

# Mastermyne Group Limited FY2011 Half Year Results Presentation

March 2011
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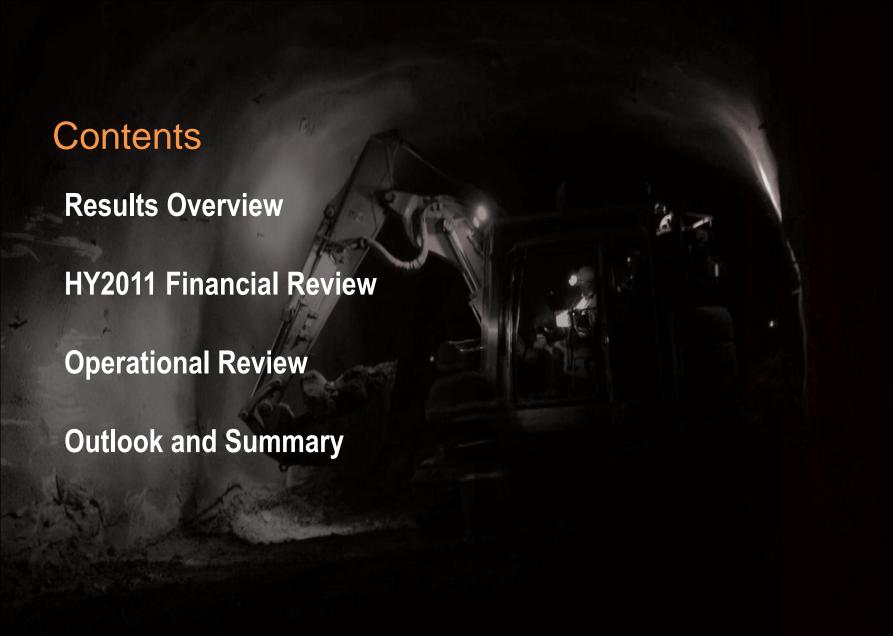
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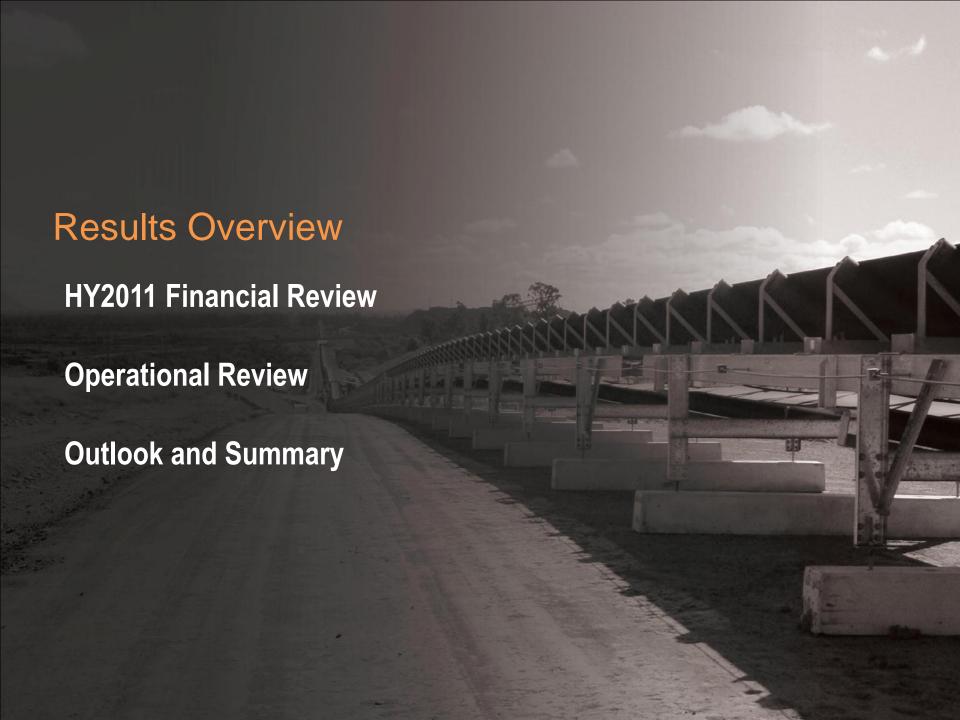
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## Results Overview

#### **Safety Performance**

- Continuing to reduce the number of injuries across the business
- Exposure hours have increased by approx 40% month on month since June

#### **Financial Performance**

- Combined Group Revenue was \$73.63 million up 59.6% on previous corresponding period
- >Adjusted Net Profit was up 22.2% on previous corresponding period to \$4.55 million
- > Ramping up business and taking on new contract opportunities saw some pressure on margins
- Interim dividend of 2.4 cents per share fully franked

#### **Balance Sheet and Cash Flow**

- ➤ Net Assets up \$4 million to \$37 Million
- ➤ Operating cash outflows of \$0.55 million
- ➤ Net Debt of \$14.5 million
- ➤ Increased working capital finance facilities for further growth

### **Results Overview**

#### **Operational**

- Increase in the overall manning numbers from 564 employees at the end of June to 764 at the end of December
- Increased workforce on most major projects
- > All equipment fully utilised on Mastermyne Projects or on external hire
- Hunter Valley underground contracting business continuing to grow
- Directional drill rig is working
- Have been awarded preferred tenderer status on our first major drivage contract in Hunter Valley
- Engineering business has completed 4 consecutive months of record throughput
- > Engineering has relocated to larger premises in Qld and NSW to accommodate growth
- > Services division completed major conveyor project and has strong tender pipeline

#### **Order Book and Pipeline**

- The order book to meet the FY2011 forecast remains fully contracted
- Opportunity to increase capacity significantly at 2 existing operations
- Order book for FY2012 has grown from \$105 million to \$138 million
- 18 tender submissions completed since July 2010



## Financial Performance

|  | Dec 2010 | Dec 2009 | % Change |
|--|----------|----------|----------|
| Revenue  | 73,626   | 46,142   | 59.6%    |
| EBITA  | 3,720    | 5,841    | (36.3%)  |
| NPAT   | 4,425    | 3,728    | 18.7%    |
| Add Adjustments:                                 |          |          |          |
| Impairment Continuous Miner*                     | 3,034    |          |          |
| Tax on Impairment*                               | (910)    |          |          |
| Pike River Bad Debt*                             | 525      |          |          |
| Tax on Bad Debt*                                 | (158)    |          |          |
| Tax Benefit after forming tax consolidated group | (2,362)  |          |          |
| Underlying EBITA                                 | 7,279    | 5,841    | 24.6%    |
| Underlying NPAT                                  | 4,554    | 3,728    | 22.2%    |
| Diluted EPS                                      | 6cps     | 5cps     | 20.0%    |
| DPS  | 2.4cps   | 0.3cps   |          |

- Combined Group Revenue up 59.6% on previous corresponding period
- > Adjusted Net Profit was up 22.2%
- Ramping up business and taking on new contract opportunities saw some pressure on margins
- >Adjustments as a result of the Pike River mine disaster
- Insurance claim lodged. Expect to book receivable 2<sup>nd</sup> half of FY11
- Tax adjustment due to consolidating for tax purposes
  - Rights to future contract income in place at IPO
  - > Step up in the tax value of assets to market value

## **Divisional Performance**

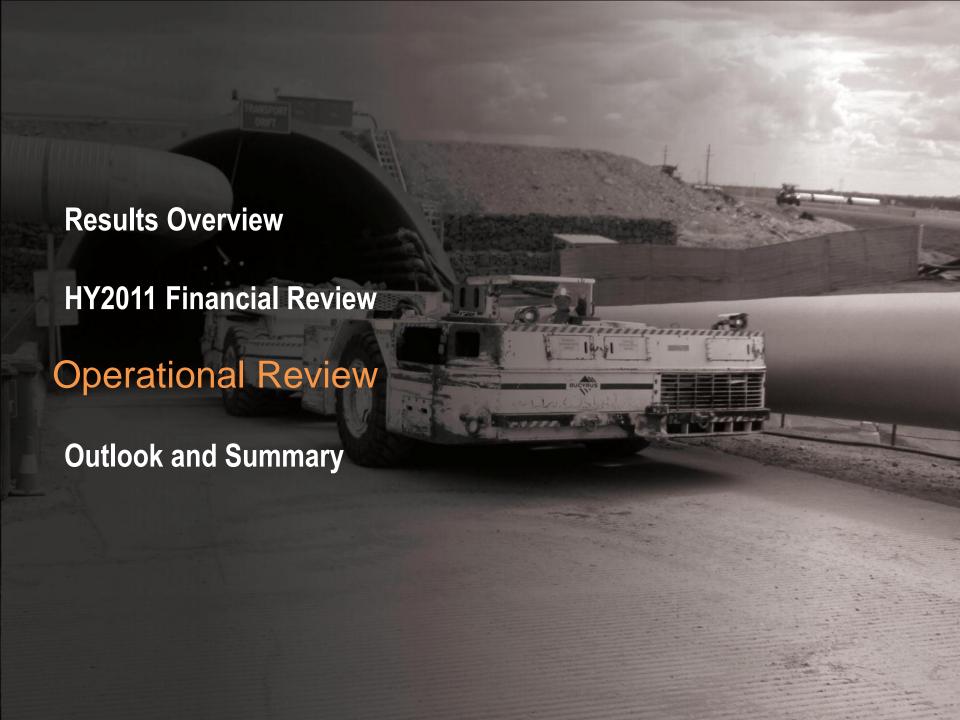
|                              | Underground |        | Services |        | Engineering |        |
|------------------------------|-------------|--------|----------|--------|-------------|--------|
|                              | Dec-10      | Dec-09 | Dec-10   | Dec-09 | Dec-10      | Dec-09 |
| Revenue                      | 66,452      | 40,567 | 931      | 1,353  | 6,243       | 4,222  |
| Intersegment Revenue         | 49          | 53     | 3,021    | 324    | 1,141       | 374    |
| Total Revenue                | 66,501      | 40,620 | 3,952    | 1,677  | 7,384       | 4,596  |
| Underlying Profit Before Tax | 6,485       | 5,204  | (146)    | (10)   | 319         | 165    |

- Underground Division experienced significant growth in the 6 months ending 31 December 2010.
  The record growth is attributable to securing two new contracts in Queensland's Bowen Basin and growth on existing contracts.
- Services doubled revenue from the prior corresponding period. Losses are attributable to a fixed price contract which will be completed in the 3rd Quarter of FY2011.
- ➤ Engineering has managed steady growth to the end of December, with both the fabrication and consumable divisions performing well during the period.

# Working Capital and Cash Flow

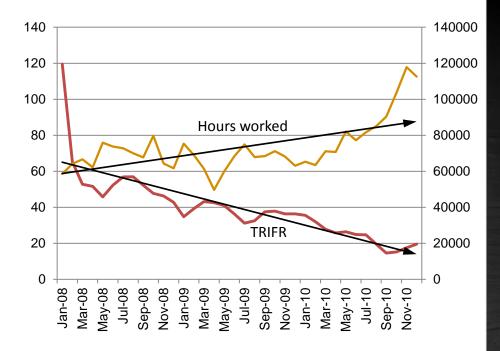
| Mastermyne Group Cashflow                |          |         |  |  |
|--|----------|---------|--|--|
|  | Dec-10   | Dec-09  |  |  |
| <b>Cash Operating Profit</b>             | 9,040    | 8,006   |  |  |
| Change in Receivables                    | (12,046) | (2,976) |  |  |
| Change in Inventories                    | 174      | (249)   |  |  |
| Change in Payables                       | 3,605    | 586     |  |  |
| Change in Provisions                     | 671      | 137     |  |  |
|  | 1,444    | 5,504   |  |  |
| Interest Paid                            | (615)    | (534)   |  |  |
| Income Taxes Paid                        | (1,374)  | (812)   |  |  |
| Net Cash from Operating Activities       | (545)    | 4,158   |  |  |
| Net Cash from Financing Activities       | (1,524)  | (2,609) |  |  |
| Net Cash from Investing Activities       | (4,397)  | (3,525) |  |  |
| Net Cash Increase<br>(Decrease)          | (6,466)  | (1,976) |  |  |
| Cash and Equivalents at<br>End of Period | 2,252    | 3,624   |  |  |

- Working capital requirements increased for the period to meet the needs of the growing business and to service new contracts; as a result the Group had operating cash outflows of \$0.545 million.
- Debtors included \$6 million in overdue (\$1.5 longer than 30days).
- Increased working capital finance facilities by
   \$6 million in preparation for continued growth.
- Interim dividend paid at the lower end of the range (40% of NPAT).



# Safety

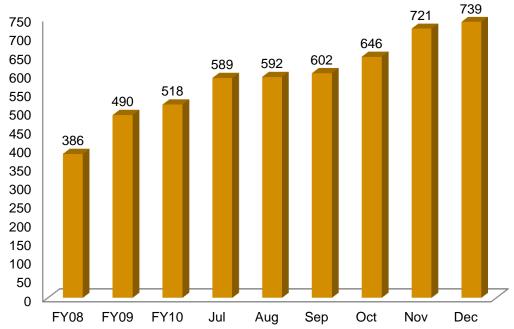
- TRIFR is continuing to trend down
- > TRIFR at 18.6 against a full year target of 22.4
- > Hours worked per month is increasing
- Using the most stringent of measures in TRIFR not LTIFR
- Engineering workshop in Dec achieved 365 days without a recordable injury
- Dendrobium just achieved 365 days without a recordable injury

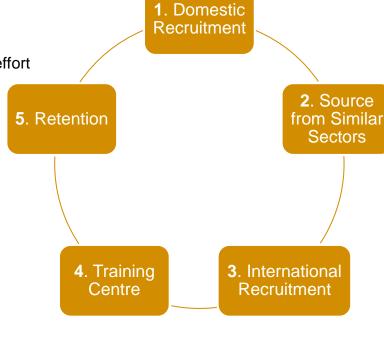




## People

- > Overall workforce number has increased to 739 at the end of December
- ➤ Workforce has Increased by 221 (43%) between July and December
- > Approx another 80 personnel from Sub Contracted companies
- Strategy for recruitment is working
- Major contract signed with Randstad to ensure targeted recruitment effort
- > Expect workforce to be at 1000 by end of financial year





# **Training Centre**

- Have completed 4 courses and placed 39 people into
   Mastermyne operations
- 5<sup>th</sup> Course underway and next 3 courses fully booked
- Have developed a Hard Rock bridging course and placed
   28 miners into Mastermyne operations
- Has gained acceptance and is being well supported by the major mining houses (BMA, RIO Tinto, Xstrata and Anglo American)
- Centre is now self funding as planned
- Courses for NSW being developed with a view to building a replica facility in NSW



# **Major Contracts**

| Project                 |  |
|-------------------------|--|
| Moranbah North Umbrella | Continues to perform well.                           |
| *Moranbah North Drivage | Roadway development contract was signed October 2010 |
| Kestrel Mine Extension  | Have mobilised to work in portion 1 of the project.  |
| Kestrel                 | Continues to perform well.                           |
| *Oaky Creek             | Contract was signed October 2010.                    |
| Dendrobium              | Continues to perform well.                           |
| Westcliff               | Continues to perform well.                           |
| Crinum North            | First Bechtel project for Mastermyne Services.       |
| Crinum East             | Contract out for tender. Decision pending.           |

- Directional drill rig contributing revenue from February
- Recurring work in Hunter Operations is continuing to grow
- > Preferred tenderer on major drivage project in the Hunter Valley

# Capex

- Mining fleet currently 100% utilised
- > Significant investment already made in opportunistic Capex in FY11

| Description  | Qty | Total Value | Delivered  | Revenue From         |
|--|-----|-------------|------------|----------------------|
| Loaders - Sandvik                                  | 2   | \$2,000     | Jan 2011   | Late Jan / Early Feb |
| Loader - Coal Tram                                 | 2   | \$2,000     | Nov 2010   | Jan 2011             |
| Warracar   | 1   | \$1,200     | Dec 2010   | Feb 2011             |
| Continuous Miner - ABM20                           | 1   | \$3,950     | March 2011 | March 2011           |
| Continuous Miner - Jeffery 1038 cut / flit machine | 1   | \$1,050     |            | March 2011           |
| Man Transporters / Drift Runner                    | 3   | \$1,200     | Sept 2010  | Sept 2010            |

- > Budgeted capex spend \$2m. Now more likely to be closer to \$16 for the full year.
- > Demand for equipment is increasing and lead times on new equipment extending
- > Return on funds from mining fleet remain strong





### Focus for Remainder of FY11

Safety

- •Continue to reduce injuries
- Work on safety culture

People

- Maintain current retention levels
- Recruit additional workforce
- Continue to replace workforce of sub contractors

Operations

- •Bed in new projects (KME, Oaky & Hunter Valley)
- •Bed in directional drill rig
- Settle into new NSW and Qld fabrication workshops

<u>Fi</u>nancial

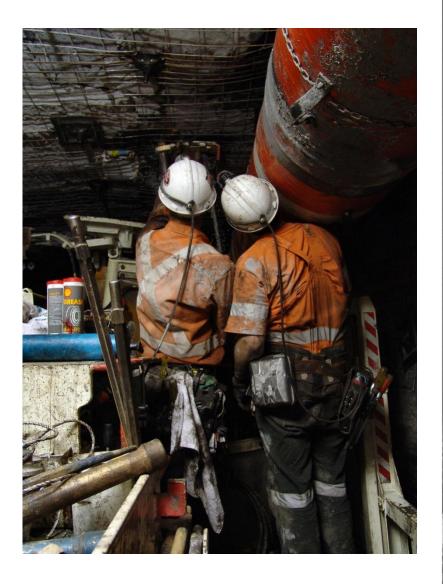
- •Recover margins on major projects
- ·Maintain overhead outlay at current spend
- Optimise working capital

Growth

- •Grow Services division
- •Expand on existing projects
- Expand Engineering product offering

Goal

•Meet Prospectus Forecast



## Outlook

- Sector is still growing at a significant pace
- We see mining companies focusing on
   Underground assets for expansion
- Grow through expansion on existing projects
- Continue with expansion of the Hunter Valley operation

- Several new underground projects coming on stream over the next 2 years
- Galilee Basin will present opportunities for the
   Mastermyne Group
- Continue to look for opportunistic Capex
- Strategic Acquisitions



# Summary

- > Safety performance is good but journey continues to achieve zero harm
- Business has gone through some significant growth in a short period and operating results are on track for the full year
- Margins temporarily effected due to
  - Pike River disaster
  - Under performance in Services division
  - Additional cost of subcontract labour to take up long term contract opportunities
  - > Overheads to accommodate the significant growth in the first 6 months of the financial year
- > Equipment will be in demand as underground sector continues to grow
- Group has no exposure to project start ups
- Expansion into Hunter Valley on track
- Underground Sector is expanding short and long term creating a strong pipeline of work
- > Issue won't be finding work, it will be finding people and equipment to execute