



# INVESTOR PRESENTATION

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2022 Full Year Results

August 2022



# What we are

Building global structures. Delivering more.

Australian-based, multi-disciplinary construction and heavy engineering services provider



## CONSTRUCTION

Site Earth Works

Structural Concrete works

Structural, Mechanical and Piping

Electrical, Instrumentation and Control



## MANUFACTURING

Shipbuilding

Modularisation

Heavy Engineering

Precast and Prestressed Concrete



## MAINTENANCE AND CAPITAL WORKS

Refractory

Rope Access

Industrial Insulation

SMPE&I Maintenance

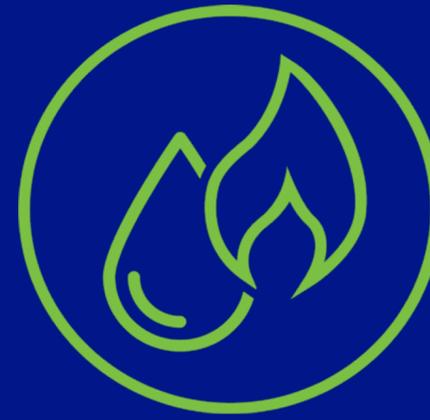
# Who we work with

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## Resources

BHP  
WATER CORP  
SANTOS  
ORICA  
CSBP  
COVALENT LITHIUM



## Energy

WOODSIDE  
SANTOS  
GLENCORE  
THYSSENKRUPP  
ALBERMARLE  
LUERSSEN AUSTRALIA



## Infrastructure, Marine & Defence

RIO TINTO  
MAIN ROADS WA  
TRANSPORT FOR NSW  
ONSLOW SALT  
QAL  
ROY HILL

ALCOA  
BOYNE SMELTERS  
METSO  
MURRIN MURRIN  
SUBSEA 7  
TECHNIP

# We operate Australia wide



# 10 years of delivering iconic projects

Gorgon



Elizabeth Quay



Roy Hill Car Dumper



South Flank



Perth Children's Hospital Bridge



Yandi



Prelude



Perth Stadium and Matagarup Bridge



Kemerton Lithium Refinery



Iron Bridge

# Who our leaders are

**JAMES FITZGERALD**

*Executive Chairman*

**PAT TALLON**

*Chief Executive Officer*

**KEVIN DEERY**

*Chief Operating Officer /  
Acting Chief Financial Officer*



# Culture, Safety and Sustainability



# Recent ESG activity

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52% female  
corporate employees



Raised over \$100,000  
for charity



Launched Civec's inaugural  
Leadership Development Program



Appointed a Sustainability and  
Environmental Advisor



Employed 2,800  
people



Three-year Mental Health  
Strategy implemented

# Community & our future

Civmec is committed to building meaningful partnerships with community groups and supporting a range of worthy charities and local sporting clubs, with the aim of making a positive difference to the community around us.

- Homelessness
- Mental Health
- Children's Medical Research
- Community Sports
- Our Environment



# Employee development



≈ **2,800**

Employed across our operations



≈ **1,800**

Average number of employees securing extra training and upskilling per year



≈ **2,600**

Training units delivered



≈ **130**

Graduates, Trainees and Apprentices



≈ **8%**

Female participation in apprenticeships





# FY2022 Financial Overview



# Our strongest year to date



**\$809.3m**

20% increase on FY21

**REVENUE**



**\$90.8m**

21% increase on FY21

**GROSS PROFIT**



**\$94.5m**

28% increase on FY21

**EBITDA**



**\$50.7m**

47% increase on FY21

**NPAT**



**\$374.1m**

27% increase on FY21

**NET ASSETS**



**\$1,039m**

3% increase on FY21

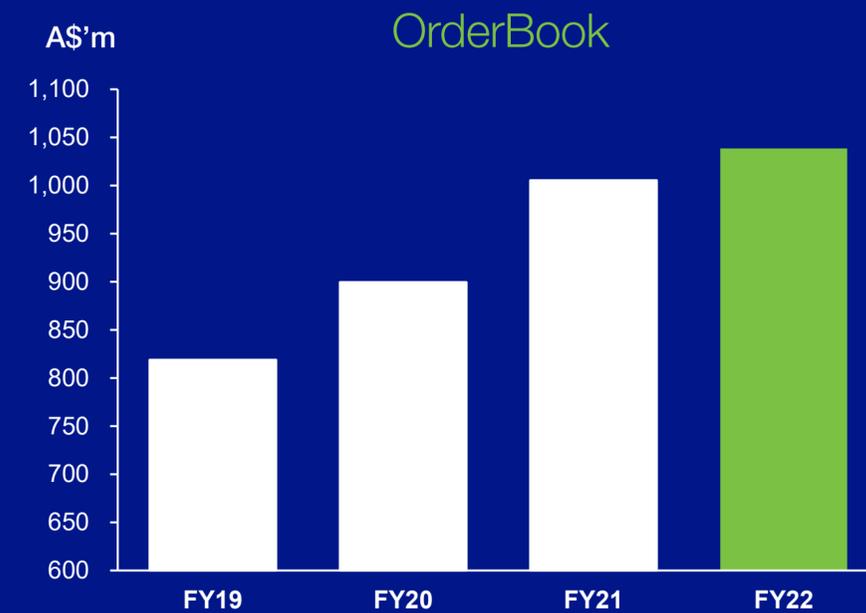
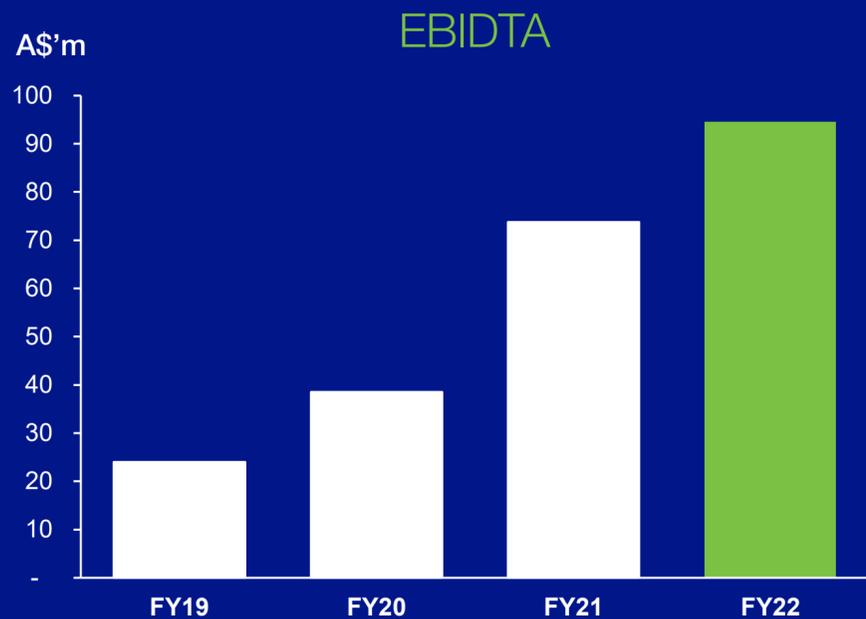
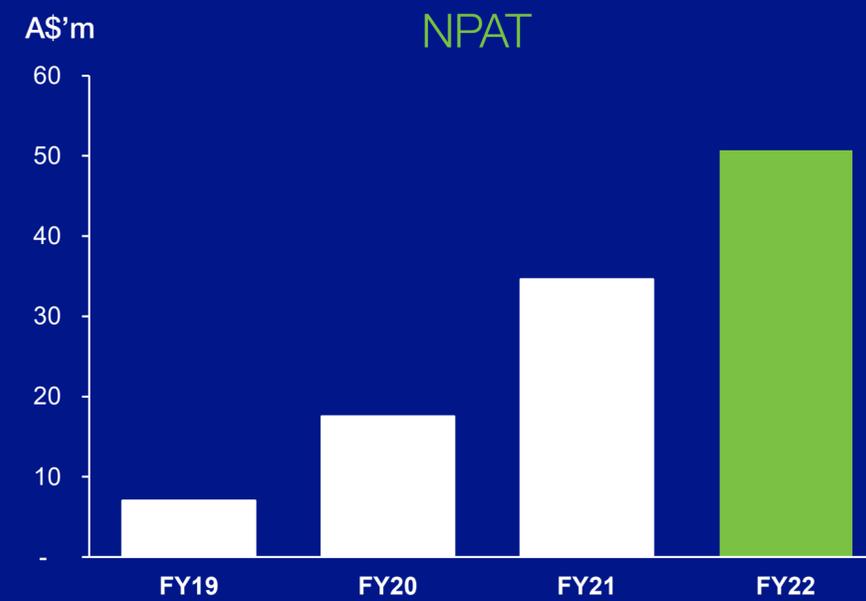
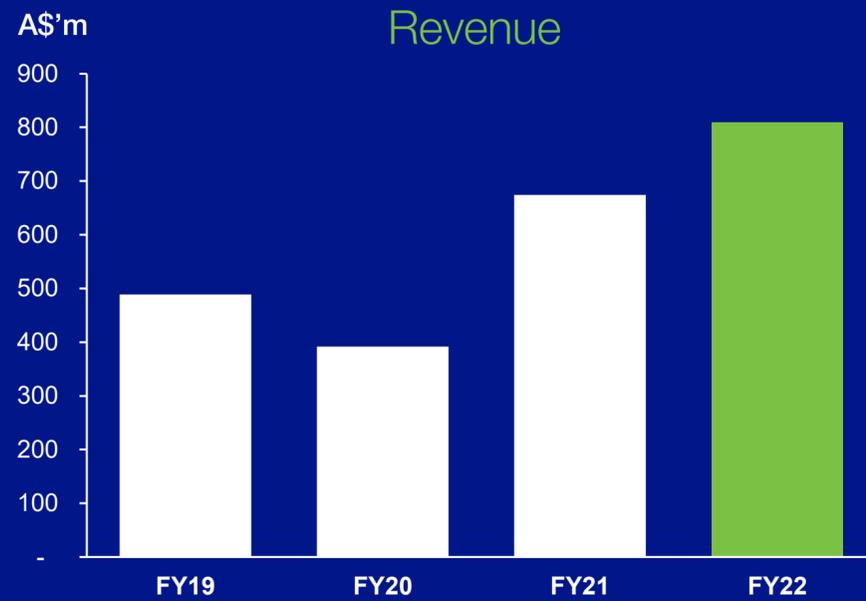
**ORDERBOOK**

# Income statement

A\$m	FY22	FY21	+/-
Revenue	809.3	674.2	20.0% ▲
EBITDA	94.5	73.8	28.1% ▲
NPAT	50.7	34.6	46.5% ▲
NPAT %	6.3%	5.1%	1.2pp ▲
EBITDA %	11.7%	10.9%	0.8pp ▲
Net Assets	371.1	291.9	27.2% ▲
Cash generated from operations	36.2	72.9	(50.0%) ▼
Net asset value per share	74c	58c	26.8% ▲
Earnings per share	10.11c	6.94c	45.7% ▲
Total dividend payment	3c	2c	50.0% ▲
Order book (30 June)	\$1,039	\$1,006	3.3% ▲

- ▶ Record annual revenue and profit since inception.
- ▶ Targeted revenue growth in line with resource availability.
- ▶ Increase in COVID cases in Western Australia had minimal impact.
- ▶ Rising input costs well managed throughout the year. Signs are that raw material costs have reached peak.
- ▶ One off before tax gain of \$1.6m (\$1.1m after tax) from investment property revaluation.
- ▶ Finance costs down 25% following early redemption of secured note.
- ▶ Admin expenses well controlled considering the increase in revenues.
- ▶ Balance sheet benefit from increasing value of Civmec facilities on both the East and West coast.

# Historical financial performance



# Resources

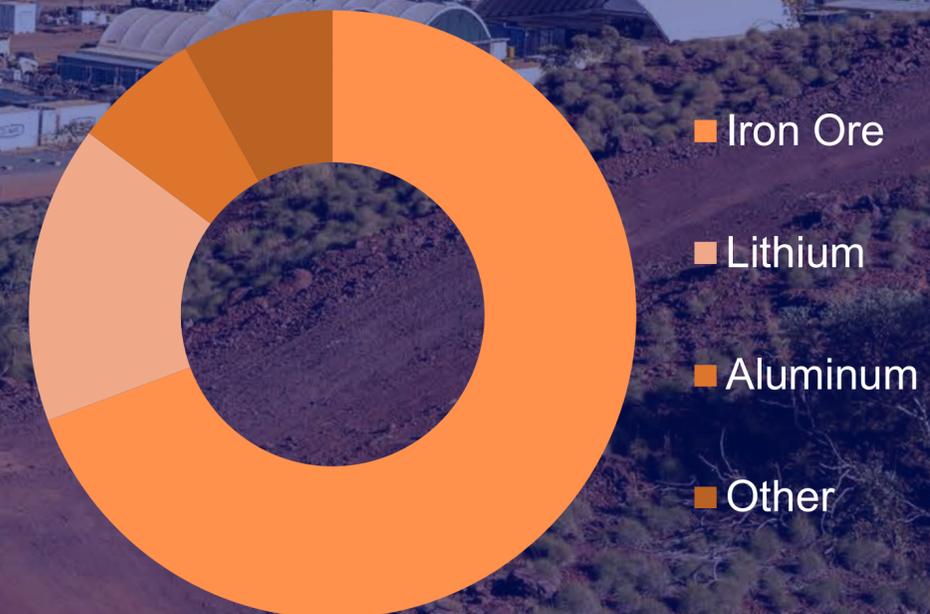
Revenue  
**A\$630.9m**

Gross Margin  
**A\$71.3m**

Margin%  
**11.3%**

## HIGHLIGHTS

- Successful completion of contracts for Albemarle, Rio Tinto and Roy Hill.
- New or extended term contracts for maintenance with Rio Tinto, QAL, Roy Hill and Boyne Smelters.
- Tendering activity in the sector remains buoyant.



Revenue category

# Energy

Revenue  
**A\$30.2m**

Gross Margin  
**A\$3.4m**

Margin%  
**11.3%**

## HIGHLIGHTS

- Successful delivery of contracts for Woodside, Technip and FMC.
- Recent awards for subsea structures for Subsea 7 and Baker Hughes.
- Seeing increased upcoming activity in the energy sector.



Revenue category

# Infrastructure, Marine & Defence

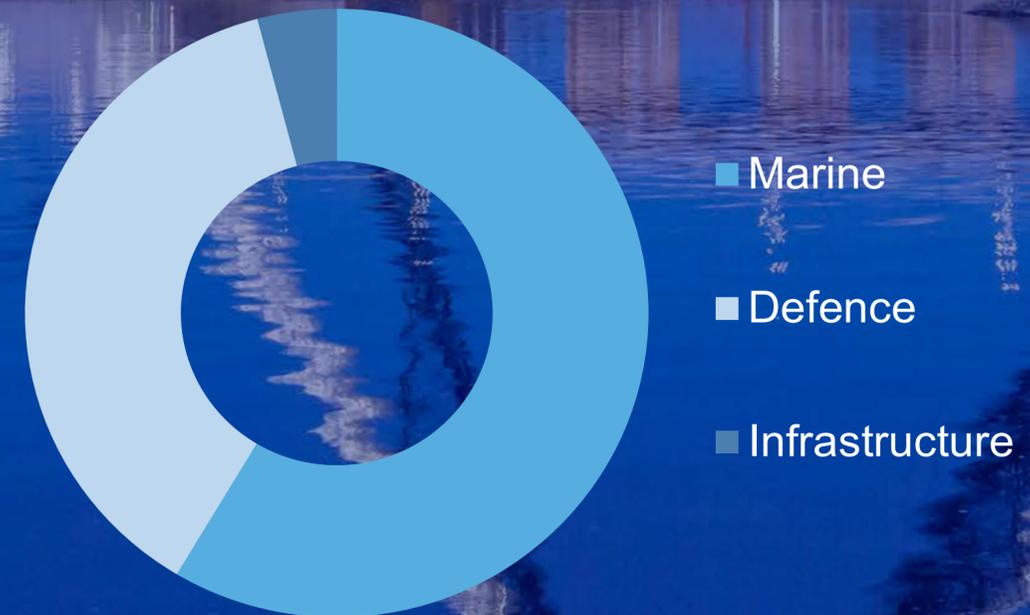
Revenue  
**A\$148.2m**

Gross Margin  
**A\$16.1m**

Margin%  
**10.9%**

## HIGHLIGHTS

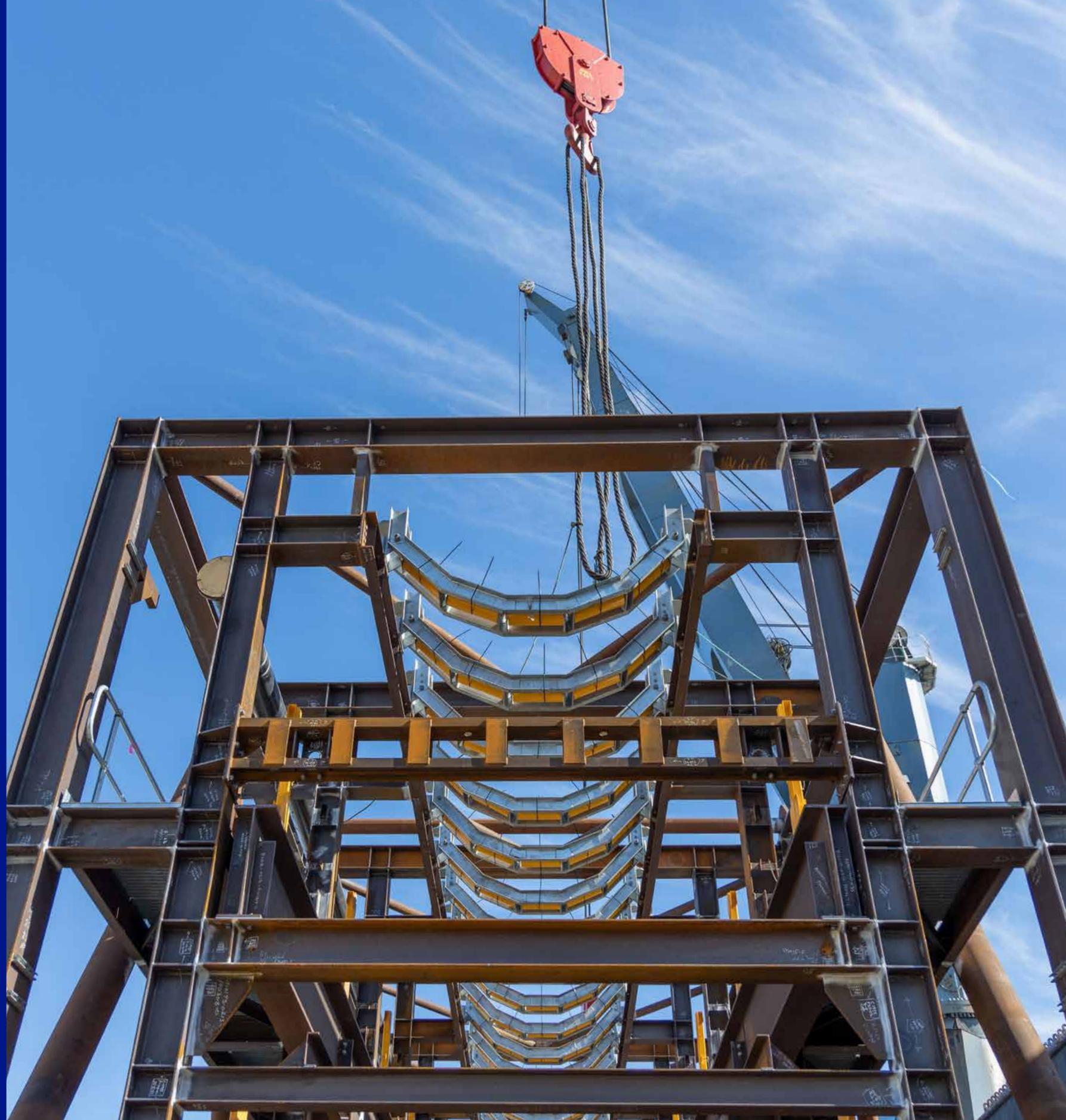
- Successful completion of the Kids' Bridge for MRWA.
- Supplied multiple bridge structures in NSW for TfNSW and others.
- Successively awarded an alliance contract with MRWA for construction of the Causeway Bridge.
- Bridge building accreditation increased to B3.



Revenue category



# Overview and Outlook



# Other business updates

- ✓ Sustainability advisor employed and establishing ways to become more carbon neutral across our facilities.
- ✓ Australian Steel Institute - platinum certificate against sustainability charter.
- ✓ Federal Safety Commission Work Health & Safety Accreditation.
- ✓ Continued Australian Trusted Trader membership.
- ✓ Awarded IRATA Rope Access Certification.
- ✓ DNVGL facility welding certificate renewal.



*Civmec employees completion of Welding Supervisor Certification*

# Operational update

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## Port Hedland

- Land purchase settled in Port Hedland, WA.
- Development approval granted.
- Construction commencing imminently.

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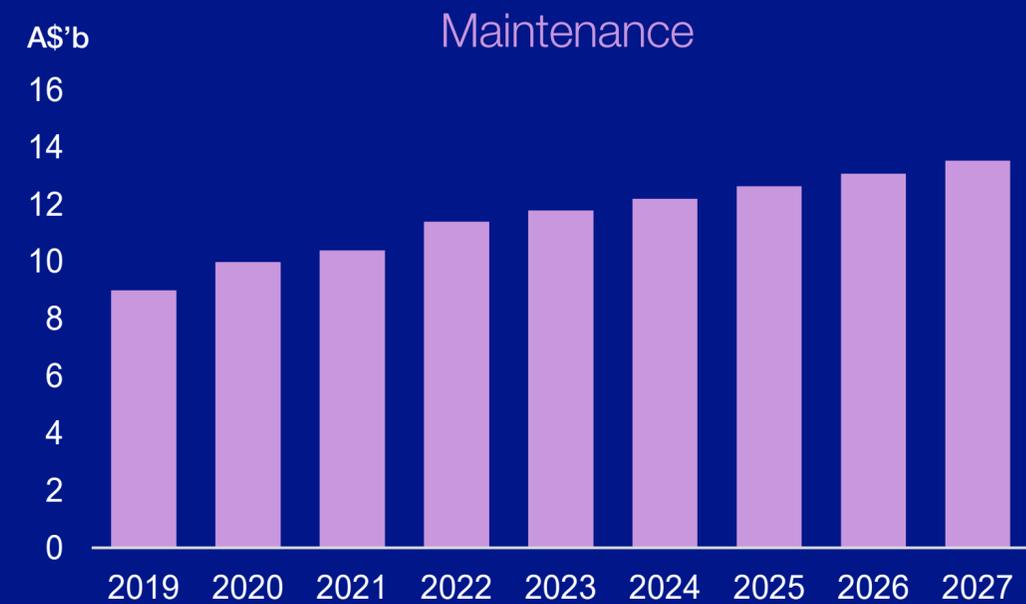
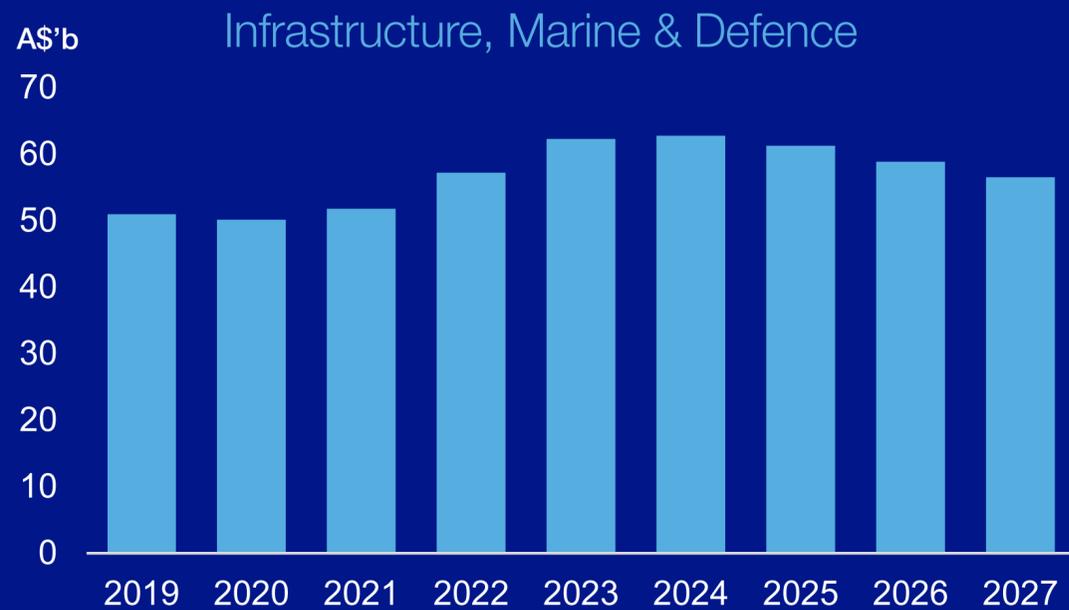
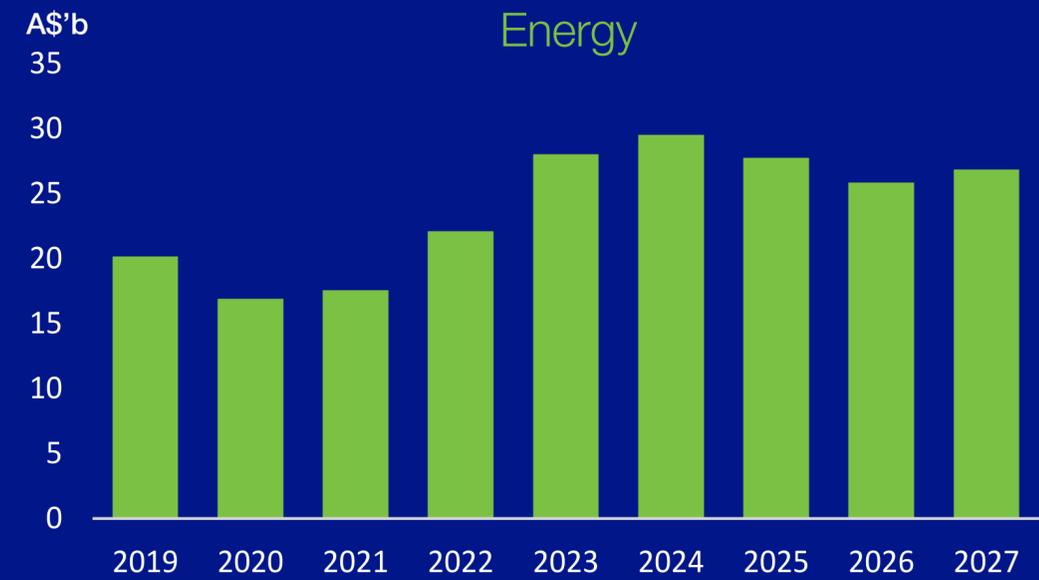
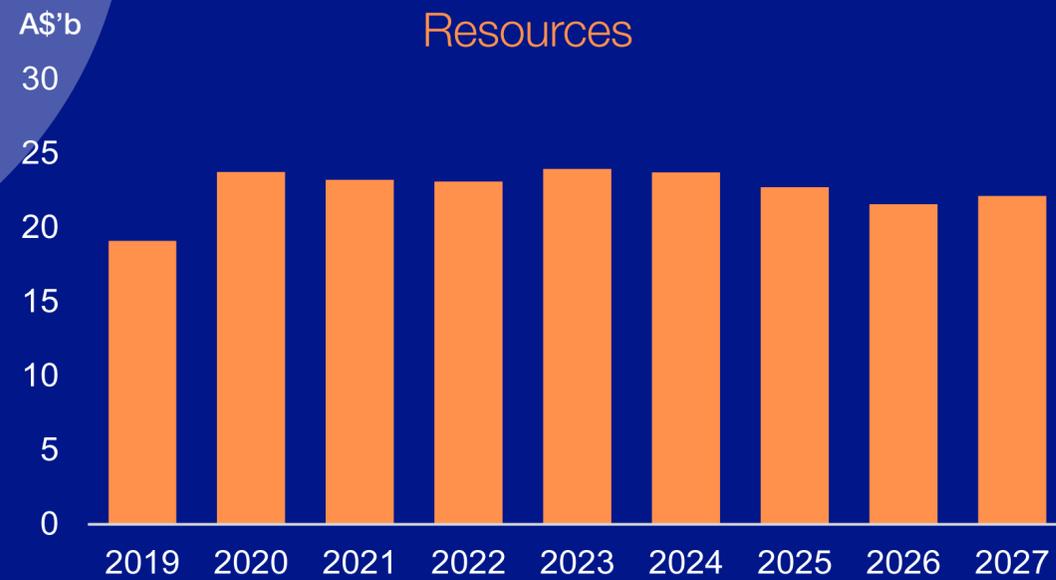
## Gladstone

- 28,510m<sup>2</sup> land holding acquired in Gladstone, QLD.
- Similar facility to Port Hedland to be constructed to support the increasing workload in the area.



*Artist impression of Port Hedland facility*

# Addressable market



Source: BIS Oxford Economics

# Sustainability and Growth strategy

Commitment to Safety, Quality and Environmental Excellence : Right first time.

Increased employee development programs : Retain existing employees and attract more.

Development of owned facilities at strategic maintenance locations : Broaden availability to clients.

Continuous investment in new and modern plant and equipment : Increase productivity, reduce carbon footprint.

Grow recurring revenue streams : Secure more term agreements.

Set achievable ESG goals : Control harm and waste by achieving the targets.

Meticulous project control and cashflow management : Reduce funding requirements.

Progress towards balanced exposure to public and private spend : Manage capex spend cycles.

Enlarge presence in the infrastructure market : Build a better Australia.

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**IF IT CAN BE BUILT, CIVMEC CAN BUILD IT.**

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