



**HALF-YEAR RESULTS**  
15 FEBRUARY 2024

# HALF-YEAR HIGHLIGHTS



**\$1.4B**  
Revenue



**\$92.1M**  
EBITA



**\$5.5B**  
Strong Order Book



**7,000**  
Workforce



**\$176.7M**  
Cash Holdings



**120+**  
Projects





# FY24 HALF-YEAR RESULTS

## FINANCIAL OVERVIEW

- Revenue \$1.43 billion, up 6.7% on pcp.
- EBITDA \$157.2 million, up 10.2% on pcp.
- EBITA \$92.1 million, up 9.1% on pcp.
- NPATN \$58.0 million, up 8.6% on pcp.
- Normalised Earnings per share 12.8 cps, up 7.6% on pcp.
- Cash holdings of \$176.7 million.
- Strong order book of \$5.5 billion.
- Pipeline remains robust at \$15.6 billion, with \$2.6 billion of submitted tenders.
- Fully franked interim dividend of 6.5 cents per share, up 9.2% pcp (on a comparable franked basis).
- On track for FY24 guidance<sup>(1)</sup> as updated at the AGM in November 2023.

**NRW delivers record HY24 Results and is positioned for a strong finish to FY24**

*(1) Guidance should be read in conjunction with NRW's forward-looking statements disclosure.*

# EARNINGS AND BALANCE SHEET

- Revenue \$1.4 billion, compared to \$1.3 billion in pcp, a 6.7% increase as new contracts progressed into delivery phase.
- EBITA \$92.1 million, 9.1% higher on the pcp (\$84.4 million).
- Normalised Net Earnings (NPATN) increased by 8.6% to \$58.0 million reflecting the revenue growth across the Group.
- Non-recurring transactions in FH FY24 principally related to the Wärtsilä settlement offset by net unrealised gains on listed investments.
- Headline cash balance at 31 December \$176.7 million - expected reduction from FY23:
  - Capital investment on new and extended contracts.
  - Final dividend of \$36.1 million (8.0 cps fully franked).
- Headline debt increased predominantly due to growth capital requirements on the Curragh mining contract and Wärtsilä settlement.
- Net debt of \$158.7 million, gearing of 25.7%.

	FH FY24		FH FY23	
	Revenue	Earnings	Revenue	Earnings
	\$M	\$M	\$M	\$M
<b>Total revenue / EBITDA</b>	<b>1,426.6</b>	<b>157.2</b>	<b>1,337.2</b>	<b>142.6</b>
Depreciation and amortisation		(65.1)		(58.2)
<b>Operating EBIT / EBITA</b>		<b>92.1</b>		<b>84.4</b>
Amortisation of acquisition intangibles		(3.2)		(2.8)
Non-recurring transactions		(21.1)		(17.5)
<b>EBIT</b>		<b>67.8</b>		<b>64.1</b>
Interest		(9.2)		(8.1)
<b>Profit before income tax</b>		<b>58.6</b>		<b>56.0</b>
Income tax expense		(16.9)		(17.3)
<b>Net earnings</b>		<b>41.7</b>		<b>38.7</b>
<b>NPATN</b>		<b>58.0</b>		<b>53.4</b>

	31 Dec 23	30 Jun 23
	\$M	\$M
Cash	176.7	227.6
Financial debt	(285.6)	(260.4)
Lease debt	(49.8)	(51.5)
<b>Net debt</b>	<b>(158.7)</b>	<b>(84.3)</b>
Property, plant and equipment	519.7	491.0
Right-of-use assets	43.3	44.9
Working capital	70.4	8.9
Investments	39.0	26.9
Tax liabilities	(106.3)	(90.4)
<b>Net tangible assets</b>	<b>407.4</b>	<b>397.0</b>
Intangibles and goodwill	210.0	213.1
<b>Net assets</b>	<b>617.4</b>	<b>610.1</b>
Gearing	25.7%	13.8%
Gearing excl. AASB 16	17.6%	5.4%

# CASH FLOW

Consolidated Statement Of Cash Flows (\$M)	6 Months Ended 31 Dec 23
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	
Receipts from customers	1,595.2
Payments to suppliers and employees	(1,528.8)
Net interest	(9.2)
Income tax paid	(4.9)
<b>Net cash flow from operating activities</b>	<b>52.3</b>
<b>CASH FLOWS USED IN INVESTING ACTIVITIES</b>	
Acquisition of PPE	(90.4)
Sale of PPE	7.1
Acquisition of intangibles	(0.9)
<b>Net cash used in investing activities</b>	<b>(84.2)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>	
Proceeds from borrowings	62.1
Repayment of borrowings	(36.9)
Repayment of lease debt	(7.7)
Payment of dividends to shareholders	(36.1)
<b>Net cash used in financing activities</b>	<b>(18.6)</b>
<b>NET DECREASE IN CASH</b>	<b>(50.6)</b>
Cash and cash equivalents - Opening	227.6
Effect of FX	(0.3)
<b>Cash and cash equivalents - Closing</b>	<b>176.7</b>

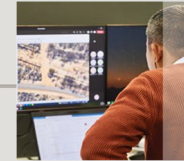
- Cash holdings \$176.7 million with cash conversion at 63.4%.
- Capital expenditure totalled \$90.4 million:
  - Growth capex \$21.0 million (new / extended contracts);
  - Sustaining capex \$36.6 million (substitution of owned equipment for hire equipment, replacement of end-of-life fleet); and
  - Maintenance capex \$32.8 million (preserving economic life).
- Borrowings related to equipment finance and the Wäertsilä settlement payment.
- FY23 final dividend of \$36.1 million paid in the period.



# SEGMENT OVERVIEW



In FY24, NRW's diversified business model will deliver revenue and earnings growth across all three segments.



PROCESS & DESIGN



MINE DEVELOPMENT



MINING



DRILL & BLAST



CIVIL INFRASTRUCTURE



MATERIAL HANDLING



OEM



PROCESS PLANT



E&I AUTOMATION



LOAD OUT INFRASTRUCTURE

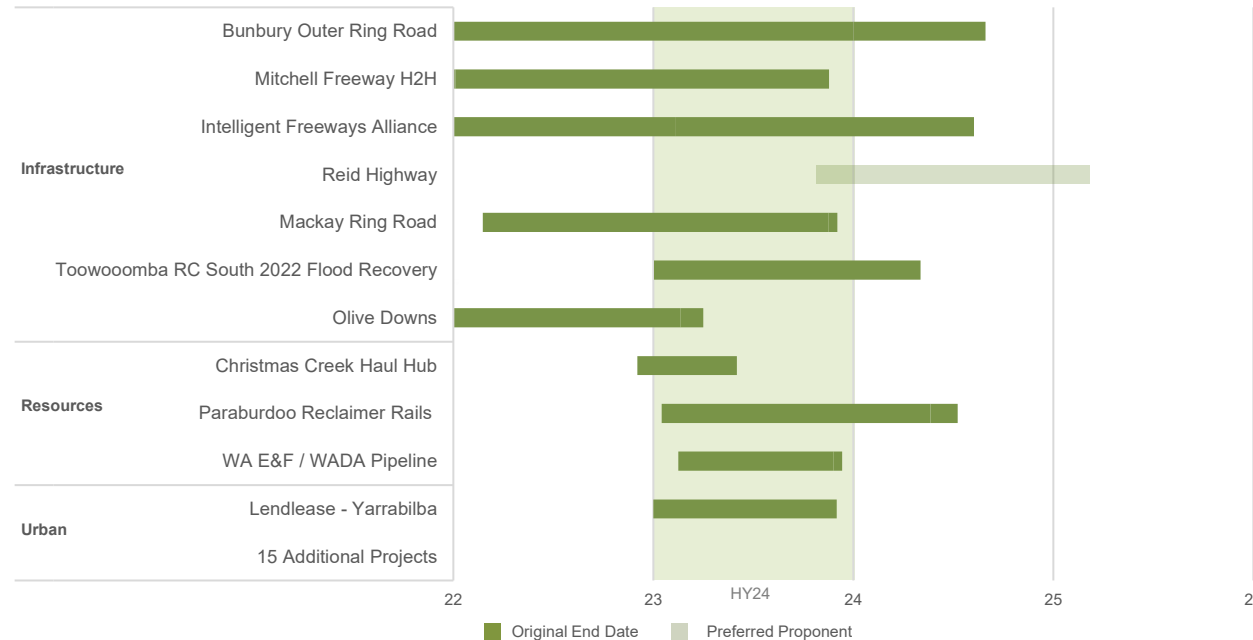


# CIVIL

- Results driven by higher levels of activity and immaterial impact of weather conditions on key public infrastructure projects in Western Australia and Queensland (BORR, Mackay Ring Road, Toowoomba Flood Remediation, Mitchell Freeway).
- Strong performance during the period across the portfolio of resources infrastructure projects (Olive Downs Rail Loop and CHPP, Yarrabilba sub-division works, Rio Tinto MSA projects).
- Forward outlook remains very positive due to iron ore expansion works and public infrastructure in Western Australia, and public infrastructure, flood remediation works and buoyant residential housing market in Queensland.
- Awarded Preferred Proponent status for the \$225 million Reid Highway Interchanges project - will contribute to Group results during FY25 and FY26.

	FH FY24	FH FY23
Revenue (\$M)	297.3	251.7
EBIT (\$M)	12.2	8.8
Margin (%)	4.1%	3.5%

## CIVIL PROJECTS



**\$0.7B**  
Order Book



**\$0.2B**  
Active Tenders

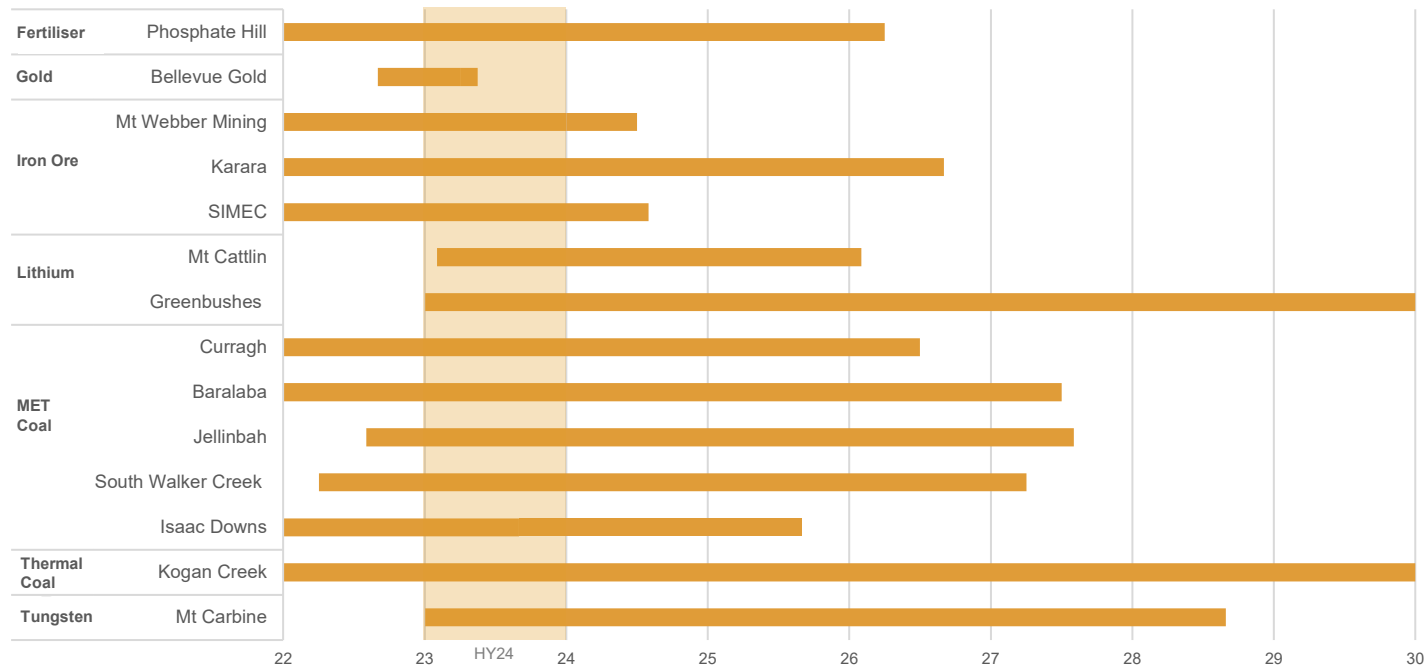


# MINING

- Strong revenue and EBIT growth due to high levels of activity and immaterial impact of weather conditions.
- Revenue for FY24 is fully secured, with the majority of FY25 revenue under contract. Focus is on opportunities contributing to FY26 and beyond.
- Positive outlook in core markets (iron ore, metallurgical coal and gold) with active tendering.
- Potential volume reduction announced by Greenbushes will be immaterial to FY24 results.

	FH FY24		FH FY23	
	\$M	%	\$M	%
Revenue	772.2		726.0	
EBITDA	122.9	15.9%	103.8	14.3%
Depreciation	(53.3)		(47.2)	
EBIT	69.6	9.0%	56.6	7.8%

## MINING PROJECTS



**\$3.4B**

Order Book



**\$1.9B**

Active Tenders



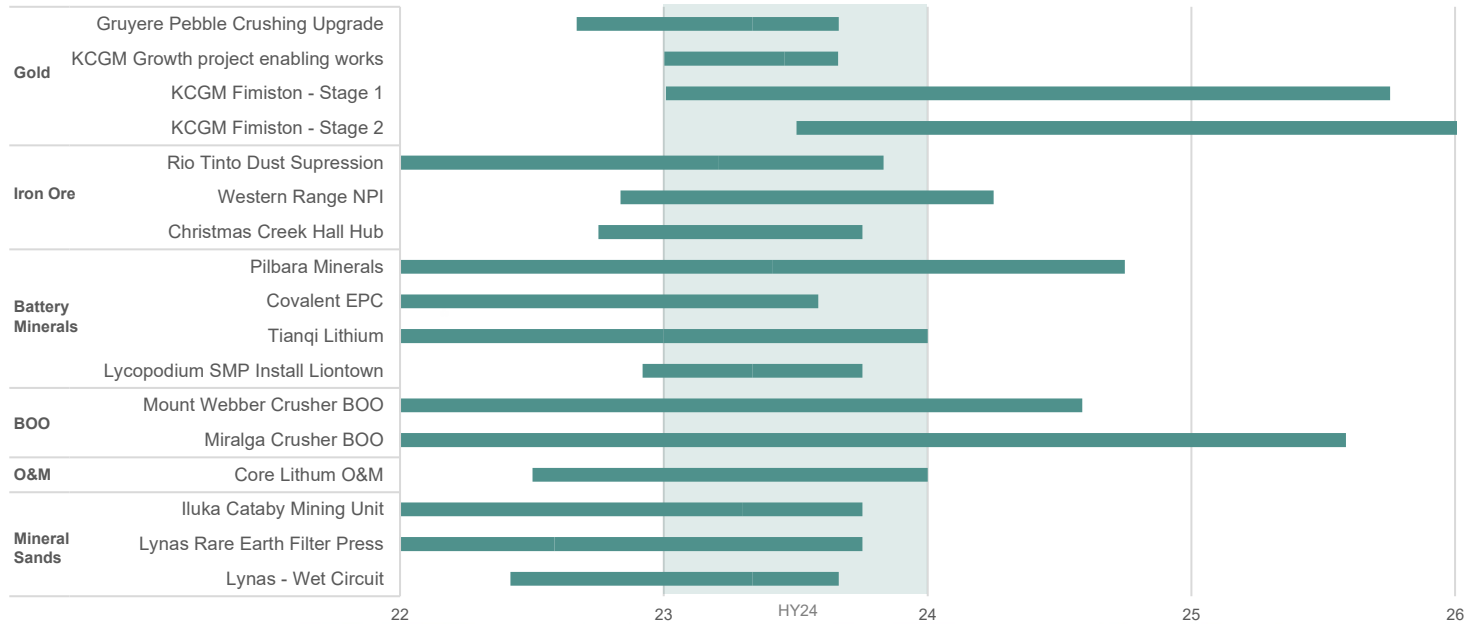


# MINERALS, ENERGY & TECHNOLOGIES (MET)

- Profitability of the segment has grown to 5.5% from 4.2% at June 23.
- With legacy projects completed in FY23, Primero performed strongly in FH FY24 exceeding planned returns, achieving an EBIT margin of 6.4%.
- RCR's contribution was below plan due to delayed awards in projects division impacting margin for the segment. Also impacted by upfront overheads incurred to support expected future significant growth in the products support business.
- Across RCR, DIAB and OFI, the iron ore, gold and rare earths clients continue to feed a strong pipeline of opportunities.
- Outside the resources sector, OFI and RCR are continuing to pursue opportunities in the defence sector which is also viewed as a significant future opportunity.
- No material risk to secured lithium revenues in FY24 and FY25.

	FH FY24	FH FY23	FY23
Revenue (\$M)	392.6	382.6	729.1
EBIT (\$M)	21.7	28.5	30.5
Margin %	5.5%	7.4%	4.2%

## MET PROJECTS



**\$1.3B**  
Order Book



**\$0.5B**  
Active Tenders



# ENVIRONMENTAL, SOCIAL & GOVERNANCE PERFORMANCE AND INITIATIVES

## ENVIRONMENTAL

- A core focus on reducing our Group's carbon footprint through:
  - Progressing the installation of renewable energy at facilities and workshops in Osborne Park, Hazelmere and Bunbury.
  - Continued roll out of electric vehicles as part of our light vehicle fleet.
- Seeking to partner with our clients and suppliers to offer flexible solutions to carbon reduction including:
  - Driving operational efficiencies with digital technologies.
  - The provision of renewable energy where available.
  - Partnering with suppliers and OEMs to share information and knowledge regarding the transition to lower carbon solutions.

## SOCIAL

- Strong safety performance recording another year with no serious or significant injuries to our people and a further reduction in TRIFR to 4.56 (FY23: 5.06).
- Continued focus and progress on rolling out our Critical Risk Management program across the Group.
- Psychosocial Risk Assessments in accordance with regulatory guidance, in addition to education and awareness sessions for our leaders.
- A workforce total of 7,000 (FY23: 7,200) across our business.
- An increase in female workforce to 17.2% (FY23: 16.6%) and a marginal increase to our indigenous workforce to 3.7%.
- Continued targeted employment and development programs to increase diversity.
- Continued charitable and in-kind contributions to initiatives such as Telethon, Movember, RUOK Charity, GIVIT and other community initiatives.

## GOVERNANCE

- Refreshed Conflicts of Interest Procedure to ensure our business remains committed to eliminating unlawful, negligent and improper conduct in the workplace - including training for all staff.
- Continued focus on integrating sustainability into key business processes such as business planning, project tendering, and risk and opportunity management.



# OUTLOOK & GUIDANCE

## OUTLOOK<sup>(1)</sup>

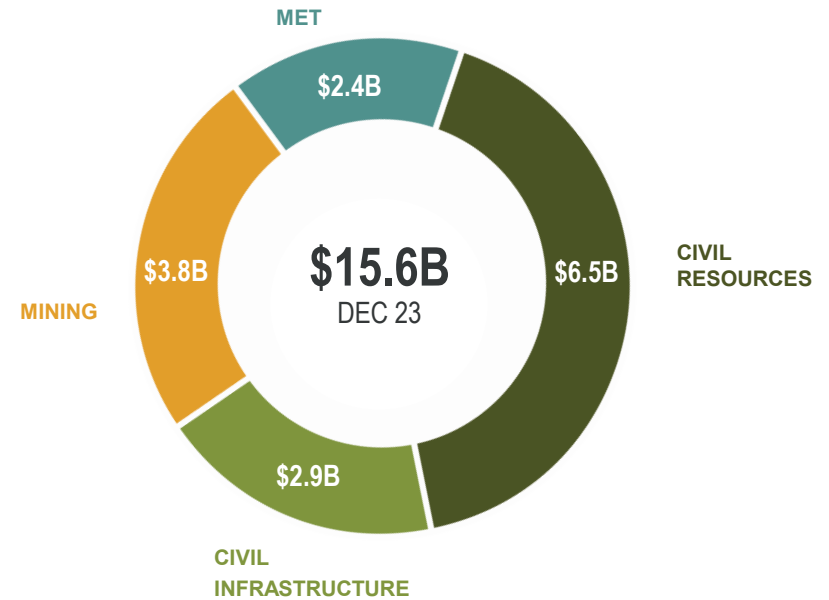
Remains strong as:

- Total Group pipeline is \$15.6 billion and continues strong trend previously reported.
- Current submitted tenders of \$2.6 billion.
- \$4.0 billion of work secured for FY25 and beyond.

## GUIDANCE - RECONFIRMED

- FY24 full year revenue is expected to be in excess of \$2.9 billion.
- Earnings (EBITA) for FY24 between \$175.0 million to \$185.0 million, with expectations firming at the high end of the range.
- Cash and gearing consistent with long-term averages.

## PIPELINE



(1) Guidance should be read in conjunction with NRW's forward-looking statements disclosure.





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