



# Greencap

## Half Year Final Results 2013





	Slide
Summary	3
Our Fundamentals	5
Financial Performance	6
Our Clients	9
Our People	11
Our Expertise	12
Strategy and Future Growth	21

# Contents



- \$32 million revenue (consistent with HY 12)
- Underlying EBIT down 29%; Underlying NPAT down 26%
- \$2.8 m cash flow from operations (up from \$0.3 m HY12)
- \$1.4 million net cash (up from \$1.1 m HY12)
- Doubling in growth of revenue from Asian operations
- Net Tangible Assets per share of 5.0 cents
- Interest expense down by 60% year on year

## Summary



## Our Plan for Growth:-

- Exposing more of our key clients to a fuller range of our integrated services;
- Restructuring senior management;
- Reducing the costs of service delivery;
- Aligning business operations with growth markets; and
- Better integrating our service offering and delivery

## Summary





## Our fundamentals are strong

- Greencap is the only integrated service risk management and compliance company in the market, ranging from education & training, through to environmental, hazmat, OH&S, and governance.
- Greencap has the size and capability to partner you on large projects where risk is critical to commercial viability.
- The market for compliance based services is steady and reliable within Australia, but is predicted to grow in Asia.
- Greencap is entrenched within Australasia and is positioned for growth.

## Our Fundamentals



	6 Months Ended 31 December 2012 \$ 000s	6 Months Ended 31 December 2011 \$ 000s
Revenue	31,925	31,684
<b>Profit before interest and income tax</b>	<b>2,030</b>	<b>2,864</b>
Finance costs	(225)	(567)
<b>Profit before income tax</b>	<b>1,805</b>	<b>2,297</b>
Income tax expense	(592)	(649)
<b>Profit from continuing operations</b>	<b>1,213</b>	<b>1,648</b>
(Loss) from discontinued operations	(703)	(99)
<b>Profit for the period</b>	<b>510</b>	<b>1,549</b>

- Continuing Operations Revenue similar to last year.
- Continuing Operations EBIT has declined year on year.
- Interest costs 60% lower
- Once-off write-off of MC2 goodwill
- TRH claims costs incurred
- Plan to compensate for margin pressure

## Financial Performance



	6 Months Ended 31 Dec 2012 \$000s	6 Months Ended 31 Dec 2011 \$000s
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>2,851</b>	<b>345</b>
Purchase of non-current assets	(439)	(469)
Proceeds from disposal of business	-	12,309
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>	<b>(439)</b>	<b>11,840</b>
Repayment of borrowings	(796)	(8,207)
Dividend paid	(586)	-
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>	<b>(1,382)</b>	<b>(8,207)</b>
<b>CHANGE IN CASH AND CASH EQUIVALENTS</b>	<b>1,030</b>	<b>3,978</b>

- Group's cash flow and cash position are both strong.
- Cash flow from operations of \$2.8 million

# Financial Performance



	As at 31 December 2012 \$ 000s	As at 30 June 2012 \$ 000s
Total Current Assets	21,715	23,133
Total Non-Current Assets	45,308	45,863
<b>TOTAL ASSETS</b>	<b>67,023</b>	<b>68,996</b>
Total Current Liabilities	9,987	12,735
Total Non-Current Liabilities	2,419	2,261
<b>TOTAL LIABILITIES</b>	<b>12,406</b>	<b>14,996</b>
<b>NET ASSETS</b>	<b>54,617</b>	<b>54,000</b>

- Group's financial position is strong
- Excess of Current Assets over Current Liabilities is \$11.7 million increased by \$1.3 million during the half
- Net cash increase to \$1.4 million
- NTA increased to 5.0 cents

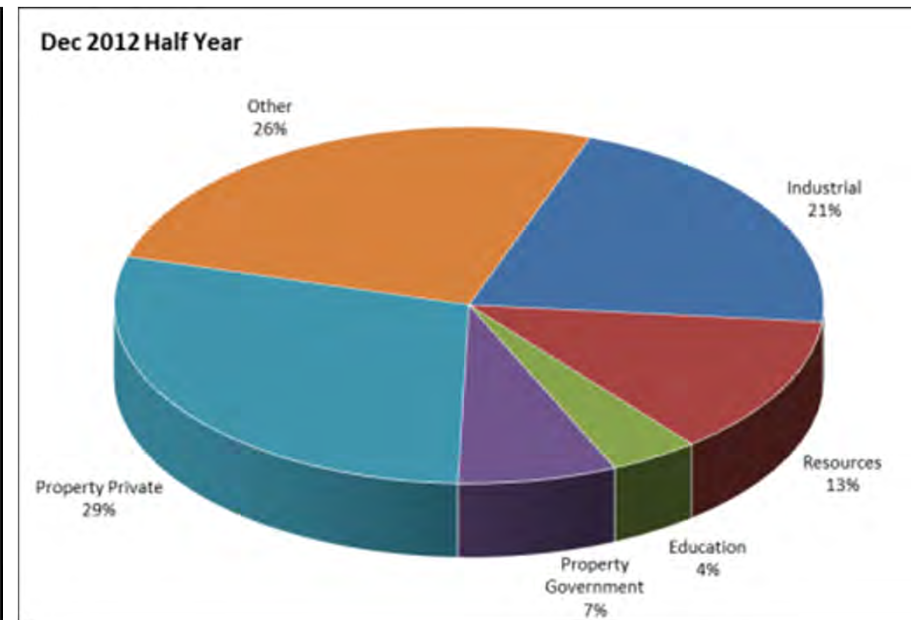
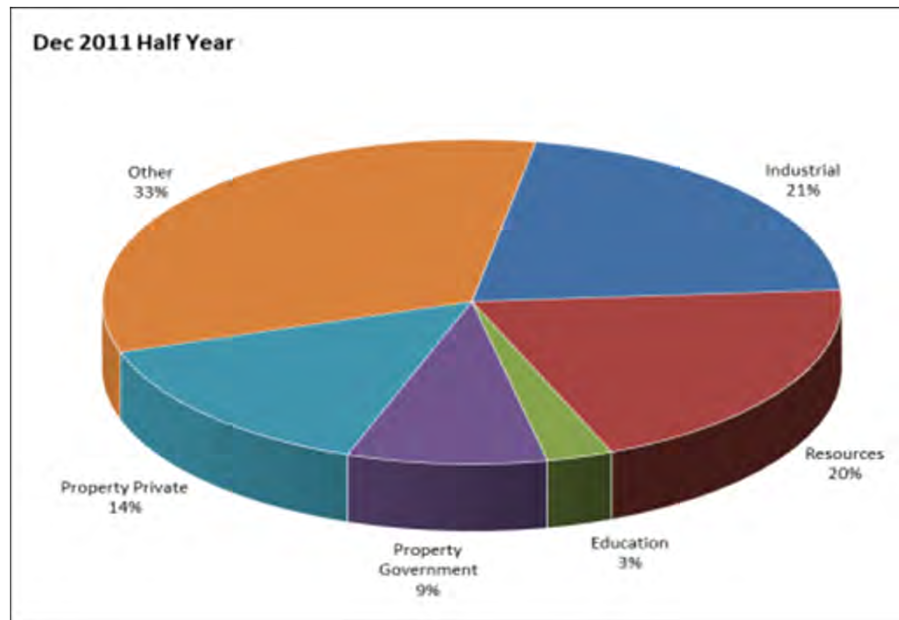
# Financial Performance





# Our Clients





Increased work in east coast property clients has off-set the reduction in west coast resources and nationally in other sectors.

## Our Clients



## Transforming our workforce

- Delaying management and non-fee earning staff to reduce overheads; increase accountability; sharpen client focus and empowerment; and increase margins.
- Realign organisational structure to match integrated service offering with service delivery.
- Invest in cross-training of our people to improve effectiveness of professional staff and efficiency of delivery.

## 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**

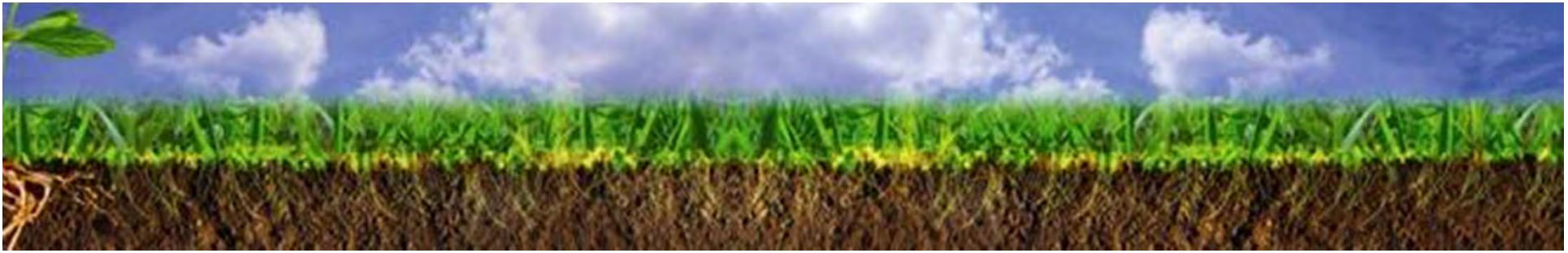


**Property**



**Environment**

**Our Expertise**



## Environmental, social and health risks assessment for Kopaikabo Yahwei Urumuka Hydroelectric Power Station

Papua Power Indonesia intends to construct the Kopaikabo Yahwei Urumuka Hydroelectric Power Station with 500 MW installed capacity to provide electricity to the Mimikia Regency, in the Papua Province and also to the nearby Freeport Copper and Gold Mine, the largest such mine on earth.



Greencap has been selected to conduct the assessment using approaches and techniques to avoid, manage, mitigate and monitor these risks. The project is unique in that the site is located in hard-to-reach pristine rainforest.

**Our Projects**  
**People**





## 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 three instances to defend clients in a alleged contractor OHS Legislative compliance breach.

Currently used by many of our 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 many thousands of third party contractors registered with Cm3 who service these clients.

Cm3 is the premier web based Contractor Management system which has annual OHS compliance reviews built in.

# Our Projects People





## **Occupational Hygienist Barangaroo Development Project**

The Barangaroo Development Project in the CBD of Sydney is the largest waterfront development in the world (\$6.2 billion), with up to 3,000 contractors' onsite at one time.



Greencap has been engaged as the preferred Occupational Hygienist for the site. The project include review of sub-contractor SWMS, exposure monitoring/testing, awareness training, inspection of work sites activities and contamination validation.

## **Our Projects Property**





## Property Risk/Compliance Program – Goodman Property Services

Greencap was awarded the program of works for integrated Property Risk Services for the Goodman portfolio nationally.

The program of works was completed over 220 sites throughout Australia and integrating risk surveys – including Property Risk Assessments, Hazardous Materials Surveys and Pressure Vessel Assessments.

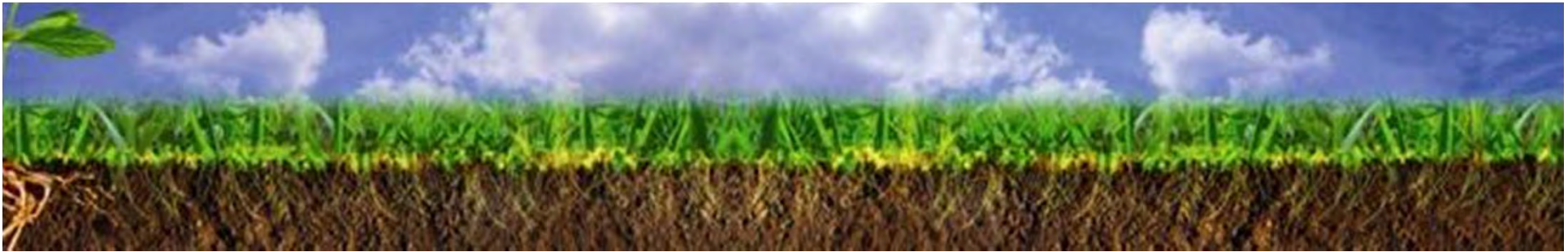
Goodman has taken advantage of the ‘turnkey’ solution Greencap can offer and efficiencies gained through the use of multi-disciplinary consultants to complete multiple assessments concurrently, saving money through time and travel savings.



# Our Projects

## Property





## Landmark - Environmental Assessments



Greencap was contracted to conduct environmental site assessments at 40 Landmark Operations sites across Australia. The key objective of the work was to establish remediation liability cost estimates following the completion of desktop assessment (Stage 1 works) and field assessment (Stage 2 works – completion of baseline potential soil and groundwater contamination data sets for each site).

A critical element of the work was the coordination of numerous teams across four states to complete the works in an efficient and timely manner. All Stage 2 on-site works were completed within three months of engagement. The project is now in Stage 3 – additional investigation and risk assessment works where required.

## Our Projects Environment







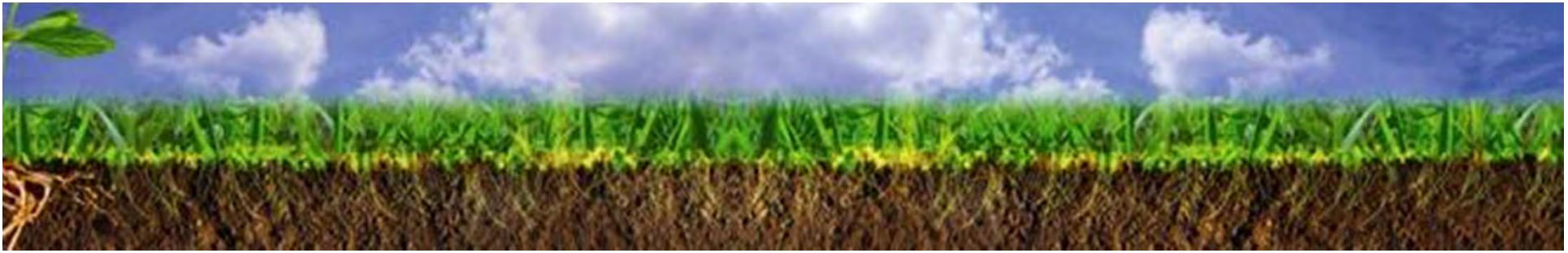
## **Phase 1 and 2 Environmental Site Assessment for the Government in the Northern Territory**

Greencap was commissioned by the NT Government to undertake a Phase 1 and 2 Environmental Site Assessment for a proposed redevelopment in the NT.

The works for the proposed redevelopment project included the design and implementation of a soil, groundwater and surface water monitoring and sampling program and analysis of results. The aim of the investigation was to identify contaminants present at the site and to provide mitigation measures to minimise risks to human health and sensitive ecosystem receptors.



## **Our Projects** **Environmental**



## Queensland Resource Sector Tenement Management

In Queensland Greencap continues to provide tenement, native title and cultural heritage, and environmental services for exploration companies.



The business recently completed an EIS for a client as well as continuing with 2 other projects including one with a recently established Chinese backed company. Qld has also recently completed a project providing waste management services for a large Queensland local government

## Our Projects Environment





**Greencap enhances the risk management  
and compliance functions for leading  
Australian and Asian enterprises.**

**Strategy & Future Growth**



## **Greencap's growth will be driven by:**

- Exposing more of our key clients to a fuller range of our integrated services.
- Innovating our service teams: cross-disciplinary consultants backed up by sector specialists.
- Innovating our service delivery: online service delivery integrating with clients' risk management system.
- A simpler, stronger more accountable management structure.

# **Strategy & Future Growth**



# Greencap

Protecting people, property and environments

