

# 2014 Full Year Results Presentation

**19 February 2015**

CAPRAL LIMITED

*This presentation includes forward-looking estimates that are subject to risks, uncertainties and assumptions outside of Capral's control and should be viewed accordingly.*

# OVERVIEW OF RESULTS

FULL YEAR TO DECEMBER 2014

## \$9.2m Trading profit

- Trading EBITDA<sup>1</sup> profit of \$9.2m (2013: \$4.1m)
- Volumes up 23% assisted by full year impact of OSA acquisition and improved housing market
- Escalating metal costs in Q4 adversely impacted margins

## \$2.7m Net Profit

- Net Profit after Tax of \$2.7m includes:
  - Restructuring related costs \$0.6m
  - LME adjustment (net of Forex impact) of positive \$3.2m
  - Abnormal costs of \$0.8m
  - Depreciation of \$7.1m
  - Finance costs of \$1.2m

## Key markets starting to turn

- Dwelling commencements increase to 180,000 in 2014<sup>2</sup>
  - Detached housing up 12%
  - High density (apartments) up 22%
  - Rebound in NSW and QLD. WA remained strong
- Non-residential building activity remained steady
- Business conditions were soft in the manufacturing, marine and transport sectors

## Highly competitive environment

- Strong prevailing AUD through most of year sustained low priced imports
- Continued suspected dumping of aluminium extrusions
- Higher LME and lower AUD increased metal costs in Q4
- Excess domestic capacity continues to adversely impact margins

## Safety performance continues to improve

- Reportable injuries continue to fall, TIFR<sup>3</sup> improved by ~16% to 7.9
- Ongoing focus on leading safety indicator management

<sup>1</sup> Trading EBITDA (non-IFRS measure) is Statutory EBITDA adjusted for items that management assess as unrelated to the underlying performance of the business and allows for a more relevant comparison between financial periods

<sup>2</sup> Source: BIS Shrapnel year end June 2014 actual

<sup>3</sup> TIFR is total injuries per million work hours

# FINANCIAL SUMMARY

TWELVE MONTHS TO DECEMBER 2014

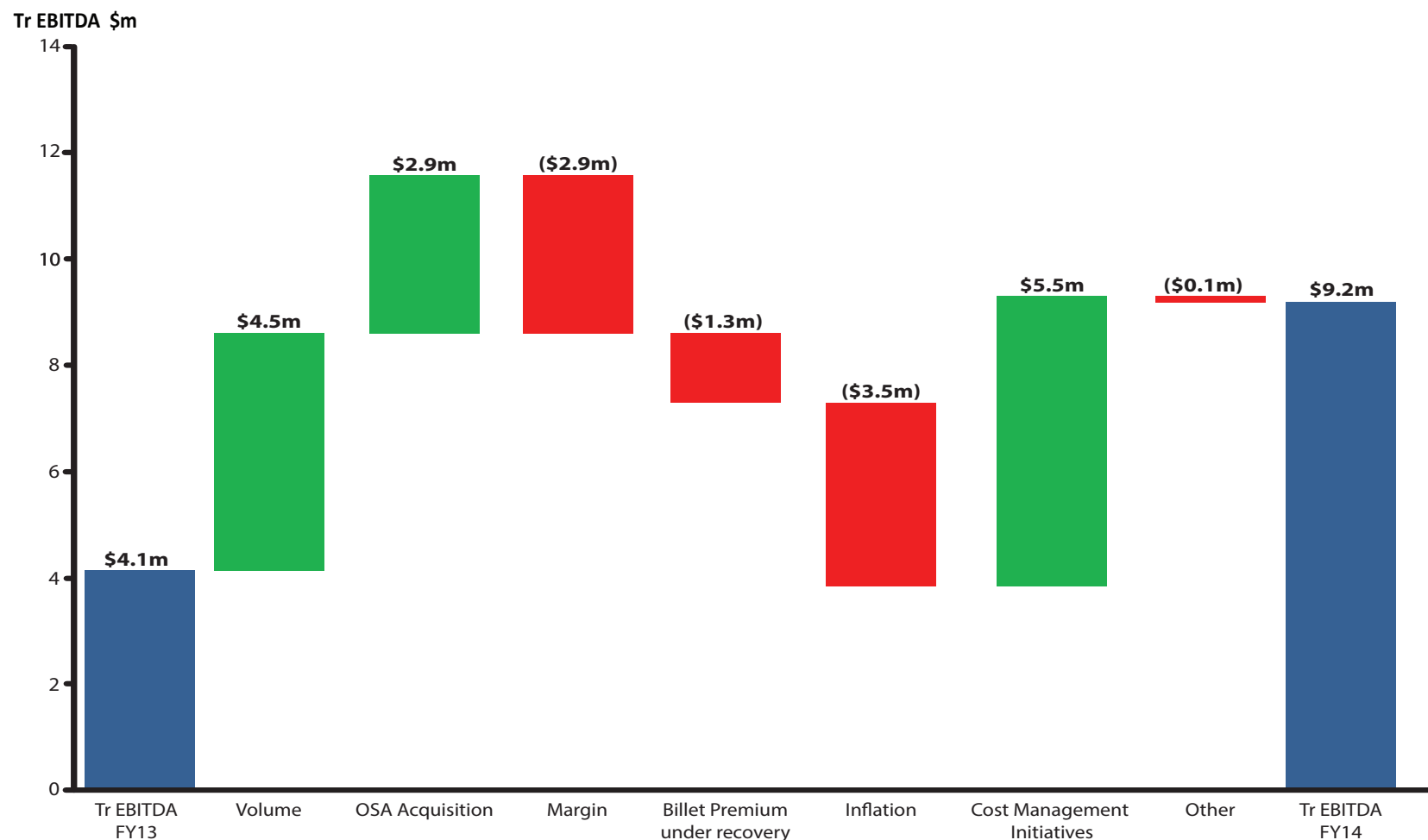
	2014	2013
Sales Volumes - External ('000 tonnes)	56.5	45.9
	<b>\$m</b>	<b>\$m</b>
Sales Revenue	374.7	310.3
<b>Trading EBITDA<sup>1</sup></b>	<b>9.2</b>	<b>4.1</b>
Restructuring related cost	(0.6)	(4.3)
LME Revaluation/ Forex <sup>2</sup>	3.2	(1.0)
Acquisition Gain (less associated cost) <sup>3</sup>	-	1.8
Impairment of Assets	-	(41.5)
Abnormals <sup>2</sup>	(0.8)	(0.5)
<b>EBITDA</b>	<b>11.0</b>	<b>(41.4)</b>
Depreciation/Amortisation	(7.1)	(9.5)
<b>EBIT</b>	<b>3.9</b>	<b>(50.9)</b>
Finance Cost	(1.2)	(0.8)
<b>Statutory Profit/(Loss) after Tax</b>	<b>2.7</b>	<b>(51.7)</b>

<sup>1</sup> Trading EBITDA (non-IFRS measure) is Statutory EBITDA adjusted for items that management assess as unrelated to the underlying performance of the business and allows for a more relevant comparison between financial periods

<sup>2</sup> Included in other expenses

<sup>3</sup> \$3.1m gain offset by \$1.3m in cost

## VOLUME GROWTH, OSA ACQUISITION AND COST SAVINGS OFFSET MARGIN EROSION AND INFLATION IMPACTS TO DRIVE IMPROVED PROFIT



## BALANCE SHEET REMAINS STRONG

### Improved Operating Cash Flow

12 months to	\$m Dec 14	\$m Dec 13	\$m Dec 12
EBITDA	11.0	(41.4)	2.1
Working Capital	(1.2)	3.6	6.9
Acquisition Restructuring Costs	(2.2)	-	-
Finance Cost	(1.2)	(0.8)	(0.5)
Equity Compensation Amortisation	0.7	0.8	1.2
Impairment	-	41.5	-
Gain on acquisition	-	(3.1)	-
Other	0.6	(0.1)	(0.2)
<b>Operating Cash Flow</b>	<b>7.7</b>	<b>0.5</b>	<b>9.5</b>
Capex Spend	(3.0)	(3.6)	(4.6)
Interest Received	-	0.1	0.1
Acquisition	(2.8)	(15.9)	-
Capital Raising	-	13.8	-
Increase/ (Decrease) in Net Cash	1.9	(5.1)	5.0

	\$m Dec 14	\$m Dec 13	\$m Dec 12
Net Assets	112.9	109.5	146.7
Net Cash	16.5	14.6	19.7
Franking Credits	27.1	27.1	27.1
Accumulated unrecognised tax losses	286.8	287.7	282.2

### Balance sheet with a positive cash balance<sup>1</sup>

<sup>1</sup> Intramonth average net debt levels \$7.7m

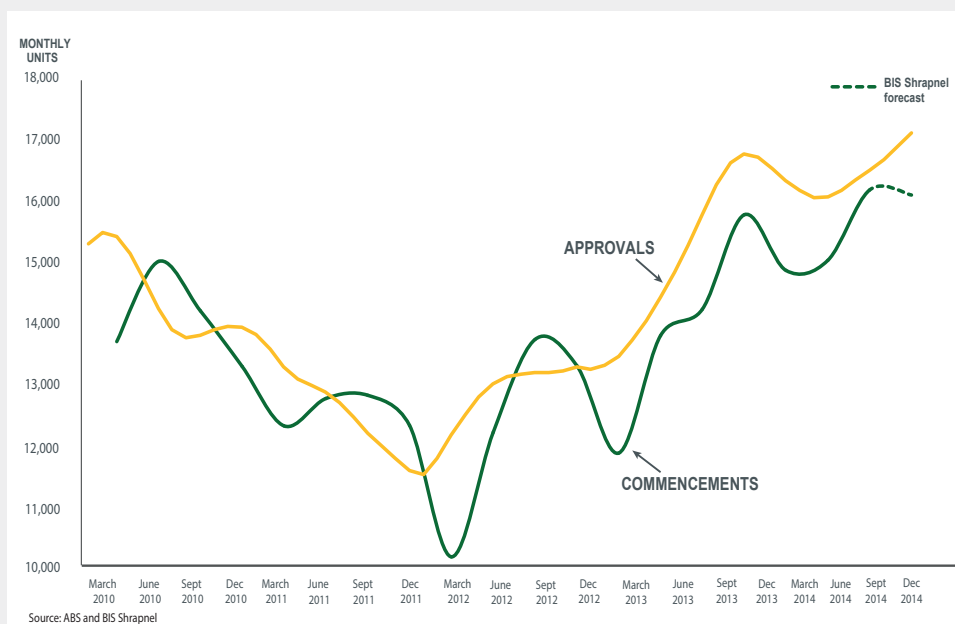
### The finance facility with GE is primarily utilised for working capital funding

Capral Finance Facilities <sup>2</sup>	\$m Limit	Dec 14	Dec 13
GE Term Debt	30	Nil	Nil
GE Revolver	60	Nil	Nil

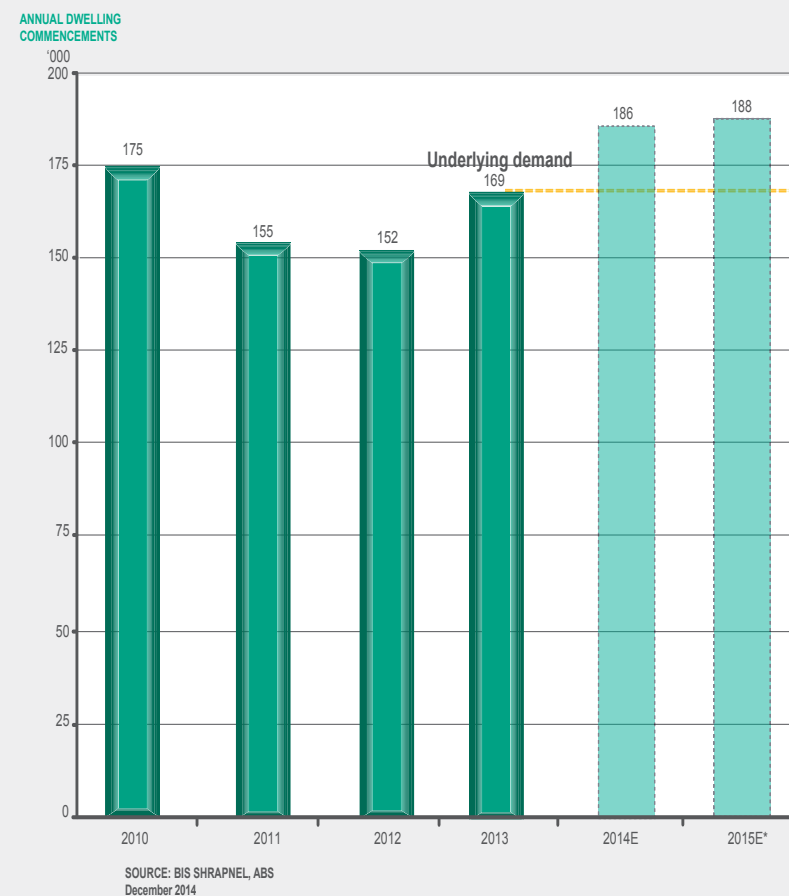
<sup>2</sup> Facility renewed until June 2017

# LEVERAGE TO RECOVERY IN RESIDENTIAL CONSTRUCTION

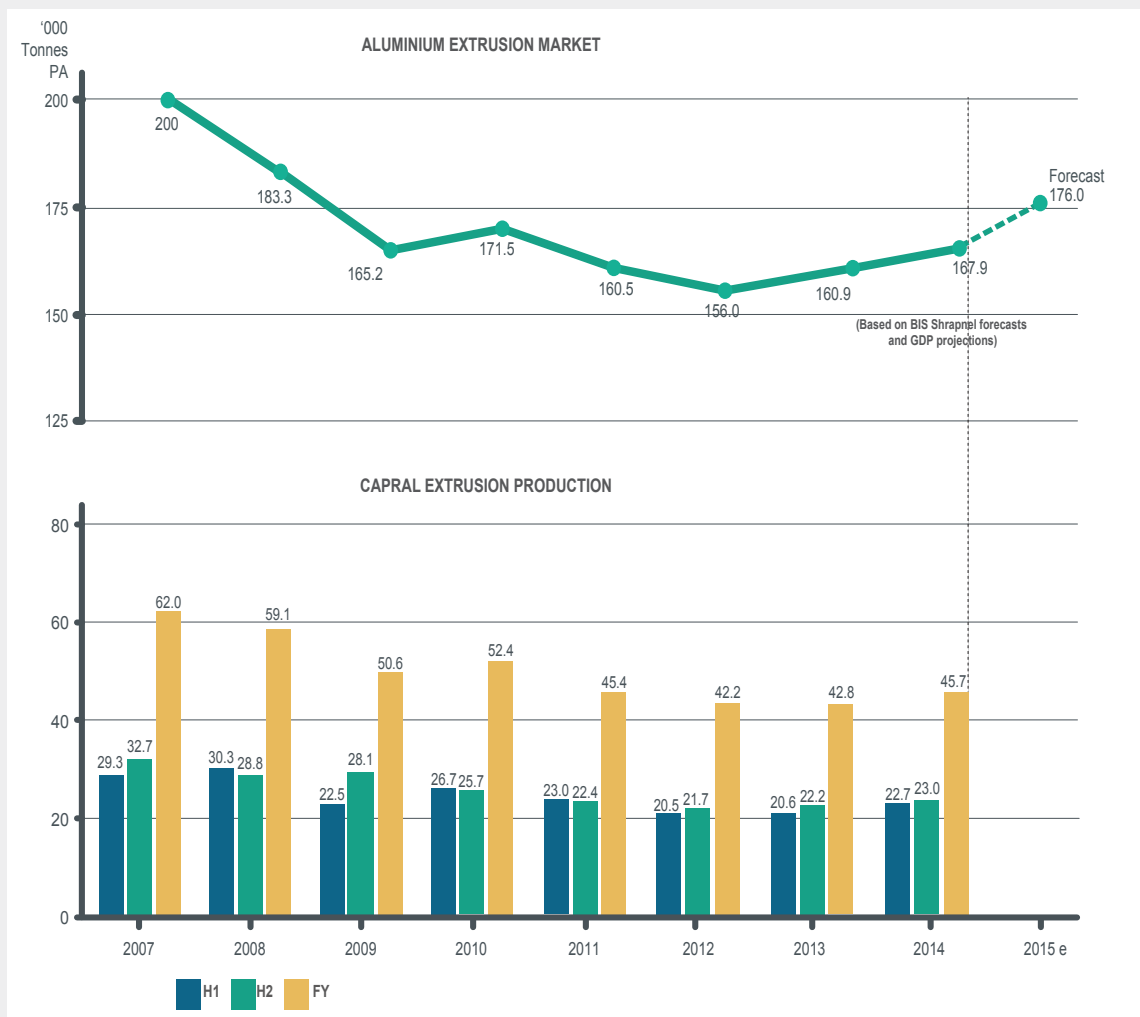
## MONTHLY DWELLING APPROVALS AND QUARTERLY DWELLING COMMENCEMENTS



## RECOVERY STARTED IN 2013 AND ANTICIPATED TO CONTINUE THROUGH 2015



## ALUMINIUM EXTRUSION DEMAND IS RECOVERING FROM CYCLICAL LOW LEVELS



- Extrusion Market in 2014 still ~16% below 2007 high
- Recovery is ongoing in the housing sector with dwelling approvals exceeding 200,000 units<sup>1</sup> for calendar year 2014
- An increase in apartments relative to houses has increased the lag between approval and completion and reduced the intensity of aluminium extrusions
- Dwelling shortfall still around 100,000<sup>2</sup>
- Non-residential building activity improved by 6%<sup>3</sup>
- Key Industrial sectors (manufacturing, marine and transport) remain soft

### Note:

- Capral has an estimated share at 28% of the domestic extrusion market
- New domestic extrusion capacity has been commissioned over recent years, including extrusion capability installed by traditional Capral customers
- Import market share has remained steady at approximately 40%

<sup>1</sup> Source BIS Shrapnel (February 2015)

<sup>2</sup> BIS Shrapnel (December 2014)

<sup>3</sup> Source BIS Shrapnel - November 2014 (commencements for Y/E June 2014)

## KEY STRATEGIC INITIATIVES

### BUILD

On our strengths

- Best aluminium product offer
- Leading market share position
- Long term customer relationships
- Experienced and committed workforce
- Commitment to continuous improvement and customer service
- National extrusion manufacturing footprint
- National distribution network

### OPTIMISE

What we do

- Continue to reduce cost base
- Complete OSA integration
- Lean manufacturing drive to world class productivity
- Optimise the supply chain to reduce inventory levels

### GROW

In the future

- Leverage our technical expertise with key customers
- Improve customer interface tools
- Leverage the housing cycle upswing
- Grow the internal distribution channel to market
- Develop innovative new products
- Develop value-add capability both locally and overseas

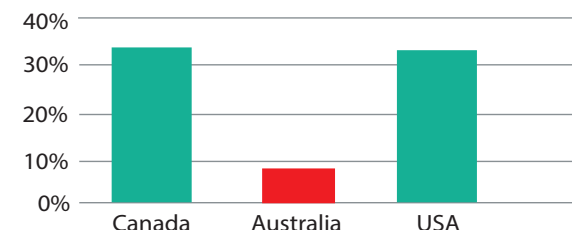


## SUBSTANTIAL ADDITIONAL DUTIES IMPOSED ON THE LARGEST CHINESE EXPORTER

The impact of the imposed anti-dumping measures to date has been modest but this may be about to change

- Case won in 2010 but the levels of duties imposed were low relative to Canada and USA
- Concerns around ongoing circumvention by importers are:
  - Duty Avoidance
  - Duty Absorption/ Sales at a loss

**Dumping & Countervailing Duties (Avg)**



### Response and Action

- The Australian Government has pursued a significant reform agenda in recent years, including the passing of six tranches of legislation
- A new stand-alone Anti-Dumping Commission was established in June 2013
- New anti-circumvention legislation passed, effective 1 January 2014, to allow industry to lodge 'duty absorption' complaints
- Capral initiated an inquiry by the Anti-Dumping Commission under this legislation against the largest exporter/importer of extrusions from China
- On 19 February 2015, the Minister for Industry and Science announced that he had found duty avoidance and substantial additional duties have been imposed

### Key issues being pursued

- Monitor post implementation of anti-circumvention decision and consider lodging additional sales at a loss applications
- Full review of current anti-dumping measures effecting aluminium imports is underway, due for completion in 2015
- Capral is testing new subsidies and cost calculation methods in an effort to realise fairer overall measures
- Continuing to interact with Government around strengthening the anti-dumping regime

## OUTLOOK

- Housing commencements are forecast<sup>1</sup> to be around 187,550 for calendar 2015, up 1% on the strong market in 2014
- The weakening AUD is a positive sign for local manufacturing and under normal circumstances should assist Capral's competitive position
- Substantial additional duties imposed on the largest Chinese exporter/importer of extrusions should have a positive impact
- We continue to drive cost out of the business and cost saving initiatives are targeted to at least cover inflation
- The integration of the OneSteel Aluminium business will be completed during 2015 and will generate further cost savings
- Capral expects to remain net cash positive at balance dates
- Trading EBITDA<sup>2</sup> is forecast to lift to between \$4m and \$5m in H1 2015 and deliver a full year result of between \$12m and \$14m, provided the current momentum in the housing market is maintained and the industrial sectors improve in line with general business conditions.

<sup>1</sup> BIS Shrapnel December 2014 forecast

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