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Ian Smith - Managing Director and CEO
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Global Leader in Mining Services

1. World’s largest provider of commercial explosives to mining and infrastructure markets with 28% global market share

2. Global leader in the provision of ground support in mining and tunneling

3. Leading global supplier of cyanide for use in gold extraction

4. Australia and New Zealand’s largest supplier of chemical products to mining, water treatment and other industrial markets

5. ASX listed with market capitalization of approximately A$9.6B (ASX Top 30)
Australian Base - Global Footprint

~15,000 Employees
Operations in 50 countries
Customers in over 100 countries
• 90% of Group EBIT is generated from mining related industries including quarrying and construction

• Broad mining exposure – from coal and iron ore to base and precious metals and diamonds

• Wide geographic spread

• Commodity and geographic diversity reduces earnings volatility
Attractive Industry Fundamentals

- Long term growth in commodity volumes, driven by industrialisation and urbanisation
- Declining ore grades and increasing strip ratios and ore-body complexity
- Efficiency and productivity focus drives demand for game-changing technology, products and services
Growth in Global Commodity Demand: 2010 - 2030

- Nickel
- Copper
- Aluminium
- Zinc
- Lead
- Iron ore
- Coal

Change in global demand, 2010 - 2030

Source: ABARES, Deloitte Access Economics – Commissioned by Minerals Council of Australia
Attractive Industry Fundamentals

Growth in Australia (1982 – 2011)

- Ammonium Nitrate Demand: CAGR 9.0%
- Iron Ore & Minerals Prod.: CAGR 5.8%
- Coal Production: CAGR 4.4%

Sources: Orica, ABARES
Attractive Industry Fundamentals

Gold Production and Ore Grades

Cyanide Demand

1. Thomson Reuters GFMS Mine Production Extract Gold Survey – April 2012
Strategy

Strategic Imperatives
- Refine the customer value proposition
- Develop people capability & competence
- Stabilise the capital spending program
- Drive common systems and processes
- Focus on performance metrics & targets
- Renew manufacturing reliability & integrity
- Integrate Minova into Mining Services
- Secure low cost & capital efficient supply
- Build multiple reliable customer supply

- Orica

- Competitor

Drive to make internally

Willing to source externally

Input sourcing
Initiatives Supporting Strategy
1. **Structure**
The new structure; with centralised functional support/services that assist the value chain steps of Research and Development, Manufacturing and Mining Services and Chemicals; will enable Orica to grow without the need to duplicate and replicate functional groups for each individual component of the organisation.

2. **Sourcing and Logistics**
Through our international network we identify the best and most efficient means by which we not only acquire, produce and develop our products and techniques, but provide cost effective multiple channels of supply to ourselves and our customers.

3. **Manufacturing Excellence**
Concentration on consistency and constancy of production through the shared application of maintenance, process control and meeting market demand through integrated planning and demand profiling.

4. **Value in Use**
By applying products and techniques in unique and tailored platforms we can share in the upside of our customers being better able to utilise their capital and resources.
Over 50% of our mining related EBIT is generated within the area shown in the adjacent map.

Security and flexibility of supply is supported by:

1. Four large AN prill plants (post Burrup)
2. Numerous emulsion plants
3. Extensive storage capacity & locations

These supply points also provide options for supporting Africa and South America.
A deep dive has been performed into Kooragang Island operations

- Operational and process improvements identified for the next 12 months
- Plant improvements implemented to reduce the risk of major incidents

Results already achieved include:

- All maintenance measures improving month by month
- Enhanced safety and environmental performance
- Plant production more stable

The same process will be progressively applied to all AN and IS manufacturing sites
4. Value in Use

Accounts Won and Lost at Tender

October 2011 to September 2012

- Existing customer account: 82%
- Competitor-held account: 57%
- Green-field account: 44%

Lost: 18%
Won: 82%

October 2012 to February 2013

- Existing customer account: 99%
- Competitor-held account: 58%
- Green-field account: 26%

Lost: 1%
Won: 99%
Service, supply chain and product differentiation are the most important factors to our customers.
4. Value in Use

Moving Towards Service Orientated Product Offering
YTD 2013 versus Q4 FY 2012

-28%
22%
6%

-40% -30% -20% -10% 0% 10% 20% 30%

Product
On-site service
Advanced blasting service
Mine Site Conditions for Ongoing Growth in Demand for Explosives

The energy used (% of total site consumption) in completing the following functions on a typical mine:

- drilling / blasting ~ 2%
- excavation / hauling ~ 10%
- grinding / crushing ~ 53%

Optimising the use of explosives not only saves total energy consumed on a mine site but improves dig rates leading to decreased excavation times while increasing the throughput of the grinding and crushing equipment; this all leads to

GREATER PRODUCTIVITY

(the following tested examples of value in use reinforce the point)
4x increase in powder factor results in
- 40% increase in mill throughput
- 33% reduction in mill energy

4x increase in powder factor results in
- 28% increase in mill throughput
- 23% reduction in mill energy
4. Value in Use

Mines are facing increasingly frequent challenging geological formations

“Through Seam Blasting” provides a solution to these by:

• Increasing the percentage of resource recovered
• Reducing strip ratio
• Providing the ability to selectively mine multiple seams
• Reducing total mining costs per tonne
• Turning previously non-economic resources into economically feasible prospects
Projects
• Indonesian plant commissioned with capacity of 300 - 330ktpa

• Proven ability to manufacture to nameplate capacity and product quality within specification

• Export licence received which will enable flexibility in the supply chain
• Construction is substantially complete with commissioning underway

• Commissioning will occur progressively over the next 12 – 18 months

• Total project cost expected to be within initial AUD estimates

Initial production scheduled for 2013
Miners have reaffirmed iron ore projects which will deliver > 800mtpa by end of 2015

Burrup JV

- NW Iron Ore = geographic & commodity diversification
- Site earthworks and civils underway with late 2015 commissioning
- Unique project & capital structure that reduces capital risk:
  - $110M entry fee
  - 45% of project capital
  - 100% marketing rights to all AN
  - 94% of revenue from sales of AN associated initiating systems and services to Pilbara customers
  - 45% of profit from AN sales (inclusive of the 6% revenue contribution from sales of AN associated initiating systems and services)

Announced Iron Ore Production Increases North West Regions (mtpa)

15% CAGR
Kooragang Island Expansion

• Project feasibility work is complete and all statutory planning approvals have been obtained

• An engineering pathway for construction has been confirmed and a detailed technical appraisal has been presented to the Board

• Most long lead items have been ordered

• Discussion with customers will be undertaken to confirm market growth profile

Timing is subject to further discussion with customers given market conditions
Unique Profile and Opportunities

Profile

• Global market leadership
• Strong manufacturing position
• Attractive industry fundamentals
• Multiple growth opportunities
• Ground breaking technology

Opportunities

• Growth in commodity volumes, driven by industrialisation and urbanisation
• Declining ore grades & increasing strip ratios & ore-body complexity
• Efficiency & productivity focus drives demand for game-changing technology, products and services