

FY18 RESULTS PRESENTATION

AUGUST 2018



FY18 SUMMARY

\$1.84m
EBITDAI

FY17: \$(8.1m)

\$81.8m
Revenue

FY17: \$81.1m

\$(0.8m)
NPAT

FY17: \$(23.6m)

\$10.5m
Cost savings
achieved

\$30.8m
Work in
Hand

FY17: \$25.1m

\$(1.6)m
Operating
cashflow

FY17: \$(9.2)m

- EBITDAI margin of 2.28% reflecting year of consolidation after FY17 restructuring
- Revenue in line with guidance
- \$10.5m cost savings in FY18 from FY17 restructure
- Work in hand increased to \$30.8m on back of \$90.0m of sales
- Strong growth in EPC projects in Infrastructure sector increasing revenue diversification
- Significant improvement in operating cash flow
- NPAT includes \$518,000 in tax paid and deferred tax accounting movements

EBITDAI is a non-IFRS measure and is unaudited and unreviewed. It is intended to provide a measure of financial performance before the impact of non-cash items such as depreciation, amortisation and impairment, as well as tax, interest income and expenses.

FY18 FINANCIAL PERFORMANCE

	FY18 (\$m)	FY17 (\$m)	Variance (\$m)	Variance (%)
REVENUE	81.8	81.1	0.7	↑ 0.8%
EBIT	0.1	(10.8)	10.9	↑
NPAT	(0.8)	(23.6)	22.8	↑ 97%
EBITDAI ⁽¹⁾	1.84	(8.1)	10.0	↑
NET CASH FLOW FROM OPERATIONS	(1.6)	(9.2)	7.6	↑ 83%

- Revenue constrained by external factors impacting key clients but increased 10% on like-for-like basis
- FY18 result includes impact of CEO termination costs
- NPAT improvement - no impairment charge in FY18
- Cash flow improved following reduction in overhead costs and improvement in debtors days

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FY18 FINANCIAL POSITION

	30 June 2018	30 June 2017
CASH	4,156	4,983
RECEIVABLES	19,982	18,245
BORROWINGS	5,955	4,000
TOTAL ASSETS	50,548	50,970
NET ASSETS	23,433	24,772

- Debtors days reduced from 69 to 56 with low level of bad debts and disciplined management of work in progress, billings and cash collection
- Receivables increased in line with revenue
- Modest increase in borrowings to fund FY17 restructure costs and net operating cash outflow
- Renewal of NAB finance facilities to 30 September 2019 – with agreement to review strategic funding options in FY19
- No impairment of goodwill in FY18 reflecting improved outlook

OUR BUSINESS

CONTROLS AND AUTOMATION

Control networks engineering solutions — Design & Procure and Turnkey projects

ELECTRICAL AND INSTRUMENTATION

Engineering solutions — Design, Design & Procure and Turnkey projects

FACILITIES ENGINEERING

Feasibility, design and EPCM services to oil and gas and process industries

ASSET PERFORMANCE

Operating asset evaluation, operational readiness and optimisation services

TECHNOLOGY & INNOVATION

Software and technology solutions and consulting to clients, and enhancing LogiCamms' core service delivery offerings

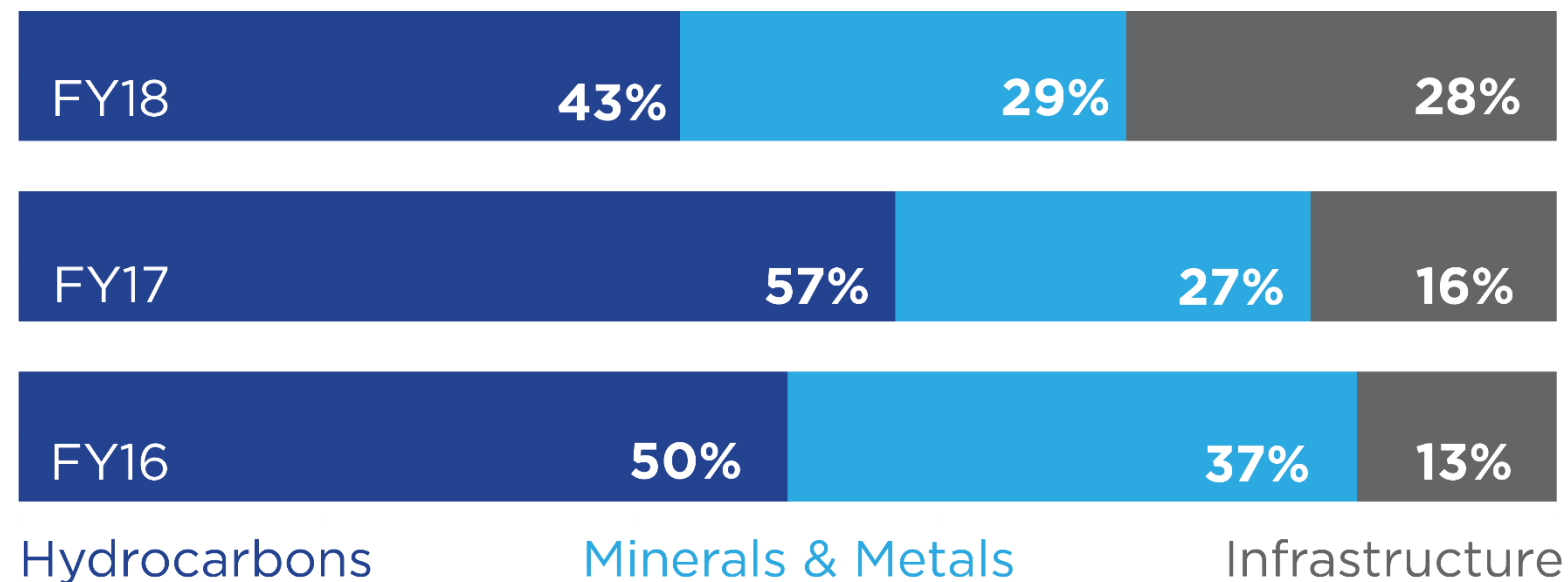
COMPETENCY TRAINING

Electrical industry competency training and assurance

ENVIRONMENTAL CONSULTING

Remediation, ecological assessment and regulatory approvals

CORE MARKETS



Hydrocarbons, Minerals & Metals

- Marketplace remains competitive
- Increased activity reflecting improved commodity pricing
- Increase in demand for productivity improvements and completion of deferred capital works
- Significant brownfield project opportunities for Asset Performance and Engineering services
- Increasing demand for technology solutions

Infrastructure

- Planned growth in infrastructure realised in FY18
- Expecting continued growth in water utilities and agribusiness
- Targeting opportunities in transport and defence with Tier 1 construction companies

KEY CLIENTS



Santos



Incitec Pivot Limited



Rio Tinto



FORWARD WORKLOAD

FY18 REVENUE

\$81.1m

WORKLOAD –
AT END AUGUST ¹

\$50.0m

FY19 REVENUE
GUIDANCE

\$90m+

FY19 earnings guidance: EBITDA margins in mid-single digits (FY18: 2.28%)

Workload is made up of July and August revenues, current order book, and FY19 training revenue forecast



FY19 PRIORITIES



REVENUE

Strengthen core engineering business by focussing on Controls & Automation, Electrical & Instrumentation, Facilities Engineering and Asset Performance

- Expand core service offering into growth sectors of defence, rail and manufacturing
 - Leverage partnerships to access larger project opportunities in rail, defence and infrastructure
 - Increase penetration of Asset Performance business into core markets of Hydrocarbons, Minerals & Metals, and Infrastructure
- Commercialise technology products



LEADERSHIP

Complete CEO recruitment process already underway

Continue to build new leadership team



BRAND

Refocus LogiCamms brand around core service offerings

Strengthen company's technical and technology leadership positioning in core service areas

Update website and marketing materials



OPERATIONS

Improving backlog profile will enable the business to utilise a larger pool of staff more efficiently

Target operating model to be implemented in all locations

Increase headcount in key growth areas

Disciplined focus on overhead costs and working capital management



CAPITAL

Strategic review to identify funding options

Execute a plan to strengthen balance sheet



INNOVATION

Commercialise key T&I products

Embed Liitespace innovation platform and integrate into LogiCamms culture