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# Agenda

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- **H12007 Highlights**
- **&** Business Highlights
- Financial Overview
- Strategy & Outlook
- **₹** Q&A

# H12007 Highlights

### **Business highlights**

- Robust market demand
- Sound results
  - Strong top line growth
  - Bottom line on track
  - Improvement in working capital
  - Backlog continues to grow
- Acquisitions performing well, integration well advanced
- Manufacturing restructuring complete

### Results snapshot

- H12007 Pro forma Revenue US\$753 million (52% of FY Prospectus forecast)
- H12007 Pro forma EBITDA US\$156 million (49% of FY Prospectus forecast)
- Improved cash flows

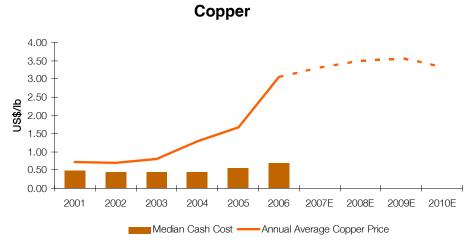
Confident we'll meet full year prospectus forecasts

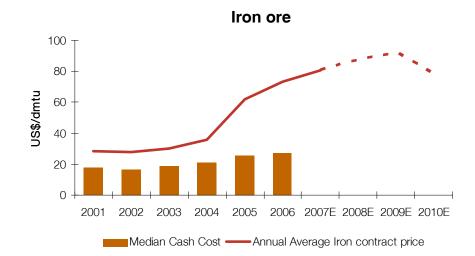


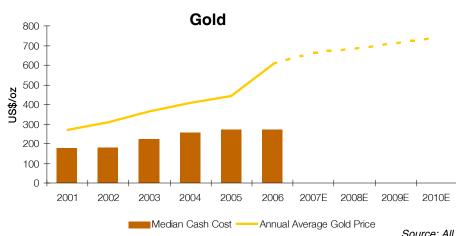


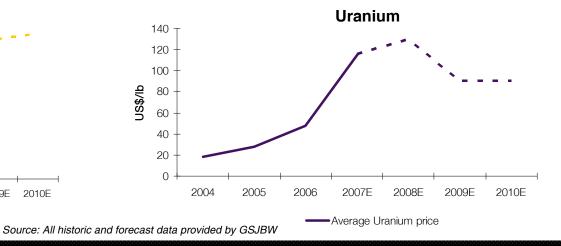
# Strength in commodities markets

### High prices + Strong demand + Limited reserves = Increasing exploration expenditure





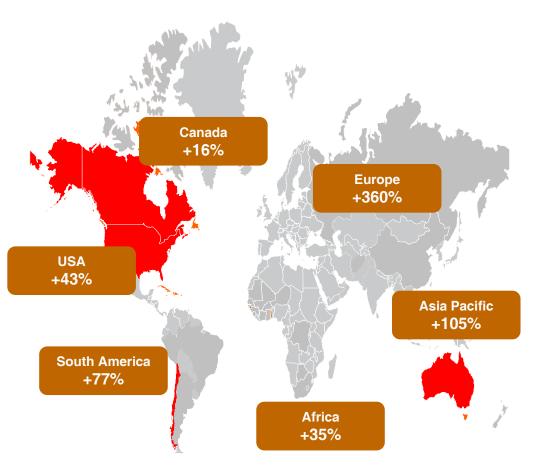




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# **Drilling Services**

#### 51% year on year revenue growth



Year on year statutory revenue growth for Drilling Services for each region Source: management

#### Successes

- Wage inflation currently in control
- Recruitment, training, and retention improving

#### Australian employee turnover in decline



Source: management

#### **Challenges**

- Third party rig deliveries slow
- Select labour markets tight

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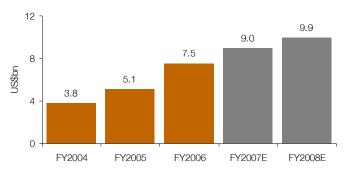
**Labour Hotspots** 

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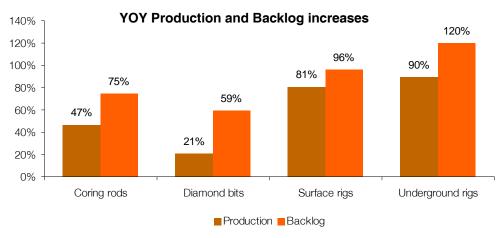
### **Products**

#### 31% year on year revenue growth

#### Global nonferrous minerals exploration budgets forecast to increase



Source: Metals Economics Group data, FY2004 – FY2006 and FY2007 Estimate; Management's FY2008 estimate



Percentage change in volume of units produced and order backlog for the six months to 30 June 2007 versus the six months to 30 June 2006.

#### Record production driven by strong demand

Revenue growth double of Prospectus forecast

Capacity expansion complete, looking for more

Volume	<b>27</b> %
Price	3%
FX	1%
Revenue growth	31%

Year on year Statutory revenue growth of Products, including revenue of MCE Poland (US\$7 million) in H12006, a business sold in H22006.



H1<mark>2007</mark>

# Operating initiatives progressing

#### Functional expertise

### Delivering results

Sales

Made progress with KAM program, but capacity constrained

Expanded focus to Products customers

**Product development** 



- Innovation loop 3 new products to market
- Alpha 3 stage diamond bit now 10% of bit orders
- More new products in pipeline

Manufacturing

Sourcing

- Headcount reductions
- US\$5M annualised savings to come
- US\$700M annual spend managed globally
- **W** US\$15M savings on track



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# Group overview

#### Statutory financials

US\$m	H12006 Actual	H12007 Actual	FY2007 Prospectus <sup>4</sup>
Revenue	526 <sup>1</sup>	750	1,460
COGS	344	478	891
Gross Margin	182 <sup>3</sup>	272 <sup>3</sup>	569 <sup>3</sup>
Gross Margin	35%	36%	39%
EBITDA	77 1	140	291
EBITDA Margin	15%	19%	20%
EBIT	53	110	229
NPAT	6 2	17	78
EPS (cents)		1.2	5.3

Pro forma results are adjusted for IPO and other nonrecurring items to reflect the ongoing performance of the Group

1.H12006 includes US\$7million of revenue and US\$0.5 of EBITDA in respect of MCE Poland, a business sold in 2006. 2.H12006 NPAT from continuing operations shown for comparison

#### Pro forma financials

H12007	FY2007
Actual	Prospectus <sup>4</sup>
753	1,461
473	882
280 3	579 <sup>3</sup>
37%	40%
156	320
21%	22%
126	256
72	149
4.8	10.0

One-off costs

Statutory (all costs included)

Pro forma (excludes one-off costs & FX gain )



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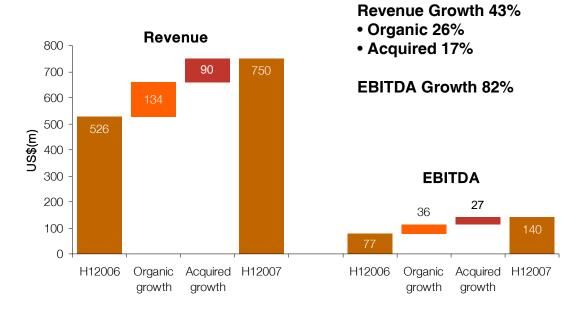
<sup>3.</sup> Gross margin is presented on a cash basis, before accounting for depreciation

<sup>4.</sup> The FY2007 estimates are as shown in the IPO Prospectus

# H12007 - Statutory basis

### Year on year performance

US\$m	H12006	H12007
	Actual	Actual
Revenue	526 <sup>1</sup>	750
COGS	344	478
Gross Margin	182	272
Gross Margin	35%	36%
Other Expenses	105	132
S,G&A	115	144
Other income	(10)	-
FX Gain	-	(12)
EBITDA	<b>77</b> <sup>1</sup>	140
EBITDA Margin	15%	19%
Dep. & Amort.	23	30
EBIT	53	110
Net Finance Costs	20	81
Tax Expense	27	12
NPAT	<b>6</b> <sup>2</sup>	17



- Leveraging overhead cost base
- Pre IPO debt funding costs
- 2007 Effective tax rate 41%, ongoing at 32%

 1.H12006 includes US\$7million of revenue and US\$0.5 of EBITDA in respect of MCE Poland, a business sold in 2006.
 2.H12006 NPAT from continuing operations shown for comparison



H12007

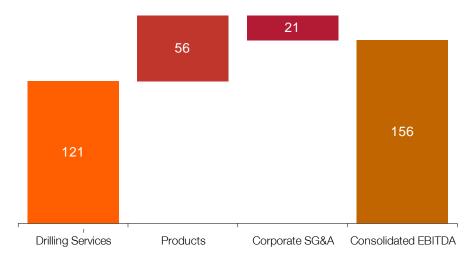
### H12007 - Pro forma basis

#### H1 Pro forma vs FY Prospectus forecast

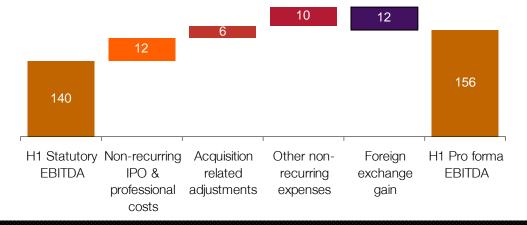
US\$m	H12007	FY2007
	Actual	Prospectus
Revenue	753	1,461
COGS	473	882
Gross Margin	280	579
Gross Margin	37%	40%
Other Expenses	124	259
EBITDA	156	320
EBITDA Margin	21%	22%
Dep. & Amort.	30	64
EBIT	126	256
Net Finance Costs	20	37
Tax Expense	34	70
NPAT	72	149

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#### H1 Pro forma EBITDA by Division



#### H1 EBITDA – Reconciliation of Statutory to Pro forma



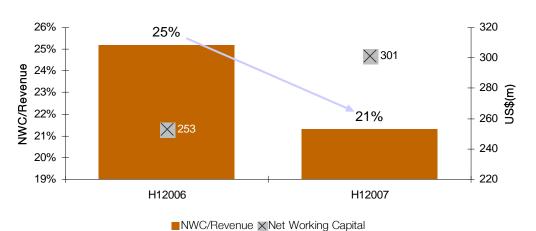


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<sup>1.</sup> The FY2007 estimates are as shown in the IPO Prospectus

### Investment in the business

### Significant reduction in working capital to revenue

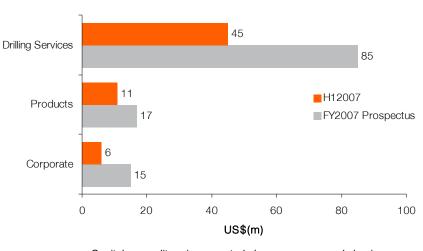


NWC/Revenue is calculated using the last 12 months' revenue, adjusted for revenues of acquisitions as if part of the group for the full twelve month period

- Drilling Services investments in rigs and ancillary
- Products investments in capacity and transfers

- Reduction in working capital needs
- Days sales outstanding reduced to 54 (63)
- Inventory turns increased to 6.5 (6.0)
- Days payables outstanding increased to 34 (31)

### Capex investment on track



Capital expenditure is presented above on an accruals basis



H1<mark>2007</mark>

# **Drilling Services**

#### Statutory basis

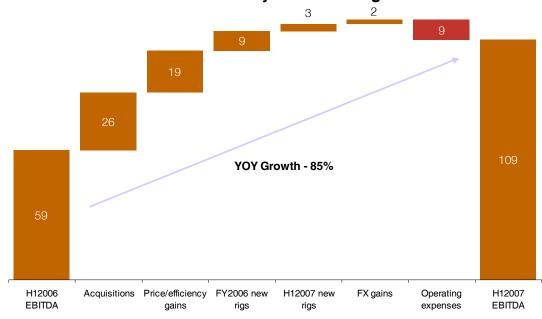
### Pro forma basis

US\$m	H12006	H12007
	Actual	Actual
Revenue	305	460
EBITDA	59	109
EBITDA margin	19%	24%

H12007	FY2007
Actual	Prospectus
463	908
121	251
26%	28%

### Statutory EBITDA Bridge

- 44% YOY EBITDA growth from acquisitions
- Price increases in 2007
- On track to meet Prospectus forecasts



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### **Products**

#### Statutory basis

### Pro forma basis

US\$m	H12006	H12007	
	Actual	Actual	
Revenue	221 <sup>1</sup>	290	
EBITDA	39	52	
EBITDA margin	18%	18%	

H12007	FY2007
Actual	Prospectus
290	553
56	121
19%	22%

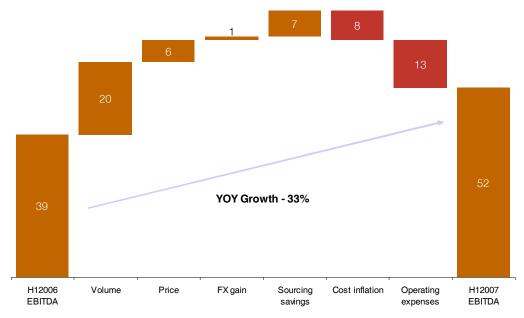
#### **Statutory EBITDA Bridge**



H1 average price increase 3%

Sourcing savings on track

On track to meet Prospectus forecasts



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<sup>1.</sup> H12006 includes US\$7million of revenue and US\$0.5 of EBITDA in respect of MCE Poland, a business sold in 2006.



# Near term growth strategy

DRILLING SERVICES	MINERALS Organic & Acquired Growth	Geographic expansion – South America, Africa, Russia Customer focus - KAM Technology expansion – Sonic		
	E&I Organic Growth	Geographic expansion – Europe, Australia Technology expansion – Sonic Segment diversity - Minerals		
	ENERGY Organic Growth	Customer focus – Oil Majors Segment focus – Oil Sands & Oil Shale Segment opportunity – CBM		

PRODUCTS	Geographic expansion – South America, Africa, Russia
	Customer focus – KAM
Organic & Acquired Growth	Product development – New rig designs



# Strategic acquisitions and divestments

#### Recent acquisitions and divestment

- Acquisitions performing well
  - Top line and bottom line
  - Continued to retain the talent
- Strategic targets being pursued
  - Minerals primary focus
  - Active pipeline average target size US\$25M Revenue
  - 3 to 4 transactions a year
- Non-core businesses being divested
  - MCE Australia sold



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### Outlook

- On track to meet FY07 Prospectus Statutory and Pro forma forecasts
- Strong market demand through 2008
- Drilling Services labour capacity constraints will be a challenge
- Products more capacity planned to address backlog
- **№** Bolt-on acquisitions to continue 3 to 4 a year

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# **Basis of Preparation**

- Financial information has been prepared in accordance with A-IFRS
- Statutory and Pro forma Income Statements include the results of MCE Australia, a business sold in August 2007 for A\$10.1(US\$8.8) million.
- Pro forma financial figures reflect normalization adjustments for:
  - Full year impact of acquisitions and business initiatives
  - Significant items not reflective of the business going forward (e.g. capital structure, IPO related costs)
- All financial figures are reported in US\$
- Earning per share computations for all periods presented reflect shares issued under the Company's recent Initial Public Offering (i.e. 1,485,250,000 common shares)



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### Reconciliation of Statutory to Pro forma Income Statement

US\$m	H12007 Statutory Actual	IPO & Professional costs	Acquisiton related adjustments	Other non-recurring costs	Foreign exchange gain	Interest adjustment	Tax adjustment	H12007 Pro forma Actual
Revenue	750		3					753
EBITDA	140	12	6	10	(12)			156
EBIT	110	12	6	10	(12)			126
Net Finance Costs	(81)					61		(20)
Tax Expense	(12)						(22)	(34)
NPAT	17	12	6	10	(12)	61	(22)	72

The income statement for the first half year is presented on both a statutory and pro forma basis, consistent with the presentation of the historical and forecast full year income statements presented in the IPO Prospectus. There are a number of non-recurring and part year adjustments which have been applied to the statutory half year figures to arrive at the pro forma half year results. The pro forma results are presented as representative of the ongoing results of the Group.

The adjustments made include the following:

#### IPO & Professional costs

Non-recurring costs in relation to the IPO being the change in group structure, and associated additional audit and accounting fees incurred in support of the IPO process (US\$12 million);

#### Acquisition related adjustments

Earnings of the acquisitions of KWL, Grimwood Davies and Connors that were made after 1 January 2007, assuming they were part of the Group for the full six months of the half year. The pro forma includes an adjustment to Revenue of \$3 million, to EBITDA of \$0.6 million;

The pro forma figures include the reversal of \$5 million of inventory related expenses. The adjustment relates to inventory which was capitalised as part of the purchase price allocation on the businesses acquired which has been expensed to achieve conformance with Boart Longyear's accounting policies;

Adjustments also include integration costs associated with the businesses acquired, which principally related to redundancy costs, retention payments and other costs (\$1 million);

#### Other non-recurring expenses

Additional costs associated with a profit share arrangement within an employment contract related to an acquisition which is due to expire at the end of 2007 and will not be renewed on similar terms (US\$4 million);

Non-recurring relocation and other costs associated with staffing the Operational Head Office in Salt Lake City to the extent these had not been provided for as at 31 December (US\$3 million);

Non-recurring costs associated with the Boart Longyear restructuring initiatives to the extent these have not been specifically provided for as at 31 December 2006 (US\$2 million)

#### Foreign exchange gain

Foreign exchange gain of \$12 million which was realised on Australian and Canadian dollar denominated intercompany loans which were unhedged for a portion of the half year period. The balances associated with the gains have been hedged. The foreign exchange gain was not forecast in the full year income statement presented in the Prospectus.

#### Net finance cost adjustment

Prior to the IPO, the Group had significantly higher debt levels, which were refinanced immediately following the IPO. Additional net finance costs as a result of the previous financing structure were incurred from 1 January 2007 until April 2007. An adjustment of \$61 million has been made to represent the six month impact of the current debt funding arrangements.

#### Tax adjustment

The tax adjustment represents the net tax impact of the adjustments described above and the effect of the group restructuring which was completed in the first half which is expected to result in an ongoing effective tax rate of approximately 32%.



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## Statutory Income Statement

	Half-year ended 30 June 2007 US\$'000	Half-year ended 30 June 2006 US\$'000
Continuing operations		
Revenue	749,985	525,935
Cost of goods sold	(504,144)	(365,444)
Gross margin	245,841	160,491
Operating expenses:		
Selling, general and administration expenses	(146,194)	(115,847)
Other operating income	10,811	8,961
Operating profit	110,458	53,605
Investment and interest income	2,247	6,703
Interest expense	(83,264)	(26,601)
Profit before taxation	29,441	33,707
Income tax expense	(12,091)	(27,489)
Profit for the period from continuing operations	17,350	6,218
Discontinued operations (net of taxes)		
Loss for the period from discontinued operations	-	(706)
Loss on sale of discontinued operations	-	(5,617)
Profit (loss) for the period	17,350	(105)
Earnings per share:		
From continuing and discontinued operations:		
Basic and diluted earnings per share	1.17 cents	(0.01) cents
From continuing operations:		
Basic and diluted earnings per share	1.17 cents	0.42 cents



# Statutory Balance Sheet

	30 June 2007 US\$'000	31 December 2006 US\$'000
Current assets		
	40,000	00.547
Cash and cash equivalents	43,322	26,547
Trade and other receivables	250,448	226,885
Inventories	152,827	134,339
Other financial assets	725	2,222
Prepaid expenses and other current assets	21,412	22,116
A	468,734	412,109
Assets classified as held for sale	9,244	440.400
Total current assets	477,978	412,109
Non-current assets		
Property, plant and equipment	294,774	243,383
Goodwill and other intangible assets	231,218	158,115
Deferred tax assets	51,024	17,991
Other financial assets	3,415	3,911
Other assets	432	1,303
Total non-current assets	580,863	424,703
Total assets	1,058,841	836,812
Current liabilities		
Trade and other payables	188,207	237,554
Provisions	24,063	28,542
Current tax payable	5,144	20,090
Loans and borrowings	4,417	11,884
	221,831	298,070
Liabilities directly associated with non-current		
assets classified as held for sale	2,399	-
Total current liabilities	224,230	298,070
Non-current liabilities		
Trade and other payables	624	686
Loans and borrowings	696,016	1,275,697
Other financial liabilities	-	2,300
Deferred tax liabilities	19,647	2,247
Provisions	25,402	37,786
Total non-current liabilities	741,689	1,318,716
Total liabilities	965,919	1,616,786
Net assets (liabilities)	92,922	(779,974
Equity		
Issued capital	452,331	452,331
Reserves	6,600	5,189
Other equity	(143,236)	(991,546
Accumulated losses	(222,773)	(245,948
Total equity (deficit)	92,922	(779,974







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