## INVESTOR PRESENTATION

## FEBRUARY 2015

Chris Tuckwell Managing Director / CEO Peter Gilford CFO / Company Secretary



LIMITED





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#### Capital Structure

Fully paid ordinary shares	232.7 million
Share price (as at 23 February 2015)	\$0.97
Market capitalisation (undiluted)	\$225.6 million
Cash (as at 31 December 2014)	\$93.6 million

#### **Directors and Senior Management**

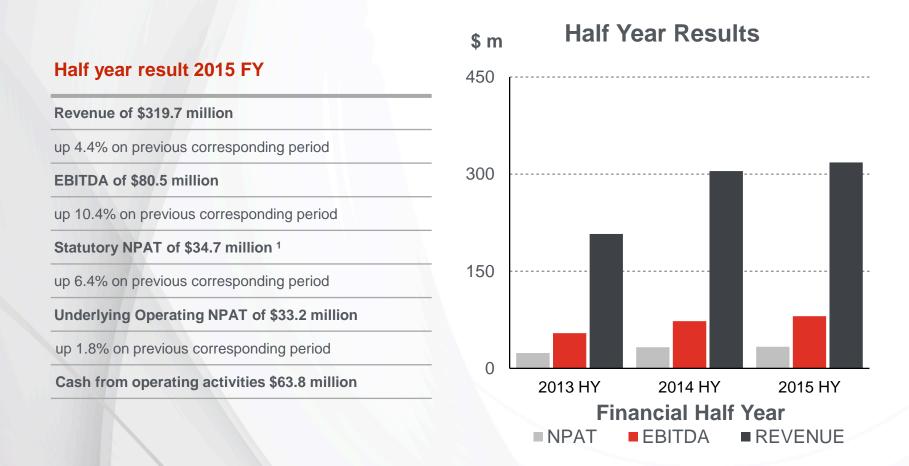
Andrew Edwards	Non-Executive Chairman
Chris Tuckwell	Managing Director / CEO
Geoff Baker	Operations Director
Linton Kirk	Non-Executive Director
Peter Gilford	CFO / Company Secretary
Tim Gooch	General Manager - Mining
Maurice Dessauvagie	General Manager - Civil
Mitch Wallace	General Manager - Plant and Crushing
Jeremy Connor	General Manager - Business Development

#### Substantial Shareholders - as at 31 December 2014

Name	Shareholding
Perpetual Investments Ltd	8.70%
Celeste Funds Management Ltd	7.28%
G A Baker / Gemblue Nominees	6.45%
FM and SJ Maher	6.36%
D Edwards / Mining and Civil Management	6.17%

## FINANCIAL & OPERATIONAL HIGHLIGHTS





<sup>1</sup> Inclusive of sale of interest in BYL resulting in an NPAT contribution of \$1.5m



#### Half year result 2015 FY

Key contract wins over the past 6 months include:

- > Karara Mining Limited Hinge DSO project contract value \$90 million over 17 months
- > Beadell Resources Limited Tucano Project contract value \$500 million over 5 years
- MRWA North West Coastal Highway Manilya to Mia Mia contract value \$25.4 million over 10 months - Marble Bar - contract value \$9.5 million over 6 months
- > Doray Minerals Andy Well stage 2 contract value \$10 million over 6 months

#### **Other Events**

- > Care and maintenance of Rosslyn Hill's Paroo Station operation
- > 'Mothballing' of Southern Iron projects for Arrium Peculiar Knob mining and Wirrida crushing

Work In Hand position of \$1.47 billion as at 31 December 2014 and average contract length 38 month

Solid balance sheet - Net cash position, strong working capital position

Client base diversified by commodity - Iron Ore - Gold - Diamond - Civil

Targeting full year FY2015 revenue of ≈ \$620m, with NPAT in excess of previous corresponding period

Trade receivables position to unwind in the second half releasing significant cash

The positive working capital position + strong work in hand position provides flexibility to increase the dividend payout ratio going forward



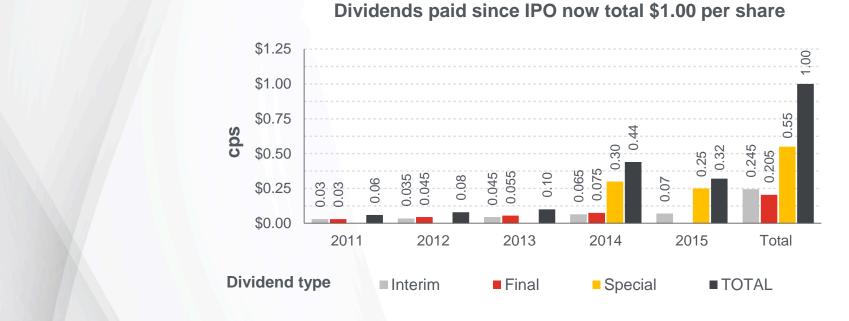
2015 FY Half Year Results		31 December 2014	31 December 2013	Change
Revenue	\$m	\$319.7	\$306.2	4.4%
EBITDA	\$m	\$80.5	\$72.9	10.4%
EBIT	\$m	\$50.4	\$48.5	3.9%
Net Profit Before Tax	\$m	\$49.4	\$46.5	6.2%
Net Profit After Tax	\$m	\$34.7	\$32.6	6.4%
Profit on Sale of Investment	\$m	\$1.5		
Underlying Profit After Tax	\$m	\$33.2	\$32.6	1.8%
Contracted / Awarded Work in Hand	\$m	\$1,466	\$1,524	
Operating Cash Flow	\$m	\$63.8	\$61.4	3.9%
Earnings per share – basic 1	cps	15.73	18.86	
Dividend per share (fully franked) <sup>2</sup>	cps	7.0	6.5	7.7%

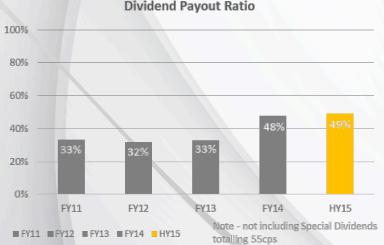
<sup>1</sup> EPS decreased due to the placement of 30m new shares in Sept 2014 and 26.2m new shares in March 2014 to fund capital management initiatives

<sup>2</sup> Dividend Record date 11<sup>th</sup> March 2015 for Interim dividend, payable on 24<sup>th</sup> March 2015

## **DIVIDENDS PAID**







**Dividend Payout Ratio** 

- 1HFY15 dividend increased to 7cps, up 7.7% on pcp
- Increasing payout ratio
- The outlook for very positive working capital • position supporting capacity for further dividend growth

## SAFETY ENVIRONMENT & TRAINING

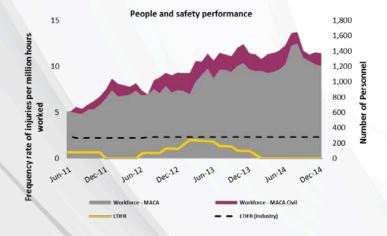
#### **Solid Safety Performance**

As at December 2014 MACA employed a workforce of 1,350 personnel comprising direct staff and subcontractors

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

+12 months without a Lost Time injury

Continued focus on training





MACA / MACA Civil to April 2015

Occupational Health and Safety



MACA / MACA Civil to April 2015

Certified Environmental Management ISO 14883 LicCEM20114 SKI Global



MACA / MACA Civil to April 2015

Quality Endorsed Company



### **MACA BOARD**





Geoff Baker Operations Director

Geoff is a founding shareholder of MACA. Geoff is responsible for planning, operating strategy, capital expenditure and delivery of safety and financial outcomes on all projects. Geoff has worked in the sector for 36 years focusing on plant maintenance and asset management.



Chris Tuckwell Managing Director / Chief Executive Officer

Chris holds a Bachelor of Engineering - Construction and has spent his entire career within the mining industry, working with both mining contractors and mining companies over his 30 year career. During his career Chris has also fulfilled senior off-shore management and executive positions in West and East Africa, South America, Indonesia and the West Indies.



Andrew Edwards Non-Executive Chairman

Andrew is a former Managing Partner of Price Waterhouse Coopers (PwC), Perth Office, a former national Vice President of the Securities Institute of Australia (now the Financial Institute of Australasia) and a former President of the Western Australian division of that Institute. Andrew is a Fellow of Chartered Accountants Australia and New Zealand and has served as state councillor of Chartered Accountants Australia and New Zealand. Andrew is currently a board member of MMA Offfshore and Nido Petroleum.



Linton Kirk Non-Executive Director

Linton has over 30 years experience in mining and earthmoving, covering both open pit and underground operations in several commodities. He has held technical, operational and management positions in a variety of mining and mining service companies throughout the world prior to becoming a consultant in 1997. Linton holds a Bachelor of Engineering (Mining) degree from the University of Melbourne, is a fellow and Charted Professional of the Australian Institute of Mining and Metallurgy and is a graduate of the Australian Institute of Company Directors.

## MACA MANAGEMENT





Mitch Wallace General Manager - Plant and Crushing

Mitch joined MACA in 2005 as Plant Manager and is responsible for planning, scheduling and preventative maintenance functions and provide leadership to the maintenance teams. Mitch has worked with contractors and equipment suppliers in Australia and overseas.



**Tim Gooch** General Manager -Mining

Tim is a qualified Mining Engineer from Camborne School of Mines in the UK. His 30 years in the mining industry has seen him work in the UK. South and West Africa. Canada and 24 years based here in Australia. Tim's experience covers surface and underground mining and processing in gold, diamonds, nickel and other base metals in a number of senior management roles.



Jeremy Connor General Manager -Business Development and Strategy

Jeremy is a civil engineer with extensive executive management and project experience in the infrastructure construction and mining sectors. This has been gained over more than 30 years with Australian and international contractors in senior roles across the areas of strategic development, business development, project management, commercial and contractual, risk and work winning.



Peter Gilford Chief Financial Officer / Company Secretary

Peter is experienced in the areas of financial management, accounting, business and taxation services. He has provided services to a large number of mining, exploration and construction companies and has provided services to MACA since 2005. Peter has acted in roles of Director, Company Secretary and CFO for a number of privately owned businesses. Peter is a member of Chartered Accountants Australia and New Zealand.



Maurice Dessauvagie General Manager - Civil

Maurice is a highly experienced professional civil engineer. As a significant civil business leader he has delivered an outstanding portfolio of resources and public infrastructure projects throughout his career. He has held substantial roles in the WA civil sector with some of Australia's largest and most successful service companies. Maurice has a strong track record in building and growing successful civil businesses.

## **PROJECT LOCATIONS**



#### Western Australia / South Australia

### **Mining**

#### **Iron Ore**

D-

- 1 Atlas Iron Abydos DSO
- 2 Arrium Mining Peculiar Knob DSO
- 3 Sinosteel Blue Hills DSO
- 4 Karara Mining Hinge DSO

#### Gold

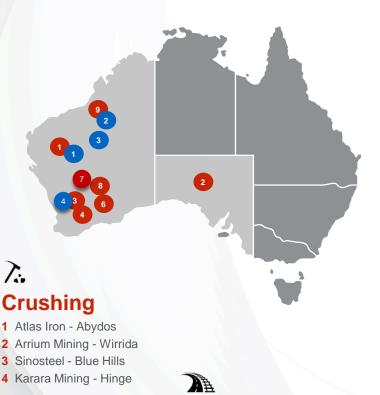
- 5 Beadell Resources Tucano
- 6 Regis Resources Duketon
- 7 Doray Minerals Andy Well

#### Lead

8 Rosslyn Hill Mining - Paroo Station

#### Diamonds

9 Kimberley Diamonds - Derby





Brazil

## Crushing

- 1 Atlas Iron Abydos
- 2 Arrium Mining Wirrida
- 3 Sinosteel Blue Hills
- 4 Karara Mining Hinge



- 1 NWCH Manilya to Mia Mia MRWA
- 2 Marble Bar MRWA
- 3 B2 / B4 Access Road Rio Tinto
- 4 Vasse Bypass MRWA

## MINING AND CRUSHING



Mining Services / Crushing and Screening Services		Mining Services		
			Moolart Well	
	Abydos (to 3.6 Mtpa)		Garden Well	
ATLAS			Rosemont	
SINOSTEEL	Midwest DSO (2 Mtpa)	beadel	Tucano – Brazil	
	Hinge DSO (2 Mtpa)	ROSSLYN · HILL	Paroo Station Care and maintenance	
	Peculiar Knob (3.5 - 4 Mtpa) Finishing March – Mining / May - Crushing	KIMBERLEY DIAMONDS LTD	Ellendale	

## MACA CIVIL



#### **Rio Tinto**

## RioTinto

- Maitland / Murray Camp siding Duration - May 14 to August 14
- B2 / B4 Access Road Duration - August 14 to February 15

#### Main Roads (MRWA)

 NWCH - Manilya to Mia Mia Construct Only project Value - \$25 million Duration - December 14 to September 15



- Marble Bar Road Upgrade Construct Only project Value - \$9.5 million
  - Duration November 14 to April 15
- Bussell Hwy Vasse Bypass

   Construct Only project
   Value \$7 million
   Duration March 15 to December 15

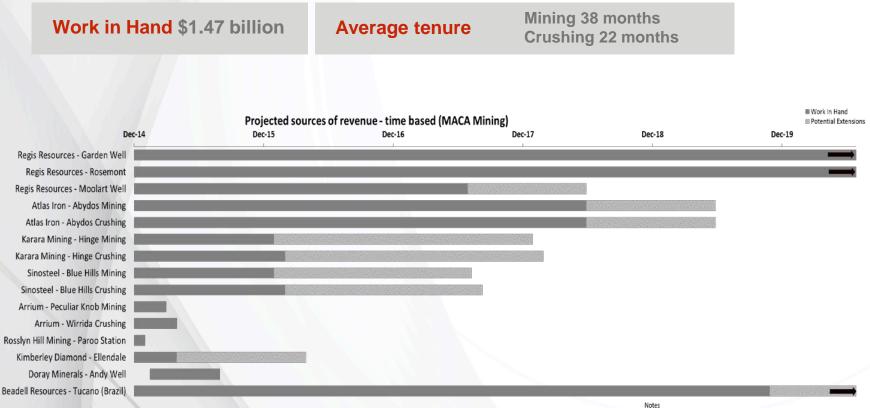




Federal Building and Construction OHS Accreditation Scheme



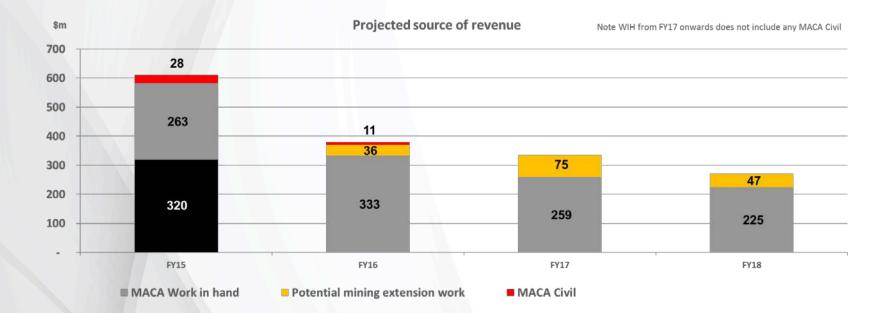




Contract durations are based on - contract terms being time or volume based - latest scheduled information and pricing

## WORK IN HAND AS AT DEC 2014





Co	ommodity split			
	14/15	15/16		
Gold	55%	74%		
Iron Ore	36%	24%		

## **COMPANY OUTLOOK**



- > FY2015 first half continues strong performance
- > Continuing strong focus on costs and alignment with revenue base
- > Order book of \$1.47 billion and average contract tenure of 38 months
- > Revenue forecast 2015 FY expected to be approximately \$620 million, with NPAT growth on pcp
- > Opportunities remain in Mining and Civil sectors
- > A solid balance sheet (net cash) to fund new projects
- > Continued focus on returning shareholder value
- > Strong alignment with clients and key stakeholders
- > The outlook of a positive working capital position supports capacity for further dividend growth

## **INCOME STATEMENT**



A\$ million	HY 13	HY14	HY15	% Change from previous corresponding period
Revenue	207.5	306.2	319.7	4.4%
EBITDA	54.4	72.9	80.5	10.4%
EBITDA Margin	26.2%	23.8%	25.2%	
EBIT	36.4	48.5	50.4	3.9%
EBIT Margin	17.5%	15.8%	15.8%	
Profit attributable to MACA	22.6	32.6	34.7	6.4%
Net Profit Margin	10.9%	10.6%	10.9%	
Profit on Sale of Investment			1.5	
Underlying Profit After Tax	22.6	32.6	33.2	1.8%
Net Profit Margin	10.9%	10.7%	10.4%	
Basic earning per share - cents	15.0	18.86	15.73	
Interim dividends per share - cents	4.5	6.5	7.0	
Shareholders funds	134.8	230.5	255.6	
Net cash flow from operating activities	41.7	61.4	63.8	
Net cash	(42.9)	52.5	13.1	
Net debt / Net debt + equity	11.3%	n/a	n/a	

## **BALANCE SHEET**



A\$ million	HY 13	HY14	HY15
Cash and cash equivalents	40.2	162.4	93.6
Trade and other receivables	64.9	68.9	118.8
Loans	-	-	24.5
Inventories / WIP	3.0	7.0	7.3
Property, plant and equipment	113.8	187.2	187.3
Other assets	19.7	9.8	10.8
Total Assets	276.6	435.4	442.3
Payables	45.5	78.2	90.5
Borrowings	83.1	109.9	80.5
Provisions	6.2	8.7	12.4
Other Liabilities	6.9	8.1	3.3
Total Liabilities	141.8	204.9	186.7
Shareholders Equity	134.8	230.5	255.6
Net Cash / (Debt)	(42.9)	52.5	13.1
Net tangible asset backing - cents per share (basic)	89.85	128.75	107.66

## **COMMUNITY AND LEADERSHIP**



#### **Proud supporter of community**

#1 Sponsor for the Ride to Conquer Cancer





Team Sponsor for the Hawaiian Ride for Youth





outh hawallan



A Youth Focus event for the prevention of youth suicide and depression

## PRINCESS MARGARET HOSPITAL



#### Focus on strong culture



WE ARE ALL LEADERS AT MACA

Leadership is about motivating our people to excel, live our Core Values and achieve Our Vision!

People First – We care for people and create a safe and enjoyable workplace. We treat them fairly, with

Exceed Expectations – We strive to consistently exceed employee, client and investor expectations.

Continuous Improvement – We recognise the importance of encouraging and rewarding continuous improvement and innovation. Community – We show leadership and take



## responsibility for our community.

We Care | We are Flexible | We Deliver

#### OUR VISION

**CORE VALUES** 

integrity, honesty and respect.

Be Number 1 in Mining, Crushing and Civil Contracting





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**Analyst Coverage**