

Engenco

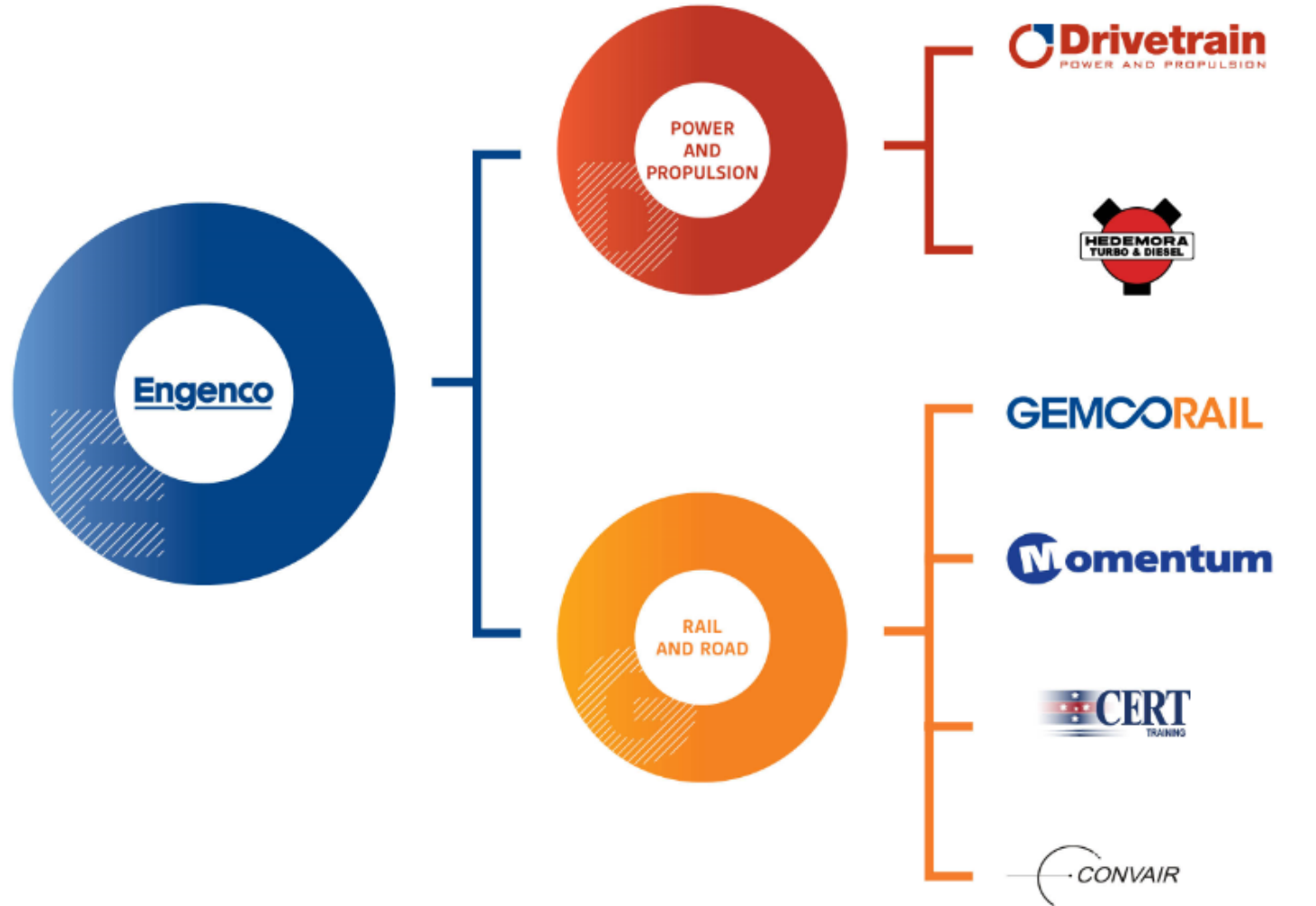
Engenco Limited Investor Presentation March 2017



Financial
Results
Highlights

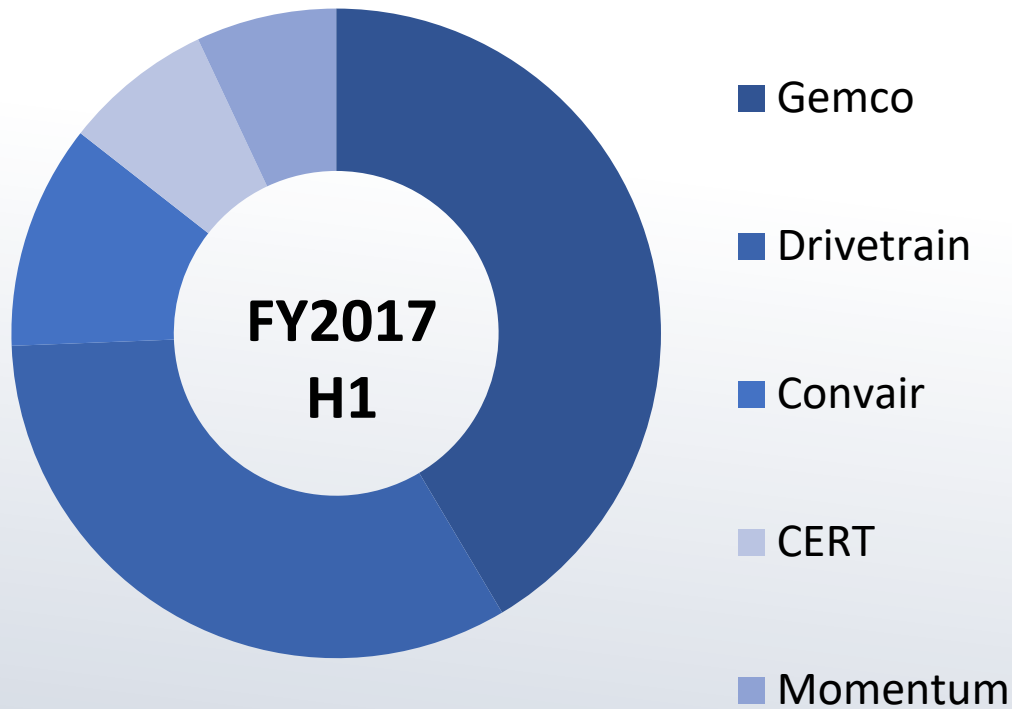
| Engenco Group | FY16 | FY16 | FY17 |
|--|----------|---------|--------|
| | H1 | H2 | H1 |
| \$ ' 000 | | | |
| Revenue from continuing operations | 65,295 | 67,469 | 62,426 |
| EBITDA from continuing operations | 4,614 | 2,108 | 5,556 |
| EBIT from continuing operations | 2,130 | 506 | 3,790 |
| Profit / (loss) after tax from continuing operations | 2,688 | (191) | 3,425 |
| Profit / (loss) from discontinued operations, net of tax | (824) | 2,467 | (538) |
| Total profit / (loss) after tax | 1,864 | 2,276 | 2,887 |
| Net operating cash flow | 6,286 | 4,768 | 5,801 |
| Net assets | 47,250 | 49,094 | 51,516 |
| Net cash / (debt) | (10,246) | (5,368) | 4,255 |

Group Structure

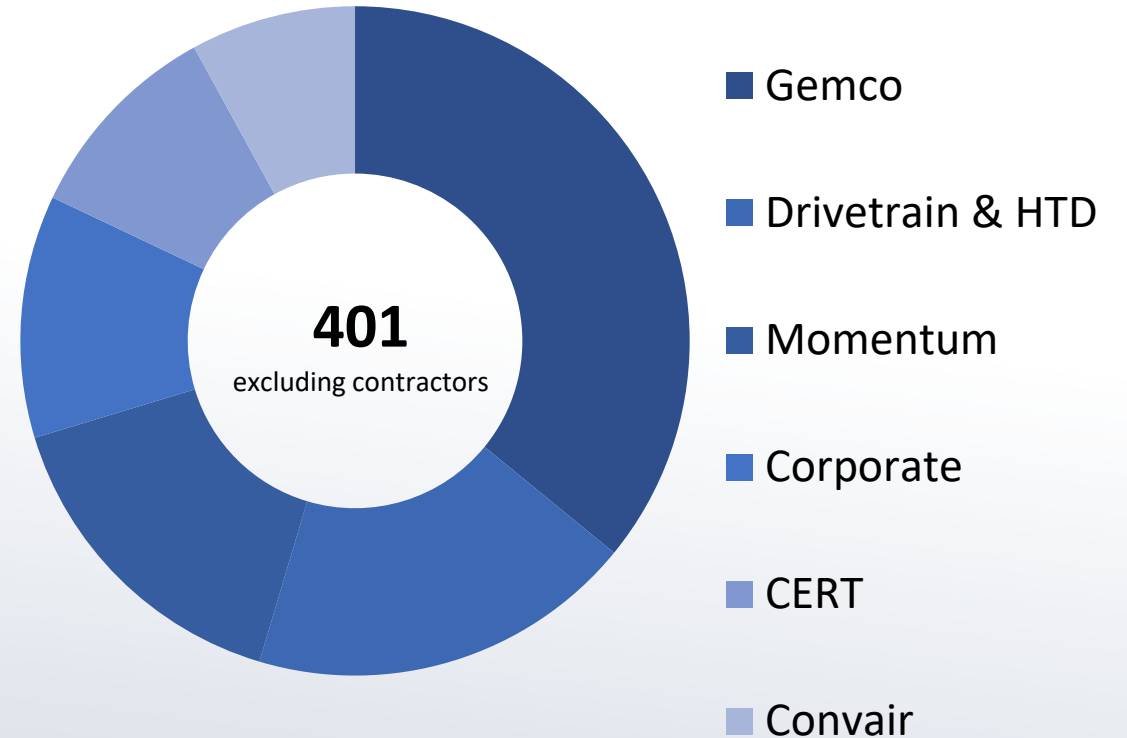


Revenue Split by Business Unit

(Continuing Operations)



Employees by Business Unit 31 December 2016



Funding Facilities Overview

| Financier | Facility type/limit | Drawdown @ 31 Dec 2016 | Maturity |
|---|--|------------------------|---------------|
| Elph Facility | \$15m revolving credit facility | \$7.5m | 30 April 2018 |
| Commonwealth Bank of Australia | \$2m multi-option facility (cash-backed) | \$1.9m | 30 June 2018 |
| Nordea Bank AB | SEK 12m overdraft facility | Nil | Rolling |
| Cash and Cash Equivalents at 31 December 2016 | | \$12.1M | |

- ✓ Cash generation performance has been strong
- ✓ Substantial debt reduction achieved – now net cash positive position
- ✓ Significant headroom and flexibility available to address growth opportunities

Business Unit Operational Highlights



Segment Operational Performance

FY17 H1
(‘000)

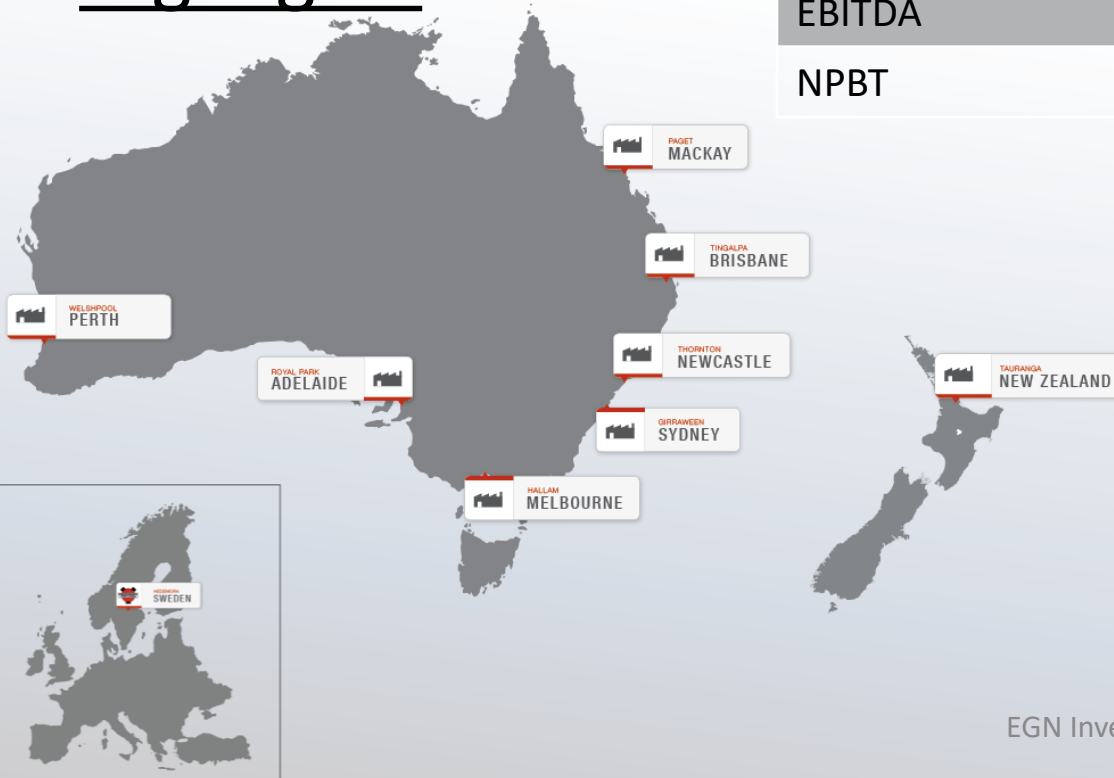
| | |
|---------|--------|
| Revenue | 20,562 |
| EBITDA | 2,540 |
| NPBT | 2,236 |

Services and Products include

- Maintenance, Repair and Overhaul
- Design, Installation and Commissioning
- Genuine component and spare parts distribution
- Technical and engineering services in remote locations
- Equipment life extension

Opportunities

- Resumption of mining customers’ operational expenditure
- Strengthened distribution agreements
- Expanded services and complementary product range
- Gas compression innovations
- Technical and engineering services in remote locations
- New-generation large engine turbocharger
- New defence projects



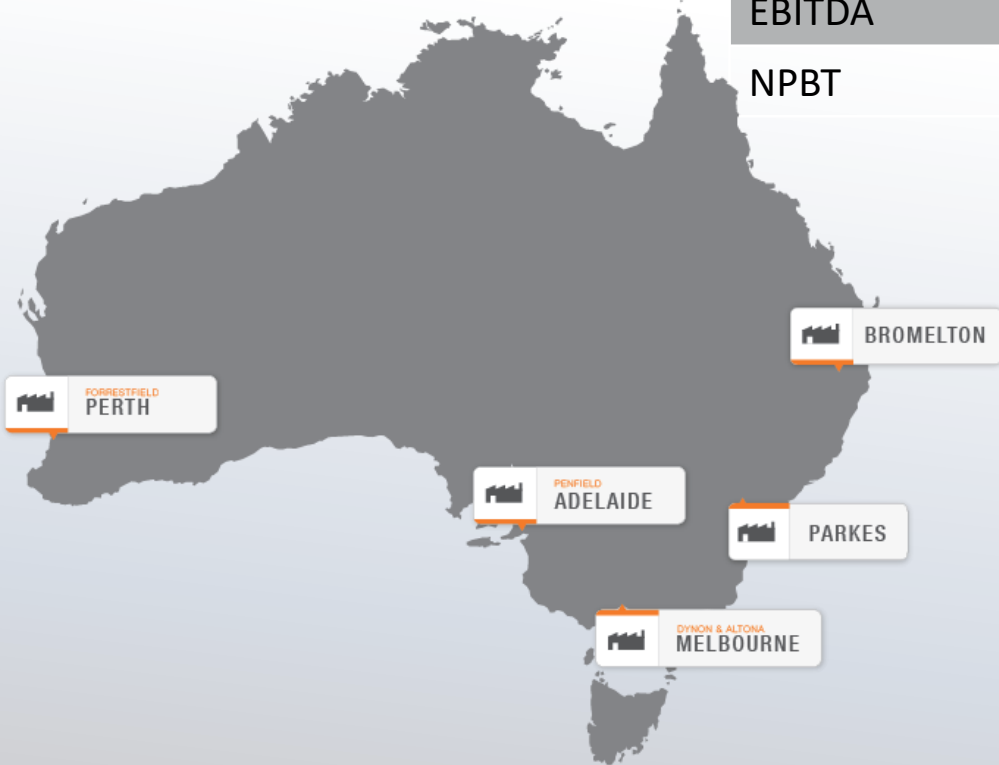
Business Unit
Operational
Highlights:

GEMCORAIL

| Segment Operational Performance | FY17 H1 ('000) |
|---------------------------------|----------------|
| Revenue | 25,898 |
| EBITDA | 5,298 |
| NPBT | 4,229 |

Services and Products include

- Rail fleet management
- Wagon maintenance, manufacture, and refurbishment
- Locomotive maintenance and refurbishment
- Wheelset, bearings, and bogies services
- Engineering services
- Above and below rail products



Opportunities

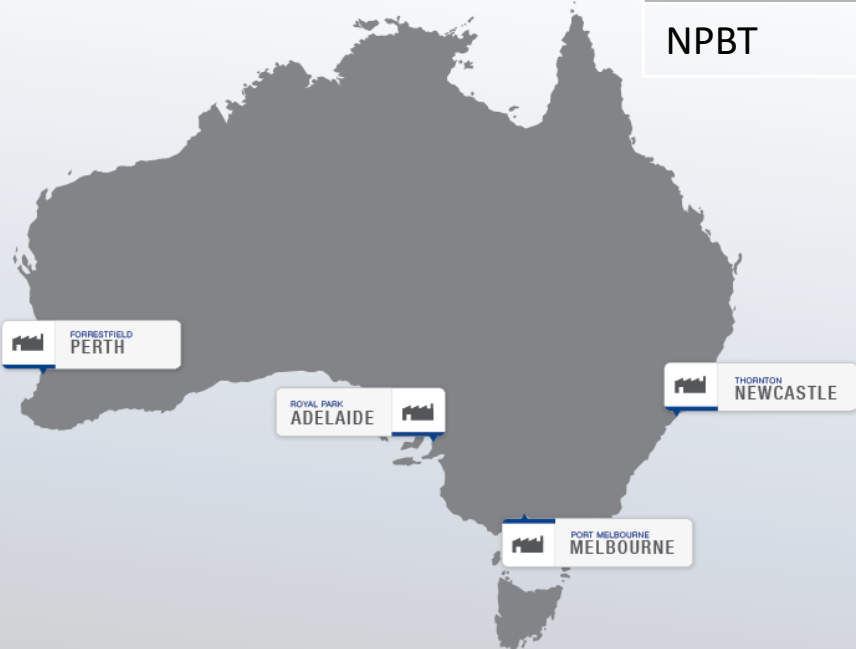
- Strategic location and prime facilities attracting key customers
- Miners seeking alternatives
- Growth in customers' fleet utilisation
- Strategic partnerships and collaborations with global rail component and product OEMs
- Road to Rail freight migration
- Passenger segment set to grow

Business Unit
Operational
Highlights:

Momentum

| Segment Operational Performance | FY17 H1 ('000) |
|---------------------------------|----------------|
| Revenue | 4,366 |
| EBITDA | 766 |
| NPBT | 744 |

- Services include**
- Highly skilled rail operations personnel provision
 - Track protection services
 - Rail infrastructure maintenance services
 - Specialist equipment rental



- Opportunities**
- Freight rail operators seeking flexible staffing arrangements
 - National rail construction spend forecast to increase
 - Victoria rail infrastructure projects underway
 - Miners seeking operational alternatives

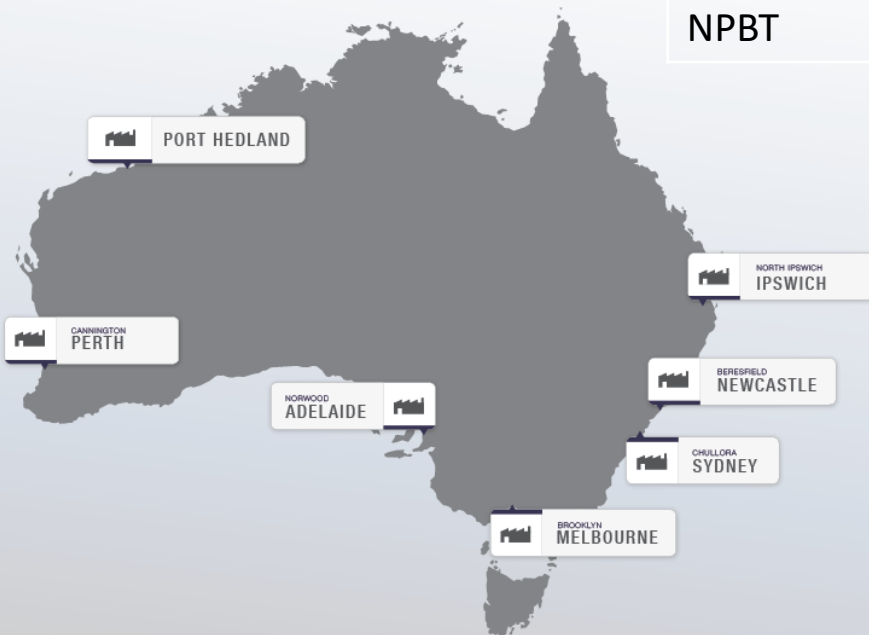
Business Unit
Operational
Highlights:



| Segment Operational Performance | FY17 H1 ('000) |
|---------------------------------|----------------|
| Revenue | 4,646 |
| EBITDA | 635 |
| NPBT | 581 |

Services include

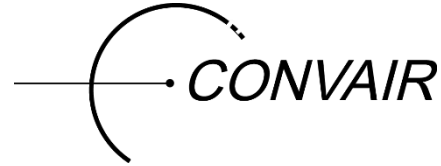
- Nationally Recognised Training
- Skills requirements analysis
- Development and implementation of training programs



Opportunities

- National Regulator focussing on compliance
- Customers demanding quality training outcomes
- Expansion of scope into aligned skills training
- Re-skilling of ex-auto workers
- Potential increase in Government funding for training programmes
- International consulting

Business Unit Operational Highlights:



| Segment Operational Performance | FY17 H1 ('000) |
|---------------------------------|----------------|
| Revenue | 6,984 |
| EBITDA | 515 |
| NPBT | 399 |

Services and Products include

- Manufacture/ Fabrication
- Specialised engineering and custom design
- Maintenance, Repair, and Overhaul
- Plant, Equipment, and Component Sales

Opportunities

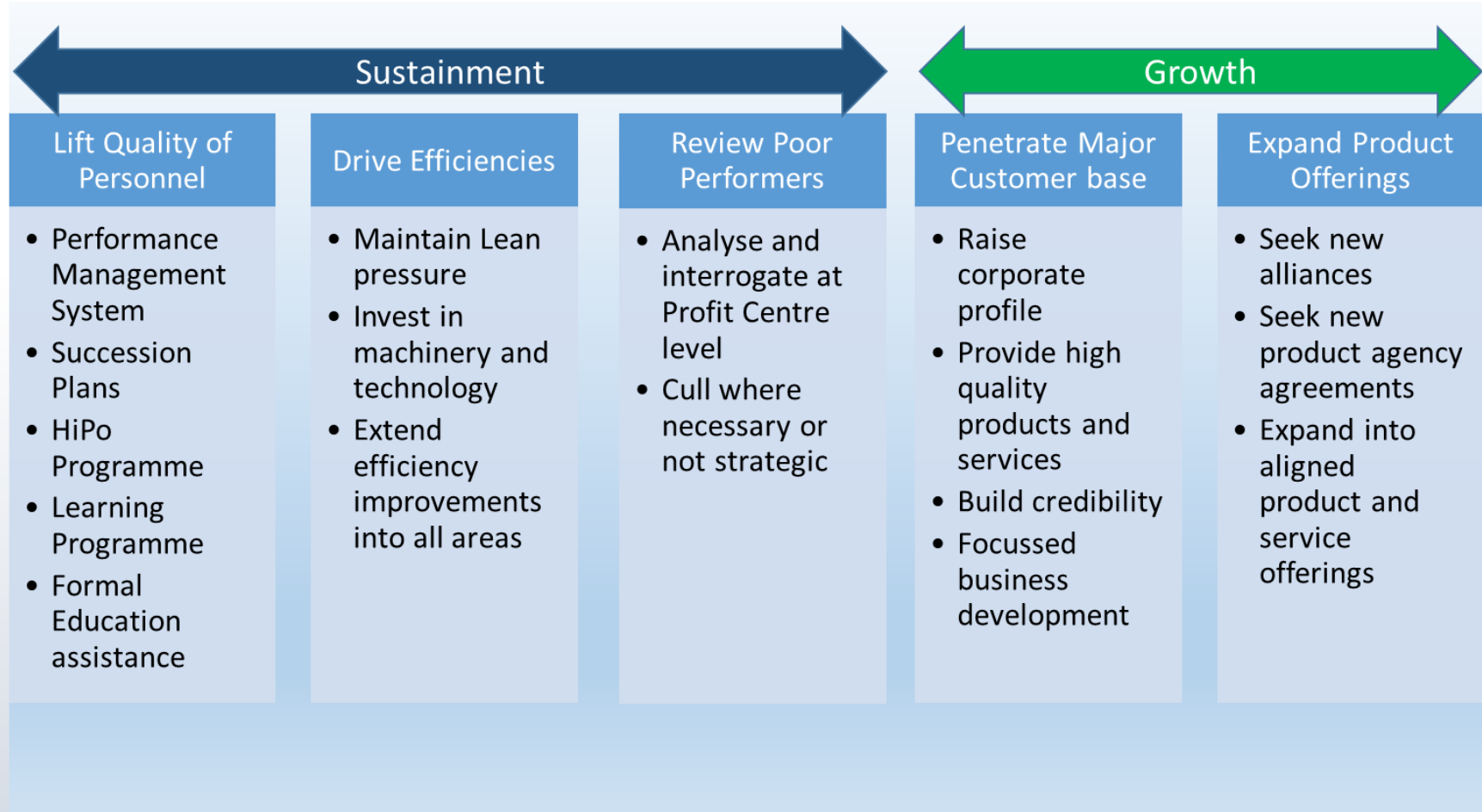
- Australian construction industry resurgence
- Depreciated AUD
- Convair spares and components dealer network development in Australia and New Zealand
- New dry and wet bulk transport technologies and products
- Fleet maintenance service offering



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Group Strategy

Key Elements Summary





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