

# HALF YEAR RESULTS TO 31 DECEMBER 2011 INVESTOR PRESENTATION

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## Overview

- Ausdrill offers an integrated mining solution with its core business being hard rock surface mining services under 3 to 5 year contracts with long standing customers
- Ausdrill was established in 1987 as a Drill and Blast company that has grown to be a provider of mining services to the resources industry in Australia and Africa with in-house capabilities in manufacturing, supply and logistics. The Company employs 5,054\* people
- Ausdrill is a S&P/ASX 200 company with a market capitalisation of approximately A\$1.2 billion
- Ausdrill has invested a large amount of capital in recent years and now has a fleet of over 650 drill rigs, trucks, loaders and excavators, together with a significant amount of ancillary equipment

# **Trading Update**

- Ausdrill announced a record profit for the December 2011 half year and has excellent continued growth prospects going forward
- Target is for continued growth in 2012/13
- Current level of equipment deployment remains high
- High level of tendering activity continues with Ausdrill well placed for continued growth in FY2012/13 and beyond



<sup>\*</sup> Includes AUMS JV employees as at December 2011

# BUSINESS OVERVIEW

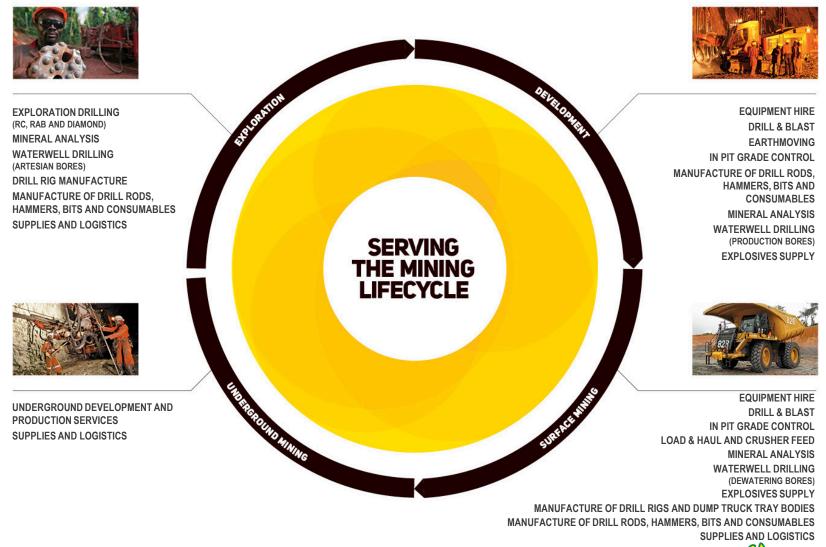






# **BUSINESS OVERVIEW**

Ausdrill is an integrated Mining Services provider in Australia & Africa supported by in-house manufacturing and ancillary services





# A "BLUE CHIP" CLIENT LIST

- The business has long standing relationships with clients
- The following customers currently represent over two thirds of the Group's revenue



























Note: Includes indirect customer relationships through subcontract arrangements

<sup>1</sup> KCGM = Kalgoorlie Consolidated Gold Mines which is owned (50/50) by Newmont Australia and Barrick Gold Corporation



# **MAJOR CONTRACT AWARDS**

# **Key Contract awards during period**

**AUSTRALIA** 

- 3 year contract from Fortescue Metals Group for RC grade control and resource development drilling at the Solomon Hub
- 3 year contract extension from Ensham Resources for drill services at Ensham coal mine, Bowen Basin, Queensland
- 12 month contract (with 12 month option to extend) to EDA from Exoma Energy for coal seam gas and exploration drilling services for the Galilee Joint Venture in Queensland

## **AFRICA**

 6<sup>th</sup> consecutive extension of contract from Newmont for exploration drilling at the Ahafo Gold mine in Ghana



# **CURRENT MAJOR PROJECTS**

## **CONTRACT MINING SERVICES**

## **AUSTRALIA**

### Kimberley Metals - Ridges Iron Ore

4 year contract

Commenced March 2011 Equipment hire

#### BHPBIO - Pilbara

5 year contract

Commenced July 2008
Exploration drilling services

### BHPBIO - Mining Area C

3 year contract extension Commenced June 2010 Subcontract to HWE Drill and blast services

### Rio Tinto (Pilbara Iron)

- □ 3 year contract; Commenced May 2008; Exploration drilling services □ Master services agreement; Rolling 12 month basis:
- Drill and blast services

### FMG - Cloudbreak/Christmas Creek

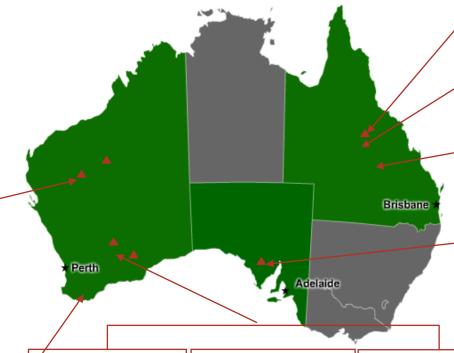
- □ Commenced July 2007; Contract extended to July 2011; Drill and blast services at Cloudbreak
- 3 year contract; Commenced August 2010; Grade control services at Cloudbreak and Christmas Creek
- □ 3 year grade control and resource development drilling at Solomon Hub
- □ Equipment hire for over 100 items of equipment

# Mineral Resources – Carina Iron Ore 3 year contract

Commenced July 2011 Drill and blast services

### First Quantum Minerals – Ravensthorpe Nickel Operation

42 month contract, commencing Q3 2011 Drill and blast services



### Ensham Resources - Ensham, QLD

Long term contract Contract extension to Nov 2014 Production drilling services

### Exoma - Galilee Basin, QLD

12 month contract (with options) Commencing April 2012 Coal Seam Gas and exploration drilling

#### Santos - Roma, QLD

6 month contract (with options) Commenced May 2011 Coal Seam Gas and exploration drilling

### Oz Minerals - Prominent Hill

50 month contract Expiring in March 2012 Subcontract to Thiess Blast hole drilling services

### KCGM - Superpit

2 year contract

Commenced July 2009

Drill and blast services

Associated since 1996

6 year contract Commenced March 2006 Production drilling and grade control

Associated since 1989

Gold Fields – St Ives

### AngloGold Ashanti - Sunrise Dam

Life of mine contract Completion scheduled for June 2012 Subcontract to Downer EDI Production drill and blast services

# Gold Fields – Kambalda & Agnew 3 year contract

Commenced July 2009 Exploration drilling services Associated since 1996

### Navigator Resources – Bronzewing

5 year contract Commenced March 2010 Drill and blast services

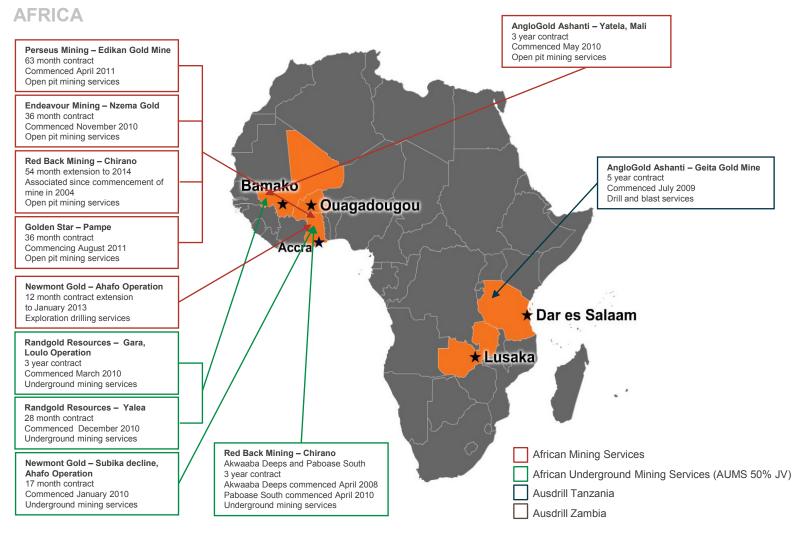
### Central Norseman Gold – Royal North

36 month contract Commenced December 2010 Equipment hire



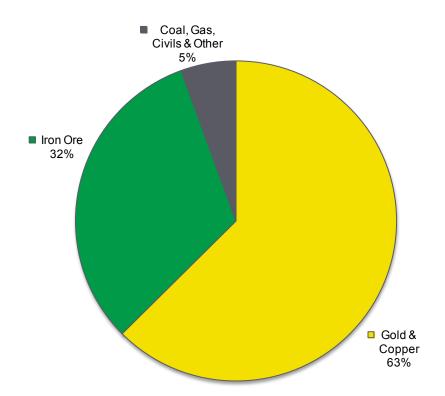
# **CURRENT MAJOR PROJECTS**

## **CONTRACT MINING SERVICES**



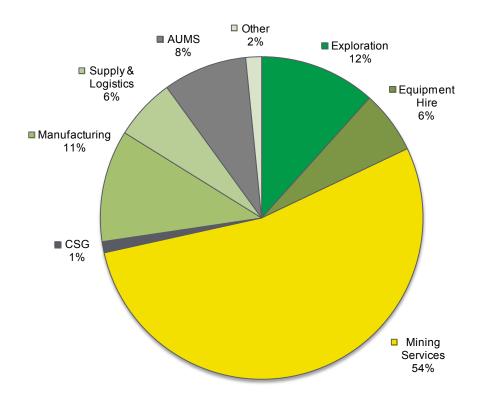


# Mining Services Revenue by Commodity



Based on work in hand at 1 July 2011

# Group Revenue by Activity



 Based on 31 December 2011 half year revenues (before eliminations) plus half share of AUMS JV



# HALF YEAR HIGHLIGHTS AND RESULTS OVERVIEW









# Financial Performance

- Attributable NPAT up 50.4% to A\$54.6 million
- Revenue from operations up 23.0% to A\$511.7 million
- EBITDA up 48.8% to A\$142.7 million
- EBIT up 53.1% to A\$86.7 million
- PBT up 57.1% to A\$78.6 million
- Basic EPS up 30.4% to 18.09 cents per share
- Half Year interim DPS up 18.2% to 6.5 cents per share
- Return on average capital invested¹ increased from 12.5% to 14.5%

<sup>1.</sup> Return on average capital = After tax EBIT/sum of average receivables, inventories, P,P&E, intangibles, associates less trade payables and current tax payable



# Operational Performance

- Improved margins resulting from:
  - Increased contribution from Manufacturing
  - First full six month contribution from Connector Drilling
  - Improved performance from AUMS JV
  - Turnaround of Energy Drilling Australia
  - High equipment deployment (except for diamond drilling rigs)
- Tendering activity remains high, particularly in West Africa
- Expectation that contracts nearing end of term will be renewed in next quarter being: KCGM (Superpit),
   OZ Minerals (Prominent Hill) and FMG (Cloudbreak drill and blast)
- Group employees (including AUMS JV) increased to 5,054 from 3,802 in corresponding half

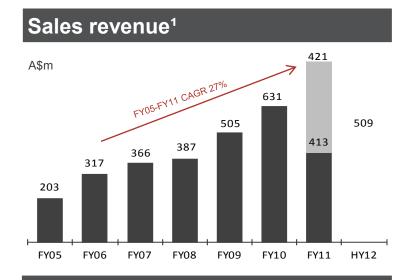


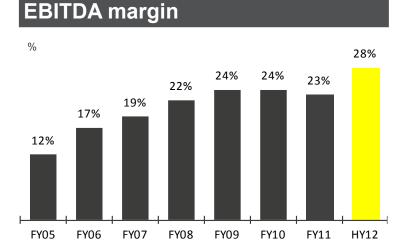
# Strategic Performance

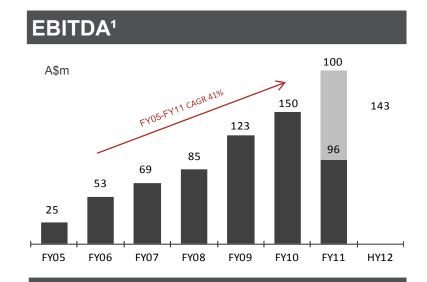
- Complete mining services strategy on track:
  - MinAnalytical to be fully operational by Q2, 2012
  - Connector Drilling fleet expanding from 10 to 15 by June 2012
  - Energy Drilling Australia fleet expanding from 1 to 3 with consideration of well servicing equipment
  - Entry into Australian underground mining sector under evaluation
  - Expansion of Australian manufacturing capacity being planned
- Acquired remaining 50% of EDA and remaining 10% of DT HiLoad
- Capacity increased with \$158 million investment in plant and equipment
- Net debt to equity at 28.2% as at 31 December 2011
- New A\$150 million term debt facility being negotiated

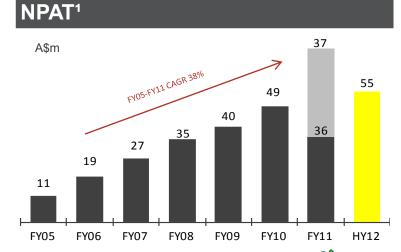


Ausdrill has achieved solid growth over consecutive years and profits are currently at record levels







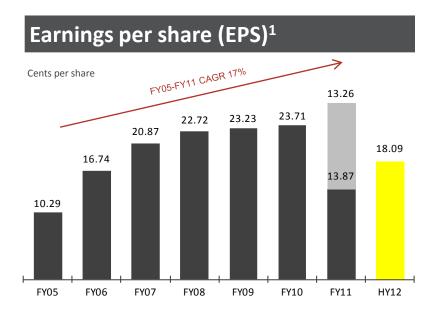


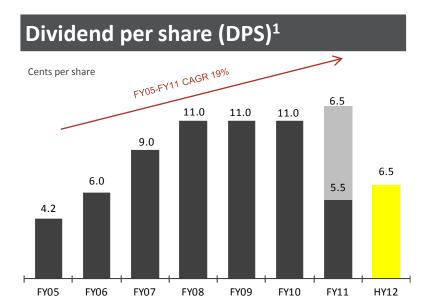


Note: CAGR = Compound Annual Growth Rate <sup>1</sup> From continuing operations

Half Year Results to 31 Dec 2011 - Investor Presentation

 Ausdrill has demonstrated consistency of earnings and returns to shareholders over a number of years





Note: CAGR = Compound Annual Growth Rate 
<sup>1</sup>Basic EPS as reported; Total DPS as announced



# FINANCIAL PERFORMANCE

6 months to 31 December 2011



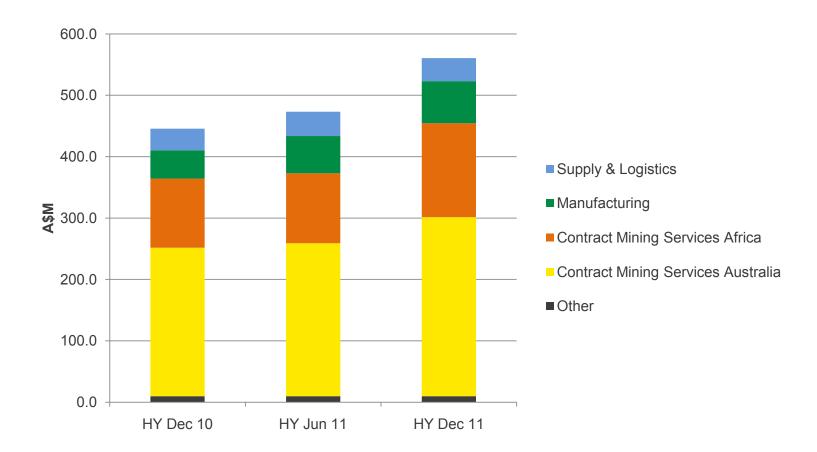


A\$ million	6 months to Dec 10	6 months to Jun 11	6 months to Dec 11	% Change from previous corresponding period
Revenue	416.0	423.2	511.7	23.0%
EBITDA	95.9	99.5	142.7	48.8%
EBITDA Margin (1)	23.2%	23.6%	28.0%	480 bp
EBIT	56.6	56.3	86.7	53.1%
EBIT Margin (2)	13.7%	13.4%	17.0%	330 bp
Profit attributable to Ausdrill	36.3	37.1	54.6	50.4%
Net Profit Margin (3)	8.8%	8.8%	10.7%	190 bp
Return on Average Capital (4)	12.5%	11.2%	14.5%	200 bp

- Revenue and reported profits are at record levels
- Profits and margins include start up costs on MinAnalytical, unrealised FX gains, AUMS JV contribution, gain on acquisition of EDA, amortisation of intangibles and tax adjustment
  - 1) EBITDA Margin = Profit from continuing operations plus depreciation and amortisation expense plus net finance costs as a % of revenue excluding interest received
  - 2) EBIT Margin = Profit from continuing operations plus net finance costs as a % of revenue excluding interest received
  - 3) Net Profit Margin = Profit from continuing operations as a % of revenue
  - 4) Return on average capital = After tax EBIT/sum of average receivables, inventories, P,P&E, intangibles, associates less trade payables and current tax payable



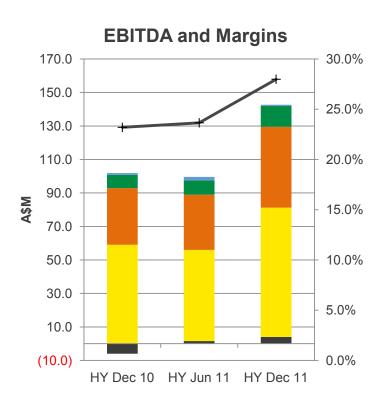
# **Sales Revenue Composition (pre eliminations)**

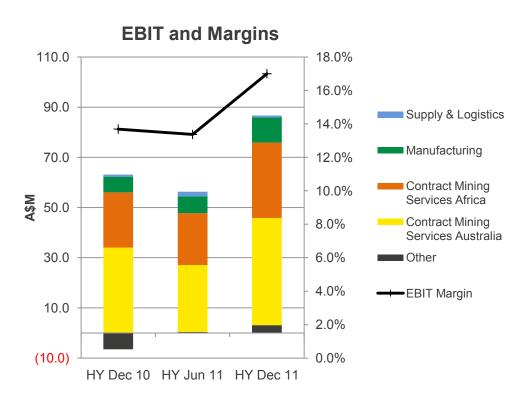


Revenue at record levels and increased in all segments



# **Segment Earnings and Margins**





- EBITDA margin includes new business start up costs, unrealised FX gains/losses and AUMS contribution
- EBIT margin also includes amortisation of intangibles



# **Balance Sheet**

A\$ million	6 months to Dec 11	
Cash and cash equivalents	81.3	
Receivables	197.3	
Inventories	167.2	
Property, plant and equipment	657.3	
Intangibles	33.9	
Other Assets	40.1	
Total Assets	1,177.1	
Payables	148.7	
Borrowings	278.0	
Provisions	10.0	
Other Liabilities	43.3	
Total Liabilities	480.0	
Shareholder Equity	697.1	

- At 31 December 2011 the Group had net debt of A\$196.7 million
- NTA per share increased to A\$2.19 per share

Note: Columns may not add due to rounding



# Cashflow

A\$ million	6 months to Dec 11
Operating cash flows after interest and tax	68.3
Debt repayments	(50.0)
Capital expenditure	(104.0)
Proceeds from asset disposals	1.0
Share issue proceeds	0.9
Proceeds from secured borrowings	50.6
Purchase of business	0.1
Loan to Associates	(7.6)
Other movements	(1.7)
Cash flow before shareholder return	(42.4)
Dividends	(16.6)
Net Cash Flow	(59.0)

Working Capital Changes since June 2011	<b>A</b> \$m
Receivables	17.6
Inventories	28.3
Payables	(6.1)
Net Increase	39.8

Note: Columns may not add due to rounding

- Operating cash generated during period impacted by increase in working capital as revenue grows
- Higher level of capex to cater for actual and expected increase in activity
- Excludes capex under Hire Purchase agreements of A\$50.4 million



# **Capital Expenditure**

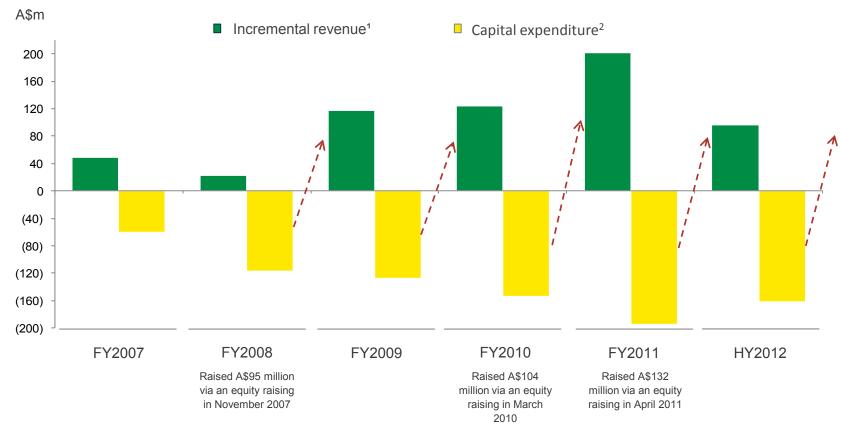
A\$ million		6 months to Dec 11
Australia	<ul> <li>Drill &amp; Blast, Exploration, Connector, EDA</li> </ul>	55.6
	<ul><li>Mining Services (Equipment Hire)</li></ul>	15.6
		71.2
Africa	<ul><li>Ghana</li></ul>	72.7
	<ul><li>Mali</li></ul>	0.4
	<ul><li>Tanzania</li></ul>	1.9
	<ul><li>Zambia</li></ul>	0.2
	<ul><li>Burkina Faso</li></ul>	2.8
		78.0
Manufacturing		6.7
Supply & Logistics		0.1
Other		2.4
TOTAL		158.4

- Net capex spend in 6 months to 31 December 2011 of A\$158 million (incl HP's of A\$50.4m)
- Depreciation of A\$53.4 million
- Balance of FY2012 capex dependant on new work
- Relationships with key suppliers and programmed orders on certain items assists in coping with lengthening delivery times on major capital equipment

Note: Columns may not add due to rounding



 The Company has a track record of achieving strong revenue growth from disciplined capital expenditure



Note: Includes the impact of the Brandrill and Connector acquisitions

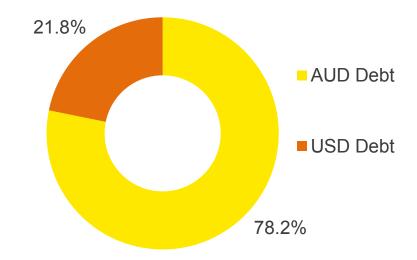


<sup>&</sup>lt;sup>1</sup> Incremental revenue over the prior comparable period

<sup>&</sup>lt;sup>2</sup> Capital expenditure = Plant & equipment additions + business acquisitions – disposals

# **Group Debt Position**

- At 31 December 2011 the Group had gross debt of A\$278.0 million, net debt of A\$196.7 million
- USD debt naturally hedged
- Net Debt to Equity is 28.2%
- No off balance sheet debt no operating leases are used for P&E
- AUMS JV is separately funded and is not included on balance sheet as it is equity accounted
- Net Interest Cover 10.7 times
- New general purpose A\$150 million term debt facility being negotiated with domestic bank

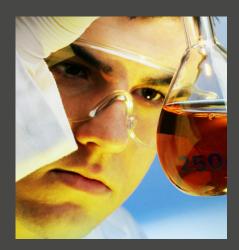




# SAFETY AND PEOPLE

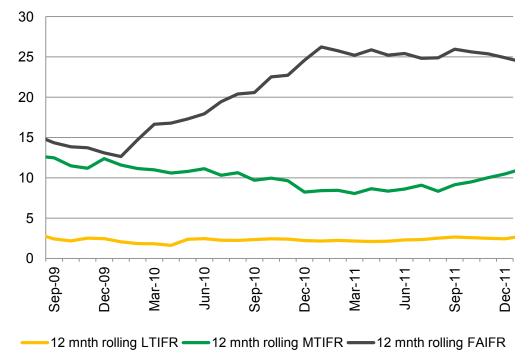












MTIFR: Medical Treatment Injury

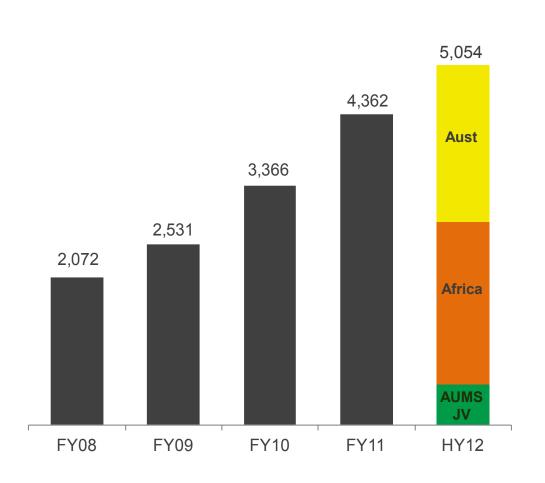
LTIFR: Lost Time Injury

TRIFR: Total Recordable Injuries (sum of LTI's and MTI's)

# Current Projects

- Rollout of Event Management System
- Rollout of Risk Framework
- Frontline Leadership training programme continuing
- Development of training package for Drilling Training
- Quality based document management centre being rolled out
- Fatality in Ghana during mining operations





- Employee numbers continued to increase on previous years as a result of ongoing opportunities in Australia and Africa
- At 31 December 2011 the number of employees within the Group, including jointly owned entities, increased to 5,054 – an increase of 15.9% on the full year to June 2011 and 32.9% on the half year to December 2010
- Skilled labour shortage remains a key issue



# OUTLOOK







# **POSITIVES**

- Mining sector activity remains strong
- Target of A\$1 billion in revenue for FY12 based on current level of work
- Second half of FY2012 to be similar to first half
- Key contracts in Australia expected to be renewed next half
- Outlook beyond FY12 remains robust

## **NEGATIVES**

- Sourcing of skilled personnel remains an issue
- Environment remains competitive and new equipment supply still experiencing delays
- High Australian dollar impacts on African earnings



# **OUTSIDE OF OUR CONTROL**

- Gold and iron ore prices remain strong, world economies still mixed and subject to uncertainty
- Effect and impact of further movements in exchange rates from the regions in which we operate

# **OPPORTUNITIES**

- Tender activity remains high with opportunities both in Africa and Australia
- AUMS is presenting good growth opportunities in the West African region
- Good opportunity for further M&A activity as the industry looks for further consolidation
- Opportunity to increase participation in coal seam gas drilling through Energy Drilling Australia
- Add to Connector drilling with dewatering services
- Establish underground contract mining business in Australia
- Expand manufacturing capability in Australia and range of product







# **APPENDICES**

- Operating Divisions
- Performance by Segment
- Profit & Loss
- Balance Sheet
- Cashflow
- Corporate Snapshot



## **CONTRACT MINING SERVICES**

## **AUSTRALIA**



### **DRILL & BLAST**

Production drilling and blasting services in open cut mines, plus production grade control services and civil construction.

### **Equipment**

60 x Small diameter top hammer drills

92 x Large diameter rotary and DTH blasthole drills

8 x Purpose built probe drills

26 x RC grade control drills





# EXPLORATION - KALGOORLIE

Reverse Circulation and Diamond Drilling on greenfield and brownfield sites throughout the Goldfields region. Includes a specialist lake fleet.

### Equipment

15 x Diamond Drill Rigs

8 x RC Drill Rigs

 $3 \times RAB$  Drill Rigs



Ausdrill Northwest is an exploration drilling company specialising in RC and Diamond drilling within the northwest region of Western Australia's vast resource sector.

### Equipment

11 x RC Drill Rigs

7 x Diamond Drill Rigs



# AUSDRILL MINING SERVICES

Contract load and haul, plant hire, and plant maintenance services.

### Equipment

60 x Off Highway Trucks

6 x Excavators

7 x F.E.L.

9 X Dozers

9 x Graders

22 x Ancillary Fleet







## **CONTRACT MINING SERVICES**

## **AUSTRALIA**



# CONNECTOR DRILLING

Connector Drilling is a multifaceted drilling company with significant experience in waterwell and exploration drilling.

### Services include:

Water Monitoring Bores Water Production Bores Dewatering Bores Artesian Bores

### **Equipment:**

10 x Drilling rigs with significant support equipment





### MINANALYTICAL LABORATORY SERVICES

Formed in late 2010, MinAnalytical is a quality-focused, independent analytical service company providing a range of geochemical and precious metals analyses to the mineral exploration and mining industry

New laboratory based in Canning Vale, WA.





### ENERGY DRILLING AUSTRALIA

Energy Drilling Australia operates from Brisbane and specifically targets services to the CSG (Coal Seam Gas) facet of the Oil Industry. Whilst the current focus is the provision of drilling services, we are looking to address other service activities to complement our business in this area.





### **SYNEGEX**

Synegex is a manufacturer of bulk explosives, and provider of blasting accessories and equipment to the mining and civil construction industries in Western Australia.





## **AFRICA**



# AFRICAN MINING SERVICES

Full mining service from exploration drilling to crusher feed and civil works.

#### Equipment

136 x 100t Dump trucks

31 x Hydraulic excavators

29 x Track dozers

32 x Blast hole drills

7 x Grade control drills

17 x Exploration drills





#### AFRICAN UNDERGROUND MINING SERVICES

50/50 Joint Venture with Barminco servicing underground development in West Africa.

#### Equipment

20 x Trucks

14 x Loaders

15 x Development Drills

7 x Production Drills

4 x Diamond Drills

3 x Cubex DTH Drills





#### **AUSDRILL TANZANIA**

US\$150 million contract to perform drilling and blasting services at AngloGold Ashanti's Geita Gold Mine over 5 years.

Exploration work for various clients.

#### **Equipment**

14 x Blast hole rigs

2 x RC Drill rigs

2 x Diamond drill rigs

1 x Multi-purpose drill





#### **AUSDRILL ZAMBIA**

Exploration drilling services

#### Equipment

3 x Diamond drill rigs





## **MANUFACTURING**



## DRILLING TOOLS AUSTRALIA

Manufacturing business based in Canning Vale, WA producing product predominantly for external consumption.

Product lines include drilling consumables and spare parts.

\$20 Million Facility opened in June 2009.





#### **REMET ENGINEERS**

Drill Pipe and consumable manufacturer based in Kalgoorlie and Canning Vale, WA.

Specializing in Reverse Circulation, Conventional, and Drill and Blast Drill Pipe with an extensive range of associated subs and stabilizers

High quality materials used in complete product range.





#### DRILL RIGS AUSTRALIA

Drill Rig manufacturing business, producing RC rigs, grade control rigs, diamond drills, multipurpose drills and probe drills, mostly for internal consumption.

Cutting edge technology is utilised in drill rig manufacturing processes to produce the most precise, cost effective and maintenance-friendly drill rigs in the industry.





#### DT HI LOAD

DT HiLoad Australia is an Australian company designing and manufacturing the Hercules, a heavy duty, lightweight tray for off road, mining and quarry trucks. The company supplies mine sites and contractors globally, increasing mine productivity and bottom line profitability.





## **SUPPLY, LOGISTICS & OTHER**



#### **SUPPLY DIRECT**

Procurement and logistic services worldwide with offices in Perth, Australia, Surrey, UK, Johannesburg, South Africa and in Accra, Ghana.

Servicing our major clients into countries such as South Africa, Ghana, Mali, Mauritania, Eritrea, Tanzania, Asia, Bulgaria & Turkey.





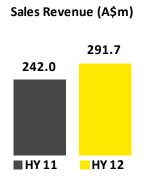
#### **DIAMOND**

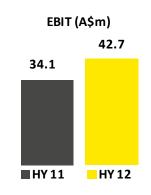
Construction services for the utility sector, majority of services to the telecommunications and power industries.

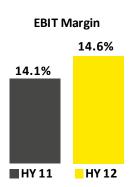




**AUSTRALIA** 



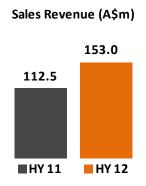


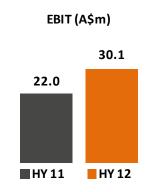


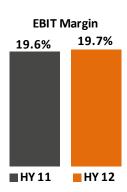
- Revenues increased with general growth in mining sector
- Ausdrill Mining Services showing full deployment of hire fleet
- Energy Drilling Australia now wholly owned
- Connector Drilling made its first full six month contribution
- MinAnalytical to be fully operational in Q2 of 2012
- Reported margins include effects of start-up costs (MinAnalytical), amortisation of intangibles



**AFRICA** 



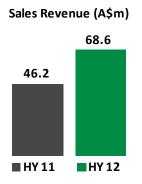


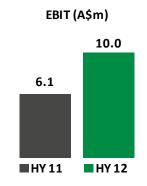


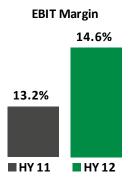
- Revenues higher from increased level of activity
- Exploration fleet at full capacity, other than diamond rigs in Zambia
- African Underground Mining Services (50% owned) contributed net profit of \$6.4 million (HY11: \$2.5 million)
- Stronger A\$ has impacted on reported earnings if translated at HY11 rates then HY12 revenues and NPAT would be higher by A\$16.6 million and A\$2.6 million respectively



## **MANUFACTURING**







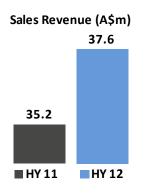
- All businesses comprising:
  - Drilling Tools Australia;
  - Drill Rigs Australia;
  - Remet Engineers; and
  - DT HiLoad

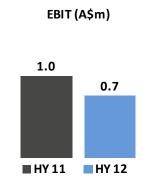
have recorded improved sales and profits

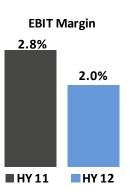
External sales make up almost half of segment sales



## **SUPPLY AND LOGISTICS**



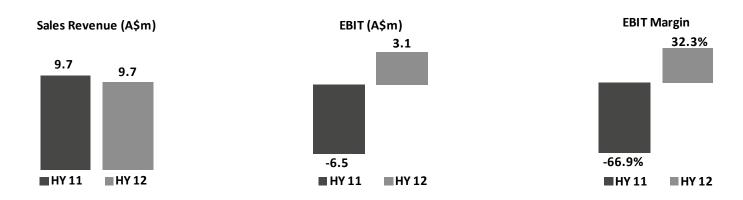




- Increased level of activity offset by increased bad debt provisions in the period
- External sales amounted to A\$14.1 million



## **ALL OTHER**



- Comprises Diamond Communications, Properties and Corporate overheads
- Diamond Communications reported improved result from operations in western half of Australia. NBN opportunity yet to materialise
- EBIT includes unrealised FX gains in this segment of A\$2.5 million and the accounting gain on acquisition of EDA



AFRICAN UNDERGROUND MINING SERVICES

Ausdrill share of African Underground Mining Services on a pro-forma basis

A\$000's	6 months to Dec 10	6 months to Jun 11	6 months to Dec 11
Revenue	27,939	33,712	51,465
EBITDA	6,125	9,446	13,664
EBITDA Margin	21.9%	28%	26.6%
EBIT	3,531	5,828	8,640
EBIT Margin	12.6%	17.3%	16.8%
Profit before tax	2,880	5,496	7,617
Net profit after tax	2,538	5,162	6,411

- Revenues and profits rising as AUMS increases activity levels
- Currently focussed in Ghana and Mali
- The reported segment results for Contract Mining Services Africa only includes the equity accounted share of profits of African Underground Mining Services (50% owned)



A\$ million	HY DEC 10	HY JUN 11	HY DEC 11	% change from previous corresponding period
Sales Revenue	413.4	421.2	509.9	23.0%
Interest Income	2.5	2.0	1.9	
Materials	(139.1)	(144.7)	(162.8)	
Labour	(139.3)	(144.0)	(166.6)	
Rental and hire	(13.1)	(13.1)	(12.7)	
Depreciation & Amortisation Expense	(39.3)	(43.2)	(56.0)	
Finance Costs	(9.1)	(8.9)	(10.0)	
Share of Associates Profits/(losses)	0.6	3.0	6.4	
Other items	(26.6)	(22.8)	(31.5)	
Profit Before Tax	50.0	49.5	78.6	
EBITDA	95.9	99.5	142.7	48.8%
EBITDA Margin	23.2%	23.6%	28.0%	
EBIT	56.6	56.3	86.7	53.1%
EBIT Margin	13.7%	13.4%	17.0%	
Profit attributable to Ausdrill	36.3	37.1	54.6	50.4%
Net Profit Margin	8.8%	8.8%	10.7%	

Note: Columns may not add due to rounding



A\$ million	HY DEC 10	FY JUN 11	HY DEC 11
Cash and cash equivalents	67.6	140.7	81.3
Current Receivables	142.8	170.7	188.3
Inventories	108.1	139.0	167.2
Property, plant and equipment	466.3	542.8	657.3
Intangibles	34.1	34.7	33.9
Other Assets	23.6	41.8	49.1
Total Assets	842.5	1,069.7	1,177.1
Payables	116.9	142.6	148.7
Borrowings	191.5	223.6	278.0
Provisions	6.8	8.0	10.0
Other Liabilities	21.8	40.6	43.3
Total Liabilities	337.0	414.8	480.0
Shareholder Equity	505.5	654.9	697.1
Net Debt	123.9	82.9	196.7

Note: Columns may not add due to rounding



# **CASHFLOW**

A\$ million	HY DEC 10	HY JUN 11	HY DEC 11
Receipts from customers (inclusive of GST)	420.8	421.2	530.0
Payments to suppliers and employees (inclusive of GST)	(341.0)	(364.9)	(432.3)
	79.8	56.3	97.7
Interest received	2.5	2.0	1.9
Interest and other costs of finance paid	(8.8)	(8.4)	(9.5)
Income taxes paid	(7.0)	(3.3)	(22.2)
Other	2.8	1.5	0.4
Net cash inflow from operating activities	69.4	48.0	68.3
Payment for purchase of business	0.0	(28.2)	0.1
Payments for property, plant and equipment	(69.6)	(53.4)	(104.0)
Proceeds from sale of property, plant and equipment	2.3	6.5	1.0
Loans to related parties	0.0	0.6	(7.5)
Payment for purchase of equity instruments	(6.7)	(6.3)	0.0
Other	0.0	0.2	(1.8)
Net cash (outflow) from investing activities	(74.0)	(80.6)	(112.2)
Proceeds from issues of shares and other equity securities	0.5	129.1	0.9
Proceeds from borrowings	0.0	32.0	50.6
Repayment of borrowings	(18.5)	(11.8)	(17.7)
Repayment of hire purchase and lease liabilities	(36.9)	(30.3)	(32.3)
Dividends paid to company's shareholders	(14.3)	(13.0)	(16.6)
Net cash (outflow) inflow from financing activities	(69.3)	106.0	(15.1)
Net (decrease) increase in cash and cash equivalents	(73.9)	73.4	(59.0)
Cash and cash equivalents at the beginning of the period	144.4	0.0	140.7
Effects of exchange rate changes on cash and cash equivalents	(2.9)	(0.3)	(0.4)
Cash and cash equivalents at end of period	67.6	73.1	81.3

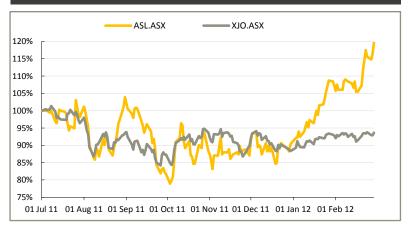
Note: Columns may not add due to rounding
Excludes capital expenditure financed under hire purchase



# **CORPORATE SNAPSHOT**

CAPITAL STRUCTURE	
Share price (close as at 29 February 2012)	\$3.97
Fully paid ordinary shares	303.3 million
Market capitalisation (undiluted)	\$1,204 million
Cash (as at 31 December 2011)	\$81 million
Debt (as at 31 December 2011)	\$278 million
Enterprise value	\$1,401 million
Net debt/Book equity	28.3%

## **SHARE PRICE PERFORMANCE (REBASED)**



DIRECTORS A	AND SENIOR MANAGEMENT
Terence O'Connor	Chairman, Non-executive Director
Wallace King	Deputy Chairman, Non-executive Director
Ronald Sayers	Managing Director
Terrence Strapp	Non-executive Director
Mason Hills	Non-executive Director
Mark Hughes	Chief Financial Officer
Alex McCulloch	General Manager, Australia and East Africa
John Kavanagh	General Manager, West Africa
José Martins	GM, Corporate Finance & Investor Relations
Domenic Santini	Company Secretary
Strati Gregoriadis	General Counsel

SUBSTANTIAL SHAREHOLDERS	
Name	Shareholding
Ronald Sayers / Cherry Garden Nominees	12.04%
PM & JL Bartlett / Bremerton Group	5.31%
AMP Limited	7.21%





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