

Engenco

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RBS Morgans Conference

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All dollar values are in Australian dollars (A\$) unless otherwise stated.

Company Overview and Investment Highlights

Engenco Limited (ASX EGN): A leading supplier of technical products and solutions to the rail, transport, resources and defence markets.

Investment Highlights

- New executive team implementing turnaround strategy
- Return to profitability in FY11 and further improvements expected in FY12
- Streamlined organisational structure and groupwide operating efficiencies
- Focus on core capabilities to drive new growth opportunities
- Favourable external trends driving demand

Streamlined Operational Structure

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graph TD; Engenco --> Power[Power and Propulsion]; Engenco --> Rail[Rail and Road];
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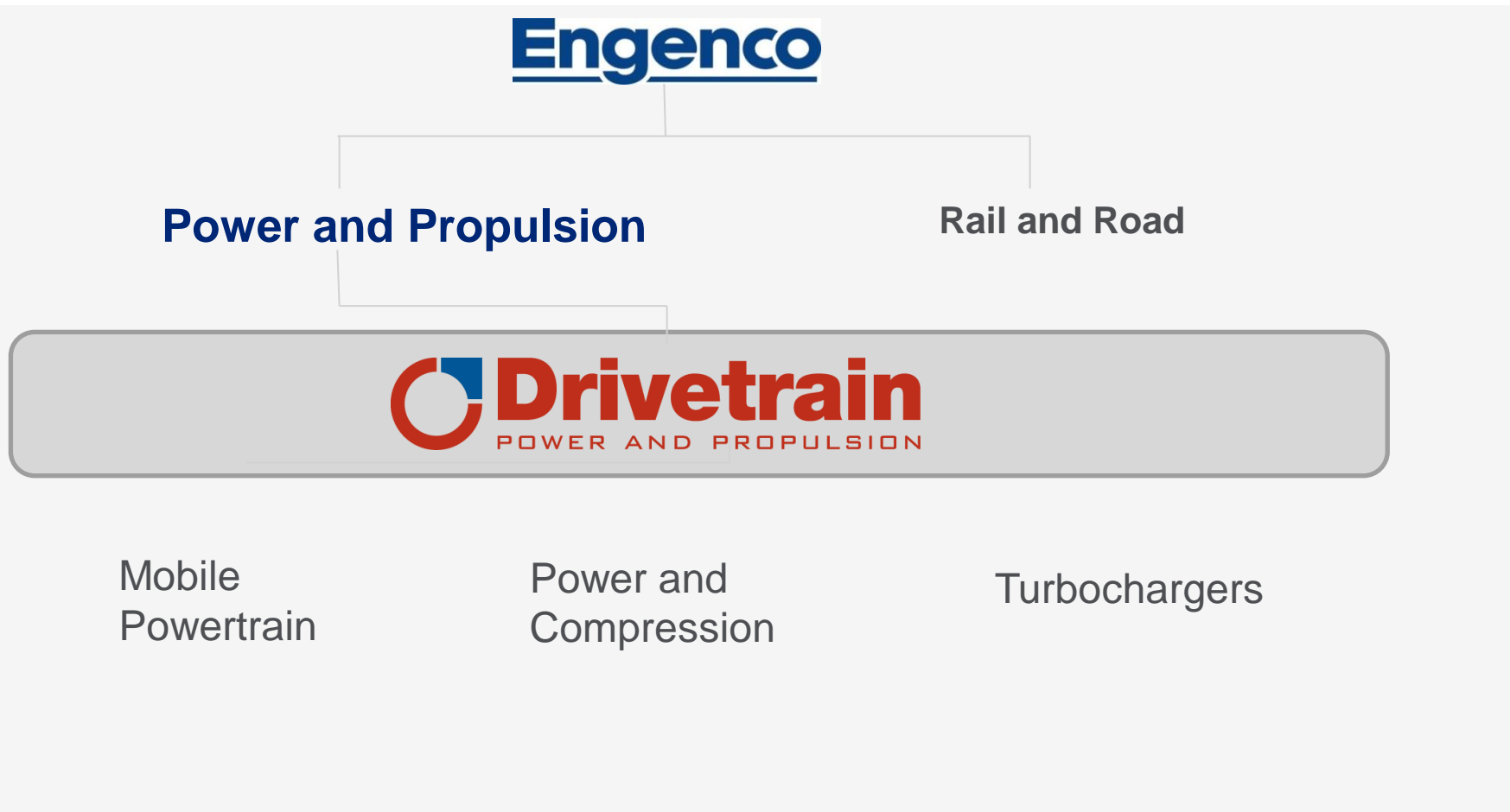
Power and Propulsion

Rail and Road

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Operational Update – Power and Propulsion Segment

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Operational Update – Rail and Road Segment

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Power and Propulsion

Rail and Road

GEMCO RAIL



Dry bulk tankers

Integrated Rail Services

- Rail products and services
- Training
- Workforce provisioning
- Leasing

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Segment Contribution

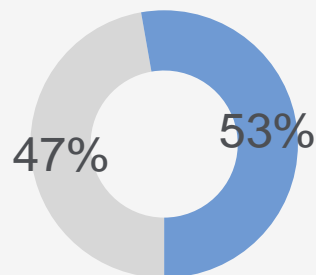
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Power and Propulsion

Rail and Road

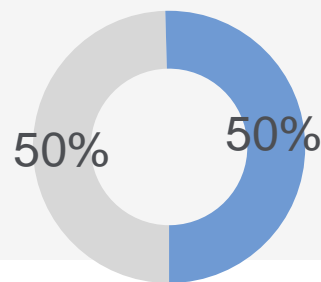
Revenue FY11



□ Power and Propulsion

■ Rail and Road

EBITDA FY11



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Revenue Drivers

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Capability

Engineering Expertise

Maintenance, Repair,
Overhaul

Niche Manufacturing

Asset Management

Distribution Network

Sustainability

Long-term Customer
Relationships

Footprint in key locations

Intellectual Property

Service Support, static
and mobile

Favourable External
Trends

Growth

Expanding capacity to
meet forward demand

Turbochargers

Gas Power and
Compression

Infrastructure and
Resources Leverage

Energy Efficiency

Favourable external trends driving demand

EGN is well positioned to benefit from:

- Resources Exposure
 - Increased demand for product and maintenance services
 - Increased sales through distribution networks
 - Miners are capacity constrained
- Investment in Infrastructure and Equipment
 - Aged rollingstock fleets and rail networks
 - Expanding resource infrastructure
 - Natural gas projects
- Energy Efficiency
 - Maintenance and enhancement of engines to reduce emissions
 - Focus on increasing freight volumes by rail

One year into a three to five year turnaround

Achievements in FY11

- ✓ New management team
- ✓ Recapitalisation
- ✓ Divested non-core assets and rationalised operations
- ✓ Refinanced banking facilities

To be completed in FY12

- New capacity installations
- Enhanced product and service offerings
- Integration of Group-wide IT systems
- Integration of OHS platforms
- Group procurement efficiencies

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The road ahead – FY12 and beyond

- Performance in FY12 to be substantially better than FY11
- Strong demand in 2H FY11 continues into FY12
- Ongoing operational efficiency gains in FY12
- Risk elements:
 - Timing and lumpiness of revenues
 - Reliance on supply chain partners
 - Market uncertainty

Company Overview

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13 September 2011

ASX Code	EGN
Share Price	\$0.10
52 Week Range	\$0.07 - 0.23
Shares on Issue	B1.24
Market Capitalisation	~ \$M124
Average YTD Mthly Volume: ASX	~M25.5 shares
Cash (AUD) : 30/06/11	\$10.55M
Major Shareholder	Elph Pty Ltd (~36%)

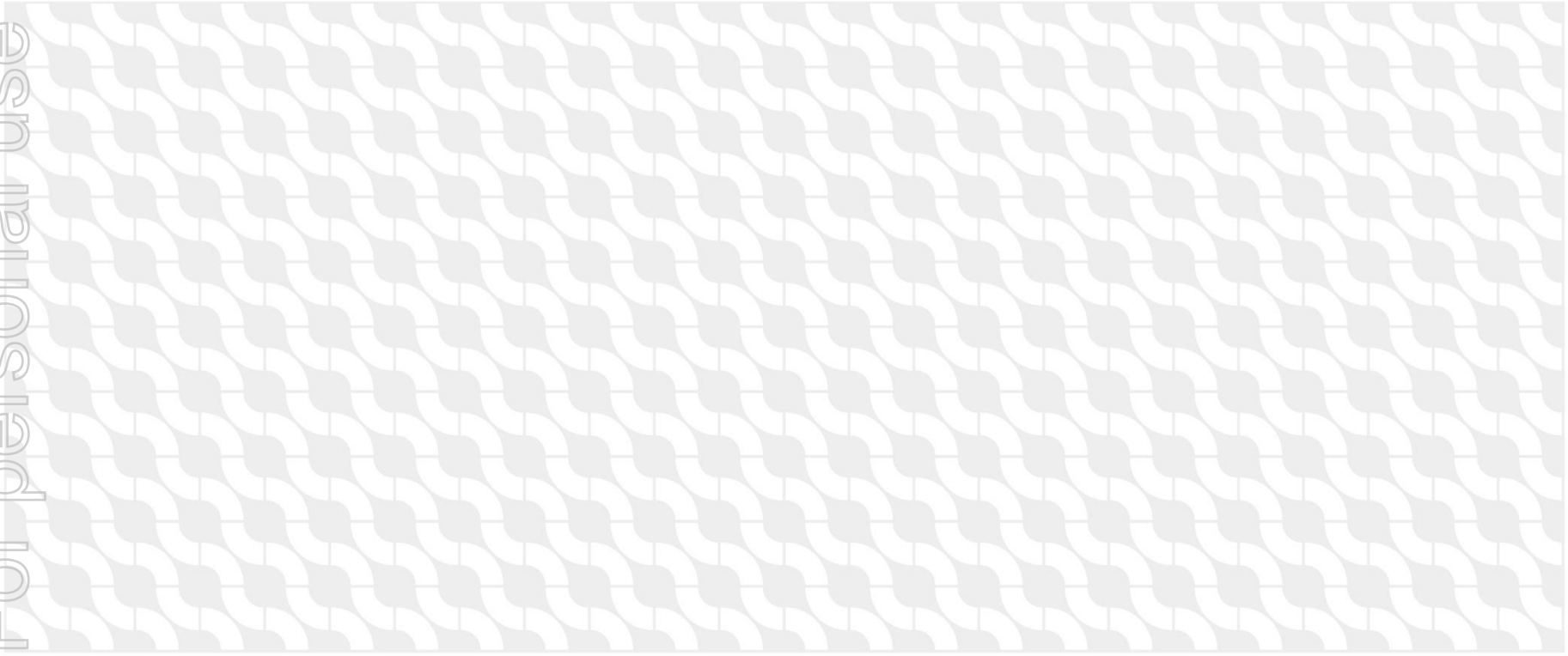
FY 2011 Financial Highlights

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	FY11 (\$m)	FY10 (\$m)	change
Revenue from continuing operations	199.3	167.8	Up \$31.5m (18.8%)
EBITDA	27.9	5.7	Up \$22.2m (389%)
Reported NPAT	4.9	(116.5)	Up \$121.4m
NPAT excluding discontinued operations and one-offs	6.6	(21.2)	Up \$27.8m
Net Assets	181.4	53.6	Up \$127.8m (238%)
Financial Liabilities	53.4	113.2	Down \$59.8m (53%)
Gearing	22%	206%	Down 89%

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