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Company Announcement Office Australian Stock Exchange Level 10, 20 Bond Street SYDNEY NSW 2000

By ASX Online

#### DECMIL GROUP LIMITED 2013 INTERIM RESULTS PRESENTATION

Please find attached a copy of the 2013 Interim Results Presentation to be issued today by Decmil Group Limited as part of the company's half year 2013 results release.

Yours sincerely

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# **2013** HALF YEAR RESULTS

Executing our evolution

## HY 2013 HIGHLIGHTS

Financial	<ul> <li>Sales revenue up 58% to \$332.9m</li> <li>EBITDA* up 84% to \$36.0m</li> <li>Net profit* up 79% to \$23.3m</li> <li>Earnings per share* up 36% to 13.88c</li> <li>Cash on hand of \$96.3m</li> </ul>
Corporate and Operations	<ul> <li>\$150m in new contracts/extensions</li> <li>Continued strong focus on safety performance</li> <li>Staff numbers maintained</li> <li>Increased focus on productivity to achieve increased margins</li> </ul>
Strategy	<ul> <li>Maintained leadership position in core market through core asset</li> <li>Active tendering for multiple \$100m+ contracts in core market</li> <li>Platform in place for diversified earnings – current year and beyond</li> <li>Well advanced in positioning the business for the next phase of growth</li> </ul>

\* Excludes gain arising from business combination

## FINANCIAL PERFORMANCE

DECM

### FINANCIAL HIGHLIGHTS

		HY 13*	HY 12	Change
Revenue	\$m	332.9	210.9	58%
EBITDA <sup>1</sup>	\$m	36.0	19.5	85%
Net Profit after Tax	\$m	23.3	13.0	79%
NPAT Margin	%	7.0	6.2	13%
Operating Cash Flow	\$m	37.1	29.6	25%
Earnings per share	cps	13.88	10.17	36%
Interim Dividend	cps	4.0	2.5	60%

1. EBITDA reconciliation located on slide 29

\* Excludes gain arising from business combination

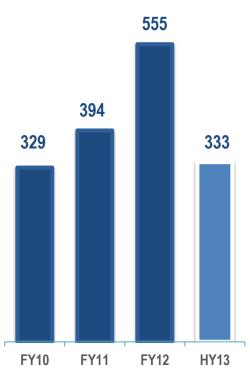
### STRONG CASH POSITION

			HY 13	HY 12	Change
Gross Cash		\$m	96.3	107.7	-11%
Debt <sup>1</sup>		\$m	33.9	16.8	102%
Net Cash Position		\$m	62.4	90.9	-31%
Bank Guarantees &	Utilised	\$m	82.9	57.1	45%
Performance Bonds	Available	\$m	122.1	107.9	13%
CAPEX <sup>2</sup>		\$m	54.1	10.9	396%

- Cash position remains strong allows for future growth
- Low level of debt
- Bonding facilities increased to \$205m to support future growth strategy
- Operating business requires minimal capex
- 1. Increase in debt relates to HomeGround Gladstone borrowings
- 2. Capex is predominantly capital expenditure for HomeGround Gladstone

### STRONG REVENUE

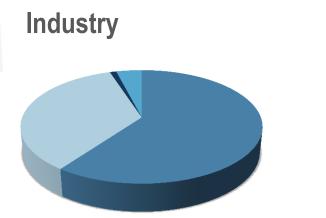
#### Sales Revenue \$m



<sup>\*</sup>FY figures relate to continuing operations

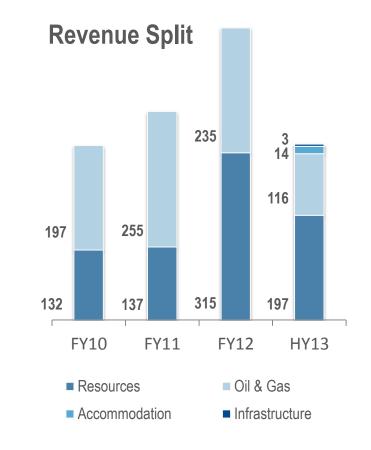
- Continuing strong financial performance
- **Strong revenues** of \$332.9 million for the half year
- Diversification of earnings
- Healthy pipeline with significant tender opportunities
- Excellent project execution & delivery

### **BUILDING DIVERSIFIED REVENUE STREAMS**

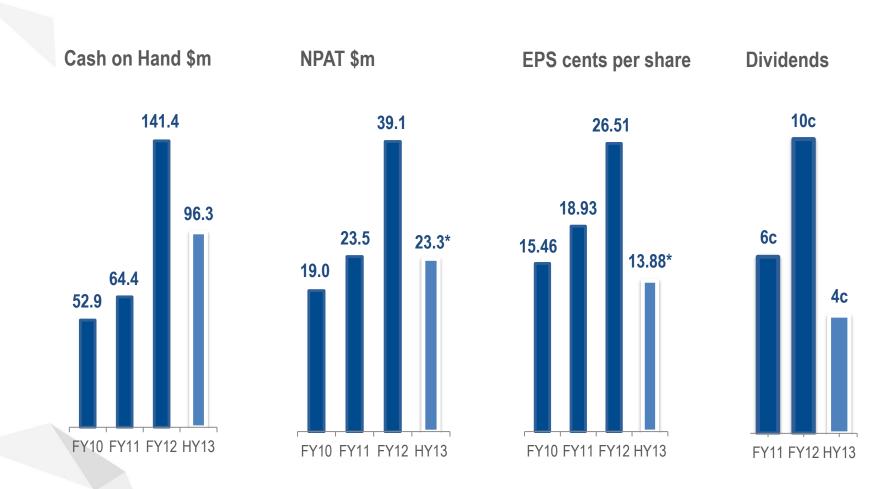


- ResourcesOil & gas
- Infrastructure
- Accommodation

- Innovative approach to diversifying revenue base
- Building recurring revenue streams:
  - HomeGround Gladstone
- Increasing exposure to oil & gas industry
- Expanding the depth of our service offering with current clients



### **EXCEPTIONAL PERFORMANCE**



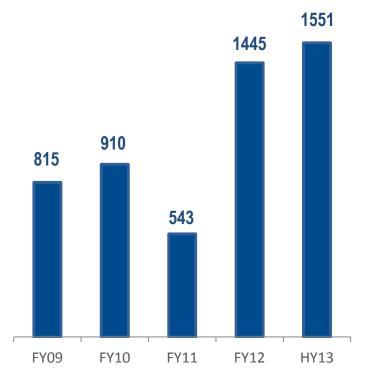
\* Excludes gain arising from business combination

## OPERATING HIGHLIGHTS



### PEOPLE

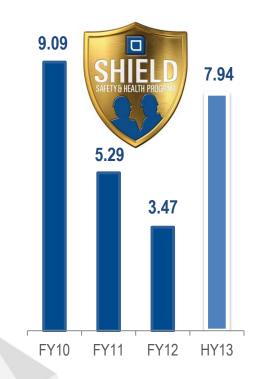
#### **Decmil Employee Numbers**



- Systems and structures in place to provide maximum workforce flexibility
- Customised programs to develop future leaders
- Diversity milestones include 30% of salaried workforce now female
- Structured career pathways to retain and develop our people

### HEALTH, SAFETY AND ENVIRONMENT

Total Recordable Incident Frequency Rate (TRIFR)



#### Decline in safety performance across group

- Significant increase in working hours
- Corresponding increase in recordable injuries
- Positive HSE leadership throughout business to reduce TRIFR

#### Industry recognition

• 2012 National Safety Awards of Excellence winner in the category of Business Excellence through OHS&E

# Range of initiatives to support and improve safety performance

- Mapping and improvement of HSE processes required from project award to onsite mobilisation
- Peer support training
- Motivational speakers
- Senior management focus and action planning to achieve HSE performance improvements

### CORPORATE ENTERPRISE

- Deployment of human resources management system, for efficient management and tracking of all resources
- In house development of workforce planning modelling software to provide efficiency in looking at future workforce requirements based on various scenarios
- Review and improvement of commercial awareness and administration processes at all levels within project teams
- Over the next 3 months, focus on alignment sessions with our subcontract base to ensure greater understanding and compliance with Decmil's management systems, particularly health & safety, quality control and industrial relations







#### **Gorgon Construction Village**

- Client Chevron Australia Pty Ltd
- Value \$811 million (Decmil \$270 million)
- Details Design and construct 4,006 person accommodation village on Barrow Island.

#### Warrawandu Village

Client	BHP Billiton
Value	\$122 million
Details	Design and construct 1,320 room village and EPCM facilities.





#### Wheatstone LNG Project Fly Camp

Client Chevron

- Value \$131 million
- Details Design, procurement and construction of a 958 person Fly Camp and central facilities including kitchen and offices, installation of utilities and waste water treatment plant.

#### **Buffel Park Construction Village**

- Client BHP Billiton Mitsubishi Alliance (BMA)
- Value \$94 million
- Details Construction and installation of infrastructure and 1,500 person accommodation facilities for the Caval Ridge Coal Project located in the Bowen Basin.





#### Western Turner Infrastructure

- Client Hamersley Iron (Rio Tinto)
- Value \$29 million
- Details Design and construction of heavy vehicle / fixed plant workshop and associated facilities, first aid building, security gatehouse and communications facilities.

#### **Marandoo Mine Infrastructure**

- Client Hamersley Iron (Rio Tinto)
- Value \$30 million
- Details Construction of heavy mobile equipment workshop infrastructure and associated facilities for the mine expansion.



#### **Thomas Yard & Locomotive Facility**

Client Fortescue Metals Group

#### Value \$47 million

Details Construction of the new Rail Car Workshop at Thomas Yard, FMG's service hub for rail operations and modifications to the existing Workshop.

### COMPLETED PROJECTS





#### Pluto LNG, Civil

- Client Woodside Energy
- Value \$400+ million
- Details Supply and install concrete foundations and pedestals, in-ground electrical & hydraulic services. Construction of temporary site facilities & misc civil works.

#### **Christmas Creek Airstrip**

- Client Fortescue Metals Group
- Value \$30 million
- Details Design, procurement, construction and commissioning of a CASA compliant airport facility at Christmas Creek mine situated in the Pilbara region of WA.

## COMPLETED PROJECTS



### Rail Camp 25A

Client	Fortescue Metals Group
Value	\$67 million
Details	Construction of a 714 person camp at FMG Change 25 including concrete foundation works and construction of footpaths.

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### HOMEGROUND VILLAGE GLADSTONE



- Continued strong demand for accommodation in Gladstone high level of occupancy outside of WICET take-or-pay
- DGL acquired the remaining 50% of the Calliope Village in August 2012
- Village rebranded now known as HomeGround Gladstone
- Setting the standard in quality workforce accommodation
- Facilities management operating plan to increase efficiencies and provide service excellence



### HOMEGROUND VILLAGE GLADSTONE



- Build out of Northern Precinct, totalling 1,392 rooms, substantially completed
- Build out of Southern Precinct dependent on take and pay contracts
- No impact from January 2013 floods



## STRENGTHENING OUR BUSINESS



### **GROUP CAPABILITIES**

Decmil Group aims to be Australia's leading diversified construction company, delivering sustainable growth through our continued focus on all relationships

	CIVIL CONSTRUCTION	BUILDING CONSTRUCTION	VILLAGE OWNERSHIP	
EXISTING CAPABILITIES	Small & large-scale brownfield greenfield civil concrete Resources, Oil & Gas	Non-ProcessAccommodationIndustrial buildings, plants, storage facilities & workshopsPioneer villages, fly camps, construction & operational villagesResources, Oil & Gas GovernmentResources, Oil & Gas	Build-Own-Operate accommodation villages	
	CIVIL INFRASTRUCTURE	BUILDING CONSTRUCTION	VILLAGE OWNERSHIP	SPECIALIST ENGINEERING SERVICES
GROWTH & DIVERSIFICATION STRATEGY 23	Civil infrastructure services Earthworks, airstrips, roads and transport, water and wastewater, rail, power, pipelines <b>Resources, Oil &amp; Gas,</b> <b>Govt Utilities</b> (national coverage)	Modular multi-storey accommodation	Buy-Own-Operate assisting resource companies with balance sheet and operating efficiencies	<ul> <li>Specialist engineering services</li> <li>Structural mechanical piping</li> <li>Electrical</li> <li>Rail maintenance</li> <li>Expanding into recurring maintenance revenue</li> </ul>

### **DIVERSIFICATION STRATEGY**

## Geographic

- A focus on being able to deliver our services to our resources and oil & gas clients
- Continuing to build on our long-standing client relationships

### **Business**

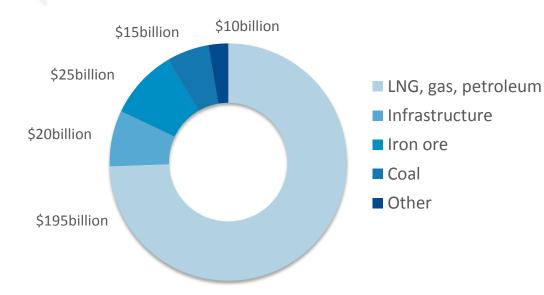
- Focus on businesses with specialist skills allowing them to dominate a niche market segment
- Utilise DGL experience in managing large scale and complex projects to cross sell specialist niche skills
- Apply DGL systems to allow niche businesses to meet demands of clients' contract management
- Utilise DGL financial capacity to allow growth in niche businesses
- Focus on businesses that can move to maintenance driven revenues
- Build portfolio of village assets across sectors and clients, including through a buyown-operate strategy





### **PROJECT PIPELINE**

### Committed projects, by commodity



**SOURCE:** Bureau of Resources and Energy Economics, Resources and Energy Major Projects - October 2012

- Continued strong opportunities for Decmil within oil & gas sector
- Infrastructure identified as area for future growth

Significant projects with final decisions due 2013:

- Browse LNG \$43b
- Arrow LNG \$20b
- Sunrise LNG \$13b
- Roy Hill Iron Ore \$9.5b

### **POSITIONED FOR FUTURE GROWTH**

- Decmil enters 2H 2013 well positioned for future growth
  - Approximately \$1.2 billion in tenders submitted
  - Strong pipeline of new projects
  - Completion of Northern Precinct (1,392 rooms) at HomeGround Gladstone
  - Strong cash flow to fund and support growth strategies

### • Diversified earnings

- Market segments that will deliver earnings diversification have been identified and opportunity set well developed
- Further opportunities in village ownership
- Earnings from recurring revenue increasing as a proportion of Group earnings
- Strategic growth moving from concept to execution
- Maintaining focus on return on capital employed (ROCE) and increasing shareholder returns

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### **NON-IFRS FINANCIAL INFORMATION**

Decmil Group Limited results are reported under International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board. The Company discloses certain non-IFRS measures that are not prepared in accordance with IFRS and therefore are considered non-IFRS financial measures. The non-IFRS measures should only be considered in addition to and not as a substitute for, other measures of financial performance prepared in accordance with IFRS.

EBITDA is a non-IFRS earnings measure which does not have any standardised meaning prescribed by IFRS and therefore may not be comparable to EBITDA presented by other companies. EBITDA represents earnings before interest, income taxes, depreciation and amortisation. This measure is important to management when used as an additional means to evaluate the Company's performance.

Normalised EBITDA Reconciliation	HY 13 \$000	HY 12 \$000
Net profit after tax	44,111	13,037
Less: Gain arising from business combination	(29,752)	-
Add: Income tax expense	19,236	5,945
Add: Interest expense	1,225	197
Less: Interest received	(1,959)	(1,624)
Add: Depreciation expense	3,097	1,987
Add: Amortisation expense	-	-
EBITDA	35,958	19,542



# THANK YOU