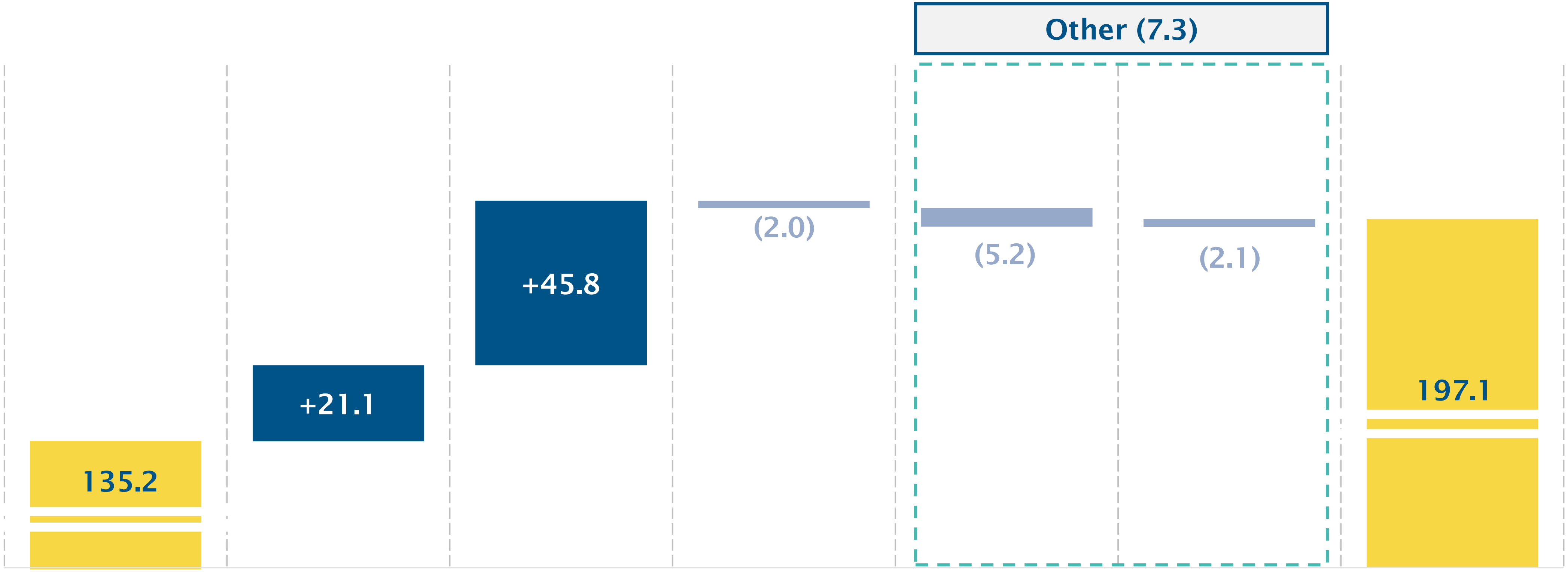


	H1 FY21	Organic	Scope	FX	H1 FY22
Group Margin	16.1%	+296 bps	(5) bps	+8 bps	19.1%
Life Sciences	16.4%	+113 bps	(4) bps	+22 bps	17.7%
Commodities	24.7%	+570 bps	-	(52) bps	29.9%
Industrial	11.4%	(214) bps	-	+16 bps	9.4%

(1) Translation FX and realised/unrealised FX on working capital

H1 FY22 underlying EBIT evolution – strong margin growth

in $m



	H1 FY21	Life Sciences	Commodities	Industrial	Corporate	Fx [1]	H1 FY22
Margin	16.1%	17.7%	29.9%	9.4%	(2.2)%	(0.0)%	19.1%
PCP		+131 bps	+519 bps	(199) bps	(12) bps	+26 bps	+299 bps

(1) Realised/unrealised FX on working capital

H1 FY22 financial summary – reconciliation of underlying to statutory

Full Year	H1 FY21 ($m)	H1 FY22 ($m)				
	Underlying (1)	Underlying (1)	Restructuring & other items (2)	COVID-19 Subsidies & Grants net of Direct Costs	Amortization of intangibles	Statutory results
Revenue	**838.8**	**1,031.1**	-	-	-	**1,031.1**
EBITDA	**197.9**	**259.7**	(8.7)	(24.5)	-	**226.5**
FX losses tranferred from FCTR	-	-	(26.9)	-	-	**(26.9)**
Depreciation & amortization	**(62.7)**	**(62.6)**	-	-	(4.7)	**(67.3)**
EBIT	**135.2**	**197.1**	(35.6)	(24.5)	(4.7)	**132.3**
Interest expense	**(21.2)**	**(19.4)**	-	-	-	**(19.4)**
Tax expense	**(32.5)**	**(49.7)**	4.6	6.6	0.6	**(37.9)**
Non-controlling interests	**(0.9)**	**(0.9)**	-	-	-	**(0.9)**
NPAT	**80.6**	**127.1**	(31.0)	(17.9)	(4.1)	**74.1**
EPS (basic – cents per share)	**16.7**	**26.4**				**15.4**
Dividend (cents per share)	**8.5**	**15.8**				-

1. *From continuing operations*
2. *Primarily associated with FX losses linked to the internal corporate loan restructure*

H1 FY22 restructuring & other items

in $m	Start-up	Restructuring	Acquisition	Other non-operational items	Total non-recurring costs	COVID-19 subsidies repayment	Total non-recurring
Commodities				0.6	0.6	10.5	11.1
Life Sciences	1.0	0.2		0.1	1.3	10.6	12.0
Industrial		0.5			0.5	3.4	3.9
Corporate			1.4	31.7	33.1		33.1
Total	**1.0**	**0.7**	**1.4**	**32.5**	**35.6**	**24.5**	**60.1**

Nature of non-recurring costs	*Losses incurred during start-up phases of new businesses*	*Office closures and severance costs linked to business reorganization and restructuring plans*	*Transactional costs associated with acquisitions*	*Other non-recurring items*		*Government grants repaid in relation to COVID-19, offset by associated direct costs*	
Comments	*Food and pharma green field start-ups*	*$0.5m linked to closure of Asset Care business in the USA*		*$30m linked to intercompany corporate loan restructure, of which $27m is related to FX losses transferred from FCTR as part of the restructure (no economic impact)*		*Includes payback of subsidies of $3.0m received in Australia (JobKeeper) in the Industrial division, and provision of payback of $21.5m in Canada in the Commodities, Life Sciences and Industrial divisions.*	

Capital management strategy

Cash flow from operations

- Solid underlying EBITDA cash conversion of 85% driven by reduction of sales outstanding (DSO) by 4 days
- Continued focus on cash generation (DSO and DPO), leveraging on excellent progress made in H1 FY22

Capex

- Increase in capex by 70% vs pcp. Total capex of $56m representing 5.5% of revenue (3.4% growth and 2.1% maintenance spend)
- Continued investment in growth opportunities in Life Sciences and expanding capacity in Geochemistry

Share buy-back program

- The Board has elected not renew the program given the superior capital allocation opportunities such as investment in organic growth and accretive acquisitions
- Since inception of the buy-back program 21.8 million shares (representing 4.3% of the original base) have been bought back on-market for an overall consideration of $153.4m, at an average share price of $7.04
- The Dividend Reinvestment Plan has been reinstated for eligible shareholders who elect to participate. It will be at an 1.5% discount to the 5-day volume weighted average share price for the period 7 to 13 December 2021. It will be funded by the issuance of new shares

Dividend

- Interim dividend of 15.8 cps (30% franked) compared to 8.5 cps in H1 FY21, increase of +85.9% at a payout ratio of 60% compared to 51% in H1 FY21
- Reflects strong current trading conditions and liquidity position

Balance sheet

- Improvement in leverage ratio (1.5x at September 2021 from 1.6x at March 2021) and gearing ratio (37% at September 2021 from 36% at March 2020)
- Total of ~$720m in liquidity and $664m in net debt at H1 FY22
- Proforma leverage ratio of 2.0x, with $490m of available liquidity had payment of all consideration for the acquisition of a 49% stake in Nuvisan (which was completed in October 2021) occurred in H1 FY22
- Denomination of debt by currency better aligned to Group's cash flow and net assets, significantly reducing FX risk
- Weighted average maturity of debt extended to 5.4 years as of 30 September 2021 with new Euro denominated debt facility equivalent to AUD$177 million completed in that month
- Strong balance sheet and flexibility to pursue acquisition opportunities and fund organic growth

Acquisitions

- Disciplined acquisition strategy focused on accretive acquisitions, primarily in food and pharmaceutical markets
- Focus on opportunities that fit with existing capabilities or attractive adjacent markets

H1 FY22 cash flow – strong cash conversion driven by reduction in DSO

CASH FROM OPERATIONS
(before capex)

$198m +$31m vs H1 FY21

EBITDA CASH CONVERSION:
1H22: 85%, 1H21: 99%, 1H20: 73%, 1H19: 76%, 1H18: 69%

DAYS SALES OUTSTANDING (DSO)

52 days 4 days vs H1 FY21

CAPEX

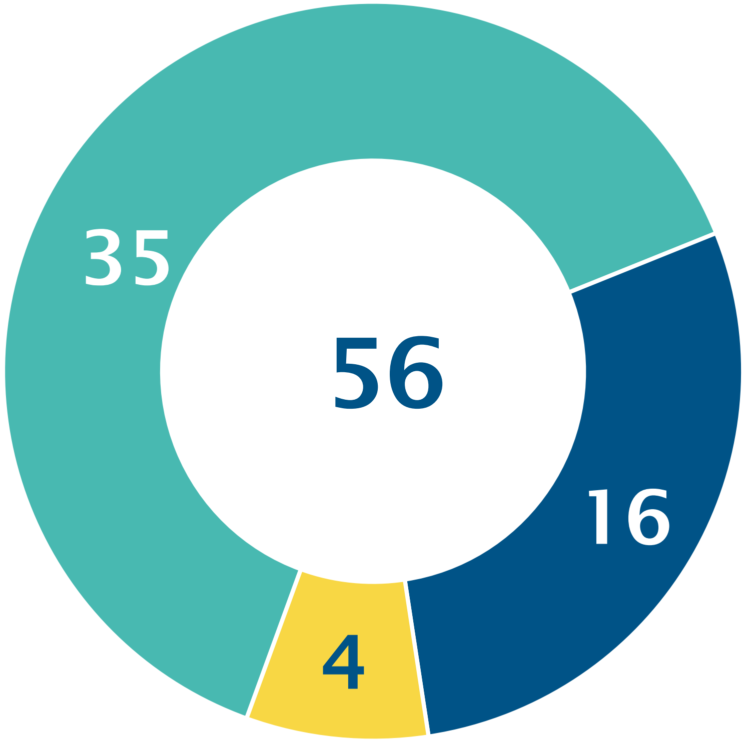
56 million = **5.5%** of revenue 70% vs H1 FY21

Full year ($m)	H1 FY21	H1 FY22
Underlying operating EBIT	135.2	197.1
Depreciation & amortization	62.7	62.6
Amortization on ROU	(22.7)	(24.8)
Interest on ROU	(3.7)	(3.3)
EBITDA (Adjusted for ROU lease assets)	171.5	231.6
Working capital	(7.4)	(35.7)
Other	2.4	1.9
Cash flow before CAPEX	166.5	197.8
CAPEX	(33.2)	(56.5)
Acquisitions	(1.9)	(7.2)
Dividends paid	(29.8)	(70.6)
Treasury shares bought on-market	(2.7)	(11.0)
Borrowings – movement	(257.9)	8.6
Interest on external debt and tax	(53.0)	(69.8)
Liquidity Hedge – realised cash FX retranslation (hedged against drawn debt)	(50.8)	-
Restructuring costs	(9.9)	(7.6)
Net COVID subsidies received	12.4	(3.0)
Net increase/(decrease) in cash	(260.3)	(19.2)
Opening net cash	423.9	168.6
Effect of FX on cash held	(17.0)	4.9
Closing net cash	146.6	154.3

Analysis includes both continuing and discontinued operations
** Cash flow before capex as % of underlying EBITDA (before AASB 16)*

Capex by business – targeted spending on key growth opportunities

$m



CAPEX as % of revenue	Growth	Maintenance	H1 FY22 *	H1 FY21
Life Sciences	3.9%	2.6%	6.5%	4.5%
Commodities	3.1%	1.0%	4.1%	3.3%
Industrial	2.1%	1.9%	4.0%	2.7%
Total Group	**3.4%**	**2.1%**	**5.5%**	**4.0%**
vs. pcp (in bps)	*79*	*80*	*160*	

Life Sciences: Green field projects, technology and capacity increase

Commodities: Geographical expansion and capacity increase

Industrial: Growth initiatives in Tribology

* H1 FY22 capex: +70% increase vs pcp (H1 FY21: $33m) to support organic growth

Excludes acquisition capex

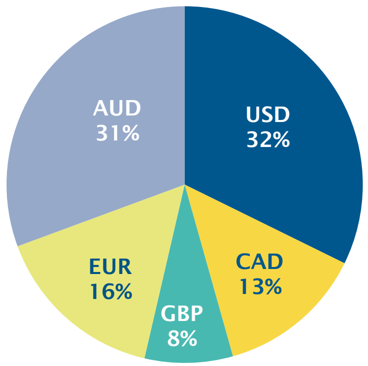
Debt metrics – strong balance sheet following completion of Nuvisan acquisition

	Mar-18	Mar-19	Mar-20	Mar-21	Sep-21
STATISTICS					
Gearing Ratio (target <45%)	31%	37%	42%	36%	37%
Leverage (net debt/ EBITDA) (max 3.25)	1.7	1.8	2.1	1.6	1.5
EBITDA interest cover (min 3.75)	11.3	10.5	11.0	11.4	14.0
BALANCE SHEET MEASURES					
Total Equity (in $m)	1,122	1,083	1,111	1,070	1,126
Net Debt (in $m) (AUD = 0.72 USD)	507	629	800	614	664

Leverage ratio of 2.0x and ~$490m of available liquidity had payment of all consideration for acquisition of a 49% stake in Nuvisan (completed in October 2021) occurred in H1 FY22

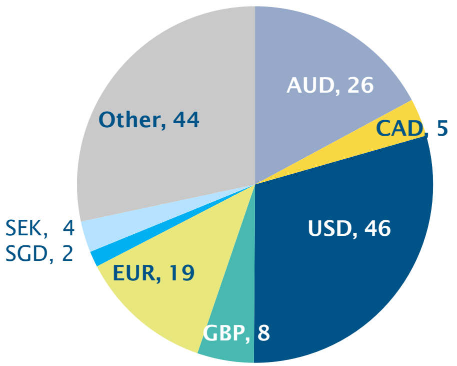
Debt Denomination

As at 30 September 2021

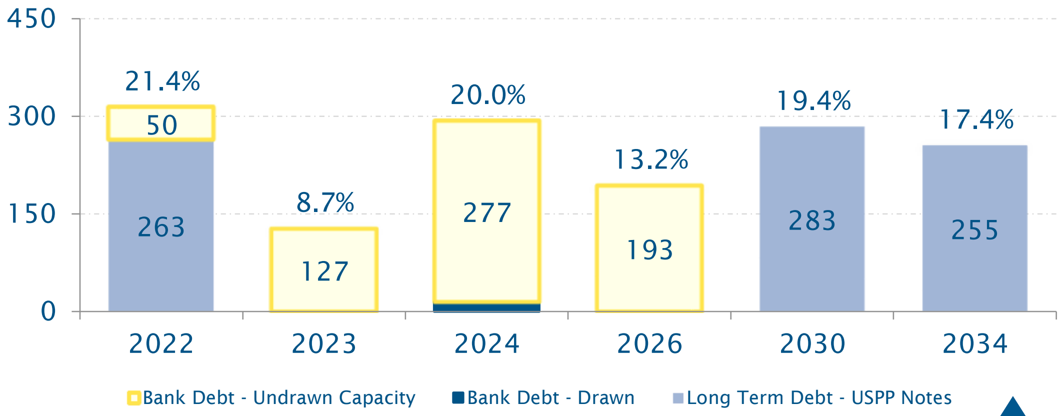


Cash Holdings AUD $m

As at 30 September 2021



Debt profile (as at 30 September 2021, AUD $m)



- Aligning debt profile with operational cash flow to create a 'natural hedge'

Weighted average debt maturity: 5.4 years

H1 FY22 results

Review by division

Right Solutions • Right Partner
www.alsglobal.com

Life Sciences overview – strong performance across the division

- Total revenue growth of +19.0% vs pcp, of which 17.8% organic, 3.6% scope with -2.4% unfavourable currency impact
- All three businesses and all geographies delivered double-digit organic revenue growth vs pcp
- Strong EBITDA margin of 24.4% despite -10 bps vs H1 FY21, +72 bps vs H1 FY20

- Underlying EBIT margin of 17.7%, +131 bps vs pcp, driven by strong increase in volume, process automation and efficiency gains combined with lower depreciation and amortisation due to limited capex spend in pcp

- Megatrends driving long-term structural growth in Life Sciences markets including:
  - Sustainability
  - Technological development and connectivity
  - Advancement of nutritional and biopharmaceutical markets

Environmental

- Organic revenue growth of +18% vs pcp with particularly strong performance in the Americas

Food

- Organic revenue growth of +16% vs pcp with particularly strong performance in UK and Europe, including Aquimisa (acquired in FY21)

Pharmaceutical

- Organic revenue growth of +21% vs pcp with strong contribution from acquired companies including ARJ and Bioscreen

Underlying results	H1 FY22	H1 FY21	Change	Change in CCY [1]
Revenue	$537.9 m	$452.1 m	+19.0%	+21.4%
EBITDA	$131.3 m	$110.8 m	+18.5%	+19.9%
EBITDA margin	24.4%	24.5%	(10) bps	(30) bps
EBIT	$95.1 m	$74.0 m	+28.5%	+29.4%
EBIT margin	17.7%	16.4%	+131 bps	+109 bps

[1] *Constant currency (CCY), excluding FX impact*

Nuvisan Pharmaceutical Services (acquisition completed in October 2021)

NUVISAN
Pharma Services

FY21 (full year basis)

~EUR185m	REVENUE
~EUR40m	EBITDA
~21%	EBITDA MARGIN

- Acquisition of initial 49% of Nuvisan for consideration of ~EUR145m completed in October 2021 (no contribution to H1 FY22)
  - Option to acquire remaining 51% (exercisable from 1 January 2024) at 13x adjusted EBITDA based on the 12 months preceding the purchase
- Founded in 1979, based in Germany (6 sites) and France (1 site) with over 1,000 employees
- Provides full service offering to the drug development contract research organisation (CRO) and contract development and manufacturing organisation (CDMO) markets

Strategic rationale for acquisition

- Provides platform to significantly expand ALS Pharmaceutical service offering and footprint
- Leverage existing ALS network to expand drug development CRO / CDMO services globally
- Expand service offering to existing clients across Life Sciences network
- Focus on outsourcing contract wins with major global pharmaceutical companies
- Provide a 'centre of excellence' for innovation and technology research and development for the ALS Pharmaceutical network

PHARMACEUTICAL VALUE CHAIN — **NUVISAN SCOPE** (Discovery to Clinical Phase III) — **ALS** (QC)

DISCOVERY	NON-CLINICAL	CLINICAL Phase I	CLINICAL Phase II	CLINICAL Phase III	Regulatory review	Post-Approval	MFCT	QC
PHARMA R&D SPEND 26%		15%	15%	30%	+Other			<5%

Nuvisan Pharmaceutical Services (acquisition completed in October 2021)

Scheduled reduction of outsourcing contract with major pharmaceutical company

- There is an outsourcing contract for a large pharmaceutical client which is scheduled to run-off over the coming years, which is common for a contract of this nature
- Scheduled reduction of this outsourcing contract was factored into the valuation of the acquisition of the initial 49% stake (at 7.5x EBITDA) in Nuvisan

Key post-acquisition growth plans

- Leverage existing ALS Life Sciences network to expand drug development CRO / CDMO services globally
- Expand service offering to existing clients across ALS Life Sciences network
- Focus on outsourcing contract wins with major global pharmaceutical companies

Post-acquisition update

- Management and sales teams from ALS and Nuvisan have started working together to implement synergies and leverage potential growth opportunities across both companies
- Good progress replacing the revenue which is scheduled to run-off with the large pharmaceutical contract, with both existing and potential new clients

Commodities overview – strong organic revenue and margin growth

Geochemistry

- Sample volume +46% vs pcp, +27% vs H1 FY20
- Volume increase driven by both major miners (~70% of total volume) and junior miners (~30%) in H1 FY22
- Organic revenue growth of +59% vs pcp, driven by volume growth, some price gradual rises and increased contribution from junior miners
- 'Hub and spoke' model leveraged to manage volume growth with ~15% increase capacity anticipated to be completed by end of FY22
- Very strong underlying EBIT margin of 33.4%

Metallurgy

- Organic revenue growth of +24% vs pcp driven by reactivation of projects delayed by the COVID-19 pandemic and commencement of new projects
- New project wins in energy metals due to investment in capability
- Strong underlying EBIT margin of 26.5%

Inspection

- Organic revenue growth of +6% vs pcp
- Commodity trading activity increased as the global economy continued to recovery from the COVID-19 pandemic
- Underlying EBIT margin declined to 23.2% (down from 27.7% in the pcp) as global supply chain issues impacted costs

Coal

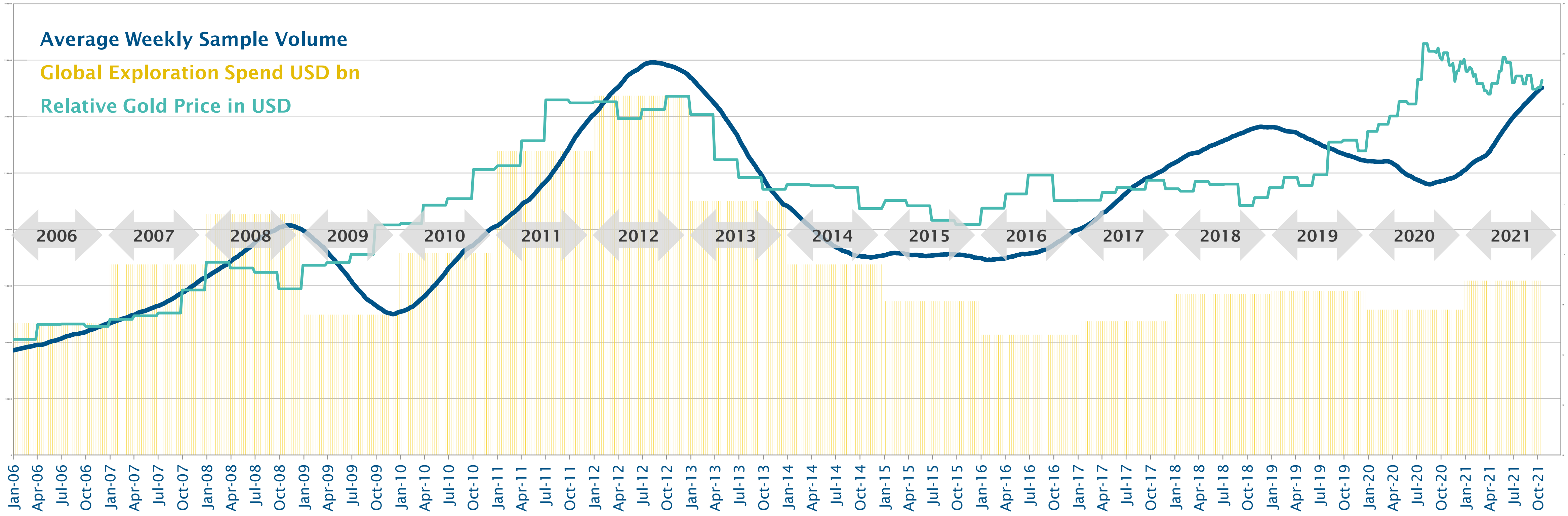
- Organic revenue decline of -21% vs pcp and margin decline driven by reduction in superintending volumes
- Growth in production (mine site) testing volumes
- Underlying EBIT margin declined to 11.7% (down from 18.6% in the pcp)

Underlying results	H1 FY22	H1 FY21	Change	Change in CCY [1]
Revenue	$383.3 m	$278.4 m	+37.7%	+41.0%
EBITDA	$134.4 m	$87.6 m	+53.4%	+58.7%
EBITDA margin	35.1%	31.5%	+359 bps	+394 bps
EBIT	$114.6 m	$68.8 m	+66.6%	+73.6%
EBIT margin	29.9%	24.7%	+519 bps	+570 bps

[1] *Constant currency (CCY), excluding FX impact.*

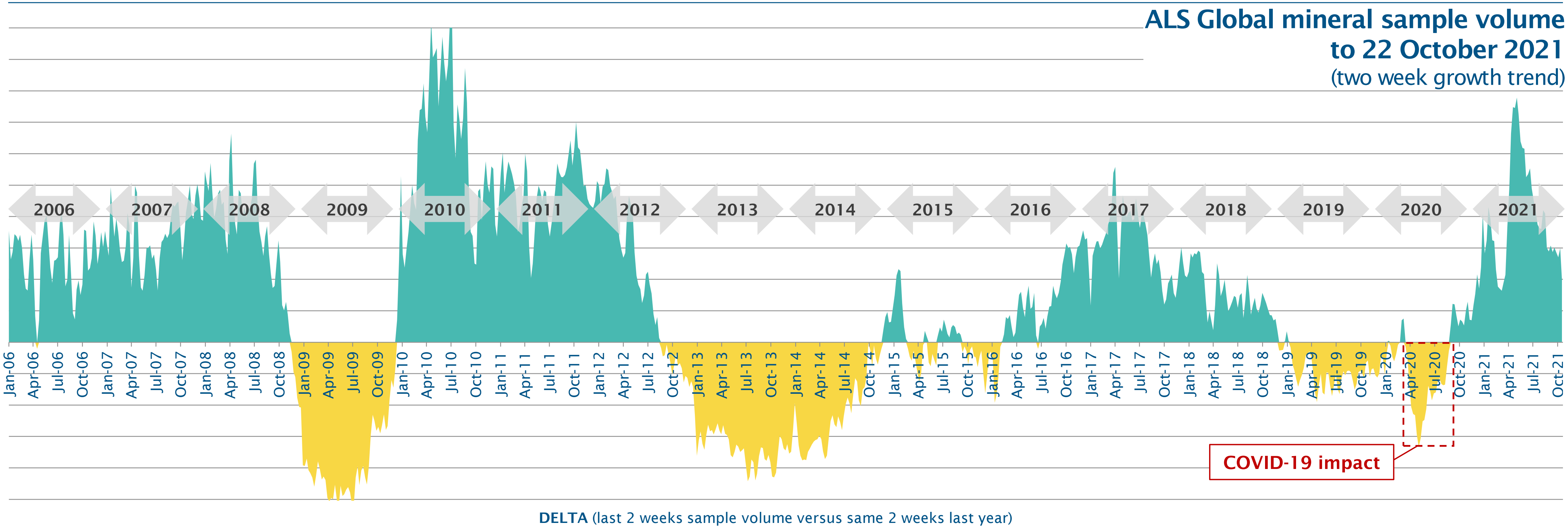
Geochemistry – supportive outlook for Commodities

ALS Global mineral sample volume (trailing 52 week running average) and global exploration spend



- Strong sample volume growth throughout H1 FY22 due to a strong commodity cycle
- Significant amount of capital raised by juniors (~30% of sample volume) over the past calendar year now being deployed
- Gold (50% of volume) and base metals (45% of volume) continue to make up majority of sample volume

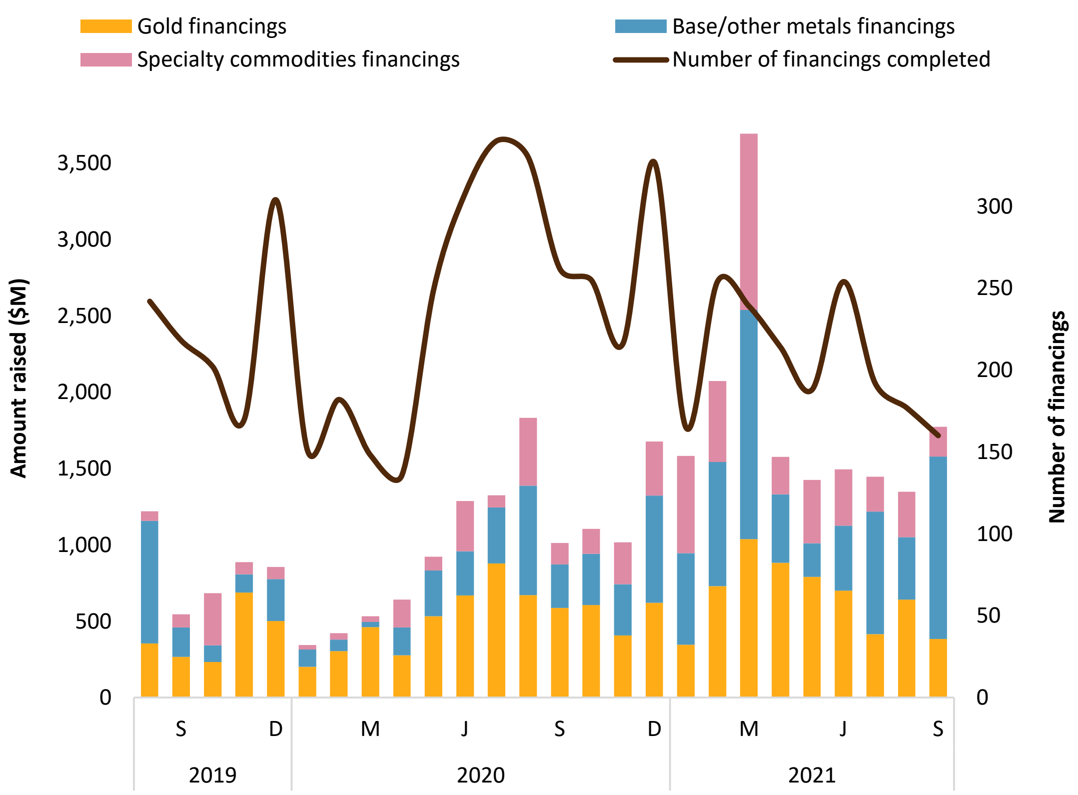
Geochemistry – strong sample volume growth in H1 FY22



- **Sample volume +46% for H1 FY22 vs pcp:**
  - +27% compared to H1 FY20
  - All regions experienced growth
- **Sample volume growth driven by both majors (~70% of volume) and juniors (~30% of volume)**

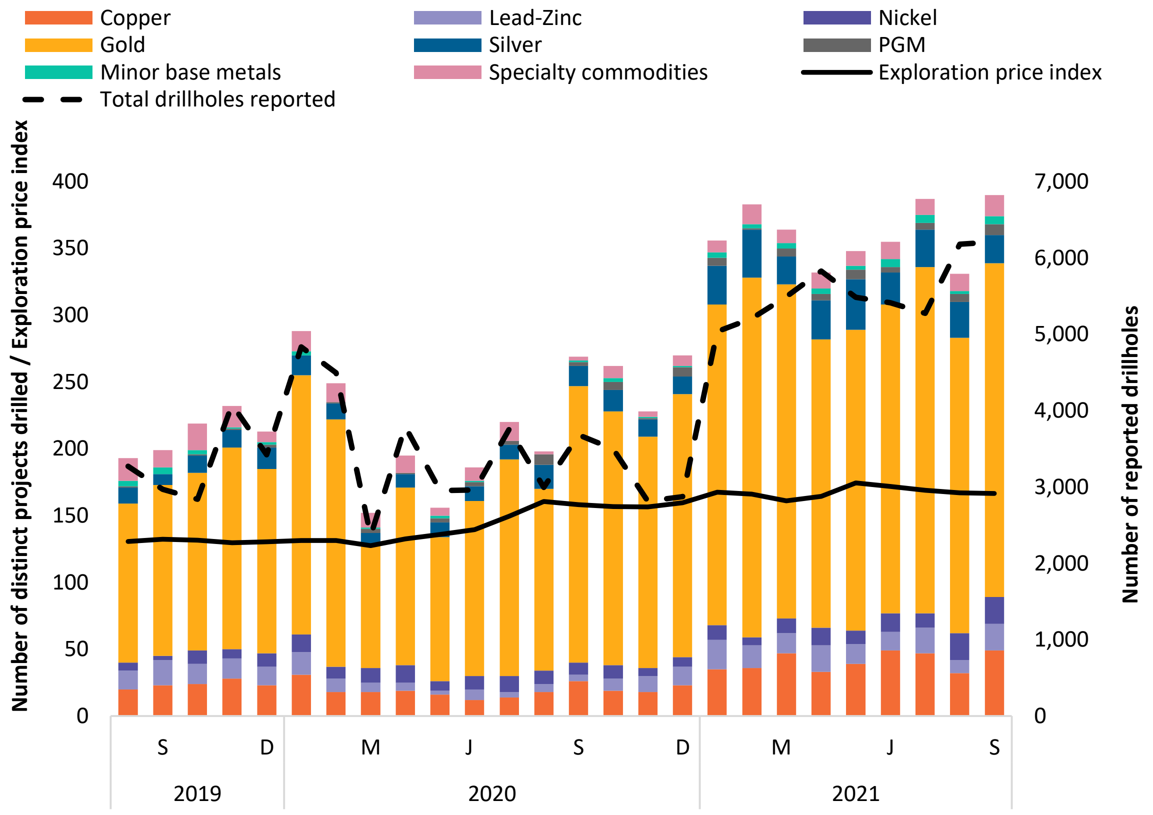
Strong improvement junior and intermediate fund raisings and pipeline activity

Junior and intermediate financings, Aug 2019 – Sep 2021



Data as at 18 October 2021. Source: S&P Global Market Intelligence

Project drilling activity by commodity, Aug 2019 – Sep 2021



Data as at 14 October 2021. Source: S&P Global Market Intelligence

- Equity financings for junior and intermediate miners and drilling activity are key lead indicators of Geochemistry sample volume
- Strong increase in activity from late 2020 onwards, across most commodities

Industrial overview – trading conditions remain challenging

Asset Care

- Organic revenue growth of +1.0% vs pcp despite operational challenges in Australia and closure of business in USA
- Underlying margin decline of -94 bps to 6.1% impacted by state border closures in Australia and the shutdown of the business in the USA

Tribology

- Organic revenue growth of +8.7% vs pcp with all regions performing well
- Underlying margin decline of -486 bps to 16.7% impacted by temporary labour shortages and consumable costs, primarily in the USA

Underlying results	H1 FY22	H1 FY21	Change	Change in CCY [1]
Revenue	$109.9 m	$108.3 m	+1.5%	+3.0%
EBITDA	$16.4 m	$18.9 m	(13.2)%	(12.8)%
EBITDA margin	14.9%	17.5%	(253) bps	(267) bps
EBIT	$10.3 m	$12.3 m	(16.3)%	(16.4)%
EBIT margin	9.4%	11.4%	(199) bps	(214) bps

[1] *Constant currency (CCY), excluding FX impact.*

H1 FY22 results

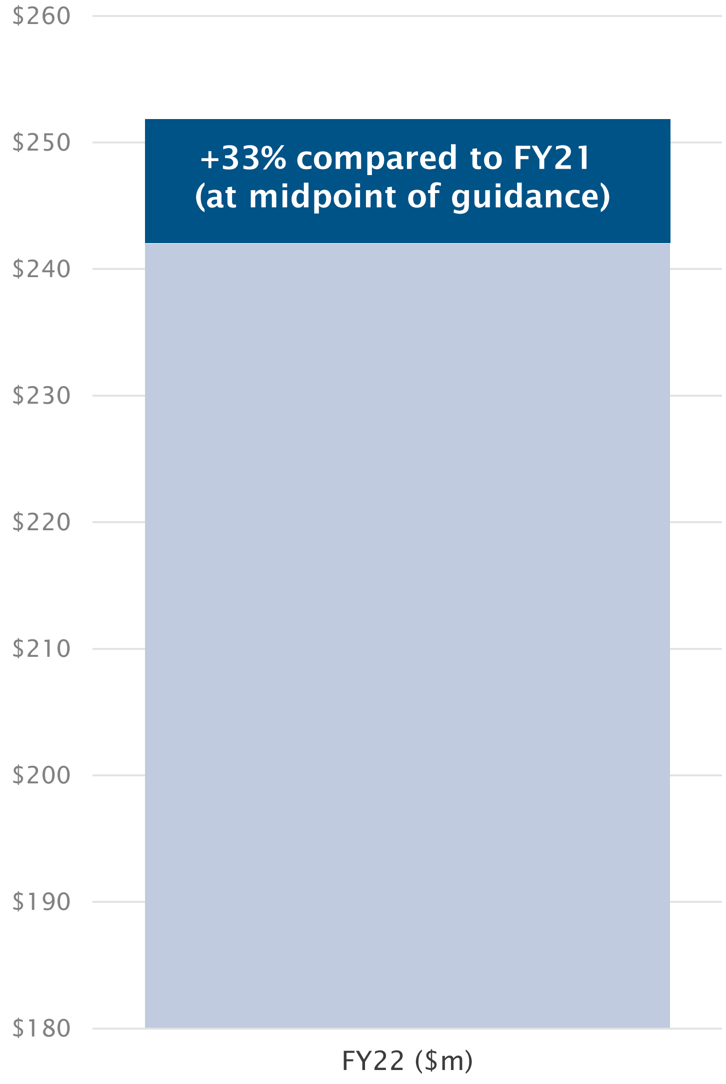
Summary

Right Solutions • Right Partner
www.alsglobal.com

H1 FY22 results – summary

Group	Strong performance driven by Life Sciences and Commodities divisions Organic revenue increase of 23.6% and scope (net of acquisitions and divestments) growth of +1.9% Underlying EBIT margin growth of +299 bps **Underlying NPAT growth of 57.7%** Cash conversion rate of 85% despite strong organic revenue growth Strong balance sheet with leverage ratio of 2.0x and ~$490m of available liquidity had payment of all consideration for acquisition of a 49% stake in Nuvisan (completed in October 2021) occurred in H1 FY22
Life Sciences	**Organic growth of 17.8% and scope growth of 3.6% driven by recent acquisitions including Investiga, double digit organic growth in all businesses and all geographies** Margin of 17.7%, growth of +131 bps driven by strong volumes, process automation and efficiency gains combined with lower depreciation and amortisation following reduced capex spend in pcp Nuvisan acquisition completed in October 2021, will make a full contribution to H2 FY22
Commodities	**Geochemistry sample volume increase of +46% vs pcp (+27% vs H1 FY20) with ~15% expansion in capacity anticipated to be completed by the end of FY22** Metallurgy benefitting from increase in mining activity Coal impacted by reduction in superintending revenue
Industrial	Asset Care impacted by Australian state border closures and closure of USA business Tribology impacted by temporary labour shortages and increase in cost of consumables in USA

FY22 guidance – underlying NPAT of between $242m and $252m



Key drivers

- Strong trends from H1 FY22 have continued in early H2 FY22 in Commodities and Life Sciences divisions
  - ➢ H2 FY22 will be compared to a particularly strong pcp
- **Life Sciences** margin expansion of +30 bps expected for FY22, with H2 FY22 to be impacted by increase in depreciation and amortisation following growth in capex spend in the pcp
  - ➢ All regions performing well in early H2 FY22
  - ➢ Some inflationary pressure on consumables, primarily in the USA
  - ➢ Guidance includes a 6-month contribution from 49% stake in Nuvisan
- **Commodities** division continuing to benefit from positive commodity cycle
  - ➢ ~15% expansion of Geochemistry capacity anticipated to be completed by the end of FY22 with some further price increases expected during the second half, which may be somewhat offset by some labour shortages and wage inflation
  - ➢ Strong pipeline of Metallurgy projects for the second half
  - ➢ Stable revenue and underlying EBIT margins in Inspection and Coal
- **Industrial** trading conditions remain challenging as Asset Care continues to be impacted by Australian state border closures, although Tribology is expected to recover from temporary labour shortages in the USA in H2 FY22
- **Long-term, sustainable growth driven by TIC market megatrends** including:
  - ➢ Increasing requirement for sustainability testing services
  - ➢ Technological development and connectivity
  - ➢ Advancement of food and biopharmaceutical activities
  - ➢ Transition to renewable energy sources

H1 FY22 results appendix

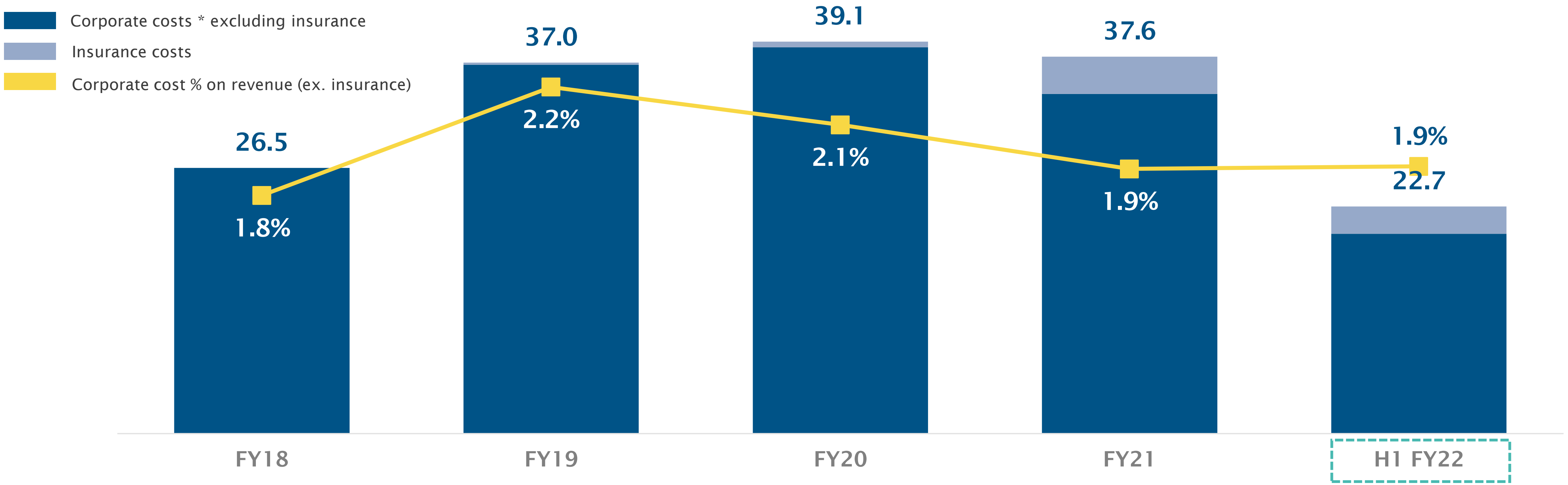
Right Solutions • Right Partner
www.alsglobal.com

Underlying effective tax rate movement

$m	H1 FY22	H1 FY21	Change YoY
Underlying Profit before Tax *(from continuing operations)*	176.8	113.2	56.2%
Tax	(49.7)	(32.5)	52.9%
Effective Tax Rate (ETR)	**28.1%**	**28.7%**	**(60) bps**

FY22 outlook: ETR expected to be between 28% and 29% on an underlying basis

Corporate costs* evolution

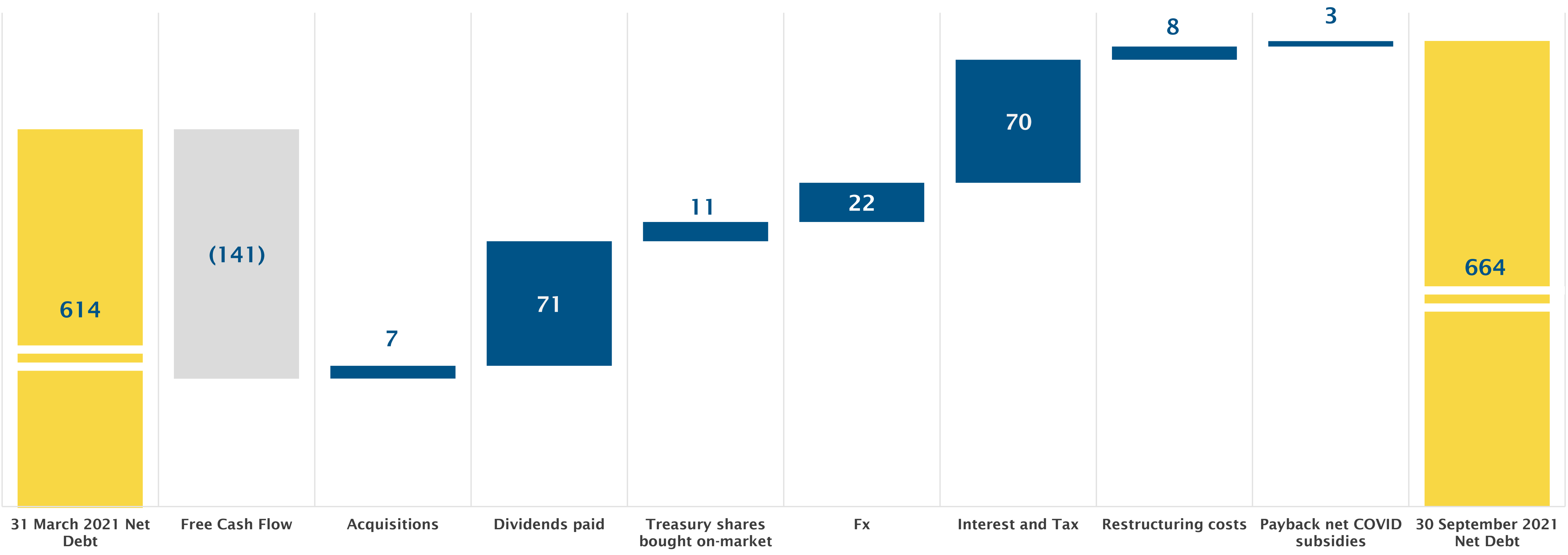


Total Corporate costs * % of revenue	1.8%	2.2%	2.1%	2.1%	2.2%

- Strict cost control in Corporate
- Maintained the same cost % of revenue vs pcp (excluding insurance costs)

** excludes net foreign exchange gain or loss.*

Net debt evolution



Right Solutions · Right Partner

alsglobal.com