



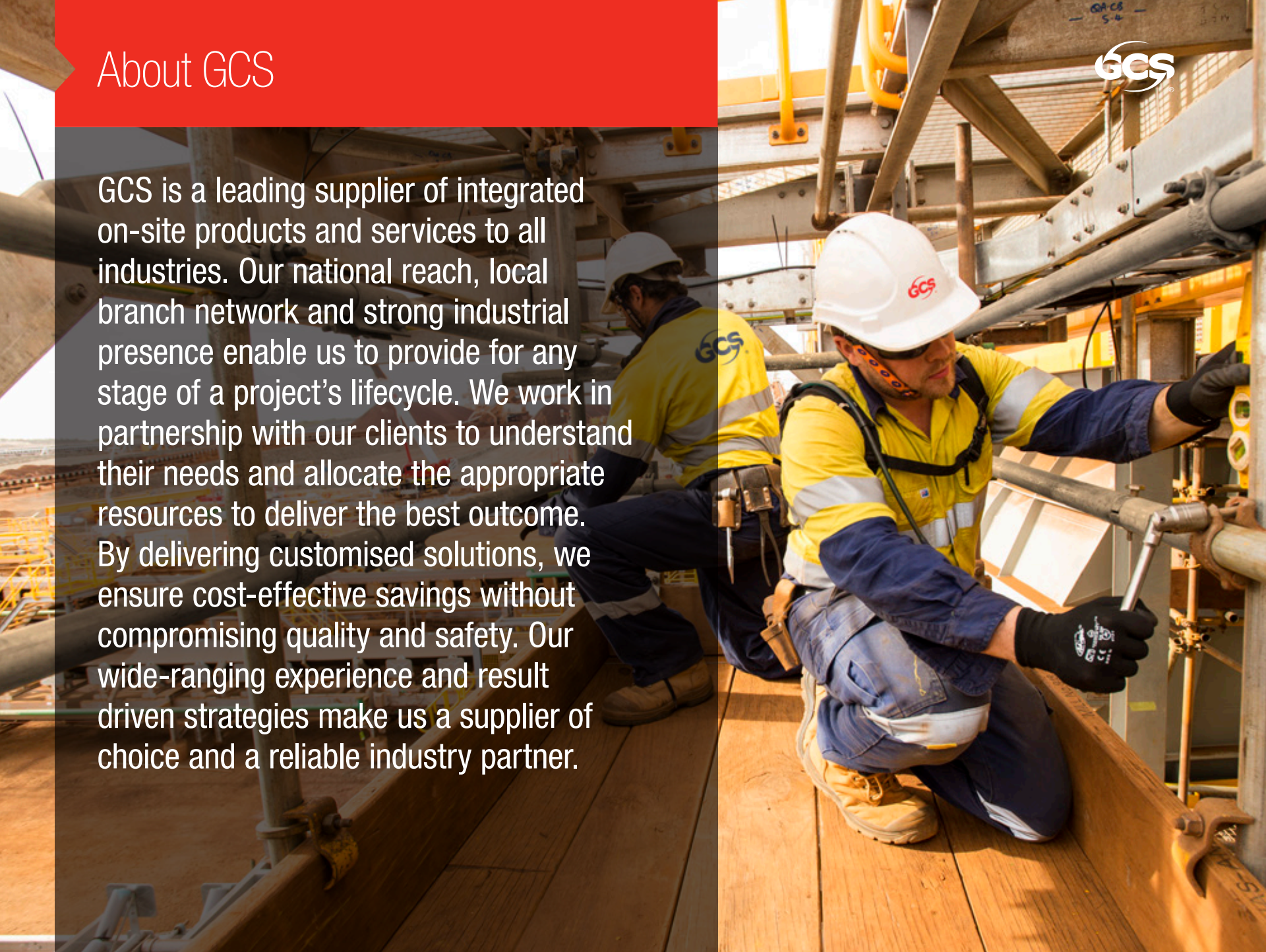
INVESTOR PRESENTATION

2014 FULL YEAR RESULTS

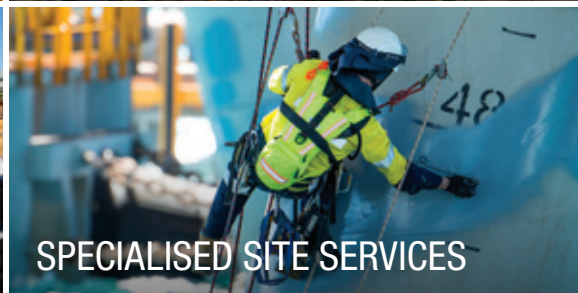
GLOBAL CONSTRUCTION SERVICES LIMITED
26 AUGUST 2014

About GCS

GCS is a leading supplier of integrated on-site products and services to all industries. Our national reach, local branch network and strong industrial presence enable us to provide for any stage of a project's lifecycle. We work in partnership with our clients to understand their needs and allocate the appropriate resources to deliver the best outcome. By delivering customised solutions, we ensure cost-effective savings without compromising quality and safety. Our wide-ranging experience and result driven strategies make us a supplier of choice and a reliable industry partner.



GCS is uniquely positioned in the Australian market place to provide a comprehensive range of products and services throughout the lifecycle of a project.



GCS is a leading supplier of integrated on-site products and services throughout Australia.

Health, Safety, Environment & Quality



Our professional reputation is built on delivering integrated products and services across multiple markets and sectors at industry-leading standards. Central to growing and exceeding this ethic, is our Integrated Management System. Developed to communicate our Health; Safety; Environment; and Quality objectives, and apply consistent standards across our Australian network.



Quality
ISO 9001
SAI GLOBAL



Oil & Gas
ISO 29001
SAI GLOBAL



Health & Safety
AS 4801
SAI GLOBAL

We are committed to safety —
it's our primary focus and
a part of our culture.



Division Locations



Perth Locations

- Wangara
- Balcatta
- Bassendean
- Embleton
- Redcliffe
- Naval Base

With strategic bases across Australia, GCS is uniquely positioned to service a wide range of industry sectors through its local branch network.

- FY 2014 positive financial performance in a tough market
 - Underlying earnings of \$9.5m, \$5.8m lower than FY2013 of \$15.3m
 - Statutory earnings of \$8.2m after Forge bad debt write off of \$1.3m post tax
 - Revenue \$160.1m compared to \$200.3m, down 20%
 - Result reflects the challenging and competitive market conditions experienced
 - Delays in Commercial sector projects
 - General slowdown in demand in the Pilbara
 - Highly competitive pricing and lower utilisation levels



- Strong focus on Balance Sheet
 - Maintained disciplined capital management
 - Net debt of \$63.6m, down \$17.7m (22%) compared to June 2013
 - Net debt/equity reduced to 32% compared to 43% June 2013
 - Capital expenditure (Cash & Hire Purchase) reduced by \$25.0m (77%) compared to June 2013
- Tender pipeline remains robust with strong activity
 - Major project awards to main contractors have commenced
- Increased activity in the Residential sector
- Rationalisation of operations to align resources to match activity levels and to reduce operating costs
- SmartScaff JV exceeds expectations driven by strong east coast demand

Financial Results



Full Year Financial Results – June 2014

REVENUE (\$m)

2014 \$160.1m
2013 \$200.3m

–
20%

UNDERLYING
EBITDA (\$m)[#]

2014 \$30.9m
2013 \$47.7m

–
35%

EBITDA (\$m)

2014 \$29.1m
2013 \$47.7m

–
39%

EBIT (\$m)

2014 \$17.1m
2013 \$30.4m

–
44%

NPAT (\$m)

2014 \$8.2m
2013 \$15.3m

–
47%

NET DEBT TO
EQUITY

2014 32%
2013 43%

–
11pp^{*}

EPS (¢)

2014 4.8¢
2013 9.7¢

–
51%

NTA

2014 81.8¢
2013 76.7¢

+
7%

[#] Underlying basis pre Forge bad debt write off of \$1.8m pre tax

^{*}pp=percentage points



- Continued focus on Balance Sheet
 - Disciplined approach to capital management
 - Net debt reduced by:
 - \$17.7m vs 30 June 2013
 - Down 22% vs 30 June 2013
 - Net debt/equity reduced to:
 - 32% vs 43% at 30 June 2013
- Finance Facilities
 - Bank facility maturity to Oct 2015
 - Funding capacity of \$35.2m available under existing facilities



| | Jun-14 \$m | Jun-13 \$m | Change % |
|--------------------------------|---------------|---------------|-------------|
| Cash | 13.8 | 15.3 | -10 |
| Receivables & Inventories | 33.3 | 46.2 | -28 |
| Prepayments | 4.6 | 4.3 | 6 |
| Current Tax Assets | 0.6 | - | 100 |
| Current Assets | 52.3 | 65.8 | -21 |
| JV Loans | 9.7 | 9.6 | 1 |
| Investments in JV's | 6.6 | 4.9 | 35 |
| PP&E | 173.7 | 180.5 | -4 |
| Intangibles | 58.6 | 59.1 | -1 |
| Tax Assets & Other | 5.0 | 5.0 | 0 |
| Non Current Assets | 253.7 | 259.1 | -2 |
| TOTAL ASSETS | 306.0 | 324.9 | -6 |
| Current Payables | 15.2 | 20.6 | -26 |
| Deferred Income | 0.2 | 1.0 | -80 |
| Borrowings | 23.8 | 25.7 | -7 |
| Tax Liabilities | - | 2.1 | -100 |
| Current Liabilities | 39.2 | 49.4 | -21 |
| Borrowings | 53.6 | 70.9 | -24 |
| Provisions | 1.0 | 0.9 | 11 |
| Deferred Tax Liabilities | 14.1 | 13.9 | 1 |
| Non Current Liabilities | 68.7 | 85.7 | -20 |
| TOTAL LIABILITIES | 107.9 | 135.1 | -20 |
| NET ASSETS | 198.1 | 189.8 | 4 |
| Equity | 128.7 | 128.7 | 0 |
| Retained Earnings | 69.3 | 61.1 | 13 |
| TOTAL EQUITY | 198.0 | 189.8 | 4 |

- Cash flow from operations
 - Operating cash flow down 15% (\$5.5m) to \$30.4m compared to FY2013 of \$35.9m
 - Free cash flow after capital expenditure up 24% to \$22.1m compared to FY2013 of \$17.8m
- Capital expenditure (Cash & HP) reduced by \$25.0m (77%) compared to FY2013
 - Focused on sustaining capex and strategic market and customer requirements
 - Reflects existing plant & equipment fleet size and mix is well placed to support growth
- Interest paid 20% lower due to reduction in debt

| | Jun-14 \$m | Jun-13 \$m | Change % |
|---|---------------|---------------|-------------|
| Receipts from Customers | 172.9 | 204.7 | -16 |
| Payments to Suppliers | (137.1) | (158.5) | -14 |
| Income Taxes Paid | (5.4) | (10.3) | -48 |
| Inflows from operating activities | 30.4 | 35.9 | -15 |
| Net PP&E | (2.3) | (10.6) | -78 |
| Interest Received | 0.8 | 0.8 | 0 |
| Investments | - | - | - |
| Related Party Loans | (0.1) | (3.8) | -97 |
| Outflows from Investing activities | (1.6) | (13.6) | -88 |
| Repayment of Borrowings | (31.3) | (52.6) | -40 |
| Proceeds from Borrowings | 7.0 | 18.6 | -62 |
| Interest Paid | (6.0) | (7.5) | -20 |
| Net proceeds from Issue of Shares | - | 30.6 | -100 |
| Dividends Paid | - | (3.2) | -100 |
| Inflows/(outflows) from financing activities | (30.3) | (14.1) | 115 |
| Net increase/(decrease) in cash | (1.5) | 8.2 | -118 |
| Cash at beginning of period | 15.3 | 7.1 | 115 |
| CASH AT END OF PERIOD | 13.8 | 15.3 | -10 |

Our strong market presence and customised solutions makes us a leading supplier to the Commercial, Residential, Resource, Industrial, Oil & Gas sectors.



KEY CLIENTS

THIESS

BGC

**Brookfield
MULTIPLEX** **BM**

NEW
Holdings Limited

LEIGHTON

Monadelphous

CLOUGH
pursuit of excellence

LAING O'ROURKE

SAMSUNG **SAMSUNG C&T**
Engineering & Construction Group

CBI **KENTZ**
Engineers & Constructors

Downer

PROBUILD

**John
Holland**

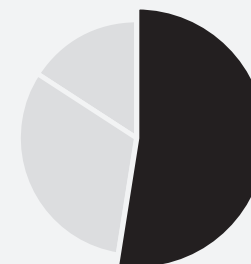
woodside

- Major contracts
 - Midland Hospital and QEII car park successfully delivered on schedule and budget
 - Work on Brookfield Place Tower 2, May Holman Centre and Perth Children's Hospital progressing well
 - Award of additional curtain wall installation contracts this calendar year
- Project pipeline remains robust with strong tender activity
 - WA government committed infrastructure projects (Elizabeth Quay, Wellington St bus port, new football stadium, East Perth Foreshore Development)
 - Private sector investment including new hotel pipeline worth more than \$3 billion during next 5 years
 - Recent awards of major contracts to main contractors
 - Anticipate previously delayed major commercial contracts to be awarded in 2015
 - Timing and certainty variable
- Well positioned to capitalise on the investment pipeline moving into FY15

SEGMENT SIZE (by Revenue Share)

FY13 54.8%

FY14 52.6%

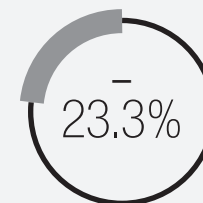


REVENUE (\$m)

FY14 \$84.2m

FY13 \$109.8m

–
23.3%

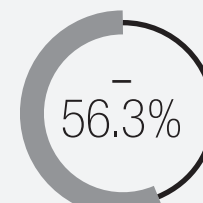


ADJUSTED EBITDA¹

FY14 \$12.8m

FY13 \$29.3m

–
56.3%

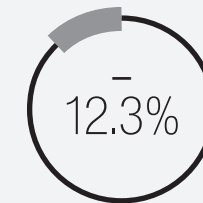


NET ASSETS

FY14 \$76.9m

FY13 \$87.7m

–
12.3%



¹ Adjusted EBITDA is EBITDA derived from the operating segments and excludes investments, other income, and GCS support functions including corporate office and treasury which are included in corporate/other.

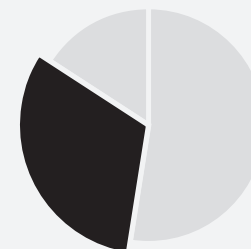
- The WA resources investment cycle has softened on the back of a slowdown in mining activity
- Competitive market for Plant Hire and Portable site accommodation
- Scaffolding supply contract for all Woodside Energy onshore and offshore locations commenced and progressing well
- Final 2400t of scaffold supplied to CBI-Kentz for Chevron's Gorgon project
- Appointed Kaefer's exclusive supply chain partner for Ichthys project in Darwin
- Market conditions will continue to be competitive
- Oil and gas opportunities remain buoyant with major LNG projects under construction including Gorgon, Wheatstone and Ichthys



SEGMENT SIZE (by Revenue Share)

FY13 34.6%

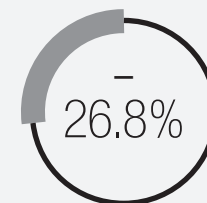
FY14 31.7%



REVENUE (\$m)

FY14 \$50.8m

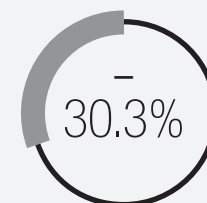
FY13 \$69.4m



ADJUSTED EBITDA¹

FY14 \$13.3m

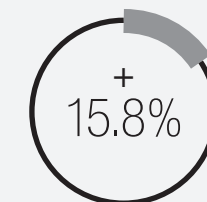
FY13 \$19.1m



NET ASSETS

FY14 \$46.2m

FY13 \$39.9m



¹ Adjusted EBITDA is EBITDA derived from the operating segments and excludes investments, other income, and GCS support functions including corporate office and treasury which are included in corporate/other.

- FY14 has seen an upturn in the sector on the back of improved new home sales, building approvals and record low interest rates
- Demand in the sector has been further improved as a result of competitors exiting the market in WA
- Management continues to monitor this division to rationalise and align resources to service this market sector
- Cautiously positive with increased activity and anticipated confidence and improvement in housing investment



SEGMENT SIZE (by Revenue Share)

FY13 10.5%

FY14 15.7%



REVENUE (\$m)

FY14 \$25.1m

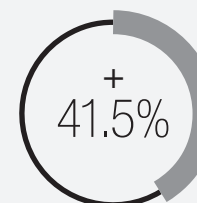
FY13 \$21.1m



ADJUSTED EBITDA¹

FY14 \$5.8m

FY13 \$4.1m



NET ASSETS

FY14 \$25.2m

FY13 \$23.8m



¹ Adjusted EBITDA is EBITDA derived from the operating segments and excludes investments, other income, and GCS support functions including corporate office and treasury which are included in corporate/other.

- SmartScaff east coast expansion on track and continues to gain momentum
- Major competitor exits the east coast market
- Strong demand and high utilisation levels are being experienced across the east coast
- Financial performance and contribution above expectation for the full year
- Increased activity expected to continue throughout FY15



Outlook



- Anticipate previously delayed major commercial contracts to be awarded in FY15
 - Pipeline remains robust with strong tender activity
 - Timing and certainty variable
- Improving market conditions, but still competitive
- Continue to diversify, build and secure annuity revenue over the project life cycle and across entire suite of products
- Develop competitive strategic partnerships
- Continue to reduce costs yet maintain execution capability and service
- Maintain a disciplined approach to balance sheet and capex management
- Businesses well placed to meet future growth and expansion on the back of a solid and well established integrated product and services platform
- Reinstate dividends when business and market conditions permit



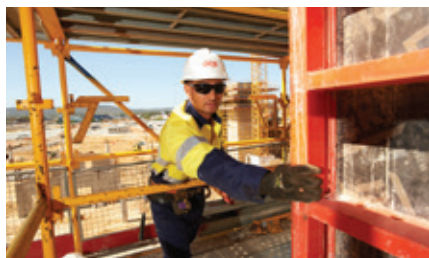
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