

25 August 2021

Company Announcements Office
Australian Securities Exchange Limited
20 Bridge Street
SYDNEY NSW 2000

INVESTOR PRESENTATION

Seven Group Holdings Limited (ASX: SVW) attaches the Investor Presentation for the year ended 30 June 2021.

This release has been authorised to be given to ASX by the Board of Seven Group Holdings Limited.

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Seven Group Holdings Limited is a leading Australian diversified operating and investment group with market leading businesses and investments in industrial services, media and energy. In industrial services, WesTrac Group is the sole authorised Caterpillar dealer in Western Australia, New South Wales and the Australian Capital Territory. WesTrac is one of Caterpillar's top dealers globally (by sales value). SGH owns Coates, Australia's largest nationwide industrial and general equipment hire business. SGH also has a 69.9% shareholding in Boral, an international building products and construction materials group. In energy, SGH has a 30.0% shareholding in Beach Energy and has interests in oil and gas projects in Australia and the United States. In media, SGH has a 40.2% shareholding in Seven West Media, one of Australia's largest multiple platform media companies, including the Seven Network, 7plus and The West Australian.



Seven Group Holdings Limited | ABN 46 142 003 469

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Investor Presentation for the year ended 30 June 2021

SGH | Industrial Services, Media,
Energy and Investments

25 August 2021



GROUP OVERVIEW

FY21 underlying EBIT \$792.1m up 7%

FY21 statutory EBIT \$925.6m up 143%

Final dividend up 10% to 23c, total dividend 46c fully franked

Strong performance of WesTrac and Coates

SGH has executed on our growth agenda

Boral presents compelling opportunity, we now own 70%, and are focused on supporting transformation

Robust outlook with mining production, construction and infrastructure activity expected to remain strong

Energy positioned to benefit from improving LNG and domestic gas markets

Successful transformation of Seven West Media, positive outlook with recovering advertising markets



SUSTAINABILITY PEOPLE & SAFETY

Safety of our people is always our top priority

- Consistent focus on positive safety behaviour and outcomes
- Continued reduction in Group LTIFR and TRIFR year on year
- Specialised training and initiatives to improve safe working practices
- Mental health and wellbeing strategy formulated and underway

Vaccination Recognition Program

- Gift voucher for employees fully vaccinated by 15 November

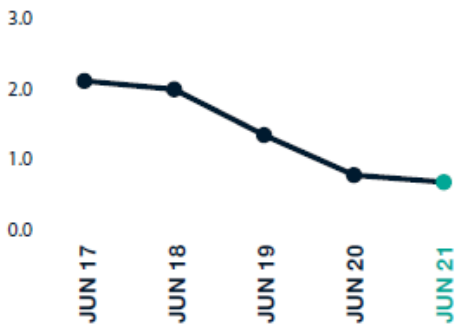
Investing in skills in a tightening labour market

- Commitment to training and upskilling skilled workforce
- WesTrac has invested over \$7m in training and delivered over 2,000 courses and Coates has invested almost \$3m during FY21

Focus on increasing female participation and leadership

- WesTrac and Coates targeting increased female participation in trades and management
- Both businesses committed to aspirational target of 25% female participation by 2025

Rolling 12 Month LTIFR



Rolling 12 Month TRIFR



- Lost time injury frequency rate (LTIFR) = number of work related injuries that resulted in time lost from work per million hours worked; Total recordable injury frequency rate (TRIFR) = number of work related recordable injuries per million hours worked; statistics are calculated on a rolling 12 months basis
- Results for previous periods may be adjusted following post incident investigation and review

	LTIFR		TRIFR	
	June 2020	June 2021	June 2020	June 2021
WesTrac WA	1.1	0.2	6.9	5.1
WesTrac NSW	0.0	0.3	6.2	4.2
Coates	0.7	1.7	6.9	8.1
Group Total	0.8	0.7	6.9	5.9

SUSTAINABILITY EMISSIONS AND COMMUNITY

Net zero GHG emissions by 2040 for WesTrac and Coates

- Direct action to reduce Scope 1 and 2 emissions, and working with suppliers and customers to reduce Scope 3 emissions
- Progressively converting sites to LED lighting and exploring solar
- Exploring use of bio-diesel in machines and equipment, and biodegradable hydraulic oil in construction equipment
- Full commitments will be outlined in Sustainability Report to be published in September

Bushfires Assistance Program

- \$4.9m contributed over 18 months to support volunteer firefighters and recovery and restoration work
- Includes provision of accommodation units, shower and toilet facilities, equipment and tools by Coates and WesTrac
- Assisted communities rebuild in Bega Valley NSW, Mallacoota Victoria and Adelaide Hills and Kangaroo Island in South Australia

Commitment to employ and train indigenous workers and support indigenous businesses

- Providing training and career opportunities for indigenous people through programs, partnerships and initiatives across our workplaces
- Coates released “Reflect” Reconciliation Action Plan, WesTrac to commence development in FY22



GROUP OVERVIEW BUSINESSES AND MARKETS

Industrials	Industrials	Industrials	Energy	Media
				
100%	100%	70%	Beach 30% SGHE 100%	40%
WesTrac is one of the largest CAT dealers globally (by sales) operating the WA and NSW/ACT territories	Coates is the largest industrial and general equipment hire company with complementary Specialist Services	Boral is a national building products and construction materials Group	Beach Energy is a leading mid-cap E&P business and a key supplier to a growing East Coast gas market	Seven West Media is a leading diversified media company in Australia
28 branches	157 branches	367 sites	Onshore and offshore assets in multiple basins	Monthly Australia-wide audience reach of:
FY21 \$3.8bn revenue	FY21 \$0.9bn revenue	FY21 \$2.9bn revenue (continuing operations)	SGH Energy holds operated and non-operated oil and gas interests including 15% of the Crux LNG Project	16.4m in Seven Network - 6.1m in 7Digital - 3.9m in WAN + digital - 9.2m 7Plus active users
Focus on customers in direct mining, mining contractors, construction and infrastructure	Focus on large tier-one customers, mid-tier and trade, engineering and industrial solutions	Focus on infrastructure, commercial and residential construction		
Employees	Employees	Employees	Employees	Employees
~3,800	~2,000	~5,000	~700 (Beach)	~2,000

DISCIPLINED VALUE CREATION 2012 TO 2021



GROUP OVERVIEW KEY ACTIVITY AND PORTFOLIO CHANGES

\$533 million in new equity raised April 2021

- Underwritten institutional placement and share purchase plan
- SPP raised \$33m, well supported by retail shareholders
- Provided increased capacity and flexibility to the Group

Boral investment presents significant value creation opportunity

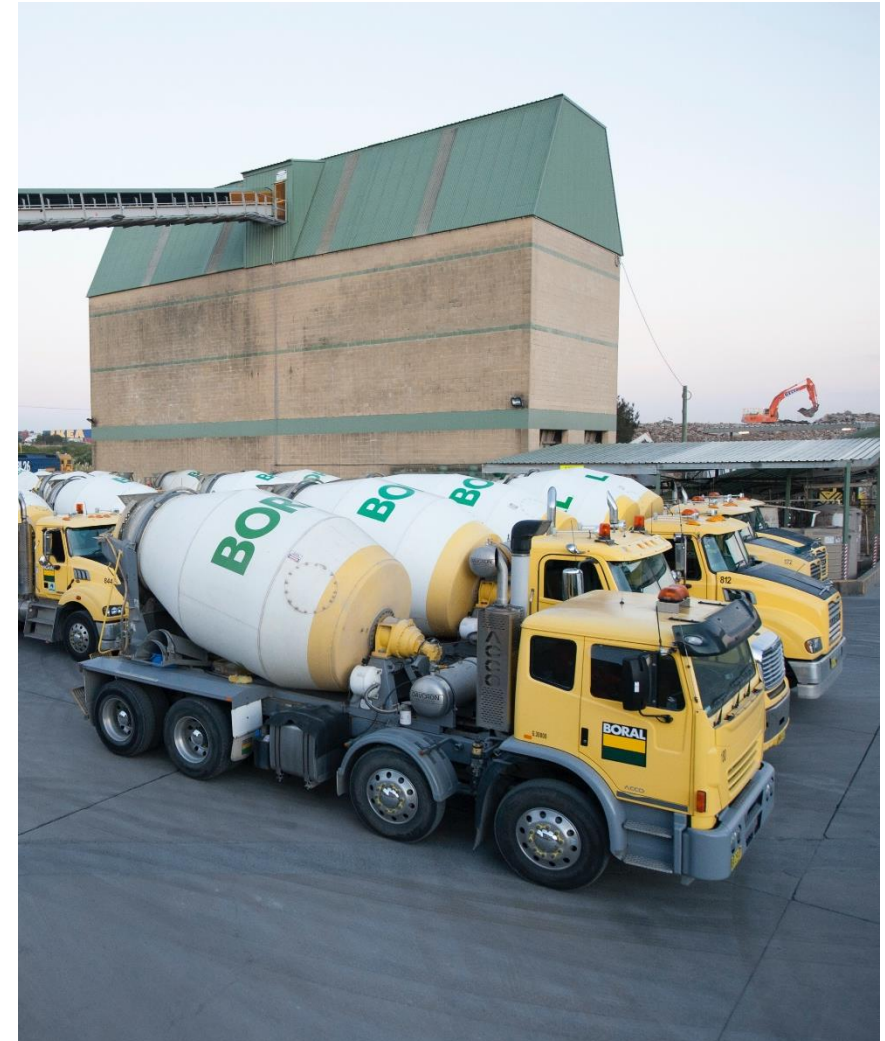
- Increased interest to 23% via creep in April 2021
- Launched takeover in May 2021, enabled by \$6.2bn bridge facility
- Obtained control in July 2021, with acceptances lifting ownership to 69.6% at offer close
- Increases exposure to infrastructure and construction
- SGH's experience in business transformation and disciplined capital management will help deliver improved margins and returns

Increased investment in Beach Energy

- Changes to strengthen oversight and ensure clear operating accountability
- SGH lifted investment in Beach by 1.5% to 30.0% in April 2021

Sale of investments

- \$120m of listed investments sold post balance date



GROUP OVERVIEW EARNINGS

Group underlying EBIT of \$792.1m up 7%

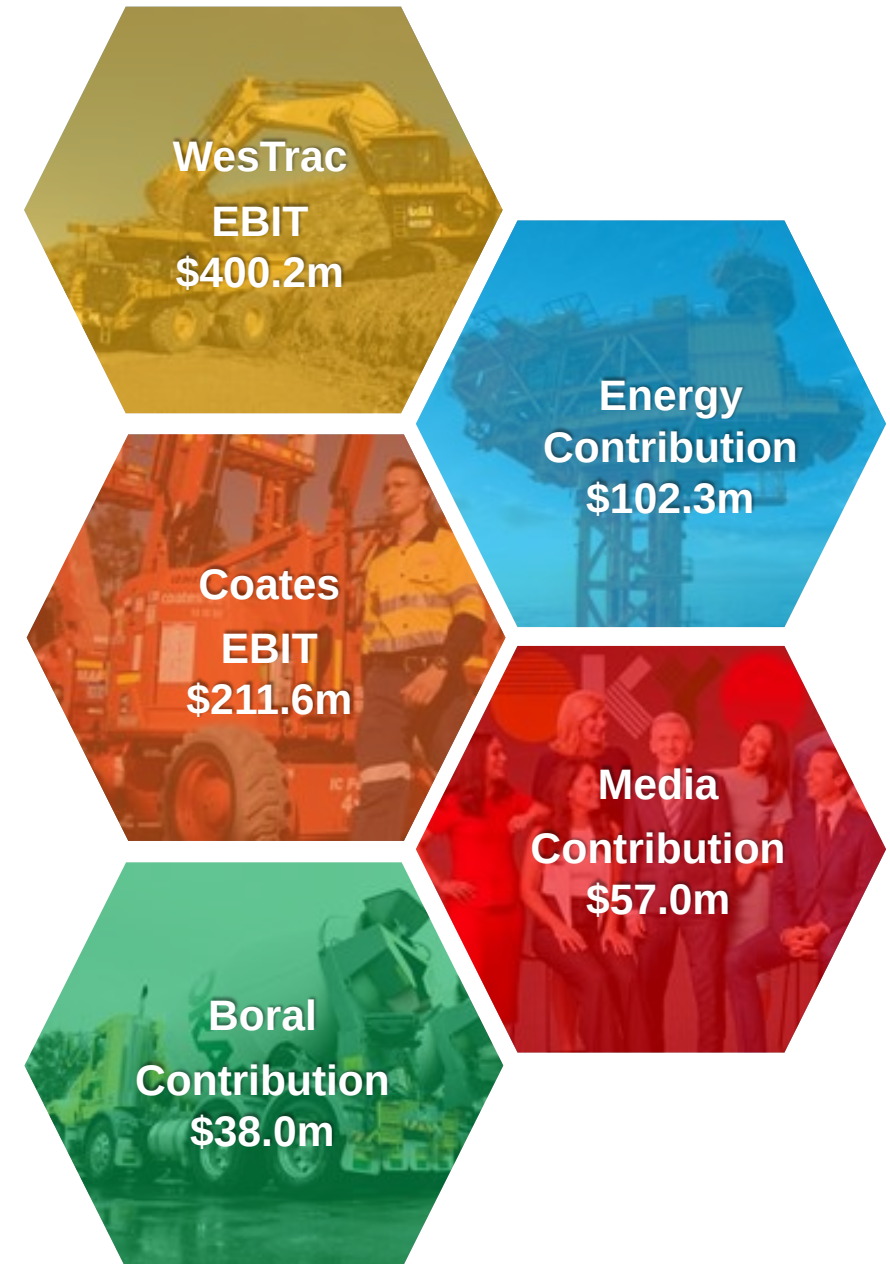
- Delivered on guidance for WesTrac and Coates
- Statutory EBIT up 143%, impairment reversals of \$92.9m
 - Seven West Media valuation uplift

Favourable environment for operating businesses

- Industrial businesses EBIT of \$649.8m, up 13%
- WesTrac benefiting from strong customer demand across mining and construction
- Coates' continuing EBIT growth from improvements in operational efficiency and fleet optimisation
- Unprecedented pipeline of infrastructure projects
- Equity-accounted contribution of \$38.0m from Boral

Delivery of strong ongoing cash flow from operations

- Operating cash flow increased by 16% to \$622.4m
 - Reflects the strength of our operating businesses
 - Enabled by our team's continued focus on cost discipline and working capital management

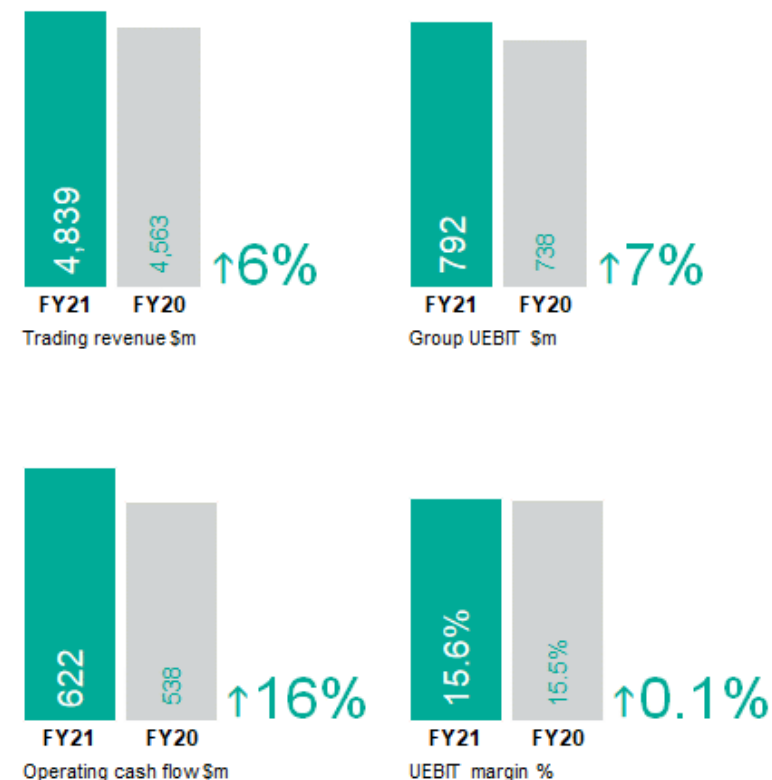


GROUP OVERVIEW KEY FINANCIALS

Underlying Results (\$m)	FY21	FY20	% Change
Trading revenue	4,838.7	4,562.6	6.1%
Earnings before interest and tax ¹	792.1	737.9	7.3%
Underlying net profit after tax attributable to shareholders ¹	501.4	469.6	6.8%
Underlying earnings per share ¹	146 cents	139 cents	5.4%
Underlying EBITDA cash conversion ^{1,2}	84%	82%	1.3%
Statutory results (\$m)	FY21	FY20	% Change
Trading revenue	4,838.7	4,562.6	6.1%
Earnings before interest and tax	925.6	381.2	142.8%
Net profit after tax attributable to shareholders	631.4	115.3	447.6%
Earnings per share	184 cents	34 cents	440.4%
Final fully franked ordinary dividend	23 cents	21 cents	10%

Notes:

1. Excluding significant items. Refer to slide 12 for listing of significant items
2. Refer to slide 14 for EBITDA cash flow conversion



GROUP FINANCIALS



FINANCIALS PROFIT AND LOSS

\$m	FY21	FY20	Change %
Revenue	4,838.7	4,562.6	6.1%
Other income	47.0	62.7	-25.0%
Share of results from equity accounted investees	195.4	149.7	30.5%
Trading revenue and other income	5,081.1	4,775.0	6.4%
Expenses (excluding depreciation, amortisation and interest)	(4,028.7)	(3,773.8)	6.8%
Underlying EBITDA	1,052.4	1,001.2	5.1%
Depreciation and amortisation	(260.3)	(263.3)	--1.1%
Underlying EBIT	792.1	737.9	7.3%
Net finance costs	(157.9)	(150.1)	5.2%
Underlying net profit before tax	634.2	587.8	7.9%
Underlying tax expense	(129.6)	(116.0)	11.7%
Underlying net profit after tax	504.6	471.8	7.0%
Significant items (including tax impact)	130.0	(354.3)	-136.7%
Statutory net profit after tax	634.6	117.5	440.1%

Notes:

1. Excluding significant items. Refer to slide 12 for listing of significant items

FINANCIALS SIGNIFICANT ITEMS

\$m	FY21	FY20
Share of results from equity accounted investees attributable to significant items – SWM, Beach and Boral	44.0	(70.1)
Impairment reversal / (impairment) – SWM equity	92.9	(161.8)
Impairment of producing and development asset – Bivins Ranch	-	(116.7)
Restructuring and redundancy costs	-	(8.1)
Transaction costs relating to Boral	(3.4)	-
Significant Items – EBIT	133.5	(356.7)
Net finance cost referable to Bridge facility	(5.0)	-
Tax benefit relating to significant items	1.5	2.4
Significant Items – NPAT	130.0	(354.3)
Statutory NPAT	634.6	117.5
NPAT excluding significant items	504.6	471.8

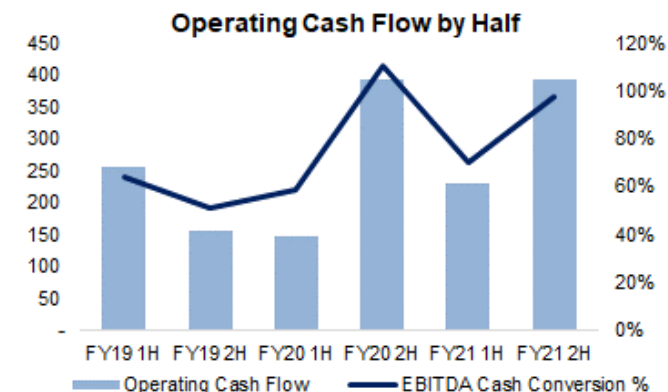
FINANCIALS EARNINGS SUMMARY

\$m	Total Group	WesTrac	Coates	Boral	Energy	Media	Investments	Corporate
Trading revenue	4,838.7	3,809.6	945.6	-	2.8	-	80.7	-
Statutory EBIT	925.6	400.2	211.6	18.1	85.3	227.4	6.5	(23.5)
Add unfavourable significant items								
Share of significant items from equity accounted investees	33.5	-	-	16.5	17.0	-	-	-
Other items	3.4	-	-	3.4	-	-	-	-
Subtract favourable significant items								
Impairment reversal – SWM equity	(92.9)	-	-	-	-	(92.9)	-	-
Share of significant items from equity accounted investees	(77.5)	-	-	-	-	(77.5)	-	-
Total significant items – EBIT	(133.5)	-	-	19.9	17.0	(170.4)	-	-
Underlying EBIT – FY21	792.1	400.2	211.6	38.0	102.3	57.0	6.5	(23.5)
Underlying EBIT – FY20	737.9	370.9	203.9	-	126.1	46.6	14.9	(24.5)
Change %	7.3%	7.9%	3.8%	n/a	-18.9%	22.3%	-56.4%	-4.1%

FINANCIALS CASH FLOW

\$m	FY21	FY20
Underlying EBIT	792.1	737.9
Add: depreciation and amortisation	260.3	263.3
Underlying EBITDA	1,052.4	1,001.2
Operating cash flow	622.4	538.2
Add: net interest and other costs of finance paid	143.5	134.4
Net income taxes paid	111.7	143.4
Add back: restructuring and transaction costs	7.8	8.1
Underlying operating cash flow	885.4	824.1
Underlying EBITDA cash conversion	84%	82%
Operating cash flow	622.4	538.2
Investing cash flow	(591.2)	(678.2)
Financing cash flow	12.2	177.6
Net increase in cash and cash equivalents	43.3	37.6
Opening net debt	2,434.9	2,068.2
Movement in net debt	(163.4)	366.7
Closing net debt	2,271.5	2,434.9

Note: interest and other costs of finance paid includes interest on lease liability payments



- Improvement in operating cash flow by \$84m driven by focused performance of operating businesses; EBITDA cash conversion improved to 84%
- No major change to overall level of net working capital during the year, with \$33m reduction in inventory primarily reflecting delivery of finished machines to customers, offset by \$30m net increase in trade receivables / trade payables
- Investing cash flow includes: Boral investment \$422m, net capex \$173m (\$124m Coates, \$46m WesTrac, \$3m Energy/other), and \$4m in other net investment proceeds
- Financing cash flow includes \$524m (net) proceeds from equity issuance, \$148m ordinary dividend paid, \$297m in debt repaid (net) and \$56m lease liabilities repaid

FINANCIALS BALANCE SHEET

\$m	As at 30 Jun 21	As at 30 Jun 20	Change %
Trade and other receivables	832.3	775.4	7.3%
Inventories	804.2	836.8	-3.9%
Net assets held for sale	5.0	4.7	6.4%
Investments	3,223.9	1,853.1	74.0%
Property, plant and equipment	967.2	981.9	-1.5%
Oil and natural gas assets	351.2	347.9	0.9%
Intangible assets	1,627.4	1,623.3	0.3%
Other assets	39.6	60.2	-34.2%
Trade and other payables	(586.1)	(449.2)	30.5%
Provisions	(196.6)	(190.9)	3.0%
Deferred income	(159.9)	(216.0)	-26.0%
Net tax assets (liabilities)	(413.8)	(296.4)	39.6%
Derivative financial instruments	82.8	196.5	-57.9%
Net lease liabilities	(240.1)	(227.0)	5.8%
Net debt (excluding leases)	(2,271.5)	(2,434.9)	-6.7%
Total shareholders' equity	4,065.6	2,865.4	41.9%

- Investments increase of \$1,371m includes the incremental Boral investment within the year and uplift on transition to equity accounting
- Trade and other payables includes \$113m in relation to Boral acceptances to be settled as at balance date
- Deferred income reduction of \$56m mainly reflects machine deliveries on major customer projects
- Derivative financial instruments movement includes a reclassification of \$71m to interest bearing liabilities relating to the fair value adjustment of cross-currency swaps
- Other assets have reduced following a reduction in deposits for CAT machine orders

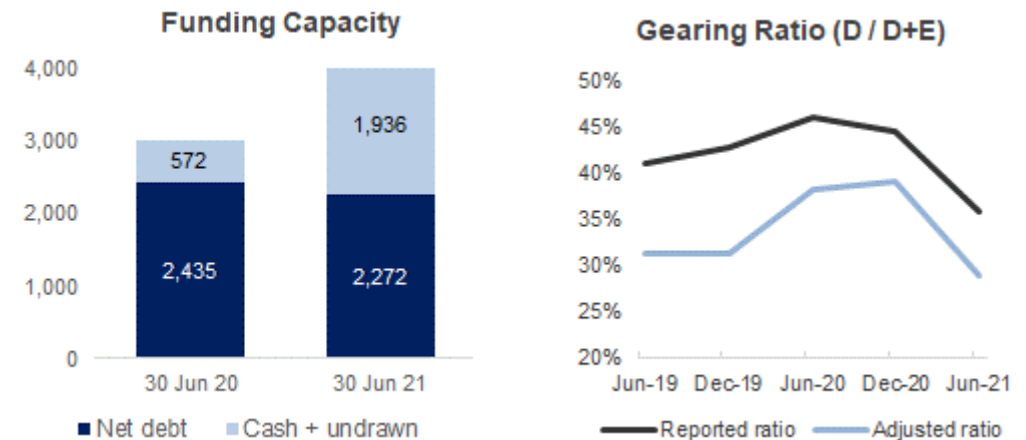
FINANCIALS LIQUIDITY MANAGEMENT

Strong credit support for the Group

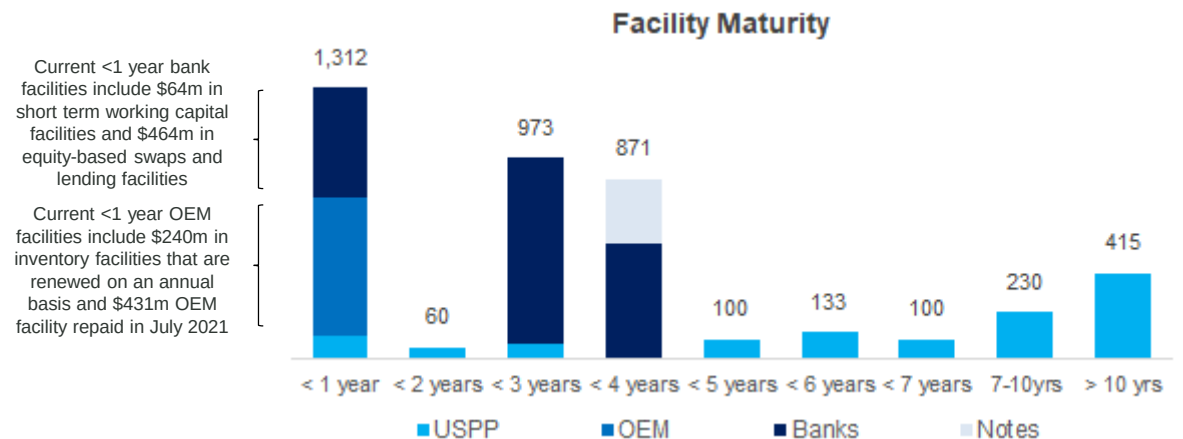
- Extension of \$400m bank facility tranche by three years to Sep 2024 and increased limit to \$558m
 - Increased commitment from existing banks
 - New lender added to corporate facility
- \$6.2bn Boral acquisition facility supported by relationship banks

Prudent balance sheet management

- Debt reduction achieved through \$533m institutional placement and retail share purchase plan
 - Reduction in gearing ratio at balance date
 - Undertaken repayment of \$431m OEM facility in July 2021, lowering Group all-in funding cost
- Boral acquisition facility drawn to \$2.97bn during July and August 2021, with focus now on deleveraging options over the next six months
- Diversified funding base with use of low cost equity settled swaps to increase investment in Boral and Beach



Note: adjusted gearing ratio takes into account the mark-to-market value of derivatives, the value of the listed portfolio (ex. Beach and Boral) and the market value of listed equity accounted investments in excess of book value



Note: Boral Bridge acquisition facility of \$3bn was first utilised in July 2021 and this special purpose facility is not included in the facility maturity chart as at 30 June 2021

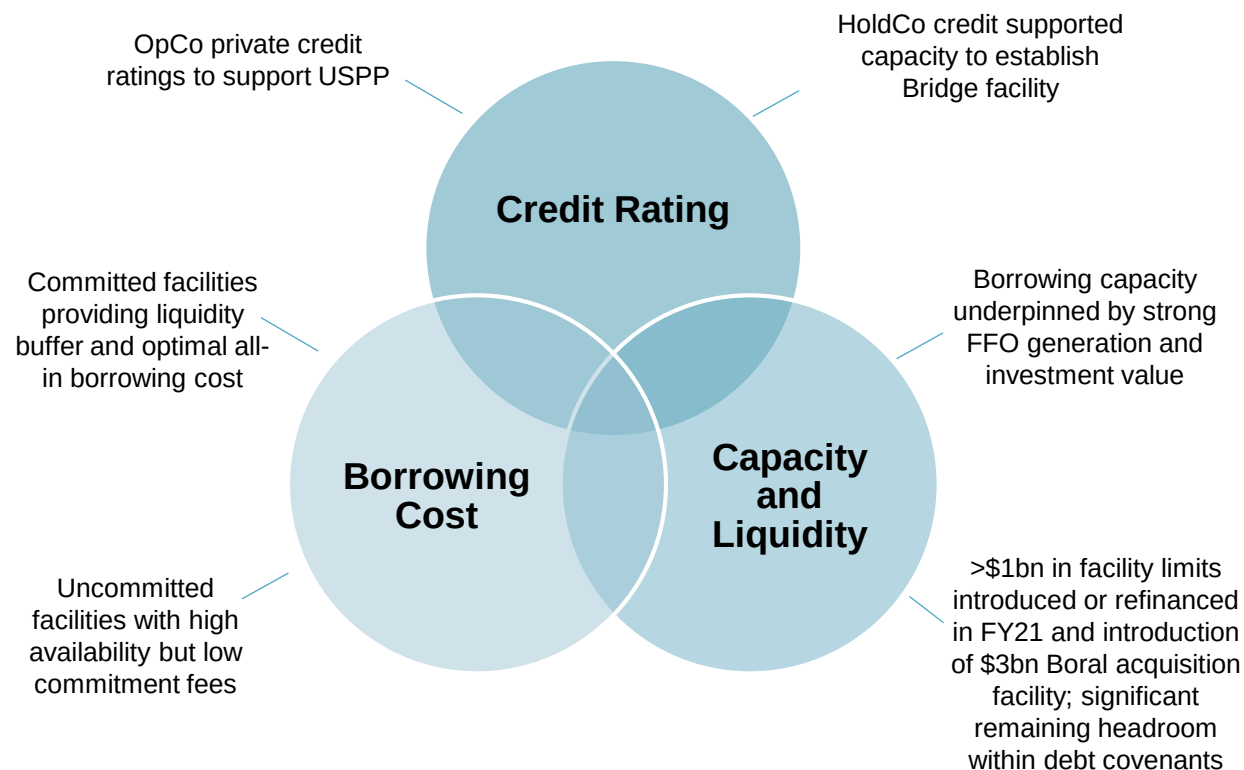
FINANCIALS CAPITAL MANAGEMENT

Key priorities

- Objective is to structure the Group's capital base to support long-term shareholder value creation
 - Over \$2.7bn of assets and investments recycled over 10 years
 - \$4.7bn invested into Boral
- An optimal balance provides SGH with the ability to pursue growth opportunities, grow the dividend over time, and support investor confidence and appetite
 - Generation of enhanced return for SGH shareholders by investing through market dislocation over past 18 months

Enhancing shareholder return

- Total shareholder return of 10% per annum over past three years (as at 4 Aug 2021), ahead of index median of 8.5% (S&P / ASX 100 ex. Financials)
- Interim and final dividends increased by 10% to 23 cents each
 - Reflects strong operating and free cash flow performance of the business
 - Confidence in outlook for key sectors through mining production, infrastructure investment and East Coast gas demand



BUSINESS REVIEW



INDUSTRIAL SERVICES WESTRAC HIGHLIGHTS



Demand and prices for key commodities remain robust

- Strong mining and construction demand in WA and NSW
- Iron ore export volumes at record levels and coal volumes solid
- Customer expansion into gold, lithium, nickel and other minerals

Growing infrastructure and construction new deliveries

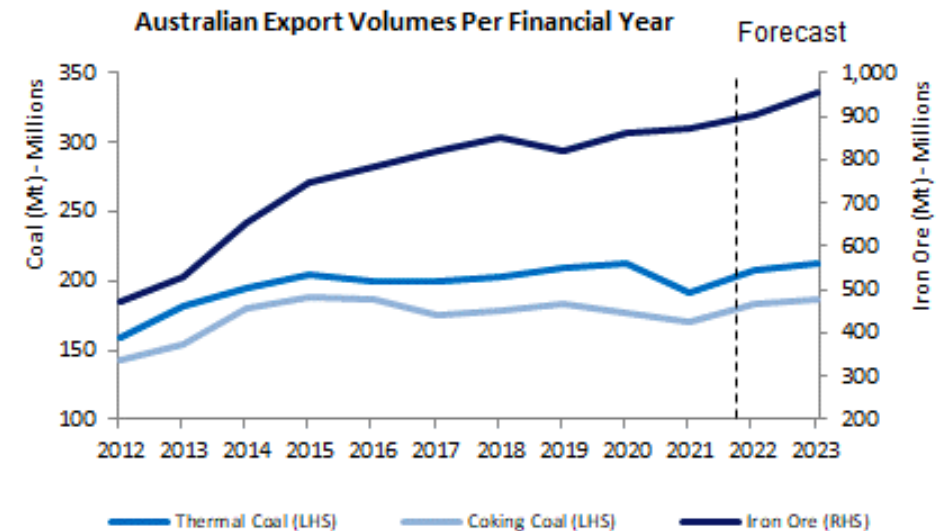
- Improving demand for new construction machines in 2H
- Machine demand traditionally front end of activity

High level of mining machine deliveries continuing

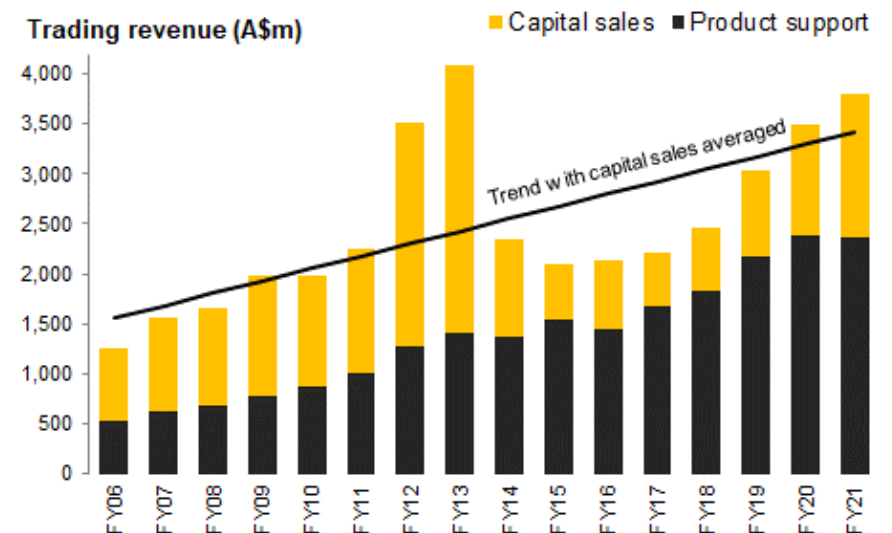
- Delivery into major projects (Rio, FMG, Newmont, BHPB, MRL)
- Strong demand for key loading tools including large wheel loaders and hydraulic mining shovels
- Committed pipeline includes Newmont (balance of Boddington), Northern Star (KCGM Super Pit), Rio (Gudai-Darri)
- Demand for support activity remains as customers push production by extending useful life of their ageing fleets
- Facility investment to support growth in capacity

Continued investment in skills development

- Delivered 2,000+ courses for staff and customers
- Trained 270 WesTrac and 315 customer apprentices



Source; historical data ex ABS, Bloomberg, forecasts ex Department of Industry, Science, Energy and Resources June 2021 quarterly



INDUSTRIAL SERVICES WESTRAC FINANCIALS



Increased demand driving revenue and margin growth

- Revenue up 9% on pcp driven by major project deliveries
- Product sales up \$350m or 32% and product support down \$33m or 1% (January parts price decrease)
- EBIT up \$29m or 8% pcp, margin down slightly 0.1% to 10.5% reflects higher capital sales mix

Further investment for growth by WesTrac and customers

- Expanded Perth facilities with investment at Guildford, Airport precinct and Welshpool to increase support capacity. Tomago Machine Shop also expanded
- Significant rebuild pipeline and ageing installed base supporting continued product support
- Advanced vertical insourcing objective with first acquisition in July 2021 of specialist noise reduction business
- Progressed machining capacity in WA and NSW to support component growth

Response to market conditions

- WesTrac employee value proposition has enabled WesTrac to attract and retain staff in a tight and less-mobile labour market
- Cross-dealership labour and facility optimisation, overcoming any disruptions and optimising capacity



INDUSTRIAL SERVICES COATES HIGHLIGHTS



Well positioned for new opportunities and growth

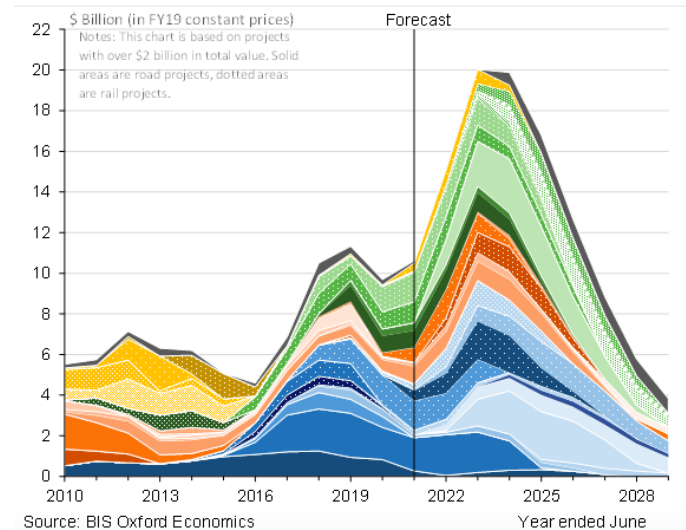
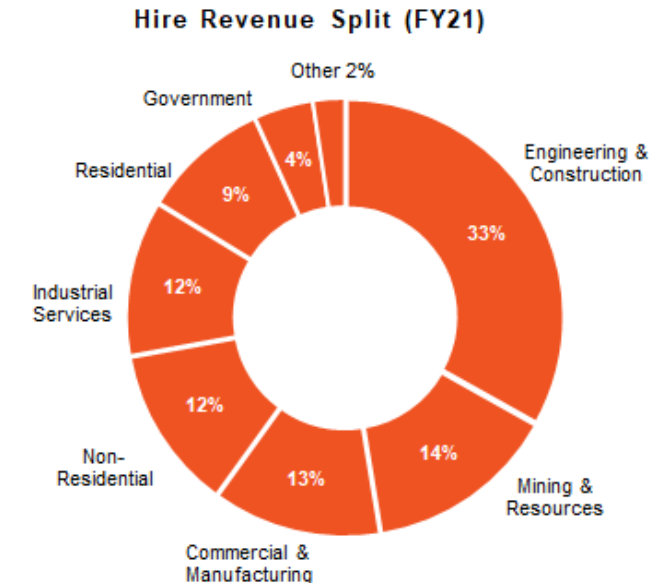
- 2H21 demand up on 2H20 after a slow start in 1H21, good momentum heading into FY22
- Engineering & Construction demand remains strong, benefiting from acceleration of projects by Government
- More variable cost base coupled with the largest hire fleet provides flexibility and leverage for growth in activity

Strong focus on margins

- Proactive response to challenging environment: reduced costs, better productivity, use of data analytics to enhance customer focus
- Productivity focus and R&M optimisation facilitates margin expansion

Transformation strategy to grow market share and revenue

- Digitisation and self-service technology to simplify customer experience and lower cost to serve
- Right-sizing the fleet to match demand including the timing of asset disposals
- Driving asset utilisation closer to best practice benchmarks
- Tailored marketing strategies and campaigns to improve market penetration and make better use of existing national network
- Building strategic partnership with Bunnings to better serve Trade segment



INDUSTRIAL SERVICES COATES FINANCIALS



EBIT growth maintained with 2H revenue improvement

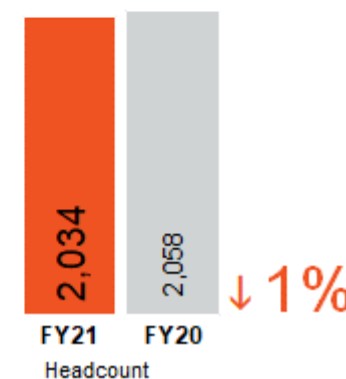
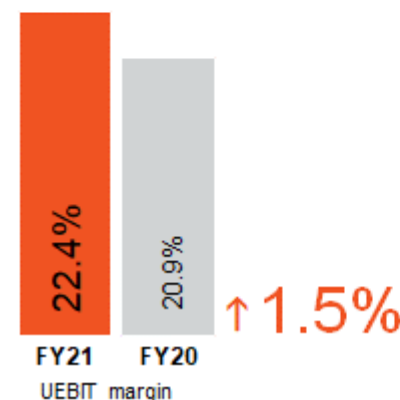
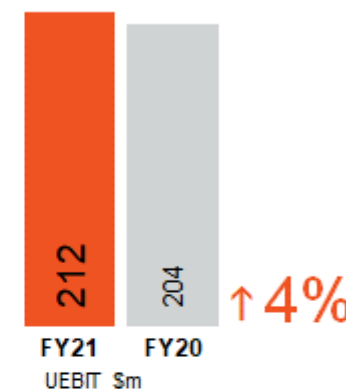
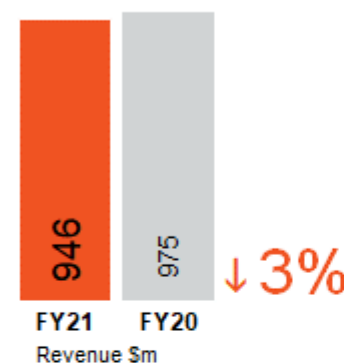
- EBIT of \$212m up 4% on pcp, EBIT margin up 1.5%, reaping rewards of revised cost base and on-going control
- Revenue of \$946m, down 3% on pcp, up 2% on 1H despite market conditions, with further opportunity on infrastructure ramp up

WA continues to build, constrained East Coast metro

- On-going resources activity with increasing Industrial Services demand on West Coast
- East Coast impacted by wet weather, COVID restrictions, and prolonged project planning and approvals

Revenue growth – whilst remaining disciplined

- Top line growth focus, driving into mid-tier and trades
 - Improving customer proposition with enhanced digital offering
 - Ensuring availability when infrastructure projects come on-line
 - New channels with improved margin
- Containing costs and improving returns
 - Focus on variable cost as revenue improves to maintain margin
 - Operational excellence and best practice shared nationally
 - Capital expenditure linked to customer demand and return hurdles



INDUSTRIAL SERVICES BORAL HIGHLIGHTS



Acquired 70% ownership of Boral and control in July

- Year-end interest 26.08%
- Boral will be consolidated as a subsidiary in FY22

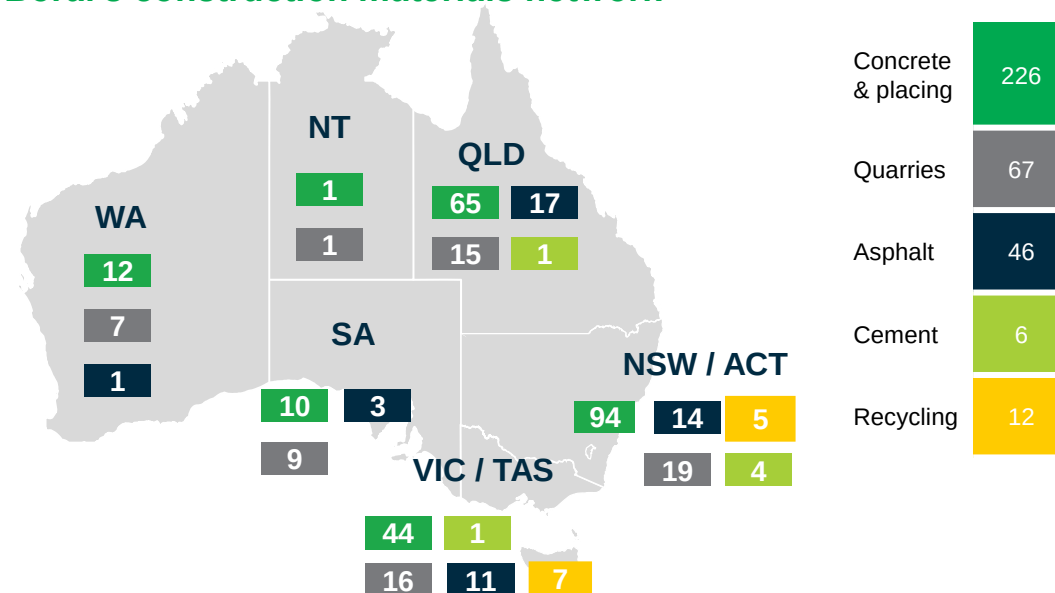
Compelling value creation opportunity

- Leading position in Australian construction materials with unique portfolio of strategically located assets
- Transformation opportunity to address underperformance of Australian business, release potential of people and assets
- Exposure to infrastructure development pipeline without exposure to engineering or contracting risk
- All-in cost cost of Boral investment ~\$6.08 per share

Progress on portfolio focus back to Australia

- Sales of interests in USG Boral complete
- Sales of Meridian Brick, North American Building Products and Timber expected to complete in 1H FY22
- Progressing divestment decision / process for Fly Ash
- Significant release of capital to occur over FY22

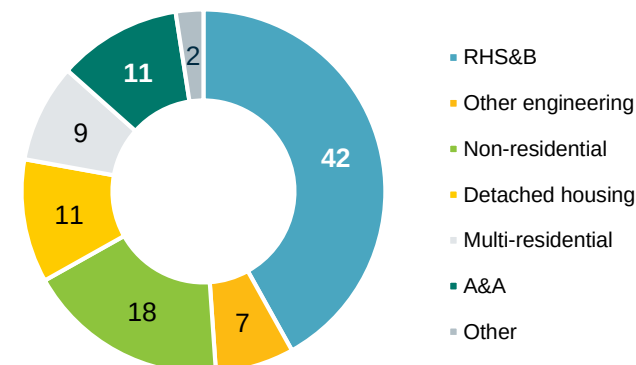
Boral's construction materials network



At 30 June 2021, 10 sites not shown on map – mobile cement and asphalt plants, transport depots, fly ash and R&D sites. Excludes mothballed plants, distribution and admin sites.

Boral Australia revenue % by end market

Based on FY21 external revenue for continuing operations



INDUSTRIAL SERVICES BORAL FINANCIALS



Continuing Operations – Boral Australia

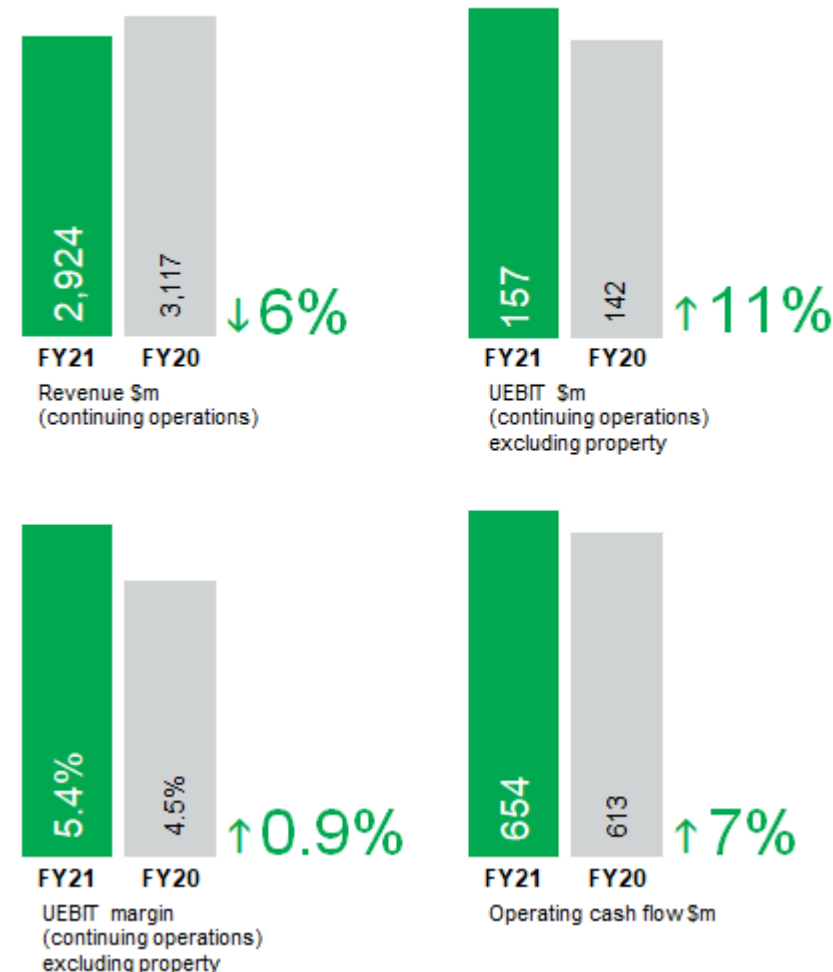
- Revenue down 6% to \$2.92bn with lower volumes in infrastructure partially offset by growth in detached housing and A&A
- Underlying EBITDA down 6% to \$406m
- Underlying EBIT (excluding property) of \$157m, up 11% reflecting transformation benefits offsetting lower volume, softer prices and adverse mix shift
- Underlying EBIT (including property) of \$181m, down 8%, with \$31m of lower property earnings compared to pcp

Focus on transformation opportunities

- Transformation underway with benefits of \$75m delivered in FY21
- Targeting to deliver \$200-\$250m in transformation benefits over the medium term to unlock operating leverage and performance
- Focus on making progress in improving returns

Total Operations (including discontinued operations)

- Underlying Profit after tax \$251m, up 44% (SGH share \$38m)
- Statutory Profit after tax \$640m, versus loss of \$1,145m in FY20



ENERGY BEACH ENERGY (30% owned)



Beach contribution impacted by lower production and realised price

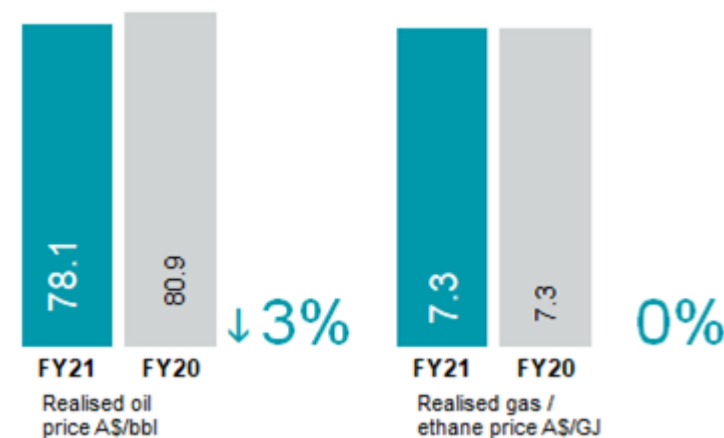
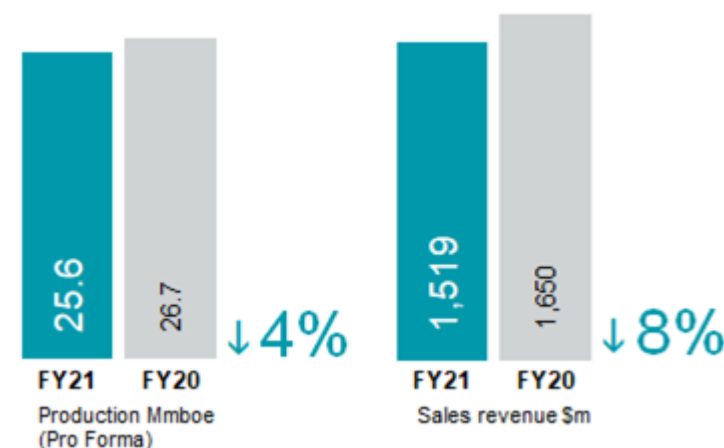
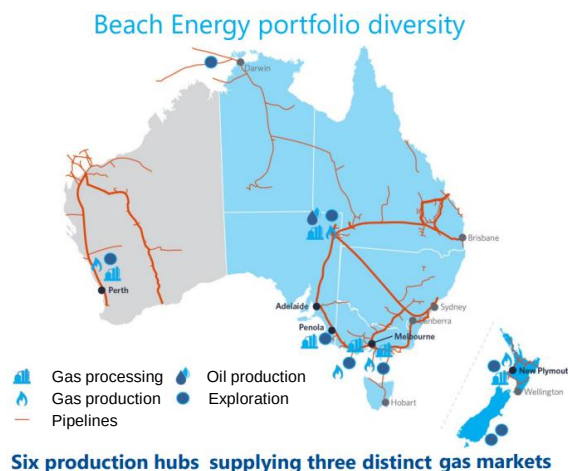
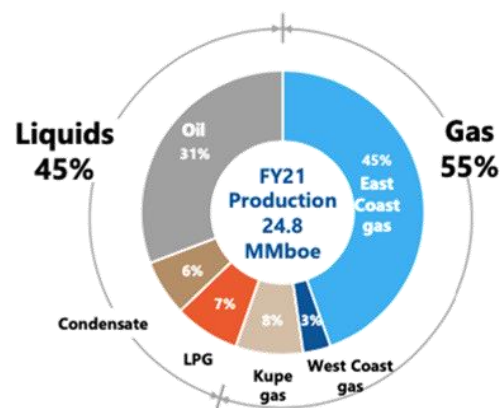
- Beach 4% lower production and 3% lower oil prices reduced revenue by 8%
- EBIT was further impacted by higher exploration expense, partially offset by favourable Kupe GSA carbon arbitration, resulting in Beach contribution down 20% to \$104.7m

Beach ongoing balance sheet strength

- Beach \$48m net debt with \$402m available liquidity
- Sustained 2P reserve life at 13.2 years despite Western Flank downgrade with Enterprise discovery adding 20MMBoe

Beach portfolio across multiple basins and gas markets

- Beach well placed to deliver gas into tightening domestic markets
- Waitsia Stage 2 now marketing up to 3.75 MT of LNG from 2H23
- Enhancements to strengthen oversight and accountability
- SGH focused on supporting investor confidence and value, increased interest to 30% reflecting SGH's view of intrinsic value



ENERGY SGH ENERGY

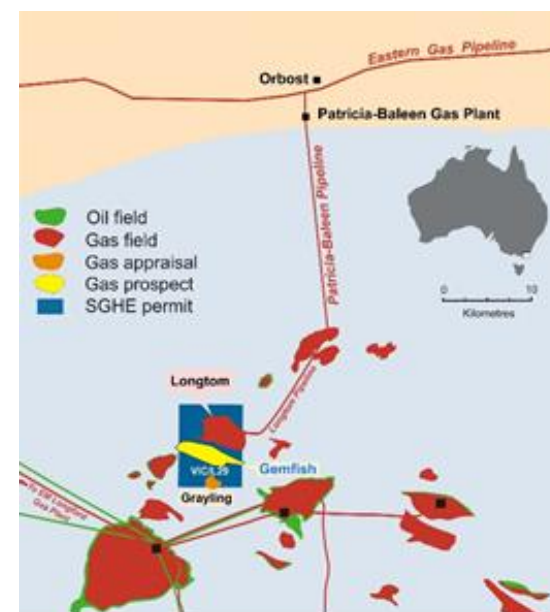
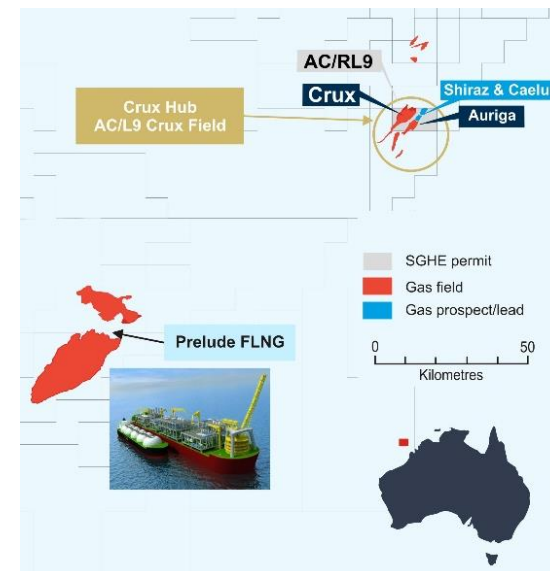
Crux (SGHE 15%) progressing towards FID

- Crux is an attractive asset and is an important longer term backfill opportunity for the existing Shell-operated Prelude FLNG facility. The project has completed Front-End Engineering and Design and is preparing to evaluate proposals for the Detailed Engineering and Execution phases, followed by the project sanction
- Global LNG supply constraints and growing LNG demand support strong spot prices and a robust longer-term outlook, especially in the Asia-Pacific region as coal-dependent economies transform their energy mix

Longtom (SGHE 100%)

- Progress has been made on access to infrastructure and the south-eastern Australia gas market. Start-up timing aligns to critical supply in this market

\$m	FY21	FY20
Sale of oil, gas and condensate	2.8	3.2
Beach share of associate NPAT	104.8	130.2
Underlying Segment EBIT	102.3	126.1
Significant items	(17.0)	(105.3)
Statutory Segment EBIT	85.3	20.8
Asset value / Ownership %	Book Value 30 June 21	Market Value 24 Aug 21
Beach Energy (30%)	\$1,001m	\$746m
Crux (15%)	\$239m	-
Longtom (100%)	\$51m	-



MEDIA SEVEN WEST MEDIA (40% owned)



Transformation strategy delivering results

- Revenue of \$1.27bn up 3.5%, EBIT of \$229m up 141%
- Ongoing strong digital earnings growth for Seven, \$60m EBITDA (+131%) which is expected to double to >\$120m in FY22
- \$200m gross cost and cash savings through transformation actions
- Net debt reduced 40% to \$240m; leverage ratio now 0.95x
- Partial reversal of TV licence impairment and Olympic onerous provision
- Seminal deals with Google and Facebook for news content
- WAN transformation ensuring viable future
- Well positioned to exploit consolidation opportunities

Strong TV and digital performance

- Strong rebound in metro FTA ad market, +25.8% in 2H and +11.5% in FY21
- 7Plus revenue growth of 78% continued to outpace the robust BVOD ad market growth of 55% in FY21
 - BVOD revenue share grew 4.8 ppts to 36.9%
- Targeting >40% metro FTA revenue share in 1H22 and improved revenue share across FY22 on the back of audience performance and revitalised schedule
- 9.2m active 7Plus users, up 40% yoy reflecting value of Olympics

\$m	FY21	FY20
Share of associate NPAT – SWM	50.5	16.3
Other media investments	6.5	30.3
Underlying segment EBIT	57.0	46.6
Significant items	170.4	(243.3)
Statutory segment EBIT	227.4	(196.7)

Other media investments

- SGH has an investment in funds managed by China Media Capital Group
- Fund 1 is in exit phase and Fund 2 is beginning to exit some investments
- Contribution of offshore media reduced to \$6.5m
- Earnings are dependent on realisation of fund investments

GROUP OUTLOOK FY22

Business Outlook

Industrials expecting improvement in majority of key markets

- Mining production and infrastructure and construction activity are robust and expected to underpin further growth for SGH's industrial businesses in FY22, which will be significantly enhanced by the inclusion of Boral as a subsidiary
- In FY22, WesTrac is expected to deliver low single digit EBIT growth on FY21 on strong customer service demand supporting aged fleets and continuing fleet deliveries
- Coates is expected to deliver high single digit EBIT growth on FY21 through its continued focus on costs and supporting delivery of key infrastructure projects and growing Industrial Services opportunities
- Boral expects mixed underlying market conditions. Lower volumes due to COVID related disruptions to construction are impacting Q1 at this stage by ~\$50m. Boral expects infrastructure activity to improve slightly in 2H and but more so moving into FY23, particularly road construction, non-residential activity to be steady, and continued flow through of stimulus-led detached housing activity.

East Coast gas and global LNG demand strong

- Beach production guidance of 21.0 – 23.0 MMboe and capex of \$900m - \$1,100m. Increased gas volumes from Perth Basin and Victorian Otway, with uplift in Otway production from mid-FY22, lower oil production.

SWM accelerating the transformation strategy

- SWM targeting improved revenue share in FY22 on the back of audience performance and new schedule. Digital earnings expected to double to >\$120m in FY22.

Key Opportunities

SGH is well placed to capture available opportunities

- Our three key focus areas of mining production, infrastructure investment and gas as key transition energy continue to provide attractive thematics over the medium to long term, boosted by budget stimulus measures
- Boral portfolio rationalisation to be completed, with focus on transformation delivery
- The Group's operating businesses and investments well-placed to capture available opportunities in their markets
- This guidance assumes that COVID-19 lockdowns and construction restrictions are not prolonged or pervasive

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- SGH results comply with International Financial Reporting Standards (“IFRS”). The underlying segment performance is presented in Note 2 to the financial statements for the period and excludes Significant Items comprising impairment of equity accounted investees, investments and non-current assets, fair value movement of derivatives, net gains on sale of investments and equity accounted investees, restructuring and redundancy costs, share of results from equity accounted investees attributable to Significant Items, loss on sale of investments and derivative financial instruments, acquisition transaction costs, significant items in other income, remeasurement of tax exposures and unusual tax expense impacts. Significant Items are detailed in Note 3 to the financial statements and Slide 12 of this presentation.
- This presentation includes certain non-IFRS measures including Underlying Net Profit After Tax (excluding Significant Items), total revenue and other income, Segment EBIT margin and Segment EBITDA margin. These measures are used internally by management to assess the performance of the business, make decisions on the allocation of resources and assess operational management. Non-IFRS measures have not been subject to audit or review.

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