



**2012 HALF YEAR RESULTS PRESENTATION**

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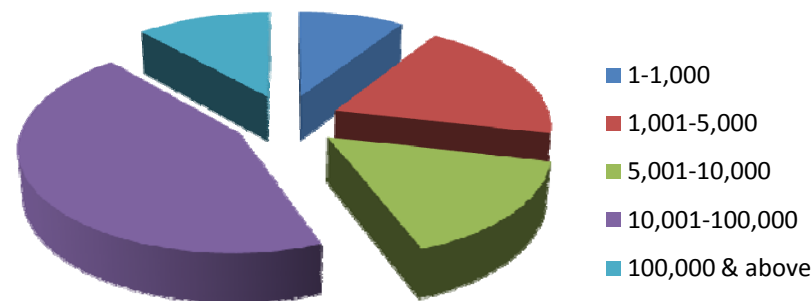
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# Corporate Profile

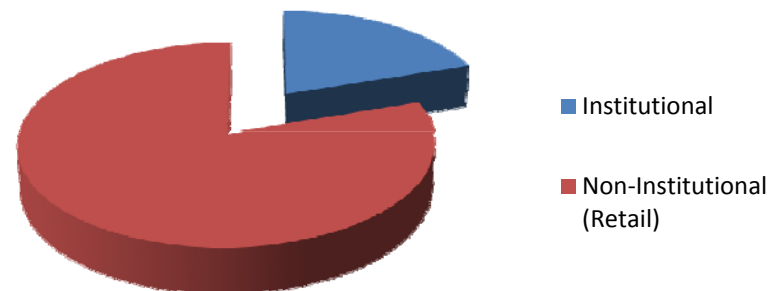
ASX Code	NOD
Share Price (12 March 2012)	\$0.115
Issued Capital	
- Shares	277.5M
- Options	13.0M
Market Capitalisation	\$31.9M
Cash (31 December 2011)	\$11.0M
Debt (31 December 2011)	\$6.9M
12 Month High / Low	\$0.145 / \$0.085



## Distribution of Equity Securities



## Holder Type



# Board of Directors

**Peter Abery**  
**Non-Executive Chairman**  
**Appointed 28 July 2008**

Mr Abery has experience in senior management roles including CEO and Managing Director of such companies as HPM Industries, Crown Castle UK/National Grid Wireless, Crown Castle Australia, Vodafone Network, Telstra and QPSX Communications. Current Directorships include Ear Science Institute of Australia Inc., Vesco Foods Holdings Pty Ltd, Australian Convenience Foods Group Pty Ltd and Salter Australia Holdings Pty Ltd.

**David Franklyn**  
**Non-Executive Director**  
**Appointed 10 January 2011**

David Franklyn was appointed as an Acting Executive Director of Nomad on 13 March 2012 following the resignation of the Managing Director, Michael Bourke. David represents the largest shareholder, The Entrust Group, on the board of Nomad. David has extensive business management and financial markets experience.

**David Cochrane**  
**Non-Executive Director**  
**Appointed 27 September 2011**

Mr Cochrane is currently a consultant in the engineering and construction industry and has over 30 years of involvement in engineering and construction business with a focus on the resources sector. He previously held a number of senior management positions with Chicago Bridge & Iron with the most recent being Group Vice President of the Asia Pacific region.

**David Craig**  
**Non-Executive Director**  
**Appointed 29 November 2010**

Mr Craig is a partner of a major Perth law firm and specialises in resources and commercial legal advice, which included work on resources joint ventures, the acquisition and disposal of interests in companies and projects, and capital raisings by companies. Mr Craig spent five years working with Woodside Petroleum Ltd in an executive position in the field of public and government affairs.

**Andrew Sturcke**  
**Chief Financial Officer**  
**Appointed 13 June 2011**

Mr Sturcke has 25 years experience in accounting, finance and commercial roles within engineering and construction, contracting services and resources industries. Mr Sturcke has previously been employed as General Manager Finance and Administration – Mining Services Division for BIS Industrial Logistics, Financial Controller for Burns and Worley and General Manager Finance and Administration WA for the United Group.

# Nomad Turnaround 2012 Half Year Highlights

- Return to profitability. First half year profit since 2H09
- Balance sheet strengthened. Now \$4.1m net cash
- Key contributors to turnaround in performance
  - Cost reduction initiatives undertaken in FY11
    - Site rationalisation
    - Elimination of losses from discontinued businesses
    - Reduction in corporate overheads
  - Ongoing strong performance of McGrath Homes
  - Continued growth of Eastern States
  - Steady turnaround for Rapley
  - Sale of Rental assets contributing EBIT of \$2.9m

# 2012 Half Year Profit Turn-Around

- Statutory 1H12 NPAT of \$2.2m (loss of \$18.7m in 1H11)
- 1H12 Sales revenue of \$82.6m (\$102.4m in 1H11)
  - McGrath Homes revenue stable
  - Eastern States revenue grew 9% compared with 1H11
  - Significant revenue declines in Rapley as it targeted higher margin projects.
  - Managed wind down of WA Modular Projects business
- Statutory 1H12 EBIT of \$3.8m (loss of \$10.3m in 1H11)
  - \$4.2m loss in WA Modular Projects
  - \$2.9m gain on sale of hire fleet assets
  - Savings in overhead costs achieved
  - Prior year losses in Rapley and Eastern States reversed
- Normalised 1H12 EBIT (ex WA Modular Projects and asset sales) of \$5.2m

# 2012 Half Year Profit Summary

	1 <sup>st</sup> Half 2011/12	2 <sup>nd</sup> Half 2010/11	1 <sup>st</sup> Half 2010/11
	\$M	\$M	\$M
Revenue	82.3	73.7	101.3
EBITDA	6.3	2.3	-7.1
EBIT	3.8	-0.6	-10.3
PBT	3.1	-1.6	-11.5
Operating NPAT	2.2	-1.2	-8.1
Impairment charges	0.0	0.0	-10.0
Losses from discontinued businesses	0.0	-0.2	-0.6
Reported NPAT	2.2	-1.5	-18.7

# 2012 Half Year Cash Flow and Balance Sheet

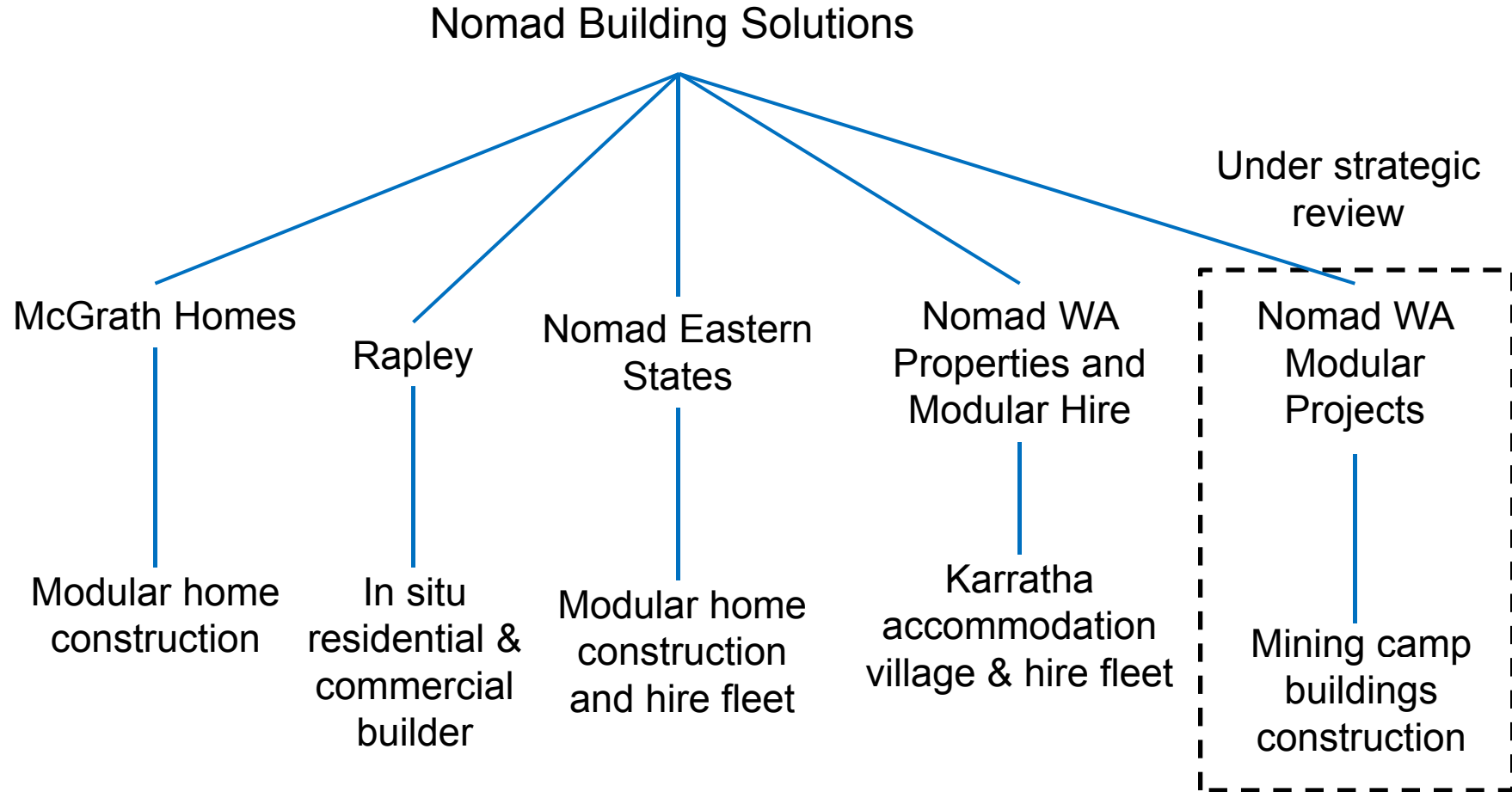
- Positive cashflow of \$3.2m despite \$6.8m increase in working capital
- Debt reduced by a further \$7.7m to \$6.9m at 31 December 2011
- Net cash of \$4.1m at 31 December 2011
- Total borrowings to total equity – 14%
- Bank financing facilities of \$11.9m in place until August 2012, drawn to \$6.9m



# 2012 Half Year Balance Sheet Summary

	1st Half 2011/12	2 <sup>nd</sup> Half 2010/11	1st Half 2010/11
	\$M	\$M	\$M
Cash	11.0	17.0	16.3
Receivables	18.6	18.6	23.1
Inventories	12.2	9.6	8.7
Other current assets	0.0	0.0	0.0
<b>Total current assets</b>	<b>41.8</b>	<b>45.3</b>	<b>48.1</b>
PP&E	16.9	22.8	25.1
Goodwill	21.4	21.4	21.4
Other non-current assets	11.1	12.2	11.9
<b>Total non-current assets</b>	<b>49.4</b>	<b>56.4</b>	<b>58.4</b>
<b>Total assets</b>	<b>91.2</b>	<b>101.6</b>	<b>106.5</b>
Payables	18.4	22.6	21.5
Interest bearing liabilities	6.9	14.6	20.0
Other liabilities	15.9	16.7	14.9
<b>Total liabilities</b>	<b>41.2</b>	<b>53.9</b>	<b>56.4</b>
<b>Net assets</b>	<b>50.0</b>	<b>47.8</b>	<b>50.1</b>
Paid in capital	107.8	107.8	107.8
Retained earnings	-58.0	-60.1	-57.8
Reserves	0.2	0.1	0.1
<b>Total equity</b>	<b>50.0</b>	<b>47.8</b>	<b>50.1</b>
Cash flow from operations	3.2	7.4	1.7
Working capital	12.4	5.6	10.3
Net debt	-4.1	-2.5	3.7
<b>Total Debt/ equity</b>	<b>14%</b>	<b>30%</b>	<b>40%</b>

# Nomad Divisional Structure



# McGrath Homes

- Annual revenue of around \$40m
- Remains the strongest business in terms of financial performance
- Order book currently weighted to private residential
- Good exposure to several significant commercial housing opportunities for mining companies in north-west WA in response to strong demand for accommodation
- Work is well underway on new projects including
  - The Kiama Housing development in Derby
  - The Ranges Project (multi unit modular development) in Karratha

# Rapley

- Annual revenue around \$35m
- Financial performance continues to improve in line with expectations
- Repositioned back to traditional residential and commercial markets and de-emphasising public sector work
- \$20m work program on the Karratha Primary School completed
- \$17m Building the Education Revolution (17 schools) completed
- Attractive pipeline of opportunities being targeted in north-west WA;
  - Exmouth and Onslow
  - Port Hedland
  - Broome and Kununurra

# Nomad Eastern States – Projects and Hire

- Annual revenue around \$32m
- Geographic business step out is growing and financial performance is improving accordingly. Business of sufficient scale to sustain positive EBIT
- A new hire fleet build program has been implemented
  - All of the new hire fleet has been leased out
- The business is well positioned to win work in the region and in particular from the Queensland LNG sector

# Nomad WA Properties and WA Modular Hire

- 5 year extension of the Karratha Accommodation Village lease to Woodside Energy underpins a secure long-term income stream
- Part of the rental fleet recycled in late November with the sale of accommodation and facilities for \$8.5m
- The remaining rental fleet continues to be leased out and provides an attractive return on the capital invested
- Re-investment in rental fleet will be driven by demand and financial returns achievable

# WA Modular Projects Business

- Annual revenue in run-off mode as not undertaking new contracts while business is under review
- This business has continued to underperform despite management's efforts to restructure and rebuild it over the past 12 months
- KPMG engaged to conduct a strategic review of the business
- The review will consider a range of options including further restructuring, product development and diversification opportunities, potential for a trade sale and closure
- Review expected to be completed in May 2012

# Market Outlook - Remains Strong

- Very strong outlook for Resources sector growth in Australia;
  - \$170 billion in committed or planned projects in WA
- “Royalties for Regions” funding from WA Government providing boost for Rural and Regional housing and construction in WA
- WA Government “Pilbara Cities“ Policy for Port Hedland/Karratha
- Federal Indigenous housing program
- Significant growth in accommodation for mining and/or oil and gas projects in and around Port Hedland, Karratha, Onslow, Broome, Darwin and Regional Queensland, Moranbah, Blackwater, Gladstone



# Market Outlook – Evolving Model

- Industry moving to build, own and operate model
  - Fleetwood's Searipple village
  - The MAC Services
  - Decmil's Gladstone village
- Substantial opportunities in WA and QLD
  - Iron ore villages in northwestern WA
  - Coal basin villages and CSG/LNG villages in QLD
  - Tens of thousands of permanent dwellings required
- Flexibility of structure
  - Ownership and finance can be deal specific
  - Operations can be outsourced
- Increased durability and transparency of earnings with multi-year offtake agreements possible
- Nomad is considering a range of opportunities in this space that offer attractive returns on capital

# Company Positioning 2012

- Significant housing development opportunities
  - Nomad well positioned with unique blend of businesses
  - Rapley developing hybrid of in-situ and modular
  - Opportunities identified in regional WA and QLD
- Nomad benefits from growth in remote and regional construction
- Turn-around plan progressing and performance improving
  - Increase focus on business development initiatives to support resumption of revenue growth in primary divisions
  - Drive margin expansion by maintaining cost discipline and generating operating leverage on corporate overheads
- Conclude resolution of WA Modular Projects business