

# Macquarie Australia Conference



**Andrew Bellamy, Chief Executive Officer**

**9 May 2014**

# Austal overview

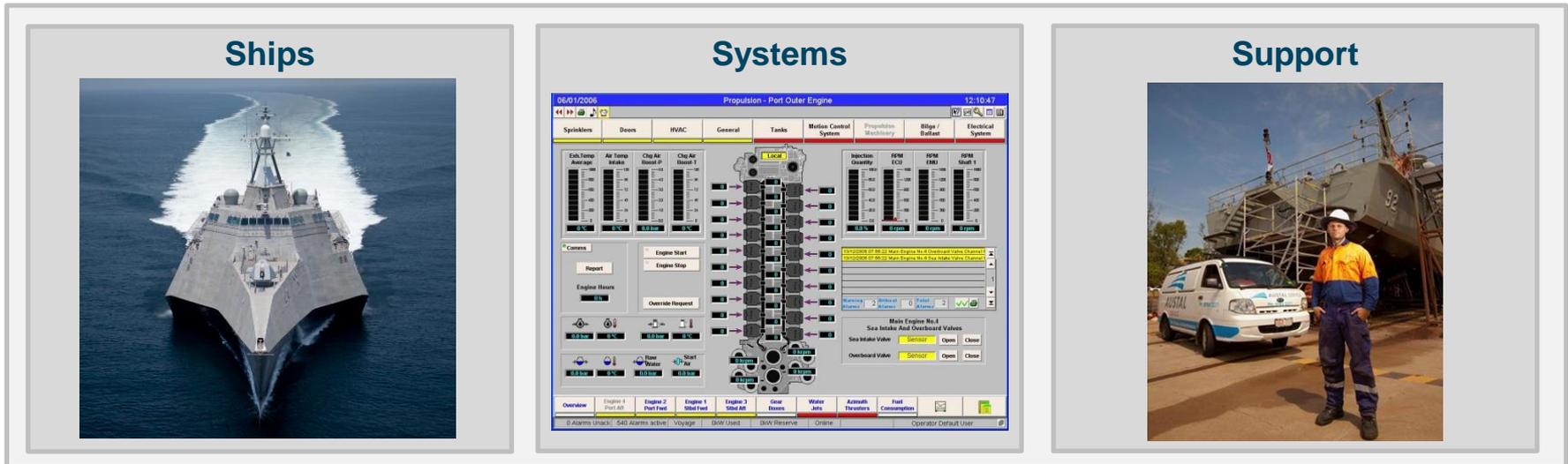


Founded in 1988 and listed on the Australian Stock Exchange in 1998, Austal is a leading defence prime contractor, specializing in the design, construction and maintenance of high performance vessels for defence and commercial purposes.

➤ Austal has a global footprint with strategically located shipyards and service facilities:

- Australia
- United States
- Europe
- Caribbean
- Middle East
- Asia

➤ Austal comprises three product platforms: Ships • Systems • Support



# H1 FY2014 highlights



## Financial

- **Revenue:** \$507.6m, a 30.4% increase on H1 FY13
- **NPAT:** \$9.5m, a 76% uplift on H1 FY13
- **Net Debt:** Reduced by \$32.6 million in H1 FY13 to \$100.3m
- **Cash flow:** Strong conversion of EBITDA to cash – \$37.8m cash flow from operations

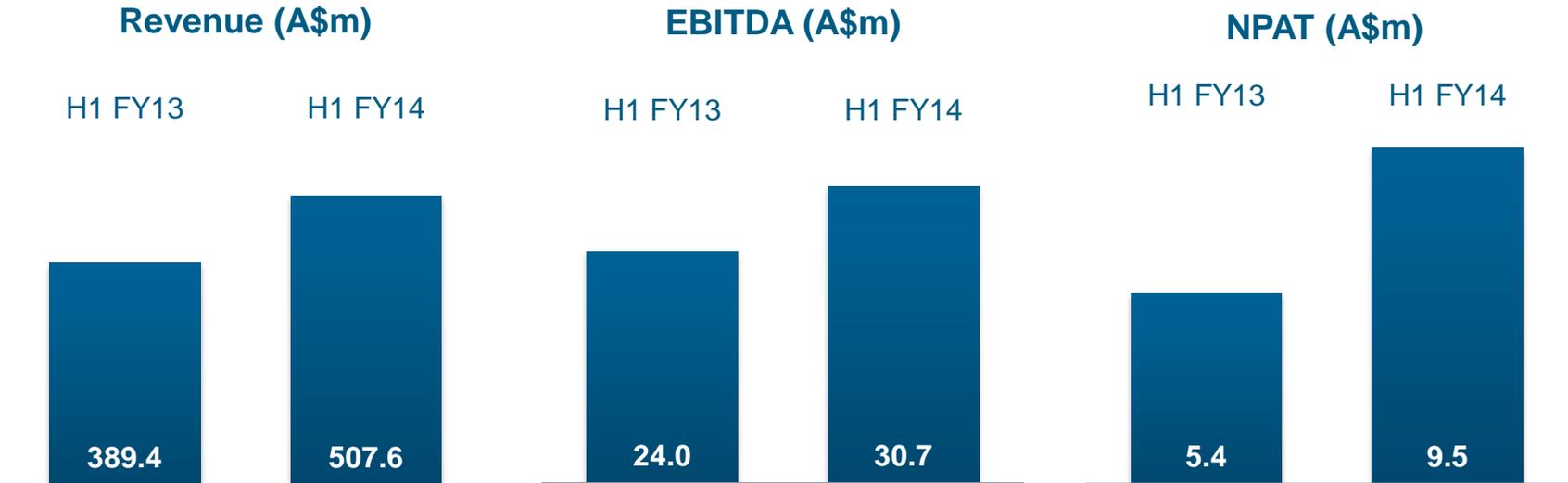
## Operational

- **Group EBIT margin:** Increased to 3.7% (H1 FY13: 3.2%)
- **US operations:** EBIT margin increased to 6.4% (H1 FY13: 5.5%)
- **Australian operations:** EBIT margin of 4.1%, improvement on loss in H1 FY13
- **Order book:** \$2.5 billion, securing work through to FY19

## People & Strategy

- **Management:** Stable team delivering results
- **Delivering on defence pipeline:** Exports to the Middle East
- **Support:** Opportunities with the deployment of US and Australian vessels in Asia Pacific

# Delivered on record amount of work in hand



- Ongoing improvement in earnings and revenue from H1 FY13 to H1 FY14
- Revenue growth driven by record amount of work in hand, particularly US Navy vessels
- Margin growth at US operations and profit contribution from Australian operations

# Continuing to deliver in H2 FY2014

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- **Order book:** new contracts and funding in the half have supported the \$2.5bn order book
  - US\$124.9m contract for design, construction and integrated logistics support of two 72 metre High Speed Support Vessels at Austal's Henderson shipyard in Australia
  - US\$684m in funding for LCS 18 and 20, in line with the contract
  - \$30m contract to design and construct two 45 metre high speed catamaran ferries for the Abu Dhabi National Oil Company out of Austal's Philippines shipyard
  - Winning post-delivery service and support work, such as the US\$7.1m post-delivery support contract for LCS 6 and US\$6.7m contract to support survivability testing on LCS
- **Operations:** Delivered JHSV 3 to US Navy, christened LCS 6, delivered x3 27m wind farm support catamarans
- **Financial:** Ongoing debt reduction through strong cash flow and funds from sale of surplus asset

# Objectives for sustained growth



# Financials



# Earnings summary

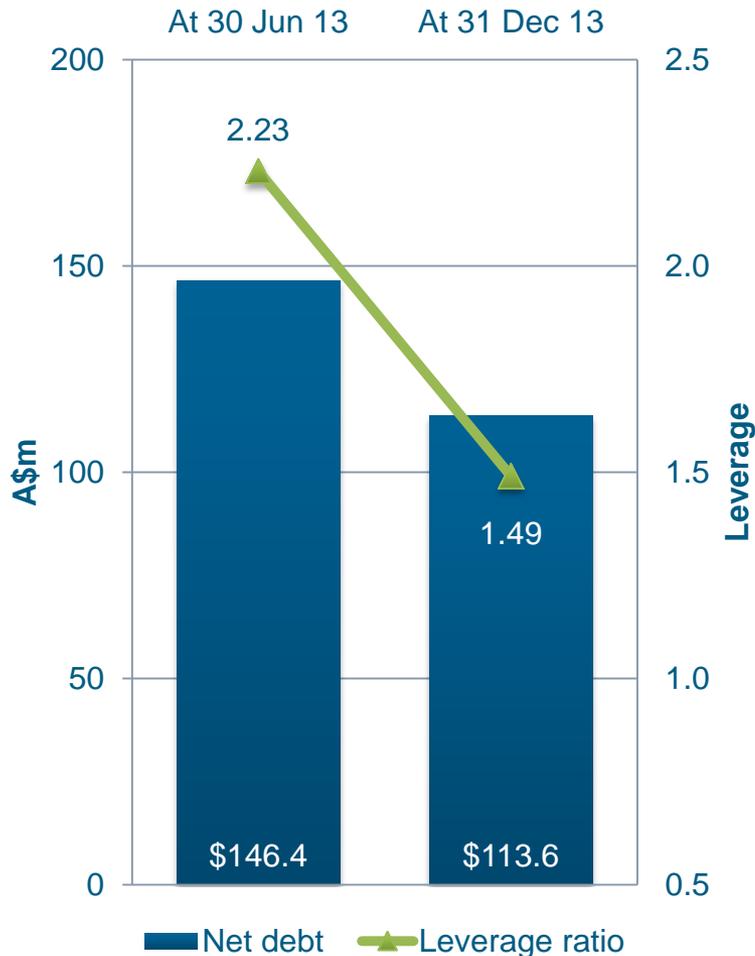


Income statement	H1 FY14 (A\$m)	H1 FY13 (A\$m)	Change (A\$m)
Revenue	536.9	405.5	+131.4
EBITDA*	37.7	28.4	+9.3
EBIT*	25.7	17.0	+8.7
NPAT*	14.4	8.5	+5.9
EPS	2.71¢	2.14¢	+0.57¢

- Underlying EBITDA was \$37.7m (H1 FY13: \$28.4m) after removing one off impacts:
  - \$3.3m profit on sale of land at Henderson
  - \$10.2m WIP impairment
- **USA:** EBIT margin improved from 5.5% F1 FY13 to 6.4% H1 FY14
- **Australia:** Margin improvement from maturity of Cape Class program and increased utilisation through consolidation of service & support division
- **Philippines:** Revenue growth but margin deterioration because a vessel was delivered late

\* Underlying profit figures account for one off impacts in H1 FY14 (WIP impairment and sale of land) and H1 FY13 (loss on sale of stock yacht).

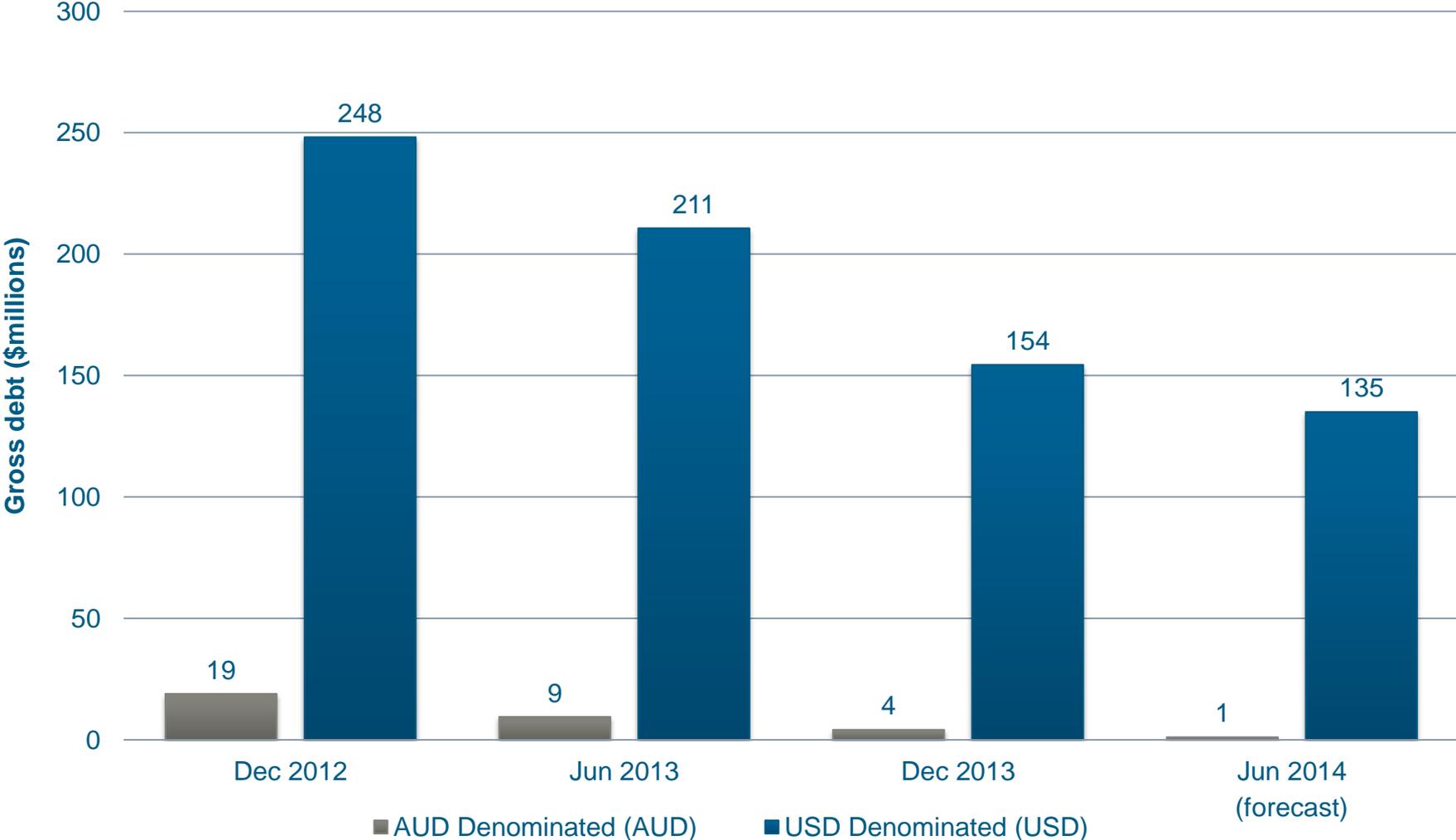
# Gearing reduced to appropriate level



- Cash generated from operating activities was used to reduce net debt by \$32.8m
- Higher EBITDA and lower net debt has significantly reduced the leverage ratio
- Proceeds from the sale of the satellite service base in Henderson were used to reduce debt by a further \$17.1m in January 2014
- Strong focus on cash management has restricted capital expenditure to less than \$2.0m

Leverage ratio = Net debt / last 12 months EBITDA

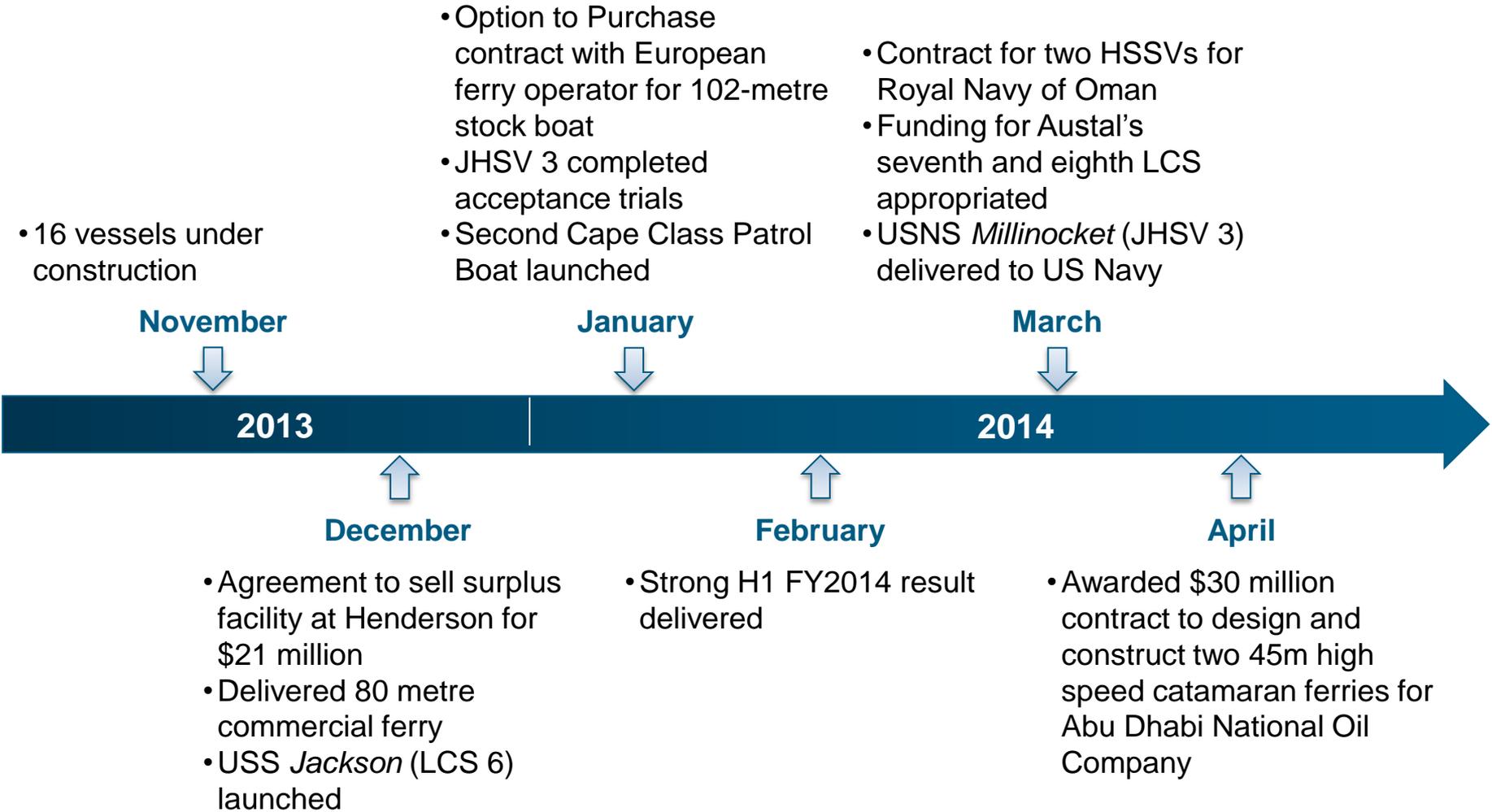
# Discipline in long-term debt reduction



# Operations update

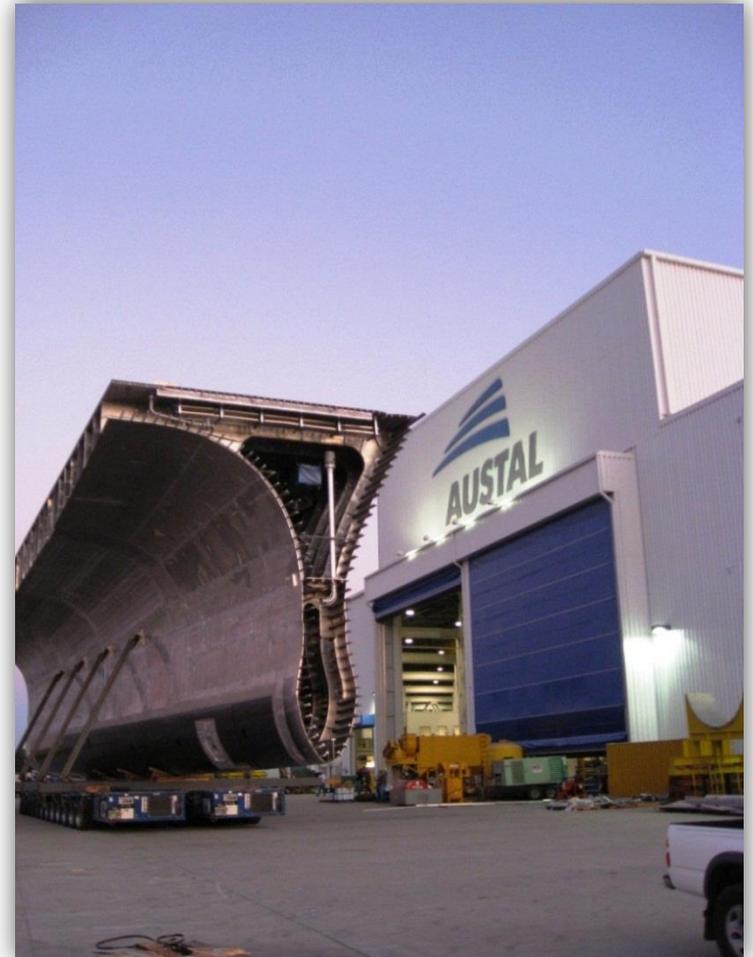


# Progress across the business



# Order book

- Order book of \$2.5 billion secures revenue until 2019, including:
  - **10 Littoral Combat Ships for US Navy**  
x8 funded (out of 10 vessel contract)
  - **10 Joint High Speed Vessels for US Navy**  
Fully funded, with x3 delivered (out of 10 vessel contract).
  - **8 Cape Class Patrol Boats for Australian Customs and Border Protection**  
Fully funded, with x1 delivered (out of 8 vessel contract), plus through-life support.
  - **2 HSSVs for Royal Navy of Oman**  
Fully funded, construction commencing this year
  - **Commercial vessels**  
x2 45 metre high speed catamaran ferries  
x1 21 metre wind farm support catamaran



# US Navy – Littoral Combat Ship

- 10 ship contract awarded as prime contractor, worth US\$3.5 billion
  - 8 fully funded
- 2 LCSs constructed and delivered by Austal for GD (LCS 2 and LCS 4)
- Program progressing well:
  - LCS 6 launched and christened – first vessel as prime contractor
  - LCS 8, 10, 12, and 14 under construction
- Program extended beyond current block buy by 8 ships
  - Navy acquisition plan to become clear in coming months



# US Navy – Joint High Speed Vessel

- 10 ship award to Austal valued at US\$1.6 billion (fully funded), securing work through to 2017
- Maturing program, largely de-risked
- Program progressing well:
  - JHSV 1, 2 & 3 – delivered
  - JHSV 4 – christened and preparing for sea trials
  - JHSV 5 & 6 – under construction
- Austal well placed to secure a role servicing the JHSV program
- JHSVs performance is generating interest in US while variant model is gaining traction in Middle East



# Austal's position in the US remains strong



Austal-built vessels have continued to be funded

US Foreign Policy remains focused on Asia-Pacific defence strategy

Additional opportunities for through-life support on LCS and JHSV (e.g. support contract on LCS 6)

LCS program expanded beyond current contracts of 24 vessels to 32 vessels – speed and quantum will be decided by Congress

US Navy examining alternatives to LCS – Secretary of Defense Chuck Hagel said proposals to be “consistent with the capabilities of a frigate”

Austal well positioned to be responsive to alternatives put forward

# Australia – Cape Class



- \$330 million contract for 8 Cape Class Patrol Boats, including \$50 million support work – through to H1 FY16.
- Significantly matured since CCPB 1 – 7 CCPBs under construction
- Efficiency improvement expected to increase margins in H2 FY14
- Targeting export opportunities for defence vessel variants
- Early replacement of RAN patrol boats continues to be explored
- Opportunity for service work with deployment of vessels in Asia Pacific



*"[Austal's] a competitive outfit that knows about product and knows about service, and they know about partnership in working together with government to deliver up these major programs."*

**Scott Morrison**  
Minister for Immigration and Border Protection

# Australia – High Speed Support Vessels

- US\$124.9 million contract for the design, construction and integrated logistics support of two, 72-metre High Speed Support Vessels
- To be designed and built at Henderson shipyard
- Construction to commence this year and final vessel delivered in 2016
- Deployed with a similar mission to the JHSVs
- Demonstrated ability in strategy of leveraging Austal's revolutionary intellectual property and technology to new defence markets



- Won \$30 million contract from the Abu Dhabi National Oil Company to design and construct two 45 metre high speed catamaran ferries in April 2014
- Follows delivery of 80 metre commercial ferry in December 2013
- Delivered x3 27m wind farm support vessels since March 2014
- Ongoing technology transfer to improve competitive position
- Working capital largely retired
- Demand for commercial ferries remains subdued but pursuing further opportunities in wind farm and oil & gas vessel markets



# Service and systems

- Austal has established a global footprint, strategic partnerships and the IP to provide through life support for vessels such as the LCS, JHSV and CCPB
- Integration of service division in Australia has increased efficiencies, asset utilisation and margins
- Sale of system product line to Thales in Australia in March 2014 facilitates further consolidation of assets
- Winning post-delivery service and support work in the US – US\$7.1m support contract for LCS 6
- Also awarded US\$6.7m contract to support survivability testing on LCS





## United States

- Progressive growth in margins as vessel programs mature
- Augment contracts with service and maintenance work
- Extend pipeline beyond existing contract awards

## Australia

- Further increase efficiencies on Cape Class Patrol Boats, following first-in-class vessel
- Continue targeting construction and support opportunities in defence vessels, including in Australia and variants for export markets
- Extract further synergies from integration of shipbuilding and service operations

## Philippines

- Continue to build commercial shipbuilding capability to position AUSTAL for market opportunities
- Remain flexible according to market potential
- Vertically integrate Philippines and Australia supply chain to increase competitiveness

**Reduced debt, improved efficiencies following first-in-class ships, and stable management delivering on vessel programs**

# Pipeline for vessel programs

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- Austal pursuing opportunities to grow order book and secure long-term revenue
  - Focus on medium term shipyard capacity

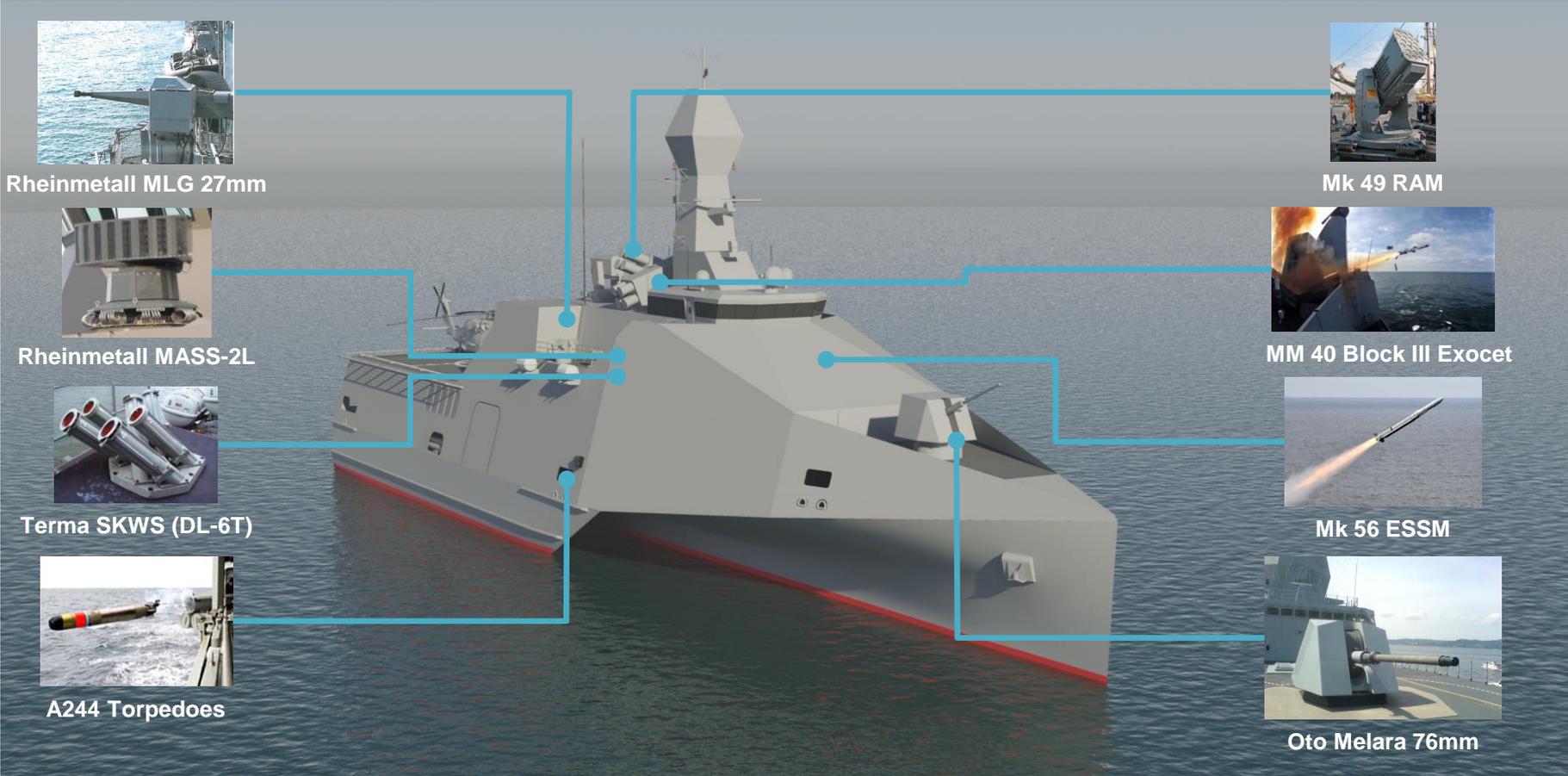
## Target markets

- US: potential to extend existing LCS and JHSV programs
- Australia: replacement of Pacific and Armidale class patrol boat
- Middle East: opportunity for small frigates, support vessels, and patrol boats
- Asia Pacific: Commercial vessels and work boats

## Vessels

- Small frigate evolved from modified Littoral Combat Ship
- Patrol boats developed from experience with Bay and Armidale class
- High speed support vessels developed from Westpac Express concept
- Commercial vessels: potential new market for LNG-powered ferries

# Multi-mission combatant vessel



*Austal's design of a smaller frigate-size multi-mission combatant that has significant capability and lethality*

# Cape-variant patrol boat for Australian Navy



Meet guidance of \$1 billion revenue in FY2014

Continue progressive growth in profit margins, augmented by an increase in service and systems work

Use strong cash flow from operations and complete sale of stock boat to pay down infrastructure-related debt

Research and development to increase platform capability to drive new demand for current ships and variant models

Stable management and strengthened Board delivering results

Pursuing variant-style defence vessel contracts in export markets

# Disclaimer

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**Andrew Bellamy, Chief Executive Officer**

**Telephone: +61 8 9410 1111**

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