



# INVESTOR PRESENTATION

## 2015 HALF YEAR RESULTS

GLOBAL CONSTRUCTION SERVICES LIMITED  
26 FEBRUARY 2015



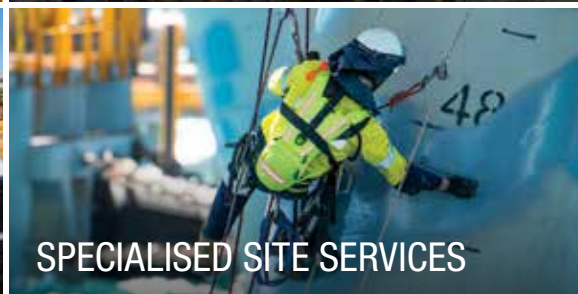
## About GCS

GCS is a leading supplier of integrated on-site products and services to all industries. Our national reach, local branch network and strong industrial presence enable us to provide for any stage of a project's lifecycle. We work in partnership with our clients to understand their needs and allocate the appropriate resources to deliver the best outcome. By delivering customised solutions, we ensure cost-effective savings without compromising quality and safety. Our wide-ranging experience and result driven strategies make us a supplier of choice and a reliable industry partner.





GCS is uniquely positioned in the Australian market place to provide a comprehensive range of products and services throughout the lifecycle of a project.



GCS is a leading supplier of integrated on-site products and services throughout Australia.

# Health, Safety, Environment, Quality



Our professional reputation is built on delivering integrated products and services across multiple markets and sectors at industry-leading standards. Central to growing and exceeding this ethic, is our Integrated Management System. Developed to communicate our Health; Safety; Environment; and Quality objectives, and apply consistent standards across our Australian network.



Quality  
ISO 9001  
SAI GLOBAL



Oil & Gas  
ISO 29001  
SAI GLOBAL

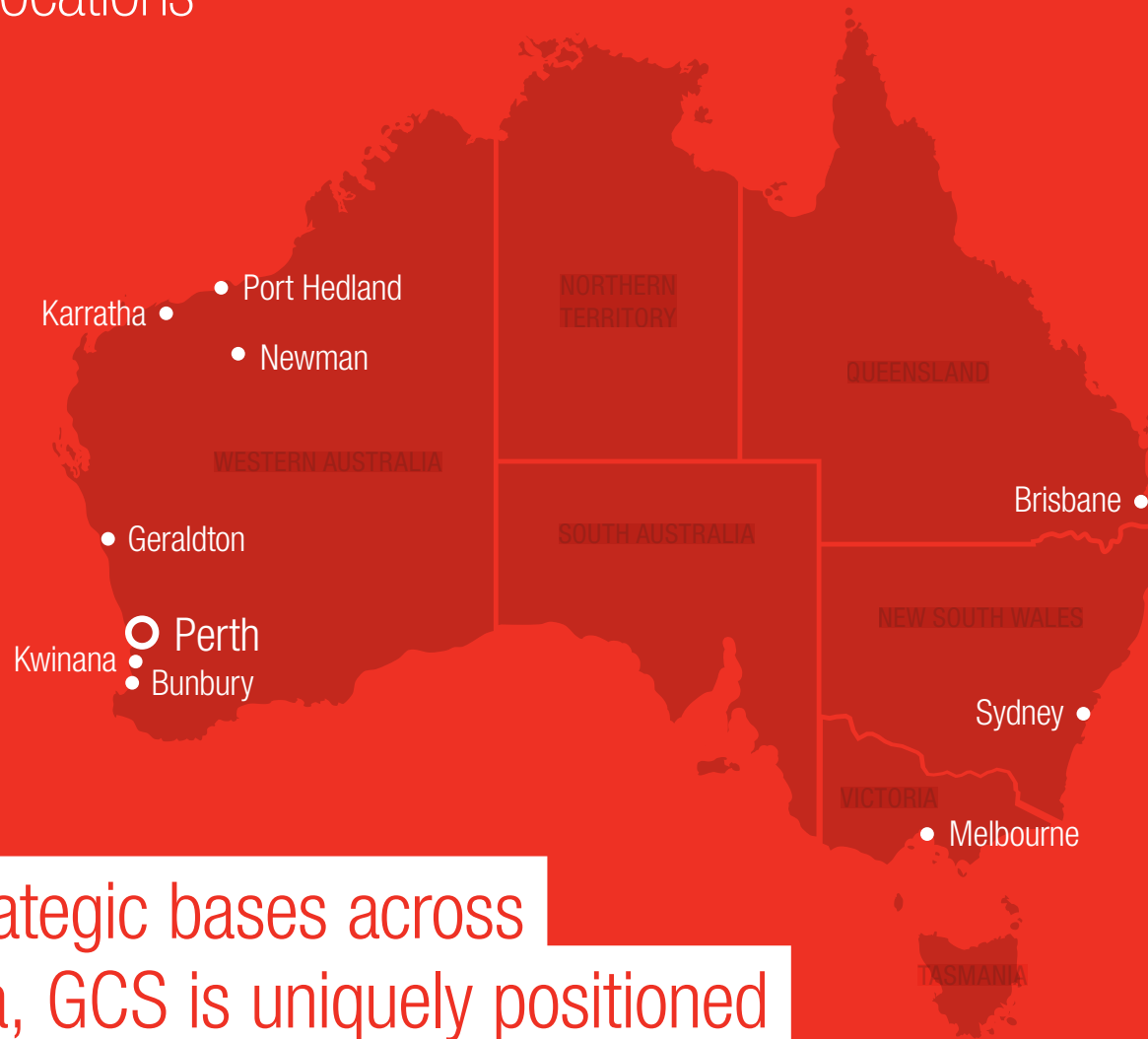


Health & Safety  
AS 4801  
SAI GLOBAL

We are committed to safety – it's our primary focus and a part of our culture.



# Division Locations



With strategic bases across Australia, GCS is uniquely positioned to service a wide range of industry sectors through its local branch network.

- Solid financial performance in a tough market
  - Earnings of \$5.2m, \$1.3m lower than H1FY14
    - Significantly higher than H2FY14 of \$1.7m
  - Revenue \$78.0m compared to \$93.4m, down 17%
  - Strong focus on capital management and further debt reduction
  - Result reflects challenging and competitive market conditions experienced in H1FY15
    - Delays in Commercial sector projects
    - General weakness in demand in the Pilbara
    - Highly competitive pricing and lower utilisation levels
    - Increased activity levels and improving margins in Residential Sector
  - Momentum increasing in Commercial sector
    - Awarded \$30m formwork and concrete contract at the New Perth Stadium
    - Received Letter of Intent and commenced forward works on Capital Square project in Perth CBD



- Strong focus on Balance Sheet
  - Maintained disciplined execution of capital management strategy
  - Net debt reduced to \$49.0m, down \$14.6m (23%) from June 2014
  - Net debt/ equity reduced to 23%
- Tender pipeline remains robust with strong activity
  - Major project awards to both main contractors and GCS with momentum increasing
- Ongoing initiatives to rationalise operations, align resources to match activity levels, improve productivity and reduce costs
- SmartScaff JV exceeds expectations driven by strong East coast demand
- Strategic placement to Brookfield Capital Partners III
- Refinanced debt facilities to enhance the Group's capital structure

# Financial Results



## Half Year Financial Results – December 2014

REVENUE (\$m)

H1FY15 \$78.0m  
H1FY14 \$93.4m

–  
17%

EBITDA (\$m)

H1FY15 \$15.5m  
H1FY14 \$19.2m

–  
19%

EBIT (\$m)

H1FY15 \$9.3m  
H1FY14 \$12.4m

–  
25%

NPAT (\$m)

H1FY15 \$ 5.2m  
H1FY14 \$ 6.5m

–  
20%

NET DEBT TO  
EQUITY

H1FY15 23%  
H1FY14 36%

–  
13pp\*

EPS (¢)

H1FY15 3.0¢  
H1FY14 3.8¢

–  
21%

NTA

H1FY15 79.8¢  
H1FY14 80.8¢

–  
1%

\*pp=percentage points





- Continued focus on Balance Sheet
  - Disciplined approach to capital management
  - Net debt reduced by:
    - \$14.6m vs June 2014, down 23%
    - \$21.5m vs H1FY14, down 30%
  - Funds from placement used to repay \$8.8m of bank debt
  - Net debt/ equity reduced to:
    - 23% from 32% at June 2014, and from 36% at H1FY14
- Refinance of Debt Facilities
  - A\$60m 5 year secured facility with GE Capital
  - Extends average debt maturity profile
  - Undrawn funding capacity of \$46.3m under all facilities

	Dec-14 \$m	Jun-14 \$m	Change %
Cash	13.3	13.8	-4
Receivables & Inventories	35.6	33.3	7
Prepayments	2.1	4.6	-54
Current Tax Assets	1.6	0.6	100
<b>Current Assets</b>	<b>52.6</b>	<b>52.3</b>	<b>1</b>
JV Loans	9.6	9.7	-1
Investments in JV's	7.7	6.6	16
PP&E	170.5	173.7	-2
Intangibles	58.6	58.6	0
Tax Assets & Other	3.8	5.0	-24
<b>Non Current Assets</b>	<b>250.2</b>	<b>253.7</b>	<b>-1</b>
<b>TOTAL ASSETS</b>	<b>302.8</b>	<b>306.0</b>	<b>-1</b>
Current Payables	8.9	15.2	-41
Deferred Income	0.9	0.2	350
Borrowings	12.0	23.8	-50
Tax Liabilities	-	-	-
<b>Current Liabilities</b>	<b>21.8</b>	<b>39.2</b>	<b>-44</b>
Borrowings	50.3	53.7	-6
Provisions	2.3	1.0	130
Deferred Tax Liabilities	13.4	14.1	-5
<b>Non Current Liabilities</b>	<b>66.0</b>	<b>68.8</b>	<b>-4</b>
<b>TOTAL LIABILITIES</b>	<b>87.8</b>	<b>108.0</b>	<b>-19</b>
<b>NET ASSETS</b>	<b>215.0</b>	<b>198.0</b>	<b>9</b>
Equity	140.5	128.7	9
Retained Earnings	74.5	69.3	8
<b>TOTAL EQUITY</b>	<b>215.0</b>	<b>198.0</b>	<b>9%</b>

- Cash flow from operations
  - Solid operating cash flow performance of \$13.1m compared to H1FY14 of \$16.3m
- Capital expenditure management (Cash & HP)
  - Growth capex \$3.5m (Ichthys project)
  - Sustaining capex \$1.5m, \$0.8m down on H1FY14
- Net proceeds from tranche 1 issue of shares raised \$11.6m, with additional \$2.0m to be raised from tranche 2 in January 2015
- Repaid all secured bank debt
- Interest paid 25% lower due to reduction in debt

	Dec-14 \$m	Dec-13 \$m	Change %
Receipts from Customers	77.6	102.8	-25
Payments to Suppliers	(63.5)	(82.5)	-23
Income Taxes Paid	(1.0)	(4.0)	-75
<b>Inflows from operating activities</b>	<b>13.1</b>	<b>16.3</b>	<b>-20</b>
Net PP&E	(3.1)	(1.2)	158
Interest Received	0.4	0.5	-20
Investments	-	-	-
Related Party Loans	0.1	(0.1)	-200
<b>Outflows from investing activities</b>	<b>(2.6)</b>	<b>(0.8)</b>	<b>225</b>
Proceeds from Borrowings	22.5	2.0	1025
Repayment of Borrowings	(42.8)	(18.2)	135
Interest Paid	(2.4)	(3.2)	-25
Net proceeds from Issue of Shares	11.6	-	100
Dividends Paid	-	-	-
<b>Inflows/(outflows) from financing activities</b>	<b>(11.1)</b>	<b>(19.4)</b>	<b>-43</b>
<b>Net increase/(decrease) in cash</b>	<b>(0.6)</b>	<b>(3.9)</b>	<b>-85</b>
<b>Cash at beginning of period</b>	<b>13.8</b>	<b>15.3</b>	<b>-10</b>
<b>CASH AT END OF PERIOD</b>	<b>13.2</b>	<b>11.4</b>	<b>16</b>

Our strong market presence and customised solutions makes us a leading supplier to the Commercial, Residential, Resource, Industrial, Oil & Gas sectors.



## KEY CLIENTS

**THIESS**

**BGC**

**Brookfield  
MULTIPLEX**

**BM**

**N&W**  
Holdings Limited

**LEIGHTON**

**Monadelphous**

**CLOUGH**  
pursuit of excellence

**LAING O'ROURKE**

**SAMSUNG**  
SAMSUNG C&T  
Engineering & Construction Group

**CBI**  
**KENTZ**  
Engineering & Construction

**Downer**

**PROBUILD**

**John  
Holland**

**woodside**

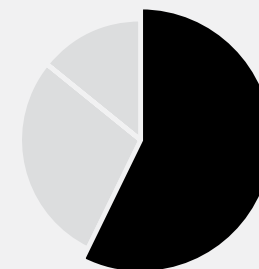


- Major contracts:
  - Brookfield Place Tower 2 and May Holman Centre successfully delivered on schedule and budget
  - Perth Children's Hospital, Kings Square and Brookfield Place Tower 2 curtain wall installation contracts progressing well
  - Awarded \$30m formwork and concrete contract by Brookfield Multiplex for the New Perth Stadium, and tendering additional packages
  - Received Letter of Intent and commenced Forward Works on Capital Square project in the Perth CBD. Project contract opportunities on site of up to \$150m
- Project pipeline remains robust and competitive with strong tender activity
  - WA government committed infrastructure projects (Elizabeth Quay, New Perth Stadium, East Perth Foreshore Development)
  - Private sector investment including new hotel pipeline worth more than \$3 billion during next 5 years
  - Award of major commercial contracts to main contractors gathering momentum, timing and certainty remain variable
- Well positioned to capitalise on the investment pipeline moving into H2FY15 and beyond

## SEGMENT SIZE (by Revenue Share)

HY14 51.0%

HY15 57.4%



## REVENUE (\$m)

HY15 \$44.8m

HY14 \$47.7m

-  
6.1%

## ADJUSTED EBITDA<sup>1</sup>

HY15 \$7.2m

HY14 \$9.2m

-  
21.7%

## NET ASSETS

HY15 \$80.4m

HY14 \$76.9m

+  
4.6%

<sup>1</sup> Adjusted EBITDA is EBITDA derived from the operating segments and excludes investments, other income, and GCS support functions including corporate office and treasury which are included in corporate/other.

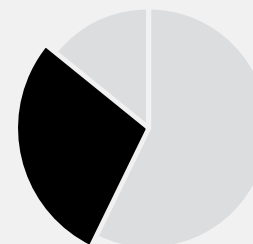
- The WA resources investment cycle has continued to soften on the back of the slowdown in mining activity and weakness in commodity prices
- Scaffolding supply contract for all Woodside Energy onshore and offshore locations is progressing well
- Commenced supply of scaffold equipment to Kaefer for the Ichthys project in Darwin
- Competitive market for Plant Hire and Portable Site Accommodation



## SEGMENT SIZE (by Revenue Share)

HY14 37.1%

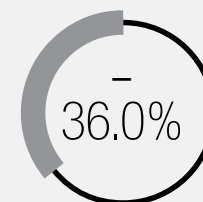
HY15 28.5%



## REVENUE (\$m)

HY15 \$22.2m

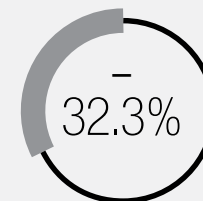
HY14 \$34.7m



## ADJUSTED EBITDA<sup>1</sup>

HY15 \$6.3m

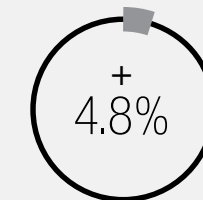
HY14 \$9.3m



## NET ASSETS

HY15 \$48.4m

HY14 \$46.2m



<sup>1</sup> Adjusted EBITDA is EBITDA derived from the operating segments and excludes investments, other income, and GCS support functions including corporate office and treasury which are included in corporate/other.

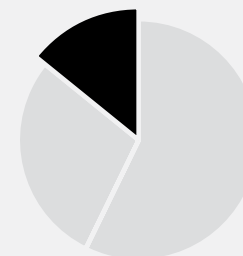
- H1FY15 has seen improving margins following stronger market conditions and price growth
- Demand in the sector has improved on the back of increased new home sales, building approvals and record low interest rates
- Cautiously positive with increased residential building activity anticipated to continue its good performance in H2FY15 and then stabilising after good growth



## SEGMENT SIZE (by Revenue Share)

HY14 11.9%

HY15 14.1%



## REVENUE (\$m)

HY15 \$11.0m

HY14 \$11.2m



## ADJUSTED EBITDA<sup>1</sup>

HY15 \$3.1m

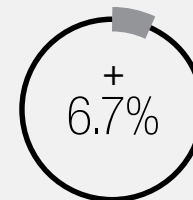
HY14 \$2.3m



## NET ASSETS

HY15 \$26.9m

HY14 \$25.2m



<sup>1</sup> Adjusted EBITDA is EBITDA derived from the operating segments and excludes investments, other income, and GCS support functions including corporate office and treasury which are included in corporate/other.



- SmartScaff East coast growth continues
- Strong demand and high utilisation levels are being experienced across the East coast
- Financial performance and contribution above expectation for the first half
- Increased activity and good performance expected to continue and maintain momentum throughout this calendar year



- Two tranche \$14m strategic placement to Brookfield Capital Partners III, a private equity fund managed by Brookfield Asset Management Inc (Brookfield)
- The Placement price at \$0.47 was a 6.8% premium to last close and 10.4% premium to the one month VWAP prior to the placement
- Funds from the Placement were used to reduce debt and to provide additional working capital
- Strategic partnership between GCS and Brookfield formed to
  - Pursue industry consolidation
  - Expand GCS' products and skill set nationally
  - Brookfield skills, contacts and balance sheet make it an ideal partner for GCS to work with to continue to drive its East Coast expansion, to consolidate a highly fragmented industry and to take advantage of the increasing number of opportunities coming available



# Outlook



- Momentum increasing in the commercial sector
  - Pipeline remains robust with strong tender activity
  - Recent awards of major commercial contracts to main contractors and GCS
  - Timing and certainty remains variable
- Continue to diversify, build and secure annuity revenue
  - Over the project life cycle and across entire suite of products
  - Develop competitive strategic partnerships
- Actively pursue growth and market consolidation opportunities
- Continue to reduce costs yet maintain execution capability and service
- Maintain a disciplined approach to balance sheet and capex management
- Well placed to meet future growth and expansion on the back of a solid and well established integrated product and services platform
- Reinstate dividends when business and market conditions permit





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