



# SYNERTEC CORPORATION LIMITED

FOR HALF YEAR ENDED 31 DECEMBER 2017

## INVESTOR UPDATE



SYNERTEC

# DISCLAIMER AND IMPORTANT NOTICE

Information, including forecast financial information in this presentation should not be considered as a recommendation in relation to holding, purchasing or selling shares, securities or other instruments in Synertec Corporation Limited or any other company. Due care and attention has been used in the preparation of forecast information. However, actual results may vary from forecast and any variation may be materially positive or negative.

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All currency is denominated in Australian dollars.



# CORPORATE OVERVIEW

ASX Code	SOP
Shares on Issue	220,701,277
Share Price <small>(27 February, 2018)</small>	\$0.04
Market Capitalisation	\$8.8m
Debt (HY18)	Nil
Options on Issue	16.2m
Cash and cash equivalents (HY 18)	\$7.5m*
Net Assets	\$5.6m

*\* Includes \$3.6m proceeds from sale of mining assets payable to Redemption Note holders (paid 15 January 2018)*



# CORPORATE UPDATE HALF YEAR 18

## FINANCIAL RESULT

- \$7.5m Cash and cash equivalents\*
- \$4.7m Revenue 1H FY18
- \$25k net loss from operations (before tax and corporate transaction costs)
- \$8.2m net loss (including deemed listing expense \$4.7m, loss from discontinued operations \$3.3m and corporate transaction costs \$0.1m)
- Net Assets of \$5.6m

## SHAREHOLDERS

- Cash balance \$7.5m\*
- No debt
- Access to capital
- Strong Balance Sheet and excellent history of working capital and project management performance
- Revenue pipeline at record levels
- Experienced management

## CONTRACTS

- “Break through” contract award in rail – human safety systems
- International wins in complex environments
- Revenue pipeline at record levels

## GROWTH

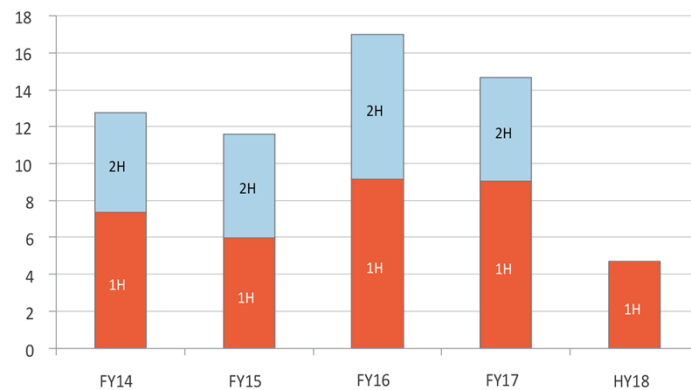
- International pull for expansion to South East Asia, China & Middle East
- Infrastructure (local & overseas) – complex human safety systems and specialized construction experience
- Agility – fast response to customer needs with innovative solutions, backed by strong systems platform

*\* Includes \$3.6m proceeds from sale of mining assets payable to Redemption Note holders (paid 15 January 2018)*

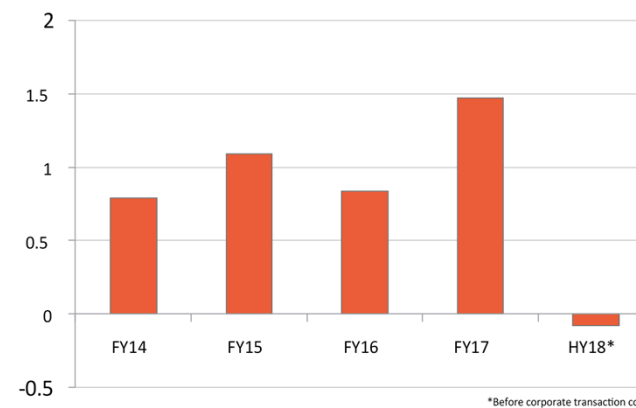


# FINANCIAL PERFORMANCE

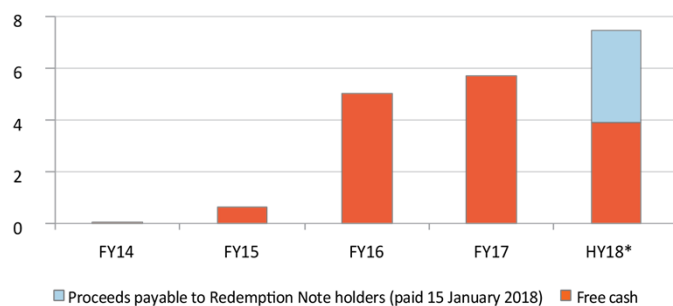
REVENUE (\$'s)



NPAT (\$M)



CASH AT BANK (\$M)



<b>(Loss)/profit before tax and corporate transaction costs</b>	<b>(25)</b>	<b>1,617</b>
Corporate transaction costs	(47)	(278)
Income tax expense	(56)	(408)
<b>(Loss)/profit from operations</b>	<b>(129)</b>	<b>931</b>
Listing expense	(4,722)	-
<b>(Loss)/profit for the period from continuing operations</b>	<b>(4,851)</b>	<b>931</b>
Loss from discontinued operations	(3,328)	-
<b>Total comprehensive income for the half year</b>	<b>(8,178)</b>	<b>931</b>

In Australian Dollars '000's

31 Dec 2017	31 Dec 2016
(25)	1,617
(47)	(278)
(56)	(408)
(129)	931
(4,722)	-
(4,851)	931
(3,328)	-
(8,178)	931



# SECTOR UPDATE HALF YEAR 18

## OIL & GAS

~40% of revenue (growing)

New and renewals projects increasing (e.g. Pipelines)

Custody Transfer System demand increasing, especially overseas (Asia & Middle East)

Associated product development in progress

## WATER

~20% of revenue (stable)

New and renewals spending increasing

Building on major long term contract with Melbourne Water

## PHARMA

~15% of revenue (growing)

Increased interest in manufacturing by foreign companies to take advantage of Australia's reputation - especially China

Renowned expertise both locally and in South East Asia for last 20 years

## INFRASTRUCTURE

~5% of revenue (emerging)

Announced significant opportunities in Dec 2016 and Dec 2017

Opportunities in Belt & Road Initiative China & Northern Australia Infrastructure Facility

Know-how transferable to global infrastructure projects (e.g. rail, tunnelling etc)

## DEFENCE

~5% of revenue (emerging)

Significant projects such as new submarines and warships present opportunity

## TERMINALS

~5% of revenue (growing)

Limited expenditure in recent years, however expectations of increased spend in near term

Announced major opportunity in December 2017

## PETROCHEMICAL

~5% of revenue (growing)

Announced significant overseas opportunity in September 2017

## FOOD & BEVERAGE

~5% of revenue (growing)

Solid pipeline of opportunities in this sector

Sector experiencing transformation



# BUSINESS STRATEGY - SECTORS

Our business model and engineering processes drive projects that are complex, high risk and require a regulatory overlay.

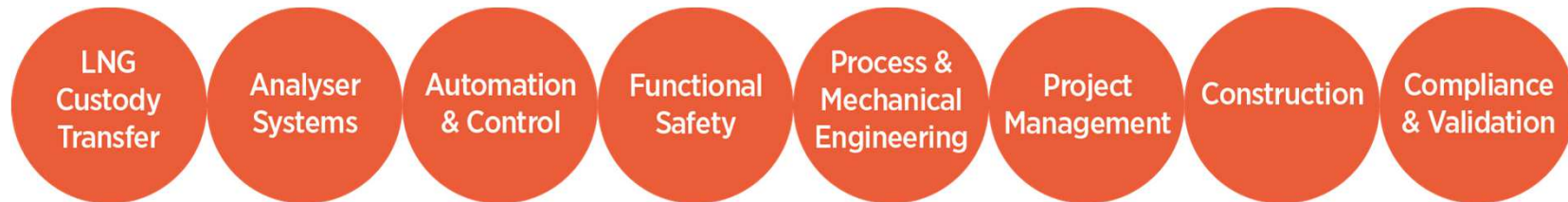
To penetrate these markets, we are leveraging our Products and Solutions, which include :

- LNG Custody Transfer Systems;
- Gas Pipelines;
- Online Process Analytics/Instrumentation;
- Automation and Safety Systems (SCADA, PLC,DCS);
- Manufacturing Enterprise System (MES);
- Hazardous Area System Designs;
- High Tech Manufacturing Facilities; and
- EPCM and Lump Sum Projects



# BUSINESS STRATEGY - SOLUTIONS

We are multi-disciplined engineers providing solutions to enterprise critical challenges to the Oil & Gas, Infrastructure, Pharmaceutical, Water, Petro Chemical, Terminal, Defence and Food industries.





# STRATEGY - WHERE ARE WE GOING

## ASX LISTING 2017

Delivered on all elements of Prospectus issued July 2017

Acquisition of Synertec Pty Ltd

Share offer & bonus options issue

ASX re-listing & consolidation on 8 August 2017

Formation of new Board

Sale of Mining Assets \$3.5m & proceeds paid to Redemption Note holders 15 January 2018

## GROWTH 2018 - 2020

Significant project announcements locally & overseas – existing & emerging markets

Pipeline of revenue opportunities now at historic highs

Expansion to Asia & Middle East

Unique LNG custody transfer know-how

Specialist infrastructure know-how & experience

## FUTURE 2020+

Global leader in fiscal custody transfer

Global leader in human safety control systems

Strong brand with global recognition

Offices throughout South East Asia, China & Middle East

Product development

Consistent performance



# OUTLOOK

- Strong cash position with no debt & strong work in hand
- Systems to manage significant, profitable growth
- Infrastructure spending increasing in target regions
- Increase in enquiries and RFQ's over recent 6months
- Regional and industry diversity reduces revenue risk
- Focus on profitable growth across all of the business streams
- Long term strategy firmly on track



# BOARD OF DIRECTORS



Leeanne Bond  
Independent Non-executive Chair



Michael Carroll  
Managing Director



Freddie Heng  
Independent Non-executive Director



Poh Kiat  
Independent Non-executive Director





SYNERTEC IS DEDICATED TO  
PROVIDING HIGHLY INNOVATIVE  
AND PRACTICAL SOLUTIONS TO  
COMPLEX ISSUES FOR ITS  
CUSTOMERS, WITH EXTENSIVE  
GLOBAL EXPERTISE, EXPERIENCE  
AND UNIQUE MANAGEMENT  
SYSTEMS

LEARN MORE ABOUT THE PROJECTS  
WE'VE BEEN INVOLVED IN ONLINE

[synertec.com.au](http://synertec.com.au)

