



Australasia Overview Investor Presentation

April 2019

Australasia Key Facts



REVENUE
\$258m FY 18 to
>\$400m FY19



ORDER BOOK
- \$700m



NEW SHIPS
ORDERED
3



SHIPS UNDER
CONSTRUCTION
OR SCHEDULED
33



SHIPS
DELIVERED
6



2,014
EMPLOYEES



SERVICE CENTRES
4



VESSELS UNDER
SUSTAINMENT OR
REFURBISHMENT
12



4 SHIPYARDS

The data changes frequently based on sales and deliveries but is accurate as of April 2019. The slide summarizes the Australasia business.

Australasia reporting segment integrates shipbuilding capability across multiple shipyards

DESIGN + PROJECT MANAGEMENT
PROCUREMENT
SPECIALIST CONSTRUCTION SUPPORT

AUTO EXPRESS 109
HULL 419 - Fjordline

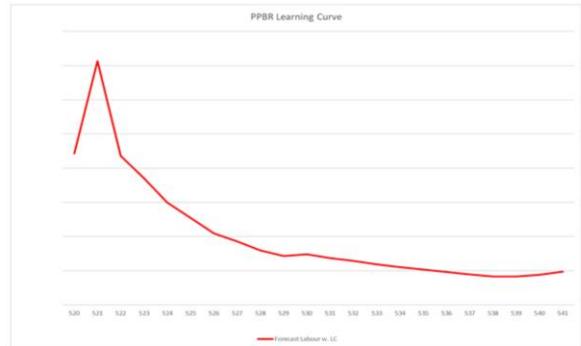
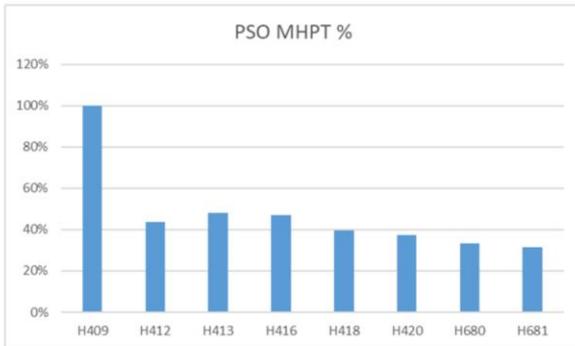
CONSTRUCTION
PROJECT MANAGEMENT

POWERTRAIN INSTALLATION
LAUNCH SUPPORT

MODULE CONSTRUCTION
PRODUCTION TEAM SUPPORT

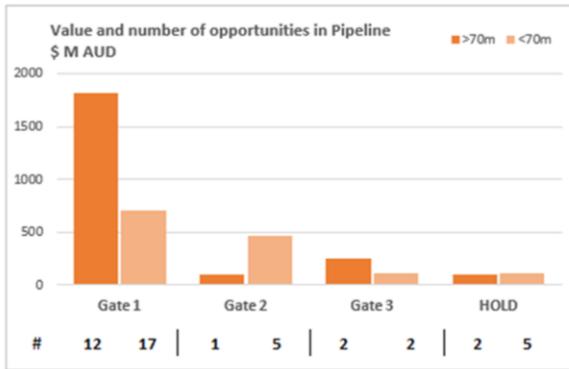
This slide represents the capability Austal has in its 4 shipyards and gives an example of how we can build ships as a system, undertake work in different locations to help reduce risk and smooth peaks in demand.

Cost and Profitability



These charts show how we have improved efficiency since we made a management change on Hull 409 in PSO. The PPBR learning curve demonstrates the improvements we can expect to see from vessel to vessel when we have the opportunity to build a class or repeat vessels with minimal design change.

What does the future look like?



Austal Sales and Operational Planning

- Gate review process
- Aligns sales opportunities to locations and build strategy
- Allows us to focus on best opportunity coupled with yard fit
- Process undertaken for all potential work
 - Commercial
 - Defence
 - Sustainment

This slide uses representative data to demonstrate the governance we put in place around the sales pipeline. We filter opportunities through a gate review process where we attempt to align opportunities to locations and build strategy.

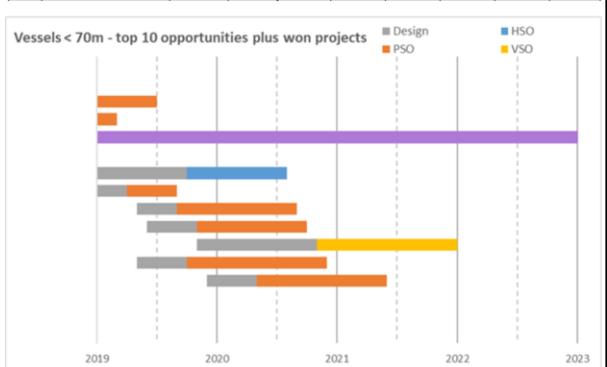
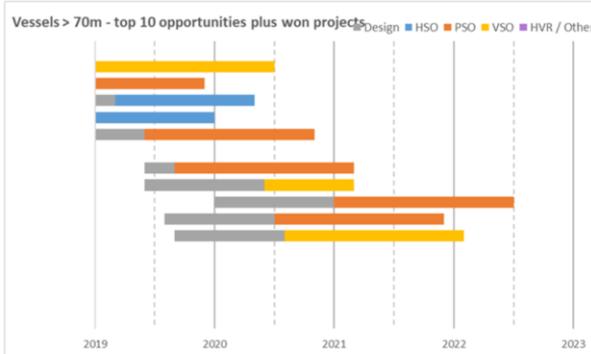
What does the future look like?

Sales Pipeline - Top 10 opportunities >70m

Rank	Description	Value M AUD	Yard	Status	Expected ED	Cut metal	Delivery	Designer	Priced for Aus?
1	1x 109m Catamaran	\$ 110	PSO	Gate 3	Jun-19	Sep-19	Mar-21	Austal	NO
2	1x 92m Catamaran	\$ 95	VSO	Gate 2	Jun-19	Jun-20	Mar-21	Austal	NO
3	1x 135m Trimaran	\$ 137	PSO	Gate 1	Jan-20	Jan-21	Jul-22	Austal	NO
4	1x 80m Catamaran	\$ 50	PSO	Gate 1	Aug-19	Jul-20	Dec-21	Austal	NO
5	1x 75m Catamaran	\$ 63	VSO	Gate 1	Sep-19	Aug-20	Feb-22	Austal	NO

Sales Pipeline - Top 10 opportunities <70m

Rank	Description	Value M AUD	Yard	Status	Expected ED	Cut metal	Delivery	Designer	Priced for Aus?
1	2x 60m Monohull-Alli	\$ 110	HSD	Gate 3	Nov-18	Oct-19	Aug-20	Austal	YES
2	1x 60m Monohull-Alli	\$ -	PSO	Gate 3	Nov-18	Apr-19	Sep-19	Austal	YES
3	1x 50m Catamaran	\$ 27	PSO	Gate 2	May-19	Sep-19	Sep-20	Austal	NO
4	2x 39m Catamaran	\$ 18	PSO	Gate 2	Jun-19	Nov-19	Oct-20	IC	NO
5	2x 50m Catamaran	\$ 63	VSO	Gate 1	Nov-19	Nov-20	Jan-22	Austal	NO
6	1x 56m Catamaran	\$ 29	PSO	Gate 4	May-19	Oct-19	Dec-20	Austal	NO
7	8x 35m Catamaran	\$ 69	PSO	Gate 1	Dec-19	May-20	Jun-21	Austal	NO



This slide uses representative data to demonstrate the governance we put in place around the sales pipeline and how we try and sell work into yards to smooth peaks in demand.

Disclaimer

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For further information visit www.austal.com

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