

# **REPORT TO STAKEHOLDERS**

#### SIX MONTHS TO 31 DECEMBER 2011



#### AGENDA

	Salient features HY2012	Summarised financial results	Rights offer
Hot topics	Group financials	Recovery & Growth	Outlook



#### **WE BUILD TO LAST**

1902 - 2012





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1902 - 2012





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### **SALIENT FEATURES HY2012**

Revenue up 11% to R16.7bn				
Attributable loss reduced by 179	% to a loss of R528m			
Order book increased to R57bn				
South African term debt and ba	nk facilities successfully restructured			
Return to profitability objective				
Operating platforms established	k k			
Nearing end of Gautrain and GI	PMOF projects			
<ul> <li>Safety</li> <li>LTFIR reduced from 1.44 to 1.04</li> <li>Three fatalities compared to 10 in previous comparable period</li> </ul>				
Disposal of non-core assets and discontinued operations - raised R952 million				
Announcement of Rights Offer • Proposed rights offer of approximately R2bn to shareholders				



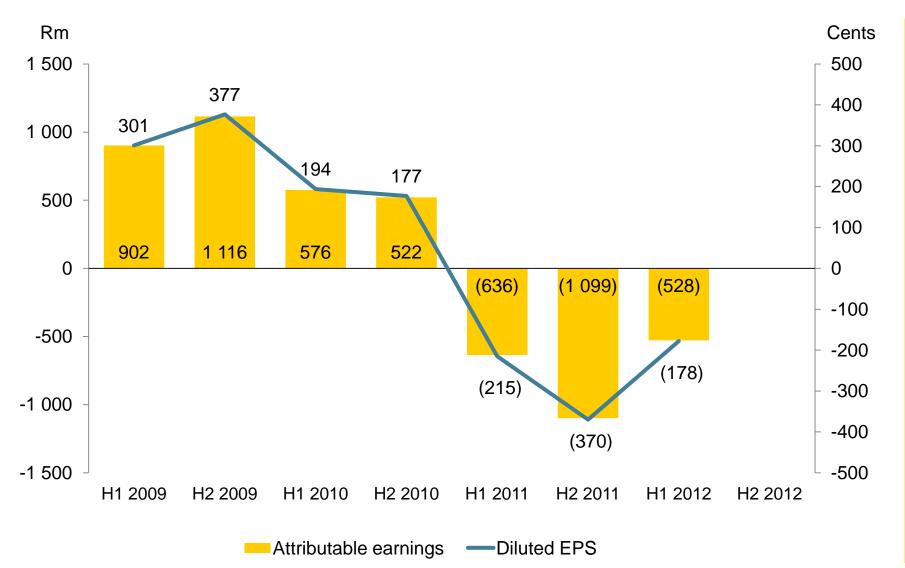
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## SUMMARISED FINANCIAL RESULTS

Six-monthly attributable earnings and diluted EPS





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What has changed	Considerations	Rationale and application	Process
		<ul> <li>Further losses on GI</li> <li>Delay in disposal of</li> <li>Order Book growth</li> <li>Uncertain global final</li> </ul>	Steel Business

Reserve Bank (1985) Pretoria



What has changed	Considerations	Rationale and application	Process
		<ul> <li>Implementation of the Recovery &amp; Growth</li> <li>Funding of the Order</li> <li>Optimising the balar</li> <li>Debt repayment tends</li> <li>Protracted claims protected statement</li> </ul>	plan r Book nce sheet structure ure

Carlton Centre (1976) Johannesburg



What has changed	Considerations	Rationale and application	Process
Blukrans Bridge (1983) Fastern C		<ul> <li>Rationale</li> <li>Withstand the impactmarkets</li> <li>Retain strategic flexit</li> <li>Preserve and grow strategic flexit</li> <li>Application</li> <li>Reduce South Africat</li> <li>Fund the order book</li> </ul>	bility hareholder value n debt

Bloukrans Bridge (1983) Eastern Cape



What has changed	Considerations	Rationale and application	Process
		<ul> <li>Shareholder approva</li> <li>Finalisation annound</li> <li>Posting of Rights Of</li> <li>Trading commences Allocation</li> <li>Rights offer closes</li> <li>Rights offer shares i</li> </ul>	cement fer Circular on Letters of

Mossgas Jacket (1990) Mossel Bay



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Lonmin's Karee Mine



Safety	Liquidity	Challenging projects	Uncertified revenues	Competition Commission		
Debt Restructuring		Claims	Dis	sposals		
Common Term	ns Agreement conc	luded November 20	)11			
Bilateral agree	ement with six bank	S				
Aligning debt f	enure with expecte	ed timing of claims r	esolution			
• Increase facili	ties from R3.4bn to	R4.3bn				



Safety	Liquidity			certified venues	Competition Commission	
Debt Restructuring Clai			ns	Ι	Disposals	
			Indica timefra		(	Claims
			Pre Jun 201	2	Medupi Civ	/ils
			Post Jun 201	2	GPMOF	
			Post Dec 201	2	Dubai Inter	national Airport
Dubai Internetional Airport			2014		Gautrain de	elay and

Dubai International Airport



Safety	Liquidity	Challe proje	0 0	Uncertified revenues		Competition Commission
Debt Restructuring		Clair	ns		Dis	posals
I I			Indica timefi		Di	sposals
			Jul 201 Dec 20		Clough Ma Johnson Ai Properties Two Steel o	
			Jan 20 Jun 20		BRC Arabia Steel Grou	

**Clough Marine Construction** 



Safety	Liquidity	Challenging projects	Uncertified revenues	Competition Commission
Gautrai	n	Medupi Civils	G	PMOF
		<ul> <li>(2 Aug</li> <li>Water</li> <li>Estimation</li> <li>Bomb</li> <li>Proving (May 2)</li> <li>Indication</li> </ul>	ed Hatfield to Rose g 2011) ingress Rosebank ated completion Ap ela Statement of Ca ce Statement of Do 2012) tive arbitration final emains until project	to Park Stations r 2012 ase (Aug 2011) efence

Gautrain Passenger Assistants



Safety	Liquidity	Challenging projects	Uncertified revenues	Competition Commission
Gautrai	in	Medupi Civils	GI	PMOF
		<ul> <li>Adva</li> <li>Signi</li> <li>Proje</li> </ul>	oved relationship wit ance payment reinsta ificant increase in sc ect 63% complete mercial negotiations	ated ope

Medupi Power Station



Safety	Liquidity	Challenging projects	Uncertified revenues	Competition Commission
Gautrain		Medupi Civils	GI	PMOF
		<ul> <li>Poter</li> <li>Claim</li> <li>Late</li> <li>Des</li> <li>Wea</li> <li>Subjection</li> <li>Arbitration</li> <li>Finar</li> </ul>	ional costs HY 2012 ntial recovery of add ns e site access (6 months sign change and scope ather and ground cond ect to weather condi ect to weather condi ect to weather condi ect to weather condi oletion second half ration underway ncial risk remains un oletion	litional costs s) growth itions tions, estimated FY2012

Gorgon Pioneer Material Offloading Facility



Safety	Liquidity		lenging Uncertified ojects revenues			mpetition nmission	
			Claims		Dec 2011	Jun 2011	
			Total (Rr	n)	2 203 <sup>2</sup>	1 968 <sup>1</sup>	
			Gautrain		⇔	₽	
			Medupi (	Civils	⇔	仓	
			Dubai Ai	rport <sup>3</sup>	仓	仓	
			GPMOF	3	仓	<b></b>	
Sorbonne University				<sup>1</sup> net of R334m payment on account GPM0 <sup>2</sup> net of R472m payment on account GPM0 <sup>3</sup> increase mainly as a result of exchange r			

Sorbonne University



Safety	Liquidity	Challenging projects	Uncertified revenues	Competition Commission
		<ul><li>Poss</li><li>Unre</li><li>Pena</li></ul>	track process (15 Ap sible penalty account ported projects under alty provision unchan ure estimated by Jur	ed for FY2011 er investigation ged

Pappes Quarry Dam 1986



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## **GROUP FINANCIALS**

#### STATEMENT OF FINANCIAL PERFORMANCE

Rm	Dec 11	Dec 10	Jun 11
Revenue	16 730	15 063	30 535
EBITDA	119	255	(93)
Operating loss / (EBIT)	(223)	(23)	(678)
Net interest expense	(90)	(99)	(194)
Taxation	(212)	(135)	(196)
Income from equity accounted investments	63	38	86
Discontinued operations	(19)	(368)	(666)
Non-controlling interests	(47)	(49)	(87)
Attributable earnings	(528)	(636)	(1 735)
Diluted EPS (cents)	(178)	(215)	+17%
Diluted HEPS (cents)	(210)	(177)	-19%



## **GROUP FINANCIALS**

#### **EBIT SIGNIFICANT ITEMS**

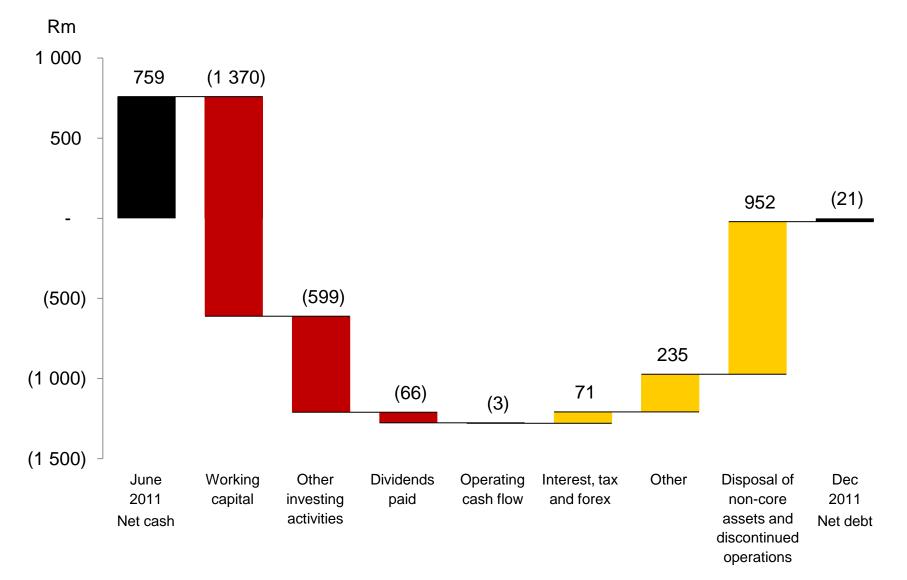
Rm	Dec 11	Dec 10	Jun 11
Gautrain/Competition Commission penalties	-	(510)	(1 150)
GPMOF	(600)	-	(582)
Middle East operations	(231)	(165)	(164)
Other impairments	-	(120)	(79)
	(831)	(795)	(1 975)



#### **GROUP FINANCIALS**

#### STATEMENT OF FINANCIAL POSITION

Rm	Dec 11	Dec 10	Jun 11
Total assets	20 624	21 296	19 560
Cash and cash equivalents	3 642	3 232	3 101
Current	9 876	10 451	8 036
Non-current	5 964	6 171	5 563
Assets classified as held for sale	1 142	1 442	2 860
Total equity and liabilities	20 624	21 296	19 560
Shareholders' equity	5 268	6 215	5 321
Interest bearing liabilities - short term	1 048	2 193	1 119
- long term	2 615	2 050	1 223
Non-interest bearing liabilities	11 365	10 615	10 715
Held for sale liabilities	328	223	1 182
Net (debt)/ cash	(21)	(1 011)	759



**Murray** 

& Roberts

#### **GROUP FINANCIALS**

CASH FLOW (GROUP)



## **OPERATING PLATFORMS**

	Companies	Geography	Segments	Value chain
Construction Africa and Middle East	<ul> <li>MUR Construction</li> <li>MUR Marine</li> <li>MUR Middle East</li> <li>Concessions</li> <li>Tolcon</li> </ul>	• Africa • Middle East	<ul> <li>Metals &amp; Minerals Industrial Infrastructure</li> <li>Building</li> </ul>	<ul> <li>Project Dev. &amp; Design</li> <li>Planning and Eng.</li> <li>Construction works</li> <li>Operations</li> <li>Maintenance</li> </ul>
Construction Global Underground Mining		• Africa • Australia • Americas	• Metals & Minerals	<ul> <li>Planning and Eng.</li> <li>Construction works</li> <li>Operations</li> </ul>
Construction Australasia Oil & Gas and Minerals	•Clough •Forge	• Australasia • South East Asia • Africa	• Industrial (Oil & Gas) • Metals & Minerals	<ul> <li>Planning and Eng.</li> <li>Construction works</li> <li>Maintenance</li> </ul>
Engineering Africa	• MUR Projects • Wade Walker • Concor Engineering • Genrec	• Africa	<ul> <li>Metals &amp; Minerals</li> <li>Industrial</li> </ul>	<ul> <li>Project Dev. &amp; Design</li> <li>Planning and Eng.</li> <li>Construction works</li> <li>Maintenance</li> </ul>
Construction Products Africa	<ul> <li>Hall Longmore</li> <li>Ocon &amp; Technicrete</li> <li>Much Asphalt</li> <li>Rocla</li> <li>UCW</li> </ul>	• Africa	• Metals & Minerals • Industrial • Infrastructure • Building	Construction Products



Construction Africa and Middle East	Construction Underground	A	Construction Australasia Oil & Gas and Minerals		Engineering Africa		Constr Product	
Rm		Construction Africa <sup>1</sup> Mar			Middle	East	Tot	al
December	2011	2010	2011	2010	2011	2010	2011	2010
Revenue	2 892	3 155	559	676	928	1 273	4 379	5 104
Operating profit / (los	ss) 81	(346)	(621)	10	(239)	(96)	(779)	(432)
On-going construct activities	ion 11	109	(621)	10	(8)	69	(618)	188
PPP Investments and Services <sup>2</sup>	70	55	-	-	-	-	70	55
Gautrain	-	(510)	_	-	-	-	-	(510)
Additional subcontractor and completion costs			-	-	(231)	(165)	(231)	(165)

1. Includes Civils, Buildings, Roads, Opencast, PPP; 2. Concessions and Tolcon



Construction Africa and Middle East	Construction G Underground N	Australasia Oil & Gas Engineering		Australasia Oil & Gas		Engineering Africa		ruction s Africa
Rm	Afı	rica	Austra	alasia	The Am	ericas	Tot	al
December	2011	2010	2011	2010	2011	2010	2011	2010
Revenue	2 725	2 223	454	310	1 517	991	4 696	3 524
Operating profit	142	164	48	28	145	98	335	290
Operating margin (%)	) 5%	7%	11%	9%	10%	10%	7%	8%



Construction Africa and Middle East	Australasia Oil & Gas		Engineering Africa		Construction Products Africa	
Rm			Clou	ıgh	Forg	ge <sup>1</sup>
December			2011	2010	2011	2010
Revenue			3 618	2 852	1 766	1 361
Operating profit			82	154	223	202
Operating margin (%	6)		2%	5%	13%	15%

1. Reported at 100%. Forge is equity accounted as a 33% associate within the consolidated results



Construction Africa and Middle East	Construction Global Underground Mining	Construction Australasia Oil & Gas and Minerals		Engineering Africa		Constr Product	
Rm		Power P	rogram¹	Engine	ering <sup>2</sup>	Tot	al
December		2011	2010	2011	2010	2011	2010
Revenue		1 876	997	446	325	2 322	1 322
Operating profit / (los	ss)	102	(120)	1	17	103	(103)
Operating margin (%	b)	5%	(12%)	-	5%	4%	(8%)

- 1. Murray & Roberts Projects power program contracts and Genrec
- 2. Includes Wade Walker, Concor Engineering, Murray & Roberts Projects non-power program projects



Construction Africa and Middle East	Construction Global Underground Mining	Construction Australasia Oil & Gas and Minerals		Engineering Africa		Constr Product	
Rm		Constr prodi		Indus produ		Tot	al
		2011	2010	2011	2010	2011	2010
Revenue		1 428	1 667	287	594	1 715	2 261
Operating profit		82	96	23	103	105	199
Operating margin (%	b)	6%	6%	8%	17%	6%	9%

1. Including Hall Longmore, Much Asphalt, Ocon, Technicrete and Rocla

2. UCW



#### **Discontinued operations**

Rm	Crane Hire S Services <sup>1</sup>		Steel Reinforcing Products		Clough Marine Services & Prop.		Properties SA	
	2011	2010	2011	2010	2011	2010	2011	2010
Revenue	114	124	655	866	377	219	5	57
Operating profit / (loss)	2	(37)	(24)	(405)	(19)	(62)	47	46
Rm							Tot	al
							2011	2010
Revenue							1 151	1 266

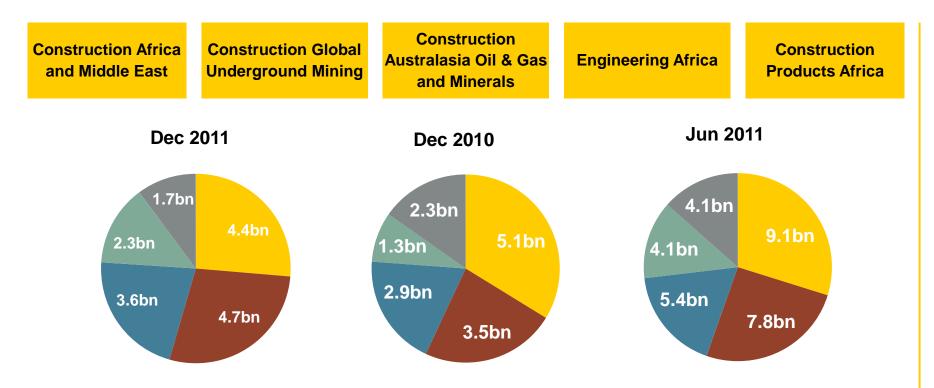
Operating profit / (loss)		

6

(458)



## **SEGMENTAL REVENUE CONTRIBUTION**



- Construction Africa and Middle East
- Construction Global Underground Mining
- Construction Australasia Oil & Gas and Mineral Clough
- Engineering Africa
- Construction Products Africa



#### Summary

Construction Africa and Middle East	Construction Global Underground Mining	Construction Australasia Oil & Gas and Minerals		Engine	Engineering Africa Produc	
Segmental anal	ysis		Dec	: 11	Dec 10	Jun 11
Revenue (Rm)						
Construction Africa a	nd Middle East		4	379	5 104	9 108
Construction Global	Underground Mining		2	l 696	3 524	7 789
Construction Australa	asia Oil & Gas and Minera	ls	3	3 618	2 852	5 387
Engineering Africa			2	2 322	1 322	4 094
Construction Product				715	2 261	4 157
Continuing operation				5 730	15 063	30 535
Discontinued operation	ons			151	1 266	2 646
			17	7 881	16 329	33 181
Profit/(loss) before	interest and taxation (	Rm)				
Construction Africa a	nd Middle East			(779)	(432)	(1 399)
Construction Global	Underground Mining			335	290	602
Construction Australa	asia Oil & Gas and Minera	ls		82	154	269
Engineering Africa				103	(103)	(51)
Construction Products Africa				105	199	192
Corporate	Corporate			(69)	(131)	(291)
Continuing operation	ons			(223)	(23)	(678)
Discontinued operation	ons			6	(458)	(710)
EBIT from operatio	ons			(217)	(481)	(1 388)



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Recovery FY2012	Growth FY2013, FY2014
Reorganise and re-energise Murray & Roberts	
Murray & Roberts Limited board Operational leadership and focus Corporate overheads Business areas Risk management Improve liquidity Debt restructuring Claims on major projects	
Sale of discontinued operations	
Develop growth strategyAfricaAcquisitions and disposalsWestern AustraliaRealign Murray & Roberts	
Purpose, Value and Vision	



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#### OUTLOOK

	Order b Revenue		Order RI	
	SADC	Int.	Dec 11	Jun 11
Construction Africa and Middle East	75	25	10.7	10.0
Construction Global Underground Mining	60	40	16.1	16.7
Construction Australasia Oil & Gas and Minerals	0	100	15.4	11.4
Engineering Africa	100	0	13.6	14.2
Construction Products Africa	100	0	1.2	3.1
	60	40	57.0	55.4



#### OUTLOOK

	Order Revenue		Order Ri	book on			Order book Rbn ïme Distributio	
	SADC	Int.	Dec 11	Jun 11				
Construction Africa and Middle East	75	25	10.7	10.0	2012 2013 >2013	1.9	3.7 5.1	
Construction Global Underground Mining	60	40	16.1	16.7	2012 2013 >2013		<b>4.3</b> 5	.7 6.1
Construction Australasia Oil & Gas and Minerals	0	100	15.4	11.4	2012 2013 >2013		3.6 4.2	7.6
Engineering Africa	100	0	13.6	14.2	2012 2013 >2013	2.	3 5.1	6.2
Construction Products Africa	100	0	1.2	3.1	2012 2013 >2013	<mark>0.7</mark> 0.5 -		
	60	40	57.0	55.4	2012:	R15bn	2013: <b>R24bn</b>	>2013: <b>R18bn</b>

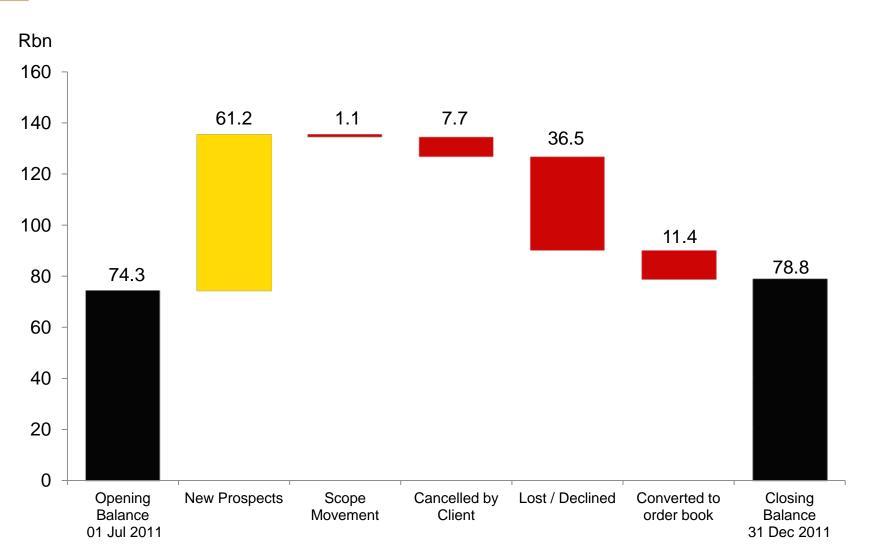


#### OUTLOOK

	Order book Revenue base SADC Int.		Order book Rbn Dec 11 Jun 11		Relative % EBIT Contribution	Market prospects	% EBIT margin range
Construction Africa and Middle East		25	10.7	10.0	±15	⇒	<5.0
Construction Global Underground Mining	60	40	16.1	16.7	±35	1	5.0 - 7.5
Construction Australasia Oil & Gas and Minerals	0	100	15.4	11.4	±20	t	5.0 - 7.5
Engineering Africa	100	0	13.6	14.2	±15	1	5.0 - 7.5
Construction Products Africa	100	0	1.2	3.1	±15	⇒	>7.5
	60	40	57.0	55.4	100		



#### **OPPORTUNITY PIPELINE**





#### **GLOBAL REACH**





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If one or more of these risks materialise, or should underlying assumptions prove incorrect, actual results may be very different from those anticipated. The factors that could cause our actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements are discussed in each year's integrated annual report. Forward-looking statements apply only as of the date on which they are made, and we do not undertake other than in terms of the Listings Requirements of the JSE Limited, to update or revise any statement, whether as a result of new information, future events or otherwise. All profit forecasts published in this presentation are unaudited. Investors are cautioned not to place undue reliance on any forward-looking statements contained herein.



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