



# Investor Presentation

August 2017

Chris Tuckwell

Peter Gilford

Managing Director / CEO

CFO / Company Secretary



# CORPORATE SNAPSHOT

## Capital Structure

Share price (as at 25th August 2017)	\$1.83
Ordinary shares (ASX:MLD)	234.3 million
Market capitalisation (undiluted)	\$428.8 million
Net tangible assets (30 June 2017)	\$255.2 million
Cash (30 June 2017)	\$112.0 million
Bank debt (30 June 2017)	\$47.8 million
Enterprise Value	\$364.6 million
ASX Listing	10 Nov 2010

## Substantial Shareholders - as at 30 June 2017

Name	Shareholding
Perpetual Investments Ltd	7.46%
Kenneth Kamon	7.37%
Paradice Investment Management Pty Ltd	6.27%
G A Baker / Gemblue Nominees	5.33%
FM and SJ Maher	5.25%
Vinva Investment Management Limited	5.04%
Top 20 Shareholders	69.40%
Top 50 Shareholders	85.62%

## Directors and Senior Management

Andrew Edwards	Non-executive Chairman
Chris Tuckwell	Managing Director / CEO
Geoff Baker	Executive Director
Linton Kirk	Non-executive Director
Robert Ryan	Non-executive Director
Peter Gilford	CFO / Company Secretary
Tim Gooch	General Manager – Mining
Mark Davidovic	General Manager – Civil and Infrastructure
Mitch Wallace	General Manager – Brazil Operations
David Greig	General Manager – Business Development
David Kent	General Manager – Corporate Services
Adam Struthers	Plant Manager
Tony McClure	General Manager – MACA Interquip

# FINANCIAL AND OPERATIONAL OVERVIEW

## Full year result FY17

Revenue of \$497.9 million ▲ 15% on pcp

EBITDA of \$99.2 million ▲ 9% on pcp

NPAT of \$32.1 million ▲ 33% on pcp

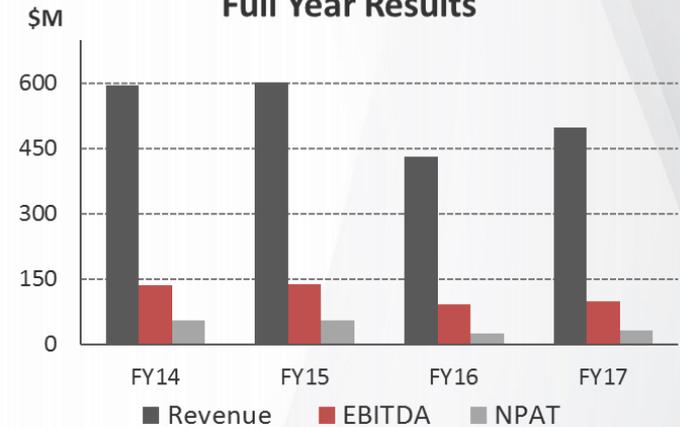
Cash from operating activities \$68.1 million

Full year dividend 9.0cps - fully franked ▲ 6% on pcp

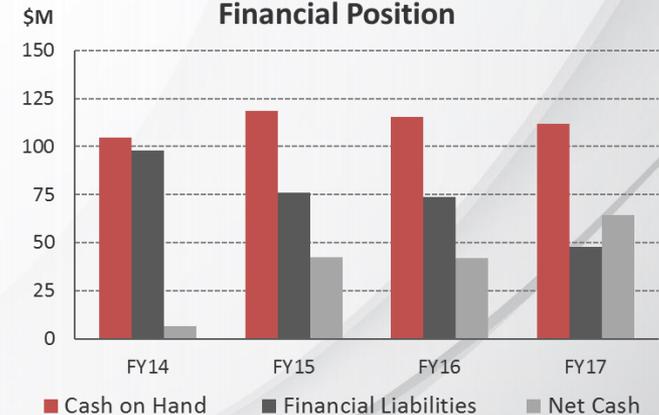
Strong order book of \$1,130 million as at 30 June 2017

Strong balance sheet with \$64.2 million net cash

## Full Year Results



## Financial Position



# FINANCIAL AND OPERATIONAL OVERVIEW

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## Full year result FY17

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### Mining

- ❑ Awarded the Mount Magnet project for Ramelius Resources - contract value +\$100 million over 30 months
- ❑ Commenced works for Blackham Resources - Matilda project - contract value of \$116 million over 32 months
- ❑ Completed works for Metals Mining Group (MMG) - Golden Grove project
- ❑ Completed works for Silver Lake Resources at Mount Monger operations
- ❑ Commenced works for Northern Minerals at Browns Range - contract value \$10 million (incl Civil)
- ❑ Works with Atlas and the Contractor Collaboration Agreement over the last 2 years has worked well for all parties. Wodgina completed and Mt Dove crushing commenced late in the 2<sup>nd</sup> half

### International

- ❑ Both Tucano for Beadell and Antas for Avanco performing well with potential scope increase in the longer term available with both clients. Other opportunities also being investigated within Brazil

### MACA Interquip

- ❑ Acquisition of Interquip Pty Ltd (60%) in December 2016 - an end to end mineral process business providing Structural, Mechanical and Piping (SMP) capabilities
- ❑ Commenced works for Newmont in the Tanami
- ❑ Solid Pipeline of opportunities supports expectations for strong growth in revenue and profit

# FINANCIAL AND OPERATIONAL OVERVIEW

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## Civil / Infrastructure

- ❑ Award of Gruyere Joint Venture - bulk earthworks - contract value of \$49 million over 15 months - commenced in June 17
- ❑ Acquisition of remaining 25% of Services South East Pty Ltd (SSE) - now MACA Infrastructure - established to grow opportunities in road and asset maintenance
- ❑ Award of Kimberley road maintenance - contract value of \$18 million over 2 years - MRWA
- ❑ Completion of Collie Lake King Road and Fautleroy Avenue for MRWA
- ❑ Extended road maintenance contracts with VicRoads for another 2 years to Jul 19 - value \$8.5 million

**Work In Hand position of \$1.13 billion as at 30 June 2017**

**Solid balance sheet - strong net cash position and strong working capital position**

**Full year FY2018 forecast revenue of approximately \$560 million (FY2017 \$498 million)**

**The strong working capital position + work in hand position provide a sound platform to maintain the dividend payout ratio**

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# FINANCIAL SUMMARY

<b>FY17 Results</b>		30 June 2017	30 June 2016
Revenue	\$m	<b>497.9</b>	431.4
EBITDA	\$m	<b>99.2</b>	90.7
EBIT	\$m	<b>46.4</b>	34.3
Net Profit Before Tax	\$m	<b>44.1</b>	33.6
<b>Net Profit After Tax</b>	<b>\$m</b>	<b>32.1</b>	24.2
Contracted / Awarded Work in Hand	\$m	<b>1,130</b>	1,150
Operating Cash Flow	\$m	<b>68.1</b>	64.1
Earnings per share - basic	cps	<b>13.7</b>	10.4
Final Dividend per share (fully franked) <sup>1</sup>	cps	<b>4.5</b>	4.5

<sup>1</sup> Dividend Record date 7th September 2017 for Final Dividend of 4.5 cents per share payable on 22nd September 2017.

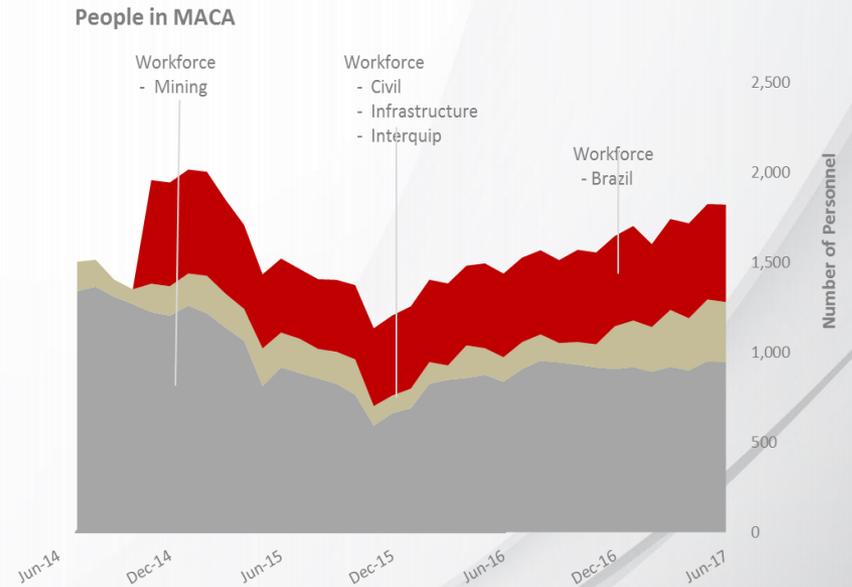
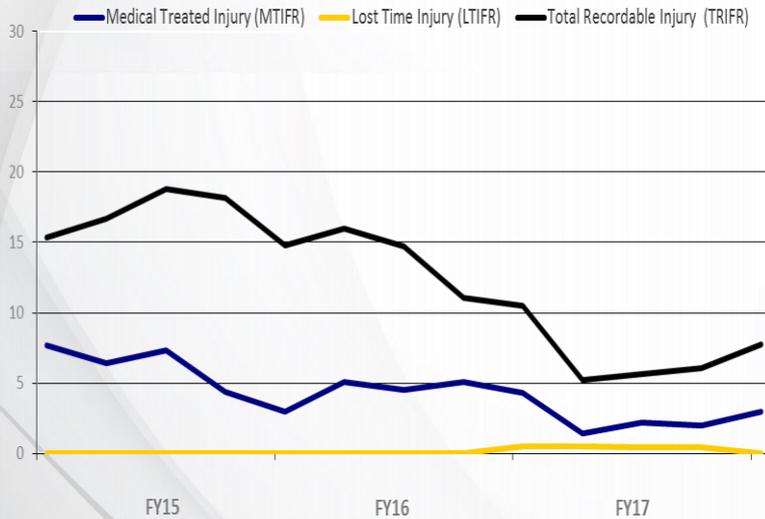
# SAFETY, ENVIRONMENT AND TRAINING

## Solid Safety Performance

As at June 2017 MACA employed a workforce of +1200 personnel throughout Western Australia and Victoria in Australia, and Brazil in South America, and also directs a workforce in Brazil of +320 personnel

MACA has consistently maintained a Lost Time Injury Frequency Rate well below industry averages

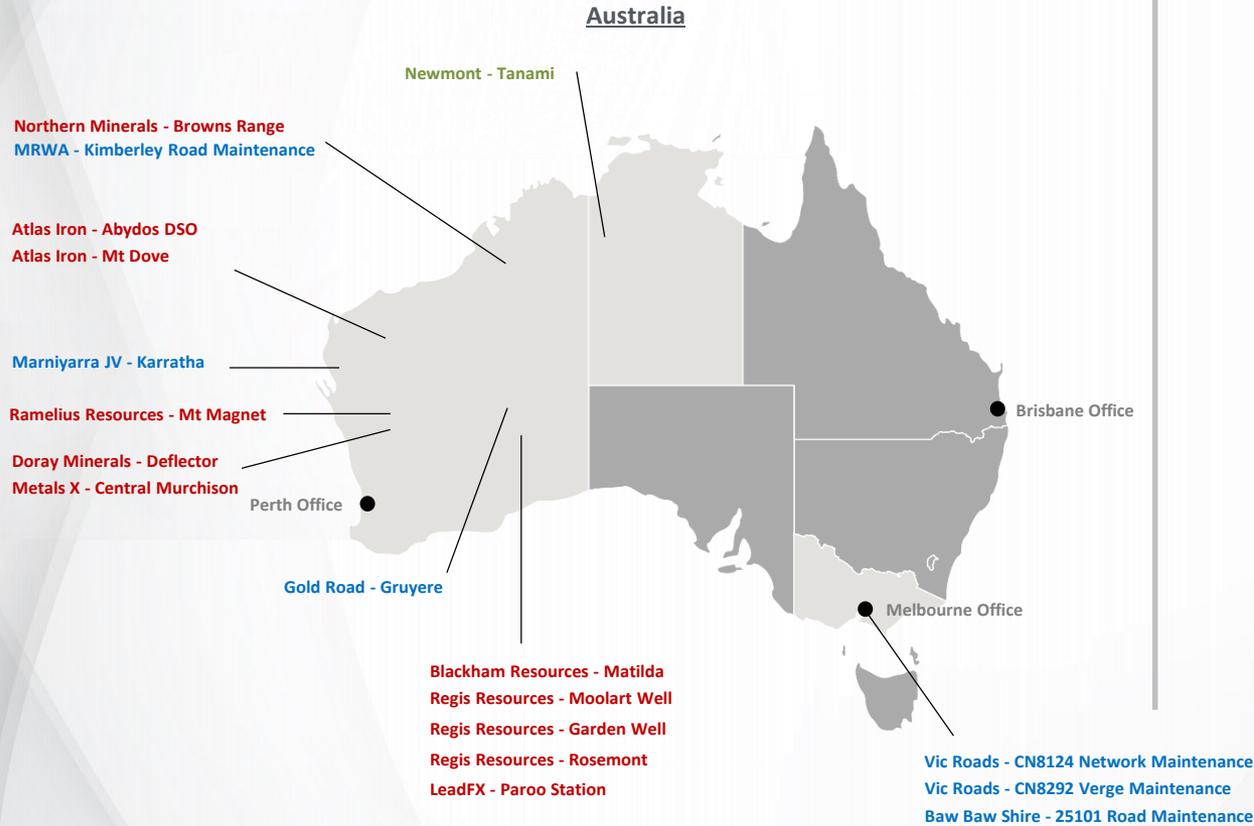
Safety remains a core focus within our business



# PROJECT LOCATIONS

**Mining**    **Civil / Infrastructure**    **MACA Interquip**

## Brazil - South America



**Completed FY17**

- MRWA - Fauntleroy Avenue
- MRWA - Collie / Lake King Road

**Completed FY17**

- Atlas Iron - Wodgina
- Silver Lake Resources - Mt Monger
- MMG Mining - Golden Grove
- Doray Minerals - Deflector



# WORK IN HAND POSITION - JUNE 2017

## Current Client Base and Contracts

### Mining



Company	Project
Regis Resources	Garden Well Rosemont Moolart Well
Blackham Resources	Matilda
Ramelius Resources	Mt Magnet
Atlas Iron	Abydos Mining Abydos Crushing Wodgina Mining Mt Dove Crushing
Doray Minerals	Andy Well Deflector
MetalsX	Central Murchison
LeadFX	Paroo Station
Northern Minerals	Browns Range
Beadell Resources	Tucano (Brazil)
Avanco Resources	Antas (Brazil)

### Civil



Company	Project
Gold Road Resources	Gruyere JV
Goldfields	

### Infrastructure



State	Client	Project
Western Australia	Kimberley Road Maintenance	
Victoria	VicRoads (CN 8292)	
Victoria	VicRoads (CN 8124)	
Victoria	Baw Baw Shire (25101)	

### MACA Interquip



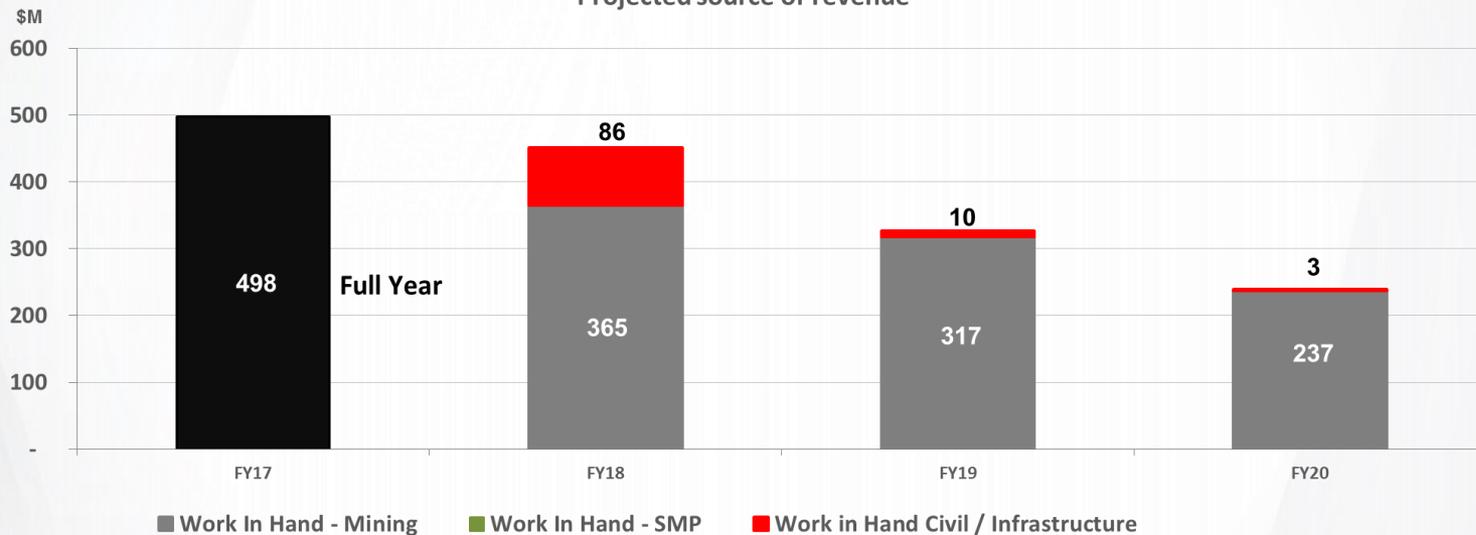
Company	Project
Newmont	Tanami Expansion



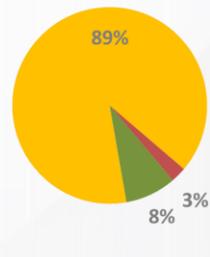
Contract durations are based on - contract terms being time based and/or volume based and using latest schedule information and pricing

# WORK IN HAND POSITION - JUNE 2017

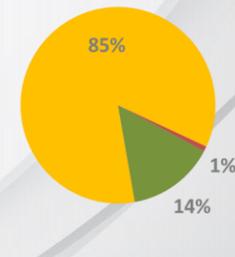
Projected source of revenue



Commodity Split - FY18



Commodity Split - All Mining WIH



# COMPANY OUTLOOK

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- ❑ **Mining** – opportunities in the sector with projects coming on line in the next 6 – 18 months at near record levels in value
- ❑ **International** – potential scope increase for current projects. Pursuing other opportunities in Brazil and other jurisdictions
- ❑ **Civil / Infrastructure** – having integrated MACA Infrastructure and made appropriate changes to the civil and infrastructure business, we are now well positioned to pursue opportunities presented by this restructure, together with our geographical presence and service offering.
- ❑ **MACA Interquip** – Since buying into the business late in the first half we have restructured the business to suit our ongoing strategy and are ready to build on the work available in this sector
- ❑ Increased business development capability to review organic growth and potential acquisitions within Australia
- ❑ Strong alignment with clients and key stakeholders remains a strong value within MACA
- ❑ A strong net cash and working capital position supports our capacity to fund new projects, maintain our dividend payout ratio and to pursue growth opportunities
- ❑ Revenue is forecast to grow in FY2018 to be approximately \$560 million
- ❑ Order book of \$1.13 billion as at 30 June 2017

# INCOME STATEMENT

<b>A\$ million</b>	<b>FY 15</b>	<b>FY 16</b>	<b>FY 17</b>
Revenue	601.4	431.4	497.9
EBITDA	138.2	90.7	99.2
EBITDA Margin	23.0%	21.0%	19.9%
EBIT	79.1	34.3	46.4
EBIT Margin	13.2%	8.0%	9.3%
Net Profit After Tax	55.4	24.2	32.1
Net Profit Margin	9.1%	5.6%	6.4%
Basic earning per share - cents	24.0	10.4	13.7
Total dividends per share - cents	39.5	8.5	9.0
Shareholders funds	256.0	255.6	269.7
Net cash flow from operating activities	136.5	64.1	68.1
Net cash	42.3	41.9	64.2

# BALANCE SHEET

A\$ million	FY 15	FY 16	FY 17
Cash and cash equivalents	118.5	115.6	112.0
Trade and other receivables	80.2	73.5	113.7
Loans	16.1	7.1	9.7
Inventories	7.8	10.0	13.6
Work In Progress	4.8	0.1	(0.3)
Property, plant and equipment	158.6	154.1	128.9
Other assets	13.2	12.9	18.0
<b>Total Assets</b>	<b>399.2</b>	<b>373.3</b>	<b>395.6</b>
Payables	55.1	32.9	64.0
Borrowings	76.2	73.7	47.8
Provisions	8.9	10.0	10.4
Other Liabilities	3.0	1.1	3.7
<b>Total Liabilities</b>	<b>143.2</b>	<b>117.7</b>	<b>125.9</b>
<b>Shareholders Equity</b>	<b>256.0</b>	<b>255.6</b>	<b>269.7</b>
<b>Net Cash / (Debt)</b>	<b>42.3</b>	<b>41.9</b>	<b>64.2</b>
Net tangible asset backing - cents per share (basic)	107.45	106.08	108.89

# COMMUNITY

## Title Sponsor for the Ride to Conquer Cancer 2017



## Team Sponsor for the Hawaiian Ride for Youth 2017



## Other Sponsorship



MACA is proud to be the "Title Sponsor" of the Perth Ride to Conquer Cancer 2017 in support of the Harry Perkins Institute of Medical Research.

Supporting ground breaking research initiatives and innovative new treatments at the Harry Perkins Institute of Medical Research, Australia's premier cancer research institute.



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All currency is denominated in Australian dollars.



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