



EVZ LIMITED
Investor Presentation
FY2024

27 August 2024

FY24 Results Summary

Half Year ended 30 June 2024	FY24	FY23
Revenue from ordinary activities	$118,916,120	$111,200,389
EBITDA	$4,906,295	$3,757,274
Profit before finance costs and income tax	$2,399,295	$1,616,113
Profit from ordinary activities before tax	$1,818,415	$1,425,835
Profit from ordinary activities after tax	$2,138,924	$1,446,276
Earnings per share (cents/share)	1.77	1.20
Net tangible assets per share (cents/share)	17.2	15.2

Revenue Growth

Sales revenue of $118.9M for the financial year, up 7% from the previous full financial year. Increased sales revenue reflects the increased market share across our industry sectors. Recent new contract wins, and strong backlog provide confidence going into FY25.

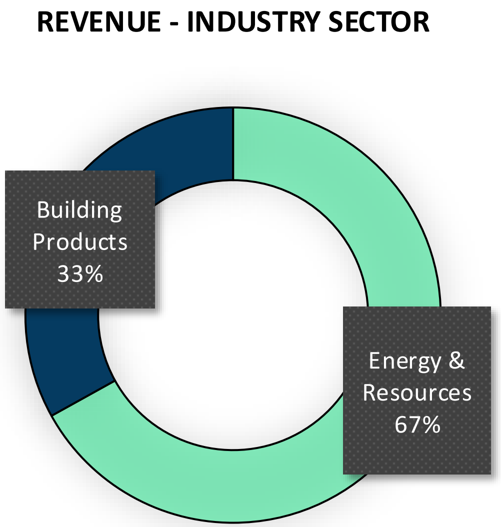
Improving Earnings

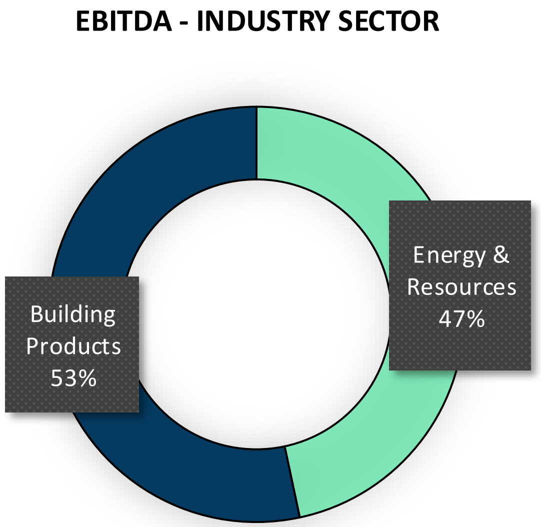
An improved NPAT of $2.1M was delivered, up 48% whilst EBITDA rose to $4.9M, up 31% from FY23. The results reflect the increased revenue and improving margins on current contracts.

Stronger Balance Sheet

Consistently improving financial results have continued to build balance sheet strength. Net assets of $33M, no debt and cash balance of $8.4M at financial close.

FY24 Results Snapshot



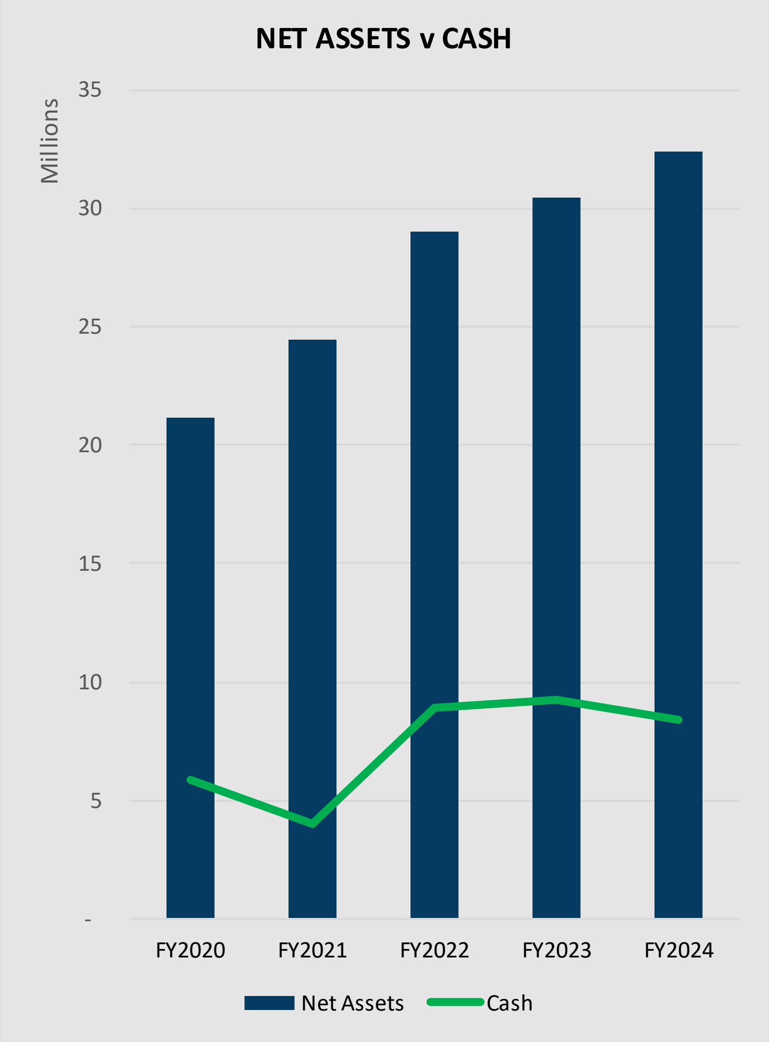


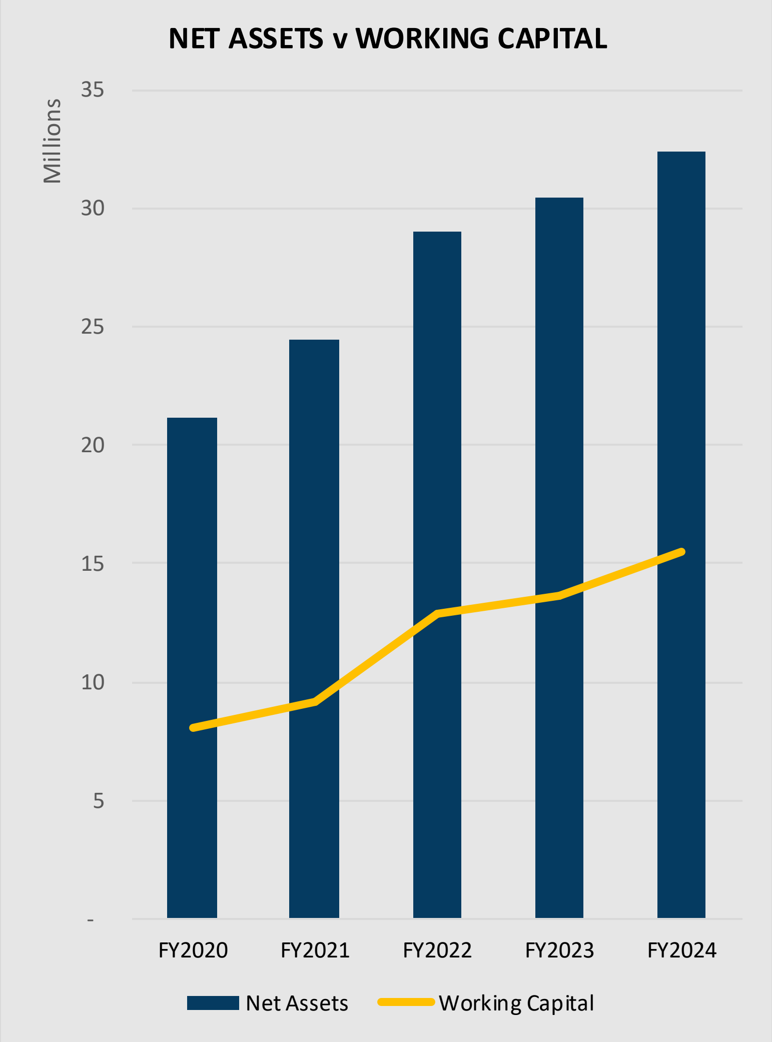
Revenue & Sales Growth

Revenue during the period grew by 7% driven by increased market share in consistent market conditions supported by new investment in Australia's energy & resources sector which is expected to continue. The group incurred operational expenses and capital investment to expand the group's business geographic reach and hire new skilled capability which is expected to translate into further revenue and profit growth. We expect the profit margin improvement in FY24 to continue during the next financial year.

Further growth will be achieved in coming periods through a combination of geographic expansion and business operational improvement in the Energy & Resources and Building Products sectors in conjunction with the pursuit of business acquisitions that will infill our capability gaps.

Balance Sheet & Cashflow





Balance Sheet

The improvement in the balance sheet is providing additional capacity to pursue larger projects and fund new acquisitions as we execute our strategic plan.

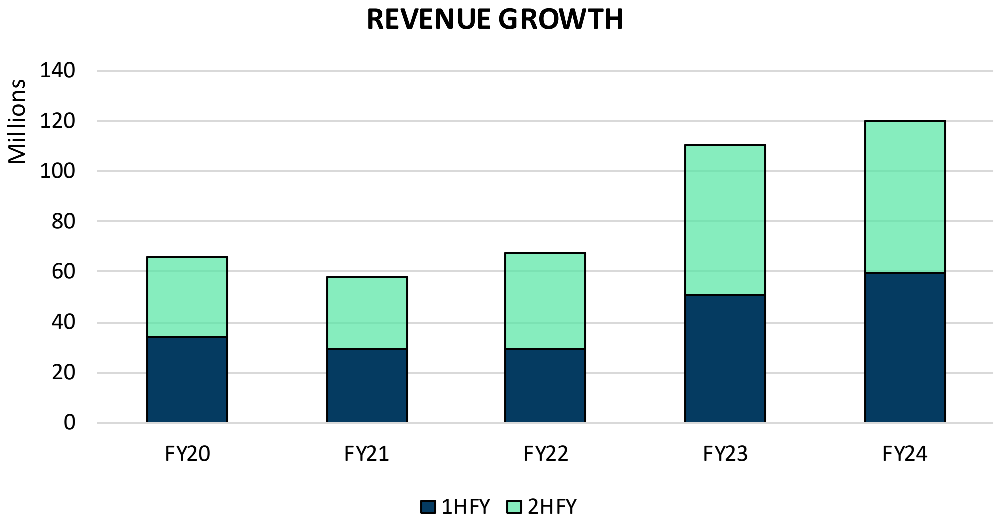
The strategic plan to increase the business scale through focusing on organic growth, improved operational efficiency whilst seeking further business acquisitions to infill our capabilities and augment our growth in our chosen industry sectors. A diversified project and contract portfolio is being developed to support growth agenda.

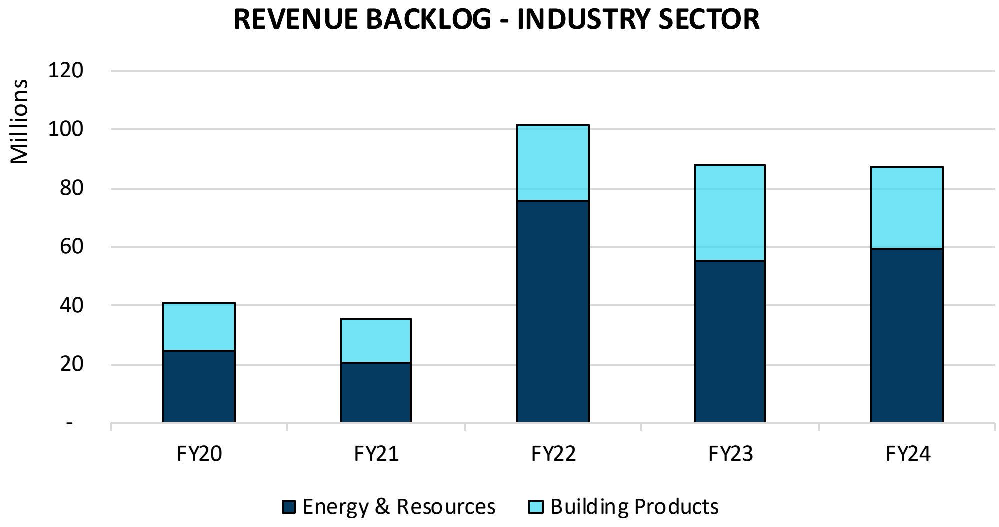
The group currently has project security bonding capacity available through a bank guarantee facility of $7M.

Cash on hand of $8.3M at financial close.

NTA increased to 17.2c/share.

Revenue & Contract Pipeline



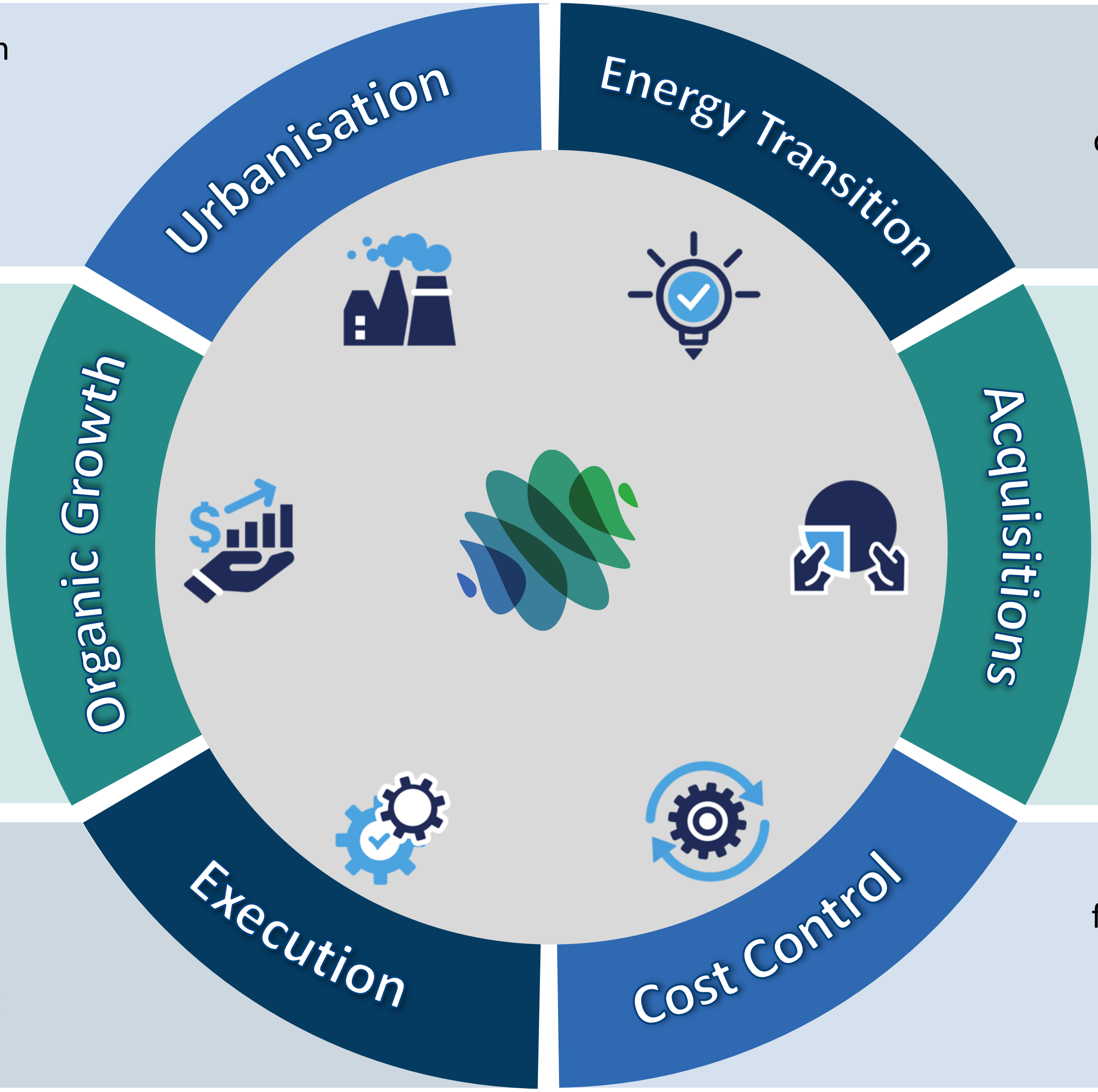


Contract Pipeline Growth

EVZ currently has (including recent contract wins) more than $85M of contract revenue backlog providing strong revenue conversion into FY25 and beyond. Live tenders are at historically high levels across our industry sectors as investment in the energy and resources sector continues to support the transition of Australia's energy sources to a cleaner future. Demand for our building products is growing in Asia as the region's economies rebound, whilst our Australian businesses increase market share through providing technical innovation.

Our strategic plan to expand our reach within our market sectors of Energy & Resources and Building Products is being delivered progressively providing revenue and profit growth.

Strategic Management Outlook



Australia and Asia's population growth is driving increased urbanisation that provides all our businesses a part to play in providing supporting infrastructure

Australia's energy transition will provide profitable growth opportunities for our teams to deliver innovative technical solutions.

Our scale up strategy supports the continued seeking of new business areas created from the skills and talent within our organisation. Selected investment in extending or geographic reach and new adjacencies is paramount to achieve new growth.

Our scale up strategy supports the acquisition of strategically aligned businesses to infill capability gaps and where rigorously assessed, there is potential for a transformative business acquisition or merger.

Improving the execution of our projects will reduce our overall commercial risk and deliver higher margins delivering better investment analytics.

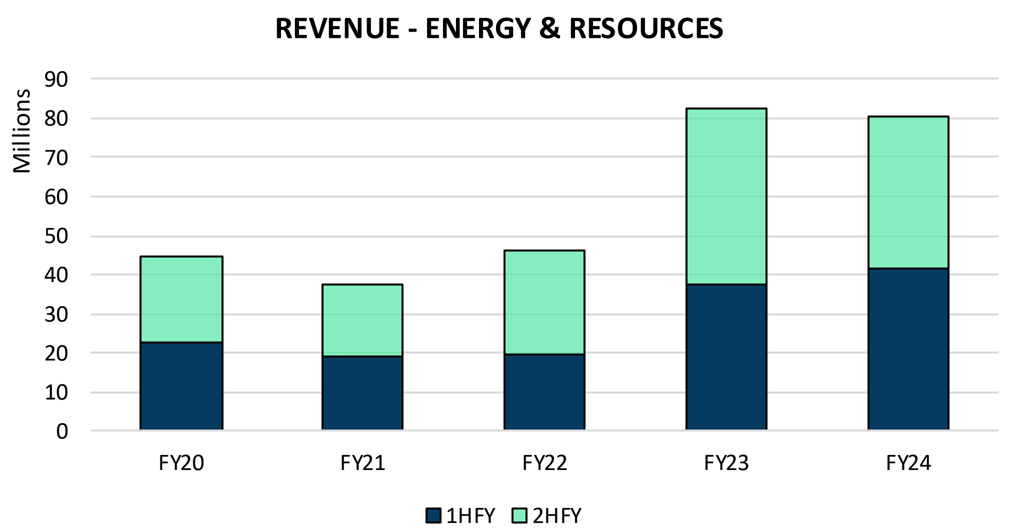
Cost management is key to our need for margin improvement to keep pace with the competitive landscape and value proposition to our clients.

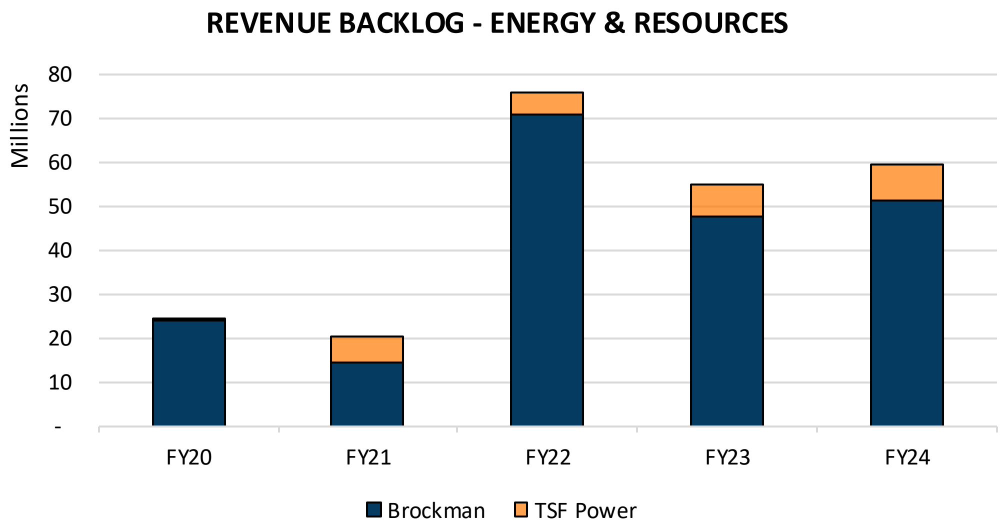
Energy & Resources

Energy & Resources

Our Energy & Resources division comprises the businesses of Brockman Engineering & TSF Power forming a group of technical services specialists in the energy, water, mining and natural resources sectors. These sectors feature strongly in Australia's economy and will continue to drive Australia's GDP for decades to come as Australia maximises the use of our abundant natural resources and accelerates the energy generation transition to achieve a cleaner future. Population growth and urban expansion continues to drive the need for new water infrastructure projects that are becoming more representative in our diversified project portfolio.

The group has consolidated its growth during the financial year and is expected to continue to grow in coming periods. Investment in expanding the business geographic reach and improving our skilled capability coupled with an increasing market size is expected to drive further growth. We expect further profit margin growth in coming periods as a result of planned cost reductions and tighter management. We plan to expand our service offering to new segments and adjacencies through focusing on organic and new business acquisitions in line with our energy and resources strategic plan.





BROCKMAN

TSF POWER

Energy & Resources: Case Study

VIVA ENERGY – STRATEGIC STORAGE PROJECT

Brockman Engineering delivered innovative design and construction solutions to create the Viva Energy Strategic Storage project augmenting the diesel fuel storage capacity at the Geelong refinery. The project comprises three thirty-five megalitre fuel storage tanks with aluminium geodesic dome roofs, integrating pipework, civil works and electrical supply connections.

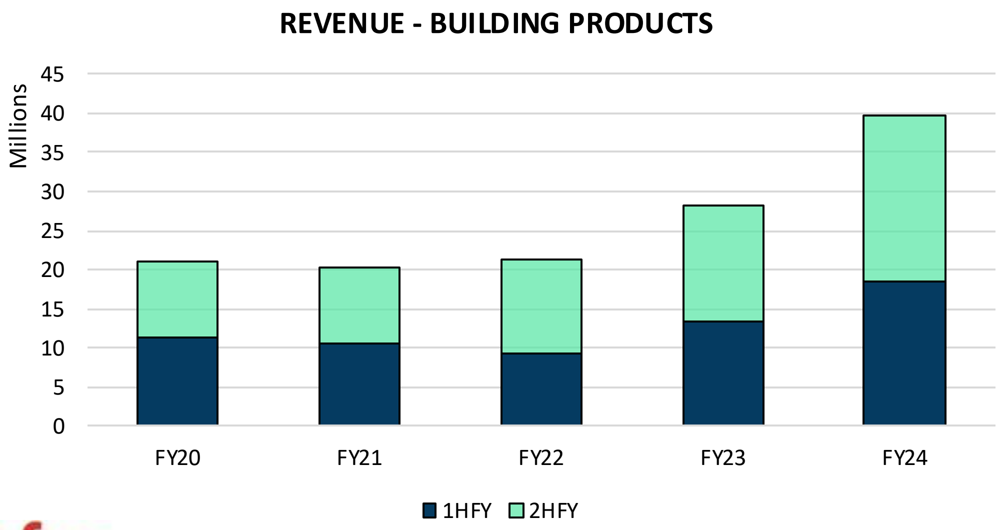
EVZ LIMITED

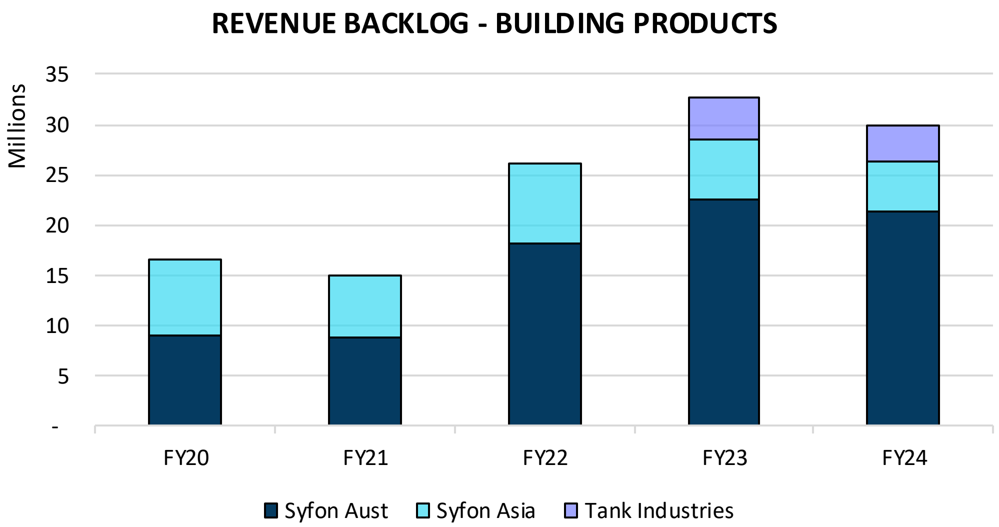
Building Products

Building Products

Our Building Products division comprises the businesses of Syfon Systems Australia, Syfon Systems Asia & Tank Industries to create a group of water industry product technical specialists supplying the built and social infrastructure sectors. The group has operating divisions servicing all Australia capitals in addition to operating in Malaysia, Vietnam and Indonesia. The built environment sector will continue to feature strongly as part of the economic development of new cities and enhancing existing urban communities to accommodate population across the region. Our building products business is directly exposed to the Asian regions fastest growing economies.

Revenue growth in this division has been strong during the financial year and is expected to continue growing in coming periods. Investment in expanding the business geographical reach into Indonesia and expanding our product range since the acquisition of Tank Industries has delivered improved contribution margins. We plan to continue the expansion of our service offering to new segments and adjacencies through focusing on organic and acquisitive of technically superior businesses as part of the strategic plan.





Building Products: Case Study

TUN RAZAK EXCHANGE, KUALA LUMPUR

Syfon Systems provided innovative stormwater management solutions to the mega development of Tun Razak Exchange (TRX) in Kuala Lumpur, Malaysia. Our team secured this project in 2018 and has worked closely with Lend Lease and WCT to deliver this urban renewal project. Syfon designed and constructed the rainwater catchment and siphonic drainage systems to protect the building from water ingress during the seasonal tropical rainstorms.

EVZ Limited: Company Directory

EVZ LOCATIONS

EVZ Head Office

Melbourne, VIC

TSF Power

Glendenning, NSW

Norlane, VIC

Wakerley, QLD

Forrestdale, WA

Brockman Engineering

Norlane, VIC

Glendenning, NSW

Syfon Systems

Dandenong South, VIC

Chipping Norton, NSW

Meadowbrook, QLD

Kuala Lumpur, Malaysia

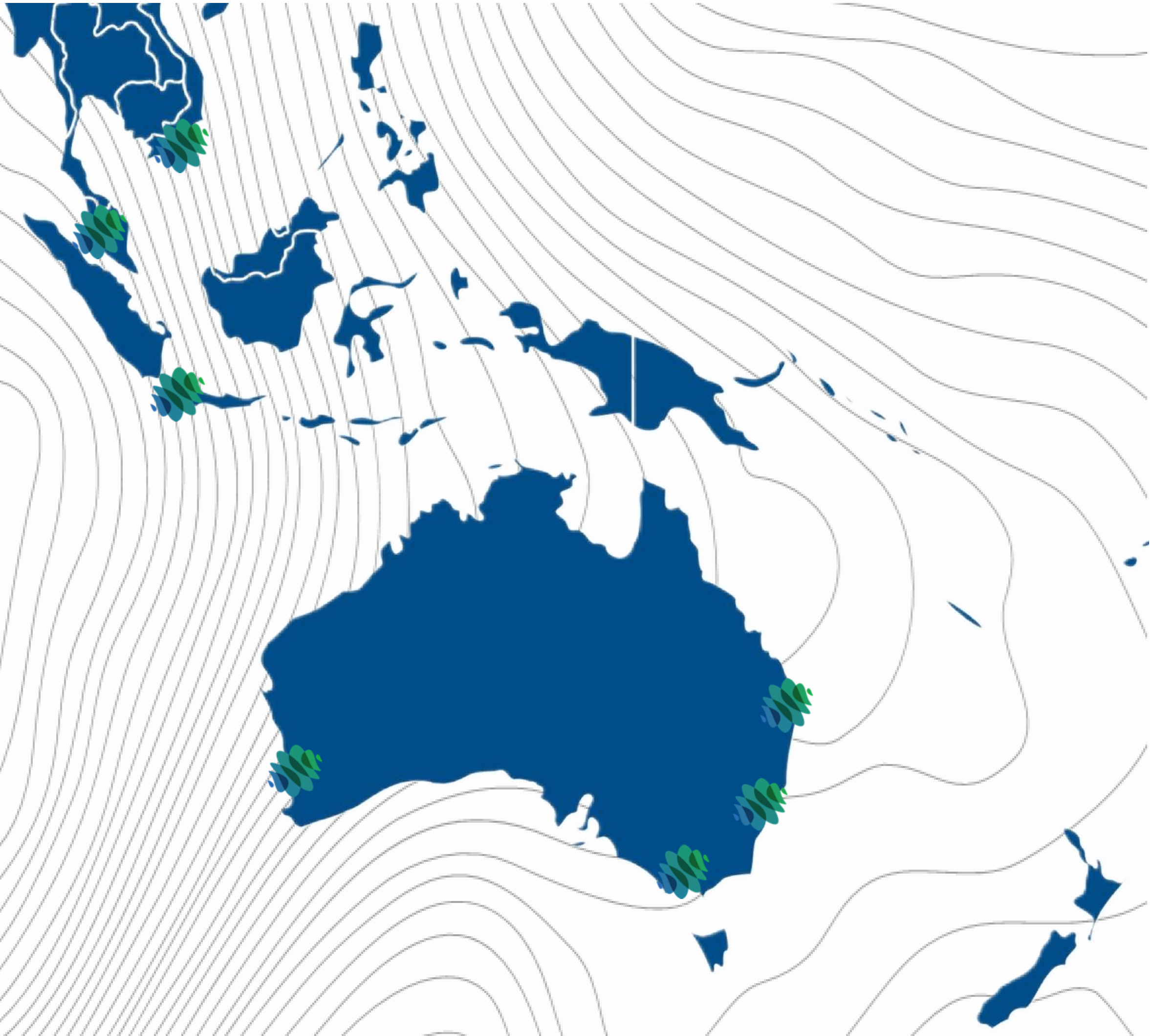
Ho Chi Minh City, Vietnam

Jakarta, Indonesia

Tank Industries

Dandenong South, VIC

www.evz.com.au



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