



# SCIDEV

## 1Q FY24

# Investor Update

October 2023

**Seán Halpin**  
CHIEF EXECUTIVE OFFICER



# Executive Summary

“The fact that SciDev recorded our sixth consecutive quarter of positive cashflow, and an EBITDA of \$0.7m, during the period reflects the robust financial strength of our business”



Delivered **Q1FY24 revenue** of **A\$21.6m** and cash receipts of A\$19.3m.



Operated on **7 of PFAS treatment projects** through 1Q FY24.



Ongoing delivery of multiple major water treatment projects and **secured new \$4.6m D&C contract.**



Successful commissioning and start-up support to John Holland Group for a **tunnelling project** in Australia where MaxiFlo<sup>®</sup> chemistry is being used in the dewatering process.



Secured a **two-year contract** at the Thunderbird Minerals Sands Project which is expected to generate approximately A\$7.0m in sales.



Maintained robust balance sheet and ensured the business is **well-capitalised** to deliver **further growth in to FY24.**

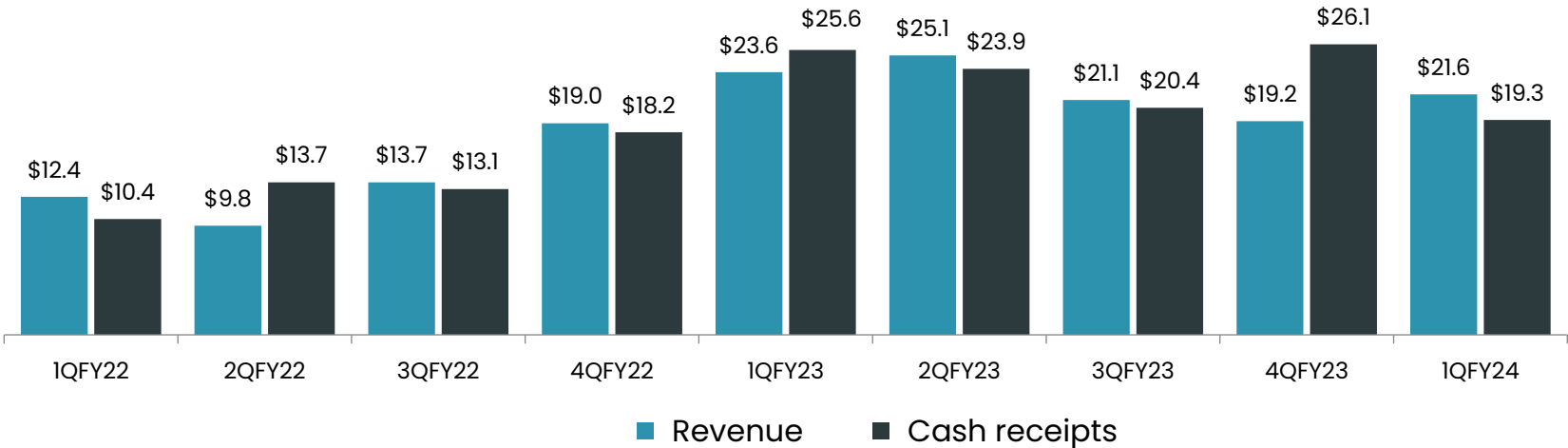
*Note: All financial results are unaudited. All \$ are A\$ unless otherwise stated.*

# Scale driving positive cashflow

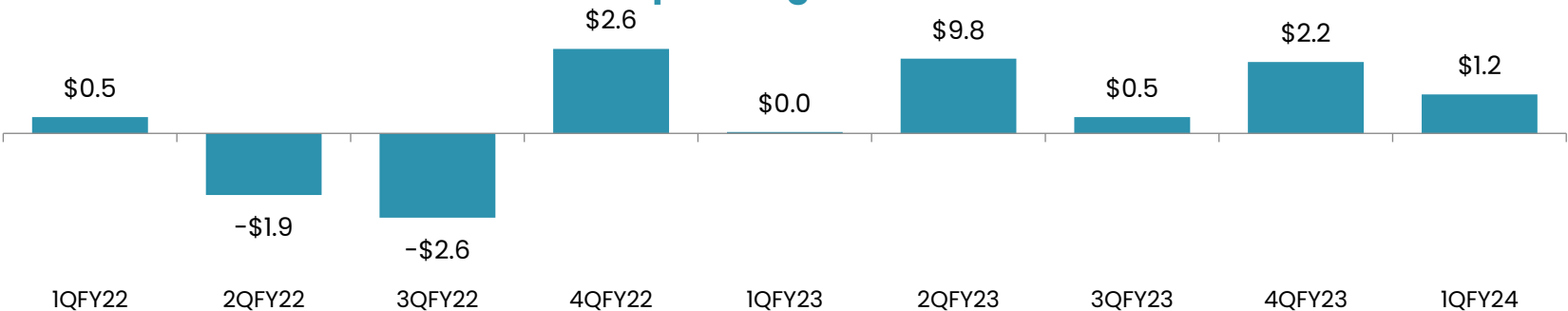
## Q1FY24 Financial Highlights

- **Q1 Revenue of A\$21.6m** and cash receipts of **A\$19.3m**
- **Stable Q1 Gross profit margin**
- **Q1 Cashflow from operations of A\$1.2m**
- **Cash & Cash Equivalents of A\$8.0m** at 30 September 2023

Revenue and Cash Receipts,\$m



Operating Cashflow,\$m

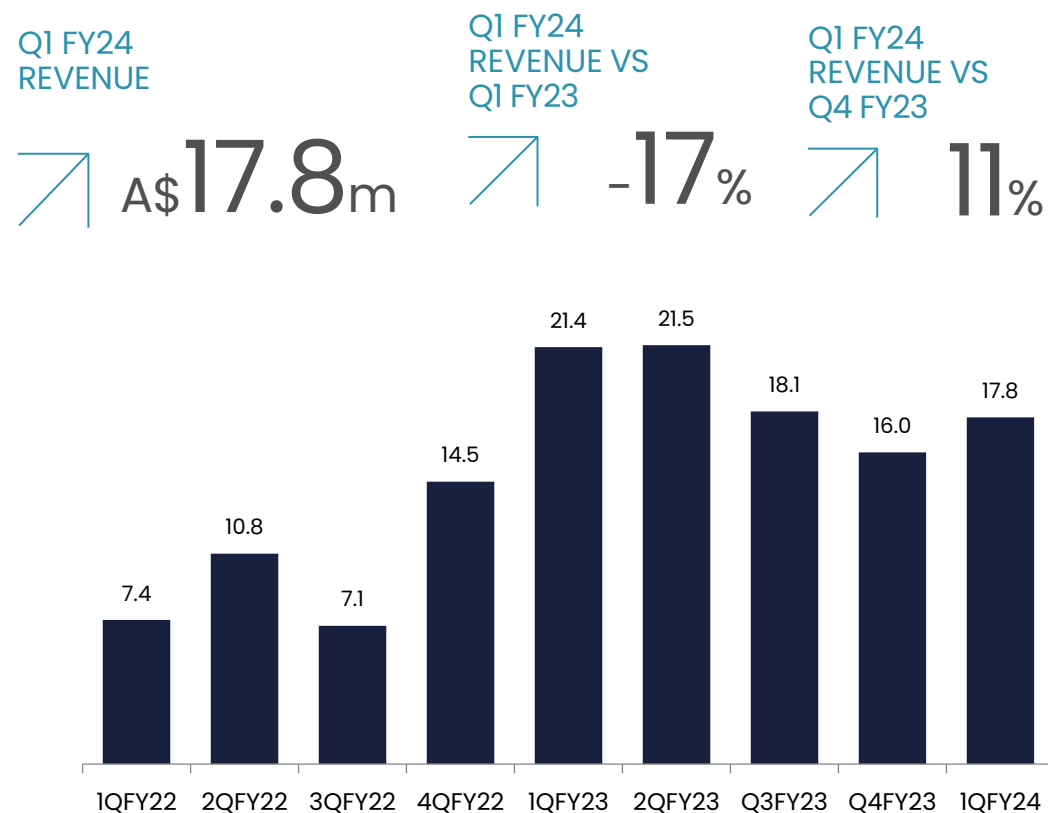


6  
Quarters of  
positive  
cash

# Chemical Services

## Q1 FY24 Operational Highlights

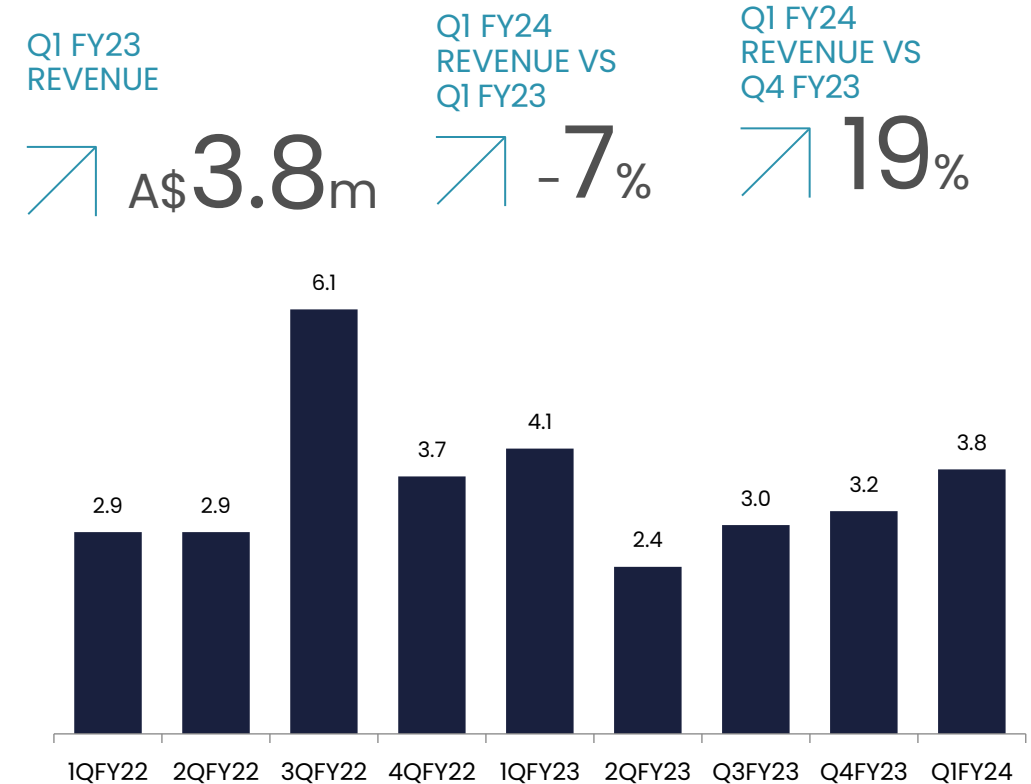
- Secured a two-year contract at the Thunderbird Minerals Sands Project valued at \$7m over two years.
- Successful commissioning and start-up support to John Holland for a tunnelling project in Australia utilising MaxiFlox® chemistry.
- First purchase order received for supply of MaxiFlox® chemistry to our Mexican distributor.
- Completed field trial across six wells with a blue chip operator in the Permian Basin in West Texas.
- Business Development activities continued across several markets in Australia, the USA, Mexico, and Canada.



# Water Technologies

## Q1 FY24 Operational Highlights

- Ongoing delivery of multiple major PFAS treatment projects across Australia.
- Awarded \$4.6m D&C a contract with Acciona Construction Australia Pty Ltd.
- Executed a contract for the construction of 3 small BOO water treatment plants for a NSW infrastructure project.
- Secured purchase order from a blue chip mining client in Western Australia for the supply and support of Water Quality Monitoring Systems into 5 operational mine sites.
- Operated on 7 PFAS treatment projects through Q1 generating A\$2.9m in revenue.
- Increasing international interest in FlourofIX® PFAS treatment technology following strong BD activity in North America and Europe.



# FY24 Priorities

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**With a growing portfolio of major new contracts and strong inbound customer demand across our end markets, SciDev is well positioned to continue to grow our operational and financial footprint across FY24**



Ongoing focus on the health and safety of all our employees.



Delivery of Water Technologies pipeline of contracted works with a focus on the delivery of revenue from contracts secured in FY23.



Ongoing development and diversification of our technology portfolio across both our Water Technologies and Chemical Services businesses.



Actively pursue strategic opportunities to accelerate growth in the global PFAS sector with a focus on the European and North American markets.



Leverage strategic partnerships and licencing agreements to increase market share in the global mining and resources sector.



Diversification of North America business by entering new markets and broadening our service offerings where we have an established presence.



Continued execution of business development opportunities in the Construction sector both domestically and overseas.

# SciDev Snapshot

## Corporate overview

ASX code	SDV
Market cap (at A\$0.30 per share)	A\$57m
Shares on issue (at 30 June 2023)	189.8m
Cash at bank	A\$8.0m

As at 30 September 2023

## Major shareholders

	% held
Board and Management	15%
Institutional	33%
Retail	52%

## SCIDEV BOARD



**Vaughan Busby**  
NON-EXECUTIVE  
CHAIR



**Simone Watt**  
NON-EXECUTIVE  
DIRECTOR



**Jon Gourlay**  
NON-EXECUTIVE  
DIRECTOR



**Heath Roberts**  
COMPANY  
SECRETARY



**Dan O'Toole**  
NON-EXECUTIVE  
DIRECTOR

## EXECUTIVE MANAGEMENT TEAM



**Seán Halpin**  
CHIEF EXECUTIVE  
OFFICER



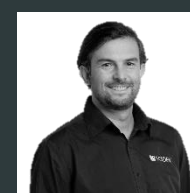
**Anna Hooper**  
CHIEF FINANCIAL  
OFFICER



**Ollie Kelly**  
HEAD OF PEOPLE  
AND CULTURE



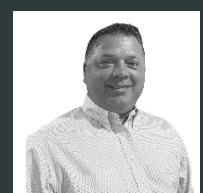
**Sarah Stewart**  
HEAD OF  
MARKETING & CX



**Todd Placek**  
HEAD OF WATER  
SERVICES



**Jamiel Muhor**  
HEAD OF MINING  
& CONSTRUCTION



**Chris Dartez**  
HEAD OF ENERGY  
SERVICES &  
PRESIDENT NORTH  
AMERICA





# Appendix



# SciDev is committed to our people, the environment and our communities

## Our People

**Our people are our key and we are committed to providing a safe and inclusive workplace**

Strong focus on safety. Safety is a core value and at the forefront of all operations

Progressing towards greater gender diversity with over 25% of our workforce female

Continuing to foster and develop an inclusive culture and a culture of innovation and continuous improvement

## The Environment

**Our environmental solutions help reduce our clients waste footprints and costs**

We significantly reduce the volume of waste water from our clients operations

Our technologies treat hazardous waste and remediate contaminated sites

Continued development of alternatives to petrochemical based chemistries, minimising environmental impact

## Our Communities

**We are committed to giving back to the communities where we live and work.**

SciDev has so far pledged A\$120,000 in support of the Schools Plus 'Two Ways Science' project

The project helps support seven remote Indigenous schools and communities develop and implement an integrated learning program



**Schools Plus** 

 **WaterAid**

# Our Business: Chemical Services

- Our chemistry business focuses on the development, manufacturing and supply of a range of chemistries that help our clients improve their operational efficiency and minimise waste water generation
  - We also provide a range of supporting services from “last mile delivery” to process optimisation ensuring maximum value for our clients
  - Increasing clean water requirements, environmental regulations and the sustainability focus of industries is driving greater awareness, technologies and solutions that not only solve the water discharge issues, but drive operational performance
- Our ability to deliver greater scale and revenue will be driven by increased regulation and a focus on increased operational output
  - Revenue model is based on chemistry per unit sales, typically under a 1-3 year fixed term contract



# Our Business: Water Technology

- Centred around the delivery of innovative water treatment technology across a wide range of applications
  - Our treatment technologies remove harmful contaminants from groundwater, surface water and industrial liquid waste allowing water to be reused or safely discharged to the environment
  - Our services are focused on the provision of mobile, temporary or permanent treatment systems that are tailored to our clients specific objectives and site constraints
- Increasing regulation, specifically in the global PFAS sector, are driving increased client engagement in our solutions
  - We operate through both Build, Own, Operate (BOO) and Design and construct (D&C) commercial models
  - Given the unique nature of our solutions the Water Treatment business delivers high margins than our chemistry division



# Disclaimer

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## Important Information

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