



Investor Presentation

February 2018

Chris Tuckwell
Managing Director / CEO

Peter Gilford
CFO / Company Secretary



CORPORATE SNAPSHOT

Capital Structure

Share price (23rd February 2018)	\$1.615
Fully paid ordinary shares (ASX:MLD)	267.8 million
Market capitalisation (undiluted)	\$432.5 million
Net tangible assets (31 Dec 2017)	\$314.0 million
Cash (31 Dec 2017)	\$136.1 million
Bank debt (31 Dec 2017)	\$46.8 million
Enterprise value	\$343.1 million
ASX listing	November 2010

Substantial Shareholders - 31 December 2017

Name	Shareholding
Perpetual Investments Ltd	9.80%
Kenneth Kamon	6.45%
Schroder Investment Management (Australia) Ltd	5.51%
Top 20 Shareholders	68.4%
Top 50 Shareholders	87.6%

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

Analyst Coverage

Hartleys Limited	Trent Barnett
Moelis Australia	Sean Kiriwan
Cannacord Genuity	Cameron Bell

FINANCIAL AND OPERATIONAL OVERVIEW

Half year result FY18

Revenue of \$285.0 million ▲ 18% on pcp

EBITDA of \$37.8 million* ▼ 28% on pcp

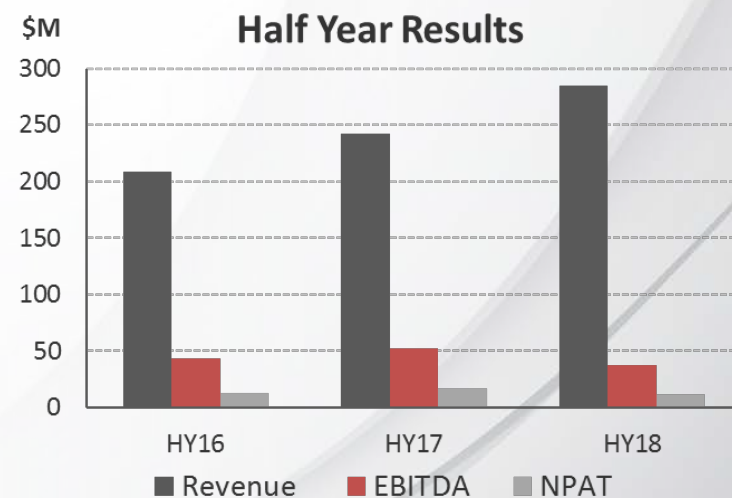
NPAT attributable to members of \$12.0 million ▼ 28% on pcp

Interim dividend 3.0 cps - fully franked ▼ 33% on pcp

Strong order book of \$1,071 million

Strong balance sheet with \$89.4 million net cash

*EBITDA includes a one off operating loss from a poor performing contract in MACA Interquip of \$6.5M. This project is now complete with no further exposure.



FINANCIAL AND OPERATIONAL OVERVIEW

Half year result FY18

Mining

- ❑ Commenced works for the Mt Magnet project - Ramelius Resources - contract value +\$100 million over 30 months
- ❑ Commenced works for the Pilgangoora project - Pilbara Minerals - contract value +\$85 million over 2 years (+1 +1) - includes mining of DSO (extension)
- ❑ A \$14 million secured loan, and an initial \$8 million sub underwriting commitment to an entitlement issue that was reduced to \$400K(<1% ownership) in Blackham Resources Limited, the owner of the Matilda gold project in January and February 2018
- ❑ Completed works for MetalsX at the Central Murchison operations
- ❑ Completed mining and civil works for Northern Minerals at Browns Range - contract value \$10 million
- ❑ Works with Atlas and the Contractor Collaboration Agreement over the last 2 ½ years has worked well for all parties with Abydos now completed. Separate Mt Dove crushing contracts for Atlas commenced later in the 1st half for iron ore ex Mt Webber and in near future lithium DSO ex Pilgangoora
- ❑ Reversal of prior period crushing equipment impairment of \$2.2M on increased activity.
- ❑ Subsequent to year end the award of:
 - Mining services for Minjar Gold at Gossan Hill - contract value +\$11 million
 - Crushing services for Atlas Iron at Mt Dove using Lithium DSO from Pilbara Minerals

International

- ❑ The Antas project for Avanco Resources performing well with potential scope increase in the longer term
- ❑ Working on cost saving initiatives with Beadell Resources at Tucano
- ❑ Other opportunities being investigated within Brazil and Cambodia

FINANCIAL AND OPERATIONAL OVERVIEW

MACA Interquip

- ❑ Downgrade to MLD half year results due to poorly performing project - now complete with no remaining exposure. \$3.8M impact to Net Profit Attributable to members for the period
- ❑ Impairment of Goodwill of \$3.3M. Writeback of earn-out not payable \$1.5M. Net impact to profit of \$1.8M before tax

Civil and Infrastructure - combined revenue last year \$52 million, this year revenue +\$120 million

Western Australia

- ❑ Award of Gold Road - Gruyere bulk earthworks - commenced in June 2017 - contract value of \$54 million incl variations over 15 months
- ❑ Kimberley road maintenance - MRWA
- ❑ Award of tailings storage facilities for Blackham Resources and Pilbara Minerals in second half

Victoria

- ❑ Extended some road maintenance contracts with VicRoads for another 2 years to Jul 2019 - value \$8.5 million
- ❑ Shortlisted tenderer for the Provision of Maintenance Services Road Assets South Central Metropolitan Melbourne
- ❑ Recent civil contract wins on road intersections and bus lanes

September capital raising - \$60M / 33.4M shares / \$1.80 per share

Current Work In Hand position of \$1.1 billion

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

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

REPORTED PROFIT AND LOSS

A\$million	HY 17	HY 18	% change
Sales Revenue	242.5	285.0	18%
EBITDA	52.2	37.8	(28)%
<i>EBITDA margin</i>	<i>21.5%</i>	<i>12.8%</i>	
EBIT	26.1	13.7	(48)%
<i>EBIT margin</i>	<i>10.7%</i>	<i>4.8%</i>	
Profit Before Tax	25.0	14.0	(44)%
<i>Profit before tax margin</i>	<i>10.3%</i>	<i>4.9%</i>	
Profit attributable to members	16.6	12.0	(28)%
<i>Profit after tax margin</i>	<i>6.8%</i>	<i>4.2%</i>	

WHERE WE OPERATED

Australia

Western Australia

Kimberley Region

MINING / CIVIL – Northern Minerals – Browns Range
INFRASTRUCTURE – MRWA – Kimberley Road Maintenance

Pilbara Region

MINING / CIVIL – Pilbara Minerals – Pilgangoora
MINING / CRUSHING – Atlas Iron – Abydos
CRUSHING – Atlas Iron – Mt Dove
CIVIL – Marniyarra JV – Karratha

Murchison Region

MINING – Ramelius Resources – Mt Magnet
MINING – MetalsX – Central Murchison
MINING – Minjar Gold – Gossan Hill

Eastern Goldfields Region

MINING – Regis Resources – Moolart Well
– Garden Well
– Rosemont
MINING / CIVIL – Blackham Resources – Matilda
MINING – LeadFX – Paroo Station
CIVIL – Gruyere Earthworks – Gold Road / Gold Fields JV

Northern Territory

INTERQUIP – Newmont – Tanami

Victoria

INFRASTRUCTURE – VicRoads – CN8124 Network Maintenance
INFRASTRUCTURE – VicRoads – CN8292 Verge Maintenance
INFRASTRUCTURE – Baw Baw Shire – 21501 Network Maintenance
CIVIL – O’Herns Road Intersection

International

Brazil

MINING – Beadell Resources – Tucano (Amapá State)
MINING – Avanco Resources – Antas North (Para State)



CONTRACT TENURE

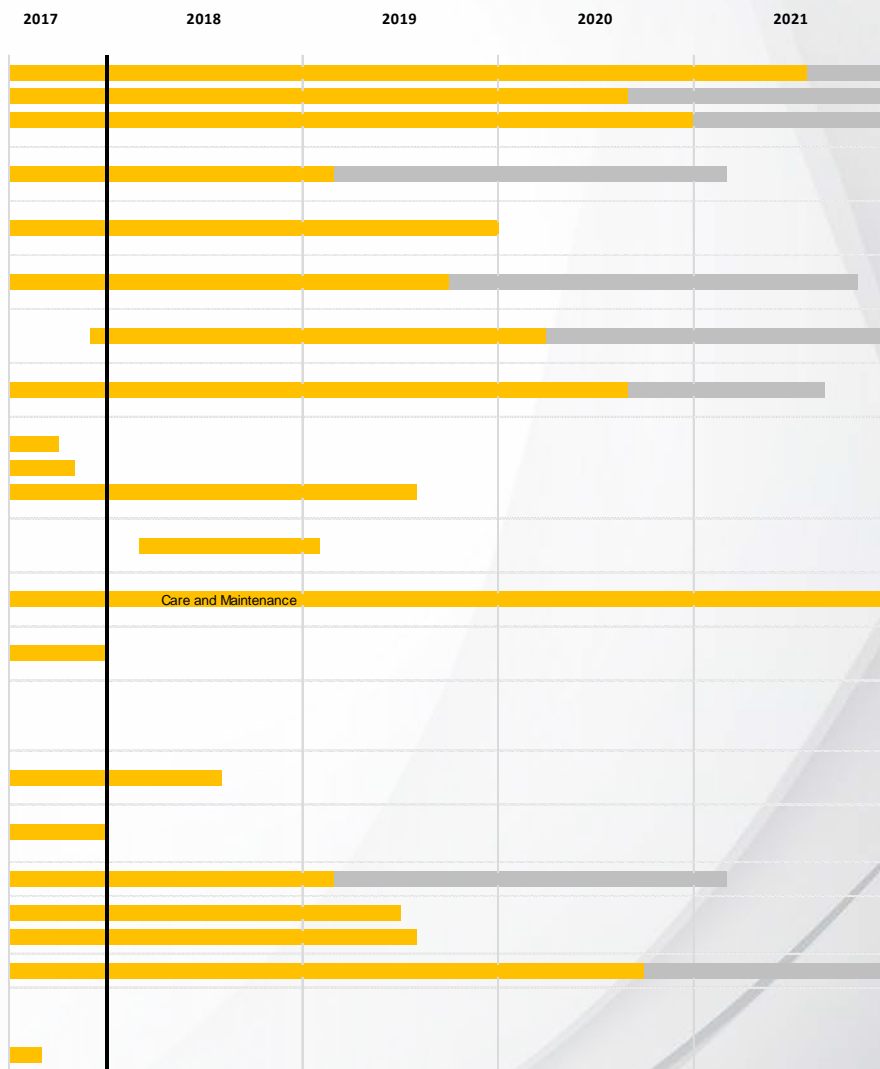
Mining

Current Client Base and Contracts



Regis Resources

Garden Well
Rosemont
Moolart Well



Civil / Infrastructure



Gold Road

Gruyere JV



Northern Minerals

Browns Range



Western Australia

Kimberley Road Maintenance



Victoria

VicRoads (CN 8292)



Victoria

VicRoads (CN 8124)



Victoria

Baw Baw Shire (25101)



MACA Interquip



Newmont

Tanami Expansion

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

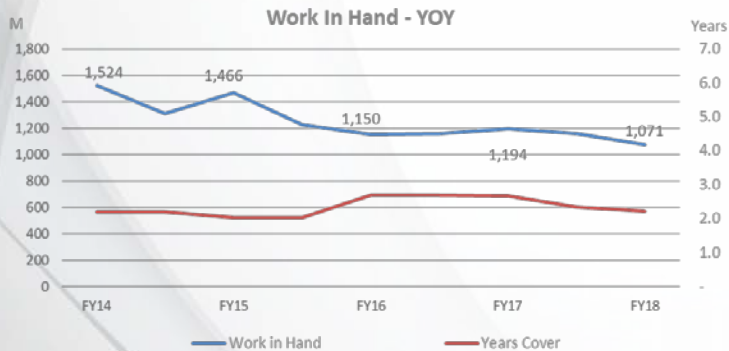
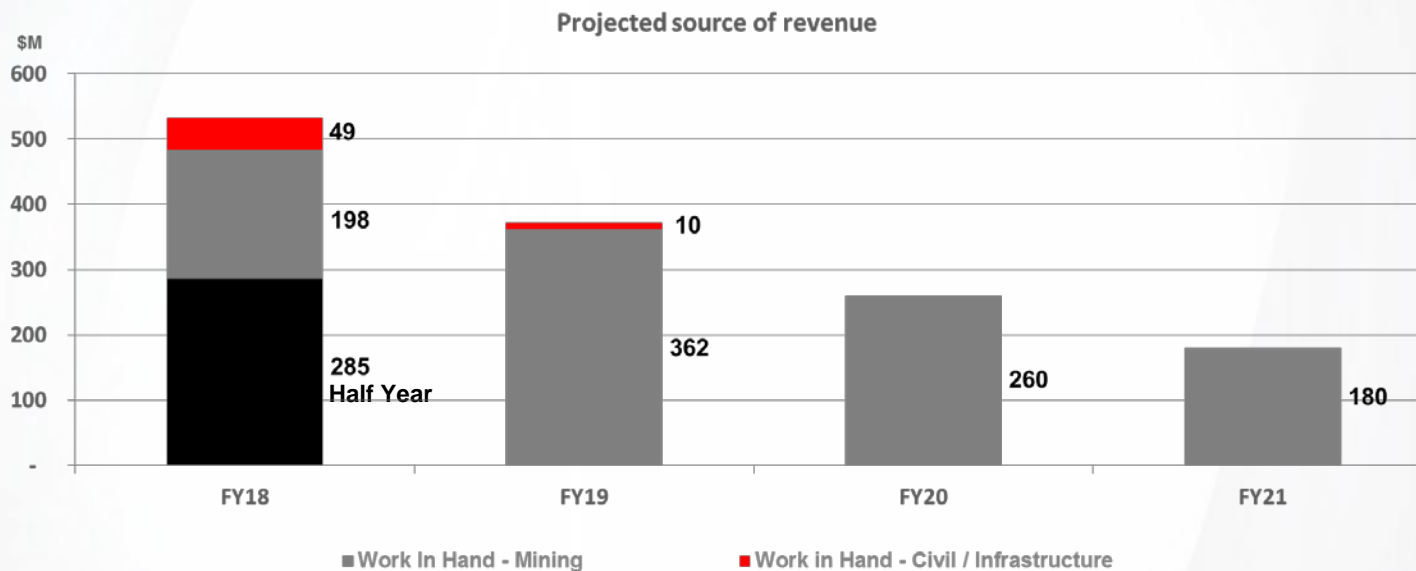


Current Contracts

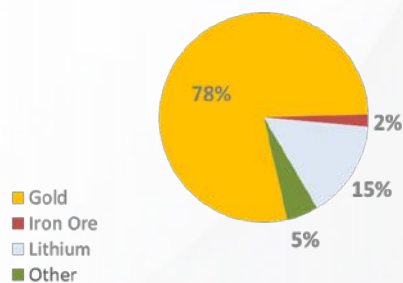


Option to Extend

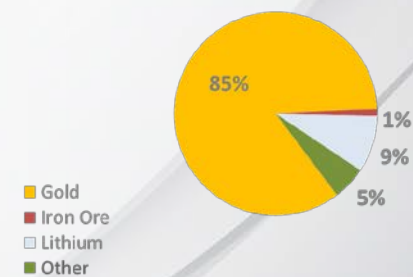
WORK IN HAND POSITION – AS AT NOW



Commodity Split - FY18 - Mining WIH

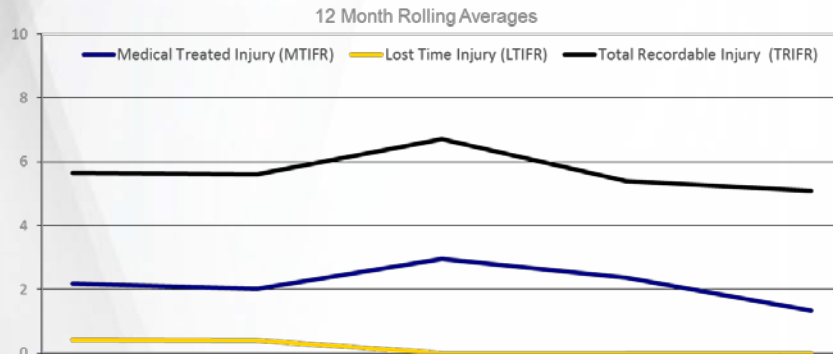


Commodity Split - All Mining WIH



SAFETY AND PEOPLE

Frequency Rates



People

As at December 2017 MACA employed a workforce of +1300 personnel throughout Western Australia and Victoria in Australia, and Brazil in South America

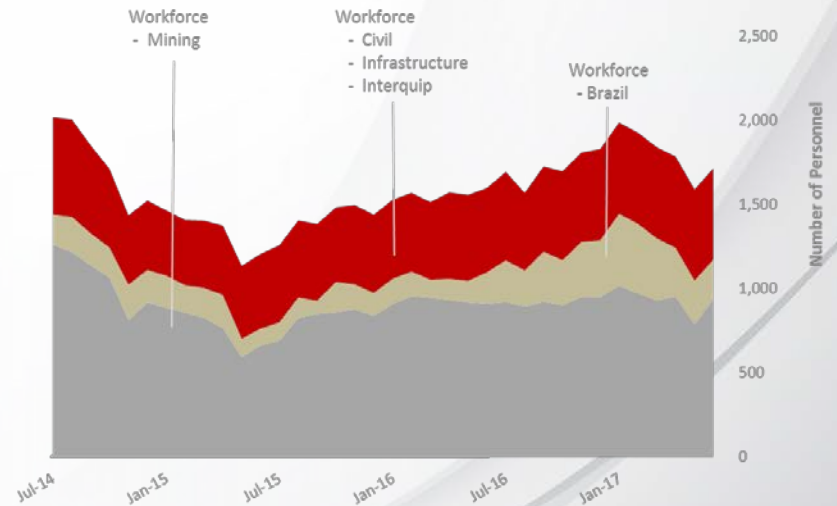
MACA Leadership course - Behaviour and management performance training module with all supervisors and managers from all business units completing the course

Safety

Our commitment to safety remains a core business value

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

People in MACA



COMPANY OUTLOOK

- ❑ **Mining** – opportunities in the sector with projects coming on line in the next 6 – 18 months including the Eastern States
- ❑ **International** – potential scope increase for current projects. Currently pursuing other opportunities in Brazil and Cambodia
- ❑ **Civil / Infrastructure** – pursuing larger value opportunities in both maintenance and civil disciplines in Western Australia, Victoria and other states. Improving market conditions on increased infrastructure and resource spending
- ❑ **MACA Interquip** – 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 within Australia
- ❑ A solid balance sheet (net cash) to fund new projects
- ❑ Strong alignment with key stakeholders and clients remains a strong value within MACA
- ❑ A strong net cash and working capital position supports our capacity to maintain dividend payout ratio and to pursue other opportunities
- ❑ Revenue forecast FY2018 expected to be approximately \$560 million. Slight impact to 2nd half margins expected due to wet weather reducing total mining earth movement volumes.
- ❑ Order book of \$1.1 billion

INCOME STATEMENT

A\$ million	HY 16	HY 17	HY 18
Sales Revenue	208.5	242.5	285.0
EBITDA	42.9	52.2	37.8
EBITDA margin	20.6%	21.5%	13.3%
EBIT	16.4	26.1	13.7
EBIT margin	7.9%	10.7%	4.8%
Net Profit After Tax (attributable to members)	12.4	16.6	12.0
Net Profit Margin	5.9%	6.8%	4.2%
Basic earning per share - cents	5.34	7.12	4.73
Total dividends per share - cents	4.0	4.5	3.0
Shareholders funds	240.8	265.7	326.2
Net cash flow from operating activities	30.6	43.6	0.1 *
Net cash	29.4	61.1	89.4

* Reduction in net cash flow from operating activities reflects the impact of extended trading terms being provided to a number of clients

BALANCE SHEET

A\$ million	HY 16	HY 17	HY 18
Cash and cash equivalents	98.2	121.9	136.1
Trade and other receivables	50.4	94.7	129.6
Loans	13.4	8.1	9.7
Inventories	10.0	13.4	14.1
Work In Progress	(0.3)	3.1	(3.0)
Property, plant and equipment	150.6	143.0	126.4
Other assets	19.2	15.1	23.1
Total Assets	341.5	399.3	436.0
Payables	19.3	58.4	46.1
Borrowings	68.9	60.8	46.8
Provisions	12.4	10.3	10.5
Other Liabilities	0.1	4.1	6.5
Total Liabilities	100.7	133.6	109.8
Shareholders Equity	240.8	265.7	326.2
Net Cash / (Debt)	29.4	61.1	89.4
Net tangible asset backing - cps (basic)	100.70	108.28	117.26

COMMUNITY

MACA is proud to be the “Title Sponsor” of the Perth Ride to Conquer Cancer for 2018 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. www.conquercancer.org.au



DISCLAIMER

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All currency is denominated in Australian dollars.



For further information contact:

Chris Tuckwell
Managing Director / CEO

chris.tuckwell@maca.net.au

Peter Gilford
CFO / Company Secretary

peter.gilford@maca.net.au

MACA Limited

45 Division Street
Welshpool WA 6106

PO Box 625
Welshpool DC WA 6986

www.maca.net.au

