Full Year Results to 30 June 2017

AUSDRILL

23 August 2017

BRINGING MORE TO MINING

Full Year Key Points

Overview

- Strong safety and financial performance.
- Sales revenue of $776.3 million, up 4.5% on prior corresponding period.
- $1.6 billion in new projects and contract renewals secured.
- Profit from continuing operations of $31.4 million, up 53.3% on prior corresponding period.
- Reported profit of $31.2 million, basic earnings per share 10.0 cents per share.
- Fully franked final dividend of 2.0 cents per share declared, bringing total dividends for the year to 4.0 cents per share.
- Strong cash flow generation allowing substantial investment in growth to be cash funded.
- Strong balance sheet with cash reserves of $166.7 million and improved gearing of 26.0%.
- Ausdrill is targeting 30-40% profit growth in FY18.

FY17 Performance summary

A$million	FY17	% change
Sales revenue	**776.3**	**4.5% ▲**
EBITDA	**136.8**	**9.4% ▲**
EBIT	**74.4**	**30.3% ▲**
Profit before tax	**45.3**	**80.6% ▲**
Profit from continuing operations	**31.4**	**53.3% ▲**
Loss from discontinued operations	(0.2)	
Reported profit after tax	31.2	
Operating cash flow	**94.6**	**4.0% ▲**

Operational Performance

African Mining Services	■ Revenue and margin growth story continues with significant contract wins and extensions. ■ Strong operational performance at Syama and Siguiri, challenges at Edikan being addressed. ■ Project pipeline expected to deliver growth beyond FY18.
African Underground Mining Services	■ Significant revenue growth with commencement of Subika project and contract expansions at Geita and Yaramoko. Exceptional tender pipeline expected to provide growth beyond FY18. ■ Outstanding operational performance. Margins remain strong.
Drilling Services Australia	■ Key contract extensions for drilling services at the Super Pit and exploration drilling at St Ives and Granny Smith. ■ Loss-making Telfer contract exited February 2017. ■ Competitive market conditions persist.
Equipment Services & Supplies	■ Profit margin improvement driven by increase in rental revenue and cost-out initiatives. ■ Key focus of the business was the mobilisation of equipment and inventory to new African projects.
Other Businesses	■ EDA assets warehoused, major cost savings achieved. ■ Non-core businesses delivered increased profit.
Business Improvement	■ Shared service model rolled out - annualised savings of $2.0 million expected in FY18.

Project Awards and Extensions

Project	Client	Services Provided	Location	Term
Yanfolila Gold	Hummingbird Resources	AMS - Open pit mining	Mali	3 years
Boungou Gold (was Natougou)	SEMAFO	AMS - Open pit mining	Burkina Faso	5 years
Mako Gold	Toro Gold	AMS - Open pit mining	Senegal	6 years
Edikan - Esuajah North	Perseus	AMS - Open pit mining	Ghana	3.5 years
Bissa Gold	Nordgold	AMS - Equipment hire	Burkina Faso	1 year
Subika – Ahafo complex	Newmont Ghana Gold	AUMS - Underground mining	Ghana	5 years
St Ives and Granny Smith	Gold Fields	DSA - Exploration drilling	Australia	3 years
Super Pit	KCGM	DSA - Production drilling, grade control	Australia	5 years
Blair Athol Coal	Link Mining Services	DSA - Drill and blast	Australia	5 years
Several mine sites	Peabody Australia	ESS - Equipment hire	Australia	2 years

Financial Performance

Reported Profit and Loss

A$million	FY16	FY17	% change
Sales revenue	**743.0**	**776.3**	**4.5%** ▲
EBITDA (1)	**125.1**	**136.8**	**9.4%** ▲
EBITDA margin (2)	*15.6%*	*15.9%*	*33bps*
EBIT	**57.2**	**74.4**	**30.3%** ▲
EBIT margin (2)	*6.5%*	*7.9%*	*143bps*
Profit before tax	**25.1**	**45.3**	**80.6%** ▲
Profit before tax margin	*3.4%*	*5.8%*	*246bps*
Profit from continuing operations	**20.5**	**31.4**	**53.3%** ▲
Return on average capital employed (2),(3)	*6.5%*	*8.6%*	*215bps*

- Strong financial performance delivering exceptional profit growth.
- Long-standing exposure to low-cost gold sector continues to provide a core source of revenue.
- Margins continue to improve in a competitive market through cost out and scale benefits.
- Improved returns to shareholders.

(1) Includes impairment of available-for-sale assets of $1.5 million in FY16.
(2) Excludes equity accounted profits.
(3) Return on average capital employed = EBIT from continuing operations excluding significant items/sum of average receivables, inventories, PP&E, intangibles, associates less trade payables.

Note: Columns may not add due to rounding.

FY17 Proforma Profit & Loss (including 50% AUMS)(1)

A$million	ASL	AUMS 50%	Total	% change
Sales revenue	**776.3**	**89.9**	**866.2**	**5.7% ▲**
EBITDA	**123.7**	**30.8**	**154.5**	**8.6% ▲**
EBITDA margin	*15.9%*	*34.2%*	*17.8%*	*48bps*
EBIT	**61.4**	**19.8**	**81.1**	**22.4% ▲**
EBIT margin	*7.9%*	*22.0%*	*9.4%*	*128bps*
Profit before tax	**32.2**	**19.0**	**51.3**	**49.7% ▲**
Profit before tax margin	*4.2%*	*21.2%*	*5.9%*	*174bps*
Profit from continuing operations	**18.4**	**13.1**	**31.4**	**53.3% ▲**
Return on average capital employed (2)	*7.7%*	*35.9%*	*9.6%*	*177bps*

(1) Proforma results include AUMS 50% share of profits on a proportionately consolidated basis.
(2) Return on average capital employed = EBIT from continuing operations excluding significant items/sum of average receivables, inventories, PP&E, intangibles, associates less trade payables.

Note: Columns may not add due to rounding.

- The AUMS joint venture is a major contributor to the Group's earnings profile and a key value driver for shareholders.
- AUMS is equity accounted in reported earnings – gross revenue, EBITDA and EBIT are significantly higher than reported under IFRS.
- Growth in AUMS business for FY18 is expected to be significant based on projects already secured.
- Underground mining services are less capital intensive and deliver higher returns than surface mining projects due to the specialised nature of the services provided.
- Growth prospects for underground projects in Africa are exceptional.

Cash Flow

A$million	FY16	FY17
Operating cash flows after interest and tax	91.0	94.6
Net debt (repayments)/proceeds	(47.8)	(0.7)
Capital expenditure	(12.4)	(147.4)
Proceeds from asset disposals	11.4	1.8
Distributions from AUMS	8.9	22.9
Proceeds from sales of business	49.4	22.2
Other movements	3.6	(0.6)
Cash flow before shareholder return	104.1	(7.2)
Dividends	-	(6.2)
Net cash flow	**104.1**	**(13.5)**

Working capital changes since Jun 16	A$m
Receivables	(2.1)
Inventories	(2.6)
Payables	(17.6)
Net decrease	**(22.2)**

- Strong cash flow generation continues.
- Capital expenditure increased significantly driven by growth projects in Africa expected to deliver earnings growth in FY18.
- Distributions from AUMS increased on the back of major growth in the underground business.
- Proceeds from business sales included $19.8 million for DTA and $2.4 million for Miner's Rest.
- Fully franked interim dividend of 2.0 cents per share paid during FY17.

Note: Columns may not add due to rounding.

Capital Expenditure

A$million	FY16	FY17
Contract Mining Services Africa	(6.8)	(121.1)
Drilling Services Australia	(3.8)	(6.9)
Equipment Services & Supplies	(1.7)	(17.2)
Other	(0.1)	(2.3)
Proceeds from asset sales	11.4	1.8
CAPEX net of asset sales	**(1.0)**	**(145.6)**

Note: Columns may not add due to rounding.

- African capital expenditure increased to $121.1 million. This included equipment for the Mako, Esuajah North, Boungou (formerly Natougou) and Yanfolila growth projects.
- ESS capital expenditure increased to $17.2 million. This included mining and ancillary rental equipment for projects on the East Coast of Australia.
- DSA capital expenditure increased to $6.9 million. This included equipment for exploration drilling services at the St Ives and Granny Smith gold mines and conversion of water well fleet to reverse circulation.
- Capex for FY18 is expected to be between $100 and $170 million. Capex is presented in a range as indications from an existing client suggest that they may require a change-out of fleet upon renewal of their contract. Should this occur, existing fleet would be redeployed to growth projects or replacement capex, reducing future capex requirements.

Balance Sheet

A$million	FY16	FY17
Cash and cash equivalents	181.9	166.7
Receivables	169.8	167.7
Inventories	191.4	188.8
Property, plant and equipment	489.8	560.5
Other assets	117.5	103.5
Total assets	**1,150.4**	**1,187.1**
Payables	82.8	100.4
Borrowings	398.5	388.6
Employee obligations	34.9	41.8
Other liabilities	27.5	26.3
Total liabilities	**543.8**	**557.0**
Shareholders' equity	**606.6**	**630.1**

Note: Columns may not add due to rounding.

- Strong cash flow generation and cash reserves used to fund significant investment in growth capex for Africa.
- The Group's year end working capital balance has reduced materially. Settlement of prior period rate adjustments for the Siguiri project and asset sales proceeds associated with the sale of DTA, were only partially offset by increases in working capital associated with new project mobilisations.
- Investment in PPE is expected to deliver revenue and earnings growth in FY18.
- At 30 June 2017 the Group reported net debt of $221.9 million and improved gearing at 26.0%.
- NTA per share increased from $1.94 per share to $2.02 per share.

Group Debt (1) and Funding

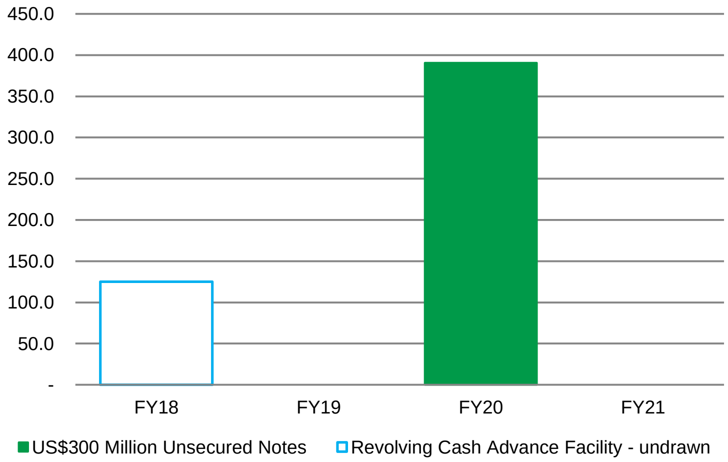
- Gross debt of $388.6 million, net debt of $221.9 million.
- Gearing (Net Debt : Net Debt & Equity) improved from 26.3% to 26.0%.
- Significant liquidity with cash on hand of $166.7 million and $124.8 million in undrawn facilities.

Group Debt (A$million)	FY16	FY17
Syndicated debt facility	-	-
Asset finance and other funding	0.5	-
US$300 million unsecured notes	402.3	390.5
Insurance premium funding and prepaid borrowing costs	(4.2)	(1.9)
Total borrowings	398.5	388.6
Cash and cash equivalents	**(181.9)**	**(166.7)**
Net debt	216.7	221.9
Gearing ratio	**26.3%**	**26.0%**

Note: Borrowings include unrealised FX translation impact of $11.8 million due to strengthening of AUD during the year.

- AUMS JV is equity accounted and separately funded.
- Credit metrics continue to improve with significant headroom in all bank covenants.
- Net Interest Cover (EBITDA: Net Cash Interest) increased to 4.7x.

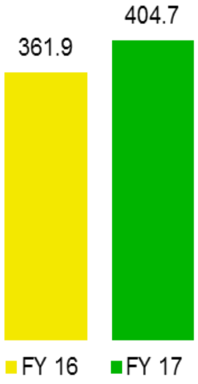
Maturity Profile (A$million)



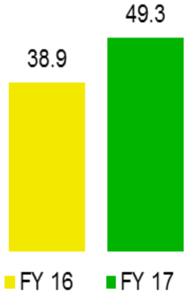
(1) Includes pre-paid borrowing costs and insurance premium funding.

Contract Mining Services Africa

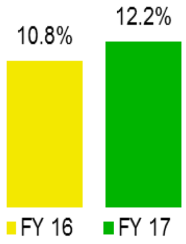
External Sales Revenue ($m)



EBIT ($m)



EBIT Margin

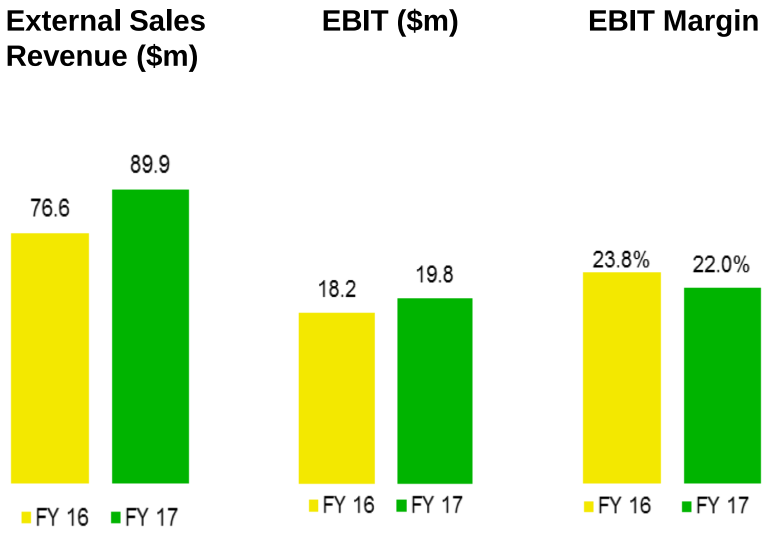


- Revenue growth driven by Esuajah North start-up and increased works at Nzema, Iduapriem and Syama.
- Reported margins improved with strong operational performance at the Siguiri and Syama projects and scale benefits from increased revenue.
- Edikan project challenges being addressed.
- New contracts and contract extensions continue to be mobilised: Mako (commenced May 2017), Boungou (commenced May 2017) and Yanfolila (commenced August 2017) and are expected to deliver significant uplift in revenue and earnings in FY18.
- The project tender pipeline offers exceptional growth opportunities for FY19 and beyond.

Notes:

Figures exclude equity accounted profits from AUMS joint venture.

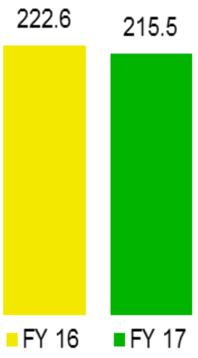
African Underground Mining Services (50% share)



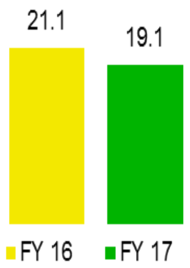
- African Underground Mining Services contributed equity accounted net profit of $13.1 million (FY16: $9.1 million), an increase of 44.3%.
- Revenue increased by 17.3% and is expected to increase significantly in FY18 driven by Subika project in Ghana for Newmont Ghana Gold.
- Margins remain strong, with underlying EBIT margin (excluding Roxgold share valuation) at 22.8%.
- Ramp-up of operations at the Roxgold Yaramoko project in Burkina Faso and at the AngloGold Geita gold mine in Tanzania have progressed extremely well. Additional works in the Nyankanga pit at the Geita project commenced in early 2017. Demobilisation of Perkoa project completed December 2016.
- The project tender pipeline offers exceptional growth opportunities for FY19 and beyond.

Drilling Services Australia

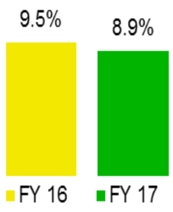
External Sales Revenue ($m)



EBIT ($m)



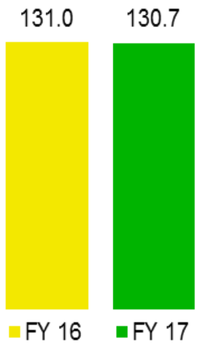
EBIT Margin



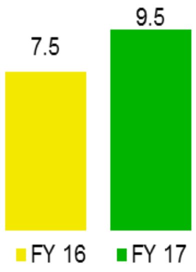
- Revenues remain stable with key contract renewals at the Kalgoorlie Super Pit, St Ives and Granny Smith gold mines. Water well drilling opportunities remain limited.
- Margins in drill and blast are robust and will improve with the exit from the loss-making Telfer contract. Exploration margins remain under pressure where available fleet is in surplus, despite increase in gold exploration spend.
- EBIT margin, excluding Telfer losses was 10.2%, driven by cost-out initiatives across the Ausdrill Northwest and Connector drilling businesses.
- Further cost-out initiatives are being undertaken in the Kalgoorlie based drilling business in FY18.

Equipment Services & Supplies

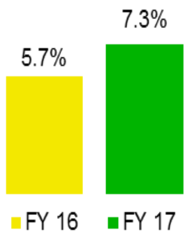
External Sales Revenue ($m)



EBIT ($m)



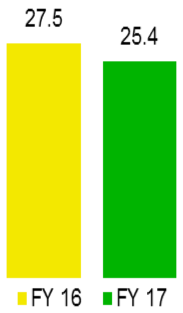
EBIT Margin



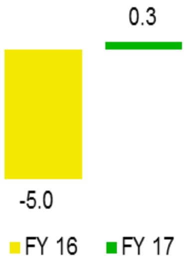
- Revenue including internal sales increased by 18.3% as BTP actively sourced low cost equipment and parts and redeployed surplus mining fleet to new African projects during the period.
- External revenues remain stable.
- Margins continue to improve driven by ongoing cost-out and productivity improvement activities.
- 2 year extension to existing contract with Peabody Australia, valued at $70 million, to rent mining and ancillary equipment to Peabody’s coal mines in key Australian coal precincts in the Hunter Valley and Bowen Basin.

All Other Segments

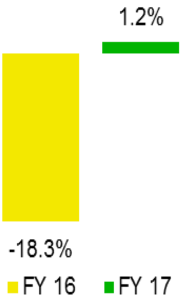
External Sales Revenue ($m)



EBIT ($m)



EBIT Margin



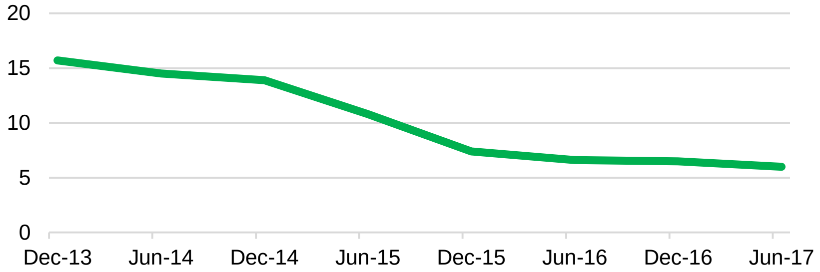
- Comprises Diamond Communications, MinAnalytical, Energy Drilling Australia (EDA), Well Control Solutions (WCS) and Ausdrill Properties.
- Losses from EDA have been curtailed as the business has been downsized and the assets warehoused until market conditions improve.
- All other businesses delivered minor profits in the half.
- Increased exploration spend in gold is having a positive flow on effect for MinAnalytical, although the mineral assaying market remains highly competitive.
- WCS has seen an increase in activity in the coal seam gas sector.

Safety and People

AUSDRILL BRINGING MORE TO MINING

Safety and People

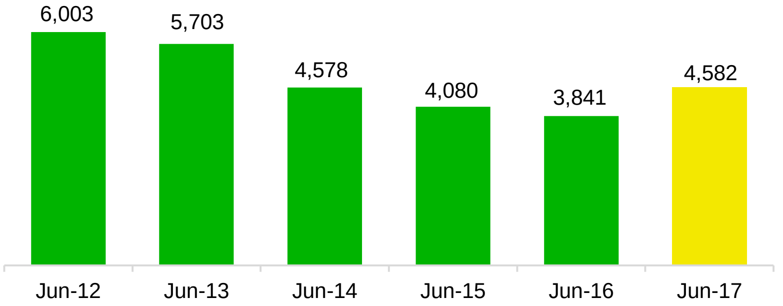
TRIFR: Total Recordable Injury Frequency Rate



Safety

- Ausdrill's commitment to safety remains a core business value.
- Engagement of our people is a critical component of our improved safety performance and includes the production of in-house safety awareness videos which have been well received.
- The number of incidents and the total recordable injury frequency rate (TRIFR) continue to fall, despite mobilising several new projects.

Employees



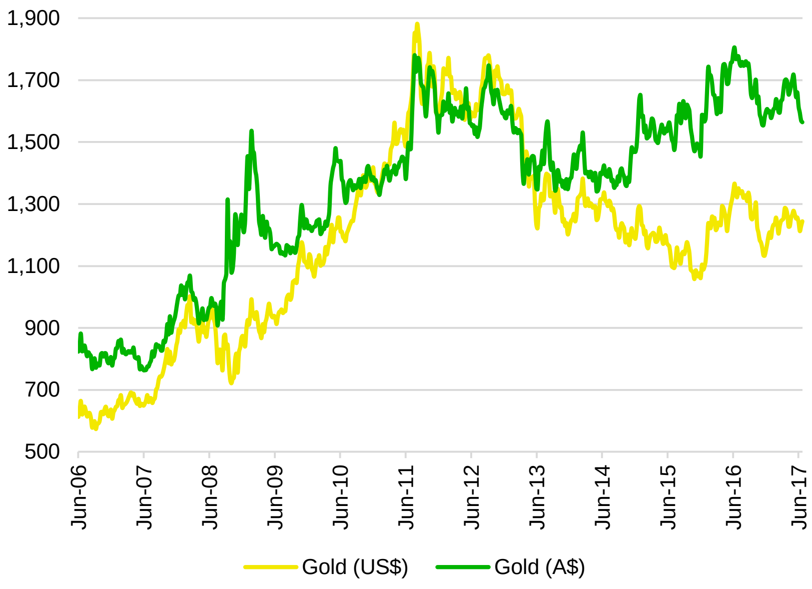
People

- The number of employees within the Group, including jointly owned entities, increased to 4,582 – an increase of 19% compared with the corresponding period, driven by mobilisation of new projects in Africa.
- The number of Australian employees reduced from 1,148 to 1,079, a decline of 6%, following business rationalisation.

Outlook and Strategy

Current Environment and Outlook

- Contract Mining Services Africa and African Underground Mining Services revenues and earnings are expected to grow in FY18 on the back of secured projects.
- The tender pipeline for Africa in both surface and underground mining remains exceptionally strong and is expected to deliver further revenue growth in FY19 and beyond.
- Drilling Services Australia revenues are expected to remain stable over the short term in Australia. Pressure on exploration margins is expected to continue until surplus fleet across the sector reduces. Rationalisation within the sector is expected to provide some margin relief in FY18.
- Commodity prices rising, gold remains robust.
- Equipment Services & Supplies expected to benefit from higher demand for equipment, parts and services.
- AUD providing a hedge against lower commodity prices for domestic miners – gold exploration expenditure turning the corner.
- Ausdrill is targeting 30-40% profit growth in FY18.



Strategic Initiatives

- Rationalise business activities:
  - Exit/turnaround non-core businesses.
  - Cost-out initiatives now focussed on operational overhead and productivity improvements.
  - Participate in industry rationalisation for mutual benefit.
- Pursue opportunistic relationships:
  - Expand business development activities to tap into global opportunities.
  - Cash and “in kind” equity support for growth opportunities.
  - Strategic sourcing and distribution networks.
  - Technology partnering.
- Maintain balance sheet flexibility to facilitate profitable growth:
  - Diversify funding sources and optimise debt maturity profiles.
  - Pursue opportunistic investments/acquisitions.
  - Strategic deployment of mining fleet and inventories.

Core business

Drill for Equity

Drilling Services Australia

Contact Mining Africa and AUMS

Equipment Services & Supplies

Non-core business

Diamond Communications

Energy Drilling Australia

Well Control Solutions

Appendices

What we do

CONTRACT MINING SERVICES AFRICA

SURFACE MINING

UNDERGROUND MINING

EXPLORATION DRILLING

Key services include drill and blast, load and haul, exploration drilling and equipment hire for surface mining operations. Complete underground mining service and logistics.

DRILLING SERVICES

EXPLORATION

DRILL & BLAST

PRODUCTION

GRADE CONTROL

WATERWELLS

Key services include drill and blast, grade control, waterwell drilling, explosive supply, exploration drilling, drill rig manufacture and maintenance and mineral analysis.

EQUIPMENT SERVICES & SUPPLIES

EARTHMOVING FLEET HIRE & SALES

EARTHMOVING EQUIPMENT PARTS

SUPPLY AND LOGISTICS

Key services include parts and service exchange, equipment and parts sales, equipment hire and equipment rebuild and maintenance.

ALL OTHER

DIAMOND COMMUNICATIONS

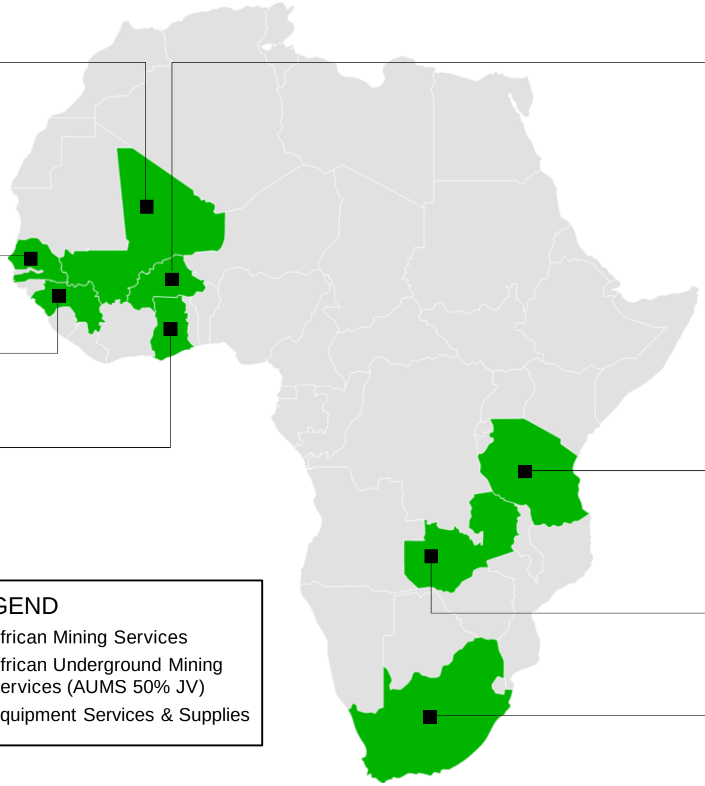
MINANALYTICAL SERVICES

WELL CONTROL SOLUTIONS

Key services include the provision of pressure control and pump product equipment hire and maintenance, mineral analysis and services to the telecommunications and utility sectors.

Where we operate

Africa



Mali

- **Resolute Mining – Syama**
  Gold – Open pit mining services
- **Hummingbird – Yanfolila**
  Gold – Open pit mining services
- **B2Gold – Fekola**
  Gold – Exploration drilling

Senegal

- **Toro Gold - Mako**
  Gold – Open pit mining services

Guinea

- **AngloGold Ashanti - Siguiri**
  Gold – Open pit mining services

Ghana

- **Endeavour Mining – Nzema**
  Gold – Open pit mining services
- **Perseus Mining – Edikan**
  Gold – Open pit mining services
- **Cardinal Resources – Bolgatanga**
  Gold – Exploration drilling
- **Resolute Mining – Mensin**
  Gold – Exploration drilling
- **AngloGold Ashanti - Iduapriem**
  Gold – Open pit mining services
- **Newmont Ghana Gold – Subika**
  Gold – Underground mining services

LEGEND

- African Mining Services
- African Underground Mining Services (AUMS 50% JV)
- Equipment Services & Supplies

Burkina Faso

- **SEMAFO – Boungou** (formerly Natougou)
  Gold – Open pit mining services
- **B2 Gold – Kiaka**
  Gold – Exploration drilling
- **West African Resources – Tanlouka**
  Gold – Exploration drilling
- **Vital Metals – Zeko**
  Gold – Exploration drilling
- **Nordgold – Bissa**
  Gold – Equipment hire
- **Endeavour – Karma**
  Gold – Equipment hire
- **Roxgold – Yaramoko**
  Gold – Underground mining services

Tanzania

- **AngloGold Ashanti – Geita Star & Comet**
  Gold –Underground mining services
- **AngloGold Ashanti – Geita Nyankanga**
  Gold –Underground mining services

Zambia

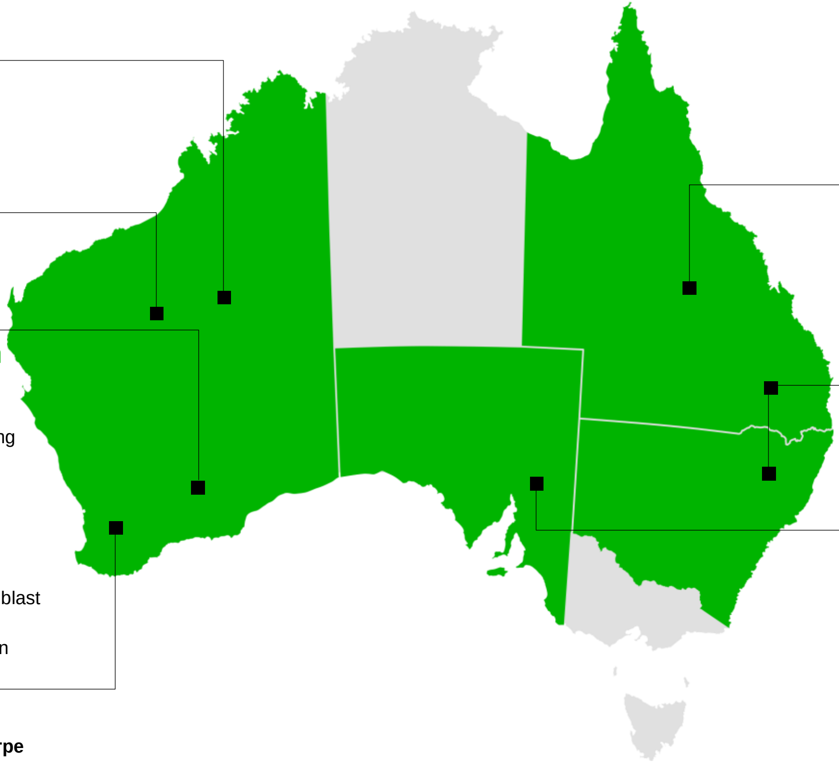
- **Barrick**
  BTP parts supply and maintenance

South Africa

- **Supply Direct**
  Johannesburg, South Africa

Where we operate

Australia



Western Australia – Pilbara region

BHPBIO
Exploration drilling services
Equipment hire
Production drilling services

Western Australia – Midwest region

Exploration drilling services

Western Australia – Goldfields region

KCGM – Super Pit Production drilling and grade control.
Associated since 1989

Gold Fields – St Ives and Granny Smith Exploration drilling and grade control. *Associated since 1996*

Macmahon – Tropicana

Production drilling services

Thiess – Rocky's Reward

Drill and blast services

Evolution – Mungari Exploration drilling services Drill and blast and grade control services

Northern Star – Kundana and Kanowna Belle Exploration drilling services

Western Australia – Peel region

Piacentini & Son – Huntly & Willowdale and Ravensthorpe
Drill and blast services

Queensland

Ensham Resources
Production drilling services
Associated since 2004

Link Mining Services
Drill and blast services

Queensland/ New South Wales

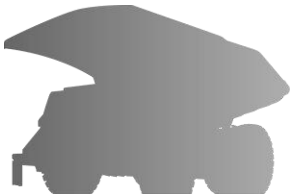
Peabody Australia
Equipment hire

South Australia

OZ Minerals – Prominent Hill
Production drilling and grade control
Associated since 2007

Our Equipment

Surface mining



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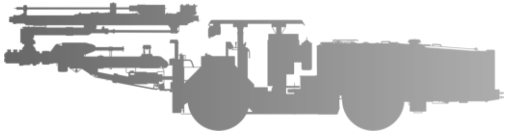
Underground mining



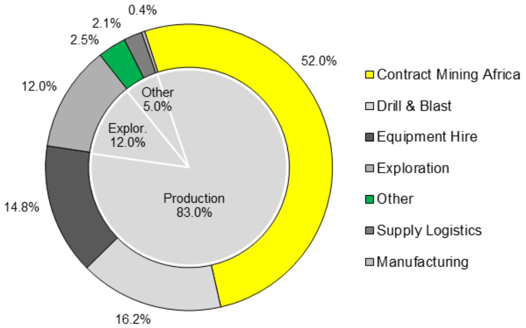
80

Drill rigs

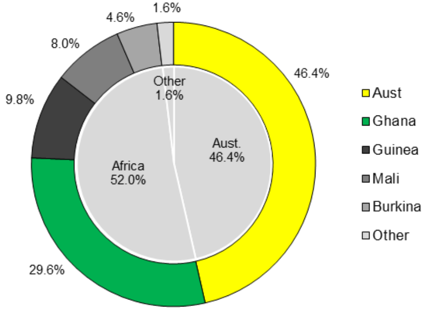
275

Revenue Diversification

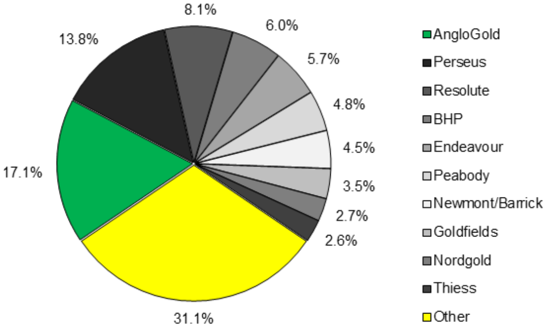
Sales revenue by business activity [1]



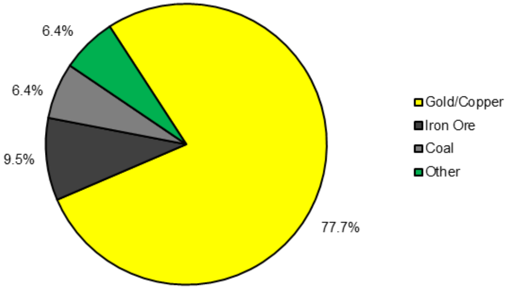
Revenue by geography [1]



Sales revenue by top 10 customers [1]



Sales revenue by commodity [2]



Notes:

1 Based on FY17 sales. Figures may not add due to rounding.

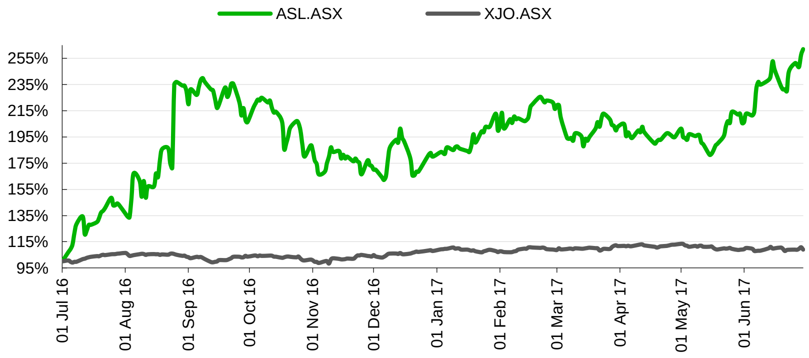
2 Based on FY17 sales revenue for Contract Mining Services Africa, Drilling Services Australia and Equipment Services & Supplies.

Corporate Snapshot

Capital Structure

Share price (close as at 21 Aug 2017)	$2.16
Fully paid ordinary shares	312.3 million
Market capitalisation (undiluted)	$674.5 million
Net Tangible Assets (30 Jun 2017)	$630.1 million
Cash (as at 30 Jun 2017)	$166.7 million
Debt (as at 30 Jun 2017)	$388.6 million
Enterprise value	$896.4 million
Net Debt/Net Debt & Equity (as at 30 Jun 2017)	26.0%

Share Price Performance (rebased)



Directors and Senior Management

Name	Title
Terence O'Connor	Chairman, Non-executive Director
Ronald Sayers	Managing Director
Ian Cochrane	Deputy Chairman, Non-executive Director
Terrence Strapp	Non-executive Director
Donald Argent	Non-executive Director
Mark Connelly	Non-executive Director
Mark Hine	Non-executive Director
Andrew Broad	COO Australian Operations
John Kavanagh	COO African Operations
Theresa Mlikota	Chief Financial Officer
Strati Gregoriadis	General Counsel/Company Secretary

Substantial Shareholders

Name	Shareholding
Ronald Sayers / Cherry Garden Nominees	11.94%
FMR LLC	8.37%
PM & JL Bartlett / Bremerton Group	6.58%

Profit & Loss

A$million	FY16	FY17	% Change
Continuing Operations			
Sales revenue	743.0	776.3	4.5% ▲
Interest income	1.6	2.4	46.5%
Materials	(299.0)	(329.4)	(10.2%)
Labour	(239.9)	(251.2)	(4.7%)
Rental and hire	(14.0)	(14.3)	(2.3%)
Depreciation & amortisation expense	(67.9)	(62.4)	8.1%
Finance costs	(33.7)	(31.5)	6.5%
Share of associates profits	9.1	13.1	44.3%
Other items	(74.2)	(57.7)	22.2%
EBITDA (1)	125.1	136.8	9.4% ▲
EBITDA margin (2)	*15.6%*	*15.9%*	*33bps*
EBIT	57.2	74.4	30.3% ▲
EBIT margin (2)	*6.5%*	*7.9%*	*143bps*
Operating Profit/(loss) before tax	25.1	45.3	80.6% ▲
Operating Profit before tax margin (3)	*3.4%*	*5.8%*	*246bps*
Profit/(loss) after tax	20.5	31.4	53.3% ▲
Return on average capital (4)	6.5%	8.6%	*215bps*
Discontinued Operations – Profit/(loss)	37.6	(0.2)	
Profit/(loss) after tax from continuing and discontinued operations	58.2	31.2	46.3% ▼

(1) Includes impairment of available-for-sale assets of $1.5 million in FY16.
(2) Excludes equity accounted profits.
(3) Operating profit margin = Profit before tax from continuing operations as a % of sales revenue.
(4) Return on average capital employed = EBIT excluding significant items/sum of average receivables, inventories, PP&E, intangibles, associates less trade payables.
Note: Columns may not add due to rounding.

Balance Sheet

A$million	FY16	FY17
Cash and cash equivalents	181.9	166.7
Current receivables	169.8	167.7
Inventories	191.4	188.8
Property, plant and equipment	489.8	560.5
Other assets	117.5	103.5
Total assets	1,150.4	1,187.1
Payables	82.8	100.4
Borrowings	398.5	388.6
Employee obligations	34.9	41.8
Other liabilities	27.5	26.3
Total liabilities	543.8	557.0
Shareholders' equity	606.6	630.1
Net Debt	216.7	221.9

Note: Columns may not add due to rounding.

Cash Flow

A$million	FY16	FY17
Receipts from customers (inclusive of GST)	791.5	802.2
Payments to suppliers and employees (inclusive of GST)	(668.3)	(670.1)
	123.2	**132.1**
Interest received	1.7	2.4
Interest and other costs of finance paid	(30.9)	(29.1)
Income taxes received / (paid)	(6.4)	(11.8)
Other	3.4	1.0
Net cash inflow/(outflow) from operating activities	**91.0**	**94.6**
Payments for property, plant and equipment	(12.4)	(147.4)
Proceeds from sale of property, plant and equipment	11.4	1.8
Proceeds from sale of available-for-sale financial assets	7.5	3.2
Payments for available-for-sale financial assets	(3.8)	(3.9)
Proceeds from sale of business	49.4	22.2
Distributions from associates and loan repayments	8.9	22.9
Other	-	-
Net cash inflow/(outflow) from investing activities	**60.9**	**(101.1)**
Proceeds from secured borrowings	-	-
Proceeds from unsecured borrowings	4.3	3.7
Repayment of borrowings	(44.1)	(4.0)
Repayment of hire purchase and lease liabilities	(8.0)	(0.5)
Dividends paid to company's shareholders	-	(6.2)
Other	-	-
Net cash inflow/(outflow) from financing activities	**(47.8)**	**(7.0)**
Net increase/(decrease) in cash and cash equivalents	**104.1**	**(13.5)**
Cash and cash equivalents at the beginning of the period	77.9	181.9
Effects of exchange rate changes on cash and cash equivalents	(0.1)	(1.7)
Cash and cash equivalents at end of period	**181.9**	**166.7**

Note: Columns may not add due to rounding.

AUMS Profit and Loss – 50% share

A$million	FY16	FY17	% change
Sales revenue	**76.6**	**89.9**	17.3% ▲
EBITDA	**26.3**	**30.8**	16.9% ▲
EBITDA margin	*34.3%*	*34.2%*	*11bps*
EBIT	**18.2**	**19.8**	8.6% ▲
EBIT margin	*23.8%*	*22.0%*	*176bps*
Profit/(loss) before tax	**18.2**	**19.0**	4.4% ▲
Profit before tax margin	*23.8%*	*21.2%*	*262bps*
Profit/(loss) after tax	**9.1**	**13.1**	44.3% ▲

Note: Columns may not add due to rounding.

AUMS Balance Sheet – 50% share

A$million	FY16	FY17
Cash and cash equivalents	5.8	12.5
Receivables	24.0	13.3
Inventories	21.6	22.1
Property, plant and equipment	23.7	28.6
Other assets	8.8	1.2
Total assets	**84.0**	**77.7**
Payables	11.7	11.4
Borrowings – external	0.1	5.3
Provisions	0.3	0.4
Other liabilities	2.2	1.7
Total liabilities	**14.2**	**18.8**
Shareholders' equity	**69.8**	**58.9**

Note: Columns may not add due to rounding.

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