

Business Growth. Sustainable Profits.



Delivering Value.

Macmahon 2012 Half Year Results

21 February 2012

Delivering Value

Nick Bowen

Chief Executive Officer



Half Year Highlights

Financial

- Profit after tax \$23.2 million (up 27% on underlying)
- EPS 3.3 cents (up 32% on underlying)
- DPS 1.5 cents, fully franked
- \$475 million financing facility secured

Operational

- Record order book of \$3.4 billion (up 63%)
- \$2.2 billion new projects and extensions
- \$903 million revenue secured for H2
- Expected record revenue of \$1.8 billion for FY12

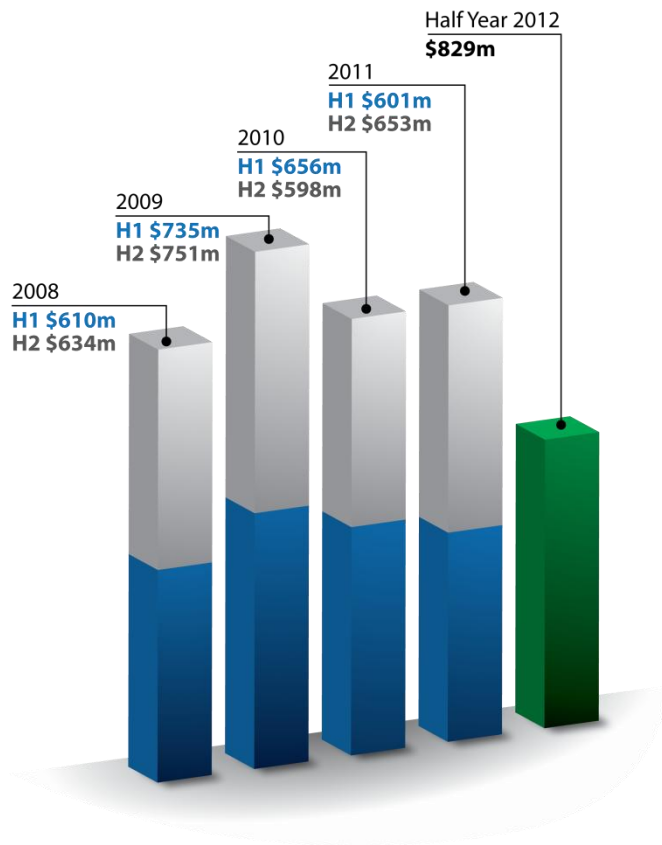
Strategic

- International footprint expanded into Mongolia
- Acquisition of remaining 40% of MVM Rail
- 'Macmahon Engineering' business established
- Meeting the challenge of attracting and retaining a skilled workforce
- Risk management initiatives delivering value

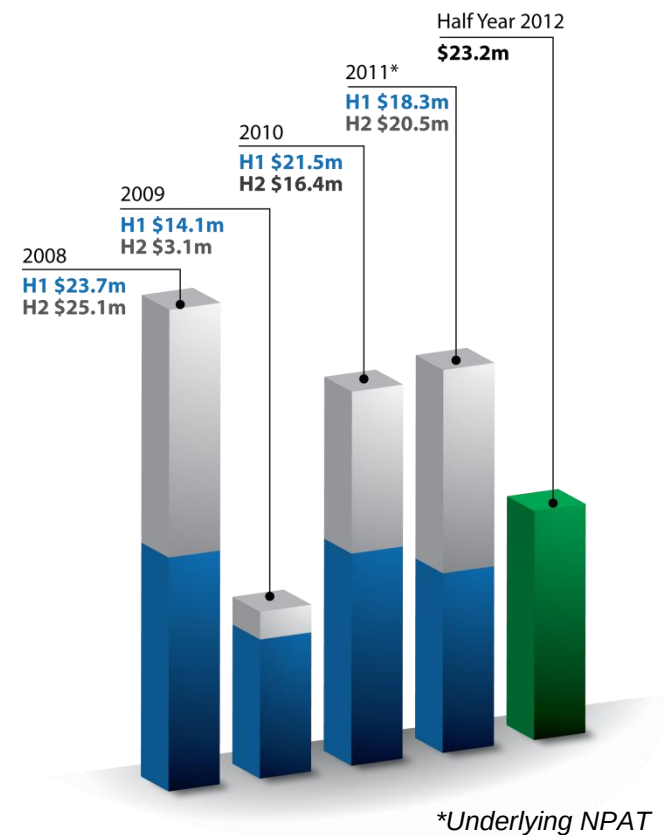


Delivering Value

Total Revenue

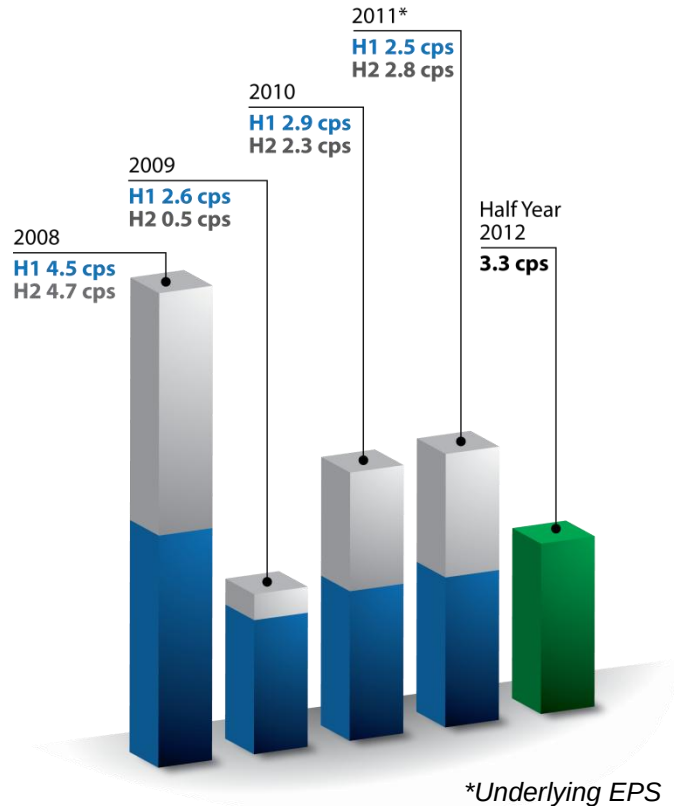


Net Profit After Tax

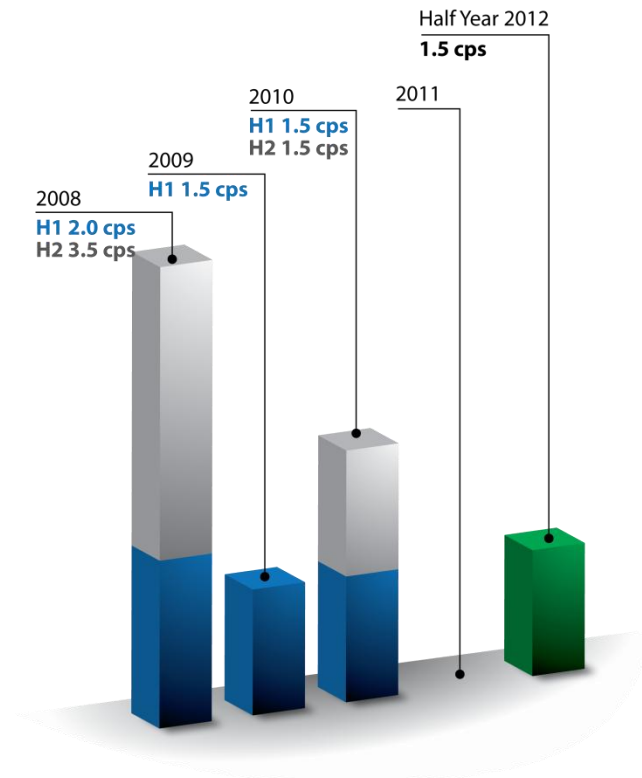


Return to Dividends

Earnings Per Share



Dividend Per Share



Mining Overview

- \$900 million Tropicana Gold Project win – now being mobilised
- Additional work with BHP Billiton Iron Ore and Peabody – typically owner miners
- Expansion overseas through US\$250 million Tavan Tolgoi coal mine contract win in Mongolia
- Nigerian project win and ramp-up
- 'Macmahon Engineering' Business established
- World's largest raisedrill ordered

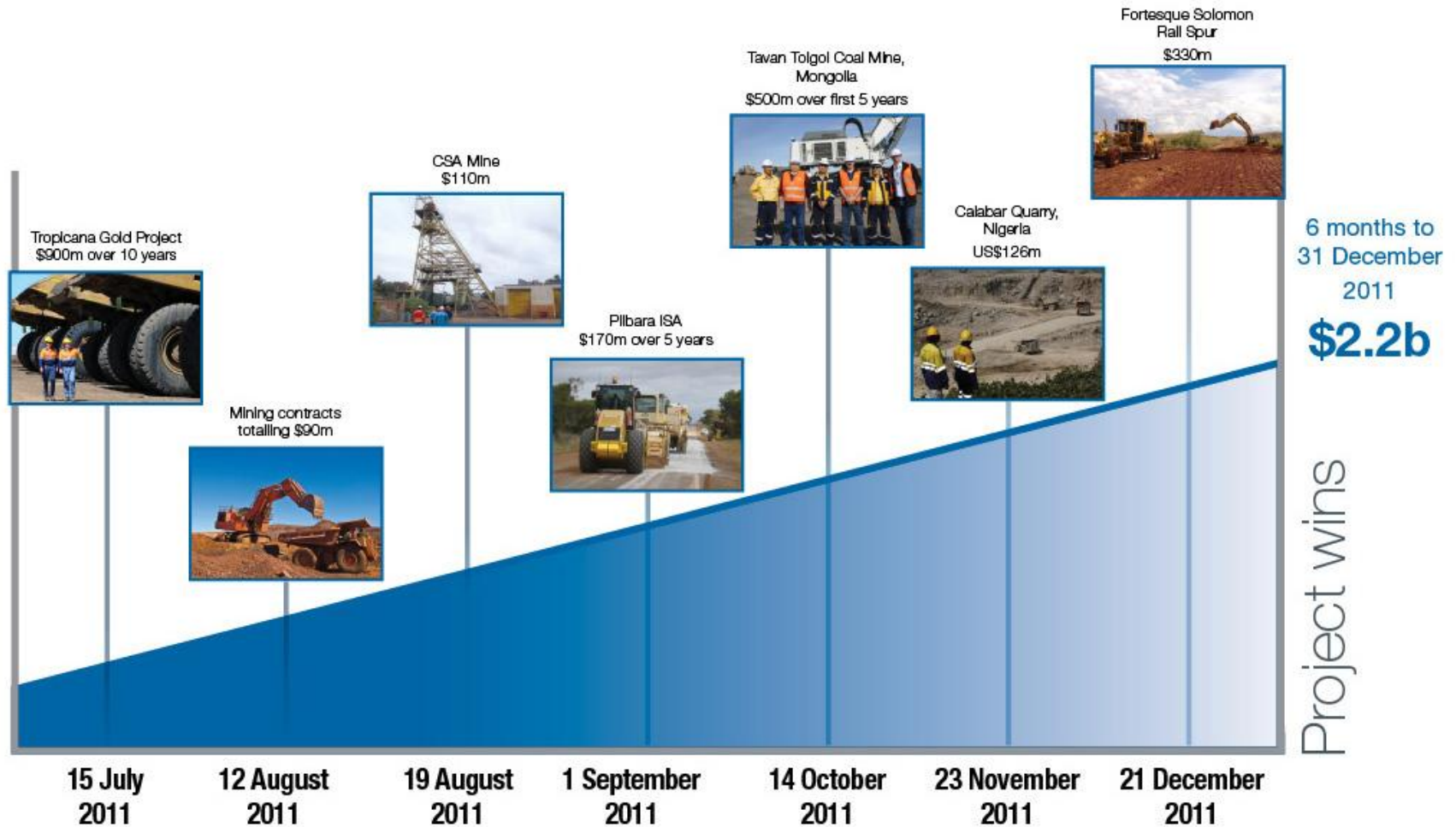


Construction Overview

- Risk management improvements and new organisation structure delivering value
- Order book significantly improved
- Margins steady but expected to improve in H2
- MVM Rail acquisition
- Re-established major presence in the Pilbara with Rio Tinto and FMG
- Solomon and HD4 projects mobilised
- Robust tendering pipeline



Project Wins



Key Projects

Tropicana



Olympic Dam



GLNG



Solomon



OB 18 / OB24
Jimblebar



Tavan Tolgoi

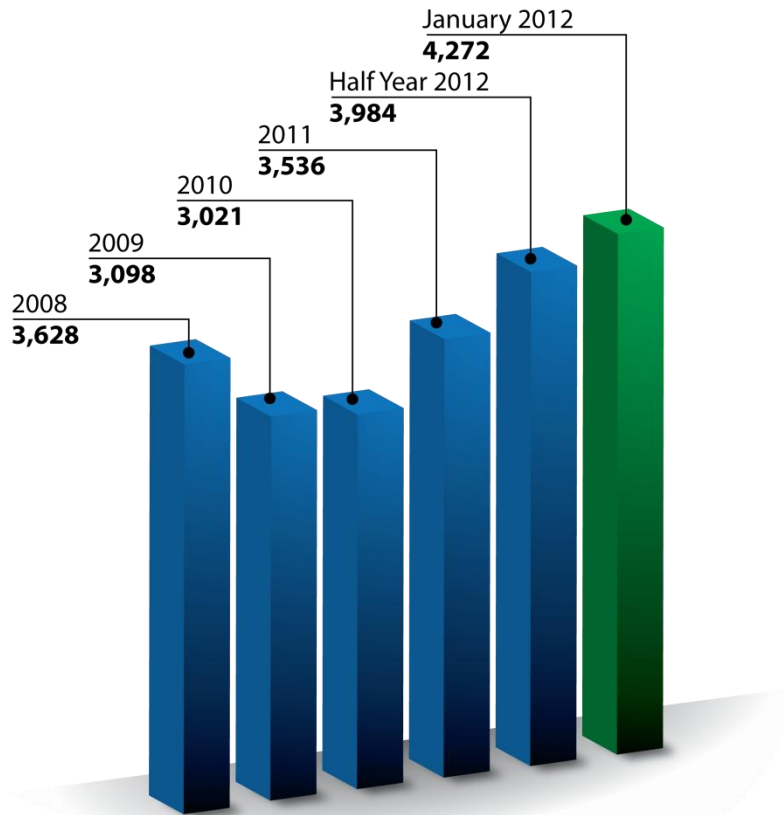


South Road
Superway

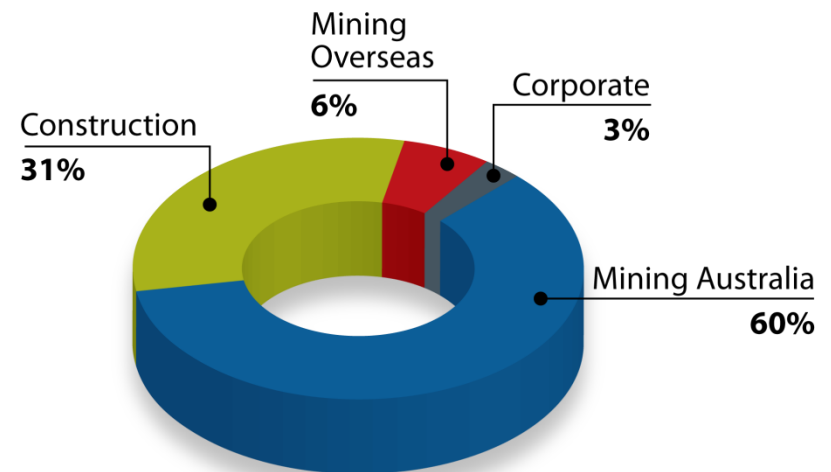
These projects total over \$1 billion per annum of work

Our People

Group Employee Numbers



Breakdown by Business HY12

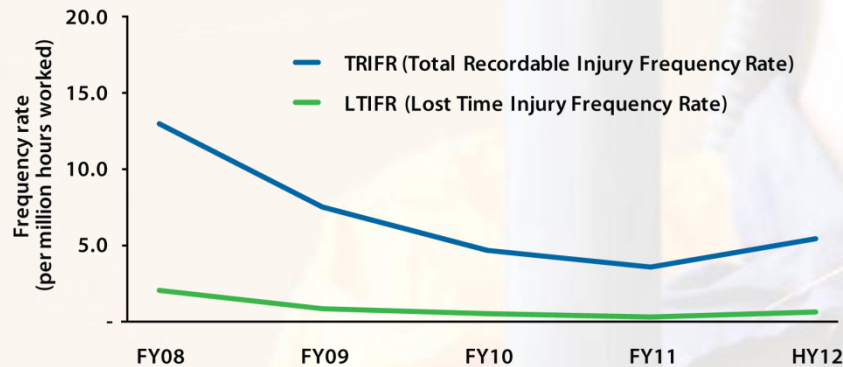


- Management team strengthened
- Growing apprentice and graduate programs
- Registered Training Organisation (RTO)
- ROCKSTAR Indigenous program launched February 2012

Safety Performance

- Safety performance remains top quartile
- Next period of growth a challenge - continuous safety improvement a key priority
- Eaglefield Coal Mine - ranked as the “safest surface coal mine” in Queensland by the Department of Mines and Energy

Injury Frequency Rates



Sustainable Profits

Theresa Mlikota

Chief Financial Officer



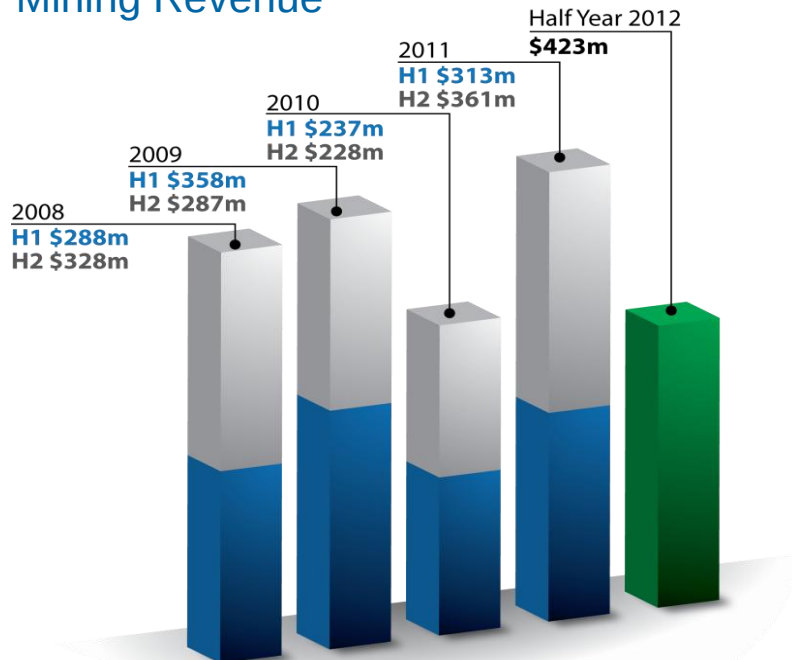
Income Statement

\$ millions	Dec-11	Dec-10	% Change
Total revenue	829 .0	601.0	38%
EBIT – before significant item	41.7	31.4	33%
Interest	(7.6)	(5.8)	31%
Profit before tax – before significant item	34.1	25.6	33%
Significant item – write down of RGP5 Rail North contract	-	(48.9)	
Profit/(loss) before tax	34.1	(23.3)	
Tax (expense)/benefit	(10.9)	7.0	
Non-controlling interest	-	3.1	
Net (loss)/profit after tax & non-controlling interest	23.2	(13.2)	
NPAT margin (%)	2.8	(2.2)	
Earnings per share (cents)	3.3	(1.8)	
Dividends declared per share (cents)	1.5	-	

Mining Performance

\$ millions	Dec-11	Dec-10	Change %
Segment revenue	423.2	313.2	35% ↑
PBT	32.0	22.4	43% ↑
PBT margin %	7.6	7.2	
Order book	2,219	1,273	74% ↑
Capex	34.6	44.3	

Mining Revenue



- Segment revenue increased 35%
- Profit before tax increased 43%
- Surface revenue driven by expansion activities at key projects
- Underground revenue increased with new projects including George Fisher and increased development activities at both Cadia Ridgeway and Argyle
- Margin improvement driven by 'normal' weather conditions and improved Surface Mining performance
- Capex spend geared to H2
- Improved asset utilisation and operational performance have increased returns

Construction Performance

\$ millions	Dec-11	Dec-10	Change %
Segment revenue	405.8	287.8	41% ↑
Underlying PBT	14.2	10.2	39% ↑
RGP5 write down	-	(48.9)	
Reported PBT	14.2	(38.7)	137% ↑
Underlying PBT margin %	3.5	3.5	
Order book	1,163	804	45% ↑
Capex	13.7	0.3	

Construction Revenue



- Revenue growth of 41% driven by the strong performance of key new projects (Gladstone LNG and Pilbara projects)
- Profit before tax increased 39%
- Margins steady at 3.5%, forecast to increase in the H2
- Increased capex to address equipment shortages
- Increased business scale and improved operational performance have lead to improved returns

Strong Operating Cash Flow

\$ millions	Dec-11	Dec-10	% Change
Operating cash flow	85.3	38.2	123%
Disposals	6.1	0.7	771%
Capital expenditure ¹	46.3	45.3	2%
Cash on hand	135.0	96.5	40%
Op. cash flow per share - cents	11.6	5.2	

¹. Excludes capital acquired under finance lease and hire purchase agreements (\$2.8 million for Dec 11)

- Strong operating cash flow
 - Improved financial performance
 - \$30 million advance payments on construction projects
- Advance payments will reverse in H2
- Capital expenditure of \$46.3 million, with majority of full year spend to take place in H2. FY12 forecast of around \$200 million

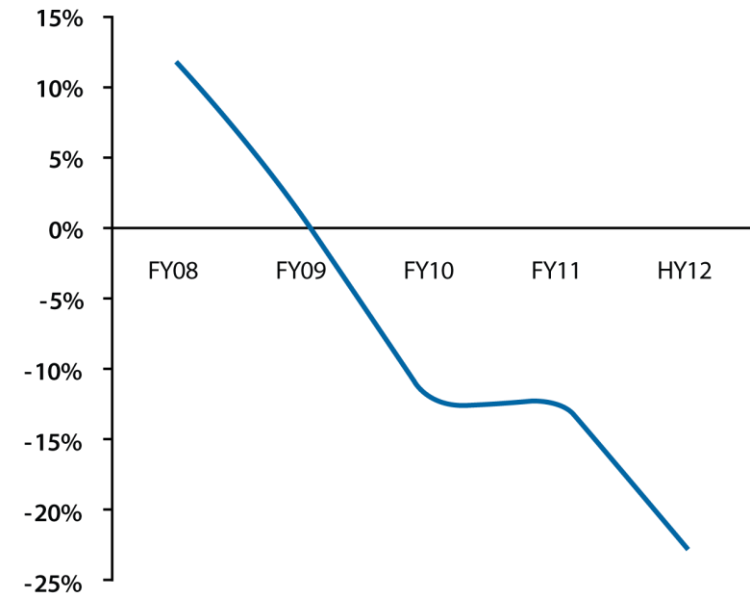


Gearing for Growth

\$ millions	Dec-11	Jun-11	% Change
Current assets	374.7	331.6	13.0%
Non-current assets	359.1	354.2	1.4%
Total assets	733.8	685.7	7.0%
Net assets	340.6	323.1	5.4%
Net cash	78.8	39.5	99.5%
Gearing	(23.1%)	(6.9%)	234.8%

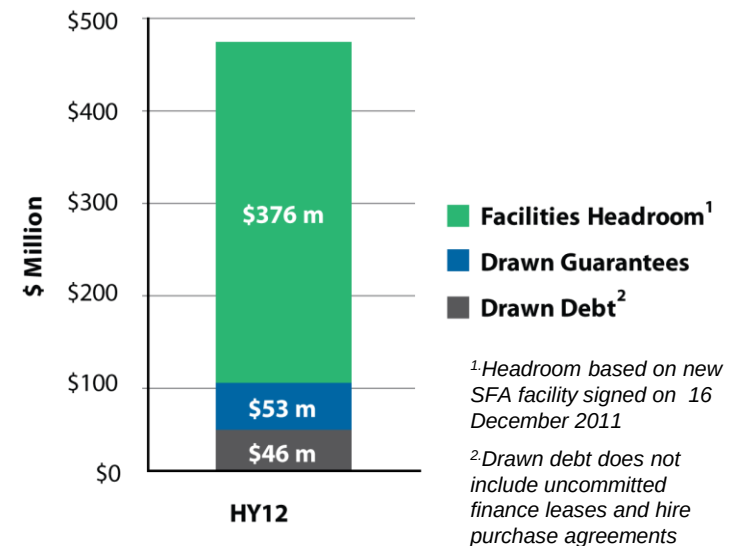
- Strong financial base to fund growth opportunities
- Net cash position of \$78.8 million, with negative gearing of 23.1%

Gearing



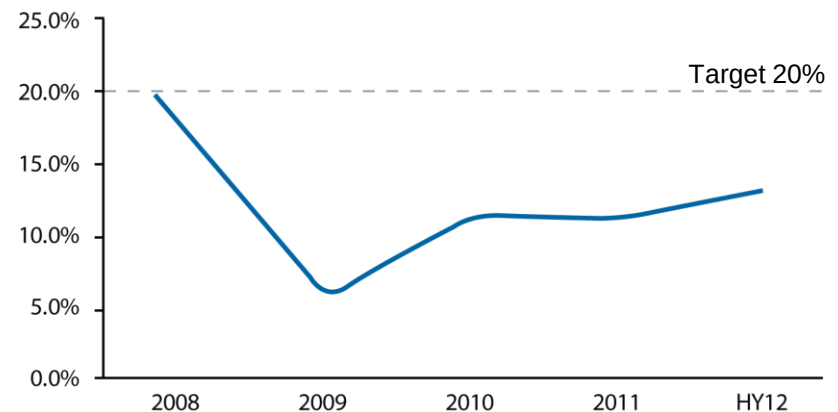
Funding Capacity

- Debt refinance complete - \$475 million, 3 & 4 year funding facility
 - Tranche A – (3 years), A\$75 million working capital cash advance facility
 - Tranche B – (3 years), A\$125 million bank guarantee facility
 - Tranche C – (3 and 4 years), A\$275 million equipment finance facility
- Significant headroom in funding facilities
- Standalone facility for Mongolia in progress



Improved Shareholder Returns

Return on Equity



Note – HY12 returns have been annualised

**2011 Return on equity calculation based on underlying NPAT*

- Increased ROE resulting from better asset utilisation and improved financial and operating performance
- Returns expected to improve looking forward

Business Growth

Nick Bowen

Chief Executive Officer



Strategy **Grow the business to maximise profits to shareholders**

Shareholders

Deliver sustainable, sector leading returns

- Managing risks to deliver sustainable profits
 - 20% Return on Equity
 - 20% y.o.y EPS growth
- Dividend payout ratio 50%

Mining

Consolidate and explore

- Grow domestic business
- Develop offshore business
- Leverage resource relationships
- Capitalise on end-to-end service offering
- Promote external engineering opportunities

Construction

Enhance pipeline and risk management

- Consolidate business in resource and government sectors
 - Selective clients and contracts
- New risk management protocols and applying 'lessons learned'
- Focus on client relationships to build on successful project delivery



Customers

Complete contracting solution

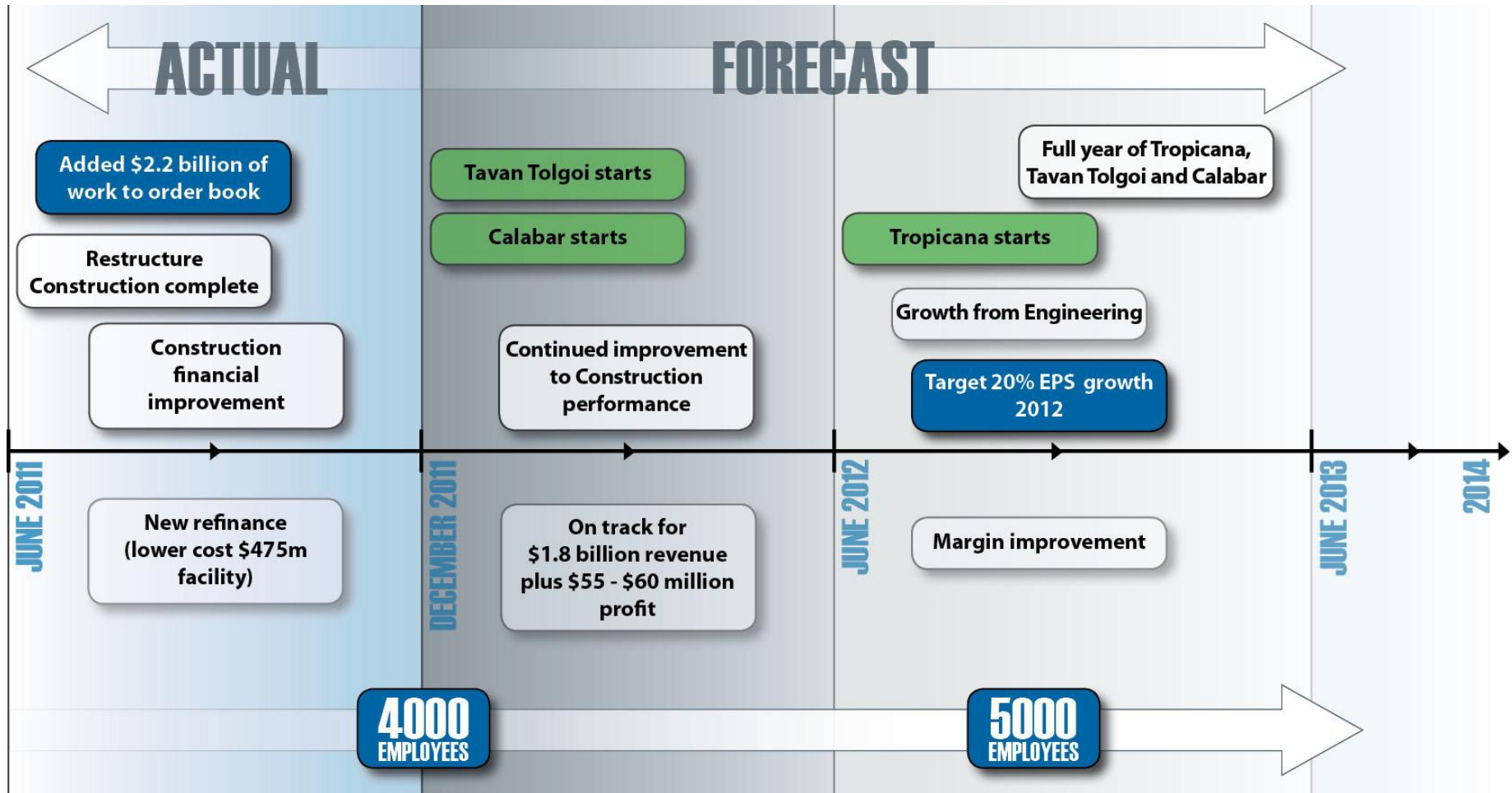
- Safe, efficient, reliable, trusted brand
- Leverage relationships for mutual benefit
 - Service provider of choice

Our people

Provide a safe, exciting environment

- Commitment to total safety culture
- Focus on 'clever' talent attraction and retention strategies
- Developing our own people

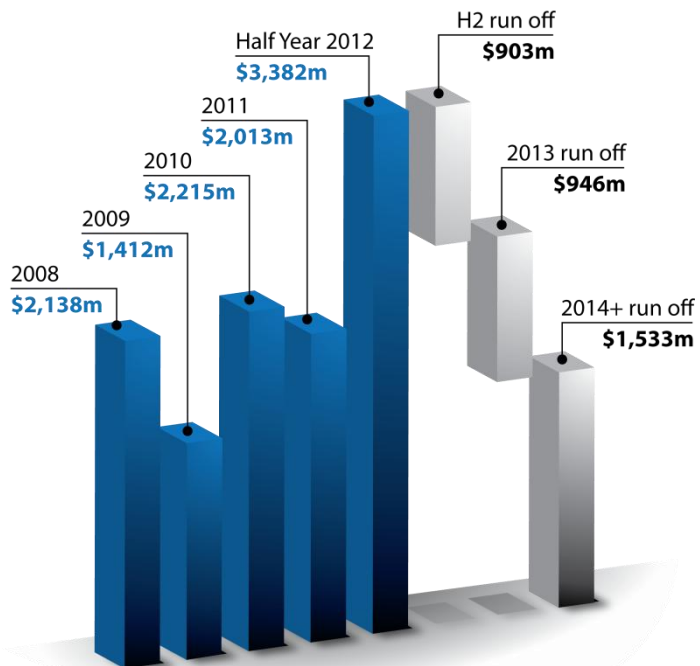
Strategy Delivery



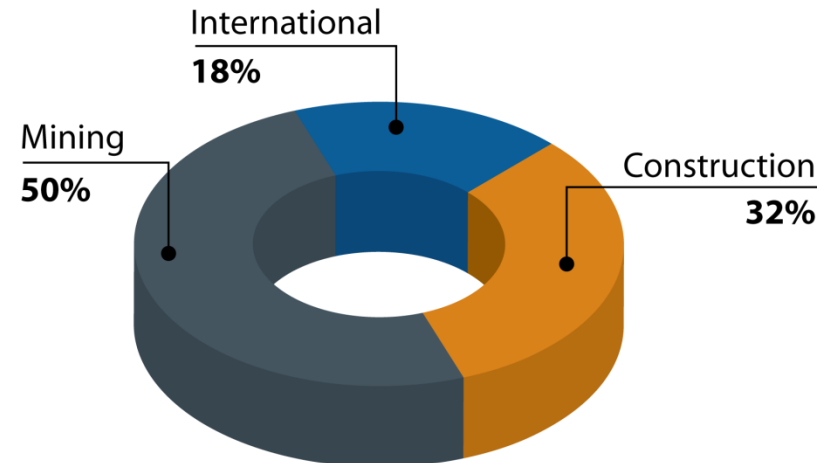
Record Order Book

- Order book at record \$3.4 billion
- \$903 million of revenue secured for H2
- Robust tendering pipeline in excess of \$3 billion

Order Book



Order Book Breakdown



Outlook

Business Growth

- High tendering activity with healthy pipeline of work
- WA expected to be driver of growth
- New 'Macmahon Engineering' Business
- International expansion into Mongolia



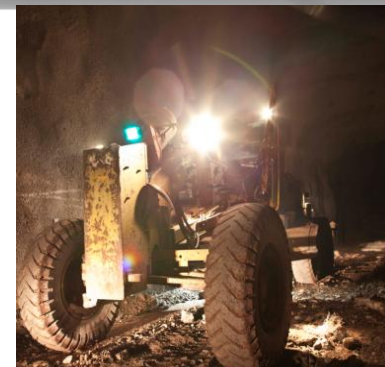
Sustainable Profits

- Record order book of \$3.4 billion
- \$903 million secured for H2
- \$946 secured for FY13
- Scale and international expansion will deliver margin improvements
- Refinanced and positioned for growth



Delivering Value

- Record full year revenue forecast of around \$1.8 billion and profit of \$55 – \$60 million
- Committed to delivery of consistent and quality earnings and increasing shareholder returns
- Further profit growth in FY13

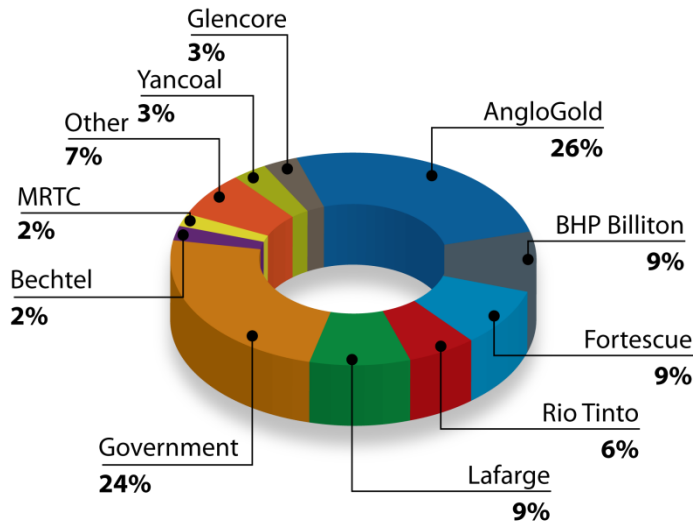




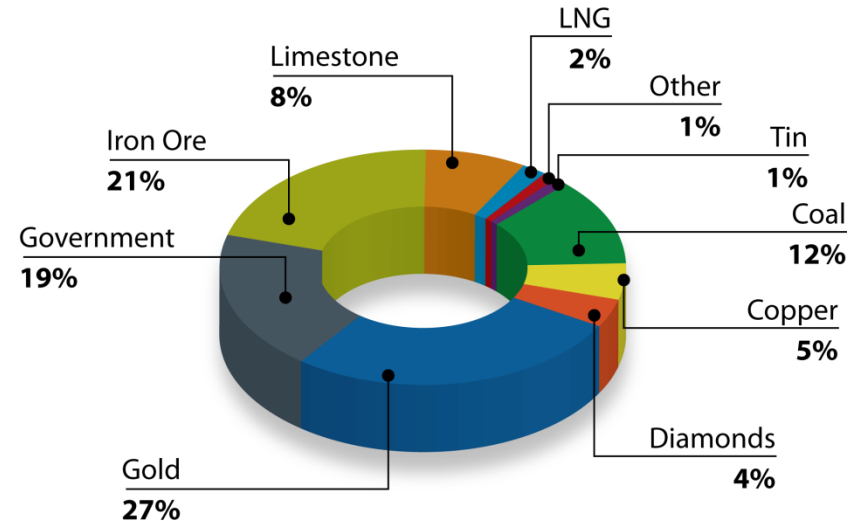
MACMAHON

Order Book Diversity

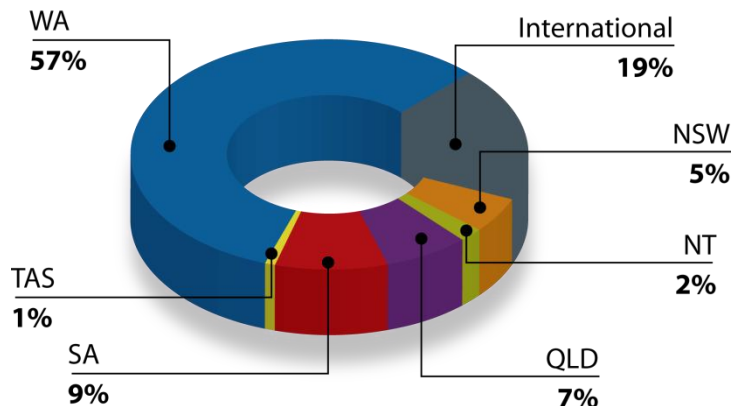
Diversified client base



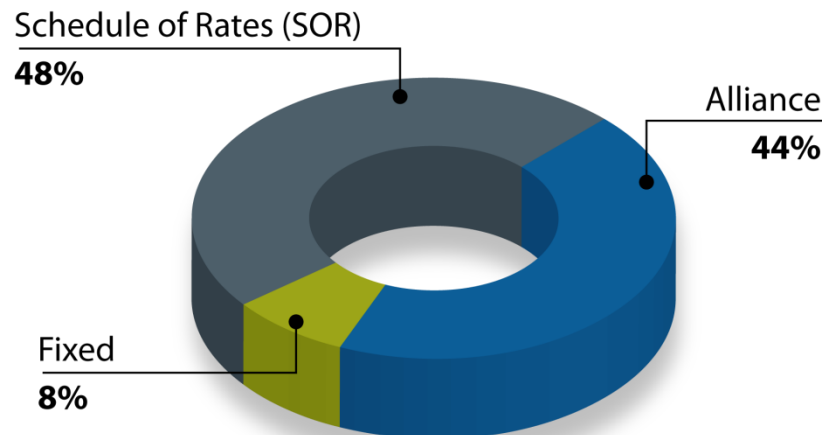
Diversified commodity exposure



Diversified geographic footprint



Diversified contract styles



IFRS Reconciliation

In millions of AUD, unless otherwise stated	6 months to Dec 10	6 months to Jun 11	FY11
<i>Reported revenue is adjusted to include net revenues from joint ventures:</i>			
Reported Revenue	504.2	585.2	1,089.4
Revenue from joint ventures (net of cost recoveries)	96.8	68.2	165.0
Total Revenue	601.0	653.4	1,254.4
<i>Reported NPAT , EPS and ROE is adjusted for the following significant items (net of tax and non-controlling interests):</i>			
Reported net profit / (loss) after tax attributable to members	(13.2)	14.3	1.0
- Writedown of RGP5 Rail North contract	31.5	-	31.5
- Extreme weather events	-	6.3	6.3
Impact of significant items, after tax and non-controlling interests	31.5	6.3	37.8
Underlying net profit after tax attributable to members	18.3	20.6	38.8
Reported basic earnings / (loss) per share (cents)	(1.8)	1.9	0.1
Underlying basic earnings / (loss) per share (cents)	2.5	2.8	5.3
Reported return on equity (%)			0.3
Underlying return on equity (%)			11.1

Note: The reconciliation above is provided to comply with ASIC Regulatory Guide 230

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