



**Investor Teleconference
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- High service consumables critical to the mining industry. Important purchasing decision criteria for customers include:
 - Safety
 - Security of supply
 - Productivity
- Explosives represent 3-5% of overall mine site costs
- Longer term contracting positions with input cost adjustments - customer contracts are generally 3-5 years in duration
- Licensing and regulations drives supply chain complexity
- Efficiency and productivity focus drives demand for game-changing technology, products and services

Recent trading conditions



- In line with comments made in early November, we expect markets to trade flat to slightly up in 2013.
- Volumes in the last couple of months have been slightly stronger than expected.
- Orica maintains previous guidance that we expect Group net profit after tax (pre individually material items) in 2013 to be higher than that reported in 2012, subject to global economic conditions.