



INVESTOR BRIEFING

BROWNSBURG MANUFACTURING PLANT SITE VISIT NORTH AMERICA

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James Bonnor

Group Executive and President, North America

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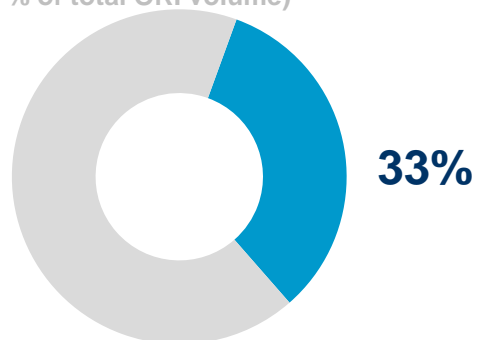
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NORTH AMERICA OVERVIEW

NORTH AMERICA - AT A GLANCE

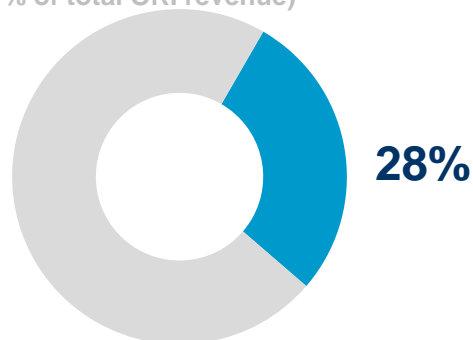
AN volume

(as a % of total ORI volume) ¹



Revenue

(as a % of total ORI revenue) ¹



Employees

2340+

1336 direct customer facing
642 upstream manufacturing
Balance in R&D, functional support



Manufacturing sites

104

Operational & downstream



Mobile Manufacturing Units

(MMUs)

232

Open Cut



Mobile Charging Units

(MCUs)

52

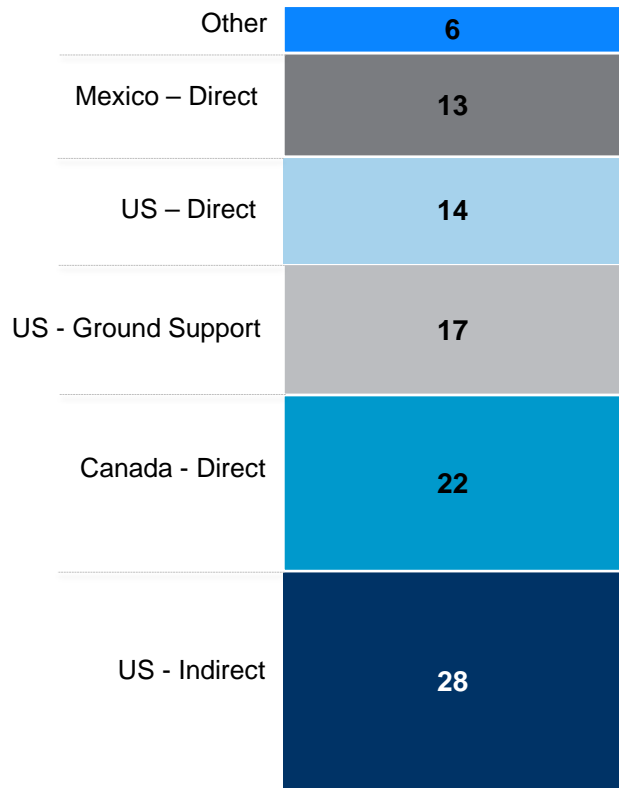
Underground



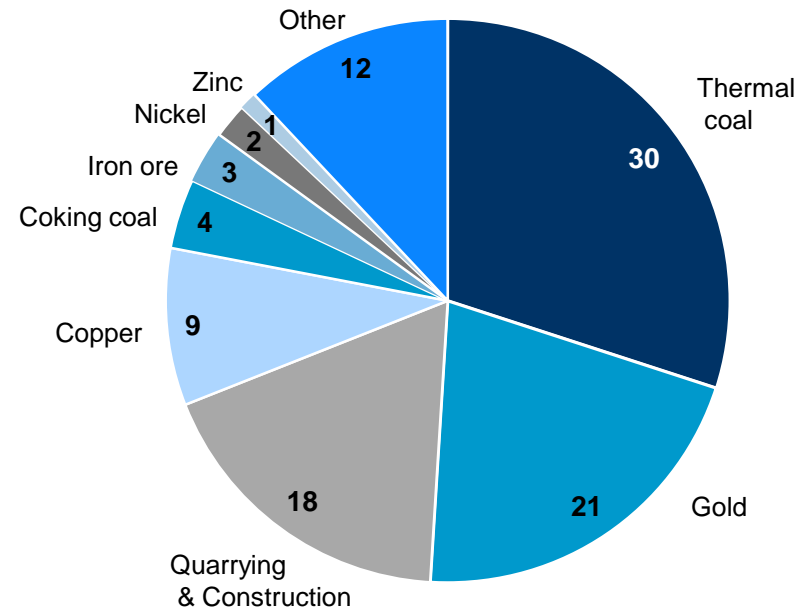
The North American business has significant investment in people and infrastructure

NORTH AMERICA GEOGRAPHY AND COMMODITY EXPOSURE

By geography
% of revenue¹



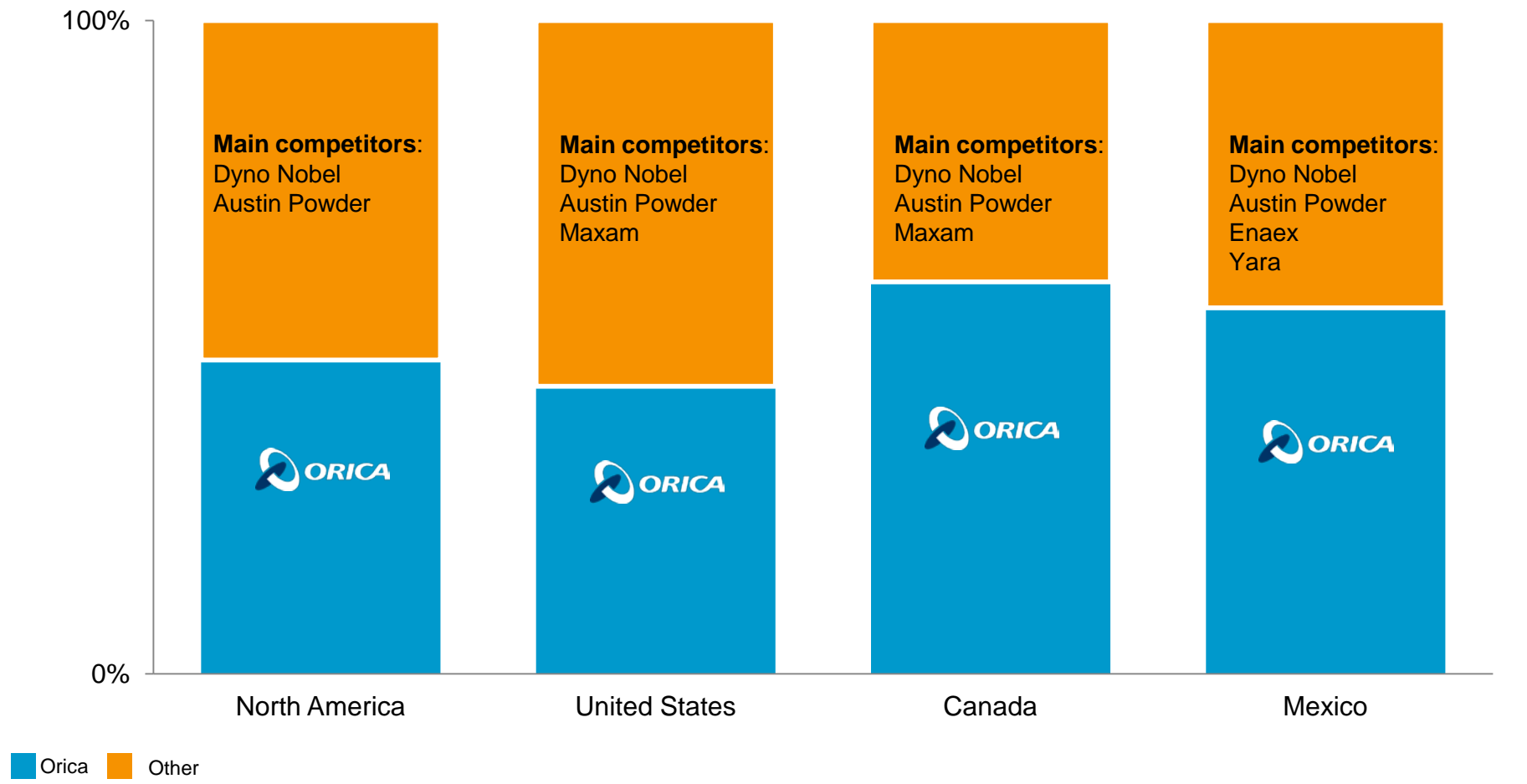
By commodity
% of revenue¹



...with a broad commodity exposure

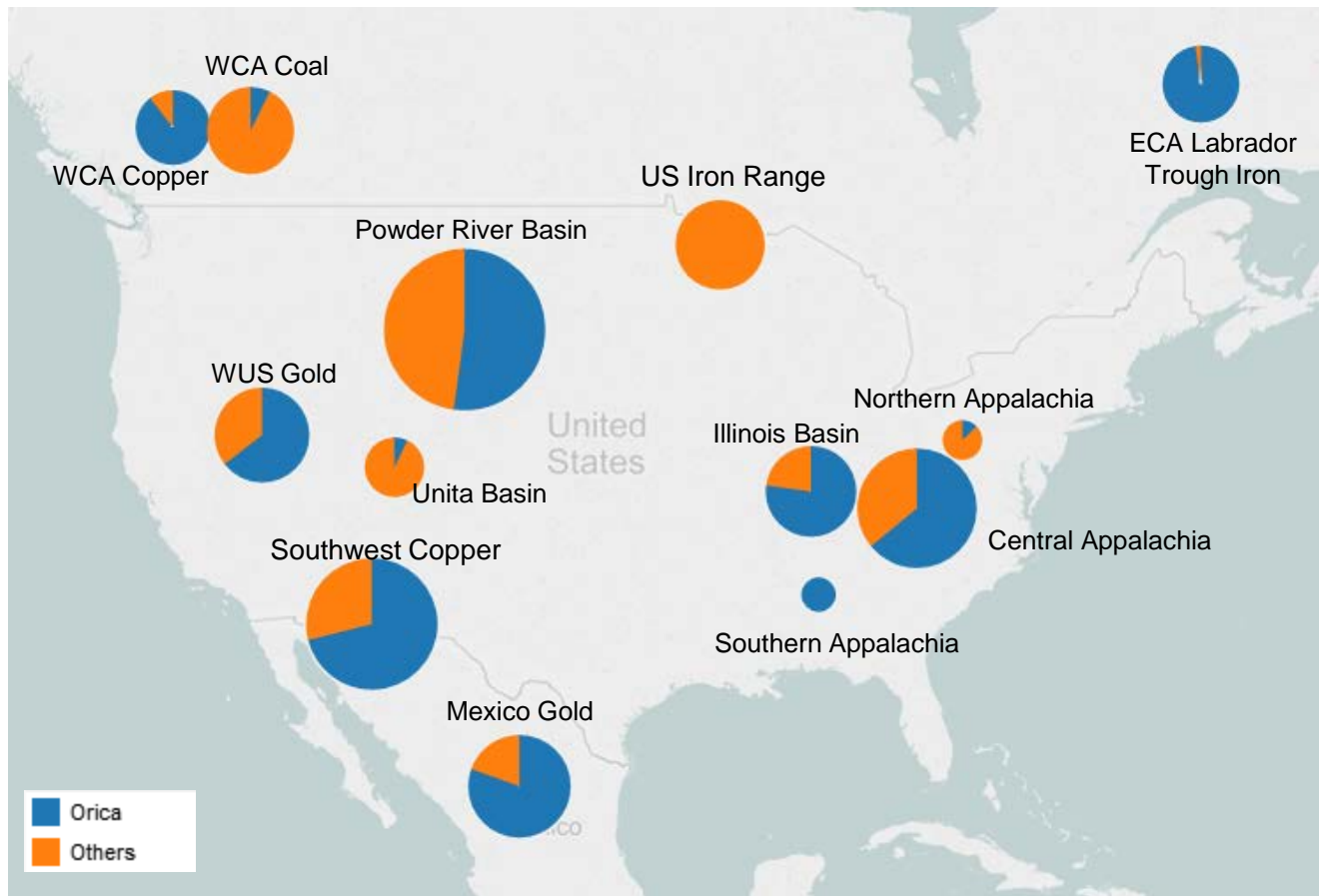
NORTH AMERICA

STRONG MARKET POSITION IN THE REGION



Leading market share positions in all three countries across North America

NORTH AMERICA MARKET SHARE – BY MAJOR MARKETS



Orica has significant positions in the major mining markets across North America, either directly or through the JV's

NORTH AMERICA DOWNSTREAM OPERATIONS

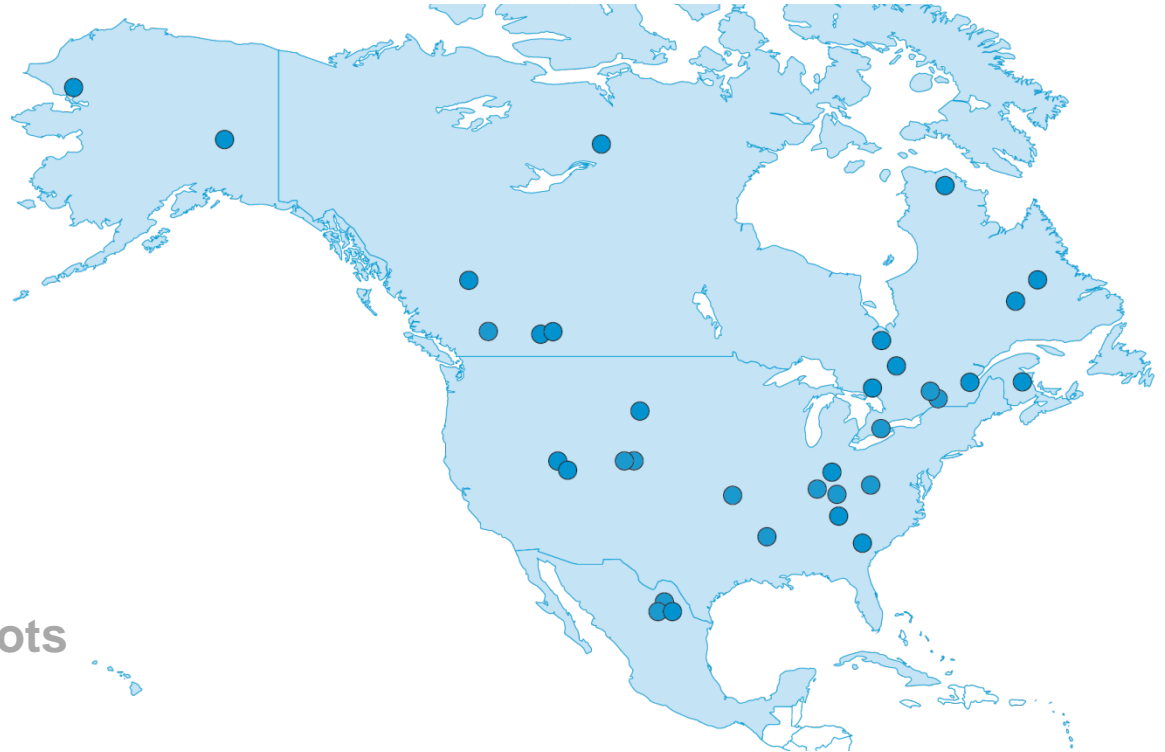
1,550k AN capacity*

21 Emulsion plants

4 Initiating systems plants

2 Packaged plants

104 Downstream sites/depots

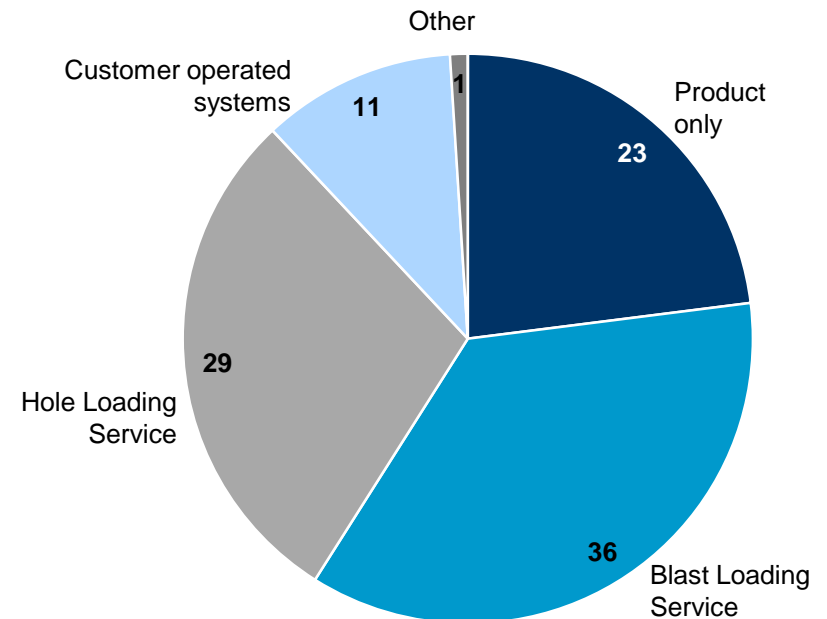


Unrivalled operational footprint provides the scale and complexity to support the diverse customer base

NORTH AMERICA DIRECT BUSINESS SERVICES MIX



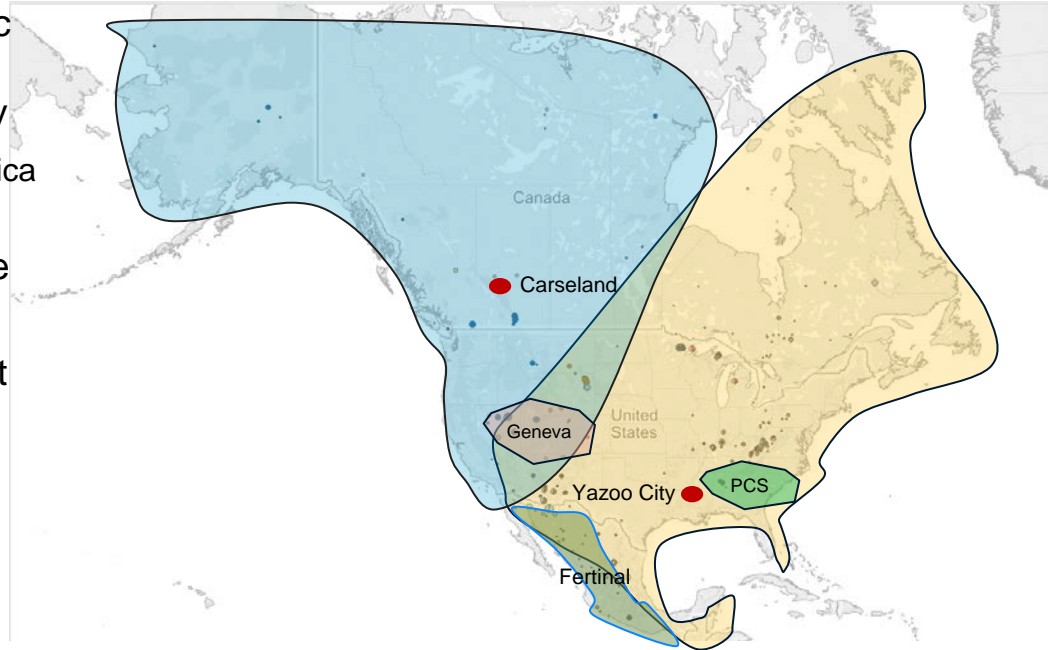
Direct business revenue by service level
% of revenue¹



While services are associated with 65% of our sales through our direct channel, there is still more potential to add further technology and services into this mix

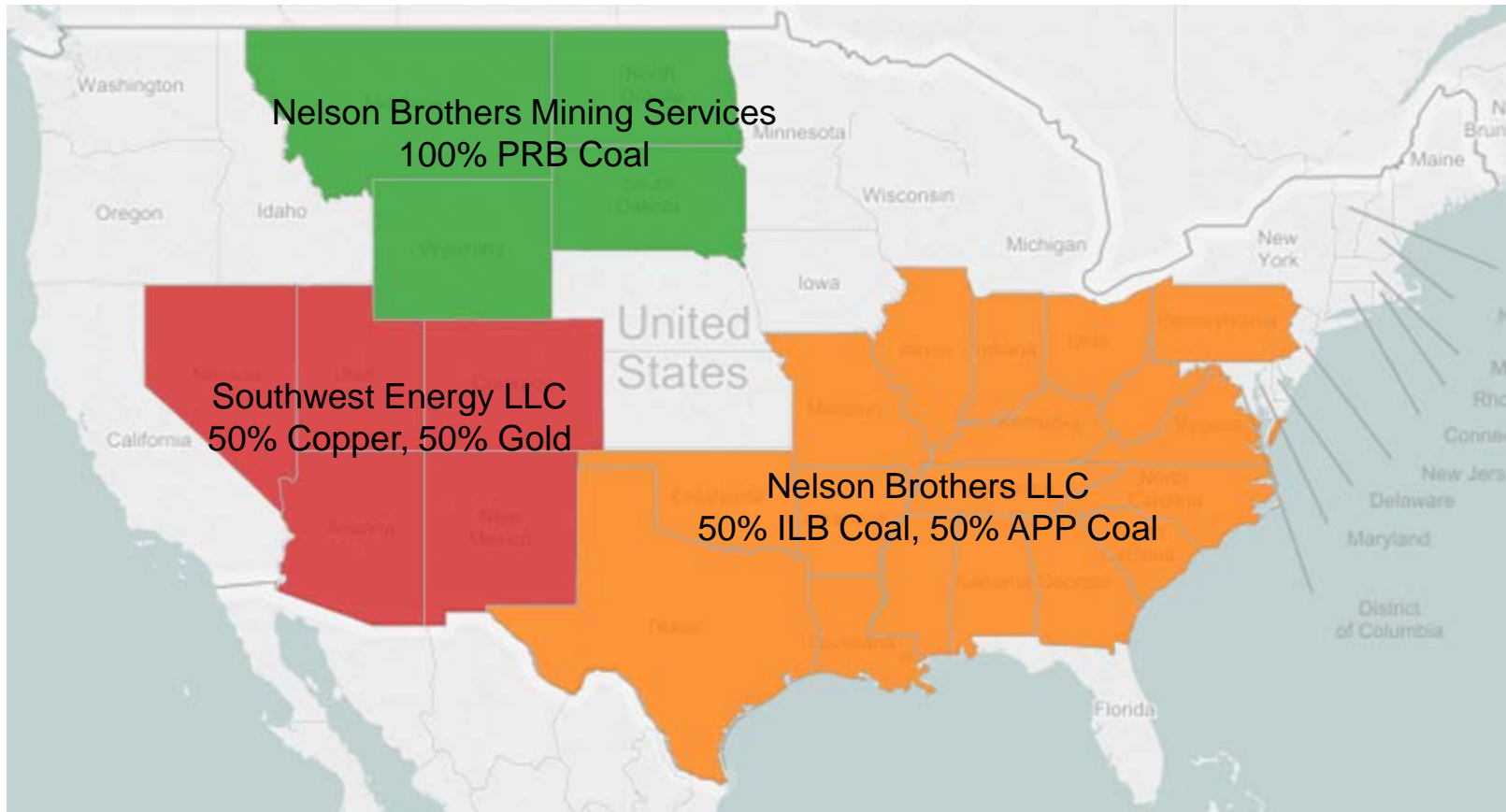
NORTH AMERICA COST EFFECTIVE, LONG TERM AN SUPPLY

- 10 year agreement with CF Industries Inc to supply up to 800k standard tonnes for North American operations ex Yazoo City
 - Commences in January 2017; option for Orica to extend for further 5 years until end 2031
- Gas-backed supply with tier 1 cost profile
- Equivalent cost base maintained across AN supplier network compared to current cost profile
- Carseland supplies 500k metric tonnes into Western USA and Canada
- Geneva Nitrogen provides 50k standard tonnes into the SW USA market
- Fertinal and PCS contracts enable sourcing into SE USA and Southern and Western Mexico



Largest supply capacity and deepest rail logistics positions Orica to strongly compete throughout North America

NORTH AMERICA STRONG JOINT VENTURE PARTNERSHIPS



Established Joint Ventures provide the channel to the major mining markets in the US

NORTH AMERICA

KEY OPPORTUNITIES

- Whilst market outlook is subdued Orica is strongly positioned with its breadth and depth of business to capitalise on the growth opportunities
- With the recent long term sourcing arrangements with CFI, Orica has a reliable and low cost ammonium nitrate supply for the next fifteen years
- The recovering US economy provides a positive outlook for the Q&C business which is projected at 5-8% CAGR for the next five years
- With the broad coverage of the North American metals markets, Orica is well placed to position its advanced blasting technologies into this segment
- The push for greater mine productivity, is enabling greater penetration of advanced services and technology

NORTH AMERICA

OUR COMPETITIVE ADVANTAGE

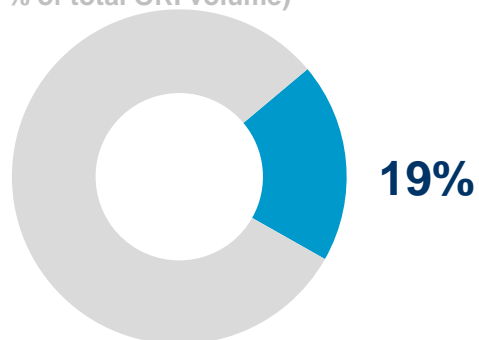
- ✓ Low capital requirements with an attractive rate of return
- ✓ Low cost supplier supported by long term gas-backed AN sourcing options
- ✓ Irreplicable scale
- ✓ Sophisticated distribution network
- ✓ Strong customer and channel relationships

LATIN AMERICA OVERVIEW

LATIN AMERICA - AT A GLANCE

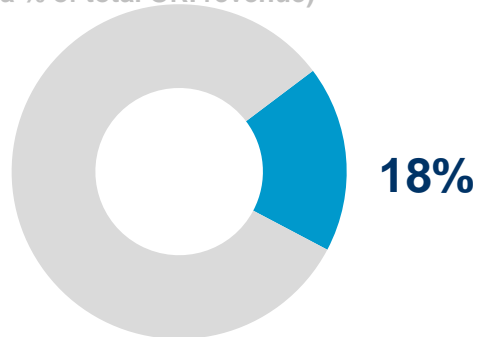
AN volume

(as a % of total ORI volume) ¹



Revenue

(as a % of total ORI revenue) ¹



Employees

2700+

1700 Mining services

744 Manufacturing

Remaining Support functions



Manufacturing sites

97

Operational & downstream



Mobile Manufacturing Units

(MMUs)

172

Open Cut



Mobile Charging Units

(MCUs)

30

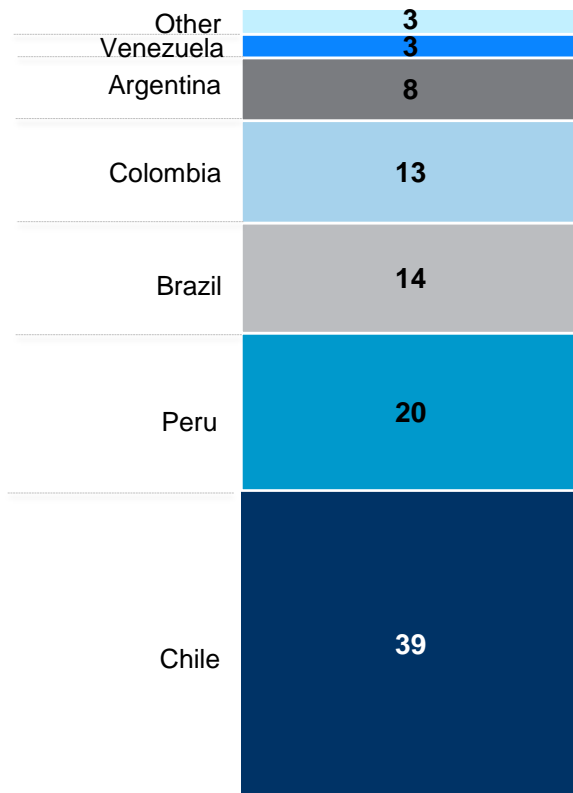
Underground



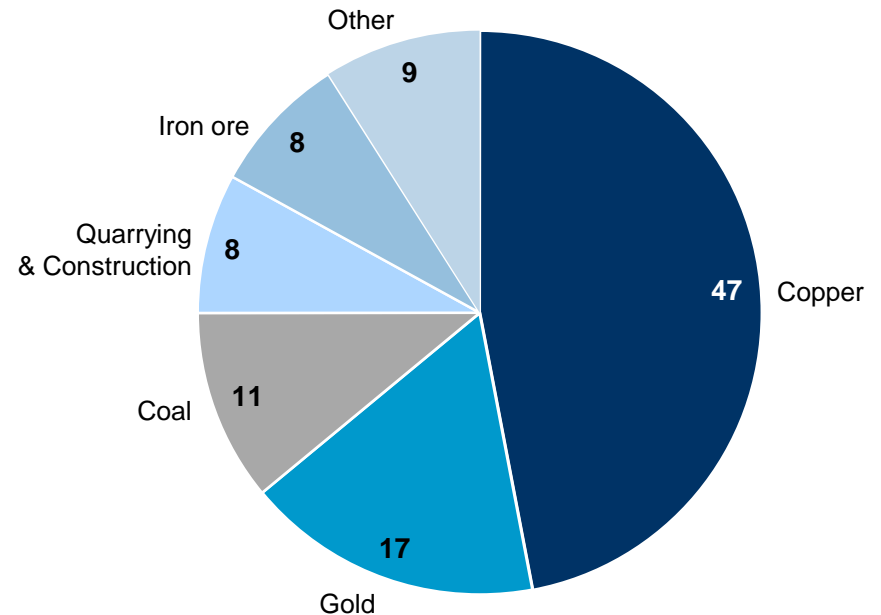
LATIN AMERICA

GEOGRAPHY AND COMMODITY EXPOSURE

By geography
% of revenue¹



By commodity
% of revenue¹

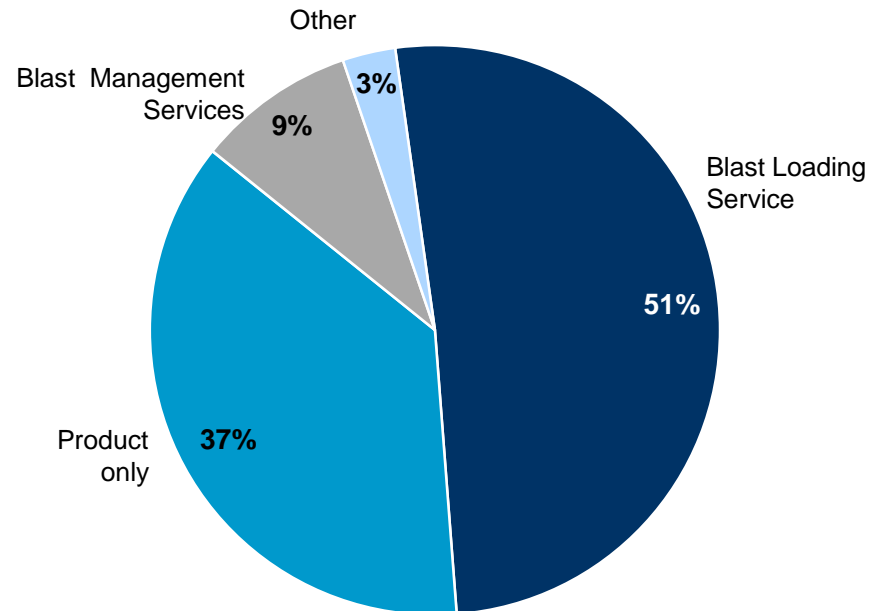


Orica is the only explosives company with a geographic footprint across the major mining markets

LATIN AMERICA BUSINESS SERVICES MIX

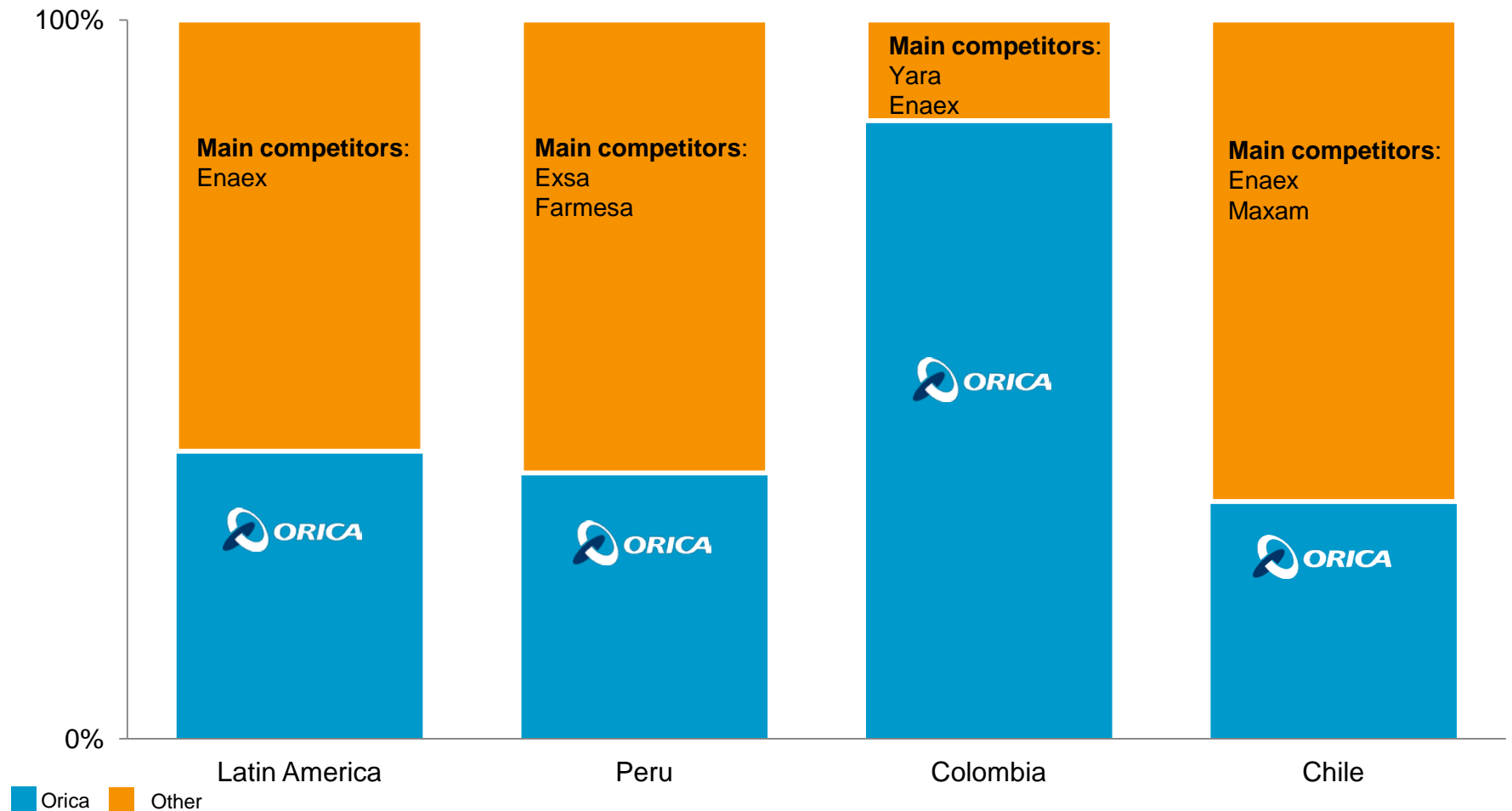


Revenue by service level
% of revenue¹



Increase in advanced blasting products and services in the last five years

LATIN AMERICA POTENTIAL TO GROW SHARE IN THE REGION



Orica has leading market share positions across Latin America

LATIN AMERICA DOWNSTREAM OPERATIONS

550kt AN consumption

14 Emulsion plants

5 Detonator plants

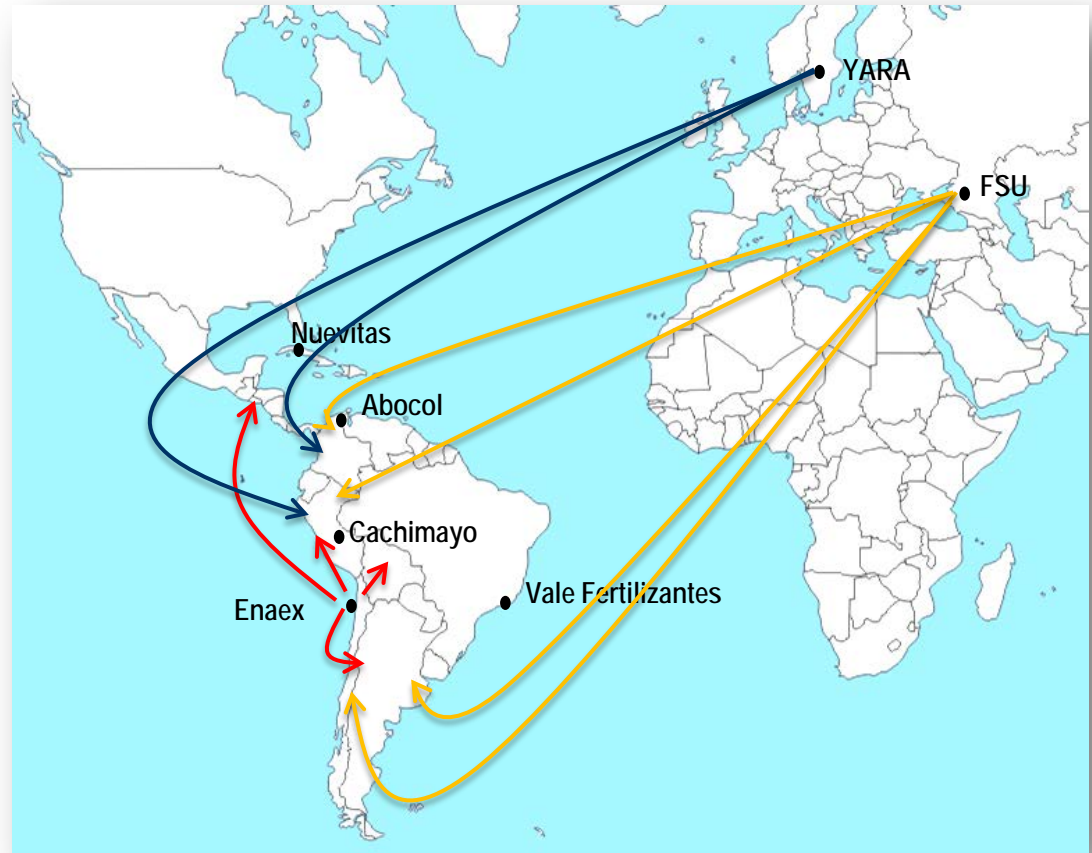
4 Packaged plants



Integrated downstream contract position

LATIN AMERICA MULTIPLE AN SOURCING OPTIONS

- Low cost supplier supported by lowest gas prices from FSU
- Balanced by local arrangements with domestic producers
- Competitive on a CIF basis
- Options to flex sourcing options where necessary



Unrivalled capability to source AN cost effectively through regional scale

LATIN AMERICA KEY OPPORTUNITIES

- Long term metals outlook: Leverage Copper and Gold future market growth outlook and strengthen Orica market leader position
- Drive growth: Aggressively capturing market opportunities in Oil & Gas and Infrastructure development (Q&C)
- Technology Differentiation: Lead market penetration and conversion to advanced products and services by leveraging on Orica's R&D investment
- Leverage scale: Orica size, scale and experience to drive global and regional win – win customer relationships

LATIN AMERICA

OUR COMPETITIVE ADVANTAGE

- ✓ Low capital requirements with an attractive rate of return
- ✓ Tier 1 supply options from a number of sources
- ✓ Competitive on a CIF basis
- ✓ Integrated downstream contract position
- ✓ Sophisticated distribution network
- ✓ Strong customer and channel partner relationships
- ✓ Leading region in technical competence and consequent technology penetration
- ✓ Centre of Innovation and Collaboration located in Santiago de Chile
- ✓ Strong strategic alliances across the region

Contact details:
Investor Relations
Delphine Cassidy
T: +61 3 9665 7774
E: delphine.cassidy@orica.com