



May 19 2014

# Q3 FY14 Results Presentation

[www.civmec.com.au](http://www.civmec.com.au) | SGX Code: P9D

# Presentation Overview



- Company Overview
- Civmec's Journey to Date
- FY 2014 Q3 Results
- Financial Performance To Date
- Developing and Sustaining Advantages
- Ability to Deliver World Class Products and Services in a Cost Effective Manner
- Current and Future Markets
- Growth Plans and Strategic Direction

# Introduction



Civmec is an integrated, multi-disciplined construction and engineering services provider to the resources and infrastructure industries.

Civmec's headquarters and project support base, located in Henderson, Western Australia, provides the necessary capabilities to enable efficient delivery of services across our heavy engineering centre as well as our construction and maintenance sites.

# Markets

**Civmec's diverse core business capabilities are strongly focused on servicing the oil and gas, mineral resources, utilities and infrastructure sectors.**



**Oil & Gas**

Established relationships complemented by strong track record for delivery with major oil and gas companies.



**Mining and Infrastructure**

Successfully delivered numerous major projects for top and mid tier mining companies.



**Asset Management and Integrated Services**

Strategically positioned for transition to operational requirements. Capability transfers efficiently.

# Key Activities



**HEAVY ENGINEERING**



**MODULAR ASSEMBLY**



**STRUCTURAL MECHANICAL  
& PIPING INSTALLATION**



**PRECAST CONCRETE**



**SITE CIVIL WORKS**



**INSULATION**



**MAINTENANCE**



**OFFSHORE LOGISTICS**

# Journey to Date



**July 2009**  
Acquired Land in Henderson  
Western Australia



**April 2010**  
Commenced Erection  
of Workshop



**September 2010**  
Commenced Industrial  
Insulation Projects

2009

2011

2010

**July 2009**  
Commenced  
Operations

**July 2009**  
Commenced  
Site Civil Work Projects

**September 2010**  
Commenced  
Fabrication Projects

**April 2011**  
Workshop Officially  
Opened



# Journey to Date



**April 2012**  
Listed on the  
Singapore Exchange



**April 2012**  
Commencement of  
Office Development



**December 2013**  
Commenced  
Construction of Surface  
Treatment Facility



**April 2014**  
Official Office  
Opening

2013

2012

**December 2012**  
Commenced Remote Site  
Precast Operations



**June 2013**  
Expansion into the  
Northern Territory



**September 2013**  
Commenced Delivery of  
Vertically Packaged Projects



2014

# FY2014 Highlights



**Above:** Western Australia's Premier The Hon. Colin Barnett (centre) officially opens Civmec's office headquarters.

**Below:** Civmec's multi disciplinary team at delivering site civil works, fabrication and SMP works for BOC's Kwinana Gas Plant upgrade.



## Financial

- Quarterly revenue increases 34% on Q3 2013 to S\$117m
- NPAT for Q3 FY2014 increased 8.3% to S\$9.2m on Q3 FY2013
- Total shareholder's equity increases 17.9% over previous year end
- Strong order book of S\$323M
- Strong cash position

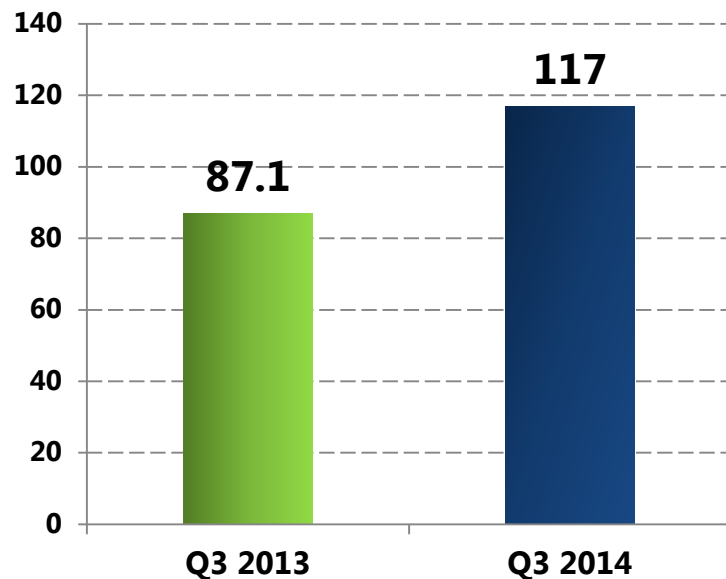
## Operational

- Award of first major contact in Australia's Northern Territory
- Secured major civil, SMP and vertical packages
- Officially opened office headquarters in Western Australia
- Employee numbers increased by 20% from FY2013
- Diversified client base



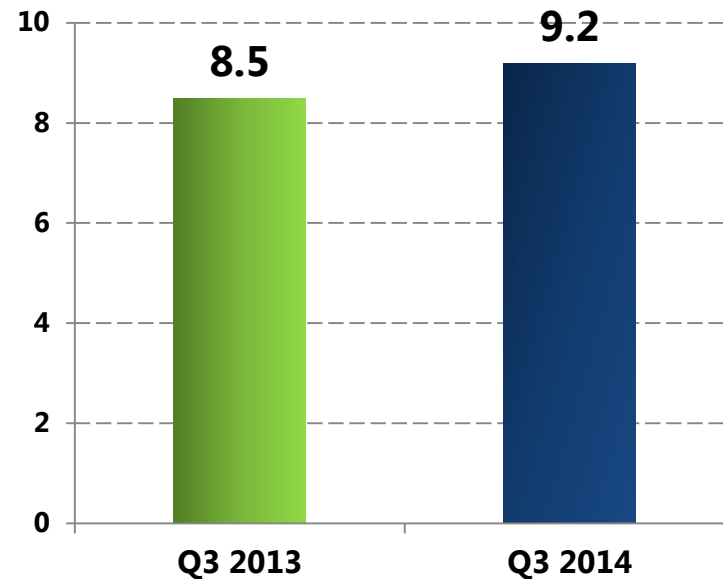
# Q3 FY 2014 Financial Results

**Revenue Q3 FY2014**  
(S\$M)



**34% revenue increase on Q3 2013**

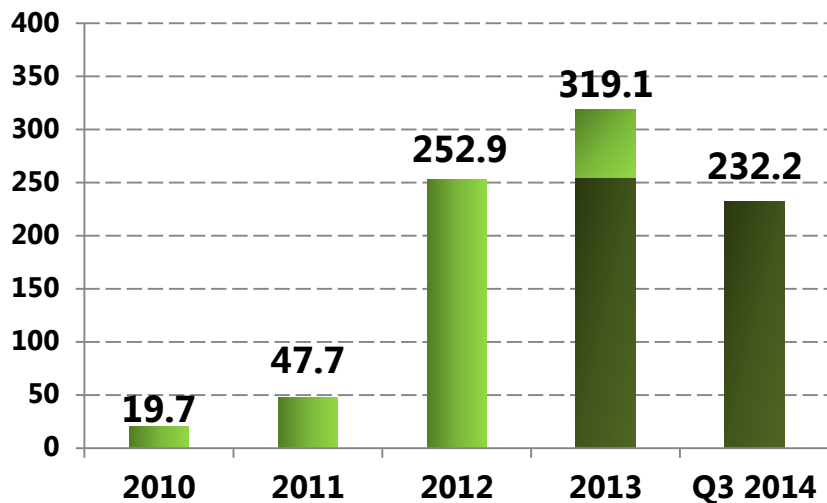
**NPAT Q3 FY2014**  
(S\$M)



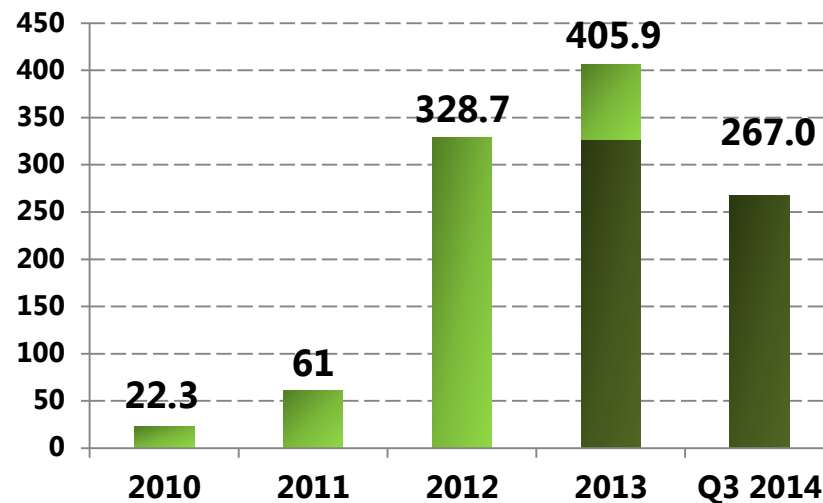
**8.3% NPAT increase on Q3 2013**

# Financial Performance to Date

## Revenue (AU\$M)



## Revenue (S\$M)



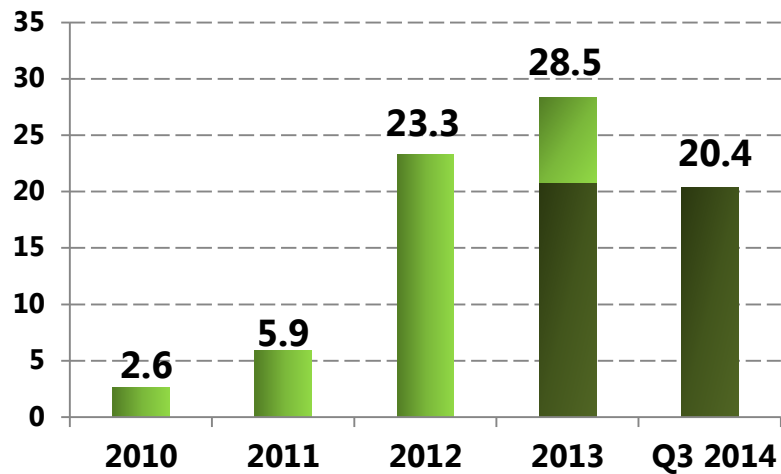
Full Year Result



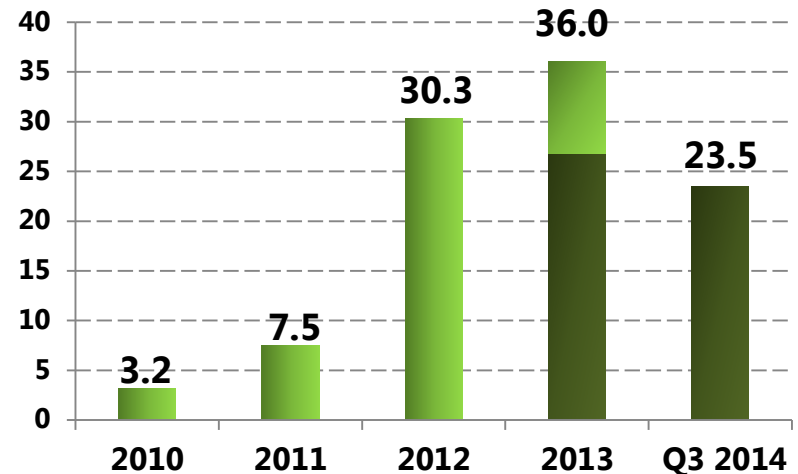
Q3 YTD Result

# Financial Performance to Date

## NPAT (AU\$M)



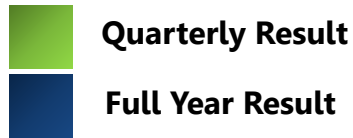
## NPAT (S\$M)



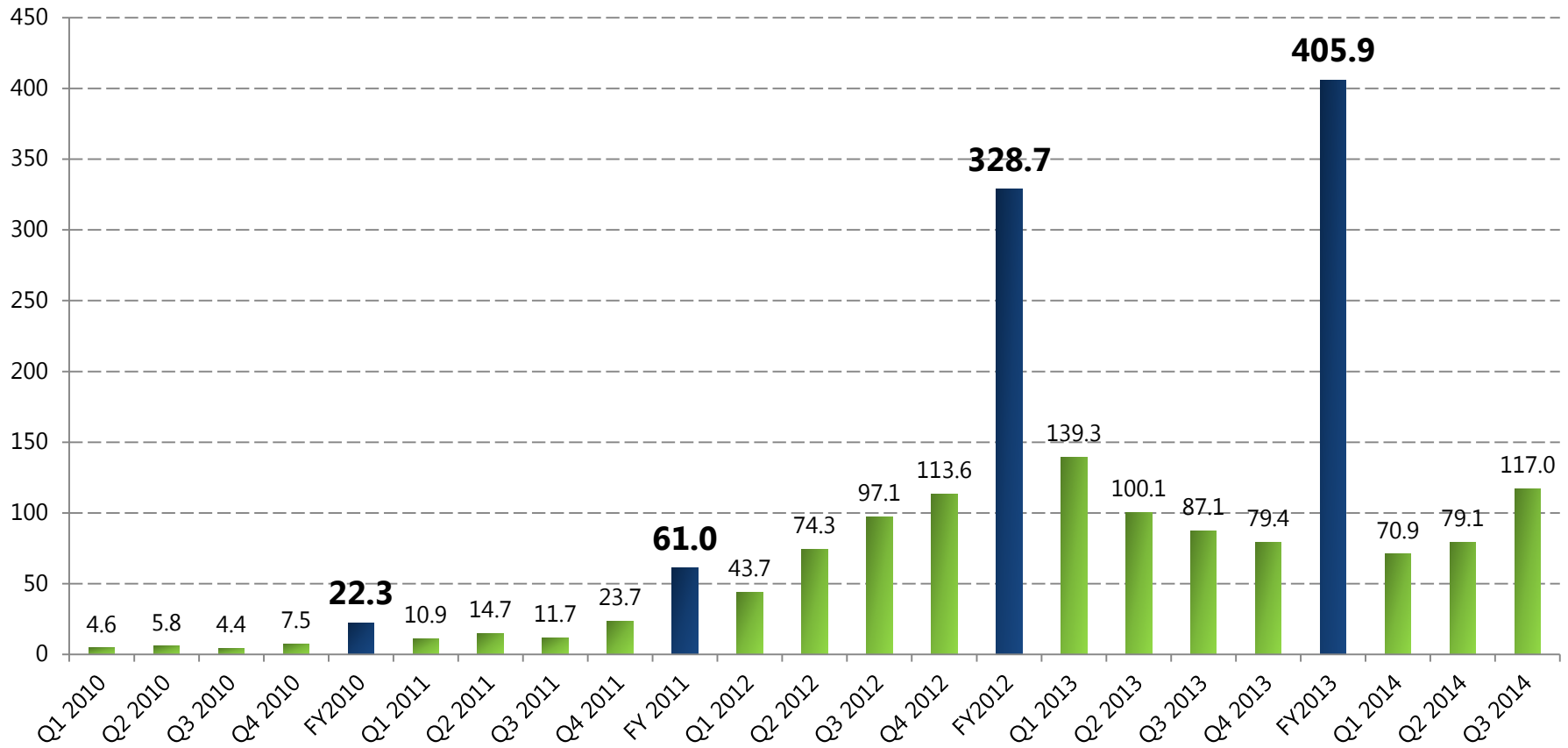
 Full Year Result

 Q3 YTD Result

# Financial Performance to Date



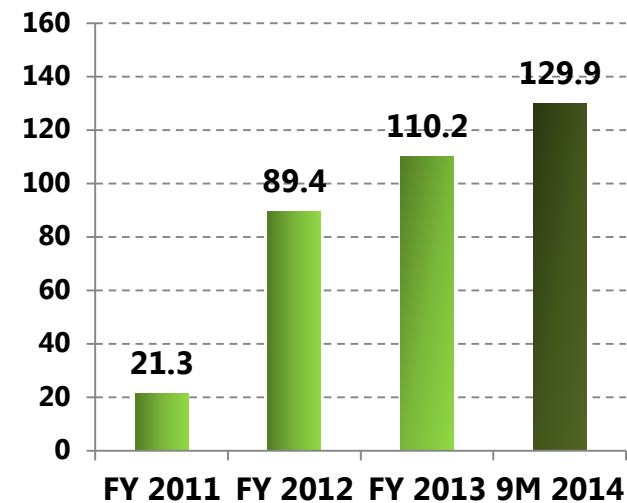
## Historic Quarterly Revenue (S\$M)



# Balance Sheet Summary

(\$ million)	FY2011	FY2012	FY2013	Q3 FY2014
Cash	6,620	33,801	23,108	30,747
Receivables	20,402	86,620	89,873	120,393
Property, Plant and Equipment	44,439	55,885	75,037	96,894
Other Assets	1,339	3,052	5,238	5,527
<b>Total Assets</b>	<b>72,800</b>	<b>179,358</b>	<b>193,256</b>	<b>253,561</b>
Payables	11,309	58,215	48,016	87,790
Borrowings	11,287	13,373	29,476	28,451
Other Liabilities	4,777	18,358	5,586	7,442
<b>Total Liabilities</b>	<b>51,505</b>	<b>89,946</b>	<b>83,078</b>	<b>123,683</b>
<b>Total Equity</b>	<b>21,295</b>	<b>89,412</b>	<b>110,178</b>	<b>129,878</b>

## Total Equity (S\$M)



# Developing and Sustaining Competitive Advantages



- Multi-disciplinary capability
- Scale
- Strategic location
- Robust and proven business model
- Operate in diverse markets
- Strong management team
- Established relationships
- Leading edge facilities
- Commitment to productivity and innovation



# Ability to Deliver



**Civmec is currently delivering site civil, fabrication and SMP installation works at remote sites in Western Australia's Pilbara region.**

# Ability to Deliver



## Off Site Support



**Heavy Engineering**



**Modular Assembly**



**Precast Concrete**



# Ability to Deliver



## On Site Vertical Packages

- **Civil**
- **Structural**
- **Mechanical**
- **Piping**
- **Electrical** (through sub-contract)

# Ability to Deliver



**High tech subsea structures including manifolds and other specialist equipment for the subsea environment**

# Market Outlook

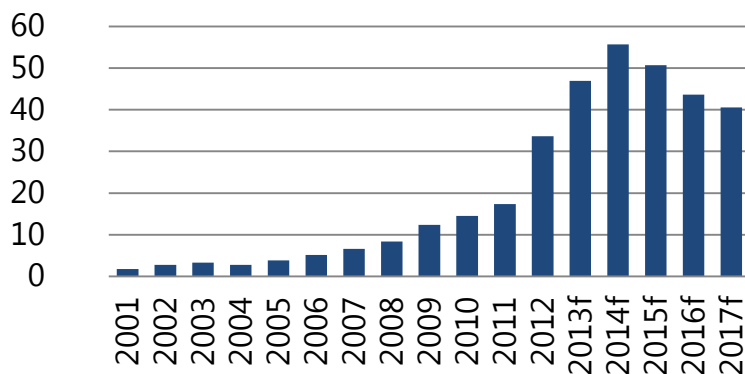


Civmec's multi-disciplinary team in front of a subsea manifold and single cell tandem iron ore rail car dumper in Bay 3 of Civmec's 29,300m<sup>2</sup> heavy engineering facility.

# Market Outlook

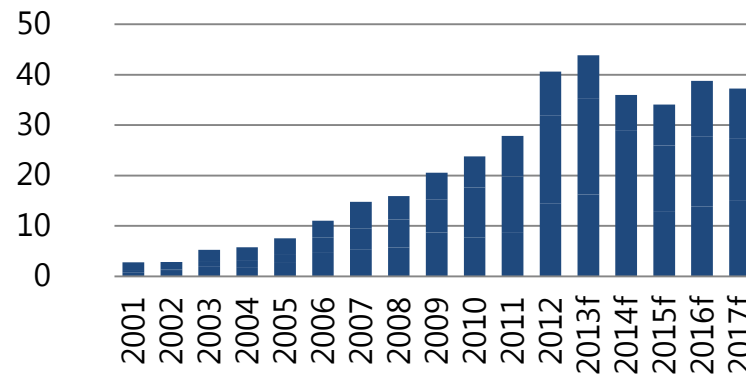
- Large LNG projects provide further opportunities
- Levelling in the market of mining activity – investment remains at very high level
- Maintenance sector entering stage of increased activity
- Actively tendering new construction and maintenance projects

**Oil and Gas (Including LNG)  
Capital Expenditure, A\$Billion,  
Current Prices**



Source: BIS Shrapnel (Updated August 2013)

**Mining Industry  
Capital Expenditure, A\$Billion,  
Current Prices**

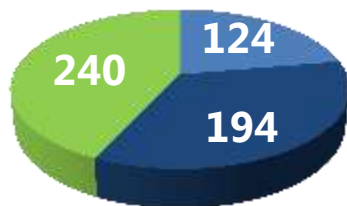


Source: BIS Shrapnel (Updated August 2013)

# Market Outlook

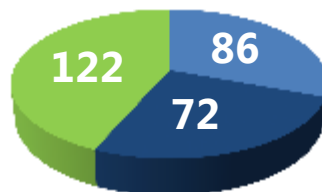
## Market Size

Total Australia  
A\$ Billion



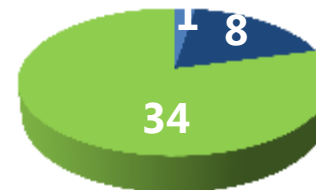
Total: \$558b

Western Australia  
A\$ Billion



Total: \$280b

Northern Territory  
A\$ Billion



Total: \$43b



Source: Bureau of Resources & Energy Economics – Resources & Energy Major Projects (October 2013)

# Growth Plans and Strategic Direction

Civmec's long term goal is to be the leader and preferred supplier to key resource and infrastructure projects in our markets, through the strength of our multi-disciplinary capabilities.

- 1. Further development of support base at Henderson**
  - Large surface treatment facility
  - Specialist subsea heavy engineering facility
  - Remote sites logistics base
- 2. Expand presence in the Northern Territory**
- 3. Investigate opportunities for organic growth interstate and overseas**
- 4. Potential mergers and acquisitions**
- 5. Continue to develop and strengthen Asset Management and Integrated Services capability**
- 6. Expand client base**

# 3D view of Henderson facility showing the complete development

4,800m<sup>2</sup>  
SURFACE TREATMENT  
FACILITY

SPECIALIST SUBSEA HEAVY  
ENGINEERING FACILITY  
1,200m<sup>2</sup> (Under Construction)

REMOTE SITES LOGISTICS BASE  
2,300 m<sup>2</sup> (Under Construction)

HEAVY ENGINEERING  
FACILITY 29,300m<sup>2</sup>

OFFICE HEADQUARTERS  
6,500m<sup>2</sup>

TOTAL 120,000m<sup>2</sup>





Should you require any further information regarding Civmec, please do not hesitate to contact us.

### **CONTACT DETAILS**

Terry Hemsworth  
Phone: +61 8 9437 6288  
Email: [civmec@civmec.com.au](mailto:civmec@civmec.com.au)  
Web: [www.civmec.com.au](http://www.civmec.com.au)

Address:  
16 Nautical Drive  
Henderson WA 6166  
Australia



# Disclaimer

Civmec Limited provides this material for informational purposes only, without regard to the objectives, financial situation or needs of any specific person or organisation. In some cases the material may incorporate or summarise views, guidelines or recommendations of third parties. Such material is assembled in good faith, but Civmec does not guarantee that the information is complete or accurate and it should not be used as the basis for making investment decisions.

This material does not constitute, or form any part of any offer for sale or subscription of, or solicitation of any offer to buy or subscribe for, any securities nor shall it or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever. We strongly recommend that you seek independent professional advice before making any investment decisions.

Reference or links to other sources or websites are inserted for convenience and do not constitute endorsement of material at those sites, or any associated organisation, product or service.

Civmec is not responsible for the use you make of this information or the consequences thereof, including any damages or losses you may suffer either directly or indirectly.