

AUSTAL LIMITED



AUSTAL SHIPS



IMAGE MARINE



OCEANFAST



AUSTAL USA

THE AUSTAL GROUP

- Austal Limited is an integrated aluminium shipbuilder based in Western Australia;
- The company operates from three construction yards in Henderson, WA and one in Mobile, Alabama in the USA;
- Austal's product range includes passenger and vehicle passenger ferries, cruise yachts, luxury motor yachts, dinner cruise and live-aboard vessels, patrol and offshore support craft, and defence vessels over 100 metres in length;
- The company sells internationally under four brands: Austal Ships, Image Marine, Oceanfast and Austal USA

AUSTAL GROUP BRAND DIVISIONS

AUSTAL LIMITED

Image Marine

Vessels < 50 M
Passenger
Ferries
Live-aboard
Vessels
Patrol Craft
Offshore Boats

Oceanfast

Luxury Motor
Yachts

Austal Ships

Vessels to 100+ M
Vehicle Ferries
Passenger Ferries
Defence
Applications
Cruise Yachts
Patrol Craft
Offshore Boats

Austal USA

30% Bender Shipbuilding
USA

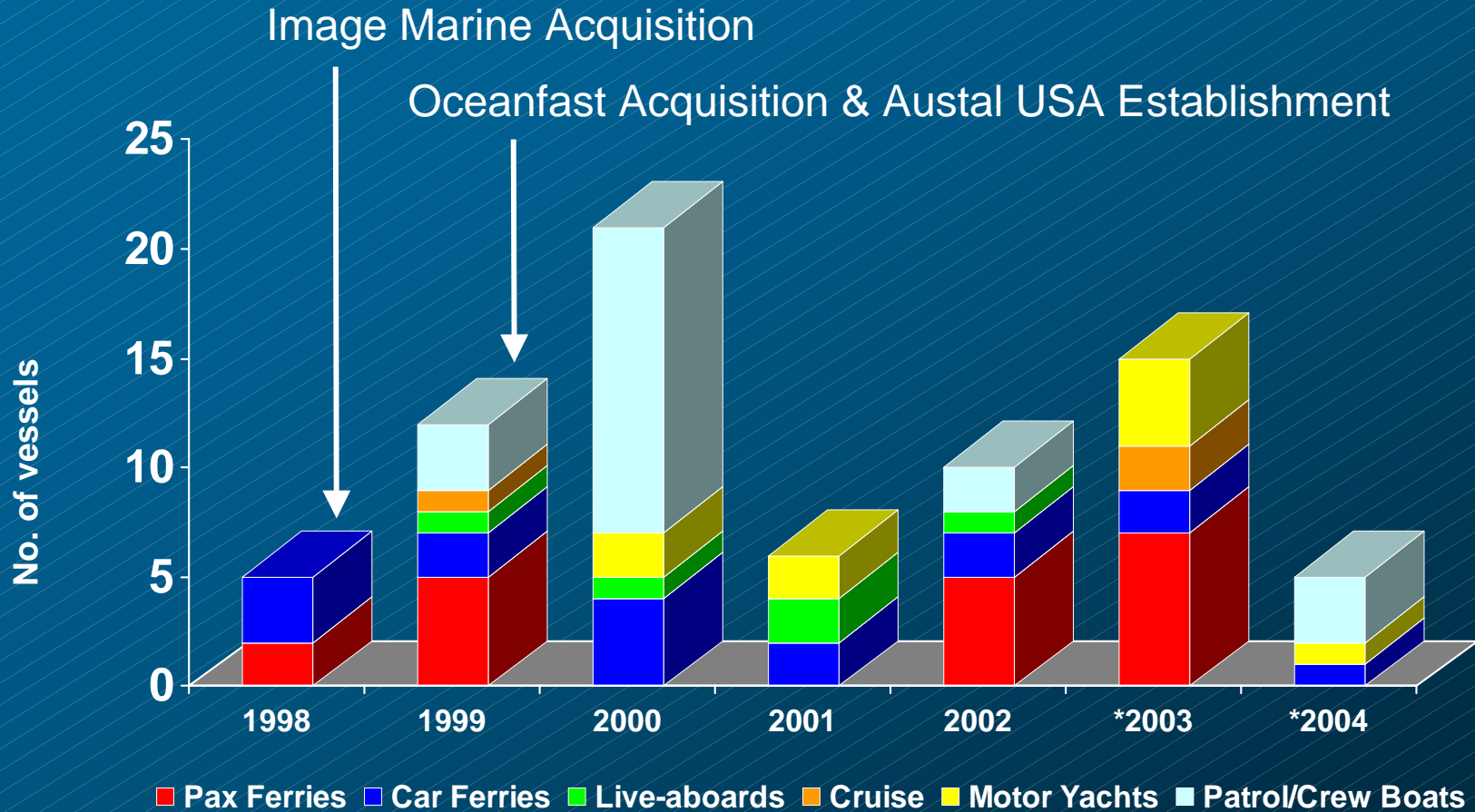
US Domestic
Market
Full Austal
Shipbuilding
Range
(except Motor
Yachts)

STRATEGY PERSPECTIVES



- Building shareholder value by targeting profitable markets and building long-term stable revenue streams;
- Growth strategy based on diversification of products and identification of new markets to reduce cyclical risk;
- Internal focus on production efficiency and costs;
- Long-term goal of building a separate revenue stream from service and maintenance of Austal vessels in global locations

VESSEL DELIVERIES SINCE ASX LISTING



VESSELS UNDER CONSTRUCTION

Austal Ships

- 2 x 69 metre cruise yachts for Tahiti;
- 86 metre vehicle-passenger catamaran for North America;
- 66 metre vehicle-passenger catamaran for Fred Olsen;
- 49.9 metre vehicle-passenger ferry for Kangaroo Island.

Image

- 2 x 40 metre passenger catamarans for Norway;
- 2 x 41 metre harbour cruise vessels for Hong Kong;
- 3 x 22 metre coast guard patrol boats for Kuwait.



VESSELS UNDER CONSTRUCTION

Oceanfast

- 54 metre full displacement steel hull motor yacht;
- 56.5 metre full displacement steel hull motor yacht;
- 58 metre high speed luxury motor yacht;
- 53 metre luxury motor yacht.

Austal USA

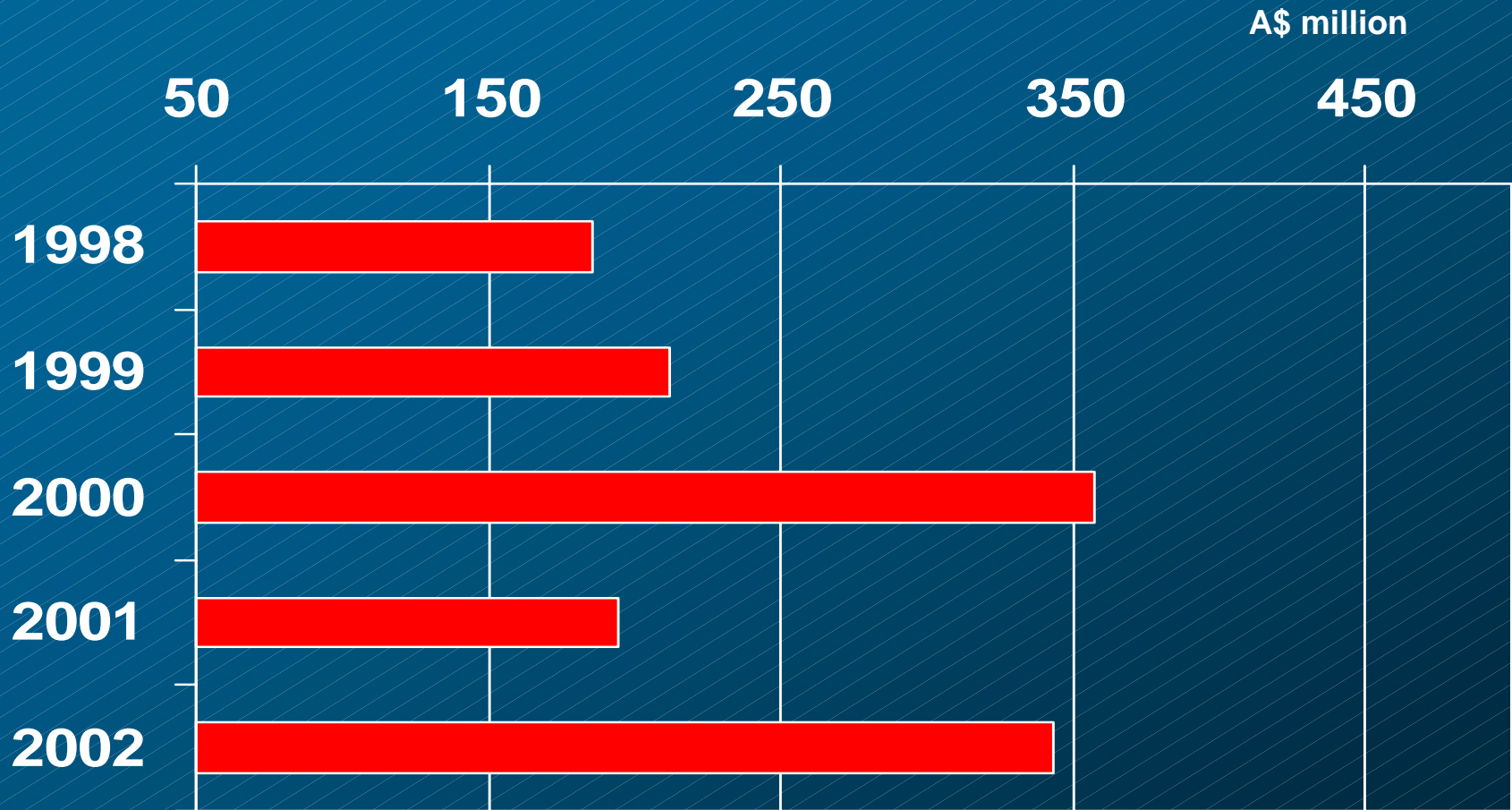
- 34 metre dinner cruise vessel for Miami;
- 43.5 metre passenger ferry for New York.



FINANCIAL PERSPECTIVES

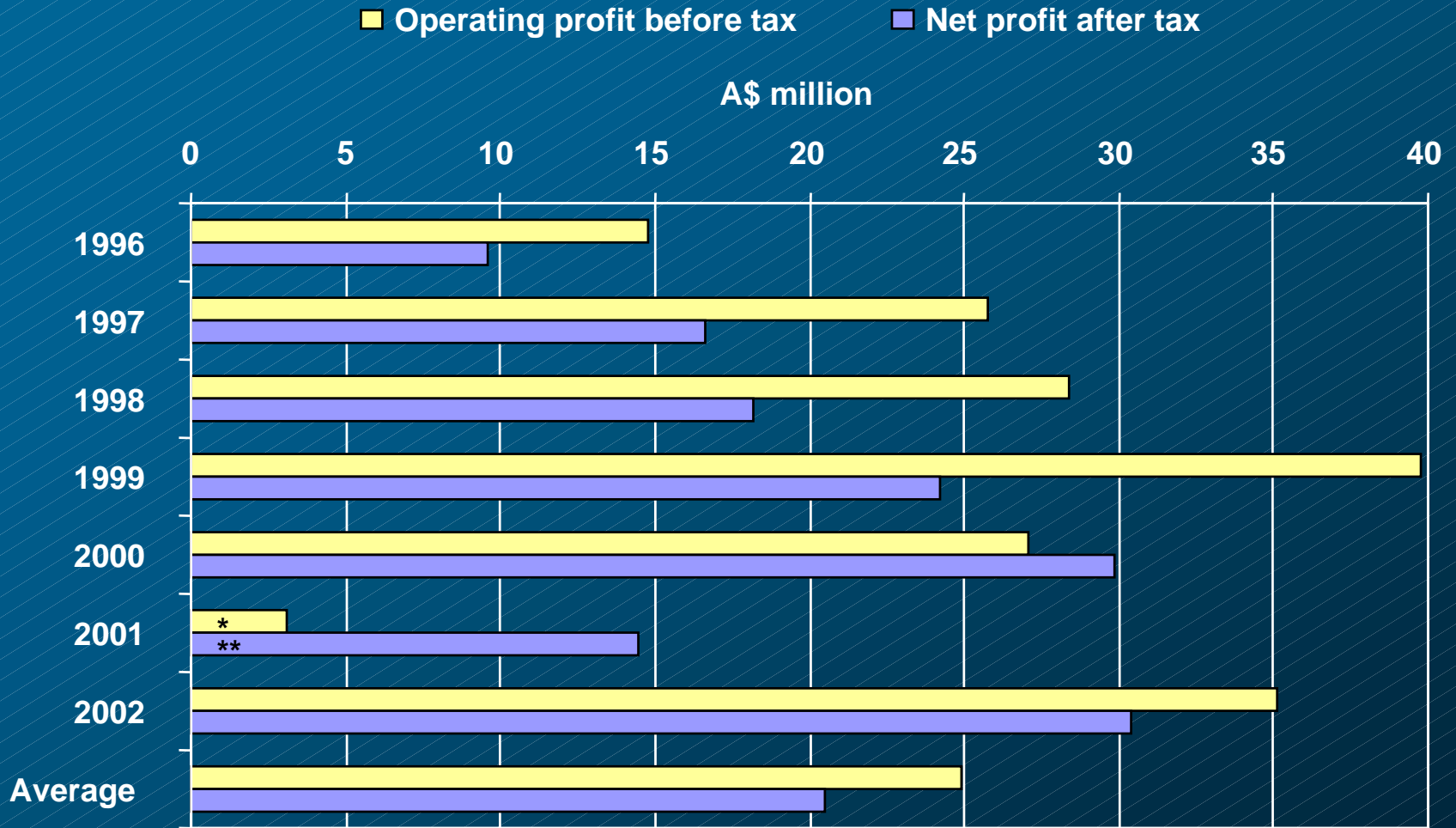
- Listed on the ASX in December and is now capitalised at \$114 million;
- Track record of profits despite cyclical nature of the industry and short-term troughs;
- Balance of revenue streams across key product and geographic markets;
- Demonstrated ability to build long-term revenue and earnings in difficult, cyclical industry;
- Strong focus on generating shareholder value and returns;
- Current order book of \$420 million.

AUSTAL REVENUE HISTORY



Austal's diversification strategy has ensured growth in revenue

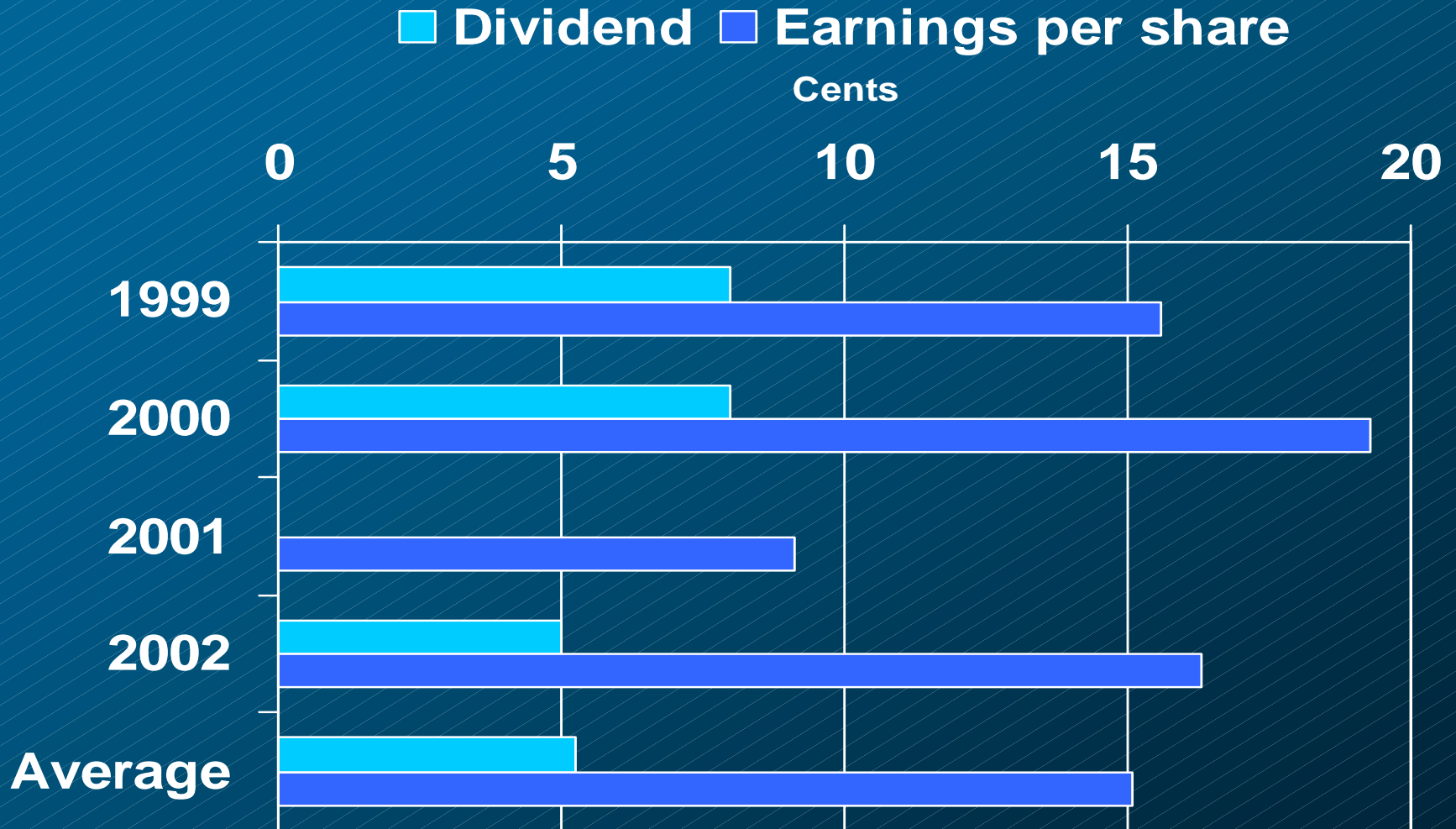
AUSTAL FINANCIAL HISTORY



* Operating profit before tax adversely effected by foreign exchange loss of \$9.5M

** Tax favourably impacted by prior year tax adjustment of \$9.8M

AUSTAL FINANCIAL HISTORY



2002 HALF YEAR RESULTS

	December 2002 \$M	June 2002 \$M
TOTAL CURRENT ASSETS	101.7	142.3
TOTAL NON-CURRENT ASSETS	107.3	90.8
TOTAL CURRENT LIABILITIES	87.6	94.0
TOTAL NON-CURRENT LIABILITIES	0.5	4.5
NET ASSETS	120.9	134.6
INCLUDES CASH OF	44.4	13.9

OPERATIONAL CHANGES FOR IMPROVED PERFORMANCE

Oceanfast

- Application of more efficient production practices;
- Standardisation of contract specifications;
- Structural changes to project management to better suit demands of current and future projects.



OPERATIONAL CHANGES FOR IMPROVED PERFORMANCE

Austal USA

- Implementation of an increased understanding of regulatory requirements for U.S. built vessels which will result in lower design and production costs;
- Continued focus on increasing the workforce and implementation of training programs to enhance the skill base.



Austal Ships

- Consistent revenue and profit performance;
- Continued product diversification including:
 - cruise
 - defence
 - patrol boats



Austal Ships

Development of new hullforms to:

- meet operators requirements
- address the needs of new applications for high speed vessels
- maintain technological advantage over other shipyards

Other technological developments include expertise in gas turbine propulsion, hoistable mezzanine decks on fast ferries, leadership in meeting environmental regulations and production techniques



Oceanfast

- Increased share of the lucrative luxury motor yacht market
- Interest from benchmark quality product i.e. “Aussie Rules”

Image Marine

- Continued specialisation in core products



Austal USA

- Existing orders a significant step in US yard becoming a major supplier of aluminium vessels to the US commercial market;
- Development of facilities and workforce to participate in future major US military projects e.g. Littoral Combat Ship program



AUSTAL LIMITED



AUSTAL SHIPS



IMAGE MARINE



OCEANFAST



AUSTAL USA