



Advanced Braking Technology Ltd



Light Vehicles



Garbage Trucks

WHOLESALE _____



Concrete Trucks Service Trucks **Small Cap Conference** Ken Johnsen – CEO **Advanced Braking Technology Ltd** 28th March 2011

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Disclaimer

This presentation includes statements looking-forward that involve risks and uncertainties. These statements are based upon management's expectations and beliefs concerning future events. Forward-looking statements are necessarily subject to risks, uncertainties and other factors, many of which are outside the control of the Company, that could cause actual results to differ materially from such statements. Actual results and events may differ significantly from those projected in the forward- looking statements as a result of a number of factors. ABT makes no undertaking to subsequently update or revise the forward-looking statements made in this presentation to reflect events or circumstances after the date of its release.

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Company Snapshot

- An Australian innovation in vehicle braking
- Worldwide patents
- Proven in the harshest mining conditions
- Delivers cost, safety and environmental benefits
- High value, high margin product
- In-house, low cost manufacturer of products
- Attractive value proposition to high volume truck market





Overview of Technology Patented Sealed Integrated Braking System Single rotor enclosed in an oil filled housing Rear brake fitted with fail-safe feature





Mine Tough Credentials

- Over a decade of mine service
- Meets regulatory and mine company safety standards
- Delivers operational cost savings
- Standard fitment on many mines
- Used in harshest environments
 - Canadian arctic
 - PNG Jungles
 - Australian deserts



Current Product Applications







and

GROWING!











use only

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Business Model

(A Technology Company)

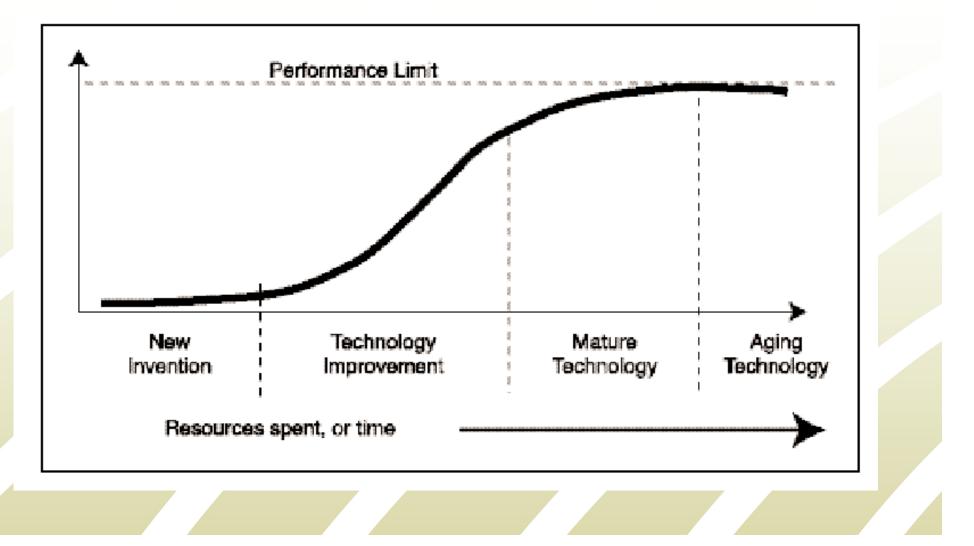
- Developed in Australia
- Manufactured in Thailand (wholly owned)
- Direct sales in Australia
- Resellers in Canada and South Africa
- High value high margin products
- Developer of ongoing new product applications
- Australian Registered Research Agency



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Technology S Curve

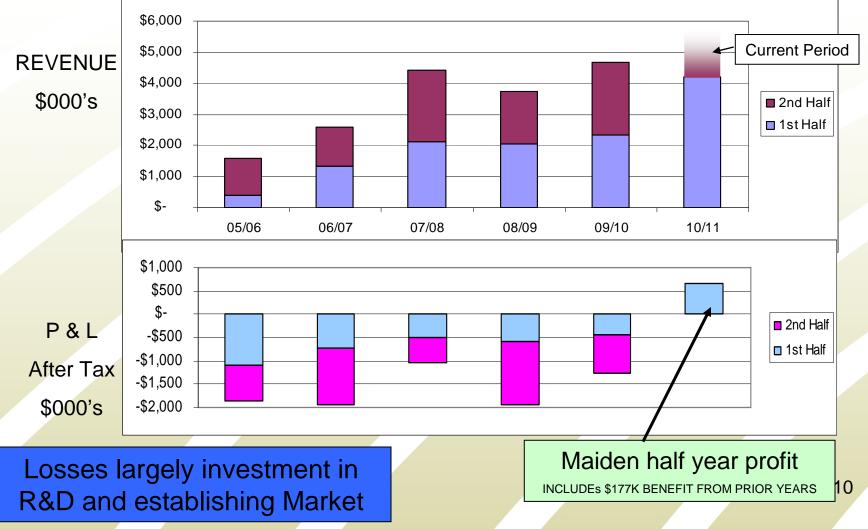






Financial Performance

Half Year Breakdown





Prospects in Mining

Australia

- FY10 market share 10% (mainly Landcruisers)
- On track for 20% market share FY11
- Increasing market share from product improvement
- Confident this growth will continue
- Export average for last 3 financial years 25% of sales
- Market foothold in South Africa and Canada
- Seeking expand current export sales and enter new markets (e.g. South America)





Growth Strategy Beyond Business As Usual "Breaking into a Mainstream Market by leveraging off the mine tough heritage"





Garbage Truck Brake

- Waste industry confirms a need for improved braking solution
- Brake service costs are up to \$10k pa over 10 year truck life
- Safety and reliability a key issue
- Elimination of noise and dust pollution a key driver





Waste Collection Market

Region	New Truck Sales (annual)	Fleet Size (est.)
Australia	800	6,500 - 8,000
North America	20,000	~ 200,000
Europe	6,000	~ 60,000

Urban refuse collection is a major industry in North America, employing over 300,000 people. Its revenues approach US\$50 billion p.a.



Value Proposition

- Estimated 2.5 year payback on upfront cost of SIBS
- \$8k to \$10k annual savings on brake service costs
- Major service interval extended from 3 months to at least 12 to 24 months
- Target incremental cost \$25,000 per truck
- Pre-assembled wheel ends will be supplied and will be viable service exchange units
- Safer and more reliable brake system
- No brake squeal
- No dust emissions

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Opportunity

- Sales in Australia to retro-fit represents a \$25 million opportunity (at 30% of available market)
- The Australian market alone represents a \$10 million p.a. sales opportunity (at 50% penetration)
- Australia is only 2% of the North American and European market
- Penetration in this market provides an entry into other "frequently stopping trucks" e.g. city buses

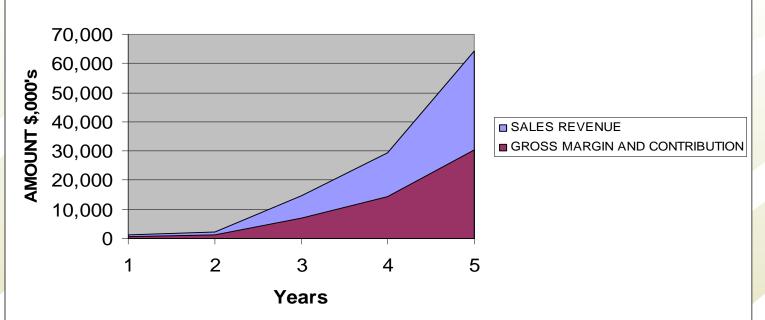




Sales Potential

(possible scenario)

GARBAGE TRUCK SALES AND PROFIT CONTRIBUTION



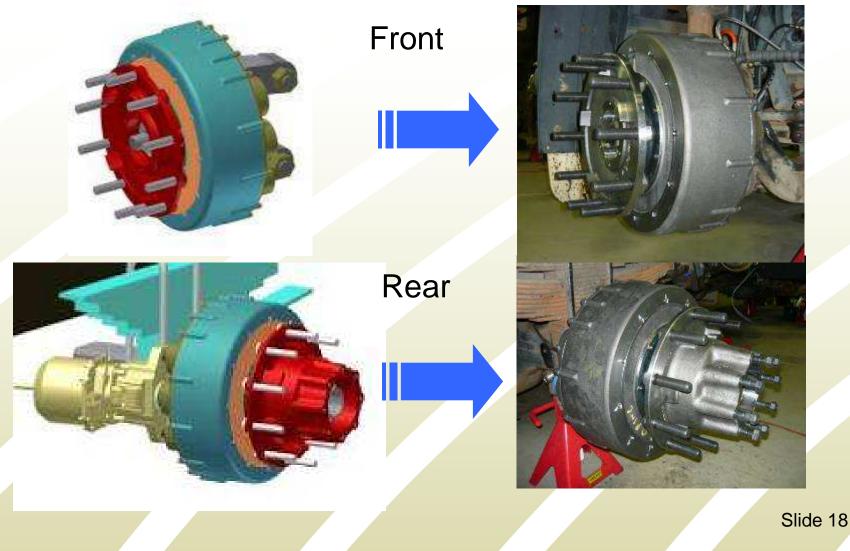
Assumptions

- based on current cost and sales price projections
- maintenance savings and benefits proven in R&D project
- production Thai facility
- some retrofit of < 4 year old trucks
- entering US and European markets in year 3





From Concept to Reality





Current Status/Next Steps

- Production Validation commenced Aug 2010
- External funding support \$250k per quarter
- 5 trucks will be put into service with fleet operators to confirm real world service intervals and reliability
- Bench and other testing validating other aspects
- 9 to 12 months fleet running will determine suitability for production release
- Targeting first retro-fit then new truck sales



CONCLUSION

- \$30 million in past investment in R&D is now generating returns
- Recent transition to profit due to mining side of the business
- Focusing on growing mining sales and expanding mining product range through ongoing product development
- On track to enter global waste market with compelling new product.





Late Update

ABT announced on ASX today that it has been offered a \$2 million Commercialisation Australia grant aimed at accelerating the market introduction of the SIBS garbage truck brake.







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