

INVESTOR PRESENTATION

2016 FULL YEAR RESULTS

GLOBAL CONSTRUCTION SERVICES LIMITED
26 AUGUST 2016



Introduction



Corporate

ASX Code GCS

Ordinary Shares 200,284,332

Market Capitalisation* \$ 94.1m

Enterprise Value \$ 107.9m

* as at 24 August 2016 (47c)

Board & Management

Peter Wade Non-Executive Chairman

Enzo Gullotti Group Managing Director

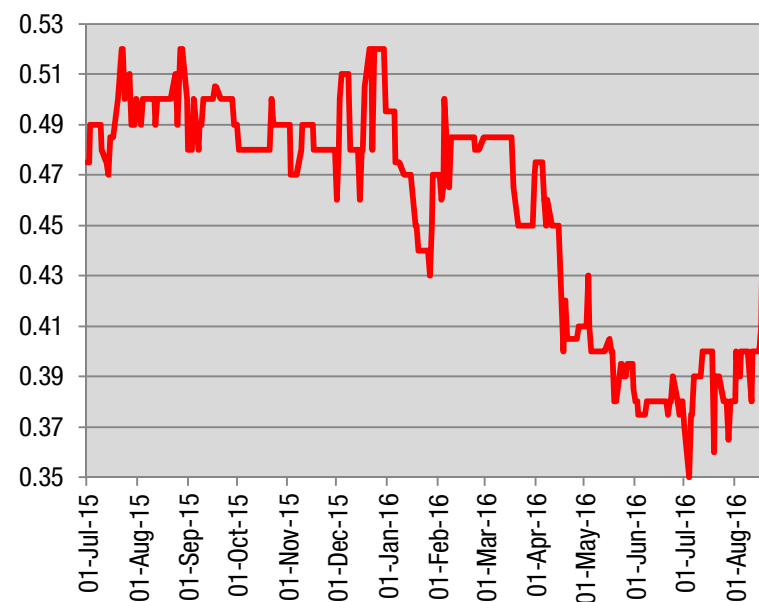
George Chiari Executive Director

Sam Mangione Non-Executive Director

Gabriel Chiappini Company Secretary

Carlo Genovesi Chief Financial Officer

Share Price (\$)



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.



Products & Services



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.



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.

Group Highlights



- **Financial**

- Delivered strong underlying financial performance in FY16
- Revenue \$184.5m, up 22.6% on FY15
- Underlying NPAT of \$12.0m, up 37.5% on FY15
- Net loss of \$76.9m includes one off non cash impairment charges of \$88.9m
- Strong cash flow from operations (before tax) of \$31.5m
- Net debt reduced to \$13.8m, down 55% from FY15

- **Operations**

- Diversified revenue streams and broad product offering underpinned growth and profitability of our businesses despite variable market conditions
- Significant Commercial sector revenue and earnings growth
- Strengthening position in maintenance contracting and labour services
- Executing on strategy to continue to build annuity revenue streams
- Easing Residential sector activity levels off a peak cycle
- Tender pipeline remains robust with strong activity levels in commercial and maintenance services
- SmartScaff JV continues to exceed expectations driven by strong East coast demand

- **Capital Management**

- Strong balance sheet with net debt/equity of 10%
- Maintained disciplined execution of capital management strategy
- Approved refinancing of debt facilities to enhance the Group's capital structure and reduce cost of debt by circa 30%. Settlement to occur by end of August 2016
- Final dividend declared of 1.0 cent per share fully franked

- **Strategic Priorities**

- Actively exploring and assessing east coast expansion and consolidation opportunities
- Diversify revenue base from primary reliance on WA activity
 - Binding Term Sheet signed to acquire specialist services contractor operating across the Eastern Seaboard as per ASX market release 25 August 2016

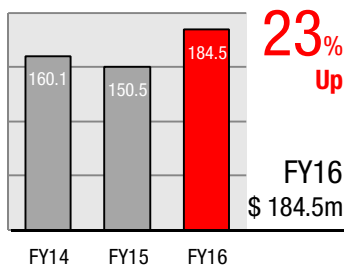


Financial Results

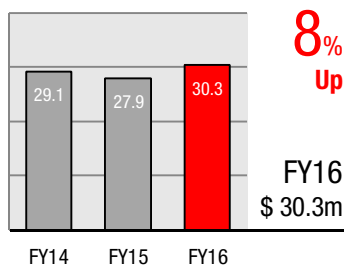


Full Year Financial Results 2016

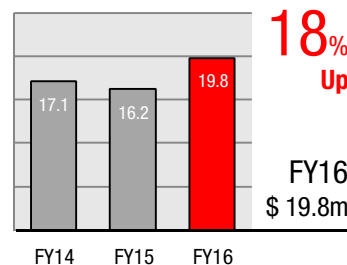
Revenue (\$m)



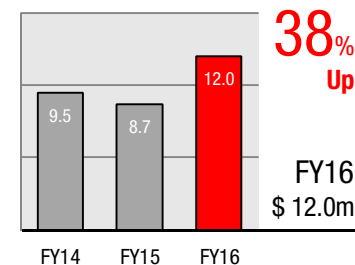
EBITDA (\$m)



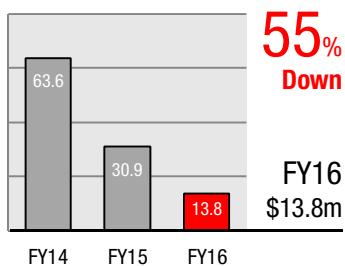
EBIT (\$m)



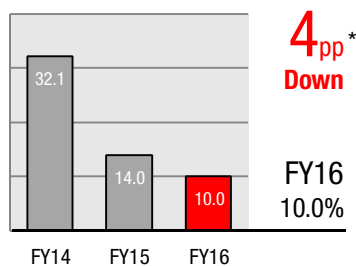
Underlying NPAT (\$m)



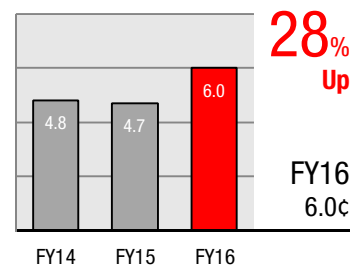
Net debt (\$m)



Net debt/ equity (%)



Underlying EPS (¢)



* PP - Percentage points

Financial Position



- Maintained disciplined approach to capital management
- Strong balance sheet with low net debt
- Net debt of \$13.8m reduced by \$17.1m from June 2015, down 55%
- Net debt/equity reduced to 10% from 14% at June 2015
- Approved refinance of Debt Facilities will provide
 - Extended debt maturity profile
 - Lower cost of debt by circa 30%
 - Undrawn funding capacity of \$48.8m available under all facilities

	Jun-16 \$m	Jun-15 \$m	Change %
Cash	20.7	20.7	-
Receivables & Inventories	32.3	36.2	-11
Prepayments	3.3	4.4	-24
Current Tax Assets	-	-	-
Current Assets	56.3	61.3	-8
Other Receivables	7.1	7.6	28
Investments JV	10.6	8.3	19
PP&E	104.9	171.7	-39
Intangibles	17.5	59.0	-70
Tax Assets & other	5.0	3.3	53
Non Current Assets	142.7	249.8	-43
TOTAL ASSETS	199.0	311.1	-36
Current Payables	15.8	17.0	-7
Deferred Income	2.9	3.7	-22
Borrowings	12.3	18.2	-32
Tax Liabilities	0.6	1.0	-40
Current Liabilities	31.6	39.9	-21
Borrowings	22.2	33.5	-34
Provisions	4.0	3.6	-11
Deferred Tax Liabilities	0.2	13.8	-99
Non Current Liabilities	24.0	50.9	-53
TOTAL LIABILITIES	55.6	90.8	-39
NET ASSETS	143.4	220.3	-35
Equity	142.3	142.3	-
Retained Earnings	1.1	78.0	-99
TOTAL EQUITY	143.4	220.3	-35

Cash Flow



- Cash flow from operations
 - Strong cash from operating activities of \$31.5m, up 5.7% on pcp
- Capital expenditure management (Cash & HP)
 - Total capex \$6.1m, \$1.4m down on pcp
 - Primarily growth capex for new projects
- Interest paid is down due to lower debt levels
- Cash of \$20.7m, in line with pcp

	Jun-16 \$m	Jun-15 \$m	Change %
Receipts from Customers	186.2	152.8	22
Payments to Suppliers	(154.8)	(123.0)	26
Income Taxes Paid	(3.2)	0.4	-900
Net inflows from operating activities	28.2	30.2	-7
Net PP&E	(5.6)	(5.6)	-
Interest Received	0.7	0.8	-13
Investment	-	-	-
Related Party Loans	0.6	2.1	-71
Net outflows from Investing activities	(4.3)	(2.7)	59
Proceeds from Borrowings	1.9	25.4	-93
Repayment of Borrowings	(22.4)	(55.0)	-59
Interest Paid	(3.4)	(4.3)	-21
Net proceeds from Issue of Shares	-	13.3	-100
Dividends Paid	-	-	-
Net inflows/(outflows) from financing activities	(23.9)	(20.6)	16
Net increase/(decrease) in cash	-	6.9	-100
Cash at beginning of period	20.7	13.8	50
CASH AT END OF PERIOD	20.7	20.7	0

Customer Sectors



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



KEY CLIENTS

THIESS



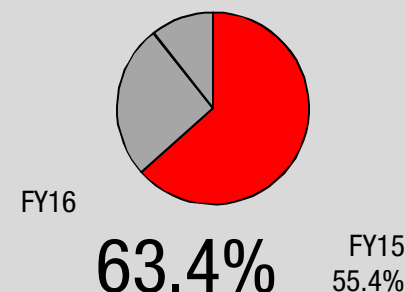
Commercial Sector



- General improvement in equipment utilisation being experienced
- Current major contracts are progressing well. Work continues as scheduled on Perth Children's Hospital, Crown Hotel, New Perth Stadium, and Capital Square.
- Project pipeline remains robust with continuing momentum and strong tender activity
- Significant private sector investment including new hotels and shopping centre expansions
- Further award of major commercial contracts to main contractors expected in second half of year
- Well positioned to capitalise on the growing investment pipeline in the commercial sector



Segment Size (by Revenue Share)



Revenue

Fiscal Year	Revenue	Change
FY16	\$117.1m	Up 40.3%
FY15	\$83.5m	

Adjusted EBITDA ⁽¹⁾

Fiscal Year	Adjusted EBITDA	Change
FY16	\$17.7m	Up 38.3%
FY15	\$12.8m	

Net Assets

Fiscal Year	Net Assets	Change
FY16	\$36.3m	Down 49.9%
FY15	\$72.4m	

1 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.

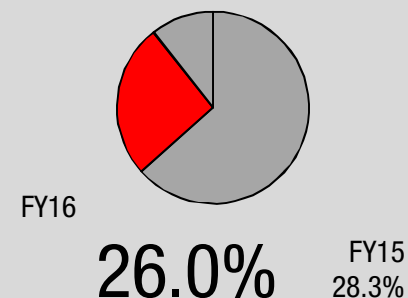
Resource & Industrial, Oil And Gas



- A solid performance with increased revenue and profitability despite challenging and competitive market conditions
- Current major scaffolding contracts are advancing well - includes Woodside's north-west shelf project (onshore and offshore), Ichthys project with Kaefer (Darwin), CITIC's Sino Iron project and FMG
- Actively pursuing new annuity revenue opportunities in the maintenance service sector



Segment Size (by Revenue Share)



Revenue

Fiscal Year	Revenue	Change
FY16	\$47.9m	Up 12.7%
FY15	\$42.5m	

Adjusted EBITDA ⁽¹⁾

Fiscal Year	Adjusted EBITDA	Change
FY16	\$12.0m	Up 13.2%
FY15	\$10.6m	

Net Assets

Fiscal Year	Net Assets	Change
FY16	\$32.2m	Down 32.8%
FY15	\$47.9m	

1 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.

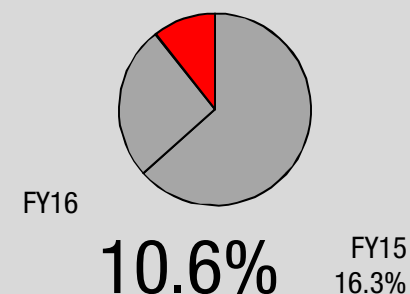
Residential Sector



- Revenue/EBITDA off peak levels and reverted back to more normal levels
- Cautiously positive, with residential building activity anticipated to remain broadly steady for the remainder of this calendar year
- Ongoing strong population growth and low interest rates to support housing demand
- Continue to maintain our strong market position



Segment Size (by Revenue Share)



Revenue

Fiscal Year	Revenue	Change
FY16	\$19.6m	Down 20.0%
FY15	\$24.5m	

Adjusted EBITDA ⁽¹⁾

Fiscal Year	Adjusted EBITDA	Change
FY16	\$5.0m	Down 28.6%
FY15	\$7.0m	

Net Assets

Fiscal Year	Net Assets	Change
FY16	\$14.9m	Down 28.4%
FY15	\$20.8m	

1 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 JV



- Continued demand and high utilisation levels are being experienced across the East coast
- Strong financial performance with contribution above expectation
- Demand expected to continue throughout FY17



- **Approved refinance of debt facilities**
 - Enhance the Group's capital structure
 - \$40m working capital and equipment finance facility with CBA, and \$22m equipment finance facility with Toyota
 - Extends average debt maturity profile
 - Lower cost of debt circa 30%
 - Provides more flexible and sustainable debt structure to support and respond to growth opportunities and market conditions
- **Dividend**
 - Final dividend of 1.0 cent per share fully franked
- **Items excluded from underlying earnings (after tax)**
 - Review of carrying value of assets and goodwill in line with current market and certain underperforming assets of the business
 - Total non-cash impairment charge of \$88.9m

National Consolidation Strategy



- **Geographical Diversification**
 - Diversify end user exposure
 - National business that is not reliant on any single state exposure issues
 - Ability to respond to changing market conditions by re-locating equipment and resources where required
- **Enhanced Product Offering**
 - Integrated service offering for national clients
 - National distribution channels to underpin higher utilization across the business
 - Scale and critical mass will be a major advantage on large scale national projects
- **Fragmented Market**
 - Construction and Infrastructure Industry forecast value circa \$142 billion* in FY17 across Australia
 - Multiple small players operating in either single geographical locations and/or single stream service provider.
 - Acquisition growth platform on a state by state basis
 - Multiple bolt on targets already short listed

* Source BMI Australia Infrastructure Report

National Consolidation Strategy

continued



- **Employees**

- Long term employment contracts with key personnel
- Enhanced career opportunities for all employees
- Attract, retain, and incentivise key personnel
- Industry Leaders in our field of expertise
- Long-standing client relationships with large national customers

- **Financial Returns**

- Strong earnings potential based on annual recurring spend in the construction and engineering industry across Australia
- Strong free cash flow to fund continued acquisitions and organic growth

- **Synergistic Growth**

- National client service offering
- Cross selling between geographical markets and service capabilities
- Centralised head office and administrative functions
- Industry best practice systems, processes, and equipment.
- Greater purchasing power

Outlook

- Strong results, balance sheet and cashflow generation to continue in FY17
- Poised to grow footprint across Australia replicating successful WA model
- Fragmented industry offers consolidation opportunities on the east coast
- Strategic acquisition opportunities already identified and are being reviewed
 - Anticipate 2-3 to be completed in FY17
 - One signed binding term sheet announced 25 August 2016
 - Two at preliminary negotiation stage
- Revenue potential over the next 3-5 years, based on achieving strategic market objectives, of circa \$500 million (currently \$180 million p.a. – WA only)
- Intending to pay dividends in FY17



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