



SHAPE positioned to deliver record revenue in excess of \$850 million in FY23 driven by strong performance over past two months with project wins exceeding \$180 million

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SHAPE Australia Corporation Limited (ASX: SHA) ("SHAPE" or the "Company") is pleased to announce it has had a strong finish to the financial year with projects wins during May and June surpassing \$180 million. These wins further contribute to backlog revenues, which are anticipated to exceed \$300 million as the Company enters FY24.

SHAPE anticipates record revenue of in excess of \$850 million for FY23, reflecting a substantial increase of circa 30% compared to the previous corresponding period ("pcp"). The Company notes results are being finalised and subject to audit review.

Additionally, EBITDA for this year is expected to be between \$18.5 to \$19.5 million, demonstrating growth of above 20% compared to pcp.

SHAPE's full year results (unaudited) are expected to include:

- New project wins of over \$800 million
- Revenue of circa \$850 million, up circa 30% pcp
- EBITDA of between \$18.5 to \$19.5m million, up over 20% pcp.
- Net profit after tax (NPAT) of between \$9.5 to \$10.5 million, up over 35% pcp

SHAPE will released its FY23 results on Thursday 24th August 2023, which will provide a comprehensive overview of SHAPE's performance.

Commenting on the project wins and strong end to FY23, SHAPE CEO, Peter Marix-Evans commented: "SHAPE demonstrated record revenue growth throughout FY23, successfully securing several marquee projects. In an impressive feat, SHAPE has achieved project wins exceeding \$180 million in the past two months alone. Moreover, with a substantial pipeline of known projects amounting to over \$3.7 billion, SHAPE is well-positioned for a promising FY24.

"With SHAPE's unwavering commitment to investing in our people and implementing best-in-class systems and processes, we remain a dependable and high-quality contractor for our loyal base of repeat clients. Our project portfolio is heavily weighted to a significant number of short-duration projects. Although we undertake projects of varying sizes, our average project size amounts to \$3 to \$4 million, with an average

duration of just 12 to 16 weeks. This composition provides SHAPE with resilience against the current economic conditions that are affecting certain segments of the industry and augments the quality of our earnings.”

-ENDS

This announcement was authorised for release by the Board of Directors.

About SHAPE:

SHAPE Australia (ASX:SHA) is a leading Australia-wide fitout and construction services specialist. Headquartered in Sydney, with nine branches across major capital cities and regional centres, SHAPE Australia delivers projects across multiple sectors, including Commercial Buildings, New Build and Modular Construction, Facades, Defence, Education, Health, Hospitality, and Retail.

With more than 550 people, an award-winning company culture and an impressive Net Promoter Score of +82, SHAPE brings transparency, a partnership approach, and three decades of experience to undertake any type of construction project.

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