



# ORH Limited

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CHANGE TO SUCCESS

ASX: ORH

Investor Presentation - 10 August 2015





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# About ORH

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- ORH Ltd is an ASX listed company specialising in the manufacture of mining and industrial equipment through its engineering subsidiary. The company also has exposure to transport and logistics companies through its distribution subsidiary.
- The business has been repositioned to focus on high margin mining and construction equipment – primarily trucks.
- During the last two years, as a result of the mining industry's slowdown, ORH has focused on diversifying its product offering to new and existing customers by manufacturing new types of trucks and trailers and by initiating new services and operational changes for cost reduction.





# ORH Products offering prior years

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During prior years, ORH's main focus was on two types of products – water carts and service trucks.



During the last two years, ORH has significantly diversified its product portfolio, to meet the requirements of other industries. A sample of the current product offering is attached in the following pages.







# ORH Products – current offering





# ORH Products – current offering (2)







# ORH Products – current offering (3)



Cement truck



Equipment trailer



Heavy Plant trailer



Self bunded tank



Tilt Tray



Customized tray truck



Tray Truck



Light Plant Trailer





# After Sale Services offering

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During the last 18 months, ORH has commenced providing after sales services to its customers. This includes:

- Sales of parts – with hundreds of ORH trucks and trailers sold, ORH provides post-warranty parts replacement.
- Services and maintenance of trucks – provided to ORH existing and new customers.
- Sale of used trucks through ORH subsidiary dealership.

The target is to be a one stop shop for ORH customers, to purchase new trucks and trailers, service them and resell them as used trucks.







# Operational changes

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ORH's focus on operational changes to improve productivity and reduce costs has been in the following areas:

- Outsourced fabrication shifted to in-house – generated significant cost savings, allowing higher margins and better quality control.
- Renegotiating and tendering general and admin expenses – generated cost savings.
- Lean and focused organization – lead to wage expense reduction.





# ORH areas of strength

## Strong growth in core business

- Hundreds of trucks sold Australia wide.
- Diversified product and services offering.

## Strong relationships with suppliers

- Second largest purchaser of Isuzu trucks in Australia
- Vast knowledge of Australian trucks market
- Strong reputation for quality.

## Strong customer relationships

- Large number of existing customers, including large fleets customers in the mining, construction and civil works industries.
- High exposure and good contacts in the transportation and logistics industries.
- On going expansion of customer data base.

## Expansion to increase volume

- Expansion in wholesale business through dealership
- Significant growth opportunities in transport, logistics and industrial business in Australia (ex-mining)
- Product portfolio expansion, which can help penetration.





# Business focus

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- Focus on area of strength – Engineering and Distribution businesses.
- Significant customer database.
- Lean and focused organization.
- Focus on national customers.
- Diversified product portfolio and custom made products, to maximize market penetration.
- In house fabrication – allows for higher margins.
- Approach non traditional markets.







# Future Plans

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Increase penetration to other markets in Australia – maintain focus on mining and construction business, but expand into transportation, logistics and other markets which have demand for the company's products.

Increase penetration of sale of used trucks in Australia.

Sale of new product lines from overseas, related to core business, to increase penetration.

Start export products – Increase size of markets by exporting.

