# 2018 HALF YEAR RESULTS PRESENTATION FEBRUARY 2018

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www.mastermyne.com.au



### Stronger market underpins a return to profitability



- Revenue increased by 60% (vs. H1 FY17) to \$91.0m
  - EBITDA increased by 344% (vs. H1 FY17) to \$6.7m
  - Net Profit of \$1.8m
  - 2 major development contracts still to contribute at full run rate
  - Strong outlook for coal is driving further growth
  - Expect to deliver higher end of previous market guidance for FY18

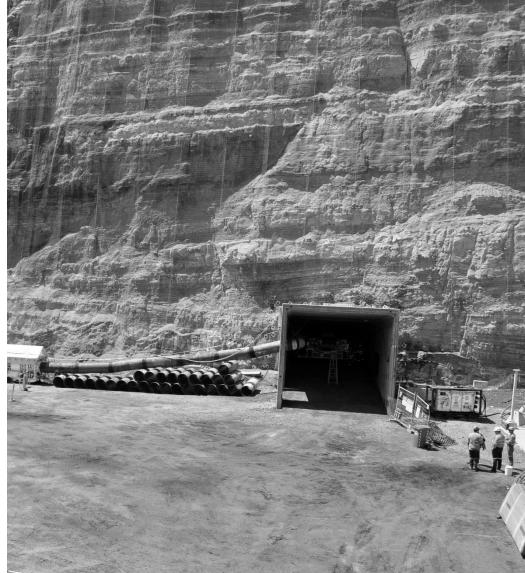


### **Contract wins flowed into a much stronger financial result**



- Full half contribution from projects mobilised in H2 FY17 helped deliver H1 EBITDA of \$6.7m
- H1 EBITDA margin 7.3%, up from 2.6% in pcp
- Overhead costs were flat, decreasing significantly as a percentage of revenue
- Overheads are expected to reduce further as a percentage of revenue in H2 FY18
- Equipment utilisation now 85% with hire rates improving

\$AUD (000's)	HY18	HY17	Change(%)
Total Revenue	91,043	56,954	59.9%
Statutory EBITDA	6,682	1,504	344.3%
EBITDA %	7.3%	2.6%	4.7%



### Successful capital raising strengthens our competitive position

Capital raising was completed at premium to 5-day VWAP and heavily oversubscribed

Increased working capital facilities following a restructure of bank facility

Net Debt reduced to \$7.5 million (from \$10.0 million) with some long term debt converted to current debt as part of restructuring

Financial capacity available to manage further organic growth

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### **Realisation of Deferred Tax Assets is improving cash flow**



Mastermyne started FY18 with \$9.7m of Deferred tax assets arising from tax losses

Tax losses comprise:

- Consolidated group \$1.8m
- Transferred \$7.9m

During FY18 H1 the Company realised a \$1.0m cash flow benefit During H2 approximately \$0.8 m further benefit will be realised This will exhaust the Consolidated group tax losses

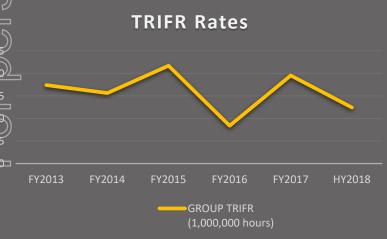
Long term tax rate will be around 25% by realisation of remaining tax assets (Transferred tax losses)



#### Focus remains on safe operations as we grow

- H1 injury rates decreased while total workforce and the number of project sites increased
- New projects brought into production safely

Maintained strong HSEQ compliance across all existing and new projects

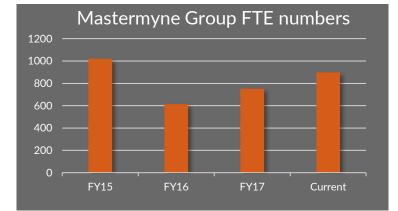




# Mining division has underpinned the strong first half performance

- Whitehaven Narrabri mine & Peabody North Goonyella mine contracts mobilised late in H1 and are still to contribute at full run rate
- Peabody Wambo contract extended beyond FY18
- Appin development work deferred due to gas issues at the mine Mastertec contributed EBITDA profit in H1

Workforce numbers increased from 752 to in 898 in H1



Mastermyne Mining \$AUD (\$'000)	HY18	HY17	Change (%)
Revenue	77,257	40,056	93%
EBITDA	7,634	3,491	119%
EBITDA Margins	10%	9%	1%
EBIT	4,162	505	724%
Mastertec \$AUD (\$'000)	HY18	HY17	Change (%)
Revenue	14,033	17,251	(19%)
EBITDA (adjusted)	124	(1,101)	111%
One-off adjustments *	(167)	0	
EBITDA	(43)	(1,101)	96%
EBITDA Margins	0%	-6%	6%
EBIT	(469)	(1,630)	71%

\* HY18 Mastertec EBITDA includes \$162k workshop redundancies

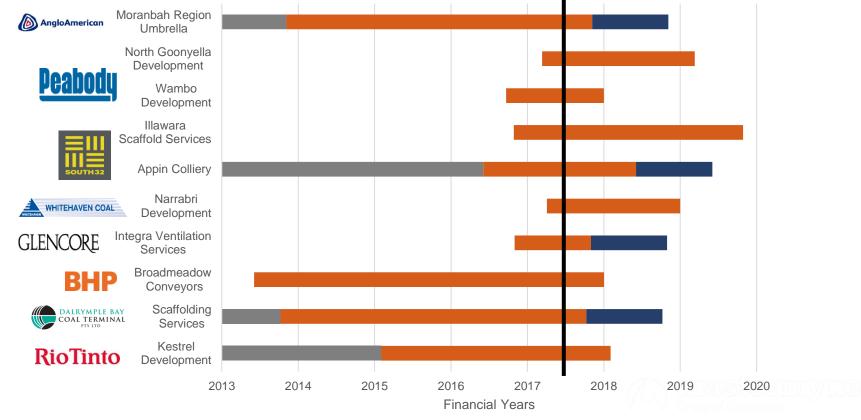
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### Depth and Quality of Order Book has improved ( mastermyne Group of Companies

Order Book \$250 million, \$100 million to be delivered in H2

Increased footprint in NSW operations balances our exposure

Tendering pipeline over \$1.1 billion, \$350m in traditional contracts, \$750m in Whole of Mine Contracts



## Strong market outlook is driving increased demand for our services



Greenfield projects have re-emerged creating opportunities for expansion in the sector

Progressing 2 late stage Whole of Mine contract opportunities with a third opportunity in early stages Expect to deliver higher end of FY18 Revenue and EBITDA guidance

- Revenue \$180-\$200 million
- EBITDA \$13-\$16 million



# Mastermyne has emerged from a deep cycle in excellent shape

\$6.7m first half EBITDA
Returned to profit in H1 FY18
which will continue into H2
Successful capital raising
strengthens our balance sheet and
competitive position
2 major development contracts still
to contribute at full run rate

Expect to deliver higher end of previous market guidance



### Appendices





#### **Corporate Overview**



Retail Investors



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### Mastermyne HY18 Income Statement



\$AUD (000's)	HY18	HY17	Change(%)
Total Revenue	91,043	56,954	59.9%
Statutory EBITDA	6,682	1,504	344.3%
EBITDA %	7.3%	2.6%	4.7%
Statutory profit/(loss) before tax	2,802	(2,001)	240.0%
Tax benefit/(expense)	(999)	547	(282.6%)
Statutory profit/(loss) after tax	1,803	(1,454)	224.0%
EBITDA Margins	7.34%	2.64%	4.70%
EPS (cents)	0.02	(0.02)	(206.1%)



#### Mastermyne HY18 Cash Flow



\$AUD (000's)	HY18	HY17
EBITDA (Statutory)	6,682	1,504
Movements in Working Capital	(5,820)	(1,249)
Non cash items	(149)	171
Interest Costs	(335)	(301)
Income tax receipts / (payments)	12	122
Net Operating Cash Flow	390	247
Net Capex (includes intangibles)	(3,515)	323
Net borrowings/(repayments)	(5,000)	(2,943)
Proceeds from issue of share capital (net of issue costs)	5,670	-
Interest Received	5	18
Free Cash Flow	(2,450)	(2,355)
Dividends	-	-
Net increase/(decrease) in cash and cash equivalents	(2,450)	(2,355)
Cash and cash equivalents at beginning of period	(767)	1,836
Cash and cash equivalents at end of period	(3,217)	(519)



#### Mastermyne HY18 Balance Sheet



\$AUD (000's)	Dec-17	Jun-17
Assets		
Cash and cash equivalents	1	1
Trade and other receivables	40,928	29,454
Inventories	2,613	2,684
Current Tax Assets	0	202
Total current assets	43,542	32,341
Deferred Tax Asset	8,605	9,285
Property, plant and equipment	18,968	18,745
Intangible assets	6,818	6,894
O Total non-current assets	34,391	34,924
<b>Total assets</b>	77,933	67,265
Liabilities		
Bank Overdraft	3,218	768
Trade and other payables	14,886	11,392
Loans and borrowings	4,250	6,250
Employee benefits	5,440	3,388
Current Tax Liability	131	0
Total current liabilities	27,925	21,798
Loans and borrowings	0	3,000
Employee benefits	171	138
Total non-current liabilities	171	3,138
Total liabilities	28,096	24,936
Net assets	49,837	42,329



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