

Campbell Brothers Limited

Investors Overview

Full Year 2008-09

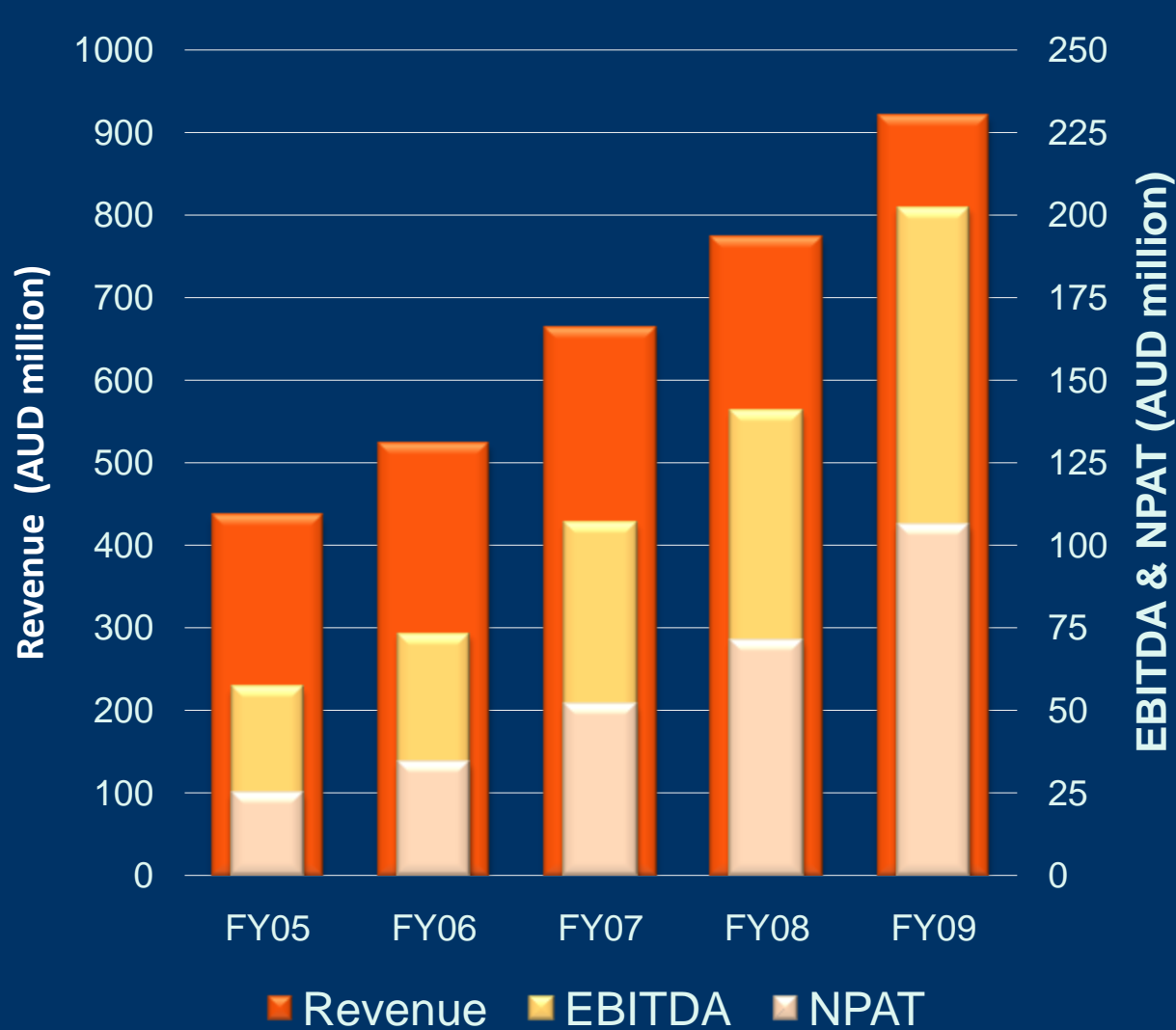
All Financials Exclude the Gain Made in 2007-08 on the Sale
Campbell Brothers' Shareholding in CCI Holdings Limited



CAMPBELL BROTHERS
LIMITED

- Greg Kilmister (Managing Director)

March 2009 Full Year Snapshot (pre unusual items)



REVENUE

31st March 2009

\$920m

19%

EBITDA

31st March 2009

\$202m

44%

NPAT

31st March 2009

\$106m

49%

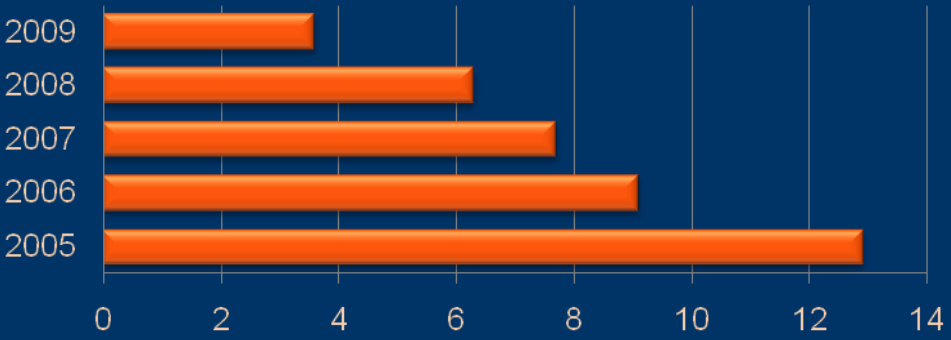
Full Year Results (Excluding Unusual Items) - Overview

| | <u>Mar 08</u> | <u>Mar 09</u> | <u>Change</u> |
|-----------------------------------|---------------|-------------------|---------------|
| Revenue (\$m) | 772 | 920 | 19% |
| EBITDA (\$m) | 139.9 | 202.3 | 45% |
| Profit before tax (\$m) | 102.0 | 150.7 | 48% |
| Net profit after tax (\$m) | 71.3 | 106.2 | 49% |
| Wtd. ave. number of shares | 51,972,000 | 52,598,000 | 1.9% |
| Earnings per share (c) | 137.1 | 201.9 | 47% |
| Full Year Dividend (c) | 95 | 100 | 5% |
| Number of employees (FTE) | 5866 | 5717 | (3)% |
| Safety Statistic – LTIFR | 6 | 4 | |

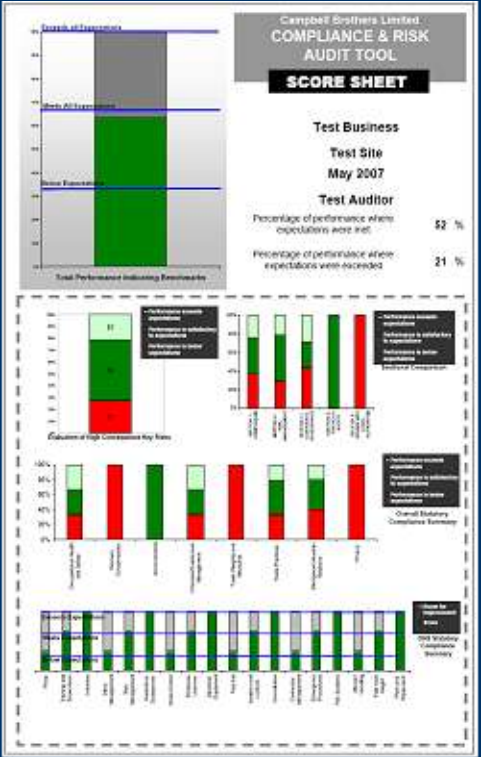
Compliance and Risk Program

Group LTIFR

- Achieved LTIFR of 4 across the Group
- Total of 362 days lost versus 875 days in the previous year
- Reduced workers compensation premiums by 11% in Australia



Frequency of Days Lost from Injury



- Strong audit program measuring the effectiveness of compliance and risk management controls
- Energy audits produced savings of \$140,000 in Australia
- Waste management targeted through 2008-10

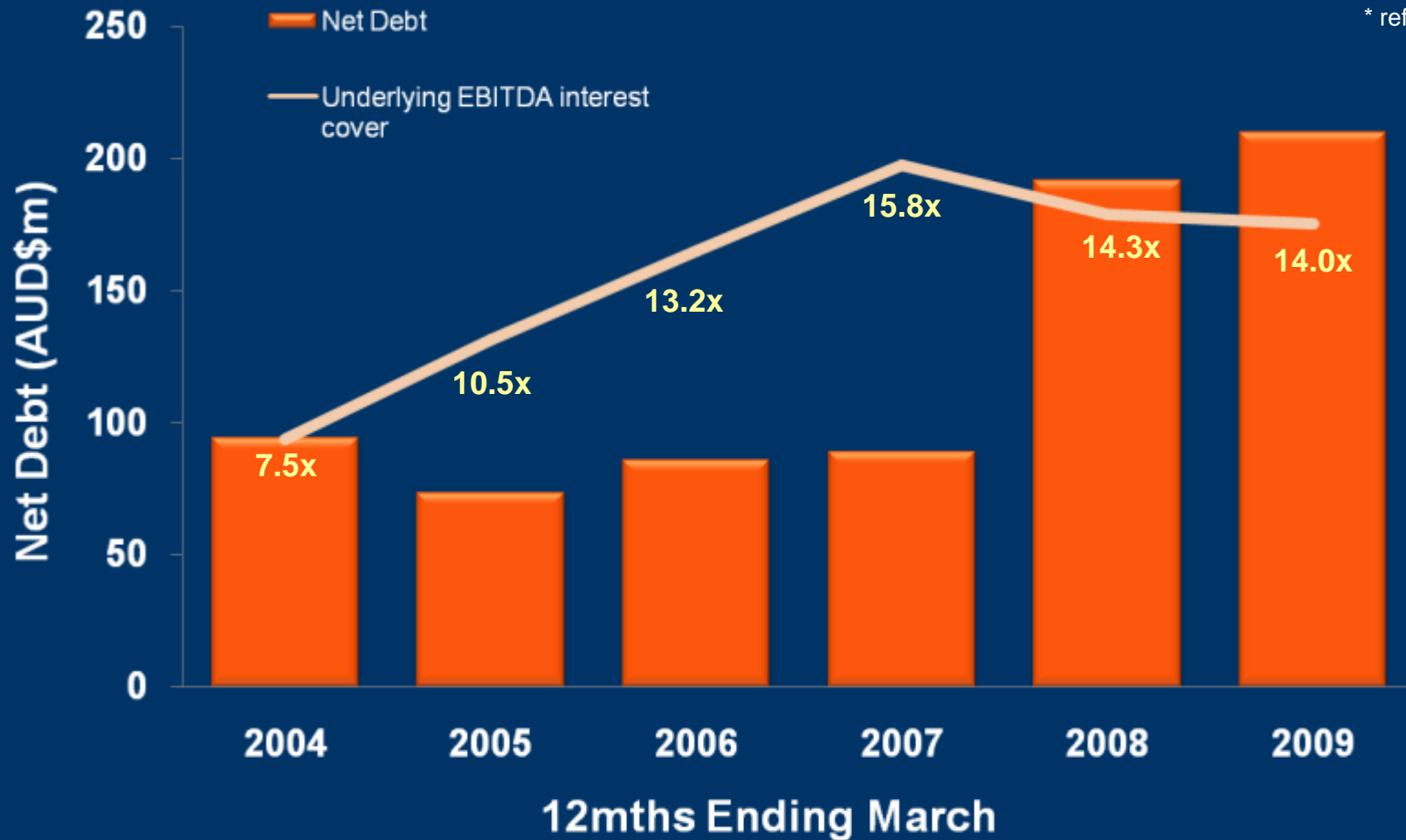
Maintenance of Strong Historical Growth



Funding Strength

CBL DEBT FACILITIES SUMMARY at March 2009

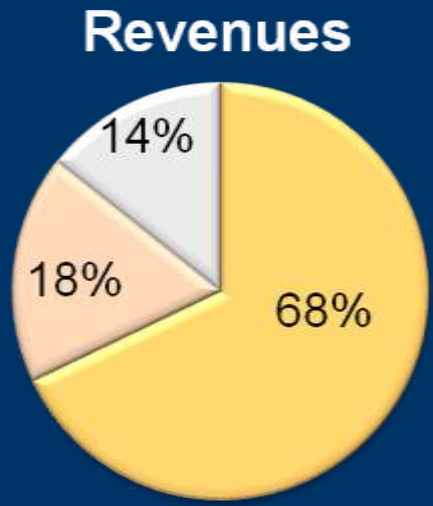
| \$AUD million | Nov-09* | May-10 | Nov-10 | Nov-11 | Total |
|---------------|---------|--------|--------|--------|-------|
| Committed | 200 | 60 | 30 | 120 | 410 |
| Drawn Mar 09 | 171 | 0 | 0 | 96 | 267 |
| Available | 29 | 60 | 30 | 24 | 143 |



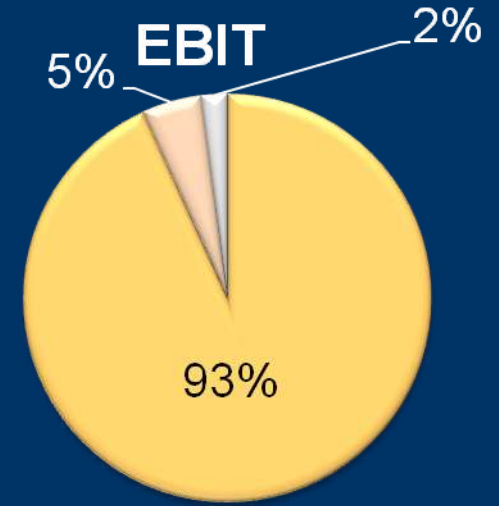
* refinanced in May 09

Note: Underlying EBITDA interest cover based on net interest

Group Segment Performance 2008-09

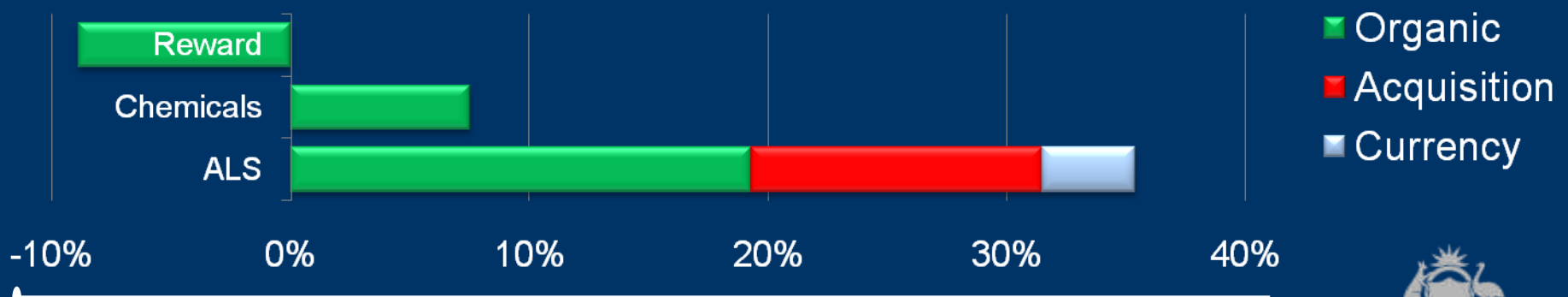


ALS Laboratory Group
Campbell Chemical
Reward Distribution Group



| | <u>ALS Group</u> | <u>Campbell Chemicals</u> | <u>Reward Distribution</u> |
|---------|------------------|---------------------------|----------------------------|
| Revenue | \$629 million | \$164 million | \$133 million |

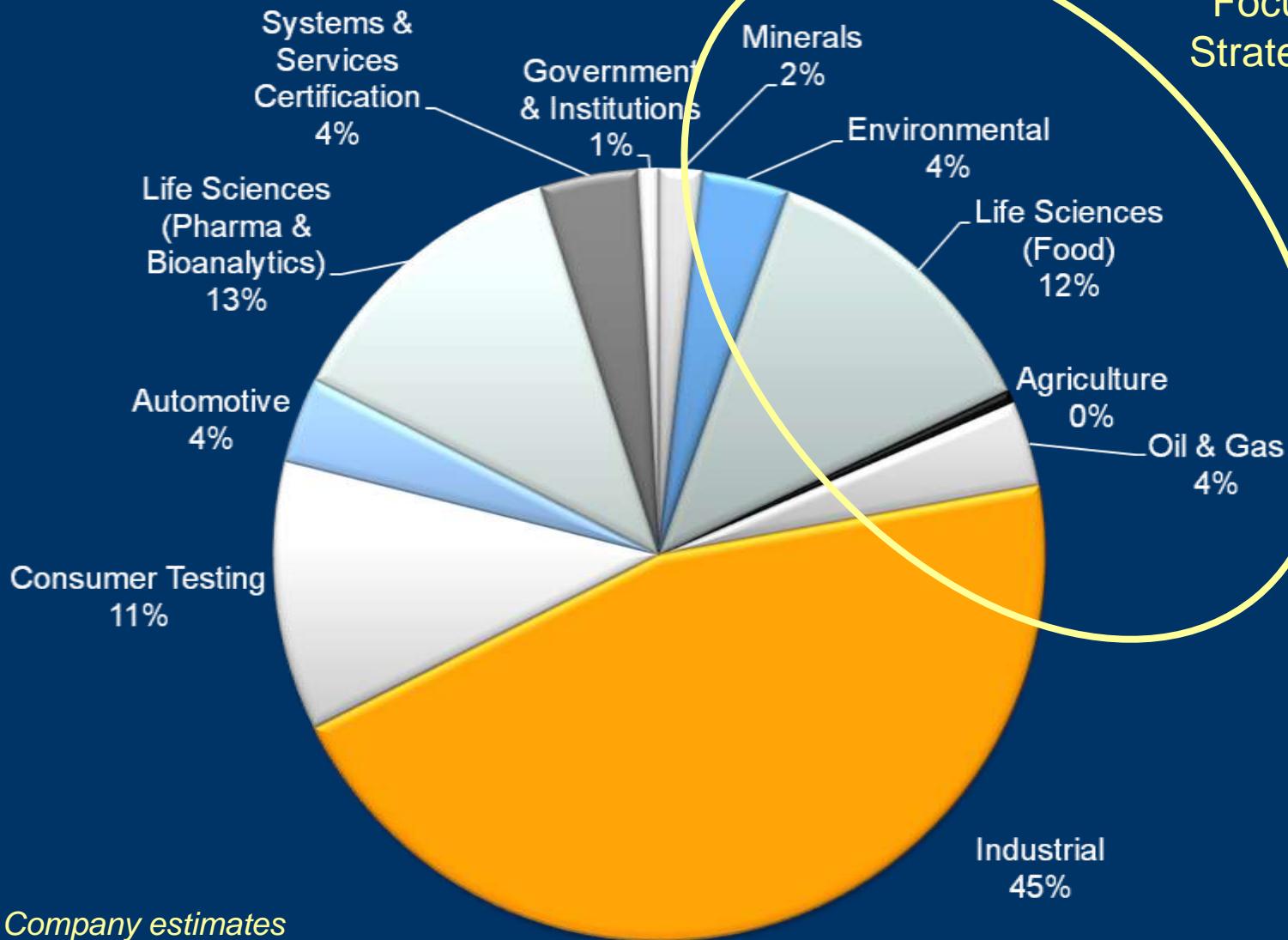
Source of Revenue Growth



Global Testing Inspection & Certification

Market - AUD 95 billion in 2008

Focus of the new Strategic Plan 2007

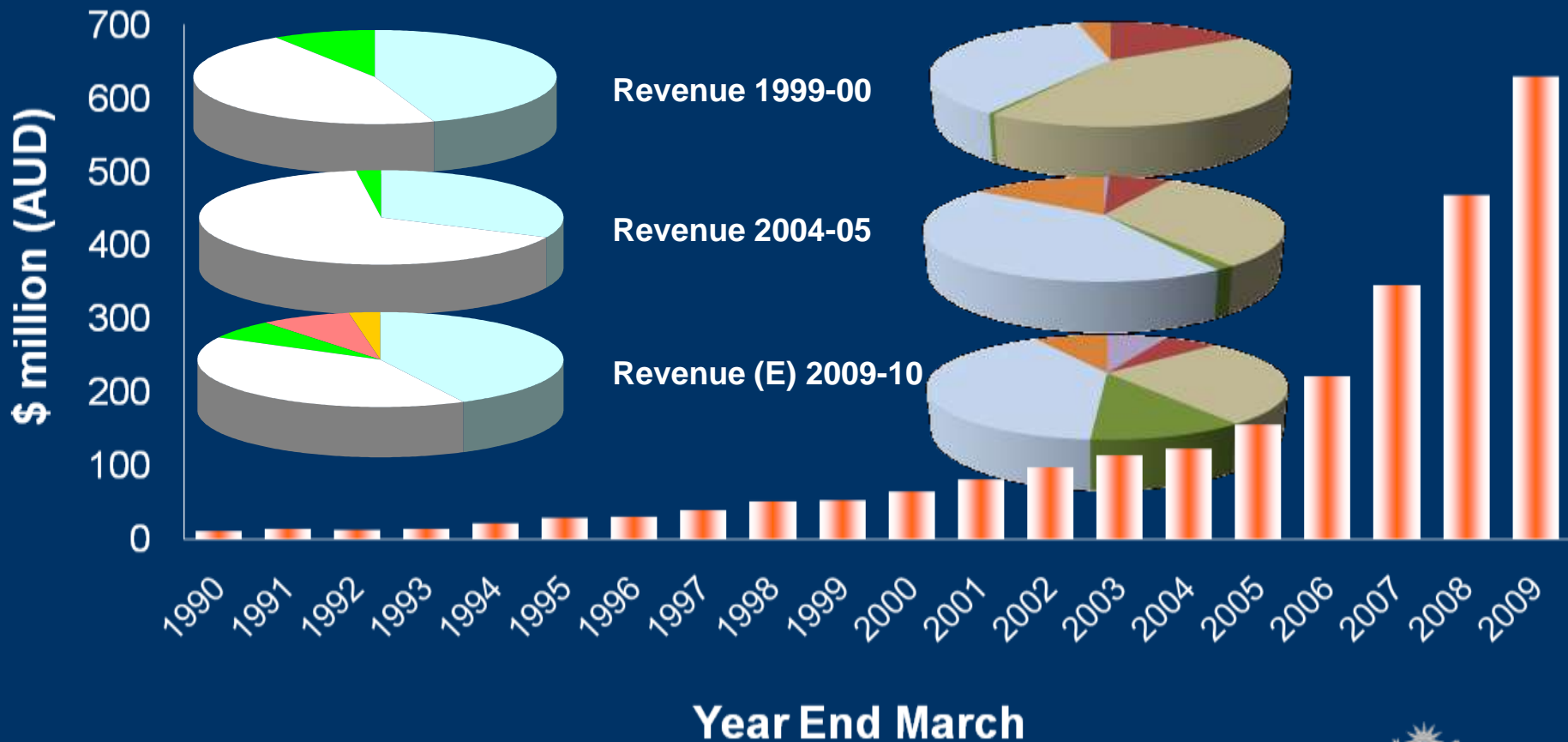


Company estimates

ALS Revenue Growth

Consistent Long-term History of Growth

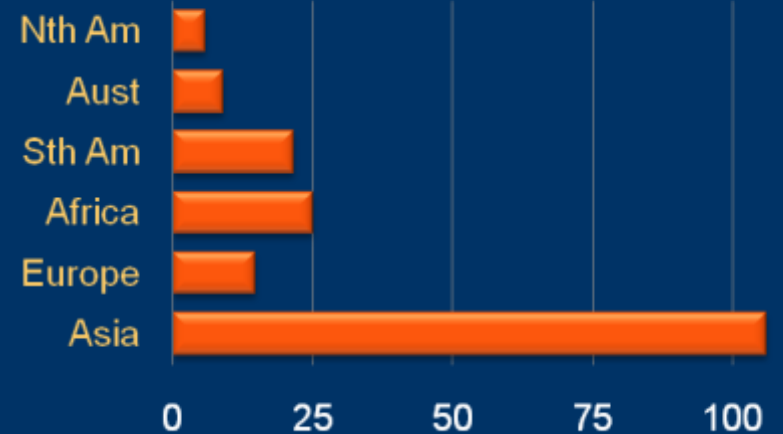
Environmental Minerals Tribology Coal Food
 Africa Asia Australia Europe North America South America



ALS Mineral Division 2008-09 cf 2007-08

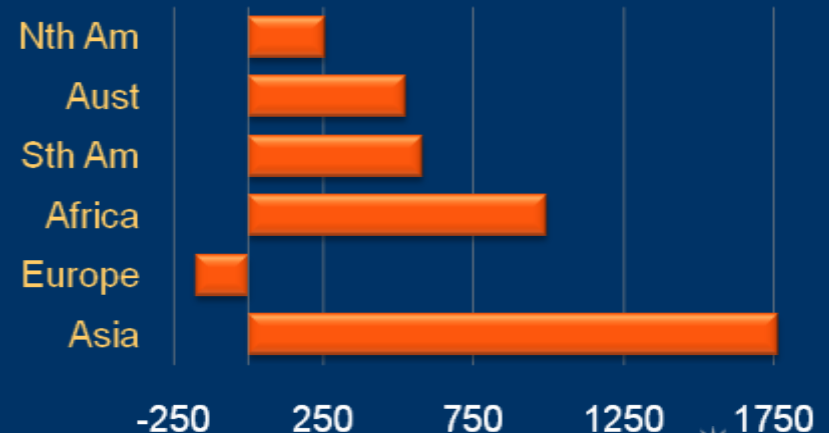
- Strong revenue growth globally although softening in the market from Oct 08 in some regions, and all regions by Dec 08
- African growth very strong on the back of further mobile prep lab deployment
- Asia coming off a low base
- All regions successfully diversifying into bulk commodities

Percent Revenue Growth (local \$)



- North America impacted by restructuring costs
- Australia, South America & Africa particularly strong performance
- Europe impacted by start-up operations in Spain and Finland
- Asia improving and now breaking even

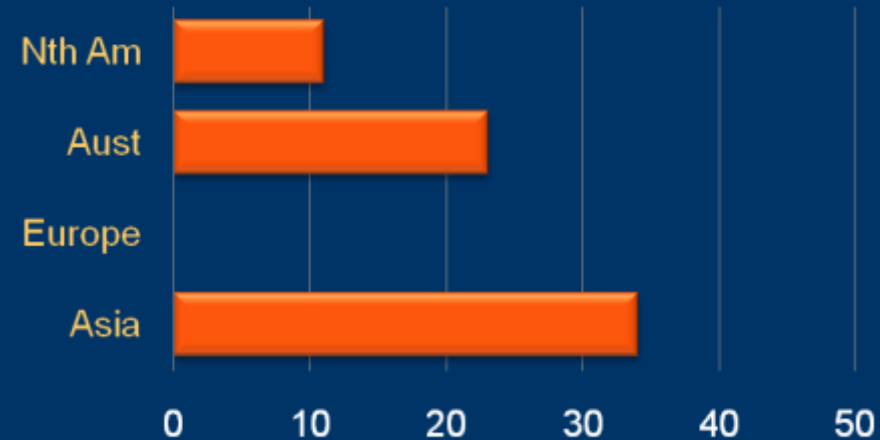
bps increase in EBITDA Margin



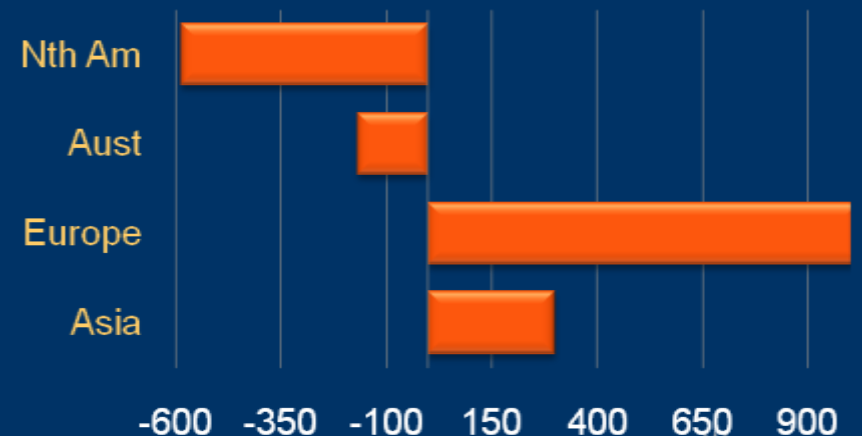
ALS Environmental Division 2008-09 cf 2007-08

- North America impacted by acquisition of Datachem in October 08
- Australian growth through market segment diversification
- Europe focus on internal systems to improve margin versus revenue growth
- Asia impacted by acquisition of IQA in Thailand and strong growth in Singapore
- North America impacted by restructuring costs in Canada and integration costs of Datachem. Expect significant improvement in 2009-10
- Australia showed marginal decrease in a highly profitable business
- Europe showed significant improvement following rectification of historical issues in Czech Republic

Percent Revenue Growth (local \$)



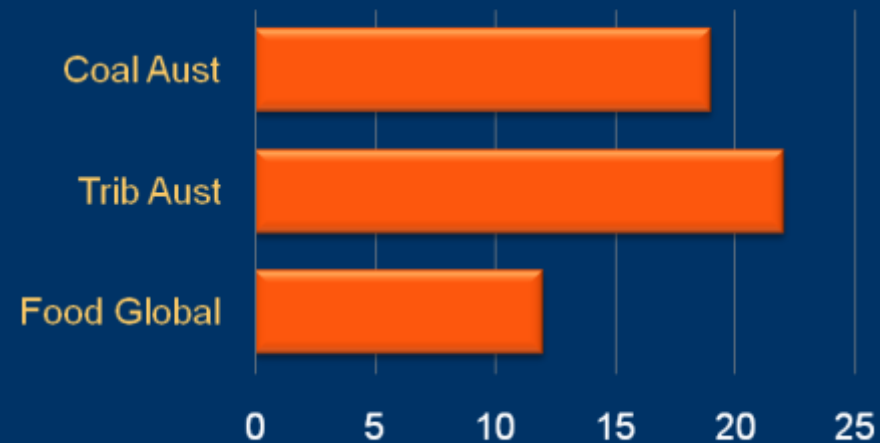
bps increase in EBITDA Margin



ALS Coal & Tribology Division 2008-09 cf 2007-08

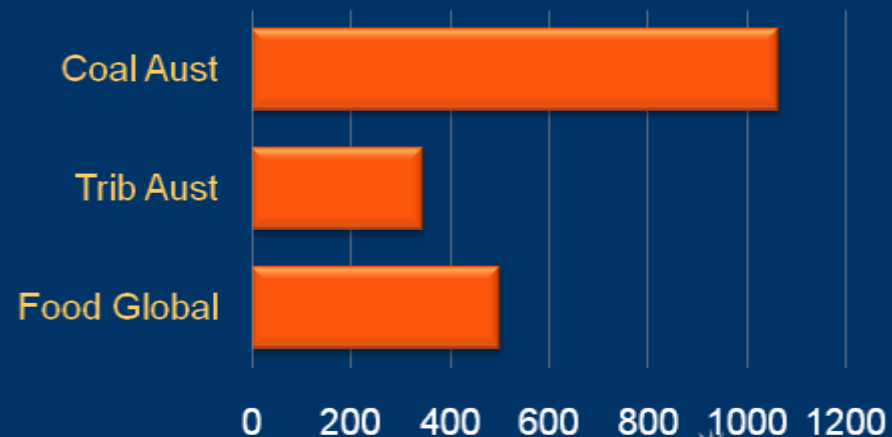
- Coal Australia benefited from market share growth and global contracts
- Tribology Australia benefited from global contracts
- Food business small but growing in Asia & Europe

Percent Revenue Growth (local \$)



- Coal Australia benefited from cost control initiatives, new capital and better operating systems
- Tribology Australia benefited from LIMS enhancements and increased volumes

bps increase in EBITDA Margin



Campbell Chemicals



Full Year Results

Revenue up 7.5% to \$164 million

EBIT down 18% to \$7.9 million

- o **Cleantec Chemicals**
 - Food Hygiene remains strong
 - Laundry and Chemical Hygiene businesses merged under a new General Manager
 - Pricing pressure
- o **Panamex Pacific**
 - Challenging trading conditions throughout the Pacific
 - Brand expansion and new agencies continuing
 - Increase in market share
- o **Deltrex**
 - Very strong performance
 - Focus on higher margin products
 - Increase in market share

Reward Distribution



Full Year Results

Revenue down 9% to \$133 million

EBIT down 26% to \$3.4 million

- o Market Conditions
 - Impacted by economic downturn
 - Have exited low margin sectors
 - Strong price competition for corporate contracts
- o Restructuring Initiatives
 - Closed most regional warehouses in Victoria
 - Reduced SKUs from 38,000 to 28,000
 - Customer service significantly improved
- o Future
 - New warehouse at Yatala (SEQ) to replace Brisbane & Gold Coast
 - Revenue growth
 - Improve purchasing practices
 - Improve margins
 - Target health sector

THANK YOU