

ACCESS ENGINEERING PLC



VISION 2020

Access Engineering Ltd

Incorporated in 2001 as a public limited liability company.

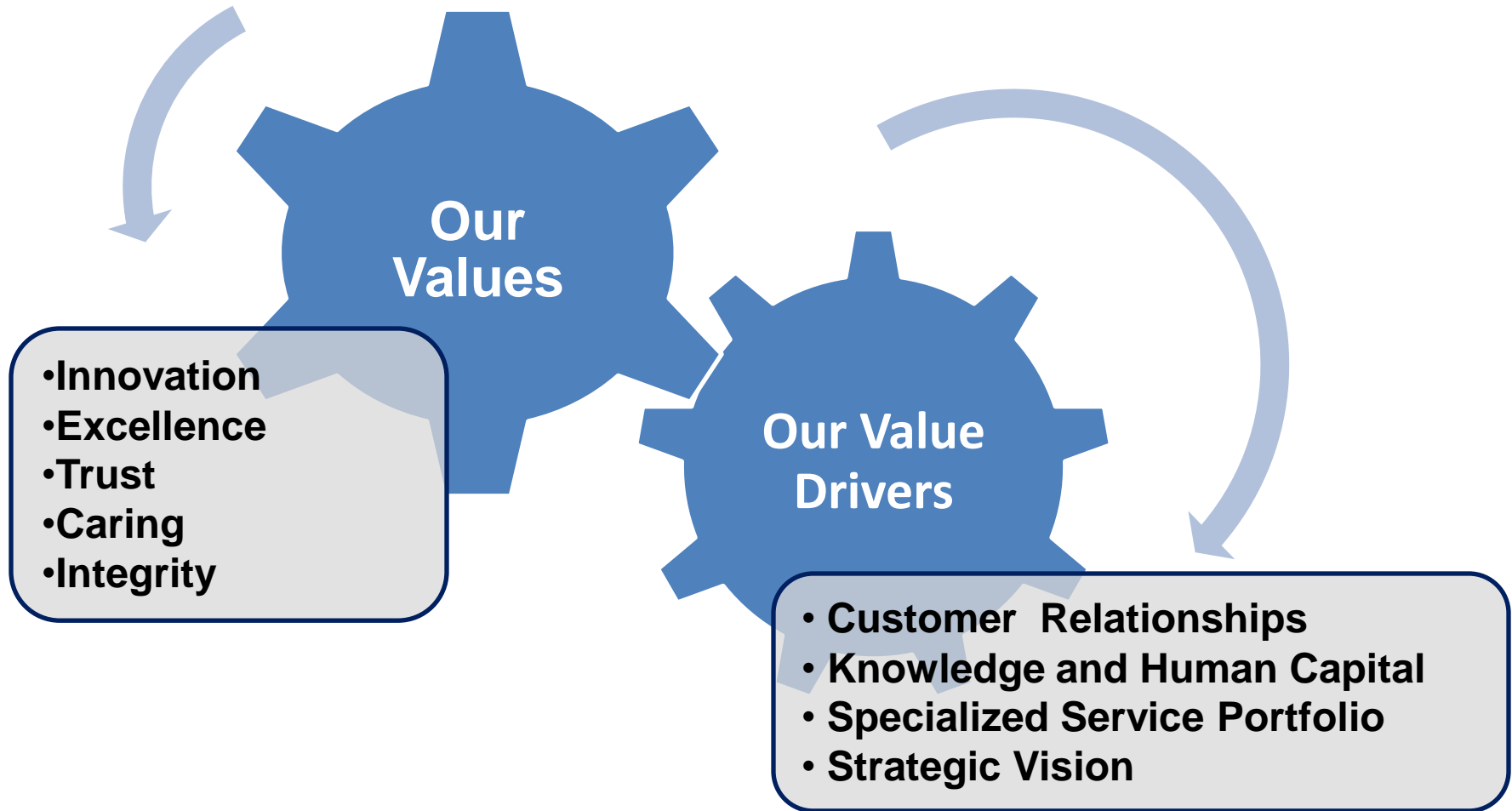
Our Vision

“To be the foremost Sri Lankan business enterprise in value engineering”

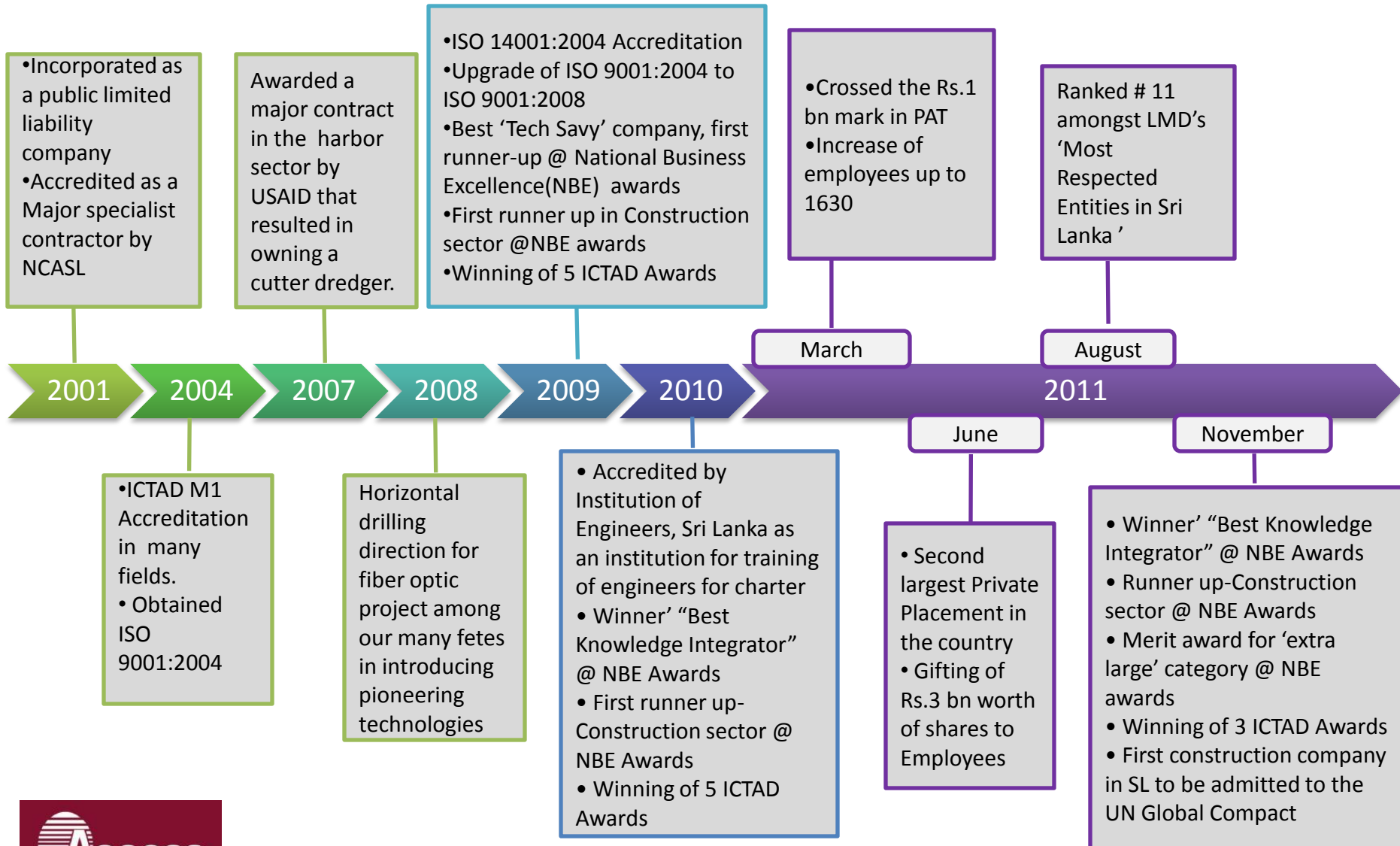
Our Mission

“To meet the challenges in the development of multi sector civil engineering projects, providing innovative solutions whilst developing long term progressive relationships with all our stakeholders”

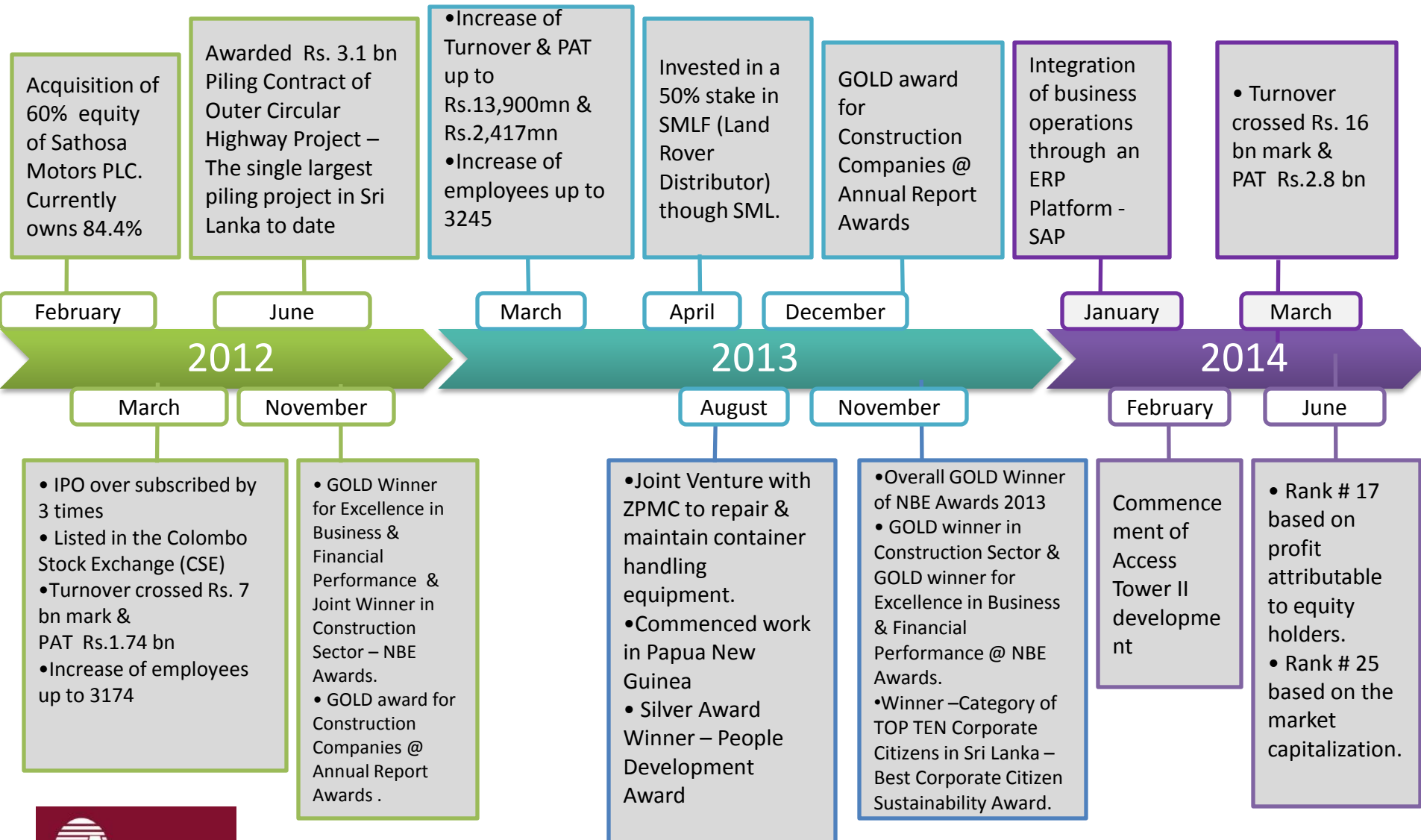
Our Values & Value Drivers



Timeline 2001 - 2011



Timeline 2012 - 2014



Earnings Highlights 2011 - 2014

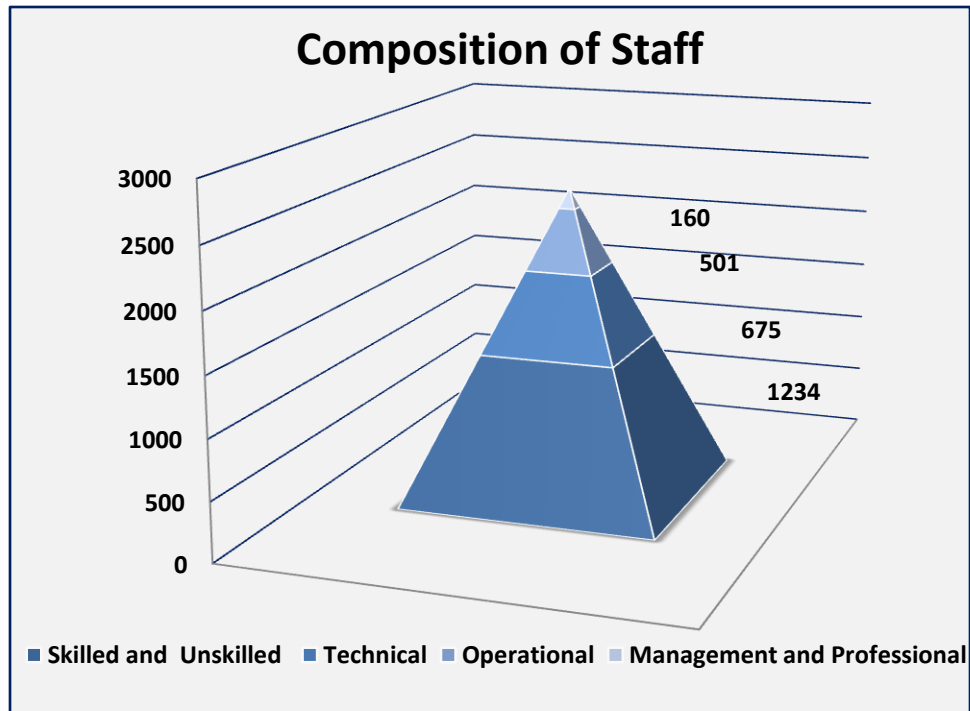
	Group			Company		
Earnings Highlights	2011/12	2012/13	2013/14	2011/12	2012/13	2013/14
Revenue (Rs. Mn)	7,320	13,900	16,409	6,961	11,447	13,188
<i>YoY growth</i>		89.89%	18.05%		64.44%	15.21%
Gross Profit (Rs. Mn)	2,121	3,061	4,088	1,962	2,559	3,225
<i>YoY growth</i>		44.32%	33.55%		30.43%	26.03%
Earnings before Tax (Rs. Mn)	2,033	2,672	3,371	1,725	2,301	2,799
<i>YoY growth</i>		31.43%	26.16%		33.39%	21.64%
Profit Attributable to Owners (Rs. Mn)	1,733	2,378	2,867	1,438	2,131	2,536
<i>YoY growth</i>		37.22%	20.56%		48.19%	19.01%
Dividends (Rs. Mn)	162	500	750	162	500	750
<i>YoY growth</i>		208.64%	50.00%		208.64%	50.00%
EPS (Rs.)	1.83	2.38	2.87	1.52	2.13	2.54
<i>YoY growth</i>		30.05%	20.59%		40.13%	19.25%

Balance Sheet Highlights 2011 - 2014

Balance Sheet Highlights	Group			Company		
	2011/12	2012/13	2013/14	2011/12	2012/13	2013/14
Total Assets (Rs. Mn)	14,284	16,642	20,224	13,122	15,429	18,315
<i>YoY Growth</i>		16.51%	21.52%		17.58%	18.71%
Stated Capital (Rs. Mn)	9,000	9,000	9,000	9,000	9,000	9,000
<i>YoY Growth</i>		0.00%	0.00%		0.00%	0.00%
Retained Earnings (Rs. Mn)	1,670	3,486	5,846	1,525	3,141	5,169
<i>YoY Growth</i>		108.74%	67.70%		105.97%	64.57%
Total Equity (Rs. Mn)	10,832	12,624	15,246	10,525	12,141	14,275
<i>YoY Growth</i>		16.54%	20.77%		15.35%	17.58%
Total Liabilities (Rs. Mn)	3,451	4,018	4,978	2,598	3,288	4,040
<i>YoY Growth</i>		16.43%	23.89%		26.56%	22.87%
Current Assets (Rs. Mn)	7,643	9,063	12,921	6,282	7,576	10,973
<i>YoY Growth</i>		18.58%	42.57%		20.60%	44.84%
Current Liabilities (Rs. Mn)	3,277	3,759	4,622	2,454	3,064	3,720
<i>YoY Growth</i>		14.71%	22.96%		24.86%	21.41%
Cash & Shortterm Deposits (Rs. Mn)	2,574	2,115	2,705	2,025	1,930	2,598
<i>YoY Growth</i>		-17.83%	27.90%		-4.69%	34.61%
Interest Bearing Borrowing (Rs. Mn)	13	8	6.3	7	6	5
<i>YoY Growth</i>		-38.46%	-21.25%		-14.29%	-16.67%
Net Asset Per Share (Rs.)	10.67	12.49	14.95	10.52	12.14	14.27
<i>YoY Growth</i>		17.06%	19.70%		15.40%	17.55%
Market Price (Rs.)	26.70	19.70	22.50	26.70	19.70	22.50
<i>YoY Growth</i>		-26.22%	14.21%		-26.22%	14.21%
PE Ratio (Times)	14.59	8.28	7.84	17.57	9.25	8.86
<i>YoY Growth</i>		-43.27%	-5.29%		-47.35%	-4.22%

Knowledge & Human Capital

- Highest in the industry “staff retention” - 94 %
- Over 150 Professional Engineers
- Currently over 2500 employees



Service Portfolio



Engineering Designs

- A team of highly qualified and experienced professionals carrying out designs for internal & external clients including international contractors
- State of the art design and analysis software



Geotechnical Services

- Fully equipped Geotechnical laboratory
- Only Construction company in Sri Lanka with SLAB , ISO/IEC 17025:2005 accreditation
- Geotechnical Investigations & Lab services for internal & external clients including international contractors



Piling

- A fleet of modern, high tech piling rigs and machinery
- Piling carried out for internal & external clients including international contractors
 - Completed largest piling contract in Sri Lanka to date

Service Portfolio



Trenchless Drilling - HDD

- Dedicated team equipped with a fleet of Horizontal Direction Drilling machinery
- Ground Penetrating Radar to carryout works with higher precision
- Largest trenchless service provider in the country



Mechanical and Steel Fabrication Workshop

- Highly skilled mechanical engineers and technicians with ability to customize and fabricate steel structures & components
- Items fabricated include radial gates for dams



Dredging

- Equipped with a cutter suction Dredger involved in dredging & reclamation works in internal water ways & fishery harbours

Service Portfolio



Asphalt Production

- Both external and internal demand for asphalt is catered by our own plants located island wide



Concrete Production

- Caters for internal & external requirements



Quarry Operations & Aggregate Production

- Operates many quarries & plants scattered across the country

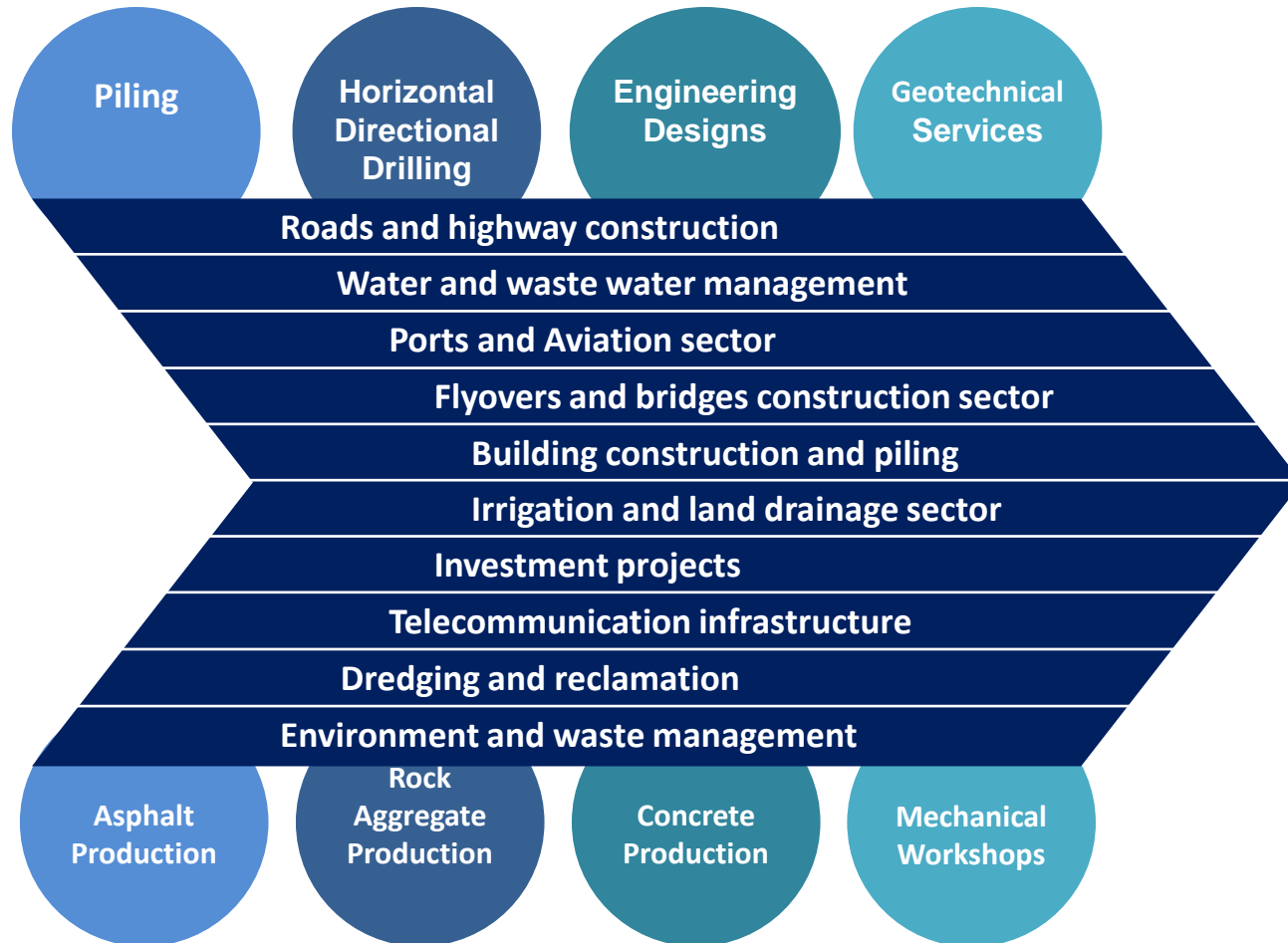
ICTAD Accreditations



Our accreditations cover multi sectors in civil engineering with the highest ICTAD (Institute for Construction Training & Development) accreditation.

No	Field Name	Grade
01	Highways	C – 1
02	Bridges	C – 1
03	Water Supply & Drainage	C – 1
04	Irrigation & Land Drainage	C – 1
05	Dredging & Reclamation	C – 1
06	Groynes & Revetments & Reclamation	C – 1
07	Buildings	C – 1
08	Piling	GP – B1
09	Telecommunication Sector	EM – 1

Product & Service Portfolio



Professional Accreditations



Institute for Construction Training & Development (ICTAD)

- Accredited Contractor for Procurement of Projects in Major Civil Engineering Disciplines



Institute of Engineers Sri Lanka

- Accredited by IESL for Training Engineers For Professional Review



National Contractors Association Sri Lanka (NCASL)

- Accredited as a Major and Specialist Contractor



Sri Lanka Accreditation Board (SLAB)

- Geotechnical & Laboratory Services are ISO/IEC 17025:2005 certified

International Certifications & Memberships



Quality Management System

- ISO 9001:2008 certified



Environment Management System

- ISO 14001:2004 certified



Health & Safety Management System

- OHSAS 18001:2007 certified



United Nations Global Compact

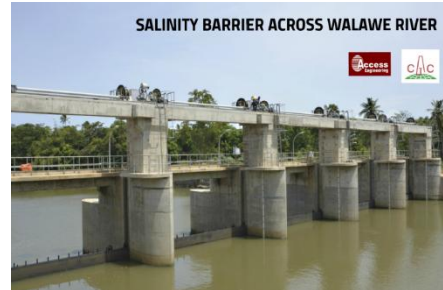
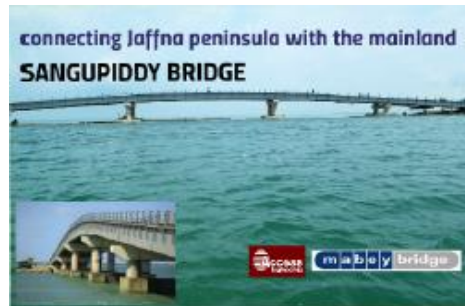
- Member

International Partners

 AARSLEFF	 Vermeer	 CH2MHILL	 CENTUNION <small>COORDINACIÓN TÉCNICA Y FINANCIERA S.A.</small>	 KOLON	 ARMCO	 STACO	 Globe Hi-Fabs	
Per AARSLEFF Denmark	Vermeer Corporation Ltd USA	CH2MHILL S.A USA	Centunion Spain	Kolon Engineering & Construction CO., Ltd Korea	Armco Staco S.A Brazil		Globe Hi-Fabs India	
 DAGANG 达刚路机	 TAISEI	 GARWARE-WALL ROPES	 MCC	 BILFINGER	 salcon	 IHC IHC HOLLAND MERWEDE	 KUMAGAI GUMI	
Xi'an Dagang road Machinery CO., Ltd China	Taisei corporation Japan	Garware – Wall Ropes LTD India	Metallurgical Group Corporation China	Bilfinger MCE GmbH Austria	M/S Salcon Engineering Bhd Malaysia	IHC Holland	Kumagai Gumi Co. Ltd Japan	
 CIC	 Keangnam	 MACCAFERRI	 AHTNA Government Services Corporation	 mabey bridge part of the mabey family		 PROPEX		
China Geo Engineering Cooperation China	Keangnam Enterprises Ltd Korea	Maccaferri (M) SdnBhd Malaysia	Ahtna Government services corporation USA	Mabey Bridge UK		Propex Operating Company LLC USA		
 HUAWEI	 RN	 HEC	 REG	 dura-line	 ENTECH	 pihl THE JOY OF CREATING	 FÓVÁROSI VÍZMŰVEK	 XingXing Ductile Iron Pipes Co. Ltd
Huawei China	Rohde Nielsen A/S Denmark	Harbor Engineering Company Ltd China	Railway No. 5 Engineering Group CO., Ltd - China	Dura – line India Pvt Ltd. India	Entech Env. & energy tech. Australia	E.Pihl & sons A.S Denmark	Budapest Water Works Hungary	XingXing Ductile Iron Pipes Co., Ltd China

Preferred Partner

- Preferred local partner for most international contractors operating in Sri Lanka.
- Technology transfers & expertise through JV arrangements with many international contractors
- Overseas projects executed jointly with foreign partners – Port Lae Tidal Basin Phase Development Project (Papua New Guinea)



Major Accolades and Awards 2013

NATIONAL BUSINESS EXCELLENCE AWARD 2013

The National Chamber of Commerce, Sri Lanka



**Overall GOLD
Winner**



Winner
Construction Sector



Winner
Excellence in Business & Financial
Results



Winner
Extra Large Category

BEST CORPORATE CITIZEN SUSTAINABILITY AWARD 2013

The Ceylon Chamber of Commerce



**Category of 10 Best
Corporate Citizens**



**Category B –
1st Runner Up**

Major Accolades and Awards 2013 Cont...



Winner of 5 Project Based Construction Performance Awards

**Award for Innovative
Techniques in Construction**



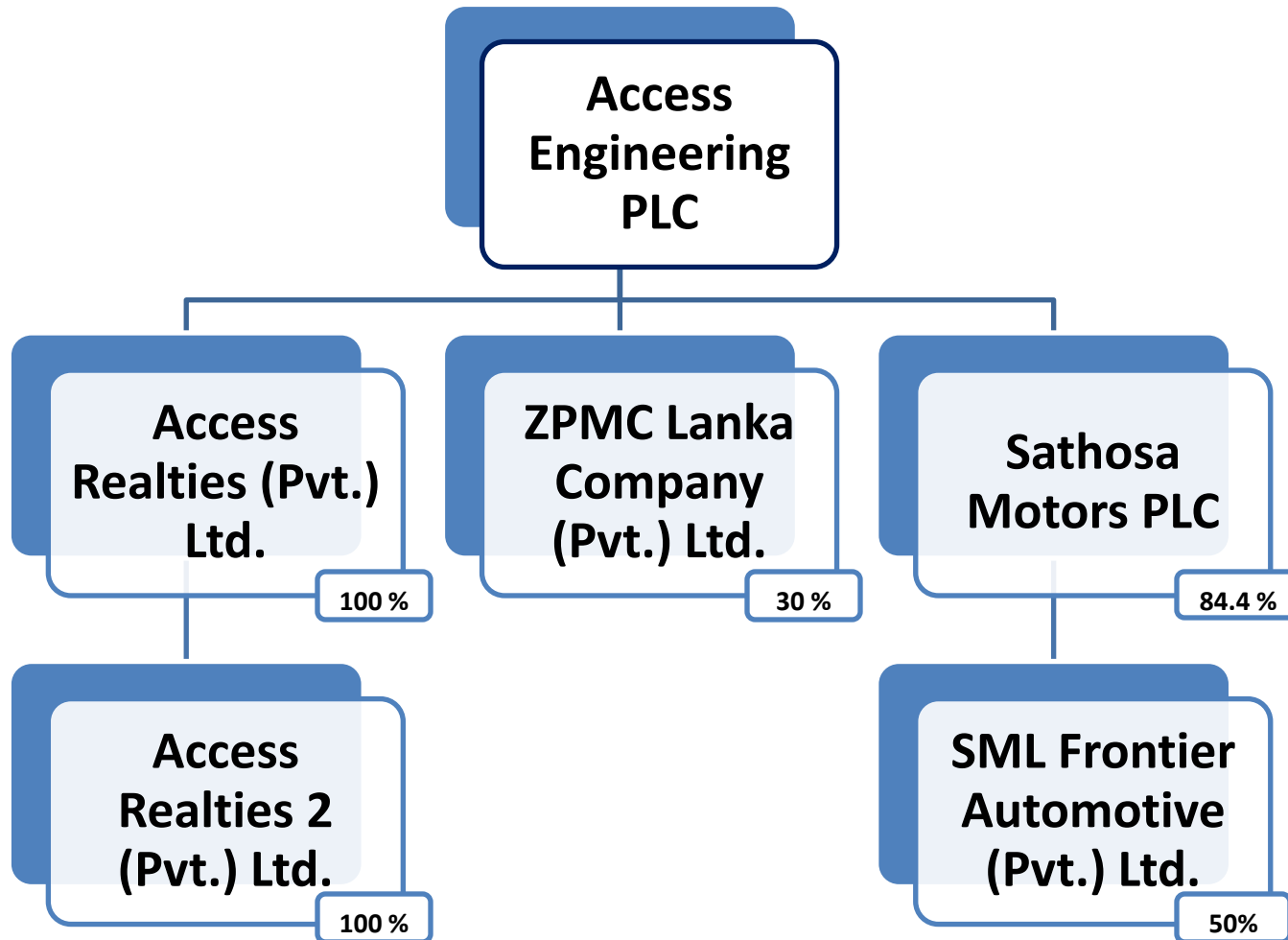
**People Development Award
organized by SLITAD –
Silver Award**

**‘Gold Award for Construction
Companies’
Annual Report Awards 2013**

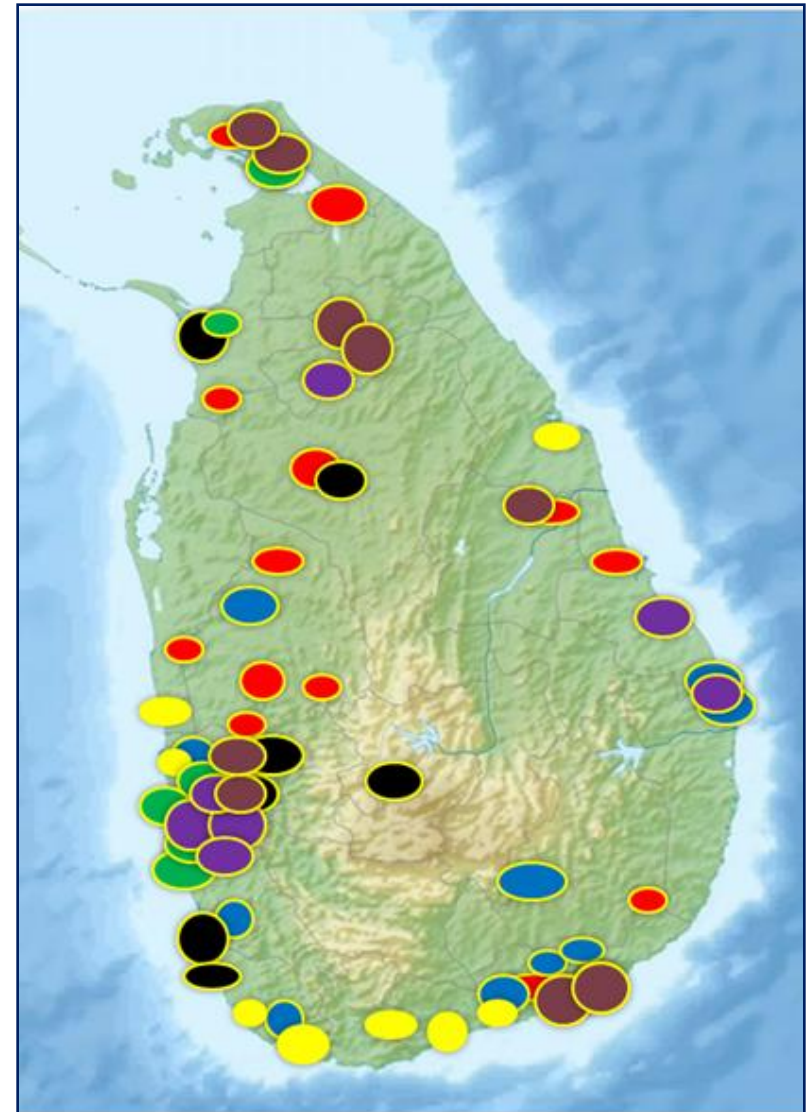
**Institute of Chartered
Accountants of Sri Lanka**



Subsidiaries & Associates



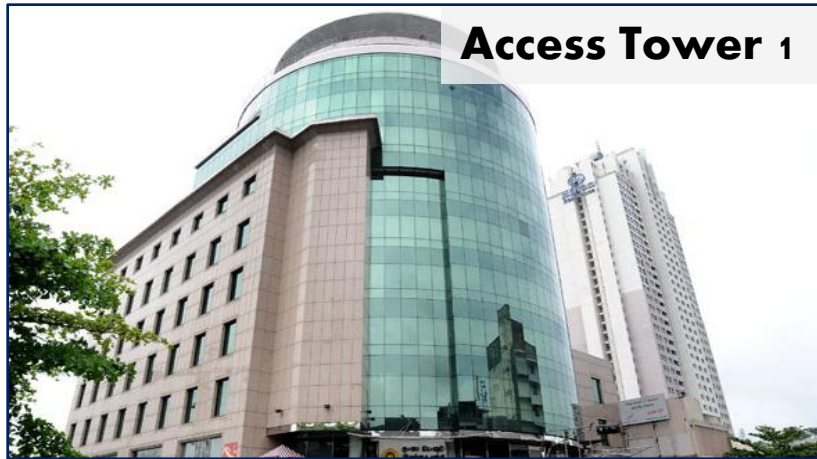
Project Spread



Papua New Guinea - Port Lae

Access Realties (Pvt.) Ltd.

Access Tower 1 is a 12 storey modern office complex located within the main central business district of Colombo



Access Tower II development adjacent to Tower I, is a 29-storey office building consisting of 390,000sqft of floor area with a rentable area of 190,000sqft



Sathosa Motors Limited (SML) & SML Frontier Automotive (Pvt.) Ltd.

- A Public Quoted Company, SML holds the franchise in Sri Lanka for Isuzu motor vehicles and spare parts manufactured by Isuzu Motors Limited of Japan.
- The Company became a subsidiary of AEL in February 2012 and as of date; AEL holds approximately 84.4% of SML.
- SML is the local dealer for the SANY brand of heavy construction equipment and machinery of China.
- SML owns 50% of SMLF ; The Dealer for Land Rover in Sri Lanka.



ZPMC Lanka (Pvt.) Ltd.

- AEL invested 30% in ZPMC LANKA (PVT) LTD in 2013
- The company repairs and maintains container handling equipment at the Colombo International Container Terminal at the Colombo Port.



AEL SHARE PRICE AGAINST ASPI



		2011/2012	2012/2013	2013/2014
AEL	AEL Share Price (Rs.)	26.70	19.70	22.50
	DPS (Rs.)	0.27	0.50	0.75
	Price of AEL post-dividend (Rs.)	26.97	20.20	23.25
	Total return on AEL Share (%)		-25.10%	15.10%
Market	ASPI	5420.2	5735.68	5968.31
	Return on ASPI		5.82%	4.06%

Top 20 Shareholders 2013/14

NO.	NAME OF THE SHAREHOLDER	31.03.2014		31.03.2013	
		NO. OF SHARES	%	NO. OF SHARES	%
1	Mr. S J S Perera	250,000,000	25.000	250,000,000	25.000
2	Mr. R J S Gomez	120,000,000	12.000	120,000,000	12.000
3	Mr. J C Joshua	100,000,000	10.000	100,000,000	10.000
4	Mrs. R M N Joshua	70,000,000	7.000	70,000,000	7.000
5	Mr. S J S Perera	46,000,000	4.600	46,000,000	4.600
6	Mrs. D R S Malalasekera	45,000,000	4.500	45,000,000	4.500
7	John Keells Holdings PLC	40,000,000	4.000	40,000,000	4.000
8	Employees Provident Fund	32,927,921	3.293	Nil	Nil
9	Mr. S A A Gomez	25,000,000	2.500	25,000,000	2.500
10	Mr. S D Munasinghe	24,000,000	2.400	24,000,000	2.400
11	Mr. S H S Mendis	24,000,000	2.400	24,000,000	2.400
12	Mr. D A R Fernando	24,000,000	2.400	24,000,000	2.400
13	Mr. A I Lovell	16,000,000	1.600	16,000,000	1.600
14	Associated Electrical Corporation Ltd	13,000,000	1.300	13,385,000	1.339
15	J B Cocoshell (Pvt) Ltd	8,003,255	0.800	1,000,000	0.100
16	Barclays Bank PLC Singapore Branch (Wealth Management)	8,000,000	0.800	8,000,000	0.800
17	Watapota Investments PLC	8,000,000	0.800	8,000,000	0.800
18	MAS Capital (Private) Limited	6,000,000	0.600	6,000,000	0.600
19	Mr. R J Gomez	5,000,000	0.500	25,000,000	2.500
20	Mr. S N F Irippuge	4,000,000	0.400	4,000,000	0.400
21	Union Bank of Colombo PLC/ATSL International Private Ltd	4,000,000	0.400	4,000,000	0.400
22	AIA Insurance Lanka PLC A/C No 07	3,453,332	0.345	4,961,359	0.496
23	Mr. H A Van Starrex	2,466,049	0.247	Nil	Nil
24	Deutsche Bank AG-National Equity Fund	2,277,925	0.228	Nil	Nil
		881,128,482	88.113	858,346,359	85.835
	Others	118,871,518	11.887	141,653,641	14.165
	Total	1,000,000,000	100.000	1,000,000,000	100.000