

# **REPORT TO STAKEHOLDERS**

SIX MONTHS TO 31 DECEMBER 2012

**POSITIONED FOR GROWTH** 



# **AGENDA**

Safety Competition **Major Claims** Salient Features Performance Commission **Processes** Group Positioned for Outlook Order Book **Financials** Growth



# **AGENDA**

Salient Features

Safety Performance Competition Commission

Major Claims Processes

Group Financials

Order Book

Outlook

Positioned for Growth



# **SALIENT FEATURES**

#### SIX MONTHS TO 31 DECEMBER 2012

Returned to **Profitability** 

**Health & Safety** 

LTIFR - 0.85 (Dec 2011: 1.04)

Fatalities – 0 (Dec 2011: 3)

Cautionary Announcement

Disposal of noncore assets commenced Revenue

R16.3bn

1

R15.0bn

Attributable earnings

Profit R262m

T

Loss R528m

**HEPS** 

Profit 69 cents

T

Loss 190 cents

**Order Book** 

**→** 

R48.3bn

**Net cash** 

R1.1bn

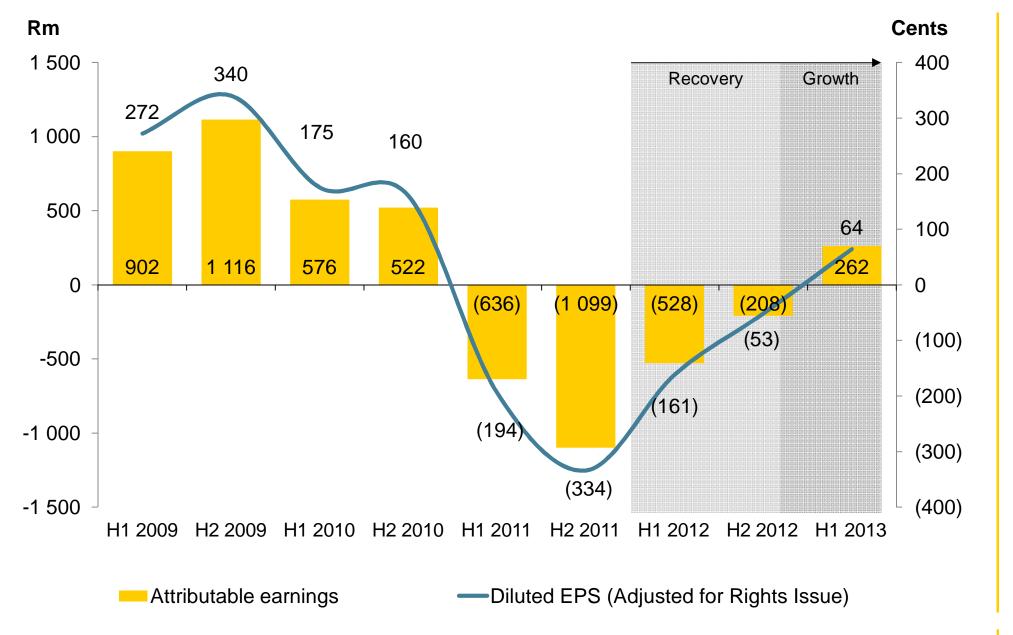
个

R0.0bn



# **SUMMARISED FINANCIAL RESULTS**

#### SIX MONTHS TO 31 DECEMBER 2012





# **AGENDA**

Salient Features

Safety Performance Competition Commission

Major Claims Processes

Group Financials

Order Book

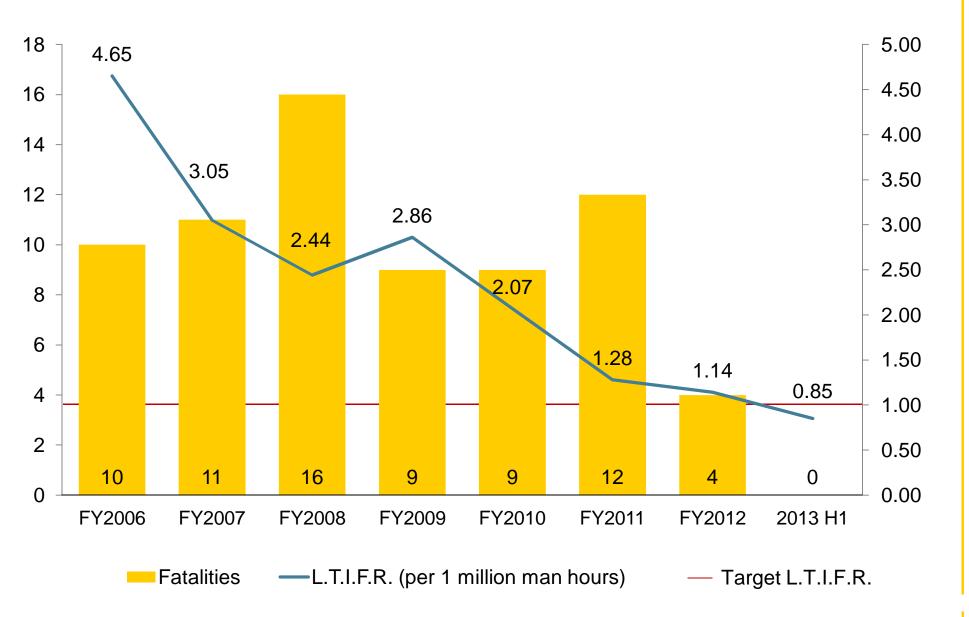
Outlook

Positioned for Growth



# SAFETY PERFORMANCE

#### SIX MONTHS TO 31 DECEMBER 2012





### SAFETY PERFORMANCE

STOP.THINK.ACT.24/7

- Outstanding safety performance
  - LTIFR 0.85 (Dec 2011: 1.04)
  - Fatalities 0 (Dec 2011: 3)
- Stop.Think.Act.24/7 launch
  - 'Act' and '24/7' dimensions
- Zero Harm Through Effective Leadership
  - Consistency in leadership interactions
  - Increase leadership visibility
  - Build a stronger safety culture





# **AGENDA**

Salient Features

Safety Performance Competition Commission

Major Claims Processes

Group Financials

Order Book

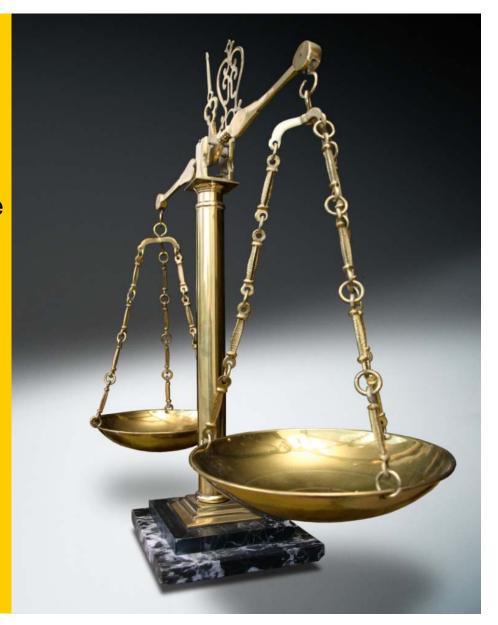
Outlook

Positioned for Growth



# **COMPETITION COMMISSION**

- To our knowledge, Murray & Roberts first to report collusive conduct to Competition authority
- Collusive conduct rooted out in Group
- Zero tolerance for any anti-competitive or corrupt behaviour
- Compliance declarations
- Competition Commission Fast-track process nearing completion
- Provision for penalty unchanged





# **AGENDA**

Salient Features

Safety Performance

Competition Commission **Major Claims Processes** 

Group Financials

Order Book

Outlook

Positioned for Growth



# **MAJOR CLAIMS PROCESSES**

#### **GPMOF**

Gautrain Rapid Rail Link

**Dubai International Airport** 

- Project demobilised
- Favourable arbitration ruling on the principle of design change claim
- Interim arbitration award ruled quantum should include all related costs
- Client appealed interim award delay in resolution
- Commercial closure expected in 2014





### **MAJOR CLAIMS PROCESSES**

**GPMOF** 

**Gautrain Rapid Rail Link** 

**Dubai International Airport** 

- Water ingress arbitration resumes March 2013
  - Ruling expected by June 2013
- Favourable arbitration ruling on principle of Sandton Cavern claim, Quantum arbitration to commence May 2013
- Delay & Disruption arbitration hearing to commence May 2014
  - Ruling on principle of claim expected December 2014
  - Commercial closure expected December 2015





# **MAJOR CLAIMS PROCESSES**

**GPMOF** 

Gautrain Rapid Rail Link

**Dubai International Airport** 

- According to legal advice, the UAE Supreme Court ruled:
  - Dubai Government is the respondent to the claim; and
  - arbitration panel has jurisdiction to decide all matters referred to it for adjudication
- Arbitration expected to be concluded by December 2013
- Commercial closure expected in FY2014





# **AGENDA**

Salient Features

Safety Performance

Competition Commission Major Claims **Processes** 

Group Financials

Order Book

Outlook

Positioned for Growth



#### STATEMENT OF FINANCIAL PERFORMANCE

Rm	Dec 2012	Dec 2011 <sup>(1)</sup>	Variance
Revenue	16 344	15 015	1 329
EBITDA	764	(33)	797
Operating profit/(loss)	400	(328)	728
Net interest expense	(76)	(90)	14
Taxation	(109)	(198)	89
Income from equity accounted investments	112	63	49
Discontinued operations (2)	93	72	21
Non-controlling interests	(158)	(47)	(111)
Attributable profit/(loss)	262	(528)	790

<sup>(1)</sup> Restated for discontinued operations

<sup>(2)</sup> Much Asphalt, Hall Longmore, Rocla, Technicrete, Ocon, UCW, Steel Business and Properties



### STATEMENT OF FINANCIAL PERFORMANCE

Rm	Dec 2012	Dec 2011	Variance
Revenue	16 344	15 015	1 329
EBITDA	764	(33)	797
Operating profit/(loss)	400	(328)	728
Net interest expense	(76)	(90)	14
Taxation	(109)	(198)	89
Income from equity accounted investments	112	63	49
Discontinued operations	93	72	21
Non-controlling interests	(158)	(47)	(111)
Attributable profit/(loss)	262	(528)	790
Clough Construction Global Underground Mining Middle East Other Total			R2.7bn (R0.7bn) (R0.6bn) (R0.1bn) <b>R1.3bn</b>



### STATEMENT OF FINANCIAL PERFORMANCE

Rm	<b>Dec 2012</b>	<b>Dec 2011</b>	Variance
Revenue	16 344	15 015	1 329
EBITDA	764	(33)	797
Operating profit/(loss)	400	(328)	728
Net interest expense	(76)	(90)	14
Taxation	(109)	(198)	89
Income from equity accounted investments	112	63	49
Discontinued operations	93	72	21
Non-controlling interests	(158)	(47)	(111)
Attributable profit/(loss)	262	(528)	790
GPMOF Clough Middle East Cementation Africa Other Total			R600m R252m R193m (R279m) (R38m)



#### STATEMENT OF FINANCIAL PERFORMANCE

Rm	Dec 2012	Dec 2011	Variance
Revenue	16 344	15 015	1 329
EBITDA	764	(33)	797
Operating profit/(loss)	400	(328)	728
Net interest expense	(76)	(90)	14
Taxation	(109)	(198)	89
Income from equity accounted investments	112	63	49
Discontinued operations	93	72	21
Non-controlling interests	(158)	(47)	(111)
Attributable profit/(loss)	262	(528)	790

Rights issue proceeds increased cash reserves as from April 2012



#### STATEMENT OF FINANCIAL PERFORMANCE

Rm	Dec 2012	Dec 2011	Variance
Revenue	16 344	15 015	1 329
EBITDA	764	(33)	797
Operating profit/(loss)	400	(328)	728
Net interest expense	(76)	(90)	14
Taxation	(109)	(198)	89
Income from equity accounted investments	112	63	49
Discontinued operations	93	72	21
Non-controlling interests	(158)	(47)	(111)
Attributable profit/(loss)	262	(528)	790

Decrease in tax mainly due to reduced income in **Murray & Roberts Construction and Cementation Africa** 



#### STATEMENT OF FINANCIAL PERFORMANCE

Rm	Dec 2012	Dec 2011	Variance
Revenue	16 344	15 015	1 329
EBITDA	764	(33)	797
Operating profit/(loss)	400	(328)	728
Net interest expense	(76)	(90)	14
Taxation	(109)	(198)	89
Income from equity accounted investments	112	63	49
Discontinued operations	93	72	21
Non-controlling interests	(158)	(47)	(111)
Attributable profit/(loss)	262	(528)	790

Increased income from associates is attributable to a significant improvement in the results of Forge



#### STATEMENT OF FINANCIAL PERFORMANCE

Rm	Dec 2012	Dec 2011	Variance
Revenue	16 344	15 015	1 329
EBITDA	764	(33)	797
Operating profit/(loss)	400	(328)	728
Net interest expense	(76)	(90)	14
Taxation	(109)	(198)	89
Income from equity accounted investments	112	63	49
Discontinued operations	93	72	21
Non-controlling interests	(158)	(47)	(111)
Attributable profit/(loss)	262	(528)	790

Includes Much Asphalt, Hall Longmore, Rocla, **Technicrete, Ocon, UCW, Steel Business and Properties** 



#### STATEMENT OF FINANCIAL PERFORMANCE

Rm	Dec 2012	Dec 2011	Variance
Revenue	16 344	15 015	1 329
EBITDA	764	(33)	797
Operating Profit/(loss)	400	(328)	728
Net interest expense	(76)	(90)	14
Taxation	(109)	(198)	89
Income from equity accounted investments	112	63	49
Discontinued operations	93	72	21
Non-controlling interests	(158)	(47)	(111)
Attributable profit/(loss)	262	(528)	790

Increase in Clough and Forge profits resulting in an increase in non-controlling interest



Rm	<b>Dec 2012</b>	Dec 2011	Variance
Total assets	22 701	20 624	2 077
Property, plant and equipment	2 980	3 511	(531)
Other non current assets	5 092	2 453	2 639
Current assets	8 383	9 876	(1 493)
Cash and cash equivalents	4 039	3 642	397
Assets classified as held-for-sale	2 207	1 142	1 065
Total equity and liabilities	22 701	20 624	2 077
Shareholders' equity	7 581	5 268	2 313
Interest bearing debt - short term	2 357	1 048	1 309
- long term	547	2 615	(2 068)
Other non current liabilities	1 371	554	817
Current liabilities	10 257	10 811	(554)
Liabilities classified as held-for-sale	588	328	260
Net cash/(debt)	1 135	(21)	1 156



<b>Dec 2012</b>	<b>Dec 2011</b>	Variance
22 701	20 624	2 077
2 980	3 511	(531)
5 092	2 453	2 639
8 383	9 876	(1 493)
4 039	3 642	397
2 207	1 142	1 065
22 701	20 624	2 077
		R403m
		R151m
		R554m
		R383m
		R816m
588	328	260
1 135	(21)	1 156
	22 701 2 980 5 092 8 383 4 039 2 207 22 701	22 701       20 624         2 980       3 511         5 092       2 453         8 383       9 876         4 039       3 642         2 207       1 142         22 701       20 624         588       328



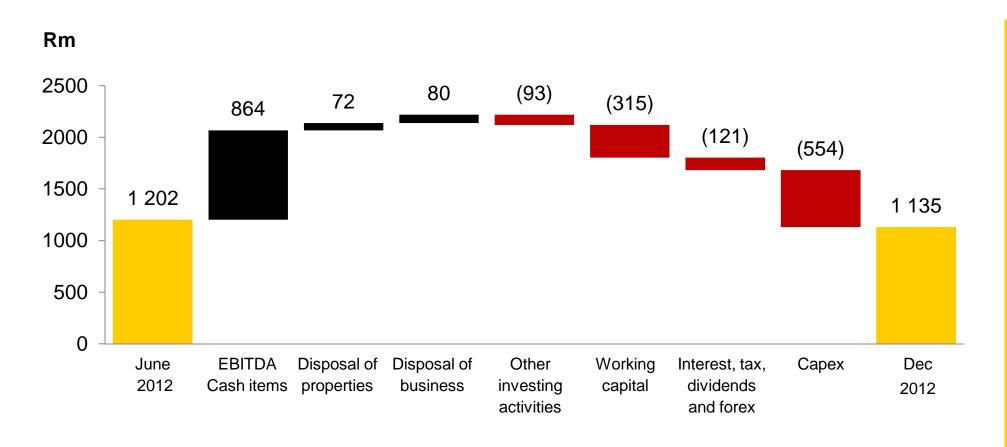
Rm	<b>Dec 2012</b>	<b>Dec 2011</b>	Variance
Total assets	22 701	20 624	2 077
Property, plant and equipment	2 980	3 511	(531)
Other non current assets	5 092	2 453	2 639
Current assets	8 383	9 876	(1 493)
Cash and cash equivalents	4 039	3 642	397
Assets classified as held-for-sale	2 207	1 142	1 065
Investment in associate companies (mainly Forge) Goodwill and intangible assets Deferred taxation assets Investment in Concessions Non-current amounts due from contract customers Other Total	22 701	20 624	2 077 R1 013m R623m R638m R533m R2 181m R104m R5 092m
Liabilities classified as held-for-sale	588	328	260
Net cash/(debt)	1 135	(21)	1 156



Rm	<b>Dec 2012</b>	<b>Dec 2011</b>	Variance
Total assets	22 701	20 624	2 077
Property, plant and equipment	2 980	3 511	(531)
Other non current assets	5 092	2 453	2 639
Current assets	8 383	9 876	(1 493)
Cash and cash equivalents	4 039	3 642	397
Assets classified as held-for-sale	2 207	1 142	1 065
Total equity and liabilities	22 701	20 624	2 077
Clough Properties Steel – SADC Construction Products Africa Net assets classified as held-for-sale			R130m R405m R1 084m R1 619m
Liabilities classified as held-for-sale	588	328	260
Net cash/(debt)	1 135	(21)	1 156



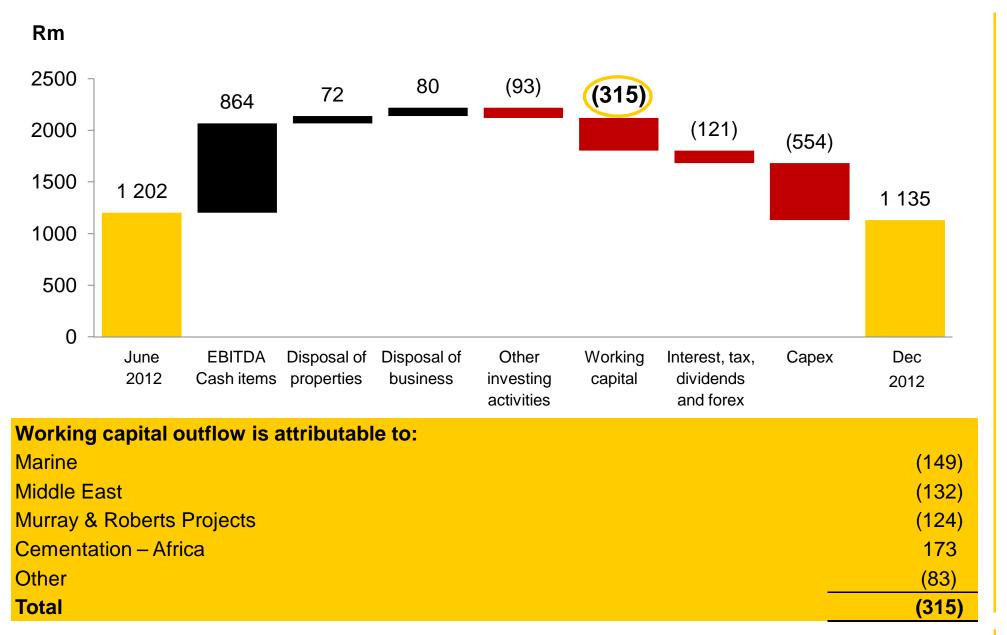
#### **NET CASH RECONCILIATION**



# **Murray** & Roberts

### **GROUP FINANCIALS**

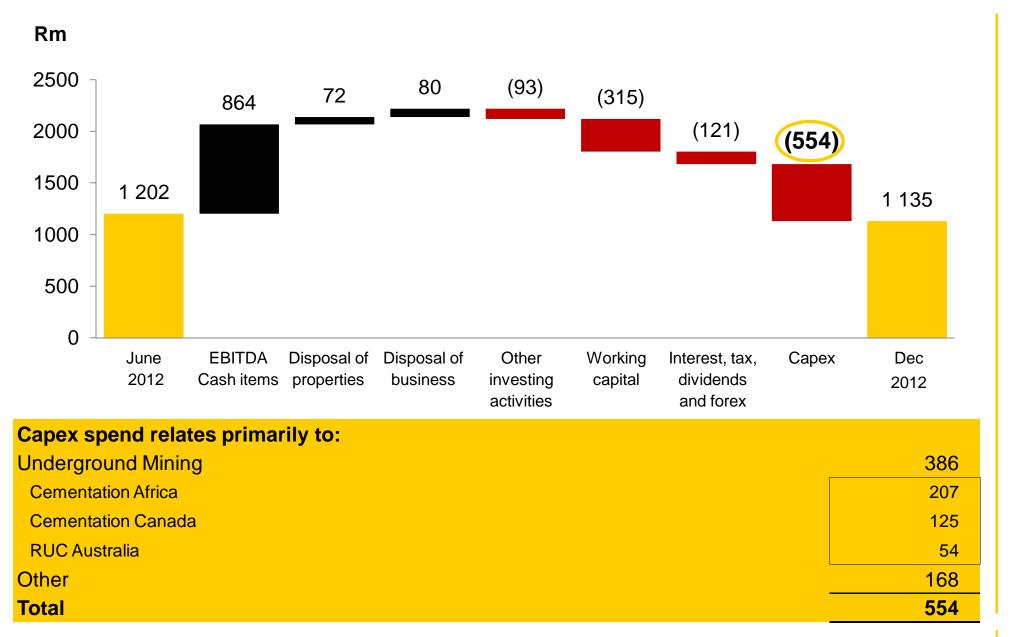
#### **NET CASH RECONCILIATION**



# Murray & Roberts

### **GROUP FINANCIALS**

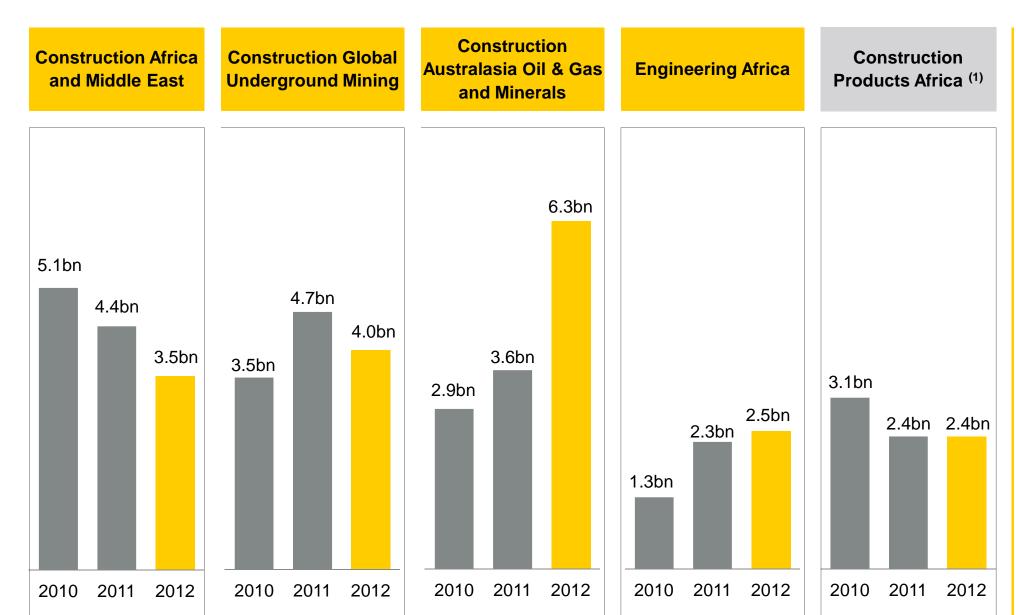
#### **NET CASH RECONCILIATION**





# SEGMENTAL REVENUE CONTRIBUTION

SIX MONTHS TO 31 DECEMBER 2012





#### SIX MONTHS TO 31 DECEMBER 2012

**Construction Africa** and Middle East

**Construction Global Underground Mining**  Construction Australasia Oil & Gas and Minerals

Rm	Construction Africa <sup>(1)</sup>		Marine		Middle	East	Total		
	2012	2011	2012	2011	2012	2011	2012	2011	
Revenue	2 993	2 892	184	559	286	928	3 463	4 379	
Operating profit / (loss)	34	81	45	(621)	(46)	(239)	33	(779)	
Operating margin (%)	1%	3%	24%	(111%)	(16%)	(26%)	1%	(18%)	

<sup>(1)</sup> Includes Civils, Buildings, Roads, Opencast, Concessions and Tolcon



### SIX MONTHS TO 31 DECEMBER 2012

**Construction Africa** and Middle East

**Construction Global Underground Mining**  Construction Australasia Oil & Gas and Minerals

Rm	Africa		Austra	lasia	The Am	ericas	Total		
	2012	2011	2012	2011	2012	2011	2012	2011	
Revenue	1 614	2 725	552	454	1 853	1 517	4 019	4 696	
Operating (loss)/profit	(137)	142	51	48	172	145	86	335	
Operating margin (%)	(9%)	5%	9%	11%	9%	10%	2%	7%	



#### SIX MONTHS TO 31 DECEMBER 2012

**Construction Africa** and Middle East

**Construction Global Underground Mining**  **Construction Australasia** Oil & Gas and Minerals

Rm	Engine	eering	Projects		Commis ar Asset S	_	Fabrication, Overheads & Other		Total <sup>(1)</sup>	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
Revenue	2 070	1 253	3 131	2 028	516	216	597	121	6 314	3 618
Operating profit / (loss)	298	170	216	107	39	8	(219)	(203)	334	82
Operating margin (%)	14%	14%	7%	5%	8%	4%	(37%)	(168%)	5%	2%

<sup>(1)</sup> Excluding Forge. Forge is an associate and is equity accounted at 36% (December 2011:33%) within Clough's consolidated results.



#### SIX MONTHS TO 31 DECEMBER 2012

Construction Africa and Middle East

Construction Global **Underground Mining**  Construction Australasia Oil & Gas and Minerals

Rm	Pov Prograr		Enginee	ring <sup>(2)</sup>	Total	
	2012	2011	2012	2011	2012	2011
Revenue	2 010	1 876	538	446	2 548	2 322
Operating profit / (loss)	96	102	(61)	1	35	103
Operating margin (%)	5%	5%	(11%)	-	1%	4%

<sup>(1)</sup> Murray & Roberts Projects power programme contracts and Genrec

<sup>(2)</sup> Includes Wade Walker, Concor Engineering, Murray & Roberts Projects non-power programme projects



SIX MONTHS TO 31 DECEMBER 2012

### **Discontinued operations**

Rm	Johnson Arabia		Steel Business		Clough Marine Serv. & Prop.		Properties SA		Construction Products Africa (1)		Total	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
Revenue	-	114	471	655	27	377	2	5	1 928	1 715	2 428	2 866
Operating profit/(loss)	-	2	16	(24)	(2)	(19)	2	47	109	105	125	111
Trading	-	2	16	(24)	(2)	(19)	2	47	129	105	145	111
Asset impairment	-	-	-	-	-	-	-	-	(20)	-	(20)	-

<sup>(1)</sup> Much Asphalt, Hall Longmore, Rocla, Technicrete, Ocon and UCW



### **AGENDA**

Safety Competition Major Claims Salient Features Commission Performance **Processes** Group Positioned for Order Book Outlook Financials Growth



### ORDER BOOK PER PLATFORM

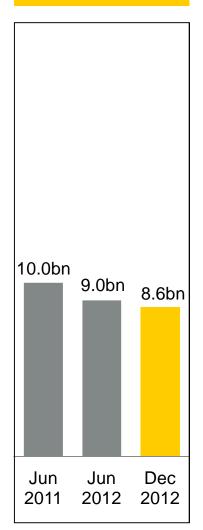


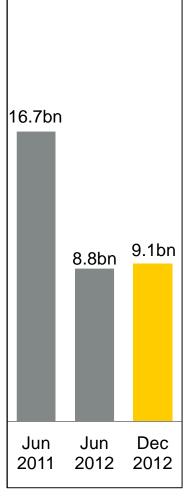
**Construction Global Underground Mining** 

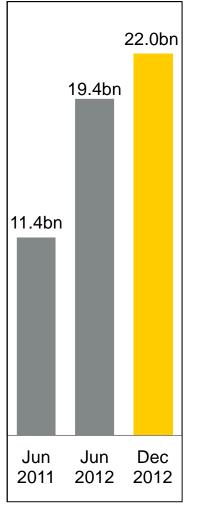


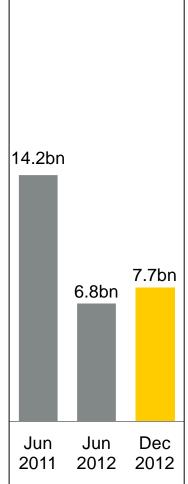


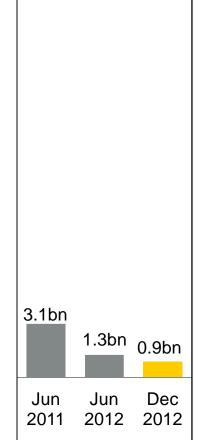
Construction **Products Africa** 







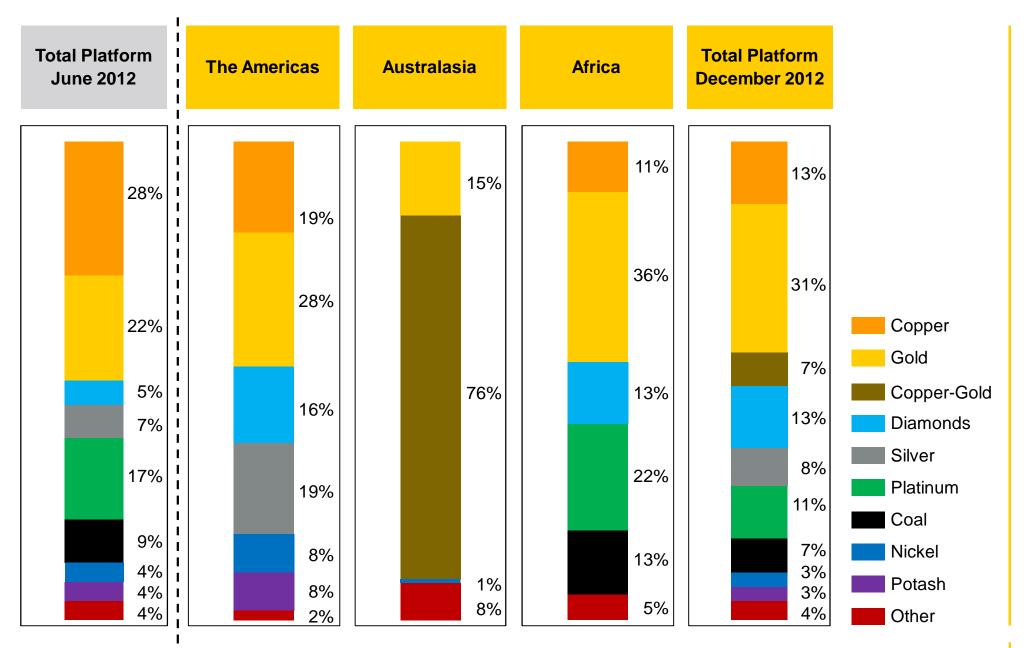






#### **CONSTRUCTION GLOBAL UNDERGROUND MINING**

#### **COMMODITY BREAKDOWN %**





### **AGENDA**

Safety Competition Major Claims Salient Features Commission Performance **Processes** Group Positioned for Order Book Outlook Financials Growth



# **OUTLOOK**

	Order b	ook % split		Order book Rbn	
	SADC	Int.	<b>Dec 2012</b>	Jun 2012	
Construction Africa and Middle East	80	20	8.6	9.0	
Construction Global Underground Mining	50	50	9.1	8.8	
Construction Australasia Oil & Gas and Minerals	0	100	22.0	19.4	
Engineering Africa	100	0	7.7	6.8	
Construction Products Africa	100	0	0.9	1.3	
	40	60	48.3	45.3	





	Order book % split		Order book Rbn		Order book Rbn FY Time Distribution		
	SADC	Int.	Dec 2012	Jun 2012			
Construction Africa and Middle East	80	20	8.6	9.0	2013 2014 >2014	3.2 4.6 0.8	
Construction Global Underground Mining	50	50	9.1	8.8	2013 2014 >2014	2.9 3.4 2.8	
Construction Australasia Oil & Gas and Minerals	0	100	22.0	19.4	2013 2014 >2014	6.1 9.0 6.9	
Engineering Africa	100	0	7.7	6.8	2013 2014 >2014	2.1 2.9 2.7	
Construction Products Africa	100	0	0.9	1.3	2013 2014 >2014	0.5 0.4 0	
	40	60	48.3	45.3	2013: <b>F</b>	R14.8bn   2014: R20.3bn   >2014: R13.2bn	



# **OUTLOOK**

	Order boo	ok % split Int.	Order book Rbn Dec 2012 Jun 2012		Relative % EBIT Target Contribution	Market prospects	% EBIT margin range
Construction Africa and Middle East	80	20	8.6	9.0	±10	<b>→</b>	3.0 - 5.0
Construction Global Underground Mining	50	50	9.1	8.8	±30	1	5.0 - 7.0
Construction Australasia Oil & Gas and Minerals	0	100	22.0	19.4	±50	1	5.0 – 7.0
Engineering Africa	100	0	7.7	6.8	±10	1	5.0 - 7.0
Construction Products Africa	100	0	0.9	1.3	0		
	40	60	48.3	45.3	100	DECOVEDY (	5.0 – 7.0



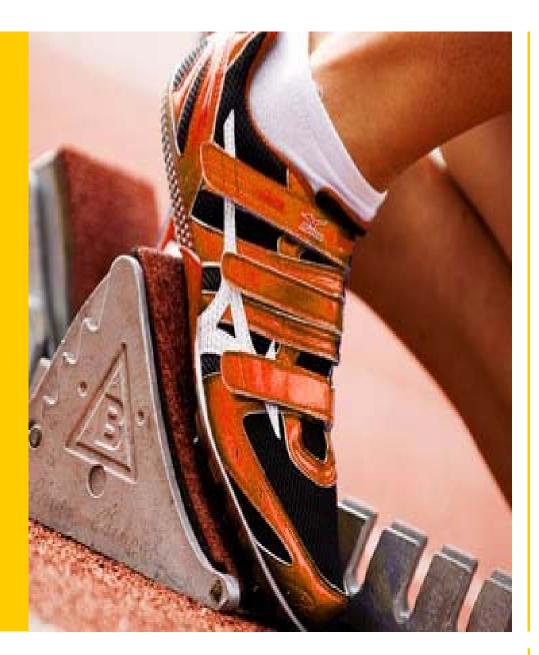
### **AGENDA**

Safety Competition Major Claims Salient Features Commission Performance **Processes** Positioned for Group Outlook Order Book Financials Growth

# **Murray** & Roberts

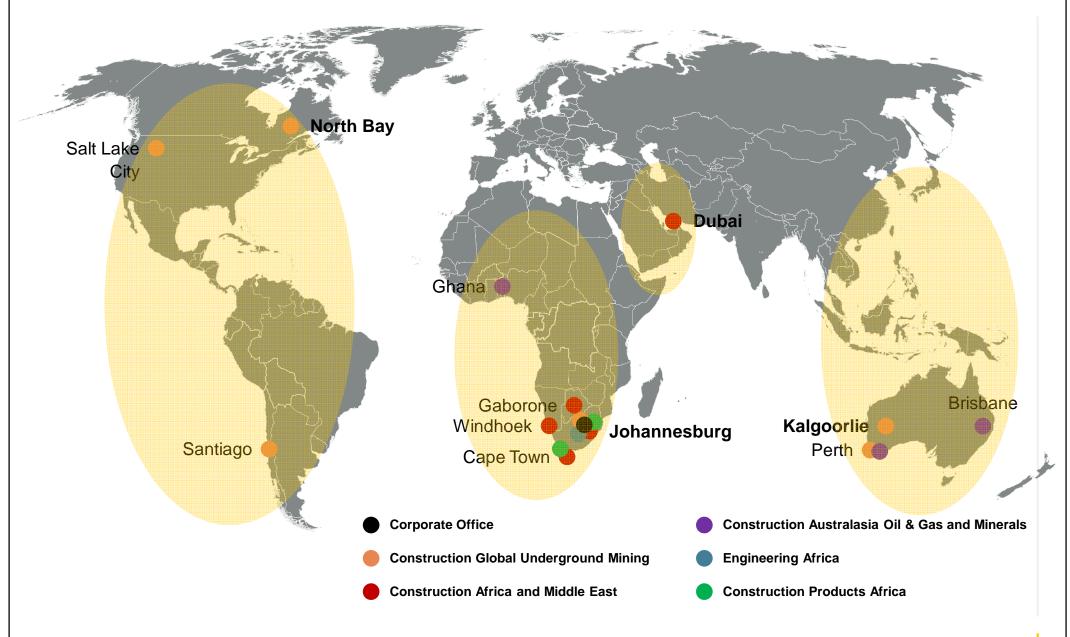
### POSITIONED FOR GROWTH

- Increase profitability and further strengthening of balance sheet
  - Operational efficiency
  - Risk management
  - Project management systems
  - Pursuit of major project claims
- Align Group's operating platforms with identified growth opportunities
  - Engineering and Construction
  - Opportunities
    - Selected growth markets
    - Geographic diversification
  - Primarily disposals and acquisitions





## **GLOBAL REACH**





#### **DISCLAIMER**

This presentation includes certain various "forward-looking statements" within the meaning of Section 27A of the US Securities Act 10 1933 and Section 21 E of the Securities Exchange Act of 1934 that reflect the current views or expectations of the Board with respect to future events and financial and operational performance. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements, including, without limitation, those concerning: the Group's strategy; the economic outlook for the industry; use of the proceeds of the rights offer; and the Group's liquidity and capital resources and expenditure. These forward-looking statements speak only as of the date of this presentation and are not based on historical facts, but rather reflect the Group's current expectations concerning future results and events and generally may be identified by the use of forward-looking words or phrases such as "believe", "expect", "anticipate", "intend", "should", "planned", "may", "potential" or similar words and phrases. The Group undertakes no obligation to update publicly or release any revisions to these forward looking statements to reflect events or circumstances after the date of this presentation or to reflect the occurrence of any unexpected events.

Neither the content of the Group's website, Clough's website nor any website accessible by hyperlinks on the Group's website is incorporated in, or forms part of, this presentation.



# **REPORT TO STAKEHOLDERS**

SIX MONTHS TO 31 DECEMBER 2012

**POSITIONED FOR GROWTH**