



PROUD TO BELONG

Presenters:

BRIAN HODGES – Managing Director

STEVEN PERRY – Chief Financial Officer

ENDA SHERIDAN – Executive General Manager
(Mining Products)

Bradken Limited – 2012 Full Year Results

Tuesday, 7th August 2012



FY12 Results Overview

1. F12 Highlights

Brian Hodges

2. F12 Financial Review

Steven Perry

3. Operational Review

Enda Sheridan
Brian Hodges

4. Strategy and Outlook

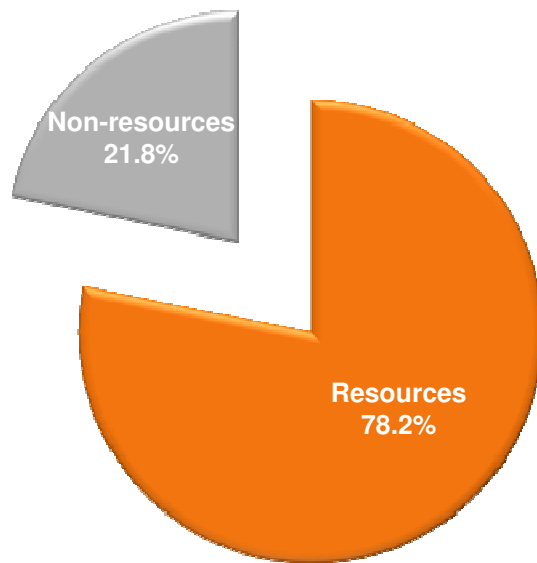
Brian Hodges

F12 Highlights

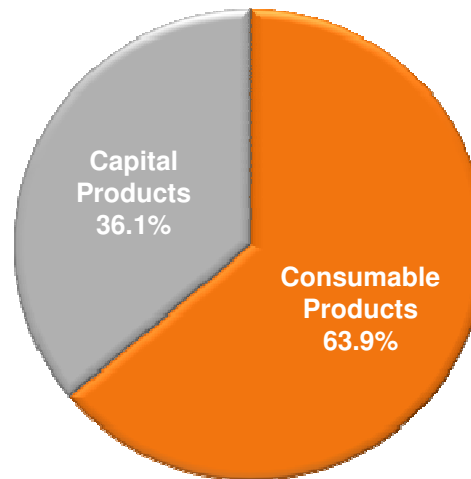
- Surpassed guidance given in April with EBITDA of \$220.4 million up 12% and NPAT of \$100.5 million up 15% on F11 operating results
- Successful global launch of Bradken's new ground engaging tools consumable products range
- Executed the highest ever capex spend of \$131.9 million in F12, primarily to expand foundry capacity by 25% for growth at lower cost
- World class greenfield foundry project at Xuzhou is well advanced with metal pouring commenced
- Amite and Tacoma expansion projects completed, with other F12 capex and additional foundry capacity being progressively utilised
- Successful integration and strong operating contributions from Norcast, AOA and WPS acquisitions
- Final dividend of 21.5 cents fully franked declared, bringing the full year dividend to 41.0 cents, the highest ever paid, with the dividend payable on the 4 September 2012 and a DRP operating

F12 Sales Analysis

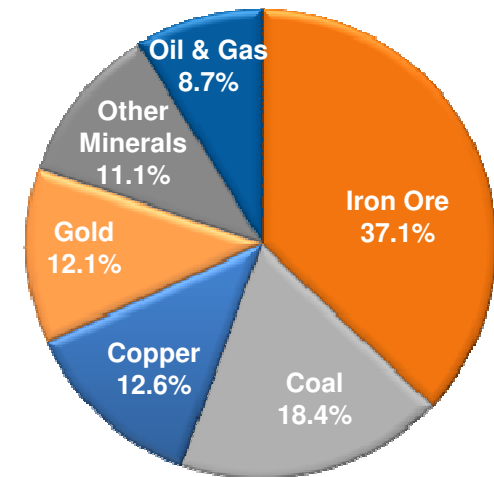
Percentage of Sales
by Industry Sector



Percentage of Sales
by Product Category



Percentage of Sales
by Commodity



Market Thematics

- Market demand for production related mining consumables at record levels and continuing to grow
- Demand for products used in mining capital equipment markets showing no weakening from its record levels
- Rail freight car market in Australia still strong but timing of contracts yet to be approved may slip
- Energy markets expected to strengthen over the next 12 months due to domestic USA oil and gas
- Global steel foundry industry remains capacity constrained



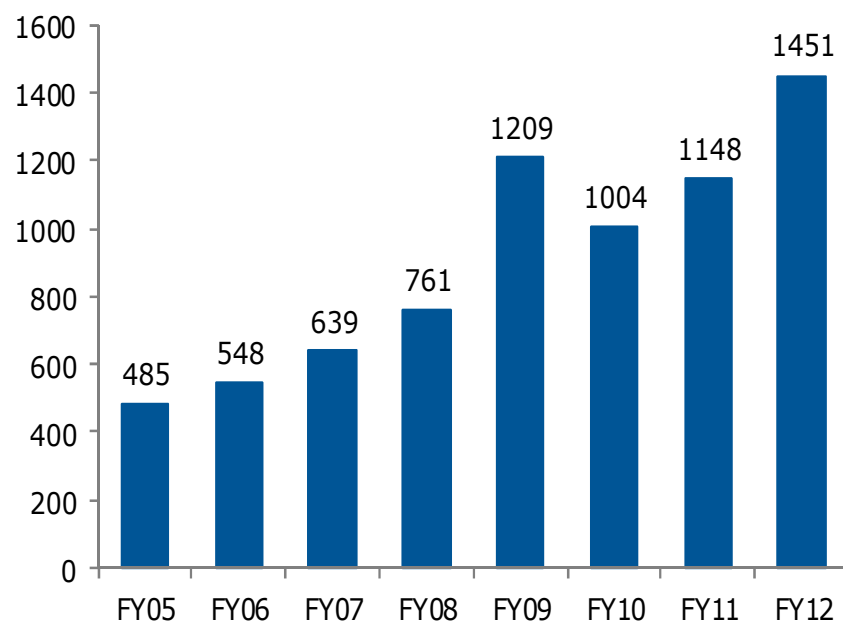
F12 Financial Highlights

A\$ Millions	12 Months to:		% Change to Jun-11
	Jun-12	Jun-11	
Sales	1,451.3	1,147.5	26%
EBITDA	220.4	196.1*	12%
NPAT	100.5	87.2*	15%
EBITDA/Sales	15.2%	17.1%	
EPS (cents)	60.5	60.7	
DPS (cents)	41.0	39.5	
Operating Cashflow	121.2	32.4	

* Dec-10 Amortisation, EBITDA, PBT, NPAT after adjusting for impairment charges of \$12.2m after tax.

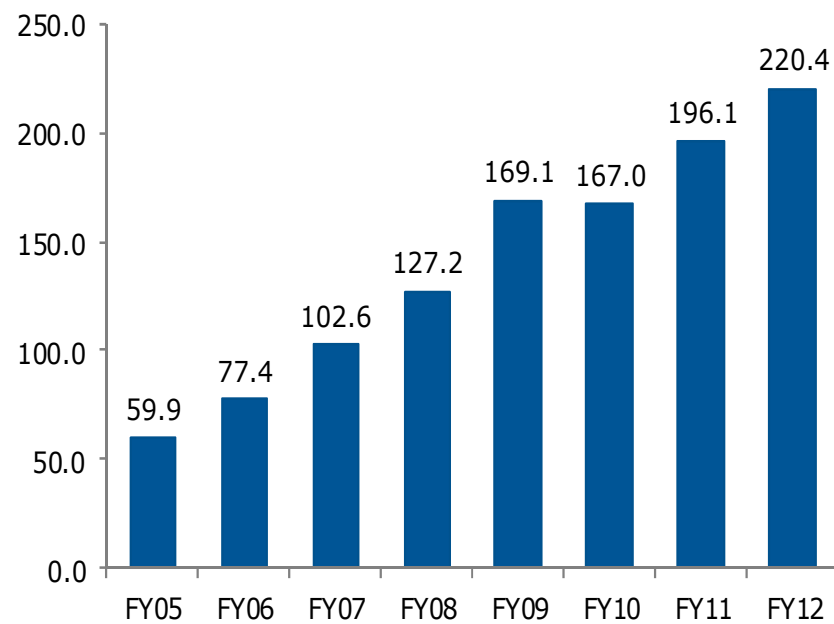
Sales Revenue / EBITDA Trends

Revenue (A\$m)



Financial Years

EBITDA (A\$m)



Financial Years

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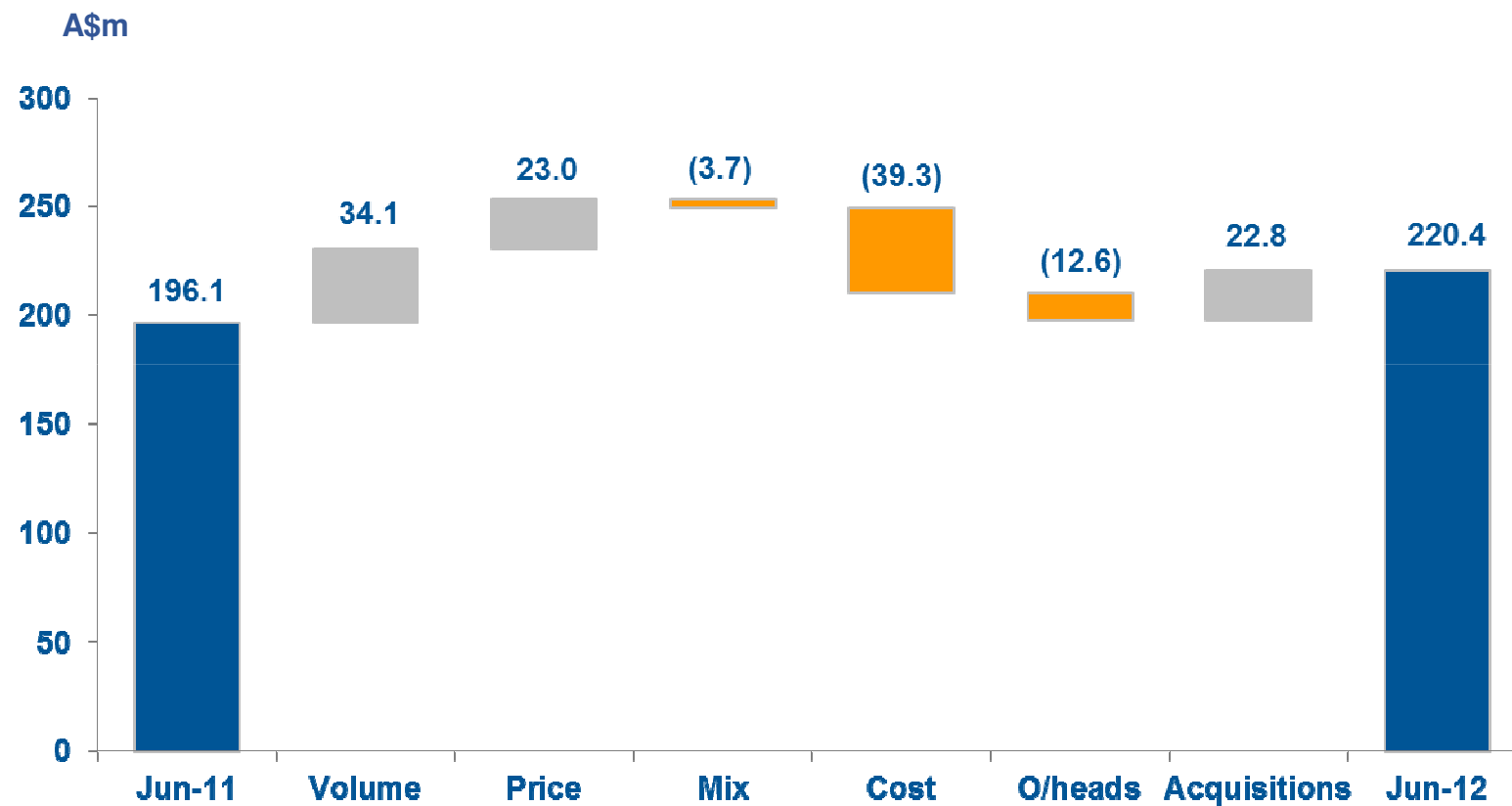
Brian Hodges

Financial Performance

A\$ Millions	12 Months to:		% Change to
	Jun-12	Jun-11	Jun-11
Sales	1,451.3	1,147.5	26%
EBITDA	220.4	196.1*	12%
Depreciation	41.8	35.8	(17%)
Amortisation	6.5	8.3*	22%
Borrowing costs	33.4	32.9	(2%)
PBT	138.6	119.2*	16%
Tax Expense	38.1	32.0	(19%)
NPAT	100.5	87.2*	15%
EBITDA/Sales	15.2%	17.1%	(2%)
EPS (cents)	60.5	60.7	(0%)
DPS (cents)	41.0	39.5	4%

* Dec-10 Amortisation, EBITDA, PBT, NPAT after adjusting for impairment charges of \$12.2m after tax.

EBITDA Movements



Divisional Sales and Margins

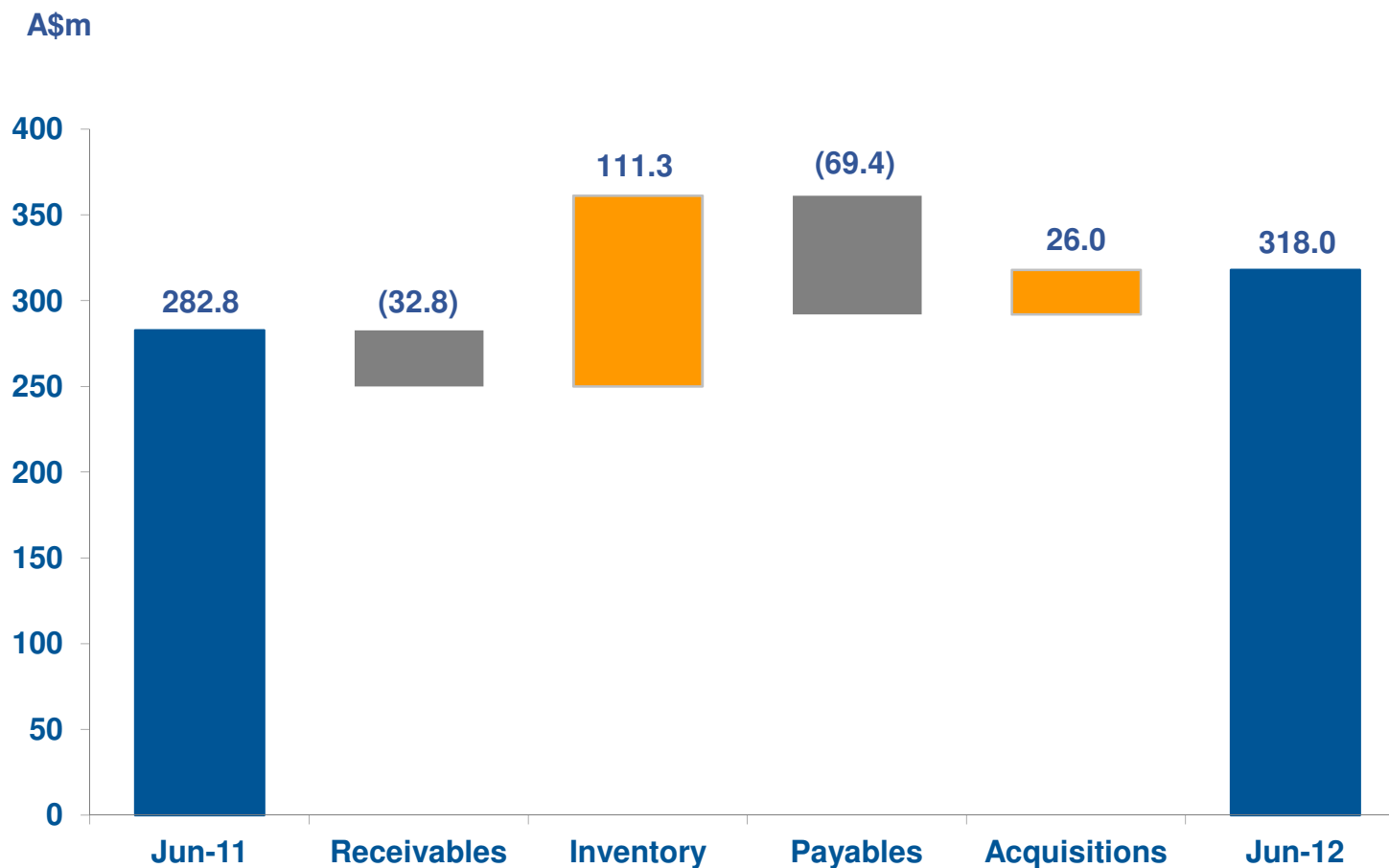
	Jun-12	12 Months to: Jun-11	% Change to Jun-11
Sales			
Mining Consumables	648,018	532,269	21.7%
Rail	330,201	213,555	54.6%
Industrial	94,607	84,264	12.3%
Engineered Products	347,149	289,064	20.1%
Unallocated	31,281	28,321	10.5%
Total Sales	1,451,256	1,147,473	26.5%
Gross Margin			
		% to sales	% to sales
Mining Consumables	220,169*	34.0%	194,044 36.5%
Rail	45,042	13.6%	48,582 22.7%
Industrial	29,477	31.2%	26,096 31.0%
Engineered Products	117,514	33.9%	96,013 33.2%
Unallocated	19,596	62.6%	15,842 55.9%
Total Margin	431,798	29.8%	380,577 33.2%

* Mining Products margin adjusted by \$2,294 for Norcast inventory fair value expense at acquisition.

Cash Generation in F12

A\$ Millions	12 months to:	
	Jun-12	Jun-11
EBITDA	220.4	189.4
Working Capital	(35.2)	(98.4)
Non cash items	19.9	8.9
Interest & Borrowing Costs	(31.6)	(36.2)
Income tax payments	(52.3)	(31.3)
Other	0.0	0.0
Operating Cash Flow	121.2	32.4
Capex	(131.9)	(63.0)
Free Cash Flow	(10.7)	(30.6)

Working Capital Movements



Capital Management – Key Measures

	Jun-12	12 Months to: Dec-11	Jun-11
Net Bank Debt (A\$m)	442.8	475.1	231.6 [*]
Gearing (net debt/net debt plus equity) %	38.1%	40.4%	26.3%
Gearing (net debt/EBITDA)	2.01	2.28	1.18
Interest Cover (EBITDA/Interest cost)	6.50	6.69	6.49
Working Capital to Sales %	21.9%	23.1%	24.9%

* At the end of 2011, cash at bank of \$152 million was on hand from the share placement in June 2011. Excluding this cash, the net debt would have been \$383.6 million.

Tenure of Debt

- The tenure of the Company's debt facilities (AUD equivalent) includes both a syndicated facility finalised in April 2011 and a USPP facility finalised in November 2011 (table below).
- The Company has significant headroom
- Cost of debt has reduced to 4.73%
- Tenure has lengthened with no refinancing due until April 2014

Facility	Amount	Renegotiation Date
Syndicated	\$277	April 2014
Syndicated	\$277	April 2016
USPP	\$49	Nov 2018
USPP	\$99	Nov 2021
USPP	<u>\$49</u>	Nov 2023
	<u>\$751</u>	

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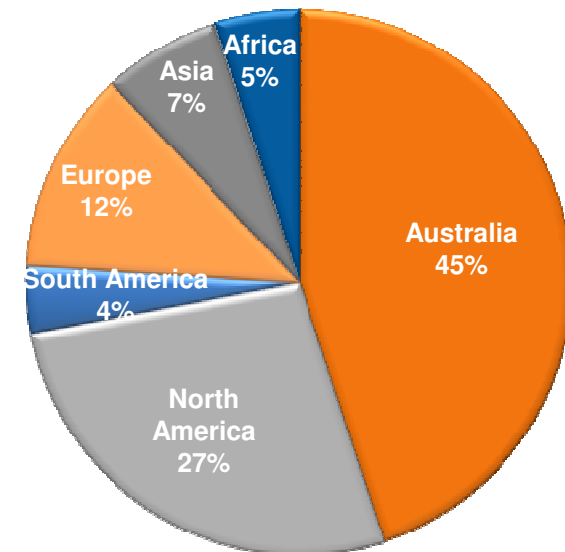
Brian Hodges

Operational Review - Mining Products

Overview

- Mining Products consists of all mining product sales including Mineral Processing Australia & America (Norcast), Fixed Plant Australia & Canada, Crawler Systems and Ground Engaging Tools (GET) & Buckets businesses
- Sales of \$648 million up 22% year on year reflecting ongoing strong demand from mining markets and contribution from acquisitions offset by reduction in GET
- Margin at 34% was down 2.5% year on year due to changes in product mix between GET and other acquisitions, which is a short term effect
- Mining products sales have commenced their globalisation in line with corporate strategy

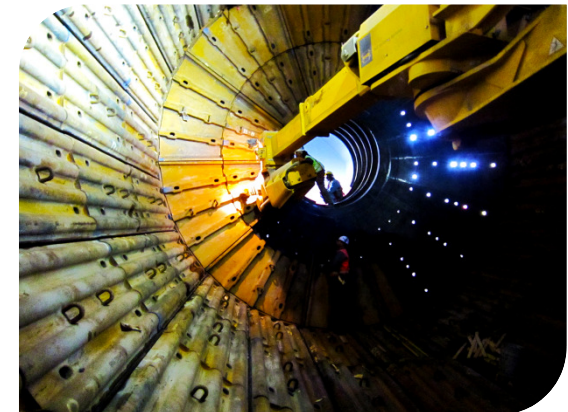
Percentage of Sales
by Region



Operational Review - Mining Products

Mineral Processing

- Sales up 108% year on year driven by organic growth and contribution from the Norcast acquisition
- Global leader in the design, manufacture and supply of mill liners to the global mining industry
- Incremental capacity increase from Australian, Canadian, Malaysian and UK foundries to meet growing demand
- Global manufacturing capacity shortage and the ability to leverage product technology offers opportunities for this business
- Business being combined into one global operation, managed from Newcastle by Bradley Ward on his return from the USA
- Market demand continues to strengthen with order books at high levels



Operational Review - Mining Products

Fixed Plant

- Sales up 48% year on year with strong contributions from the AOA and WPS acquisitions and organic growth
- Market conditions in Australia remain strong however the Canadian oil sands operations experienced flat market conditions in F12
- Manufacturing of key product lines commenced in China to meet demand at increased margins
- Expanded product offering enabling market penetration particularly in the Western Australia iron ore market
- Opportunities to roll out this business into new mining regions are expected to lead to future growth



Operational Review - Mining Products

Crawler Systems

- Sales up 40% year on year with demand from original equipment manufacturers and aftermarket remaining very strong
- Bradken is recognised as a global leader in the design and manufacture of undercarriage components for large mining class excavators
- New product releases and market penetration into North & South America and Africa continuing
- Current order book is at a record level with capacity from the Xuzhou foundry to be used to meet increased demand
- Manufacturing to be further diversified with the Scunthorpe foundry upgrade coming online in F13



Operational Review - Mining Products

GET & Buckets

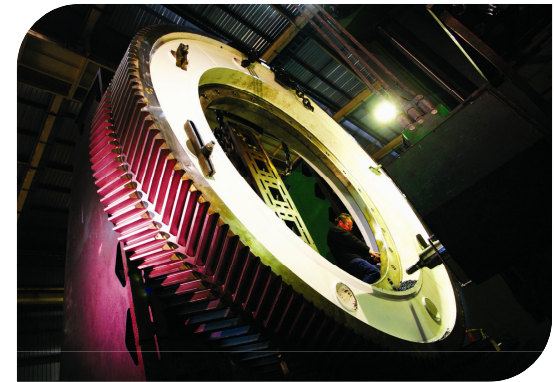
- This year marked the launch of Bradken's own ground engaging tool (GET) and excavator bucket product ranges
- Consumable GET products designed with wholly owned Bradken IP were progressively released through the year. 60% of targeted range was released by June 2012
- Market acceptance of new product range has been excellent
- Secure supply contracts in place with a number of major global mining companies
- Sales volumes have increased progressively through the year with monthly sales now 60% of historical (under licence) levels
- Sales into markets outside of Australia commenced in the second half of F12
- Sales are forecast to grow in line with new product releases and continued global market penetration



Operational Review - Industrial

Industrial

- Sales up 7% year on year in Australia driven largely by mining equipment manufacturers demand for industrial castings
- The market is impacted by loss of Australian customer competitiveness and offshore manufacturing
- Continues to be a very high margin business with some ongoing growth



Operational Review – Rail

Rail

- Sales up 56% with margins down due to cost overruns
- Manufactured and shipped a record 2,061 wagons in F12
- Two contracts executed in F12 required new designs, which caused delays and compressed manufacturing timeframes leading to lower efficiencies and higher costs
- One contract is now completed and the other contract manufactured and fully accounted for with no material financial departure from the April announcement
- Significant improvements have been made to the Rail management systems around financial reporting, supplier quality and project management
- Rail work for the first half of F13 is booked with the business operating normally



Operational Review - Engineered Products

Industrial Products

- Sales up 33% year on year with increased demand from original equipment manufacturers
- Amite expansion completed to ultimately expand capacity to 70 tons per day, with current production at 55 tons per day, up from 24 tons per day in F11
- Backlog at the end of June up 9% from the beginning of the year despite increased production
- Industry has capacity concerns as major customers indicate continuance of current strong market conditions in mining and locomotive markets into F13



Operational Review - Engineered Products

Energy Products

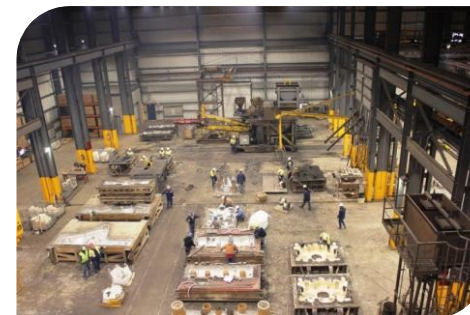
- Sales up 10% year on year
- Softness in energy markets due to gulf oil spill and Japan nuclear incidents which impacted F12 is now abating
- Anticipated approval of Keystone pipeline and growth in hot horizontal fracking market in USA should improve energy product demand in F13
- New Linatron facility completed to meet customer demand for increased radiographic testing on high integrity products leading to a greater proportion of higher margin work



Capital Expenditure

Capital Expenditure

- Overall capex spend was \$131.9 million compared with \$55.9 million for the prior period, down from forecast of \$150.0 million
- *China foundry* - \$54.3 million progressing to completion with production starting 2H13
- *Amite upgrade* - \$12.6 million completed with capacity increase from 24 to 70 tonnes per day and currently operating at 55 tonnes per day
- *Tacoma Linetron* - \$4.5 million completed and operational
- *Hunter Valley mining services facility upgrade* - \$3.5 million completed
- *GET designs and tooling* - \$10.9 million completed
- *Increased capacity at Mont Joli* - \$3.1 million completed



People & Safety

- Global Lost Time Injury Frequency Rate (LTIFR) for F12 at 4.3 which is an increase on the previous year due mainly to the inclusion of the Norcast acquisition safety performance statistics
- 19 sites were LTI free for the year
- First Global Safety Strategy Conference held in February 2012
- Minimal issues related to recruitment due to slow domestic economies
- Employment of suitably qualified and experienced people in technical disciplines remains a challenge for Australian manufacturing
- Business development programs continue to build a common culture as the business expands globally

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Underlying Business Strategies



Xuzhou Foundry Project

- New Xuzhou foundry progressing from construction to commissioning phase
- Spent \$54.3 million in F12 with \$25 million required in F13 to complete the project
- Trialing and limited production to commence in late September 2012
- Equipment installation status:
 - All building work is essentially complete
 - Furnace installed and operational
 - Pouring machine installed and operational
 - Coreshooter and moulding line partially installed and expected to be operational by the end of August 2012
 - Sand reclamation plant currently undergoing equipment fit-out
 - Aftercast equipment currently being installed and will progressively come online from September 2012. Alternative processing capabilities are available in the meantime in the rail facility
 - Separate warehouse facility and machining and induction hardening building currently under construction and due for completion in November 2012
- 5,000 tonnes to be produced in the first year of operation to 30 June 2013 with an ultimate capacity of 20,000 tonnes per annum over three shifts when fully operational
- Products to be produced will be Crawler Shoes (60%) and Mill Liners (40%)
- Sales from this product mix will equate to \$25 million in F13

Xuzhou Foundry Project



Outlook

- Limited visibility beyond the first half due to global economic uncertainty with coal markets appearing to be disproportionately impacted
- Bradken is holding a record order book, with strong order intakes continuing at this time and first half production likely to remain at full capacity
- Margins will continue to be strongly defensible, but we are minimising capital expenditure until the outlook becomes clearer
- Capital expenditure is limited to committed projects with \$45 million expected in 1H13 of which \$25 million is for Xuzhou foundry and second half expenditure dependent upon the outlook, but can be contained to \$15 million
- F13 sales will benefit from the various expansions including Tacoma, Amite and Xuzhou foundries and also with the ramp up in high margin ground engaging tool sales
- There is no debt maturing in the period or near term, with gearing potentially reducing quickly in the second half



PROUD TO BELONG

Thank You

