

PTB Group Limited

FY17 First Half Results Presentation

24th February 2017



PTB GROUP LIMITED

Group Highlights

Financial

- Operating Profit Before Tax (OPBT) of \$1.907 million
- All PTB Group businesses profitable
- Net assets of \$40.946 million
- NTA backing of 69c per share

Operational

- Continued focus on Increasing efficiencies across the Group
- Continued focus on delivery of EMP services
- Validated PT USA business model
- Awarded new EMP contracts throughout the period

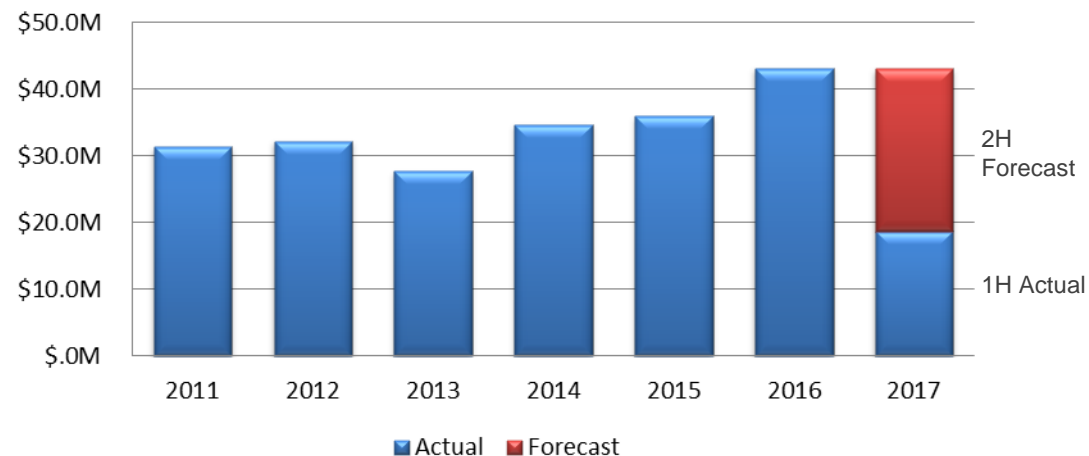
Strategic

- Secured funding for PT USA ramp up
- Expanded USA partnerships to facilitate ramp up
- Execution of Group's strategic plan on track
- Actively exploring broader market opportunities for all divisions

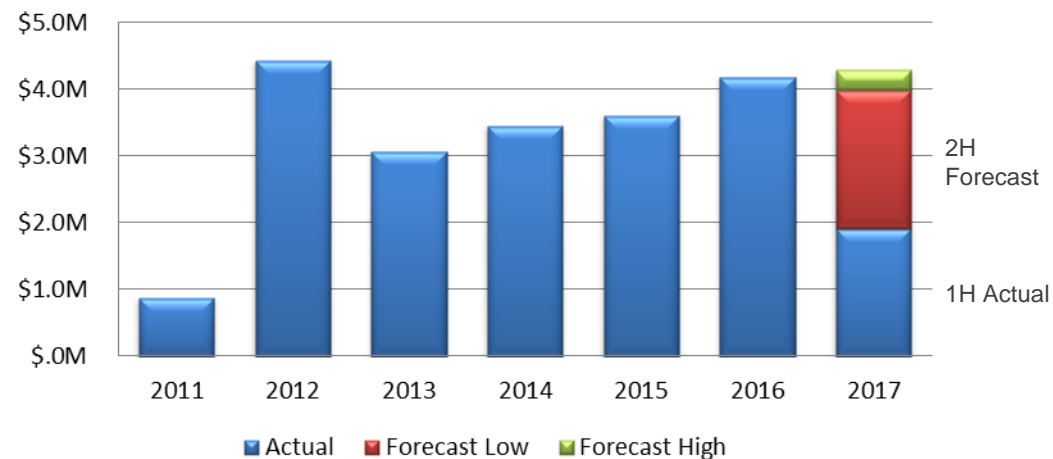


Group Performance

Group Revenue



Operational Profit Before Tax



Share Price



Note: Operational Profit excludes abnormals and foreign exchange gains and losses



PTB GROUP LIMITED

Segment Performance

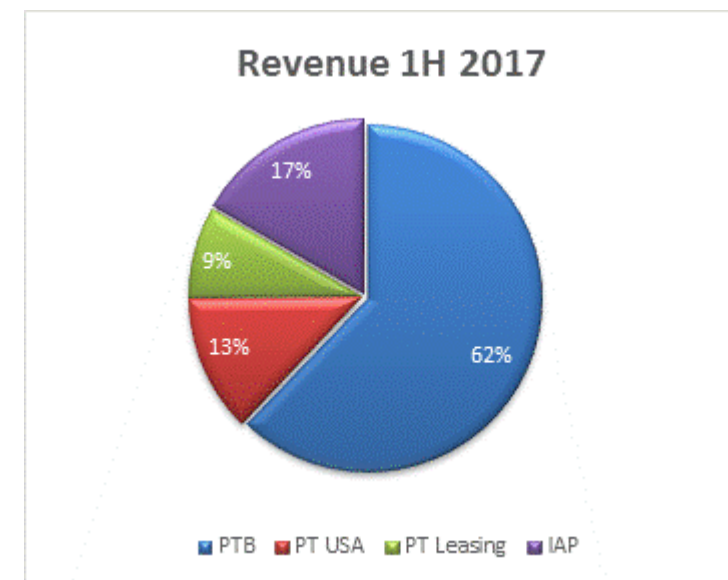
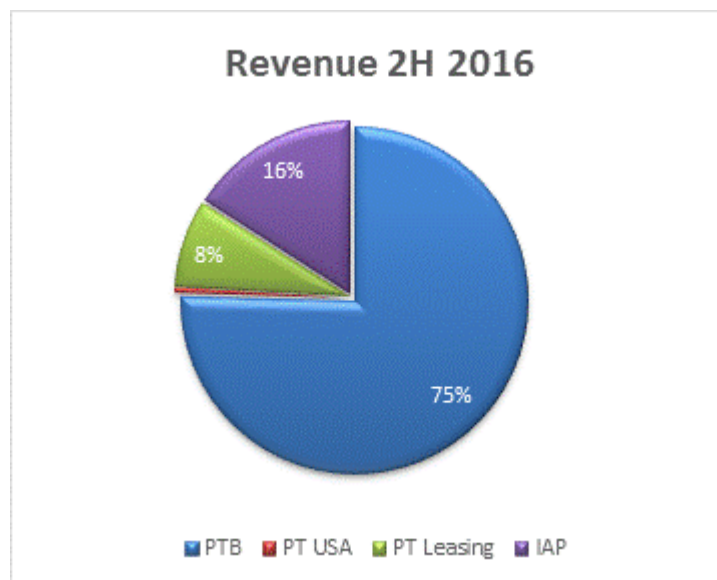
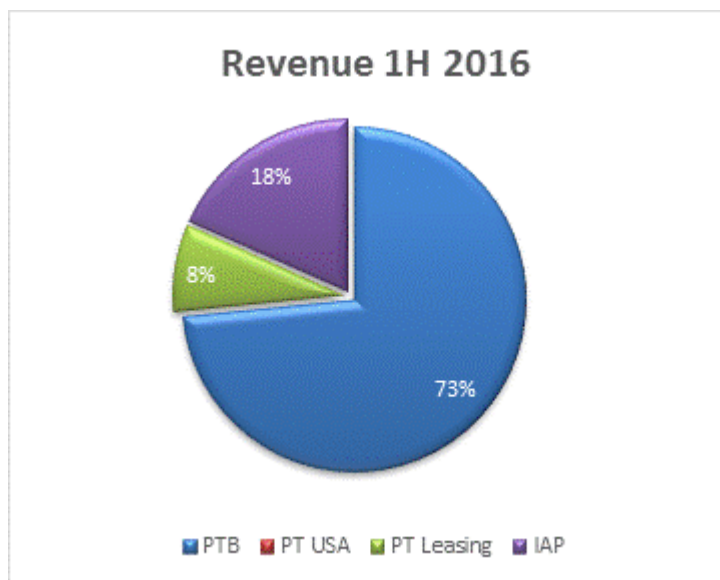
Operational Profit Before Tax by Business	2016	1H 2017
Pacific Turbine Brisbane	\$2.575m	\$1.127m
Pacific Turbine USA	\$0.083m	\$0.474m
Pacific Turbine Leasing	\$1.223m	\$0.521m
International Air Parts	\$1.597m	\$0.452m
Group Overheads	(\$1.285m)	(\$0.667m)
Group	\$4.193m	\$1.907m

- Operational Profit excludes foreign exchange gains and losses
- The above includes the reallocation of all rental and lease activities to Pacific Turbine Leasing. This includes adjustments to prior year comparisons.



Segment Performance

Diversification of revenue streams



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Balance Sheet

Balance Sheet	Jun 2016 \$000	Dec 2016 \$000
Cash	1,982	759
Receivables	10,486	12,105
Inventory	21,440	23,718
Property, Plant & Equipment	20,260	19,382
Deferred tax assets	4,918	4,111
Other assets	212	748
Total Tangible Assets	59,298	60,823
Payables	6,328	4,706
Borrowings	13,687	13,344
Deferred tax liabilities	3,438	3,183
Other liabilities	2,493	2,978
Total Liabilities	25,946	24,211
Net Tangible Assets	33,352	36,612
Per Share (cents)	70	69
Market Capitalisation	20,114	29,061



Segment Operational Performance

Pacific Turbine Brisbane	<ul style="list-style-type: none"> • Focus on efficiency improvements • Focus on maintaining quality staff • Continued customer growth 	<ul style="list-style-type: none"> • Focus on workshop productivity • Continue to expand in-house capabilities • Consistent earnings
Pacific Turbine Leasing	<ul style="list-style-type: none"> • Created the platform for growth of assets under lease • Exploring options for idle aircraft 	<ul style="list-style-type: none"> • Continued contribution to other Group businesses through sales opportunities • Continued focus on long term contracts and client retention
International Air Parts	<ul style="list-style-type: none"> • Consistent margins • Continue to extract value from inventory 	<ul style="list-style-type: none"> • Focus on keeping overheads low • Synergies continue with other PTB Group businesses
Pacific Turbine USA	<ul style="list-style-type: none"> • Business model proven and funding secured for ramp up • Increased exposure in North American market • Costs remain low and scalable 	<ul style="list-style-type: none"> • Strategic agreements with additional service providers to extend capacity • Platform for growth laid



Growth Opportunities

North America	<ul style="list-style-type: none">• Deliver the increase in production• Continue to develop strategic relationships with specialised vendors in North America	<ul style="list-style-type: none">• Continue to grow exposure in North American market• Development of key staff
Leasing	<ul style="list-style-type: none">• Investigating lease funding opportunities• Placement of idle aircraft to provide a significant boost to margins	<ul style="list-style-type: none">• Additional lease contracts will provide additional sales opportunities for engines and airframe parts
Staffing	<ul style="list-style-type: none">• Recruit key staff to drive the delivery of the growth opportunities for PT USA• Maintain and grow technical expertise in the engine businesses	<ul style="list-style-type: none">• Continue to grow management capacity to deliver improvements in leasing and engine businesses
Freight Overhaul	<ul style="list-style-type: none">• Potential to reduce freight costs through utilisation of PT USA• Reduce parts lead time	<ul style="list-style-type: none">• Improved service delivery and customer experience



FY17 Outlook

- Continue growth of USA business and increase engine production
- Appoint key staff for PT USA
- Implement freight efficiencies
- Secure lease contracts for idle aircraft
- Execute high percentage of existing pipeline of leads

- Investigate lease funding opportunities
- Maintain focus on efficiencies across all businesses within the group
- Maintain focus on continuous improvement in return on assets in each business
- Continue to grow market awareness to help increase liquidity for shareholders



People

Established & experienced Management & Board

Craig Baker

Mr. Craig Louis Baker is the Managing Director for PTB Group Ltd. He is a qualified accountant and has worked as General Manager, Director and Finance Manager in a range of aviation businesses for over 35 years. Craig was also involved in the development of Airwork (NZ) Limited. His duties involve the overall management of the Group.

Stephen Smith

Mr. Stephen Garry Smith is Executive Director of the Company. Stephen was a founding shareholder and director of PTB Group Ltd and has fulfilled a number of key roles within the company. Stephen has been a key contributor to the strategic direction and growth of the company. Stephen also has significant experience in the aviation industry as both a helicopter and fixed wing operator.

Andrew Kemp

Mr. Andrew Peter Somerville Kemp is a Non-Executive Director at PTB Group Ltd. Andrew is a Chartered Accountant and has worked for KPMG, Littlewoods Chartered Accountants, Coutts Group and as Qld Manager of AIFC, the merchant banking affiliate of the ANZ Banking Group. Andrew formed Huntington Group in 1987 and has been involved in a range of listings, acquisitions and divestments. He is also currently a Director of Silver Chef Limited.

Daniel Zgrajewski

Mr. Daniel Zgrajewski is the Chief Financial Officer and Company Secretary of PTB Group Ltd. Daniel began with PTB as Finance Manager for the Brisbane Business in 2012 and was promoted to the CFO role in 2013. Daniel previously worked in a number of senior accounting roles in commercialised business units of Brisbane City Council. These included Commercial Accountant for Brisbane City Works and Principal Financial Accountant for Brisbane Water.

Harvey Parker

Mr. Harvey Parker is the Chairman of the Board at PTB Group Ltd. He holds a Dip P.A, Bachelor of Arts and a Masters of Business Administration (Melbourne). He has had a distinguished career spanning across several industries including experience in the aviation industry as Managing Director of New Zealand Post and the Airpost Joint Venture. He was previously Chairman of DWS Limited, Australian Natural Proteins Limited and Jumbuck Entertainment Limited.

Royston Stephen (Steve) Ferris

Mr. Royston Stephen (Steve) Ferris is an Executive Director of PTB Group Ltd. Steve was born in the UK and Graduated from Bristol University with a Bachelor of Science in 1981. He incorporated IAP Group in 1987 and successfully grew the company utilising his vast knowledge of the aviation industry. IAP was acquired by PTB Group in 2006 with Steve taking a stake in PTB Group as part of the deal. Steve is based in Sydney and is currently a consultant to IAP Group.



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