



# BOART LONGYEAR TORONTO INVESTOR EVENT

Craig Kipp - CEO



1890

First "Core Rig"

**Longyear**



1890  
First "Core Rig"

**Longyear**



1930's  
Diamond Drill Bits

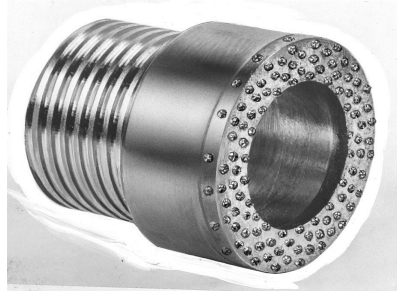
**Longyear**

DE BEERS

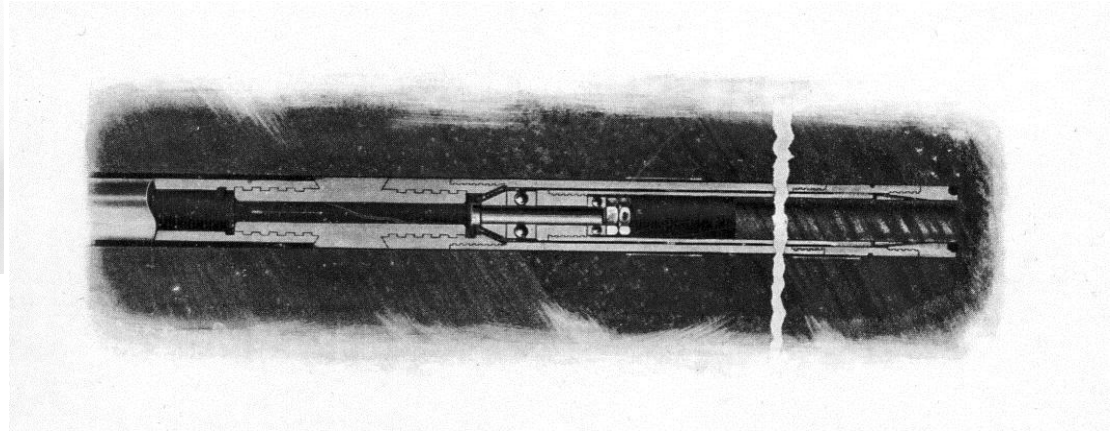
A DIAMOND IS FOREVER



1890  
First "Core Rig"



1930's  
Diamond Drill Bits



1950's  
Wireline Coring  
**Longyear**

**Longyear**

**Longyear**

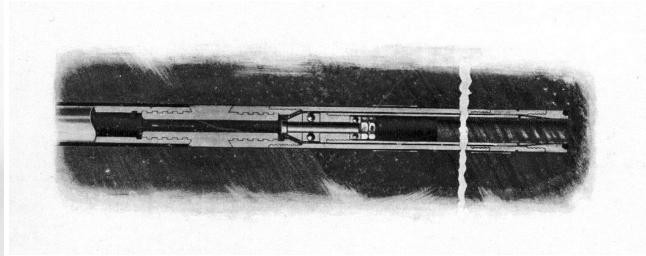
DE BEERS  
A DIAMOND IS FOREVER



1890  
First "Core Rig"



1930's  
Diamond Drill Bits



1950's  
Wireline Coring



1996  
RQ Thread

**longyear**

**longyear**

**longyear**

**BOART  
LONGYEAR™**

DE BEERS  
A DIAMOND IS FOREVER

**BOART LONGYEAR™**

# FOCUS: Exploration Drilling

1890 – 2005

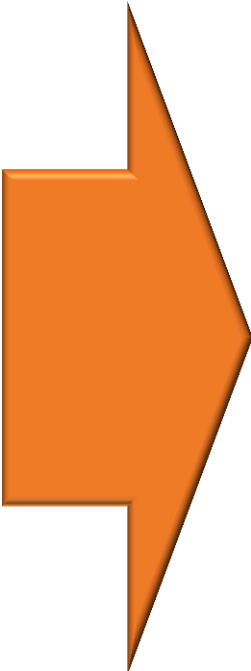
Drilling Services

Coring  
Surface

Drilling



Underground



THE LEADING CORING  
COMPANY...100+ YEARS

Products

Coring

Rods



Bits



Tooling



# FOCUS: Exploration Drilling

1890 – 2005

Drilling Services

Products

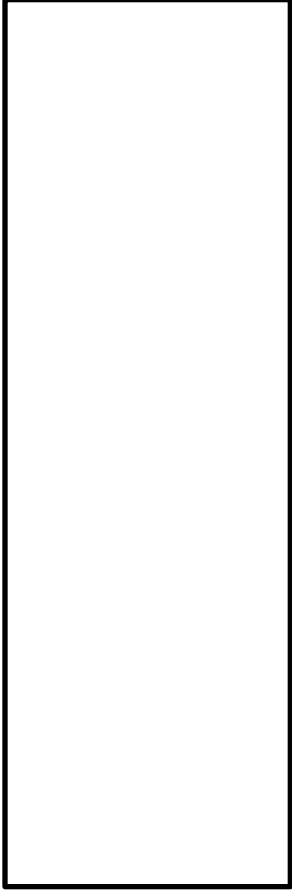
Coring  
Surface



Underground



Other



Drilling

Rods

Bits

Tooling

Coring



Diamond Wire



Hard Materials



Mining Capital Equipment



Cushion Cut



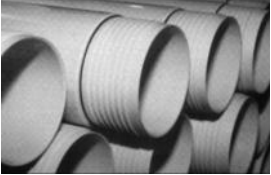
Seismic Instrumentation



Drill Stores



PVC Pipes



Diamond Saws



# FOCUS: Exploration Drilling

1890 – 2005

Drilling Services

Products

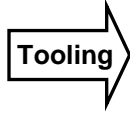
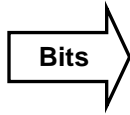
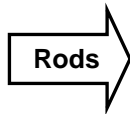
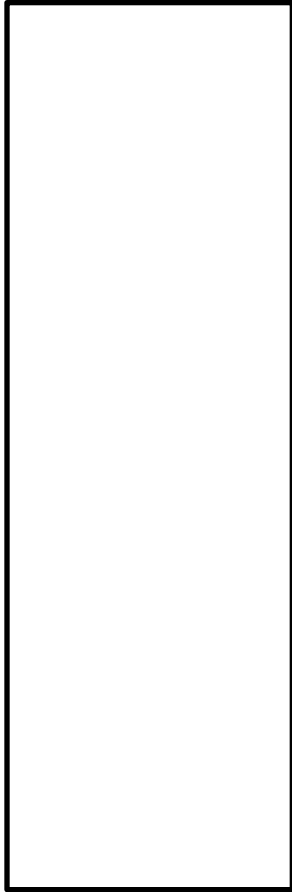
Coring  
Surface



Underground



Other



Coring



Bits



Tooling



Diamond Wire



Hard Materials



Mining Capital Equipment



Cushion Cut



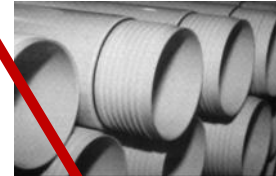
Seismic Instrumentation



Drill Stores



PVC Pipes



Diamond Saws





# FOCUS: Exploration Drilling

1890 – 2005

2005 →

Drilling Services

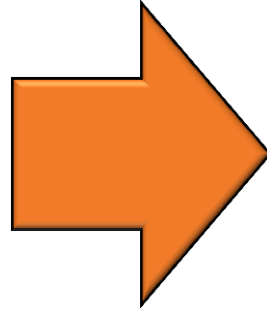
Coring  
Surface



Underground



Drilling



Multi-Purpose



RC



Rotary



Sonic



Products

Coring



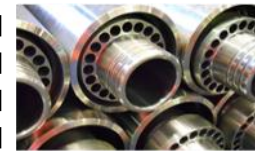
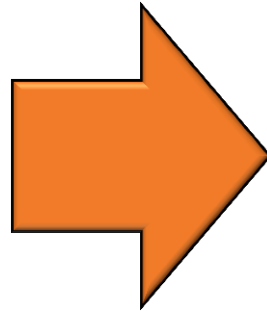
Rods



Bits

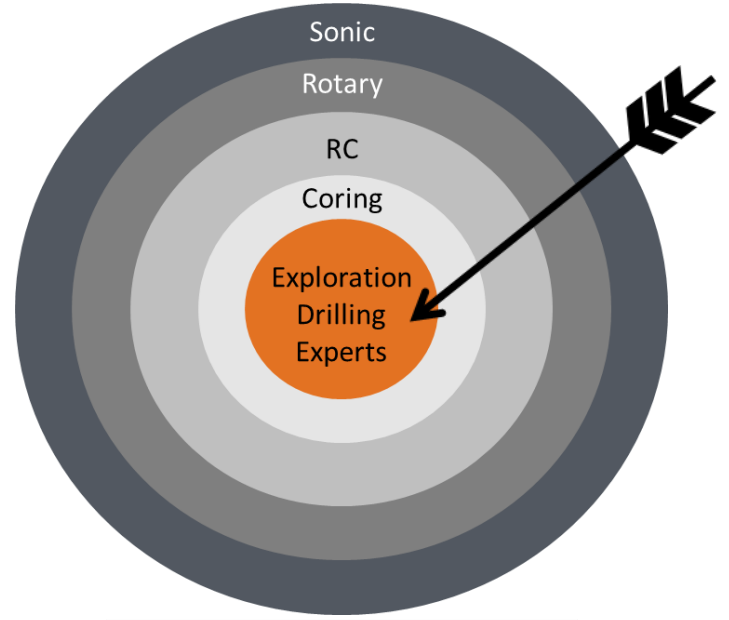
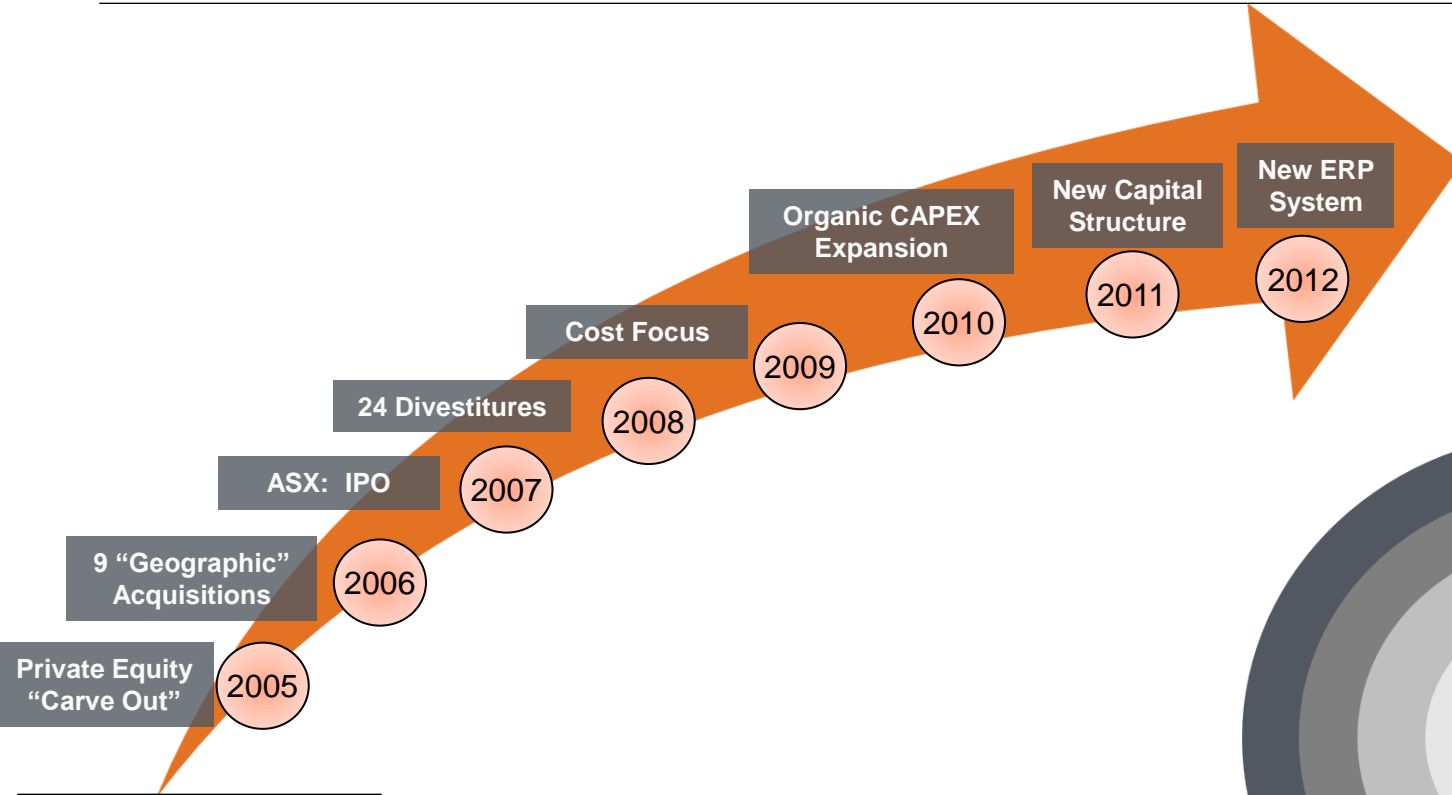


Tooling



# Boart Longyear Roadmap: On Track!

Refocused on  
Exploration  
Drilling



Products & Services

# Drilling Every Angle

## DEFINING THE MINE

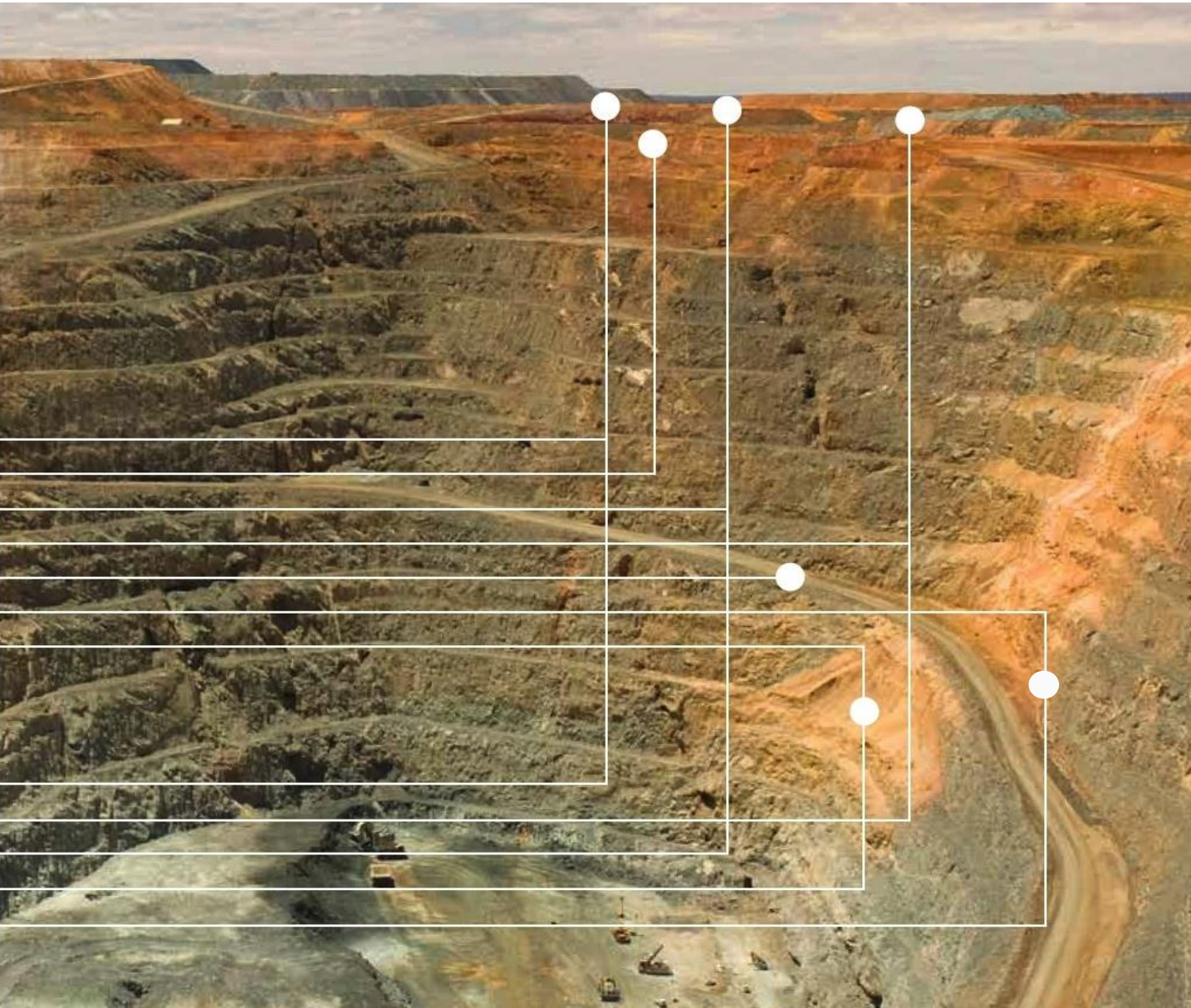
For over 120 years, Boart Longyear has served mines around the world, offering expertise and reliability. Our services and products provide globally consistent productivity—from exploration drilling and water services, to production and reverse circulation drilling.

## DRILLING SERVICES

- Surface Coring
- Water Services
- Sonic Tailings Sampling
- Reverse Circulation Exploration
- Grade Control
- Underground Coring
- Production Drilling

## DRILLING PRODUCTS

- Diamond Coring Rigs & Tooling
- Reverse Circulation Rigs & Tooling
- Sonic Rigs & Tooling
- Rock Drill & Blast Equipment & Tooling
- Underground Coring Rigs & Tooling





2442

RECEPTION

NAM Regional Office - Mississauga

# BOART LONGYEAR MISSISSAUGA INVESTOR EVENT

Steve Deck, Regional VP, North America

# Boart Longyear Regional Offices



North America: Toronto



EMEA: Geneva



Latin America: Santiago

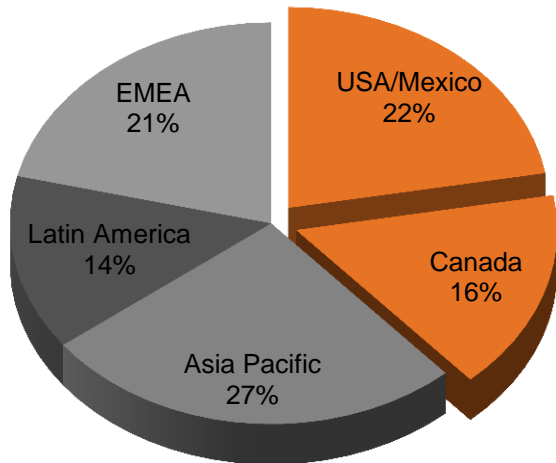
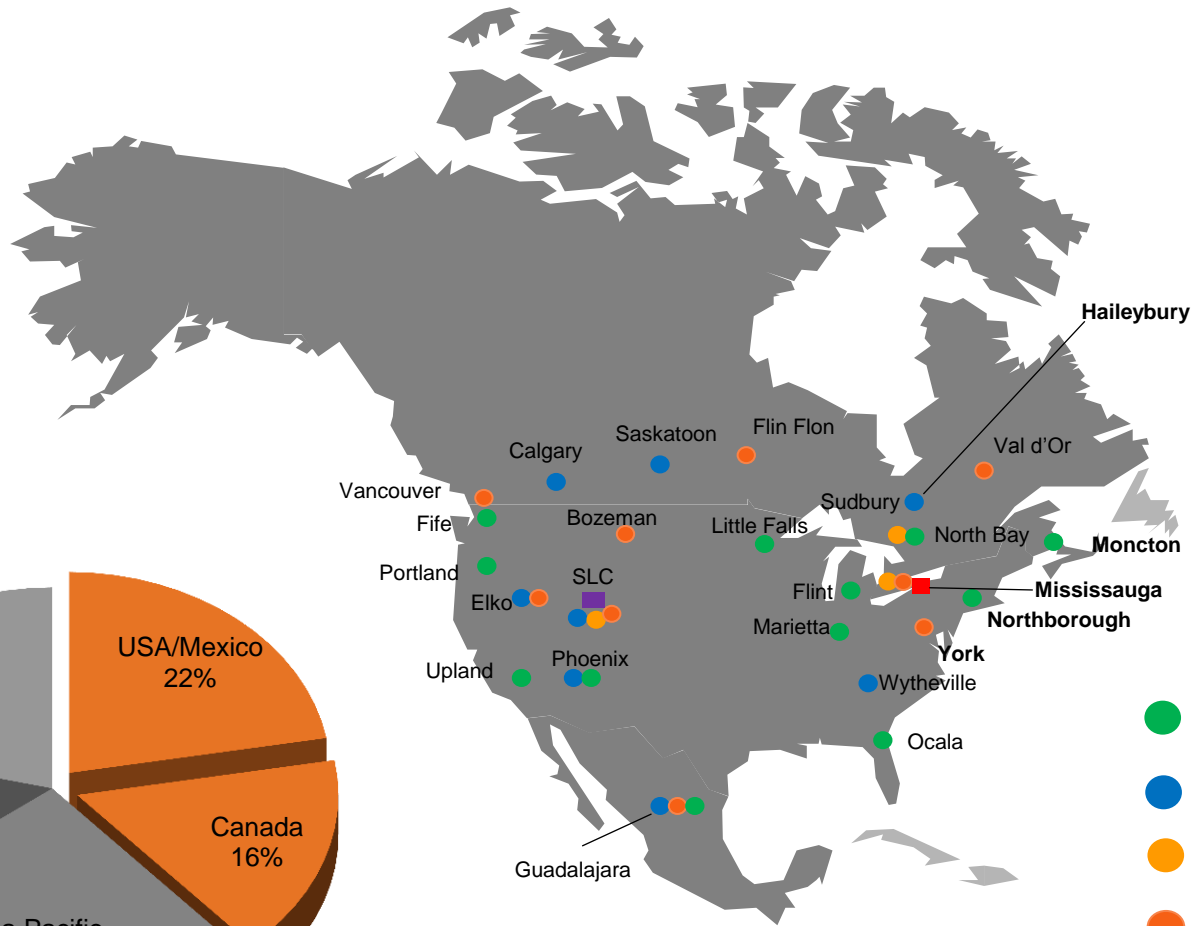


Asia Pacific: Adelaide

-  North America Region
-  Latin America Region
-  Asia Pacific Region
-  EMEA Region

 = Regional HQ Locations

# North America Snapshot



- 3535 Employees
- 3 Manufacturing Plants
- 8 M&E Drilling Services Locations
  - Underground
  - Surface
  - Rotary
- 8 Products Sales & 3 Distribution Centers
- 13 E&I Drilling Services Locations
- Mississauga Regional Head Office
- Salt Lake City Corporate Office

- E&I Drilling Services
- M&E Drilling Services
- Manufacturing
- Products Sales & Distribution
- Regional Head Office
- Corporate Office

# North America Business Overview

## Drilling Services

Total Drills: 564

Surface  
Coring



UG Coring &  
Percussive



Large  
Rotary/  
Pump  
(incl. water  
services)



Reverse  
Circulation



Geo-Tech  
(E&I)



Sonic



## Products

11 Sales and Distribution Centers,  
3 Manufacturing Sites in North America

Coring  
Tools



Diamond  
Products



Drilling  
Capital  
Equipment



E&I Tools  
& Equip



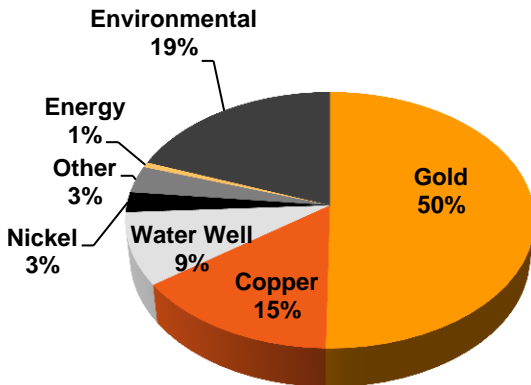
Percussive  
Tools



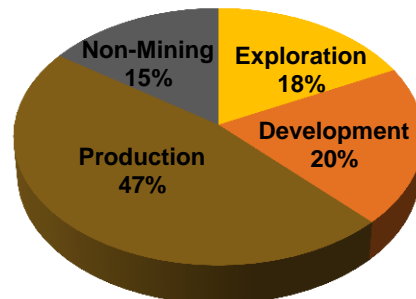
After  
Market  
Services



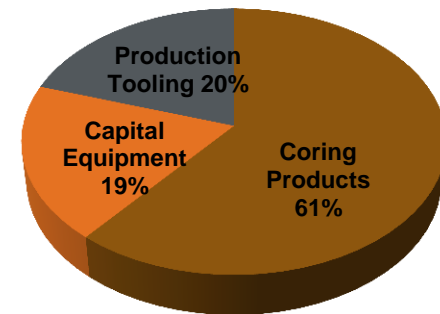
Revenue by Commodity



Revenue By Mine Stage



Revenue By Product Category



# North America: Products Business



## Key NAM Products Customers



## Key NAM Products Competitors





# North America: Engineering Activities

Engineering and  
Manufacturing  
(Diamond Bits)



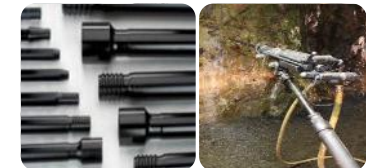
Engineering  
(Drill Rigs)  
Manufacturing  
(Wireline, Drill Rods/Rigs)



Engineering  
(Drill Rigs, Drilling Services)



Engineering  
( Percussive, Coring)  
Manufacturing  
(Percussive Products)



# Products Made In North America: Supplied Globally



Salt Lake City

North Bay

Mississauga

Diamond Bits



Production Drills



Exploration Tools



Exploration Drills



Production Tools



Rock Drills



# North America: Product Distribution Network



- Distribution Centre
- Forward Stocking Location

# North America: M&E Support Network



- Supports Rotary, Surface Coring and Percussive for USA



- Supports Rotary & Sonic for Canada



- Supports Underground & Surface Coring for Western Canada



- Supports Underground & Surface Coring for Eastern Canada and PDS



- Supports Rotary, Underground & Surface Coring and Pump and Percussive for USA



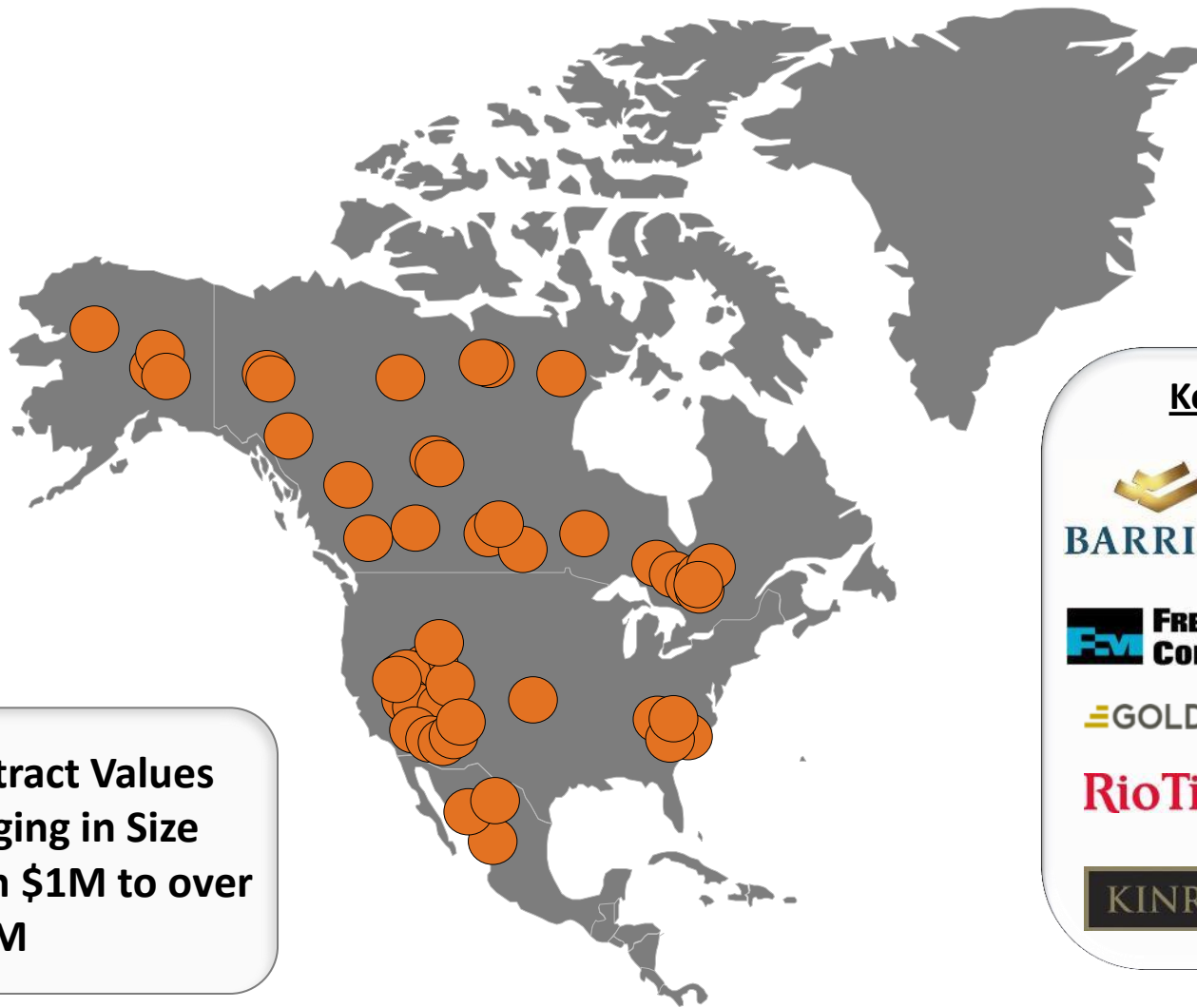
- Supports Underground & Surface Coring for USA



- Supports Underground & Surface Coring for Mexico



# North America: M&E Drilling Services

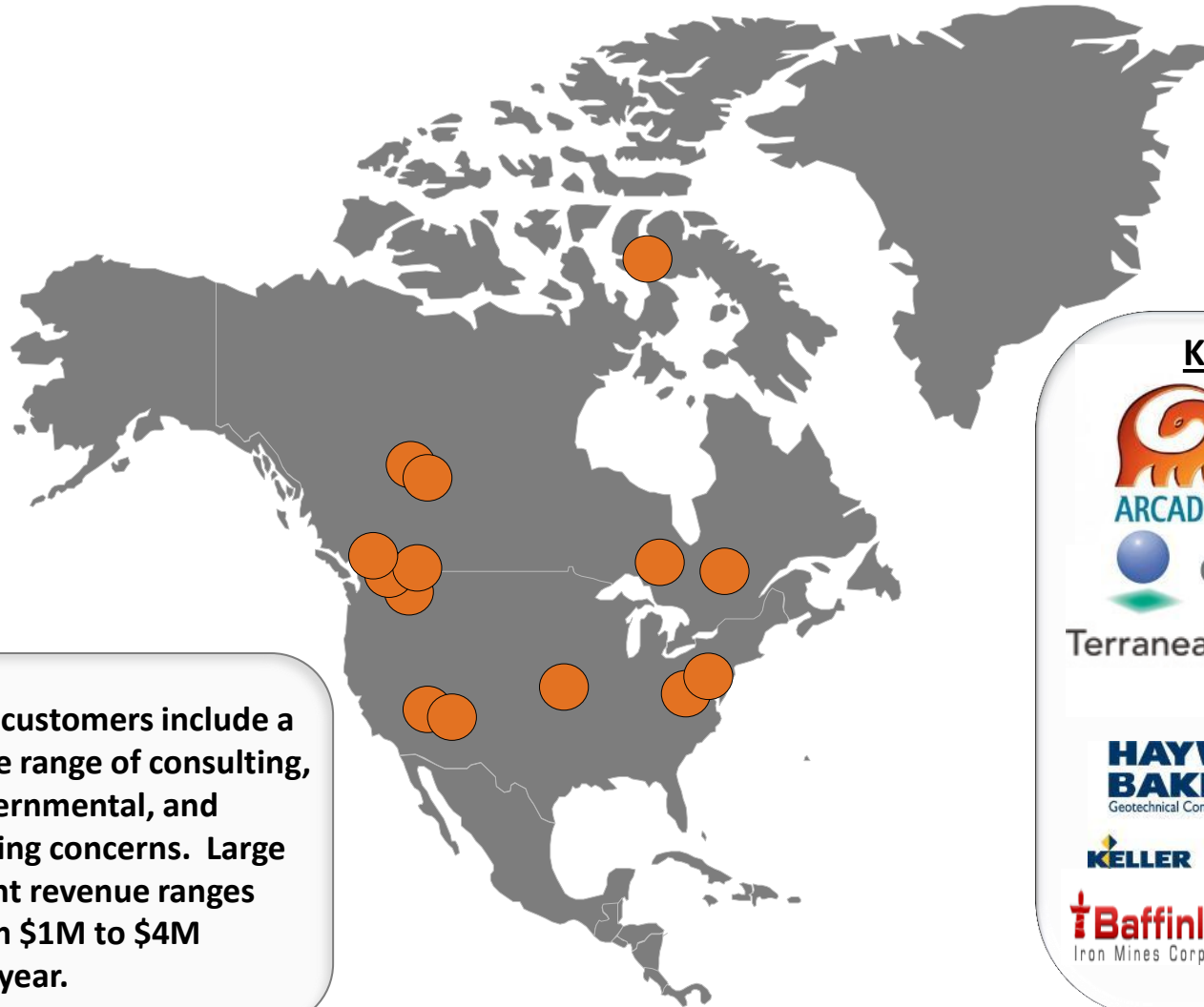


● Contract Values Ranging in Size from \$1M to over \$30M

### Key NAM M&E Customers

|   |  |  |
|---|--|--|
| <br><b>BARRICK</b>                                       | <br><b>NEWMONT</b><br><i>The Gold Company</i> | <br><b>AGNICO-EAGLE</b> |
| <br><b>FREEMPORT-McMoRAN</b><br><b>COPPER &amp; GOLD</b> | <br><b>xstrata</b>                            | <br><b>AREVA</b>       |
| <br><b>GOLDCORP</b>                                      | <br><b>bhpbilliton</b>                        | <br><b>KINROSS</b>    |
| <br><b>RioTinto</b>                                    | <br><b>VALE</b>                             | <br><b>Cameco</b>     |

# North America: E&I Drilling Services



● Key customers include a wide range of consulting, governmental, and mining concerns. Large client revenue ranges from \$1M to \$4M per year.

## Key NAM E&I Customers



CH2MHILL



TerranearPMC



SNOHOMISH COUNTY



**CONESTOGA-ROVERS & ASSOCIATES**

Worldwide Engineering, Environmental, Construction, and IT Services

# North America: Community Service

## EDUCATION PROGRAMS:

- PDAC - Mining Matters
- OMA – So You Think You Know Mining
- FIRST LEGO League



## HEALTH & PREVENTATIVE CARE:

- American & Canadian Cancer Societies – Relay for Life
- Toronto Sick Kids Foundation – Heatwave for Sick Kids
- Make-A-Wish Foundation
- Children's Hospital Foundation
- Utah Food Bank
- Utah Employee Walk for the Cure
- YMCA Strong Kids Campaign
- American Red Cross





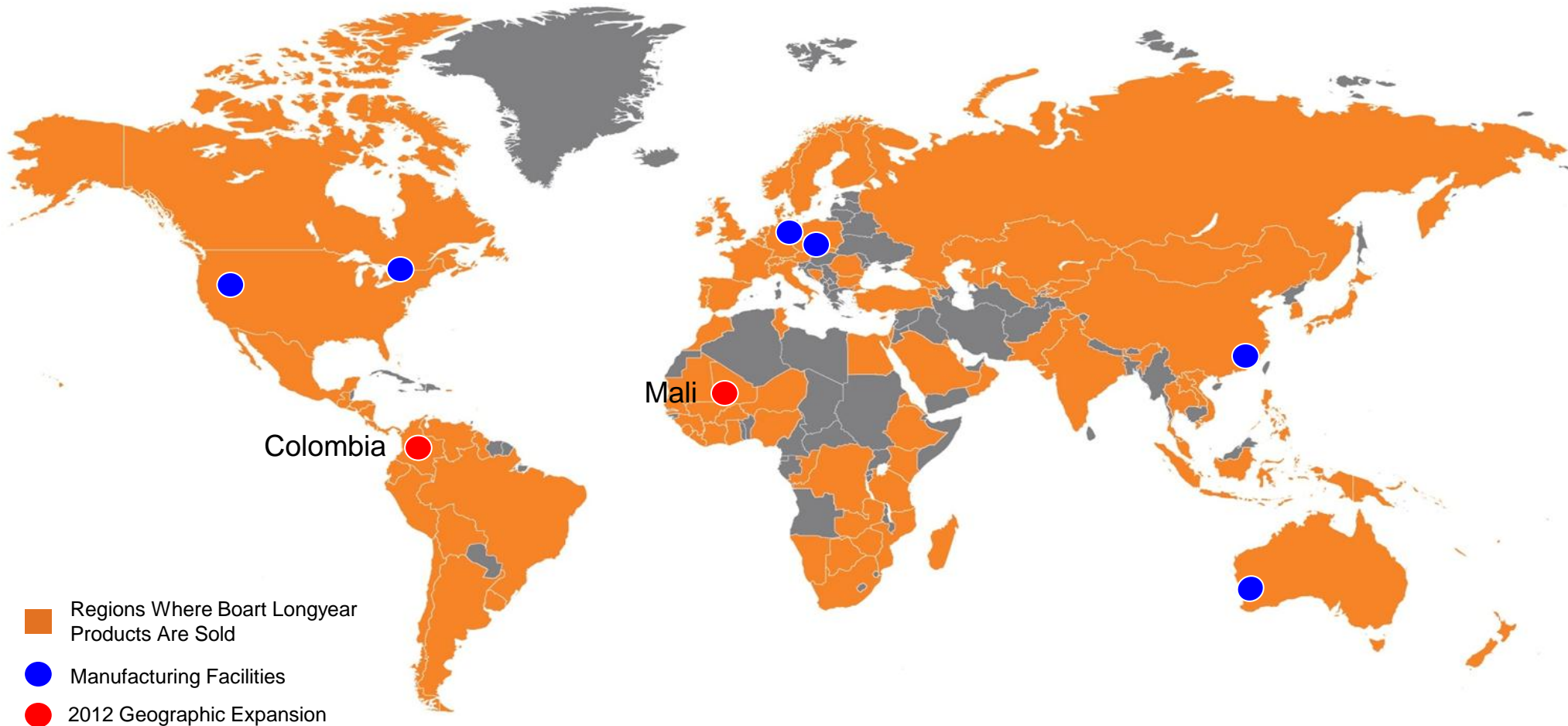
LS™600 Sonic Drill

# BOART LONGYEAR TORONTO INVESTOR EVENT

Alan Sides – VP, Products



# Drilling in Over 40 Countries, Selling Products In Over 100 Countries



# Vertically Integrated Business Model

BLY Drilling Services



BLY Products



Third-party Customers

## Drilling Companies



## Mine Companies



# Products & Served Segments

## Consolidated to Our "Core": Over 12 Businesses Divested 2005-2010

Minerals & Energy

Rock Drill & Blast

Environmental & Infrastructure

Drilling Equipment



Drilling Tools



# Coring: Entire Drill String Product Offerings



Drilling Rigs



Core Retrieval System



Drill Rods & Casing

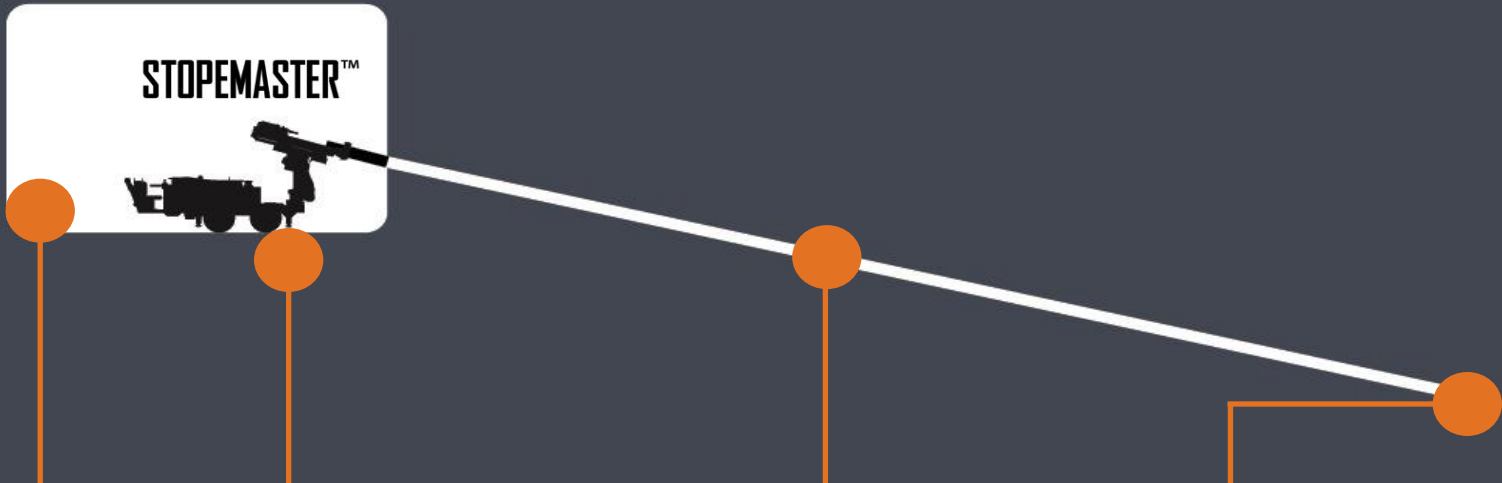


Core Barrel System



Drill Bits & Reamers

# Rock Drill & Blast: Entire Drill String Product Offerings



Rock Drills



Drilling Rigs



Drill & Blast  
Rods



Drill & Blast Bits,  
Shanks, Couplings

# Products Competitors: A Very Fragmented Market

## GLOBAL PLAYERS (Multiple Product Lines)



## GLOBAL PLAYERS (Single Product Line)


















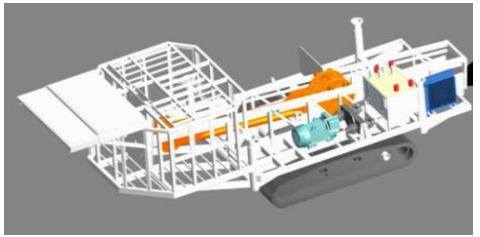




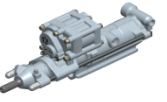

## REGIONAL PLAYERS



# Boart Longyear Competitive Advantage



# 2012 New Products Highlights

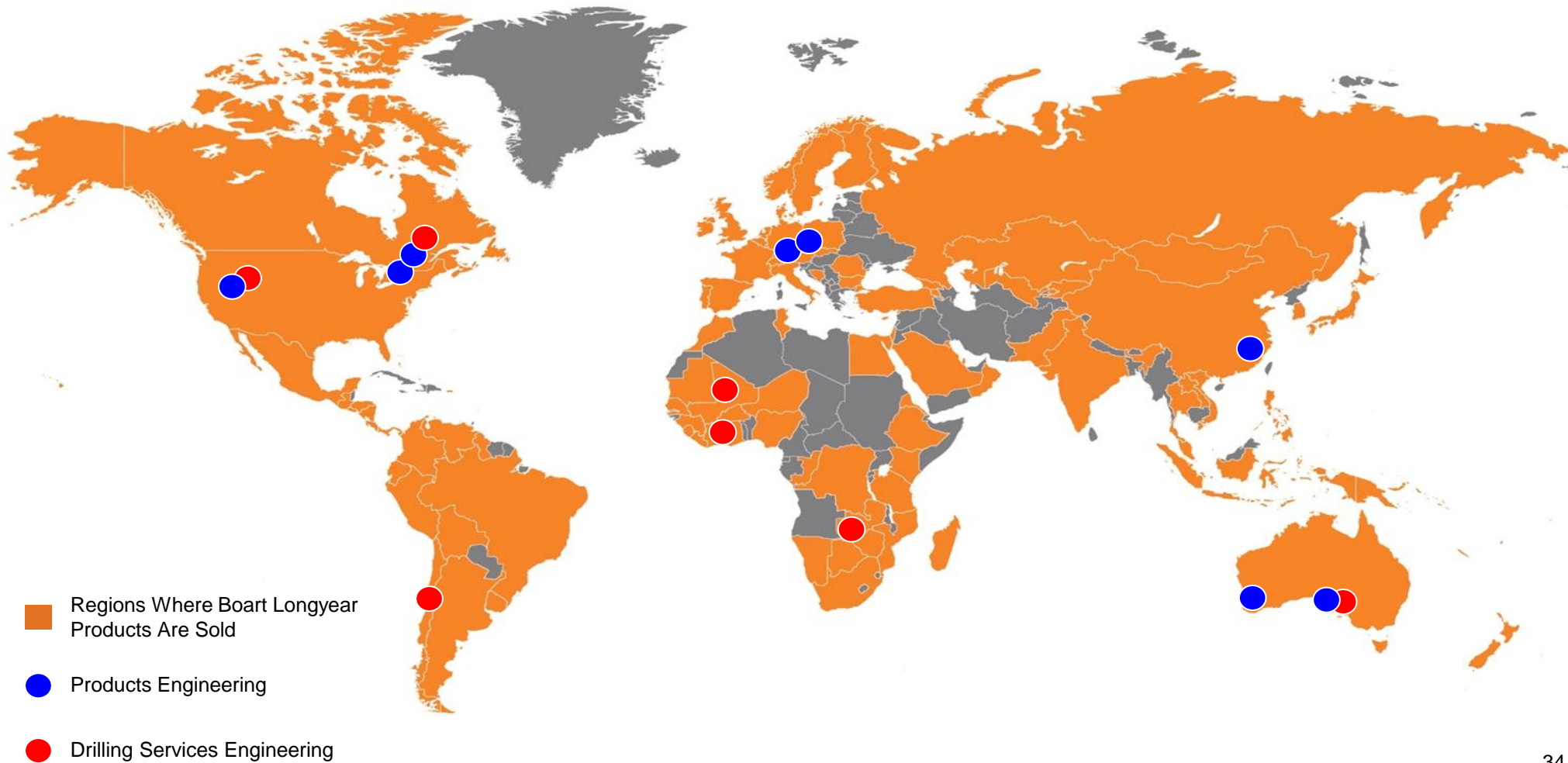
|                               | Drilling Equipment   |  |   | Tooling   |   |
|-------------------------------|--|--|---|---|---|
| Surface/Underground<br>Coring |  <p>LF120A</p>  |  <p>LF130 Shack &amp; RH</p> |  <p>LF240</p>      |  <p>LM90DCi</p>  <p>LCH35 Head</p>  |  <p>Surface Roller Latch</p>  <p>UMX Reamer</p>  <p>10UMX</p>  <p>Core Lifter</p> |
| Multi-Purpose / Sonic         |  <p>LX12</p>    |  <p>LX11</p>                 |  <p>Sonic 600C</p> |  <p>UMX Casing Shoe</p>  <p>Geo-Tech Bit</p>  |   |
| RC / Rotary                   |  <p>LR500</p>  |  <p>LR90</p>                |   |  <p>Cross Over Sub</p>  <p>Swivel</p>  <p>RC Rods</p> |   |
| Percussive                    |  <p>S250M</p> |  <p>S36 Upgrade</p>        |   |  <p>DTH Bits</p>   |   |



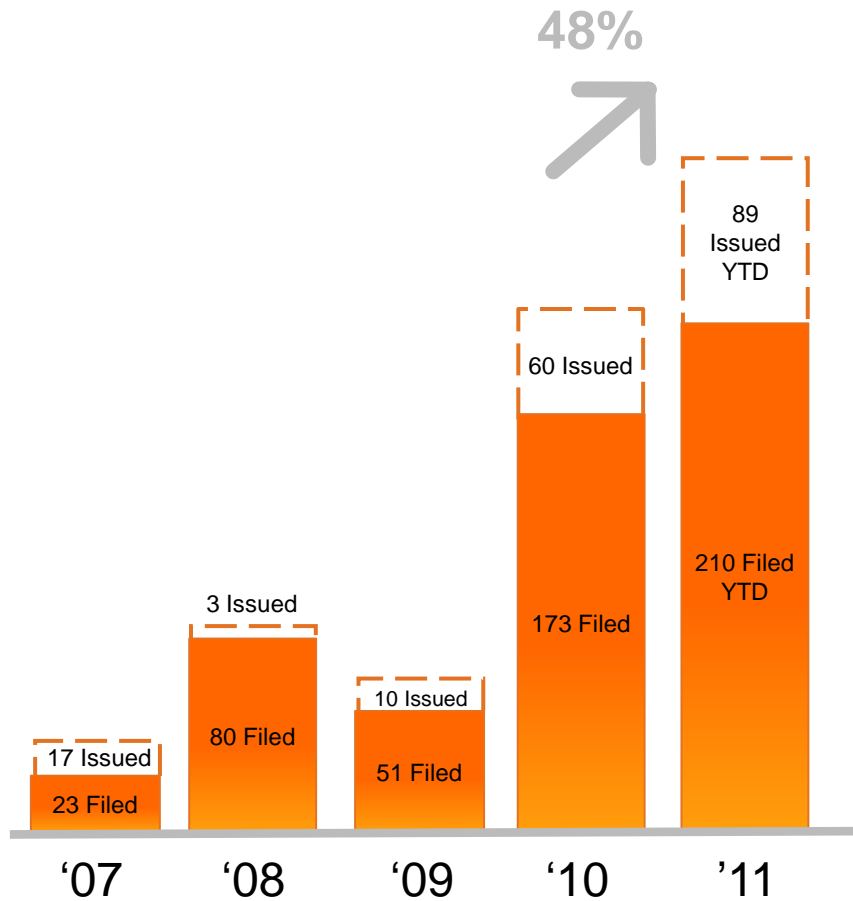
# Innovation Focus: Faster...Safer...Deeper



# Centers of Excellence: Over 100 Engineers



# Patents Activity



# Patents & Trademark: Over 50 Enforcement Cases



## Enforcement:

- *Favorable “Q™” Settlement with Hayden 2011*
- Tracking Other Firms for IP Compliance
- Letters of Notice Delivered to 50+ Manufacturers
- Legal Actions Taken as Required

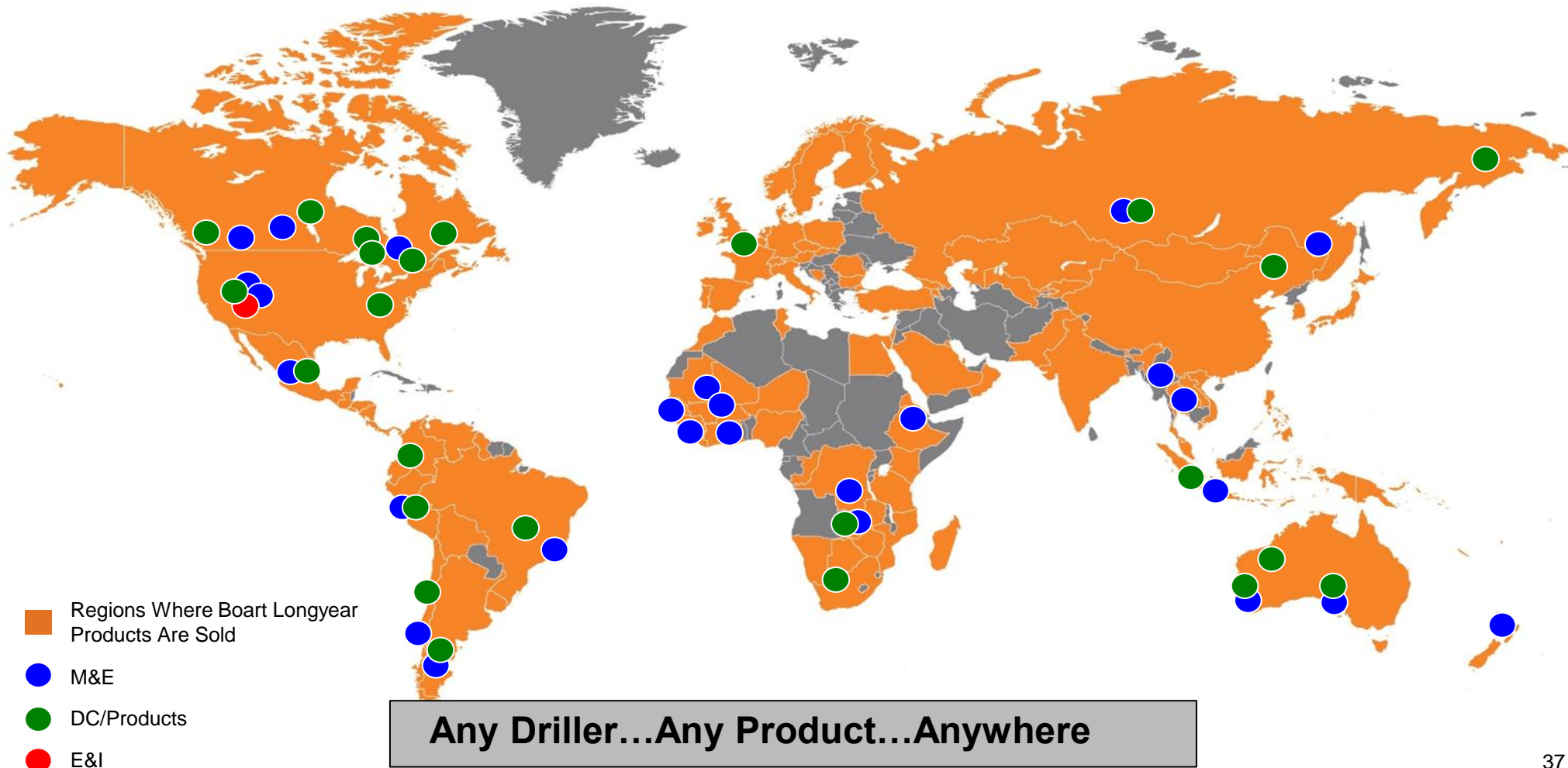
## Patent Highlights:

- RQ™ Rod Thread
- Stage™ Bit
- Roller Latch™ Head Assembly (11 Patents in 1 product)
- Ultramatrix™ (UMX™) Diamond Bits

## Trademark Highlights:

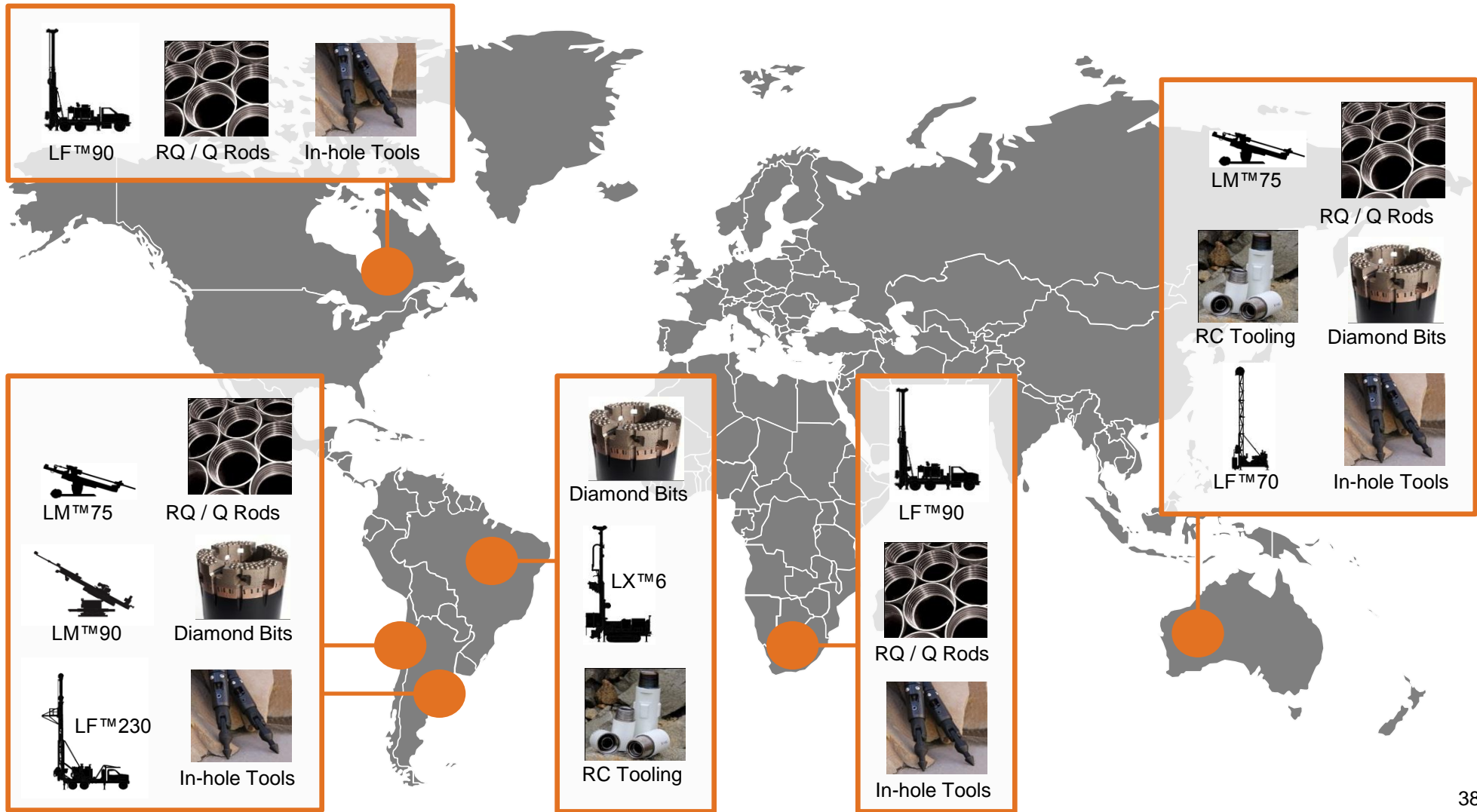
- Boart Longyear Logo
- RQ™ Rod Thread / V-Wall™
- Q™ Wireline System
- TRUSONIC™

# Currently 51 Stocking Locations

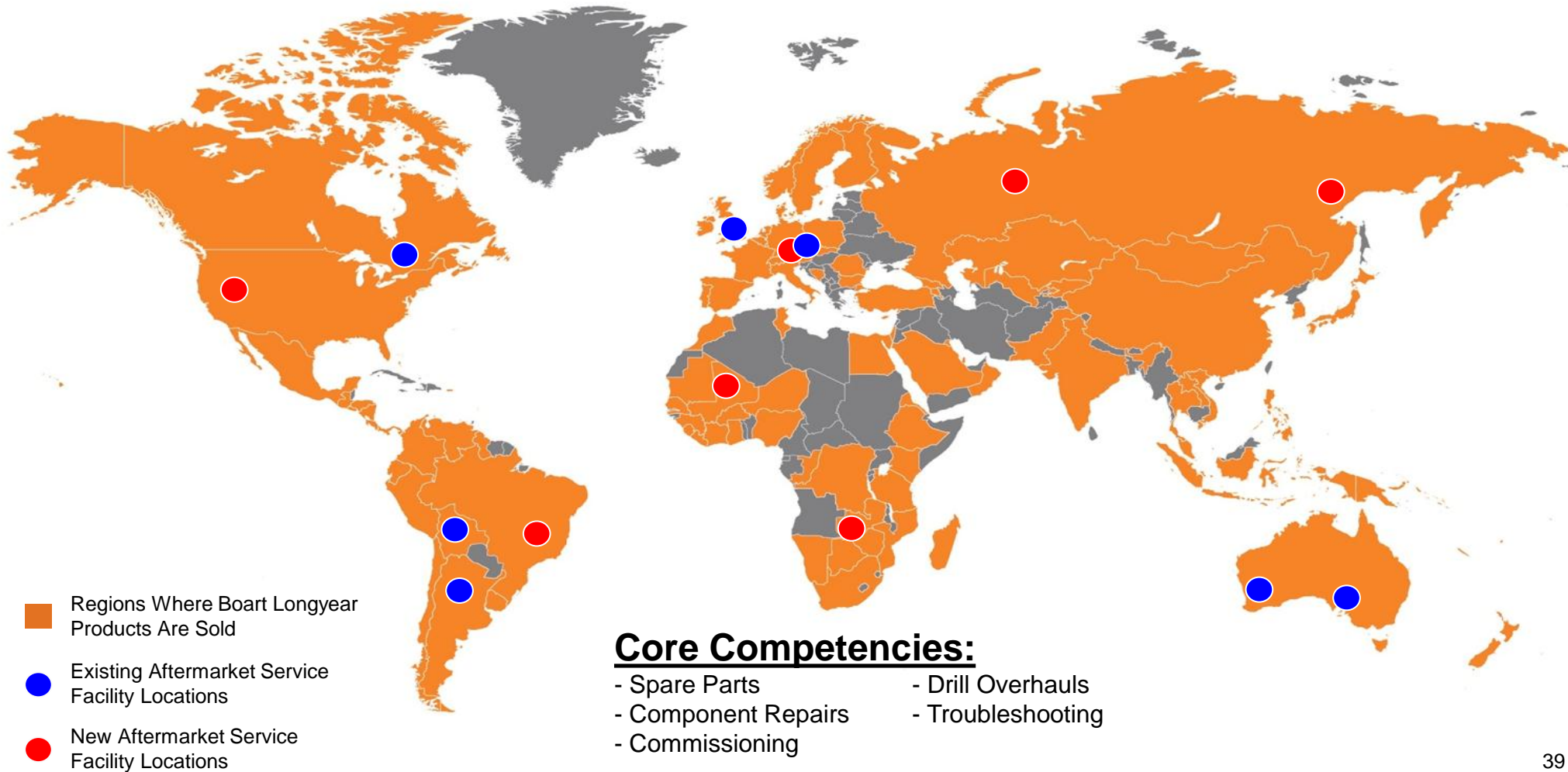


# Global Customer Example

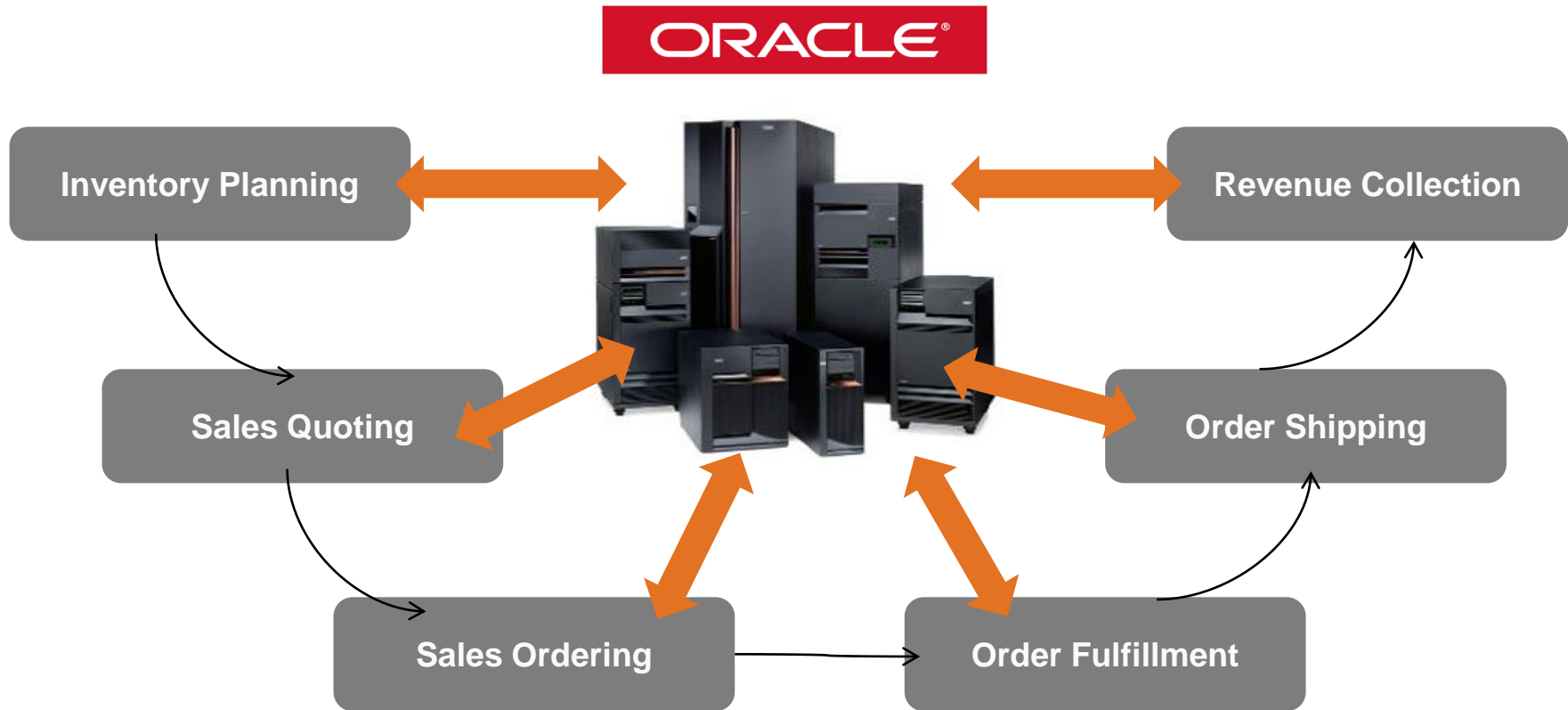
## \$19M Key Account, 6 Countries



# Drill Rig Refurbishment Centres of Excellence



# Oracle: Single Platform Process



**One Global Single Instance**





Mobilizing in Argentina

# BOART LONGYEAR TORONTO INVESTOR EVENT

Mike Birch – VP, Drilling Services

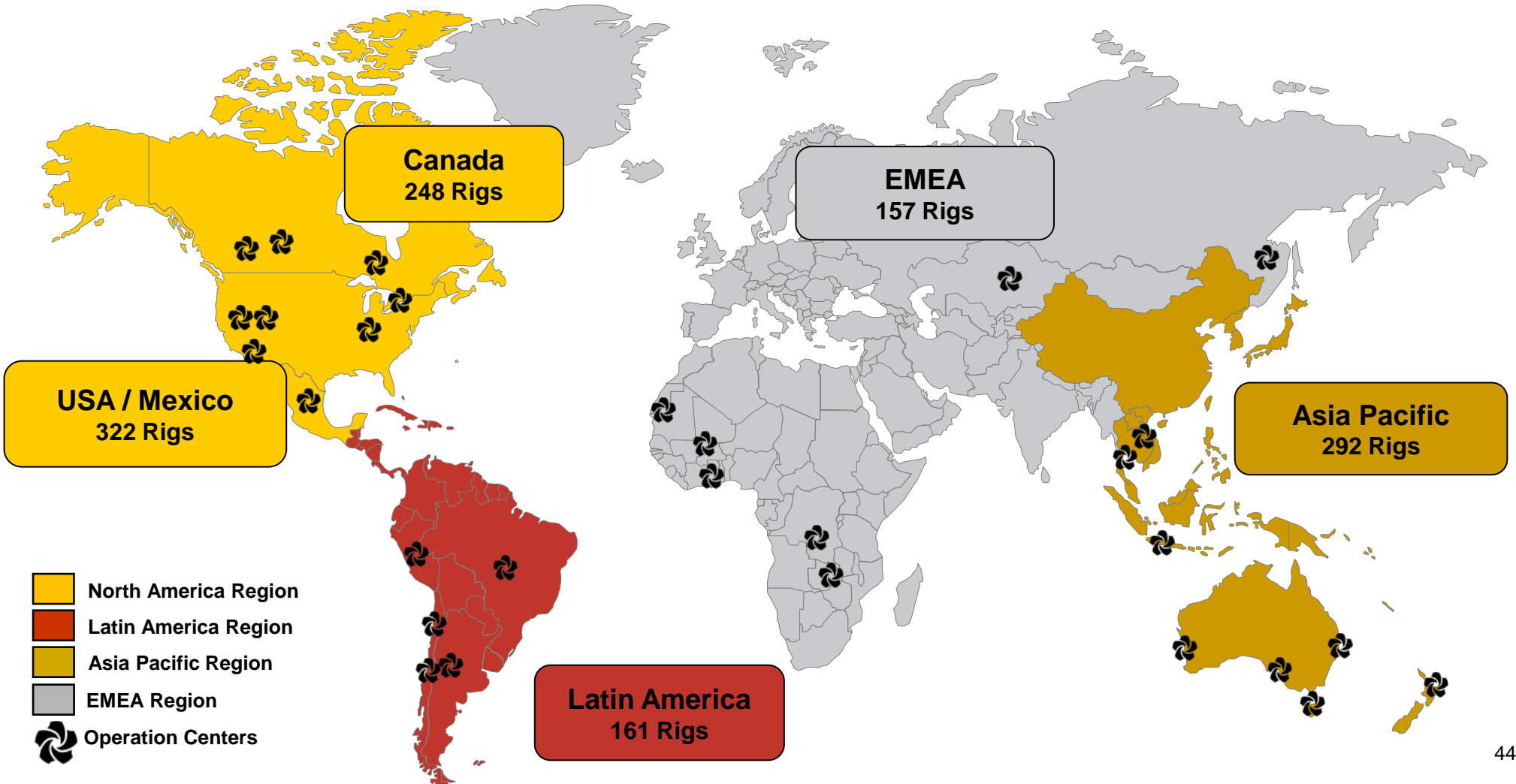
# “Core-In-The-Box”

## It is Our Business and How we Make Money





# Global Footprint: ~1,200 Rigs & ~29 Operation Centers



# Our Drill Fleet: A Broad Range of Drilling Specialties to Meet Customers' Varied Drilling Needs

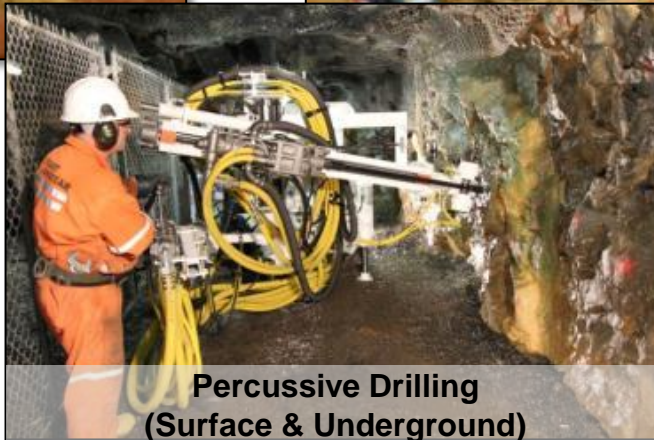
Diamond Core Drilling  
(Surface & Underground)



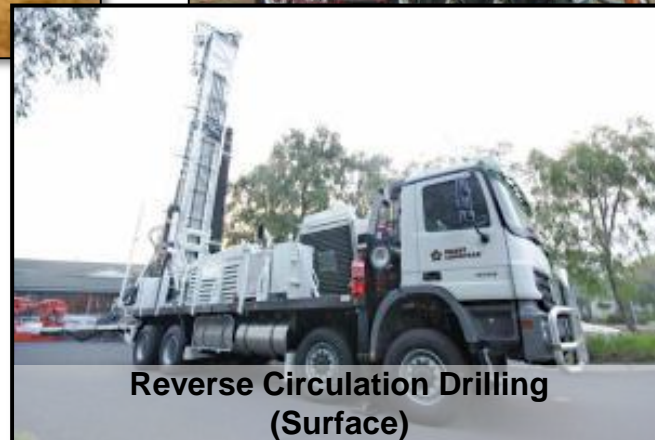
Sonic Drilling  
(Surface)



Rotary Drilling  
(Surface)

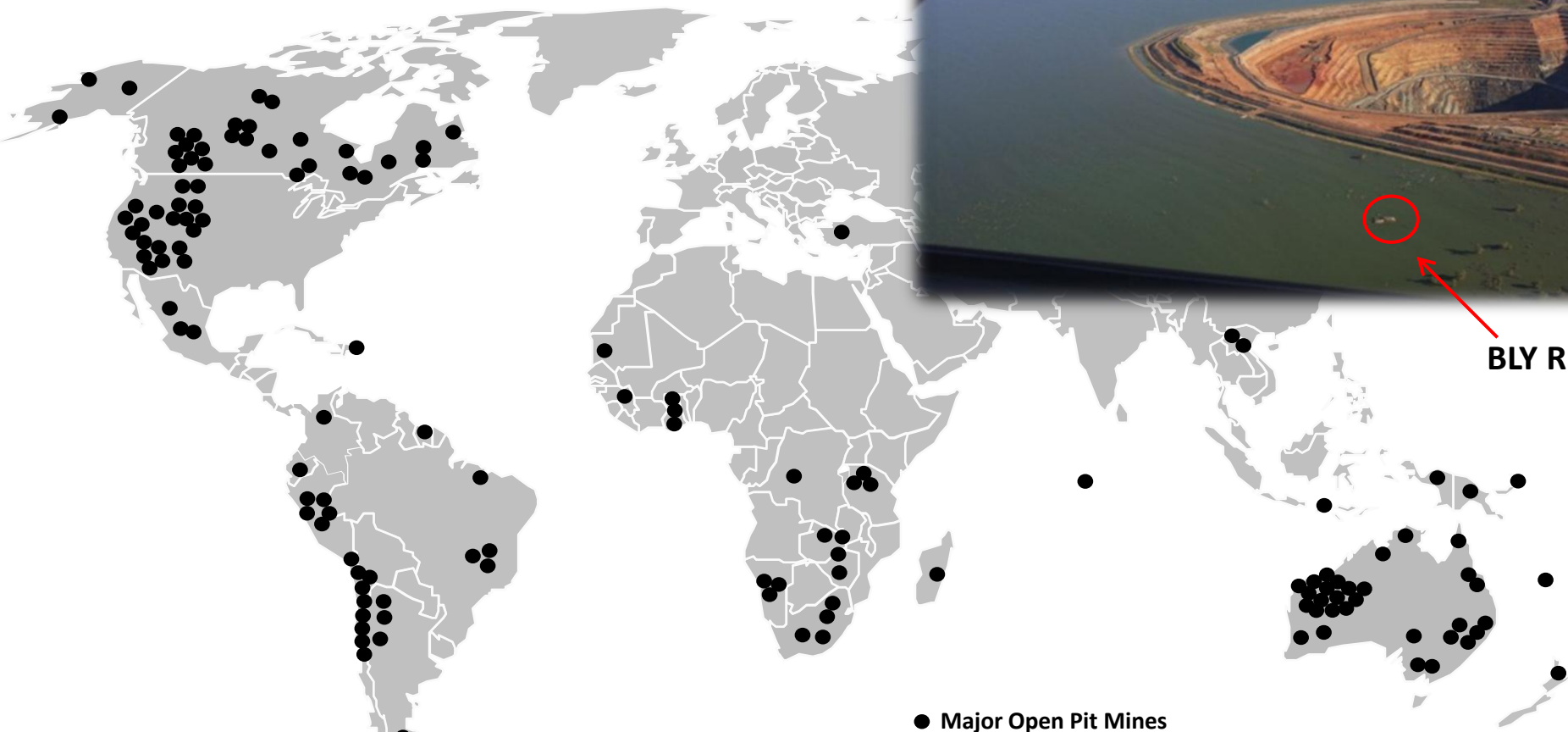


Percussive Drilling  
(Surface & Underground)



Reverse Circulation Drilling  
(Surface)

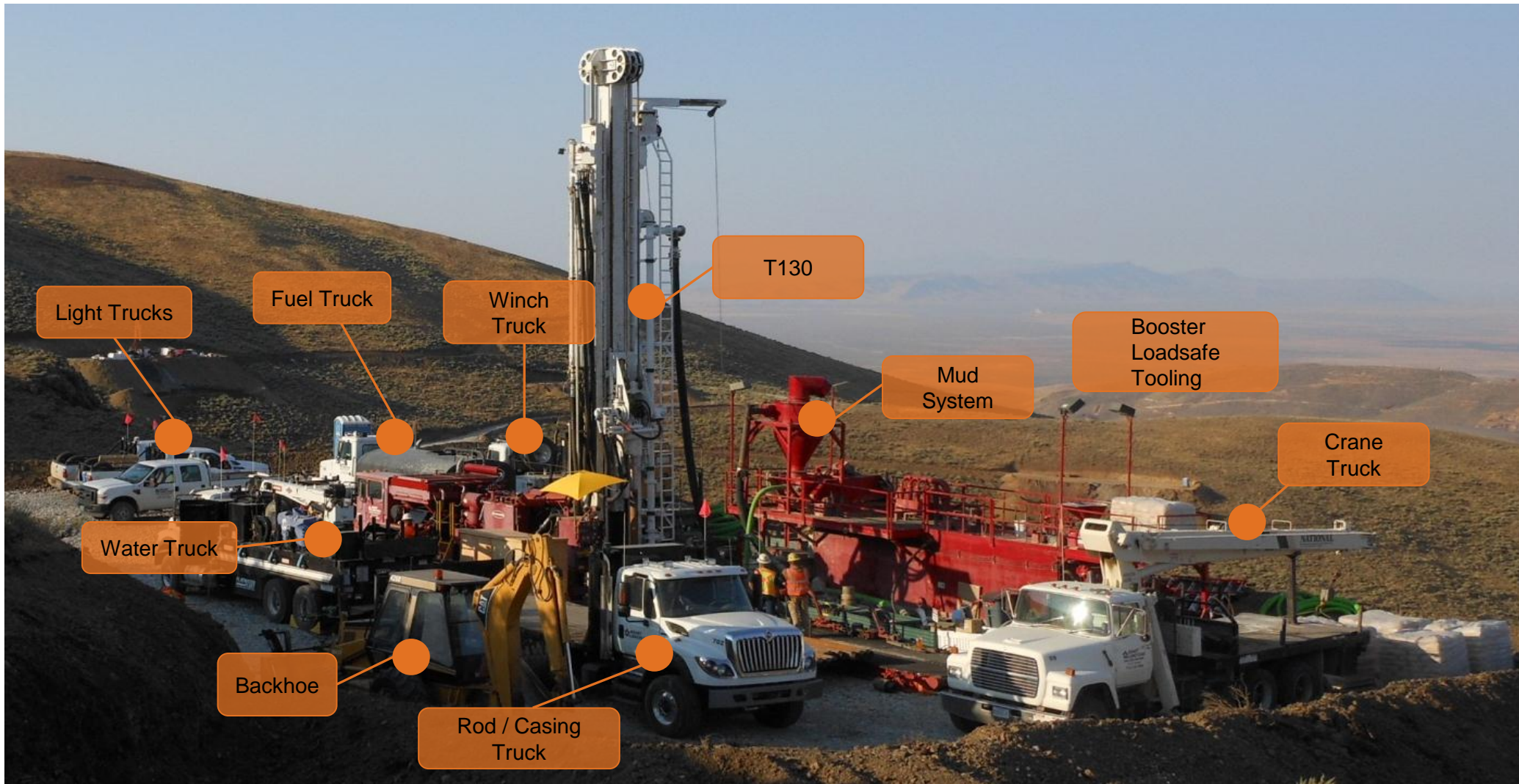
# Every Mine Has a Water Problem Either Too Much or Not Enough



Source: [infomine.com](http://infomine.com) / BLY internal data

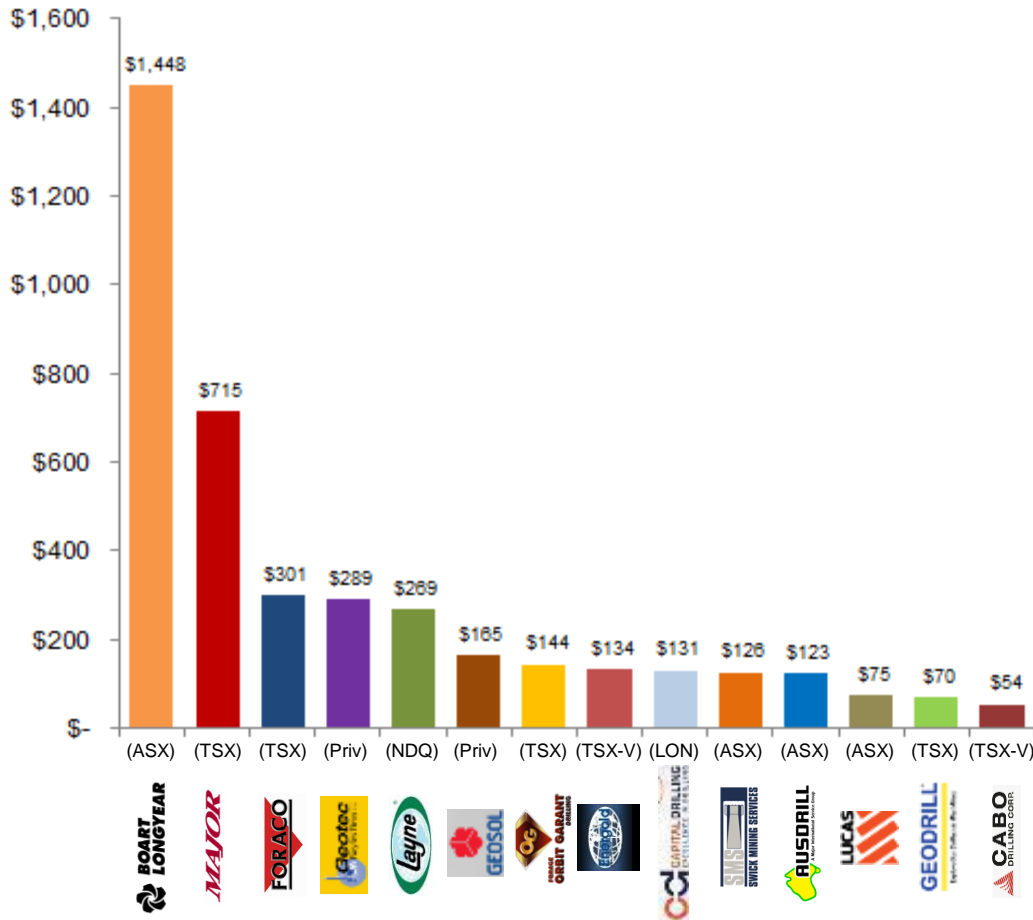
# Water Well “Rig Package”

## Significant Capital Investment



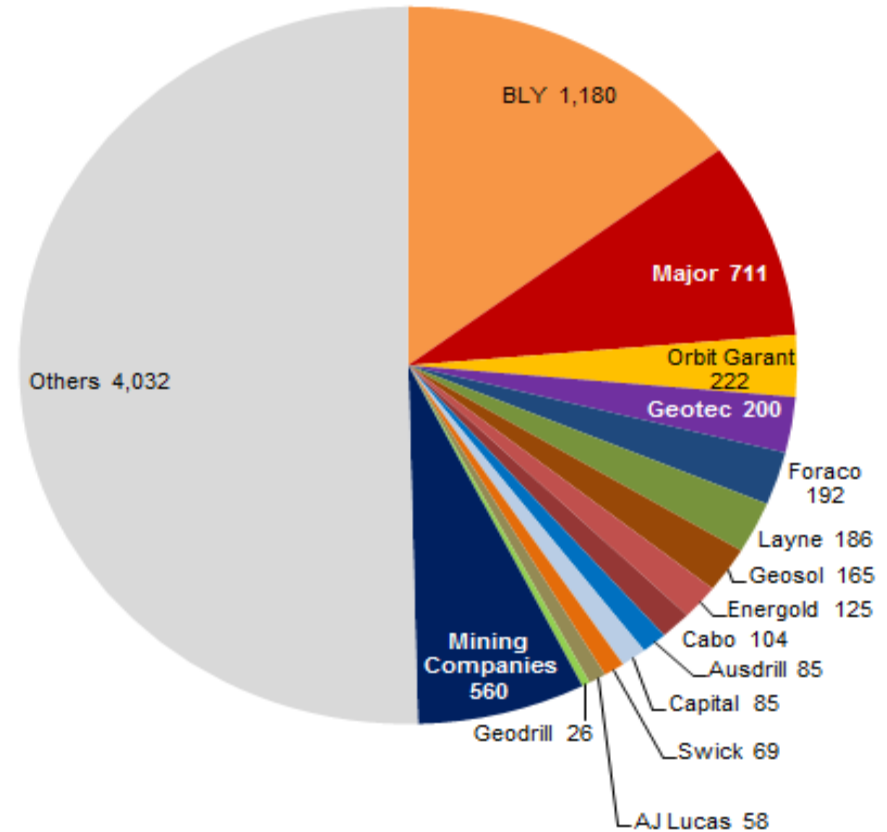
# Largest Provider in the Drilling Services Market

Drilling Services Competitor Revenues (US \$M)



1. Revenue figures are for drilling services only as of last available LTM period.
2. Layne revenue is for the wholly owned minerals division only.
3. Revenue for Geotec, Geosol, Ausdrill, and AJ Lucas is estimated.

Estimated Global Rig Count



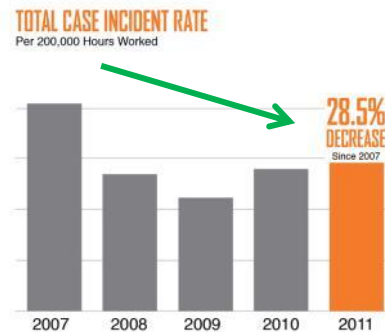
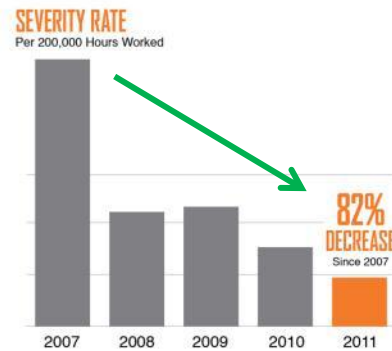
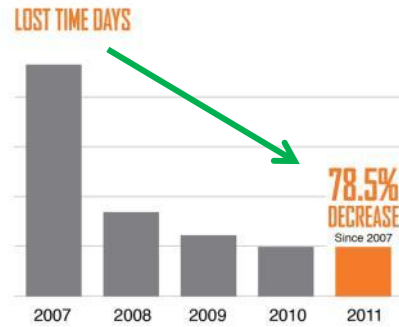
1. Rig counts are exploration rigs only.



# Why Choose BLY Safety



New Employee "Green Hat" Program



## THINK

ABOUT GOING HOME TO YOUR FAMILY. SAFE AND SOUND.

**T**HINK THROUGH THE TASK  
**H**AZARD RECOGNITION  
**I**DENTIFY THE RISK  
**N**EW SOLUTION APPLIED?  
**K**EEP SAFETY FIRST

EHS Safety Campaigns

# Why Choose BLY One Boart Longyear

Leveraging Strengths Across the Globe



Exploration Site, Zambia



Exploration Site, Australia



# Global Customer Example

## +\$100M - One of World's Largest Multinational Mining Companies

Surface Coring



Sonic



Surface Coring



Reverse Circulation



Rotary



Surface Coring



Underground Coring



One Service Provider – Multiple Drilling Technologies

# Why Choose BLY Modern “Drill Ready” Fleet

LARGEST FLEET IN EVERY  
CATEGORY:

SURFACE CORING | UNDERGROUND CORING | RC |  
ROTARY | SONIC

Integrated fire  
suppression

Remote controlled  
hands free rod  
handling

Rotations guards  
and barriers

Safety interlocks

Hands free make  
and break



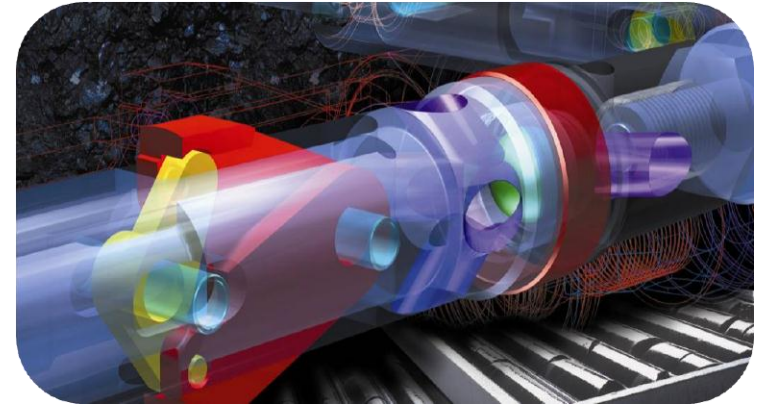
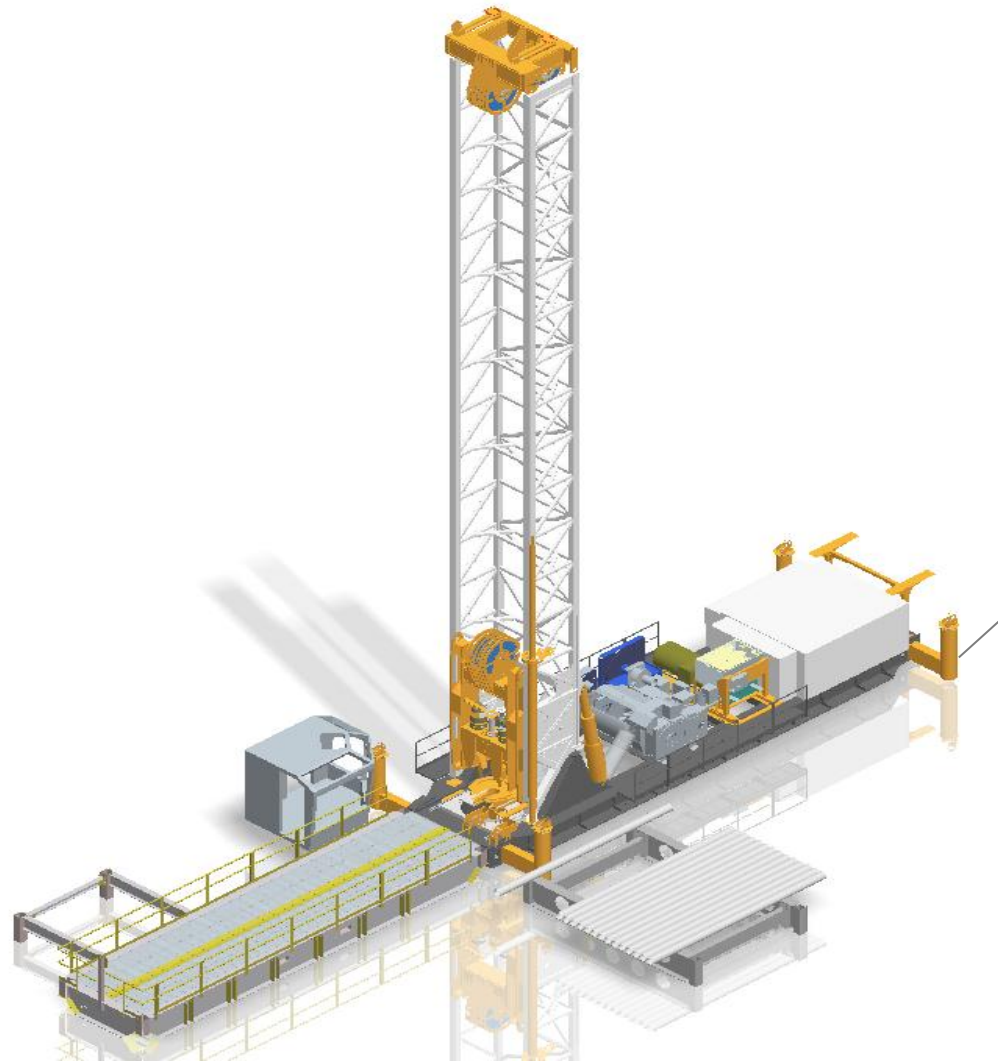
Noise suppression

Double anchor hose  
socks

Hydraulic catwalks &  
railings

Multi-location  
emergency stop

# Why Choose BLY Technology



# Grow The “Core” Business

## Expand BLY Share Of Mine Site



Greenfield Exploration

Mine Infrastructure

Active Pit

Underground Mine

Brownfield





S&P/ASX 50  
4396.3 48.13 [1.11%]

Prev Close 4348.17  
Open 4367.5  
High 4421.3  
Low 4365.9  
52-Wk High 4958.6  
52-Wk Low 3750.7



CAC 40 Index (Paris)  
3368.62 199 [6.28%]  
Day Low 3243.79 Day High 3392.54



TOP 10 S&P/ASX200  
**GAINS**

| Code | Company Name  | Change  | Delta  | % Change |
|------|---------------|---------|--------|----------|
| KAR  | KAROON        | \$4.58  | ▲ 0.27 | 6.26%    |
| EWC  | ENERGY WLD    | \$0.54  | ▲ 0.03 | 5.88%    |
| CPL  | COALSPUR      | \$1.90  | ▲ 0.10 | 5.56%    |
| QBE  | QBE INSUR.    | \$15.31 | ▲ 0.73 | 5.01%    |
| NWH  | NRWHOLDLTD    | \$2.52  | ▲ 0.12 | 5.00%    |
| KZL  | KAGARA        | \$0.44  | ▲ 0.02 | 4.82%    |
| BLY  | BOART         | \$3.34  | ▲ 0.14 | 4.37%    |
| AGA  | AQUILA RES    | \$6.09  | ▲ 0.25 | 4.28%    |
| MGG  | MACQ GROUP    | \$25.36 | ▲ 1.01 | 4.15%    |
| AQP  | AQUA PLAT '15 | \$3.02  | ▲ 0.12 | 4.14%    |

ASX 3 Year Treasury Bond Futures

95.98 -0.13  
Previous Close 96.10 Day High 96.12 Day Low 95.95 Volume 88216 Expire Date 15 DEC 2011



Commodities

| Name            | Last    | Chg  | Chg%  | TLS | TELSTRA |
|-----------------|---------|------|-------|-----|---------|
| GOLD SPOT       | 1744.29 | 0.34 | 0.02% | GMG | GOODM   |
| SILVER SPOT     | 35.20   | 0.15 | 0.43% | SWM | SEVEN   |
| PALLADIUM SPOT  | 665.00  | 2.35 | 0.35% | BHP | BHP BIL |
| PLATINUM SPOT   | 1639.49 | 8.79 | 0.54% | LYC | DYNAS   |
| ICE BRENT CRUDE | 108.91  | 0.00 | 0.00% | GNS | GUINIS  |
|                 |         |      |       | WBC | WESTPA  |
|                 |         |      |       | ANC | ALUMINA |
|                 |         |      |       | ANZ | ANZ BAN |

CLOSING COMMENTS

# Boart Longyear App

## Available Free at iTunes App Store

- Launched 4 March 2012
- 1,740 Downloads to Date (5-8-12)

### Features:

- View or Send Brochures
- Scan QR Code
- Keep Me Informed
- Contact Us
- Latest News

