Non-Ferrous Division

- **Group Executive Vice President Peter Flanagan**

Agenda

- The Non-Ferrous Division in brief
- Non-Ferrous Organization
- Market drivers & outlook
- Competitive landscape
- Value proposition
- Strategy
- Q&A

The Non-Ferrous Division in FLSmidth

The Non-Ferrous Division in brief

- Non-Ferrous includes all **minerals processing** technologies:
  - Comminution
  - Separation
  - Dewatering
  - Pyroprocessing
- Headquarters and Global Technology center located in Salt Lake City, USA
- Global presence with 2,800 employees
- Order Intake of DKK 9.7bn
- Global customer base in all five key mining segments

Non-Ferrous key figures

Non-Ferrous (DKK m)	Full-year 2009	Full-year 2010	Full-year 2011	Expected trend in 2012
Order intake	2,664	5,954	9,731	Stable
Revenue	4,152	3,917	6,766	Increasing
EBITDA	575	635	859	
EBITA*	552	605	815	
EBITA-ratio	*11.0%*	*11.5%*	*12.0%*	Slightly decreasing
EBIT	422	481	689	
EBIT-ratio	*8.4%*	*9.2%*	*10.2%*	

*) Definition of EBITA: Earnings before amortisation and write-down of intangible assets

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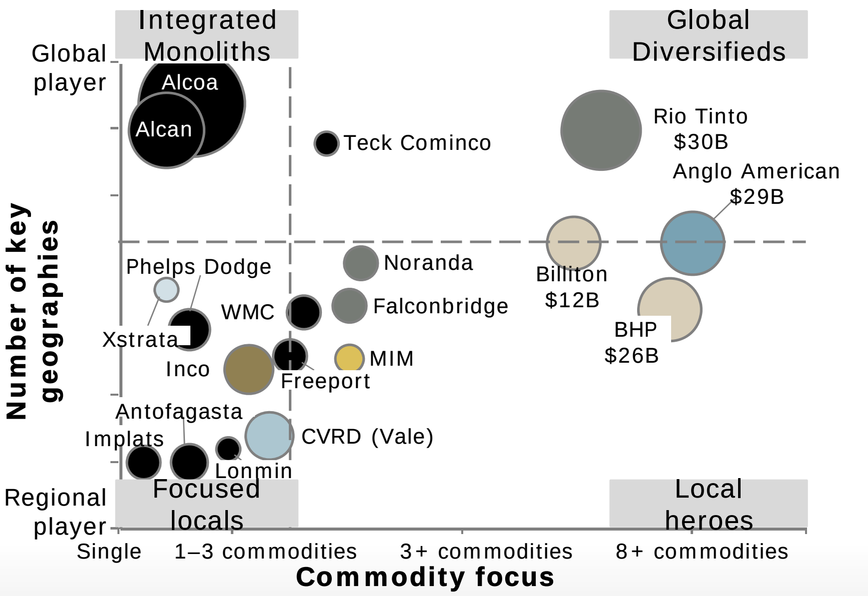
Non-Ferrous Customers are…

The global minerals processors:

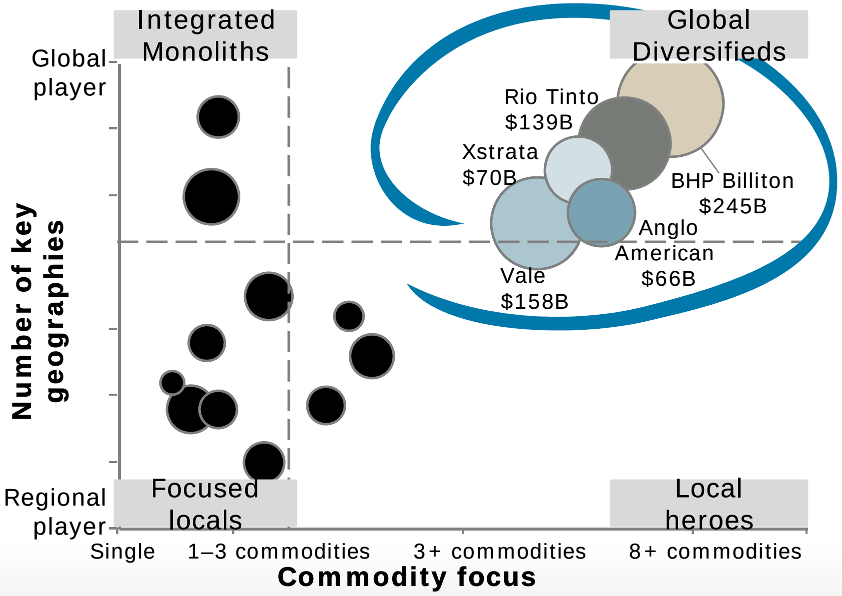
- Multi-mineral, international mining companies (majors)
- Nationalised mining companies
- Junior minors
- Local miners
- Engineering houses
- Other process industry players

Mining industry consolidation

Mining Industry in '01:
Industry was fragmented with no clear winning business model



Mining Industry in '11
Industry is consolidated; diversified model provides best position to win



Note: Bubble sizes represent market capitalisation as 1 January 2001 and of 06 May 2011
Source: Bloomberg, Xstrata

Non-Ferrous Organization

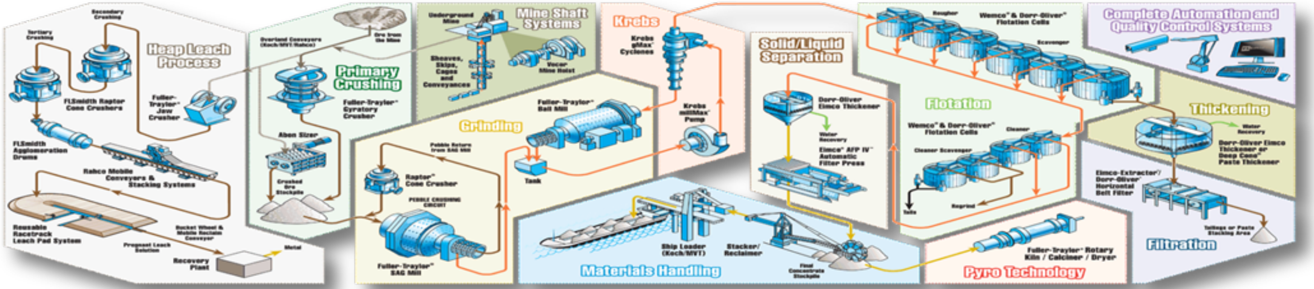
Structured to serve global minerals processors

- **Minerals Processing** includes all the technologies, products, processes and systems used to **separate commercially viable minerals from their ores**

- We have organized ourselves into three **Technology Groups** and two **Product Companies**:
  1. **Concentrators** and **Beneficiation** for **sulphide** and **iron ores**
  2. **Hydrometallurgy** and **Coal Prep** for **oxide ores** and **coal**
  3. **Pyrometallurgy** for **oxide** and **other ores**
  4. **Product Companies – FLSmidth Krebs** and **FLSmidth Abon**

Concentrator Technology Group

Sulfide ores of - copper - gold - iron Ore - platinum – lead / zinc - nickel - molybdenum




Primary Crushing


Pebble Crushing


Milling


Flotation


Thickening


Filtration

Secondary Product Applications

- Limestone
- Heap Leach
- Overburden

- Aggregate
- Heap Leach

- FGD
- Aluminum
- Phosphate

- Coal Prep
- Potash
- Phosphate
- FGD

- Leaching/CCD
- Max R
- Brine Treatment
- Acid Mine Drainage

- FGD
- SOD
- Phos Acid
- Starch

Hydrometallurgical Technology Group

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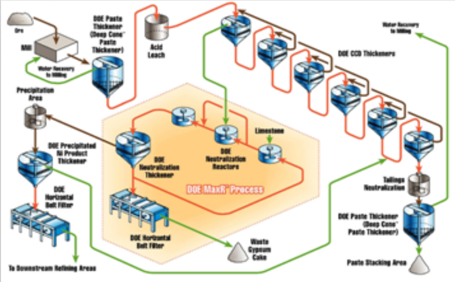
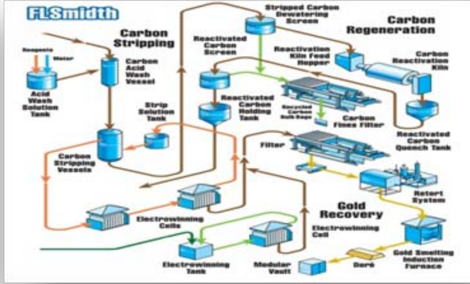
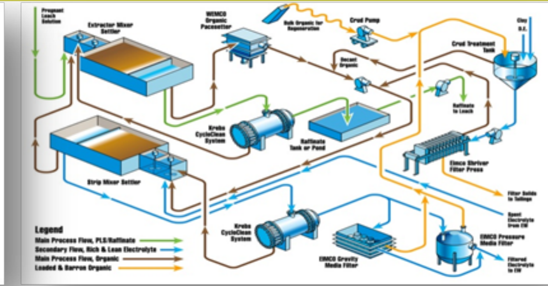
Oxide ores & downstream refining of - gold – silver – copper – nickel – alumina - coal








Counter Current Decantation (CCD)


Gravity Gold


Downstream Gold


Solvent Extraction (SX)

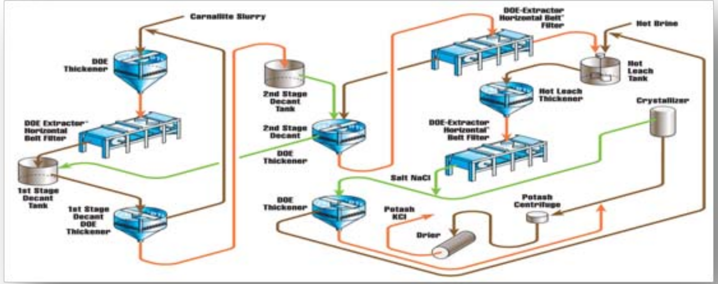

Electrowinning (EW)

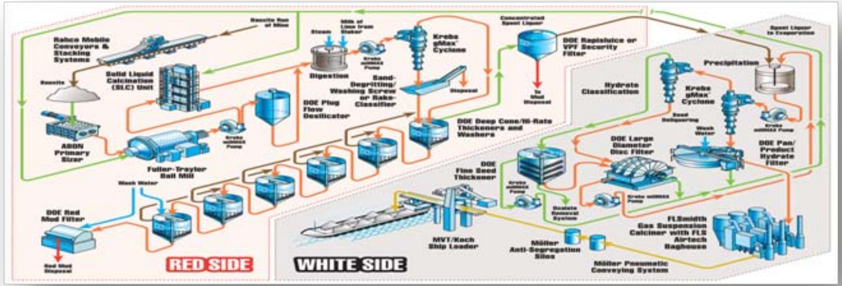
Secondary product applications

Counter Current Decantation (CCD)	Gravity Gold	Downstream Gold	Solvent Extraction (SX)	Electrowinning (EW)
▪Tailings ▪CCD ▪Iron Ore	▪Silver	▪Silver	▪Nickel ▪Cobalt ▪Zinc ▪Uranium	▪Nickel ▪Cobalt ▪Zinc ▪Uranium

Pyrometallurgical Technology Group

Oxide ores and thermal treatment of - ferronickel - coke – phosphate – alumina - lime






Rotary Kilns


Rotary Dryers


Preheaters


Rotary Coolers


Gas Suspension Calciners

Secondary product applications

- Nickel
- Lime
- Anode Grade Petroleum Coke

- Nickel
- Potash
- Phosphates
- Coal

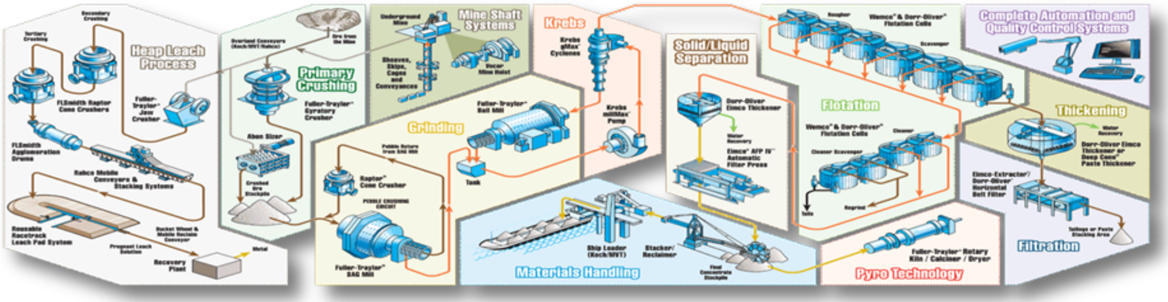
- Lime
- Pulp & Paper
- Ferro Alloys

- Potash
- Pulp & Paper
- Anode Grade Petroleum Coke

- Alumina
- Lime
- Fertilizers

Product Companies – Krebs and Abon

copper - gold - iron Ore - platinum - lead / zinc - nickel – molybdenum – coal - nickel



Sizers

Pumps

Cyclones

Secondary product applications

- Heap Leach
- Overburden
- Coal

- Oil Sands
- FGD
- Industrial Minerals
- Alumina

- Oil Sands
- FGD
- Automotive
- Petro-Chemical

Non-Ferrous Global Operations

- Close to our customers to - "out global the locals, out local the globals"

Non-Ferrous serves most global metals producers with a special focus on:

Copper

- FLSmidth's second largest industry
- Full concentrator flowsheet from crushing to filtering
- Leading concentrator technology market share

Gold

- Countercyclical tendencies (FLSmidth's "hedge industry")
- Full production line capabilities from ore to bar
- Only full flowsheet supplier of propitiatory technology

Market Drivers and Outlook

Demand for metals comes from:

- Population growth
- Growing middle class
- Urbanization / Industrialization
- Primarily in China and India

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Mining CAPEX

Large mining companies are likely to triple annual capex over the next five years versus the past ten

- As an example, BHP Billiton has spent USD 54bn in total capex over the past ten years, and is likely to spend more than $20bn per annum over the next five years
- Major mining companies are currently expecting capex to increase by 25% on average in 2012 (Source: Bloomberg)

Mining Company Capital Spending Guidance (Millions USD)

Company	2011 Capex Guidance	2011 % Chg	2012 Capex Guidance	2012 % Chg
Alcoa Inc	1,900	56.8%		
Anglo American Platinum	1,080	9.8%		
AngloGold Ashanti Ltd	1,600	64.4%	+2,000	25.0%
Barrick Gold Corp	5,275 - 5,525	62.5%		
BHP Billiton Ltd	12,800(a)	15.3%	20,000	56.3%
Eurasian Natural Resources Corp	2,000	68.5%		
Freeport-McMoRan	2,600	87.5%	3,700	42.3%
Goldcorp Inc	1,990	62.1%		
Kinross Gold Corp	1,500	166.0%		
Newmont Mining Corp	2,700 - 3,000	103.6%		
Newcrest Mining Ltd	1,871(a)	170.0%	2,201	17.6%
Rio Tinto Plc	12,000	163.6%	14,000	16.7%
Teck Resources Ltd	1,310(b)	61.7%		
Vale SA	24,000	88.9%	21,412	(10.8%)
Xstrata Plc	8,200	34.1%	10,700	30.5%
Average		80.9%		25.4%

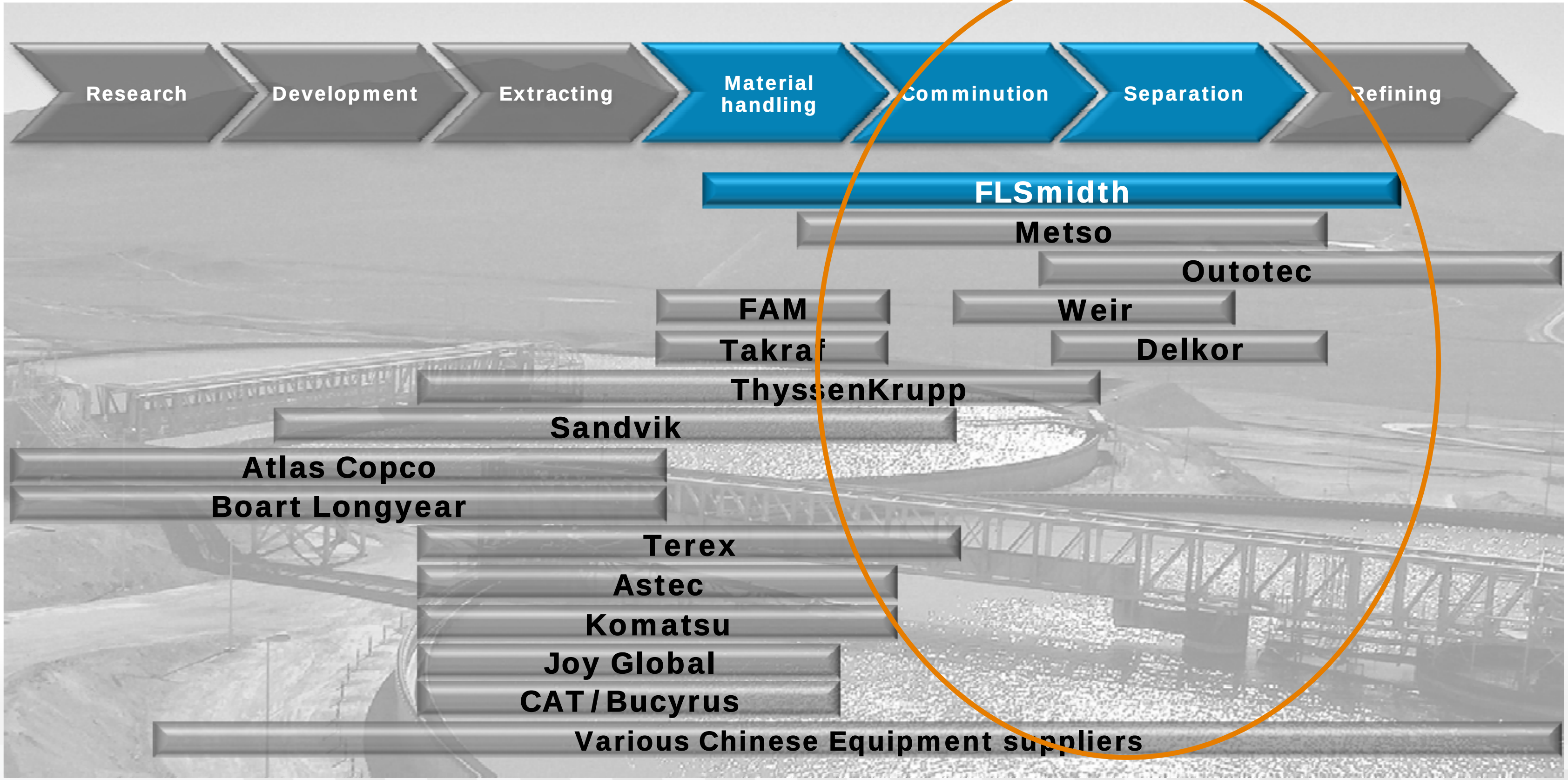
(a) Actual results
(b) CAD dollars

Source: Company data

Source: Bloomberg

Competitive landscape

Competitive Landscape



Value Proposition

Helping our customers unlock their minerals resources safely, efficiently and sustainably…

Customers challenges (our opportunities)

- Safety
- Increasing raw material and energy costs
- More difficult to find, mine and process ore bodies
- Decreasing head grades
- Water scarcity
- Tougher to get environmental permits / right to mine

How can we help them?

It all starts with a deep understanding of their ore...

You are cordially invited to the
Open House for the

FLSmidth

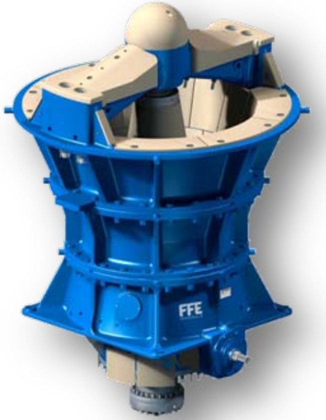
**Ore Characterization and
Process Mineralogy Laboratories**

Friday, May 4th, 2012 from 11 a.m. - 4 p.m.

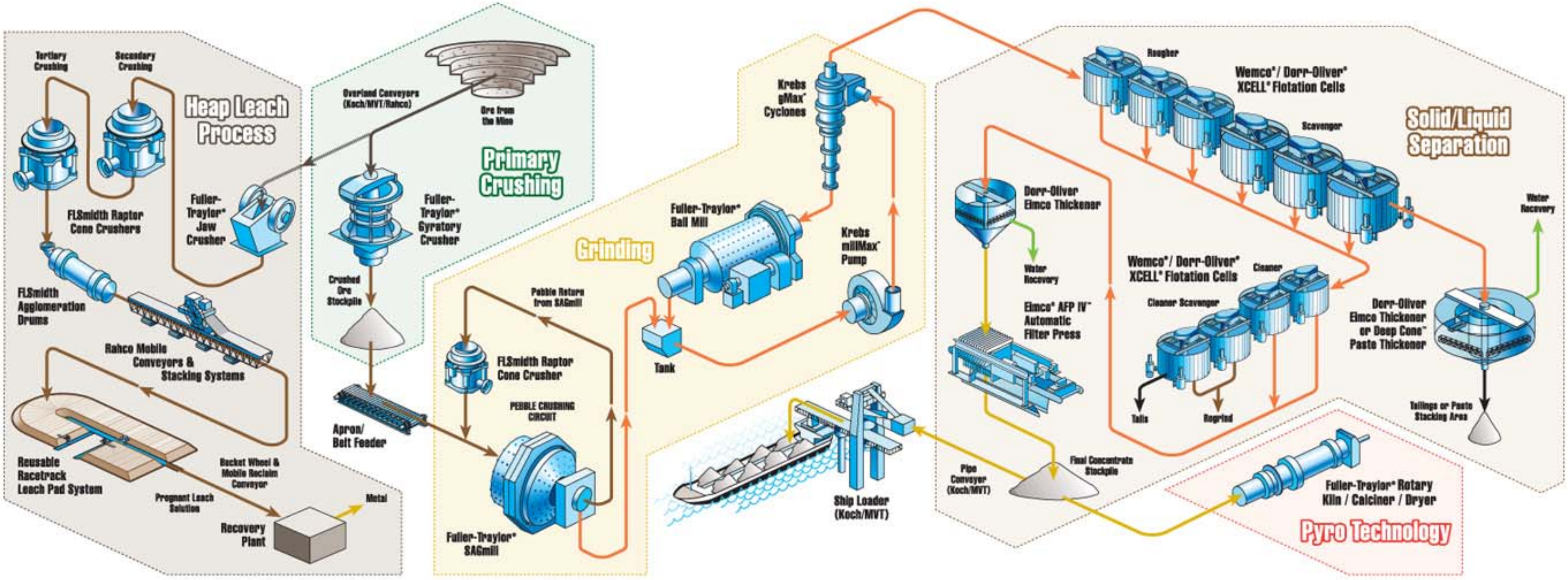
7068 South FLSmidth Drive (1000 West)
Midvale, Utah U.S.A.

Please join us for this opportunity to tour our
new facilities and take a look at our
state-of-the-art laboratories and capabilities.

Then we need to select the best technologies to do the job

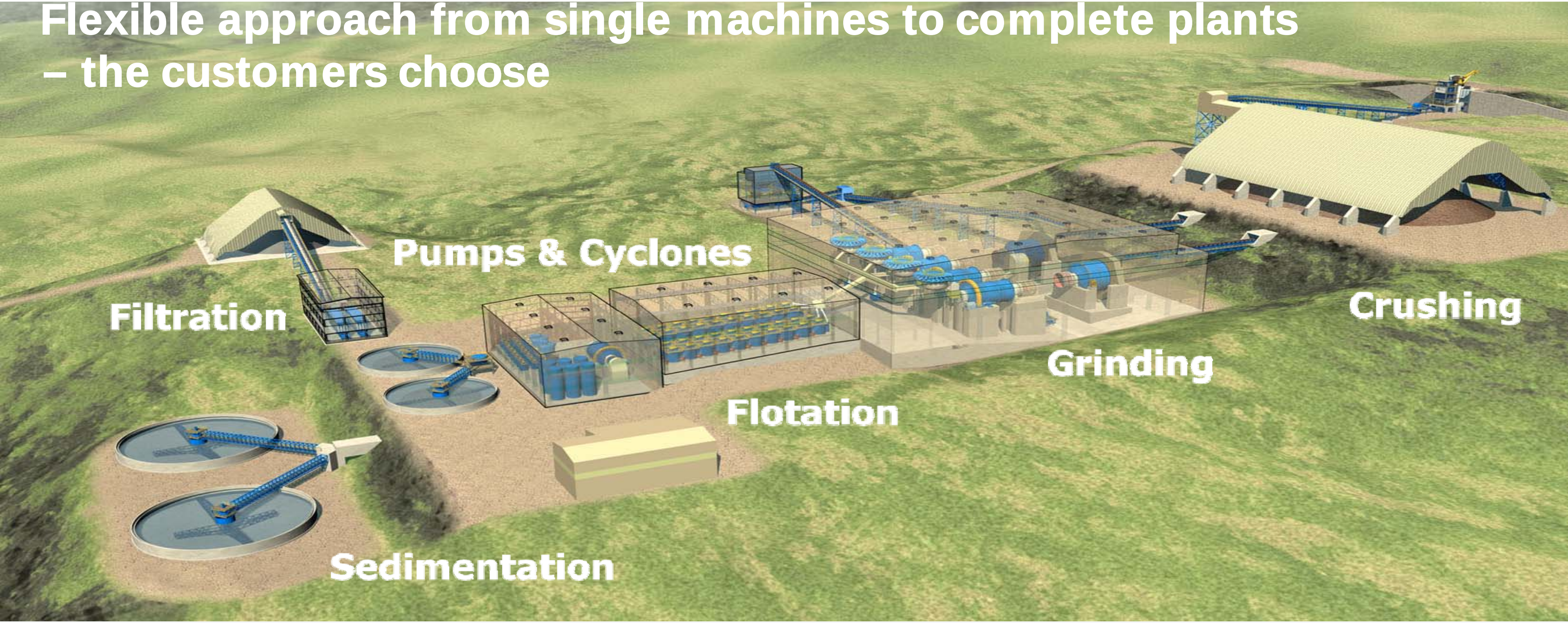


And help customers arrange it in efficient, sustainable, production systems



And finally supply complete plants with life cycle support

Flexible approach from single machines to complete plants – the customers choose



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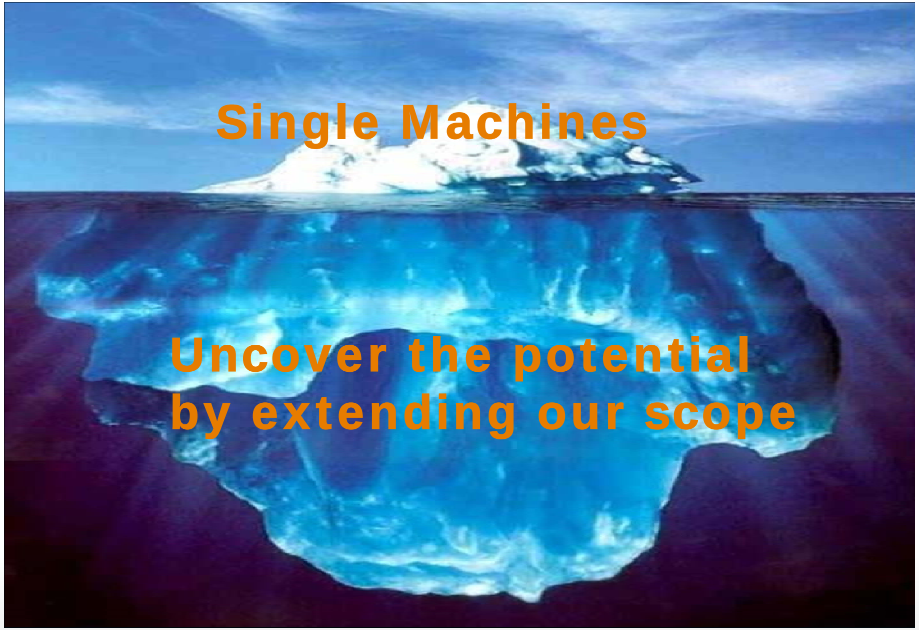
Reaching our goals by extending the scope - One Source

Products no longer the end but the means:

- **Islands**
  – plant engineering, third party auxiliary products
- **Systems EPS**
  – "Bundled Islands" w/ bulk
- **Systems EPC**
  – "Bundled Islands" w/ bulk, civil and construction (future)
- **Life cycle support**
  – O&M, Super Centers
- **Flexible approach – customers choose**



Advantages of One Source

- Faster to production
  - Minimum 3-6 months savings in engineering time
- Reduced risk
  - World class, proven, technologies and process know-how
- Greater operational efficiencies
- Proven reliability and service
- Lower total cost of ownership

Strategy

Key initiatives supporting growth

1 Customer Intimacy

- Deepen our understanding of **customers ore bodies** and develop innovative ways to extract their metals
- Expand our **local presence** in several key mining areas
- Recruit, retain and develop **the best people** in the business to serve our customers

2 Operational Excellence

- Ensure **health, safety and environment** are top priorities in all we do
- Expand our **“extended scope” competencies**
- Expand **global sourcing** capabilities
- **Deliver** on all our commitments - let’s get it right the first time

3 Product Leadership

- Nurture our culture of **innovation** and continuous product improvement
- Develop, in partnership with customers, **next generation minerals processing technologies** that address the challenges ahead: safety; complex, low grade ore; resources limitations (water, power, people); and the environmental right to mine
- **Fill final flowsheet gaps** organically and acquisitively

Questions