



AusGroup Limited

Q2 2015 – Results Presentation

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Agenda

- Business Overview
- Financial Highlights
- Port & Marine Services Update
- Market Outlook
- Strategic Summary
- Questions & Answers

Business Overview

Summary



Business Units

Projects



Fabrication & Manufacturing



Integrated Services



Services

Fabrication

Construction

Refractory

Manufacturing

Access Services

Maintenance

Industrial Coatings

Marine Services

Market Sectors

Resources



Energy



Regions

WA

KARRATHA

PERTH

NT / QLD

DARWIN

GLADSTONE

BRISBANE

South East Asia

THAILAND

SINGAPORE

Business Overview

Introduction – who we are



- **Leading multi-disciplinary provider** to the oil and gas, mineral resources and infrastructure industries in Australia and South-East Asia, comprising:
 - Integrated maintenance services,
 - Fabrication and manufacturing,
 - SMP construction services, and
 - Marine services.
- **Reputation for ability to provide and integrate a range of services:**
 - **Energy sector** – Fabrication, installation and long term maintenance of specialised equipment such as wellhead platforms, process modules and skids, subsea modules, and cryogenic insulation (for LNG plants). Operates out of Australia, Singapore, and Thailand.
 - **Resources sector** – Construction, fabrication and maintenance services in respect of plant and equipment for the mining sector in Australia.
- **Geographically diverse**, operating in Australia (Western Australia, Northern Territory and Queensland), Singapore and South East Asia (Thailand, Philippines).

Business Overview

LNG, Oil & Gas Supply Chain Lifecycle



Potential Services Delivery

- Marine transportation
- Storage
- Supply base services
- Fuel distribution

- Modularisation
- Fabrication
- Manufacturing
- Painting
- Insulation
- Scaffolding

- Marine transportation
- Storage
- Supply base services
- Fuel distribution

- SMP installation
- Fabrication
- Insulation
- Refractory
- Scaffolding

- Maintenance
- Refractory
- Scaffolding
- Painting
- Insulation
- Fabrication



Integrated Innovation to LNG Supply Chain

Business Overview

Our Capabilities – what we do



Gorgon Pipe Spools, Kwinana



Precision Machining, Tuas



CBH Shiploader Refurbishment



Apache Varanus Island Gas Hub

Fabrication

- Wellhead platforms and jackets
- Preassembled pipe racks and modular frames
- Processing modules and skids
- Pressure vessels and storage tanks
- Subsea modules / pipe spools

Manufacturing

- Complex, heavy and precision subsea structures
- Subsea modules
- Pipe spools
- Piles and risers

Access Services

- Australia's largest industrial scaffolding contractor
- Scaffolding systems
- Scaffold management
- Tube and fitting, modular and aluminium
- Rope Access

Industrial Coatings

- Passive Fire Protection (PFP)
- Detailed Corrosion Under Insulation experience and knowledge
- Cryogenic, cold, acoustic and heat prevention insulation

Business Overview

Our Capabilities – what we do



Alcoa Calciner



Pluto LNG Project, Karratha



Alcoa's Kwinana refinery



Teras Australia

Refractory

- Shutdown planning and management
- Insulation of brickwork, acid work and monolithic linings
- Associated demolition
- Inspection and testing services
- Material selection and inventory management

Construction

- Structural, mechanical, piping and installation for upstream and downstream
- Materials handling
- Fleet of construction equipment
- Experience in assembly of prefabricated modules
- Offshore construction

Maintenance

- Mechanical
- Electrical and instrumentation
- Industrial coatings
- Scaffold and access services
- Site management
- Shutdown planning and management

Marine

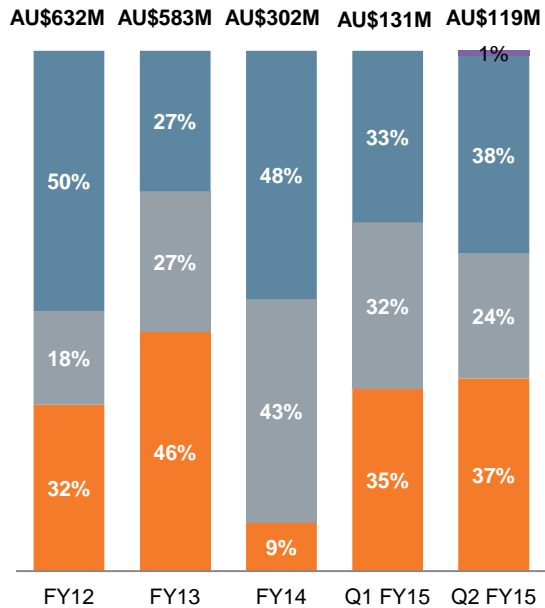
- Operate strategic offshore assets
- Logistics support for offshore platforms and operations
- Equipment / modules transportation
- Supply bases / fuel distribution
- Tug and barge operator

Financial Highlights

Revenue contribution analysis

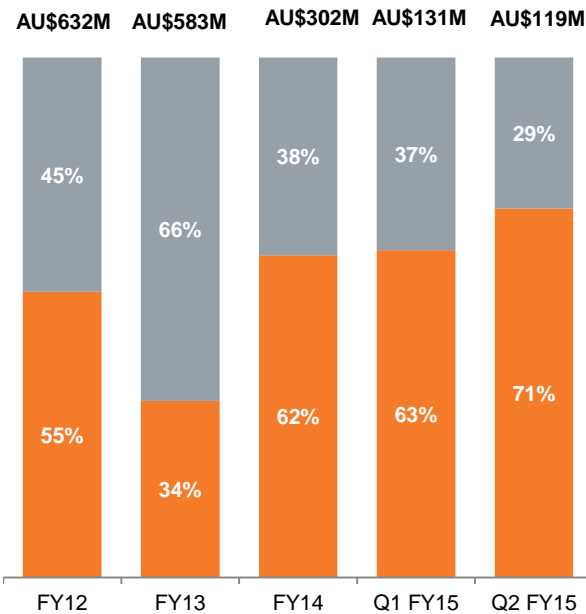


Contribution by Business Unit



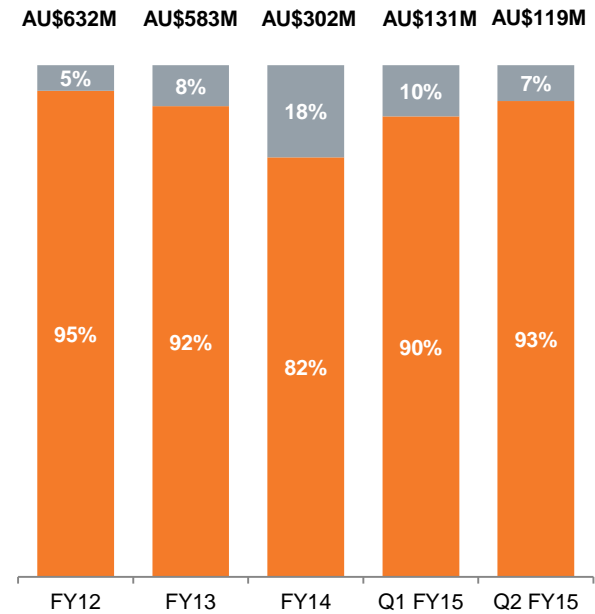
- Marine Services
- Maintenance
- Fabrication & Manufacturing
- Projects

Contribution by Sector



- Energy
- Resources

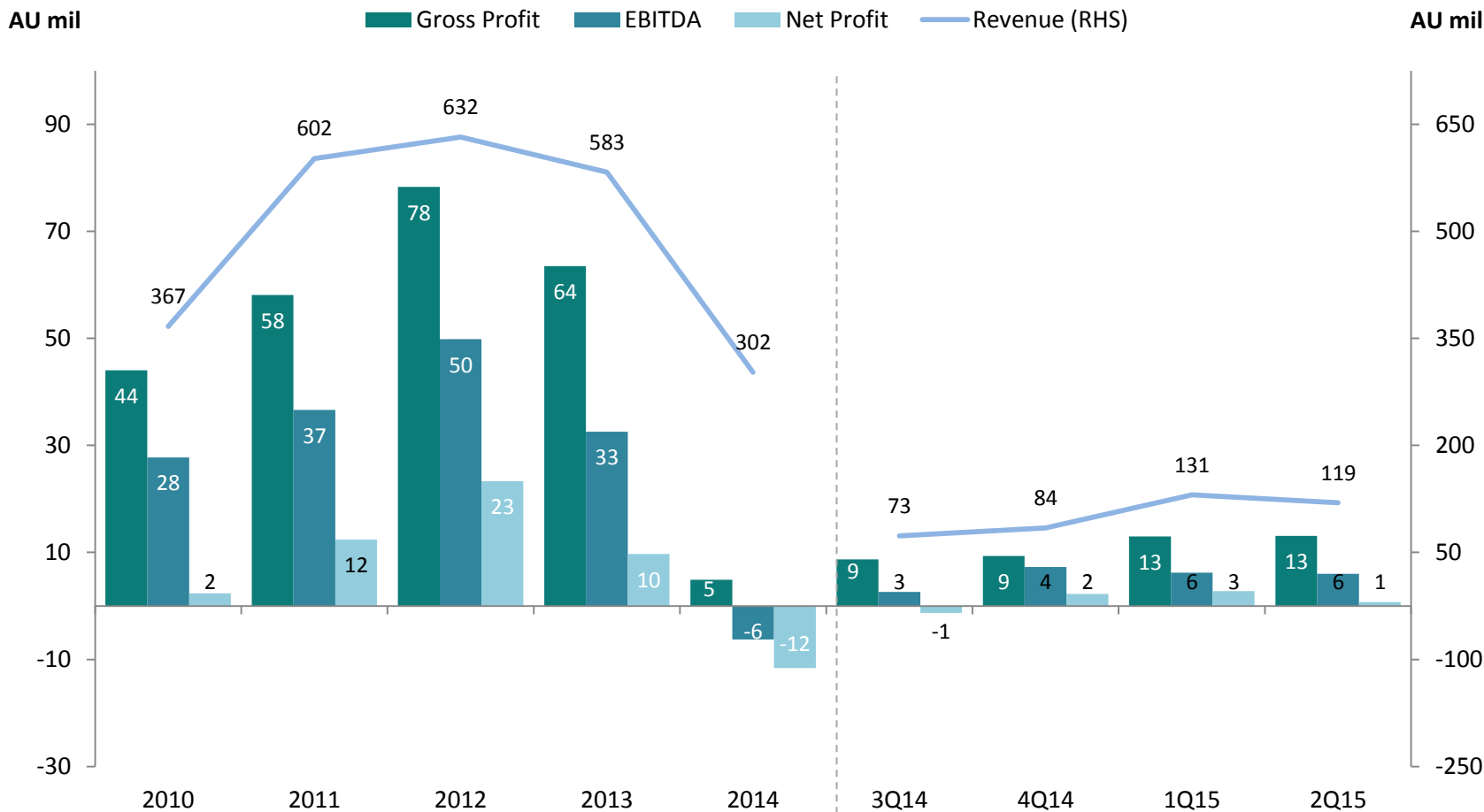
Contribution by Geography



- Australia
- Other

Financial Highlights

Track Record of Financial Performances



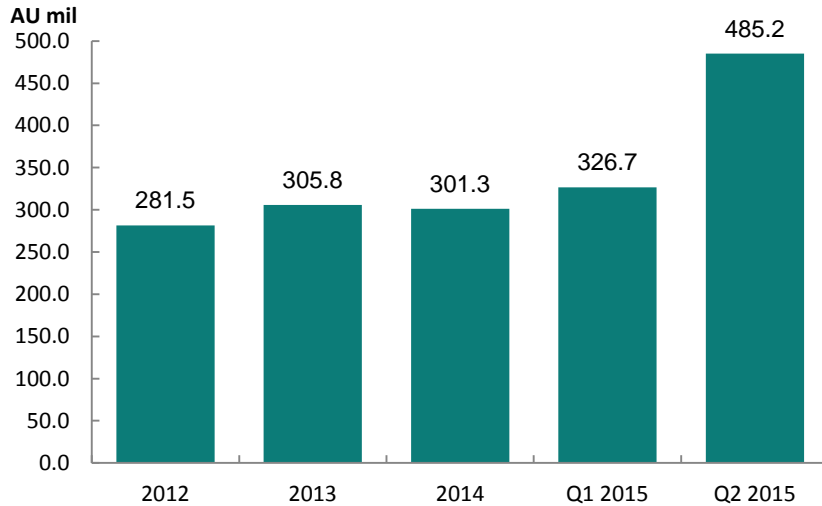
Year	2010	2011	2012	2013	2014	3Q14	4Q14	1Q15	2Q15
Gross Profit Margin	12.0%	9.6%	12.4%	10.9%	1.6%	11.6%	12.2%	10.0%	11.0%
EBITDA Margin	7.6%	6.1%	7.9%	5.6%	-2.1%	3.6%	8.7%	4.8%	5.0%

Financial Highlights

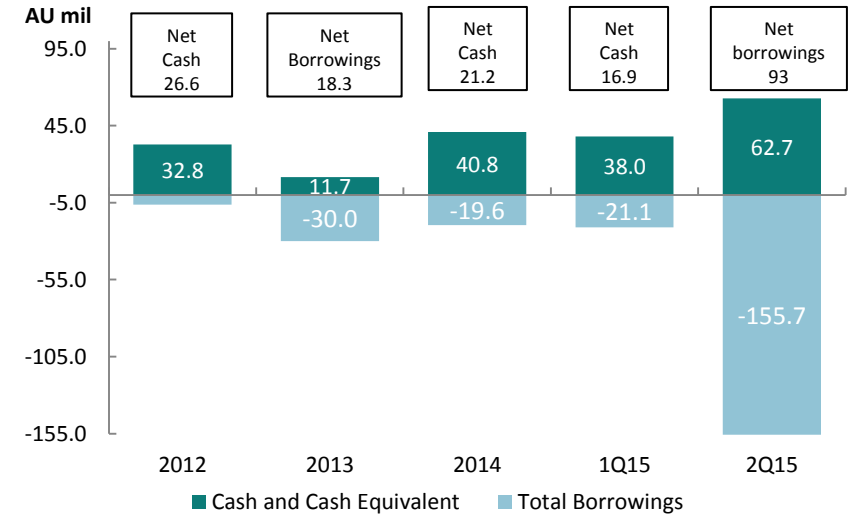
Key Balance Sheet Statistics



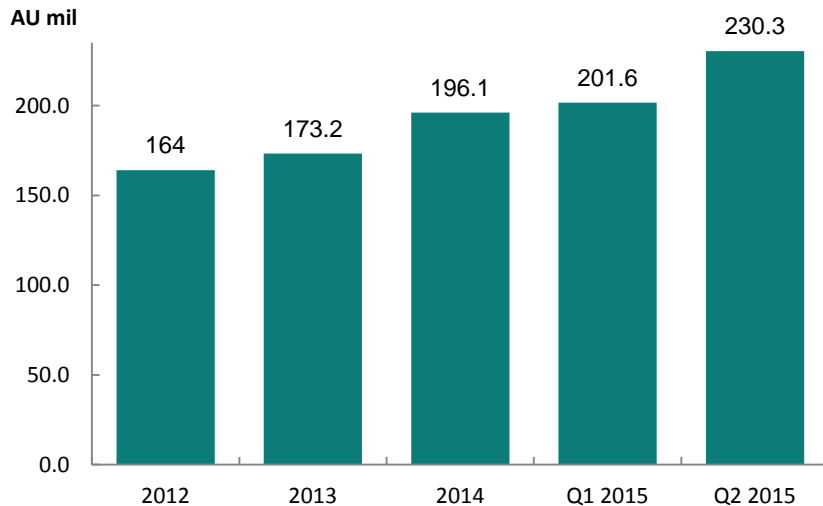
Total Assets



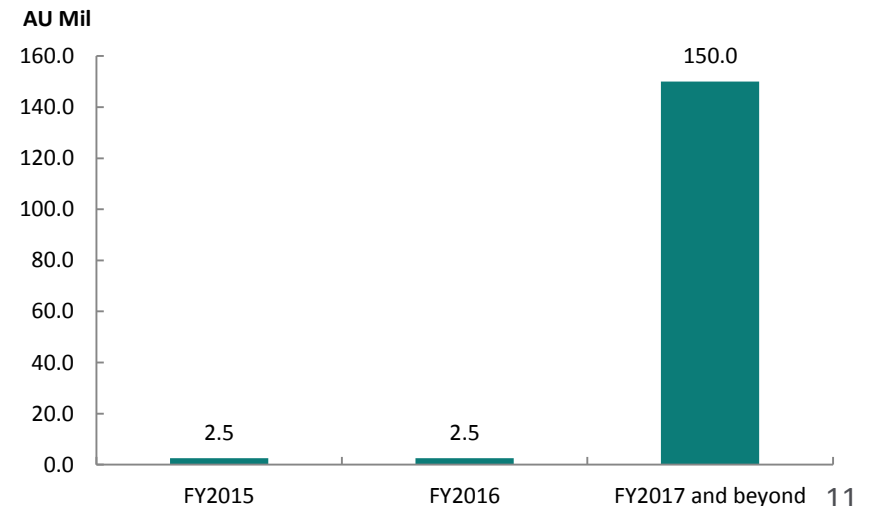
Net Borrowings Position



Total Equity



Debt Maturity Profile

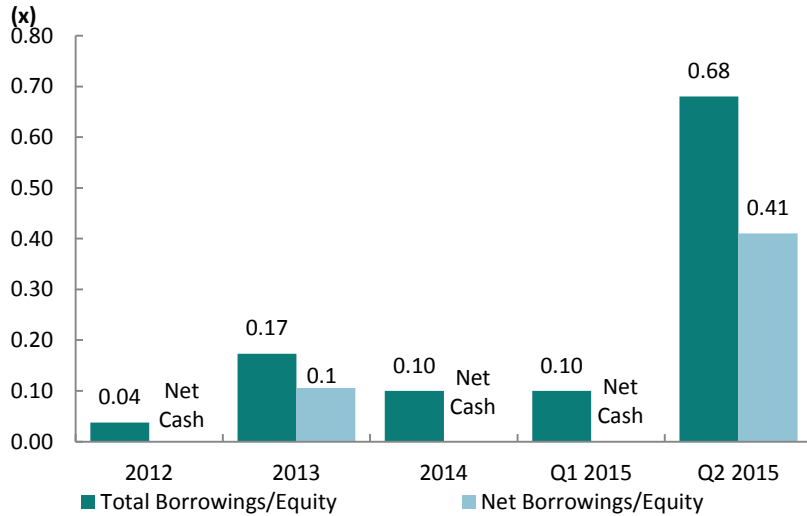


Financial Highlights

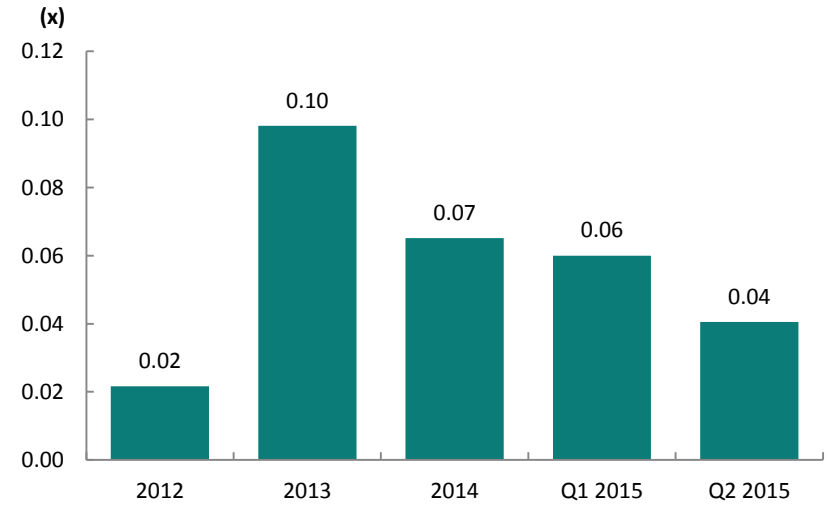
Capital Management



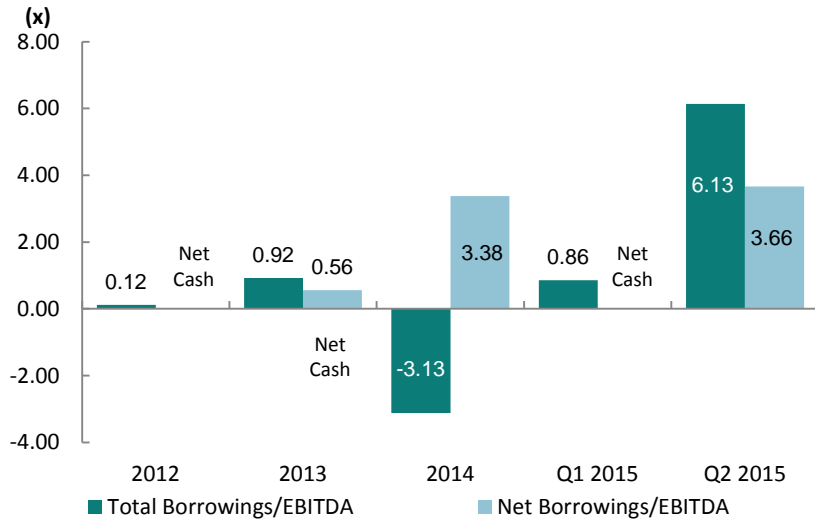
Total Borrowings/Equity and Net Borrowings/Equity



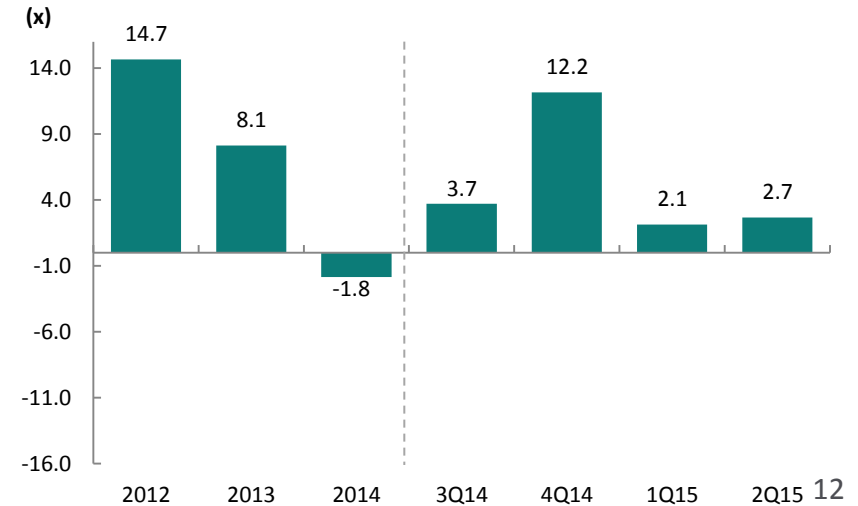
Total Secured Debt / Total Assets



Total Borrowings/EBITDA and Net Borrowings/EBITDA



EBITDA/Interest Expense



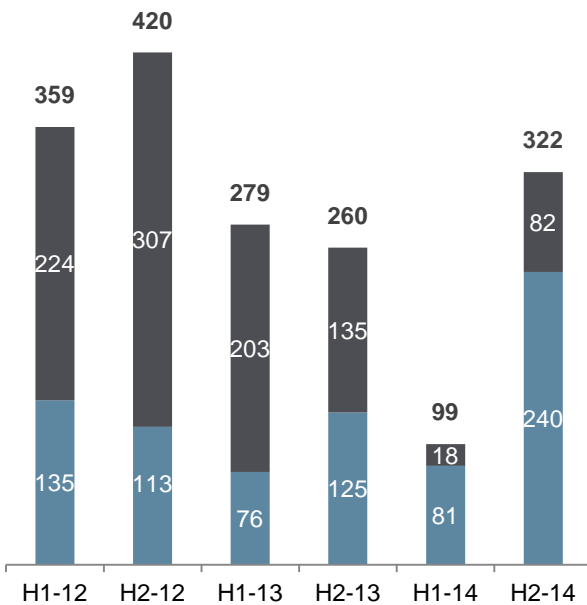
Revenue Pipeline

Order intake and Work-in-hand



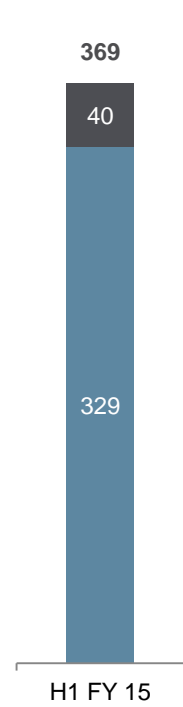
Order Book Trend

In AU\$ Million

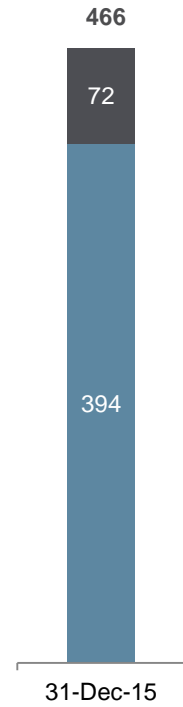


■ Oil & Gas ■ Resources ■ Other

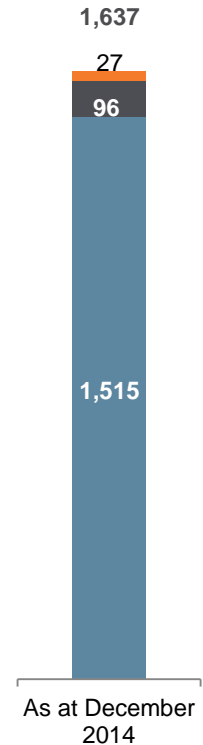
Order Intake



Order Book



Tenders



Selected Not Booked

Energy

- Domgas Refurbishment Project (3+2 years)

Resources

- Alcoa Western Australian Operation (3 years)
- BHP Worsley Alumina (3 years)
- Queensland Alumina (2 years)

Tenders and Tracking

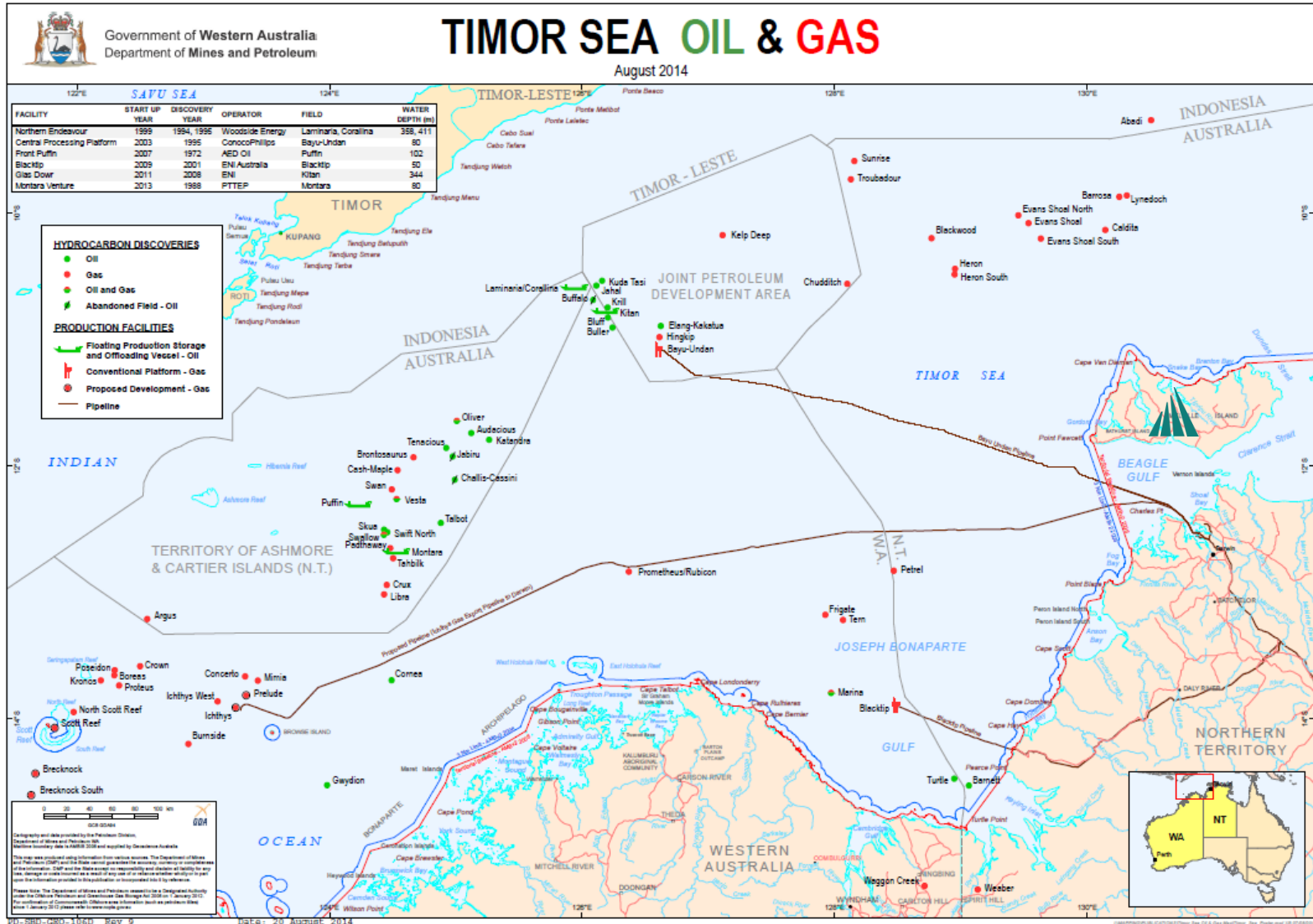
Energy

- Chevron Brownfield Maintenance
- Chevron Thevenard Island
- Woodside Okha
- Apache Energy Julimar
- Woodside Persephone

Resources

- Alcoa Filtration SMP Installation
- Rio Tinto Yarwun

Port & Marine Services Geographic Overview



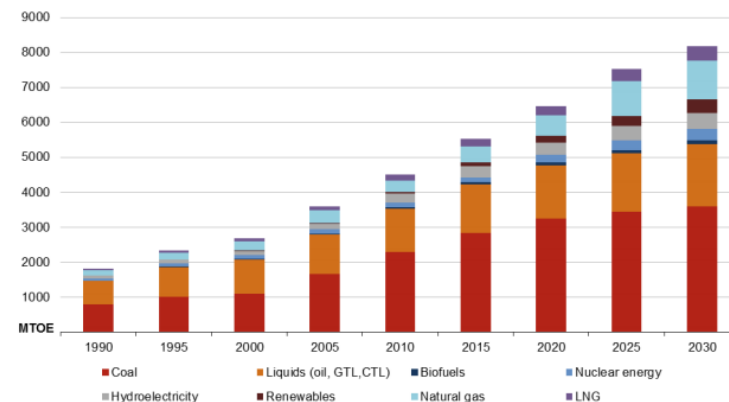
Market Outlook

Australian Resources and Energy Sector



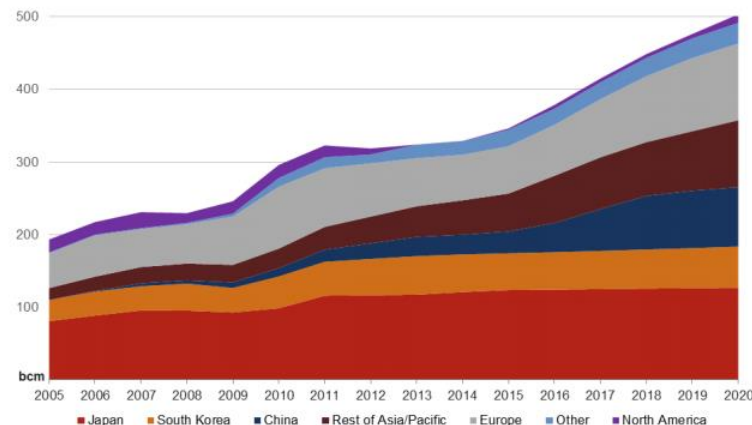
- Australia have a large number of major (already committed) LNG projects which have been commissioned or will be commissioned over the next few years. This will result in an increase in demand for maintenance and assets management services. These projects include the following:
 - Gordon
 - Prelude FLNG
 - Queensland Curtis LNG (QCLNG)
 - Ichthys LNG
 - Weatstone
 - Santos GLNG
 - Australian Pacific LNG (APLNG)
- China is projected to become one of the largest importers of LNG in the next decade, and Australia's share of its total LNG imports is projected to more than double between 2015 and 2030.
- Australia has abundant gas resources that support a large and dynamic industry supplying domestic and export markets. This industry is undergoing a rapid, perhaps unprecedented, period of growth and change, which will result in Australia becoming a world leading LNG exporter by the end of the decade.
- When the value chain costs are considered jointly, despite the competitive disadvantage of new LNG projects in Australia, based on existing projects and those under development Australia continues to be the country with the major share of exports to Japan.
- The weakening of the Australian Dollar against most major currencies is expected to improve the cost pressures experienced in Australia.

Figure 3.1 Energy demand in Asia, 1990-2030



Note: 'Natural gas' includes indigenous production and pipeline imports.
Sources: BP(2013 and 2014), Jensen (2004), ABARE (2004) and BREE (2014).

Figure 4.10 Global LNG imports by country



Sources: BREE and Nexant.

Strategic Summary

Adapting to changing environment



Well positioned for opportunities in expanding oil and gas sector in Australia

Major service provider in the niche areas of oil and gas, LNG and industrial sectors

Expertise, Experience and Exposure to provide integrated multi-disciplinary engineering service

Long-term relationships with ability to cross-sell

Existing order book and executed contracts provide revenue and cash flow visibility

Strong collaboration with Ezion

Experienced and qualified management team

Questions & Answers

