



Investor Presentation 2019



INNOVATION | EXCELLENCE | GROWTH

Managing Director & CEO - Mark Benson | CFO - Rudy Sheriff

28th August 2019

Company Overview

Saunders International Ltd (SND) is an ASX-listed company that provides construction, maintenance and civil engineering services to the energy, resources and infrastructure sectors.

Net Cash	\$8.0m
People	186
Market capitalization	\$34.6m
Share Price	\$0.33

As at 30 June 2019

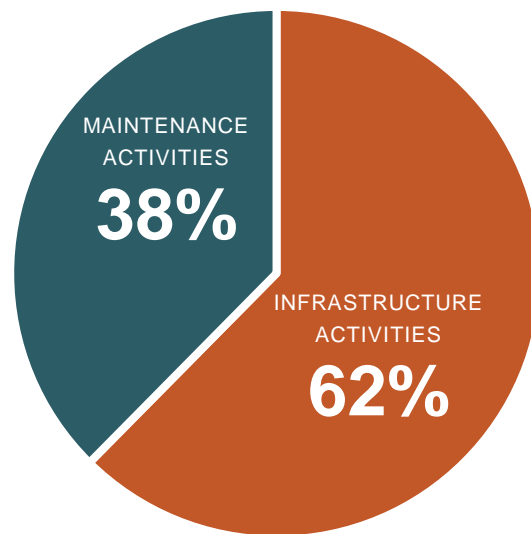
"We are driven by a commitment to safety, innovation, excellence and growth"



Our Business

Saunders has successfully executed a revitalised operating model

Revenue Distribution



Expansive Footprint



NSW, VIC, QLD, SA, WA,
PNG, NEW CALEDONIA

Revenue

\$50m

Down 33.5%

Order Book

\$60.5m

Up 32%

(Compared to HY 2019)

EBITDA

(\$1.2m)

Up 62.5%

(Compared to 30 June 2018)

Positioned for Growth

Current orderbook at
30 June 2019

\$60.5M

Order Book



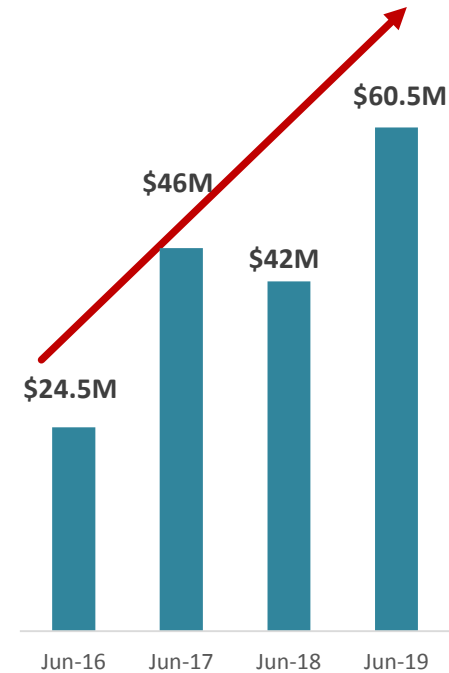
- MECHANICAL INFRASTRUCTURE
- ASSET SERVICES
- CIVIL INFRASTRUCTURE

Preferred Status

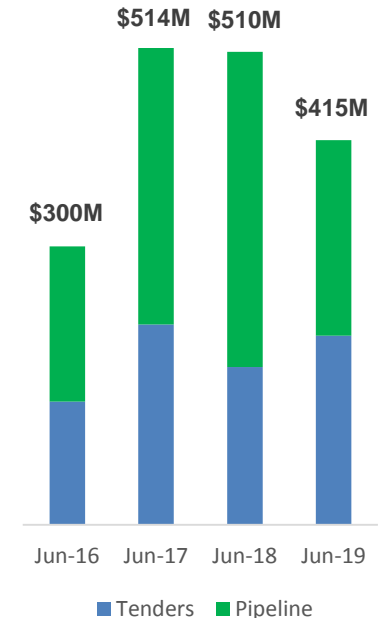


- MECHANICAL INFRASTRUCTURE
- ASSET SERVICES
- CIVIL INFRASTRUCTURE

Order Book



Live Tenders Pipeline



FY19 Highlights

- Safety performance continues to improve, 2 million man hours LTI free since May 2013, TRIFR rate 30 June 18 was reduce from 8.92 to zero in June 19
- Expanded services into the Defence sector
- Record Civil Infrastructure backlog
- Solid Group order book for FY20
- Preferred status achieved on contract in adjacent market for Asset Services group
- Asset Services - Tank Maintenance with solid backlog
- Agile operating model developed
- Workshop closure and New head office location

State of Business

Renewed focus on initiatives that will strengthen the Groups' operating model to deliver greater value to its customers and shareholders, through a lean and agile organisation.

AREA OF FOCUS

- Closure of the Sydney workshop and relocation of head office to Rhodes which will reduce fixed costs.
- Successful relocation of Plant to Newcastle, with introduction asset management system
- Right-sizing of the organisational structure with the ability to flex in line with workload, without limiting the ability to service the current pipeline of projects.
- Reducing the number of management positions to align with a flat operational model.
- Established national and international panel of fabricators
- IT architecture and security upgraded

FY19 - Financial Snapshot

	30 JUNE 2019 \$000	30 JUNE 2018 \$000
REVENUE	\$50,126	\$75,368
EBITDA	(\$1,190)	(\$3,170)
NPAT	(\$1,610)	(\$2,840)
NET CASH	\$8,030	\$12,337

Strategic Objectives

"Building on our foundations to deliver for our shareholders"

MECHANICAL INFRASTRUCTURE

- Position the Group for success on upcoming new terminal projects through strategic partnering.
- Integrated Services offering for terminal and refinery maintenance
- Expand on our SMP success.

CIVIL INFRASTRUCTURE

- Develop long term relationships with local government authorities.
- Expand our national footprint.
- Develop bridge maintenance business.

NEW SECTORS

- Expansion into Defence, Energy, Paper and Sugar sectors.
- Continue to pursue international opportunities with our key clients.
- Expand core business offering, partnering with the Civil Group.

ASSET SERVICES

- Expand our maintenance and shutdown offering into industrial markets.
- Position the Group for upcoming long term maintenance contracts.
- Expand our geographical footprint

Our Outlook

- Order book \$60.5M, up 32% on H1
- Live tenders \$204M, up 1% on H1
- Pipeline \$211M, down 6% on H1
- Competition in the Tank Construction sector very high
- Infrastructure Civil margins remain stable
- Strong Infrastructure Civil spending to continue
- Geographical expansion of Civil Infrastructure Services
- Balance sheet and cash position strong
- No interest bearing debt
- Forecasting increased revenue for FY20 and return to profitability

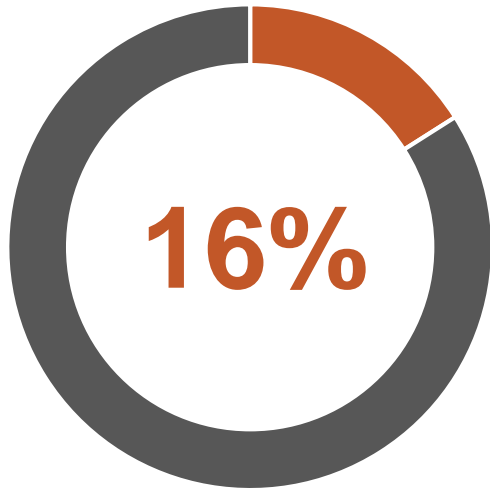
Our Projects

*“Delivering project
excellence enabling
our clients
to meet their
challenges today &
into the future”*



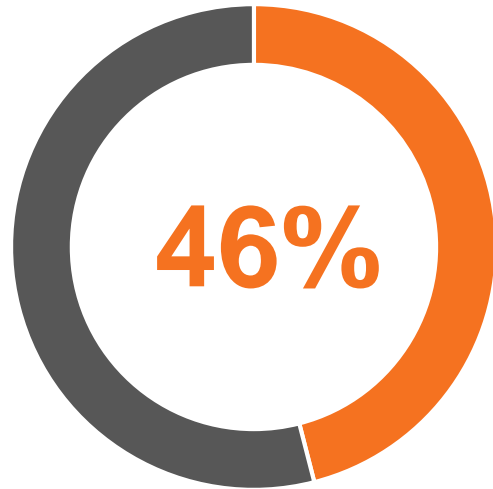
Mechanical Infrastructure

Revenue
Contribution
FY19



Civil Infrastructure

Revenue
Contribution
FY19



Jane St bridge beams



Harty's Creek bridge



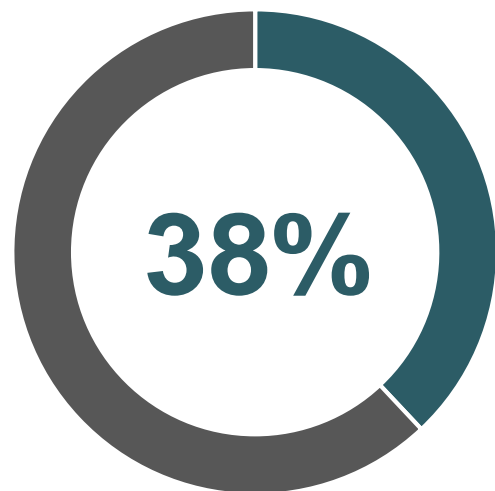
Jewry St bridge



Woolgoola to Ballina bridge

Asset Services

Revenue
Contribution
FY19



Tank overhaul – QLD



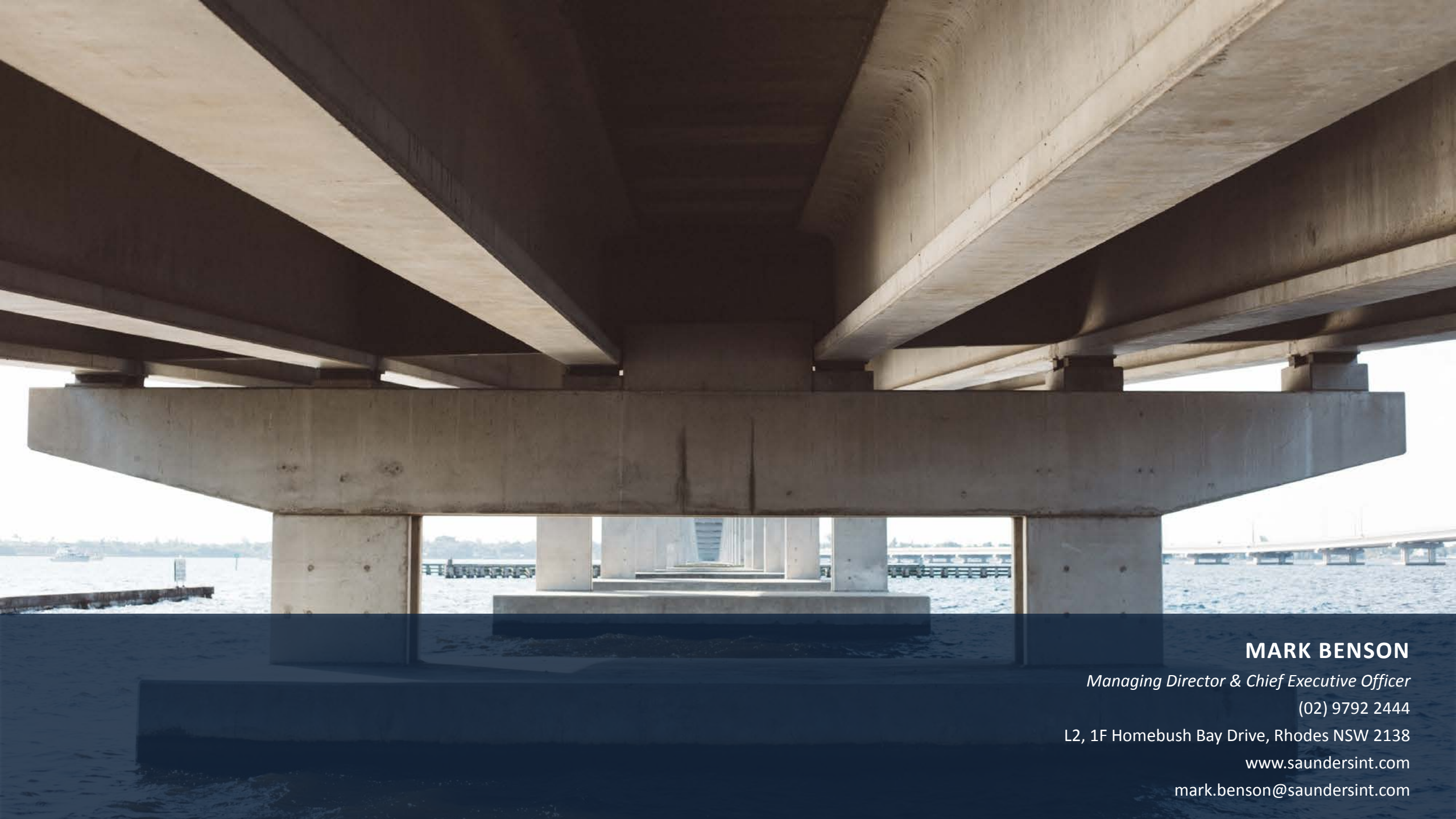
ULP upgrade - QLD



Tank refurbishment - NSW



Fire system upgrade – QLD



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