



**Presentation to  
investors**

Tuesday, 8 July 2008

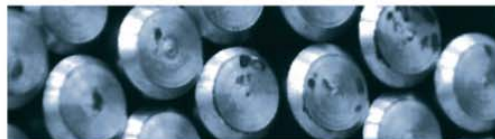
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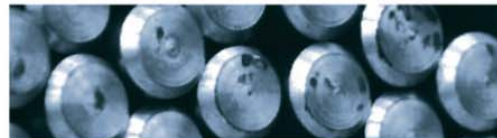
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# Presenters

- Kym Godson, Chief Executive Officer and Managing Director
- John Reid, Chief Financial Officer
- Robert Terpening, General Manager – Bisalloy Steels





Q&T plate processing at Bisalloy Australia



Armour plate "Bushmaster IMV"



New shot blaster



Ore dump truck made from Bisplate Q&T

# 1. Offer from Balron

## Sale will reduce debt burden and switch focus to Bisalloy Steels

### 24 June 2008 announcement

- Atlas announced it had received an offer from a consortium of investors (“Balron”) for Atlas Distribution
- Distribution comprises:
  - ~ Australian & NZ Distribution
  - ~ AMP, Durinox and Schumag
  - ~ NZ Tube Mills
  - ~ Distribution support
- Sale price of \$90m represents a discount to book value of net assets. Distribution expected to lose c. \$17m in FY08
- Proceeds from the sale will initially help reduce net debt from c. \$135m to \$45m and subsequently facilitate growth of Bisalloy Steels
- Management can shift focus to profitable Bisalloy Steels

FY08 Pro forma Balance sheet	\$m
Atlas Group net debt	135
Cash proceeds	(90)
<b>Post transaction net debt</b>	<b>45</b>

### Planned next steps

- **July 08** – legal due diligence, formal documentation, final financing credit approval  

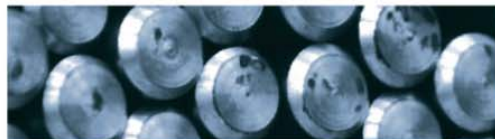
Balron is a substantial shareholder in Atlas – offer therefore subject to shareholder approval
- **August 08** – distribute explanatory memorandum including independent expert’s report to shareholders
- **September 08** – shareholders vote



## 2. Atlas post transaction



Notes: (1) Comprises Corporate Services i.e. Board, senior management, listing costs etc.



## 2. Atlas post transaction

### Major shareholders

- 16.0% – Balron Nominees Pty Limited
- 10.6% – Investors Mutual

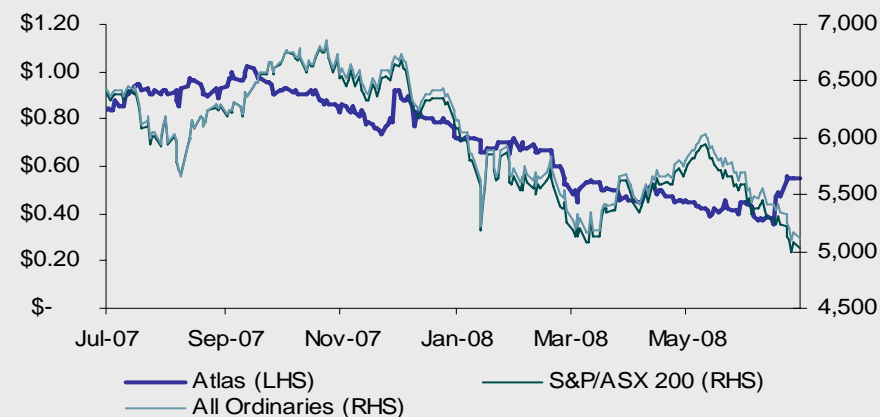
### Board members

- Phillip Cave – Chairman (non-executive)
- Kym Godson – CEO and Managing Director
- Richard Grellman – Director (non-executive)
- Graeme Pettigrew – Director (non-executive)

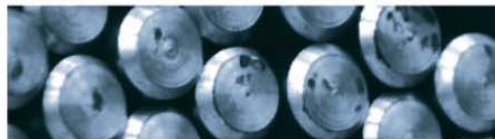
### Market data<sup>(1)</sup>

Share price (A\$)	0.55
Shares on issue (m)	104.6
Market capitalisation (A\$m)	57.5
Net debt (A\$m)	135.0
Enterprise value (A\$m)	192.5
Distribution value (A\$m)	(90.0)
<b>Implied Bisalloy value (A\$m)</b>	<b>102.5</b>
<b>Implied EV / FY08F</b>	<b>3.9x</b>

### Share price performance<sup>(1)</sup>



Notes: (1) As at 4 July 2008



## 2. Atlas post transaction – profit & loss

### Bisalloy Steels has quality earnings and a strong outlook

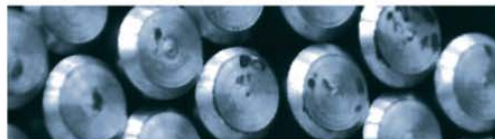
- Bisalloy Australia is Australia's only manufacturer of high-tensile and abrasion resistant quenched and tempered steel
- FY08 results have benefited from strong demand, especially for armoured plate
- Bisalloy Steels FY08 EBIT (after accounting for minority interests) is likely to be \$27.7m
- FY08 EBIT up by two thirds compared with FY07
- Current month's run rate is in line with budget
- Management are providing guidance for FY09F EBIT of \$30m EBIT<sup>(3)</sup>
- Given the current outlook, Atlas sees FY09 guidance as conservative

FY08 Pro forma P&L	\$m
Sales ('000 tonnes)	51.0
Sales	138.7
Bisalloy Australia EBIT	24.5
Bisalloy Asia EBIT <sup>(1)</sup>	3.2
<b>Bisalloy Total</b>	<b>27.7</b>
Corporate costs <sup>(2)</sup>	(2.5)
<b>Pro forma EBIT</b>	<b>25.2</b>

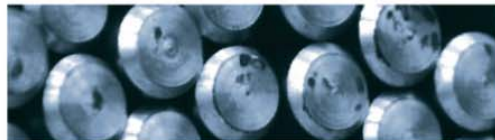
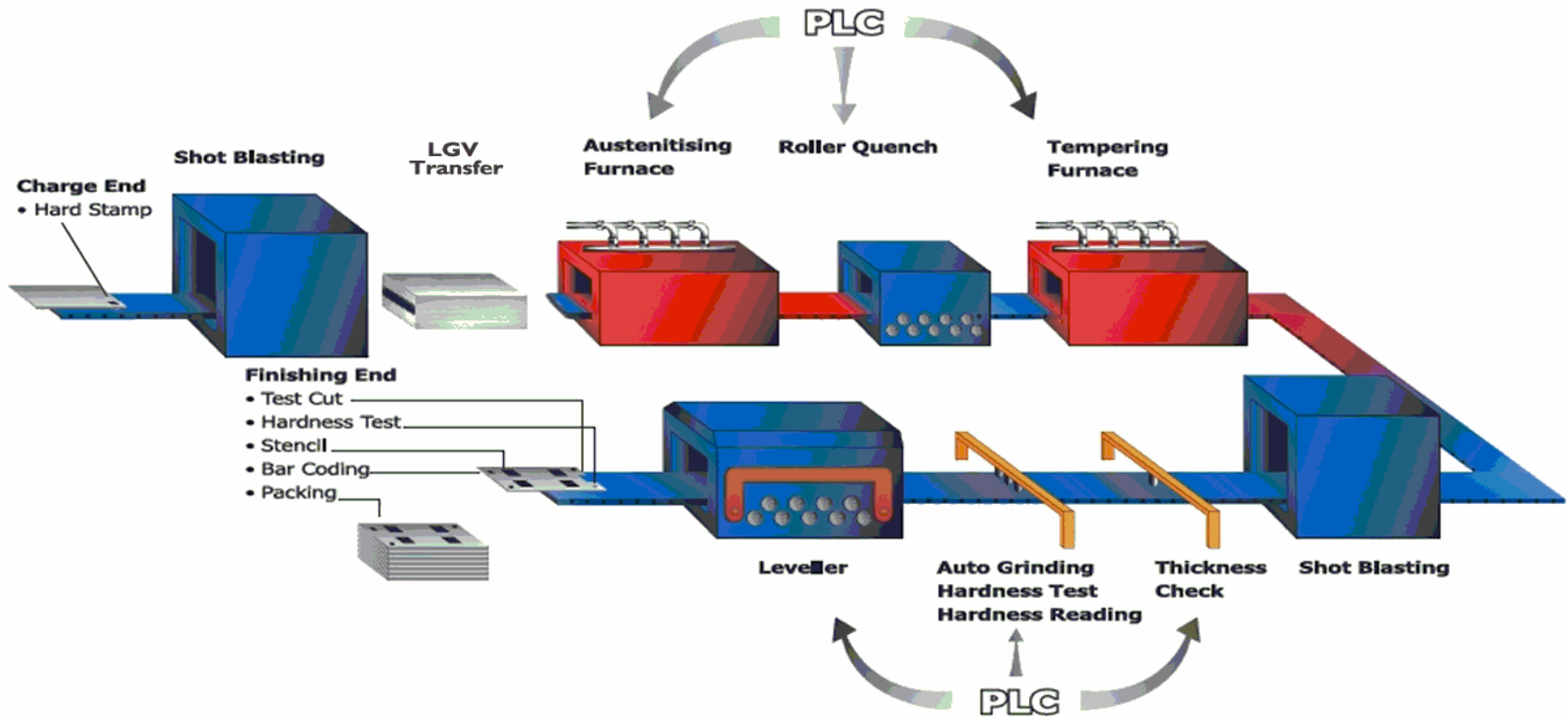
Notes:

- (1) Represents Atlas' share of non-100% owned Asian subsidiaries
- (2) Represents estimated annual costs. Actual costs for Atlas in FY08 will be c. \$5.5m before transaction costs
- (3) Inclusive of Atlas' share of non-100% owned Asian subsidiaries and before corporate costs

**Guidance for FY09F EBIT – \$30m<sup>(3)</sup>**



# 3. Bisalloy Australia – production process flow

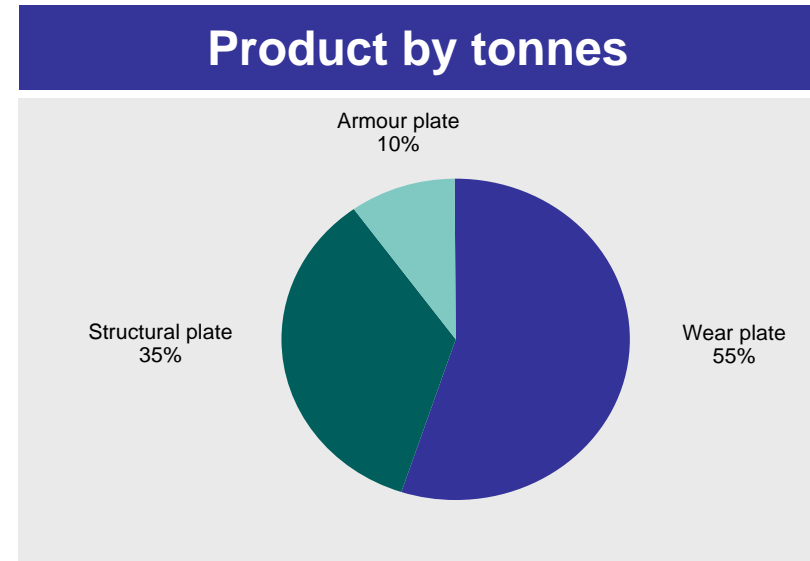


# 3. Bisalloy Australia – product

## Diversified product base

### Products – by tonnes

- Only Australian producer
- High barriers to entry
- Worldwide shortage of plate
- Wear plate – Bisplate 400, 450, 500 for mining applications such as dump trucks
- Structural plate – Bisplate 60, 70, 80, 80PV for applications including booms on cranes
- Armour plate – Bisplate HHA, HTA, UHTA, HIA Class 1 & 2 for applications including armoured personnel carriers

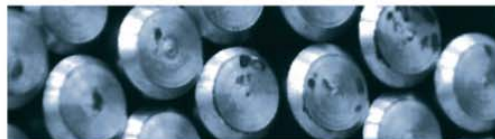
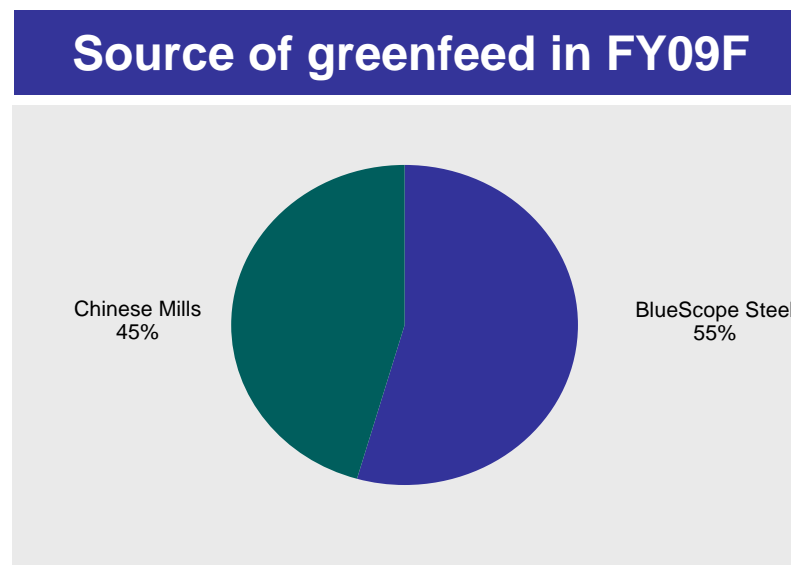


# 3. Bisalloy Australia – supply

## Diversified supplier base

### Greenfeed supply (FY09F)

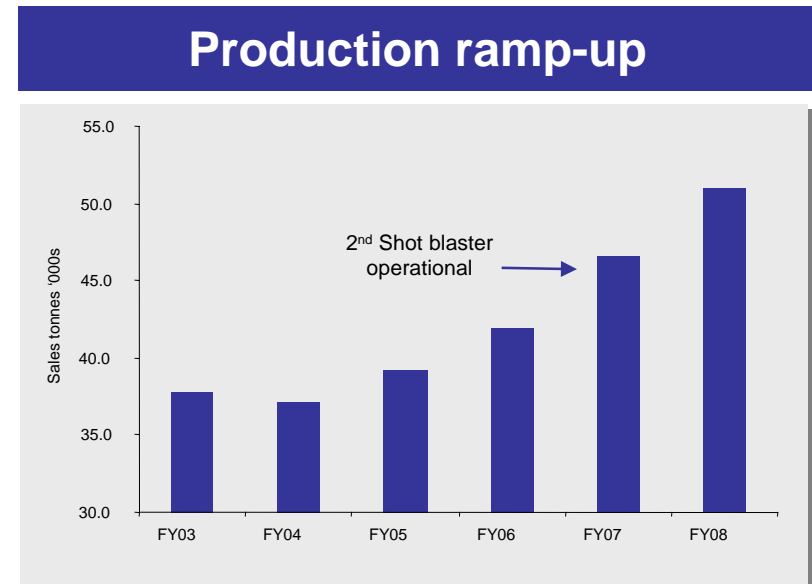
- BlueScope remains an important supplier of greenfeed
- Bisalloy Australia is diversifying its supplier base
- By FY09, expect c.45% of greenfeed to be sourced from Chinese mills
  - Budget purchases of greenfeed hedged at or above the FX rate
  - Falling AUD could reduce likelihood of foreign-sourced Q&T in Australian market
  - However, worldwide shortage of Q&T plate makes a significant increase in import competition unlikely



# 4. Bisalloy Australia – historic performance

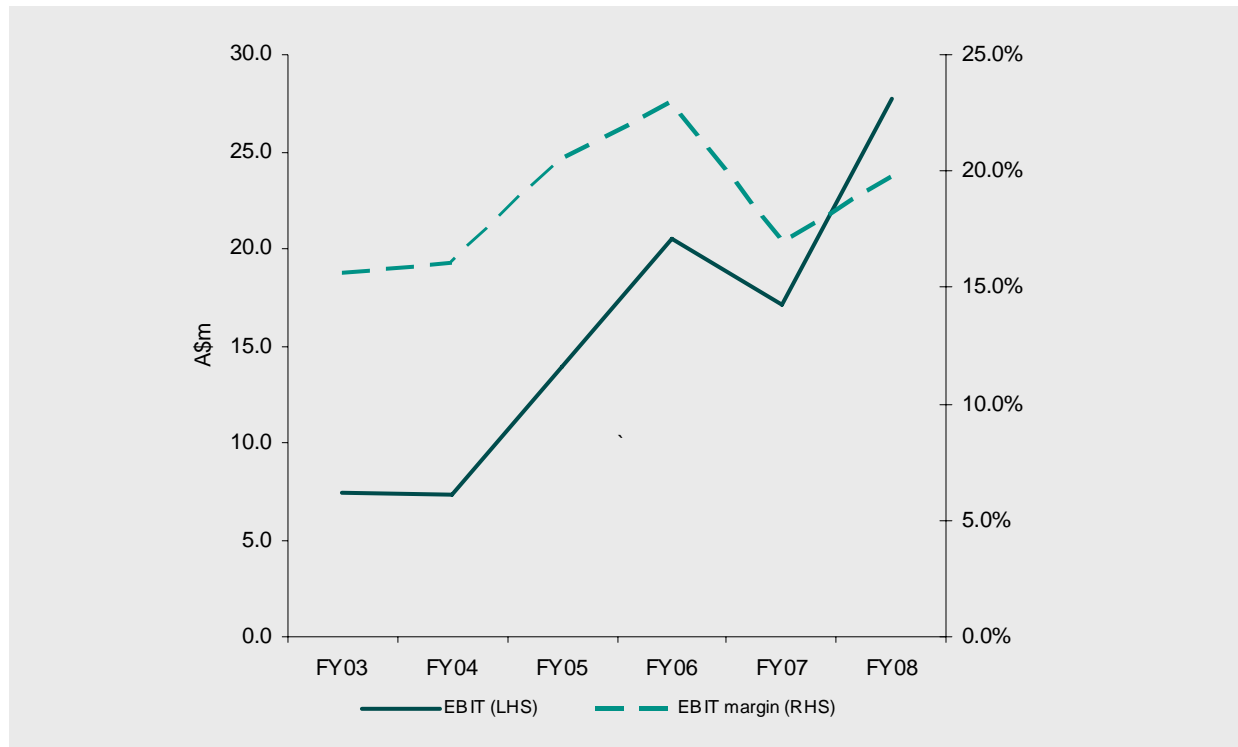
## Proven performer

- 24/5 production commenced in January 2007
- Impact of recent capital expenditure not yet fully reflected in results:
  - Second shot blaster fully operational (30% capacity increase) in Q307
  - Laser Guided Vehicle installed to remove production bottle neck in 2008
- Greenfeed supply from China significantly increased in FY08
- FY08 production is approximately 50,300 tonnes



# 4. Bisalloy Australia – historic performance

## Historic earnings



# 5. Bisalloy Australia – market drivers

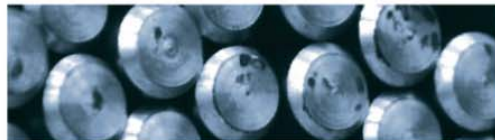
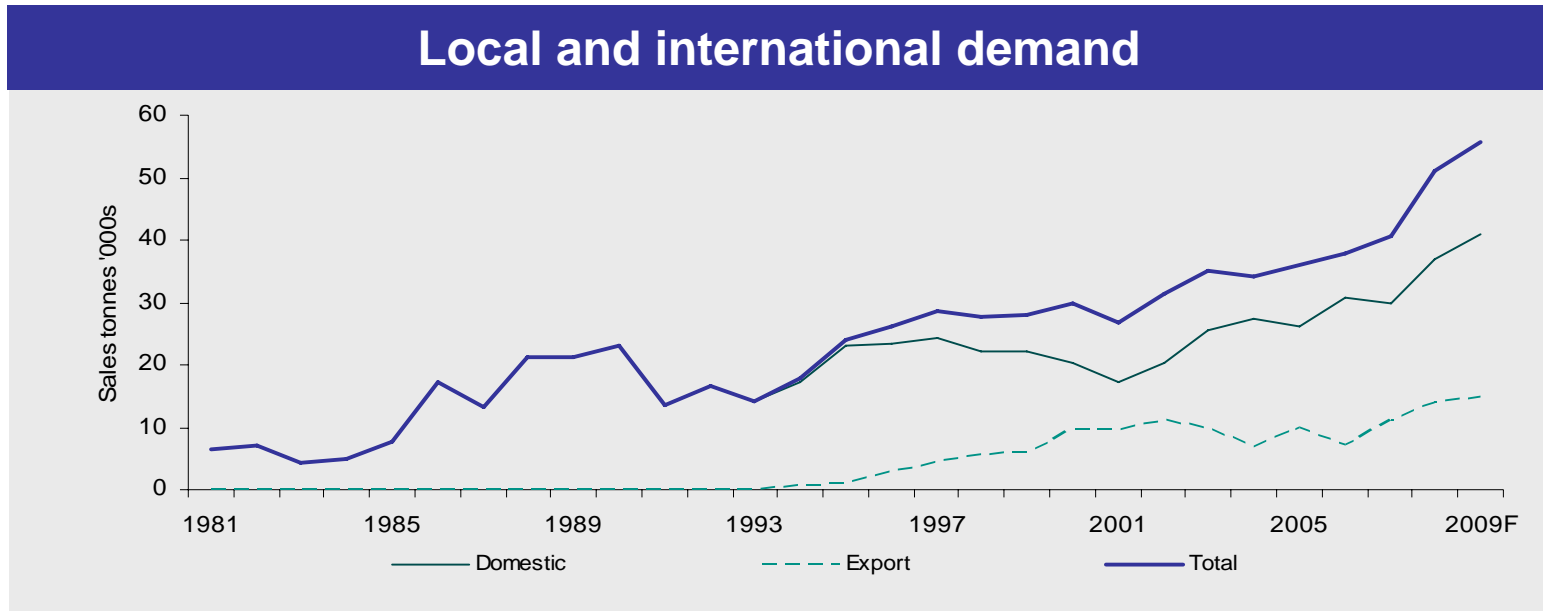
## Strong local and international market demand

### Domestic growth

- Regain domestic market position / share
- Unable to meet domestic demand with current facility

### International growth

- Capitalise on strong export demand, especially in armoured plate
- Growing demand via Bisalloy's Asian distributors



# 5. Bisalloy Australia – market drivers

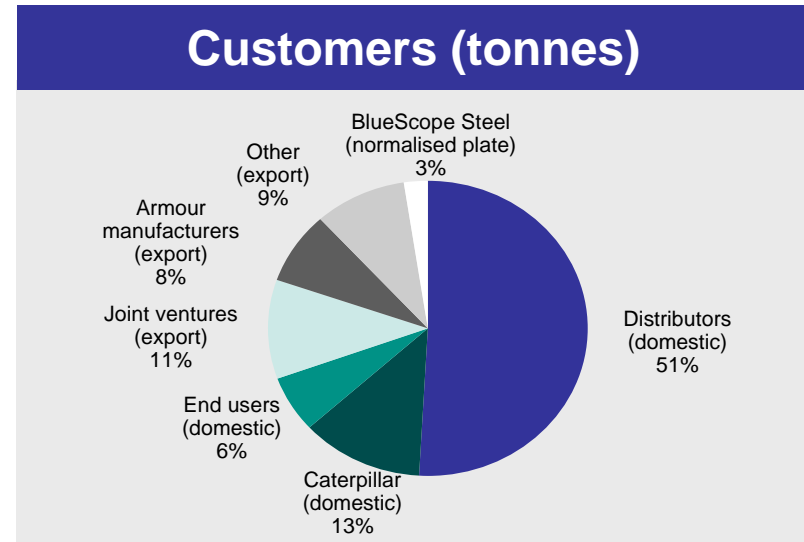
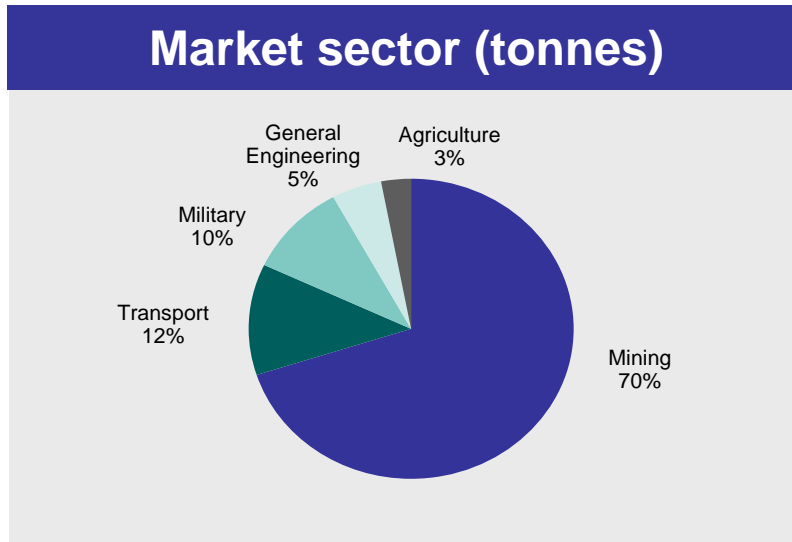
## Exposure to growing markets and blue chip customers

### Market sectors

- Strong exposure to resources sector
- Domestic demand expected to increase by around 4-5% p.a. until at least 2010
- International demand driven by ongoing resources boom and military applications for armoured plate

### Customers

- Domestic customers (c. 70% of FY08 tonnes) include Caterpillar and local distributors (e.g. OneSteel, BlueScope Steel and Atlas Distribution)
- Exports (c. 28%) include Bisalloy Asia
- Normalised plate (2.5% of tonnes) for BlueScope Steel



# 6. Bisalloy Steels – 5 year business plan

## Bisalloy Steels growth underpinned by expansion into Asia

- Granowski shot blaster to be replaced 1H09
- 24/7 production by FY10
- Q&T customer demand profile will move toward thin gauge plate
- Increase greenfeed from China
- Opportunity for second Q&T production facility in China
- This will enable Unanderra to optimise production by focusing on heavy gauge plate and source thin gauge plate for Bisalloy Asia

