



Greencap

Preliminary Final Results 30 June 2012





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- Dividend (fully franked) payments restored
- Core bank debt repaid from proceeds of sale of discontinued operations sold during financial year
- Integration of businesses completed, rebranding continues
- Asian operations expanding
- Resources sector work expanding
- Well positioned for future growth

Highlights



Legislative Drivers:

- National WHS harmonisation
- Water conservation, Environmental regulations and governance
- Clean Energy Bill (Carbon Tax)
- Government Sustainability and NABERS rating requirements

Demand Drivers:

- Integrated service offering - reduce suppliers
- Online service offerings – compliance & cost savings
- Resource, infrastructure & agribusiness demand

Business Drivers



	2012 \$ 000s	2011 \$ 000s
Continuing Operations		
Revenue	66,422	58,936
Profit from continuing operations before income tax & finance costs	5,402	6,470
Finance costs	(800)	(1,058)
Profit / (Loss) before income tax	4,602	5,412
Income tax expense	(1,503)	(1,579)
Net Profit after tax from continuing operations	3,099	3,833
Discontinued operation		
Profit / (Loss) after tax from discontinued operations	(351)	(9,523)
Profit / (Loss) for the year	2,748	(5,690)

- Revenue from continuing operations has grown by 12% .
- PBIT has declined by 16% .
- Significant revenue growth driven by 3rd party services.
- Net revenue growth did not cover increases in cost base.
- Restructuring of the business has ensure the flexibility to adapt to the changing market conditions in the future.

Financial Performance



	2012 \$ 000s	2011 \$ 000s
Current Assets	23,133	32,287
Non-current assets	45,863	45,462
TOTAL ASSETS	68,996	77,749
Total Current Liabilities	14,244	19,651
Total Non-current	752	5,683
TOTAL LIABILITES	14,996	25,334
NET ASSETS	54,000	52,415

- Group's financial position is strong.
- Sale of discontinued operations enabled repayment of core debt.
- NTA per share has increased from 0.3 to 4.6 cents this year.
- Well positioned for growth & increased shareholder returns.

Financial Performance



Financial Performance



HOLDEN



THE JUST GROUP



coles



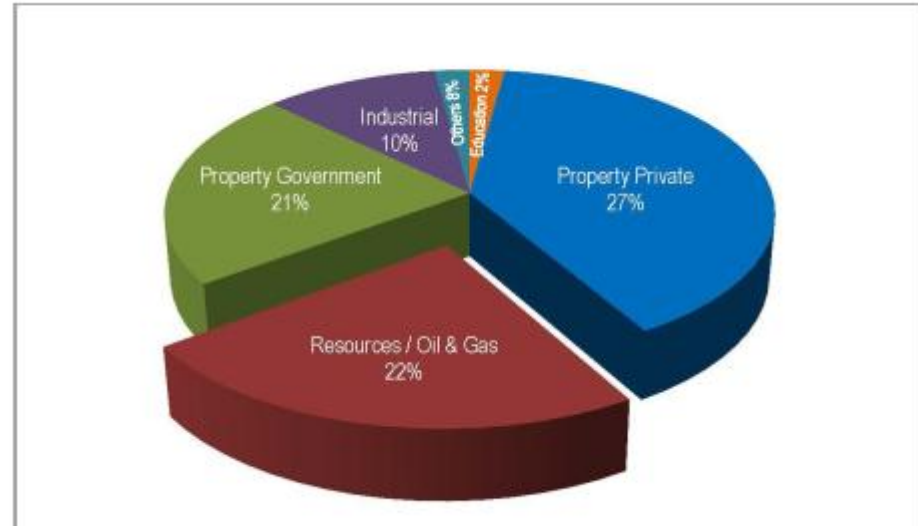
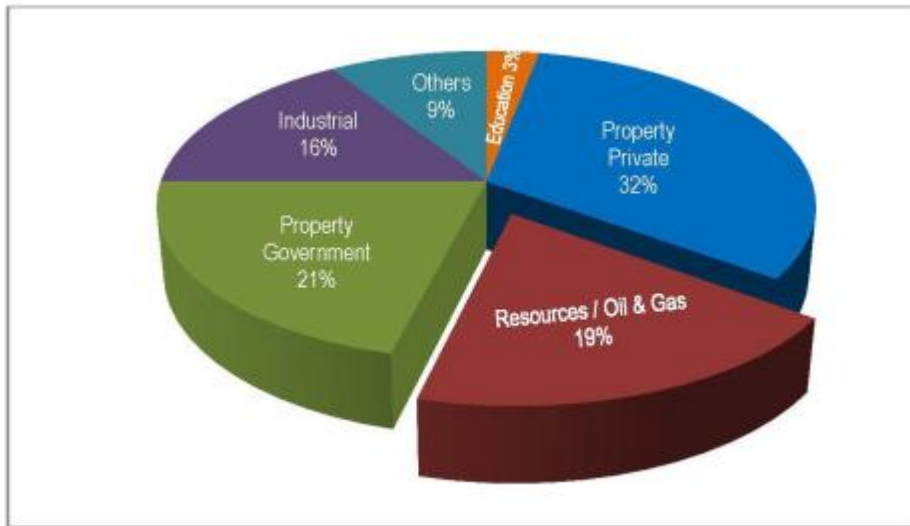
Our Clients





FY2011

FY2012



Our Clients



- More than 350 professional, technical and engineering staff
- A new management structure leading the group into a new phase of growth and development.
- Training in core skills and greater accountability is driving greater focus on business development and adding value.
- A team uniquely positioned to take advantage of the changing regulations which are driving consulting activity in its key areas of expertise – People, Property and Environmental risks.

Our People



Environmental Services.

Mining/Exploration Tenement Management | Cultural Heritage & Native Title Management | Environmental Management/Audit Systems | Environmental Impact Statements | Compliance, Licensing & Approvals | Contaminated Site Services | Waste/Waste Water Management | Flora & Fauna Investigation

Sustainability Services.

Greenhouse Gas Management | Resource Efficiency Assessment | Sustainability Procurement (Life Cycle Analysis) | Sustainability Assessment & Program Development | Corporate Sustainability Reporting | Training & Communications.

Property Risk Management Services.

Compliance & Risk Management Programs | Crisis/Emergency Management & Planning | Emergency Response Training | Warden, Evacuation Exercises | Cooling Tower Risk Management | Resource Efficiency Management | Corrosion Monitoring & Management

Web Based Solutions.

Rm3 Risk Management System | Cm3 Contractor OHS Prequalification System | Trim Online Emergency Planning & Management System

Hazardous Materials Management.

Risk Assessment | Abatement Programs | Hazardous Materials Management | Laboratory Analysis & Monitoring | Education, Communication, Induction & Training

Health & Safety Services.

Management Systems & Strategy | Compliance & Audit Leadership / Cultural Change | Risk Assessment | Contractor Safety Management

Education & Training.

Business Risk Management | Property Risk Management | Environmental Programs | Hazardous Materials Handling | Health & Safety Programs | Emergency Response Management | Online Solutions Training

Our Expertise

A wide range of complementary services



People



Property



Environment

Our Expertise



Health & Environmental Baseline Study for DPM in Indonesia

Greencap were commissioned by PT Dairi Prima Mineral (DPM), a mining company, to manage a **health and environmental baseline study** for the opening of a Zinc mine in the Dairi Regency, North Sumatra Province.

The survey will measure the baseline conditions to ensure the mines operations have **no lasting effect on the environment** and people residing in or near the location of the mine.

This study will include a **Food and Nutrition Survey** to better understand the access to food, food intake, and health and nutritional status and environmental conditions of the host communities.



Our Projects Environment



Greencap's web based Contractor OHS Prequalification system



Cm3 assists clients with **managing current OHS legislative obligations** by reviewing contractors OHS documentation to ensure it meets current requirements and managing the currency of contractors insurance documents.

Cm3 is built with **flexibility** so it can be customised to meet client's requirements.

Cm3 has been used successfully in 3 instances to support clients in a potential **contractor OHS Legislative compliance** breach.

Currently used by **23 clients** including Westfield, Lend Lease, Stockland, Colliers International, Reliance Petroleum, AGL and Rocla and in the implementation stage with many large Australian companies.

There are approximately **4000 contractors** registered with Cm3.

Cm3 appears to be the premier web based Contractor Management system. In September the introduction of Cm3 into New Zealand will commence.

Our Projects

People





Providing a range of environmental services to Fortescue



Fortescue Metals Group's (FMG) Chichester Hub produces an incredible 55 million tonnes per annum, and are **currently undergoing expansion** to a target of 95 million tonnes in 2013.

Greencap's involvement in the mine **began in 2010** undertaking baseline flora, vegetation and fauna studies to support environmental impact assessments.

Ongoing support to FMG's environmental team to facilitate their environmental approvals over a number of years, including **botanists and zoologists** with an overwhelming history of expertise in the Pilbara.

Greencap's invaluable experience in the Pilbara lead to efficiencies in survey techniques **providing Fortescue a cost and time saving** without compromising the high-quality outcomes expected by the state regulators.

Our Projects Environment





Preparation of EIS and other supporting information for a Queensland based mining exploration company

Project Management of EIS report.

After report was lodged with state government Greencap received excellent client feedback and initial strong government support.

Project management of cultural heritage and native title risks including preparation of management plans.

Ongoing management of tenement administration.

Supporting information used for the client's Bankable Feasibility study and port allocation plans



Our Projects Environment



SOX Reporting and environmental review across Landmark's Australian sites



Review of **42 sites** located across Australia.

Established a **strong Project Governance capability** to build a coordinated and effective management plan to deliver the environmental management program.

Dashboard reporting enabled the client to provide regular updates to its US Parent showing the progress of works and provide preliminary assessments.

The client appreciated the project been **managed by Greencap's Senior Executives** given the sensitive nature of the works.

Project completed **under budget and well within expected timeframes** by maximising our internal and external resources.

The **client saved around 15%** off the initial budget allocation.

Our Projects Environment



Project Management of H₂ome Smart project

H₂O smart

The H₂ome Smart project aims to help households in WA **reduce their water use** and encourage **water efficiency**.

Greencap **project managed** a large number of contractors to deliver the project across two key regions of WA, Perth and Northwest WA.

Over **18,000 households** have been recruited to the program across two regions resulting in 12% residential customer water savings.

Innovative solutions provided to help the client reach their target included:

- An revised approach to reengagement of households.
- Introduction of per person water use indicator when customers.
- The addition of a new smart metering infrastructure trial at no extra cost to the client.

Our Projects Environment

 greencap
LIMITED



2011/2012 Asbestos Surveys and Re-inspection for Spotless



Asbestos surveys and re-inspection conducted across WA Estate, SA Estate, NT/Katherine Estate, totalling over 150 sites.

Greencap commenced work on this project in 2011 for completion in 2012.

The project required the mobilisation of a large team from across the region. The team was made up of over 20 staff from varying backgrounds, including:

- Project Managers
- Hygienists
- Support Staff

Our Projects Property





- Whilst we see uneven trading conditions across Australia , there is continued strong regulatory drivers for our services.
- Our Primary Growth Strategies remain:
 - National Key Accounts.
 - Integrated business development and service delivery model.
 - Enhancing and Increasing our National and International footprint.
 - Cross – selling.
 - Exploiting group synergies.
- No one competes with us across our breadth of service offering.
- We are focused on creating shareholder value.



Greencap

Protecting people, property and environments

