# Tempo Australia Presentation

**ASX:TPP** 

CEO's ADDRESS MAY 2018



#### **TEMPO AT A GLANCE**

- ASX listed construction, maintenance and facilities maintenance service provider to resources, commercial, industrial and power customers.
- Pre-qualified for major Blue Chip Australian Clients.
- Highly experienced Board and Leadership team composition.
- Flat management structure, solid management systems, providing cost effective solutions.
- Partner of choice for international firms to provide bespoke solutions to Clients.

Market Capitalisation Cash at 31 Dec 2017 Over \$45m Over \$11m



#### **SHAREHOLDERS**

Board and Management ~36%

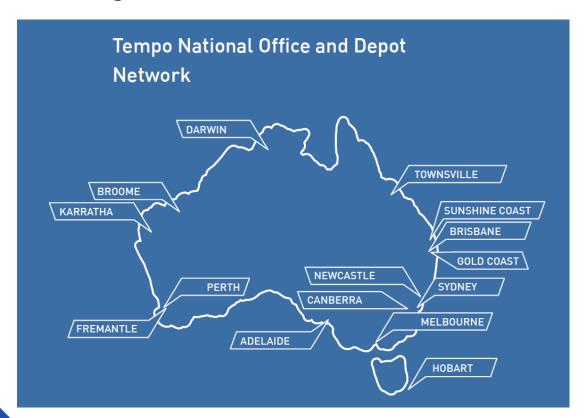
Top 20 Shareholders 72%



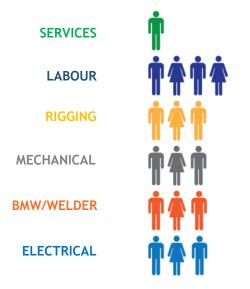


#### NATIONAL FOOTPRINT

- Permanent offices and depots across over 14 Australian locations;
- Working in remote and regional locations;
- We are and go where our Clients need us to be.



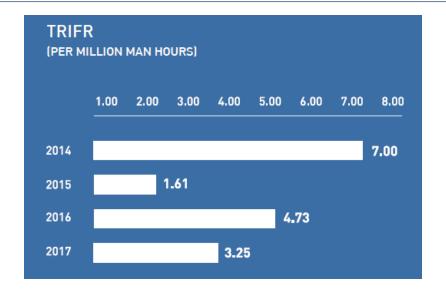
# OVER 1,200 PEOPLE EMPLOYED IN LAST TWO YEARS





#### SAFETY MANAGEMENT

- Focus on Zero Harm in all aspects of our organisation, represented by the following:
  - Zero Harm to our people
  - Zero Harm to our environment
  - Zero Harm to our assets
- Our people, our culture and our unwavering focus on leading safety behaviours has been at the core of our strong safety performance of all groups.
- Experienced workforce used to Tempo safety tools, with a focus on training and safe operations.



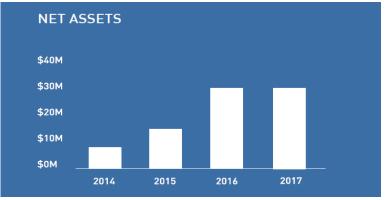




#### **LOOKBACK**

- Acquisition of KP Electric (Australia) Pty Ltd in July 2017
  - National based electrical services business.
  - Tier 1 diverse client base with recurring revenues
- Across the business clients included BHP, Santos, Inpex, Salini Impregilio, Nokia, Woolworths, Huawei and others
- Began developing power market opportunities, with awards building
- Revenue of \$19.6m large decline from prior year
- Loss after tax of \$1.0m
- Net assets remained relatively steady at \$29.9m
- Cash at bank of \$11.0m



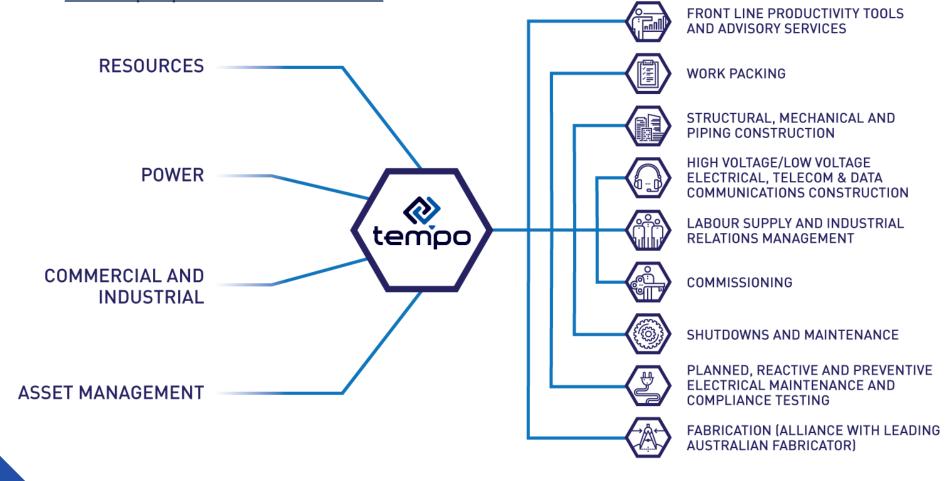






#### **INDUSTRIES AND SERVICES**

Dynamic flexible structure within the group allows a focussed <u>fit for purpose Client solution</u>.





### **OUR SERVICES & EXPERIENCE**







INFRASTRUCTURE -RAIL, FACILITIES, PORTS, CAMPS, DEFENCE

ORE HANDLING PLANTS AND SYSTEMS





RENEWABLE, CONVENTIONAL POWER PLANTS AND μ-GRID



E&I SYSTEMS - HIGH & LOW VOLTAGE



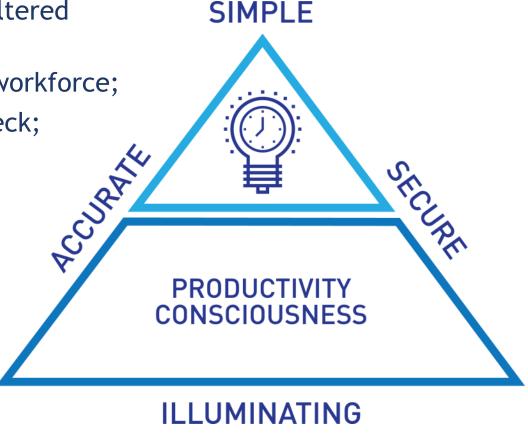
PROCESS PLANTS AND UTILITIES





#### **KEY OUTCOMES FOR PRODUCTIVITY FOCUS**

- Supervisors and managers empowered with unfiltered data direct from the front-line;
- Immediate feedback on what is holding up the workforce;
- Honest recommendations on how to de-bottleneck;
- Accurate and quantifiable norms to support observations from the field;
- Instant Field-to-Desktop reporting with no human intervention;
- A more informed, efficient workforce with an enhanced consciousness of productivity; and
- Resources who value and embrace technology enabled productivity.







#### TEMPO TOOLS ENABLING PRODUCTIVITY RESULTS





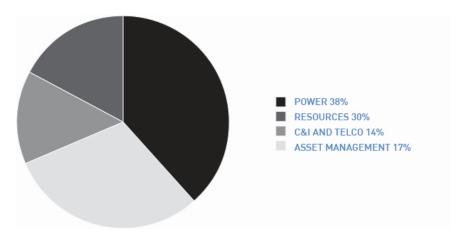




#### **OUTLOOK**

- Entered 2018 with \$40m of work-in-hand spread over next two years
- Secured binding letter of award with CBH Group valued at \$6m
- Binding Letter of Intent (subject to projects securing power purchase agreements) for \$23m in solar projects
- Seeing an increase in activity in the resources market and building greater engagement with market participants
- Mobile telecommunications opportunities large -Tempo is engaging in both maintenance (through KP Electric) and construction for IBC/DAS systems and mobile towers
- Large pipeline of power projects available

#### PIPELINE OF OPPORTUNITIES







## THANK YOU



