

## **MURRAY & ROBERTS 2010**

# REPORT TO STAKEHOLDERS FINANCIAL YEAR TO 30 JUNE 2006





## STOP.THINK









#### A YEAR IN PERSPECTIVE

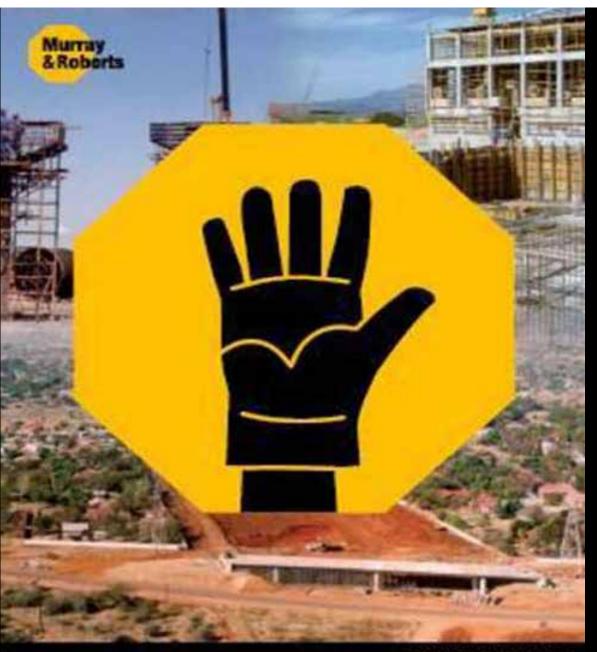
#### **BAHRAIN DHOW TRAGEDY**

On the evening of 30 March 2006 a celebratory event for the leadership team on the World Trade Centre Project turned into an unimaginable nightmare for 130 people, their family, friends and colleagues.

- 58 people lost their lives
- 10 from Murray & Roberts
- 20 from JV partner NASS
- 4 South Africans

We remember those who died and empathise with those who survive.





STOP. THINK COLLECTIVELY STRIVING FOR ZERO HARM



#### HEALTH SAFETY AND THE ENVIRONMENT

#### STOP.THINK ASPIRATION

Zero harm consequence from our activities on

- our company and clients,
- all people, and
- the environment

Fatality and permanent disability benchmarked at zero

LTIFR targeted at a benchmark < 3,0

with a long-term objective < 1,0</li>

Prepare for comprehensive incident reporting





#### STOP.THINK BILL OF RIGHTS

#### PERSONAL RESPONSIBILITY FOR PERSONAL RIGHTS

- a safe and healthy work environment
- STOP and THINK before carrying out any specific task
- make a situation safe before proceeding
- question any instruction that has HSE risk attached
- approach any person where their work has HSE risk
- coach and be coached according to approved methodology
- report near-miss incidents and have these incidents recorded
- go home in the same condition as you arrived at work





#### **HEALTH SAFETY AND THE ENVIRONMENT**

#### SIGNIFICANT ACHIEVEMENTS

- Dubai Airport Contract 14,000,000 hours without a lost time injury
- Murray & Roberts Cementation 2,000,000 fatality free shifts (a safety record in the contract mining sector)
- Murray & Roberts Construction 10,000,000 hours without a fatality
- RUC Mining Australia
   ZERO lost time injury since January 2004





## **HEALTH SAFETY AND THE ENVIRONMENT**

#### PERFORMANCE IN THE YEAR

#### LOST TIME INJURY FREQUENCY RATE

LTIFR - 4,65 in 116,25 million hours worked (2005: 4,60)

FATALITIES (all in South Africa)	<u>10 no</u>	(2005:12 no)
<ul> <li>Construction – Above Ground</li> </ul>	4 no	(2005: 7 no)
<ul> <li>Construction – Below Ground</li> </ul>	3 no	(2005: 3 no)
<ul><li>Fixed Facility Sites</li></ul>	3 no	(2005: 2 no)





#### PROSPECTS STATEMENTS 2006

#### **Annual Report 2005**

The directors are of the view that the next few years will be positive for the Group and that there will be real growth in headline earnings in the year to 30 June 2006

## **Interim Report 2006**

Excluding [the Group's BBBEE transaction], headline earnings per share should show real growth for the full year to 30 June 2006 over the IFRS restated comparative.





#### TRADING STATEMENT 2006

#### **July 2006**

Murray & Roberts advised shareholders in its interim report that headline earnings per share ("heps") excluding a R95 million charge to the income statement relating to the granting of shares to almost 14000 employees in terms of the Group's Broad Based Black Economic Empowerment transaction ("adjusted heps"), should show real growth for the full year to 30 June 2006.

Murray & Roberts shareholders are now advised that adjusted heps is expected to increase between 20% and 30% over the comparative result for the previous financial year.





#### FINANCIAL YEAR TO 30 JUNE 2006

**DIVIDEND FOR YEAR** 

33% to 60 cents per share

**ORDER BOOK** 



18% to R 10,0 billion

**REVENUES** 



16% to R 11,9 billion

**OPERATING PROFIT** 



47% to R 800 million

**HEADLINE EARNINGS** 



26% to 184 cents per share

(excluding BBBEE Cost)





## **MURRAY & ROBERTS 2010**

#### > R 30 BILLION COMMITTED WORKFLOW

#### **PROJECT PIPELINE**

SADC R 5,5 billion

Concor R 1,5 billion

International R 3,0 billion

Gautrain R 4,5 billion

Industrial R 11,0 billion

Clough R 5,0 billion





#### LEADERSHIP CAPACITY

#### **MURRAY & ROBERTS 2010**



Peter Adams (58)



Keith Smith (56)



Brian Bruce (57)



Roger Rees (53)



Sean Flanagan (47)



Malose Chaba (46)



John Cooper (56)









Edwin Hewitt (40)



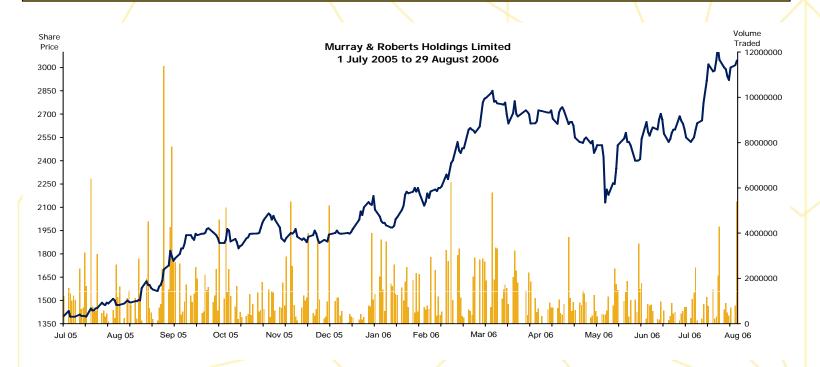






#### SHARE PERFORMANCE

## The Share has improved 120% since 1 July 2005 Market Capitalization has risen above R 10 billion







#### BROAD BASED BLACK ECONOMIC EMPOWERMENT

#### > R 600 MILLION WEALTH CREATED IN 12 MONTHS!

Letsema Bokamoso General Staff Trust 1,3% > R 125 million value created for 14000 employees

Letsema Khanyisa Black Employee Benefit Trust 2,2%

> R 4 million available for distribution

Letsema Vulindlela Black Executive Trust 3,0%

> R 7 million value created for first 120 executives

Letsema Sizwe Broad-Based Community Trust 3,5%

> R 7 million available for distribution







#### **HUMAN CAPITAL DEVELOPMENT**

## > 30000 EMPLOYEES FROM 1 JULY 2006

## Salaries and Wages

SADC > R 3,0 billion p.a.

> 20% of Revenues

International < R 0,5 billion p.a.

< 15% of Revenues

## **Employees**

SADC > 30 000 people International < 1 500 people ± R 100 000 per person

± R 300 000 per person





















#### INTERNATIONAL FINANCIAL REPORTING STANDARDS

In finalising the audited accounts for the reporting period in terms of IFRS some adjustments have been necessary to the restated audited accounts for the period ended 30 June 2005

2005 Attributable Earnings increased R 14,0 million

2005 Shareholders Funds increased R 100,0 million





(cents per share)	2006	2005
DIVIDEND	60	45
HEADLINE EARNINGS (excl BBBEE cost)	184	146
(percentage)		
OPERATING MARGIN	6,7	5,3
RETURN ON SHAREHOLDER FUNDS	16,1	16,0
(R millions)		
ATTRIBUTABLE EARNINGS	561	493





#### A STRONG BALANCE SHEET

(R millions) 2006 2005

TOTAL ASSETS	
Cash	
Fixed & Current	
TOTAL EQUITY & LIABILITIES	
Permanent capital	
Non-current liabilities	
Current liabilities	

10 385	
1 808	
8 577	
10 385	
3 194	
1 028	
6 163	

	8 104	
00 500 000 foot 500 500 cm f	1 931	
	6 173	
	8 104	
	3 164	
	890	
	4 050	



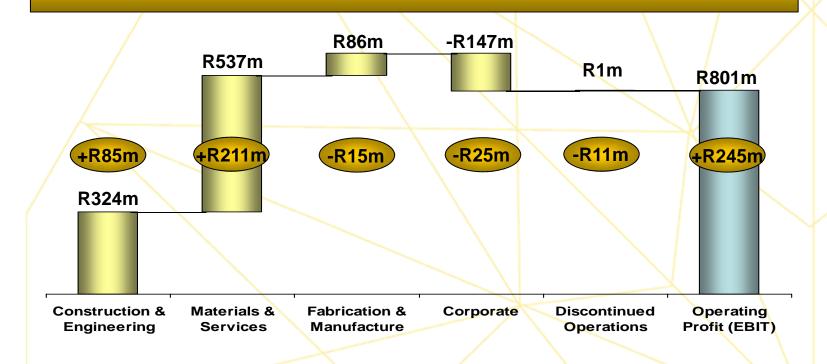


#### **REVENUES UP AND GROWING** R11,9bn R46m R968m R4,0bn R7,0bn +R99m +R736m +R814m -R356m +R1,7bn **Construction &** Materials & Discontinued Fabrication & Revenue **Engineering** Services Manufacture **Operations**





## **OPERATING PROFIT UP AT 6,7% MARGIN**





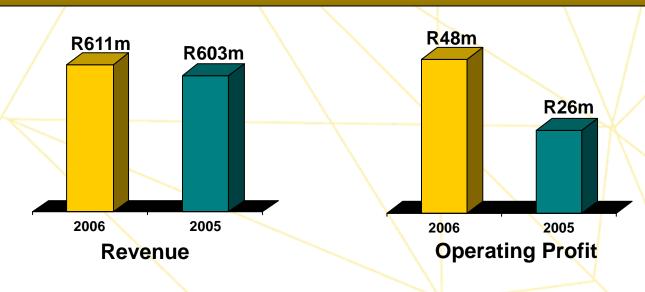


#### **CASH FLOW STRONG** R1,73bn R1,64bn (R183m) (R356m) (R183m) (R85m) (R195m) (R152m) R1,06bn +R985m +R51m +R159m -R163m +R28m +R19m -R69m +R723m +R1,73bn Opening Financing Dividends Interest, Tax Working Exceptional Operating Investing Closing Cash Activities Activities & Forex Capital Cash Cash paid Items





#### **ENGINEERING CONTRACTING**

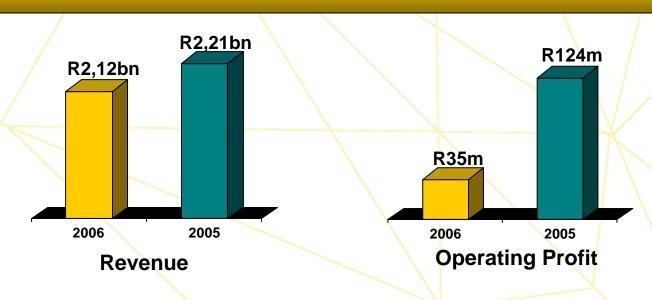


Margin: 7,9% (2005: 4,3%)





#### **CONSTRUCTION SADC**

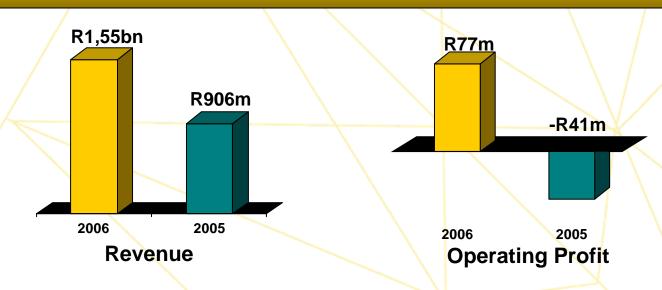


Margin: 1,6% (2005: 5,6%)





#### **CONSTRUCTION MIDDLE EAST**

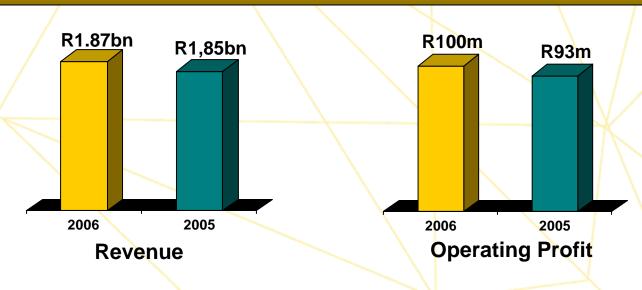


Margin : 5,0% (2005: loss)





#### **MINING CONTRACTING SADC**

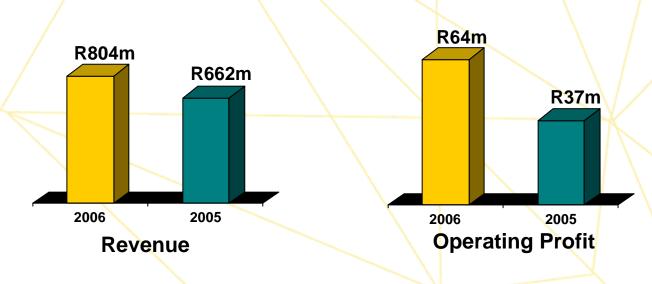


Margin: 5,3% (2005: 5,0%)





#### MINING CONTRACTING INTERNATIONAL

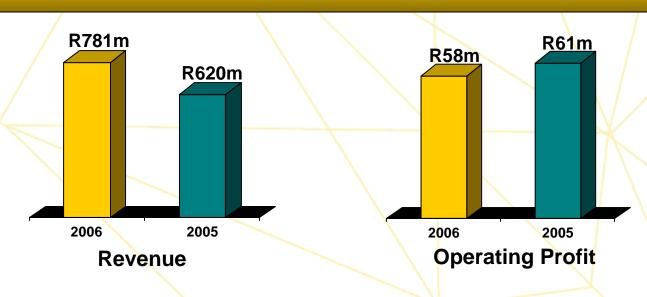


Margin: 8,0% (2005: 5,6%)





#### **CONSTRUCTION MATERIALS - FABRICATION**

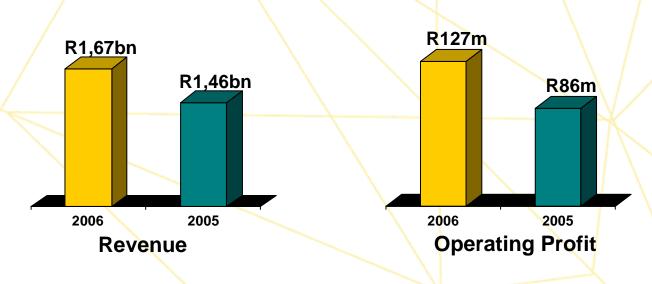


Margin: 7,4% (2005: 9,8%)





#### **CONSTRUCTION MATERIALS - STEEL**

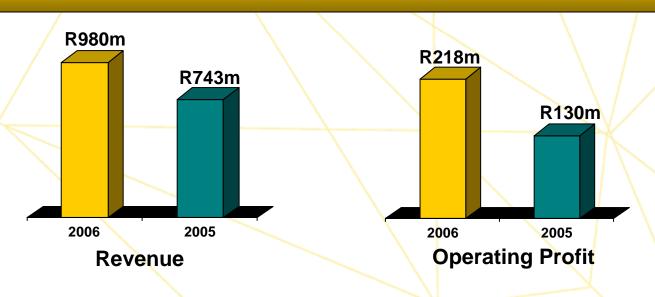


Margin: 7,6% (2005: 5,9%)





#### **CONSTRUCTION MATERIALS - INFRASTRUCTURE**

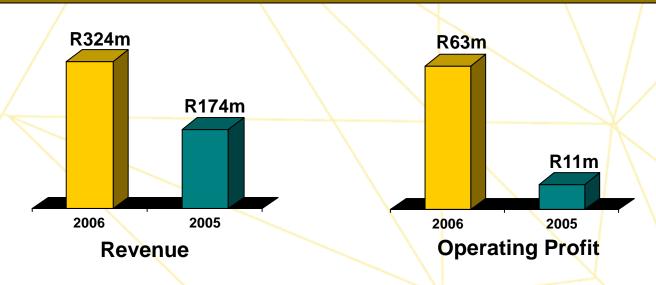


Margin: 22,2% (2005: 17,5%)





#### **CONSTRUCTION MATERIALS - HOUSING**

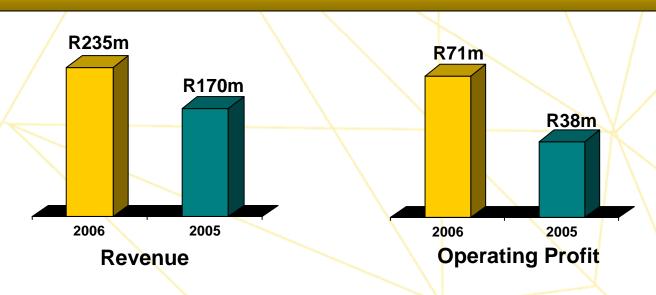


Margin: 19,4% (2005: 6,3%)





#### **CONSTRUCTION SERVICES**

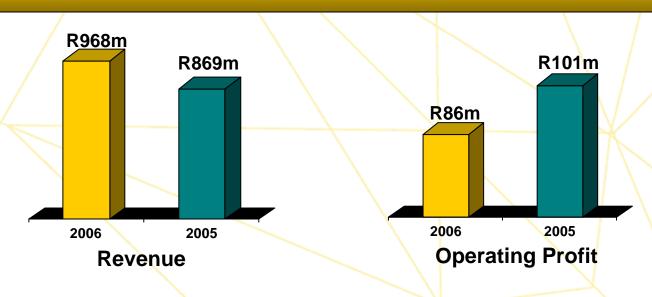


Margin: 30,2% (2005: 22,4%)





#### **INDUSTRIAL MANUFACTURING**



Margin: 8,9% (2005: 11,6%)





## **CLOUGH LIMITED**

(R millions)

COMPANY	
Projects	
Services	
Petrosea	
Other	

**Attributable Earnings** 

REVENUE 2006

922	
530	
143	
154	
95	

EBIT

2006	2005
( 6)	(53)
(43)	(87)
10	5
16	<b>\</b> 6
11	23

(58) (15)





## **CONCOR LIMITED**

(R millions)

TOTAL		
Contracting		
Materials & Services		

REVENUE 2006

1828	
4 4 7 4	
1471	
1711	
357	
37/	
001	

EBIT

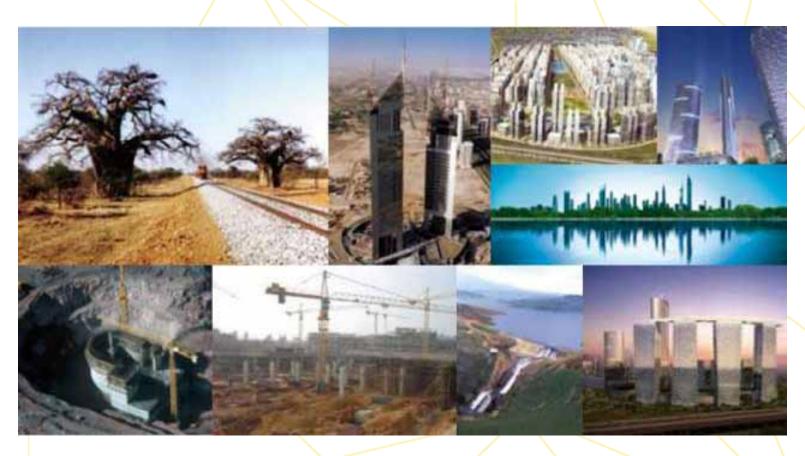
2005

2006

	M Z
46	37
(8)	15
54	22







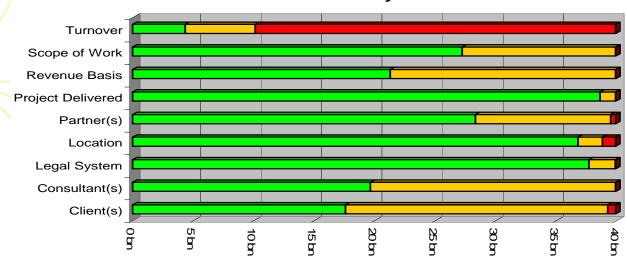




## **RISK MANAGEMENT**

## **OPPORTUNITY MANAGEMENT SYSTEM**

#### **Cumulative Filter Status by Turnover**



(Chart reflects project opportunities requiring authorisation and those marked OK to Pursue)

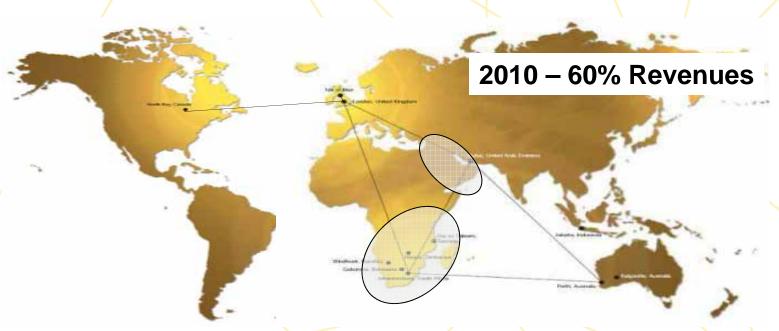
- Green, all filters approved
- Amber, one or more filters constrained, balance green
- Red, one or more filters not approved





## **GLOBAL BUSINESS MODEL**

## **REGIONAL CONSTRUCTION ECONOMY**



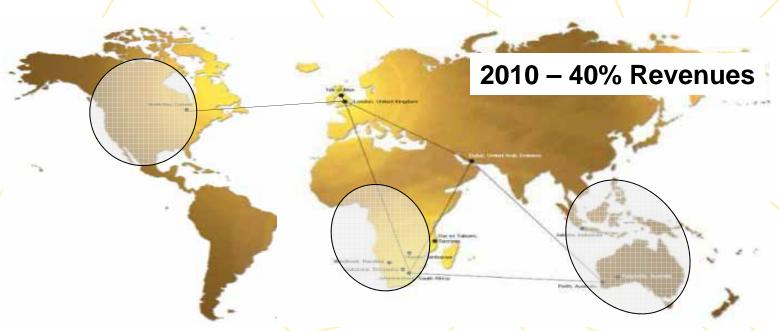
Characterised by a multiplicity of clients and competitors





## **GLOBAL BUSINESS MODEL**

## **GLOBAL RESOURCES ECONOMY**

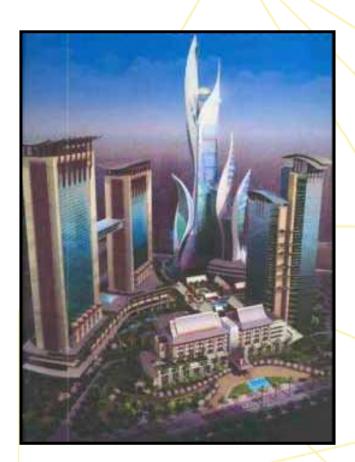


Characterised by a concentration of clients and competitors

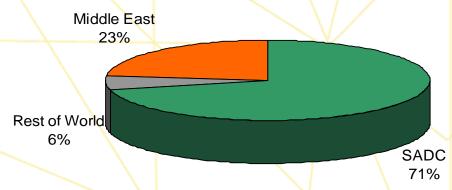




## PROJECT ORDER BOOK



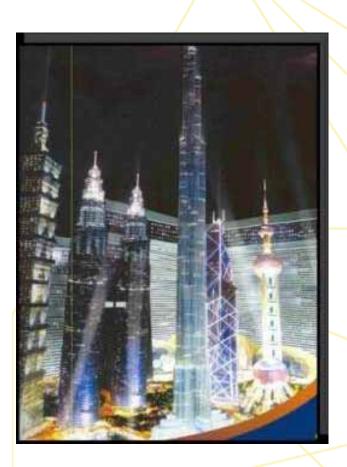
Project Order Book R10 billion at 30 June 2006



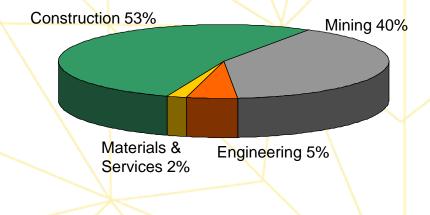




## PROJECT ORDER BOOK



Growth in Order Book 18% to 30 June 2006







#### **AREA OF FOCUS**

#### **CONSTRUCTION SADC**

Performance breakdown in four "standard" projects exposed a vulnerability in our integrated construction capability.

- New leadership team selected and appointed
- Opportunity Management System installed and functional
- ERP System prepared for implementation

Build capacity for future opportunity and deliver profitability.





### **AREA OF FOCUS**

#### **CLOUGH AUSTRALIA**

Performance breakdown in two oil & gas EPC projects exposed a vulnerability to project selection and relative scale.

- Balance sheet recapitalised twice within 12 months
- Independent chairman takes office at AGM
- Deputy Chairman appointed to engage value proposition

Return to meaningful profitability this year in strong market.





### **AREA OF FOCUS**

#### 2010 SOCCER WORLD CUP

Extended and complex procurement negotiation on Gautrain points to public sector challenge for time-defined delivery.

- Dedicated leadership appointed to ensure performance
- BEE enterprise development to be prioritised
- Human capital procurement and development prioritised

Balance capacity for power, water and transport investments.





### **AREA OF FOCUS**

#### **MAJOR PROJECT CAPACITY**

Scale of projects in Opportunity Management System indicates step-change in nature of industry structure.

- Appointed Group Projects Director
- Project management systems upgraded and enhanced
- Global business partnerships based on risk and synergy

Balance Sheet and reputation are entry ticket to this market.





#### **PROSPECTS**

The Directors remain are of the view that the next few years will be positive to the Group and that including the consolidation of its acquisitions, revenues could be at substantially higher levels by 2010 at the target operating margin of between 5,0% to 7,5%.

The overall positive performance of Murray & Roberts is expected to continue in the year ahead.





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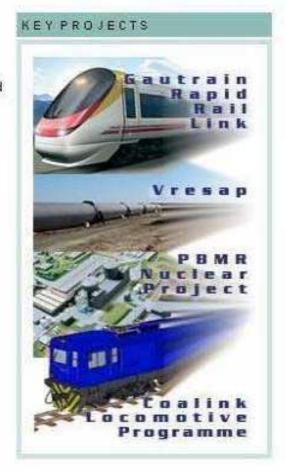


# **Projects**

Murray & Roberts has played a leadership role over more than 100 years in the development and construction of South Africa's social and economic infrastructure. The Project Portfolio will be expanded to include global projects in the following months.

Search the Murray & Roberts Project Portfolio using one of the following search methods;

ocation	
-	
Capabilities	
	3



This presentation is available on

http://www.murrob.com