

# Investor Presentation

Microcap Investment Conference  
Melbourne, 17 October 2017

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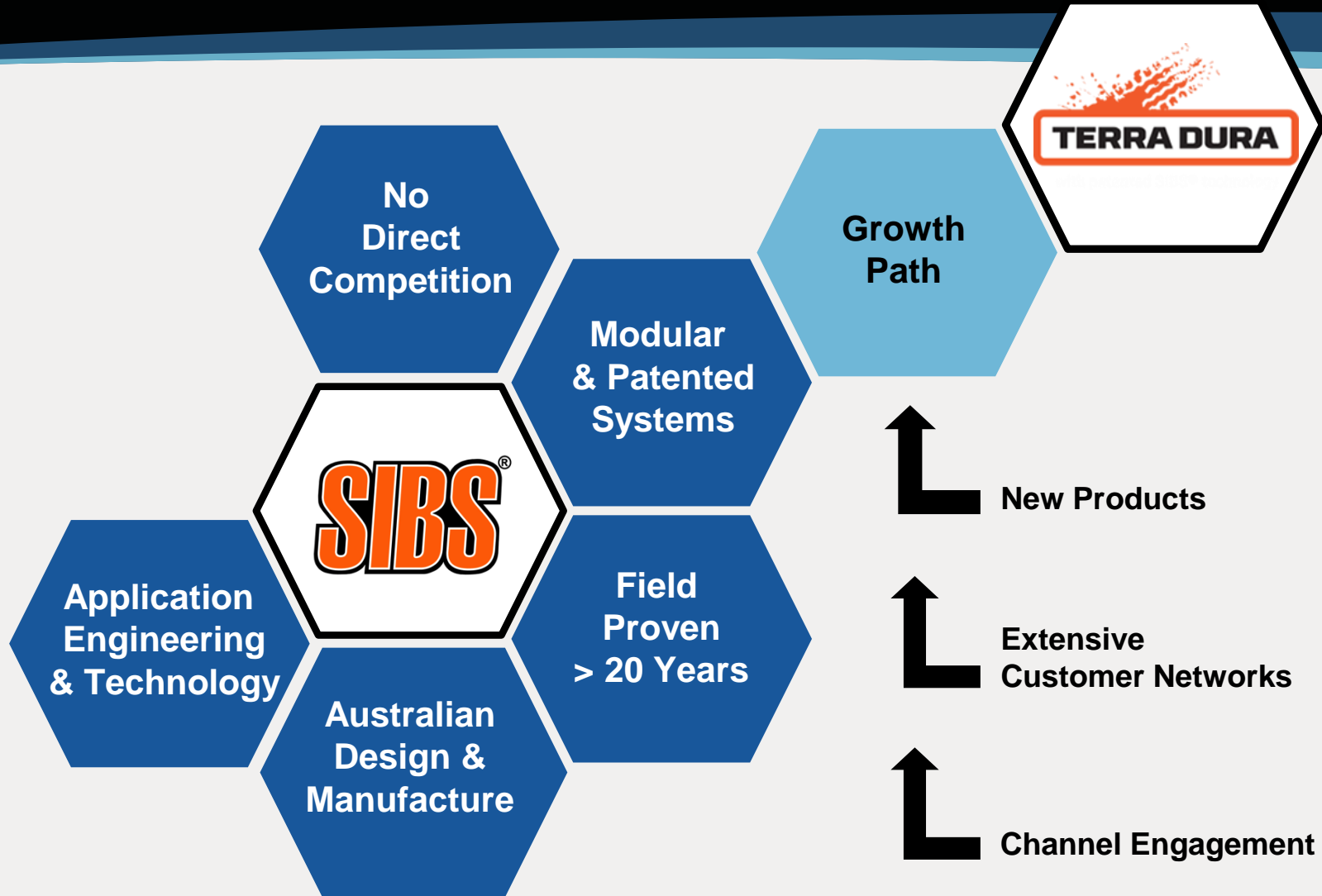
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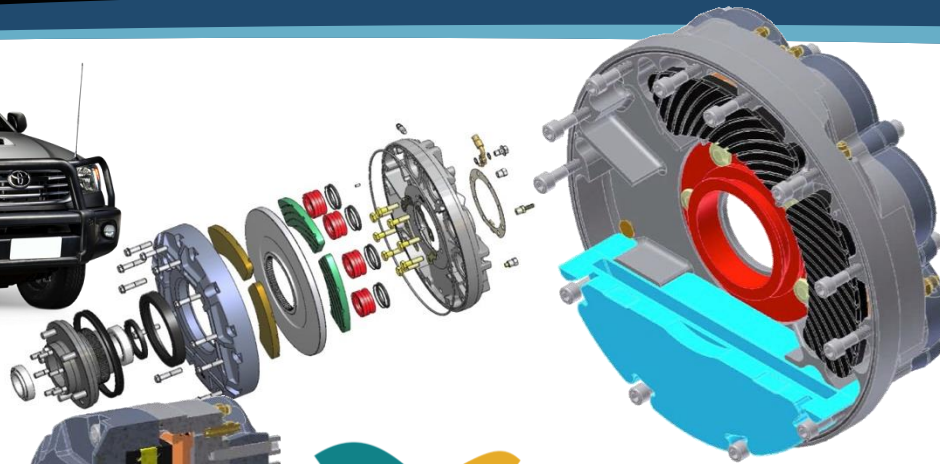
# Our Company

## Innovative Braking Solutions



# Our Company

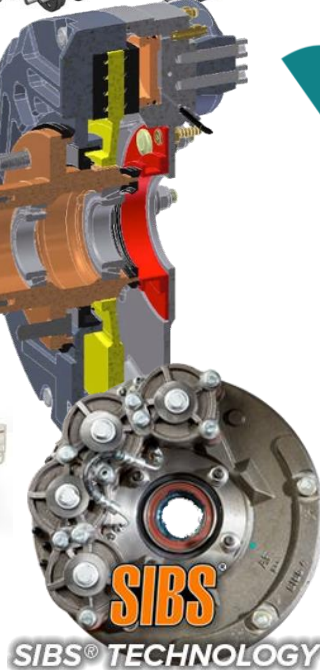
Applications | Products | Brands | Customers



VALE



bhpbilliton



RioTinto

Downer

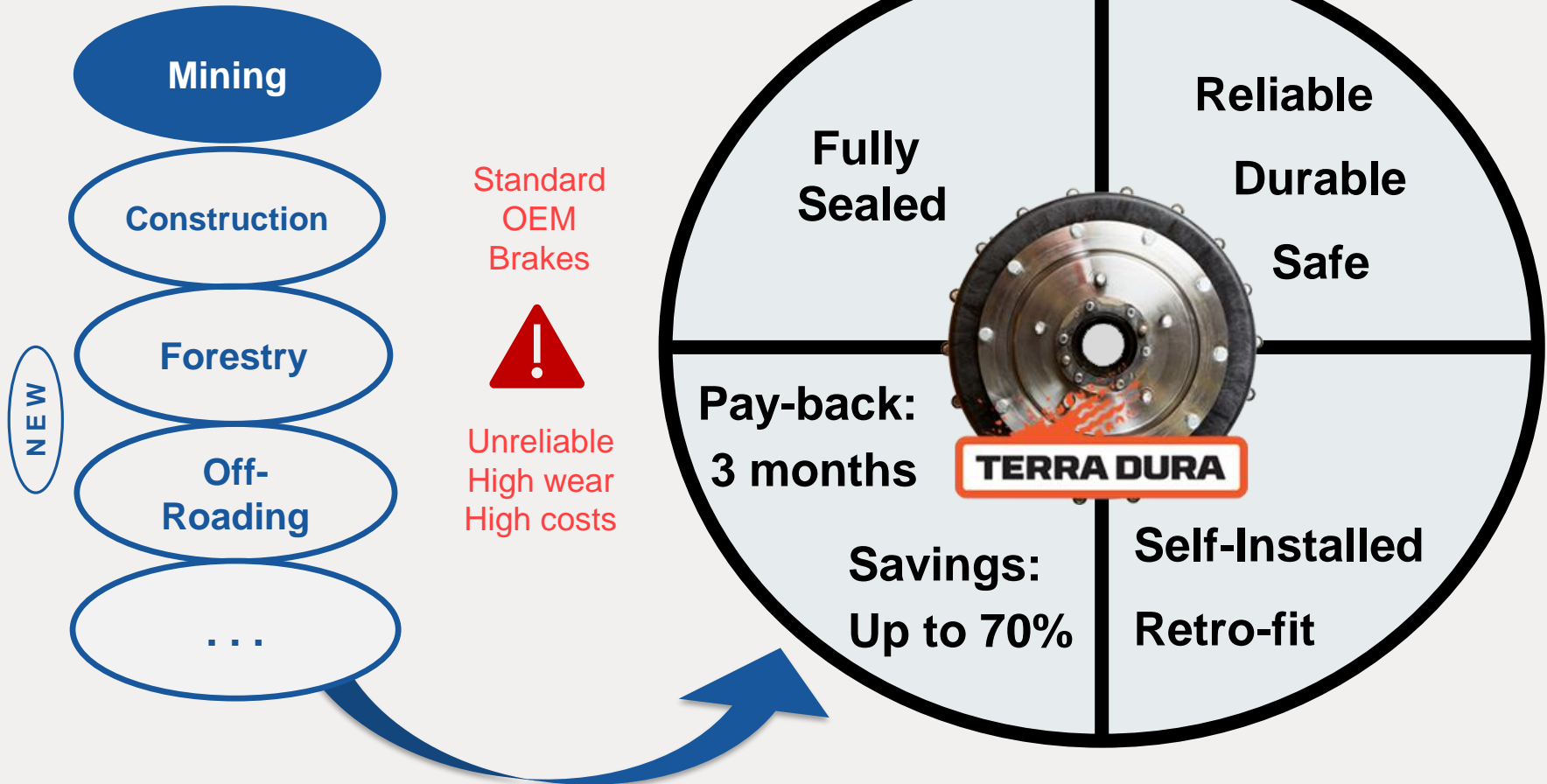
Relationships creating success



with patented SIBS® technology

# Our Value To Customers

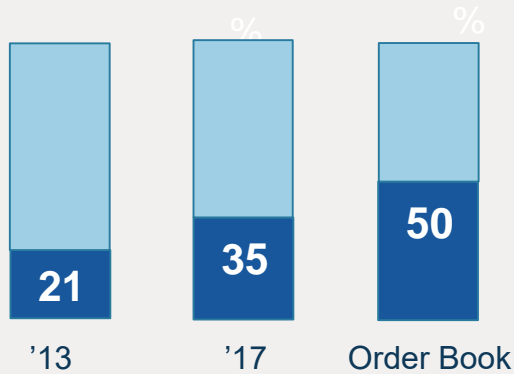
## Target Segments: Harsh Environments



# Market Go-To Approach and Opportunities



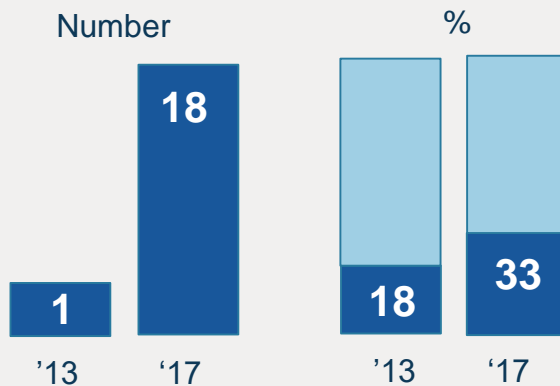
## Exports (%)



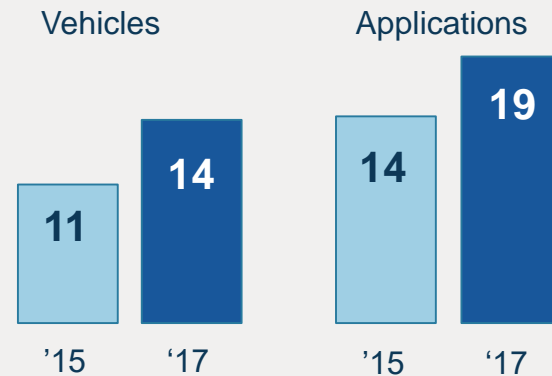
## Trends & Opportunities

- Concerns: Emissions, brake dust
- Accidents: Truck, public transport
- Industry: Safety/OH&S
- Electric & regenerative braking
- Autonomous vehicles
- Untapped global markets

## Distribution



## Applications



# Terra Dura: Production Delays

## What We Learned



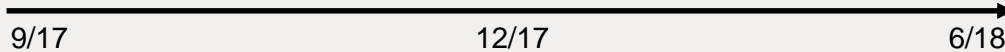
Root Causes / Lesson Learned	Measures / Actions
<p><b>At Our Partner</b></p> <ul style="list-style-type: none"><li>• Selection of new supplier, rather than established source</li><li>• Attention and quality methods applied were inappropriate</li></ul> <p><b>Internally</b></p> <ul style="list-style-type: none"><li>• Limited capability and capacity to manage supply chain competently</li><li>• Ownership not always clear</li><li>• Trust no substitute for diligent supervision</li></ul>	<ul style="list-style-type: none"><li>• Secondary inspection introduced</li><li>• Non-conformance and corrective actions monitored closely</li><li>• Weekly reviews and escalation at our partner</li><li>• Alternative overseas source kicked off</li><li>• Second source released for critical components (domestic)</li><li>• Target costing activities initiated</li><li>• Supply chain function and structure being deployed</li></ul>



## Building Our Growth – The First Phase

<p><b>Supply Chain</b> Establish a Capable Fulfilment Process</p>	<ul style="list-style-type: none"> <li>- Consultant appointed ✓</li> <li>- Gap analysis complete</li> <li>- Action plan defined</li> </ul>	<ul style="list-style-type: none"> <li>- Function fully established</li> <li>- Robust supply chain</li> <li>- Engagement scope clear</li> </ul>
<p><b>Distribution</b> Deploy an Effective Engagement Model</p>	<ul style="list-style-type: none"> <li>- Partner selection criteria ✓</li> <li>- Enablement defined</li> <li>- Partner management def.</li> </ul>	<ul style="list-style-type: none"> <li>- Engagement model fully deployed</li> </ul>
<p><b>Business Model</b> Define Market and Key Success Factors</p>	<ul style="list-style-type: none"> <li>- Develop hypotheses about make-or-buy and core competencies ✓</li> </ul>	<ul style="list-style-type: none"> <li>- Market defined</li> <li>- KSF defined</li> <li>- SWOT complete</li> </ul>
<p><b>Organisation</b> Build a Results Focused Organisation</p>	<ul style="list-style-type: none"> <li>- Supply Chain Manager hired</li> <li>- Key processes defined</li> <li>- Key roles defined</li> </ul>	<ul style="list-style-type: none"> <li>- Channel Manager hired</li> <li>- Target costing operational</li> <li>- Key processes deployed</li> </ul>

Focus: **Operational Effectiveness** and **Market Definition**





### Enterprise Strategy

Strategy Options Defined & Selected  
Business Model Defined  
Core Competencies Described  
Vision & Mission Established

Braking  
Market  
Opportunities

Direct  
Partners  
Licensing

Define  
Our Market

Operational  
Effectiveness



Phase 1

Phase 2

9/17

7/18

12/18

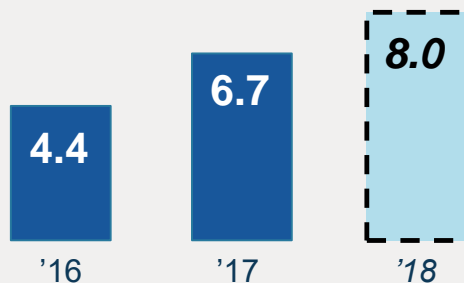
# Our Path Forward

## Fundamentals & Focus



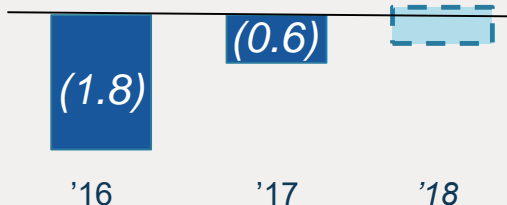
### Operating Revenue

A\$ M



### Operating Profit/Loss

A\$ M



- Address 'whole of business' capabilities
- Focus on getting fundamentals right
- Execution of plans
- Doing the right things at the right time

Item*	FY17	FY16
Revenue	\$7,686	\$5,352
EBITA	-\$265	-\$1,095
Basic EPS	-0.03 cents	-0.10 cents
Total Assets	\$7,234	\$5,217
Total Liabilities	\$3,376	\$3,307
Debt	\$1,371	\$1,953

\* '000

Share Statistics	29 September 2017
Share Price	\$0.005
Market Cap	\$11M
12-Month High to Low	\$0.009 - \$0.005
Top 20 Shareholders	Hold 43%

# Your Investment Opportunity

## The Making(s) Of An Australian Success Story



### Scalable Supply Chain Being Finalised





# Contact

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