



Investor Day

- facilitated by Morgans

Houston - Texas - USA

2nd November 2015

Greg Kilmister – ALS overview

Mark Beach – Reservoir Characterisation (Oil & Gas)

Fraser Loudon – Production Solutions (Oil & Gas)

John Mackie – Drilling Services (Oil & Gas)

Bruce McDonald – Geochemical Business Stream

Raj Naran – Life Sciences Division



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Company Profile



ALS Limited (ASX:ALQ) is an ASX 100 company that provides professional technical services to the global Mineral and Energy Resources (exploration, extraction, processing and trading), Life Sciences (environmental, food and pharmaceutical), and Industrial sectors throughout the world.

- +11,000 employees
- +400 sites
- +70 countries
- AUD\$1.4 billion revenue
- Enterprise Value AUD\$3.1b
- 407 million shares (96% free float)



Compliance and Sustainability



- Core values of “Safety as a Priority” and “Honesty and Integrity” supported by long term compliance program.
- Strong internal controls maintained by compliance portal which incorporates company policies, management sign-offs, environmental monitoring programs, training packages, incident databases, and performance tracking.
- Corporate Social Responsibility program tracks environmental performance, ensures efficient use of resources such as energy, encourages environmental initiatives including recycling programs, and promotes positive interaction with local communities.
- ALS continued its involvement in community and charity work with major recipients including the Red Cross, Unicef, the Salvation Army, and various hospital and cancer foundations.

ALS Limited - Compliance Portal

Navigation: Home, Minerals, Life Sciences, Energy, Industrial, Compliance, Finance, HR, Marketing

Foundation Standard - 13 Goals

GLOBAL HSE ALERTS

Travelling for Work? **Dynamiq** Trusted Emergency Management

Safety

Submit Incident Report Form | Search Incidents and Issues | Compliance Charts

Submit Incident Report Form | Search Incident Reports and Compliance Issues | - PPI Scorecard - Incident Frequency etc

Compliance Profile Dashboard | Related Party Transactions | Gift Register

Ambient Air Dust Monitoring Results

Click on the symbol to view results from each site - Results will appear on the right.

Click on the **new item** button to enter results to the Ambient Air Dust Monitoring Library.

Contact Compliance Portal for help

Site	Select	Title	Responsible Person
Geochemistry - Adala	<input type="checkbox"/>	Adala	Paul Tinch
Geochemistry - Adelaide	<input type="checkbox"/>	Adelaide	Jason McCusker
Geochemistry - Antipalaga (Prel)	<input type="checkbox"/>	Antipalaga (Prel)	Patrick Aoua
Geochemistry - Auerer	<input type="checkbox"/>	Auerer	Karim Karimov
Geochemistry - Bantala	<input type="checkbox"/>	Bantala	Jeff Guernsey
Geochemistry - Bantala	<input type="checkbox"/>	Bantala	Julia Davis
Geochemistry - Bor	<input type="checkbox"/>	Bor	Milica Botovic
Geochemistry - Brisbane Prep (Original)	<input type="checkbox"/>	Brisbane Prep (Original)	Graham Ellis
Geochemistry - Brouha	<input type="checkbox"/>	Brouha	Brink Padmanabha

Dust Monitoring Procedures

new document or drag files here

☒ Name

Modified: 10 February

Modified By: Santa Chembers

Site Dust Maps

new document or drag files here

☒ Name

Modified: 09 April 2014

Modified By: Matt Pomeroy

Ambient Air Dust Monitoring Library

new item

Site	Edit	Sample ID Title	g/m2	Pb ppm	Date Result Taken	Incident ID Number	Nominated Data Entry Person	Result Notes
AD 1	<input type="checkbox"/>	AD 1	0.01	135	31/03/2015		Emma O'Hara	
AD 1	<input type="checkbox"/>	AD 1	0.02	291	28/02/2015		Emma O'Hara	
AD 1	<input type="checkbox"/>	AD 1	0.12	4	31/01/2015		Emma O'Hara	
AD 1	<input type="checkbox"/>	AD 1	0.42	0	31/01/2015		Emma O'Hara	

2015 Nov 20

Ambient Air Monitoring Chart



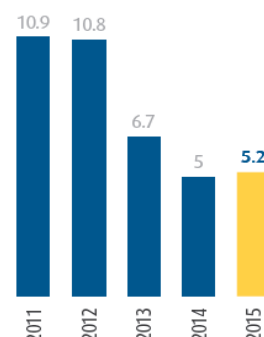
Performance at a glance:

LTIFR better than ASX
Top 100 average*.



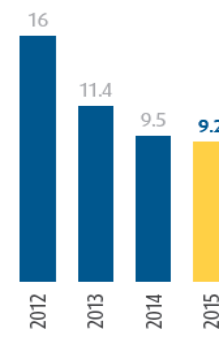
Group LTIFR

TRIFR 50% reduction
over 4 years.



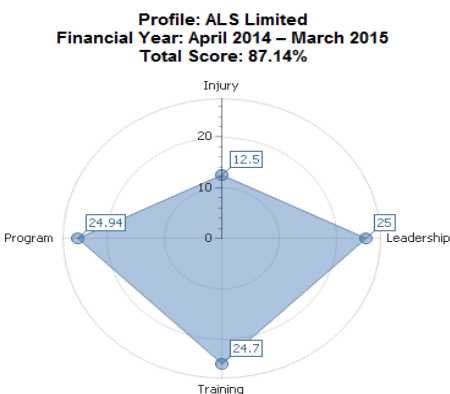
Group TRIFR

Decreasing
severity rate.



Duration Rate (Ave. Days Lost)

All divisions meeting
target PPI score.



PPI Scorecard



Client Recognition

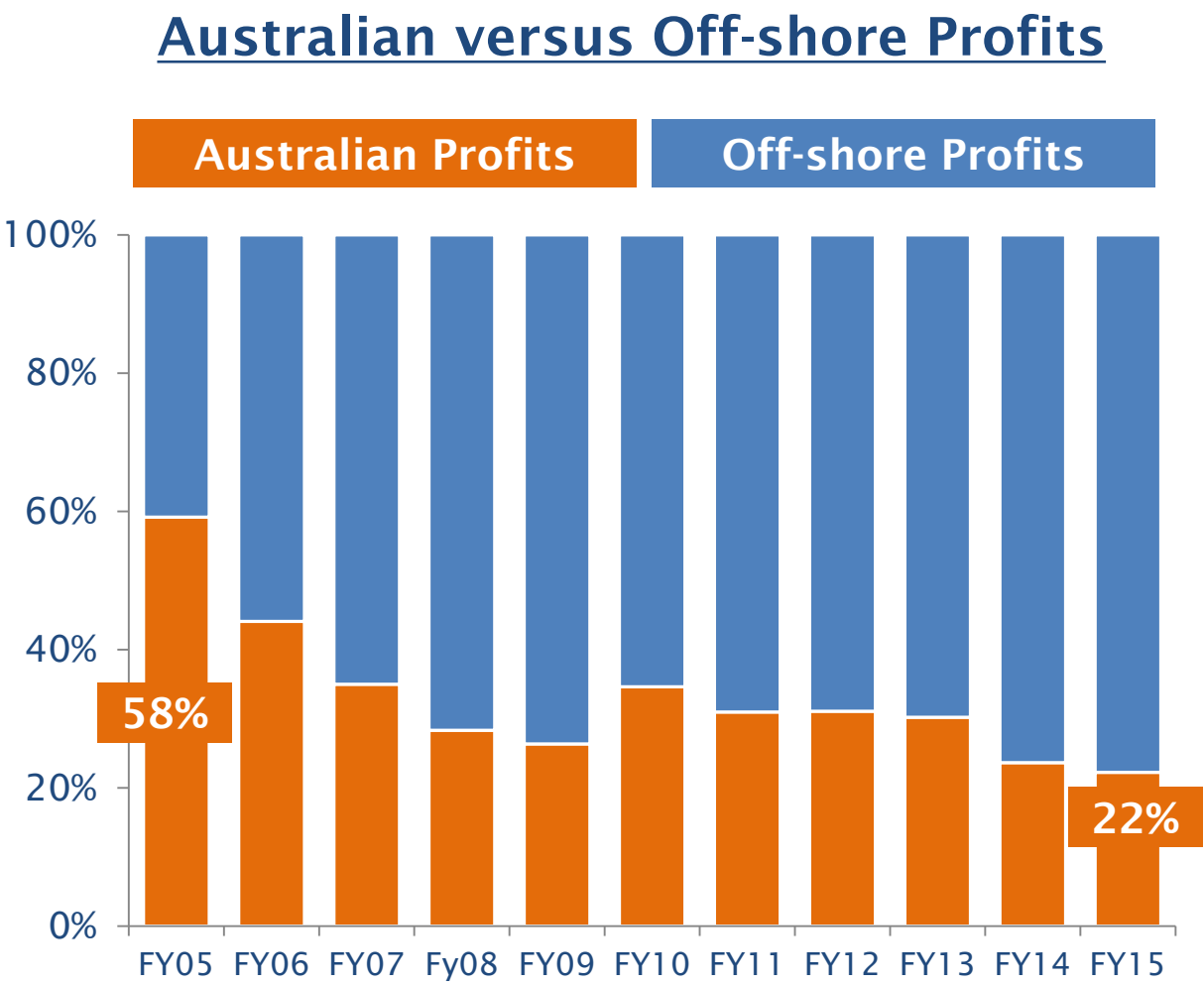


Investment in Training



Safety First Focus

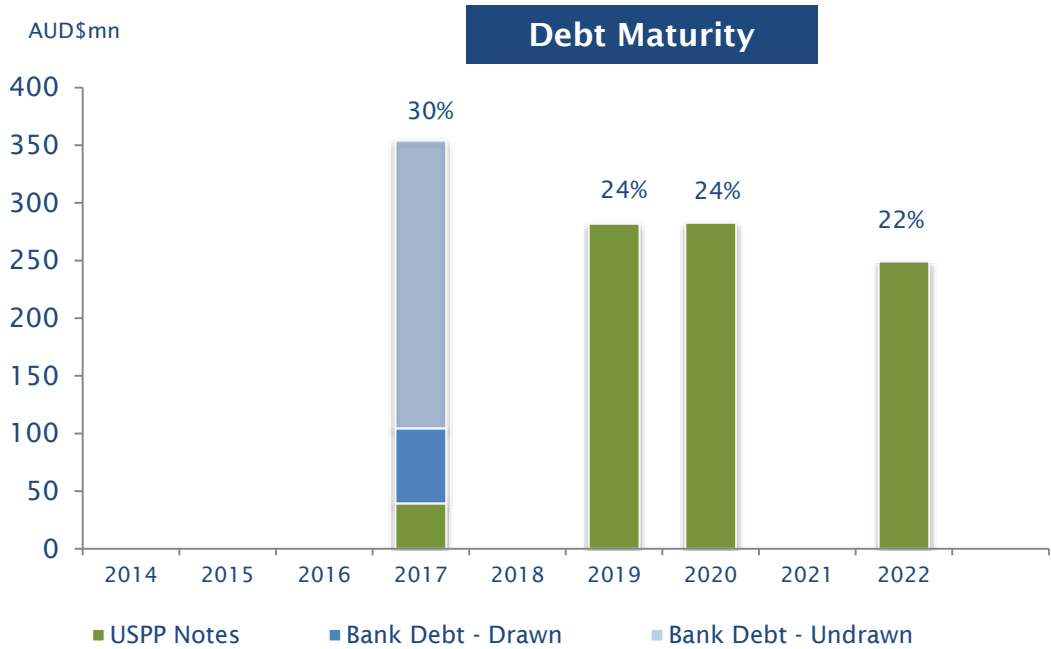
Dividend and Debt Position



		Mar-14	Sept-14	Mar-15
Funding statistics				
Gearing ratio	Comfort 45%	33.9%	35.5%	38.3%
Leverage (net debt / EBITDA)	Max 3.25	2.2	2.7	2.5
EBITDA interest cover	Min 3.75	12.2	8.8	9.1

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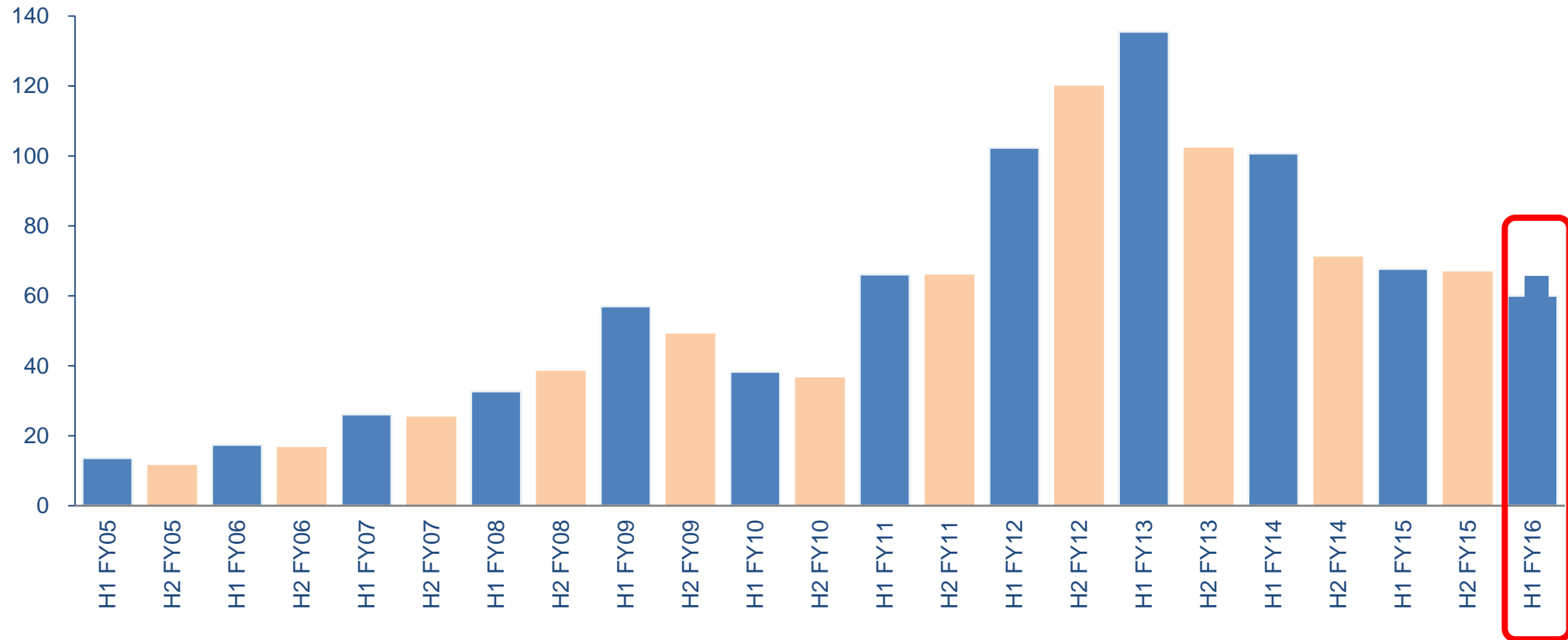
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First Half FY16 guidance

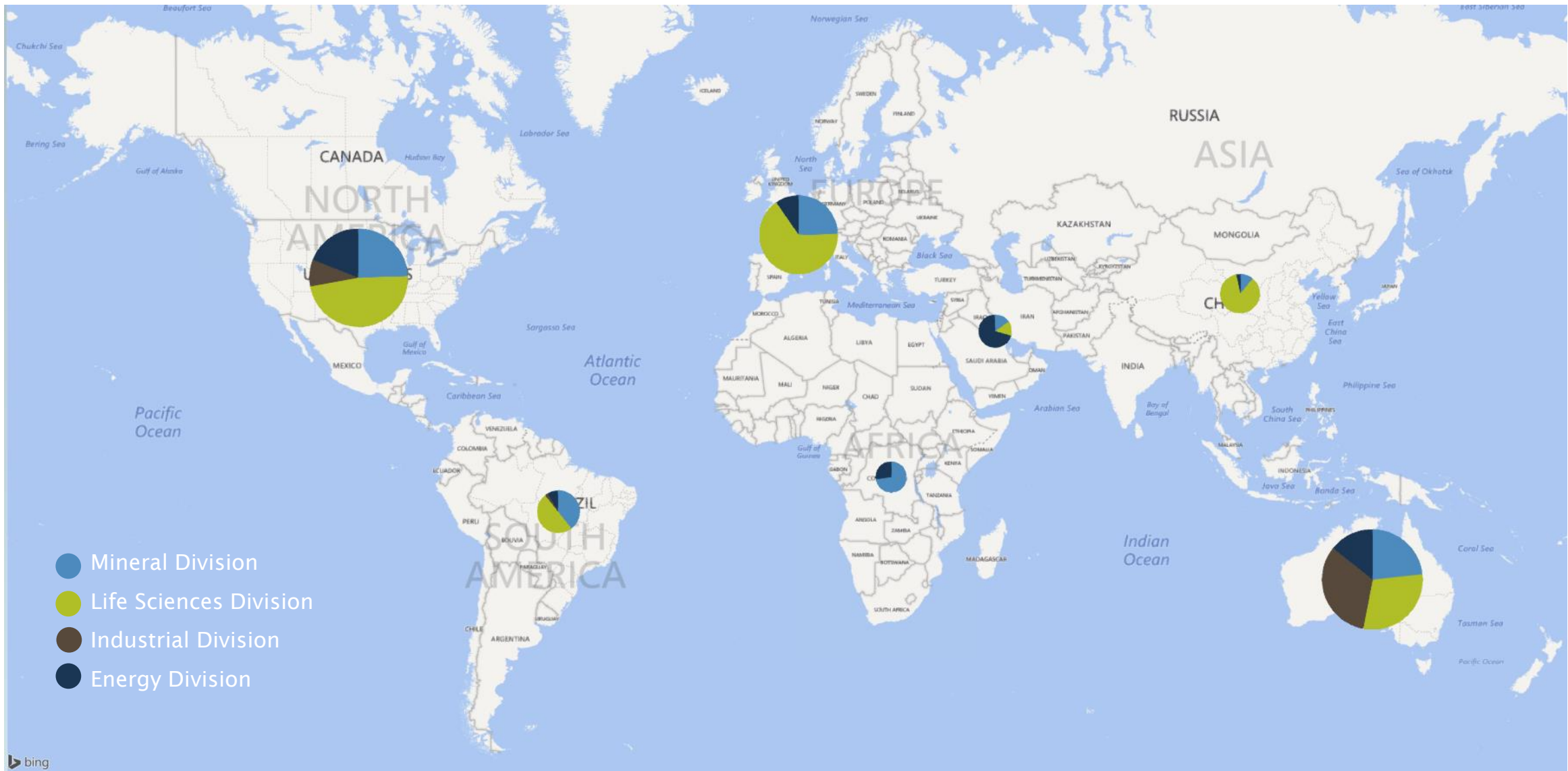


NPAT (AUD\$m)



***ALS expects that underlying NPAT for the half year ending 30 September 2015
will be in the range of AUD \$60 million to AUD \$65 million***

H1FY16 – Revenue by Region by Division



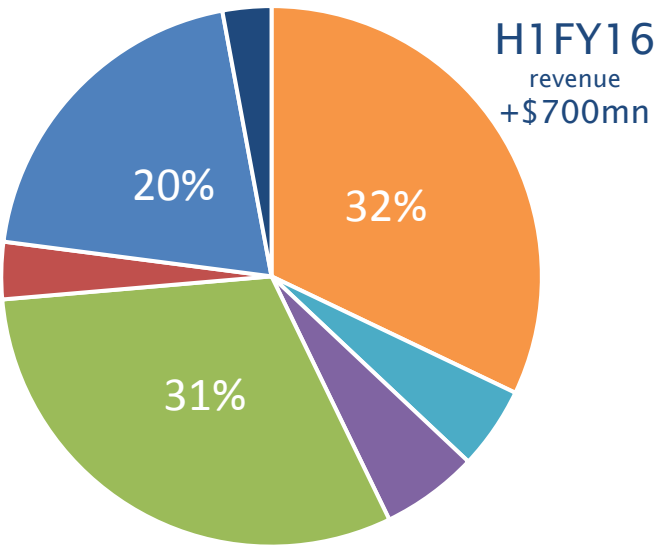
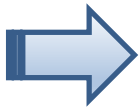
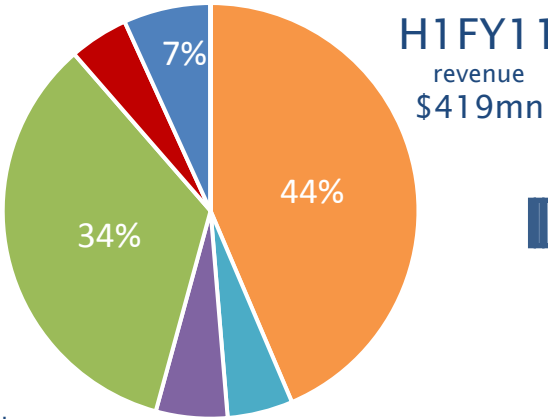
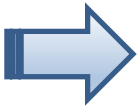
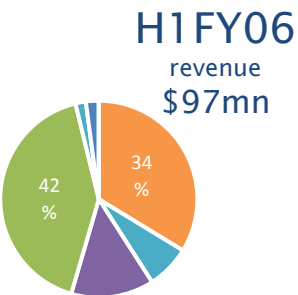
in a nut shell.....

To be the market leader in any geography or market sector we operate - by creating an enduring competitive advantage.

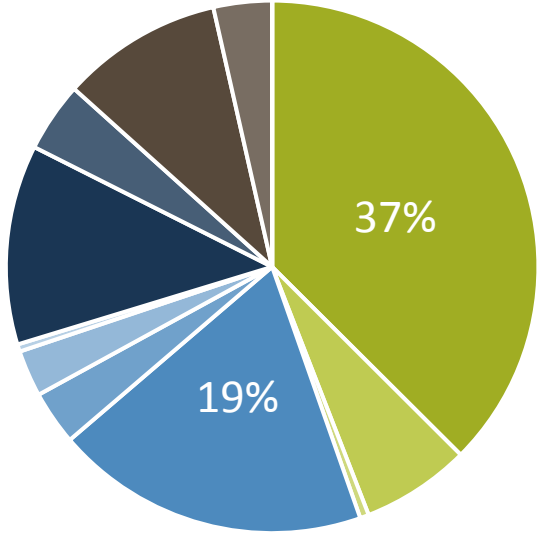
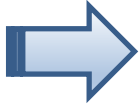
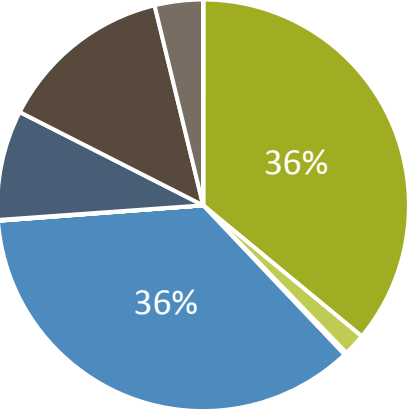
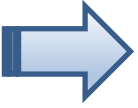
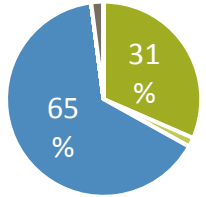
what does that look like.....

- Technical leadership
- Innovative services
- Continually evolving services
- Holistic full service
- Flexible service delivery approach
- Data management
- Providing the “Right Solutions” as opposed to just a “Bundle of Services”
- Being the “Right Partner” as opposed to the “Right Service Provider”

Group Strategy – geographies & markets

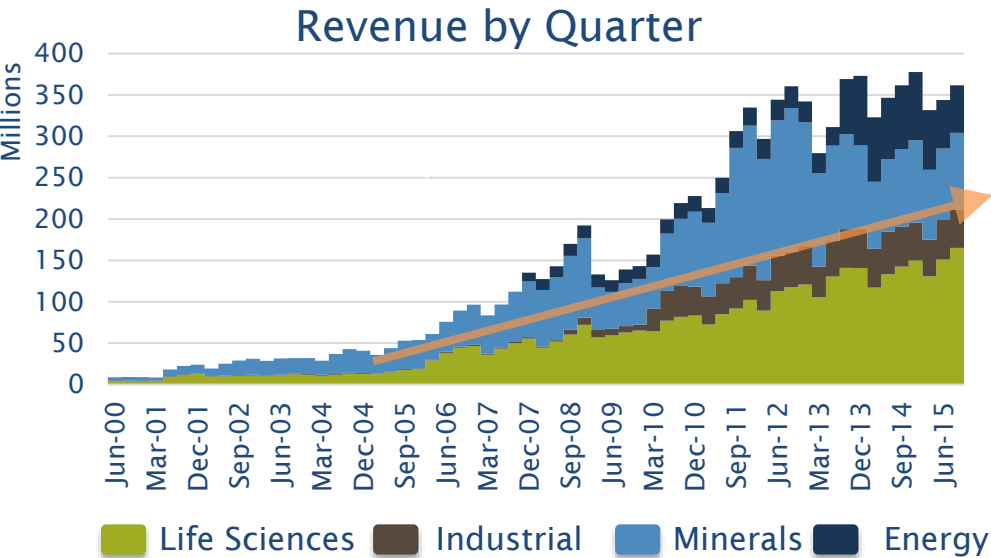
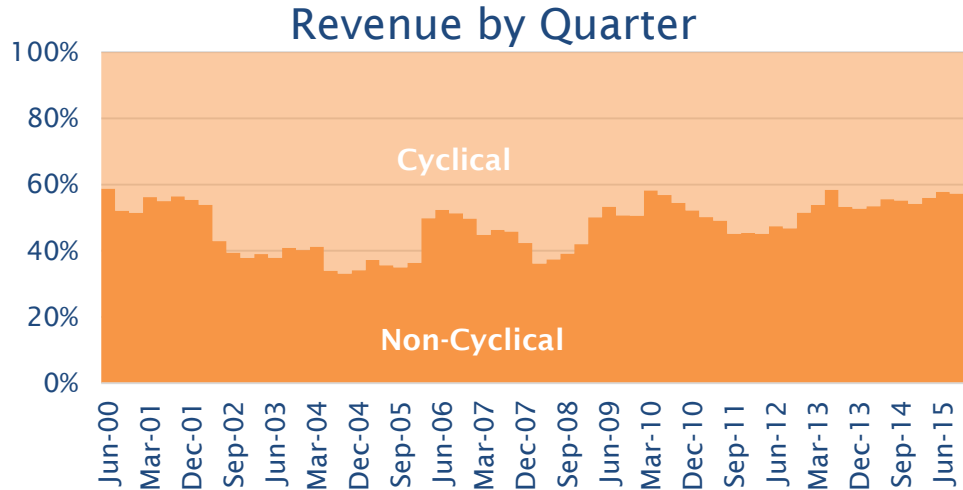
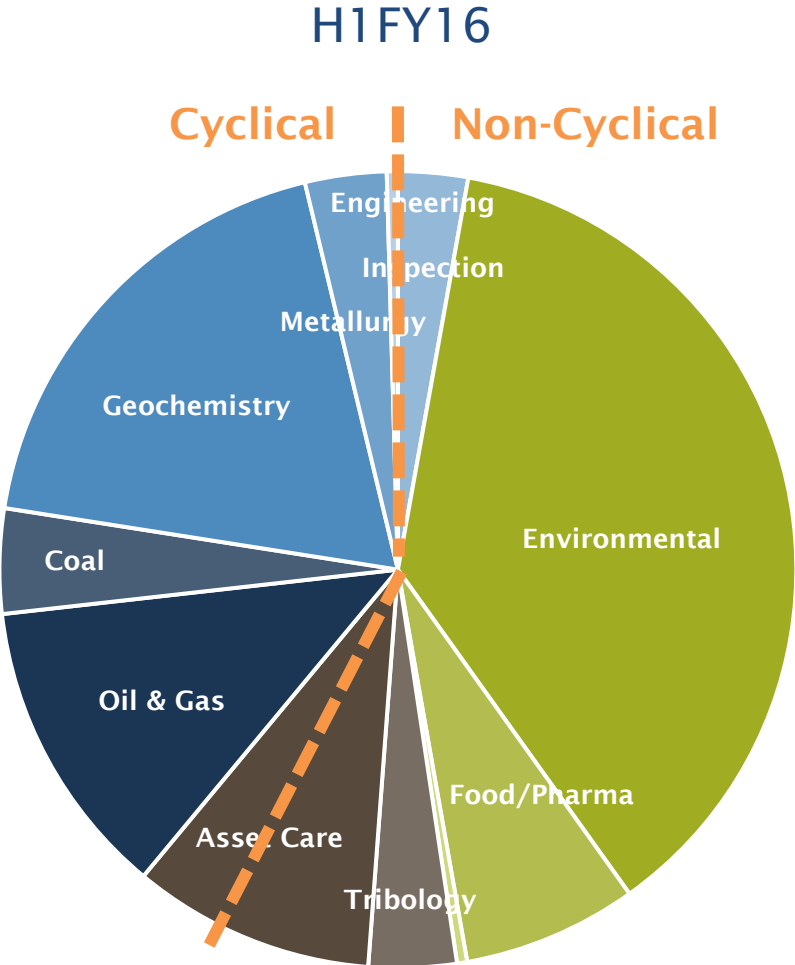


- Australia
- Asia
- South America
- North America
- Africa
- Europe
- Middle East



- Environmental
- Food/Pharma
- Consumer Products
- Geochemistry
- Metallurgy
- Inspection
- Engineering
- Oil & Gas
- Coal
- Asset Care
- Tribology

ALS Laboratory Revenue – strategic mix





- 408 sites
- 73 countries
- 6 continents
- global IT network

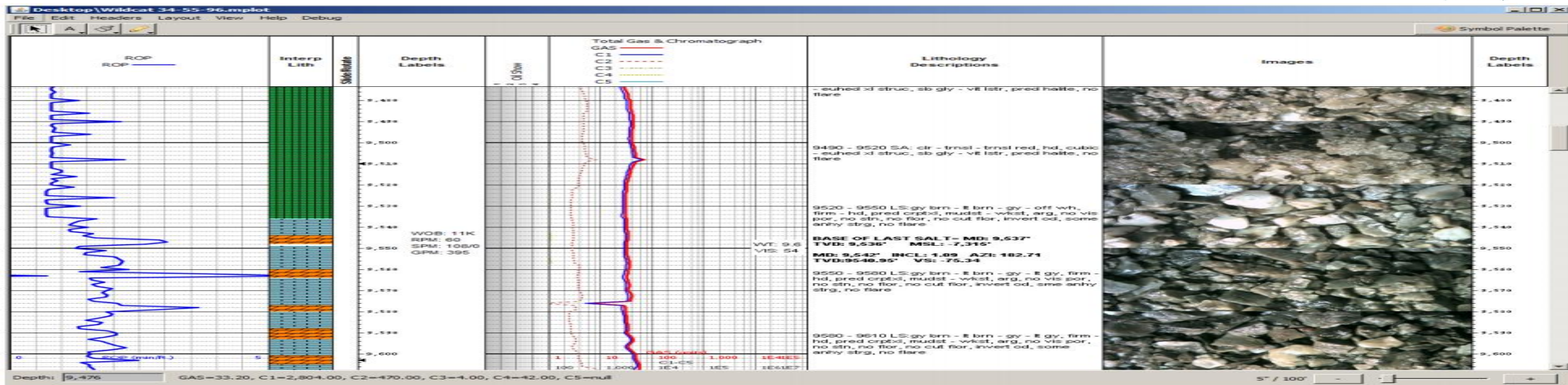
- quality
- timeliness
- service
- innovation
- technology
- value

- LIMS
- MIS
- standardisation
- systemisation
- multi-language
- global

- state-of-the-art
- innovators
- standardisation
- unique
- centres of excellence

- people
- training
- focus
- client service
- communication
- passion

RESERVOIR CHARACTERISATION



Investor Day - facilitated by Morgans

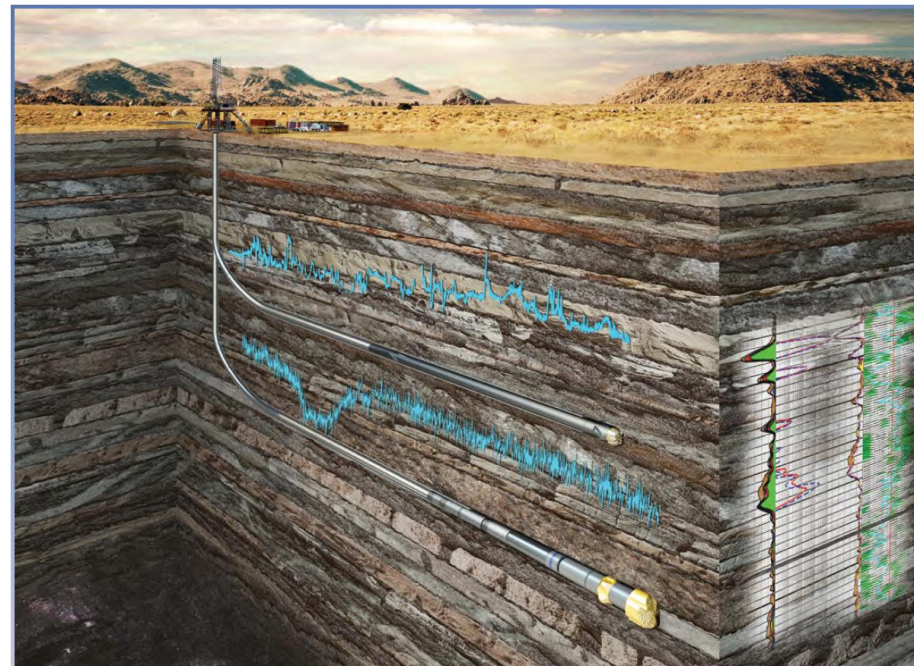
Mark Beach – Reservoir Characterisation (Oil & Gas)

- Houston – Texas - USA
- 2nd November 2015

Reservoir Characterization – “The laboratory services part of Oil & Gas”



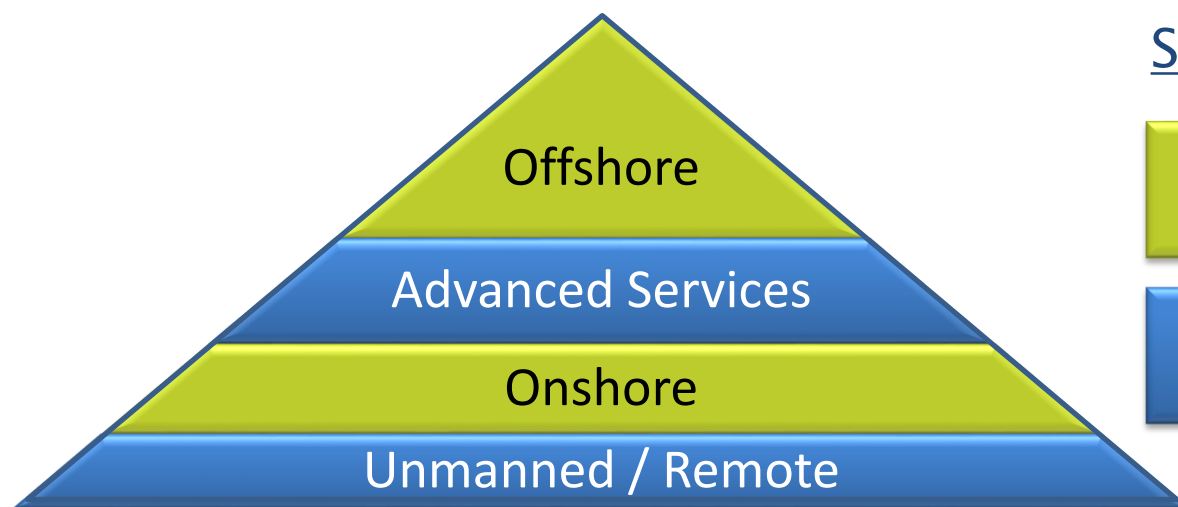
- What is Reservoir Characterization?
 - Understanding the reservoir rock and fluid properties to optimize lifetime reservoir performance through exploration, development, and production.
- ALS Oil & Gas Reservoir Characterization services include:
 - Surface Logging
 - Services
 - Rentals
 - Reservoir Laboratories



Surface Logging Services



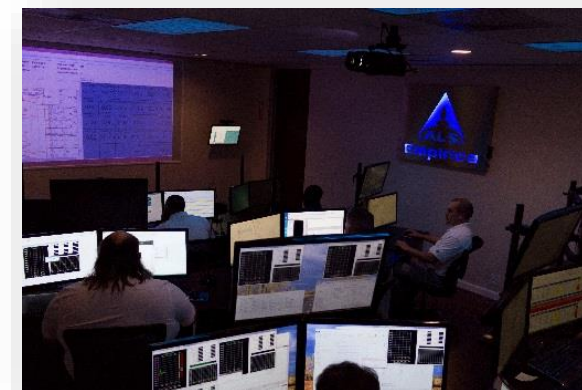
- Four legacy companies combined to create one of the largest and most experienced surface logging entities in the highly fractured US market.
- The broadest range of capabilities and services in the industry



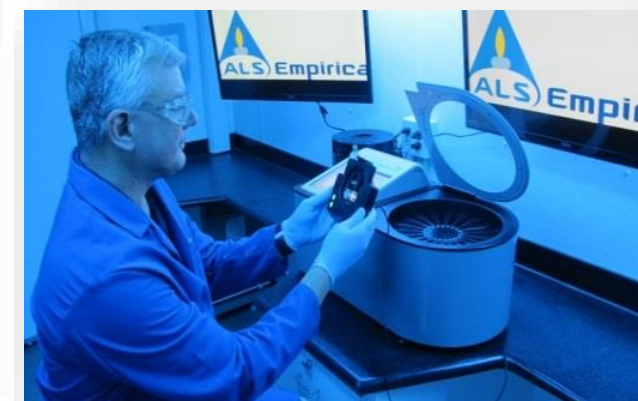
Strategic Direction:

Grow Market Share

Innovation and
New Technology



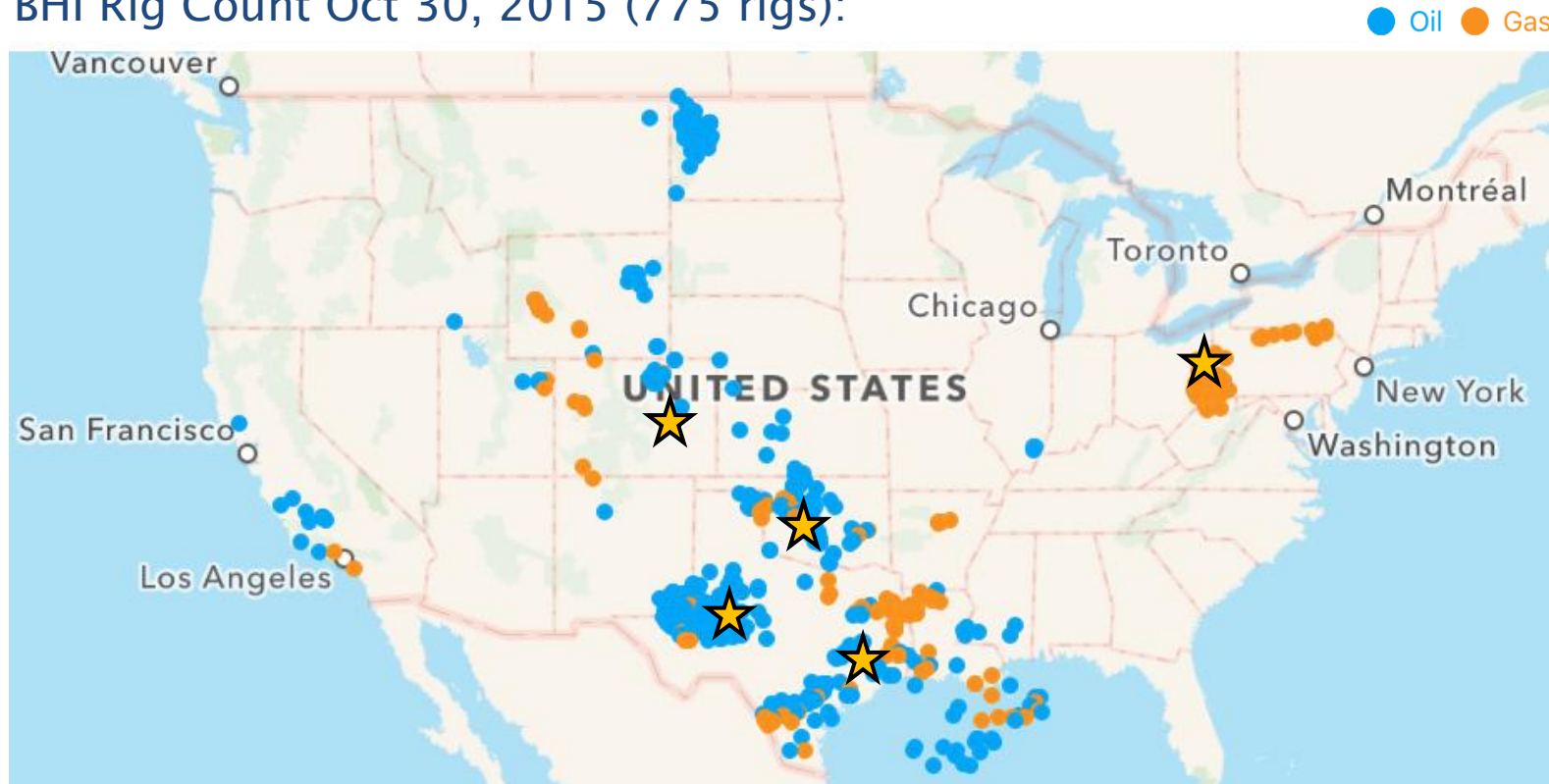
- Unique ability to transition customers between tiers of service during commodity cycles and reservoir lifecycle (exploration, development, etc.)



Surface Logging Services



BHI Rig Count Oct 30, 2015 (775 rigs):



ALS Surface Logging is positioned to efficiently service the industry drilling activity and localized needs with offices located in:

- Gulf Coast & GOM
- Permian
- Mid Continent
- Rockies
- Northeast

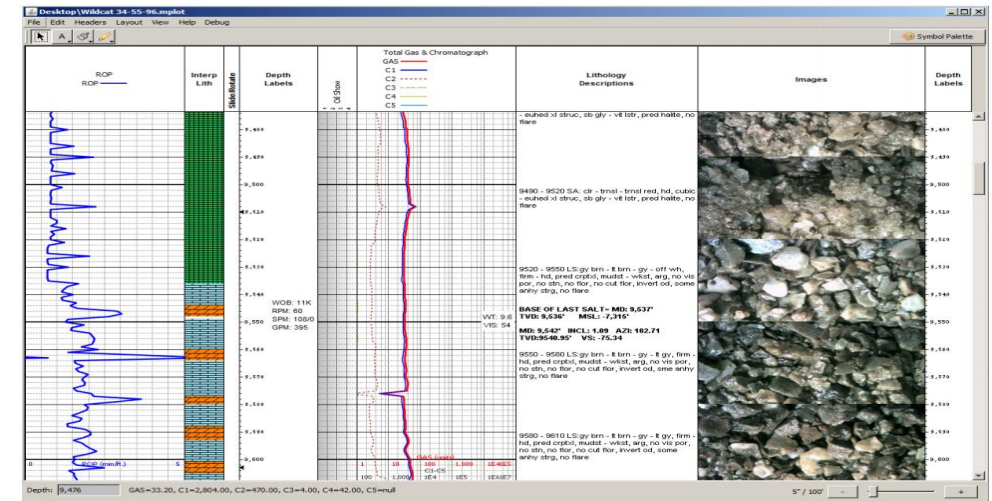
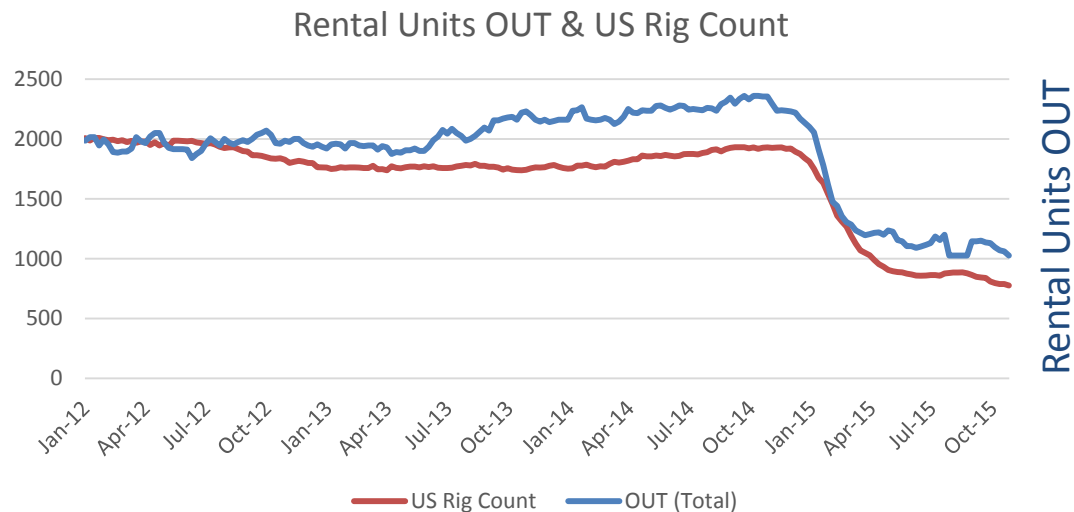
Well positioned assets with local reservoir knowledge and operating requirements to deliver consistent services to our clients.

Surface Logging Rentals



A leading supplier of gas detection equipment to the North American market with two primary competitors.

Key differentiating strength in software and systems (MPLLOT).



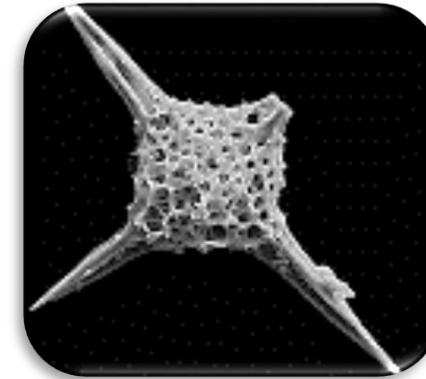
Strategically allows ALS to capture a larger share of the surface logging market by delivering services to operators and equipment to the industry



Reservoir Laboratories Overview



- The upstream oil & gas laboratory market is split into two tiers:
 - three global oilfield specialists
 - many technical niche and geographically limited labs
- The industry is not totally satisfied with these options due to TAT, pricing, & transparency
- Room exists for a new participant to leverage differentiating technologies and systems to meet the industry needs



Reservoir Laboratories



Houston, USA

- 27 years providing advanced cuttings analysis services.
- Global leader in paleontology services.

London, UK

- 20 years providing wellsite handling services.
- Global leader in advanced wellsite services in North Sea & Africa.
- One of the largest core repositories in the region.

Brisbane, AU

- 21 years industry experience.
- Global leader in CBM services.
- Superior quality systems and customer relationships.

Houston, USA

- New global hub laboratory with Phase 1 capabilities available November 2015.
- State of the art core analysis facilities & equipment.
- Incubator for exporting capabilities to other lab locations.

Additional spoke locations to be opened in the future

Reservoir Laboratories Strategy



Leverage unique opportunities to take possession of samples

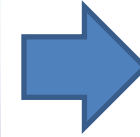
Core



Fresh core from ALS O&G Coring or direct engagement with clients and legacy core currently in storage.



Provide a distinctive value proposition through key technical differentiators



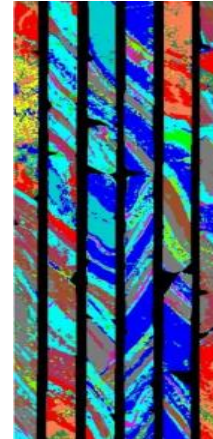
Demonstrate operational excellence and service quality



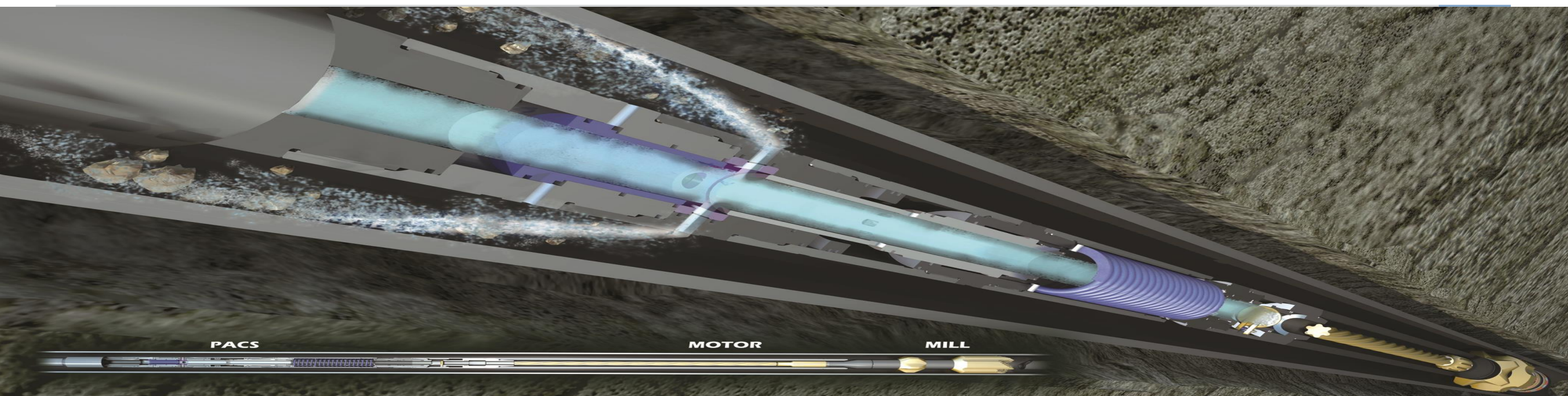
Cuttings



Fresh cuttings from ALS O&G Surface Logging or direct engagement with clients.



- LIMS
- Automation
- Standardization



Investor Day - facilitated by Morgans

Fraser Loudon – Production Solutions (Oil & Gas)

- Houston – Texas - USA
- 2nd November 2015

Introduction - ALS Production Solutions – What we do



- **Well Intervention Field Services**
 - Thru Tubing Tools Specialists (Milling & Fishing)
- **Well Intervention Tools**
 - Design & Manufacturing
- **Pipeline & Asset Monitoring**
 - Fibre Optic Leak and Security Monitoring
- **Permanent Well Monitoring Solutions**
 - Pressure, Temperature, Fibre Optics
- **Memory Well Monitoring Gauges**



ALS Production Solutions – Mixed Activity Phases



- **Drilling & Completion Phase**

- FRAC Plug Milling (Wellvention)
- Permanent monitoring (Omega)

- **Production Phase**

- Memory Well Monitoring (Omega)
- Fishing & well intervention services (Wellvention)

- **Mid Stream Phase**

- Pipeline and Asset Monitoring (Omega)

Decline

Growth

Growth

ALS-Wellvention - First choice for Thru Tubing services



- Known as the Thru Tubing Tools ‘specialists’
- Contracted directly to operators or through major service companies
- Growing geographically through high performance reputation
- Seven international locations
- USP’s
 - Speed to create and deliver solutions
 - Our people are the best
 - Reputation and reliability to perform
 - Innovation and new technology development



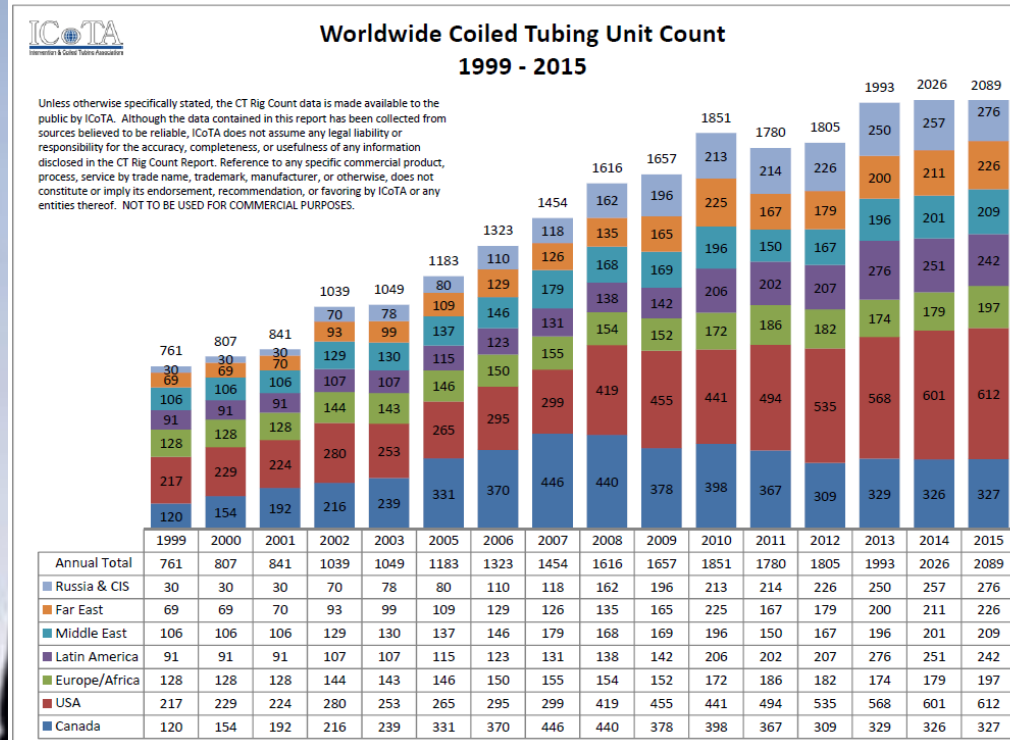
Wellvention & Global Coiled Tubing Trends



- Business standing up well in several areas
- Statistics can be misleading
- Strong focus upon Geographic Growth

Region	ALS – Wellvention Revenue Trend 2015 vs 2014 ytd
USA & Mexico	+532%*
Canada	+112%
Middle East	+105%
Europe	+85%
UK	+43%
Global	+97%

* - USA and Mexico are start-up & early years businesses

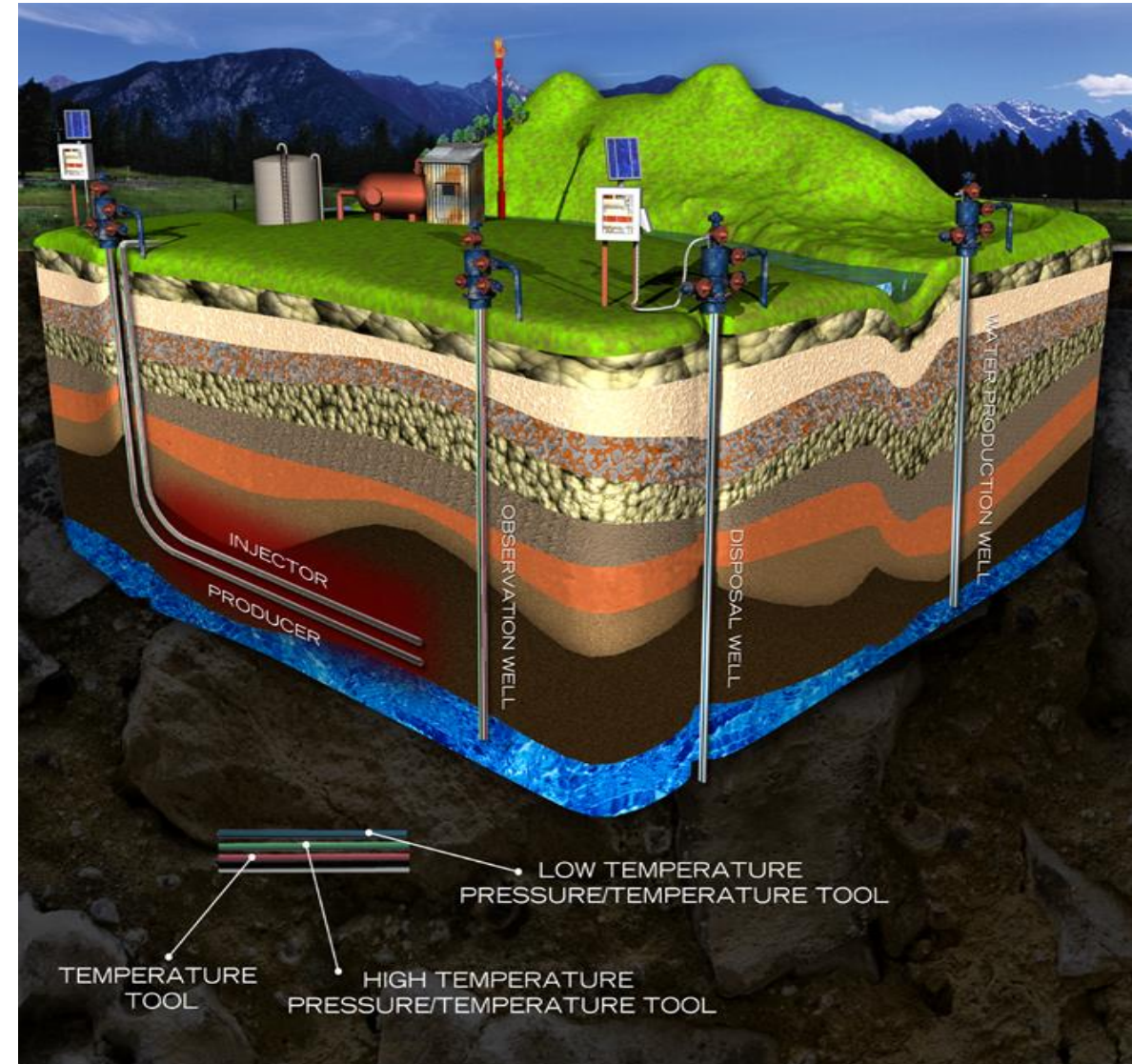


Global Coiled Tubing Unit Count

ALS-Omega Well Monitoring – First choice for reliable gauges



- Product sales, rentals and field services
- Permanent and memory gauges
- Globally respected Brand Name
- Five International locations
- USP's
 - Rental of permanent systems
 - One stop shop for complete system
 - Bespoke customer defined systems design, manufacture, installation



Production Solutions – Part of ALS Oil & Gas Division (Energy)



Production Solutions Contribution	As % of Oil & Gas Division 2015 ytd	As % of Oil & Gas Division 2014
Revenue	32%	24%
Staff	23% (166)	19% (229)
Countries	9*	8*
Global Market Share*	<5%	<5%

* - Actual Production Solutions number

- Downturns in Oil & Gas demand innovation and new cost saving solutions
- Small global footprint – Geographic growth via ALS Oil & Gas global locations

Fiber Optic Pipeline Monitoring

- Leak detection
- Security



Why?

- Can detect leaks instantly
- Greatly reduce environmental damage
- Reduce number of pipeline fatalities
- Leak is located to within metres - low excavation costs
- Costly inspection programs can be reduced
- No pipeline downtime for inspection
- Greatly reduced costs of the incident
- Lower pipeline insurance costs

Pipeline Monitoring – The costs of pipeline incidents in USA



	Incident Count		Fatalities		Injuries		Property Damage		2015 Year-To-Date
3 Year Average - (2012-2014)	285	3 Year Average	13	3 Year Average	65	3 Year Average	\$290,639,267	Incidents	237
5 Year Average - (2010-2014)	281	5 Year Average	14	5 Year Average	70	5 Year Average	\$582,467,980	Fatalities	5
10 Year Average - (2005-2014)	282	10 Year Average	14	10 Year Average	59	10 Year Average	\$542,522,295	Injuries	45
20 Year Average - (1995-2014)	280	20 Year Average	18	20 Year Average	68	20 Year Average	\$352,226,224	Property Damage	\$243,323,133

- \$243m property damage in 2015
- \$7bn property damage in 20yrs
- Around 280 incidents/yr
- 20 fatalities in 2014 (average 13)

PHMSA Pipeline Incidents: (1995-2014)
Incident Type: Significant System Type: ALL State: ALL

Calendar Year	Number	Fatalities	Injuries	Property Damage Current Year Dollars
1995	259	21	64	\$74,291,229
1996	301	53	127	\$160,065,297
1997	267	10	77	\$108,382,011
1998	295	21	81	\$171,394,251
1999	275	22	108	\$175,046,770
2000	290	38	81	\$253,056,430
2001	233	7	61	\$77,717,793
2002	258	12	49	\$125,139,262
2003	295	12	71	\$164,185,502
2004	309	23	56	\$310,022,995
2005	333	16	46	\$1,450,016,946
2006	257	19	34	\$155,251,632
2007	267	16	46	\$149,573,489
2008	278	8	54	\$580,381,948
2009	275	13	62	\$177,659,032
2010	263	19	103	\$1,602,282,547
2011	288	12	51	\$438,139,551
2012	251	10	54	\$228,389,550
2013	300	9	45	\$345,669,427
2014	305	19	95	\$297,858,823
Grand Total	5,599	360	1,365	\$7,044,524,486

Data Source: US DOT Pipeline and Hazardous Materials Safety Administration – 29th Oct 2015 data

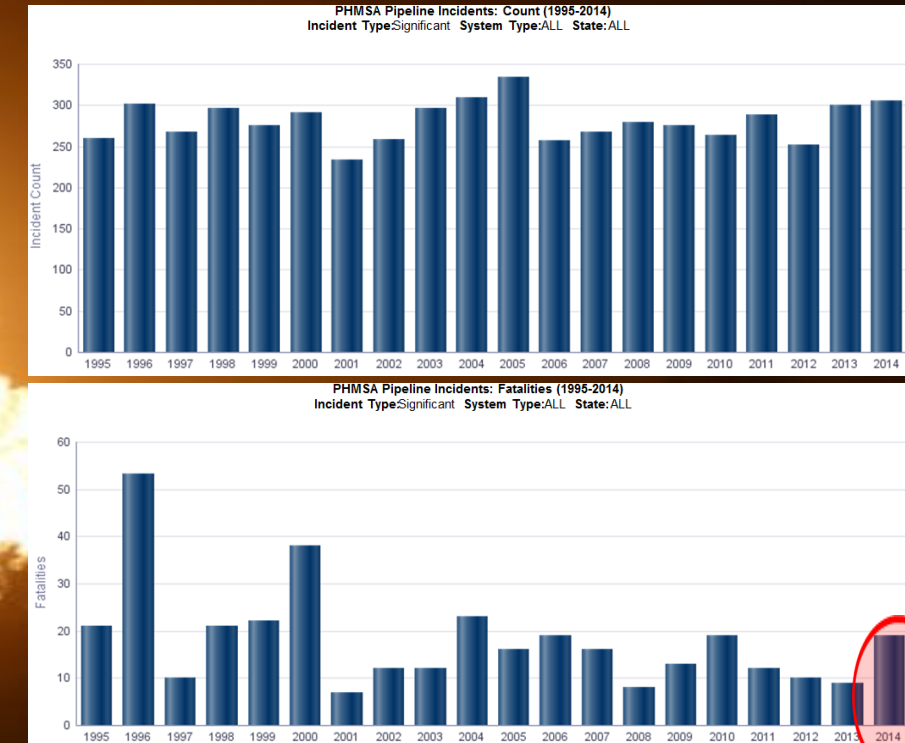
Pipeline Monitoring – The costs of pipeline incidents in USA



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Omega Pipeline Monitoring Services

- 33% Sales Revenue growth in 2015
- 41% growth in number of projects
- A swiftly growing Omega service
- Few 'service' competitors



Data Source: US DOT Pipeline and Hazardous Materials Safety Administration – 29th Oct 2015 data

New Technologies delivered include:

- Pressure Activated Circulating Sub
- InfoCoil system for real time data on coiled tubing (Real-Time Coil)
- SubSea Coil Disconnect system
- FlowMaster permanent FRAC plug
- LossMaster mud loss prevention tool

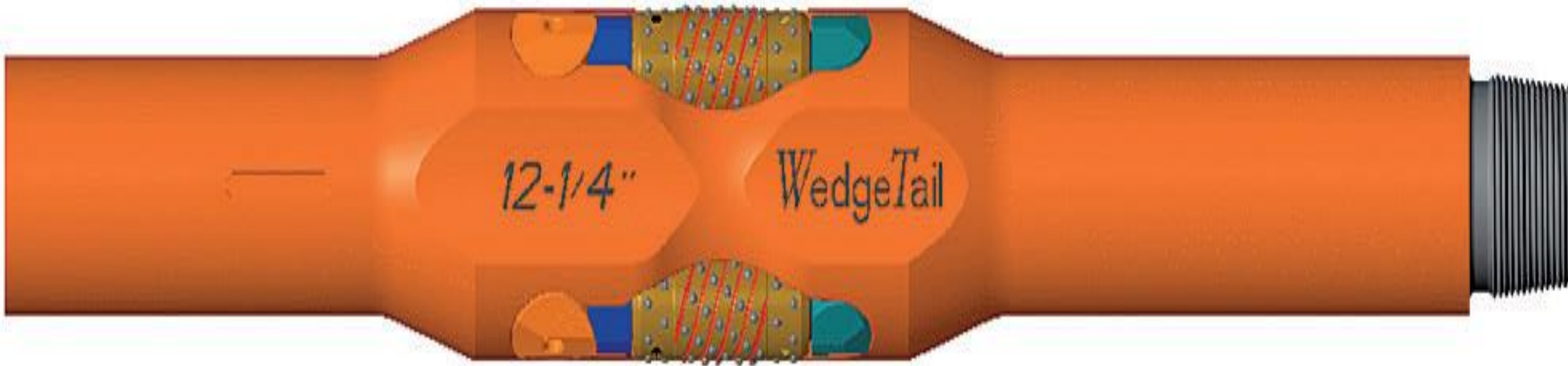


Production Solutions

Delivering business growth via

- Geographic expansion
- New Activity Phase focus
- Value added Technologies
- Market share leverage



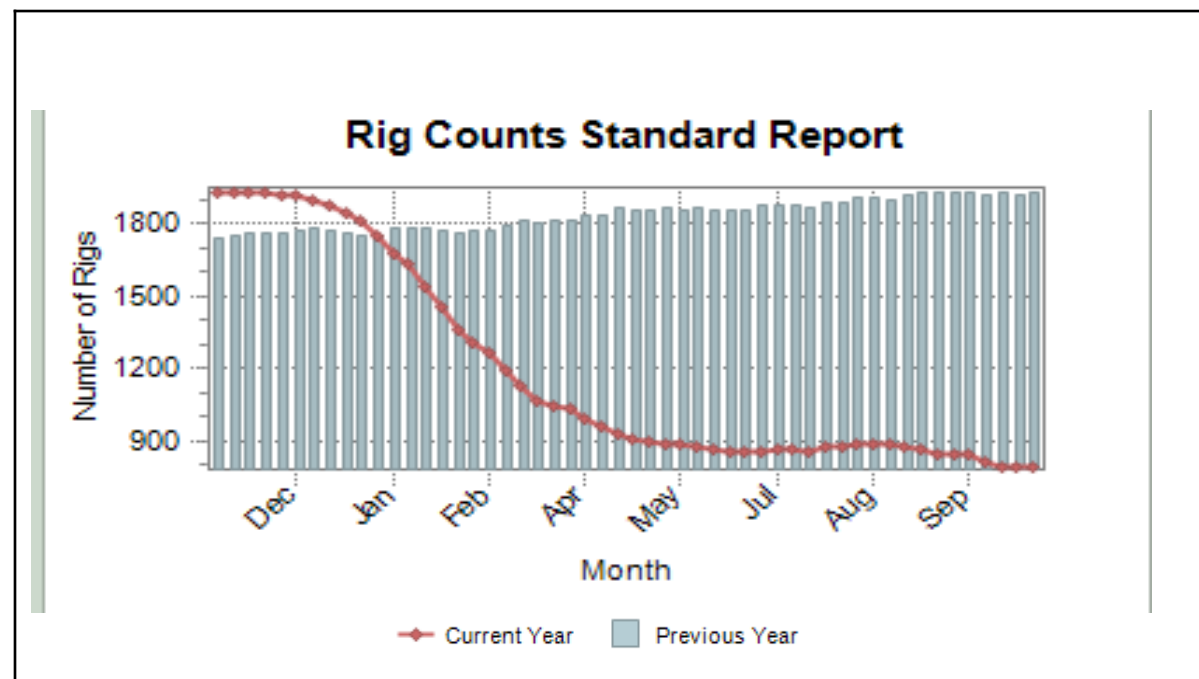


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John Mackie – Drilling Services (Oil & Gas)

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Global Rig Counts - Market Decline



Area	Last Count	Count	Change from Prior Count	Date of Prior Count	Change from Last Year	Date of Last Year's Count
U.S.	23 October 2015	787	0	16 October 2015	-1140	23 October 2014
Canada	23 October 2015	190	+9	16 October 2015	-236	23 October 2014
International	September 2015	1140	+3	August 2015	-183	September 2014

Worldwide E&P Spending Declining



UDS\$ billion	2013A	2014A	2015E	2013-14 %	2014-2015%
North America	\$176	\$194	\$125	+9.9%	-35.2%
Middle East	\$35	\$40	\$43	+15.5%	+5.9%
Latin America	\$74	\$77	\$70	+3.5%	-8.7%
Russia	\$48	\$44	\$35	-8.1%	-19.9%
India – Asia – Australia	\$108	\$106	\$91	-1.6%	-14.1%
Europe	\$46	\$46	\$35	-	-22.8%
Africa	\$23	\$26	\$21	+10.0%	-18.7%
Majors (international)	\$105	\$101	\$84	-3.9%	-16.3%
NAM (international)	\$15	\$15	\$11	-3.5%	-23.1%
Other E&P (international)	\$4	\$5	\$4	+26.7%	-18.7%
International Spending Total	\$458	\$460	\$395	+0.3%	-14.0%
Worldwide E&P Spending	\$635	\$654	\$521	+2.9%	-20.3%

Source: Barclays Research and Company Reports

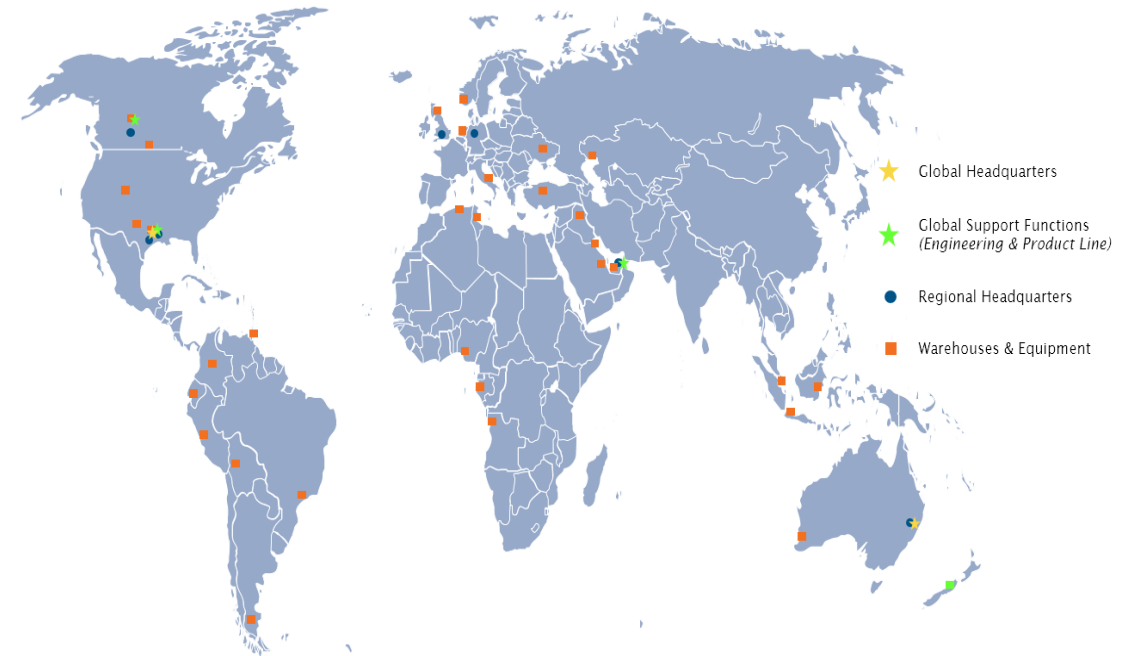
ALS Oil & Gas Drilling Services Locations



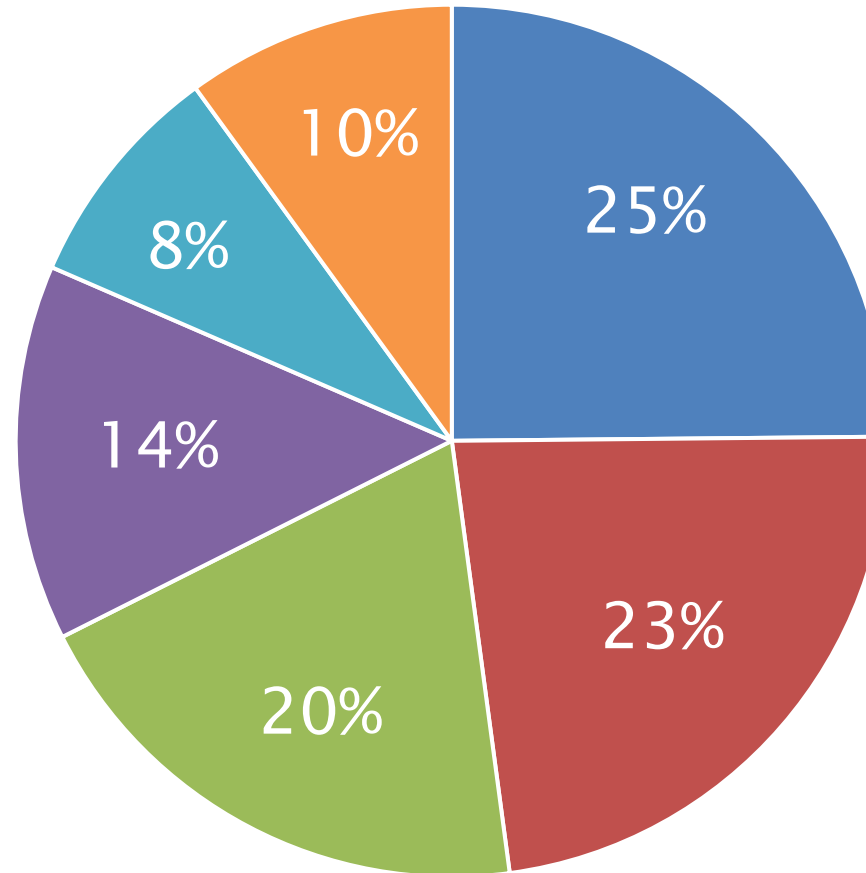
Improving Cost Base



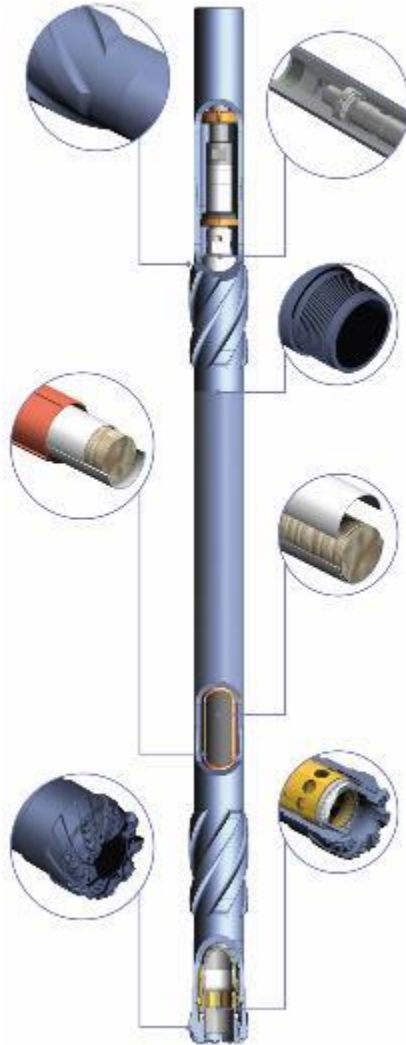
- Australia – Asia (Coring)
- Canada - America (Coring)
- Change Operating model in Africa (Libya, Tunisia)
- Middle East- Europe ,Africa (Drilling Tools)



2014-15 Global Coring Market Share and Competitor landscape



■ Baker Hughes ■ ALS CorPro ■ Halliburton
■ National Oilwell Varco ■ Canamera (US/Canada) ■ Others



Wireline

Pressurized

Offshore – deep water

Conventional

Coring Innovation - QuickCapture 2.0



A 2nd generation QuickCapture tool is currently in development, with improvements in:

- Relief valve reliability
 - Debris tolerance
 - Sample canister seal reliability
 - Safety and serviceability
 - Corrosion resistance
 - 4" core system
 - Key Technology developed fields
- Ready for field introduction in Q4 2015

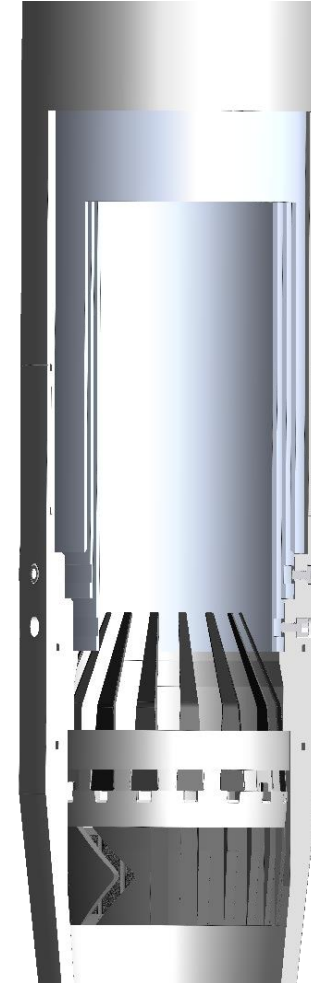


Coring Innovation - Jam Recovery System - Galileo



Telescopic Jam Recovery System

- Inner sleeves telescope when core jams, allowing coring operation to continue
- 3 ½" Core System – 7 7/8" hole size
 - Developed for North American land market
 - Prototypes tested, ready for field introduction now
- 4" Core System – 8 ½" hole size
 - Currently in development for key offshore, Middle East, and European markets
 - Core size is critical for core sampling
 - Differentiated offering for international markets
 - Ready for field introduction in Q1 2016





WedgeTail® Roller Reamer



Shingleback® Stabilizers



**Taz®
Multiple Activation Circulation
Sub***



Cedar Drilling Turbines

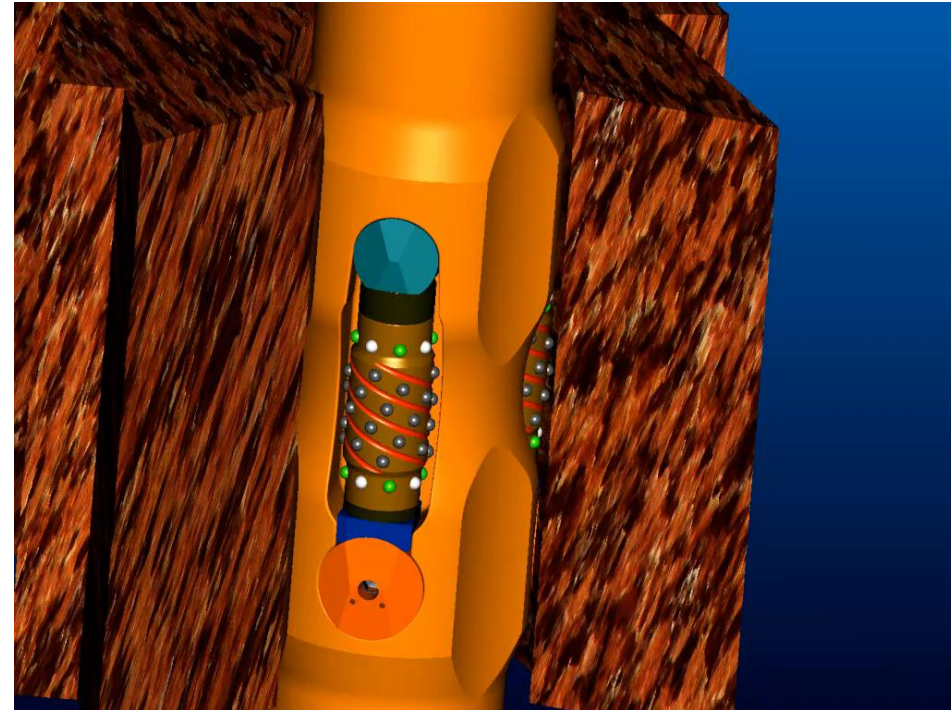


LossMaster™

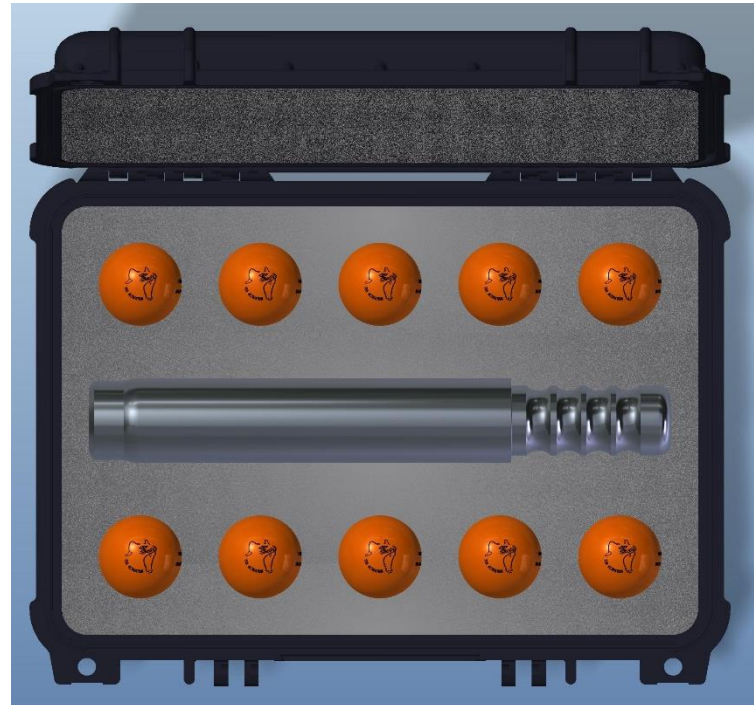
Why Reamers Today ?



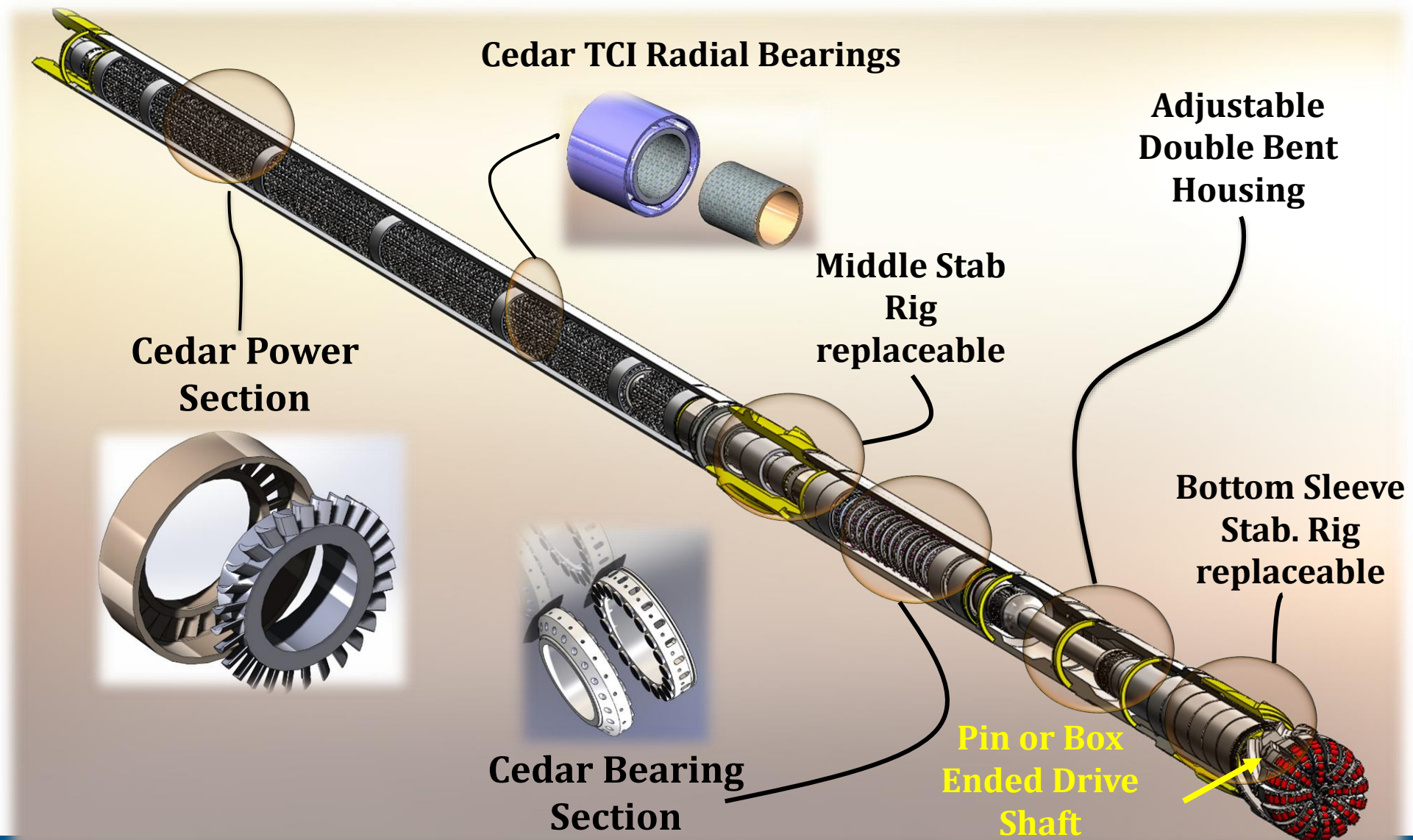
- Reduced Torque
- Reduced Vibration
- Reduced Stick Slip
- Better Stabilization
- Improved Well Bore



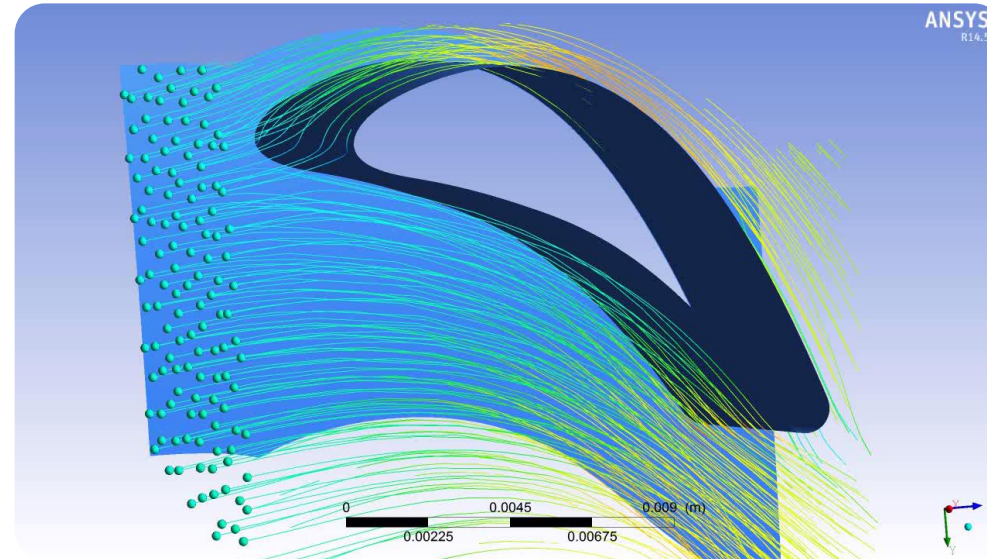
The TAZ Tool



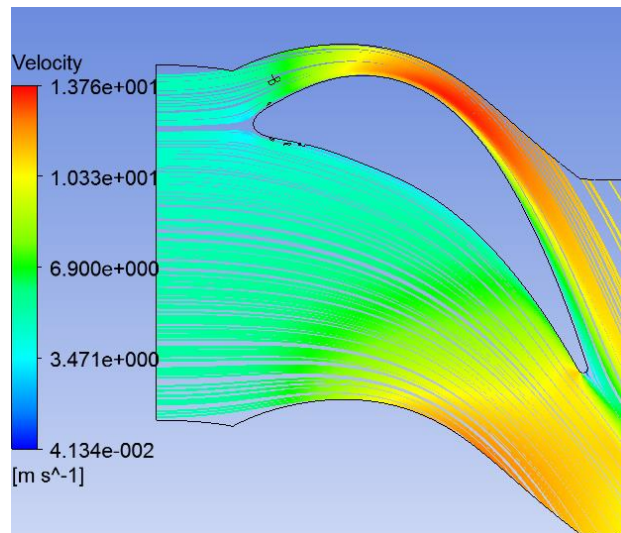
Down Hole Tools Innovation - Drilling Turbine Enhancements



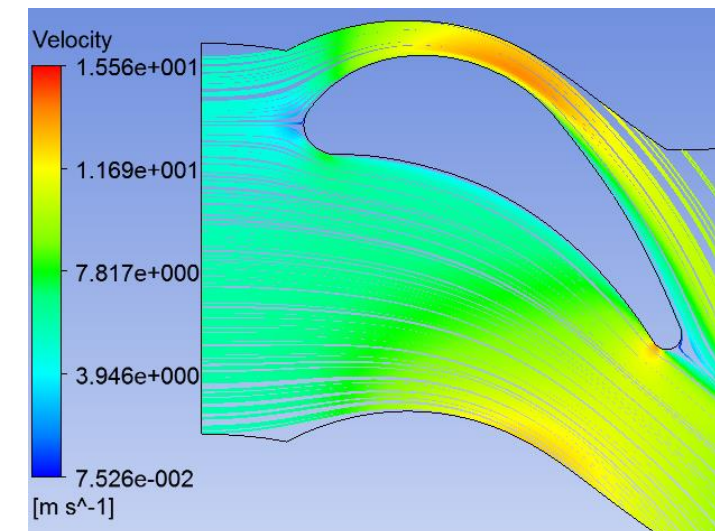
Down Hole Tools Innovation - 3D Blade profiling



Cedar Turbine Profile



Common Turbine Profile



Growth Opportunities



- Gulf of Mexico
- Middle East
- Latin America
- Asia
- India
- China

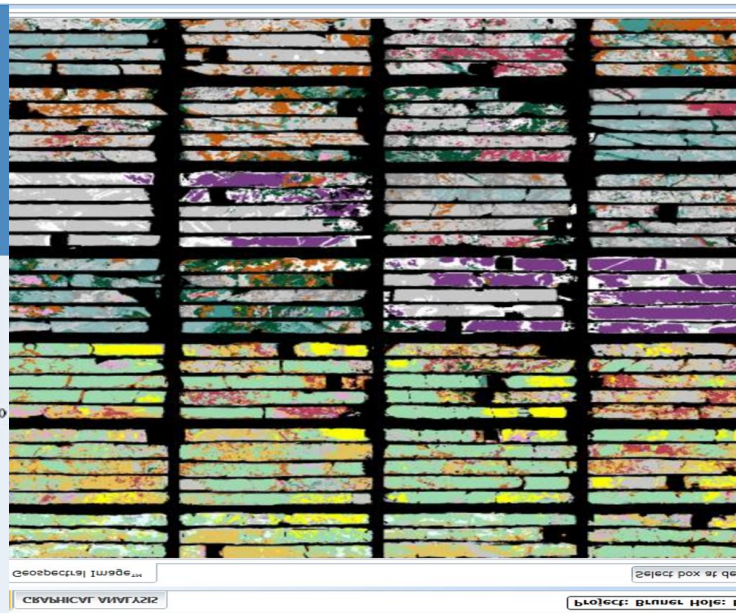
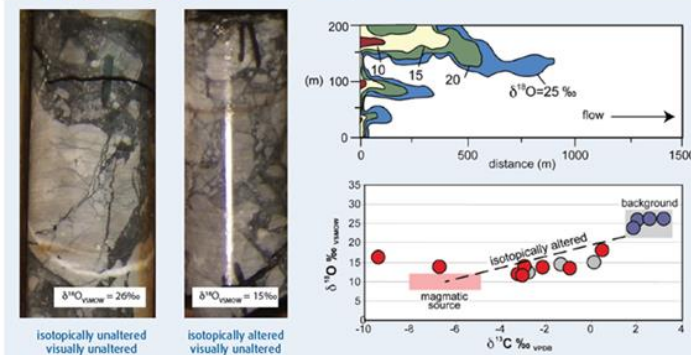


GEOCHEMISTRY BUSINESS STREAM



CARBON & OXYGEN ISOTOPES IN CARBONATE MINERALS

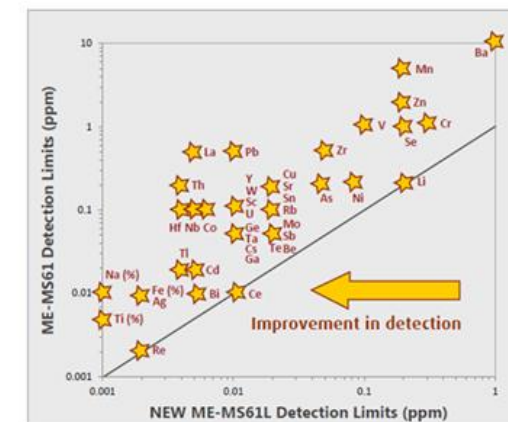
Carbon and oxygen isotopes in carbonate minerals identify cryptic isotopic alteration haloes around different mineral deposit types, for which trace element anomalies may not be as easily identified.



Lowest detection limits in the industry for robust super trace analysis



- Achieved through ultra-clean laboratory procedures and cutting edge analytical technology
- Near-total four acid digestion for a full suite of pathfinder elements and cost-effective proxy for lithology and alteration
- Full complement of partial leaches for surface exploration including our unique Ionic Leach™

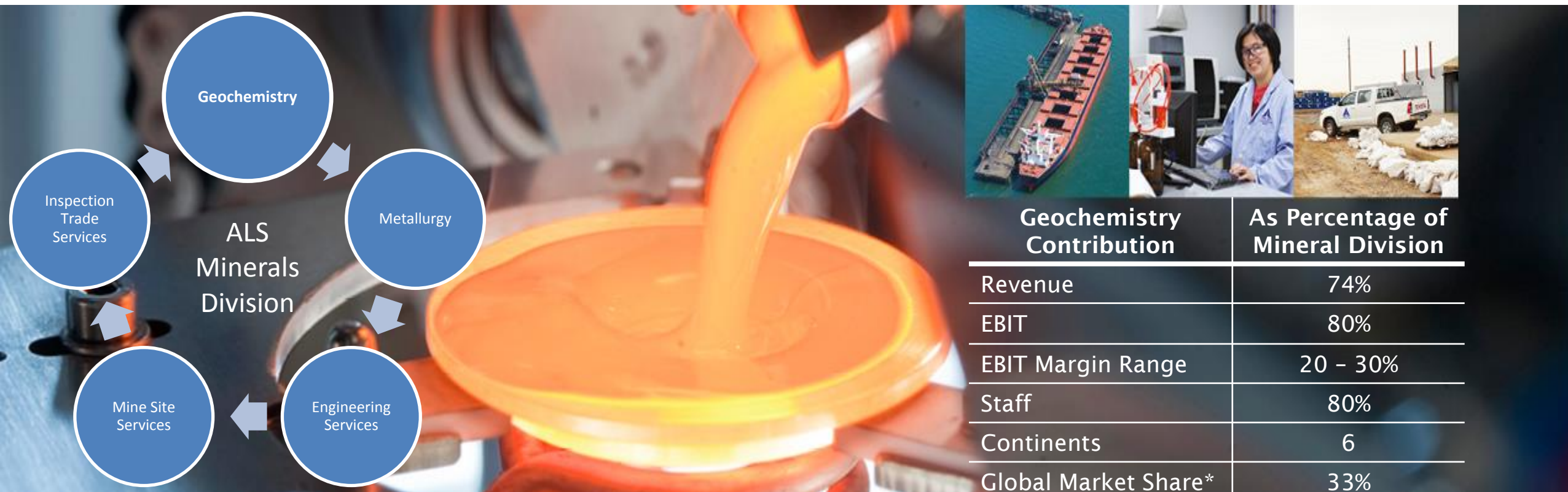


Investor Day - facilitated by Morgans

Bruce McDonald – Geochemical Business Stream

- Houston – Texas - USA
- 2nd November 2015

ALS Geochemistry – Part of ALS Minerals Division



- Diversified testing and certification services for the entire resource cycle
- ALS Geochemistry serves explorers and miners engaged in project generation, reserve definition, production and mill process controls.

**Company estimates*


Global presence in all important geological provinces



Anywhere you go – we'll be there

Global presence in all important geological provinces



- 
- A world map with various colored dots indicating ALS locations. The dots are color-coded: red for Hub laboratories, blue for Analytical laboratories, yellow for Preparation laboratories, and purple for On-site laboratories. The map shows a global distribution of these facilities across all major continents.
- Current count of 83 active locations world-wide.
 - Includes 12 dedicated mine-site locations in some of the largest deposits on the planet (Oyu Tolgoi, Las Bambas, Tasiast).
 - Includes 5 Full Service “Hub” Laboratories serving continental regions

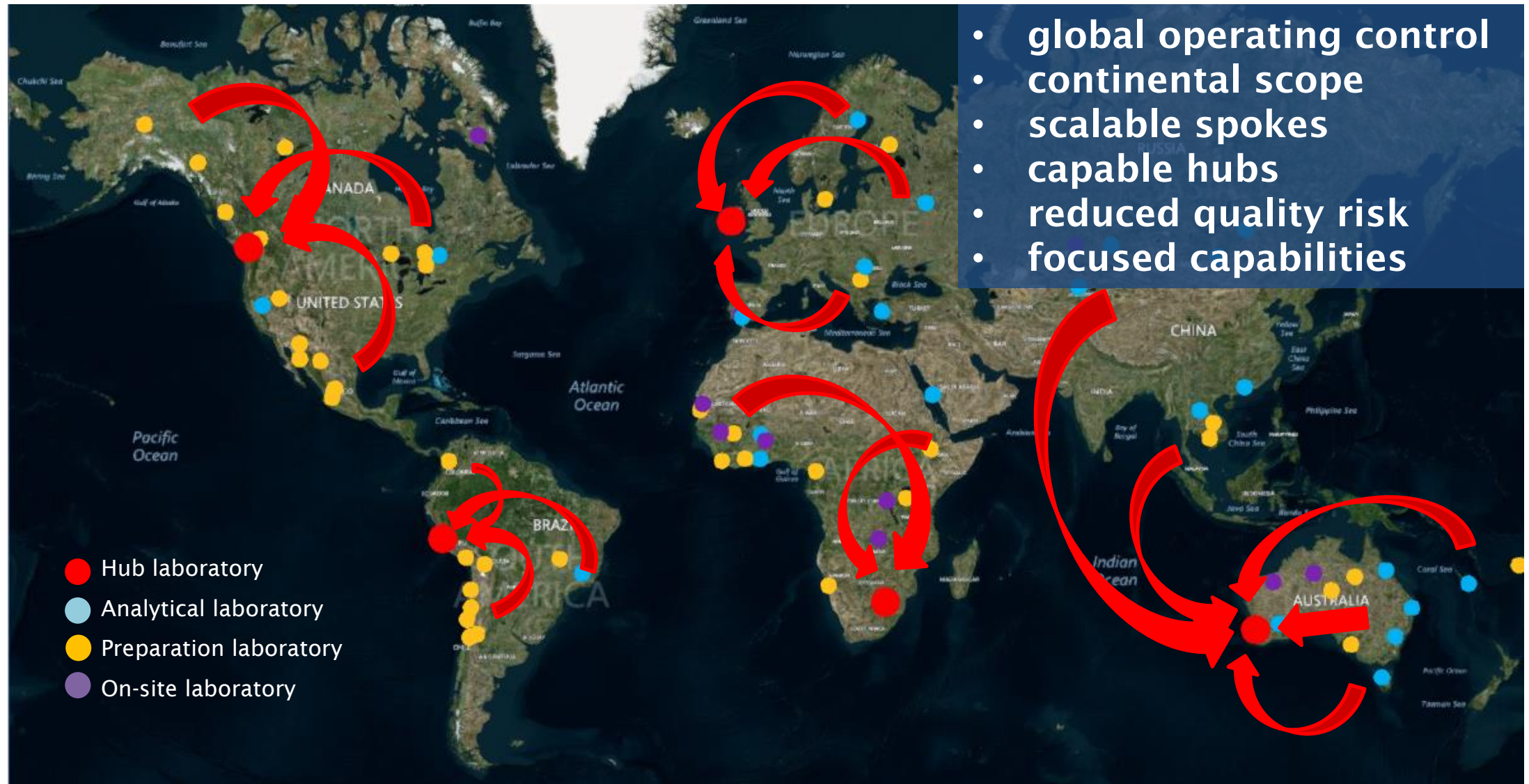
Viewed as the - “Lab of Choice”

- Locations on every inhabited continent and over 43 countries.
 - Over 2,800 employees.
 - Number 1 amongst competition in market share and distribution.
- Legend:
- Hub laboratory
 - Analytical laboratory
 - Preparation laboratory
 - On-site laboratory

ALS Geochemistry Hallmarks

- **Flexible Geographic Distribution**
 - Hub and Spoke Distribution allows scalable business model
- **Full Scope of Service**
 - Meet requirements of industry for all significant commodity groups
- **Broadly Distributed Analytical Products**
 - Highly coordinated global lab network working to meet local needs
- **Quality Leadership**
 - Trusted supplier of consistent data quality and integrity
- **Incomparable Client Deliverables**
 - Web-based window to the lab, Custom Formats, Work Progress Monitoring
- **Timeliness and Quality of Client Support**
 - Honesty and depth of support when clients have questions
- **Technological Innovation**
 - Analytical capabilities and data integration with closely parallel service providers

Hub and Spoke Model



Business in a Down Cycle – Hub & Spoke



- Consolidation of Expertise
- Economies of Scale
- Load Balancing



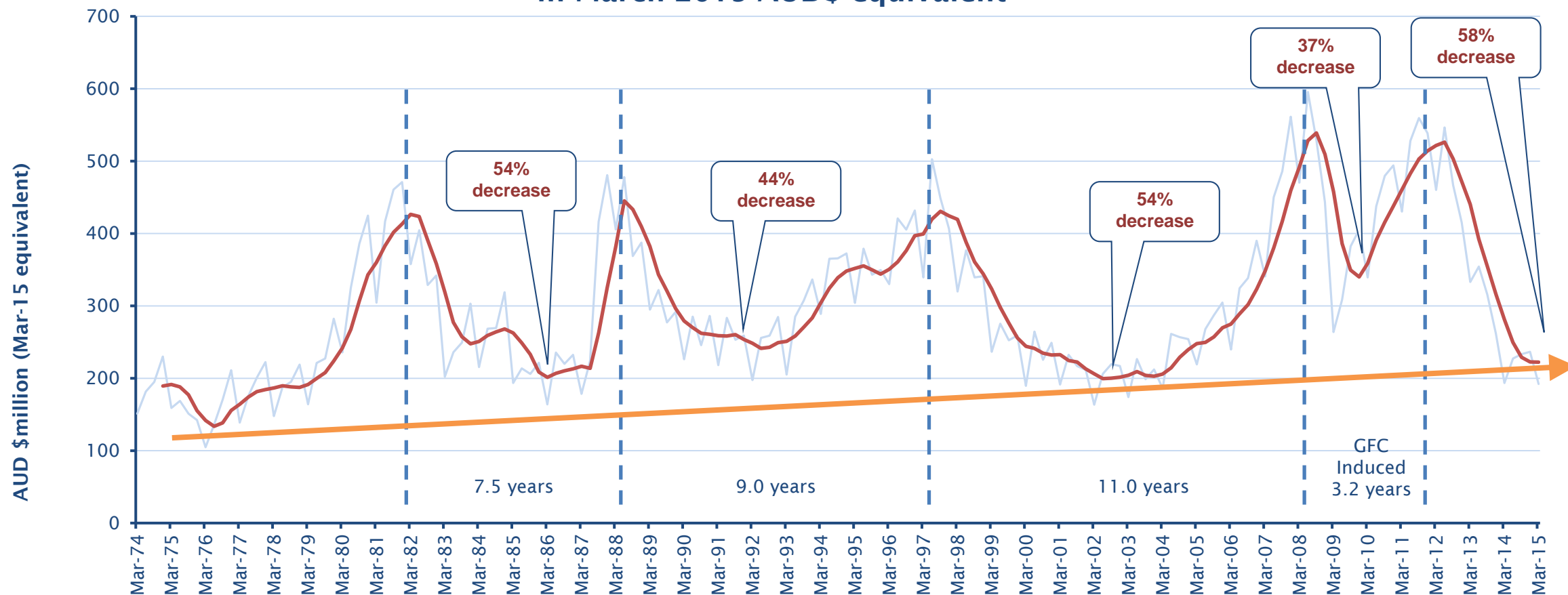
- Turning down the ‘volume’
 - Restricted work capacity
 - Restrict Scope of Services
 - Overtime ban
 - Contract Labour ban

Mothballed or Closed		Restricted Scope	
Anchorage	Bucaramanga	Santiago	La Serena
Darwin	Bana	Johannesburg	Reno
Stewart	Zouerate	Val D’Or	Adelaide
Bogota	Sydney	Medellin	Bamako
Winnemucca	Maraba	Timmins	
Georgetown	Auezov Town		

Mineral Cycles – Australia as a proxy

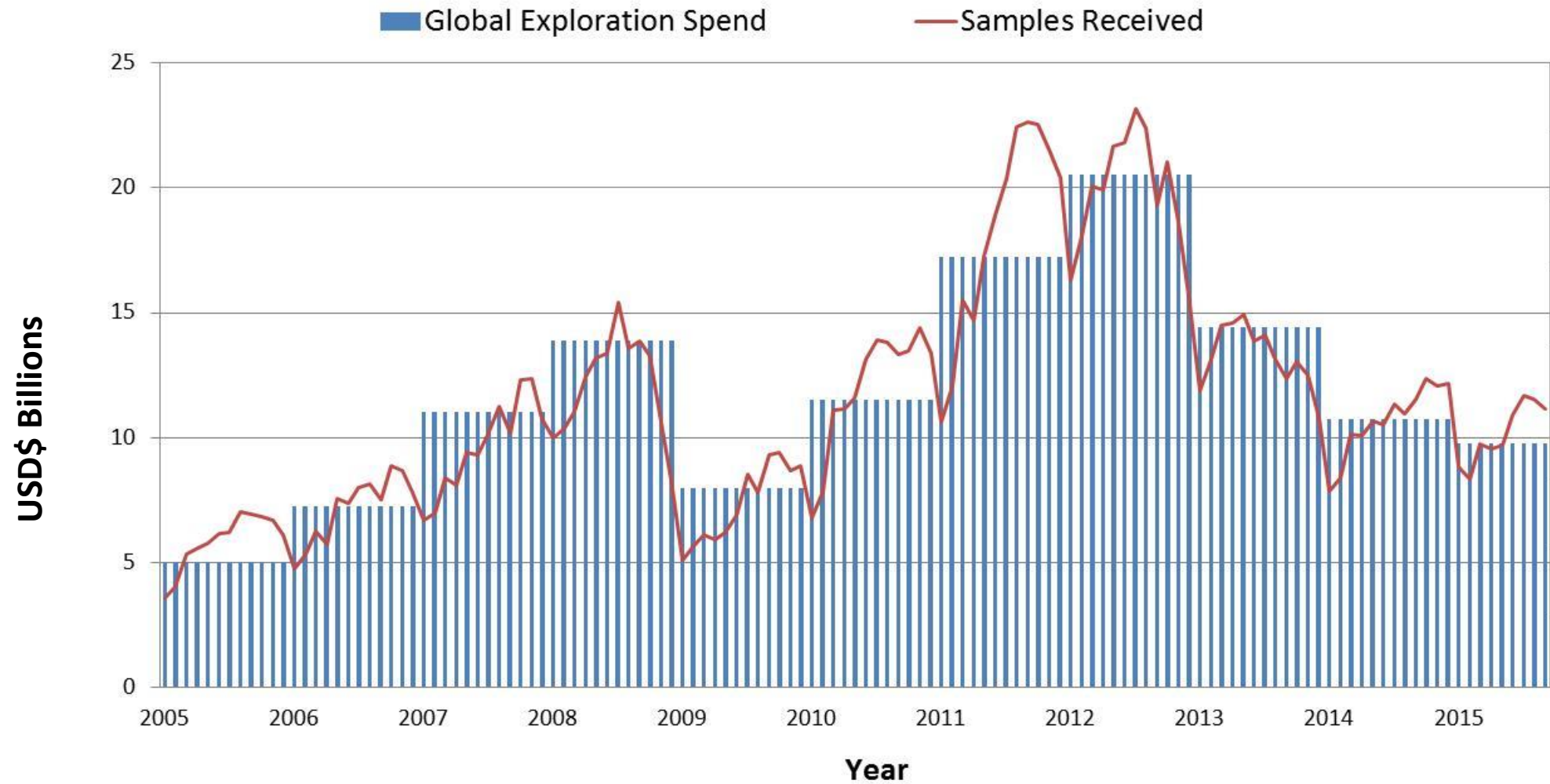


Australian Mineral Exploration Spend (excluding iron ore & coal)
in March 2015 AUD\$ equivalent

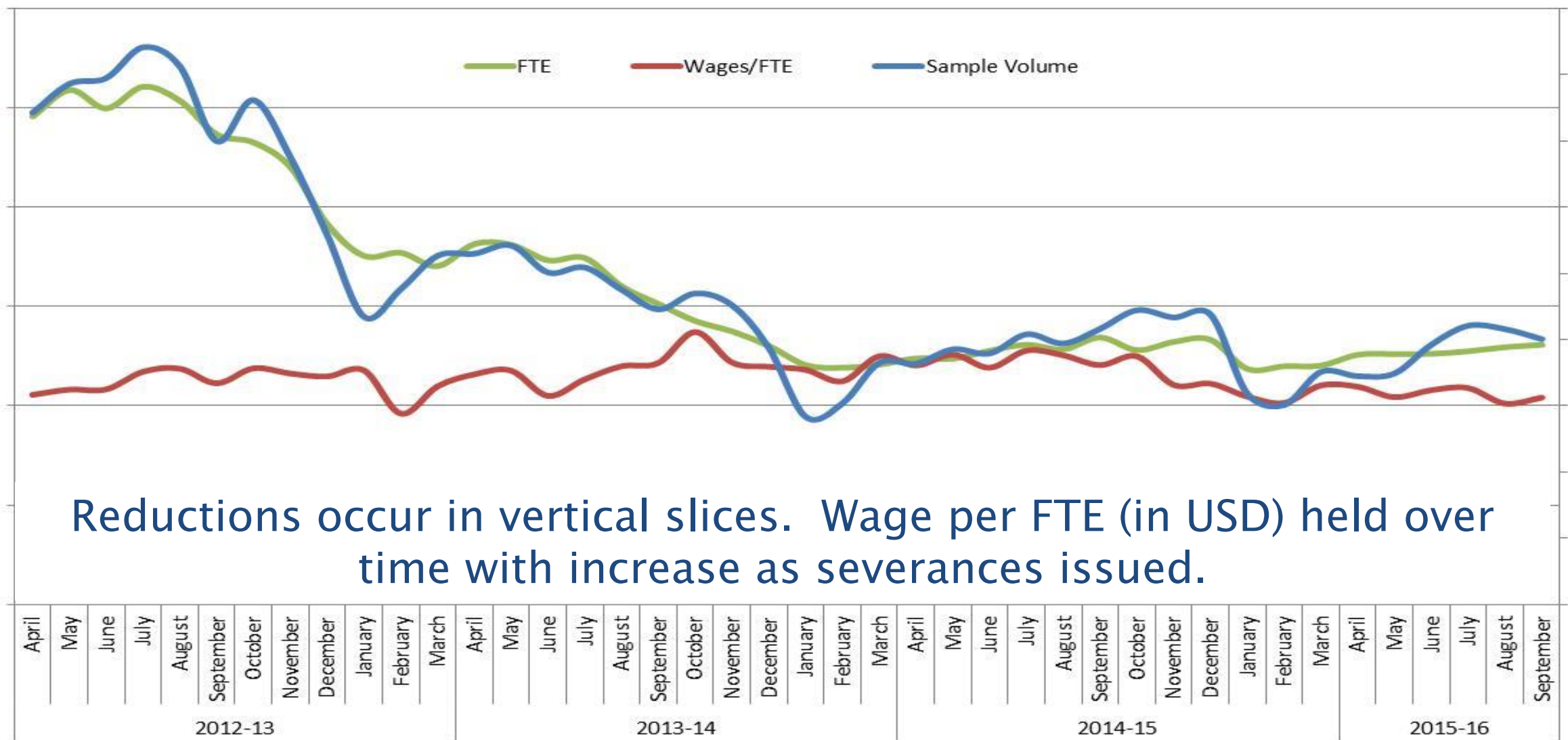


Source: Australian Bureau of Statistics

Weathering the Storm



Costs and productivity highly controlled....



Reductions occur in vertical slices. Wage per FTE (in USD) held over time with increase as severances issued.

- Super Ultra Trace Analysis for Soils and Sediments
- Ionic Leach™
- Clay Fractionation
- Low Cost Lead Isotopic Analysis
- Low Cost Carbon and Oxygen Isotopes in Carbonates
- Hyperspectral Mineralogy
- Rapid Portable XRF Analysis

Lowest detection limits in the industry
for robust super trace analysis



Rapid 3D visualisation of
Core Data now available

Project:



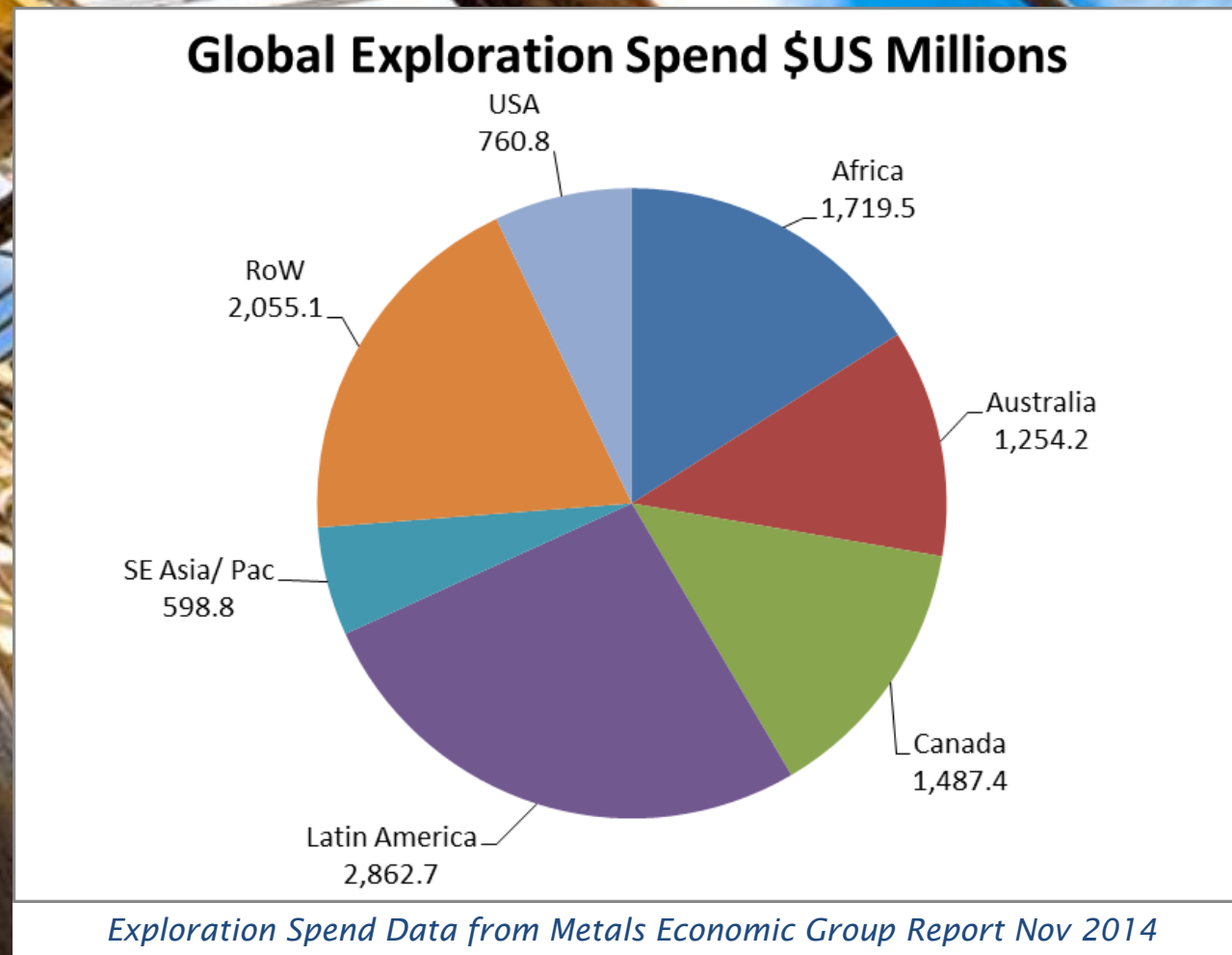
Denver.

- ALS Minerals is presenting as a guest speaker.

World Exploration Trends - Regions



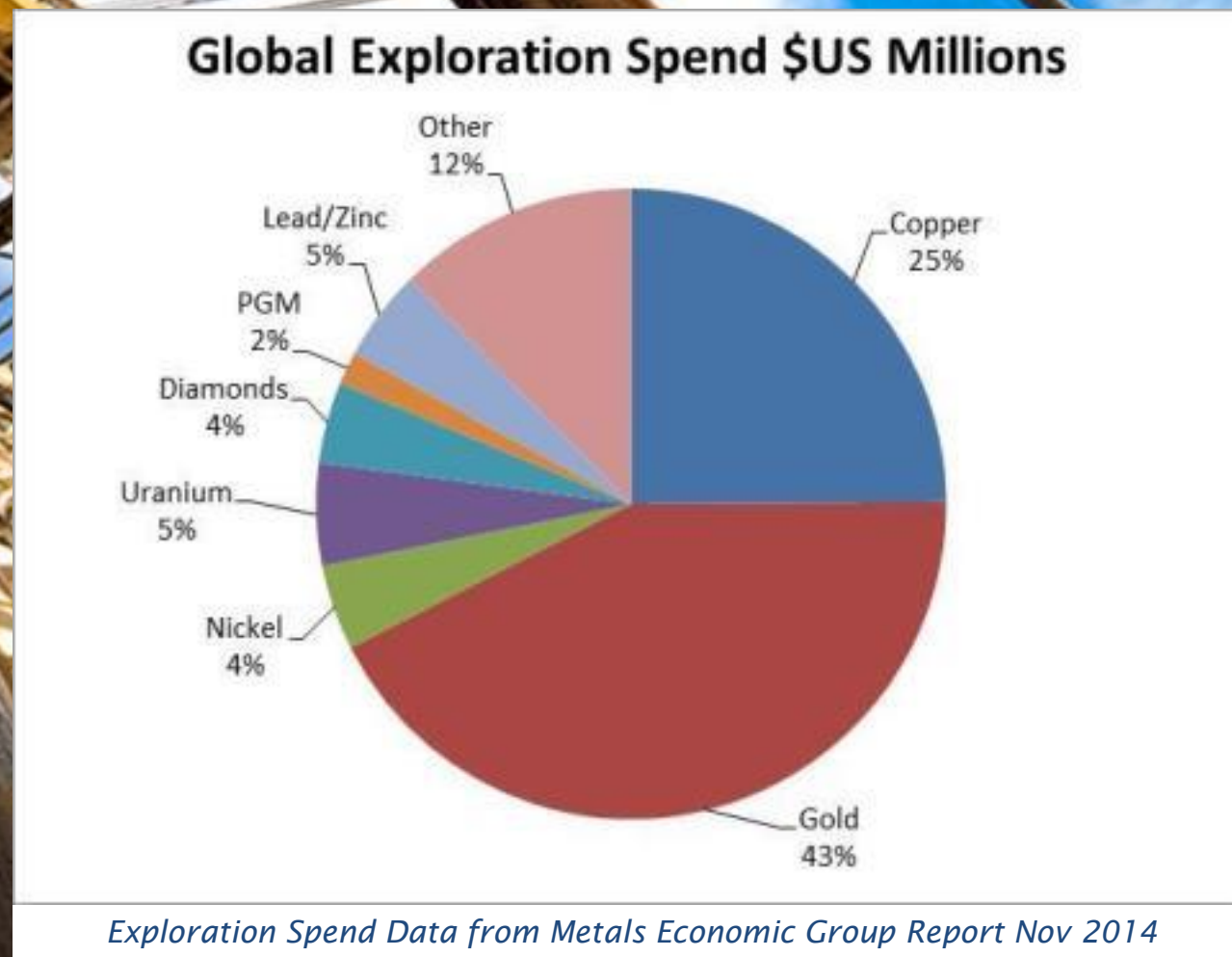
Region	ALS Geochem Revenue	Global Exploration Spend
Africa	13%	16%
Aust/Asia	23%	18%
Europe/RoW	27%	19%
North America	24%	21%
Latin America	12%	26%



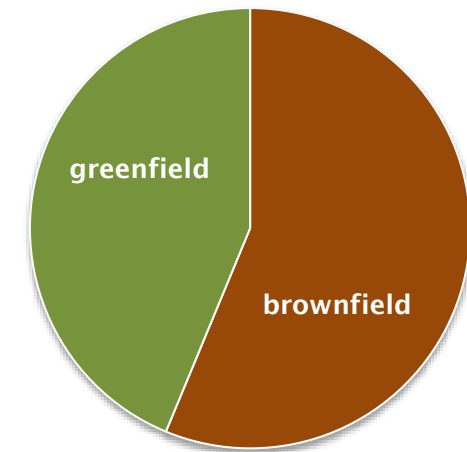
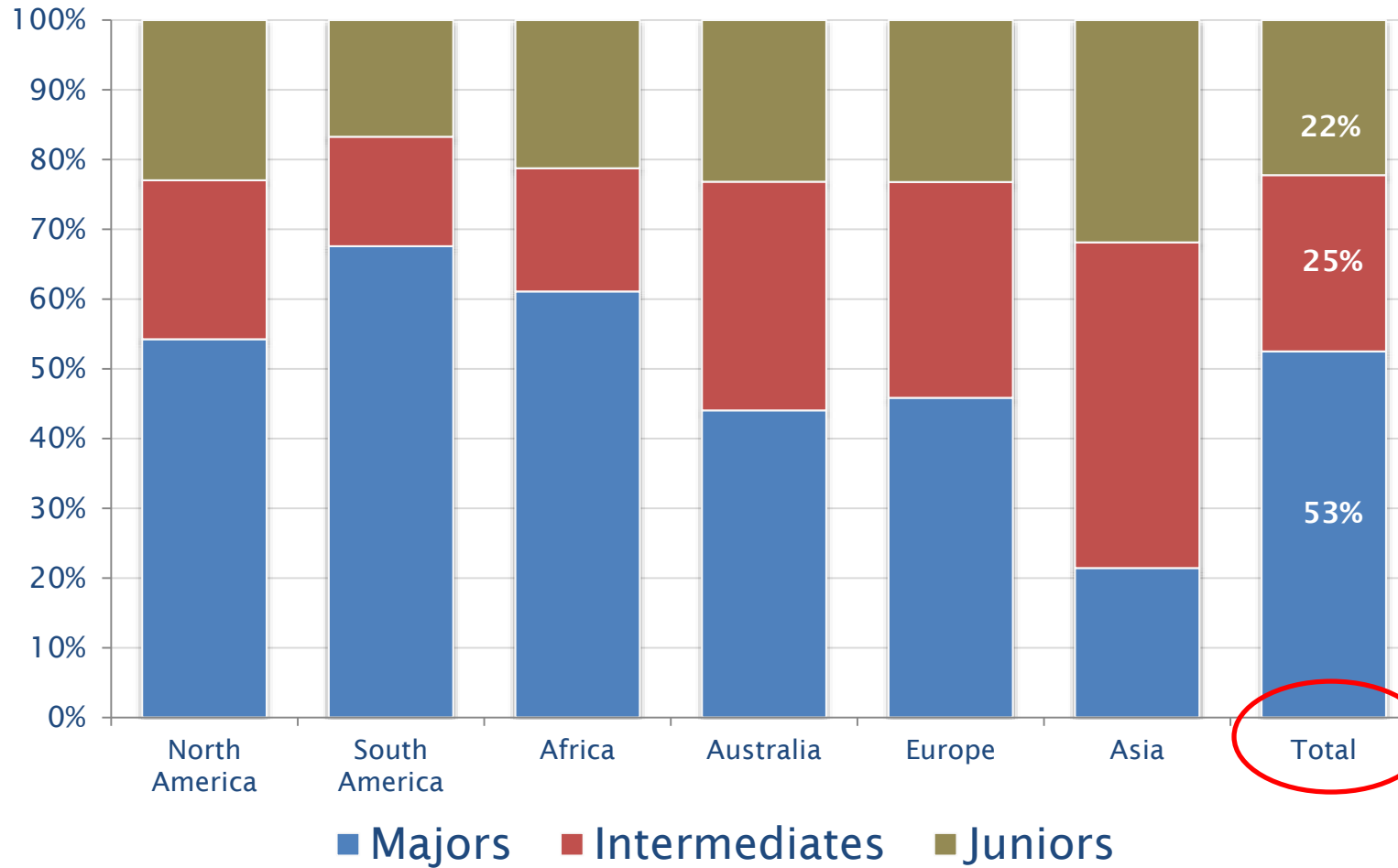
World Exploration Trends - Commodities



Region	ALS Geochem Revenue	Global Exploration Spend
Gold	43%	43%
Copper	18%	25%
Lead/Zinc	11%	5%
Uranium	0.1%	5%
Nickel	10%	4%
Diamonds	N/A	4%
PGM	1.2%	2%
Other	17%	12%



ALS Geochemistry Revenue CY2015



56% of all geochemistry work comes from existing mining operations

INNOVATION SYSTEMS STANDARDS

RIGHT SOLUTIONS | RIGHT PARTNER



Investor Day - facilitated by Morgans

Raj Naran – Life Sciences Division

- Houston – Texas - USA
- 2nd November 2015

Services Offered – ALS Life Sciences



Environmental



Food

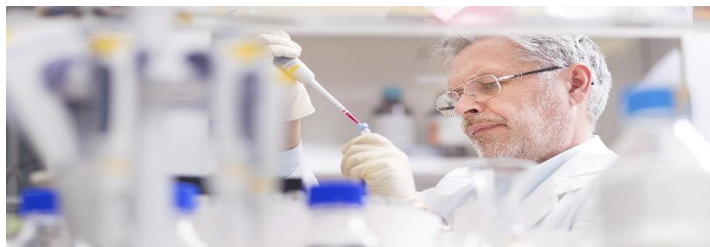


Pharmaceutical

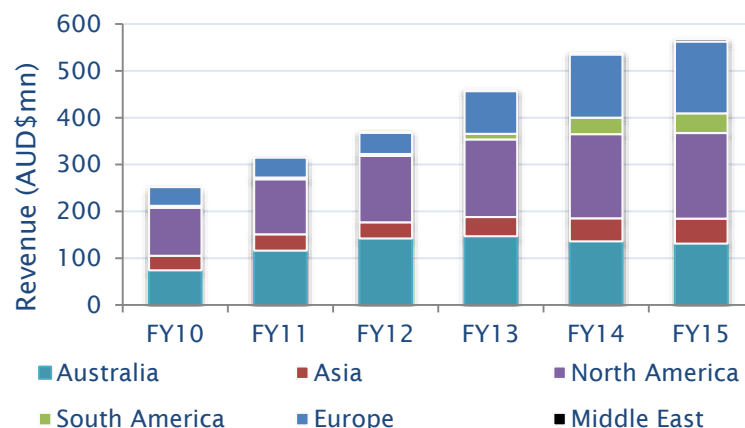


Consumer Testing





	2015	2014	Change
Revenue	\$557mn	\$527mn	+6%
EBITDA	\$130mn	\$124mn	+4%
EBIT	\$98mn	\$94mn	+4%
EBIT Margin	17.6%	17.9%	-30bps



Overview

- Strong Environmental revenue growth in South America (+22%), Europe (+11%) and Asia (+10%). Australia down slightly in a very competitive market but no loss of market share.
- New Environmental LIMS progressively deployed in Australia – highly successful
- Strong Food/Pharma revenue growth in Europe (+18%)
- New multi-language Food LIMS including client portal successfully deployed in United Kingdom
- Food chemistry hub in Denmark completed
- Acquisition of ControlVet provides food hub laboratory in Iberian Peninsula

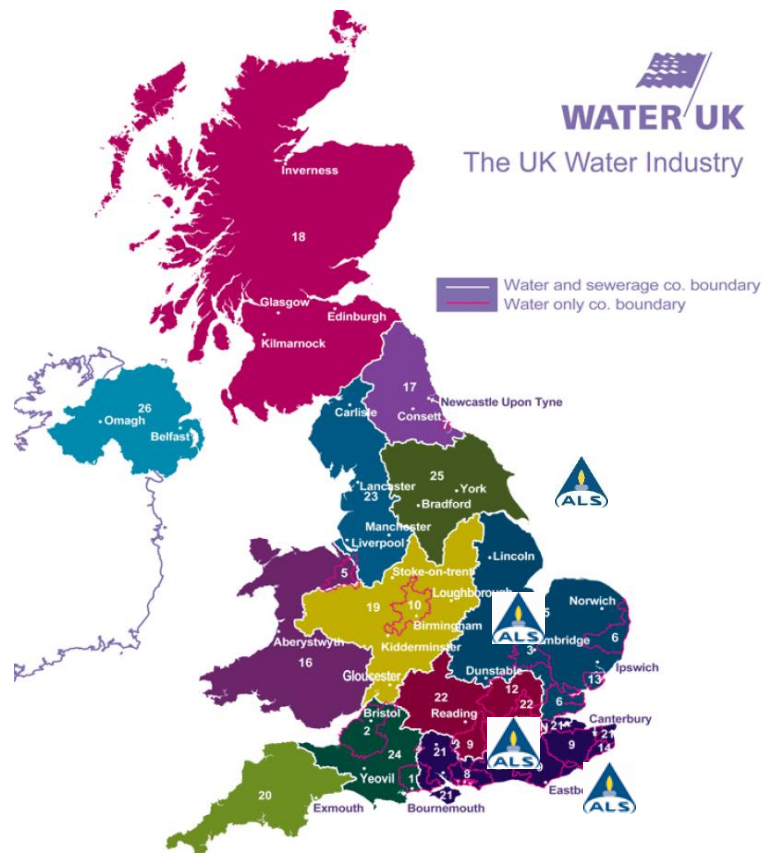
Outlook

- Acquisitions in Food sector – “building blocks” in place
- New Food LIMS to be rolled out to all global food laboratories by year end
- Environmental laboratory performance in the Americas to improve substantially
- New water contracts in UK to drive margin improvement

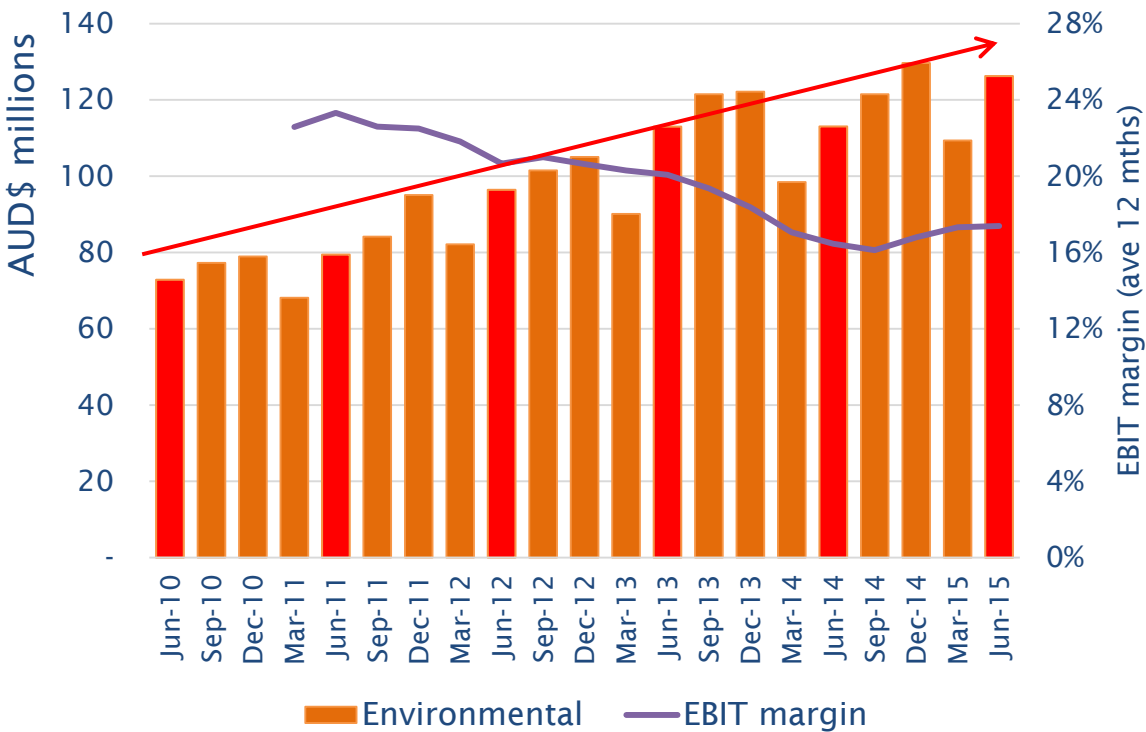
Life Sciences Facilities – global coverage



- Mature business
- Global footprint:
 - 71 laboratories in 32 countries
 - Additional 50 sales offices to access broader geographical market
- Largest provider of environmental analytical services in the world
- World class USEPA compliant full service laboratory in Peru
- Continued focus on water analytical capabilities from water authorities:
 - 85% market share in Australia and 50% in the UK
- The “ALS Experience”
- Global environmental market growth is 1% to 2% per annum.
 - ALS Environmental is growing at 10% to 15% per annum

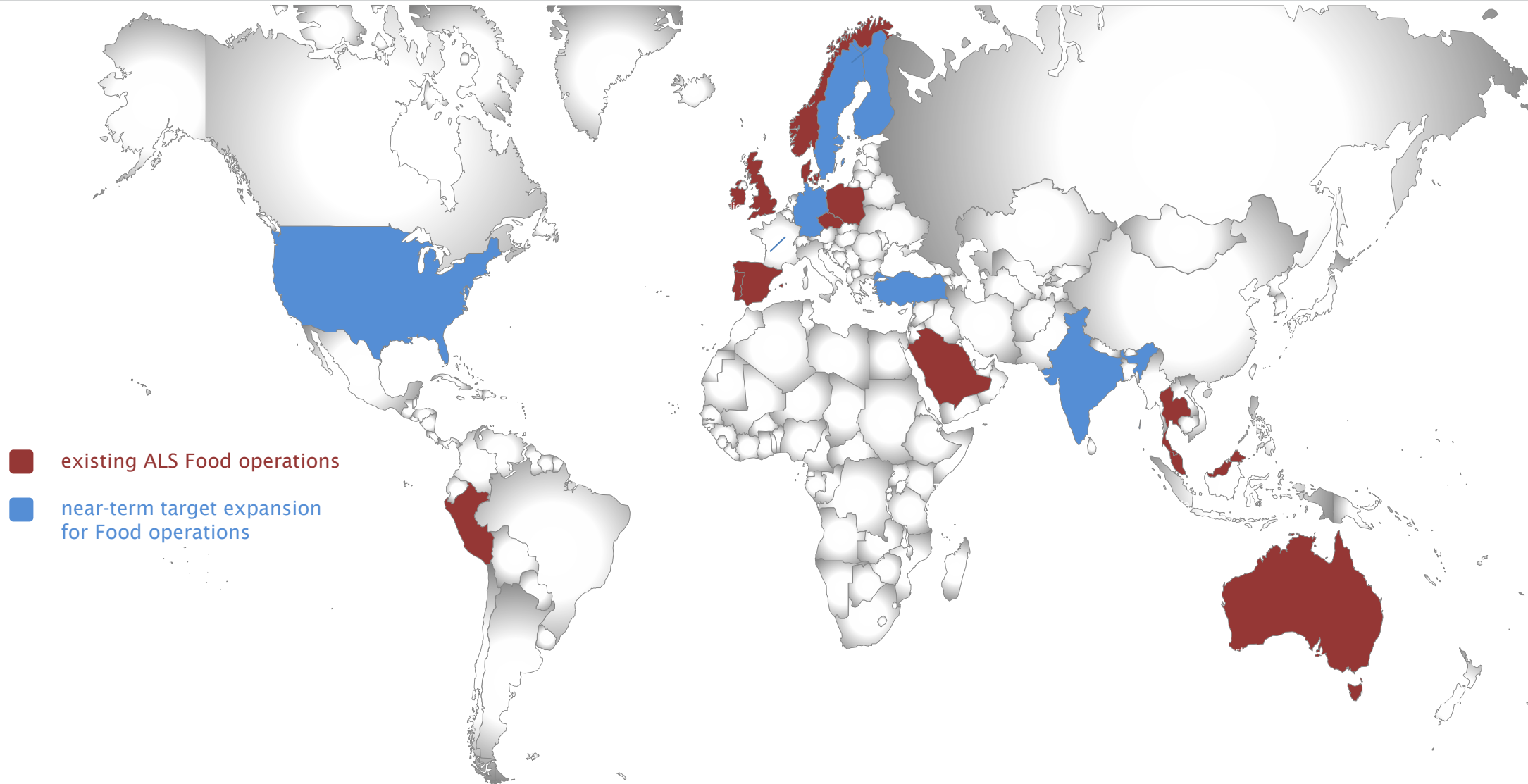


Environmental Revenue by Quarter



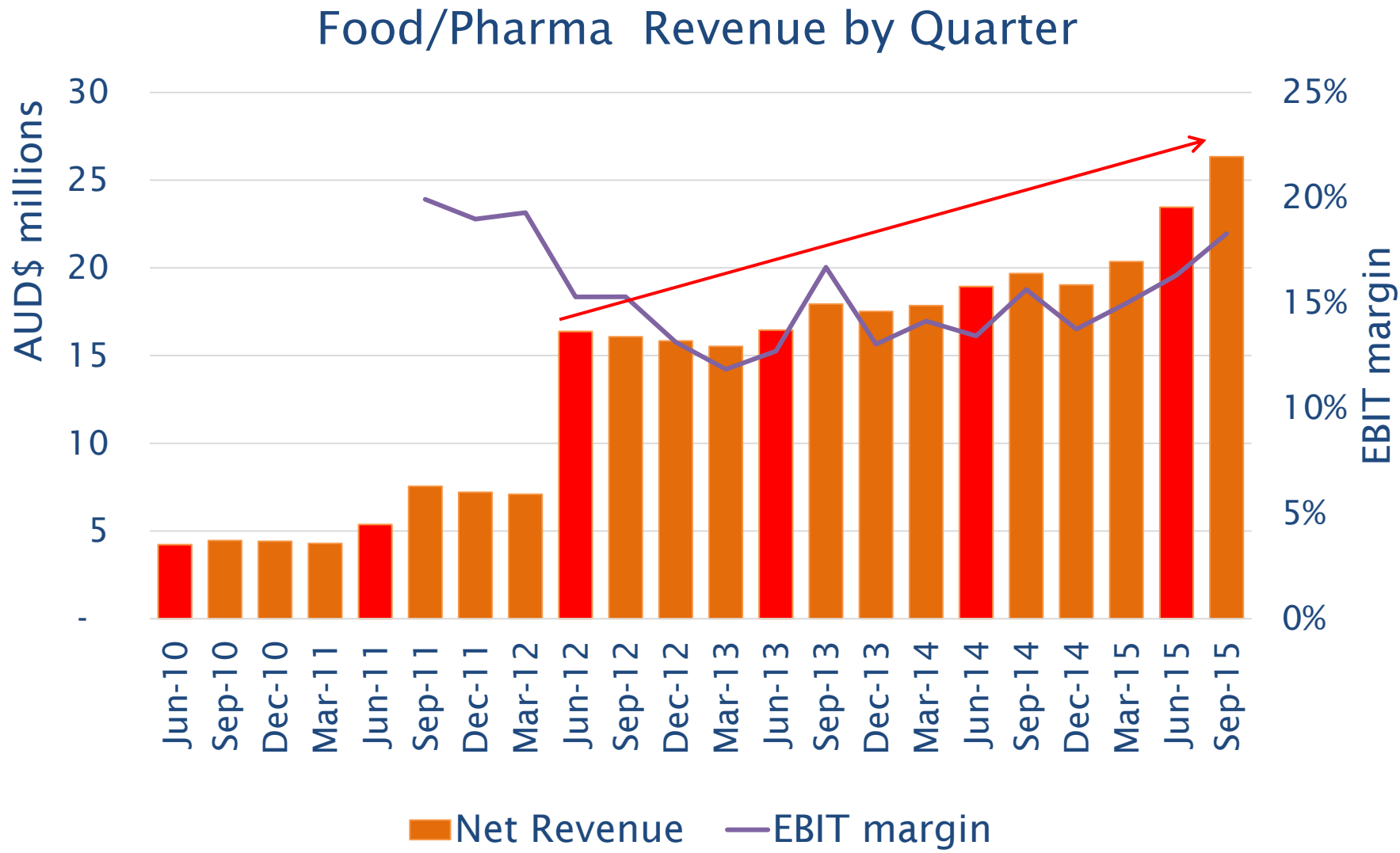
Note - EBIT margin inclusive of abnormals

Food Strategy – the journey has begun



- existing ALS Food operations
- near-term target expansion for Food operations

Food Strategy – the journey has begun



Achievements to date

- Multi-language LIMS built and being rolled out globally
- Client portal built – version 3 (ALSolutions) to be released in October 2015
- MIS built and rolled out
- Global instrument standards in place
- Global methods standardised
- Hub & spoke network in Europe – 75% in place
- “Farm to Fork” holistic service – developed
- Technical capabilities in place
 - Chemistry
 - Microbiology
 - Sensorial
 - Consulting
 - Auditing

Thank You



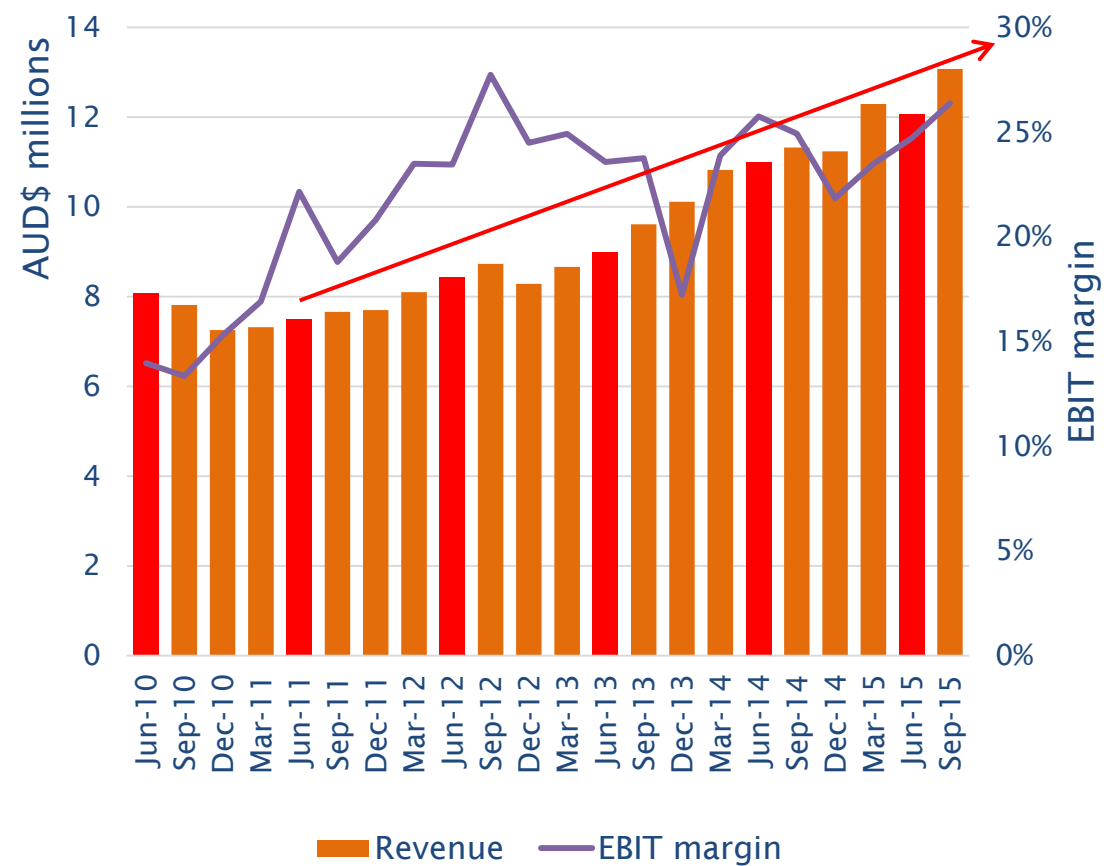
Questions?



Sydney Tribology Laboratory



Tribology Revenue by Quarter



Note - EBIT margin inclusive of abnormals

Asset Care - plant health monitoring

