

# WBHO CONTENTS

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### THE YEAR IN PERSPECTIVE

#### **SOUTH AFRICA**

- Low-growth environment and uncertain political climate resulting in low fixed domestic investment and public infrastructure spending
- Construction industry distressed with numerous large and mid-tier contractors in financial difficulty –
   WBHO produces solid result in tough market
- Declining local building markets with pockets of activity in key areas
- No real improvement in civil engineering markets overall but some spending on coal mines and *ad hoc* larger projects available
- Conservative profit recognition on large-scale civil engineering and earthworks project in Saldanha
- Fewer road projects available from SANRAL shift toward private clients and provincial government
- Steel supply business profitable but endured another challenging year

#### **REST OF AFRICA**

- Good growth across all territories in FY18
- Increased mining activity in Botswana and Zambia
- Disappointing performance in West Africa affected by mobilisation following simultaneous award of six projects

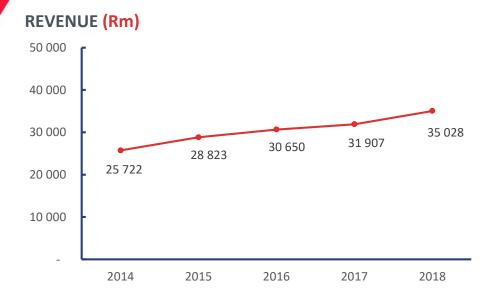
### THE YEAR IN PERSPECTIVE

#### **AUSTRALIA**

- Positive market sentiment
- Strong building markets and near unprecedented levels of infrastructure spending by government
- Cost pressure due to high demand
- Revenue growth of 22% in Australian dollar terms
- Two loss-making building projects impact overall profitability
- Strong performance from infrastructure business

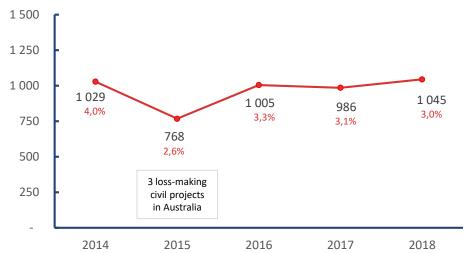
#### **UNITED KINGDOM**

- Low order book levels at the beginning of the year and project delays in the current year reflected in UK performance in FY18
- 59% decrease in revenue in the Byrne Group compared to FY17
- Current year losses resulted in increase in shareholding from 40% to 80%
- Focus on aligning cost base with activity levels
- Improved order intake over the second six months



- Compound annual growth of 6% over five years
- Revenue growth of 10% in 2018 (2017: 4%)
- Strong revenue growth of 18% in Australia and 32% in the Rest of Africa
- 7% decline in revenue from South Africa

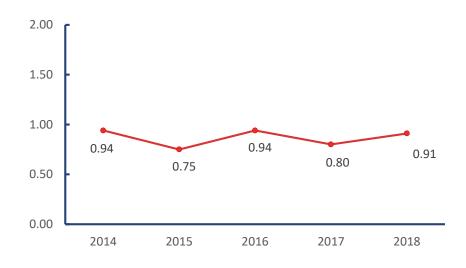
### **OPERATING PROFIT (Rm)**



- Growth in operating profit of 6%
- Overall margin of 3.0% (2017: 3.1%)
- Earnings sustained over five-year period amidst challenging industry conditions

# **SAFETY**

### **LTIFR** (No. of lost time injuries per million man hours)



- Disappointing increase in LTIFR from 0,80 to 0,91
- Three fatalities in South Africa
- Ongoing awareness interventions and focus on lead indicators

### TRANSFORMATION AND EMPOWERMENT

#### **PROCUREMENT**

- Inconsistent implementation of PFMA guidelines
- Additional transformation requirements imposed by individual SOEs
- Concerning emergence of new dialogue trending toward narrow-based transformation focused on ownership rather than broad-based transformation that benefits the whole

#### **CONSTRUCTION SECTOR CODES**

- New Construction Sector Codes gazetted this year
- WBHO proudly a **Level 1 contributor** under new codes
- WBHO has a developed long-term mutually beneficial relationships with various emerging contractors on its enterprise development programme and continues to invest in their future

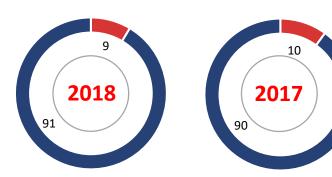
#### **SETTLEMENT AGREEMENT**

- The Tirisano Trust, established to allocate industry contributions, held its inaugural meeting and identified first initiatives
- Two out of three of the group's VRP partners exceeded minimum growth targets for the first year

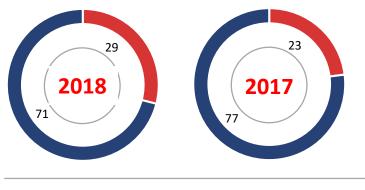


# **GEOGRAPHIC FOOTPRINT**

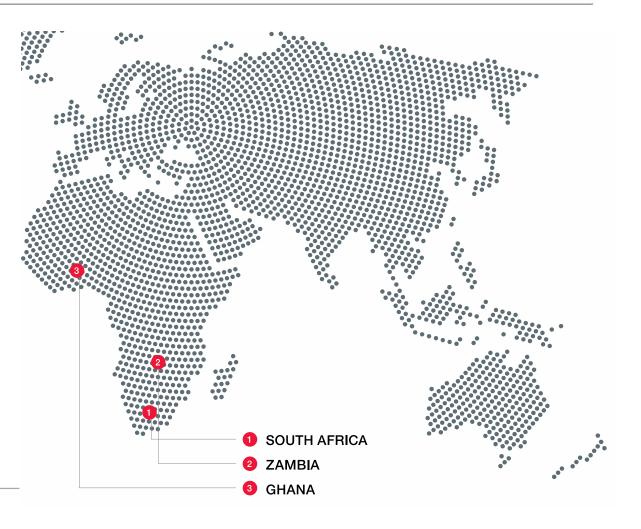
# **REVENUE (%)**



# **OPERATING PROFIT (%)**







### THE YEAR IN PERSPECTIVE

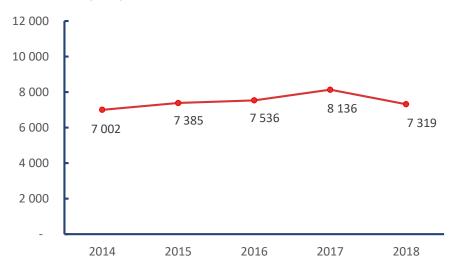
#### **BUILDING**

- Declining revenue in Gauteng with fewer large-scale projects available
- Competing with mid-tier contractors on smaller projects
- · Improved activity in all coastal regions with growth centred in KZN
- Concentration of work in commercial office sector as retail sector remains subdued
- Increase in residential-only and mixed-use developments
- 80% of work remains negotiated
- Heightened margin pressure on work secured in the second half of the year

#### **CIVIL ENGINEERING**

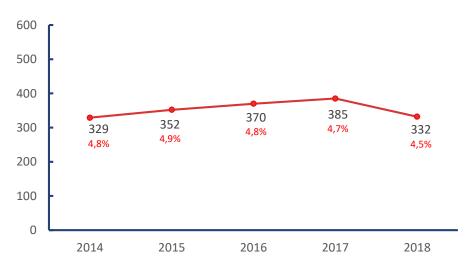
- Growth this year largely due to the execution of existing projects
- No significant improvement in overall civil engineering markets
- Increased mining infrastructure spending mostly coal locally and copper in Zambia
- Construction of the commercial crude oil terminal facility proving challenging

### REVENUE (Rm)



- Decline in revenue of 10% (2017: increase of 8%)
- 21% contribution to group revenue (2017: 25%)
- 11% decline in South Africa
- 10% decline from the rest of Africa

### **OPERATING PROFIT (Rm)**



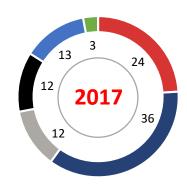
- Overall margin of 4.5% (2017: 4,7%)
- 32% contribution to group operating profit
- Margin slippage reflects competitive building markets and lower margin return from Civil engineering division

### **ORDER BOOK**

BUILDING AND CIVIL ENGINEERING (Rm)	% GROWTH	AT JUNE 2018	AT JUNE 2017
South Africa	(20)	5 374	6 738
Africa	35	611	451
TOTAL	(17)	5 986	7 189

# ORDER BOOK BY SECTOR (%)





- Retail
- Commercial
- Residential

- Healthcare and leisure
- Energy infrastructure
- Civil works and mining infrastructure

#### **ORDER BOOK DOWN 17%**

- Lower activity in Gauteng
- Strong order books in coastal regions
- Replacement of building work in the rest of Africa proving difficult
- Declining Civil engineering order book as large-scale projects progress and opportunities remain limited
- R1,4 billion secured after the reporting period

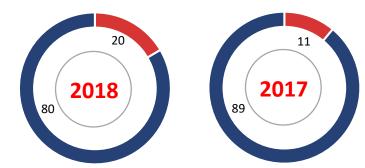
#### **ORDER BOOK BY SECTOR**

- Lower retail activity evident in order book
- Proportion of commercial work remains strong due to work-on-hand
- Increase in residential and healthcare projects
- Increase in Civil engineering proportion of order book from 16% to 19%

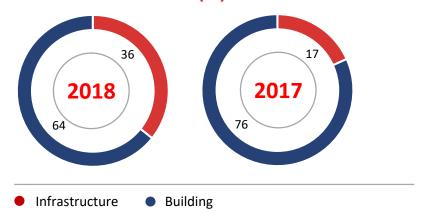


# **GEOGRAPHIC FOOTPRINT**

# **REVENUE (%)**



# **OPERATING PROFIT (%)**





### THE YEAR IN PERSPECTIVE

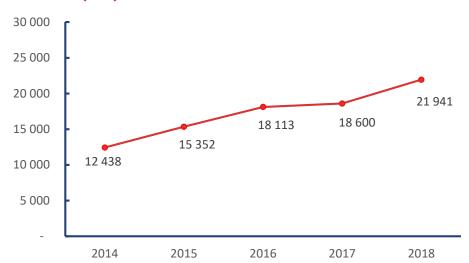
#### **BUILDING**

- 14% growth from building divisions
- Melbourne and Sydney markets comprise 69% of building revenue
- Major projects under construction in all key states including the tallest residential towers built in both Melbourne and Sydney
- Shift away from residential-only projects toward mixed-use developments within project portfolio
- Programme over-runs result in losses on two projects

#### **CIVIL ENGINEERING**

- Infrastructure markets supported by high levels of government spending
- Significant growth in the Eastern region as large-scale roadwork project and two renewable energy projects generate increased revenue
- Moderate growth in the Western region and strong profit contribution

### REVENUE (Rm)



- Revenue growth of 22% in AU\$ terms (2017:6%)
- Compound annual growth rate of 12% over 5 years
- Business has essentially doubled in size
- 63% contribution to group revenue (2017: 58%)
- Infrastructure business grows by 86%

### **OPERATING PROFIT (Rm)**

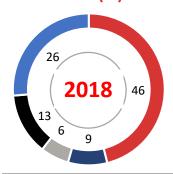


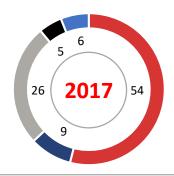
- Operating profit growth of 7%
- Margin of 1.3% (2017: 1.4%)
- 27% contribution to group operating profit
- Strong overall delivery impacted by two difficult projects

## **ORDER BOOK**

AUSTRALIA (Rm)	% GROWTH	AT JUNE 2018	AT JUNE 2017
Building	(19)	23 997	29 740
Infrastructure	380	8 569	1 786
TOTAL	3	32 565	31 526

# ORDER BOOK BY SECTOR (%)





- Residential Retail
- Commercial

- Hotels and leisure
- Infrastructure

#### **ORDER BOOK UP 3%**

- Consolidation of building business and focused project selection reflected in lower building order book
- Award of road and renewable energy projects bolster infrastructure order book
- Increase in proportion of infrastructure projects from 6% to 26%
- Potential positive impact on margin

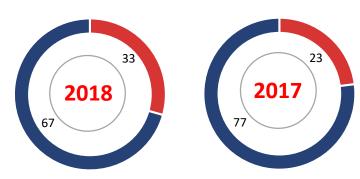
#### **ORDER BOOK BY SECTOR**

- Residential sector still comprises almost half of future activity
- Good growth in hotel and leisure sector
- Significant growth in proportion of infrastructure in project portfolio
- Healthy project pipeline across most markets

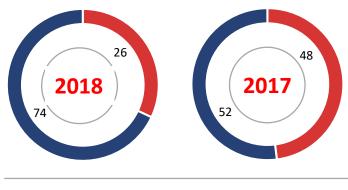


# **GEOGRAPHIC FOOTPRINT**

## **REVENUE (%)**



## **OPERATING PROFIT (%)**







### THE YEAR IN PERSPECTIVE

#### **SOUTH AFRICA**

- Local revenue in line with FY17 supported largely by existing projects included in order book at the beginning of the year
- Roadwork and infrastructure for mining, energy and industrial sectors form the bulk of activity
- Two sizable new coal mining infrastructure projects secured in the year
- Local pipeline market remains highly competitive large proportion of work derived internally by offering clients a full suite of construction services alongside the group's other divisions
- New low-cost housing projects secured in KZN and the Eastern Cape

#### **REST OF AFRICA**

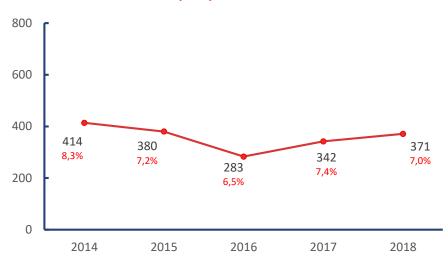
- Improved activity spread across all territories in the rest of Africa
- New roadwork, pipeline and earthworks projects in Mozambique
- Improved mining infrastructure activity and a new rail project in Botswana
- Slow mobilisation at the outset of new projects in West Africa resulted in increased costs to recover programme delays

### REVENUE (Rm)



- Revenue growth of 15% (2017: 6%)
- 0% growth in South Africa
- 56% growth from the rest of Africa
- 15% contribution to group revenue

#### **OPERATING PROFIT (Rm)**

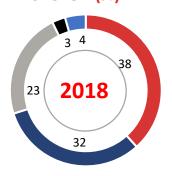


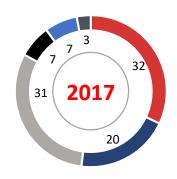
- Operating profit growth of 9% on top of 21% growth in FY17
- Overall margin 7.0%
- 36% contribution to group operating profit
- Margin slippage due to lower than expected margins in West Africa and conservative profit recognition on the crude oil terminal facility

## **ORDER BOOK**

ROADS AND EARTHWORKS (Rm)	% GROWTH	AT JUNE 2018	AT JUNE 2017
South Africa	(33)	3 323	4 969
Africa	(29)	841	1 192
TOTAL	(32)	4 164	6 161

# ORDER BOOK BY SECTOR (%)





- RoadworkMining infrastructure
- Energy infrastructure
- Pipelines
- Low-cost housing
- Rail infrastructure

#### **ORDER BOOK DOWN BY 32%**

- Volume of work executed on large-scale projects in FY18 not fully replaced
- Completion of existing projects in West Africa with limited new opportunities reflected in order book for the rest of Africa
- R1 billion secured after year-end
- Potential for additional mining infrastructure work in Ghana and Guinea

#### **ORDER BOOK BY SECTOR**

- Roadwork, mining infrastructure and energy infrastructure continue to underpin future activity
- Upswing in mining activity in Botswana
- Award of 10 year maintenance contracts for Transnet key for rail business



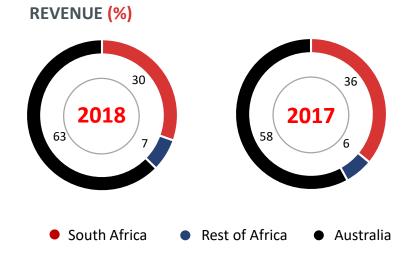
# **FINANCIAL PERFORMANCE**

KEY FINANCIAL INDICATORS		TARGET/ GROWTH	2018	2017
Revenue growth	%	>10	9.8%	4.1%
Operating profit margin	%	3 – 4.5	3.0%	3.1%
Return on capital employed	%	>20	19.8%	22,3%
Cash and cash equivalents	Rm	8.0%	5 992	5 546
Earnings per share	cents	14.0%	1 534	1 345
Headline earnings per share	cents	8.1%	1 414	1 308
Adjusted earnings per share	cents	(2.5%)	1 534	1 574
Adjusted headline earnings per share	cents	(8.0%)	1 414	1 536
Ordinary dividend per share	cents	-	475	475

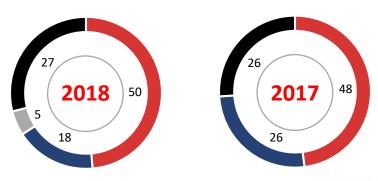
# **CONTRIBUTION BY GEOGRAPHY**

REVENUE (Rm)	% Growth	2018	2017
South Africa	(7)	10 650	11 454
Rest of Africa	32	2 437	1 852
Australia	18	21 941	18 600
TOTAL	10	35 028	31 907

OPERATING PROFIT (Rm)	% Margin	2018	2017
South Africa	4.9%	525	476
Rest of Africa	7.6%	185	251
Australia	1.3%	278	259
United Kingdom		57	-
TOTAL	3.0%	1 045	986





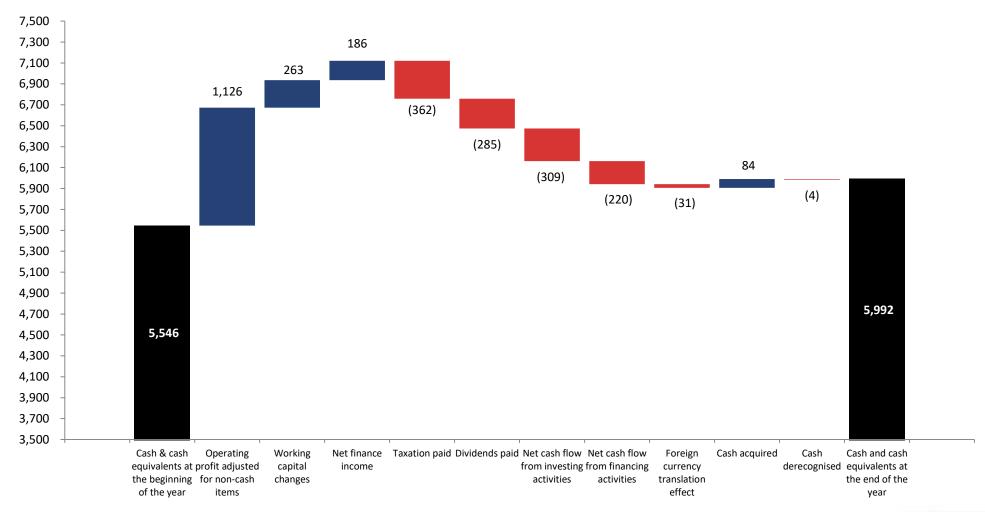


# FINANCIAL PERFORMANCE

KEY FINANCIAL NUMBERS AND RATIOS	% change	2018	2017
Revenue	10	35 028	31 907
Operating profit before non-trading items	6	1 045	986
Settlement agreement expense		-	(170)
Gain on loss of control of subsidiary		5	9
Loss on deemed disposal of equity accounted investment		(58)	-
Gain on bargain purchase of subsidiary		102	-
Share-based payments expense	10	(64)	(58)
Share of losses and profit from equity accounted investments	(107)	(5)	69
Net finance income	(30)	168	241
Profit before tax	10	1 195	1 090
Effective tax rate (%)		29	29

# FINANCIAL PERFORMANCE

ACCOUNTING TREATMENT FOR CHANGE OF INTEREST IN THE RYPNIE CROUP	2040
ACCOUNTING TREATMENT FOR CHANGE OF INTEREST IN THE BYRNE GROUP  DISPOSAL OF INTEREST IN ASSOCIATE	2018
Deemed consideration (40% of the fair value of the business at date of disposal)	110
Carrying amount of investment	(168)
Loss on deemed disposal	(58)
ACQUISITION OF SUBSIDIARY	-
Deemed consideration	119
80% interest in the fair value of the net identifiable assets acquired	(221)
Gain on bargain purchase	(102)
Non-controlling interest recognised	55



PROPERTY, PLANT AND EQUIPMENT (Rm)	2018	2017
Property, plant and equipment	1 883	1 635
Depreciation	240	211

CAPITAL EXPENDITURE	APPROVED 2019	ACTUAL 2018	ACTUAL 2017
Replacement	198	283	262
Expansion	94	33	47
TOTAL	292	316	309

- Increase in fleet size to support increased activity within Roads and earthworks division and now includes fleet from the Byrne Group
- Future expenditure curbed to match demand

### **EQUITY ACCOUNTED INVESTMENTS (Rm)**

ENTITY	INDUSTRY	COUNTRY OF	EFFECTIVE %	CARRYING AMOUNT OF	SHAREOF PROFITS/(LOSSES)	
		OPERATION		INVESTMENT	2018	2017
Gigajoule International	Gas supply	Mozambique	26,6%	129,4	10,9	12,4
Gigajoule Power	Power	Mozambique	13%	142,6	24,1	18,9
Dipalopalo	Concession	South Africa	27,5%	61,3	-	-
DFMS Joint Venture	Serviced accommodation	South Africa	14,6%	4,1	4,1	-
Edwin Construction	Road /civil construction	South Africa	49%	95,2	9,6	-
iKusasa Rail SA	Railway construction	South Africa	49%	9,1	(6,7)	-
Catchu Trading	Property development	South Africa	50%	95,1	-	-
IACS	Construction	South Africa	26%	3,8	-	-
Caulfield	Property development	Australia	30%	135,2	-	37,6
The Glen Residential	Property development	Australia	20%	69,3	-	-
Byrne Group	Building /civil construction	United Kingdom	40%	-	(46,8)	-
TOTAL				745,1	(4,8)	68,9

TAX (Rm)	2018	2017
Net deferred tax asset	640	575
Net current tax asset	105	124

#### Deferred tax asset consists of:

- Asset of R42m raised on future settlement agreement
- Tax losses of R276m (2017: R114m)
- Timing differences of R322m (2017: R461m)

#### Current tax asset consists of:

- Foreign tax credits of R81m (2017: R82m)
- Taxation refundable of R35m (2017: R60m)
- Tax liability of R11m (2017: R18m)

NCI MOVEMENT (Rm)	DESCRIPTION	% CHANGE	CONSIDERATION
Probuild	Share buy-back	3.5	82
Probuild	Acquisition	0.8	17
WBHO Infrastructure	Share issue	(4.9)	26

- Effective interest in Probuild now 85% (2017: 80.7%)
- Effective interest in WBHO Infrastructure now 90.1% (2017: 96.2%)

# **ACQUISITION AFTER THE REPORTING PERIOD**

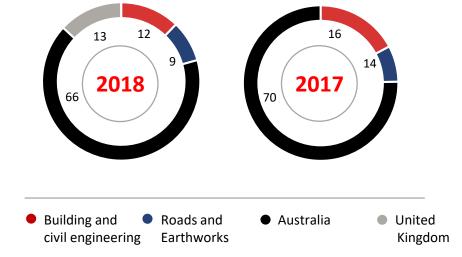
RUSSELLS LIMITED	2018 £m
Cash consideration payable	33
Fair value of net identifiable assets	55
Goodwill to be recognised	23
Valuation	
Business value (Ave 4 year EBIT x 5.5 multiple)	42
60% interest of business value	24
Excess cash and cash equivalents (60% x £15m)	9
Consideration payable	33
Consideration payable	3:



## **CONSOLIDATED ORDER BOOK**

SEGMENT (Rm)	AT JUNE 2017	AT JUNE 2018	2019	2020
Building and civil engineering	7 189	5 986	5 104	882
Roads and earthworks	6 161	4 164	3 551	613
Australia	31 526	32 565	19 795	12 770
United Kingdom	-	6 446	3 674	2 772
TOTAL	44 875	49 161	32 124	17 037

### **ORDER BOOK BY SEGMENT (%)**



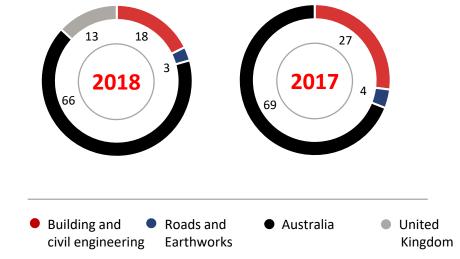
#### **ORDER BOOK UP 10%**

- 92% of FY18 revenue secured for FY19
- 17% decrease in Building and civil engineering division order book
- 32% decrease in Roads and earthworks division order book
- 3% increase in Australian order book although change in mix
- Overall increase in the group order book due to inclusion of United Kingdom

# **CONSOLIDATED ORDER BOOK**

GEOGRAPHY (Rm)	AT JUNE 2017	AT JUNE 2018	2019	2020
South Africa	11 707	8 698	7 265	1 433
Rest of Africa	1 643	1 452	1 390	62
Australia	31 526	32 565	19 795	12 770
United Kingdom	-	6 446	3 674	2 772
TOTAL	44 876	49 161	32 124	17 037





#### **ORDER BOOK BY GEOGRAPHY**

- 26% decline in local order book 68% of FY18 revenue secured for FY19
- 12% decline in the rest of Africa activity concentrated in Botswana and Zambia
- 24% decrease in the order book for the combined Africa business

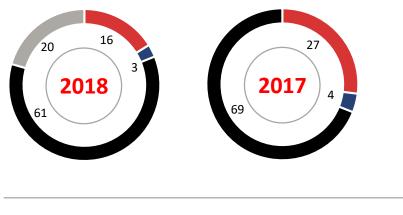
# CONSOLIDATED ORDER BOOK - INCLUDING RUSSELLS (Acq date 18 July 2018)

GEOGRAPHY (Rm)	AT JUNE 2017	AT JUNE 2018	2019	2020
Africa	13 350	10 150	8 655	1 495
Australia	31 526	32 565	19 795	12 770
United Kingdom	-	11 038	5 430	5 608
TOTAL	44 876	53 753	33 880	19 873



 United Kingdom order book including Russells Limited will constitute 20% of total order book

### ORDER BOOK BY GEOGRAPHY (%)



- Building and Roads and civil engineering Earthworks
- Australia
- United Kingdom

# **PROJECTS SECURED AFTER 30 JUNE 2018**

SUMMARY (Rm)	Awards after 30 June 2018
Building and civil engineering	1 443
Roads and earthworks	953
Australia	3 980
TOTAL	6 376

### Building and civil engineering

• R957m : Commercial offices

R282m : Healthcare

• R204m : Industrial buildings

#### Roads and earthworks

• R330m : Roadwork

• R471m : Mining infrastructure

• R145m : Rural housing developments

#### Australia

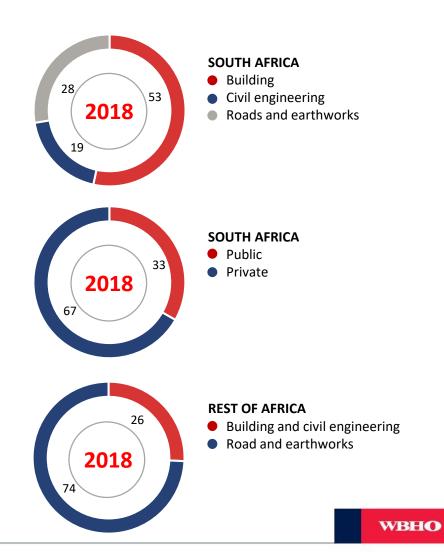
AU\$282m : Mixed-use development (NSW)

• AU\$110m : Residential (VIC)

# **PROJECT PIPELINE**

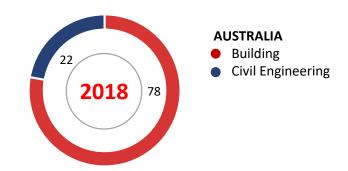
SOUTH AFRICA	Rm
Building	23 810
Public	4 220
Private	19 590
Civil engineering	8 440
Public	2 040
Private	6 400
Roads and earthworks	12 300
Public	8 550
Private	3 750
TOTAL	44 550

REST OF AFRICA	Rm
Building and civil engineering	7 660
Roads and earthworks	22 100
TOTAL	29 760

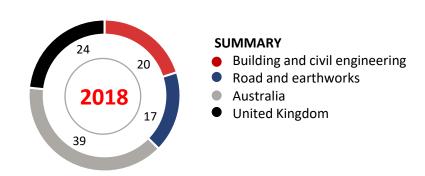


# **PROJECT PIPELINE**

AUSTRALIA	Rm
Building	68 050
Civil engineering	10 105
TOTAL	78 155



SUMMARY	Rm
Building and civil engineering	39 910
Roads and earthworks	34 400
Australia	78 155
United Kingdom	46 450
TOTAL	198 915



### **OUTLOOK**

#### **SOUTH AFRICA**

- Local construction industry in disarray likely consolidation
- Economy needs a healthy industry to drive infrastructure development and job creation
- Change in political leadership and structural reform of SOEs promising but unlikely to result in significant increase in public spending over the short term
- 12 month outlook for FY19 stable with current volume of work
- Building margins under increased pressure
- SANRAL expected to resume tender activity in FY19
- Mining infrastructure opportunities improving slowly

#### **REST OF AFRICA**

- Exit of key building clients from African market
- Negotiations with potential new clients challenging
- Award of first contract relating to Lesotho Highlands infrastructure imminent
- Gas-related infrastructure projects in Mozambique should enter market in next 12 months
- Mining activity in Botswana, Mozambique and Zambia improving
- · Limited activity from mining sector in West Africa

### **OUTLOOK**

#### **AUSTRALIA**

- Market sentiment remains positive, particularly within infrastructure sectors
- Smaller number of larger-scale building projects
- Consolidation of building business and renewed focus on project selection and delivery
- Potential to improve margin return with higher weighting of infrastructure projects

#### **UNITED KINGDOM**

- Improved order intake in Byrne Group over second six months of the year
- Restructuring complete and foundation laid for return to profitability
- Acquisition of Russells Limited strengthens UK footprint
- Russell Homes provides access to UK residential markets
- Strong leadership and proven track record of profitability within the new businesses
- Ability to bid on larger projects with support from WBHO

### **STRATEGY**

#### **FLEXIBILITY AND DIVERSIFICATION**

- Capability to pursue opportunities across numerous sectors and geographies
- Mitigates risk and reduces earnings volatility
- Evident in sustained growth and essentially consistent earnings over time throughout fluctuating building, civil and road markets

#### PROCUREMENT AND OPERATIONAL EXCELLENCE

- Strict procurement controls and tender evaluation
- Highly skilled and dedicated management teams
- Effective quality systems

#### REPUTATION AND RELATIONSHIPS

- Strong culture of delivery, professionalism and respect embedded within the group
- Responsive senior management with extensive industry experience
- High percentage of projects negotiated
- Instrumental in initiative to rebuild industry relationship with government

### **STRATEGY**

#### **CAPACITY AND TALENT MANAGEMENT**

- Ability to attract top talent and grow next generation of leaders
- Significant investment in training each year

#### SAFETY AND ENVIRONMENTAL MANAGEMENT

- Commitment to safeguard our employees and suppliers and minimise our impact on the environment
- Highest international standards ingrained on all sites
- Strong safety record

#### TRANSFORMATION AND LOCALISATION

- Fundamental to long-term sustainability
- Increased prevalence in the rest of Africa
- Transformation Exco implements and monitors programmes and performance within the group
- VRP committee established to drive and monitor performance against obligations
- Long-term strategic relationships with a number of emerging contractors
- Early engagement with communities to address local employment on projects

### **DISCLAIMER**

Certain statements contained within this presentation may be classified as forward-looking statements. Words, including but not limited to, "believe", "anticipate", "expect", "seek", "intend", "estimate", "project", "plan", or "predict" are used to identify such statements. Forward-looking statements, by their very nature, contain known and unknown risks as well as other uncertainties, the outcome of which may have a material impact on the future predictions expressed or implied therein.

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