



Morgans Investor Conference

Investor Presentation
October 2014

Greg Kilmister – CEO



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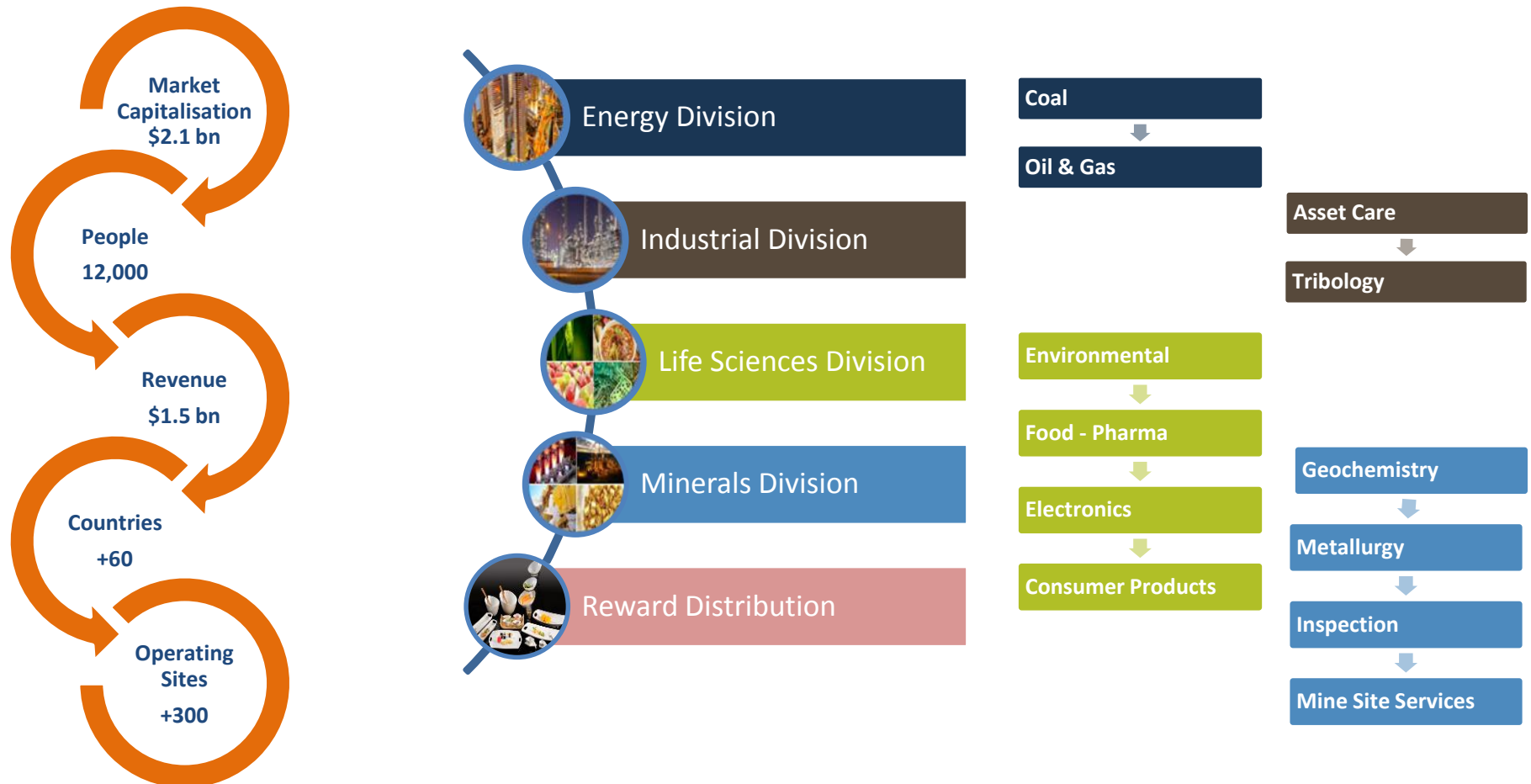


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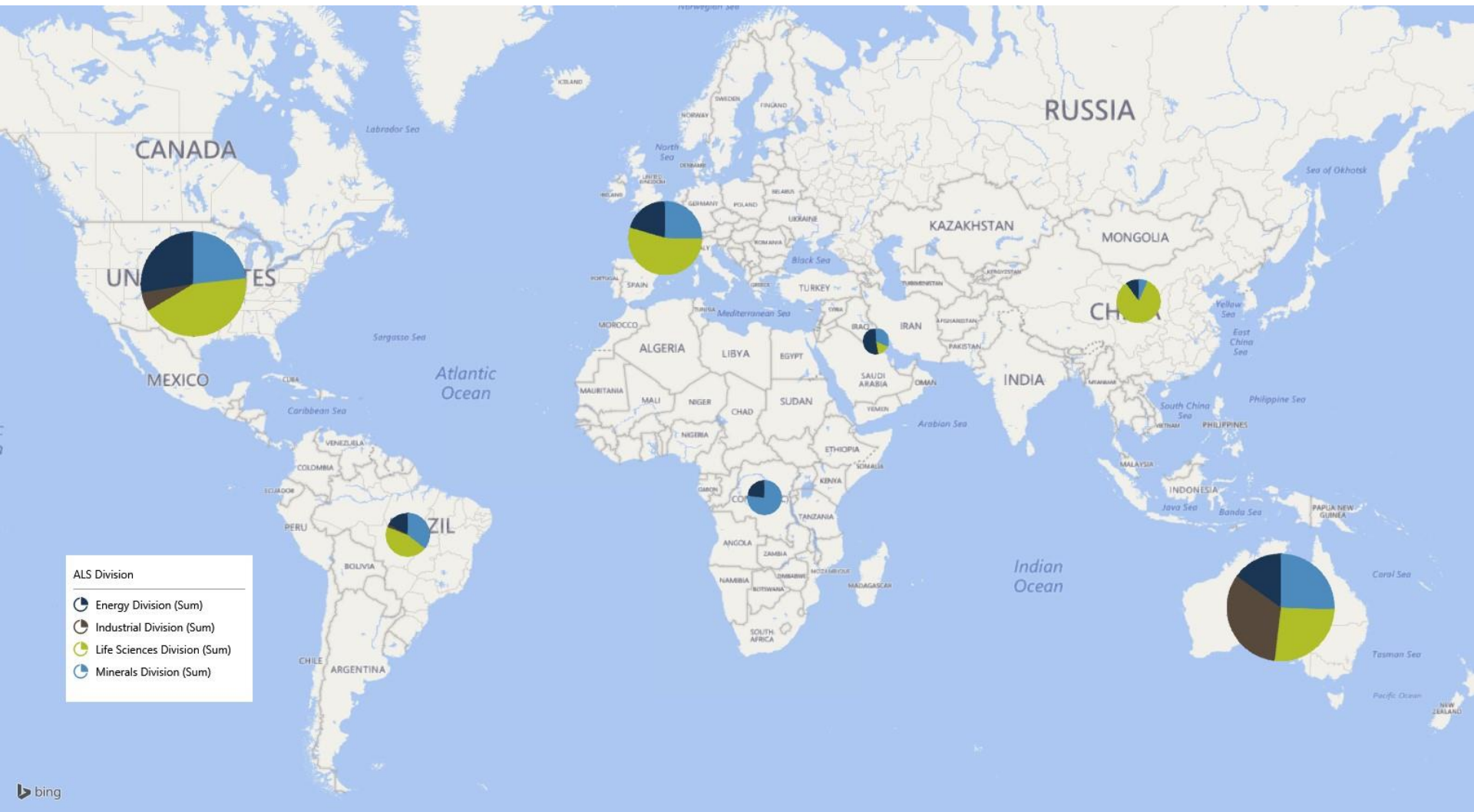
Company Profile



ALS Limited (ASX:ALQ) is an ASX 100 company that provides professional technical services to the global Metals & Mining, Life Sciences, Oil & Gas, and Industrial sectors throughout the world. The Reward business is an Australian distributor of non-perishable hospitality supplies.



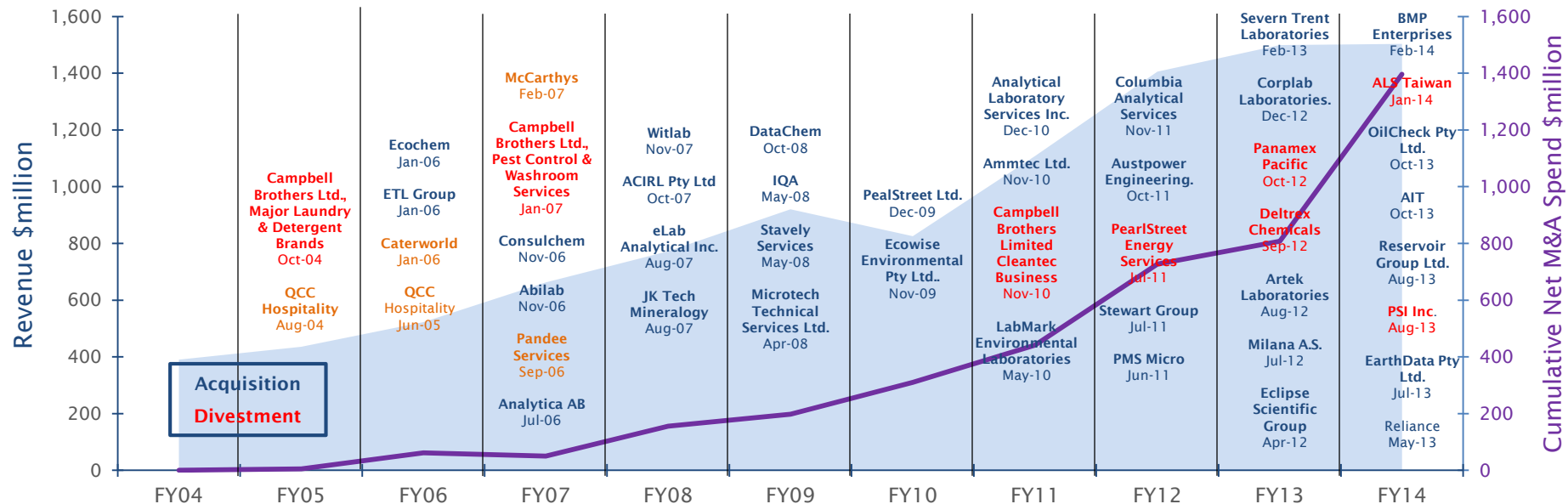
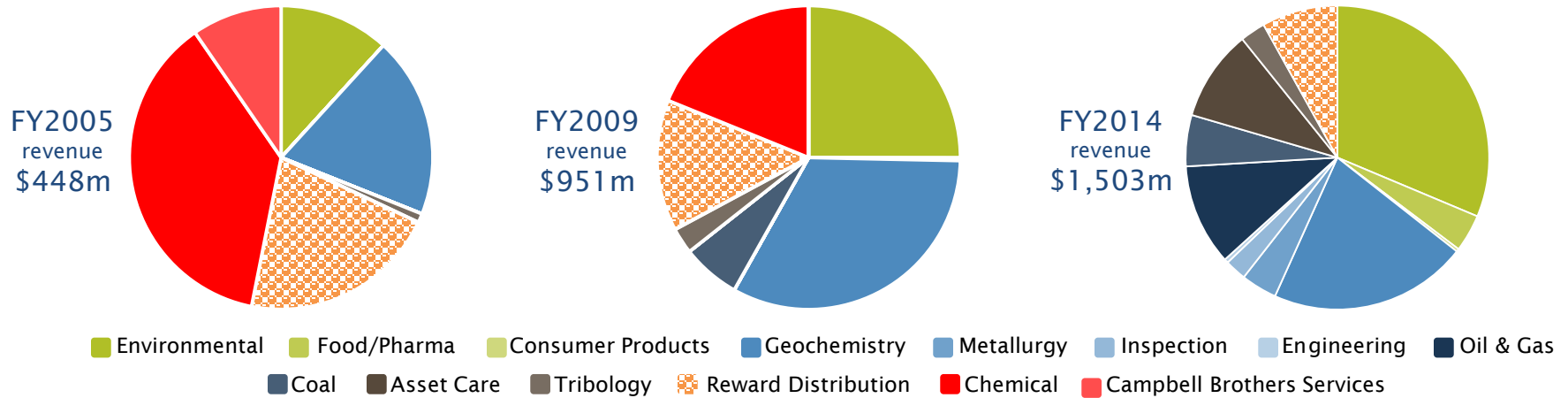
FY15 YTD – Revenue by Region by Division



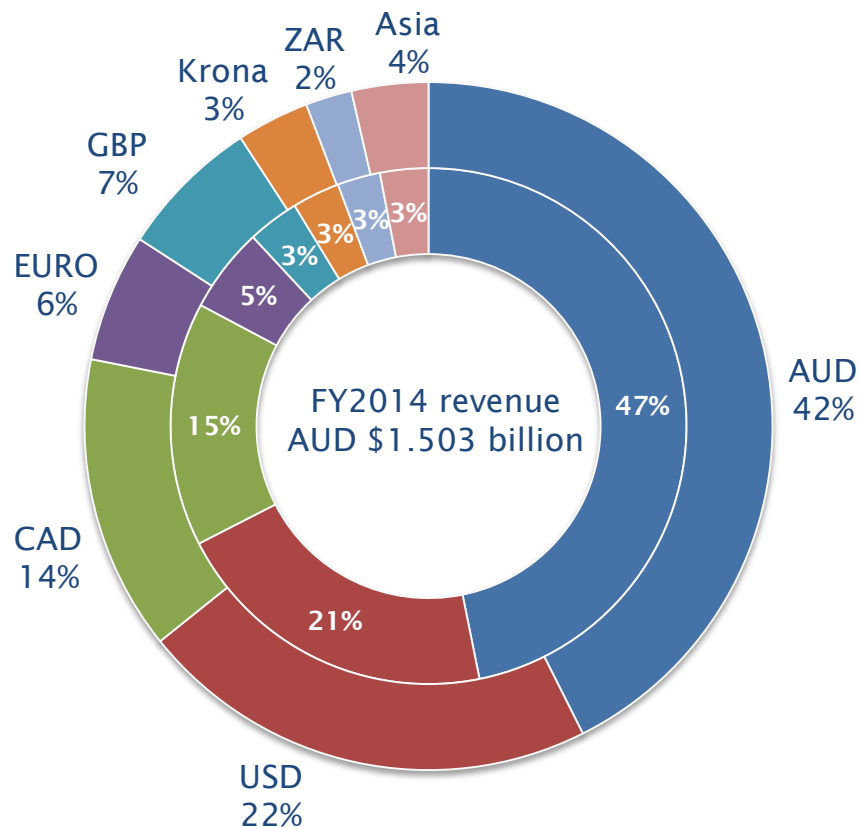
Global Location Map



ALS journey over the last decade



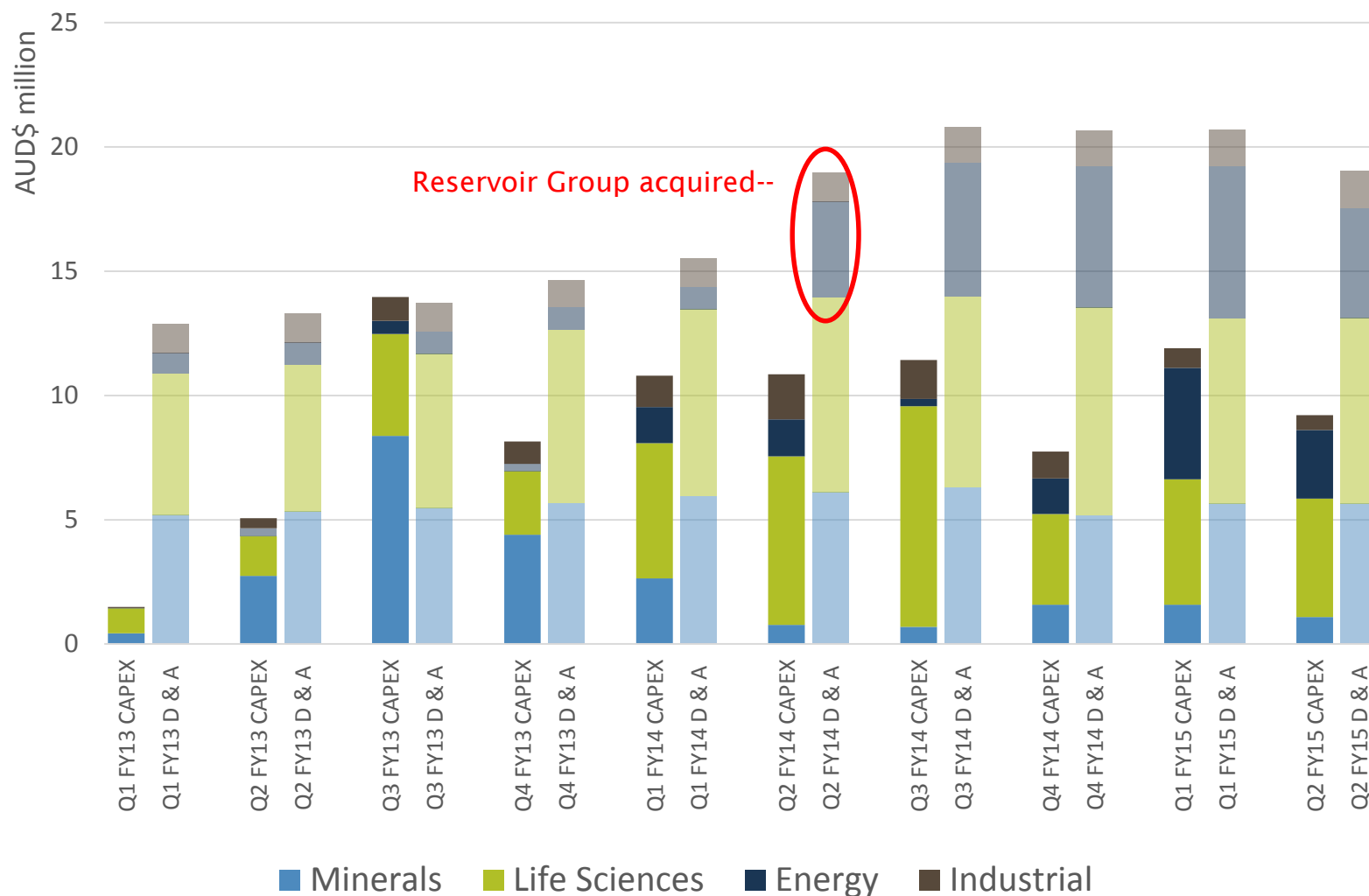
Foreign Currency Revenues



	Average Exchange Rate		
	FY2014	FY2013	Change
USD	0.9235	1.0323	-10.5%
CAD	0.9776	1.0354	-5.6%
EURO	0.6880	0.8016	-14.2%
GBP	0.5796	0.6536	-11.3%
SEK	6.0287	6.8819	-12.4%
ZAR	9.3955	8.8238	+6.5%
SGD	1.1639	1.2806	-9.1%

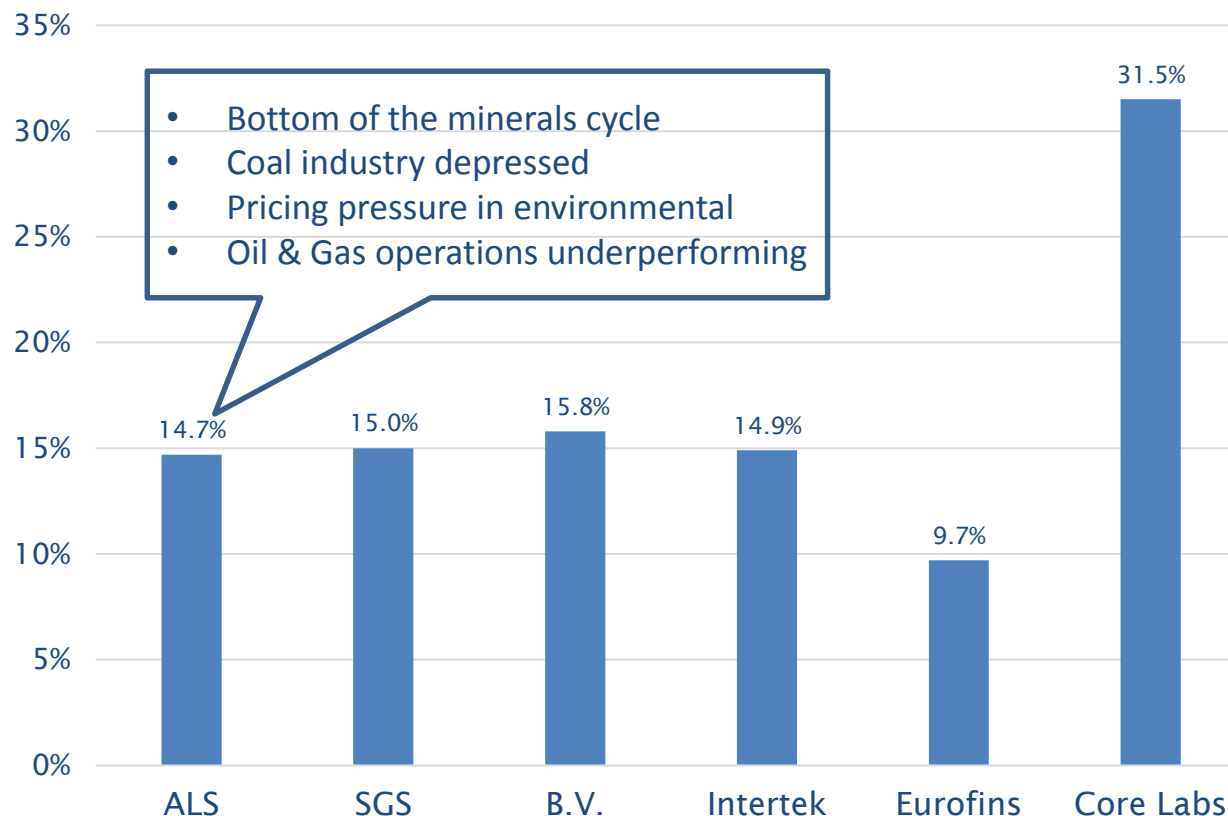
*Note: Krona includes SEK, NOK, DKK & FMM
 Asia includes HKD, SGD, THB, MYR, IDR, CYN & TWD
 Outer annulus FY14, Inner annulus FY13*

CAPEX (excluding business acquisitions and land & building purchases) versus Amortization & Depreciation



¹ Amortisation does not include amortisation of goodwill – chart represents the quarter in which the CAPEX was approved

Underlying EBIT Margin – peer comparison



*Note: June 2014 Half Year for all companies excluding ALS which is estimated for September 2014 Half Year
ALS estimate includes full Corporate Costs (i.e. Group Result excluding Reward operating revenue and profit)
Data from company reports*

Exploration has not stopped !



Reported significant drill intersections – October 2013 to March 2014

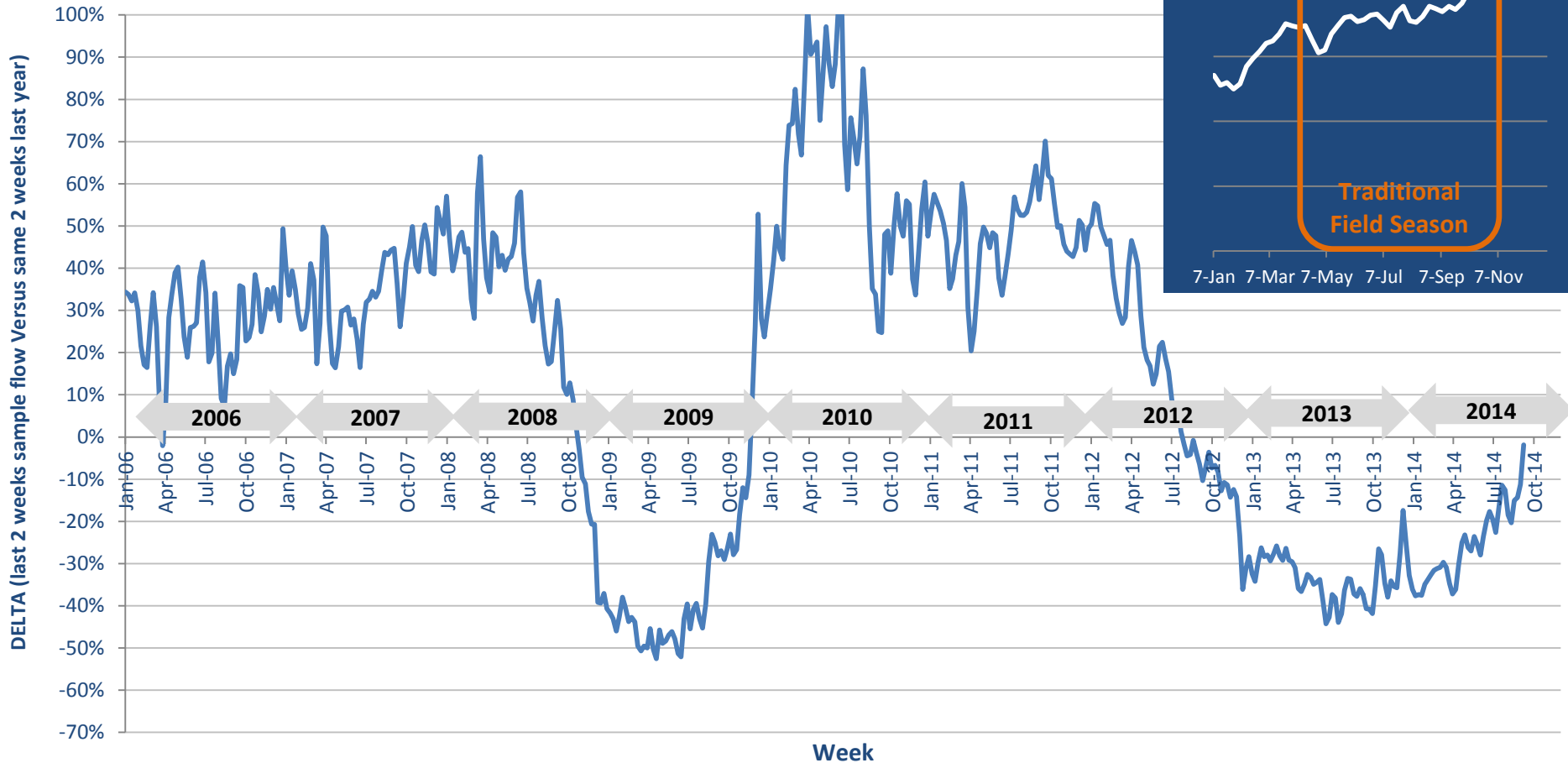


Note: SNL data showing reported significant drill intersections by commodity and location for the six month period October 2013 to March 2014

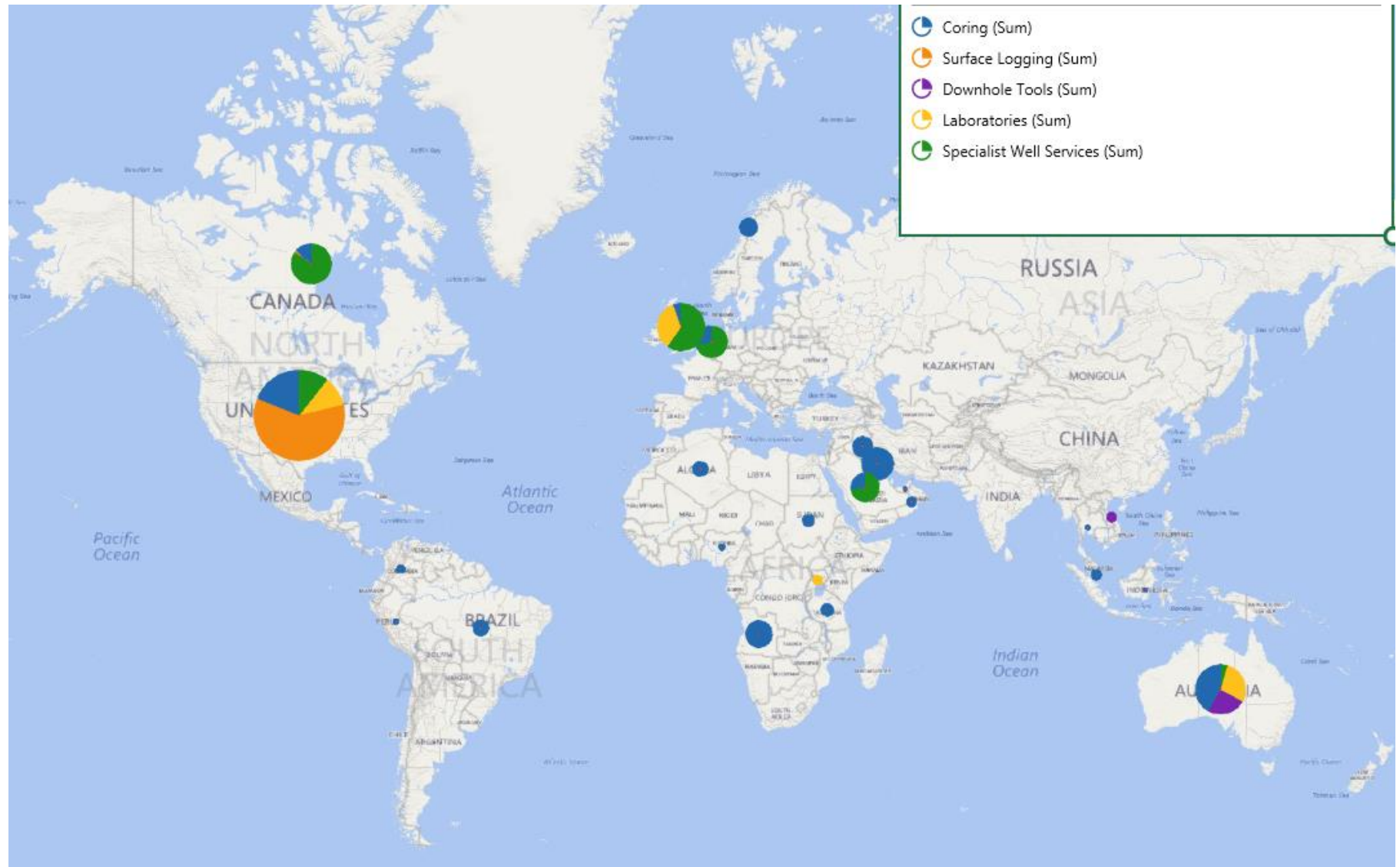
Where are we in the cycle? A reflection of the market and market share



ALS Global Mineral Sample Flow (growth trend)



Oil & Gas Market Exposure

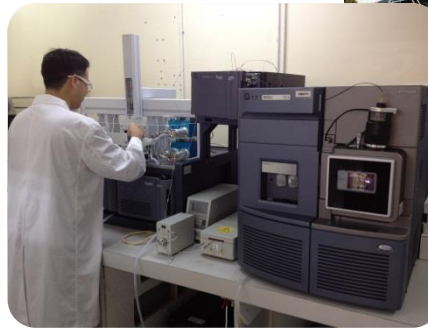


How we see ourselves today – what has changed & why



ALS Market Proposition pre 2012

- Value Proposition – *“we are not the cheapest but we provide the very best value”*
- Focus on
 - Quality
 - Service
 - Turnaround Time
 - Technology
 - Innovation – unique services
 - Capacity
 - Location



“White Coat Syndrome”

ALS Market Proposition Today

- Holistic Service Proposition – *“how can we bring value and reduce the total cost of our clients”*
- Focus on
 - Ancillary & complementary services
 - Supply chain management
 - Data presentation & analytics
 - Total reliability
 - Being a SOLUTION PROVIDER
 - Capacity
 - Location



but still with the laboratory at the core of what we do