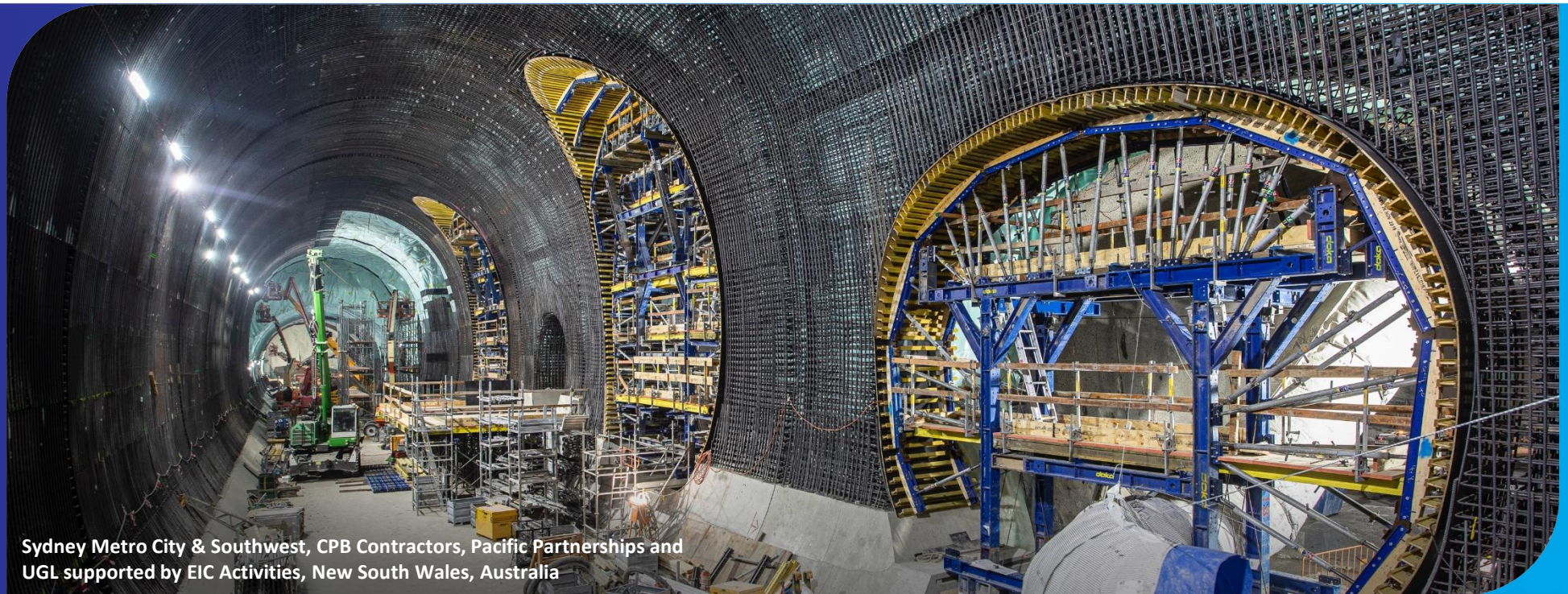


# ANALYST AND INVESTOR PRESENTATION FULL YEAR RESULTS 2019



Marcelino Fernández Verdes, Executive Chairman  
Stefan Camphausen, Chief Financial Officer



Sydney Metro City & Southwest, CPB Contractors, Pacific Partnerships and UGL supported by EIC Activities, New South Wales, Australia

4 February 2020

integrity | accountability | innovation | delivery | SAFETY

MEMBER OF  
**Dow Jones  
Sustainability Indices**  
In Collaboration with RebecoSAM



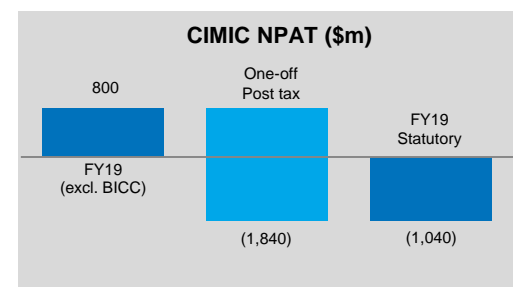
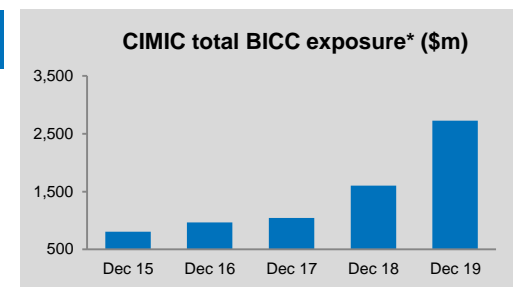
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Refer to 'ASX/Media Release' for further information

# Update on BICC

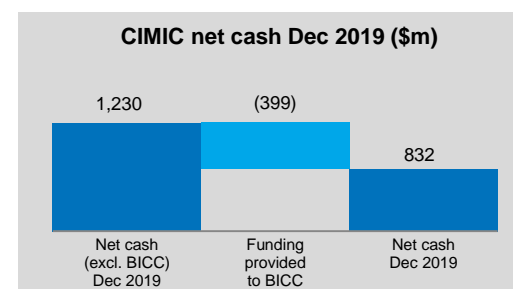
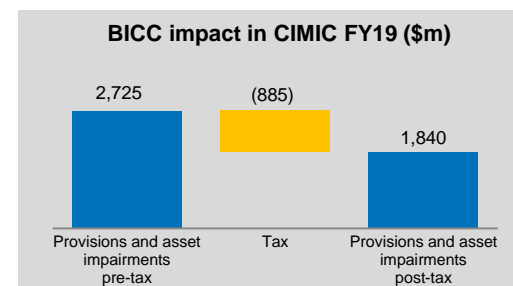
## Update on BICC

- ✓ On 23 January 2020 the Group announced to the ASX that it had completed an extensive strategic review of its financial investment of its non-controlling 45% interest in BIC Contracting (BICC), a company operating in the Middle East region
- ✓ As a part of this review:
  - ✓ CIMIC initiated a confidential M&A process in respect of its financial investment in BICC; with discussions continuing with a shortlist of potential acquirers for all or part of BICC
  - ✓ In addition, BICC is engaging in confidential discussions with its lenders, creditors, clients and other stakeholders
- ✓ After thorough evaluation of all available options, CIMIC has decided to exit the region and to focus its resources and capital allocation on growth opportunities in its main core markets and geographies (Australia, New Zealand and Asia Pacific)
- ✓ The decision was made in the context of an accelerated deterioration of market conditions in BICC's operating regions; as also reflected in CIMIC's increase in exposure to BICC in 2019 which included \$399m of funding
- ✓ Historic exposures have been disclosed in previous Half year and Full Year reports



## Financial impact for CIMIC

- ✓ CIMIC has reassessed its financial exposure to BICC, consisting of shareholder loans, financial guarantees, call option and other non-material assets
- ✓ For the year end 31 December 2019, the Group has recognised provisions and asset impairments post-tax of \$1.8bn representing the Group's exposure in relation to BICC
- ✓ The aforementioned impact includes an expected cash outlay net of tax of around \$700m during 2020, as CIMIC's financial guarantees of certain BICC liabilities materialise
- ✓ CIMIC has committed facilities and cash of \$4.5bn available to meet all of CIMIC's obligations, including those relating to BICC, as required
- ✓ After the announcement to exit the Middle East, CIMIC's solid investment grade credit ratings were reaffirmed by Moody's (Baa2/Stable) and S&P (BBB/Stable/A-2)
- ✓ As a consequence of the one-off BICC impairment, no final dividend has been declared for 2019

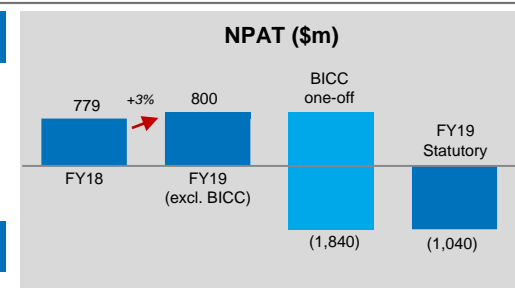


\* Previous years have been restated for the financial impact of AASB 9 and AASB 15, which came into effect from 1 January 2018. The adjustments have been applied using a consistent basis for previous years to ensure comparability between periods.

# 2019 Financial Overview

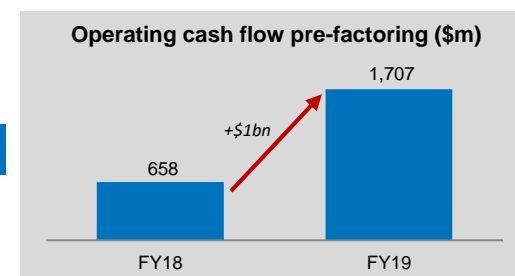
## NPAT (excl. BICC)<sup>1</sup> of \$800m for FY19, up 3% YOY, statutory NPAT of \$(1.0)bn

- ✓ Revenue<sup>2</sup> of \$14.7bn, stable operating profit<sup>3</sup>, PBT and NPAT margins<sup>4</sup> of 8.4%, 7.5% and 5.4% respectively (excl. BICC)
- ✓ One-off post tax impact of \$(1.8)bn relating to the Group's exposure in the non-controlling financial investment in BICC as a result of the decision to exit the Middle East region; statutory NPAT of \$(1.0)bn



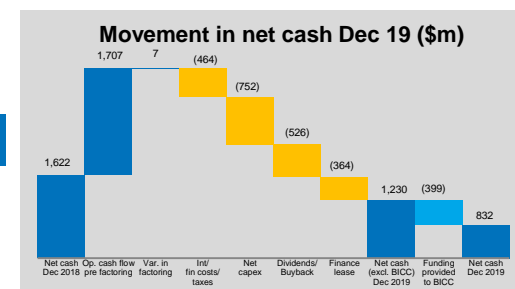
## Operating cash flow<sup>5</sup> of \$1.7bn, no variation in factoring, 80% EBITDA cash conversion (excl. BICC)

- ✓ Operating cash flow up substantially by more than \$1.0bn YOY pre-factoring
- ✓ Delivered 80% EBITDA cash conversion (excl. BICC), factoring level unchanged
- ✓ Strict focus on managing working capital and generating sustainable cash-backed profits



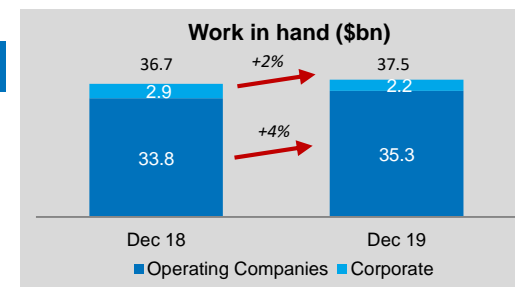
## \$832m of net cash<sup>6</sup> and \$3.0bn of undrawn facilities

- ✓ Returned \$526m to shareholders in 2019 through dividends (\$509m) and share buyback (\$17m)
- ✓ Strong liquidity level further supported by undrawn debt facilities of \$3.0bn at the end of December 2019
- ✓ Solid investment grade credit ratings reaffirmed by Moody's (Baa2/Stable) and S&P (BBB/Stable/A-2) in January 2020, after the announcement to exit the Middle East
- ✓ CIMIC has not declared a final dividend for FY19 as a result of the one-off impairment to BICC



## Work in hand<sup>7</sup> of \$37.5bn, equivalent to more than two years' worth of revenue, provides good visibility

- ✓ Awarded new work<sup>8</sup> of \$18.0bn in FY19; bidding discipline maintained
- ✓ \$160bn of tenders relevant to CIMIC to be bid and/or awarded in 2020, around \$380bn of projects are coming to the market in 2021 and beyond
- ✓ Pipeline includes around \$130bn worth of PPP opportunities identified for 2020 and beyond



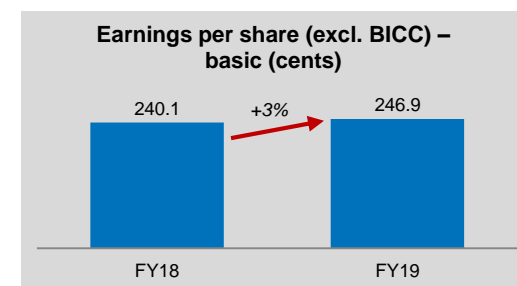
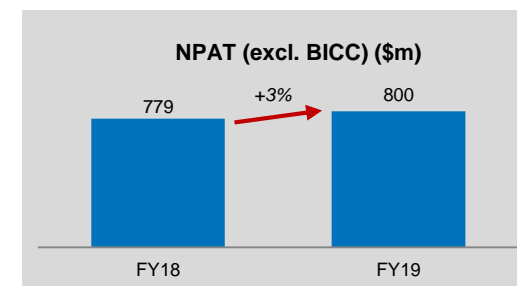
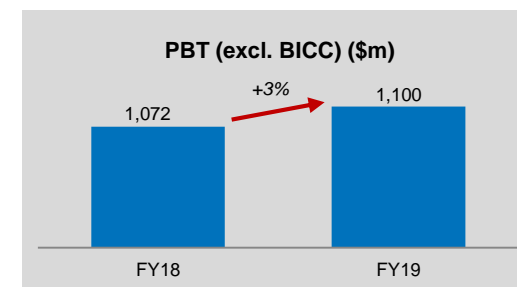
## FY20 NPAT guidance in the range of \$810m-\$850m, subject to market conditions

- ✓ Positive outlook across the Group's core markets supports guidance
- ✓ Mining market continues to strengthen; opportunities in Construction and Services boosted by strong PPP pipeline
- ✓ Disciplined focus on sustaining a strong balance sheet, generating cash, and a rigorous approach to tendering, project delivery and risk management

# NPAT of \$800m (excl. BICC) for FY19, up 3% YOY

- ✓ Revenue<sup>2</sup> of \$14.7bn, stable operating profit<sup>3</sup>, PBT and NPAT margins<sup>4</sup> of 8.4%, 7.5% and 5.4% respectively (excl. BICC)
- ✓ Implementation of “AASB 16 Leases” increased EBITDA and operating profit margins, as well as finance costs, when compared to previous periods<sup>9</sup>
- ✓ One-off post tax impact of \$(1.8)bn relating to the Group’s exposure in the financial investment in BICC as a result of the decision to exit the region; statutory NPAT of \$(1.0)bn

Financial performance (\$m)	FY18 <sup>9</sup>	FY19	Chg. %	4Q18 <sup>9</sup>	4Q19	Chg. %
<b>Revenue</b>	<b>14,670.2</b>	<b>14,701.1</b>	<b>0.2%</b>	<b>3,975.2</b>	<b>3,976.0</b>	-
<b>EBITDA (excl. BICC)<sup>1</sup></b>	<b>1,900.8</b>	<b>2,146.7</b>	<b>12.9%</b>	<b>531.0</b>	<b>584.0</b>	<b>10.0%</b>
<i>EBITDA margin (excl. BICC)</i>	<i>13.0%</i>	<i>14.6%</i>	<i>160bp</i>	<i>13.4%</i>	<i>14.7%</i>	<i>130bp</i>
D&A	(727.1)	(917.6)	26.2%	(205.6)	(231.9)	12.8%
<b>Operating profit<sup>3</sup></b>	<b>1,173.7</b>	<b>1,229.1</b>	<b>4.7%</b>	<b>325.4</b>	<b>352.1</b>	<b>8.2%</b>
<i>Operating profit margin</i>	<i>8.0%</i>	<i>8.4%</i>	<i>40bp</i>	<i>8.2%</i>	<i>8.9%</i>	<i>70bp</i>
Net finance costs	(102.1)	(129.2)	26.5%	(26.6)	(33.8)	27.1%
<b>Profit before tax (excl. BICC)<sup>1</sup></b>	<b>1,071.6</b>	<b>1,099.9</b>	<b>2.6%</b>	<b>298.8</b>	<b>318.3</b>	<b>6.5%</b>
<i>PBT margin (excl. BICC)</i>	<i>7.3%</i>	<i>7.5%</i>	<i>20bp</i>	<i>7.5%</i>	<i>8.0%</i>	<i>50bp</i>
Income tax (excl. BICC) <sup>1</sup>	(299.9)	(297.0)	(1.0)%	(83.7)	(86.0)	2.7%
<i>Effective tax rate</i>	<i>28.0%</i>	<i>27.0%</i>	<i>(100)bp</i>	<i>28.0%</i>	<i>27.0%</i>	<i>(100)bp</i>
Non-controlling interests	6.8	(2.6)	-	0.5	(5.1)	-
<b>NPAT (excl. BICC)<sup>1</sup></b>	<b>778.5</b>	<b>800.3</b>	<b>2.8%</b>	<b>215.6</b>	<b>227.2</b>	<b>5.4%</b>
<i>NPAT margin (excl. BICC)</i>	<i>5.3%</i>	<i>5.4%</i>	<i>10bp</i>	<i>5.4%</i>	<i>5.7%</i>	<i>30bp</i>
<b>EPS (basic) – NPAT (excl. BICC)</b>	<b>240.1c</b>	<b>246.9c</b>	<b>2.8%</b>	<b>66.5c</b>	<b>70.2c</b>	<b>5.6%</b>
One-off BICC item <sup>10</sup>		(1,840.2)				
<b>NPAT</b>		<b>(1,039.9)</b>				



# Operating cash flow of \$1.7bn, pre-factoring up \$1bn YOY

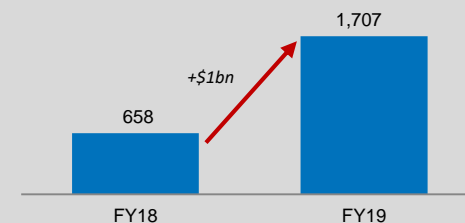


- ✓ Generated operating cashflow of \$1.7bn in FY19 and an 80% EBITDA cash conversion (excl. BICC) in FY19
- ✓ 50% approx. (\$904m) of full year operating cash flow generated in Q4 due to seasonality
- ✓ New alliance work with a different working capital profile and growth in Mining impacting the conversion rate
- ✓ Tax payments of \$351m driving increase in interest, finance costs and taxes
- ✓ Increased investment in capital expenditure to drive growth in Mining and to deliver job-costed tunnelling opportunities
- ✓ Strict focus on managing working capital and generating sustainable cash-backed profits

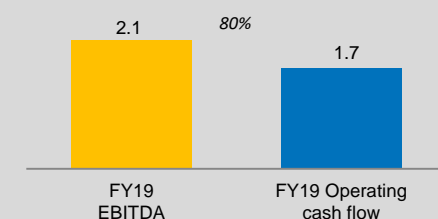
Cash flow (\$m)	FY18 <sup>9</sup>	FY19	Chg. %	4Q18 <sup>9</sup>	4Q19	Chg. %
<b>Operating cash flow pre-factoring</b>	<b>658.4</b>	<b>1,707.0</b>	-	<b>363.8</b>	<b>912.4</b>	-
Variation in factoring	1,395.0	7.3	(99.5)%	490.0	(8.7)	-
<b>Operating cash flow<sup>5</sup></b>	<b>2,053.4</b>	<b>1,714.3</b>	<b>(16.5)%</b>	<b>853.8</b>	<b>903.7</b>	<b>5.8%</b>
Interest, finance costs and taxes	(150.4)	(463.8)	-	(41.2)	(225.6)	-
<b>Net operating cash flow</b>	<b>1,903.0</b>	<b>1,250.5</b>	<b>(34.3)%</b>	<b>812.6</b>	<b>678.1</b>	<b>(16.6)%</b>
Gross capital expenditure <sup>11</sup>	(547.4)	(774.4)	41.5%	(151.1)	(256.9)	70.0%
Gross capital proceeds <sup>12</sup>	82.6	22.5	(72.8)%	69.7	5.7	(91.8)%
<b>Net capital expenditure</b>	<b>(464.8)</b>	<b>(751.9)</b>	<b>61.8%</b>	<b>(81.4)</b>	<b>(251.2)</b>	-
<b>Free operating cash flow<sup>13</sup></b>	<b>1,438.2</b>	<b>498.6</b>	<b>(65.3)%</b>	<b>731.2</b>	<b>426.9</b>	<b>(41.6)%</b>

EBITDA conversion (\$m)	FY18 <sup>9</sup>	FY19	Chg. %	4Q18 <sup>9</sup>	4Q19	Chg. %
EBITDA (excl. BICC) (a)	1,900.8	2,146.7	12.9%	531.0	584.0	10.0%
Operating cash flow (b) <sup>5</sup>	2,053.4	1,714.3	(16.5)%	853.8	903.7	5.8%
<b>EBITDA conversion (excl. BICC) (b)/(a)</b>	<b>108%</b>	<b>80%</b>		<b>161%</b>	<b>155%</b>	
Operating cash flow pre-factoring (c)	658.4	1,707.0	-	363.8	912.4	-
<b>EBITDA conversion pre-factoring (excl. BICC) (c)/(a)</b>	<b>35%</b>	<b>80%</b>		<b>69%</b>	<b>156%</b>	

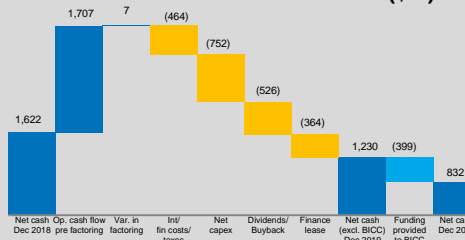
Operating cash flow pre-factoring (\$m)



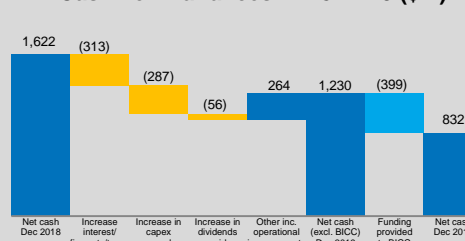
EBITDA conversion (excl. BICC) (\$bn)



Movement in net cash Dec 19 (\$m)



Cash flow variances FY18-FY19 (\$m)



# \$832m of net cash and \$3.0bn of undrawn facilities

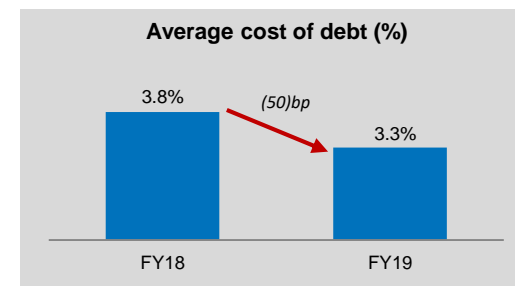
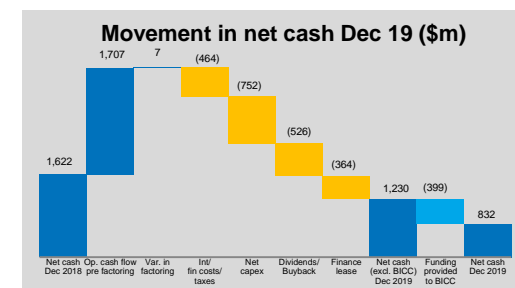
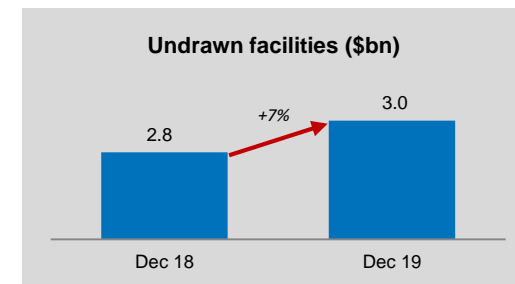
- ✓ Strong liquidity level further supported by undrawn debt facilities of \$3.0bn at the end of December 2019
- ✓ In Q319, the Group refinanced and expanded the \$1.9bn syndicated bank facility
- ✓ Solid investment grade credit ratings reaffirmed by Moody's (Baa2/Stable) and S&P (BBB/Stable/A-2) in January 2020 after the announcement to exit the Middle East reflecting balance sheet strength
- ✓ Net contract debtors increase reflects the growth in Mining and alliance construction projects in Australia
- ✓ \$675m contract debtors portfolio provision remains unchanged
- ✓ Factoring balance of \$1.96bn (\$1.953bn at December 2018), providing an efficient tool to manage liquidity
- ✓ Supply Chain Finance balance of \$851m (versus \$561m at 31 December 2018), providing liquidity benefits to suppliers and subcontractors with full recognition as trade payables in CIMIC's balance sheet
- ✓ Cost of debt down 50bp YOY to 3.3%

Net cash/(debt) (\$m)	Dec 2018	Dec 2019	BICC one-off <sup>14</sup>	Dec 2019 (excl. BICC)
Cash and equivalent liquid assets <sup>6</sup>	2,145.2	1,754.5	398.6	2,153.1
Gross debt	(522.8)	(922.9)	-	(922.9)
<b>Net cash/(debt)<sup>6</sup></b>	<b>1,622.4</b>	<b>831.6</b>	<b>398.6</b>	<b>1,230.2</b>

Net contract debtors	Dec 2018	Dec 2019
Net contract debtors	1,098.9	1,285.7

Finance cost detail (\$m)	FY18	FY19
Debt interest expenses	(73.1)	(66.1)
Facility fees, bonding and other costs <sup>15</sup>	(84.3)	(119.8)
Total finance costs	(157.4)	(185.9)
Interest income	55.3	56.7
<b>Net finance costs<sup>16</sup></b>	<b>(102.1)</b>	<b>(129.2)</b>

Finance cost detail (\$m)	FY18	FY19
Debt interest expenses (a)	(73.1)	(66.1)
Gross debt <sup>17</sup> at period end	(522.8)	(922.9)
Gross debt period average (b)	1,938.7	2,018.4
<b>Average cost of debt <math>(\frac{-a}{b})</math></b>	<b>3.8%</b>	<b>3.3%</b>



# Work in hand of \$37.5bn, pipeline up by 26% YOY

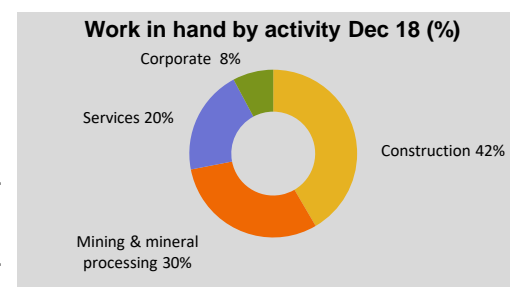
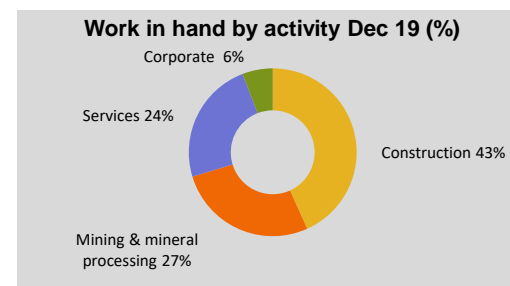
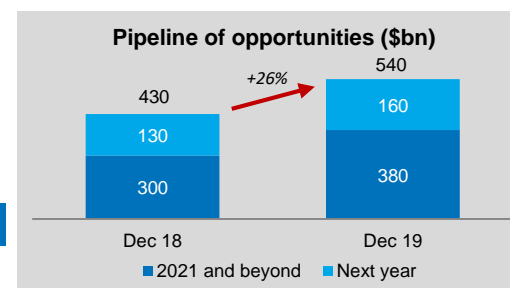
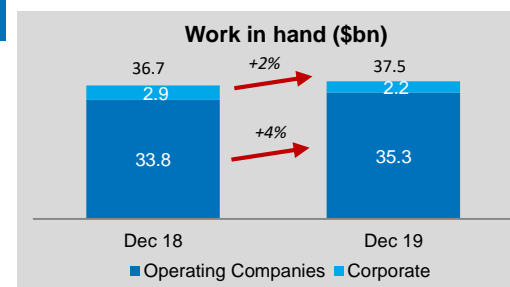
## Work in hand<sup>7</sup> of \$37.5bn, up 2% YOY, provides good visibility

- ✓ Awarded \$18.0bn of new work<sup>8</sup> in FY19; disciplined bidding maintained
- ✓ Operating Companies' work in hand increased by nearly \$1.5bn YOY or 4% to \$35.3bn
- ✓ Numerous contracts awarded in 2H19, including:
  - Cross River Rail – Rail, Integration and Systems (RIS) Alliance contract, QLD
  - Sydney Metro – Pitt Street Station, NSW
  - Sydney Metro – City & Southwest PPP, NSW
  - Western Sydney Airport Bulk Earthworks Contract, NSW
  - Nepean Hospital Redevelopment, NSW
  - Campbelltown Hospital Project, NSW
  - M80 Ring Road Upgrade, VIC
  - North East Link Early Works Package, VIC
  - Yanchep Rail Extensions and the Thornlie-Cockburn Link Alliance contract as part of Metronet, WA
  - Monash Freeway Upgrade, VIC
  - Auckland International Airport Taxiway Mike and Remote Stands Stage 2, New Zealand
  - Sunbury Line Upgrade Alliance contract, VIC
  - Inner City South State Secondary College, QLD
  - Curragh mining extension, QLD
  - Various maintenance project services contracts across the rail and mining services sector, Australia

## Pipeline of opportunities increased 26% YOY

- ✓ Relevant to CIMIC, at least \$160bn of tenders to be bid and/or awarded in 2020, and around \$380bn of projects are coming to the market in 2021 and beyond
- ✓ Pipeline includes around \$130bn of PPP opportunities identified for 2020 and beyond
- ✓ Some major projects that CIMIC is currently bidding include:
  - North East Link – Primary Package (Kempston Street to Southern Portal) PPP, VIC
  - Suburban Roads Upgrade PPPs, VIC
  - Western Harbour Tunnel and Waringah Freeway Upgrade, NSW
  - Sydney Metro West – Tunnels and Excavation package/s, NSW
  - M6 Stage 1 (Arncliffe to Kogarah), NSW
  - Inland Rail (Gowrie to Kagaru section) PPP, QLD
  - Auckland Light Rail Stage 1, New Zealand
  - Packages of the Jurong Regional Line (stations and viaducts), Singapore
  - Numerous mining and processing opportunities in Australia and South America

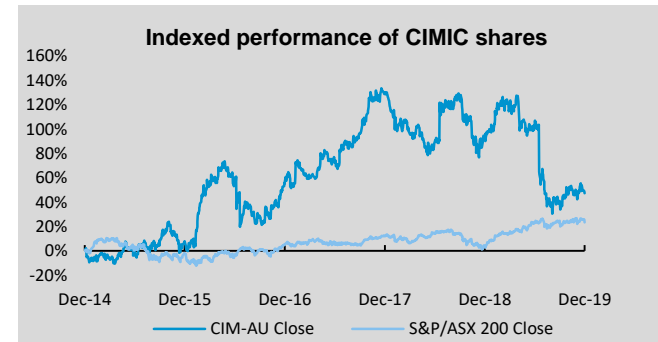
Work in hand (\$m) as at	Dec 18	Dec 19	Chg. \$	Chg. %
Construction	15,254	16,229	975	6.4%
Mining & mineral processing	11,159	10,143	(1,016)	(9.1)%
Services	7,420	8,944	1,524	20.5%
<b>Operating Companies' work in hand</b>	<b>33,833</b>	<b>35,316</b>	<b>1,483</b>	<b>4.4%</b>
Corporate <sup>18</sup>	2,873	2,195	(678)	(23.6)%
<b>Total work in hand</b>	<b>36,706</b>	<b>37,511</b>	<b>805</b>	<b>2.2%</b>



# Shareholder returns and FY20 guidance

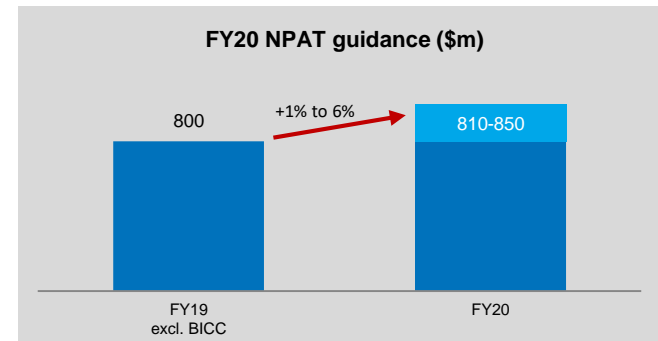
## Dividends and buyback

- ✓ Returned \$526m to shareholders through dividends (\$509m) and share buyback (\$17m) in FY19, over \$2.5bn of cash remitted to shareholders since 2015
- ✓ During the same period the share price has increased 47.3%, from \$22.50 to \$33.14
- ✓ Paid an ordinary interim dividend of 71.0 cents per share, up 1.4% YOY, fully franked, on 3 October 2019
- ✓ Repurchased 527,341 shares at an average price of \$31.67 during the year
- ✓ CIMIC has not declared a final dividend for FY19 as a result of the one-off impairment to BICC



## FY20 NPAT guidance in the range of \$810m-\$850m, subject to market conditions

- ✓ Positive outlook across the Group's core markets supports guidance
- ✓ Mining market continues to strengthen; opportunities in Construction and Services boosted by strong PPP pipeline
- ✓ Disciplined focus on sustaining a strong balance sheet, generating cash, and a rigorous approach to tendering and project delivery





# APPENDICES



# Financial Overview



Financial performance (\$m)	FY18 <sup>9</sup>	FY19	Chg. \$	Chg. %
<b>Revenue</b>	<b>14,670.2</b>	<b>14,701.1</b>	<b>30.9</b>	<b>0.2%</b>
<b>EBITDA (excl. BICC)<sup>1</sup></b>	<b>1,900.8</b>	<b>2,146.7</b>	<b>245.9</b>	<b>12.9%</b>
<i>EBITDA margin (excl. BICC)</i>	<i>13.0%</i>	<i>14.6%</i>	<i>160bp</i>	
<b>Operating profit<sup>3</sup></b>	<b>1,173.7</b>	<b>1,229.1</b>	<b>55.4</b>	<b>4.7%</b>
<i>Operating profit margin</i>	<i>8.0%</i>	<i>8.4%</i>	<i>40bp</i>	
<b>Profit before tax (excl. BICC)<sup>1</sup></b>	<b>1,071.6</b>	<b>1,099.9</b>	<b>28.3</b>	<b>2.6%</b>
<i>PBT margin (excl. BICC)</i>	<i>7.3%</i>	<i>7.5%</i>	<i>20bp</i>	
<b>NPAT (excl. BICC)<sup>1</sup></b>	<b>778.5</b>	<b>800.3</b>	<b>21.8</b>	<b>2.8%</b>
<i>NPAT margin (excl. BICC)</i>	<i>5.3%</i>	<i>5.4%</i>	<i>10bp</i>	
EPS (basic) – NPAT (excl. BICC)	240.1c	246.9c	6.8c	2.8%
One-off BICC item <sup>10</sup>	-	(1,840.2)		
<b>NPAT</b>	<b>778.5</b>	<b>(1,039.9)</b>		
<i>NPAT margin</i>	<i>5.3%</i>	<i>(7.1)%</i>		
EPS (basic) – NPAT	240.1c	(320.9)c		
Financial position (\$m)	Dec 18	Dec 19	Chg. \$	Chg. %
<b>Net cash/(debt)</b>	<b>1,622.4</b>	<b>831.6</b>	<b>(790.8)</b>	<b>(48.7)%</b>
One-off BICC item <sup>14</sup>	-	398.6	398.6	-
<b>Net cash/(debt) (excl. BICC)<sup>6</sup></b>	<b>1,622.4</b>	<b>1,230.2</b>	<b>(392.2)</b>	<b>(24.2)%</b>
Lease liabilities <sup>9</sup>	(908.9)	(902.1)	6.8	(0.7)%
Net cash/(debt) (incl. leases, excl. BICC)	713.5	328.1	(385.4)	(54.0)%
<b>Net contract debtors</b>	<b>1,098.9</b>	<b>1,285.7</b>	<b>186.8</b>	<b>17.0%</b>
Cash flows (\$m)	FY18 <sup>9</sup>	FY19	Chg. \$	Chg. %
<b>Operating cash flow</b>	<b>2,053.4</b>	<b>1,714.3</b>	<b>(339.1)</b>	<b>(16.5)%</b>
Interest, finance costs and taxes	(150.4)	(463.8)	(313.4)	-
<b>Net operating cash flow</b>	<b>1,903.0</b>	<b>1,250.5</b>	<b>(652.5)</b>	<b>(34.3)%</b>
Gross capital expenditure	(547.4)	(774.4)	(227.0)	41.5%
Gross capital proceeds	82.6	22.5	(60.1)	(72.8)%
<b>Net capital expenditure</b>	<b>(464.8)</b>	<b>(751.9)</b>	<b>(287.1)</b>	<b>61.8%</b>
<b>Free operating cash flow</b>	<b>1,438.2</b>	<b>498.6</b>	<b>(939.6)</b>	<b>(65.3)%</b>
Work in hand (\$m)	Dec 18	Dec 19	Chg. \$	Chg. %
Work in hand beginning of period	36,009.9	36,706.1	696.2	1.9%
New work	17,949.0	18,011.7	62.7	0.3%
Executed work	(17,252.8)	(17,207.1)	45.7	(0.3)%
<b>Total work in hand end of period</b>	<b>36,706.1</b>	<b>37,510.7</b>	<b>804.6</b>	<b>2.2%</b>

# Statement of financial performance



Key figures (\$m)	FY18 <sup>9</sup>	FY19	Chg. \$	Chg. %
<b>Revenue</b>	<b>14,670.2</b>	<b>14,701.1</b>	<b>30.9</b>	<b>0.2%</b>
Expenses	(13,555.0)	(13,538.7)	16.3	(0.1)%
Share of profit/(loss) of joint ventures and associates	58.5	66.7	8.2	14.0%
<b>Operating profit<sup>3</sup></b>	<b>1,173.7</b>	<b>1,229.1</b>	<b>55.4</b>	<b>4.7%</b>
<i>Operating profit margin</i>	<i>8.0%</i>	<i>8.4%</i>	<i>40bp</i>	
Net finance costs	(102.1)	(129.2)	(27.1)	26.5%
<b>Profit before tax (excl. BICC)<sup>1</sup></b>	<b>1,071.6</b>	<b>1,099.9</b>	<b>28.3</b>	<b>2.6%</b>
<i>PBT margin (excl. BICC)</i>	<i>7.3%</i>	<i>7.5%</i>	<i>20bp</i>	
Income tax (excl. BICC)	(299.9)	(297.0)	2.9	(1.0)%
Profit for the year (excl. BICC) <sup>1</sup>	771.7	802.9	31.2	4.0%
Non-controlling interests	6.8	(2.6)	(9.4)	-
<b>NPAT (excl. BICC)<sup>11</sup></b>	<b>778.5</b>	<b>800.3</b>	<b>21.8</b>	<b>2.8%</b>
<i>NPAT margin (excl. BICC)</i>	<i>5.3%</i>	<i>5.4%</i>	<i>10bp</i>	
EPS (basic) – NPAT (excl. BICC)	240.1c	246.9c	6.8c	2.8%
One-off BICC item <sup>10</sup>	-	(1,840.2)		
<b>NPAT</b>	<b>778.5</b>	<b>(1,039.9)</b>		
<i>NPAT margin</i>	<i>5.3%</i>	<i>(7.1)%</i>		
EPS (basic) - NPAT	240.1c	(320.9)c		

# Segment performance

Segment Revenue (\$m)	FY18	FY19	Chg. \$	Chg. %
Construction	7,965.2	7,532.1	(433.1)	(5.4)%
Mining & mineral processing	3,966.9	4,496.9	530.0	13.4%
Services	2,676.5	2,626.4	(50.1)	(1.9)%
Corporate	61.6	45.7	(15.9)	(25.8)%
<b>Revenue</b>	<b>14,670.2</b>	<b>14,701.1</b>	<b>30.9</b>	<b>0.2%</b>

Segment PBT (excl. BICC) (\$m)	FY18 <sup>9</sup>	FY19	Chg. \$	Chg. %
Construction	621.7	470.4	(151.3)	(24.3)%
Mining & mineral processing	428.5	603.4	174.9	40.8%
Services	161.0	154.7	(6.3)	(3.9)%
Corporate	(139.6)	(128.6)	11.0	(7.9)%
<b>PBT (excl. BICC)</b>	<b>1,071.6</b>	<b>1,099.9</b>	<b>28.3</b>	<b>2.6%</b>

## Strong performance in core businesses

### Construction

- ✓ Revenue reflects a decline in the Hong Kong construction activities, partially offset by substantial contributions from the Australian transport infrastructure market
- ✓ PBT reflects both the trends in revenue and lower risk project mix in delivery

### Mining & mineral processing

- ✓ A number of contract extensions, increased production levels and contributions from a diverse range of mining and mineral processing contracts helped deliver robust revenue growth
- ✓ Continued focus on leveraging efficiencies and creating value for clients contributed to an expanded PBT margin

### Services

- ✓ The Group sustained its competitive position in the operations and maintenance service market
- ✓ Margins were steady with ongoing revenue development contributing to this result

### Corporate

- ✓ The FY19 corporate segment mainly includes contributions from Corporate, EIC Activities, Pacific Partnerships and the Commercial & Residential business

# Statement of cash flows



Key figures (\$m)	FY18 <sup>9</sup>	FY19	Chg. \$	Chg. %
<b>Operating cash flow<sup>5</sup></b>	<b>2,053.4</b>	<b>1,714.3</b>	<b>(339.1)</b>	<b>(16.5)%</b>
Interest, finance costs and taxes	(150.4)	(463.8)	(313.4)	-
<b>Net operating cash flow</b>	<b>1,903.0</b>	<b>1,250.5</b>	<b>(652.5)</b>	<b>(34.3)%</b>
Payments for intangibles	(5.4)	(15.4)	(10.0)	-
Payments for property, plant and equipment	(547.4)	(774.4)	(227.0)	41.5%
Payments for investments in controlled entities and businesses	(22.7)	(14.0)	8.7	(38.3)%
Proceeds from sale of property, plant and equipment	82.6	22.5	(60.1)	(72.8)%
Proceeds from sale of investments	1.2	-	(1.2)	-
Cash acquired from acquisition of investments in controlled entities and businesses	0.7	18.0	17.3	-
Payments for investments	(53.1)	(29.1)	24.0	(45.2)%
Loan to associates and joint ventures	(1.1)	-	1.1	-
<b>Net cash from investing activities (excl. BICC)</b>	<b>(545.2)</b>	<b>(792.4)</b>	<b>(247.2)</b>	<b>45.3%</b>
One-off BICC item <sup>14</sup>	-	(398.6)	(398.6)	-
<b>Net cash from investing activities</b>	<b>(545.2)</b>	<b>(1,191.0)</b>	<b>(645.8)</b>	<b>-</b>
Cash payments for share buyback	-	(16.7)	(16.7)	-
Net proceeds/(repayment) of borrowings	(427.9)	390.0	817.9	-
Repayment of leases	(191.8)	(320.0)	(128.2)	66.8%
Dividends paid to shareholders of the Company	(470.2)	(509.1)	(38.9)	8.3%
Dividends paid to non-controlling interests	-	(4.2)	(4.2)	-
<b>Net cash from financing activities</b>	<b>(1,089.9)</b>	<b>(460.0)</b>	<b>629.9</b>	<b>(57.8)%</b>

# Statement of financial position – assets

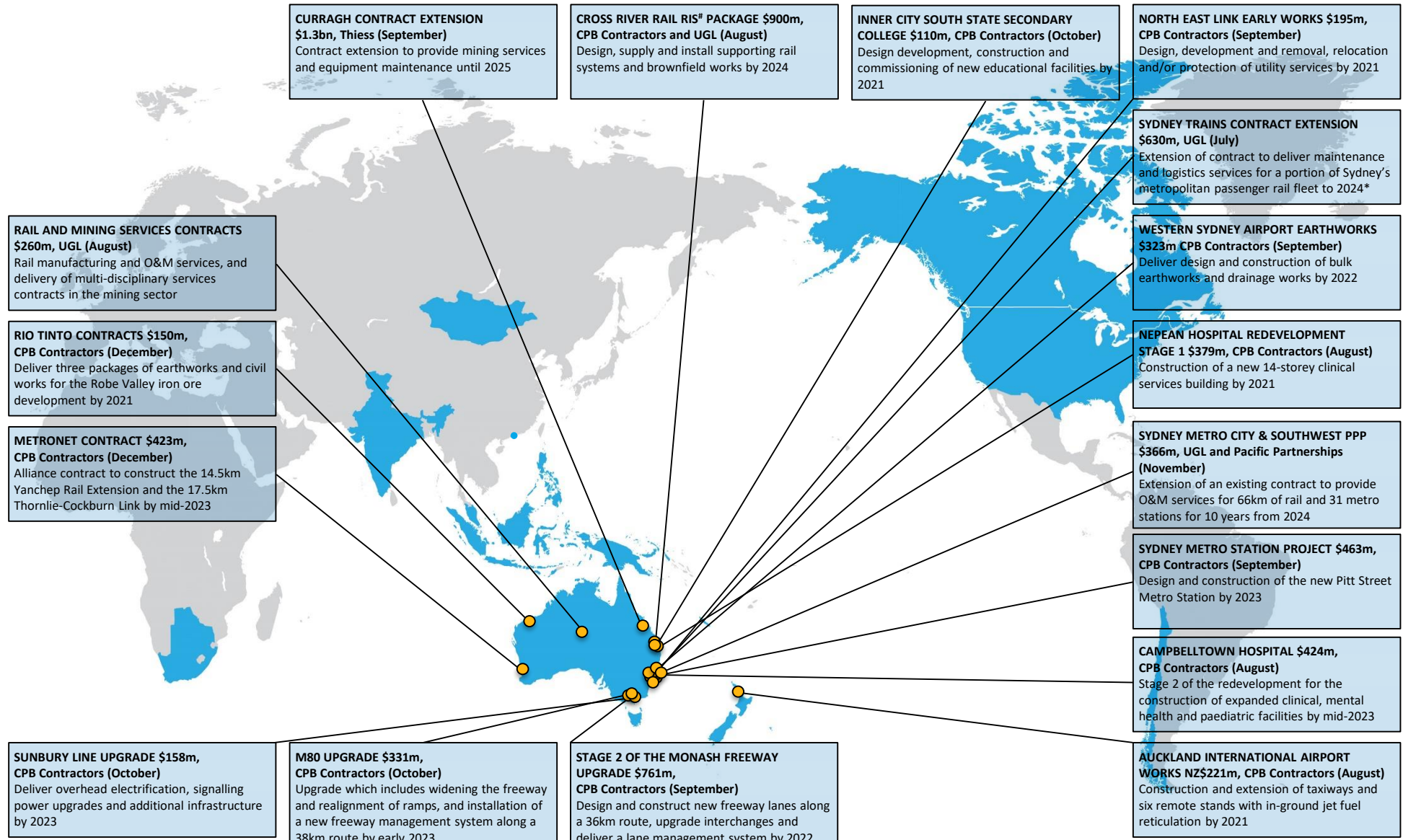
Assets (\$m)	Dec 2018 <sup>9</sup>	Dec 2019	Chg. \$	Chg. %	Composition
<b>Current assets</b>					<b>Current assets:</b>
Cash and cash equivalents	2,141.7	1,750.0	(391.7)	(18.3)%	✓ <b>Cash and cash equivalents:</b> Cash and cash equivalents was \$1,750.0m at 31 December 2019
Short term financial assets and investments	3.5	4.5	1.0	28.6%	✓ <b>Short term financial assets and investments:</b> Includes liquid assets converted or readily convertible to cash subsequent to year end
Trade and other receivables	3,122.1	3,554.4	432.3	13.8%	✓ <b>Trade and other receivables:</b> Includes contract debtors, sundry debtors, joint venture and other receivables
Inventories: consumables and development properties	315.1	400.1	85.0	27.0%	✓ <b>Inventories: consumables and development properties:</b> Includes job-costed inventories held for large infrastructure projects and commercial & residential assets
Assets held for sale	1.5	-	(1.5)	-	
<b>Total current assets</b>	<b>5,583.9</b>	<b>5,709.0</b>	<b>125.1</b>	<b>2.2%</b>	
<b>Non-current assets</b>					<b>Non-current assets:</b>
Trade and other receivables	777.6	130.4	(647.2)	(83.2)%	✓ <b>Investments accounted for using the equity method:</b> Equity accounted investments include project-related associates and joint ventures and PPP projects
Inventories: development properties	111.1	114.9	3.8	3.4%	✓ <b>Deferred tax assets:</b> Increase relates to the one-off item in relation to BICC
Investments accounted for using the equity method	136.6	250.5	113.9	83.4%	✓ <b>Property, plant and equipment:</b> Additions to property, plant and equipment during the year included investment in job-costed tunnelling machines for major road and rail projects, and ongoing investment in mining equipment
Other investments	105.4	112.2	6.8	6.5%	
Deferred tax assets	69.6	1,025.2	955.6	-	
Property, plant and equipment	2,068.1	2,279.1	211.0	10.2%	
Intangibles	1,093.5	1,104.4	10.9	1.0%	
<b>Total non-current assets</b>	<b>4,361.9</b>	<b>5,016.7</b>	<b>654.8</b>	<b>15.0%</b>	
<b>Total assets</b>	<b>9,945.8</b>	<b>10,725.7</b>	<b>779.9</b>	<b>7.8%</b>	

# Statement of financial position – liabilities and equity



Liabilities and equity (\$m)	Dec 2018 <sup>9</sup>	Dec 2019	Chg. \$	Chg. %	Composition
<b>Current liabilities</b>					<b>Current and non-current liabilities:</b>
Trade and other payables	5,669.7	6,024.6	354.9	6.3%	✓ <b>Trade and other payables:</b> Includes contract liabilities, trade creditors and accruals, joint venture payables and other creditors
Current tax liabilities	68.4	60.3	(8.1)	(11.8)%	✓ <b>Provisions:</b> Relates to wages and salaries, annual leave, long service leave, retirement benefits and deferred bonuses
Provisions	326.0	327.2	1.2	0.4%	✓ <b>Financial liability:</b> Relates to the Group's exposure to financial guarantees in respect of BICC
Financial liability	-	1,483.4	1,483.4	-	✓ <b>Interest bearing liabilities:</b> Current and non-current interest bearing liabilities amounted to \$922.9m at 31 December 2019
Interest bearing liabilities	50.7	164.3	113.6	-	✓ <b>Lease liabilities:</b> Represents the Group's portfolio of leased assets made up by property, plant, mining equipment and vehicles utilised by the Group
Lease liabilities	279.2	277.8	(1.4)	(0.5)%	
<b>Total current liabilities</b>	<b>6,394.0</b>	<b>8,337.6</b>	<b>1,943.6</b>	<b>30.4%</b>	
<b>Non-current liabilities</b>					
Trade and other payables	82.0	200.8	118.8	-	
Provisions	62.4	60.5	(1.9)	(3.0)%	
Interest bearing liabilities	472.1	758.6	286.5	60.7%	
Lease liabilities	629.7	624.3	(5.4)	(0.9)%	
Deferred tax liabilities	19.4	20.9	1.5	7.7%	
<b>Total non-current liabilities</b>	<b>1,265.6</b>	<b>1,665.1</b>	<b>399.5</b>	<b>31.6%</b>	
<b>Total liabilities</b>	<b>7,659.6</b>	<b>10,002.7</b>	<b>2,343.1</b>	<b>30.6%</b>	
<b>Equity</b>	<b>2,286.2</b>	<b>723.0</b>	<b>(1,563.2)</b>	<b>(68.4)%</b>	
One-off BICC item <sup>10</sup>	-	1,840.2	1,840.2	-	
<b>Equity (excl. BICC)</b>	<b>2,286.2</b>	<b>2,563.2</b>	<b>277.0</b>	<b>12.1%</b>	

# Selected project wins during 2H19

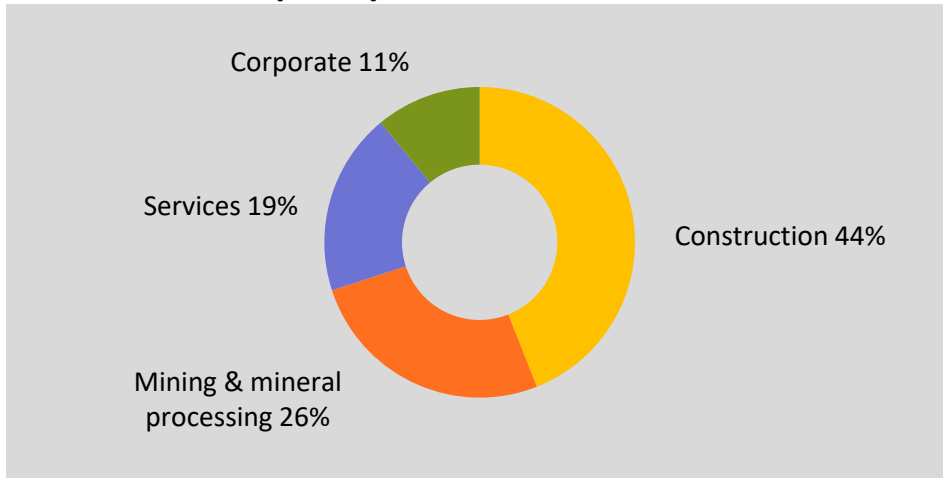


\*RIS – Rail, Integration and Systems \*Replaces and expands a contract announced in January 2019

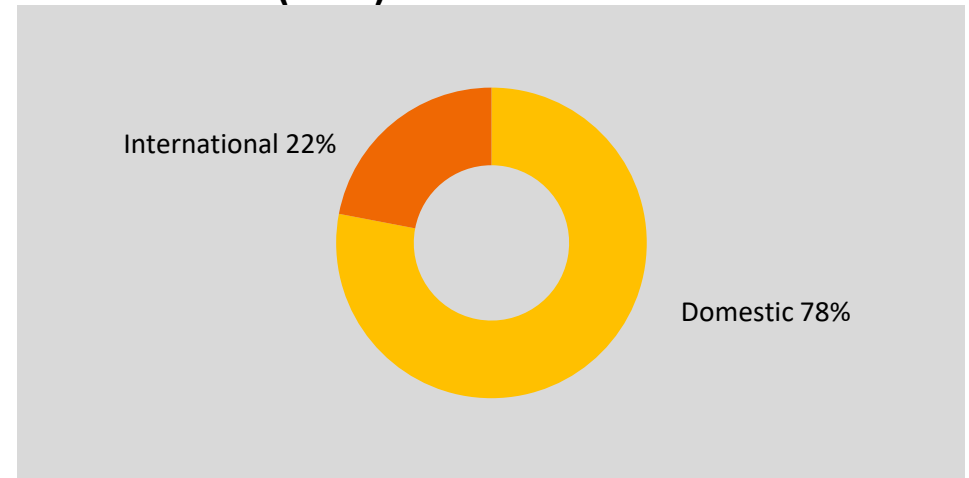


# Group revenue by activity and market

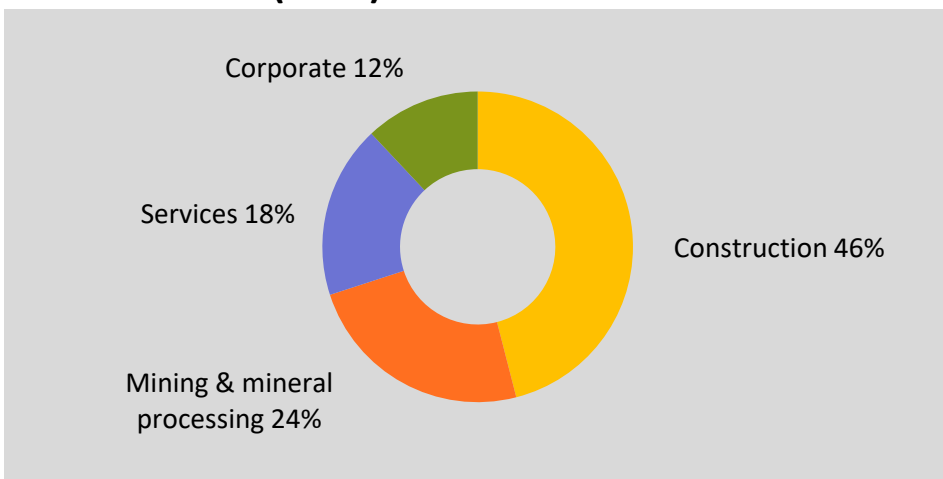
## % BY ACTIVITY (FY19)



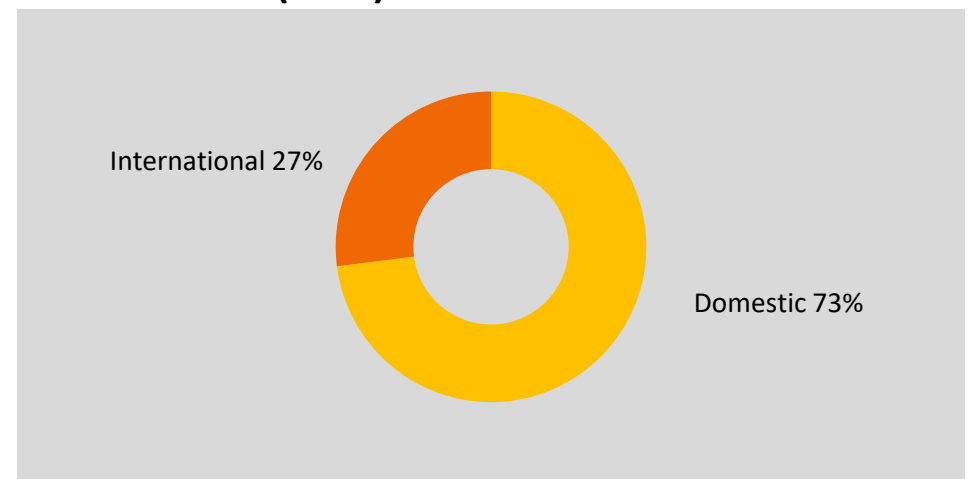
## % BY MARKET (FY19)



## % BY ACTIVITY (FY18)

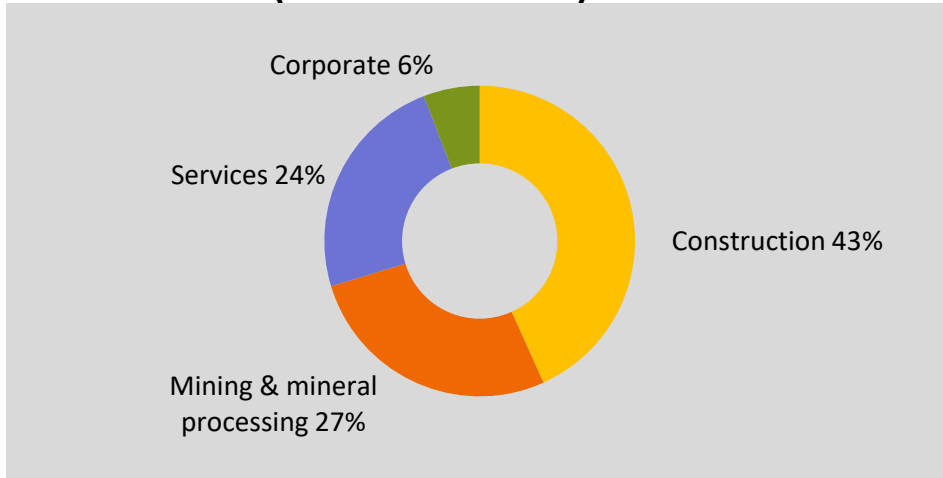


## % BY MARKET (FY18)

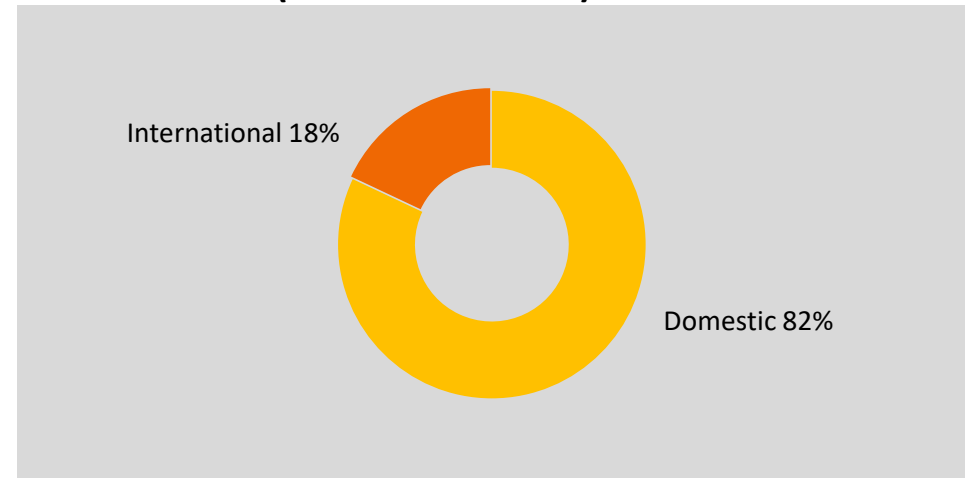


# Work in hand by activity and market

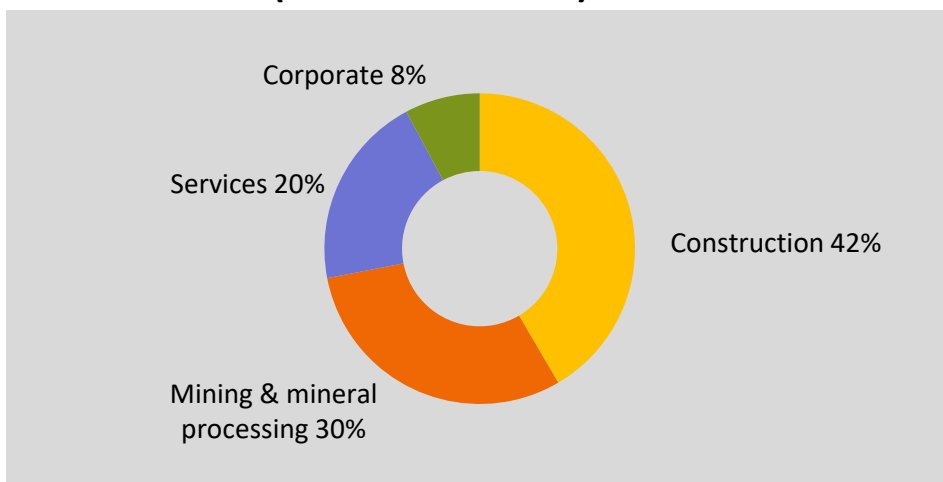
## % BY ACTIVITY (DECEMBER 2019)



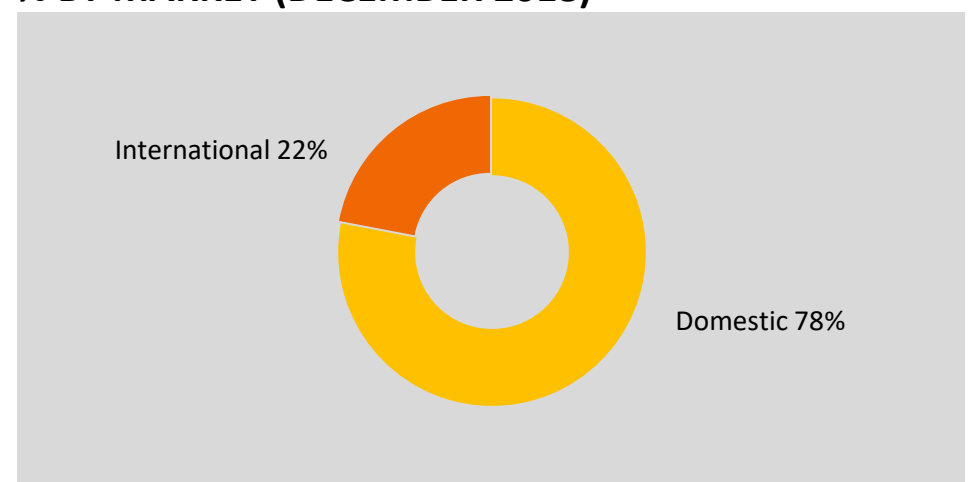
## % BY MARKET (DECEMBER 2019)



## % BY ACTIVITY (DECEMBER 2018)



## % BY MARKET (DECEMBER 2018)





**CIMIC GROUP** is an engineering-led construction, mining, services and public private partnerships leader with a history dating back to 1899. We are a family of industry leaders integrating a world of experience and expertise to drive insight, develop future-ready solutions and deliver enduring value across the lifecycle of assets, infrastructure and resources projects.

**CONSTRUCTION**      **MINING**      **MINERALS PROCESSING**      **SERVICES**      **PUBLIC PRIVATE PARTNERSHIPS**      **ENGINEERING**      **OTHER INVESTMENTS**



**CPB CONTRACTORS** is a leading international construction contractor with operations spanning Australia, New Zealand, Asia, India and Papua New Guinea. The team delivers major projects spanning all key sectors of the construction industry, including roads, rail, tunnelling, defence, building and resources infrastructure. Working closely with clients and partners, including Pacific Partnerships, our projects connect communities, play a key role in urban and rural development, help drive economic growth, and provide vital, long-term infrastructure. CPB Contractors combines the design and construction expertise and track record formerly delivered by Leighton Contractors and Thies in Australia and New Zealand.



CPB Contractors includes the people and projects of **LEIGHTON ASIA**, the contractor behind some of Asia's most complex and high-profile infrastructure projects. It also includes **BROAD** - a leading managing contractor in the Australian building industry delivering diverse commercial construction projects.



**THIESS** partners with its clients to deliver excellence in open cut and underground mining in Australia, Asia, Africa and the Americas. For more than 80 years, Thies has operated in diverse commodities, geologies, environments and cultures. The team uses that insight to optimise solutions for every project, creating real advantages specific to each mine's unique challenges and opportunities. They work with clients to position their operations for optimal efficiency, productivity and cost performance. Expertise and solutions are then brought to life by how Thies meets its commitments. Sustainable and profitable resource recovery stems from that certainty to create lasting value.



**SEDGMAN** is a market leader in the design, construction and operation of mineral processing plants and associated mine site infrastructure. With a track record in successful project and operations delivery, Sedgman is focused on realising value for clients through excellence in engineering and innovative solutions. From pre-feasibility and commissioning, to operations, the team has completed close to 200 processing and materials handling projects in diverse and remote locations globally. The team overcomes complex challenges to unlock the full potential of diverse commodities across base and precious metals, industrial minerals, coal and iron ore, delivering outcomes that exceed expectation, on time and on budget.



**UGL** is a market leader in end-to-end asset solutions. The team's whole-of-life offer delivers operational value and enhanced customer experiences for critical assets in power, water, resources, transport, defence and security, and social infrastructure. Its services-led approach supports real business needs, now and into the future, by connecting clients with leading thinking across all stages of a project's lifecycle. UGL maximises solutions, delivery and end performance, spanning engineering design; construction and commissioning; manufacturing; operations, maintenance and facilities management; upgrades and overhauls; and asset management. Clients minimise interface risk while optimising quality, time and cost outcomes.



**PACIFIC PARTNERSHIPS** develops, invests in and manages social and economic infrastructure concession assets, leveraging CIMIC Group's financial strength and diverse capabilities. The team's project development, technical, commercial and finance expertise transform into seamless, value-for-money solutions for clients. This spans the finance, design, construction, and long-term operations and maintenance of key infrastructure under public private partnership and build own operate transfer structures. Pacific Partnerships is a proactive, collaborative partner to clients, infrastructure users, investors and lenders, building on a corporate history responsible for delivering more than 30 PPPs valued at more than \$60 billion.



**EIC ACTIVITIES** is CIMIC Group's engineering and technical services business, providing a competitive advantage for winning and delivering profitable projects that generate value for clients. Leading innovation, EIC Activities provides all operating companies with access to the Group's collective experience, technical capabilities and leading technology applications. This continually strengthens the Group by challenging and optimising technical solutions through collaboration and knowledge sharing. EIC Activities brings engineering experts, technical solutions, lean practices and global industry developments - equipping tender and project teams with more levers to innovate, mitigate risk, improve efficiency and drive performance.



**Devine GROUP** 59.1%

**ventia** 46.9%

# Group market position



# F/X rates

End of the period	Dec 2018	Dec 2019	Chg. \$	Chg. %
AUD/USD	0.71	0.70	(0.01)	(1.4)%
AUD/EUR	0.63	0.63	-	-
Period average	FY18	FY19	Chg. \$	Chg. %
AUD/USD	0.74	0.69	(0.05)	(6.8)%
AUD/EUR	0.63	0.62	(0.01)	(1.6)%

<sup>1</sup>Excludes the one-off item in respect of the provisions and asset impairments of the Group's financial investment in BICC and exit from the Middle East region in 2019. Refer to slide 2 for further detail

<sup>2</sup>Revenue excludes revenue from joint ventures and associates of \$2,506.0m (FY18: \$2,582.6m)

<sup>3</sup>Operating profit is EBIT adjusted for the one-off item in respect of the provisions and asset impairment of the Group's financial investment in BICC and exit from the Middle East region

<sup>4</sup>Margins are calculated on revenue which excludes revenue from joint ventures and associates. Margins excluding BICC are calculated as the net of the one-off item in respect of the provisions and asset impairments of the Group's financial investment in BICC and exit from the Middle East region

<sup>5</sup>Operating cash flow includes cash flow from operating activities and changes in short term financial assets and investments before interest, finance costs and taxes

<sup>6</sup>Net cash/(debt) includes cash and equivalent liquid assets (which includes cash, cash equivalents and short term financial assets and investments)

<sup>7</sup>WIH includes CIMIC's share of work in hand from joint ventures and associates

<sup>8</sup>New work includes new contracts and contract extensions and variations, including the impact of foreign exchange rate movements

<sup>9</sup>Restated for the impact of AASB16, the new leasing standard, effective for CIMIC Group onwards from 1 January 2019, and applied retrospectively during 2018. A practical expedient was utilised in applying the standard, certain leases which expired in the period of transition and were therefore not a lease on the date of transition were not required to be restated. As a result certain operating costs were not reclassified to depreciation and interest, hence the full AASB16 impact is not reflected in the transitional previous year's restatement

<sup>10</sup>One-off relates to the provisions and asset impairments (net of tax) of the Group's financial investment in BICC and exit from the Middle East region

<sup>11</sup>Gross capital expenditure is payments for property, plant and equipment

<sup>12</sup>Gross capital proceeds are proceeds received from the sale of property, plant and equipment

<sup>13</sup>Free operating cash flow is defined as net operating cash flow less net capital expenditure for property, plant and equipment

<sup>14</sup>During 2019, \$398.6m was funded to BICC

<sup>15</sup>Relates to the \$3.2bn of working capital facilities of which \$3.0bn is undrawn at 31 December 2019 and bank bonding commitment fees

<sup>16</sup>Net finance costs include interest income and finance costs

<sup>17</sup>Total interest bearing liabilities

<sup>18</sup>Corporate work in hand includes work in hand from CIMIC's share of investments of Ventia

## Definitions

- ✓ 1Q18, 2Q18, 3Q18 & 4Q18 – Three months to March 2018, June 2018, September 2018 and December 2018 respectively
- ✓ 1Q19, 2Q19, 3Q19 & 4Q19 – Three months to March 2019, June 2019, September 2019 and December 2019 respectively
- ✓ 2H19 – Second half year from July to December 2019
- ✓ bn – Billion
- ✓ bp – Basis points
- ✓ cps – Cents per share
- ✓ D&A – Depreciation and amortisation
- ✓ EBIT – Earnings before net finance costs and tax
- ✓ EBITDA – Earnings before net finance costs, tax, depreciation and amortisation
- ✓ EPS – Earnings per share (basic)

- ✓ Excl - excluding
- ✓ FY – Full year from January to December
- ✓ HY – Half year from January to June
- ✓ LTM – Last 12 months
- ✓ m – Million
- ✓ NPAT – Net profit after tax
- ✓ PBT – Profit before tax
- ✓ PPP – Public Private Partnership
- ✓ WIH – Work in hand
- ✓ YOY – Year on year

This presentation, and any oral presentation accompanying it:

- is not an offer, invitation, inducement or recommendation to purchase or subscribe for any securities in CIMIC Group Limited (“CIMIC”) or to retain any securities currently held;
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