



Ausenco Limited

UBS Emerging Companies Conference

Craig Allen
Chief Financial Officer

1 April 2009

Overview

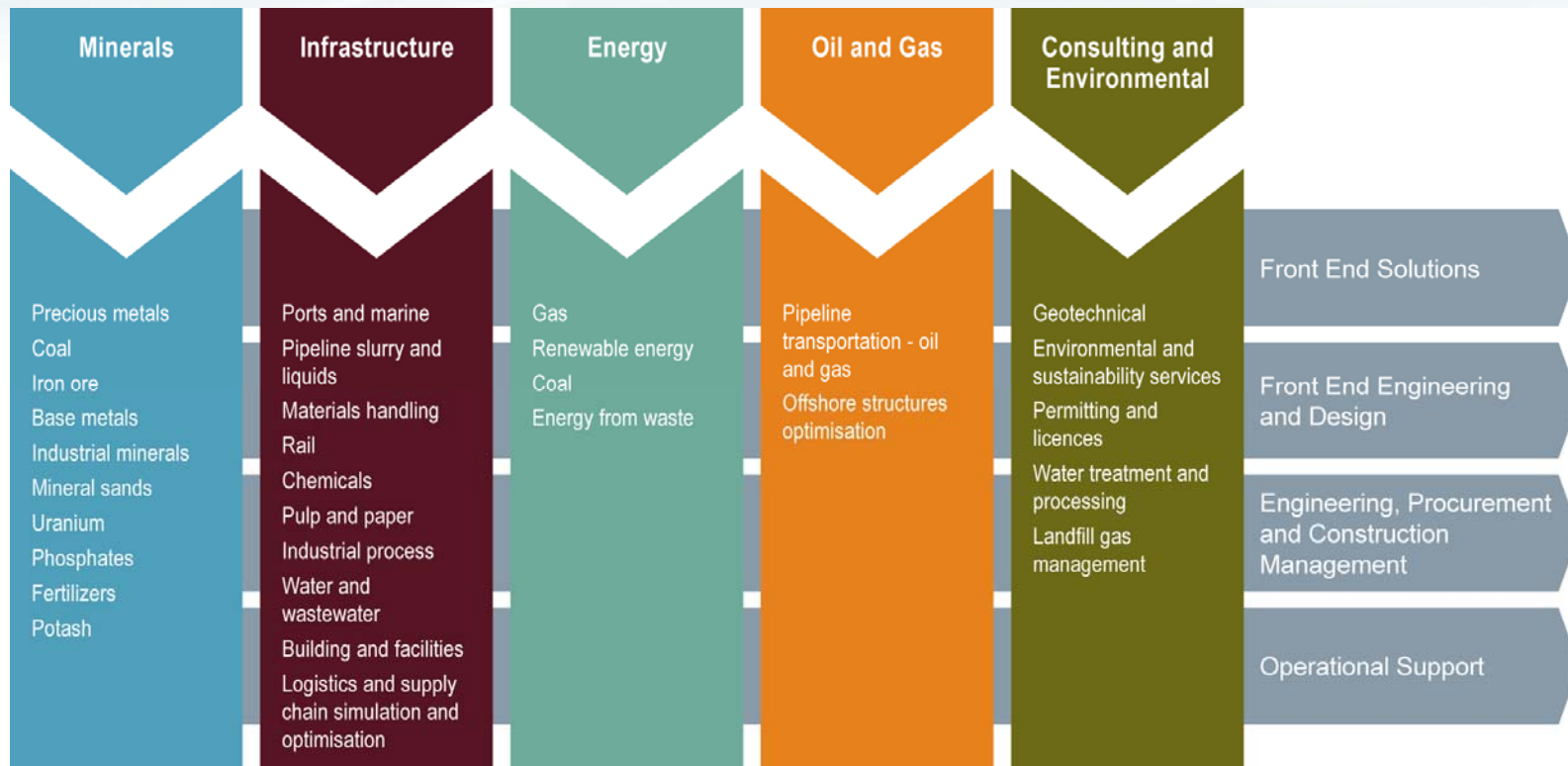
- Who we are
- Our expertise
- How we work
- Delivering solutions
- Long term client relationships
- Recent contract wins
- Future focus
- Questions



Who we are



“Ausenco is a leader in engineering, project management and operation management solutions to the resource and energy industries”

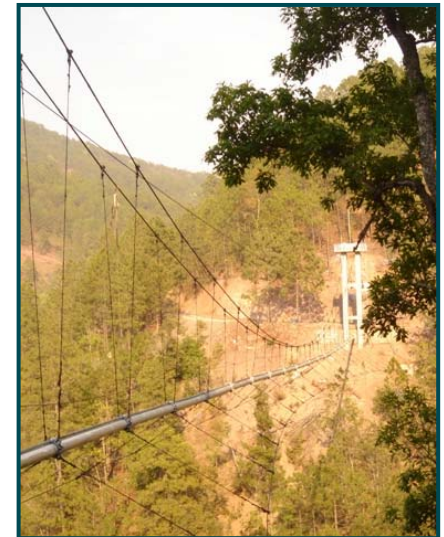
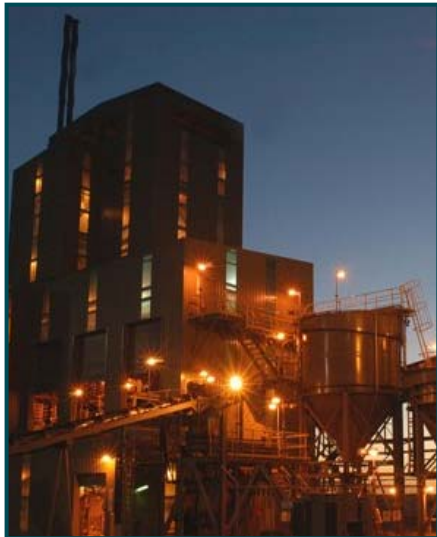


Operating from **26** offices in **13** countries

Our expertise



- We have completed resource projects in more than 33 countries
- We have completed over 70 arctic developments
- We have completed 400 major ports and terminals and 5,000 transport projects
- We are world leaders in pipeline systems: we hold 85% of specialised slurry pipeline market



Our expertise



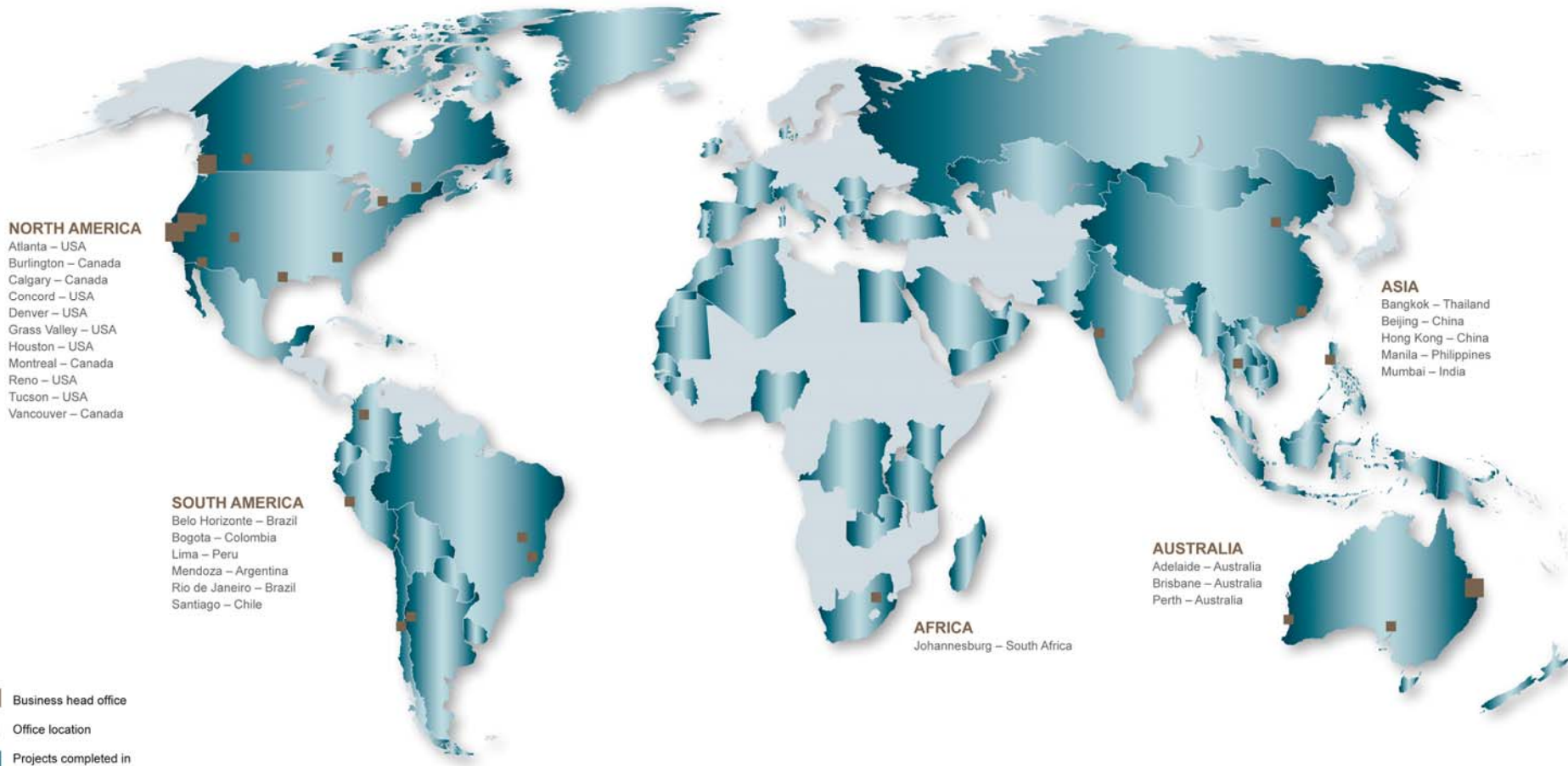
We have:

- Engineered a pipeline system 3,500 metres above sea level in the rugged Andes
- Constructed gold processing plants in China and the remote PNG highlands
- Engineered one of the world's largest offshore wind farms
- Designed and built a nation's largest combined cycle, natural gas-fired power plant

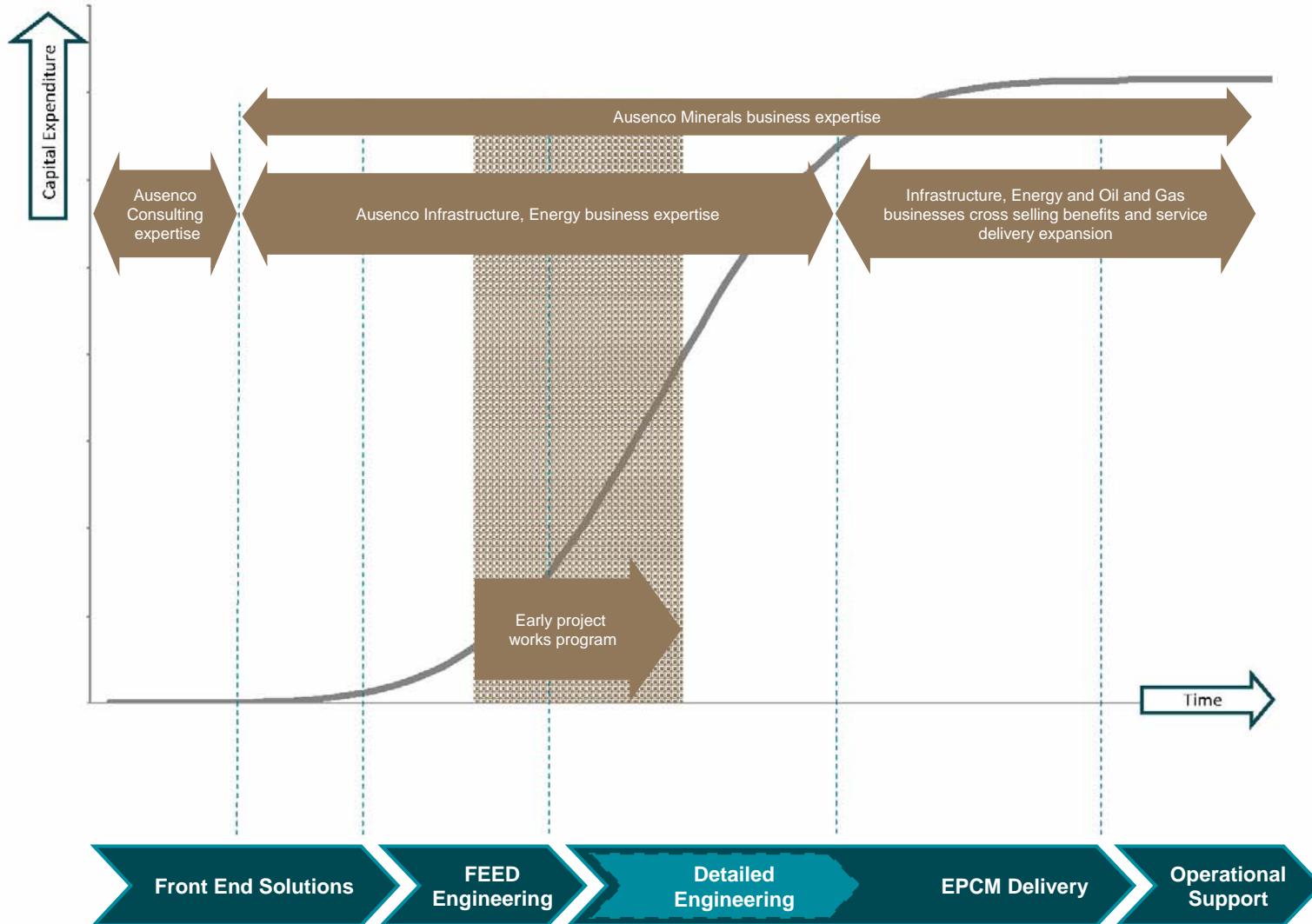
How we work



- Global teams – right people for the right job
- Global procurement network
- Collaboration and cross selling across business
- High value engineering centres: Manila and Mumbai



Delivering solutions: Broaden client service offering



Delivering solutions: Diverse client service offering

“... more than a base and precious minerals EPCM service provider...”

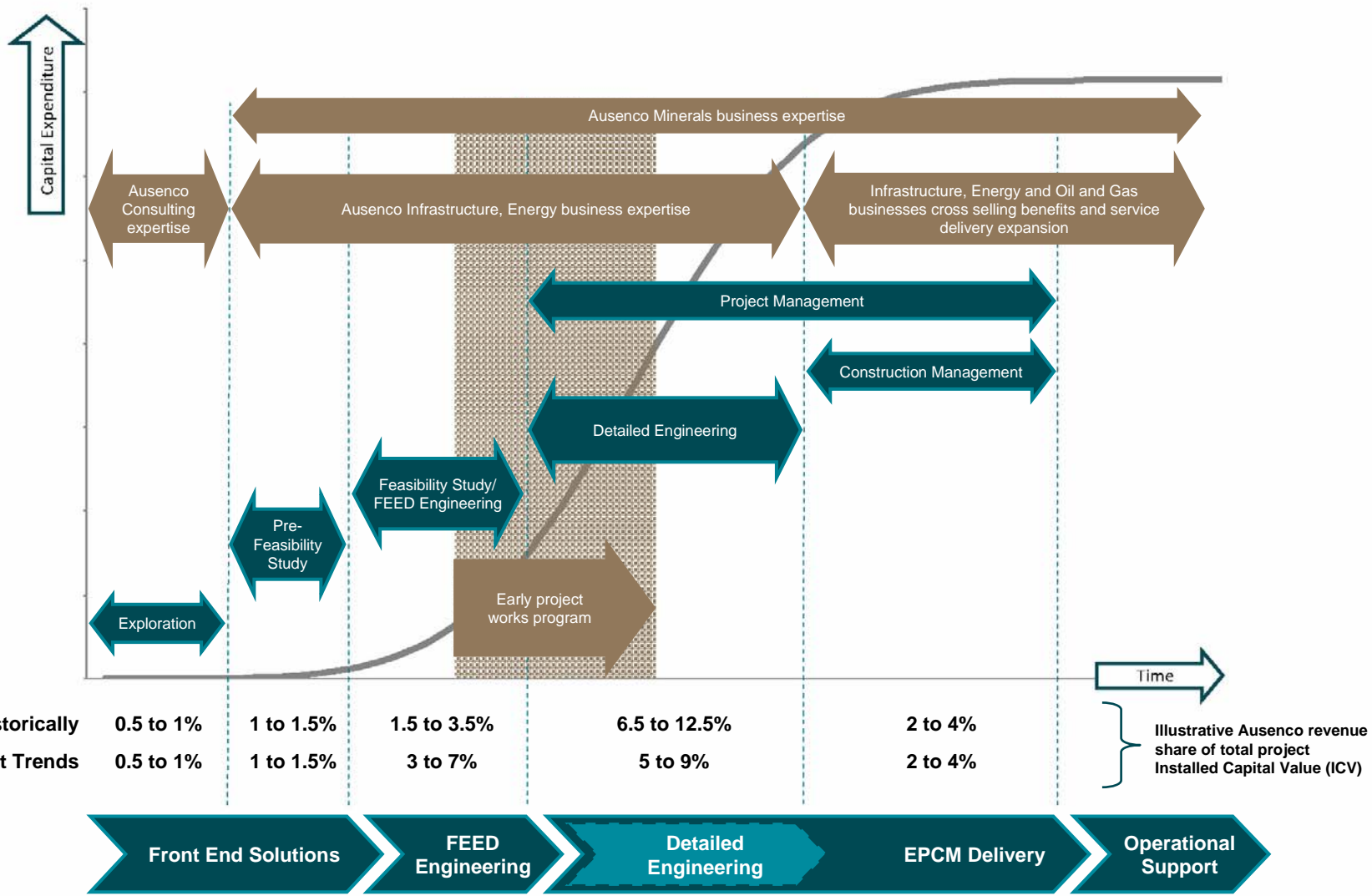


- **Delivering sector / commodity diversification**
 - Counter-cyclical revenue streams
 - Iron ore, coal, energy, oil and gas
 - Over 1/3rd revenue from infrastructure projects
 - Larger projects – US\$500 million +
- **Fuller range of project lifecycle services**



- **Greater proportion of study and detailed engineering revenue**
 - US\$24.5 billion in study / FEED projects
 - Entry point to deliver EPCM solutions
 - Strengthen long term relationships
 - Enhances project knowledge to add client value

Long term client relationships: Extend project lifecycle offering



Long term client relationships: Sustainable earnings



- **Long term client relationships**
 - Providing significant study and engineering project opportunities
 - Many relationships 7 years +
- **Diversified stable client base**
 - Revenue now from:
 - Numerous short-term to long-term assignments annually
 - Many global major (20%) and mid-tier (59%) organisations
- **Cross selling service offerings**
 - Full flexibility and skills in delivering post-study solutions across detailed engineering, PCM and full EPCM service spectrums

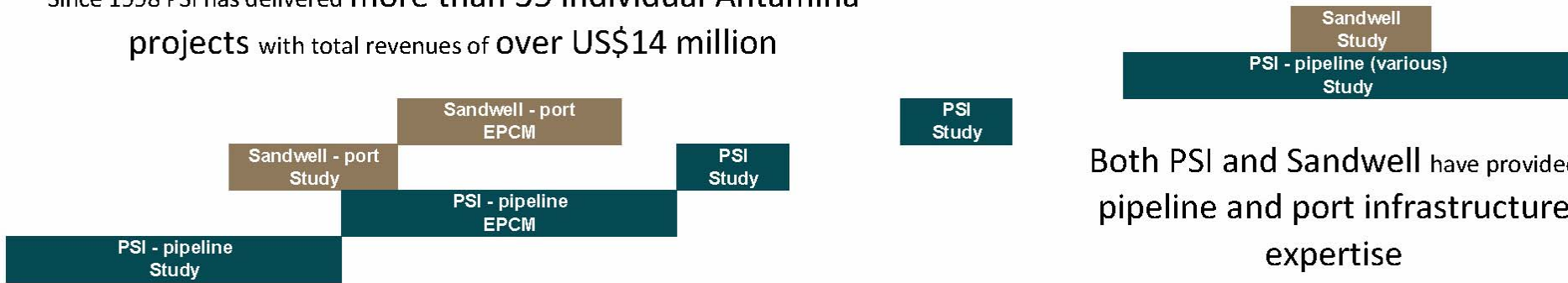
Long term client relationships: Minera Antamina Copper, Peru



“... 13 year relationship to the world’s third largest copper / zinc project ...”



Since 1998 PSI has delivered more than 35 individual Antamina projects with total revenues of over US\$14 million



Both PSI and Sandwell have provided pipeline and port infrastructure expertise

Our involvement

- Original site selection of port facility
- EPC contract for port (joint venture)
- Pipeline route and optimisation studies
- Basic engineering and design for 300km slurry pipeline connecting mine to port
- EPC joint venture for port / terminal
- Ongoing operating assistance and small related projects

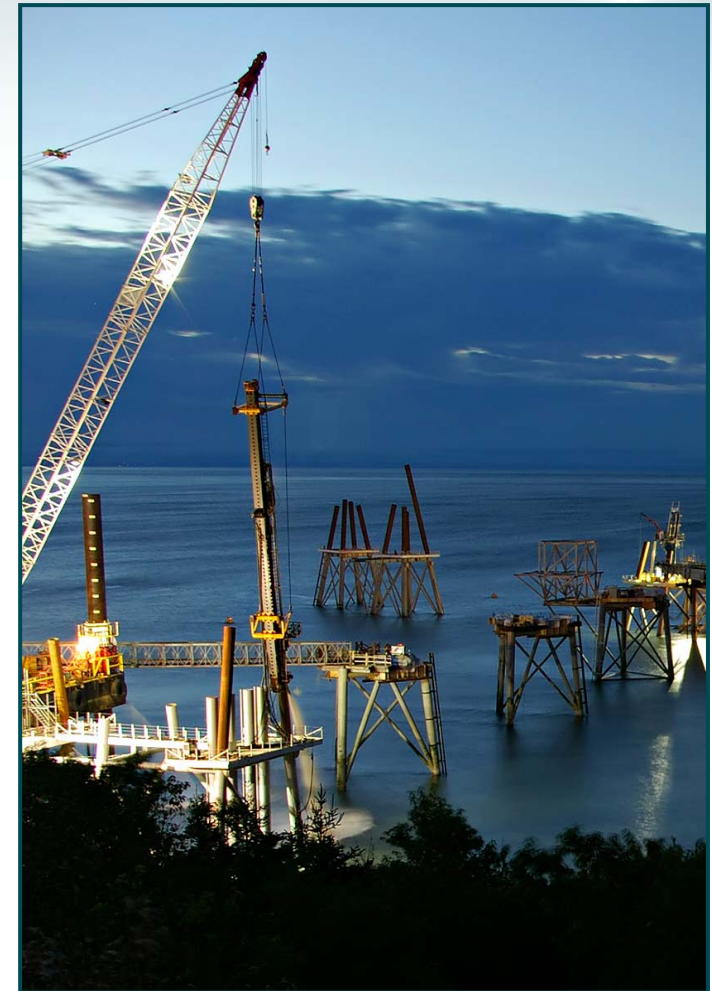
“... from an altitude of 4,300 metres in the Andes, PSI designed 300 km pipeline to enable delivery of 1.8 Mtpa of concentrate ...”

Long term client relationships: Canaport LNG Terminal, Canada



Client: Irving Oil – Repsol Partnership

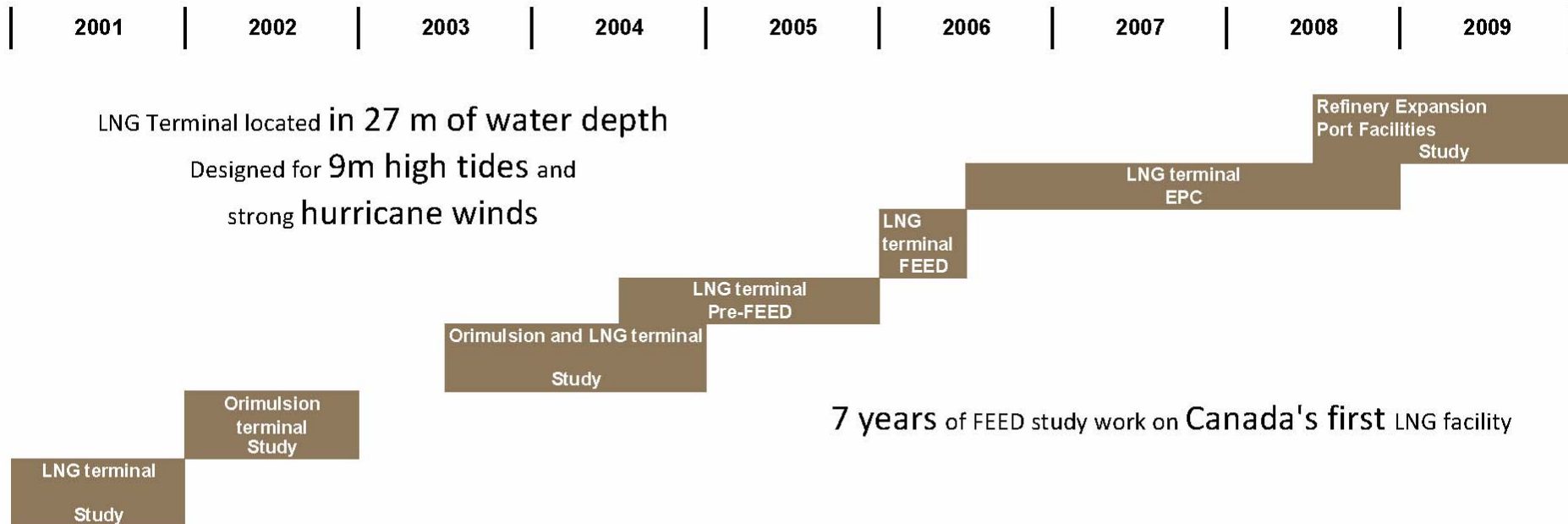
- LNG receiving and regasification terminal
- Canada's first LNG terminal
- Export 28 million cubic metres of natural gas
- 20% of natural gas needs of north eastern US and Canadian markets
- Challenging location
 - highest tides in the world
 - difficult geological and weather conditions



Long term client relationships: Canaport LNG Terminal, Canada



“... 8 year relationship delivering Canada’s first LNG terminal ...”



LNG Terminal located in 27 m of water depth

Designed for 9m high tides and strong hurricane winds

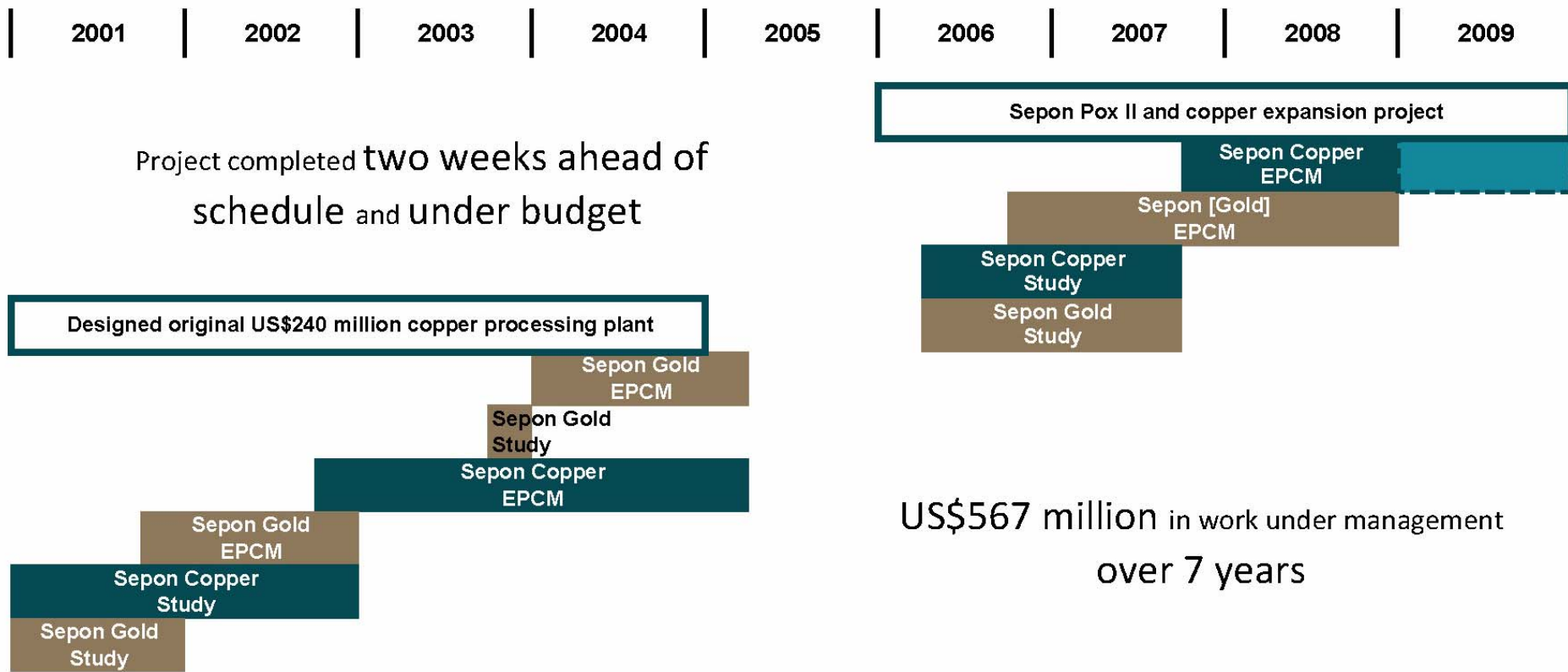
7 years of FEED study work on Canada's first LNG facility

Note: Orimulsion = Crude oil emulsified with water

Long term client relationships: Sepon Copper, Laos



“... client relationship since 2001 delivering innovation in remote and challenging environment ...”



Recent contract wins



- **Bahia Mineração Expansion Project**
 - Expansion of iron ore mining and export facilities
 - Conceptual and basis design offshore structures
 - Simulation modelling
 - Design services for mine, port, rail loadout and railcar dumpers
- **Samarco Port Ubu Expansion Project**
 - Simulation modelling new iron ore loading berth
- **Port Mann Water Supply Tunnel Project**
 - Engineering services for new water supply tunnel
- **Duteau Water Treatment Plant**
 - Additional services contract for program management
- **Crazy Horse Landfill Design and Landfill Gas Management**
 - New environmental management contract at California landfill

Future focus



- Continue to pursue project delivery conversions and extension opportunities
- Previously cancelled and deferred projects being re-visited by project sponsors
- Challenging markets presenting opportunities. Group strongly positioned
- Identify and pursue opportunities in energy and oil and gas space
- Extended service and geographic diversity provides sustainability
- Clients defer capital commitments to optimise input costs – detailed engineering continues
- Experienced management team focused on the basics

Thank you

