

PACIFIC ENERGY LIMITED

ASX : PEA

2017 AGM PRESENTATION



PACIFICENERGY



NOVEMBER 2017

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FY17 Highlights

Financial

- EBITDA up 7% to \$40.8m (underlying EBITDA up 9% to \$40.0m)
- NPAT up 6% to \$16.6m
- Operating cash flow up 13% to \$35.0m
- Capital investment of \$19m (2016: \$37m), including expansion capex of \$13m
- Final dividend maintained at 1.5 cps (2.5 cps full year) fully franked
- Gearing (net debt:NTA) down from 32% to 23%

Operating

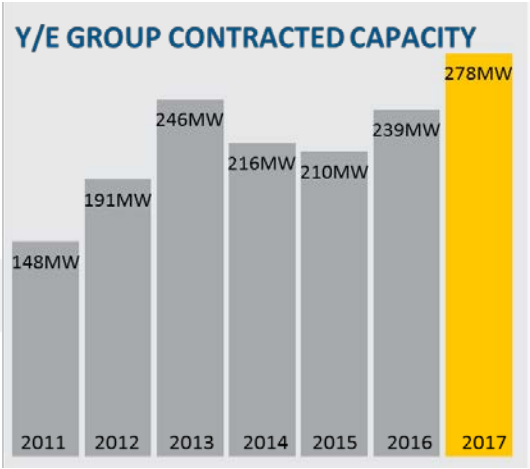
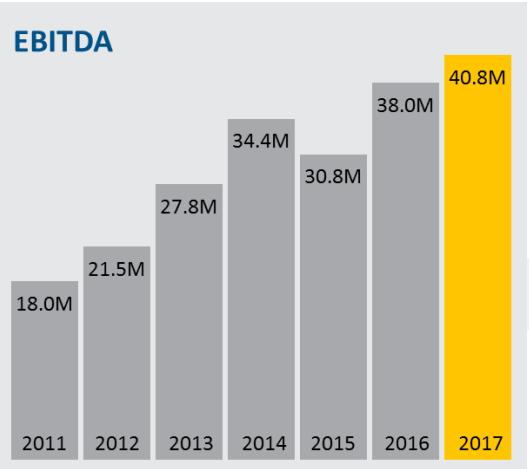
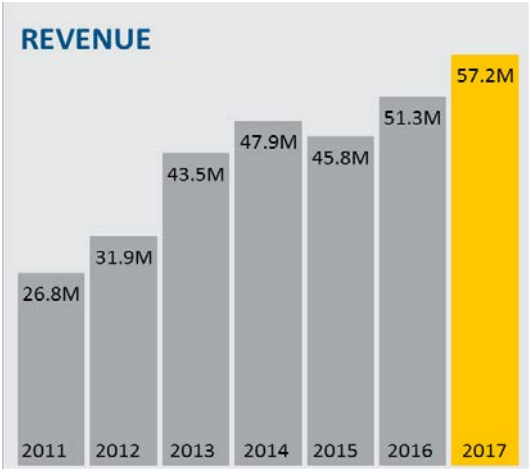
- 39MW of new long-term contracts / expansions of existing contracts secured during FY17
- Secured several multi-year contract extensions
- Completed first year of African expansion strategy – positive response from market; actively tendering work in multiple countries
- Excellent safety, reliability and fuel efficiency reinforce reputation for delivering industry benchmark performance

Corporate

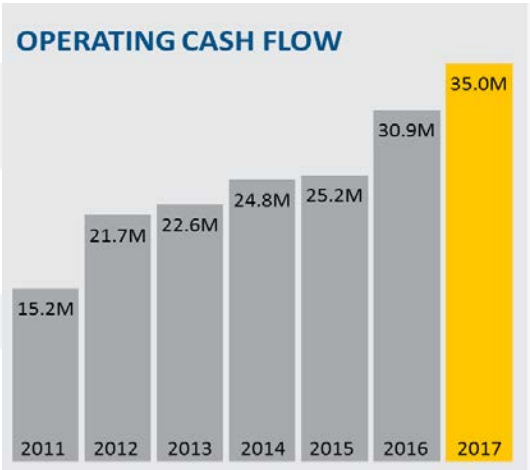
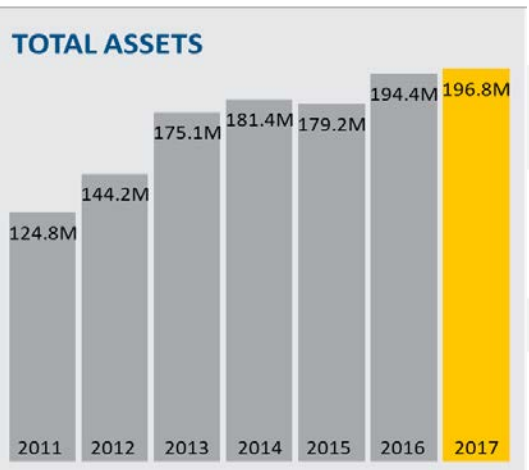
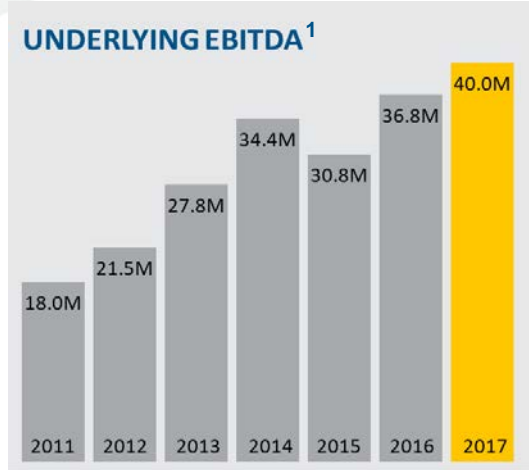
- Substantial change in share register with block trade of Pacific Road's 23% holding to 19 institutional investors
- Increased free float and improved liquidity

Historical Comparison

PEA has continued its stable and dependable financial performance with long term power generation contracts



¹ Underlying EBITDA represents reported EBITDA minus profit on sale of listed investment



Key Points

- Reported and underlying EBITDA within guidance (“reported” includes \$800k gain on sale of investment)
- Key drivers were full year’s contribution from large FY16 investment to build new / expand existing power stations, as well as part-year impact from commissioning of new capacity during FY17
- Second half underlying EBITDA was slightly less than first half (\$20.5m Vs \$19.5m), largely due to one-off major flooding event at large site causing lost revenue in January / February
- Total contacted capacity increased 16% from 239MW to 278MW at 30 June 2017; has since increased to 293MW (record high)
- Start dates on several projects delayed, limiting benefit to FY17 results; 253MW installed at 30 June 2017; 268MW currently installed; remaining 25MW in progress with progressive commissioning over next several months
- Executed African expansion strategy
 - Local office and management established - cost impact approximately \$0.5m per annum
 - Various projects have been bid and in process of being bid, mostly with ASX and TSX listed companies
 - Tracking approximately 20 projects
 - Frustrated by delays in contract awards but highly encouraged with progress, acceptance and potential

Balance Sheet

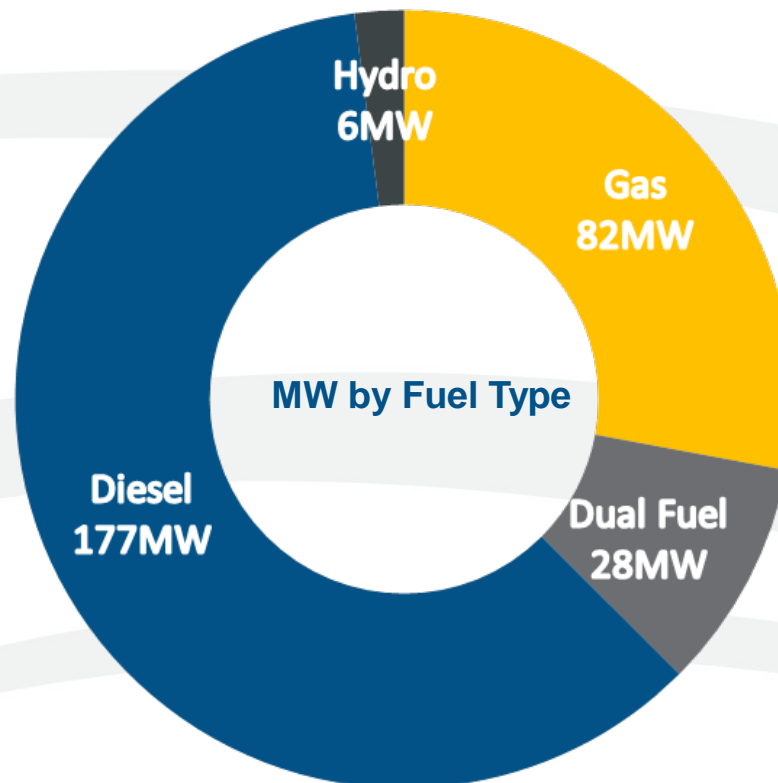
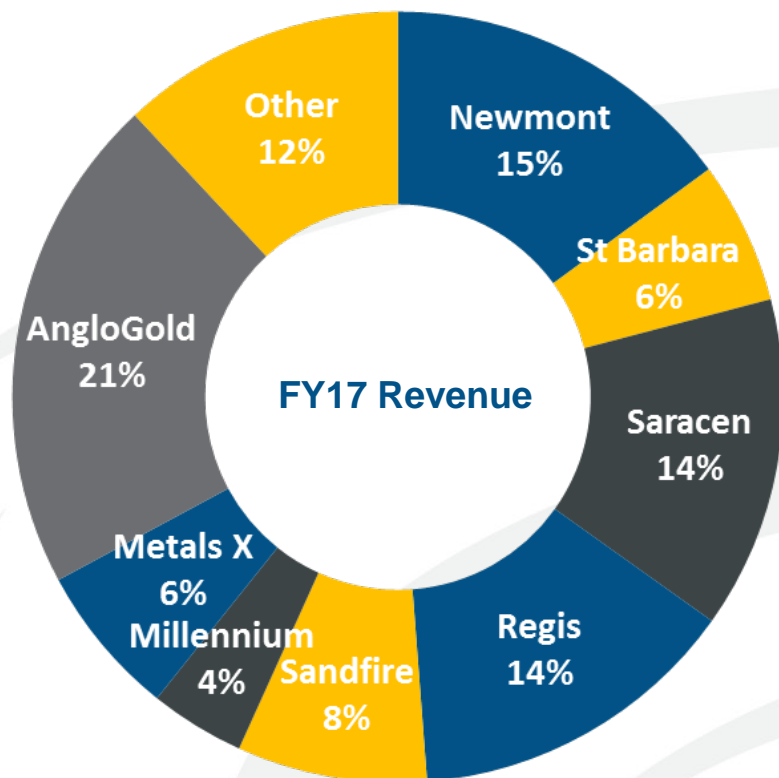
	2017 \$m's	2016 \$m's
Cash	5.0	5.7
Receivables	6.3	6.6
PP&E	160.0	154.9
Intangibles	24.1	25.2
Other	1.4	2.0
TOTAL ASSETS	196.8	194.4
Current liabilities (ex debt)	6.3	6.1
Current debt	6.9	5.8
Non current debt	25.9	36.1
Deferred tax	11.5	8.4
Other	1.1	1.2
TOTAL LIABILITIES	51.7	57.6
NET ASSETS	145.1	136.8
NET TANGIBLE ASSETS	121.0	111.6

GEARING	2017	2016
Net Debt: Net Assets	19.2%	26.5%
Net Debt: NTA	22.9%	32.4%

- **Net Debt (debt \$33m; cash \$5m) \$28m**
- **Total Debt Facilities \$52m**
- **Interest Cover 25x**
- **FY17 capex spend \$19m**
 - \$13m new projects / expansion capex
 - \$6m maintenance and miscellaneous capex
- **Net debt / gearing forecast to progressively reduce to mid "teens" during FY18 in absence of any unbudgeted capex on new projects**

Long Term Contracts Across Multiple Fuel Technologies

- Long term contracts in place - weighted average remaining contract duration approaching 4 years provides strong earnings visibility
- Approximately 90% of revenue from clients with All In Sustaining Cost Margin exceeding 30%
- Commodity exposure – mostly gold, copper, precious metals and mineral sands
- Some newer commodities and products also in demand



Contract Activity FY17 and Subsequent

- **Contracted capacity increased to 293MW**

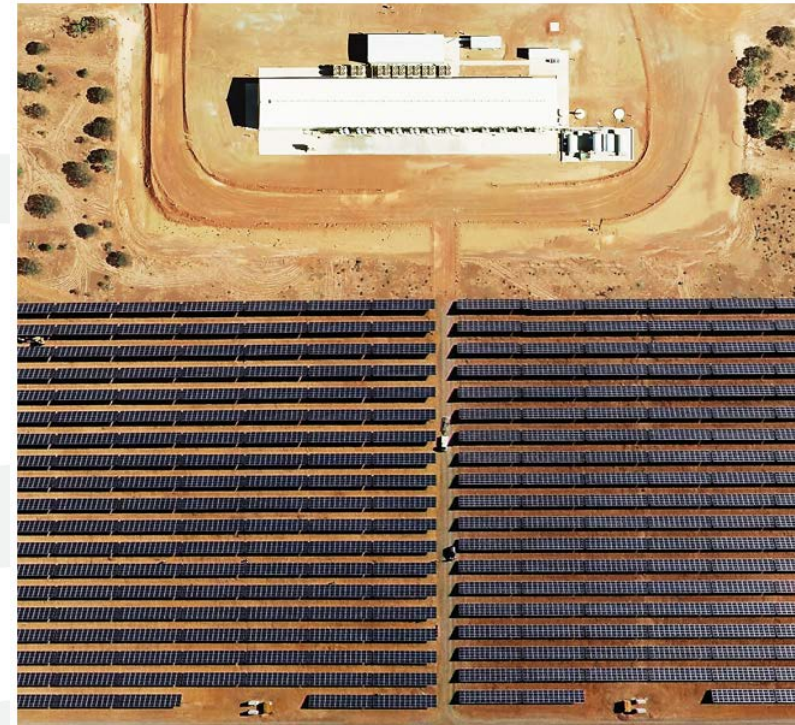
- ❖ **New contracts:** Westgold – new 5MW power station for Fortnum site under 5 year contract

OM Manganese – re-start of 4MW power station at Bootu Creek

Altura – new 11MW power station at Pilgangoora site under 5 year contract

Sandfire – new 4MW power station at Monty site under an initial 3 year term

- ❖ **Expansions:** Newmont – 8MW expansion of Tanami operations and annual contract extension to December 2018
- Regis – 4MW expansion at Garden Well and contract extension to 2023; Duketon extended to 2020
- Sandfire – 5MW expansion at DeGrussa and contract extension to December 2021
- Saracen – 2MW expansion at Thunderbox power station
- Saracen – 5MW expansion at Carosue Dam and contract extension to 2021
- St Barbara – 4MW expansion following new contract to July 2024

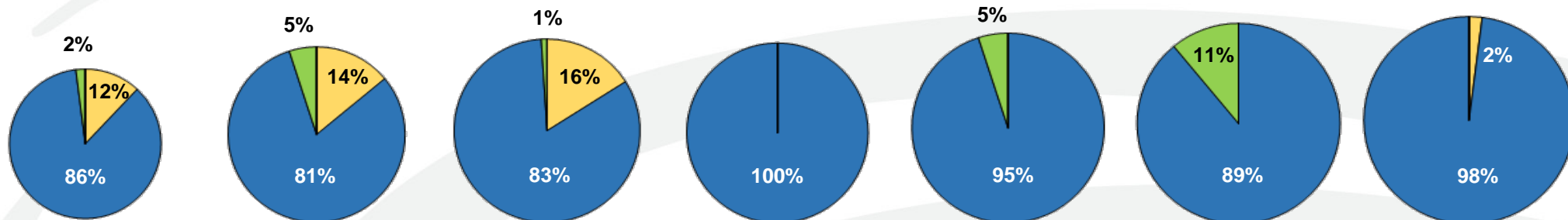


Ability to Grow Earnings from Existing Client Base

- Organic contract expansion / repeat business from existing customers has delivered much growth to PEA
- Power generation requirements at mining operations typically increase over time
- Leads to organic growth within existing contracts
- Performing on existing projects also leads to opportunities on customers' new projects
- Growth is not dependent on finding new customers - track record of expansion with existing customers / sites, including during several difficult recent years for the mining industry

EBITDA GROWTH

FY12	FY13	FY14	FY15	FY16	FY17	FY18 (guidance)
19%	29%	19%	<7%>	19%	9%	9%



Legend:

- Revenue from existing sites, including expansions
- Revenue from new sites - existing customers
- Revenue from new sites - new customers

- FY12 – FY18 EBITDA growth from \$21.5m to \$43.5m (guidance mid-point)
- Majority of this driven from existing customers

Outlook

- EBITDA guidance \$43m - \$44m (up from \$40m in FY17) – based on existing contracts in hand
- Any expansions of existing contracts or FY18 impact of any new contracts will improve results
- Implies EV/EBITDA (mid range) multiple of 5.1x
- Record operating cash flow forecast; capex estimated at \$15m (\$9m growth + \$6m maintenance/other)
- FY19 will receive full year benefit of 40MW new capacity being installed in FY18, plus potential new contract awards
- Well positioned for all fuel technologies with proven capabilities in:
 - ✓ diesel ✓ gas ✓ dual fuel ✓ waste heat ✓ solar
- Growth Drivers:

Existing Customers

- Existing customers typically require increasing power generation over time
- Existing customers may also develop new projects
- Currently in discussions on several expansion opportunities
- Also in discussions on several contract extensions

New Mining Projects

- Very positive outlook for natural resources industry after several tough years
- Actively pricing a range of new projects – ~ 85MW in outstanding tenders and EOI's
- African market presents a new growth frontier. Market entry well received with various tenders and EOI's in progress totalling ~ 90MW

New Opportunities

- Good deal flow of opportunities for new investment (mining, non-mining, renewables, other energy related)
- Opportunities include acquisition of existing power generation assets, as well as business acquisitions or investments
- Currently looking at four opportunities totalling over 250MW in mining and NEM related opportunities

Summary

FUNDAMENTALS

- Steady and dependable business continues to deliver
- Provide an essential and permanent specialist service
- Visibility in earnings a key differentiator – long term contracts out to 2028

STRONG AND LONG TERM RELATIONSHIPS WITH SOLID CLIENTS

- Long term relationships with global and Australian based miners
- Profitable and stable clients with long term viable projects
- Track record of growing business with existing customers – contract expansions and new projects

GROWTH TO CONTINUE

- 2018 set to deliver another record result based on contracted revenue
- Expect roll out of KPS business model in Africa to deliver results
- Tendering activity buoyant
- Outlook for natural resources industry has improved significantly in past year
- Looking at broader energy infrastructure opportunities and acquisitions

FINANCIAL HEALTH

- Balance sheet in good shape
- Consistent and strong cash flow from operations
- Continuing fully franked dividends – 4.2% current yield (@ 60 cents per share)

Conclusion

Thank You Q&A

