

Austin Engineering Limited

1H19 Results Presentation

27 February 2019



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Agenda

- Overview
- Analysis of Financial Results
- Review of Operations
- Innovation Update
- Market Outlook and Guidance
- Appendices

Overview

Debt reduction and improved operating cash flow

- Operating cash inflows of \$10.7 million driving \$12.4 million reduction in net debt from 30 June 2018
- Improved payment terms with key global clients
- Further debt reductions completed in January 2019 and February 2019

Restructuring of non-core assets continues

- Sale of former Peru operating facility and a number of surplus assets following the closure of Muswellbrook, NSW operations in 1H19
- Sale of a portion of cranes and the crane operating facility in Chile as well as the sale and leaseback of the Aust Bore property in Mackay since 31 December 2018

Operational improvements

- Improved results from USA and Indonesian facilities provide more evenly balanced earnings across global operations and commodities
- Productivity gains achieved through actions from the Production Efficiency Group (PEG) – the PEG consists of a cross functional group of experts sourced across Austin globally
- New management team at our USA facility has driven material cost savings through efficiencies, the highest beneficiary of PEG outcomes to date

Moving to sustainable growth in earnings

- 1H19 EBITDA of \$11.4 million from continuing operations, a significant reduction in one-off expenditure following extensive restructuring in previous periods
- Statutory profit before tax of \$6.9 million, up 157% on pcp

Analysis of Financial Results

Chief Financial Officer: Sam Cruickshank

Financial Performance: Normalised

Six months ending		31 Dec 2018	30 Jun 2018	31 Dec 2017	Dec to Dec % Change
Revenue	\$M	122.1	128.3	146.9	(17%)
Gross profit	\$M	30.8	32.3	35.2	(13%)
Gross margin	%	25.2%	25.2%	24.0%	5%
EBITDA	\$M	11.0	8.9	11.5	(4%)
EBITDA margin	%	9.0%	6.9%	7.8%	15%
Depreciation and amortisation	\$M	(2.8)	(3.8)	(3.7)	(24%)
EBIT	\$M	8.2	5.1	7.8	5%
EBIT margin	%	6.7%	4.0%	5.3%	26%
Net interest expense	\$M	(1.8)	(2.0)	(2.3)	(22%)
PBT	\$M	6.4	3.1	5.5	16%
Tax Expense	\$M	(1.9)	(0.9)	(1.7)	16%
NPAT	\$M	4.5	2.2	3.9	16%
EPS (cents)	C	0.78	0.37	0.67	16%

- Revenue decreased by 17% compared to 1H18 (pcp) due to:
 - Closure of Hunter Valley operations
 - Significant restructure of Australian Site Services
 - Termination of low margin site contracts in South America
- EBITDA of \$11.0 million declined 4% on pcp, consistent with the reduced asset base as Austin continued to restructure and sell non-core assets
- EBITDA margins increased from 7.8% in pcp to 9.0% as productivity improved due to:
 - restructure/closure of low margin businesses
 - reduced overheads
 - business process efficiencies
- Depreciation and amortisation reduced due to impairments at 30 June 2018 and asset disposals
- Net interest expense fell 22% as the Group continues to reduce net debt on improved terms

Results reflect continuing operations, variance compares 1H19 with 1H18

Financial Performance: Statutory

Six months ending		31 Dec 2018	30 Jun 2018	31 Dec 2017	Dec to Dec % Change
Revenue	\$M	122.1	128.3	146.9	(17%)
Gross profit	\$M	30.8	32.3	35.2	(13%)
Gross margin (%)	%	25.2%	25.2%	24.0%	5%
Indirect costs	\$M	(19.8)	(23.7)	(23.7)	(17%)
Impairment	\$M	–	(5.7)	–	–
One-off net gain/(costs)	\$M	0.4	(3.6)	(1.9)	(121%)
EBITDA	\$M	11.4	(0.7)	9.6	19%
EBITDA margin	%	9.3%	(0.1%)	6.5%	43%
Depreciation and amortisation	\$M	(2.8)	(3.8)	(3.7)	(24%)
EBIT	\$M	8.6	(4.4)	5.9	46%
Net interest expense	\$M	(1.8)	(2.0)	(3.2)	(44%)
PBT	\$M	6.8	(6.5)	2.7	157%
Tax (Expense)/Credit	\$M	(2.0)	0.1	1.7	(216%)
NPAT	\$M	4.8	(6.4)	4.4	10%
EPS (cents)	C	0.84	(1.10)	0.76	11%

One-off net gain:

- Net gains on sale of assets during 1H19 of \$1.5 million from the sale of Peru's former operating property and assets sold following the closure of Hunter Valley
- Redundancy and other costs of \$1.1 million, mainly in South America

PBT:

- Statutory PBT increased 157%, primarily due to a reduction of non-recurring costs compared to prior periods

NPAT:

- NPAT increased 10% on pcp which benefited from a large tax credit arising from the recognition of additional tax losses within deferred tax

Results reflect continuing operations, variance compares 1H19 with 1H18

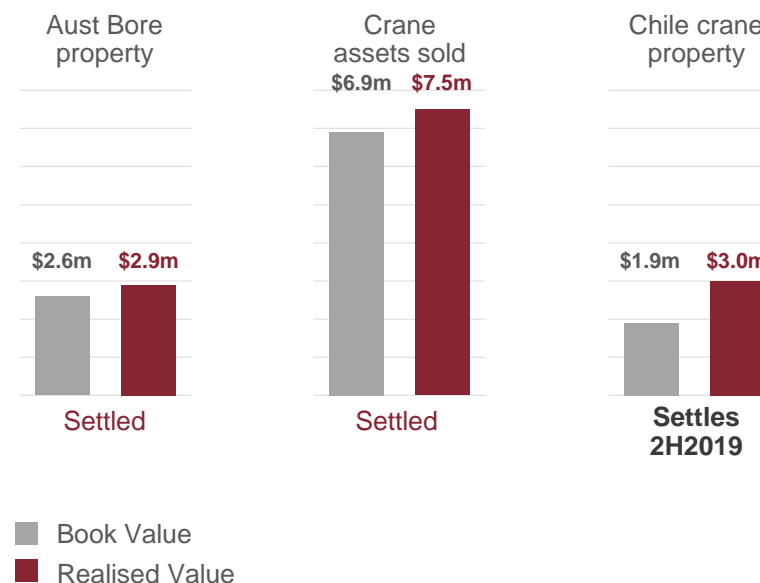
Asset Sales

\$M	Book Value	Realised Value*
Chile Crane Business		
Property	1.9	3.0
Crane assets sold	6.9	7.5
Crane assets still for sale	5.6	
Other Assets Held for Sale		
Aust Bore property	2.6	2.9
Hunter Valley property	1.6	
Peru office property	0.9	
Total	19.5	13.4

- Austin disclosed assets totalling \$19.5 million as held for sale at 31 December 2018
- Sales have since been completed or been agreed for total proceeds of \$13.4 million for assets with a book value of \$11.4 million. The majority of these proceeds have or will be used to repay debt
- The majority of remaining assets are expected to be sold before 30 June 2019, for amounts at or above their combined book value of \$8.1 million

* Agreed proceeds on sale based on contractual agreements entered into subsequent to 31 December 2018

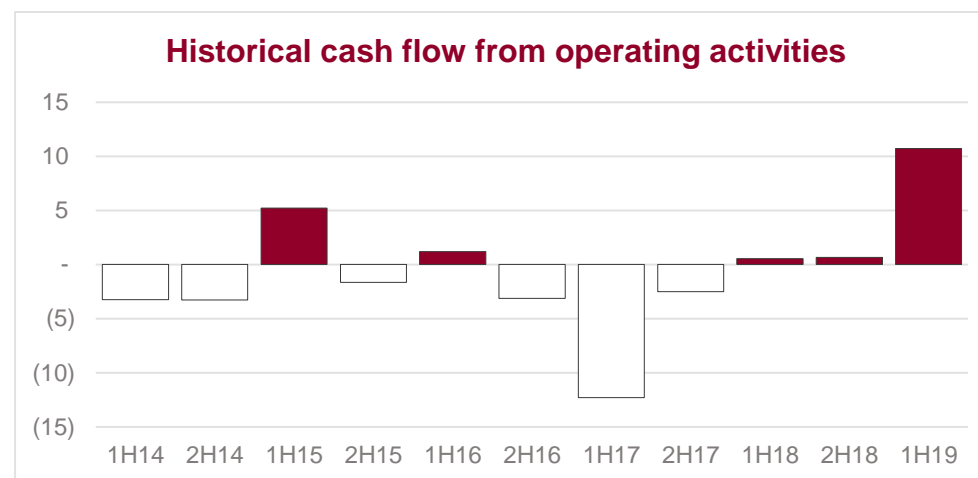
Agreed sales settling subsequent to 31 Dec 2018



Cash Flow

\$M	Six months ending		
	31 Dec 2018	30 Jun 2018	31 Dec 2017
Cash flows from operating activities			
NPAT	2.3	(15.9)	4.0
Add:			
• Depreciation and amortisation	3.1	5.4	5.4
• Impairments	–	17.7	–
• Movement in working capital	(0.2)	(3.2)	(4.0)
• Other movements	5.5	(3.4)	(4.8)
Cash from operations	10.7	0.6	0.6
Cash flows from investing activities			
Proceeds from sale of property, plant and equipment	4.2	2.0	1.2
Purchase of property, plant and equipment	(2.4)	(1.9)	(1.3)
Cash from / (used in) investing activities	1.8	0.1	(0.1)
Cash flows from financing activities			
Net (repayment) / inflow of borrowings	(9.8)	(0.9)	1.3
Cash (used in) / from financing	(9.8)	(0.9)	1.3
Net cash flows	2.7	(0.2)	1.8

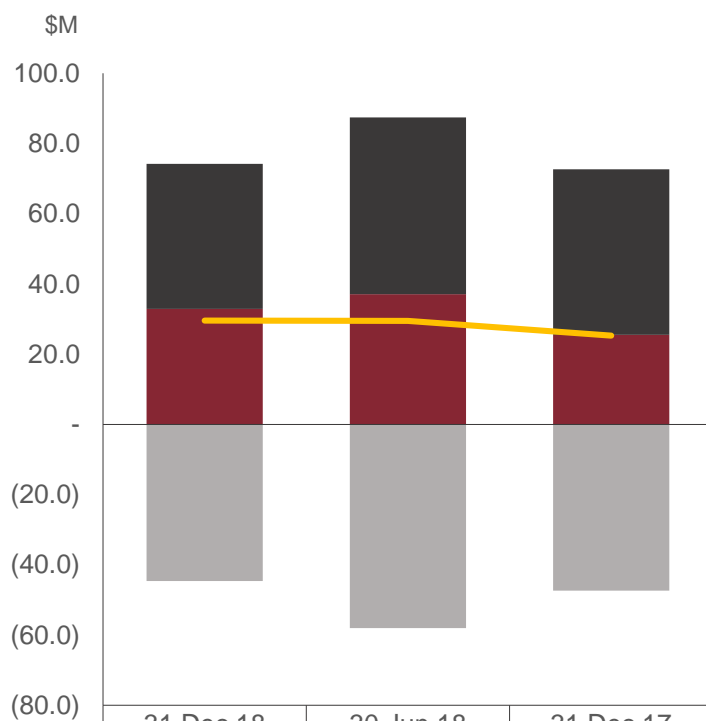
Cash flows reflect continuing and discontinued operations, as such certain amounts will not reconcile to performance statements above, which are shown on a continuing basis



- Marked improvement in operating cash flow for the period due to a reduction of non-recurring expenditure and improved discipline in management of working capital and ‘other movements’:
 - ‘other movements’ mainly relate to a reduction in accrued income from long-term contracts, together with movements in deferred tax balances
 - proceeds on disposal of assets include the sale of Peru’s former operating facility and surplus assets following the closure of the Hunter Valley operations
- Cash flows were mainly directed towards repayment of debt

Working Capital

	As at 31 Dec 2018	As at 30 Jun 2018	As at 31 Dec 2017
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	31 Dec 18	30 Jun 18	31 Dec 17
Receivables	41.3	50.4	47.1
Inventory	32.9	37.1	25.5
Payables	(44.7)	(58.0)	(47.3)
Net working capital	29.6	29.5	25.3

Tight management of working capital remains a key focus for the business.

Net working capital at 31 December 2018 increased by \$4.3 million on pcp to \$29.6 million due to:

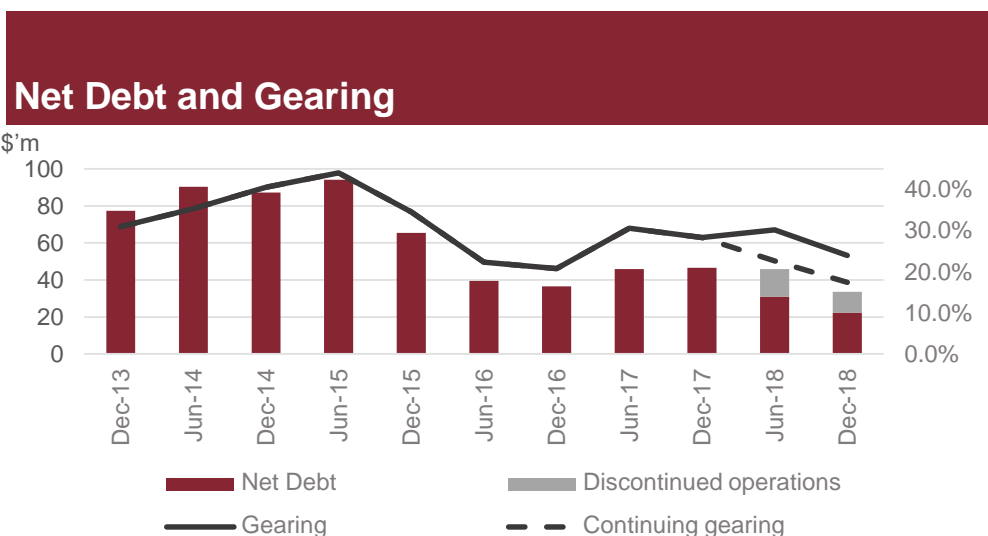
- Receivables (-12%)
 - reduction of revenue (-17%) and improved payment terms with key global clients
- Group Inventory (+29%)
 - decreased on the prior half by 11% following a timing difference at 30 June 2018 but increased on 1H18 due to increased works in progress
- Group Payables (-5%)
 - reduced in excess of reduction in expenditure, predominantly as a result of a timing difference at 30 June 2018

Balance Sheet

Gearing Summary		As at 31 Dec 2018	As at 30 Jun 2018
Total Assets	\$M	202.6	223.8
Total Shareholders Funds	\$M	106.7	104.2
Facilities related to continuing and discontinued operations			
Net Debt	\$M	33.5	45.9
Net Debt to Net Debt plus Equity	%	23.9%	30.6%
Net Debt : Normalised EBITDA ¹	times	1.26	1.98
Facilities related to continuing operations only			
Net Debt	\$M	22.3	31.0
Net Debt to Net Debt plus Equity	%	17.3%	22.9%
Net Debt : Normalised EBITDA ¹	times	0.84	1.52

- Net cash position of \$8.3 million
- Net debt decreased during 1H19 by \$12.4 million, to \$33.5 million
- Net debt from continuing operations : Normalised EBITDA¹ less than 1.0 times
- Further reductions in debt have been achieved since 31 December as a result of:
 - Sale of Chile crane assets (~\$6 million²)
 - Sale of Chile crane property (~\$2-3 million²)
 - Sale and lease back of Aust Bore property (~\$3 million²)
- Utilisation of funds from other asset sales will be considered in respect to accretive internal capital projects, debt reduction and other capital management allocations

¹ Normalised EBITDA for the current period is taken as the mid-point of FY2019 Guidance
² Amounts relate to expected reductions in debt



Net debt		As at 31 Dec 2018	As at 30 Jun 2018
Australian senior debt	\$M	10.9	12.5
Australian working capital	\$M	8.7	10.0
USA working capital	\$M	5.3	8.5
South American facilities – ongoing	\$M	5.7	5.3
South American facilities – discontinued	\$M	11.2	15.2
Utilised facilities	\$M	41.8	51.5
Less cash	\$M	(8.3)	(5.6)
Net Debt	\$M	33.5	45.9

Review of Operations

Managing Director: Peter Forsyth

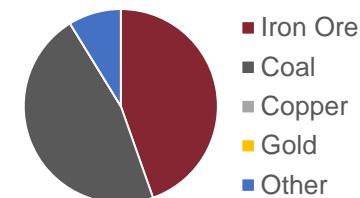
1H19 Australia

Australia

Brisbane
Perth
Mackay
Hunter Valley



Six months ending		31 Dec 2018	30 Jun 2018	31 Dec 2017
Revenue	\$M	58.5	59.0	65.0
EBITDA (normalised)	\$M	4.7	4.4	3.5
EBITDA margin	%	8.0%	7.5%	5.4%



Operations

- Perth operations increased their contribution to EBITDA on 1H18 as sales picked up strongly on new product sales
- Sales activity in the Mackay region improved with a number of new product deliveries into the Bowen Basin from Austin’s Indonesia facility
- Austin’s operations in the Hunter Valley region are now limited to the oversight of outsourced fabricated product and spare parts which delivered a small EBITDA contribution. Its property in Muswellbrook is currently for sale
- Aust Bore machining business delivered consistent earnings relative to the previous corresponding period. In February 2019 its operating facility was sold for \$2.9m and leased back

Site services

- The Australian site services business operates on a reduced footprint from previous periods and provides support to Austin’s core operating business in Perth
- This business produced a break-even result for the period

Corporate costs

- All corporate costs from the Brisbane head office are included in the Australia region as it represents the area where costs are incurred. This reduces Australian earnings comparative to other segments

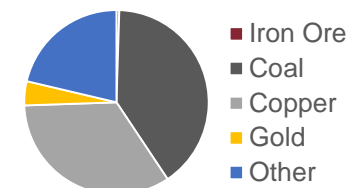
1H19 Americas

Americas

USA
Colombia
Chile
Peru



Six months ending		31 Dec 2018	30 Jun 2018	31 Dec 2017
Revenue	\$M	55.6	62.4	73.8
EBITDA (normalised)	\$M	3.9	2.7	5.4
EBITDA margin	%	7.0%	4.3%	7.3%



USA

- USA delivered a material increase in earnings on reduced revenue, with a significant order fulfillment in the pcp
- Improvements in earnings were achieved through a strategic change to the key management team and production efficiencies gained through global improvement measures delivered by the Production Efficiency Group

Colombia

- Colombia delivered sales and earnings consistent with 1H18 through a mixture of long-term contract revenues and new product deliveries

Peru

- The Peru business made a marginal EBITDA loss for the period but improved its performance on the prior six months due to a substantial restructure and reduction in operations following the exit of an unprofitable site contract

Chile

- Following the closure of the Chile crane business, Austin continues to operate its traditional business in Chile across two facilities located in Antofagasta and Calama
- Chile's traditional business reported an EBITDA loss for the period mainly as a result of some timing differences in deliveries which will now be made in 2H19. There was also a short term impact from the termination of a number of low margin site contracts during the period, and significant local management attention on the disposal of Chile's crane assets

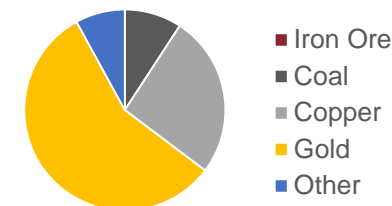
1H19 Asia

Asia

Indonesia



Six months ending		31 Dec 2018	30 Jun 2018	31 Dec 2017
Revenue	\$M	8.0	7.0	8.0
EBITDA (normalised)	\$M	2.4	1.9	2.5
EBITDA margin	%	30.1%	27.1%	31.3%



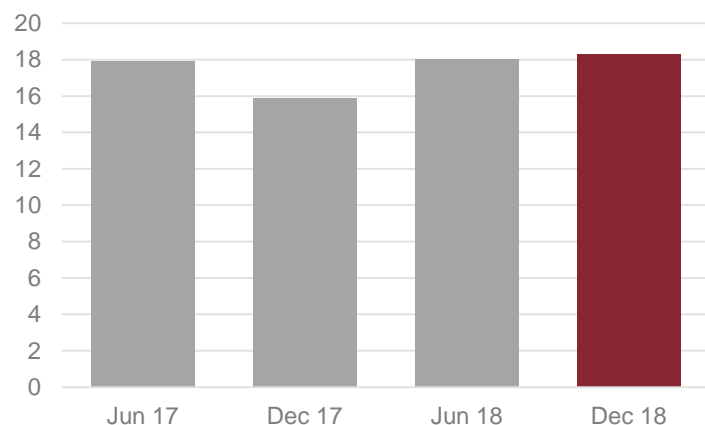
Operations

- The Indonesian facility has increasingly become a key strategic manufacturing plant for distribution into the Australian market, in particular following the closure of the Muswellbrook operations. During 1H19, Austin Australia purchased \$13.3 million of product from Indonesia (up 338% on pcp), these revenues are excluded from the above table
- This region delivered earnings comparable to the pcp as a result of maintaining levels of sales to external clients and increased sales of product to Austin Australia
- External clients include miners from Indonesia and Africa, a market with increasing opportunities for Austin

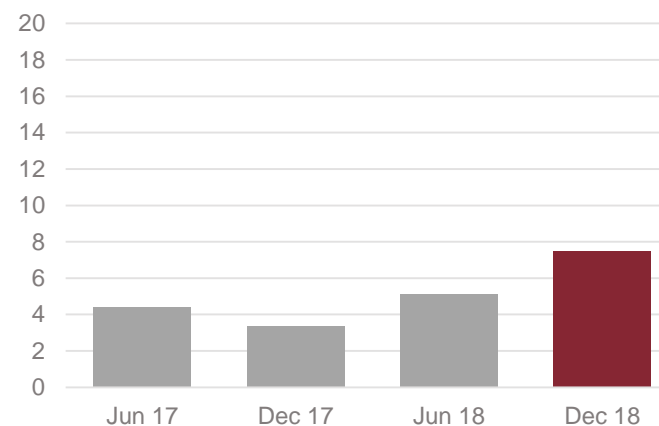
Safety

Safety statistics

TRIFR 12 Month Rolling Average



LTIFR 12 Month Rolling Average



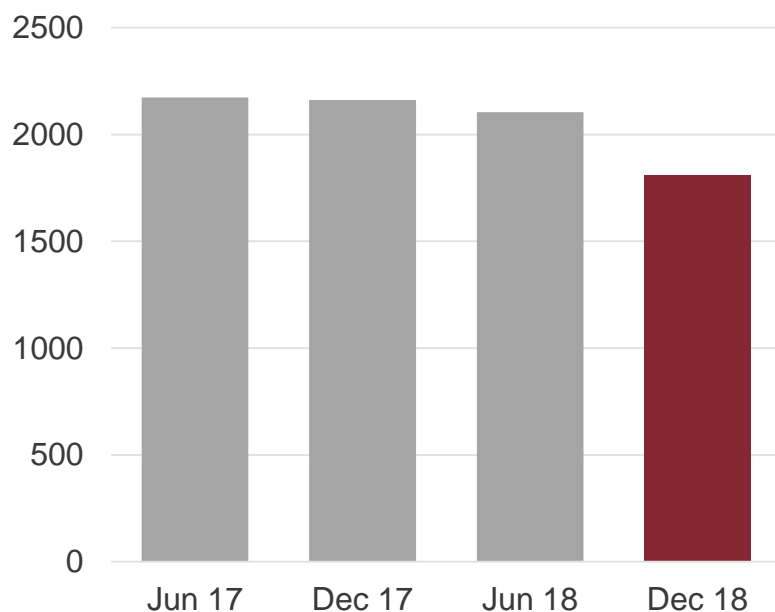
- Total Reportable Incident Frequency Rate (TRIFR) and Lost Time Injury Frequency Rate (LTIFR) on a 12 month rolling average increased. These increases are a direct result of aggressive pursuit of a mature reporting culture, leading to more incidents being reported
- The OHS Global Standard was audited internally across the majority of business units
- Visual Felt Leadership program (VFL) introduced to all business operations, requiring management and supervisors to actively engage their workers about safety in the workplace

OHS statistics developed utilising AS1885.1-1990 – Workplace injury and disease recoding standard.

People

Leadership Team and Headcount

Headcount



Leadership team

- Sam Cruickshank appointed Chief Financial Officer on 11 January 2019
- Rochelle Oberholzer and Sophie Raven appointed as Joint Company Secretaries on 1 February 2019

Headcount

- Headcount fell to 1,811 at 31 December 2018 from 2,105 at 30 June 2018 due to:
 - Closure of Hunter Valley operations
 - Staff reductions in Peru and Chile, mainly from labour intensive site maintenance contracts
- Headcount includes both permanent and flexible staff as well as those on labour hire arrangements

Innovation Update

Managing Director: Peter Forsyth

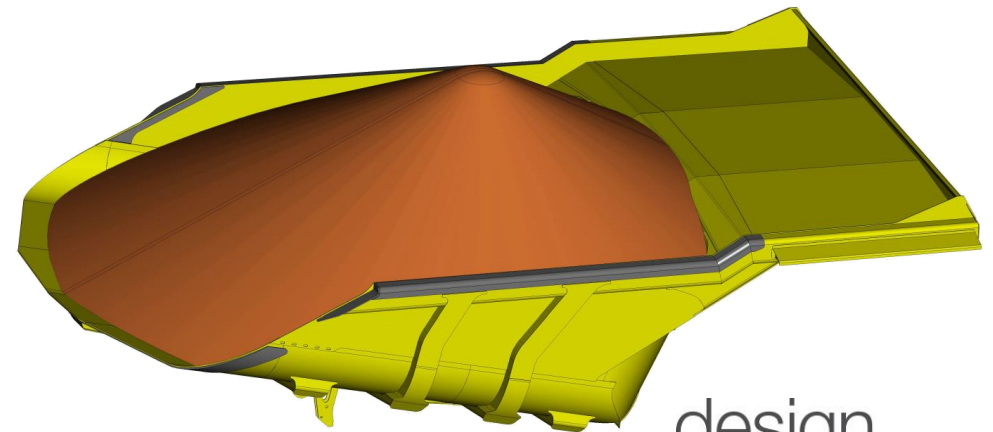
Austin Ultima Dump Body

Innovation in summary:

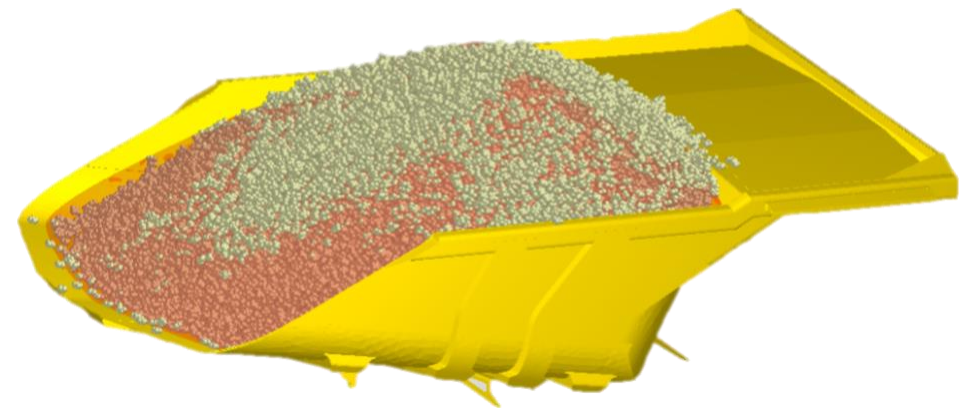
- Design focus is maintained on safety, weight reduction, increased fatigue life and higher impact resistance.
- Improved specifications for manufacturing and in-field servicing, alternative construction materials and enhancements that reduce “carry-back” properties.
- The new **Austin ULTIMA** body design is intended to be a liner-less configuration that is “fit for purpose” for a pre-determined fatigue life or replacement cycle.

Key advantages:

- 10% - 15% weight savings over comparable designs further improves productivity for the end user
- Reduction in client’s Total Cost of Ownership
- “Real world” payload modelling techniques guarantee projected payloads are actually achieved



design
matters



Patent Pending 2018

Two Piece Excavator Bucket

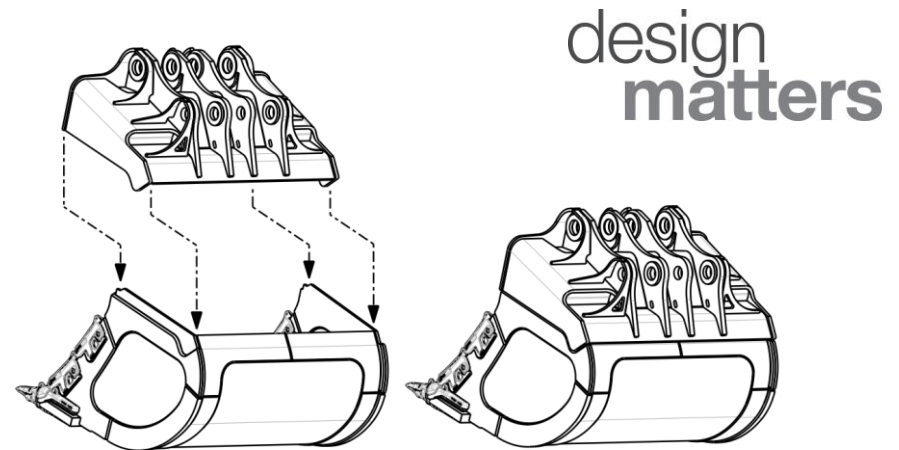
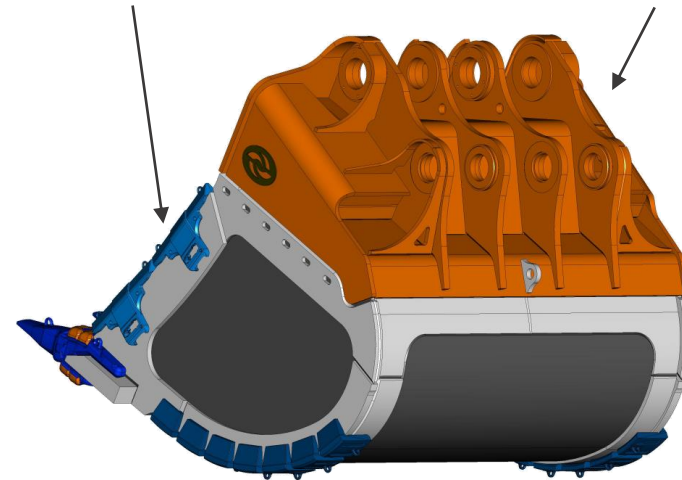
Innovation in summary:

- Designed with safety in mind, the upper structure represents the core capital expenditure component for our clients. This is reusable for significantly higher numbers of operating hours compared to traditional designs
- The lower structure is subject to a higher degree of wear and becomes a consumable that is changed out multiple times over the life of the bucket

Key advantages:

- Lower sections can be changed out quickly and safely, miners can keep lower sections in stock as consumable items
- Fully customisable to suit any application
- Designs to fit all current OEM models and can utilise a range of ground engaging tools (GET)
- Particularly suited to high abrasive material extraction
- Reduction in client's Total Cost of Ownership

Consumable lower structure Reusable Upper structure



Patent Pending 2018

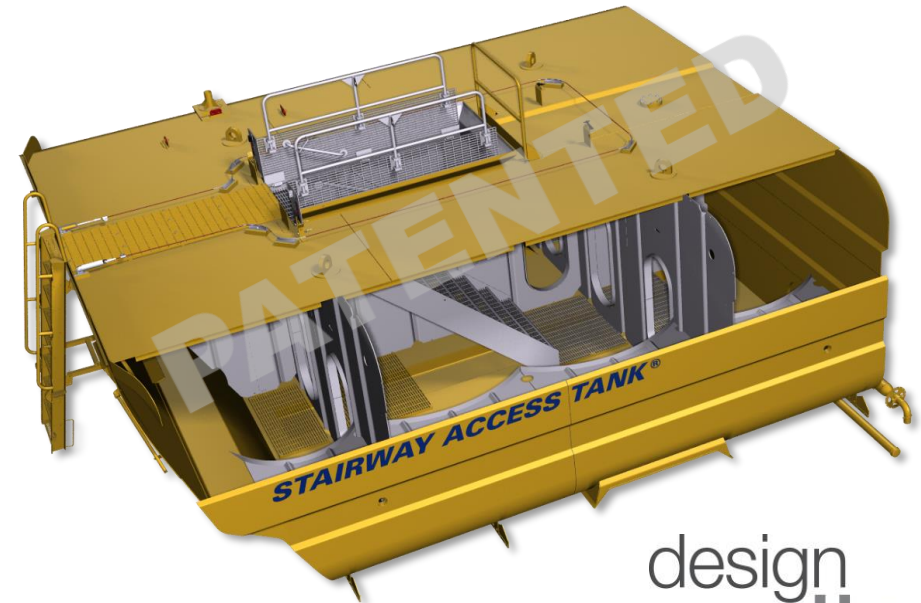
Stairway Access Water Tank

Innovation in summary:

- The World's safest water tank, designed for safer access and operation
- Unique interlocking corrugated baffle system provides greater strength, rigidity and truck stability

Key advantages:

- The safest tank to access in the market
- Large access port equipped with stairway and handrails that the worker can safely walk through
- Large access portholes in the vertical baffles allowing 360° access inside tank
- The Stairway Access Tank eliminates slip or trip hazard with a flat top surface to walk on
- A flat floor removes trip hazards when walking inside the tank
- During maintenance, air extractors can be added to draw fresh air into the tank through front wall access holes and extract stale air/CO² through the rear access holes



design
matters

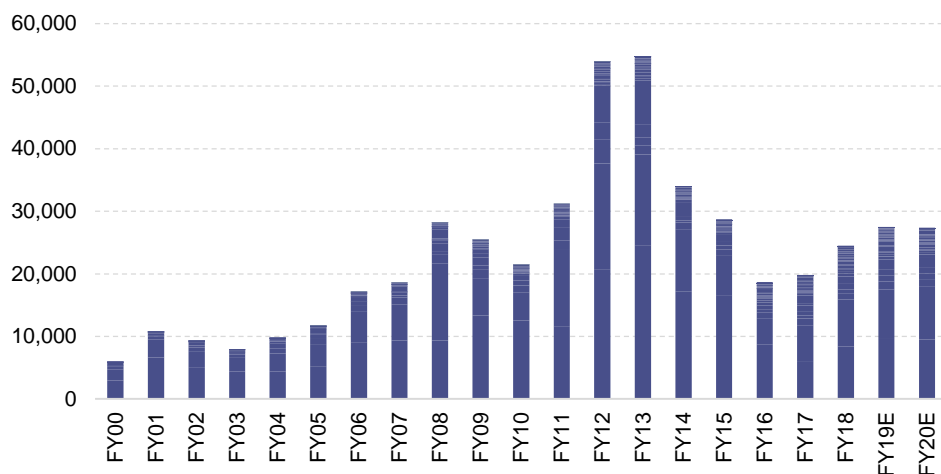
Patented

Market Outlook and Guidance

Managing Director: Peter Forsyth

Industry Outlook

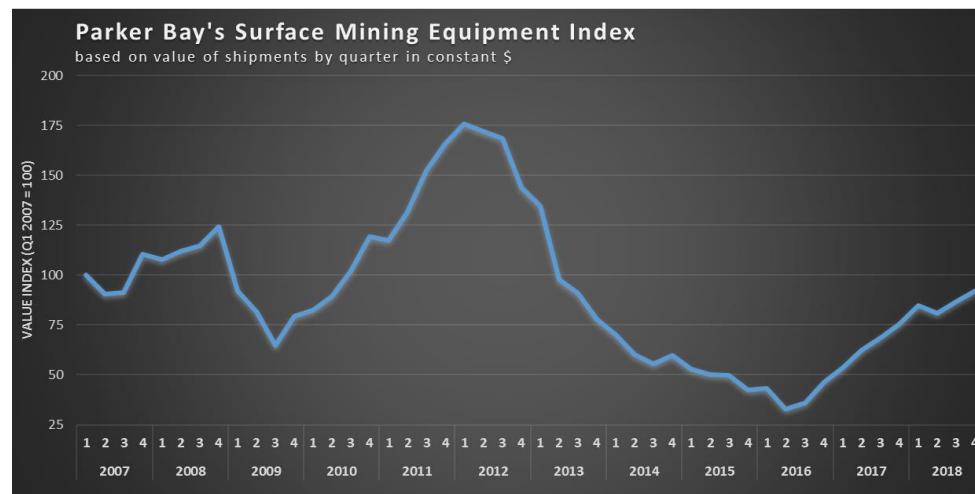
ASX Metals and Mining – Top 40 Capex A\$m



- Capital expenditure by the large mining companies has yet to reach the levels experienced at the commencement of the last major mining cycle
- Spending increases are forecast to rise, in contrast to the 4 years to 2016 when large miners sought to extract maximum benefit from the capex of prior years
- Austin’s engineering enhancements during this period have led to a marked improvement in productivity for those clients that have reinvested in their bodies and buckets

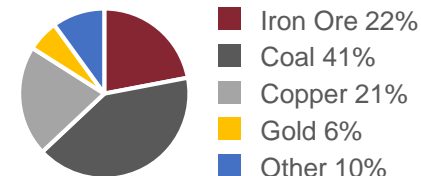
Sources: CapIQ, Company data

Parker Bay Surface Mining Equipment Index



- The Parker Bay Company's Surface Mining Equipment Index reflects the value of new mining equipment deliveries each quarter
- The value of new equipment deliveries have consistently increased since 30 June 2016, however remain significantly below highs in 2012
- Part of Austin’s core strategy is to grow sales to original equipment manufacturers (OEM’s) and their regional dealerships through closer alignment to them via client account management. Sales to this group increased by 29% from 1H18

Source: The Parker Bay Company



Commodities – Iron Ore and Copper

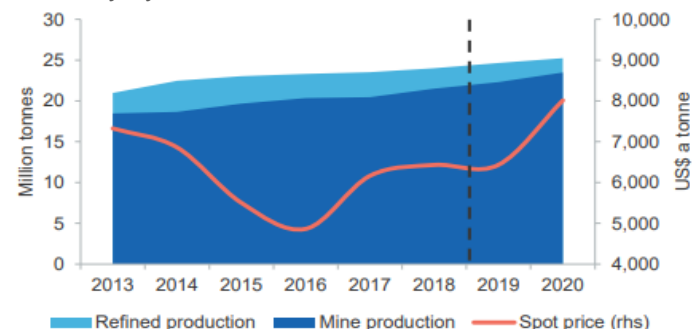
1 Copper – recent historic pricing (USD/lb)

- Rising supply in 2019 and 2020 in response to higher pricing with major producers expected to announce new mines and expansions



2 Copper – global production and pricing

- World copper consumption is projected continue to rise from 23.8Mt in 2018 to 25.6Mt by 2020 driven by new wireless technologies and battery systems.



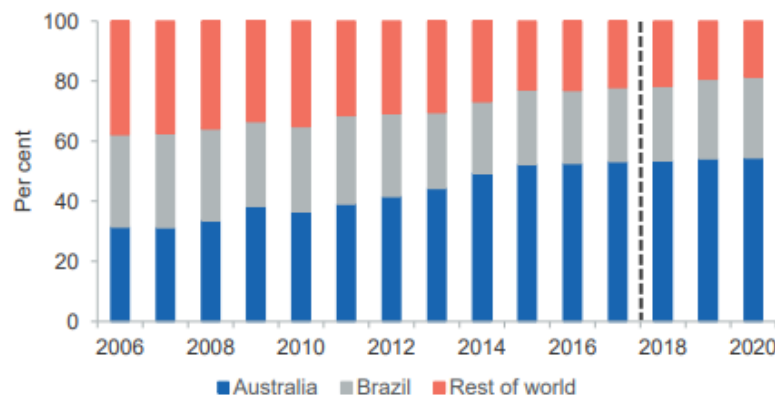
3 Iron Ore – recent historic pricing (USD/mt)

- Outlook is for prices to gradually decline from recent peak to around US\$51 in 2020 as supply increases, including from Australia’s Pilbara



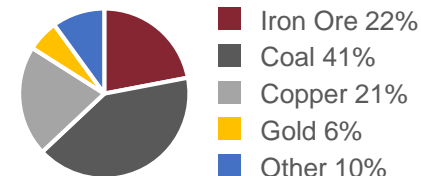
4 Iron Ore – distribution of global exports

- World iron ore exports are forecast to rise 1.8% to 1,638Mt by 2020 with an increasing proportion from Australia - the key iron ore market for Austin.



Sources: TradingEconomics.com, Office of Chief Economist – Resources and Energy Quarterly December 2018

Commodities – Coal and Gold



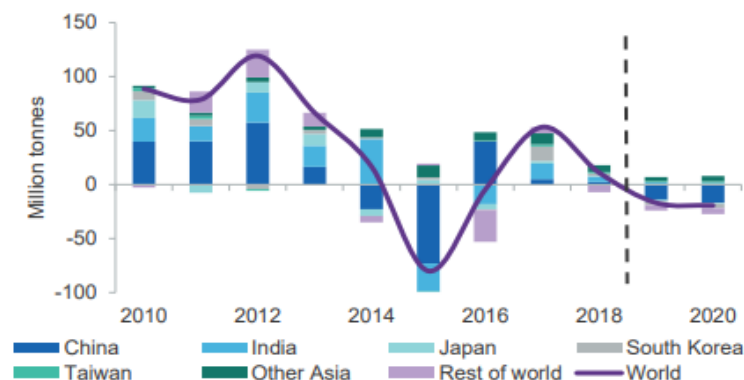
1 Thermal Coal (USD/mt)

- Thermal coal prices declining in 2019, outlook to 2020 is for the spot price to fall to US\$74/tonne on steady volumes



2 Thermal Coal – world trade

- World trade in thermal coal is expected to decline from 1.1Bt in 2018 to 1.06Bt by 2020, led by China's increased domestic production



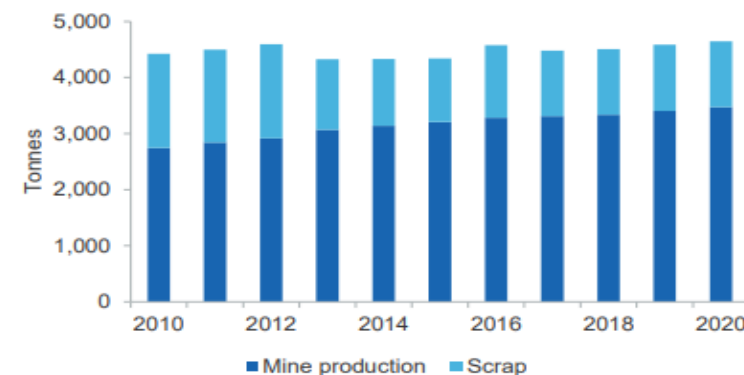
3 Gold (USD/oz)

- Price recovery from late 2018, mine output expected to grow by 2% pa in 2019 and 2020



4 Gold – global gold production

- World gold demand is forecast to grow by 4% in 2019 and a further 1.8% in 2020, this demand is driving increased mine production



Sources: TradingEconomics.com, Office of Chief Economist – Resources and Energy Quarterly December 2018

FY19 Guidance

FY19 Normalised EBITDA of \$25–\$28 million*

- No change to guidance provided in August 2018
 - based on the current order book, committed work, and tender opportunities
- Around 80% of projected revenue for FY19 relates to firm orders and other committed work, similar to this time last year
- FY19 guidance relates to results from continuing operations only
 - assumes increased earnings for 2H19 resulting from manufacturing efficiencies and cost savings realised through the Product Efficiency Group (PEG) and enhanced global client account management
- Austin has a large number of opportunities in the pipeline

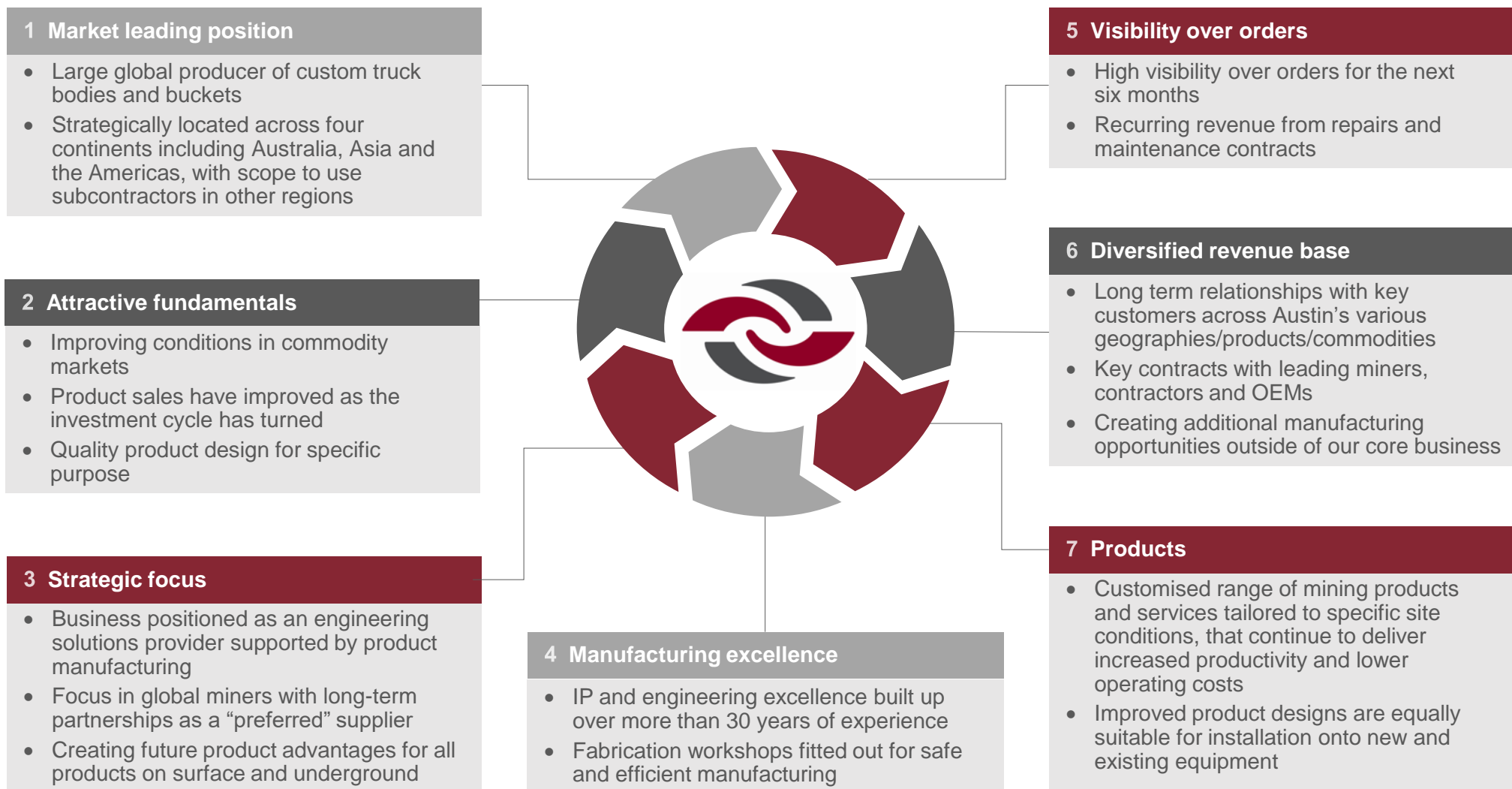


* Guidance is not a guarantee of future performance and is subject to known and unknown risks. Orders may be delayed or amended depending on client requirements.

Appendices:

- Competitive advantage
- Market analysis
- Operations
- Products and services

Competitive advantage



Market analysis

The Americas

- History of success with the strong Westech product brand
- Existing customer base, particularly in USA, has loyalty to Westech product due to its long term proven success
- Alliances and contracts with key customers
- Austin's innovation and new water tank design has opened further opportunities
- Oil sands and copper markets have improved
- South American market has in recent years had a bias to allocating capital to repairing equipment over new product

Australia

- New truck body innovations have created business opportunities
- Strong commodity prices have created a supportive environment
- Alliances with clients
- Creation of new opportunities in the underground market
- Long-term existing relationships with clients and continued product enhancements have built strong loyalty and trust

Asia

- Batam is a world-class facility, meeting Austin's global standards
- Growth in local Indonesia market creating additional opportunities
- Optimal client outcomes are achieved through large batch orders that incur reduced freight costs
- Opportunities to leverage facility and operational effectiveness, to diversify offering from Batam facility into non-traditional products
- Opportunities in Africa for new products and site support allow product to be manufactured in Batam.

Operations

Australia

Brisbane
Perth
Mackay
Hunter Valley



- Located on the east and west coast, providing an array of manufacturing, repair and support services
- Perth is the largest workshop in Australia
- Mackay is focussed on body/bucket repairs and maintenance
- New product supplied to the NSW region through approved sub-contractor arrangements
- Austin Site Services supports customers with on and off-site repair and maintenance services across Australia
- Aust Bore offer specialised machining services, overhaul of track frames and other mining equipment, as well as mobile line-boring services
- The corporate office is located in Brisbane

Americas

USA
Colombia
Chile
Peru



- The USA facility provides manufacturing and engineering services to customers in USA, Central America and Europe. This facility is home to the Westech brand
- Colombia is situated in Barranquilla, one of the main coal mining hubs of the country
- Chile has two workshops strategically located close to customers in Antofagasta and Calama
- Peru workshop is located in Arequipa close to the key copper mining region

Asia

Indonesia



- Located close to the port facilities in Batam, Indonesia, on one of the world's busiest shipping routes only 20 kilometres away from Singapore
- This fully equipped modern workshop manufactures both Austin products (including bodies, buckets and water tanks) and non-Austin products (including large modular structures and underground mining chutes)

Products and services

Austin Engineering

Products



- Leading designer and manufacturer of customised dump truck bodies, buckets and ancillary products used in the mining industry
- Core competitive strength in engineering knowledge, experience and IP to design customised products that provide compelling productivity gains for clients
- The ability to manufacture these products at its operations located in key mining regions around the world, or to use approved sub-contractors

Service



- A complete service provider, offering on and off-site repair and maintenance and heavy equipment lifting to customers including miners, mining contractors and original equipment manufacturers
- Workshop based repair and maintenance services for mobile equipment and attachments, along with onsite asset management of equipment and fixed plant

Austin Engineering Limited

www.austineng.com

