



BSA Limited
First Half Results FY11

INVESTOR PRESENTATION



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Stephen Nash - First Impressions

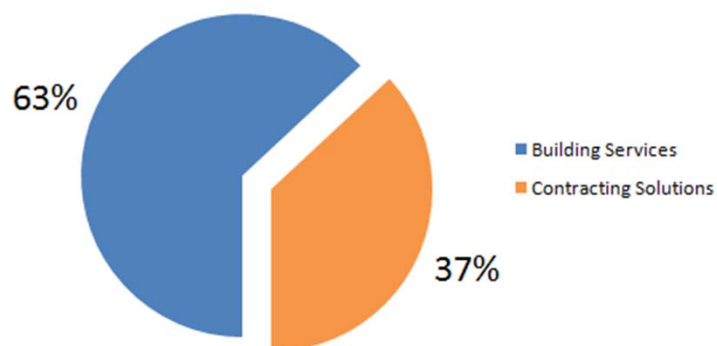
- Management team
- Strengths
- Challenges
- Opportunities
- Strategic focus



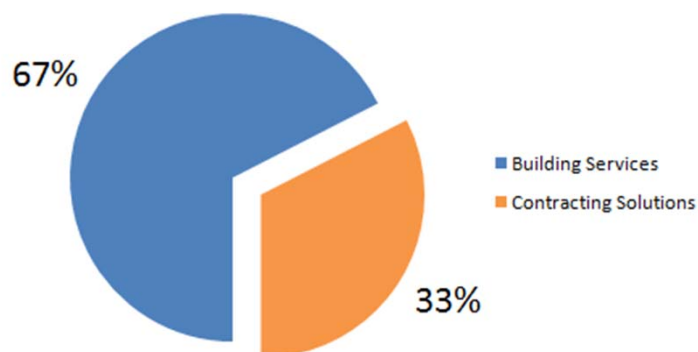
BSA Overview

Business is balanced

Revenue H1 FY11



EBITDA H1 FY11



Building Services

- Specialists in all aspects of Heating, Ventilation, Air Conditioning (HVAC) and Fire Systems across commercial and industrial buildings
- Including design, drafting, manufacturing, construction, commissioning, defects liability management and ongoing maintenance services
- Customers include Brookfield Multiplex, Westfield, Watpac, Bovis Lend Lease and Leighton
- National Service and Construction presence

Contracting Solutions

- Installation and maintenance services for major Australian corporations including; Foxtel, Silcar, Optus and NBN trial work
- Expertise in telecommunications, digital hardware, fibre splicing, satellite and wireless infrastructure



The BSA Proposition

Consistent Themes

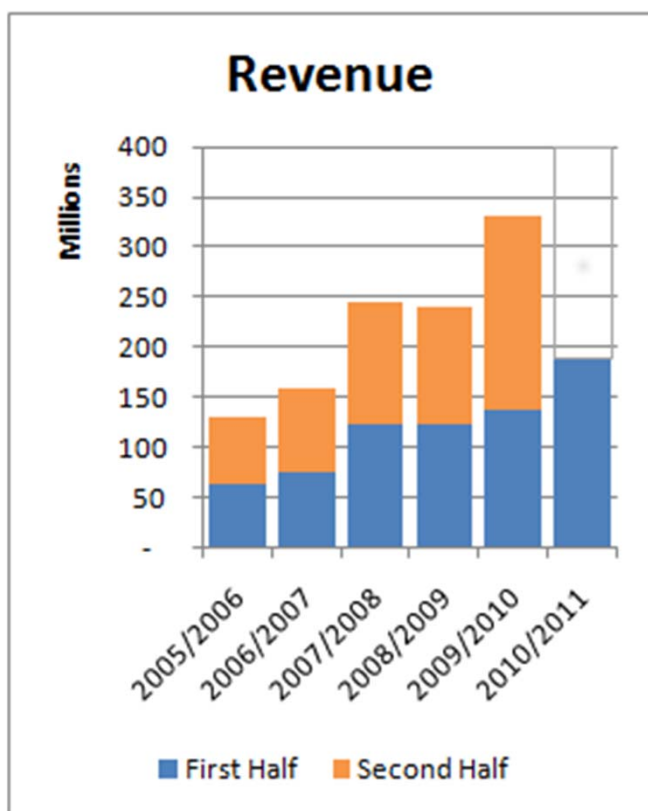
Our two divisions have consistent strengths and business models

Core Strengths	Business Model
<ul style="list-style-type: none">• Disciplined tendering and contract management• Excellent project and field force management• Logistics, customer contact and billing• National network• Culture of strong risk management• Culture of continuous improvement and innovation supported by significant internal I.T. and Software Development resources	<ul style="list-style-type: none">• Contract based• New build and upgrade installation• Recurring ticket of work• Ongoing facilities services and maintenance



Half Year Results

Results in line with expectations



Sound financial performance

- Revenue up 39% to \$190million
- EBITDA up 54% to \$8.8 million
- NPAT up 71% to \$4.3 million
- Earnings per share of 2.03 cents

Interim Dividend

- 1c per share – payable 15th April 2011
- Consistent with 50% payout policy

Strong balance sheet

- Operating cash flow \$2.5 million with Net Debt of \$12.6m

Operational progress

- Building Services order book now in excess of \$260m



Income

Results in line with expectations

(\$'000)	First half FY11	First half FY10	Movement Actual
SUMMARY			
Revenue \$	190.3m	136.7M	39%
EBITDA \$	8.8m	5.6 m	57%
EBITDA %	4.6%	4.1%	12%
NPAT \$	4.3m	2.5m	72%
Dividends (fully franked)	1.0 cent	1.0 cent	0%
Earnings per share - basic	2.03 cents	1.25 cents	62%

- 1H FY11 includes:
 - full contribution from Allstaff acquired 11th December 2009
 - prior year included \$0.5m of Allstaff acquisition costs
 - amortisation of Intangibles of \$1.3m compared to \$0.4m in 1H FY10
 - tax benefit of \$1.4m relating to finalisation of FY2010 R&D Tax Claims



Cash Flow

Stable Cash Flows

(\$'000)	First half FY11	First half FY10
SUMMARY		
Cash flows from operations	2,499	2,581
Cash flows from investing	(2,638)	(2,036)
Cash flows from financing	(2,343)	6,998
Net Debt at end of period	12,635	14,439

- Cash flow in line with expectations
- Capex of \$3million includes - Pronto implementation, Olympic Park relocation, new call centre system and MV replacements
- Dividends paid (net of DRP) \$1.234m



Conservatively Geared

Well placed for Growth

(\$'000)	First half FY11	First half FY10
SUMMARY		
Working Capital	16,003	11,408
Net Debt	12,635	14,440
Equity	70,445	61,591
Net Debt : Equity	17.9%	23.4%
Net Debt: Net Debt + Equity	15.2%	19.0%
Interest expense	1,183	600
Interest cover (EBITDA)	7.4 x	9.3x

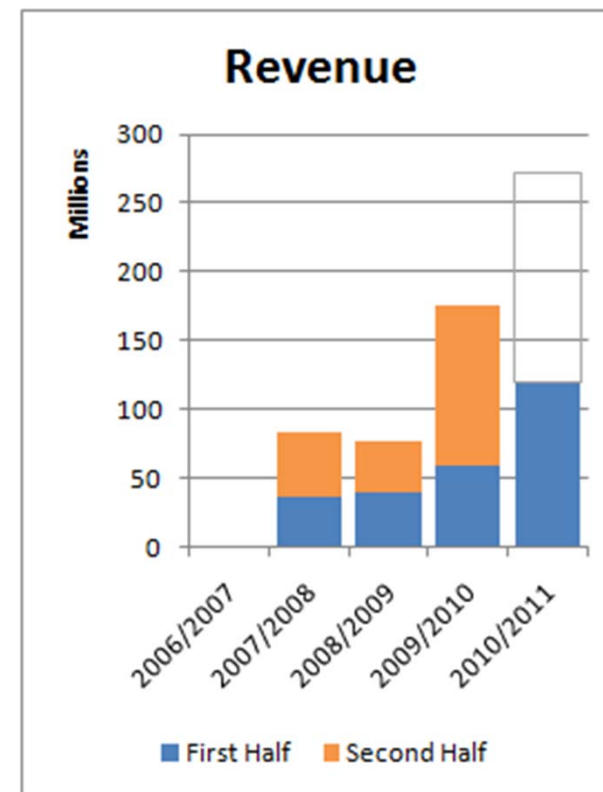
- Bank Debt \$26m with \$3.5m repayable per annum with balance Oct / Dec 2012
- Working capital management remains key focus
- Bank guarantee and surety bond facilities: \$39m utilised / \$12m available



Building Services

Overview

- Revenue \$120.0million (pcp \$59.5m)
- EBITDA (excluding Corporate allocations) \$ 7.0million (pcp \$2.5m)
- Full contribution from Allstaff acquired 10th Dec 2009
- Maintenance and recurring revenue focus - circa \$30m
- \$260million order book (30 June 2010 \$180m) supported by growing pipeline
- National platform extended through MEC Services acquisition
- Strong focus on ESD and Building Information Modelling (BIM) as emerging market trends is beginning to pay dividends.
- Synergies from \$250M Building Services Division now identified with cost savings to be realised in 4th Qtr FY2011 and FY2012



Building Services

Acquisition of MEC Services

- Effective date of acquisition 20 January 2011
- Purchase price of \$1million paid in cash from existing resources
- Headquartered in Darwin, MEC Services is a full-service HVAC business
- Expands the geographic footprint of the Building Services Division
- Revenues circa \$5m per annum
- Growing geographical market. Leverages Allstaff and Triple 'M' design and engineering capabilities.
- Provides operational platform for FNQLD market penetration
- Provides further exposure to growing Resources and Defense sectors



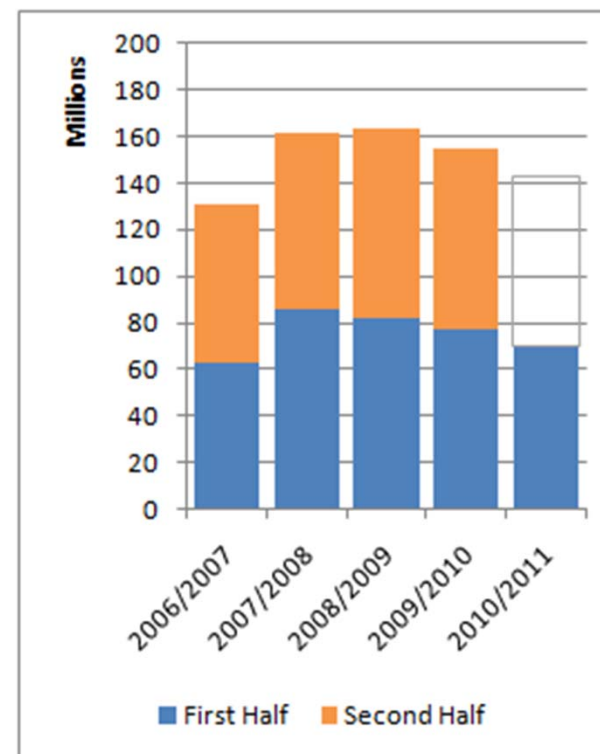
○ Mec Services



Contracting Solutions

Overview

- Revenue of \$70million (pcp \$ 77m)
- EBITDA of \$3.4million (excluding Corporate Allocations) (pcp \$5.9m)
- Partnership with FOXTEL performing well although lower volumes of works is impacting revenue and margin
- Silcar and Optus projects continue to perform in line with expectations
- Participation in first trial phases of NBN roll out in Tasmania and South Coast NSW positions BSA to win additional work and manage risks associated with this opportunity in the future
- NBN roll out has created additional demand and supply issues associated with sourcing suitably skilled labor





National Broadband Network

BSA is well positioned.....

Current Status

- Participated in Stage1 of the NBN Tasmania Roll-out with installations in Smithton, Scottsdale and Midway Point
- Uncertainty exists around the timing and scope of roll-out with no likely contribution in FY11
- Management of risk is a key focus given the size and complexity of the roll-out and experience to date

BSA's expertise

- BSA is well positioned to continue to support any roll-out of the NBN
- Experienced, scalable, national field force
- Systems integration expertise
- Current systems easily deployed
- Strong project management skills and capabilities



Augmentation Strategy

Strategy is on track

GOALS	PROGRESS
Leader in Australian Building Services	Investing in a national maintenance management systems and structure
Pursue growth opportunities	Opportunities in National building services are being pursued Contracting Solutions: NBN roll-out participation Building Services: contract wins
Strengthen our financial platform	Low gearing, now positioned for growth
Scalable support functions	With the acquisition of Allstaff and MEC, BSA has built a truly national presence Pronto ERP is now implemented across the business
Predictable, growing earnings	Cashflows stabilised and well positioned for growth

Summary

- Half Year result in line with expectations
- Interim Dividend 1c per share / DRP offered
- First half provides a solid foundation
- Market conditions are proving challenging
- 2nd Half should see a continuation of the momentum created during the 1st half – subject to no worsening of economic conditions
- Focus on overhead reductions and achieving cost synergies
- Refocus on strategy, organic and acquisition is required