Presentation Overview

- Operating Update
- Financial & Business Overview
- Strategy
- Outlook
- Appendices
Operating Update
Favourable Operating Conditions & Growth Outlook

Sustained mining activity driving strong utilisation in 1Q12

- Global fleet utilisation at 90%
  - Australia unprecedented high utilisation averaging 94%
  - Low Q1 activity in Canadian oilsands, utilisation currently at 72%
  - Indonesian major fleet redeployment recently completed with utilisation up to 83%

- FY12 growth capital of $165m to contribute to earnings uplift in 2H12

- Investing $30m into Indonesian business in FY13 to benefit from coal volume growth

- Undertaking due diligence on geographic step-out in Chile

- FY12 earnings skewed ~60% to 2H12

Note:
Utilisation defined as % of fleet rented to customers (measured by WDV)
Regional Performance – Australian Rental

High utilisation underpinning FY11 returns with further growth from investment in 2H12

- Current utilisation of 96%; YTD average utilisation of 94% (FY11 average: 89%)
- Positive outlook for bulk commodities, gold & low cost producers
- Some labour cost pressure in Western Australia & Queensland slightly impacting margins
- 2H12 earnings growth through $93.0M investment in large mining fleet
- Incremental investment is value creating for shareholders

Notes: Excludes Victoria Rental;
ROFE % is R12 Operating EBIT divide average Funds Employed;
Average FE FY09 $383.5M; FY10 $382.1M and FY11 $413.8M.
Regional Performance - Indonesia

Challenging year in FY11 however strong fundamentals support return to historical performance

- Current utilisation of 83%; YTD average utilisation of 72% (FY11 average: 77%)
- Successfully redeployed most of fleet off-hired in FY11 across 1Q12
- Improved customer profile starting FY12
- New management team in place
- Positive underlying fundamentals with growth opportunities in Coal & Gold markets
- $30m committed to growth capital for delivery in 1H13

Note: ROFE % is R12 Operating EBIT divide average Funds Employed
Average FE FY09 $105.7M; FY10 $106.6M and FY11 $80.4M
Regional Performance - Canada
Low activity in 1Q12 but recent return to higher utilisation

- Current utilisation of 72%; YTD average utilisation of 44% (FY11 average: 78%)
- Summer works program in oil sands slower than expected, however recovery taking hold
- Fleet reconfiguration towards large mining equipment complete
- Opportunities to improve returns including through direct supply to oil sand producers and project sites in other commodities
- 4Q12 investment in large mining fleet ($72m) and consolidation of existing fleet will improve future returns

Note: ROFE % is R12 Operating EBIT divide average Funds Employed Average FE FY09 $131.9M; FY10 $110.0M and FY11 $124.2M

EBIT (AUD)

<table>
<thead>
<tr>
<th></th>
<th>FY09</th>
<th>FY10</th>
<th>FY11</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>9.5</td>
<td>3.1</td>
<td>14.0</td>
</tr>
</tbody>
</table>

ROFE

<table>
<thead>
<tr>
<th></th>
<th>Jun-09</th>
<th>Jun-10</th>
<th>Jun-11</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROFE</td>
<td>7.2%</td>
<td>2.8%</td>
<td>11.3%</td>
</tr>
</tbody>
</table>

Utilisation

- 15 Nov-11 72%
Financial Overview
Return on capital

Resetting the base...

- **ROC of 11.3%** at Jun-11 (8.3% Jun-10)
- Higher earnings through better use of asset base
- Evolution of **fleet mix** towards large mining equipment
- **Liberated $56.1M** of underperforming capital across FY11
- Opportunities to **improve returns** particularly in Indonesia & Canada
- FY12 **growth capex** to deliver higher earnings and ROC
- Scale to benefit ROC through fixed cost and goodwill leverage

...to **deliver higher future returns**

ROC calculated as R12 operating EBIT divide average Invested Capital
Invested capital = ‘Equity plus Net Debt’
Gearing & Facilities Headroom

Funding certainty and capacity in place to support medium term growth

- Debt refinance completed in Nov-10 with existing banking syndicate
  - Extended maturities
  - Sized for medium term growth
- Free cash flow will contribute toward FY12 growth investment
- Conservative gearing provides flexibility to pursue growth opportunities

Note: Facilities headroom comprises of Senior Debt plus finance lease; Total debt comprises senior debt & finance leases.
Strategy
Growth – in the context of Emeco’s Strategy
Restructure activities complete in FY11 with focus on Growth in FY12

Consistent Value Creation for Shareholders

Earn the right to grow

- Global restructuring - complete
- Canada – reconfigure fleet and improve returns – complete
- Indonesia – optimise the fleet and customer mix – in progress
- Business Improvement – in progress

Grow from a solid foundation

- Organic growth in large mining equipment in Australia & Canada - ongoing
- Organic growth in mining equipment in Indonesia – 1H13
- Geographical step-out to Chile – Under consideration (FY13)

Identify other value creation opportunities aligned to strategy

- Scan market for complementary acquisition opportunities
- Evaluate opportunities to expand geographic footprint
Global procurement capability essential to growth given tight equipment market

- Global procurement capability giving Emeco access to quality equipment

- Existing growth capital commitments of $165M for FY12, with $60M paid for by June-11

- Growth capital is accretive to earnings & ROC in FY12 with full benefits realised in FY13
  - Lag effect of used equipment purchases
  - ROC improvement as asset depreciates

- Estimated sustaining capex of $100M -$120M in FY12

Note: Graph indicative of cumulative FY12 growth investment
**Fleet Strategy**

*Continuing to evolve the fleet toward large mining equipment*

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**June 10**

- **Civil**: 9%
- **Large Mining**: 36%
- **Small Mining**: 55%

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**June 11**

- **Civil**: 6%
- **Large Mining**: 49%
- **Small Mining**: 45%

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**Rental Assets**:  
Jun-10: $578M  
Jun-11: $586M

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**Advantages of Large Mining Fleet**

- Quality customers
- Production
- Tenure
- Intensity (hrs/mth)
- Higher ROC
- Consistent Returns

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**Notes:**

* Includes Victorian Rental (classified as assets held for sale) and excludes rental inventories;
* Civil defined as <70 tn artic trucks and related small ancillary equipment;
* Small mining defined as <150 tn trucks and related mining equipment;
* Large mining defined as 190+ tn trucks and related mining equipment.

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**$165M in Large Mining in FY12**
Geographic step-out - Chile
Mining volume growth supports initial $50m investment opportunity

Emeco’s strategic benefits of Chile step-out

- **Commodity diversification** – opportunity to diversify into low cost, established copper mines with growing earthmoving volumes
- **End market diversification** – Chile’s copper exports balanced across US, Europe and Asia (<40% exported to Asia/China)
- **Alternate redeployment market** – provides practical alternate redeployment market
- **Geographic leverage** – platform to enter into other South American markets
- **Low risk** – no goodwill and low infrastructure
- **Procurement** – large population of mining equipment in country

Note: ROFE % is R12 Operating EBIT divide average Funds Employed Average FE FY09 $131.9M; FY10 $110.0M and FY11 $124.2M
Outlook
Market Outlook

Global economic volatility has re-emerged but leveraged to low-cost commodities with large earthmoving volume requirements.

Global Production Forecasts

- **Iron ore**
- **Thermal Coal**
- **Coking Coal**

**CAGR:**
- Iron ore: 6.5%
- Thermal Coal: 7.7%
- Coking Coal: 6.1%

**AUSTRALIA**

**CANADA**

**INDONESIA**

Emeco Commodity Exposure

- **Core**: 50%
- **Production Supplement**: 24%
- **Overburden**: 16%
- **Development**: 6%
- **Rehandling**: 3%
- **Construction**: 2%

**Thermal Coal**: 34%
**Gold**: 19%
**Coking Coal**: 16%
**Oil Sands**: 12%
**Zinc**: 10%
**Iron Ore**: 6%
**Civil**: 2%

Note: Production and Commodity exposure based on FY11 revenue.
Emeco Outlook
Emeco well positioned to capitalise on strong mining fundamentals

- Strong demand for mining equipment in an environment of long lead times
- FY12 growth capex commitment largely contracted
- Rental model works particularly well for owner miners but also has application with contractors
- 1H12 to achieve historically high levels of utilisation in Australia
- Strong winter season expected in Canada following an industry wide pause in activity in 1Q12
- Strong demand in Indonesia. New management team in place to focus on high quality customers
- Emphasis now on executing the growth capital pipeline, maintaining focus on strong financial position and Chile opportunity
Appendices
Emeco is a leading supplier of heavy earthmoving equipment solutions for the mining industry across the globe

- Established in Australia in 1972
- Operations across Australia, Indonesia and Canada
- Core business is dry-hire rental of mining equipment
- ~70% revenue from blue-chip miners and contractors
- Large equipment range from Caterpillar, Komatsu, Hitachi, Volvo and Liebherr
- Listed on ASX exchange (EHL:AU)
- Industry: Rental Auto/Equipment
- Market capitalisation A$644M\(^1\)

Note: \(^1\)Market capitalisation as at 17 November 2011
Meeting Customers Needs

Customer requirements vary but Emeco’s solution is used at all stages of mine life.

Emeco’s Mining cycle leverage:

<table>
<thead>
<tr>
<th></th>
<th>Core Production</th>
<th>Overburden (Production)</th>
<th>Mine Development</th>
<th>Mine Construction</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>74%</td>
<td>16%</td>
<td>6%</td>
<td>4%</td>
</tr>
</tbody>
</table>

Customers Needs:

- Flexibility
- Equipment Availability
- Mechanical Availability
- Capital Management
- Avoid Residual Risk

Ramp-up:
- Long OEM lead times push miners to rent
- Flexibility to change fleet mix quickly
- Non-core equipment required
- Capital allocation
- Short mine life
- Service ramp up in material movement

Full Mine Production:
- Supplement owned fleet during scheduled maintenance
- Avoid BCM scope variation
- Access external maintenance & tyre supply

Ramp-down:
- Manage residual risk
- Avoid investment
- Non-core equipment required
- Access external maintenance & tyre supply

Percentage leverage to mining cycle based on FY11 actuals and comprises 95% of group rental revenue.
Customer Composition
High calibre customers continue to use Emeco’s quality rental offering

Global Customer Profile

Miner
- Australia: 60%
- Indonesia: 4%
- Canada: 2%

Contractor
- Australia: 15%
- Indonesia: 7%
- Canada: 13%

Blue-Chip
- Australia: 49%
- Indonesia: 3%
- Canada: 7%

Other
- Australia: 25%
- Indonesia: 8%
- Canada: 7%
## Customer Case Studies

**High propensity for initial contract tenure to extend**

<table>
<thead>
<tr>
<th>Need</th>
<th>Customer</th>
<th>Fleet</th>
<th>Services</th>
<th>Site usage</th>
<th>Time on Site</th>
</tr>
</thead>
<tbody>
<tr>
<td>Flexibility</td>
<td>Blue-chip miner Zinc, NT</td>
<td>37x items of plant, based on 2 production fleets of 150tn dump trucks and 994-200 loaders</td>
<td>Full maintenance services &amp; labour</td>
<td>Primary mining fleet</td>
<td>4 years ongoing</td>
</tr>
<tr>
<td>Fleet availability</td>
<td>Large miner Iron Ore, WA</td>
<td>6x 240T trucks, 2x 190T trucks, 2x 100T trucks, 350T excavator &amp; 2x wheel loaders</td>
<td>Tyre supply: 8 trucks 5 loading tools</td>
<td>Core production top-up</td>
<td>2.5 years ongoing</td>
</tr>
<tr>
<td>Expertise</td>
<td>Mid-tier miner Coal, NSW</td>
<td>10 x large dozers, 6x wheel loaders, 2x large graders &amp; 3 ancillary</td>
<td>Full fleet maintenance by resident service technicians</td>
<td>Open cut coal production</td>
<td>3 years</td>
</tr>
<tr>
<td>Capital allocation</td>
<td>Small miner Gold, QLD</td>
<td>7x 150T dump trucks, 1x Excavator, 2x large dozer, 4x loaders and 4x ancillary support vehicles</td>
<td>Full maintenance facilities on-site</td>
<td>Primary mining fleet</td>
<td>10 years</td>
</tr>
<tr>
<td>Managing Residual Risk</td>
<td>Blue-chip miner Copper/Gold, NSW</td>
<td>12x 100tn trucks, 300T excavator, 3x D10 dozer, 2x grader &amp; 6 ancillary</td>
<td>Project manager, maintenance team and full maintenance facilities on-site</td>
<td>Open cut production fleet</td>
<td>3 years</td>
</tr>
</tbody>
</table>

*Image: Emeco*
Asset profile

Independent supplier of well-maintained, best-in-class equipment
Safety, People & Sustainability

Our customers value Emeco’s OH&S performance

Safety
- Continuous improvement in Safety
- Global OH&S focus
- “Zero harm” policy
- Recognition in Indonesia

Sustainability
- Inaugural sustainability report published
- Emeco people strategy developed – “Empower”
- Global workforce of 930 people
- Focus on community involvement

Lost Time Injury Frequency Rate

Note: LTIFR measured as number of LTI incidents per million man hours

Note: Workforce comprises employees and contractors
# Group Financials

Execution of strategy translating into improved performance

<table>
<thead>
<tr>
<th>A$ Millions</th>
<th>FY10 Operating</th>
<th>FY11 Operating</th>
<th>Var $</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>444.4</td>
<td>502.5</td>
<td>58.1</td>
<td>13.1</td>
</tr>
<tr>
<td>EBITDA</td>
<td>190.4</td>
<td>223.3</td>
<td>32.9</td>
<td>17.3</td>
</tr>
<tr>
<td>EBIT</td>
<td>83.6</td>
<td>101.2</td>
<td>17.6</td>
<td>21.0</td>
</tr>
<tr>
<td>NPAT</td>
<td>41.1</td>
<td>56.0</td>
<td>14.9</td>
<td>36.3</td>
</tr>
<tr>
<td>EPS (cps)</td>
<td>6.5</td>
<td>8.9</td>
<td>2.4</td>
<td>36.3</td>
</tr>
<tr>
<td>DPS (cps)</td>
<td>2.0</td>
<td>10.0</td>
<td>8.0c</td>
<td>400.0</td>
</tr>
<tr>
<td>Invested Capital</td>
<td>1,005.4</td>
<td>896.9</td>
<td>(108.5)</td>
<td>(10.8)</td>
</tr>
<tr>
<td>ROC (%)</td>
<td>8.3%</td>
<td>11.3%</td>
<td>-</td>
<td>3.0%</td>
</tr>
</tbody>
</table>

Notes:
Table represents operating results (Statutory NPAT: FY11: $49.6M (FY10: $49.3M);
ROC calculated as EBIT divided by Invested capital for the period;
Invested capital defined as average ‘Equity plus Net Debt’ for the period.
Earnings composition
Improving capital turnover and consolidation of margins

- Reconfigured Canadian mining fleet and full year of high utilisation in QLD & WA major drivers of revenue growth
- Fleet mix change and rationalisation of invested capital translating to higher capital turnover
- Pricing improving, however partially reflecting pass through of cost increases
- Margin improvement due to higher mix of Rental vs Sales/Parts revenue in FY11

Note: Graphs represent operating results

Emeco
Earthmoving equipment solutions
**Cash Flow**

*Strong operating cashflow and capital release has enabled investment for growth while returning funds to shareholders*

### FY11 Cash Flow

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 2009</th>
<th>FY 2010</th>
<th>FY 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Cash Flow</td>
<td>159.6</td>
<td>126.0</td>
<td>144.9</td>
</tr>
<tr>
<td>Working Capital</td>
<td>9.0</td>
<td>(52.3)</td>
<td>(56.9)</td>
</tr>
<tr>
<td>Sales &amp; Parts inventory</td>
<td>37.6</td>
<td>(27.9)</td>
<td>(28.2)</td>
</tr>
<tr>
<td>SIB Capex</td>
<td>53.9</td>
<td>(105.8)</td>
<td>(105.8)</td>
</tr>
<tr>
<td>Other PPE</td>
<td>(87.5)</td>
<td>(84.4)</td>
<td>(12.6)</td>
</tr>
<tr>
<td>Cash Flow before Growth &amp; Divs</td>
<td>(27.9)</td>
<td>(28.2)</td>
<td>(17.8)</td>
</tr>
<tr>
<td>Growth Capex</td>
<td>(56.9)</td>
<td>(12.6)</td>
<td>(56.9)</td>
</tr>
<tr>
<td>Dividends</td>
<td>(17.8)</td>
<td>(17.8)</td>
<td>(17.8)</td>
</tr>
<tr>
<td>Free Cashflow</td>
<td>45.5</td>
<td>24.9</td>
<td>(17.8)</td>
</tr>
</tbody>
</table>
Thank you for your interest in Emeco

Further investor enquiries should be directed to:

✦ **Keith Gordon**  CEO
✦ **Stephen Gobby**  CFO
✦ **Graham Borgerson**  Investor Relations

emecogroup.com
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