



Full Year Results

2017

Andrew Wood, CEO



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FY2017 summary

\$33.5m

Statutory NPAT

June 2016: \$23.5m

\$500m

Annualized overhead savings delivered

\$766.7m

Net debt

December 2016: \$920.2m

\$123.2m

Underlying NPAT

June 2016: \$153.1m

\$163.7m

Cash flow in second half

\$5.1b

Backlog

June 2016: \$4.2b



Margins improved

- \$500m annualized overhead savings delivered
- Gross margin improved with better customer delivery



Balance sheet strengthening

- Cash flow of \$79m (\$164m H2)
- Net debt reduced by \$154m in second half
- Gearing 29.1%



Backlog increased

- Across all sectors
- Global Sales & Marketing group established



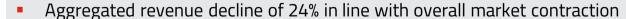
New strategic architecture implemented

Overview

FY2017 achievements



Financial results



- H2 revenue grew by 2% from H1
- Profitability supported by management action on costs
- Gross margin, EBIT and NPAT margins improved
- Positive operating cash flow despite reduced volumes and higher restructuring costs
- No final dividend



Delivering on overhead savings

- Delivered \$300m in annualised overhead savings in the year
- Final program delivered \$500m in savings, exceeding the initial program target of \$300m announced in February 2016
- Headcount stabilized



Operational highlights

- Global Sales & Marketing group established
- Large and strategic project win rate doubled
- Backlog increased over the year

Our FY2017 priorities

	Our priorities	FY2017 achievements
In the	Reduce internal costs	 Increased total delivery to \$500m in overhead savings program Staff utilization on target
	Improve customer delivery	 Gross margin improved Improved customer feedback on our performance Reshaped business lines
3	Optimize the portfolio	 14 offices divested or closed and two business divested Two offices opened at tier 1 client request
	Strengthen the balance sheet	Improved cash flowReduced net debtConserved capital

OneWay™ to Zero Harm

We aim for zero harm

Our safety performance is industry leading

- Employee Total Recordable Case Frequency Rate (TRCFR) for FY2017 was 0.08 (FY2016: 0.07).
- Employee, Contractor & Subcontractor and Partner TRCFR for FY2017 was 0.14 (FY2016: 0.17)
- The Hebron project was honored with the prestigious ExxonMobil Development Company (EMDC)
 President's Safety, Security, Health & Environment Award (SSHE) for the second year running

The Group's HSE Committee focus areas for FY2018

- HSE leadership and dialogue at all levels of the organisation
- Field risk management practices
- Serious Injury and Fatal Risk Safeguards
- Greenhouse gas emissions
- OneWay™ framework



Full year results 2017

Environment, social and governance commitments

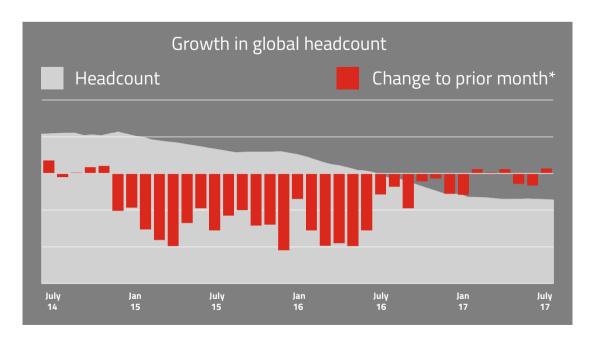
Corporate Responsibility progress

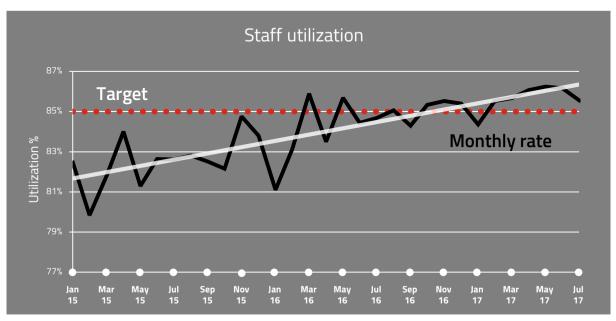
- Over 6,800 Group personnel participated in over 350 corporate responsibility activities across 22 countries.
- Employees volunteered 15,000 hours in FY2017
- FY2020 target for woman senior executives
 met 26% of senior executives are women
- Working with customers to understand the implications of the Paris Climate Agreement, including impact on climate-related financial and risk disclosures



21 newly recruited female engineers in WorleyParsons Saudi Arabia

Headcount stabilizing – above staff utilization target



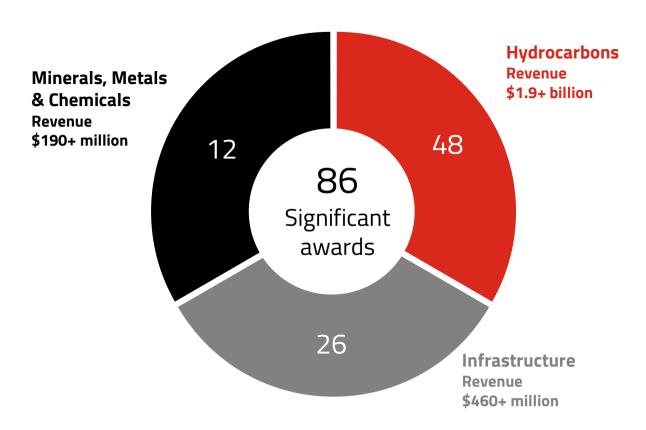


- Headcount stabilizing
- Business resized and reshaped for current market
- Staff utilization above target

- Maintained presence in 42 countries
- Closed or divested 14 offices
- Opened two new offices at request of global tier 1 customers

^{*} Headcount changes exclude South Africa Public Infrastructure and Cegertec divestments

Significant awards



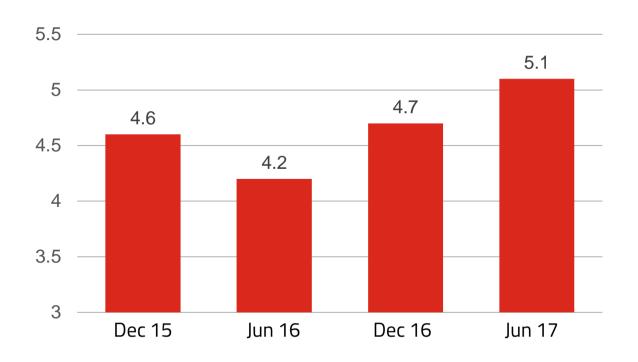
- New Global Sales and Marketing team delivering improved results
- Business development campaigns focused in sectors of strategic priority
- Win rate doubled

^{\$2.6+} billion in significant awards*

^{*} Significant awards represent contract awards of values that meet or exceed the individual sector anticipated EBIT earnings thresholds.

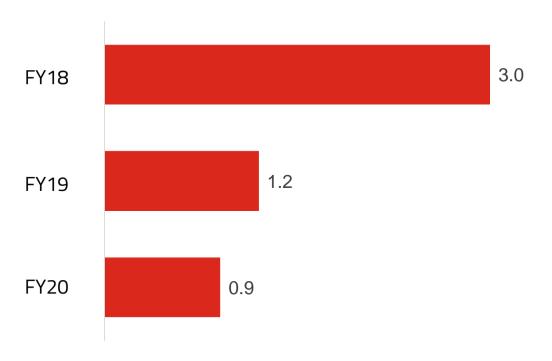
Backlog has increased

36 month backlog (\$b)



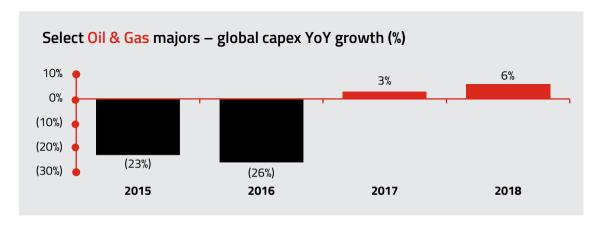
Approximate timing of backlog (\$b)

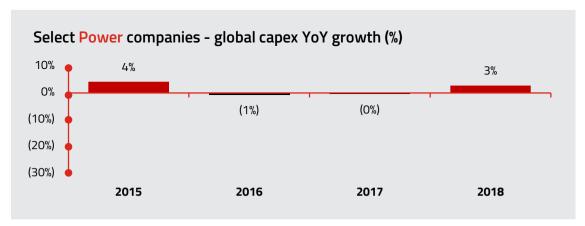
Backlog as at 30 June 2017



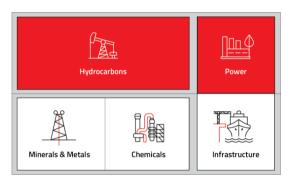
Strengthening customer capex budgets

Energy









- Resources
- Trend continues to indicate modest increases in global hydrocarbons capex
- Customer spending sensitive to their operational cash flow

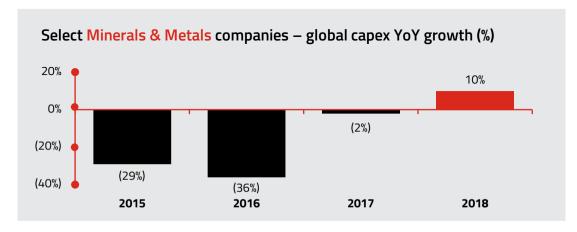
Source: FactSet. Broker consensus capex estimates for Anadarko Petroleum, BP, Canadian Natural Resources, Chevron, China Petroleum & Chemical, CNOOC, ConocoPhillips, Devon Energy, Eni, EOG Resources, ExxonMobil, Gazprom, Occidental Petroleum, Oil & Natural Gas Corp, PetroChina, Repsol, Rosneft, Royal Dutch Shell, Statoil, Suncor Energy, Surgutneftegas and Total as at 18 August 2017.

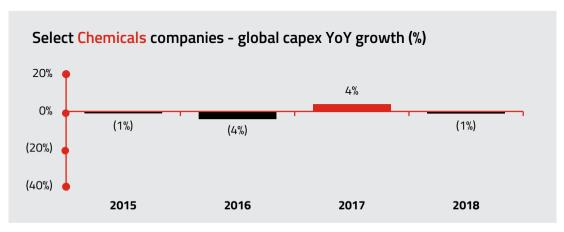
- Power company capex steady
- Significant local variations due to nature of industry

Source: FactSet. Broker consensus capex estimates for multiple utilities including companies such as AGL Energy, Calpine Corporation, Duke Energy, Electricite de France, Engie, PPL Corporation, Public Service Enterprise Group and Southern Company as at 9 August 2017.

Strengthening customer capex budgets

Resources





Energy





Hydrocarbons

- After several years of strong contraction, mining customers are indicating a modest return to spending
- We are seeing early signs of increase in spend

Source: FactSet. Broker consensus capex estimates for ALROSA, Anglo American, BHP Billiton, Fortescue Metals, Freeport-McMoRan, Fresnillo, Glencore, Norilsk Nickel, Norsk Hydro, Rio Tinto, South32, Southern Copper Corporation and Vale as at 18 August 2017.

- Chemicals customers' capex has been more resilient
- Spending hotspots move between geographies and sub-sectors

Source: FactSet. Broker consensus capex estimates for Arkema, BASF, Celanese, Chemours, Clariant, Dow Chemical Company, Du Pont, Eastman Chemical Company, Evonik Industries, Lanxess, LyondellBasell Industries, Mitsui Chemicals, Sasol, Saudi Basic Industries, Shin-Etsu Chemical, Sinopec, Solvay and Sumitomo Chemical as at 18 August 2017.

Our Infrastructure business predominantly delivers to our energy and resources customers



Power

New strategic architecture

Who we are

We help our customers meet the world's changing resources and energy needs.

- Biggest energy industry transition in 40 years, for which we are well positioned
- Disproportionate growth in emerging markets, where we have an enviable track record for impact
- Digital disruption of engineering putting a premium on innovative people with real world know-how

How we win



Viable and competitive business

- ensuring performance discipline by every unit of the organization
- maintaining a competitive cost structure and sustainable business (including GDC)
- current performance = future business



All our value to all our customers

- intensive group pursuit of large opportunities (increasing market share SWARM)
- intensive campaigns to take proven offerings to known customers (increasing market size – SPRINT)
- expanding our existing Integrated Solutions capability (fabrication, construction and Maintenance, Modification & Operations capability)

All focused on areas of strategic priority



Key player in the new world

- participating in the emerging resources & energy arenas
- enhance how we work through automation and digitization of core processes including talent management
- develop new commercial models that align our interests with our customers'

How we measure

Metrics

Balance Sheet / DSO Backlog TSR

Margin Customer Satisfaction EPS Growth

Strategic priorities

Horizon 1

Core growth



Onshore Conventional



Offshore



Heavy Oil & Oil Sands

Horizon 2

Growth Potential



Chemicals & Petrochemicals (Europe)



Minerals & Metals



Power – Fossil (Middle East, Africa & SE Asia)



Saudi Arabia



Maintenance, Modifications and Operations (MMO)

Horizon 3

Emerging markets & products



New Energy



Digital (Internal and External)



Belt & Road Initiative





Full Year Results 2017

Tom Honan Group Managing Director Finance, CFO

Statutory statement of financial performance

	30 June 2017 (\$m)	30 June 2016 (\$m)
REVENUE AND OTHER INCOME		
Professional services revenue	3,558.7	4,641.8
Procurement revenue	1,142.4	2,571.7
Construction and fabrication revenue	502.8	561.6
Interest income	7.1	8.8
Other income	9.6	6.2
Total revenue and other income	5,220.6	7,790.1
EXPENSES		
Professional services costs	(3,364.6)	(4,446.6)
Procurement costs	(1,135.4)	(2,558.0)
Construction and fabrication costs	(444.0)	(513.8)
Global support costs	(103.3)	(115.0)
Other costs	(40.2)	(16.7)
Borrowing costs	(75.9)	(68.8)
Total expenses	(5,163.4)	(7,718.9)
Share of net profit/(losses) of associates accounted for using the equity method	3.6	(2.3)
Income tax expense	(4.6)	(20.3)
Profit after income tax expense	56.2	48.6
PROFIT AFTER INCOME TAX ATTRIBUTABLE TO MEMBERS OF WORLEYPARSONS LTD	33.5	23.5
EARNINGS BEFORE INTEREST AND TAX	129.6	128.9

Reconciliation of statutory to underlying NPAT result

Adjusted for non-trading items

	FY2017(\$m)	FY2016 (\$m)
Statutory result	33.5	23.5
Additions (pre-tax)		
Staff restructuring costs	59.2	76.8
Onerous lease contracts	24.2	86.4
Onerous engineering software licences	3.2	14.3
Other restructuring costs	38.9	4.6
Net loss on sale of assets held for sale	0.4	12.1
Impairment of associate intangibles	2.3	-
Sub-total additions	128.2	194.2
Subtractions (pre-tax)		
Net gain on revaluation of investments previously accounted for as joint operations	-	(4.5)
Certain functional currency related foreign exchange gains	-	(15.9)
Sub-total subtractions	-	(20.4)
Tax effect of Additions and Subtractions	(38.5)	(44.2)
Underlying Net Profit After Tax ¹	123.2	153.1

^{1.} The underlying EBIT result excludes staff restructuring costs, other restructuring costs, onerous lease contracts, onerous engineering software licences, write-down of investment in equity accounted associates, impairment of associate intangibles, net loss on assets held for sale, certain functional currency related foreign exchange gains and net gain on revaluation of investments previously accounted for as joint operations. The underlying NPAT result excludes these items and the related tax effect.



FY2017 key financials

Statutory Results	FY2017	FY2016	vs. FY2016
Total revenue (\$m)	5,220.6	7,790.1	(33.0%)
EBIT (\$m)	129.6	128.9	0.5%
Net profit after tax (\$m)	33.5	23.5	42.6%
Basic EPS (cps)	13.5	9.5	42.1%
Final dividend (cps)	-	-	
Operating cash flow	78.9	192.0	(58.9%)
Underlying result	FY 2017	FY2016 (Restated)	vs. FY2016 (Restated)
Aggregated revenue ¹ (\$m)	4,377.0	5,725.9	(23.6%)
Underlying EBIT ² (\$m)	257.8	302.7	(14.8%)
Underlying EBIT margin	5.9	5.3	0.6рр
Underlying net profit after tax (\$m)	123.2	153.1	(19.5%)
Underlying NPAT margin	2.8	2.7	0.1pp
Underlying basic EPS (cps)	49.7	61.8	(19.6%)
Underlying operating cash flow	180.2	279.1	(35.4%)

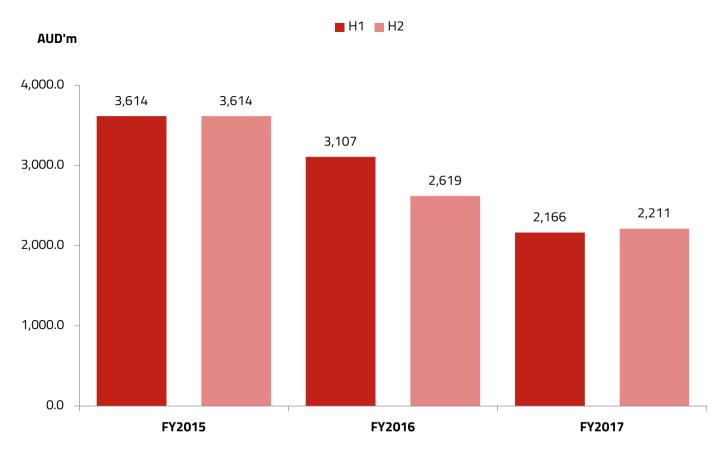
- Revenue down in line with market contraction
- Overhead savings driving improved underlying EBIT and NPAT margins
- Positive operating cash flow

¹ Refer to slide 43 of the Supplementary slides for the definition of Aggregated revenue.

² The underlying EBIT result excludes staff restructuring costs, other restructuring costs, onerous lease contracts, onerous engineering software licences, write-down of investment in equity accounted associates, impairment of associate intangibles, net loss on assets held for sale, certain functional currency related foreign exchange gains and net gain on revaluation of investments previously accounted for as joint operations. The underlying NPAT result excludes these items and the related tax effect.

Aggregated revenue

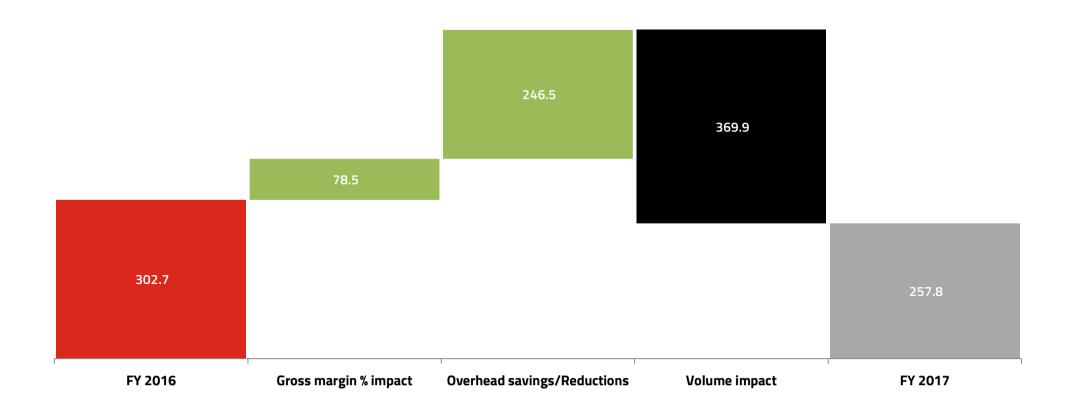
Half on half revenue



Second half revenue 2% above first half

Underlying Group EBIT evolution

Realize our future program reduced impact of market contraction



Segment result

By business line

	FY2017	FY2016 (Restated)	vs. FY2016 (Restated)
Aggregated Revenue (\$m)	4,377.0	5,725.9	(23.6%)
Services	2,681.1	3,630.8	(26.2%)
Major Projects & Integrated Solutions (MP&IS)	1,213.4	1,434.2	(15.4%)
Advisian	482.5	660.9	(27.0%)
Segment results¹ (\$m)	374.8	439.2	(14.7%)
Services	242.8	265.9	(8.7%)
Major Projects & Integrated Solutions (MP&IS) Advisian	119.5 12.5	127.6 45.7	(6.3%) (72.6%)
Segment results (%)	8.6%	7.7%	0.9 pp
Services	9.1%	7.3%	1.8 pp
Major Projects & Integrated Solutions (MP&IS)	9.8%	8.9%	0.9 pp
Advisian	2.6%	6.9%	(4.3 pp)

- Services result supported by favourable project outcomes in Europe, Middle East and Africa (EMEA)
- Major Projects and Integrated Solutions (MP&IS) margin improvement driven by result in Cord and a number of our largest projects
- Advisian weakness driven by difficult trading conditions in Americas Hydrocarbons and investment in Digital Enterprise and New Energy
- Advisian second half margin improved to >4%

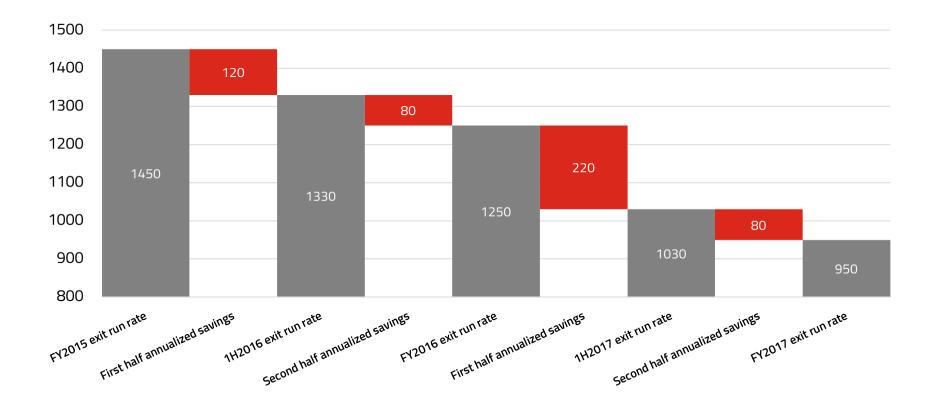




Full Year Results 2017

Realize our future

\$500 million cost savings



- Delivered program total of \$500m of annualised overhead savings, ahead of initial target of \$300m
- Savings generated in IT and third party spend, reduction of property and optimizing the functional support structure

Strengthening the balance sheet

Clear focus to improve balance sheet metrics

- Cash conservation measures
 - Lowered capital expenditure
 - No dividend payments
 - Reduced M&A spend

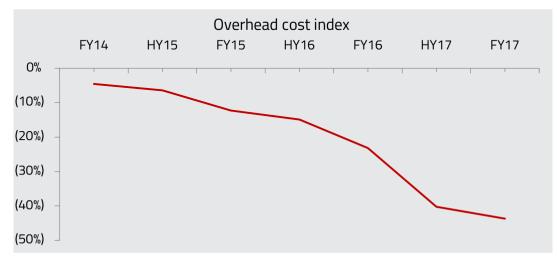
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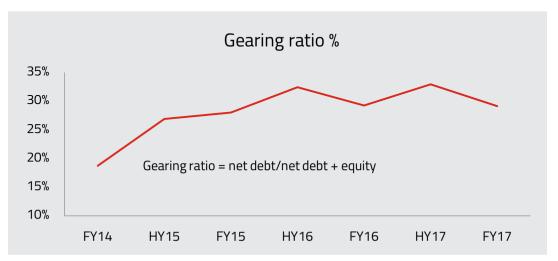
- DSO has reduced across the company
- Collections in line with expectations from the four state owned enterprises
- Cash required for restructuring will decrease
- We remain committed to our medium term balance sheet targets

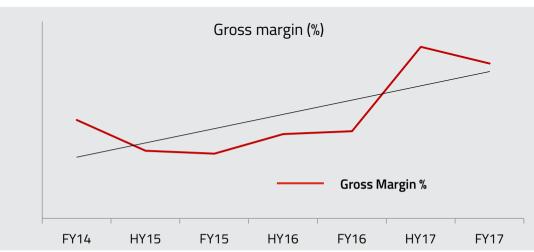
	FY17 \$m	FY15 \$m	Cash Conserved \$m
Capex	45	89	44
Dividends	-	209	209
M&A	19	106	87
Total	64	404	340

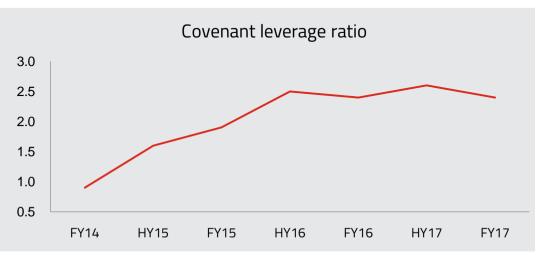
Key indicators

Heading in right direction











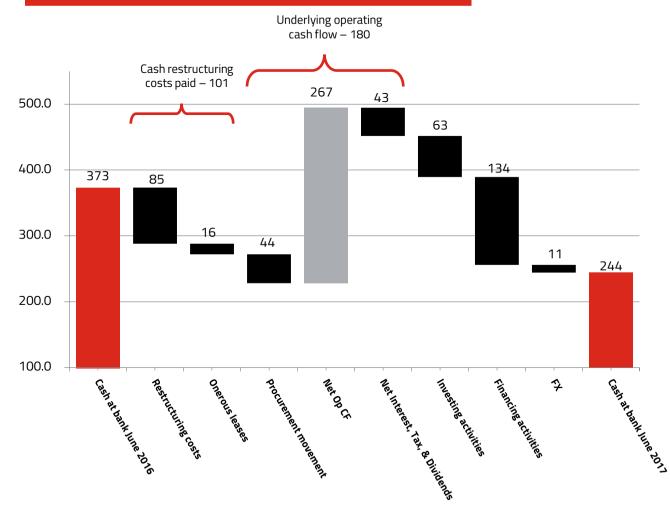


Full Year Results 2017

Capital management

Cash flow

Impact of restructuring



- Strong improvement in cash flow in second half
- Receivables from the four state owned customers we flagged at half year reduced from \$230m to \$150m
- Underlying operational cash flow \$180m
- \$101m of cash out for restructuring costs

27 27

Gearing metrics

Current balance sheet metrics

	FY2017	HY2017
Gearing ratio ¹ %	29.1%	32.9%
Facility utilization ² %	60.0%	56.7%
Average cost of debt %	4.8%	5.0%
Total liquidity³ (\$m)	981	1,212
Average maturity (years)	2.1	2.4
Interest cover (times)4 %	4.3x	5.5x
Net debt \$m	766.7	920.2
Net Debt/EBITDA (times) ³	2.4x	2.6x

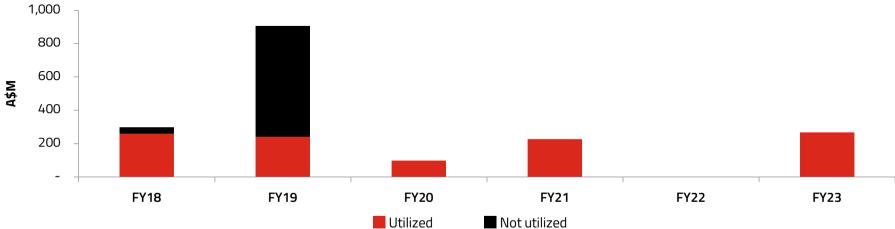
- 1. Net debt to net debt+equity
- 2. Loans, finance lease and overdrafts
- 3. Available facilities plus cash
- 4. As defined for debt covenant calculations

- Gearing within target band and <30%
- Net debt reduction of \$153.5 in second half
- More than \$900m liquidity

Liquidity

Core debt facility

Debt facility utilization and maturity profile \$m



Refinancing activities

- All core FY19 maturities addressed this calendar year
- Positive discussions held with Banks to launch a syndicated facility
- Terms expected to be similar to existing syndicated facility
- Maintain strong liquidity position and average tenor targeted to lengthen to >3 years





Full Year Results 2017

Outlook

Concluding remarks

Progress in last 12 months



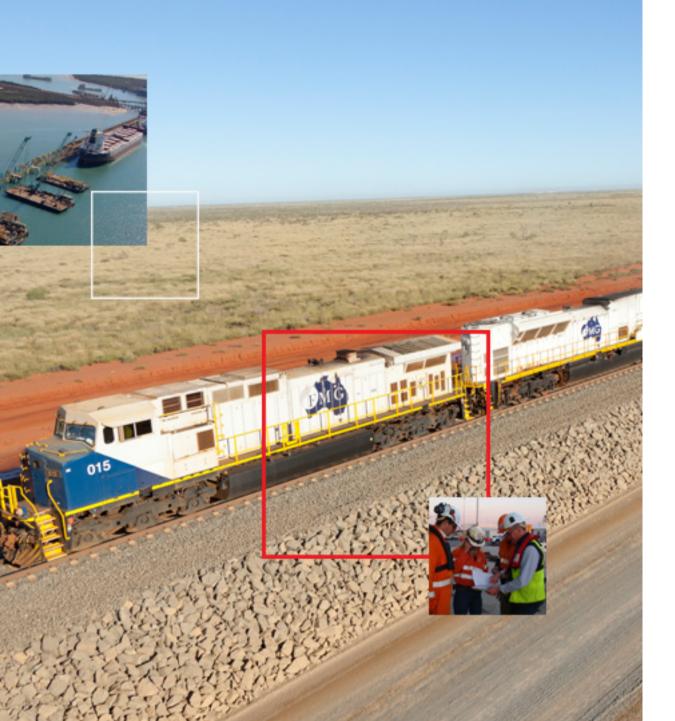
- Our markets appear to be at an inflexion point
- Revenue increase delivered in second half
- Increased program total to \$500m of annualised costs removed
- Margin improvement at all levels
- Strong cash result in second half
- Backlog has increased
- Strategic architecture implemented

Group outlook



We are beginning to see increased activity from our energy and resource customers despite the constrained resource price environment. While increased backlog provides support for the near term, the medium term revenue outlook remains uncertain.

Our focus on costs will continue, while ensuring the sustainability of the cost savings already achieved. It is expected the benefits of the overhead savings achieved in FY2017 will be reflected in FY2018 earnings. We also expect our balance sheet metrics to continue to improve.





Full Year Results 2017

Q&A







Full Year Results 2017

Supplementary information

Segment result

By region

	FY2017	FY2016 (Restated)	vs. FY2016 (Restated)
Aggregated Revenue (\$m)	4,377.0	5,725.9	(23.6%)
APAC	1,064.8	1,366.7	(22.1%)
EMEA	1,577.6	1,892.4	(16.6%)
AM	1,734.6	2,466.8	(29.7%)
Operational EBIT (\$m)	374.8	439.2	(14.7%)
APAC	96.3	114.3	(15.7%)
EMEA	161.5	172.0	(6.1%)
AM	116.9	153.0	(23.6%)
Operational EBIT (%)	8.6%	7.7%	0.9 pp
APAC	9.0%	8.4%	0.6 pp
EMEA	10.2%	9.1%	1.1 pp
AM	6.7%	6.2%	0.5 pp

- Revenue declines in all regions driven by projects completing and slow ramp up of new work
- EMEA margins supported by favourable project close outs
- Americas result down on continued difficult market conditions

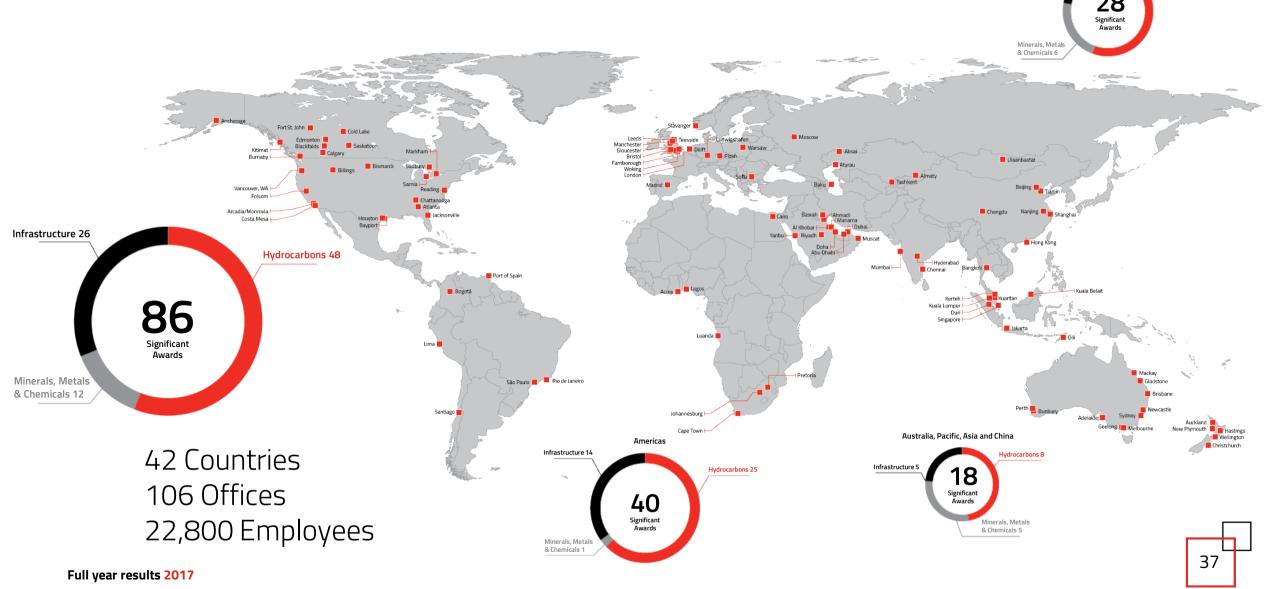
Segment result

By sector

		EV2046	EV.2046
	FY2017	FY2016 (Restated)	vs. FY2016 (Restated)
Aggregated Revenue (\$m)	4,377.0	5,725.9	(23.6%)
Hydrocarbons	3,105.6	4,099.9	(24.3%)
Professional Services ¹	2,602.8	3,538.3	(26.4%)
Construction & Fabrication	502.8	561.6	(10.5%)
Minerals, Metals & Chemicals	441.4	642.5	(31.3%)
Infrastructure	830.0	983.5	(15.6%)
Operational EBIT (\$m)	374.8	439.2	(14.7%)
Hydrocarbons	311.3	339.4	(8.3%)
Professional Services ¹	247.4	269.7	(8.3%)
Construction & Fabrication	63.9	69.8	(8.5%)
Minerals, Metals & Chemicals	16.7	39.9	(58.1%)
Infrastructure	46.8	59.9	(21.9%)
Operational EBIT (%)	8.6%	7.7%	0.9 pp
Hydrocarbons	10.0%	8.3%	1.7 pp
Professional Services ¹	9.5%	7.6%	1.9 pp
Construction & Fabrication	12.7%	12.4%	0.3 pp
Minerals, Metals & Chemicals	3.8%	6.2%	(2.4 pp)
Infrastructure	5.6%	6.1%	(0.5 pp)

- Upstream Oil and Gas remains the largest segment in Hydrocarbons sector
- Infrastructure result supported by projects in new energy, nuclear and transport offset by declines in Australia and higher competition
- Minerals and Metals market has been challenging in spite of recent rises in some commodity prices
- Chemicals improvement in the US could not offset declines in China

Global operations and significant contract awards



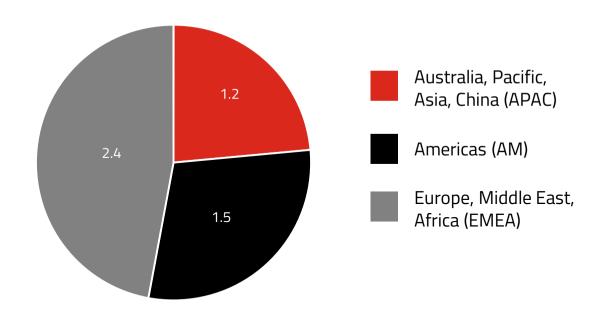
Furone Middle Fast

Hydrocarbons 15

Backlog has increased

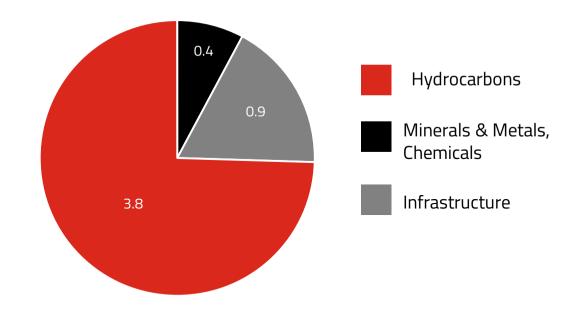
Backlog by region

as at 30 June 2017



Backlog by sector

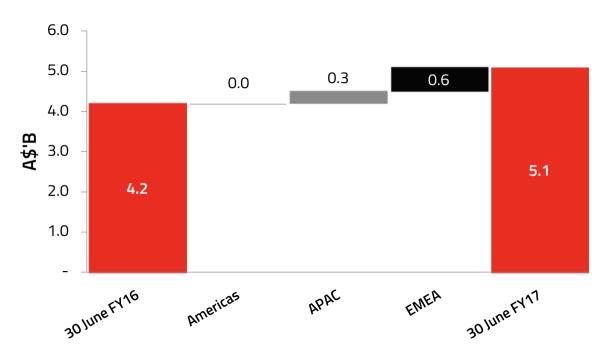
as at 30 June 2017



Backlog has increased

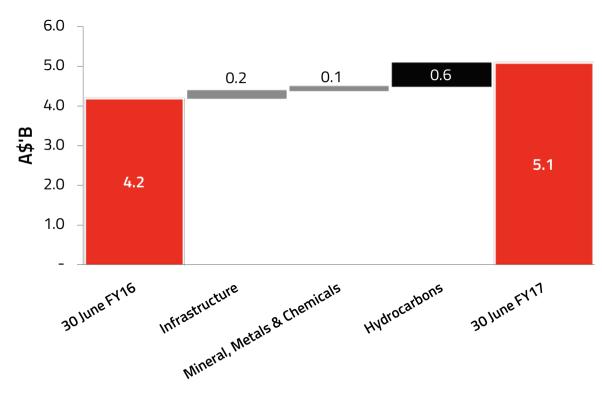
Backlog by region

as at 30 June 2017



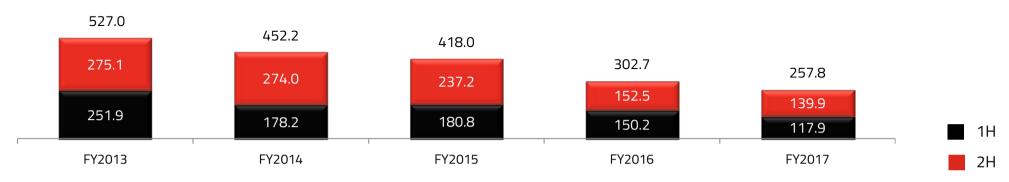
Backlog by sector

as at 30 June 2017

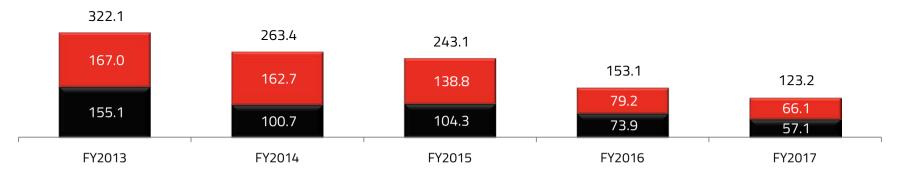


Underlying earnings profile

Group underlying EBIT \$m

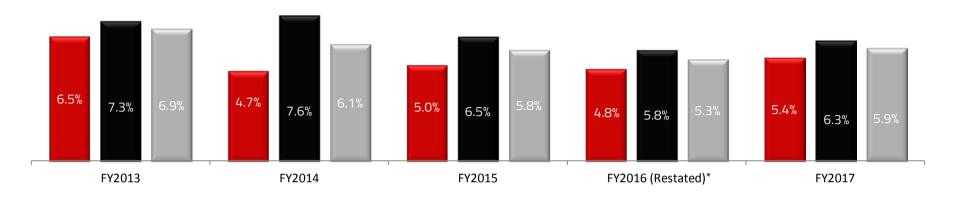


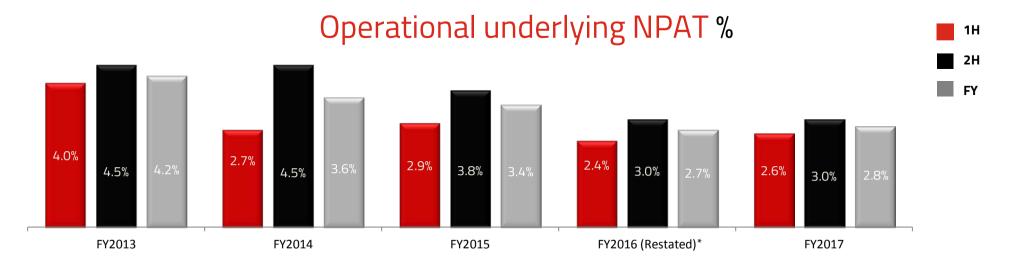
Group underlying NPAT \$m



Margin profile

Operational underlying EBIT %

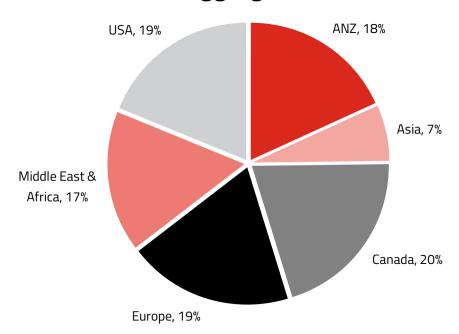


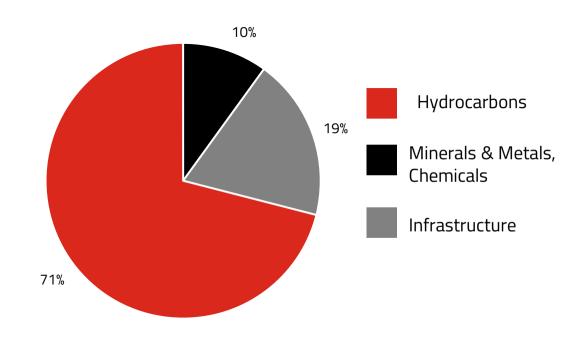




Revenue split

Contribution to aggregated revenue (%)





 Contribution from all regions and sectors not significantly changed

Revenue reconciliation

	FY2017 (\$m)	FY2016 (\$m)	vs. FY2016
Revenue and other income	5,220.6	7,790.1	(33.0%)
Less: Procurement revenue at nil margin	(826.2)	(2,226.4)	(62.9%)
Less: Pass through revenue at nil margin	(229.0)	(167.0)	37.1%
Plus: Share of revenue from associates	218.7	342.5	(36.1%)
Less: Interest income	(7.1)	(8.8)	(19.3%)
Less: Net gain on revaluation of investments previously accounted for as joint operations	-	(4.5)	(100.0%)
Aggregated revenue*	4,377.0	5,725.9	(23.6%)
Professional services	3,548.4	4,805.1	(26.2%)
Construction and fabrication	502.8	561.6	(10.5%)
Procurement revenue at margin	316.2	357.5	(11.6%)
Other income	9.6	1.7	464.7%

^{*}Aggregated revenue is defined as statutory revenue and other income plus share of revenue from associates, less procurement revenue at nil margin, pass-through revenue at nil-margin, interest income and net gain on revaluation of investments previously accounted for as joint operations. The Directors of WorleyParsons Limited believe the disclosure of the share of revenue from associates provides additional information in relation to the financial performance of WorleyParsons Limited Group.

EBIT reconciliation

	FY2017 (\$m)	FY2016 (\$m)
EBIT	129.6	128.9
Less: net gain on revaluation of investments previously accounted for as joint operations	_	(4.5)
Add: staff restructuring costs	59.2	76.8
Add: onerous lease contracts	24.2	86.4
Add: onerous engineering software licences	3.2	14.3
Add: other restructuring costs	38.9	4.6
Add: net loss on sale of assets held for sale	0.4	12.1
Add: impairment of associate intangible assets	2.3	-
Less: certain functional currency related foreign exchange gains	-	(15.9)
Underlying EBIT*	257.8	302.7



^{*} The underlying EBIT result excludes staff restructuring costs, other restructuring costs, onerous lease contracts, onerous engineering software licences, write-down of investment in equity accounted associates, impairment of associate intangibles, net loss on assets held for sale, certain functional currency related foreign exchange gains and net gain on revaluation of investments previously accounted for as joint operations.

Cash flow

	FY2017 (\$m)	FY2016 (\$m)
EBIT	129.6	128.9
Add: Depreciation, amortization	80.8	90.1
Less: Interest and tax paid	(45.8)	(118.4)
Less: Working capital/other	(85.7)	91.4
Net cash inflow from operating activities	78.9	192.0
Cash restructuring costs paid	101.3	87.1
Underlying operating cash flow	180.2	279.1
Net procurement cash outflow / (inflow)	43.8	22.2
Underlying operating cash flow net of procurement cash flows	224.0	301.3

- Strong improvement in second half
- Working capital utilized for restructuring costs and development of Advisian
- We remain committed to our cash targets

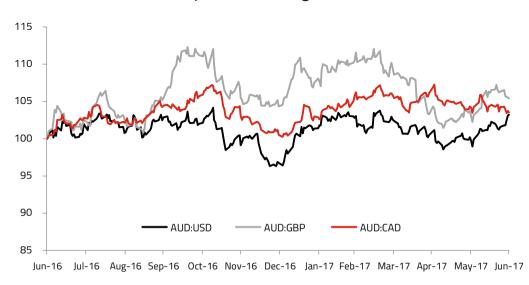
Liquidity and debt maturity

Liquidity Summary \$m	FY2017	FY2016	change
Loan, finance lease & overdraft facilities	1,835	2,182	(15.9%)
Less: facilities utilized	(1,106)	(1,244)	(11.1%)
Available facilities	729	938	(22.3%)
Plus: cash	252	373	(32.4%)
Total liquidity	981	1,311	(25.2%)
Bonding facilities	1,117	1,159	(3.6%)
Bonding facility utilization	51%	56%	(5.0pp)

 Sufficient liquidity, bonding and debt facilities

FX translation impact

Movement in major currencies against AUD (indexed)



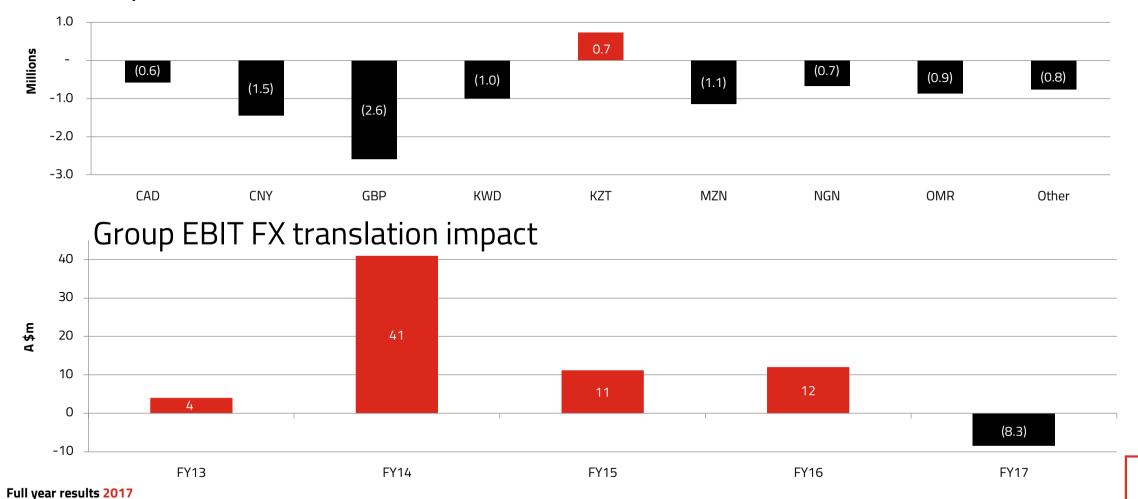
Currency	AUD \$m NPAT translation impact of 1c Δ
AUD:USD	(0.2)
AUD:GBP	0.6
AUD:CAD	(0.2)

Currency	Average exchange rate movement	Spot exchange rate movement
BRL	(9.8%)	6.0%
CAD	3.7%	3.5%
CNY	9.7%	5.0%
EUR	5.4%	0.0%
GBP	22.0%	5.6%
NOK	3.7%	3.4%
SGD	3.8%	5.5%
USD	3.6%	3.1%
KZT	15.3%	(2.1%)

Currency	FY2017	FY2016	change
AUD:USD	75.4	72.8	3.6%
AUD:GBP	59.5	49.1	21.2%
AUD:CAD	100.1	96.5	3.7%

Foreign exchange

Impact total EBIT



Acronyms

APAC – Australia Pacific Asia China

AM – Americas

CPS - Cents Per Share

DSO - Day Sales Outstanding

EBIT – Earnings Before Interest and Tax

EBITDA – Earnings Before Interest and Tax, Depreciation and Amortization

EMEA - Europe, Middle East and Africa

EPS – Earnings Per Share

FY - Financial Year

GDC – Global Delivery Centers

GSA – General Services Agreement

HSE – Health Safety and Environment

HY – Half Year

IT – Information Technology

M&A – Mergers & Acquisitions

MP&IS - Major Projects & Integrated Solutions

MSA – Master Service Agreement

NPAT – Net Profit After Tax

0&M – Operations and Maintenance

PMC - Project Management Consultant/Consultancy

YoY - Year on Year



WorleyParsons

resources & energy