

# Advanced Braking Technology Limited

March 2014 Roadshow

Investor and Strategy Presentation  
Graeme Sumner, Managing Director / CEO

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1. Investment Highlights
2. Core Technology: The SIBS<sup>®</sup> Brake Product
3. Implementation Plan
4. Financial Overview



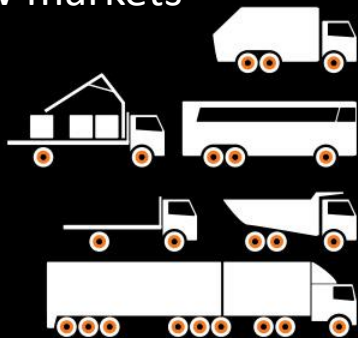
# Investment Highlights: Growth Opportunities

1. Go global with existing products

2. Adapt existing products for new applications



3. Evolve products for new markets



## Mining

- International licensing & distribution opportunities in Africa, Asia and Europe
- Market expansion for other models including Hilux, Nissan and Ford Ranger through simple adaptations

## Truck

- Distribution options through truck and trailer OEMs
- International distribution and manufacturing options being evaluated
- Focus on OEM market

## New Team and Culture

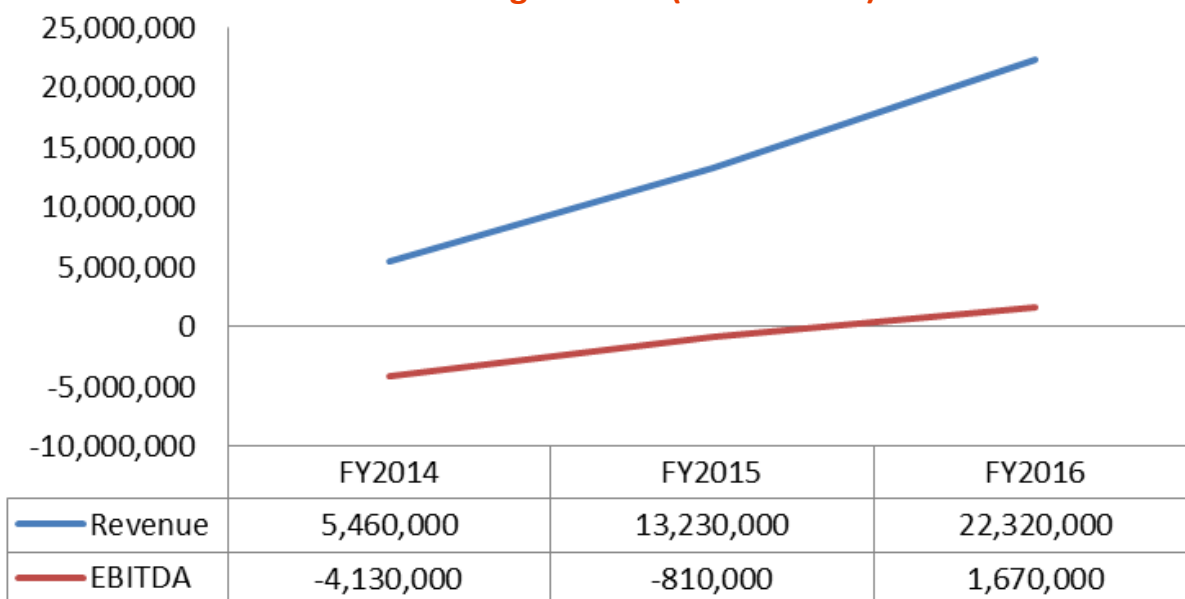
- Bruce Grey Chairman; Strong background in international automotive licensing and commercialisation
- Graeme Sumner Managing Director, EX CEO Siemens NZ, Transfield NZ and Service Stream

## Simplified Business Model

- Supply chain and cost rationalisation
- Clear responsibilities for Engineering, Sales, Production and Service defined
- Increased focus on new investment in sales and distributor development

## EBITDA Positive by December 2015

### Earning Outlook (FY14 – FY16)



### Assumptions:

- Mining truck growth assumptions based on the success of new distribution arrangements in Africa, Asia and Europe. Local demand is assumed to be flat
- Truck brake demand assumes no further unforeseen delays in OEM certification process

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ABT's core technology is a fully enclosed, single rotor, wet brake – called SIBS®

## Sealed Integrated Braking System (SIBS®)

- Enclosed brake system that incorporates fail-safe features
- Designed for retro-fit (existing vehicles) or factory fit (new vehicles)
- Applications in industrial-use vehicles (predominantly trucks & mining services equipment)

## Comprehensive Patent Protections

- 61 international patents or patent applications
- Average patent life of 12 years
- New patents being lodged as adaptations progress

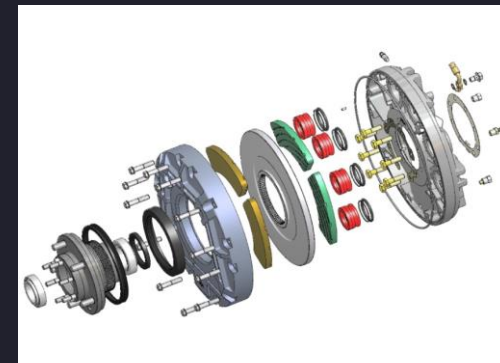


Diagram 1:  
An exploded schematic of a SIBS® brake



Diagram 2:  
Truck brake installed on rear axle of a Iveco ACCO truck



## “Triple Bottom Line” Benefits

### 1. Financial Savings:

- Dramatically reduces frequency of brake overhauls from more than twice a year, to once every two years or longer
- Up to \$15k per annum savings per truck in severe conditions

### 2. Superior Operating Performance:

- Brakes are virtually wear and maintenance-free, unlike conventional drum and disc brakes

### 3. Safety and Environmental Benefits:

- Total elimination of brake noise and dust emissions
- Provides consistent safer braking at all times
- Avoids need for regular checking and adjustment



Diagram 3:  
SINB® brakes have multiple applications in high use commercial vehicles and trucks

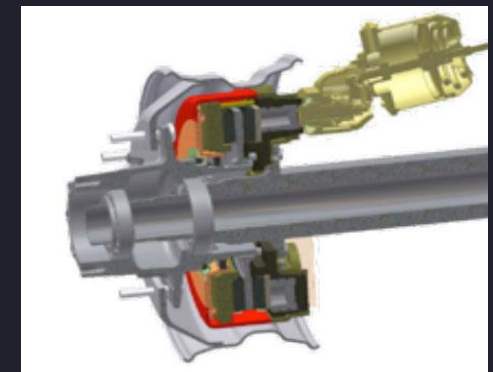


Diagram 4:  
A schematic of a fully enclosed SIBS® brake

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# The Opportunity: Implementation Plan

Market	Segment	Region	Annual Vol. ('000s)	Installation	Supplier	Identified Opportunity	Product Development	Product Evaluation	Supply Launch	Established Supply
Light Vehicles	Mining	Australia	0.8	Retrofit	ABT	✓	✓	✓	✓	✓
		International	4.0	Retrofit	ABT	✓	✓	✓	✓	✓
	Heavy Vehicles	Waste truck	Australia	8.0	Retrofit	ABT	✓	✓	✓	✓
Factory fit					ABT (& supply partner)	✓	✓	✓	implementation focus	
Trailer		Australia	7.0	Factory fit	ABT (& supply partner)	✓	✓	✓		
Waste truck		International	35.0	Factory fit	Tier 1 supplier	✓	Integration required	significant medium term upside		
Buses		International	500	Factory fit	Tier 1 supplier	✓				
Heavy truck	Australia	12.0	Factory fit	Tier 1 supplier	✓					
Heavy truck	International	1,800	Factory fit	Tier 1 suppliers	✓					
Medium Vehicles	Truck	Australia & International	1,250	Factory fit	Tier 1 suppliers	✓				

Source: Frost & Sullivan Report (2013): Strategic Outlook of the Global Medium-heavy Commercial Truck Market in 2013



# Restructuring the Senior Management Team

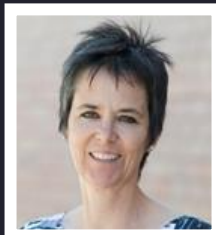
Key senior management titles, roles and accountabilities have been re-defined as the Company transitions from an R&D to a commercialisation-focused culture

## Leadership & Finance



**Graeme Sumner**  
*Managing Director & CEO*

- Previously Managing Director of Service Stream Limited, an ASX listed company
- Also held senior positions with Transfield Services as Managing Director NZ; and with Siemens NZ Ltd as Managing Director
- Mr Sumner is an experienced Managing Director / CEO with a strong track record of turning around and growing companies in a broad range of industry sectors



**Clare Madelin**  
*CFO & Company Secretary*

- 20+ years experience in similar roles across a range of companies and industries
- Previously employed by Arthur Andersen and KPMG in Audit

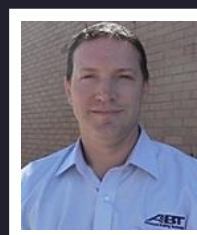
## Product Development



**Martin Johnston**  
*Engineering / Product Development*

- 15+ yrs product development experience at Triumph Motorcycles
- Strong product development credentials and background
- Manages R&D engineering team within ABV
- Depth of expertise in mining brake product

## Sales, Marketing & Customer Relations



**Graham Corcoran**  
*Sales*

- Focused on securing international distribution partnerships for mining brake product
- Targeting Canada, Netherlands (Europe), Africa and Turkey
- Focused on wholesalers, not end customer contracts



**Sam Leighton**  
*Strategic Relationships & Sales*

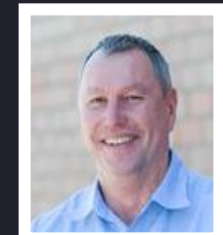
- Holds relationships with key truck brake clients, including Iveco, Maxitrans, CBI
- Long-term employee of ABT with strong engineering and sales background
- Increased focus on the East coast where most customers are based

## Manufacturing & Quality Assurance



**Wayne Johnston**  
*Manufacturing & Logistics*

- Based in Thailand with responsibility for manufacturing brake products
- Focused on quality control of third party manufacturer
- Operates internal testing capability
- Short-term focus to reduce suppliers from 16 to 6



**Jon Williams**  
*Technical Services & Quality Control*

- 25+ years management experience in transport operations and logistics
- Now responsible for company wide quality assurance
- Management of Customer Service and the team of installation fitter mechanics for both mining and trucks

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## Continued Growth is Forecast Over Next 3 Years

	FY2014	FY2015	FY2016
<b>Sales Units</b> <i>(units sold)</i>			
Mining	150	630	1120
Truck & Trailer	6	130	470
<b>Financial Forecast</b> <i>(\$m unless indicated)</i>			
Revenue	5.46	13.23	22.32
EBITDA	(4.13)	(0.81)	1.67



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