

## Chairman's Address to Shareholders at 2011 AGM

**Brisbane, 25 November 2011:** Austin Engineering Limited (ASX trading code: **ANG**) is pleased to announce the Chairman's address to shareholders as presented at the Company's 2011 Annual General Meeting held today.

### Austin Engineering Ltd Chairman's Address

"As indicated in my Chairman's Statement in the Annual Report, Austin Engineering has achieved its seventh consecutive year of growth in the year ended 30<sup>th</sup> June 2011.

This growth has been achieved from a combination of organic gains and the benefits that have come from moving into new geographical markets, as well as the acquisitions that have been made. The Managing Director will, in his presentation, take you through the operational areas of the Company and highlight our expansion plans going forward.

The announcement earlier this week of the acquisition in Calama (Chile) completes our initial South American expansion plans, with the exception of Peru. This now give us a dominant market position in one of the world's largest mining areas. An example of the opportunities in South America is demonstrated by the recently received \$10.5 million order for 52 dump truck bodies for a customer in Chile and an additional order for 10 truck bodies in Bolivia. These orders follow-on from the multi-year contract from Xstrata for the supply of equipment in Peru.

I am pleased to be able to indicate to you that Austin Engineering is performing well and that for the four months ended 31<sup>st</sup> October 2011 we have achieved both EBIT and profit before tax results that are ahead of budget. This result is in line with our expectations that the 2011/12 year will be a year of further substantial growth for the Company.

In the Annual Report I made mention that our recent acquisitions had been funded by internal cash resources and debt and this has had the effect of increasing our net gearing ratio to 12% as at 30<sup>th</sup> June 2011. Since that time further debt funding has been required to complete our new manufacturing facilities in Chile, Colombia and Indonesia as well as three small bolt-on acquisitions for our recently acquired Cor Cooling business.

I would again like to pay tribute to Mr Peter Fitch who is retiring from the Company at the end of this AGM. Peter was Chairman from 2004 through to November 2010 and continued as a Director from that date until now. In this time he has been of invaluable assistance both to the management and to the other Board members and his wise counsel will be missed.

In closing my address I would like to thank our Managing Director Mr Michael Buckland, his management and staff, for their efforts in a challenging year and also to acknowledge the valuable support of you, our shareholders.

I will now ask Michael to make his Managing Directors presentation".

**End**

For further information and questions on the above, please contact Managing Director Michael Buckland or Chief Financial Officer Colin Anderson on +61 7 3271 2622.

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**About Austin Engineering:** Austin Engineering Limited is an engineering company with manufacturing facilities in Australia, the USA, South America, Indonesia and the Middle East. The Australian facilities manufacture, assemble, repair and maintain (on and off-site) products used in the mining and resources sector. Key product lines include dump truck bodies, large service vehicles, excavator buckets, materials handling equipment, mineral processing equipment, industrial radiator and cooling products as well as large structural steel projects. The USA facility (Westech) based in Casper, Wyoming, services the North and South American mining markets and is an industry-leading designer and manufacturer of specialised lightweight dump truck bodies. The Chilean and Indonesian operations manufacture dump truck bodies and other mining products for the South American and Indonesian markets. The Middle East operation principally services the aluminium smelter industries in the region. Austin also own rights to innovative welding processes which have been introduced to improve welding productivity. Robotic welding systems are also used for product lines, general fabrications and repetitive production processes.