



EVZ LIMITED

Preliminary Financial Report
Investor Presentation

FY2019

27 August 2019

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FY19 financial results...

	FY19	FY18
Revenue from ordinary activities	**$78,042,293**	$64,928,395
EBITDA	**$2,887,673**	$3,775,167
Profit before finance costs & income tax	**$2,140,373**	$3,104,532
Profit from ordinary activities before tax	**$1,728,418**	$2,484,811
Profit from ordinary activities after tax	**$1,624,975**	$2,341,980
Earnings per share (cents / share)	**1.73**	3.16

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FY19 operational highlights...

REVENUE GROWTH	Sales revenue increase 20% YoY. Whilst top line performance met expectations profit result was below expectations due to one-off project execution challenges and Malaysian construction cycle slowdown.
MARKET SHARE	Syfon Systems & Brockman both increased market share in competitive markets through implementation of strategic plans.
ACQUISITION	Syfon acquired Ultraflow Siphonics to enhance geographic coverage positively benefitting market share and management talent depth.
EXPANSION IN ASIA	Syfon established operating entity in Vietnam to support securing of new projects in the region.

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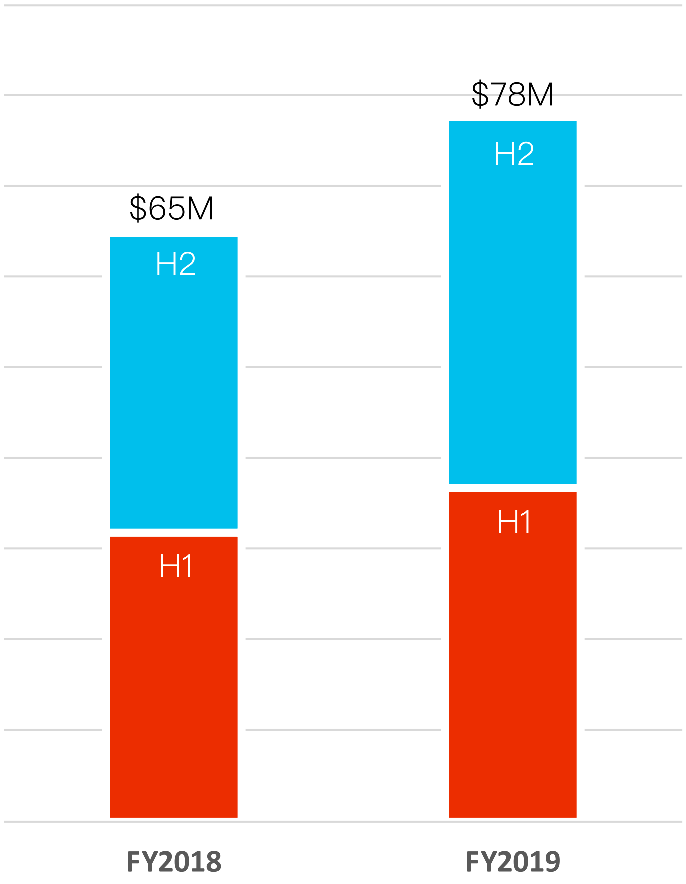
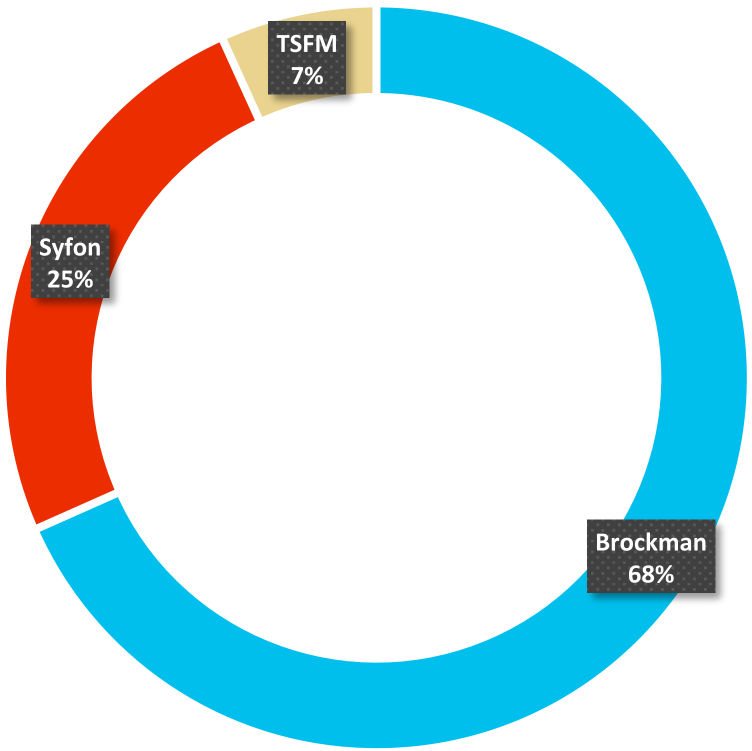
FY19 revenue split...

REVENUE GROWTH	REVENUE DISTRIBUTION	NOTES

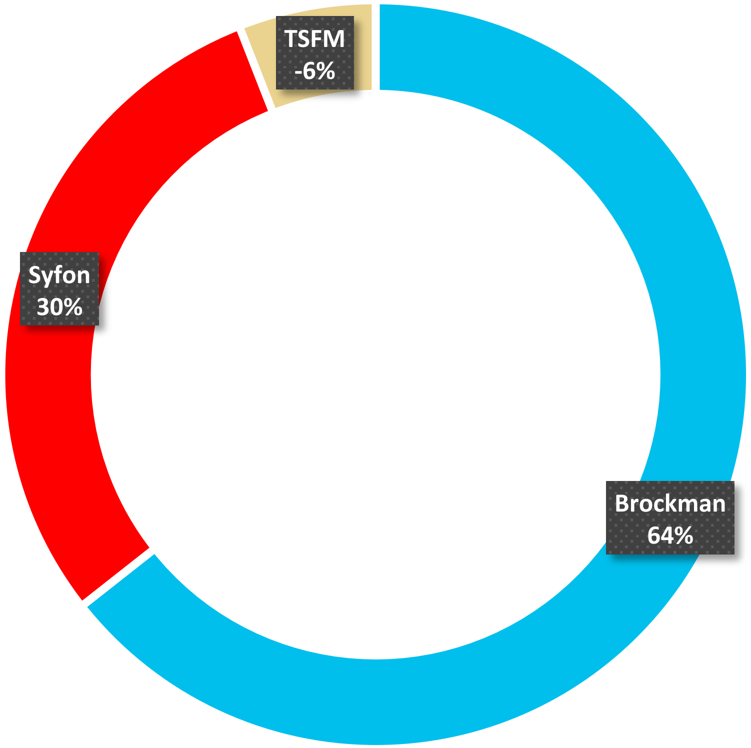


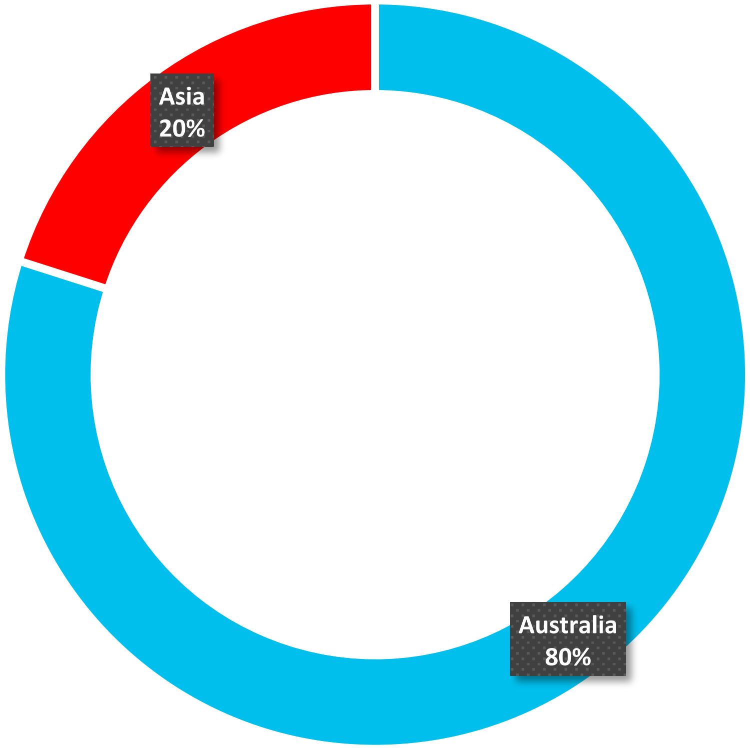


- Revenue increase 20% YoY to $78M.
- Brockman achieved 45% annual sales growth.
- Syfon Asia 2HFY19 below expectations due to construction slowdown in Malaysia.
- Syfon Australia improved in Q4 post Ultraflow acquisition.
- TSF Power strategic change to renewable gas power plants completed during year.

FY19 profit analysis...

PROFIT DISTRIBUTION	PROFIT REGION	NOTES

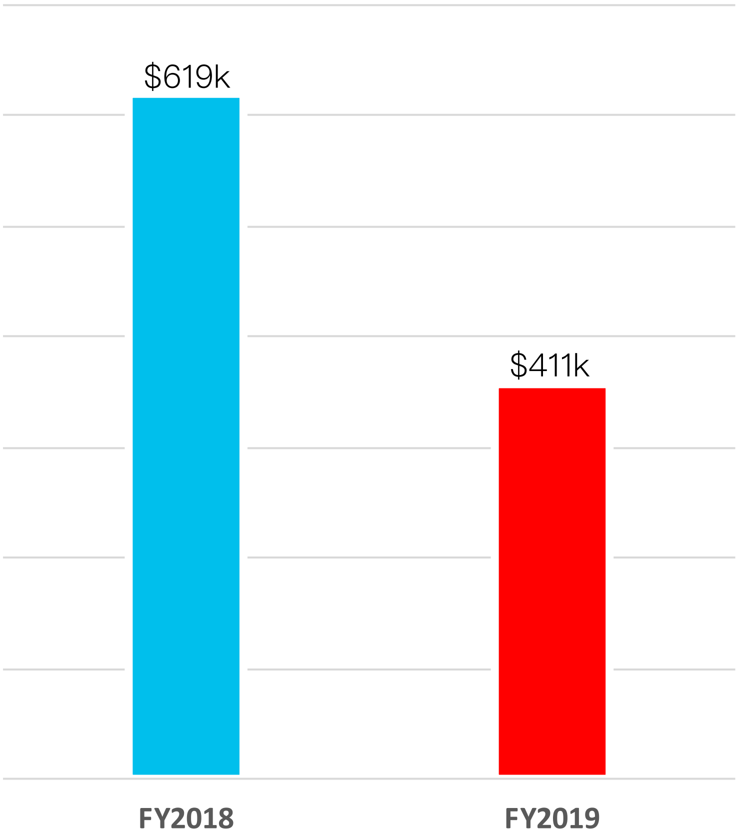


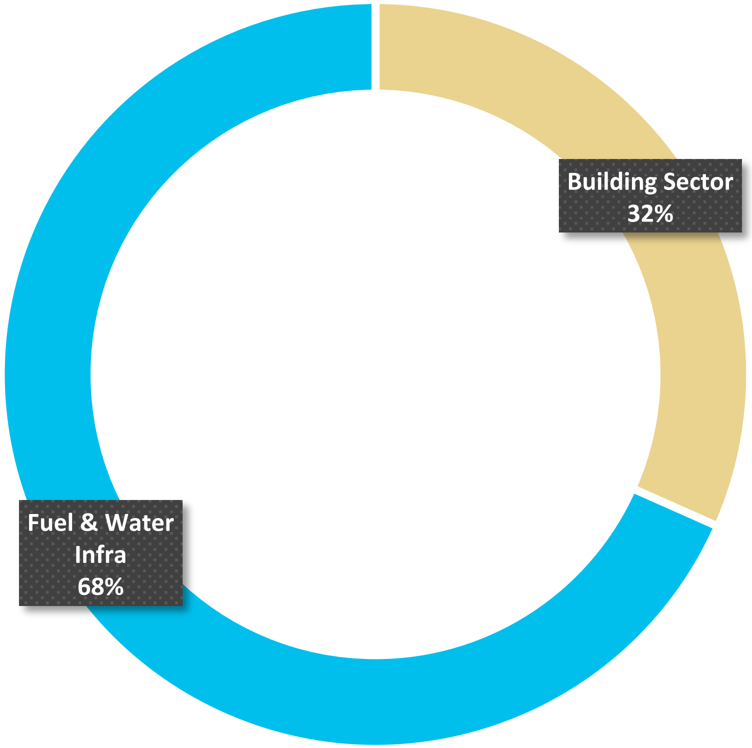


- Brockman profit leader.
- Syfon Asia profit reduced due to construction slowdown in Malaysia.
- Syfon Asia predicted to improve during FY20.
- Syfon Aust profit improved in Q4 post Ultraflow acquisition.
- TSF Power strategic change investment costs absorbed in FY19.
- TSF Power FY20 expected to benefit from new sector revenues.

FY19 operations analysis…

DEBT FINANCE COST	REVENUE SECTOR	NOTES





- Finance costs reduced 34% to $411k.
- Building sector reduced proportional revenue due to Malaysian construction cycle slowdown and fuel infrastructure investment.
- Balance sheet strength consistently improving each period.

BROCKMAN strategic update…

MARKET / INDUSTRY	Fuel and water industries capital expenditure levels expected to stay at current levels or increase in next two years. National fuel security risk due to limited onshore reserve tank capacity the focus of Dept of Environment & Energy Liquid Fuel Security Review.
STRATEGY	Maintain and improve position as preferred technical provider to fuel and water industries for tanks and mechanical services. Proven capability in delivering contracts up to $50M increases accessible project opportunities in wider market.
OUTLOOK	FY18 & FY19 have delivered circa 40% YoY sales growth. FY20 is expected match FY19 sales with improved margin. FY21 expect to see return to high growth rates.

SYFON strategic update…

MARKET / INDUSTRY	Building construction sector in Australia and Asia consistently expanding project size, scale and complexity. Asia economic growth rates and building sector response to population demands the highest in the world. Syfonic roof drainage the preferred solution for landmark buildings.
STRATEGY	Deliver premium quality and technically superior syfonic roof drainage to Australian and Asian market. Expand influence in Asia (Malaysia, Vietnam, Thailand & Philippines) to take advantage of building sector activity. Create and launch syfonic drainage product range.
OUTLOOK	FY20 expecting much improved result in Australia, Asia will improve more slowly. FY21 expect to see return to higher growth rates in both regions.

TSF POWER strategic update...

MARKET / INDUSTRY	Distributed generation market very buoyant, particularly in renewable waste gas sector. Capital investment in new assets increasing. Diesel market sector competitive, national portfolio maintenance contracts more common. TSF Power very well placed to benefit from both sectors.
STRATEGY	Grow capabilities to service major generation asset owners through: 1. Operations and maintenance support. 2. Parts and consumables sales. 3. Technical support for upgrades and performance improvements. Develop a portfolio of revenue generating assets from recycled equipment.
OUTLOOK	FY20 will benefit from restructure and strategic development in FY19. Consistent improvement in sales during FY20–22 and beyond as generation asset base grows and market responds to TSF Power high value offering.

Projects…

BROCKMAN

Water Storage Tank

Mernda, Victoria

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Projects…

BROCKMAN

Airport JUHI Expansion

Victoria

Projects…

BROCKMAN

Crude Tank

Victoria

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Projects…

SYFON

Westfield Newmarket

Auckland, New Zealand

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Projects…

SYFON

New Museum for Western Australia

Perth, Australia

Projects...

SYFON

IKEA DC

Johor Bahru, Malaysia

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Projects…

SYFON

TRX Life Style Quarter

Kuala Lumpur, Malaysia

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