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Energy Technologies Limited (ASX:EGY)
Investor Presentation – 31 July 2024
Nick Cousins

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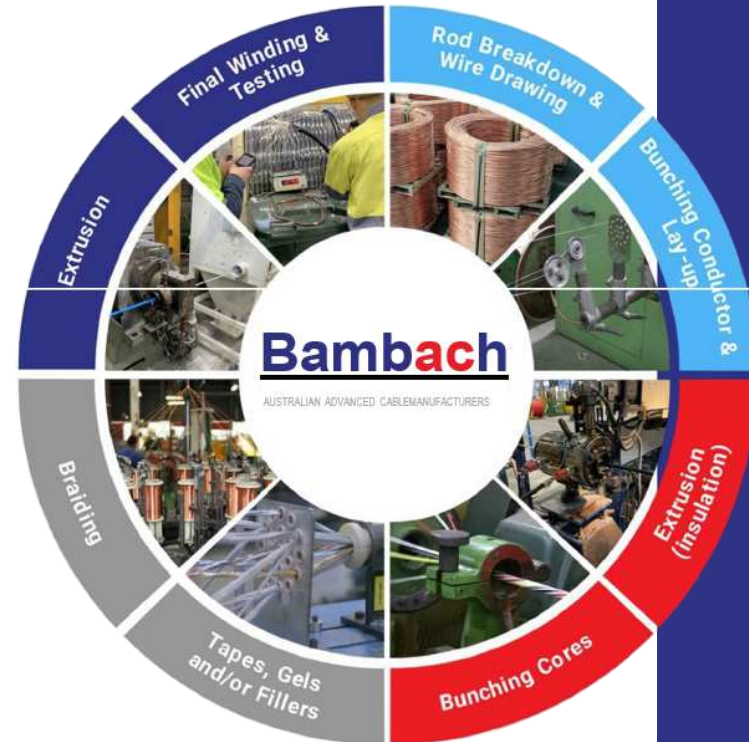
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Bambach Wires and Cables Manufacturing and Sales

- Bambach Wires and Cables Pty Limited sells low voltage industrial and specialised copper cables & energy solutions for the renewable energy industry across Australia.
- Founded in 1936, it is the oldest existing Australian cable manufacturer and 100% owned by Energy Technologies since 2012.
- Factory in Rosedale, VIC with sales offices in New South Wales, Western Australia and Victoria.
- Blue Chip customer base across Rail and Road, Mining, Construction, Defence and Power and Energy.



Established in 1936, Bambach Wires & Cables is an Australian Owned and Operated Low Voltage Cable Manufacturer who have been servicing the Australian market for almost a century

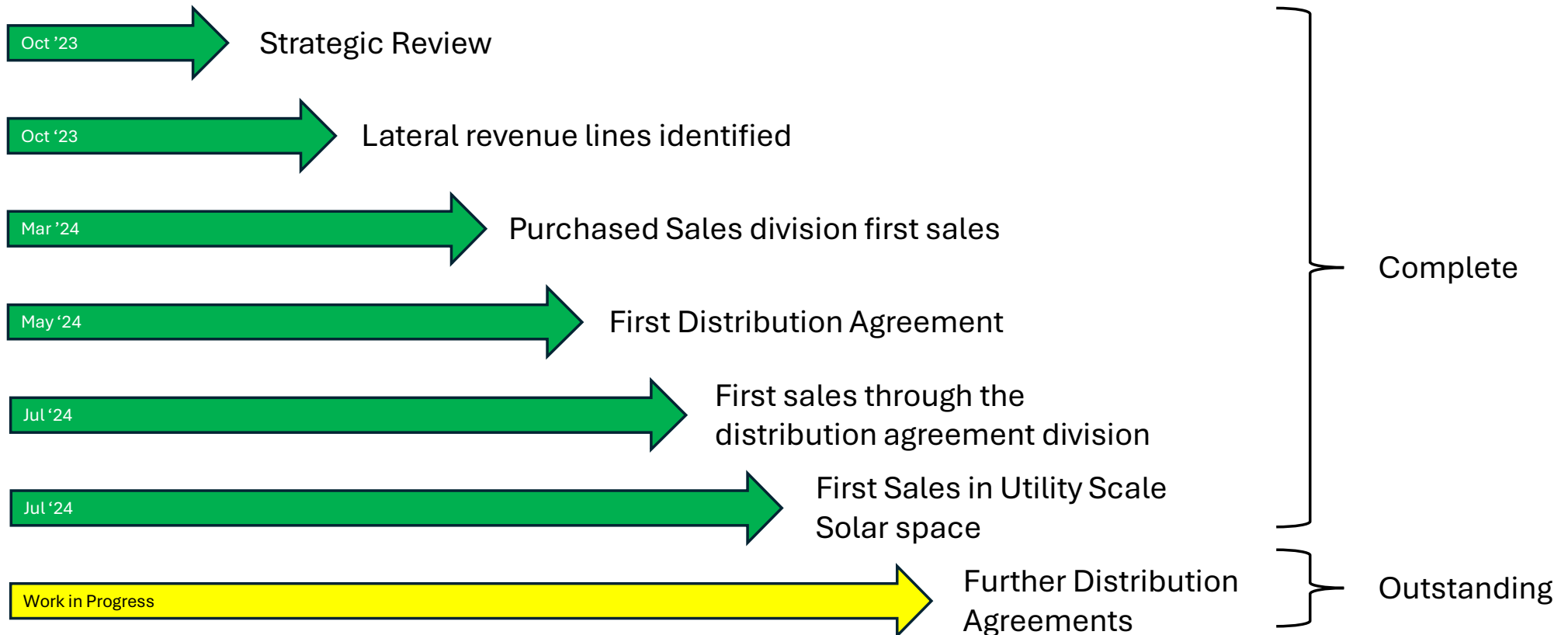
We pride ourselves on being Australian owned and operating as well as supporting local businesses as much as possible, therefore resulting in the vast majority of our cables having over 90% local content.

Gantner Distribution Agreement

- This not only provides Bambach with the total solution for renewables for the DC electrification of the project, but it also moves Bambach into the AC and high voltage industry. The offering from Bambach has now expanded and covers Australia and New Zealand.
- This agreement closes the loop by allowing the company to offer specialised low voltage cables which are in house tested for quality control, connectors, combiner boxes, weather stations and software to the solar and wind renewable energy industry in one point of contact.
- The agreement allows the company to increase its expectations of Revenue for the FY25 year and the margins are above what has been previously guided.



Bambach Wire and Cables' Review



Bambach Wire and Cables' Next Steps



	Bambach Offering	Distribution Agreement Offering	Next Steps
Specialty Cables (Custom)	✓		
Solar Cables	✓		
Solar Ancillary Equipment		✓	
Medium Voltage Cables			✓
High voltage Cables			✓
Transmission & Distribution Cables			✓
Off Shore & On Shore Wind Turbine Cables			✓
Mining Cables	✓		✓
Defence & Military Spec Cables	✓		
Fibre Optical Cables			✓
Infrastructure Cables (Roads & Rail)	✓		
Marine Cables	✓		✓
Novel Cables (Nuclear Power)			✓
Subsea Transmission Cables			✓

Bambach Wires and Cables – New Offering



Manufactured Sales

- Project sales focused on Rail, Road and Infrastructure will be a mix of manufactured high gross margin product (>35%) and low margin Purchased Sales to create and showcase both a competitive tender and evidence of speciality
- Contract sales focused on Rail, Road, Infrastructure and Energy (Renewables) will be short run specialised product with short delivery times (>30%)
- Proprietary specialised product sold through the sales channels (>23%)

Current order book remains strong



Purchased Sales

- Broad target market with emphasis in Construction and Mining
- Value add processes at the factory level to manage end margins
- Commoditised product margin expected to be 16%
- Value add product margin expected to be >23%

Strategy now tested through first shipment landed and sold (\$567k) at a 67% margin



Wholesale Distribution

- Distribution agreements identified and sought for well established brands in Australia
- Used to fast track Purchased sales division growth
- Margin expected to be ~16% depending on the size, working cap agreements and brand name
- Opportunity to provide central and branch warehousing of product at Rosedale and branches adding extra revenue opportunity

Revenue forecast to be \$5m in FY25

Summary - Operations

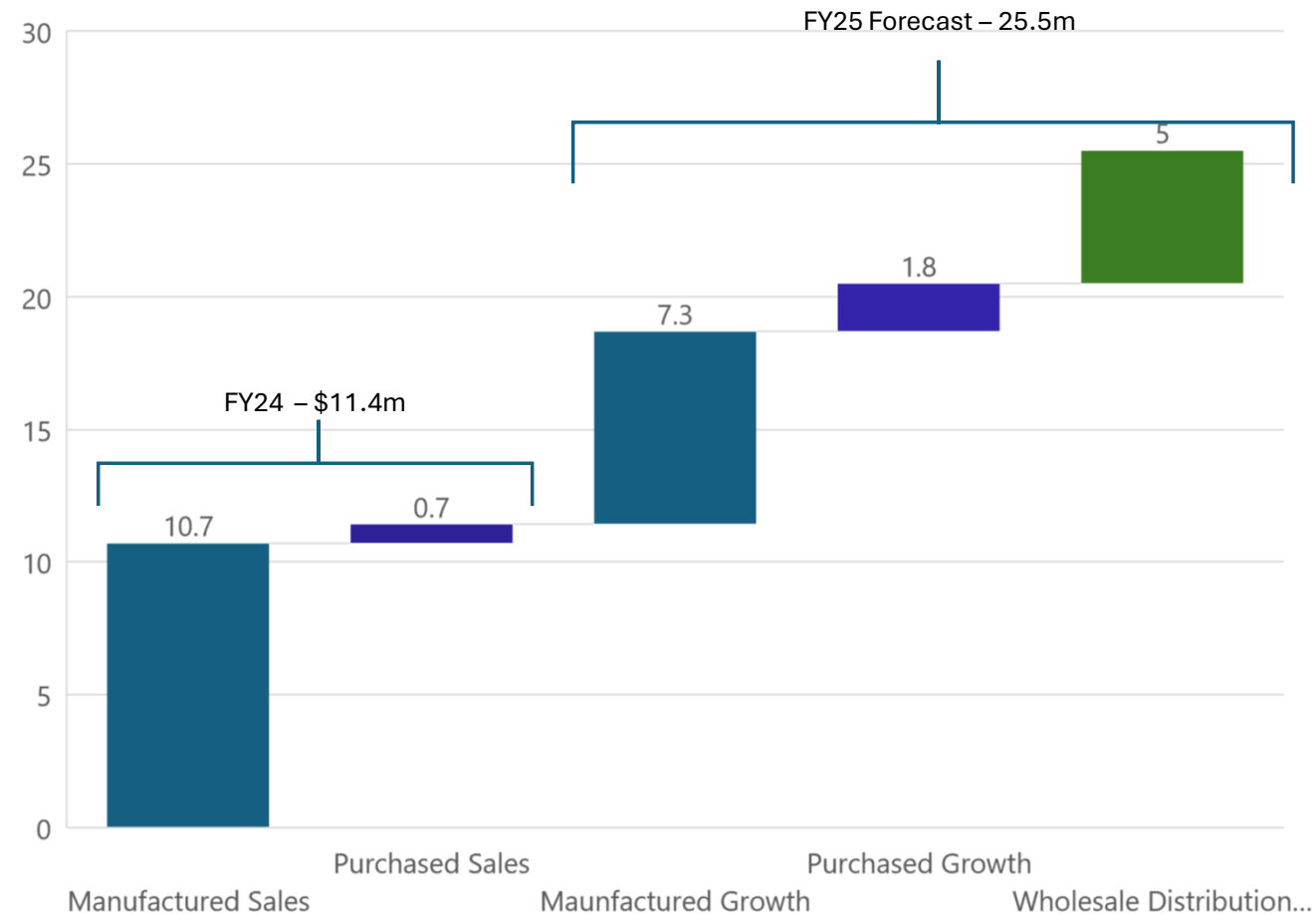


- Restructure with a focus on sales
- Refocus on margin protection
- Manufacturing for specialised low voltage cables
- Purchased sales for low margin cable sales
- Distribution agreements for lateral hardware products
- Distribution agreements into software and monitoring products

Outlook – FY25

- Cost savings – \$1.1m
- Manufactured Sales – \$18m (Margin >23%)
- Sales pipeline at an all-time high
- Purchased Sales – \$2.5m
- Wholesale Distribution Sales – \$5m
- Focus on reducing debt

Forecast Sales – FY24 & FY25

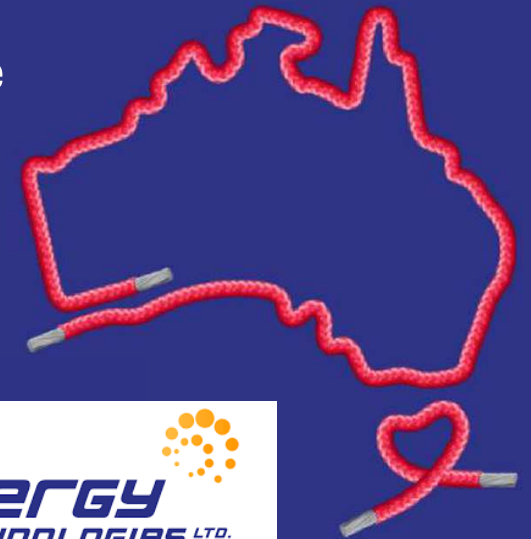




Bambach

AUSTRALIAN ADVANCED CABLE MANUFACTURERS

Renewables The way of the future



SYD – sales@bambachcables.com.au
VIC/TAS – salesmelbourne@bambachcables.com.au
SA/NT – sales.sa@bambachcables.com.au

NWC – salesnewcastle@bambachcables.com.au
WA – wasales@bambachcables.com.au
QLD – salesbrisbane@bambachcables.com.au