

# Half Year Results 2013



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## **Highlights**

- Mining operations achieve record \$533.3 million revenue (up 26% on pcp) and record \$23.1 million net profit after tax (up 70% on pcp)
- Net loss of \$60.7 million for discontinued Construction operations, leading to overall loss of \$37.6 million for the first half of FY13
- Mining services focus confirmed with overwhelming shareholder support for sale of Construction projects to the Leighton Group
- FY13 earnings guidance revised to now include impact of sale and wind down of construction operations - net loss after tax in the range of \$10 to \$20 million, following shareholder vote
- Robust foundation for sustainable growth of Mining Business
  - Record mining order book of \$3.6 billion, following award of Christmas Creek contract in January 2013
  - Strong balance sheet following completion of \$80.7 million equity raising
  - Gearing currently low, 9.4% at 31 December 2012

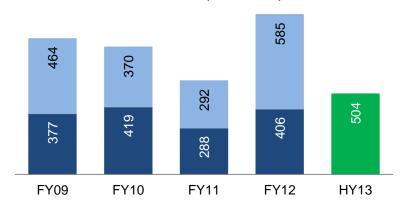


#### Sale of Construction – discontinued operations

- Sale of majority of Construction projects to Leighton Group approved by shareholders at EGM held in February 2013, following strategic review
- Expected sale proceeds of \$27.3 million, after tax profit on sale of \$9.2 million, closure costs of \$11.7 million after tax – will be reported in H2 results
- Additional \$40M+ in equipment to be transferred to mining or sold
- Transition well progressed
- Half year loss after tax of \$60.7 million
- Construction result significantly impacted by Solomon, Hope Downs 4 and Urban Superway project write-downs

\$ millions	Dec-12	Dec-11	Change %
Segment revenue	503.6	405.8	24%
PBT	(110.1)	14.2	-875%
PAT	(60.7)	9.6	-732%
Order book	1,073	1,163	-8%
Capex	12.0	13.7	-12%

#### Revenue (\$ million)





## Construction overview – legacy projects

- Retained projects mostly nearing completion
  - Solomon team demobilised in December
  - Hope Downs 4 rehabilitation works substantially complete with full demobilisation in April
  - Gladstone LNG (day works only), ULAN Alliance (April 2013)
  - Trangie Irrigation project (December 2014)
  - Hong Kong XRL 822 Rail project (March 2015)
- Legacy projects managed by small team located in Perth and Brisbane who will also be responsible for delivery of infrastructure projects to support Mining



## Mining operational update

#### **Surface Mining**

- Fraser Ramsay appointed Chief Operating Officer Surface and Infrastructure Services in February 2013
- \$1.8 billion Christmas Creek Mine expansion awarded in January bringing current order book to a record \$3.6 billion – approximately 680 employees mobilised to site. First ore harvested and blast hole drilling commenced in December. Establishment and construction of maintenance facilities and satellite infrastructure 90% complete
- Tropicana Gold Project commenced in July progressing well
- Eaglefield/Lenton and Cameby H2 impacted by Queensland flooding
- Orebody 18 contract extension discussions continuing. H1 productivities impacted by equipment availability – now addressed
- Area C six month contract for BHPB awarded in December 2012





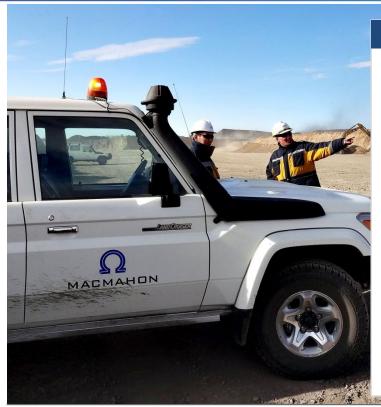
## Mining operational update

#### **Underground, International and Engineering**

- Nick Cernotta appointed Chief Operating Officer Underground, International and Engineering in February
- Awarded 3 year, \$200 million Olympic Dam contract extension
- Underground works commenced at Ranger 3 Deeps in Northern Territory
- Engineering Business to expand into surface mining activities
- Operations at Tavan Tolgoi, Mongolia reached agreed target of 2.4 Mt of coal. Permanent country and project manager positions filled and Macmahon safety and operational and maintenance polices rolled out
- World's largest raise drill being shipped



## Tavan Tolgoi coal contract update



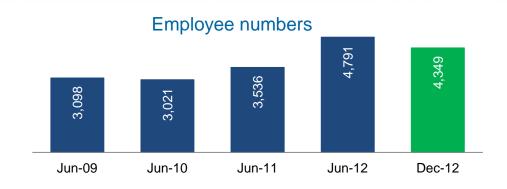
#### **Contract Highlights**

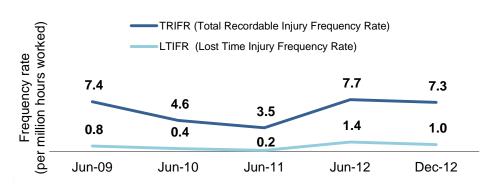
- Macmahon currently has a 100% interest
- Contract style is 'cost-plus'
- Partly secured by client escrow account for forward payments
- Macmahon reached agreed target of 2.4Mtpa of coal in CY12

- As production is ramped up strategy is to debt fund the acquisition of additional equipment through stand-alone facility – requires long-term funding being obtained by Macmahon
- Macmahon will require a sell-down of its interest in the project before it commits to any long-term funding package
- Long-term funding is awaiting resolution of the project's broader funding strategy
- Escrow account arrangement currently provides short-term funding certainty
- Progress slower than expected but significant future potential



## People and safety





- Employee numbers reduced due to completion of construction projects
- Christmas Creek ramp-up will see numbers increase in January
- Construction transfers and redundancies will be effected in March and April
- Improved safety performance increased focus on training and leadership
- Further development of Safety
   Engagement Framework (SEF) to reduce number of recordable injuries and improve the Company's safety culture



# Financials



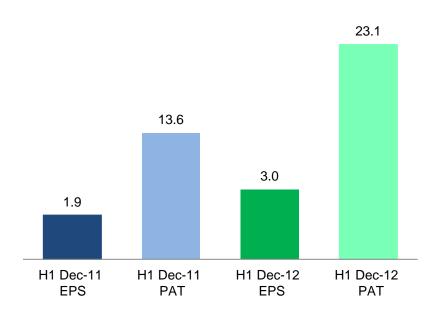
#### Income statement

\$ millions	Dec-12	Dec-11	% Change
Total revenue from continuing operations	533.3	423.2	26%
Earnings before interest and tax (EBIT) from continuing operations	43.2	27.6	57%
Interest	(10.8)	(7.6)	42%
Profit before tax from continuing operations	32.4	20.0	62%
Tax expense	(9.3)	(6.4)	45%
Profit after tax from continuing operations	23.1	13.6	70%
(Loss) / profit from discontinued operations (net of tax)	(60.7)	9.6	-732%
(Loss) / profit for the period attributable to equity holders of the Company	(37.6)	23.2	-262%
Profit after tax margin from continuing operations	4.3%	3.2%	
Earnings per share – continuing operations (cents)	3.0	1.9	58%
(Loss)/earnings per share (cents)	(4.9)	3.3	-248%
Dividends declared per share (cents)	nil	1.5	



# Financial highlights – continuing operations

Group PAT (\$ million) and EPS (cents per share)



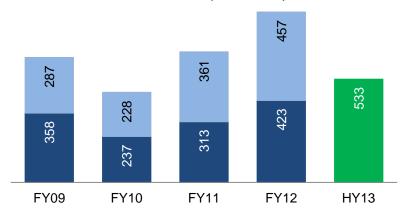
- Viable business model
- Profit after tax from continuing operations of \$23.1 million, up 70% on pcp
- Earnings per share from continuing operations of 3.0 cents per share, up 58% on pcp
- Overhead structure continues to be addressed



## Mining performance

\$ millions	Dec-12	Dec-11	Change %
Segment revenue	533.3	423.2	26%
PBT	38.4	32.0	20%
PBT margin %	7.2	7.6	
Order book	1,840	2,219	-17%
Capex	76.2	34.6	120%

#### Revenue (\$ million)



- Record revenue of \$533.3 million, up 26% on pcp
- Record profit before tax of \$38.4 million
- Slight decrease in margins to 7.2% partially due to ramp-up of Christmas Creek, Tavan Tolgoi funding and productivities at Orebody 18 due to equipment availability issues which have now been addressed
- Order book of \$1.8 billion Christmas Creek contract (\$1.8 billion) awarded in early January, bringing the order book to a record \$3.6 billion
- Significant investment in capex expected to continue due to expansion at Tropicana Gold Project, expected ramp-up of activities in Mongolia.



# Corporate cost savings initiatives

- Review of organisational structure completed in October 2012
- Conducted by external consultants and coincided with an internal focus on cost savings across the business in response to changing market conditions
- Key corporate and support services centralised to reduce duplication and improve efficiencies and responsiveness across the business
- 59 redundancies within overhead structure, leading to annualised savings of more than \$9 million
- New management structure announced in February 2013 to support the Company's mining services focused future
- Further reductions in Corporate costs as we close branch offices and specialise in Mining



#### Cash flow

\$ millions	Dec-12	Dec-11	% Change
Operating cash flow	77.5	85.3	-9%
Disposals	37.6	6.1	516%
Capital expenditure <sup>1</sup>	80.4	46.3	74%
Cash on hand	183.5	135.0	36%

Excludes \$9.3 million of plant and equipment acquired under finance leases and hire purchase (December 2011: \$2.8 million)



- Cash from operations for both periods includes significant timing differences.
- Reduction in normalised cash from operations due to Construction losses
- Additional outflows associated with Construction close expected in H2
- Investing in capital
  - Increase in disposals due to sale and lease back of equipment purchases for Tropicana
  - Capex spend expected to be around \$200 million for FY13
  - FY14 capex includes \$100 million maintenance capex. Growth capex depends on winning work



# Balance sheet and gearing

\$ millions	Dec-12	Jun-12	Change
Current assets	531.8	528.9	5%
Non-current assets	427.7	460.1	-7%
Total assets	959.4	989.0	-3%
Net assets	344.5	356.8	-3%
Net debt/(cash)	32.4	82.6	-61%
Gearing (%)	9.4	23.1	

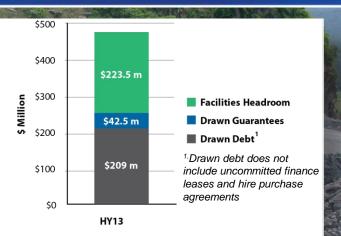


- Balance sheet in a strong position following completion of \$80.7 million equity raise providing flexibility for the Company to fund future commitments
- Institutional proceeds of \$42.1 million received 20 December 2012
- Retail proceeds of \$38.6 million received 22 January 2013 and therefore not included H1 gearing
- Low gearing of 9.4%



# Funding facilities

- Significant headroom in funding facilities
- Of the remaining \$223.5 million headroom \$86.0 million is for equipment financing, \$55.0 million is for working capital and \$82.5 million for bank guarantees
- All banking covenants remain within limits
- Strong relationship with banking group





## Post sale earnings guidance

- As previously advised, guidance provided in December assumed a wind down of construction and did not include impacts of a sale
- Risks to guidance flagged:
  - Potential sale implications not forecast
  - Potential further losses on Construction projects
  - Unanticipated weather events
  - Material delay to either Tropicana or Christmas Creek ramp-up
  - Securing short & long term funding for Mongolia
- Sale of Construction impacts
  - Profit on sale
  - Closure costs including redundancies for non-transferring employees, goodwill write-off
  - Loss of forecast H2 earnings for construction projects sold to Leighton

\$ million (figures shown are net of tax)	FY13
Previous NPAT guidance (Construction wind down assumed)	0 – 25
Profit on sale of Construction projects	9
Construction closure costs including redundancies and goodwill write-off	(12)
Construction (mainly H2 profits previously forecast – now sold to Leighton)	(18)
Mining (wet weather and Mongolia funding delay)	(10)
Tax (prior period tax benefits)	11
Revised NPAT guidance (Construction sale assumed)	(10) – (20)

<sup>\*</sup>The numbers in the table have been reconciled against the lower end of the earnings guidance range





# **New Strategy**



#### The New Macmahon

Surface Mining
Underground Mining
International Mining
Engineering
Infrastructure Services

Low capital intensity growth opportunities

- End-to-end mining service model
- ✓ Long-term relationships with blue-chip clients
- Diverse international footprint
- Diverse commodity and client exposure
- ✓ Strong historical financial performance
- ✓ Future growth underpinned by ramp-up of Tropicana, Christmas
   Creek and Tavan Tolgoi with moderate new work reliance
- Pursue low capital intensity growth opportunities
- Offshore growth strategy leveraging existing long-term relationships

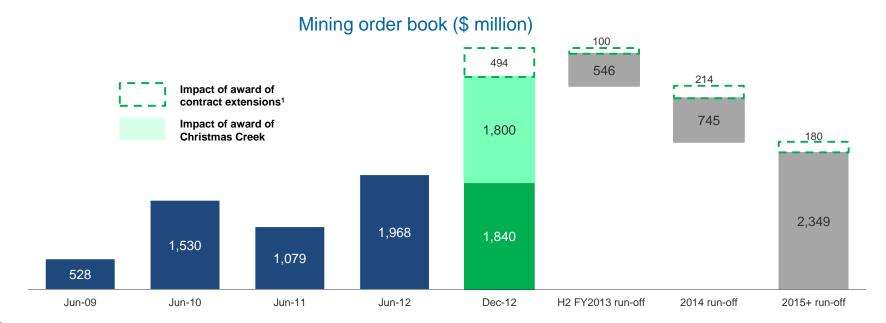
#### **Opportunities**

- Increase service offering through existing relationships and skill base
- Continue to expand international operations in new and existing jurisdictions, particularly in underground works
- Expand Engineering Business into surface EPC infrastructure market
- Low capital intensity grow opportunities through infrastructure development and maintenance work for mining customers
- Pursue other service offerings relating to resources sector
- Leverage diverse service offering and relationships to grow the business



#### Order Book

- Record order book of \$3.6 billion (including Christmas Creek contract won January 2013)
- Eaglefield/Lenton, Orebody 18 and George Fisher currently under negotiation for renewal<sup>1</sup>
- Almost 70% of forecast FY14 revenue secured assuming contract extensions



#### Map of operations











## Mining Business investment case

- New strategy implemented to de-risk the business and provide consistent earnings and increased shareholder returns
- Strong historical and forecast mining performance
- Record order book of \$3.6 billion (including Christmas Creek contract won January 2013) moderate reliance on new work
- Diversity through capability, geography and commodity
- Opportunity pipeline domestic growth from expansion of existing projects, offshore growth through new projects
- Strong balance sheet following completion of \$80.7 million equity raise provides flexibility
- Forecast FY13 profit before tax from Mining operations in excess of \$85 million











Half Year Results 2013

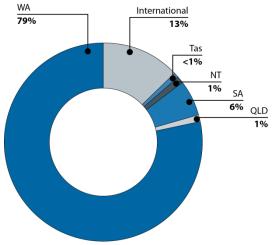


#### Diversified order book

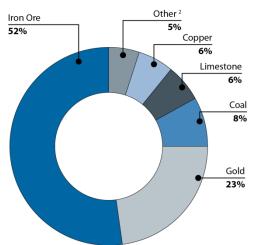
#### Mining order book by capability<sup>1</sup>

# Surface 77% 8% Other 1% Engineering 1% International 13%

#### Mining order book by location<sup>1</sup>



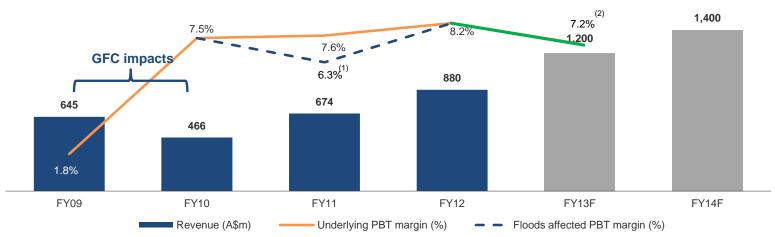
#### Mining order book by commodity<sup>1</sup>



- (1) Mining order book as at 31 December 2012 plus Christmas Creek Mine expansion contract awarded in January 2013
- (2) Other commodity exposures include tin, uranium and diamonds



## Mining revenue performance



- (1) FY11 PBT margin normalised to underlying level to reverse impact of Queensland floods (6.3% pre-normalisation)
- (2) H1 margin
- Strong historical performance
- Continued delivery of strong margins across projects, anticipate future margins to be broadly consistent with historical results
- A strong and profitable business historically. Future revenue underpinned by a significant order book of secured and expected work

# Key projects and clients

Project	Commodity	Value	Start Date	End Date
Christmas Creek (WA)	Iron Ore	\$1,800m	2012	2017
Orebody 18 & Wheelara (WA)	Iron Ore	\$975m	2006	2013
Tropicana Project (WA)	Gold	\$900m	2012	2022
Eaglefield (QLD)	Coal	\$550m	2003	2013
Olympic Dam (SA)	Uranium/Copper/Gold	\$687m	2004	2015
Argyle Mine (WA)	Diamond	\$376m	2006	2014
Tavan Tolgoi (Mongolia)	Coal	US\$250m*	2012	2017
Calabar Quarry (Nigeria)	Limestone	US\$126m	2012	2019
CSA Shaft Extension (NSW)	Copper	\$110m	2011	2014

\*Macmahon share



















## Disclaimer and Important Notice

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