



Ausenco Limited 2009 Half Year Results

ASX Investor Presentation

Zimi Meka
Chief Executive Officer

Craig Allen
Chief Financial Officer

19 August 2009

2009 half year overview

- Highlights
- Operational review
- Financial review
- Outlook and strategy



Delivering in a challenging environment

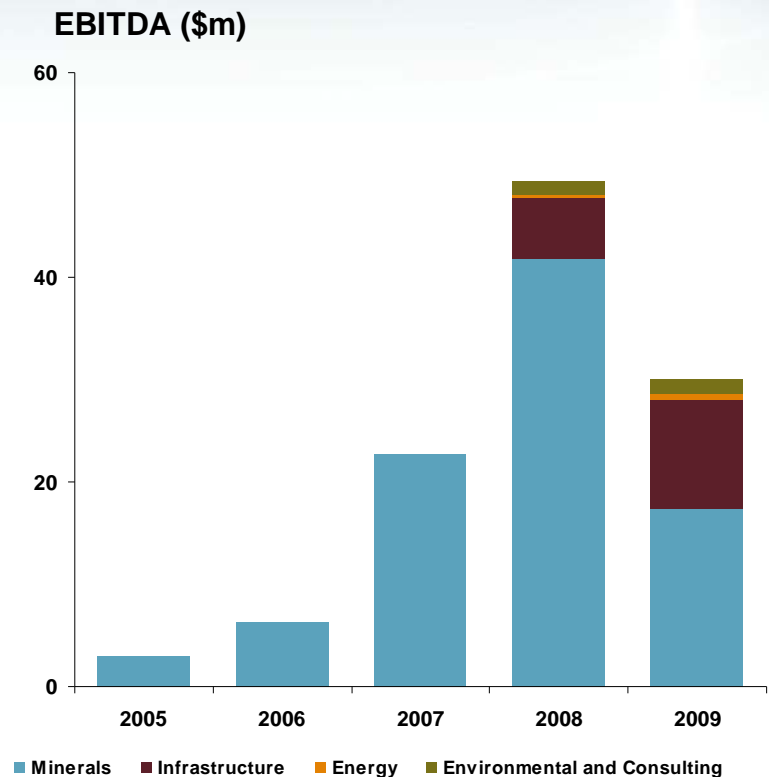


Ausenco's purpose is to deliver breakthrough results for our clients as a leader in engineering, program management and operational solutions for the global resources and energy sectors.

- Well positioned through strategic diversification for stronger growth as economic conditions improve and resources, infrastructure and energy projects are awarded
- In a challenging environment, business highlights include:
 - Safety improvements towards zero harm
 - Strong balance sheet, with low net gearing
 - Recognised in Engineering News Record (ENR) 2008 top 10% of the major international engineering design firms
 - Awarded US\$1.1 billion new FEED and EPCM work
 - Increase in FEED and early works programs continue
 - Continued geographic expansion opportunities into Papua New Guinea
 - Broadened client solutions with focus on renewable energy projects and establishment of program management business

Financial highlights

- **Operating revenue** \$241.0 million - down 12.3%
- **Underlying EBITDA** \$24.3 million - down 32.5%
- **Net profit before tax** \$9.5 million - down 71.5%
- **Attributable profit after tax** \$12.2 million - down 56.6%
- **Earnings per share** 13.2 cents - down 58.8%
- **Underlying EBITDA margin** 10.1% - down 23.0%
- **Interim fully franked dividend** of 5.0 cents



Operational highlights



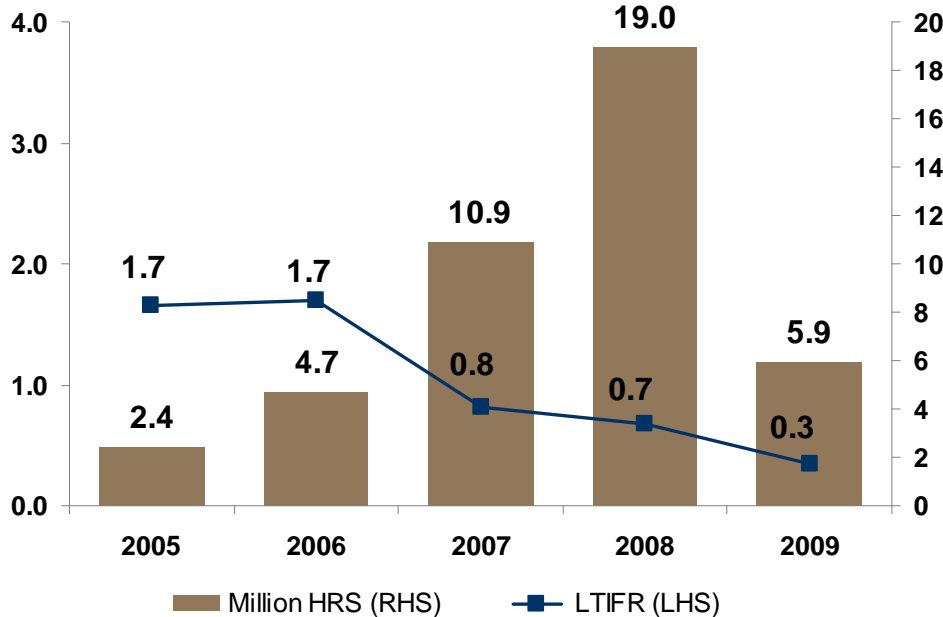
	Minerals	Process Infrastructure	Energy	Environmental and Consulting
\$m				
2009 Half Year				
Revenue	108.1	105.7	2.6	24.0
Underlying EBITDA	20.1	13.0	0.7	2.0
Underlying EBITDA Margin	18.6%	12.3%	25.3%	8.5%
2008 Half Year				
Revenue	211.3	49.1	3.2	9.4
Underlying EBITDA	41.8	5.9	0.4	1.3
Underlying EBITDA Margin	19.8%	12.0%	12.5%	13.8%
Change				
Revenue	(48.8%)	115.2%	(18.9%)	154.9%
Underlying EBITDA	(51.9%)	120.2%	64.0%	56.7%

Strength through diversity – stable and diversified earnings base

Our commitment to safety, environment and the community



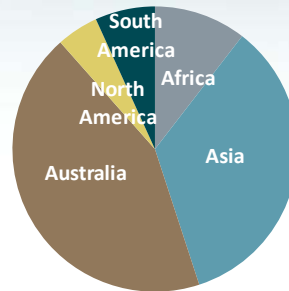
Lost Time Injury Frequency Rate (LTIFR)



- Improved LTIFR - 0.34 on 5.9 million hours worked
- Commitment to zero harm continues to be a key focus delivering a safer workplace for all
- Two million man-hours LTI free at Hidden Valley, recipient of external safety awards in Canada and USA
- Continuous improvement expected in implementing:
 - A balanced scorecard approach to measuring safety performance
 - Embedding standardised integrated HSEC management systems
 - Reducing global carbon footprint

Minerals

Services Revenue by region



6 months ended 30 June 2009

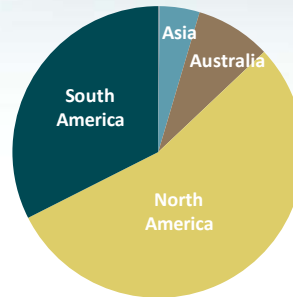
Operating revenue (\$m)	108.1
Underlying EBITDA (\$m)	20.1
Underlying EBITDA margin	18.6%

- Successful completion of Sabodala gold project (Senegal), post commissioning performing above name plate capacity
- Awarded US\$300 million new EPCM work at Gosowong (Indonesia) and Martabe (Indonesia) gold projects in Indonesia
- Awarded engineering design and development services at Cadia East expansion (Australia)
- Recommended delivery of engineering and design services at Kinsevere Stage II copper project (Congo) and Grand Cote mineral sands (Senegal)
- Coal, copper, iron ore and gold strongest commodities



Process Infrastructure

Services Revenue by region



6 months ended 30 June 2009

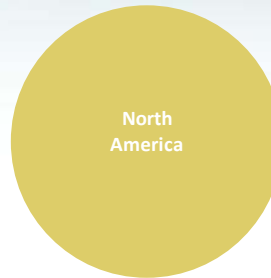
Operating revenue (\$m)	105.7
Underlying EBITDA (\$m)	13.0
Underlying EBITDA margin	12.3%



- Solidified regional infrastructure presence in PNG through KramerAusenco
- Early works program awarded on coal terminals (Colombia), berth and mooring facilities (Dominican Republic), and potash terminals (Canada)
- Extensions to front end study work on phosphate project (Morocco)
- Awarded detailed engineering work for Los Bronces slurry pipeline (Chile)
- Diversified into oil sands industry with the award of initial project with a major oil company
- Strongest commodities phosphate, potash, iron ore and coal

Energy

Services Revenue by region



6 months ended 30 June 2009

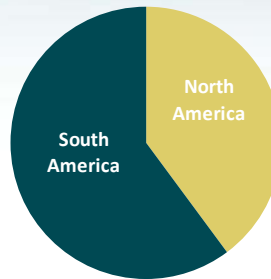
Operating revenue (\$m)	2.6
Underlying EBITDA (\$m)	0.7
Underlying EBITDA margin	25.3%



- Appointed Dwane Stone to consolidate and lead Ausenco's Energy business line
- Consolidating primary focus in LNG, power, oil sands, renewable energy, coal, and energy transportation
- Successful commissioning of Canaport LNG receiving and regasification terminal
- Awarded study new solar powered desalination project (Africa)
- Awarded FEED work on two 50MW biogas power plants (Canada)
- Awarded detailed design of emergency power upgrade at waste water treatment plant (Canada)

Environmental and Consulting

Services Revenue by region



6 months ended 30 June 2009

Operating revenue (\$m)	24.0
Underlying EBITDA (\$m)	2.0
Underlying EBITDA margin	8.5%

- Resource consulting continues to provide early stage project entry
- Awarded multiple contracts in the USA for dike and levee work
- Strong growth in Peru with the award of a number of feasibility studies
- Awarded pre feasibility study work with Areva for Imouraren uranium project (Niger)



Key contract awards



Minerals	Process Infrastructure	Energy	Environmental and Consulting	
<ul style="list-style-type: none"> ■ Cadia East gold engineering services (Australia) ■ Wadi Sawawin iron ore feasibility study (Saudi) ■ Marillana iron ore feasibility study (Australia) ■ Chatree gold engineering review (Thailand) ■ Cerro Negro gold study (Argentina) ■ Yamana gold pre-feasibility study (Brazil) 	<ul style="list-style-type: none"> ■ Ethanol pipeline feasibility study (Brazil) ■ Sino iron ore pipeline and port studies (Australia) ■ Codelco-Andina copper water pipelines (Chile) ■ Iron ore Stage II expansion (Brazil) ■ Reko Diq copper gold study (Pakistan) ■ Cerro Casale copper pipeline study (Chile) ■ Polo Para terminal study (Brazil) 	<ul style="list-style-type: none"> ■ Irving oil terminal expansion study (Canada) ■ 30MW biomass power plant study (Canada) ■ Puerto Nuevo feasibility study (Colombia) ■ Solar and desalination study (Africa) ■ 150MW coal power plant PCM (Canada) ■ Cellulosic ethanol facility conceptual engineering design (Canada) 	<ul style="list-style-type: none"> ■ Saudi Aramco - Terminal solutions (Saudi Arabia) ■ Berth facilities design (Peru) ■ Port of Beira (Mozambique) ■ Barrick Goldstrike Leach (Americas) ■ Ernesto and Pai-a-Pique PFS (Brazil) ■ Copper and molybdenum concept study (Americas) ■ Imouraren uranium (Niger) 	<p>FES New - US\$4.3bn Total - US\$14.7bn</p>
<ul style="list-style-type: none"> ■ Kinsevere Stage II copper (DRC) ■ Grand Cote minerals sands (Senegal) 	<ul style="list-style-type: none"> ■ Coal terminal expansions (Colombia) ■ Potash terminals (Canada) ■ Phosphate pipeline (Morocco) ■ Paper mill upgrade (Indonesia) ■ Greater Vernon water supply (Canada) ■ Copper-gold port (Panama) 	<ul style="list-style-type: none"> ■ Biogas cogeneration facility (Canada) ■ 50 MW biomass power station (Canada) ■ Anchal Polypack - Film Line (Canada) ■ Waste water treatment power upgrade (Canada) ■ Bamin Onshore/Offshore facilities (Brazil) 		<p>FEED New - US\$0.8bn Total - US\$2.9bn</p>
<ul style="list-style-type: none"> ■ Snapper mineral sands (Australia) ■ Honeymoon uranium (Australia) ■ Gosowong gold (Indonesia) ■ Martabe gold (Indonesia) 	<ul style="list-style-type: none"> ■ Los Bronces copper expansion (Chile) 	<ul style="list-style-type: none"> ■ 500kV electricity transmission line upgrades (Canada) 		<p>EPCM New - US\$0.3bn Total - US\$1.1bn</p>
Minerals	Process Infrastructure	Energy	Environmental and Consulting	

Financial results review



Craig Allen

Chief Financial Officer

Financial highlights



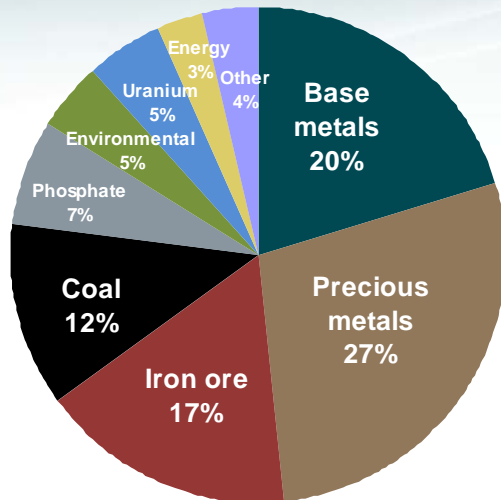
6 months ended 30 June	2009 \$m	2008 \$m	%	
Revenue from operations	241.0	274.8	12.3%	↓
Underlying EBITDA	24.3	36.0	32.5%	↓
Underlying EBITDA margin (%)	10.1%	13.1%	23.0%	↓
Net profit before tax	9.5	33.4	71.5%	↓
Attributable profit after tax	12.2	28.0	56.6%	↓
Basic earnings per share (cents)	13.2	31.9	58.8%	↓
Net operating cash flow	(22.6)	(26.0)	13.1%	↑
Underlying EBITDA interest coverage	6.0	31.8	81.0%	↓
Dividends per share (cents)	5.0	18.3	72.6%	↓

Continued diversification

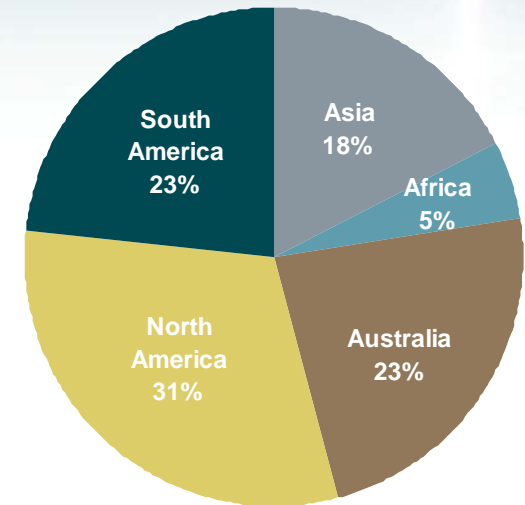
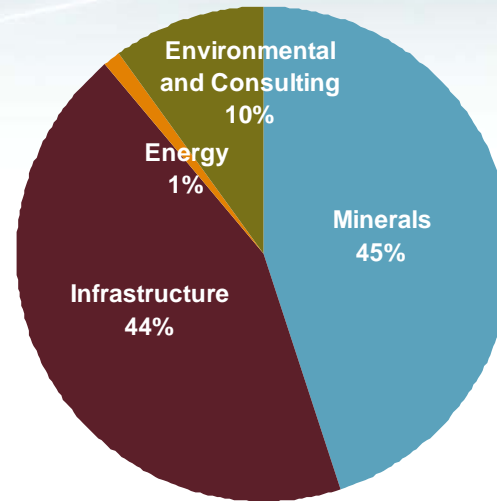
by commodity..

by business line..

by geography..



Other includes aluminium, Industrial chemicals and water



- Increased work from coal, iron ore, phosphate, potash and gold projects
- Growth in process infrastructure business, with energy projects expected to increase
- Canada, South America and North Africa and Middle East providing many new opportunities
- Client diversity continues, with 85% of revenue from major and mid-tier client base

Underlying financial performance

2009 half year (\$m)	2009	2008
Underlying EBITDA	24.3	36.0
Abnormal items	5.9	-
EBITDA	18.4	36.0

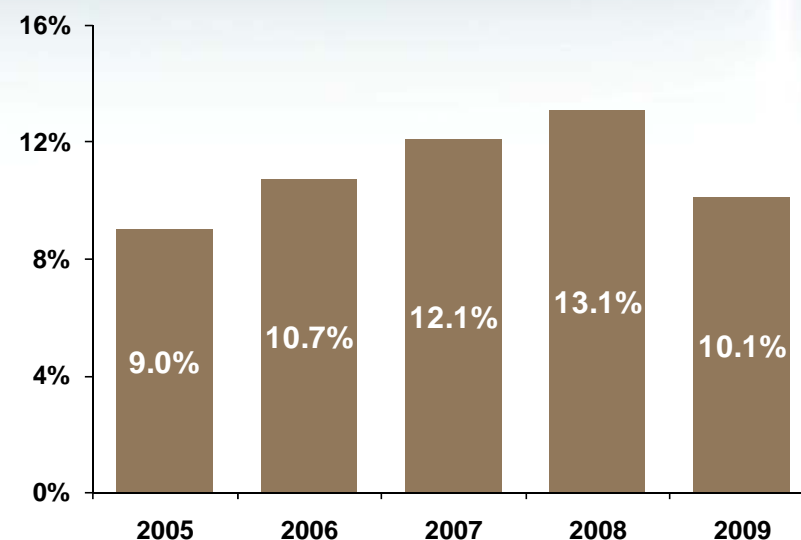
First half reported profit results impacted by abnormal items:

- Bad debt write-offs
- Right sizing costs – project cancellations, severance and demobilisation costs
- Restructure costs – office closure costs

Second half results expected to benefit from:

- Adoption of flexible work arrangements
- Higher utilisations from increased project / study activity
- Controllable cost reductions

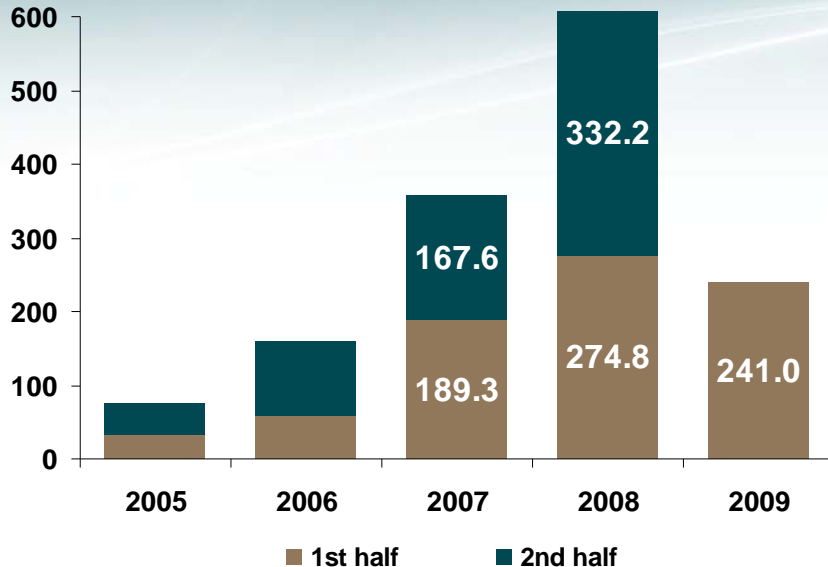
Underlying EBITDA margin %



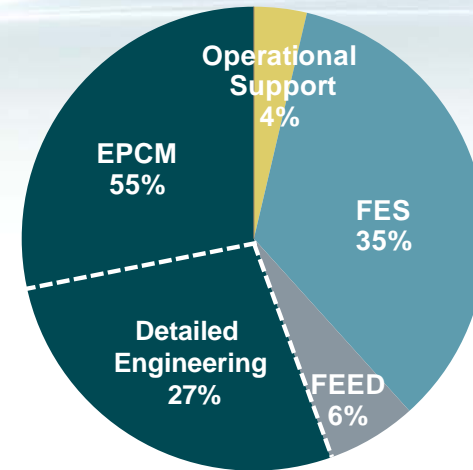
- Increased contributions from process infrastructure business
- Solid group margin performance
- Sustainable base of study, consulting, FEED and detailed engineering revenue

Diversified geographic revenues

Operating revenue (\$m)



2009 HY Services Revenue - by phase



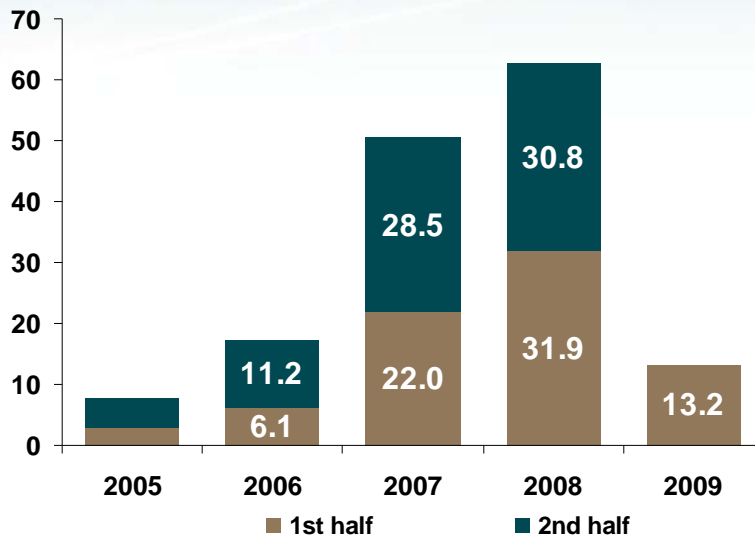
- Strong service, industry sector, geographic and commodity diversity provides earnings resilience
- Increasing proportion of service revenues from process infrastructure
- Greater proportion of USD and CAD revenues
 - Natural hedges in place for material exposures
 - Increased NPAT translation impact

Translation Impact ¹	NPAT higher / (lower)	Currency movement 2009 HY	Currency movement 2008 FY
AUD/USD	A\$0.10 m	0.805	0.690
AUD/CAD	A\$0.03 m	0.930	0.844

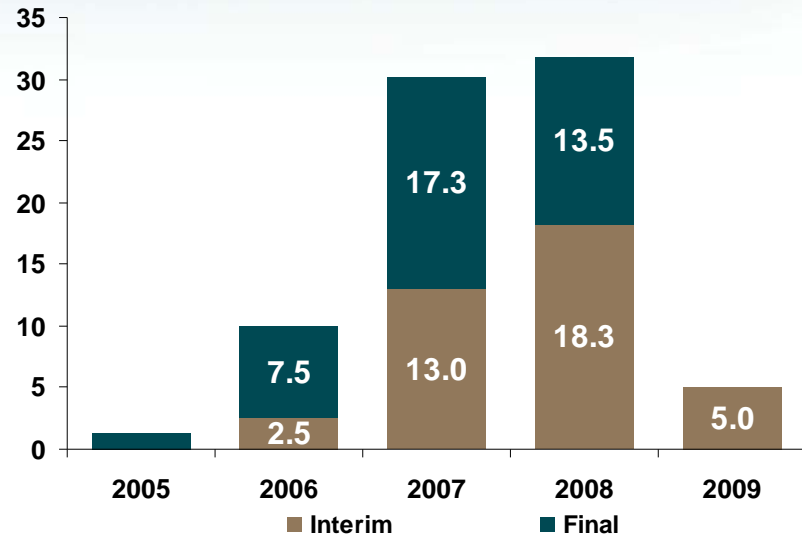
¹ Foreign currency translation impact of 1 cent change in nominated foreign currency

Earnings and dividend return

Earnings per share (cps)



Dividends per share (cps)



- Delivered five year CAGR of 45%
- 13.2 cents earnings per share
- Higher depreciation and amortisation and financing costs, with benefits from tax credit
- After-tax margin 5.0%, down from 10.1%

- Interim dividend 5.0 cents per share
- Interim dividend fully franked
- Dividend Reinvestment Plan (DRP) maintained at 2.5% discount

Liquidity management



Liquidity summary (\$m)	2009	2008
Total facilities	201.6	230.3
Less: Cash facilities utilised	(89.9)	(103.3)
Less: Non cash facilities utilised	(37.3)	(52.3)
Available facilities	74.4	74.7
Plus: Cash ¹	89.9	46.4
Total cash/funding facilities available	164.3	121.1

Key financial ratios	2009	2008
Facility utilisation	63%	68%
Net debt ¹	\$7.1 m	\$66.5 m
Net gearing ratio ¹	2.6%	26.8%
Average cost of debt	6.3%	5.9%
Average debt maturity	2.5 yrs	2.7 yrs
Interest cover	3.2 x	28.9 x
Underlying EBITDA interest coverage	6.0 x	31.8 x

- Successful \$90.5 million equity raising
- Increased available cash and funding facilities for acquisitions and new project requirements
- Net gearing ratio, now 2.6%

1. Excludes cash balance of \$43.5 million refunded in July 09 to shareholders under SPP

Cash flow management



Operating cash flow (\$m)	2009	2008
EBIT	12.9	32.7
Depreciation and amortisation	5.4	3.3
Cash from operations pre working capital	18.3	36.0
Net working capital movements	(11.4)	(25.8)
Reversal of billings in advance	(6.7)	(28.2)
Tax paid	(18.9)	(8.9)
Net interest	(3.9)	1.0
Cash from operations	(22.6)	(26.0)
Capital expenditure	6.2	5.3

- Improved percentage of EBIT to pre working capital operating cash flow
- Cash flow adversely affected by tighter working capital conditions and skewed first half cash requirements
- Reduced billings in advance affected by project completions and deferrals
- Cash tax outflows from prior year earnings
- Operating cash flow improvements expected in second half

Outlook and strategy



Zimi Meka

Chief Executive Officer

Outlook and strategy

“Ausenco well positioned for the future – stable and diversified business model, strong client relationships and deep pipeline of opportunities”



- Earnings improvement expected in second half
- Markets remain challenging – increasing signs of confidence returning
- Growth expected into 2010 and 2011 as a result of:
 - Diversification strategy delivering results and opportunities
 - Deep pipeline of study, FEED and tender work - leading to high project conversion rates
 - Higher growth targeted in infrastructure, energy and program management sectors
 - Strong balance sheet and cost discipline

Thank you

