

FULL YEAR RESULTS



27 AUGUST 2015



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FINANCIAL PERFORMANCE

- EBITDA (pre significant items) \$61.7 million
- Net Tangible Assets (NTA) of 48 cents per share
- Revenue \$636.9 million
- Statutory NPAT loss of \$90.9 million
- Generated positive free cash flow
- Net debt reduced by \$58.2 million to \$170.5 million at 30 June 2015
- Goodwill, PPE and debtor impairments followed onset of increasingly challenging 2H FY2015 conditions

OPERATIONAL IMPROVEMENTS

1H2015

- Cootes Transport restructured, safety and profitability improved
- Bulk Haulage division commenced 6mtpa Mt Webber haulage contract and new two year Millennium Minerals contract
- Continued focus on cost reduction and matching scale to key market conditions

2H2015

- Commodity prices and challenging end markets and impacted McAleese Group earnings performance
- Revised Atlas Iron haulage agreement with upside revenue opportunity
- Realignment of strategic business development activities across the Group is underway

FOCUS ON RESTORATION OF SHAREHOLDER VALUE

RE-ALIGNMENT OF BUSINESS DEVELOPMENT

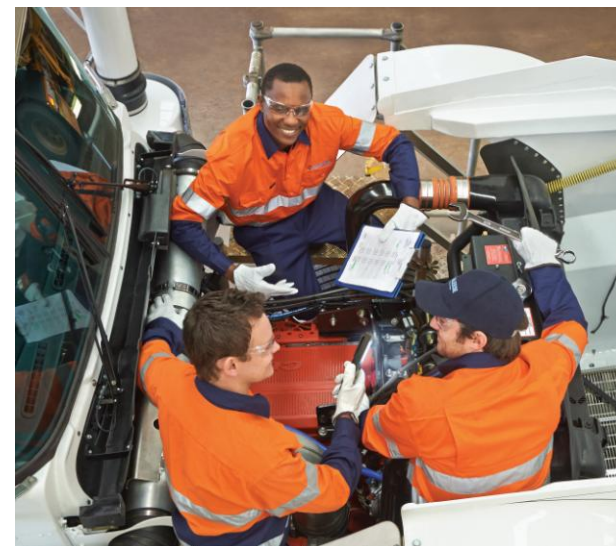
- Improved coordination of teams to better capitalise on cross – selling opportunities across resources and infrastructure projects

BANKING SYNDICATE REMAINS SUPPORTIVE

- Agreed revised banking arrangements
- The new covenants are:
 - minimum EBITDA,
 - minimum CFADS (Cash Flow Available for Debt Servicing)
 - maximum capital expenditure requirements

IMPROVED RISK MANAGEMENT AND GOVERNANCE

- Expanded Board composition and oversight
- Kerry Gleeson appointed as a Non-Executive Director on 1 September 2014
- Warren Saxelby appointed as a Non-Executive Director on 1 March 2015



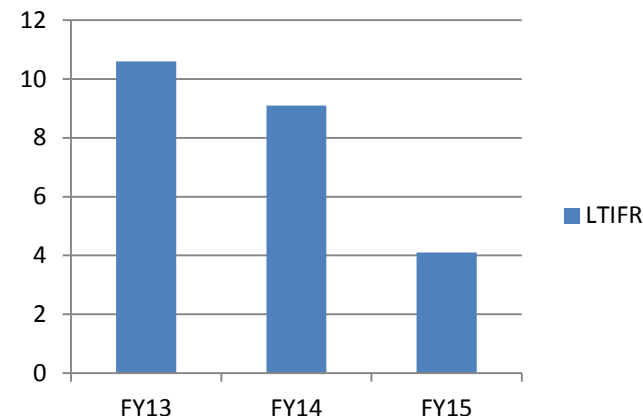
OUR VISION IS FOR EVERYONE HOME SAFE

- Lag indicator trends remain positive
- Total Recordable Injury Frequency Rate (TRIFR) of 17.6
- TRIFR trend, a 39% improvement against pcp
- Lost Time Injury Frequency Rate (LTIFR) reduced from 9.4 to 4.1
- LTIFR trend, 56% improvement, against pcp
- All divisions achieved significant reductions in TRIFR
- Reduction in Workers Compensation levels achieved substantial savings in premium
- These are important improvements however we remain committed to reaching our target TRIFR <10

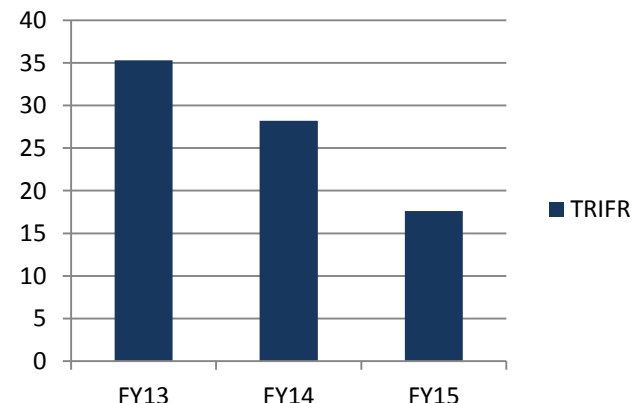
PROACTIVE SAFETY INITIATIVES

- Standardisation of Group HSE programs ongoing including HSE IT platform (MyOSH) implementation
- Development of Key Risk Management Strategy underway
- Safety Leadership program level 1 and 2 delivered to 150 front line leaders
- Targeting a 30% reduction in Group TRIFR for FY2016

LTIFR



TRIFR



BULK HAULAGE: BACK TO OPERATING AT CAPACITY

(\$millions)	30 Jun 15	30 Jun 14	% Change
Revenue	264.4	265.2	(0.3)
EBITDA	38.3	41.8	(8.4)
<i>% margin</i>	14.5%	15.7%	
EBIT	13.7	21.6	(36.6)
<i>% margin</i>	5.2%	8.1%	



YEAR IN REVIEW

- Throughout FY2015 business worked collaboratively with Atlas Iron to enhance longer term sustainability of both businesses . During 2H2015 this resulted in:
 - A revised haulage agreement including reduced base haulage rate with upside revenue opportunity linked to iron ore pricing and currency movements
 - Subsequent to the balance date McAleese acquired 280 million shares (and 280 million listed options) or 10.51% of AGO's issued capital
- Commenced new haulage contracts with Millennium Minerals and Process Minerals International
- Continuing to improve payloads and vehicle up time as part of its overall business improvement program
- Impairment of \$67 million to goodwill, intangibles (together \$49 million) and PP&E (\$18 million)

STRATEGIC DIRECTION

- Division actively pursuing work to diversify earnings by customer, commodity and geography including East coast opportunities

HEAVY HAULAGE & LIFTING: CONTINUED FOCUS - **REDUCING COST AND ALIGNING BUSINESS TO MARKET**

(\$millions)	30 Jun 15	30 Jun 14	% Change
Revenue	143.9	186.5	(22.8)
EBITDA (i)	16.2	39.6	(59.1)
% margin	11.3%	21.2%	
EBIT (i)	4.4	27.8	(84.2)
% margin	3.1%	14.9%	

(i) FY2015 results includes \$6.5 million impairment of debtor, Trans Global



YEAR IN REVIEW

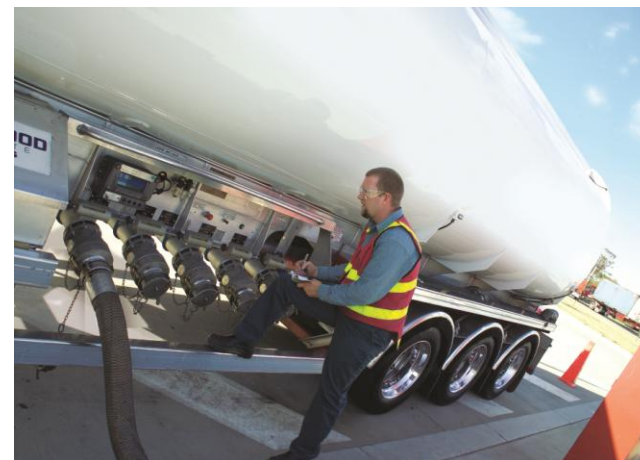
- Earnings impacted by reduced mine maintenance, wind down of services to major capital projects and deferral of new capital project opportunities during 2H FY2015
- Downward pressure on margins due to industry over capacity
- Fleet rationalisation continued with total asset sales of \$13.6 million completed during FY2015
- Impairment to PP&E of \$67 million
- Continued focus on cost reduction and matching business scale to market conditions

STRATEGIC DIRECTION

- Business development team aligned to drive integrated service offering across transport and cranes – lift and shift opportunities, particularly in East coast infrastructure

OIL & GAS: CONTINUED IMPROVEMENT IN EARNINGS PERFORMANCE

(\$millions)	30 Jun 15	30 Jun 14	% Change
Revenue	146.0	295.4	(50.6)
EBITDA	12.5	9.9	26.3
<i>% margin</i>	8.6%	3.3%	
EBIT	4.8	(4.2)	214.3
<i>% margin</i>	3.3%	(1.4%)	



YEAR IN REVIEW

- Profitability has continued to improve following the 2014 restructure and fleet renewal program
- Cessation of Caltex NSW and Victoria contracts was neutral to FY2015 EBIT and on a go forward basis
- RMS Improvement Notices completed in December 2014 and all vehicles passed without issue on recent re-inspection of NSW fleet sample

STRATEGIC DIRECTION

- Narrower customer base has seen focus on targeted growth to include other bulk markets with some success in haulage of other dangerous goods products
- Pursuing opportunities to supply fuel and gas to isolated locations within key resource producing regions

SPECIALISED TRANSPORT: SUBDUED GENERAL FREIGHT ACTIVITY

(\$millions)	30 Jun 15	30 Jun 14	% Change
Revenue	82.4	79.9	3.1
EBITDA	1.6	5.4	(70.4)
% margin	1.9%	6.7%	
EBIT	(1.1)	3.6	(130.6)
% margin	(1.3%)	4.5%	

(i) McAleeese Group acquired WAFG in April 2014



YEAR IN REVIEW

- Throughout FY2015, the division experienced subdued general freight activity resulting primarily from the softening economic conditions and a slowdown in the Australian infrastructure and resources sectors
- Reduced levels of activity particularly evident on the East/West Corridor
- In light of challenging conditions, an impairment of \$4.1 million was taken against goodwill

STRATEGIC DIRECTION

- The business continues to implement improvement initiatives aimed at reducing direct labour costs and improve sub-contractor management

FINANCIAL PERFORMANCE

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SUMMARY FINANCIAL PERFORMANCE

PRO FORMA TRADING RESULTS

(\$ millions)	30 Jun 15	30 Jun 14
Revenue	636.9	762.4
Trading EBITDA	61.7	85.3
Trading EBIT	14.8	38.7
Net Interest Expense (i) (ii)	(15.4)	(18.9)
Pro forma trading profit/(loss) before tax	(0.6)	19.8
Taxation expense (iii)	(6.8)	(6.9)
Pro forma trading profit/(loss) after tax	(7.4)	12.9
Dividend Per Share	-	-

- i. FY2015 net interest included a \$1.3 million adverse impact of non-cash accounting for interest rate hedging
- ii. FY2014 interest has been normalised to reflect current funding arrangements and exclude those costs associated with exiting pre-IPO funding arrangements
- iii. Carried forward tax losses of \$6.2 million were de-recognised at 30 June 2015

SUMMARY FINANCIAL PERFORMANCE STATUTORY RESULTS

(\$ millions)	30 Jun 15	30 Jun 14
Revenue	636.9	762.4
Trading EBITDA	61.7	85.3
Depreciation	(45.2)	(43.9)
Amortisation	(1.5)	(2.7)
Elimination of profit on transactions with HHA	(0.2)	-
Trading EBIT	14.8	38.7
Total individually significant items	(104.3)	(75.8)
EBIT after significant items	(89.5)	(37.1)
Net interest expense	(15.4)	(39.2)
Net profit before tax	(104.9)	(76.3)
Income tax benefit	14.0	12.7
NPAT	(90.9)	(63.6)
NPAT (pre significant items)	(7.4)	(2.9)
Earnings Per Share (cents)	(32.17)	(30.20)
Earnings Per Share (pre significant items) (cents)	(2.61)	(1.21)
Net tangible assets per share (cents)	0.48	0.62

- Net interest expense, tax, NPAT and EPS measures for the period ended 30 June 2014 in part reflect pre-IPO capital structure

	<u>Significant Items (before tax) \$millions</u>	<u>30 Jun 15</u>	<u>30 Jun 14</u>
i. Liquip profit on sale \$51.3M and Beta Fluid Systems loss on sale \$2.5 million including FX loss	Profit or (loss) on disposal of subsidiary / business (i)	48.8	2.5
	IPO Costs	-	(2.7)
	Acquisition & Sale costs (ii)	(0.6)	-
ii. Various transaction costs \$0.6M	Impairment charges – goodwill & intangibles	(53.1)	(30.6)
iii. Net PPE impairment charge of \$83.5 million	Impairment charges / reversals – plant & equipment (iii)	(83.5)	(16.7)
	Impairment charges – equity investment, associated loans & net receivables (iv)	(18.9)	-
iv. HHA total impairment \$18.9M	Mona Vale accident costs	-	(11.3)
v. Oil & Gas write back of excess provisions \$4.0 million	Restructure costs and superannuation provision (v)	4.0	(15.9)
	Onerous lease	-	(1.1)
vi. Consulting and advisory costs \$1.0 million	Consultants (vi)	(1.0)	-
	Total Significant Items	(104.3)	(75.8)

CASH FLOW AND FINANCING

	(\$ millions)	30 Jun 15	30 Jun 14
i. Quarry sale costs \$0.1 million (2014: Mona Vale and restructure)	EBITDA	61.7	85.3
	Significant items (cash) (i)	(0.1)	(8.7)
ii. Predominantly redundancy and leave provision payments as a result of the Oil & Gas division restructure	Net movement in working capital	10.3	15.2
	Movements in provisions (ii)	(17.8)	(1.0)
	Net interest (iii)	(13.4)	(35.3)
	Tax received / (paid)	0.1	(2.1)
iii. June 14 included prior period accrual of \$10.7 million paid July 13 and payment of mezzanine facility capitalised interest of \$5.7million	Profit on disposal of PP&E	(1.8)	(2.0)
	Other	0.3	-
	Net cash inflow from operating activities	39.3	51.4
	Capital expenditure (net of proceeds)	(26.9)	(61.6)
iv. Additional 25% investment in National Crane Hire	Purchase of additional investment in subsidiary (iv)	(4.0)	(4.0)
	Sale of investments (v)	68.8	5.3
	Purchase of convertible note	(4.0)	-
v. Proceeds on the disposal of Liquip and Beta (2014: Watt Wah disposal)	Advances to associated entities	(9.4)	-
	Purchase of investment in joint venture (incl acquisition costs)	(3.3)	-
	Acquisitions (vi)	(1.7)	(14.4)
vi. FY2015 Acquisition of Busby Transport (FY2014 WAFG \$14.4 million and final 25% NCH \$4.0m)	Other	(0.6)	(1.2)
	Net cash inflow/(outflow) from investing activities	18.9	(75.9)
	Net cash inflow/(outflow) from financing	(64.4)	52.9
	(Decrease)/increase in cash	(6.2)	28.4

- Expenditure skewed to 1H FY2015 driven by growth requirements, primarily Atlas Iron Mt Webber ramp up and Cootes Transport fleet renewal program
- 2H FY2015 expenditure limited to maintenance, with some modest growth capex in Bulk Haulage
- Disposals during FY2015 consisted primarily of underutilised HH&L fleet and surplus Cootes Transport equipment

FY2015 (\$ millions)	HHL	BH	O&G	ST	Corp	Total
Gross	4.3	39.7	5.1	4.3	0.7	54.1
Disposals	(13.6)	(0.4)	(12.9)	(0.3)	0.0	(27.2)
Net	(9.3)	39.3	(7.8)	4.0	0.7	26.9

- Net debt reduced by \$58.2 million to \$170.5 million at 30 June 2015, with a significant contribution from the asset divestment program
- The Group had drawn down \$210.1 million under its multi-option Syndicated Facility Agreement as at the balance date.
- The SFA included undertakings as to leverage, interest cover and gearing
- Compliance as at 30 June 2015 was waived by the syndicate banks as part of establishing revised banking arrangements to apply during FY2016
- In light of the Group's commitment to strengthen its capital structure, the Directors have determined that a FY2015 dividend will not be paid



REVISED BANKING ARRANGEMENTS TO PROVIDE BALANCE SHEET STABILITY

BANKING SYNDICATE SUPPORTIVE OF MCALEESE GROUP

- Revised banking arrangements in place which suspend the Group's previous financial undertakings relating to leverage, interest cover ratio and gearing during FY2016
- The key new covenants are;
 - minimum EBITDA
 - minimum CFADS (Cash Flow Available for Debt Servicing)
 - maximum capital expenditure requirements
- As part of the revised arrangements the Company has reduced its facility limits
- With cash on hand, forecast cash generation and its remaining facility limits the Group has:
 - sufficient liquidity
 - a stable balance sheet
 - runway to implement strategic initiatives and enable future improvement of its businesses
- The Board and Management will continue to monitor the performance of each of the divisions against expectation and the Group against the revised banking requirements

-
- McAleese Group will continue to refine its current business activities and asset base to better align itself to the challenging operating environment and restore shareholder value
 - These activities will include:
 - realigning business development activities to better capitalise on opportunities
 - strengthening the balance sheet
 - continuing to improve performance in the areas of safety, customer and people which form the Company's guiding values
 - We are confident that once the Company achieves these outcomes a sustainable platform for growth can be initiated

Q&A



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APPENDIX

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(\$ millions)	30 Jun 15	30 Jun 14
Current Assets		
Cash and cash equivalents	44.8	51.0
Trade and other receivables	62.3	96.2
Loans to associate	-	-
Prepayments	5.6	5.9
Inventories	4.8	2.2
Assets classified as held for sale	18.8	53.1
Total Current Assets	136.3	208.4
Non Current Assets		
Investment in convertible note	-	-
Investment in joint venture	-	-
Property, Plant & Equipment	278.1	374.2
Intangible assets	1.1	54.7
Deferred tax assets	13.7	-
Total Non Current Assets	292.9	428.9
Total Assets	429.2	637.3
Current Liabilities		
Trade and other payables	47.4	67.0
Financial Instruments	2.5	1.6
Loans and Borrowings	209.2	18.5
Current tax provision	-	-
Employee service provision	18.1	24.4
Other provision	2.7	17.1
Liabilities held for sale	0.7	10.1
Total Current Liabilities	280.6	138.7
Non Current Liabilities		
Financial Instruments	2.7	2.2
Loans and Borrowings	4.2	258.4
Employee Provisions	1.8	2.3
Other provisions	2.8	3.1
Deferred tax liabilities	-	0.5
Total Non Current liabilities	11.5	266.5
Total Liabilities	292.1	405.2
Net assets	137.1	232.1
Equity		
Contributed equity	251.4	251.4
Reserves	(3.5)	(1.3)
Accumulated losses	(110.8)	(19.9)
Total Equity Attributable to equity holders of the Company	137.1	230.2
Non-controlling interests	-	1.9
Total Equity	137.1	232.1