



# FY22 PRELIMINARY RESULTS & INVESTOR PRESENTATION

September 2022

(ASX: WSI)



# About Us

An industrial services company operating in the energy, resources, utility and infrastructure sectors, in metropolitan and remote areas, across Australia.

- Engineering, Construction & Maintenance Services;
- Fabrication Services;
- Construction Capability in:
  - Civil;
  - Structural, Mechanical & Piping (SMP); and
  - Electrical & Instrumentation (E&I).

All services provided as either standalone offerings or as integrated turnkey solutions.

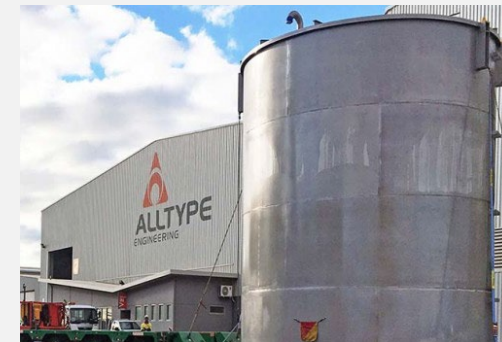


**SIMPEC** is a diversified services company specialising in construction and asset management services.

SIMPEC's delivery capacity and expertise as a collaborative Partner in achieving excellence in Construction and Asset Management services.



**Alltype Engineering** provides workshop fabrication, site installation, construction and maintenance services to the Oil & Gas, Water, Power Generation, Infrastructure, Mining, Resources, Utility, Petrochemical and Defence industries, in both the private and public sectors.



# Our People

People ~900	Industries 20+
States 3	Safety Focused

## OPERATING SEGMENTS

- Engineering and Construction
- Maintenance Services
- Fabrication Services

## Ownership Structure

- ~52% Management/Board
- ~70% Top 50

**Strong Alignment to shareholders  
through ownership**



# Project Leadership Experience

First-Tier and Major construction experience, excellent Safety Culture, and fundamental core values.

SIMPEC & Alltype Engineering have built an outstanding leadership team and workforce with significant project work experience across both management teams.



**ROBERT SPADANUDA**  
Managing Director / Chief Executive Officer

- As founding Group CEO of WestStar, he oversaw the formation of the business and subsequent listing on the ASX in 2016. He has spent the last eight years establishing and successfully implementing the strategic and operational strategy of WSI.
- 30 years industry experience in a variety of construction services roles - a wealth of technical and commercial understanding across multiple disciplines, geographies, and market segments.
- With the groups expansive footprint and ever-expanding positive industry reputation, he has been instrumental in positioning WSI to meet its objectives and successfully grow within its pre-determined strategic plan.



**CHRIS MANEA**  
Chief Financial Officer

- Holds a Bachelor of Business and is a CPA with 30 years' experience.
- He has held senior accounting positions in ASX and TSX publicly listed companies having previous commercial accounting experience in Mining & Exploration, Mining Services, Electrical and Fire service Solutions.
- Chris was appointed as WestStar CFO in 2019.



**MARK DIMASI**  
Managing Director

- Inpex Ichthys – LNG Project SMP Installation - \$1.5B
- BHP Jimblebar – SMP Installation for the Ore Handling Process - \$150M
- Sino Iron Desalination Plant – Project Detail \$150M
- BHP RGP 5 – Fabrication Module Assembly - \$250M
- Newmont Boddington Goldmine - \$250M
- BHP Ravensthorpe nickel Project - \$85M
- Alcoa Pinjarra Efficiency Upgrade - \$160M
- Woodside Train IV Offplot - \$140M



**KELVIN ANDRIIJICH**  
Managing Director

- Former Managing Director - Australasia of Internationally owned construction and maintenance business, comprising 5 national and 2 international operational offices, over 700 employees and revenue of up to \$500M.
- Secured +\$1.5 Billion of contracts over 25 years locally, nationally and internationally
- Delivered multiple EPC and turnkey fabrication and construction projects, predominantly in the oil and gas industry, nationally and internationally. Projects include over 40 gas processing and compression facilities and over 100 compressor packages as well as numerous pipeline facilities.



# Corporate Highlights

- **Preliminary Unaudited Revenue of \$181.8 M**  
(153% increase on FY22)
- **Preliminary Unaudited EBITDA \$9.06M** (5% EBITDA Generation)
- **FY 22 Contracted Revenue of \$237M**
- **Cash at Bank \$25M** (Inc Term Deposits 30 June 2022)
- **Strong Balance Sheet**
- **Debt = NIL**

<b>Share Price</b> <b>\$0.18</b> (as at 14 Sep 22)	<b>Shares on Issue</b> <b>~110M</b>	<b>Unaudited Earnings per Share</b> <b>\$0.04c</b>
<b>Market Cap</b> <b>~\$19M</b> (as at 14 Sep 22)	<b>Cash at Bank</b> <b>~\$25M</b> Inc term Deposits (as at 30 Jun 22)	<b>Board &amp; Management</b> <b>~52%</b>

**export  
finance  
australia**

*“Strengthening Balance Sheet is an enabler to growth, by increasing Bond Facility limits, which delivers greater contract opportunities to our Group”*

Robert Spadanuda WestStar Industrial Managing Director/CEO

# FY22 Preliminary Final Report

## Financial Highlights Unaudited:

- **Record Revenue of~\$181.8M**
  - \$107.1M H2 FY22, 43% increase on H1 (H1 FY22: \$74.7M)
  - +150% increase on FY21 (FY21: ~\$71.8M)
- **FY22 Revenue Contribution**
  - SIMPEC: ~\$130.7M
  - Alltype Engineering ~\$51.1M
- **EBITDA of \$9.06M\***
  - +166% increase on FY21 (FY21: ~\$3.4M)
- **EBITDA margin of 5%**
- **NPAT of \$4.31M**
  - (HY FY22:\$2.35M)

Revenue \$181.8M	EBITDA \$9.06M
NPAT \$4.31M	EBITDA Margin ~5%

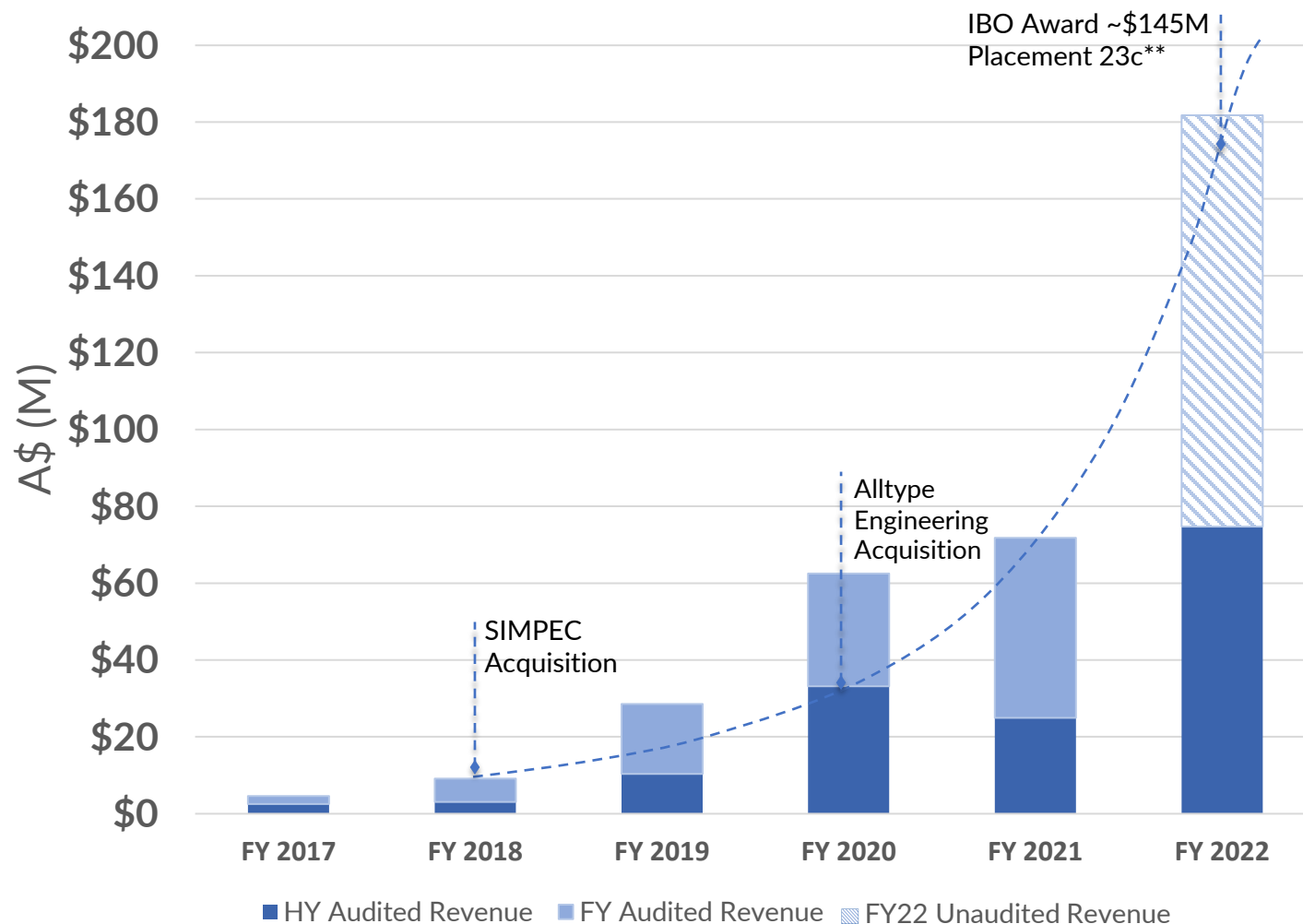
The above figures are unaudited and extracted from WestStar's 2022 Preliminary Final Report, refer ASX Announcement dated 31 August 2022 for full details.

\*Underlying EBITDA is an unaudited, non-AIFRS financial measure which is not prescribed by Australian Accounting Standards ('AAS')

# FY22 Preliminary Final Report (continued)

Revenue Growth - Growth Achieved through execution in Strategy:

- **FY22 Awarded Contracts \$237M**
- **FY23 Contract Revenue \$86M**
  - Existing Contracted Revenue FY22 = \$58M
  - Contracted Revenue Awarded FY23 = \$28M
- **Tender Pipeline and Prospects at > \$1B**



The above figures are unaudited and extracted from WestStar's 2022 Preliminary Final Report, refer ASX Announcement dated 31 August 2022 for full details.

\*Placement at 2.3c prior to 10:1 consolidation

# FY22 Preliminary Final Report (continued)

## Unaudited Consolidated Statement of Financial Position:

As at 30 June 2022	FY22 (\$M)
Cash and cash equivalents	20.3
Term Deposits - Bank Guarantees	4.5
Trade, other receivables & contract assets	25.3
Inventories	0.7
Property, plant and equipment	5.2
Right of Use assets	1.8
Intangibles	4.5
Tax assets	0.4
Other	0.3
<b>Total Assets</b>	<b>63.1</b>
Trade, other payables & contract liabilities	33.6
Borrowings	0.1
Right of Use liabilities	1.9
Provisions and other	3.9
<b>Total Liabilities</b>	<b>39.4</b>
<b>Net Assets</b>	<b>23.6</b>

### Highlights:

- **Cash at 30 June 2022 of \$20.3 M**  
\$7.15M (55%) increase on prior year 30 June 2021 comparative
- **Term Deposits and Bank Guarantees of \$4.5M**
- **Net Assets \$23.6M**  
\$8.8M (62%) increase on prior year comparative



# Current Key Contract Snapshot



## Iron Bridge Magnetite Project ~A\$145M

- A major SMP and E&I construction contract valued at ~A\$145M for the construction of the wet process plant for Iron Bridge in the Pilbara region.
- Represents the Group's largest contract win to date.
- SIMPEC will supply vertical construction services for the works, with a current workforce of approximately 600 personnel.
- SIMPEC leadership team for this project are experts in their field and have previously delivered major projects throughout Australia.



## Lynas Rare Earths ~A\$12M

- One of the first major construction packages awarded on the greenfield Rare Earths Processing Facility in Kalgoorlie.
- SMP fabrication and construction works and E&I installation works with commissioning and performance testing assistance
- Erection of a 6 metre diameter by 110 metre long, four pier kiln and all structural and mechanical drive ancillaries.
- Lynas Rare Earths Processing Facility in Kalgoorlie valued at ~A\$12 million.



## APA Group Ambania Compressor Station ~A\$25M

- APA has contracted Alltype Engineering to deliver a new two-unit Gas Turbine Centrifugal Gas Compressor Station in the Midwest region of Western Australia, 50km east of Geraldton, as part of the Northern Goldfields Interconnect (NGI) project.
- Known as Northern Goldfields Interconnect (NGI) – The Scope includes camp infrastructure, civil and earthworks, concrete, SMP fabrication and construction works and E&I installation works as well as commissioning assistance.



# Outlook & Strategy

## Outlook

- Outstanding contracted revenue yet to be delivered of ~\$86M.
- Imminent awards will increase revenue substantially.
- Tender pipeline and prospects >\$1B
- Strategic focus on access to Critical Mineral tendering activities in Western Australia's battery mineral sector (nickel, lithium and rare earth producers).
- Increased capacity to win new contracts, no limitation to opportunities.
- Continual improvement in overhead recovery.

## Strategy

- Grow recurring revenue streams and earnings.
- Strengthen margins across the group through excellent operational execution.
- Continued internal investment in systems, resources, staff and management expertise.
- End-to-end solutions through synergistic mergers and acquisitions to complement strategy of accessing new geographies and industry segments.
- To continue determining contractual protection and disciplines against labour and cost pressures.
- People – continue to attract and retain an experienced workforce with diverse skillsets in growing markets and aligned cultural outcomes.

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## News Flow

- |                              |                            |                       |
|------------------------------|----------------------------|-----------------------|
| ○ FY23 Annual Report         | ○ September Quarter Update | ○ New Contract Awards |
| ○ Broker Roadshow Nationally | ○ Earnings Guidance        | ○ Operational Updates |

# WestStar FY23 'Investment Proposition'

Strong Alignment to Shareholders,  
Directors and Management 52%  
ownership

Profitability Growth in FY23

Focus on generating capital growth  
and income for investors

Balance Sheet flexibility for capital  
management



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