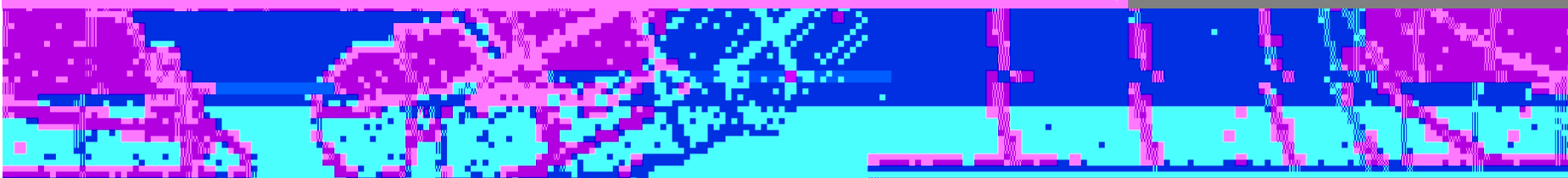




Wood Group

2012 Interim Results

August 2012



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- Summary
- Management team
- Markets and strategy
- Financial review
- Divisional review
- Key takeaways



Summary

- Good growth across all three divisions in H1 and confident of achieving full year performance in line with expectations



Markets and strategy

- Overall, conditions in energy markets remain favourable
- Uncertainty about global economic prospects has had no discernible impact on activity or current outlook



- Our strategy continues to be that of pursuing long term sustainable growth by:
 - maintaining a balance between development and later cycle production support
 - growing and maintaining market leading positions, based on differentiated know how and technical capabilities
 - developing long term customer relationships often through performance based contracts
 - extending our services and broadening our international presence



Financial results

	1H 2012 \$m	1H 2011 \$m	Change %
Revenue from continuing operations	3,346	2,466	36%
EBITA from continuing operations	205	134	53%
Amortisation	(39)	(27)	45%
Net finance expense	(6)	(4)	42%
Profit from continuing operations before tax and exceptional items	160	103	56%
Tax on continuing operations	(46)	(31)	49%
Profit for the period from continuing operations	114	72	58%
(Loss)/profit from discontinued operations, net of tax	(1)	37	n/m
Profit for the period before exceptional items	113	109	3%
Exceptional items, net of tax	10	2,154	n/m
Profit for the period	123	2,263	n/m
Adjusted diluted EPS	37.4c	25.2c	48%
Dividend	5.7c	3.9c	46%



Pro forma financial results

	H1 2012			H1 2011		
	\$m			\$m		
	Revenue	EBITA	Margin	Revenue	EBITA	Margin
Engineering	872	104	11.9%	688	73	10.5%
Wood Group PSN	1,774	90	5.1%	1,660	87	5.2%
Wood Group GTS	700	38	5.4%	481	23	4.7%
Central costs		(27)			(27)	
Continuing Group Pro forma	3,346	205	6.1%	2,829	156	5.5%
Pre acquisition PSN	-	-		(363)	(22)	
Continuing Operations	3,346	205	6.1%	2,466	134	5.4%
Divested operations	7	(2)		363	58	
Total	3,353	203	6.1%	2,829	192	6.8%



Tax

1H 2012
\$m

1H 2011
\$m



Exceptional items

	1H 2012	1H 2011
	\$m	\$m
Gain on disposals	21	2,267
Provision for doubtful debts	(9)	(23)
Acquisition and integration costs	-	(23)
Total exceptional items	12	2,221
Tax	(2)	(67)
Total exceptional items after tax	10	2,154



Cash flow

	1H 2012 \$m	1H 2011 \$m
EBITA	203	192
Depreciation & other non cash items	24	26
Cash generated pre working capital	227	218
Working capital movements	(173)	(165)
Cash generated from operations	54	53
Acquisitions & deferred consideration	(26)	(927)
Capex & intangible assets	(45)	(51)
Disposal of subsidiaries	38	2,746
Return of cash to shareholders	(8)	(681)
Interest, tax, dividends & other	(116)	(140)
Net (decrease)/increase in net debt	(103)	1,000
Closing (net debt)/cash	(107)	985



Working capital

- Working capital outflow of \$173m in H1, reflecting

Balance sheet

	June 2012 \$m	Dec 2011 \$m	June 2011 \$m
Non current assets	1,881	1,874	1,957
Net current assets	564	345	332
Long term liabilities	(263)	(240)	(207)
Net operating assets	2,182	1,979	2,082
Net (borrowings)/cash	(107)	(4)	985
Net assets	2,075	1,975	3,067
Non controlling interests	(9)	(10)	(11)
Shareholders' funds	2,066	1,965	3,056
<i>Average gross debt</i>	<i>324</i>	<i>296</i>	<i>283</i>
<i>Closing gross debt</i>	<i>288</i>	<i>231</i>	<i>202</i>
<i>Closing net debt/(cash)</i>	<i>107</i>	<i>4</i>	<i>(985)</i>



Wood Group PSN

	H1 2012 \$m	H1 2011 \$m	% change
Revenue	1,774	1,297	37%
<i>Pro forma Revenue</i>	<i>1,774</i>	<i>1,660</i>	<i>7%</i>
EBITA	90	65	38%
<i>Pro forma EBITA</i>	<i>90</i>	<i>87</i>	<i>3%</i>
Margin	5.1%	5.0%	0.1pts
<i>Pro forma Margin</i>	<i>5.1%</i>	<i>5.2%</i>	<i>(0.1% pts)</i>

- Revenue up 37% and EBITA up 38%, primarily from the contribution of PSN for the full six months in 2012
- Pro forma results benefitted from strong performance in North Sea and North America, offset by losses in Oman
- Headcount increased by 4,000 since June 2011 to 28,000, including 2,500 in Oman



Wood Group PSN

- PDO Oman
 - increased activity on our significant long term contract
 - client recognition of safety record and improved management of shutdown activity
 - recognised losses of just over \$10m in H1; anticipate full year 2012 loss of around \$15m - \$20m
 - potential for long run profitability
 - significantly strengthened management team in country
 - commercial discussions progressing



- North Sea (c40% of revenue)
 - strong performance and confidence in medium term market outlook



Engineering

	H1 2012 \$m	H1 2011 \$m	% change
Revenue	872	688	27%
EBITA	104	73	44%
Margin	11.9%	10.5%	1.4pts

- Revenue growth of 27% reflecting increased activity in upstream and subsea & pipelines
- EBITA up by 44% reflecting higher volumes and some improvement in pricing
- Headcount increased to 10,100 from 8,000 in June 2011 and 9,100 in December 2011, both organically and through the acquisition on ISI solutions in H2 2011



Wood Group GTS

	H1 2012 \$m	H1 2011 \$m	% change
Revenue	700	481	46%
EBITA	38	23	69%
Margin	5.4%	4.7%	0.7pts

- Revenue up 46% and EBITA up 69%
- Maintenance revenue and EBITA up around 10% led by oil and gas activities
- Power Solutions EBITA benefitted from more advanced stage of completion on Dorad contract



Wood Group GTS

- Maintenance
 - continued strength in oil & gas
 - new contracts in power
- Power Solutions
 - Dorad on track, completion in H2 2013
 - GWF experiencing some delay, completion in H2
- Looking ahead
 - signs of improvement in US power market for maintenance
 - visibility in Power Solutions for 2012; actively pursuing additional opportunities in the US, Caspian, the Middle East and Africa



Key takeaways

- Good growth across all three divisions in H1 and confident of achieving full year performance in line with expectations
- Board changes give the Group a strong management team to further develop leading positions across engineering, production facilities support and gas turbine services



Footnotes

1. *Continuing operations revenue and EBITA figures include the results of PSN since acquisition in April 2011, and exclude the results of Well Support and the Wood Group GTS Aero engine overhaul business, disposed of in April 2011 and April 2012 respectively. The figures for June 2011 have been restated to show the Wood Group GTS aero engine overhaul business as discontinued.*
2. *EBITA from continuing operations represents operating profit from continuing operations pre-exceptional items of \$166.1m (2011: \$107.0m) before the deduction of amortisation of \$39.0m (2011: \$26.9m) and is provided as it is a key unit of measurement used by the Group in the management of its business.*
3. *Adjusted diluted earnings per share ("AEPS") is calculated by dividing earnings before exceptional items and amortisation, net of tax, by the weighted average number of ordinary shares in issue during the period, excluding shares held by the Group's employee share ownership trusts and adjusted to assume conversion of all potentially dilutive ordinary shares.*



Amortisation

	1H 2012 \$m	1H 2011 \$m
Amortisation on software	12	10
Amortisation of intangible assets arising on acquisition		
- PSN	23	12
- Other	4	5
	39	27

- Full year amortisation anticipated to be around \$80m



Interest

	1H 2012 \$m	1H 2011 \$m
Interest on debt	5	5
Other fees and charges	2	2
Total finance charge from continuing operations	7	7
Finance income	(1)	(3)
Net finance expense from continuing operations¹	6	4



Share numbers

	2012 Closing	2012 Weighted average
Ordinary shares	371	371

