

## PROUD TO BELONG

BRADKEN LIMITED

2011 Annual General Meeting

Wednesday, 5 October 2011

NICK GREINER, Chairman

BRIAN HODGES, CEO and Managing Director





## Agenda

#### 1. Chairman's Address

2. Managing Director's Address

3. Formal Business

4. Refreshments

#### **Nick Greiner**

Brian Hodges

Nick Greiner



## The Board





#### **Mr Nick Greiner AC**

Independent Non-Executive Chairman

#### **Mr Phil Arnall**

Independent Non-Executive Director

#### **Mr Greg Laurie**

**Independent Non-Executive Director** 

#### **Dr Eileen Doyle**

**Independent Non-Executive Director** 

#### **Mr Brian Hodges**

Managing Director & Chief Executive Officer

#### Mr Vince O'Rourke AM

Independent Non-Executive Director

#### **Mr Peter Richards**

Independent Non-Executive Director

#### **Mr Bruce Arnott**

Chief Financial Officer & Company Secretary

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## **Board Highlights**

- In 2010/2011, Bradken experienced an exciting year of growing demand and improved performance. Bradken's recovery from the GFC has been rapid and now the four global divisions are generating healthy results to maximise shareholder value and position your company for long term growth
- In light of the ongoing global demand for consumables and the surge in capital products, our strategy is to continue expansion in our sectors through effective organic growth and growth by acquisition
- Our conservative management of cash throughout the GFC has led to a strong balance sheet which has facilitated such expansion



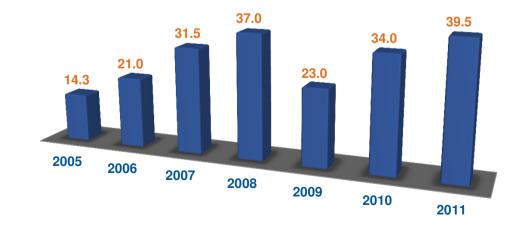




## **Board Highlights**

- A successful capital raising placement was completed in the second half of the year to fund the Company's significant capital expenditure program and retain flexibility to pursue other value enhancing acquisitions and growth opportunities
- Around the world, we are focusing heavily on development of our skill base and increasingly we are sharing knowhow and resources between operations
- Return to shareholders through dividend payments this year has reflected our outstanding results, reaching the highest level since the public listing of Bradken

**Dividend Per Share** 





## **Board Highlights**

- During the year, Bradken undertook to appoint its first female board director as we continue to embrace a culture of equal opportunity for women in the work place. Eileen Doyle's many years of experience in the resources, building materials and water industries will be a valuable addition to the Board's expertise and decision making
- Despite current stock market volatility and foreign exchange fluctuations, the Board remains confident that the Company is well-positioned to take advantage of future growth and expansion opportunities
- On behalf of the Board, I would like to thank Brian Hodges, the executive team and all Bradken staff for their ongoing contribution to the success of Bradken and we appreciate, of course, the continuing support of our shareholders



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**Nick Greiner** 

**Brian Hodges** 

Nick Greiner



## Business Highlights

- Bradken Limited reported an adjusted net profit after tax and minorities for the year ended 30 June 2011 of \$87.1 million, a 24% increase on FY10 on 14% higher sales of \$1,147.5 million
- FY11 was the year we recovered fully from the GFC but it was also much more. Strong gains in Engineered Products and Mining contributed while commenced capital expenditure projects, some acquisitions and the debt refinancing all strengthen our forward outlook



Gearbox for Solar Turbines



## **Business Highlights**

- The Group refinanced its debt facilities in April 2011 into a new global facility, which provides lower cost funding, additional headroom and fewer restrictions on the Company
- The Company successfully launched the Bradken Global Leadership Program in April 2011 with the first 16 participants coming from all over the world to participate in an Outward Bound style program designed to challenge the leaders of tomorrow to achieve their best





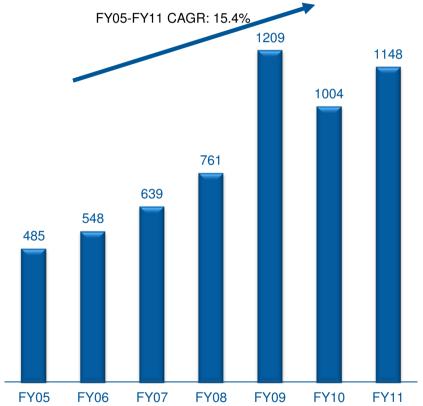
## FY11 Financial Highlights

	June 2011	June 2010	Change
Sales	\$1,147.5m	\$1,003.7m	14%
NPAT (after minorities)	\$87.1m	\$70.4m	24%
EBITDA	\$196.1m	\$167.0m	17%
Earnings per Share	60.7 cents	53.6 cents	13%
Dividend per Share	39.5 cents	34.0 cents	16%

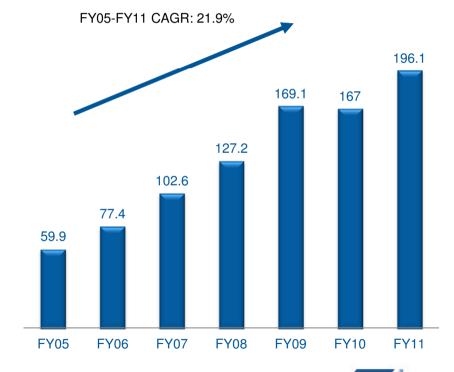
- Strong ongoing recovery experienced post the global financial crisis
- Sales revenue up 14% and EBITDA up 17% with mining consumables and capital products businesses all performing exceptionally well throughout FY11
- EBITDA to Sales Margin increased to 17.1% from 16.6% in FY10, the highest annual rate since the company publicly listed
- Adjusted NPAT of \$87.1 million for FY11 up 24% on FY10
- Completion of global debt refinancing providing significant savings going forward

## Sales Revenue / EBITDA Trends

## Revenue (A\$m)



#### EBITDA (A\$m)





## Reconciliation of Statutory to Adjusted Profit

		12 months to 30 June 2011  Financial Performance					
A\$ Millions	Statutory	Dec-10 Impairment	Refinance	Unrealised FX	Adjusted		
EBITDA	189.4		3.4	3.3	196.1		
NPAT after minorities	67.6	12.2	5.0	2.3	87.1		

- Impairment of Power & Cement goodwill
- Cost of the refinance, including repurchase of high cost US bonds, which will provide significant benefits going forward
- Unrealized FX loss on USD covered late June 2011, reversed in mid July
- Only cash impact was the \$3.4m paid to repurchase the US bonds
- Dividend payout ratio was applied to the adjusted NPAT



## Operational Review - Mining Products

#### **GET & Buckets**

- FY11 sales up 33% on FY10
- Sales improvement reflects increased mine production in Australia and customer stock level increases
- Reshaping of the business commenced with development under way of a new range of GET products
- Manufacture of excavator bucket lip castings commenced in the USA





## Operational Review - Mining Products

#### **Crawler Systems**

- FY11 sales up 97% on FY10
- Demand for first fitment product was high, in line with strong demand for new equipment
- Expanded geographical sales network leading to increased after-market sales
- Crawler Shoe production commenced at the Atchison foundry in the USA to meet increased demand
- Commenced construction of new foundry in China





BRADKEN

## Operational Review - Mining Products

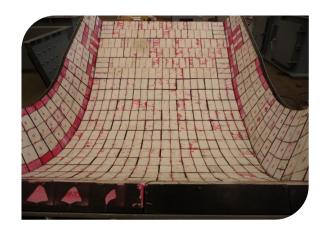
#### **Mineral Processing**

- FY11 sales up 4% on FY10
- Slow growth rates in Australian gold and copper sectors saw demand remain relatively steady
- Mill liner production commenced at Scunthorpe foundry in the UK, to supply the African and South American markets



#### **Fixed Plant**

- FY11 sales up 31% on FY10
- Increased project activity in major Australian hard rock mining regions
- Acquisition of ceramic wear liner business (WPS) at the end of the period adding high margin products to complement the current product range





## Operational Review - Industrial & Rail

#### Industrial

- FY11 sales up 28% on FY10
- Recovery from GFC evident but not to previous production levels
- Reduced domestic market for general industrial products indicates a continuing drift towards offshore manufacture

#### Rail

- 1,444 wagons delivered in FY11 with revenue down 34% on reduced market prices due to strong Chinese competition
- Market share recovered in the second half in a buoyant domestic market with orders won and margins improved
- Increased focus on further cost reductions and expanded product and service offering







## Operational Review - Engineered Products

#### **Engineered Products**

- Sales of US\$350 million in FY11 up 84% on FY10 with strong growth in mining, locomotive and energy markets
- Industrial Products business sales in US dollars in FY11 were up 68% on FY10 with increased demand from OEMs such as Caterpillar
- Energy business sales in US dollars for FY11 were up 37% on FY10 with improved margins
- Edmonton second half profit 20% above first half, despite a major oil sands customer suspending operations for most of the period due to a major capital equipment fire
- Commenced capital upgrades at Amite and Tacoma facilities in the US to provide required capacity to meet demand







## Operational Review – Other Businesses

#### **CMS**

- FY11 sales up 19% on volume increases in key markets, including Bradken facilities
- Expansion of foundry consumables business into the UK and US continuing with China to follow
- Continued global strategic sourcing has enabled further margin expansion of key foundry consumables in addition to new product lines







## People & Safety

- The safety of our employees is our prime concern and through the effective operation of our 21 Step Safety Plan, we continue to strive to reduce our current annualised rate of 3.4 lost time injuries per million person hours worked
- First metallurgy graduate from our cadetship program graduated in June 2011 from Henan University
- The Company increased its employment level over the last twelve months by 600 to a total workforce of 5,800
- New senior appointments:
  - Bruce Arnott / Steven Perry
  - Stephen Cantwell
  - Andrew Allen





#### **New Rail Strategy**

- Broadened the scope of product and services offering to include:
  - Wider range of "fit for purpose" wagons to meet customer specific needs
  - New high capacity and high reliability components such as new coupler
  - > High quality and throughput equipment maintenance services
- Equipment leasing options, including supply and servicing of locomotives
- Seek to expand into new markets in Africa and the Americas
- Further strengthen manufacturing capability in China with more robust multi-source supply chain, robotics, new facilities and more skilled workforce







#### **Ground Engaging Tools (GET)**

- Strategy to offer Bradken's own range of GET products to the global market under way
- Product Development Team developing new patented products for a full range of GET and rigging products
- New product ranges being actively promoted through all sales offices globally









#### **Capacity Expansion**

- Increasing capacity at Amite to meet expected OEM demand and production of mining consumables in the US
- Adding additional radiography and casting finishing capacity in Tacoma to meet growing market demand for large complex castings
- Construction of world class Crawler Shoe and GET foundry under way in Xuzhou, China to meet increased market demand under way





**Amite Expansion** 

**Xuzhou Foundry Under Construction** 



#### **Increased Sales Presence in Major Mining Regions**

- New offices now opened in Indonesia, South Africa, Chile, Canada and other key locations in North America
- Actively promoting the sale of consumable mining products such as Mill Liners,
   Crawler Shoes, Wear Products and GET







## Acquisitions

- Almac Machine Works acquisition completed in July 2010 and now fully integrated into Resources Business in the USA, providing an important sales base in the oil sands region of Canada
- Other acquisitions completed in FY11 include:
  - Wear protection Systems in Western Australia
  - Investment Castings Queensland
  - Materix Engineering in New South Wales
- In July, acquisitions were completed for:
  - Norcast Wear Solutions in Canada, to be integrated into the Resources Business in the USA
  - Swanmet in Malaysia, to be integrated into the Mineral Processing Business in Australia
  - Australian & Overseas Alloys Pty Ltd to be incorporated into the Fixed Plant Business in Australia



Norcast Foundry Mont-Joli



**AOA Machinery** 



## Outlook

- Mining markets are expected to continue to expand in future years providing high margin organic growth
- Lower GET sales in FY12 will be offset by growth in other mining businesses and mining sales are expected to grow by about 10%
- Rail Division sales will grow strongly and the impact of new business initiatives have commenced with 2,000 wagons expected to be produced in FY12
- The Engineered Products Division will benefit from the capacity upgrades at Amite and Tacoma and enable it to continue its strong growth from the second half of FY11
- The recent Norcast and AOA acquisitions will provide synergy benefits and additional business growth opportunities in future years
- EBITDA growth of 25% 30% is expected in FY12 with NPAT growth in the range of 35% - 40% over FY11 adjusted results
- FY13 will see further positive impacts on earnings as a result of the continued market expansion and major capex spend in FY12 and FY13







## Agenda

1. Chairman's Address

**Nick Greiner** 

2. Managing Director's Address

Brian Hodges

3. Formal Business

**Nick Greiner** 

4. Refreshments



## Formal Business

- 1. Financial Reporting
- 2. Remuneration Report
- 3. Re-election of Directors Mr Nicholas Greiner
  - Mr Gregory Laurie
- 4. Election of Director Dr Eileen Doyle
- 5. Grant of Restricted Share Rights to Mr Brian Hodges
- 6. Increase to Maximum Aggregate Directors' Fees
- 7. Approval of Issue of Shares under Institutional Placement



## Agenda Item 1

## Financial Reporting

To receive and consider the Financial Report of the Company and the consolidated entity, the Directors' Report and Auditor's Report for the financial year ended 30 June 2011



## Remuneration Report

- The Human Resources Committee met on three occasions in the 2010/11 financial year. It considered the following remuneration items:
  - > A review of base salary and other compensation elements of the Managing Director and Senior Executives
  - > Approval of short term incentive payments and share entitlements for the 2010/11 financial year
  - Performance measures and allocation guidelines for short term incentives and long term share allocations for 2011/12
  - > Review of Company's Remuneration Philosophy
- Bradken has a variable executive remuneration policy designed to reward its Management Team for delivering the Company's business strategy both in the short and long term
- The key business goal is to maximise profit and shareholder wealth
- The Company's executive remuneration is focused on attracting and retaining talented people that are aligned with the Company's business model and our shareholders' expectations
- The Company's reward and recognition systems are performance based to drive sustainable and profitable growth
- They encourage a culture of leadership, strong values and innovative business development that is particularly attractive to a new generation of young managers

## Agenda Item 2

## Remuneration Report

To adopt the Remuneration Report of the Company for the financial year ended 30 June 2011



## Agenda Item 3(a)

## Re-election of Directors

To consider, and if thought fit, pass the following as an ordinary resolution:

That Mr Nicholas Greiner, who retires by rotation in accordance with Article 9.3 of the Company's Constitution, be re-elected as a Director of the Company



## Agenda Item 3(b)

## Re-election of Directors

To consider, and if thought fit, pass the following as an ordinary resolution:

That Mr Gregory Laurie, who retires by rotation in accordance with Article 9.3 of the Company's Constitution, be re-elected as a Director of the Company



## Agenda Item 4

### **Election of Director**

To consider and, if thought fit, pass the following as an ordinary resolution:

That Dr Eileen Doyle, who, having been appointed as a Director since the last general meeting of the Company is ceasing to hold office at the conclusion of this general meeting, be elected as a Director of the Company



# Agenda Item 5 Grant of Restricted Share Rights to Mr Brian Hodges

To consider and, if thought fit, pass the following as an ordinary resolution:

That the following is approved for all purposes under the Corporations Act 2001 (Cth) and the Listing Rules of ASX Limited:

- (a) participation in the Bradken Employee Share Ownership Plan by Mr Brian Hodges, Managing Director as to 84,863 restricted share rights; and
- (b) acquisition accordingly by Mr Hodges of those restricted share rights and, in consequence of vesting of those restricted share rights, of ordinary shares in the Company to be held in trust for Mr. Hodges in the Bradken Employee Share Ownership Plan Trust, all in accordance with the rules for restricted share rights as set out in the Bradken Employee Share Ownership Plan Trust Deed as amended from time to time and on the basis described in the Explanatory Notes on Items of Business accompanying the Notice of Meeting convening this meeting

## Agenda Item 6 Increase in Maximum Aggregate Directors' Fees

To consider, and if thought fit, pass the following as an ordinary resolution:

For the purposes of ASX Listing Rule 10.17 and Article 9.9(a) of the Company's Constitution, that the maximum aggregate remuneration payable to the non-executive directors of the Company in a financial year be increased by \$400,000 to \$1,200,000



## Agenda Item 7 Approval of Issue of Shares under Institutional Placement

To consider and if thought fit pass the following as an ordinary resolution:

That the issue by the Company on or about 7 June 2011 of 18,698,204 fully paid ordinary shares ("**Placement Shares**") at A\$8.20 each under an institutional placement to part fund the Company's significant capital expenditure program and to retain flexibility for the Company to pursue other value enhancing acquisition and growth opportunities as they arise, be approved for all purposes under the ASX Listing Rules, including Listing Rule 7.4





Please join the Board for refreshments



