

LOGICAMMS LIMITED INVESTOR BRIEFING

March 2018



2018 HALF YEAR PERFORMANCE SUMMARY

REVENUE	EBITDA	NPAT	CASH BALANCE
\$42.5m	\$1.9m	\$0.895m	\$4.7m
<i>H1 FY17: \$41.5m</i>	<i>H1 FY18: -\$2.5m</i>	<i>H1 FY18: -\$4.8m</i>	<i>31 Dec 2017: \$5.0m</i>

- LogiCamms continues the transition to a new business model to remain competitive in a commoditised engineering consulting market
- Organisation re-structuring has stabilised the business and underpinned the return to profitability
- Revenue growth of \$5.5m (15%) excluding discontinued operations (Petromod and Hunter Valley)
- Performance is consistent with year-end guidance, with H1 EBITDA of \$1.9m
- Continued investments to progress key technology innovations towards commercialisation
- COO recruited in December 2017 to enhance operational performance and client engagement
- Development of strategic partnerships to drive revenue growth continues
- Large Project business development unit reviewed, re-structured and re-focused

CORE MARKET SEGMENTS

Hydrocarbons

- Clients continue to focus on cost reductions and operating efficiencies

Minerals & Metals

- Sector activity strengthened with stronger commodity prices
- Operators running at or near capacity, driving demand for projects focused on plant efficiencies and throughput optimisation

Infrastructure

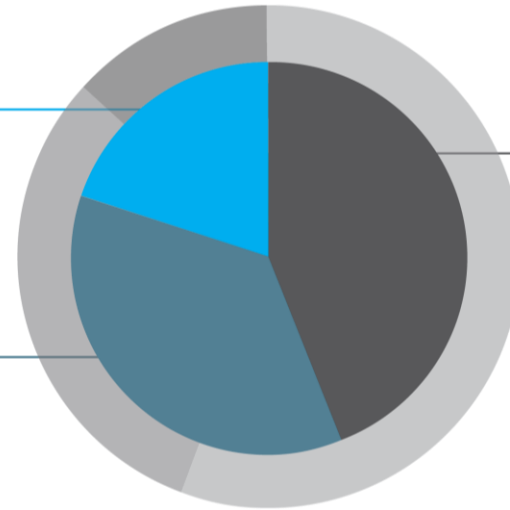
- Investment in road, rail and water infrastructure driving new project opportunities

H1 FY18 Revenue
by segment

20%
Infrastructure
13%
(H1 FY17)

36%
Minerals & Metals
31%
(H1 FY17)

43%
Hydrocarbons
56%
(H1 FY17)



H1 FY18 NEW CONTRACT WINS



- Robust Order Book - \$27.1m at 28 February (\$23.2m at 31 January)
- New contract wins diversified across major market segments and project types:
 - Concept Design studies
 - Engineering Design
 - Commissioning
 - Planned maintenance shutdowns
 - Hazardous area assessments
 - Environmental site assessments
 - EPC

KEY CLIENT RELATIONSHIPS



- Client relationships based on ongoing small engineering consultancy projects across multiple divisions and assets with LogiCamms as a pre-qualified supplier
- Diversified portfolio of long-term relationships underpin core engineering services revenue
- Workload primarily focused on supporting brownfield (existing) assets

TECHNOLOGY AND INNOVATION

Automated Infrastructure Design Engine (AIDE)

- Additional AIDE CSG modules being rolled out for flagship client
- Marketing of AIDE CSG to other gas producers
- Variants under development for renewables and telco sectors
- Customer Value Proposition and Market Pathways strategy in final stages of development

Hazard Area Assessment Field Data Capture Tool

- In-field data capture and tracking solution undergoing Proof of Concept trials

Virtual Shipyard

- LogiCamms active in South Australian Government Virtual Shipyard training program

StacksOn

- Technologies progressing through design / test phases

INVESTMENT HIGHLIGHTS

- Business stabilised with operating costs aligned to support profitability
- Diversified portfolio of major clients underpin engineering services revenue:
 - Expanding infrastructure portfolio across road, rail and water projects
 - Improved commodity prices boosting minerals and metals activity
- New client wins across all major segments
- Emerging opportunities and new client wins in Defence sector
- Significant client interest in technology innovations supporting continued investment in commercialisation
- Continued focus on:
 - Consolidating operations
 - Building order book momentum
 - Maintaining profitable balance of revenue-generating resources, overhead costs and order book

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FURTHER INFORMATION

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OUR VALUES

Teamwork

Commitment to people

Can do approach

Integrity

Delivering quality results