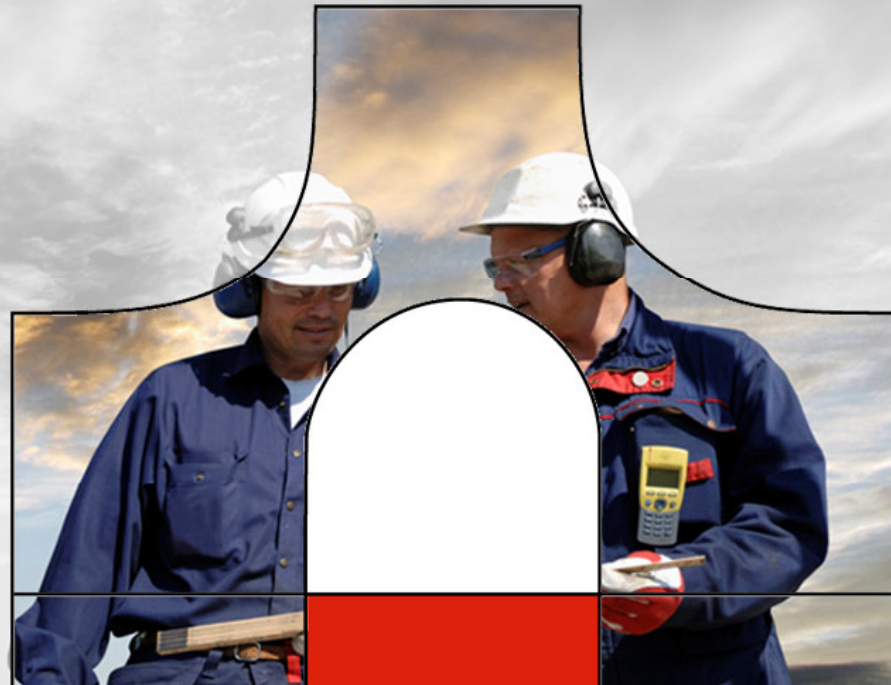




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# COOTE INDUSTRIAL LIMITED

Annual General Meeting 2008





# Key Achievements 2008

- Significant growth through strategic acquisition
- Contributions from all target market sectors
- Substantial progress on business integration
- Simplification of the Company's structure, focus on key brands for growth
- Exceeded financial performance targets

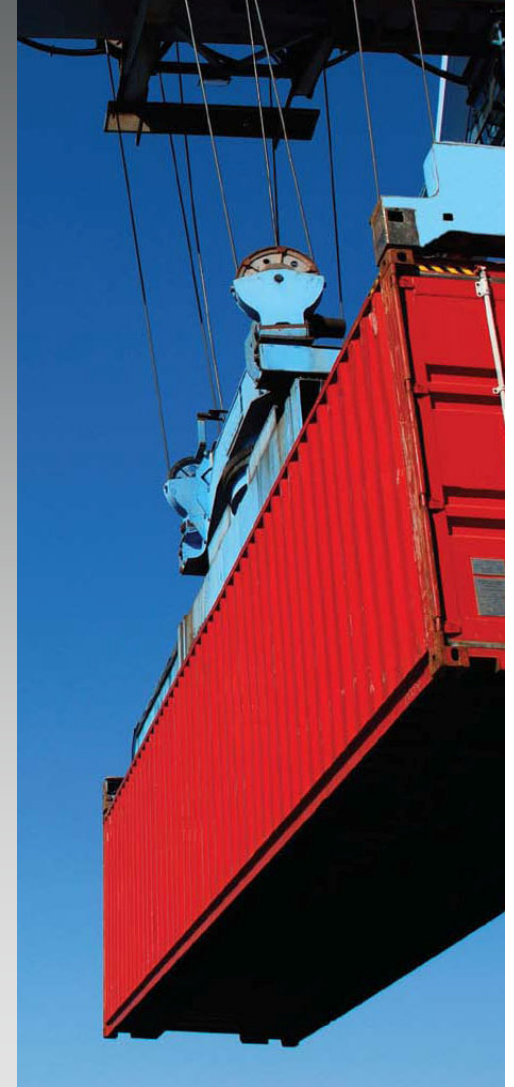


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# Achieving Results

- Revenue up 401%
- EBITDA up 206%
- NPAT increased 3 fold
- Earnings per share increased 20% (on a fully diluted basis), when compared with last year
- Final FYo8 dividend of 5c per share, full year 8.5c per share up 44%



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# Result Summary

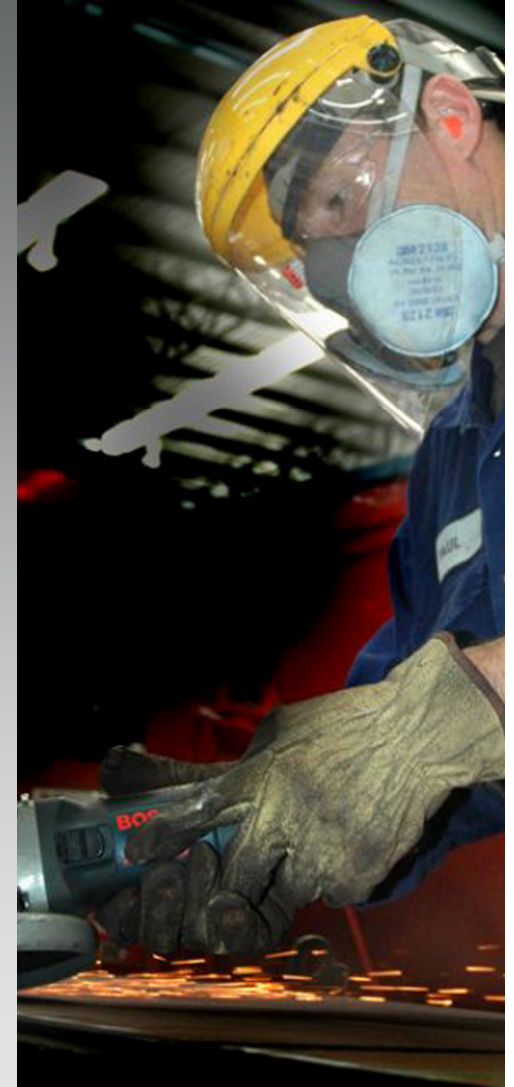
	FYo8		FYo7		Inc %
Revenue	\$347.893	m	\$ 69.416	m	401 ↑
EBITDA	\$ 47.501	m	\$ 15.543	m	206 ↑
EBIT	\$ 40.795	m	\$ 13.592	m	200 ↑
NPAT	\$ 23.831	m	\$ 8.174	m	191 ↑
EPS - Basic Earnings	21.68	¢	18.12	¢	20 ↑
- Diluted Earnings	20.58	¢	17.22	¢	20 ↑
Dividend	8.50	¢	5.90	¢	44 ↑





# Achieving Results

- Successfully completed and integrated 5 significant acquisitions
  - South Spur Rail Services (includes Momentum and CERT)
  - Gemco Rail
  - FCD Container Logistics
  - Industrial Powertrain
  - Drivetrain Australia
    - » includes Singapore, Philippines, Indonesia, and New Zealand subsidiaries
- Acquisitions lead to key brand focus





# Key Brand Focus



Pneumatic tanker design and manufacture



Resource to port logistics services



Power and propulsion



Rollingstock services



Heavy equipment maintenance services



People – technical and contract services



Rail operations





- Core capability:

- Dry Pneumatic tanker manufacture
- Innovative design and development

- Achievements:

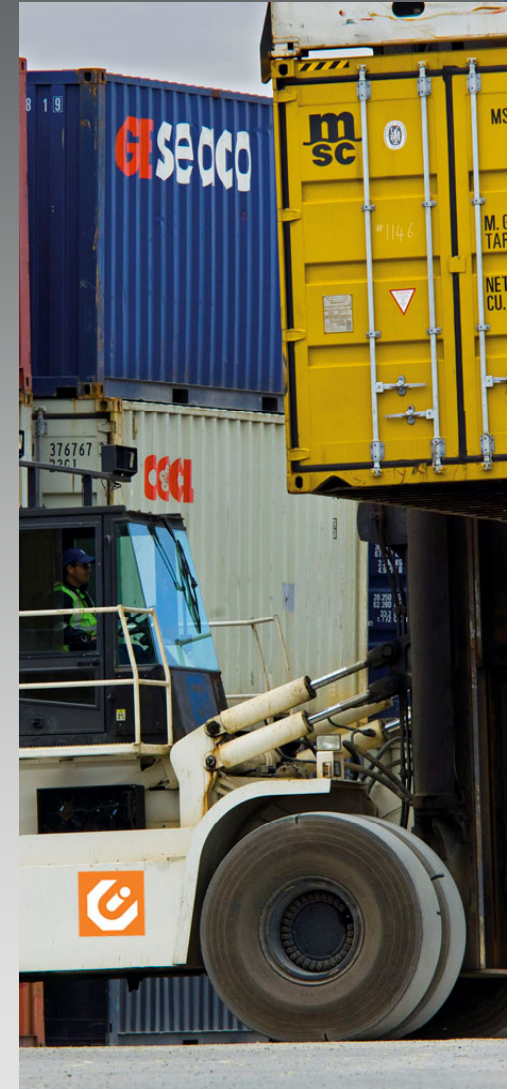
- Record production from Epping facility
- Expanded key exclusive distributor relationships
- Development of the Convair mobile silo product 'Guppy'
- Delivers first Aluminum 19 metre B Double Pneumatic Bulk Tanker
- Delivers first FFB Aluminum Road Train





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Logistics

- Core capability:
  - Transport of demountable accommodation
  - Resource to wharf commodity haulage
  - Local intrastate and interstate over-dimensional transport
  - Heavy vehicle maintenance at Maddington and Port Hedland workshops
- Achievements:
  - Expands locations to 4
  - Integration of FCD Container Logistics and Asset Kinetics into one - Coote Logistics



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■ Core capability:

- Off-highway, on-highway, and marine powertrain component sales and services
- Major brand authorised distributor and service centres
- Genuine parts distribution

■ Achievements:

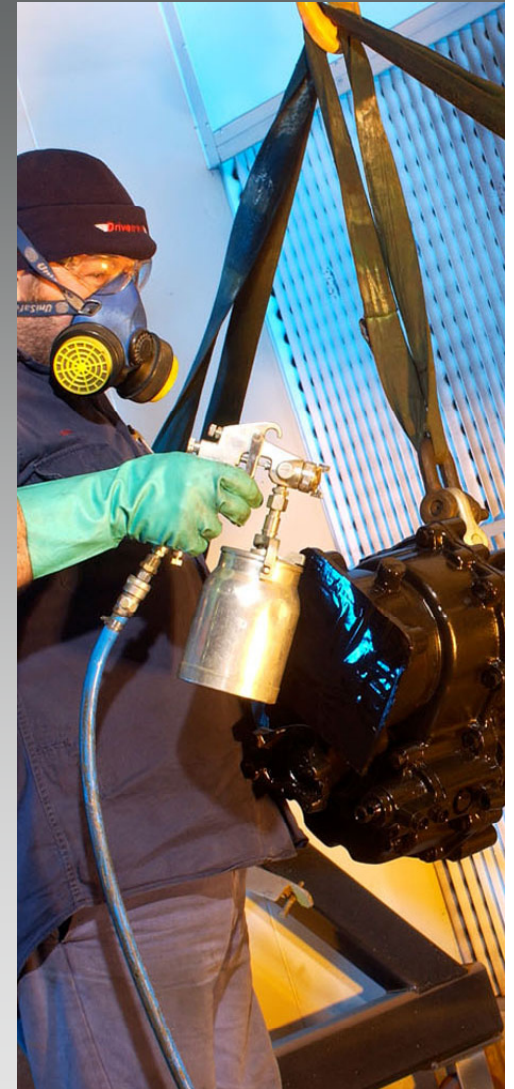
- EBIT increased by 21%
- Secured supply of off-highway powertrain components to one of the largest manufacturers of underground vehicles in Australia
- Secured supply of a range of oil coolers for its customer's latest model Falcon and Territory vehicles
- Finalised establishment of 2 additional facilities in Auckland, New Zealand and Newcastle, NSW
- Fluid connector range of products expanded



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- FY09 includes businesses of:
  - Hedemora Diesel
    - » repair and maintenance and spares support with key niche expertise in delivering power and propulsion solutions
  - Coote Energy
    - » power generation and ancillary systems; consultancy services for distributed power, cogeneration, alternate power solutions and electrical power distribution and control systems
- 10 locations in Australia
- Also located in:
  - New Zealand
  - Singapore
  - Indonesia
  - Philippines
  - Sweden





- Core capability:

- Provision of locomotive and wagon maintenance services to Australian rail operators
- Wheel-set, bogie and wagon maintenance and manufacture
- Refurbishment and rebuild of locomotives

- Achievements:

- Acquired last of the available fleets of locomotives and wagons for future rebuild
- Gemco leasing established as additional rollingstock service offering
- Exclusive Australian agent for Caterpillar Inc's Progress Rail
- Acquisition of Rail Technical Services, to expand Gemco Rail's maintenance service offerings into SA, Victoria and NSW







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powertrain

- Core capability:
  - Repair and overhaul of drivetrain equipment for heavy industrial vehicles
  - Approved sales and service centre for EMD marine and stationary power generation in Australia, SE Asia and Pacific Island territories
- Achievements:
  - Continued to expand by increasing productivity and support equipment to maximise market potential
  - Appointed an experienced industry manager and increased professional and technical support staff
  - Successful implementation of SAP and updated technology platform
  - Awarded a 10-year engine maintenance contract with Argyle Diamond Mines



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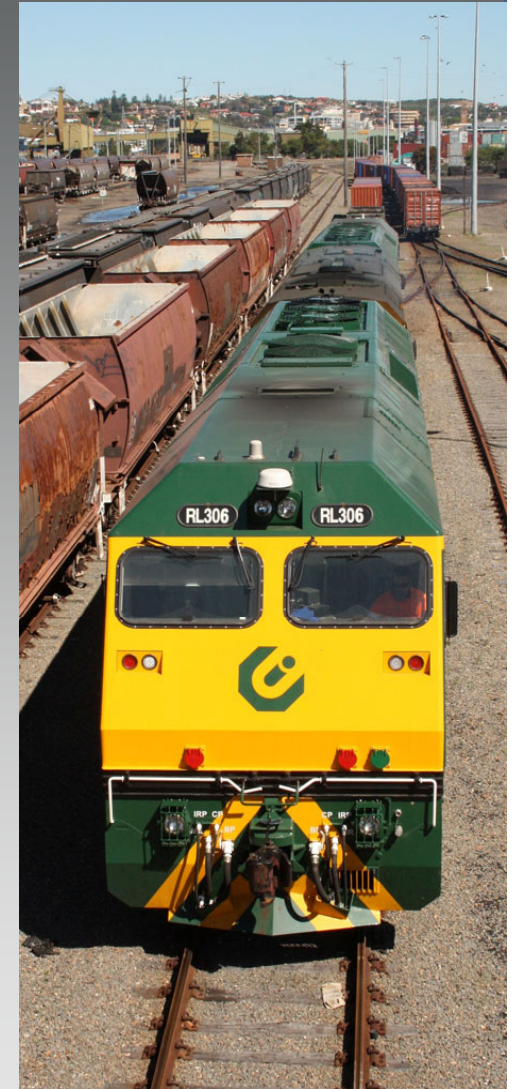
- Core capability:
  - Rail infrastructure services, specialised supplementary labour, recruitment and training
- Achievements:
  - Now established as the largest provider of contract rail-welding in Australia
  - Centre for Excellence in Rail Training (CERT) significantly grows its client base
  - Significant growth in the provision of safety specialists
  - 17 fully-equipped aluminothermy welding teams
  - Established 2 additional training centres in NSW
  - Appointed training provider of the Public Transport Authority
  - Developed and delivered rail safety training for the Pilbara's newest operating railroad
  - Provision of operational and safety training prior to the opening of the Perth – Mandurah passenger rail line







- Core capability:
  - Supply of customised rail services in Australia; specialising in Work trains; Port shuttles; Short Haul Intermodal; and Niche markets
  - Rail infrastructure services
  - Regional services focused on mining and agriculture
  - Port destination intermodal services
  - Integrated logistics services
- Achievements:
  - Rail operator accreditation in WA, SA, Vic, and NSW, with further expansion, gaining accreditation in Tasmania
  - Dedicated safety teams responsible for the management of safety and environmental risks
  - Significant operational expenditure savings through organisational review





# Reach

- 23 Key Locations
- 6 Countries
- Australia wide
- 1,100 Staff

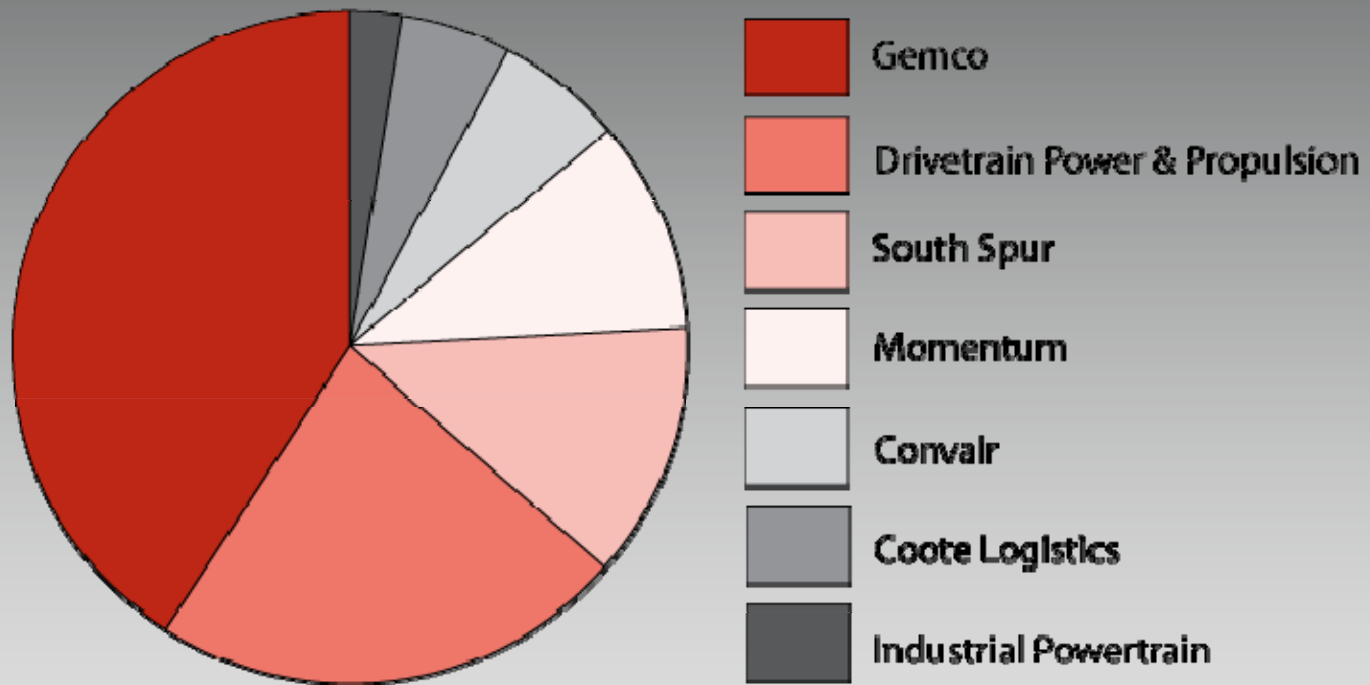
LEGEND  Coote Industrial Ltd Points of Presence



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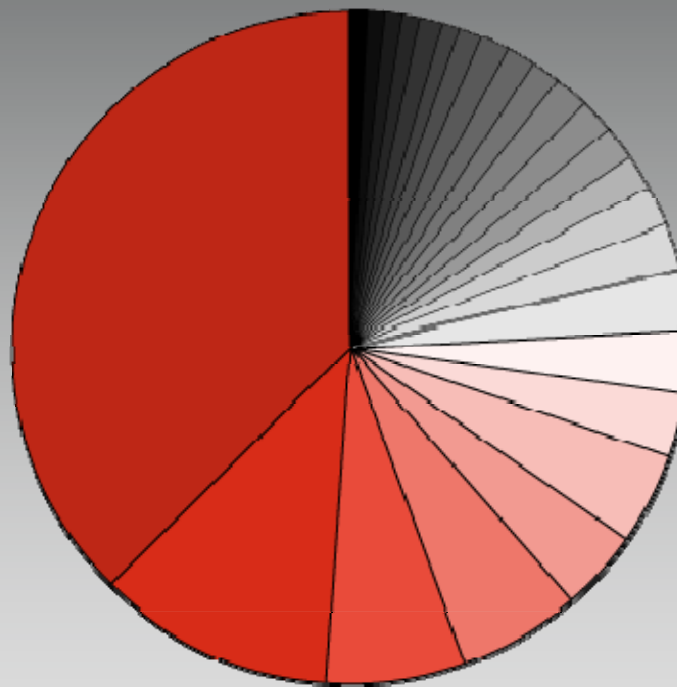


# Revenue by Key Brand





# Revenue by Top 25 Customers



- Greentrains
- SCI
- Pacific National
- ARTC
- Transport Express
- Australian Rail Group
- Laing O'Rourke
- Queensland Rail
- John Holland
- Specialised Mining Vehicles
- Bucyrus Aust Underground
- Ioll Resources
- CFCL Aust
- Sandvik Mining and Const Aust
- Loric Import and Export Corporation Limited
- Kalbar
- Cement Australia
- Railcorp
- JMIV
- Namel
- BHP
- Perilya
- Atlas Copco
- Powertrans
- Mountain Industries





# Capital Management Strategy

Forecast Financial Ratio Comparisons	Jun 2008	Dec 2008	Mar 2009
Total Debt	\$141.815M	\$90.100M	\$75.100M
Gearing Ratio	98%	65%	54%
Interest Cover	3.94	6.59	7.91
Debt to Total Assets	41%	32%	28%

\* For illustrative purposes only (assuming annualised interest and debt using expected average debt rates and EBITDA consistent with FY08)

\* Opening balance used for this purpose is 30 June 2008 accounts







# Integrated Platforms





# Objectives 2009

- Continuing on from our success in FYo8 Coote Industrial will focus more closely on the organic growth opportunities derived from the current key brand combinations
- Specific emphasis is being placed on:
  - Ongoing integration of all key brands, extracting synergy benefits in both costs and sales
  - Further rollout of the group Business Management System platform, SAP
  - Increased market presence through key brands and Coote Industrial brand endorsement as an easily recognized successful Australian industrial enterprise
  - Simplification of the business and market positioning with further brand consolidation and likely further divestment unlocking opportunities for debt reduction
  - Ensure investing markets and existing shareholders gain a better understanding of our core capabilities and delivery of those technical services
  - Sustained emphasis on investor relations and delivery of relevant market information





# Disclaimer

This presentation contains forward-looking statements. Where the company expresses or implies an expectation or belief as to future events or results, such as expectation or belief is expressed in good faith and believed to have a reasonable basis. However, forward-looking statements are subject to risks, uncertainties and other factors, which could cause actual results to differ materially from future results expressed, projected or implied by such forward-looking statements.

For more detailed discussion of such risks and other factors, see the Company's ASX announcements and other filings. The company does not undertake any obligation to release publicly any revisions to any forward-looking statement to reflect events or circumstances after the date of this presentation, or to reflect the occurrence of unanticipated events, except as may be required under applicable securities laws.





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