

# 2018 HALF YEAR RESULTS PRESENTATION

**FEBRUARY 2018** 

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www.mastermyne.com.au



## Stronger market underpins a return to profitability



- Revenue increased by 60% (vs. H1 FY17) to \$91.0m
- EBITDA increased by 344% (vs. H1 FY17) to \$6.7m
- Net Profit of \$1.8m
- 2 major development contracts still to contribute at full run rate
- Strong outlook for coal is driving further growth
- Expect to deliver higher end of previous market guidance for FY18

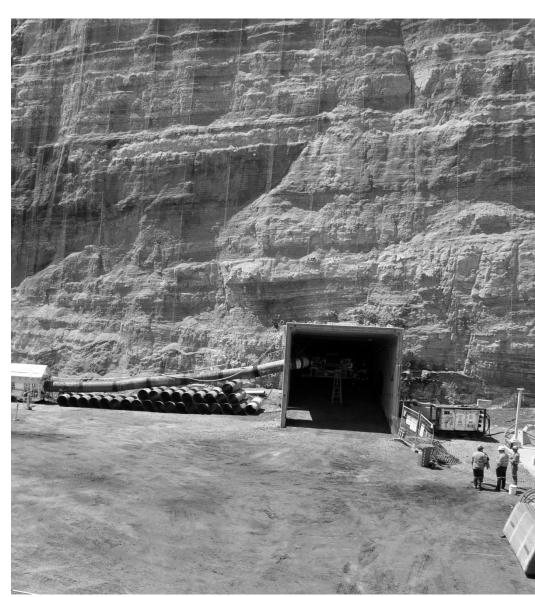


### Contract wins flowed into a much stronger financial result



- Full half contribution from projects mobilised in H2 FY17 helped deliver H1 EBITDA of \$6.7m
- H1 EBITDA margin 7.3%, up from 2.6% in pcp
- Overhead costs were flat, decreasing significantly as a percentage of revenue
- Overheads are expected to reduce further as a percentage of revenue in H2 FY18
- Equipment utilisation now 85% with hire rates improving

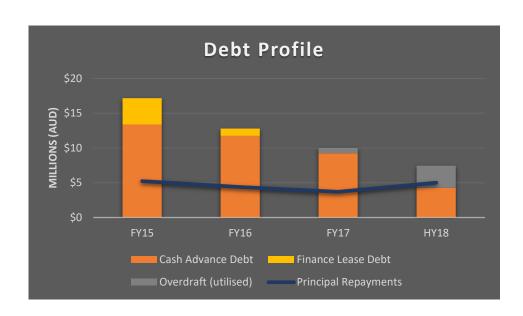
\$AUD (000's)	HY18	HY17	Change(%)
Total Revenue	91,043	56,954	59.9%
Statutory EBITDA	6,682	1,504	344.3%
EBITDA %	7.3%	2.6%	4.7%



### Successful capital raising strengthens our competitive position



- Capital raising was completed at premium to 5-day VWAP and heavily oversubscribed
- Increased working capital facilities following a restructure of bank facility
- Net Debt reduced to \$7.5 million (from \$10.0 million) with some long term debt converted to current debt as part of restructuring
- Financial capacity available to manage further organic growth





## Realisation of Deferred Tax Assets is improving cash flow



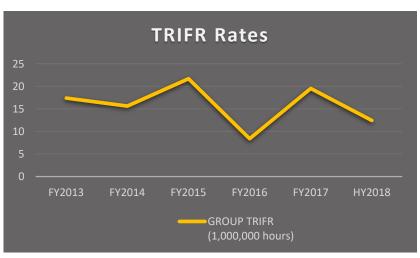
- Mastermyne started FY18 with \$9.7m of Deferred tax assets arising from tax losses
- Tax losses comprise:
  - Consolidated group \$1.8m
  - Transferred \$7.9m
- During FY18 H1 the Company realised a \$1.0m cash flow benefit
- During H2 approximately \$0.8 m further benefit will be realised
- This will exhaust the Consolidated group tax losses
- Long term tax rate will be around 25% by realisation of remaining tax assets (Transferred tax losses)



#### Focus remains on safe operations as we grow



- H1 injury rates decreased while total workforce and the number of project sites increased
- New projects brought into production safely
- Maintained strong HSEQ compliance across all existing and new projects

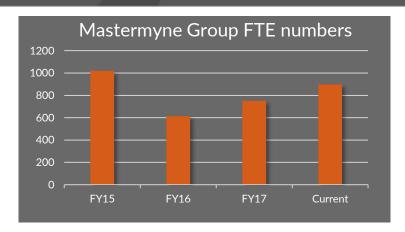




### Mining division has underpinned the strong first half performance



- Whitehaven Narrabri mine & Peabody North Goonyella mine contracts mobilised late in H1 and are still to contribute at full run rate
- Peabody Wambo contract extended beyond FY18
- Appin development work deferred due to gas issues at the mine
- Mastertec contributed EBITDA profit in H1
- Workforce numbers increased from 752 to in 898 in H1



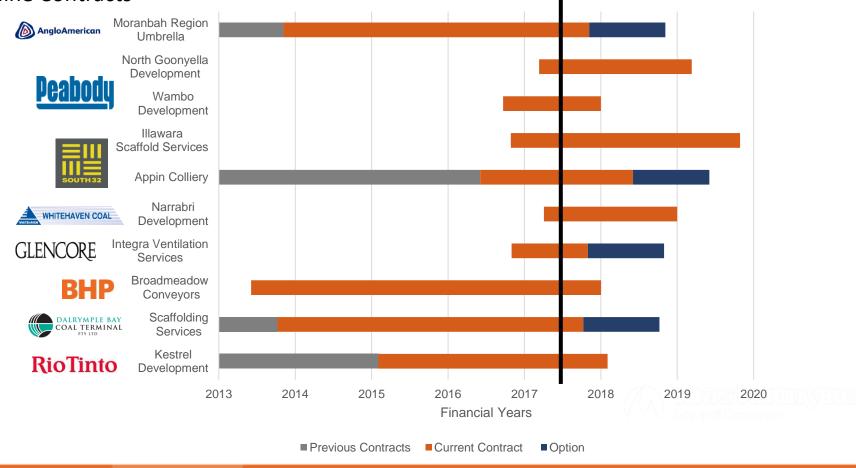
Mastermyne Mining \$AUD (\$'000)	HY18	HY17	Change (%)
Revenue	77,257	40,056	93%
EBITDA	7,634	3,491	119%
EBITDA Margins	10%	9%	1%
EBIT	4,162	505	724%
Mastertec \$AUD (\$'000)	HY18	HY17	Change (%)
Revenue	14,033	17,251	(19%)
EBITDA (adjusted)	124	(1,101)	111%
One-off adjustments *	(167)	0	
EBITDA	(43)	(1,101)	96%
EBITDA Margins	0%	-6%	6%
EBIT	(469)	(1,630)	71%

<sup>\*</sup> HY18 Mastertec EBITDA includes \$162k workshop redundancies

### Depth and Quality of Order Book has improved ( mastermyne Group of Companies

- Order Book \$250 million, \$100 million to be delivered in H2
- Increased footprint in NSW operations balances our exposure

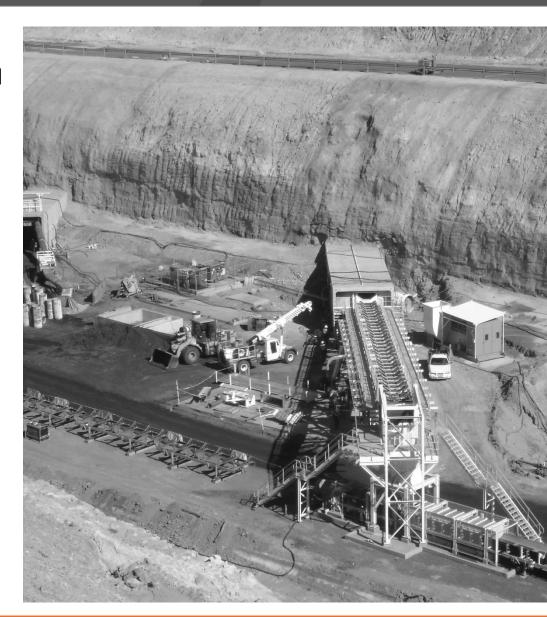
 Tendering pipeline over \$1.1 billion, \$350m in traditional contracts, \$750m in Whole of Mine Contracts



### Strong market outlook is driving increased demand for our services



- Greenfield projects have re-emerged creating opportunities for expansion in the sector
- Progressing 2 late stage Whole of Mine contract opportunities with a third opportunity in early stages
- Expect to deliver higher end of FY18
   Revenue and EBITDA guidance
  - Revenue \$180-\$200 million
  - EBITDA \$13-\$16 million



## Mastermyne has emerged from a deep cycle in excellent shape



- \$6.7m first half EBITDA
- Returned to profit in H1 FY18 which will continue into H2
- Successful capital raising strengthens our balance sheet and competitive position
- 2 major development contracts still to contribute at full run rate
- Expect to deliver higher end of previous market guidance



### Appendices



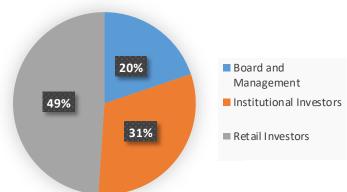


#### **Corporate Overview**



Capital Structure		Substantial Shareholders as at 31/12/2017	
Share price as at 14 Feb 2017 (\$)	0.77	Andrew Watts	12.13%
Shares on issue (m)	101.1	Kenneth Kamon	10.75%
Market cap (\$m)	77.8	Darren Hamblin	9.55%
Net Debt as at 31 Dec 2016 (\$m)	7.5	Paradice Investment Management	8.39%
Enterprise value (\$m)	85.3	Maui Capital	6.22%
		Greig & Harrison Pty Ltd	5.06%

#### Shareholder Composition



#### Board

Colin Bloomfield Non-executive Chairman
Anthony Caruso Managing Director
Andrew Watts Non-Executive Director
Gabriel Meena Non-Executive Director

#### 12 Month Trading History



#### **Mastermyne HY18 Income Statement**



\$AUD (000's)	HY18	HY17	Change(%)
Total Revenue	91,043	56,954	59.9%
Statutory EBITDA	6,682	1,504	344.3%
EBITDA %	7.3%	2.6%	4.7%
Statutory profit/(loss) before tax	2,802	(2,001)	240.0%
Tax benefit/(expense)	(999)	547	(282.6%)
Statutory profit/(loss) after tax	1,803	(1,454)	224.0%
EBITDA Margins	7.34%	2.64%	4.70%
EPS (cents)	0.02	(0.02)	(206.1%)



#### **Mastermyne HY18 Cash Flow**



\$AUD (000's)	HY18	HY17
EBITDA (Statutory)	6,682	1,504
Movements in Working Capital	(5,820)	(1,249)
Non cash items	(149)	171
Interest Costs	(335)	(301)
Income tax receipts / (payments)	12	122
Net Operating Cash Flow	390	247
Net Capex (includes intangibles)	(3,515)	323
Net borrowings/(repayments)	(5,000)	(2,943)
Proceeds from issue of share capital (net of issue costs)	5,670	-
Interest Received	5	18
Free Cash Flow	(2,450)	(2,355)
Dividends	-	-
Net increase/(decrease) in cash and cash equivalents	(2,450)	(2,355)
Cash and cash equivalents at beginning of period	(767)	1,836
Cash and cash equivalents at end of period	(3,217)	(519)

#### Mastermyne HY18 Balance Sheet



\$AUD (000's)	Dec-17	Jun-17
Assets		
Cash and cash equivalents	1	1
Trade and other receivables	40,928	29,454
Inventories	2,613	2,684
Current Tax Assets	0	202
Total current assets	43,542	32,341
Deferred Tax Asset	8,605	9,285
Property, plant and equipment	18,968	18,745
Intangible assets	6,818	6,894
Total non-current assets	34,391	34,924
Total assets	77,933	67,265
Liabilities		
Bank Overdraft	3,218	768
Trade and other payables	14,886	11,392
Loans and borrowings	4,250	6,250
Employee benefits	5,440	3,388
Current Tax Liability	131	0
Total current liabilities	27,925	21,798
Loans and borrowings	0	3,000
Employee benefits	171	138
Total non-current liabilities	171	3,138
Total liabilities	28,096	24,936
Net assets	49,837	42,329

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