



**Hastie Group Limited**

ABN 76 112 803 040

[www.hastiegroup.com.au](http://www.hastiegroup.com.au)

**ASX/MEDIA RELEASE**

15 April 2010

The Manager  
Company Announcements Office  
Australian Securities Exchange  
20 Bridge Street  
Sydney NSW 2000

Dear Sir/Madam

**Hastie Group Limited  
Half Year Review**

In accordance with ASX Listing Rule 3.17, please find attached Half Year Report which is in the process of being despatched to shareholders.

Yours faithfully

**Anne Griegg  
Company Secretary**

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*Hastie Group Limited is the leading international designer, installer and maintainer of technical services to the building and infrastructure sectors - mechanical, electrical, hydraulics and refrigeration group with well established operations in Australasia, UK and Ireland, and The Middle East. It has over 7,000 employees based at over 110 locations. The group operates under brands which are well recognised in their markets, and customers include many of the largest construction companies, shopping centre groups, industrial corporations and facility managers. Hastie Group Limited is a member of the S&P/ASX200 Index.*

**Issued by Hastie Group Limited**



Hastie Group

**HALF YEAR REPORT**  
TO 31 DECEMBER 2009





## **DEAR SHAREHOLDER,**

Hastie's results for the six months to 31 December 2009 were very pleasing. Market conditions were extremely challenging and the underlying profit of \$23.5 million and EBIT margin of 4.9% demonstrate the strength of the group's business model. These compare with \$24.8 million and 5.2% in the first half of FY2009.

Shareholders on the register at 9 March 2010 are receiving today a fully franked interim dividend of 5.0 cents per share. This represents a 55% pay-out ratio, within the target range of 40-60% of after-tax profit.

Hastie's growing reputation for successful project delivery, high quality service and reliability is enabling us to continue to win significant projects in all our three regions – Australasia, the UK and the Middle East. In particular, customers are recognising the value of our experience in specialist sectors such as healthcare and of our ability to provide an integrated range of services.

In February, we received a \$119 million contract to provide mechanical, plumbing and medical gas services for the new \$1.76 billion Gold Coast Hospital in Queensland. We were also named preferred contractor for The Co-operative Group's new headquarters in Manchester, UK; this \$44 million project is to design and install mechanical, electrical and public health services for a 15-storey building with 30,000 square metres of office space.

These are just some of the many projects in our order book. In addition, we have a growing pipeline of maintenance services work that already contributes 17% of group earnings.



## WELL POSITIONED TO RESUME GROWTH

Hastie is well placed to take advantage of the economic recovery, not just in Australia but in our other key markets. As our results demonstrate, we have a proven strategy and business model, a growing pipeline of contracted work and prospects across all our businesses, and an increasing proportion of recurring revenue.

We also have a strong team with experienced management, and we have taken advantage of the recent economic slow-down to strengthen our skill base further. We have maintained our investment in training and our apprentice program to ensure we have sufficient resources as demand recovers.

Maintaining the safety of our workforce is one of our key objectives. We are an industry leader in driving safety initiatives, and this has led to an average 33% annual reduction in our lost time injury frequency rate.

Hastie remains in a strong financial position with net gearing of 32%. The company is well within its banking covenants and has undrawn term debt facilities of \$121 million, providing the financial flexibility to capture growth opportunities.

We have a market leading position and the people and financial resources to continue to expand our operations, and we remain confident of resuming growth in FY 2011 and beyond.

Trevor Bourne  
Chairman

David Harris  
Group Managing Director  
and CEO

## FINANCIAL HIGHLIGHTS

### SALES REVENUE

\$808.7m

### EARNINGS BEFORE INTEREST AND TAX

\$39.7m

### UNDERLYING PROFIT AFTER TAX\*

\$23.5m

### UNDERLYING EARNINGS PER SHARE\*

10.0 cents

### INTERIM DIVIDEND (FULLY FRANKED)

5.0 cents

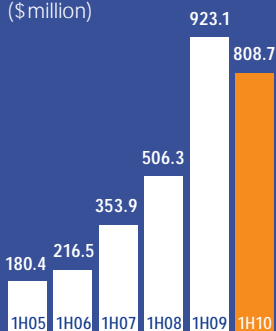
### CASH GENERATED FROM OPERATIONS

\$35.0m

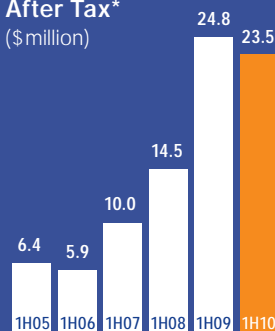
### NET GEARING

32%

Revenue  
(\$million)



Underlying Profit  
After Tax\*  
(\$million)

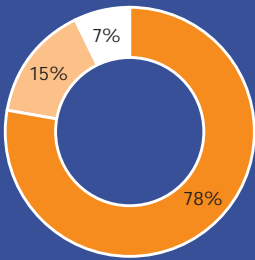


\* Underlying profit and earnings per share exclude the impact of foreign exchange movements on inter-company loans and a one-off tax credit in the first half of FY 2009 that related to a tax benefit for FY 2008.

## HASTIE GROUP LIMITED...

...is a leading international technical services group. We design, install and maintain mechanical, electrical, refrigeration and plumbing systems for the construction and infrastructure sectors; these systems make up more than 25% of the cost of an average building.

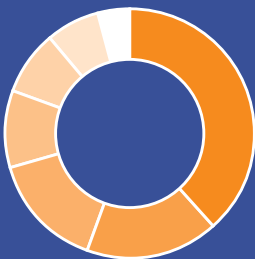
We are the leader in our market in Australasia, which contributes 78% of group revenue. We also have strong market positions in the UK (15% of group revenue) and the Middle East (7% of group revenue).



### REVENUE BY REGION

- Australasia
- United Kingdom
- Middle East

One of Hastie's strengths is our decentralised business model which enables local delivery of specialist services, supported by the group's global expertise, and provides seamless integrated solutions for major projects. Our revenue does not depend on any single market sector.



### REVENUE BY SECTOR

- Social infrastructure
- Maintenance services
- Commercial buildings
- Retail
- Residential & other
- Supermarkets
- Infrastructure & defence



## **Hastie Group Limited**

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This shareholder review should be read in conjunction with Hastie's half year results release and presentation that can be found at [www.hastiegroup.com.au](http://www.hastiegroup.com.au).

