



11 November 2024

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

UBS CONFERENCE REFERENCE MATERIAL

Please find attached SGH's reference material for the 2024 UBS Australasia Conference, being held today at The Sheraton Grand Sydney Hyde Park.

This release has been authorised to be given to ASX by the CEO and Managing Director of Seven Group Holdings Limited.

For investor information, please contact:

Daniel Levy - Head of IR and Communications
+61 2 8777 7106
investorrelations@sevengroup.com.au

For media enquiries, please contact:

Lauren Thompson | +61 438 954 729
Hayley Ashburner | +61 497 554 588

Seven Group Holdings Limited (ASX:SVW) is an Australian diversified operating company, with market leading businesses across industrial services, energy and media. In industrial services, SGH owns WesTrac, Boral and Coates. WesTrac is the sole authorised Caterpillar dealer in Western Australia, New South Wales and the Australian Capital Territory. Boral is Australia's largest and leading integrated construction materials business. Coates is Australia's largest industrial and general equipment hire business. In Energy, SGH has a 30.0% shareholding in Beach Energy, as well as interests in other energy assets 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.

UBS Conference SGH Fireside

Ryan Stokes, SGH MD & CEO
11th November 2024



Seven Group Holdings

- One of Australia's leading diversified operating groups
- ~\$17 billion market capitalisation, ASX100 constituent
- ~18th November 2024 name change to "SGH Ltd", ASX ticker code change to ASX:SGH

Market leading businesses

- Scale and leadership positions in respective markets
- Privileged assets with defensible moats

Disciplined operating model

- Focused on operating execution, accountability and capital allocation

Core plus characteristics and returns

- Delivering through-the-cycle outperformance
- 18% EBIT CAGR over the last decade
- Top decile TSR across 1, 3, 5 and 10-year horizons

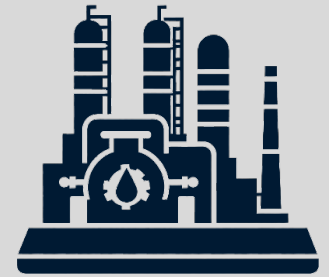
Strategic Growth-Sector Exposures



Mining
Production



Infrastructure &
Construction

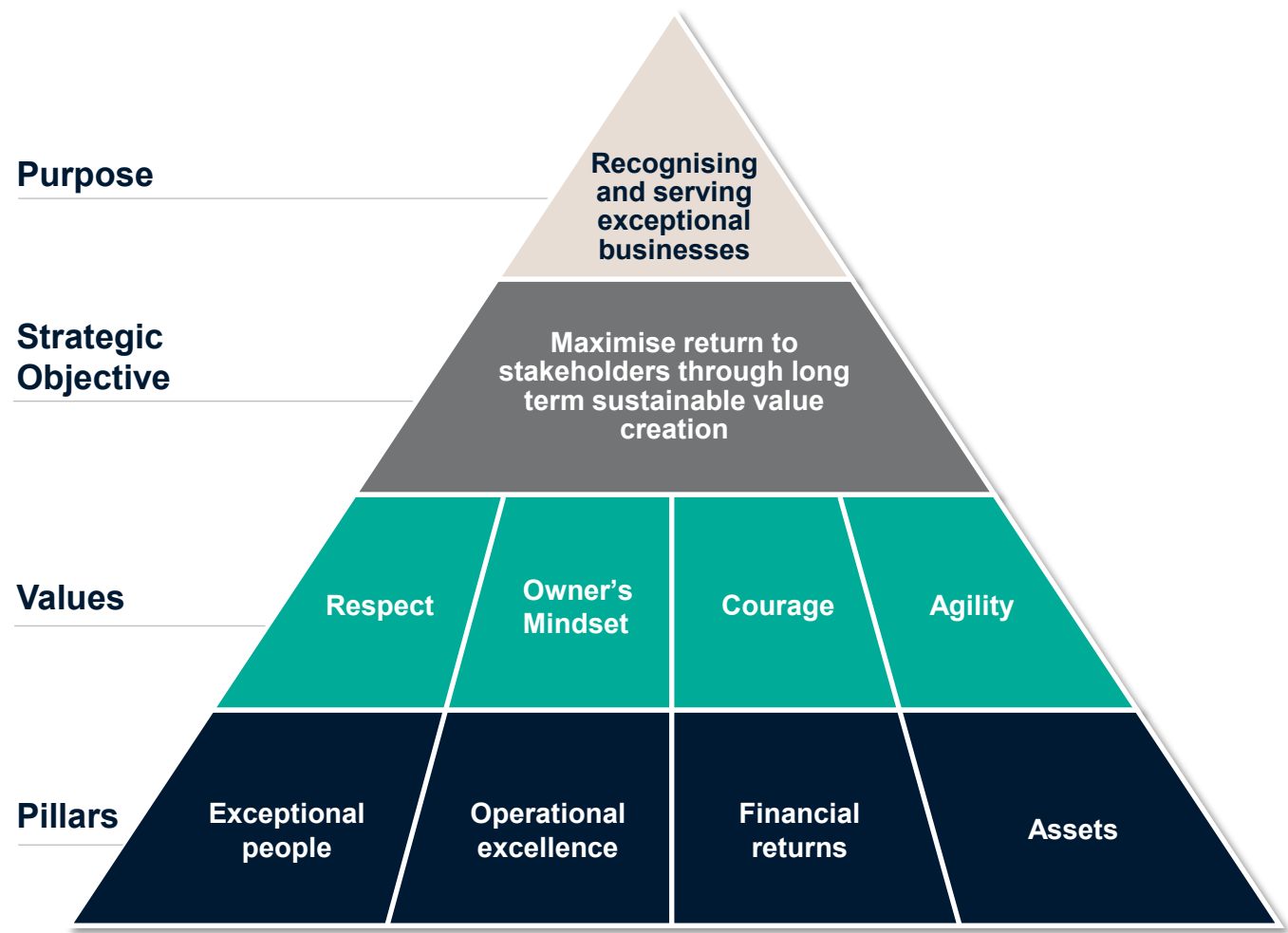


Transitional
Energy

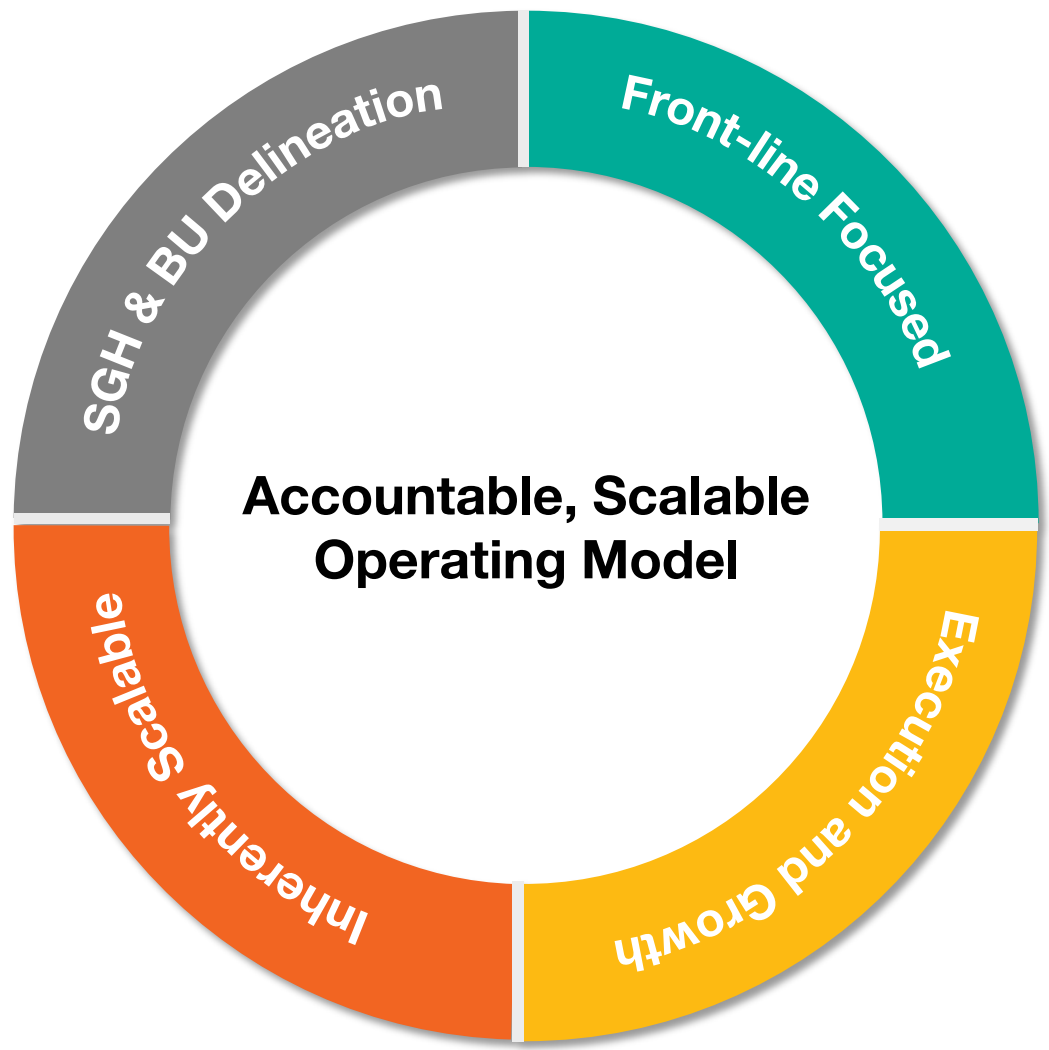
The SGH Approach

- Absolute commitment to serving our customers
- Disciplined execution of objectives to deliver long-term, sustainable growth
- Strong and stable cashflow generation supports optimised use of leverage
- Owner's Mindset driving performance and accountability culture
- Disciplined aggregators of marginal gains

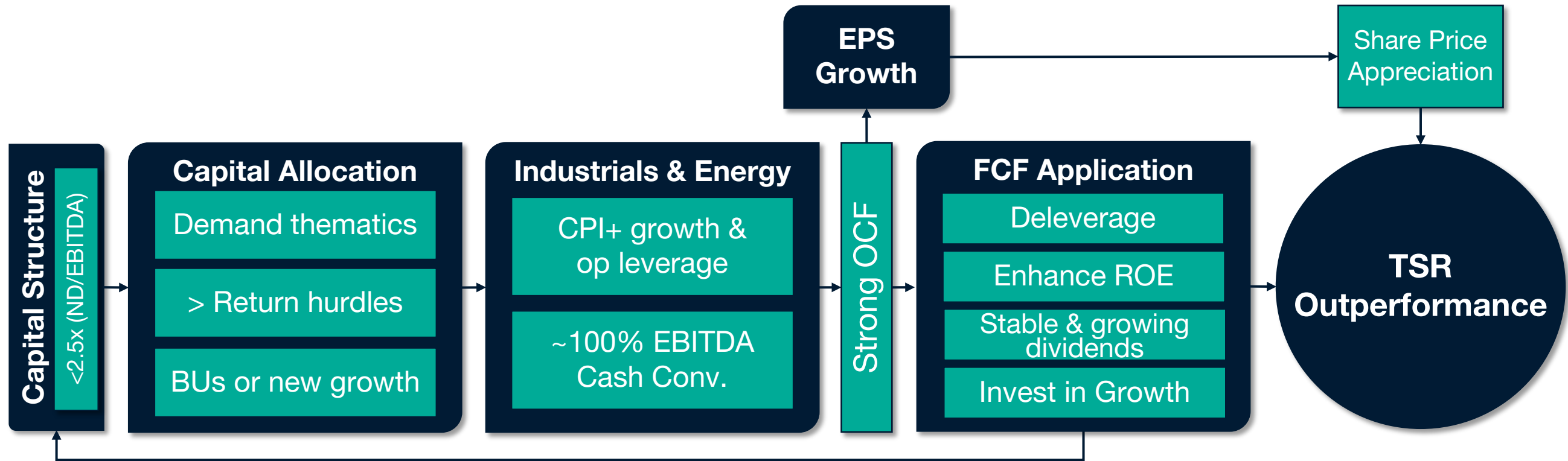
Purpose, Objectives and Values



SGH Operating Model

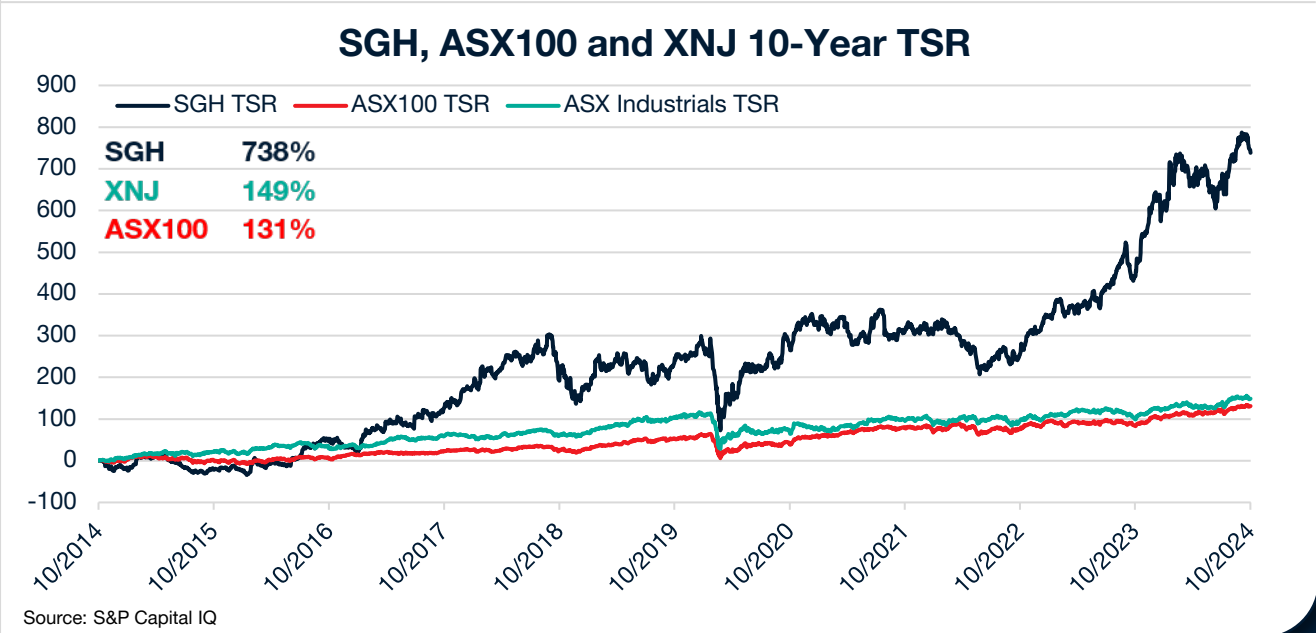
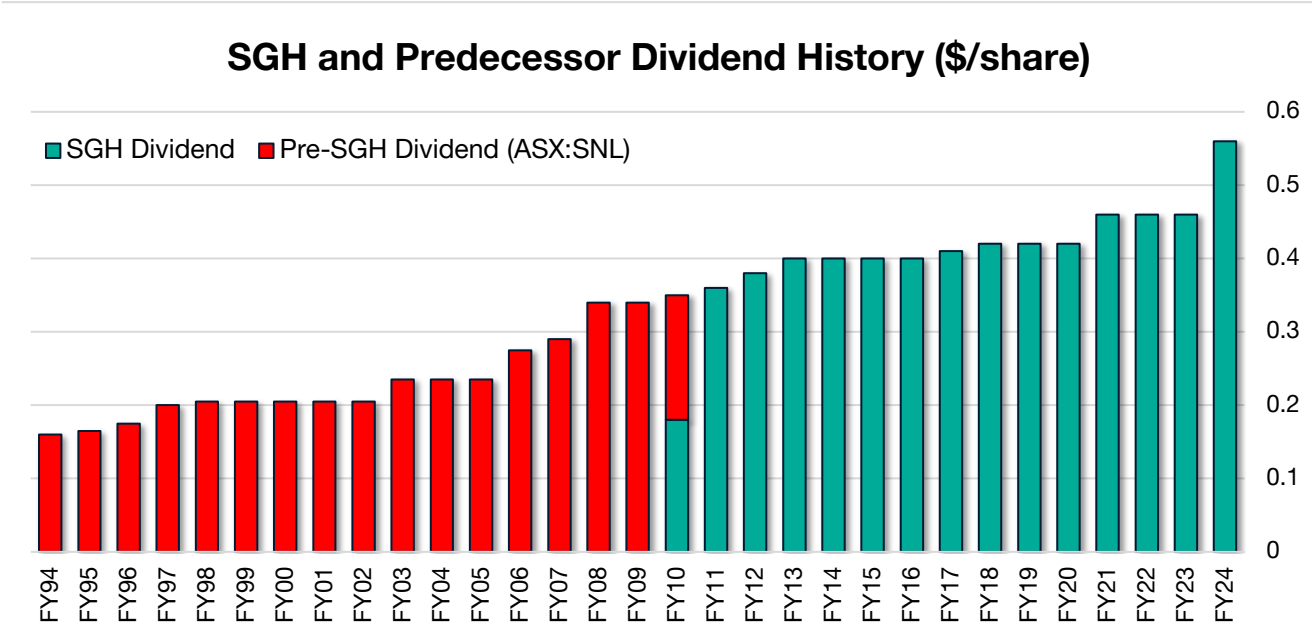
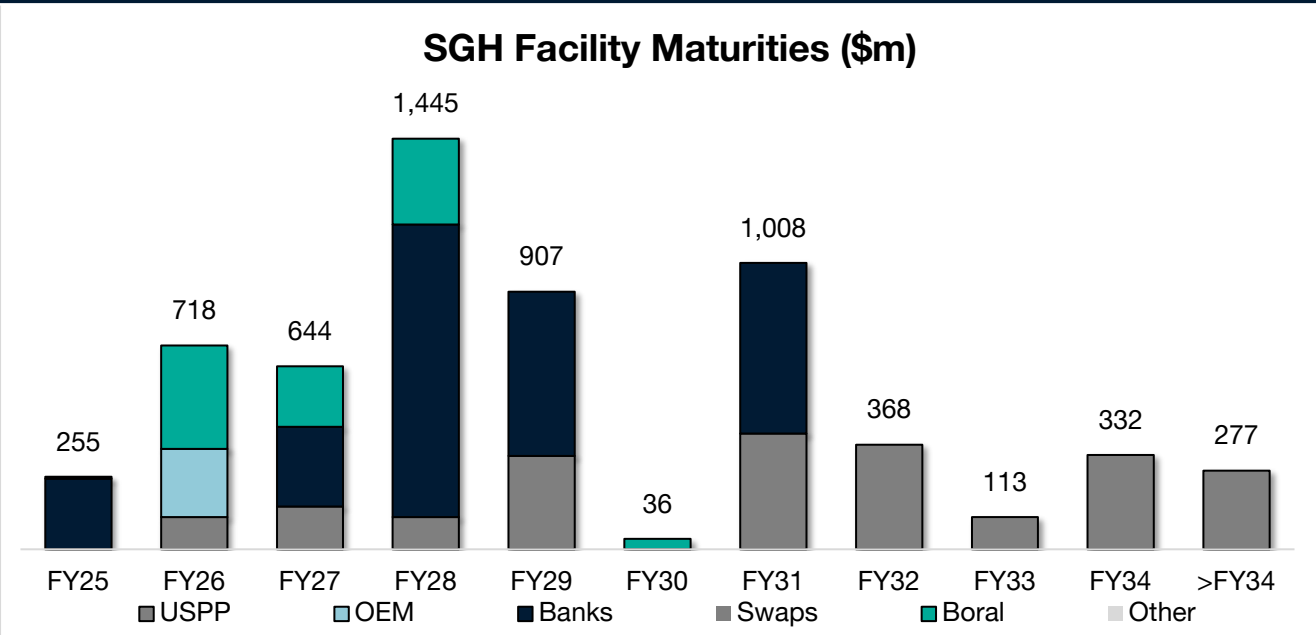
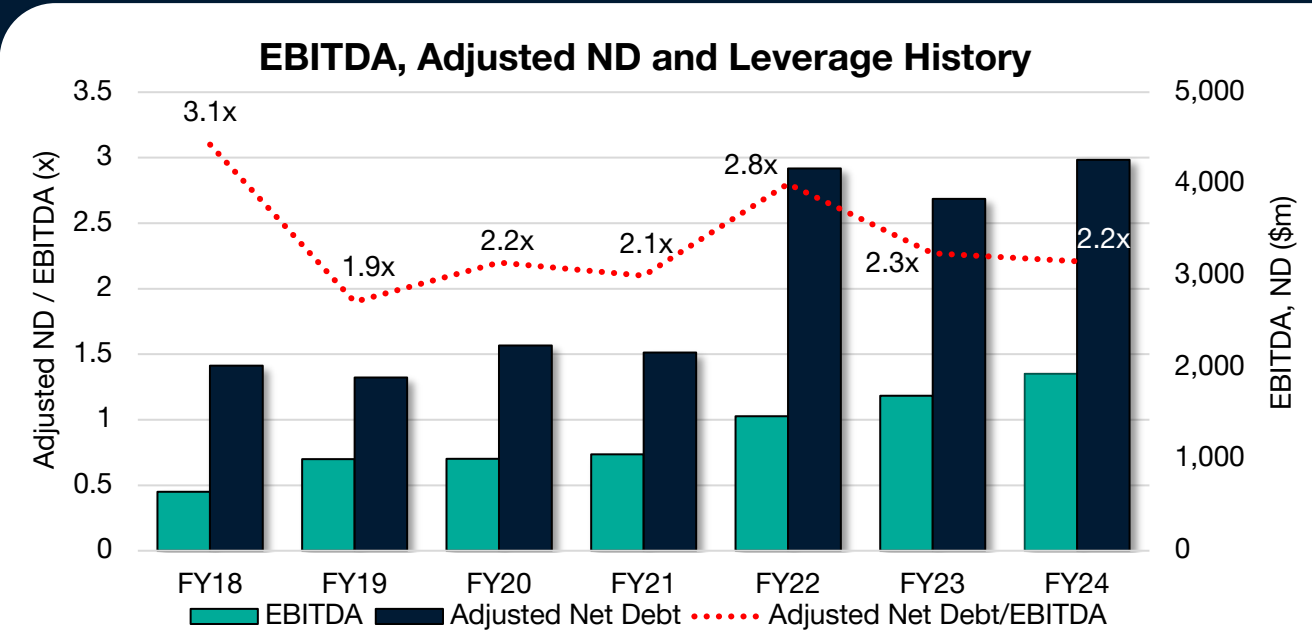


Capital Allocation Model and Value Creation in Action



Beneficial use of leverage → Disciplined capital allocation and execution → Earnings and TSR outperformance

UBS Fireside – Capital Allocation in Action



SGH Core Sector Exposures

Mining Production



Infra & Construction

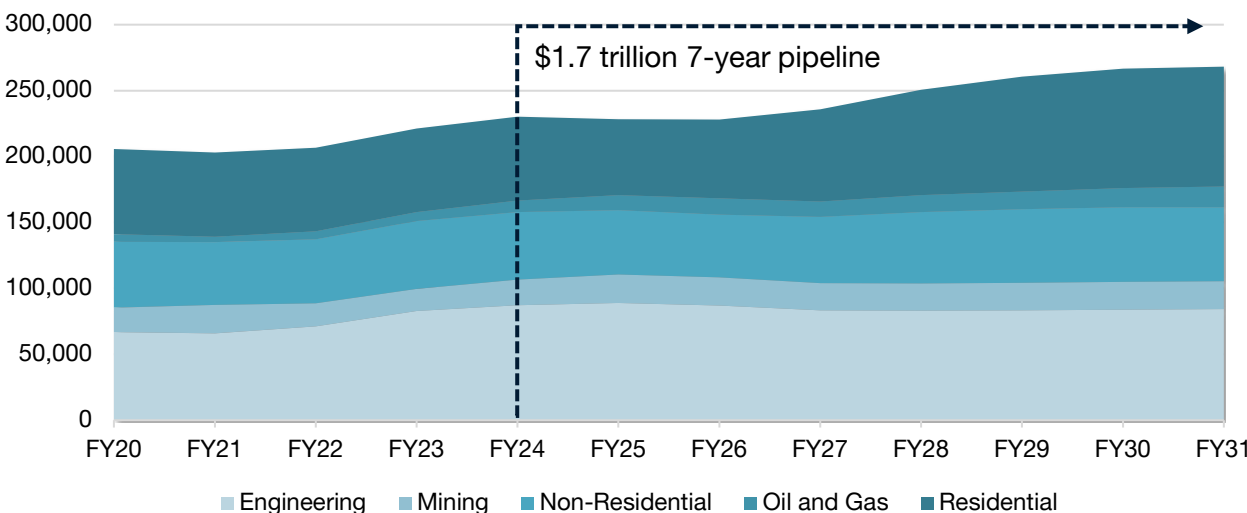


Energy



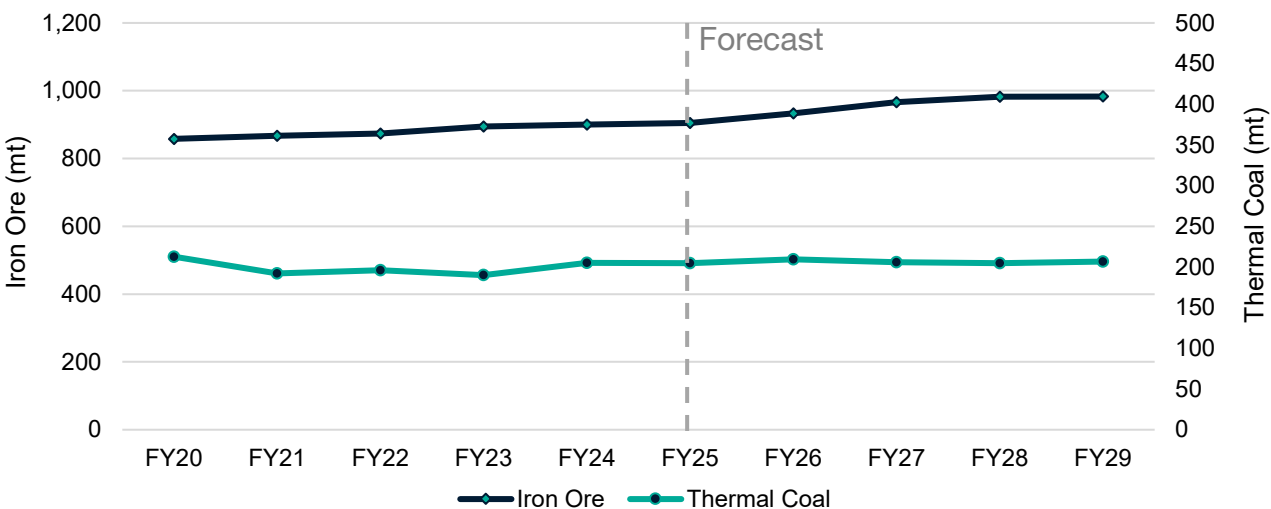
Incremental Capital Allocation
Evolving +FY25 focus to Industrial & Energy

Australian Infrastructure and Construction Spend (\$m)



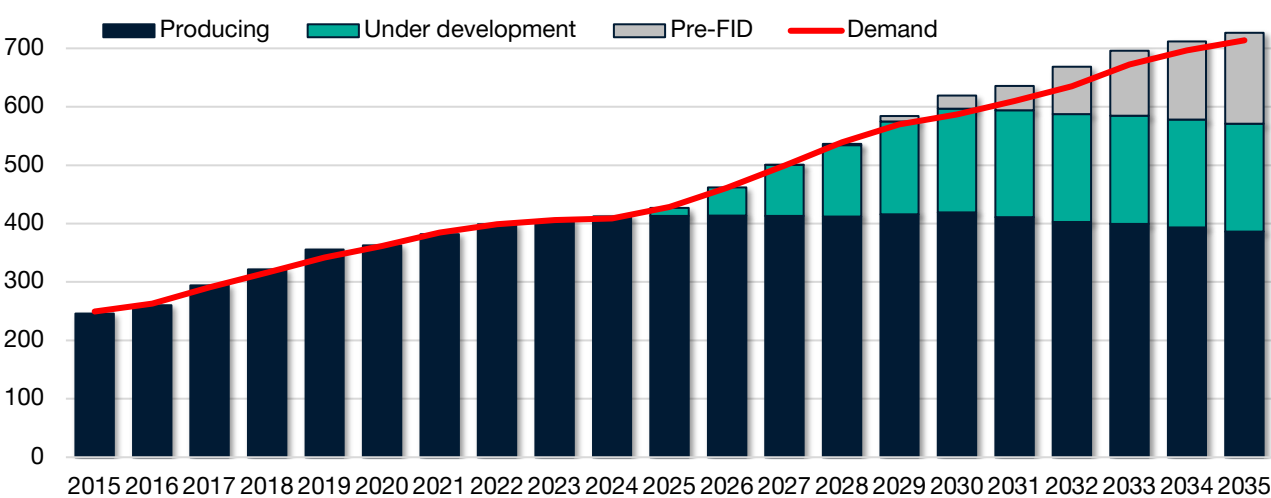
Source: Bis Oxford Economics, Haver Analytics

Australian Iron Ore and Thermal Coal Export Outlook



Source: DISR - Resources and Energy Quarterly

LNG Supply by Type vs Demand (mt)

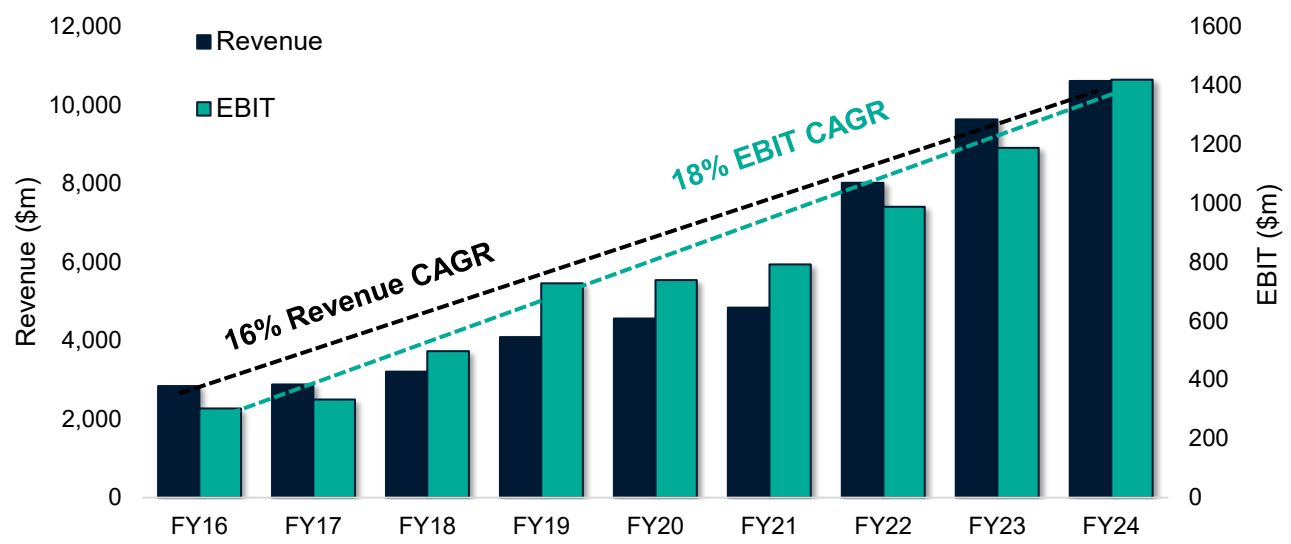


Source: Rystad Energy – September 2024 Gas and LNG Market Report

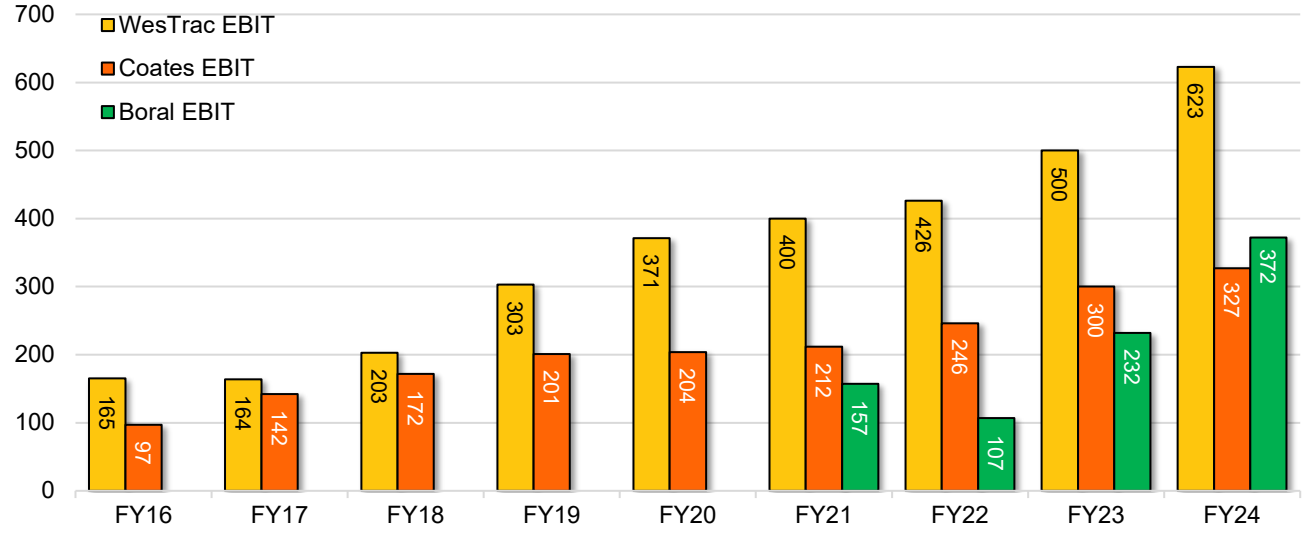
UBS Fireside – Core-Plus Growth and Returns



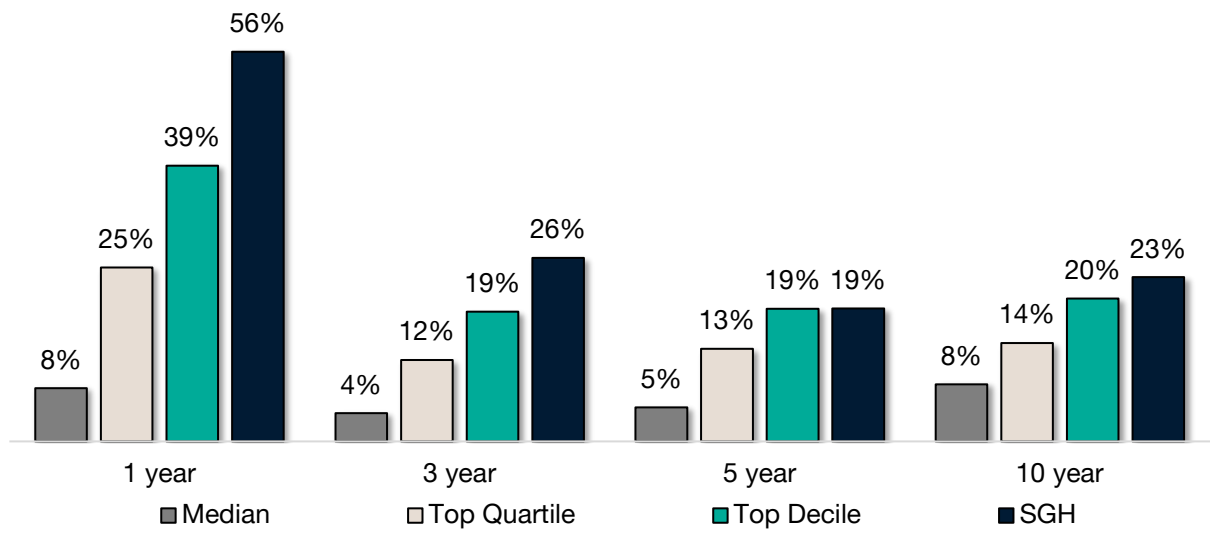
SGH Revenue and EBIT History



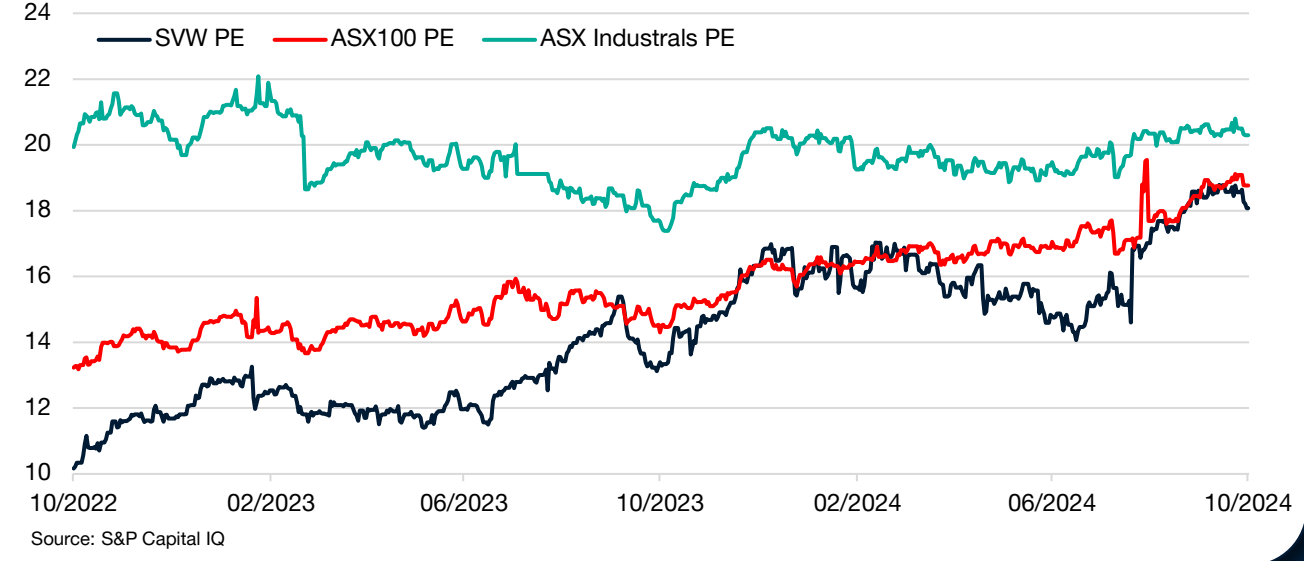
EBIT History by Business Unit (\$m)

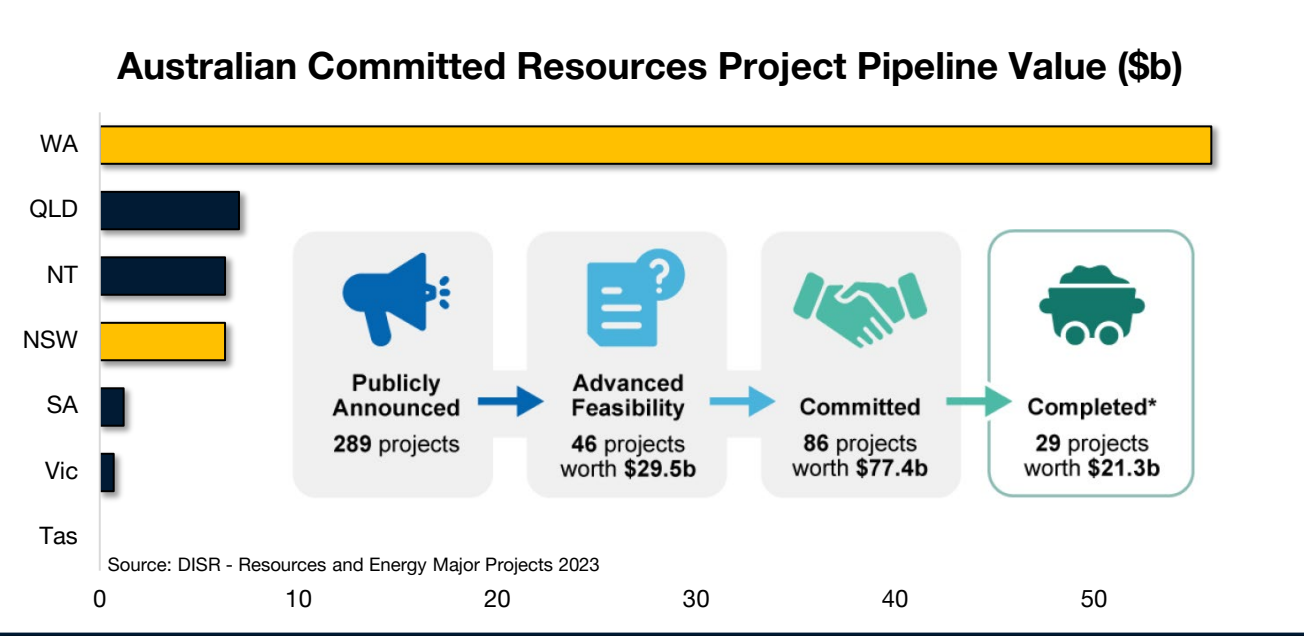
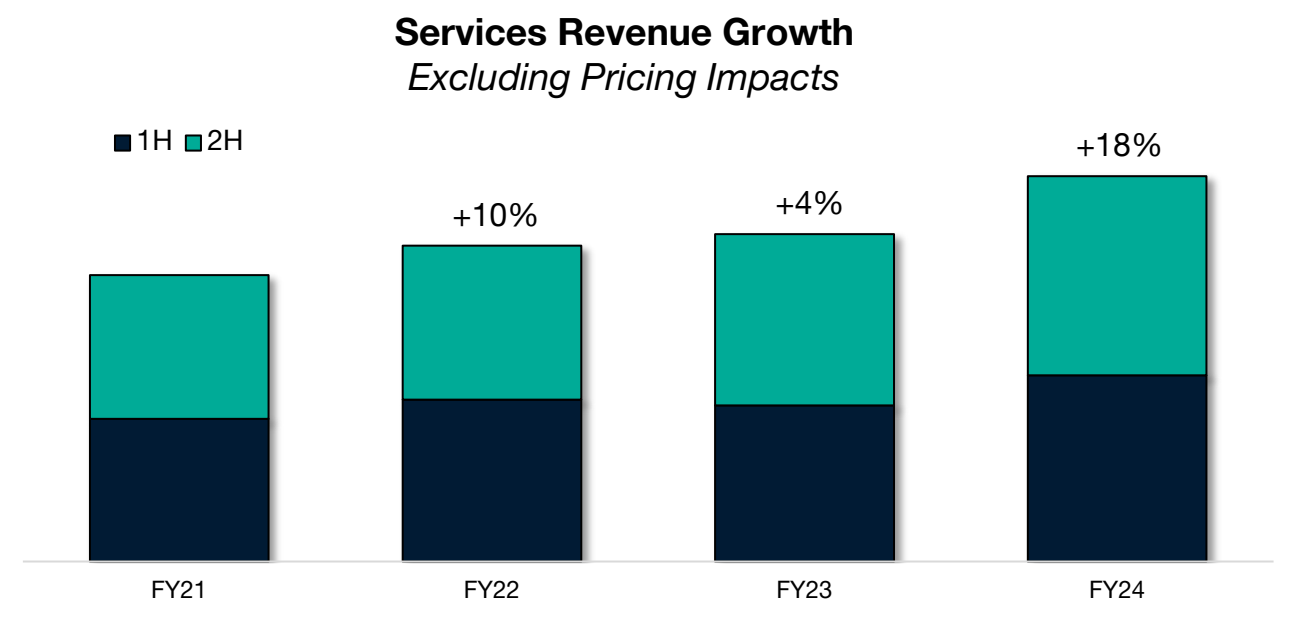
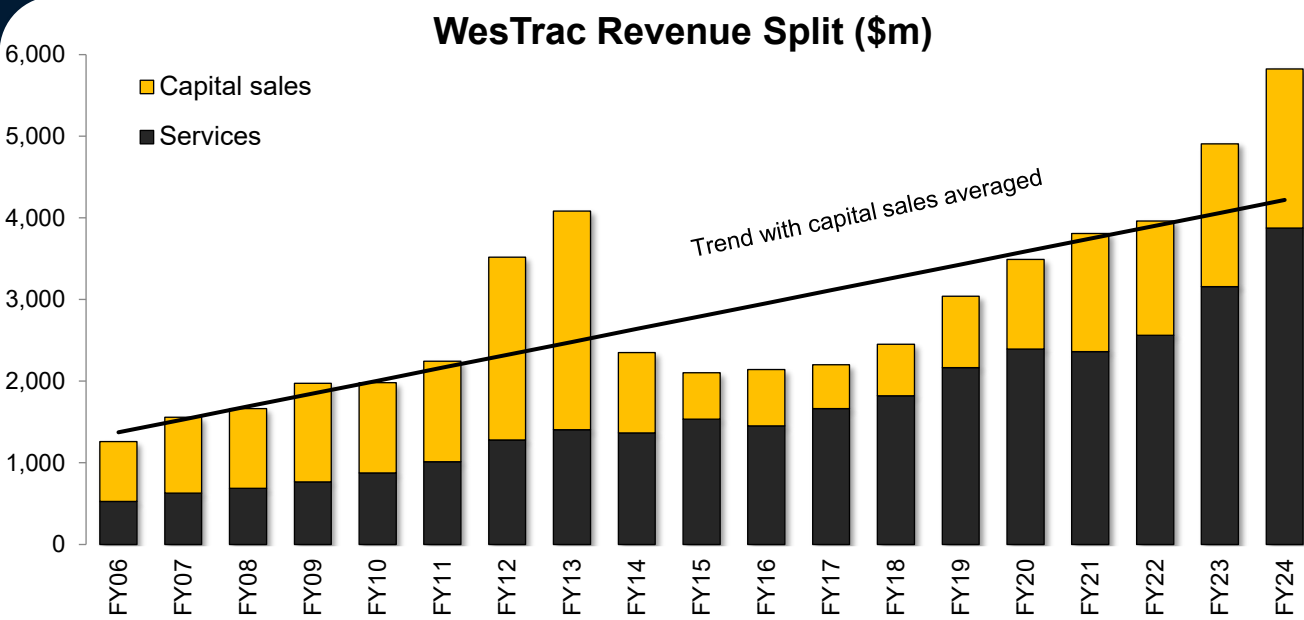


SGH and ASX100 (ex. financials) Compound Annual TSR



SGH, ASX100 & ASX Industrials PEx (NTM)

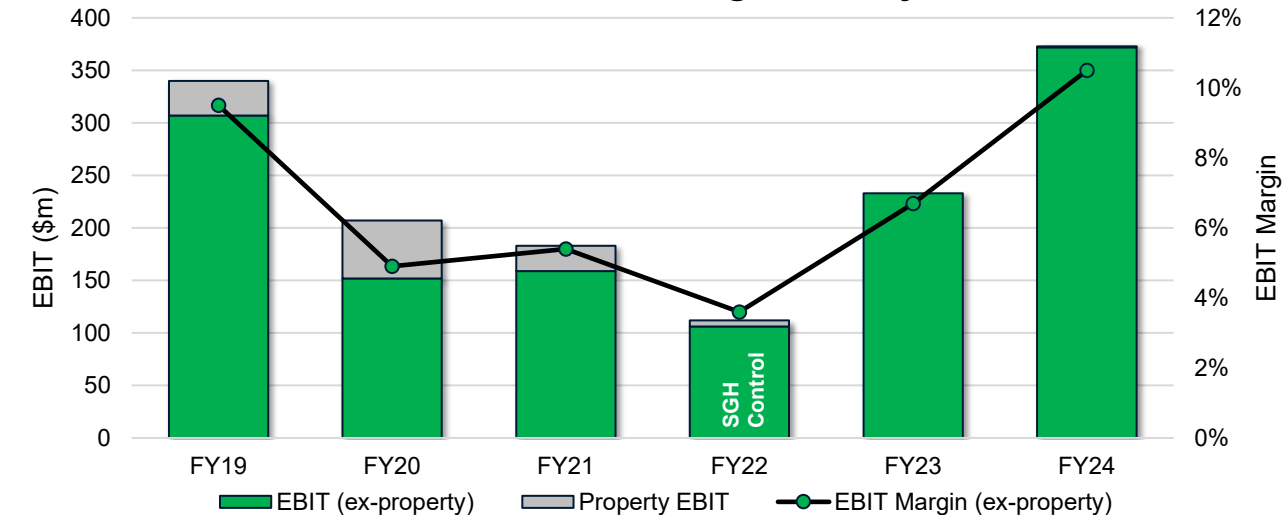




- **New Truck:** Built to last and be rebuilt for multiple lifecycles, whilst operating in harsh mine conditions for over 6,000 hours per year
- **2 to 4 Years:** Maintenance and condition monitoring prolongs the life of machines. Hydraulic cylinder repairs and preventative maintenance on hoses
- **4 to 6 Years:** Used components sent to WesTrac for rebuilding
- **10 Years:** Cat Certified Rebuild, Full Machine Rebuild, Powertrain Rebuild, Machine Component Rebuild
- **13 to 15 Years:** Option for Full Machine Rebuild, update machine or replace with new machine

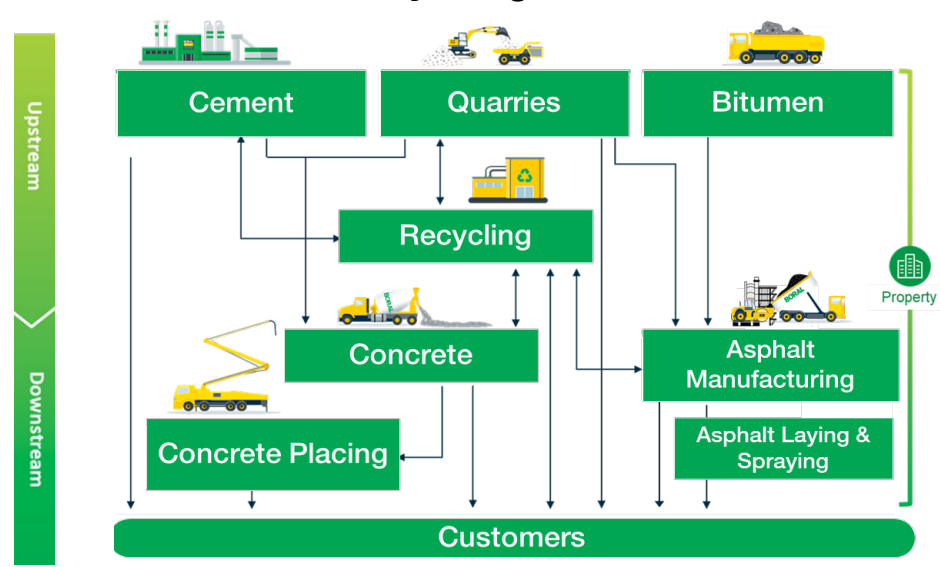
```
graph TD; A[NEW TRUCK  
Zero Hours] --> B[2-4 YEARS  
1st Component Rebuild]; B --> C[4-6 YEARS  
Major Powertrain Rebuild]; C --> D[10 YEARS  
Full Cycle Rebuild]; D --> E[13- 15 YEARS  
Major Rebuild or Replace]; E --> A;
```

Boral EBIT and Margin History

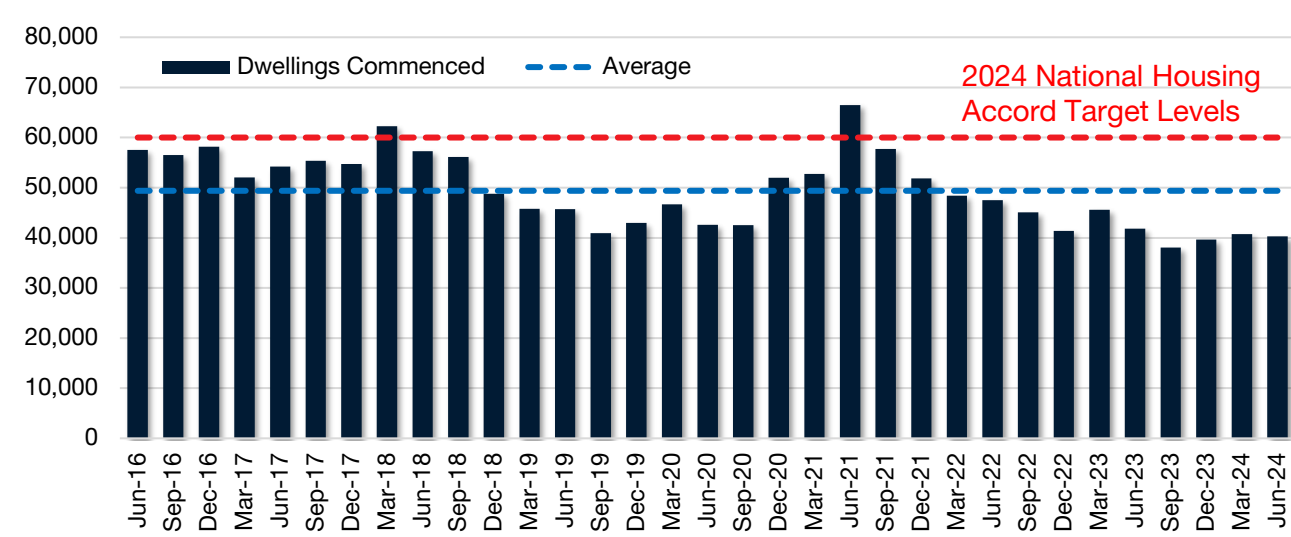


*Underlying EBIT excluding Significant Items
*FY19 to FY21 restated and extrapolated from continuing operations less an allocation of corporate costs for comparison purposes

Boral's Vertically Integrated Network

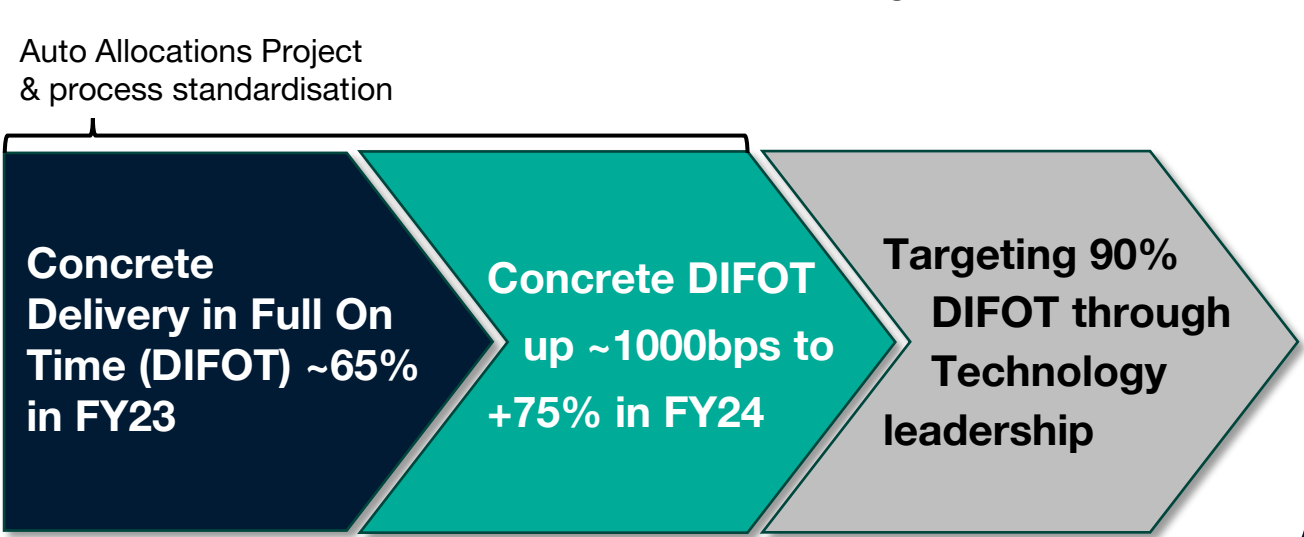


Quarterly Housing Starts vs National Housing Accord Targets

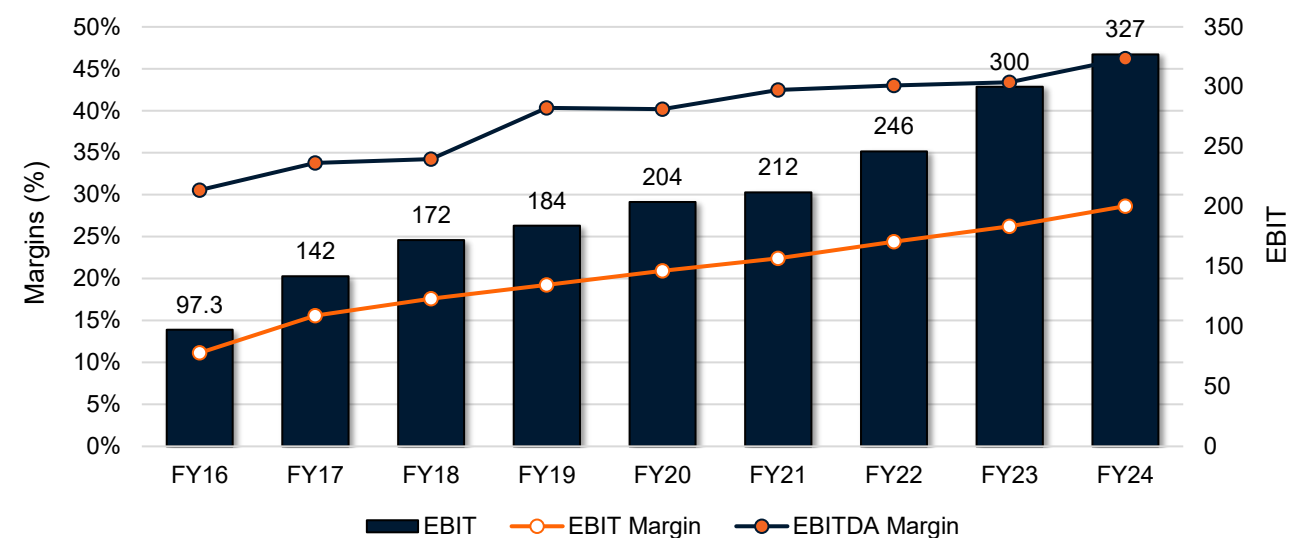


Source: ABS

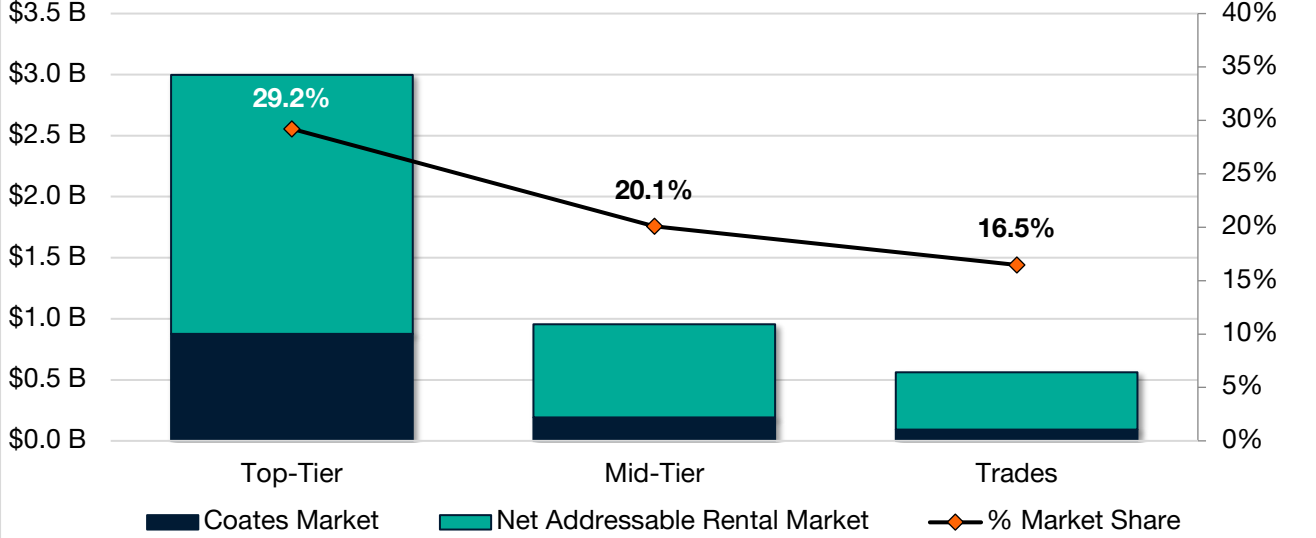
Boral Customer Service Focus Driving Results



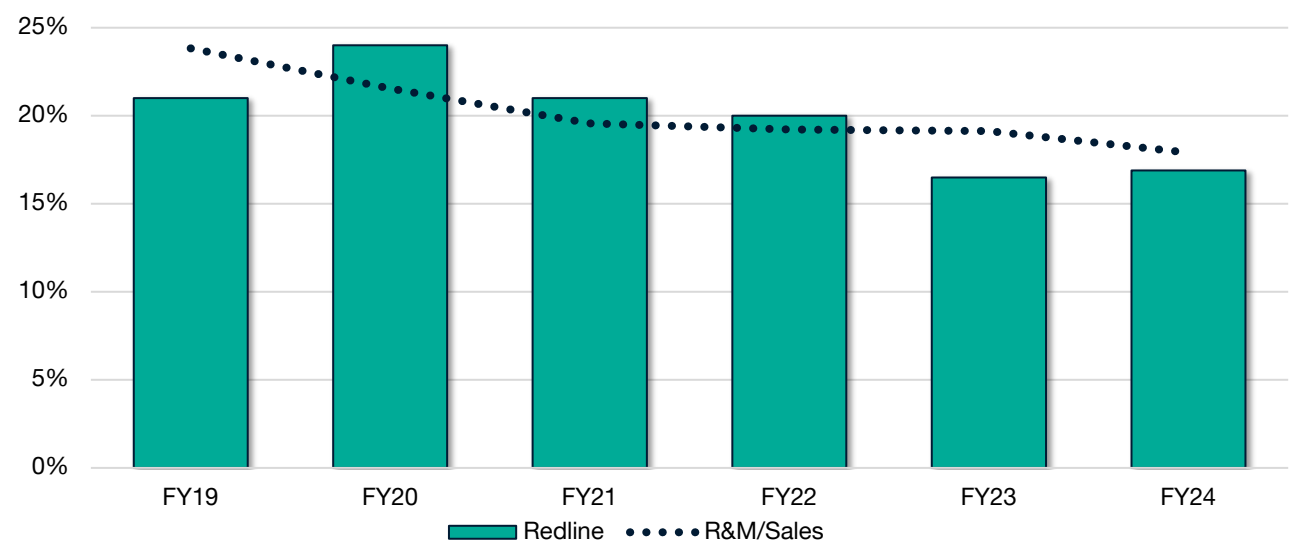
Coates EBIT and EBITDA Margin History



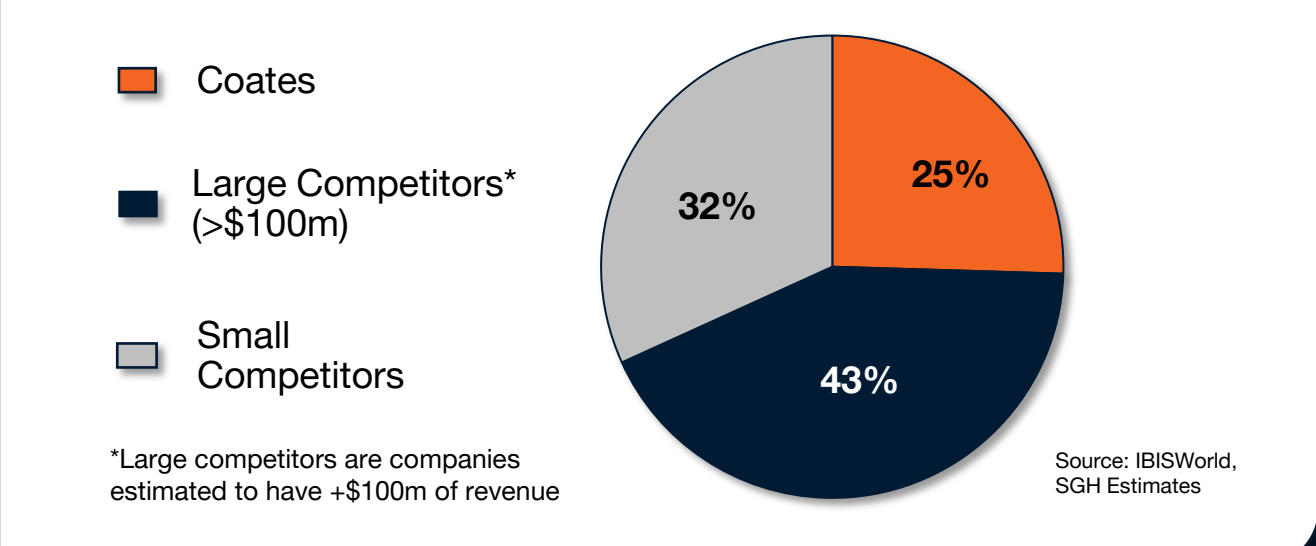
FY24 est. Coates vs Addressable AU Rental Market



Coates R&M vs Sales and Redline History



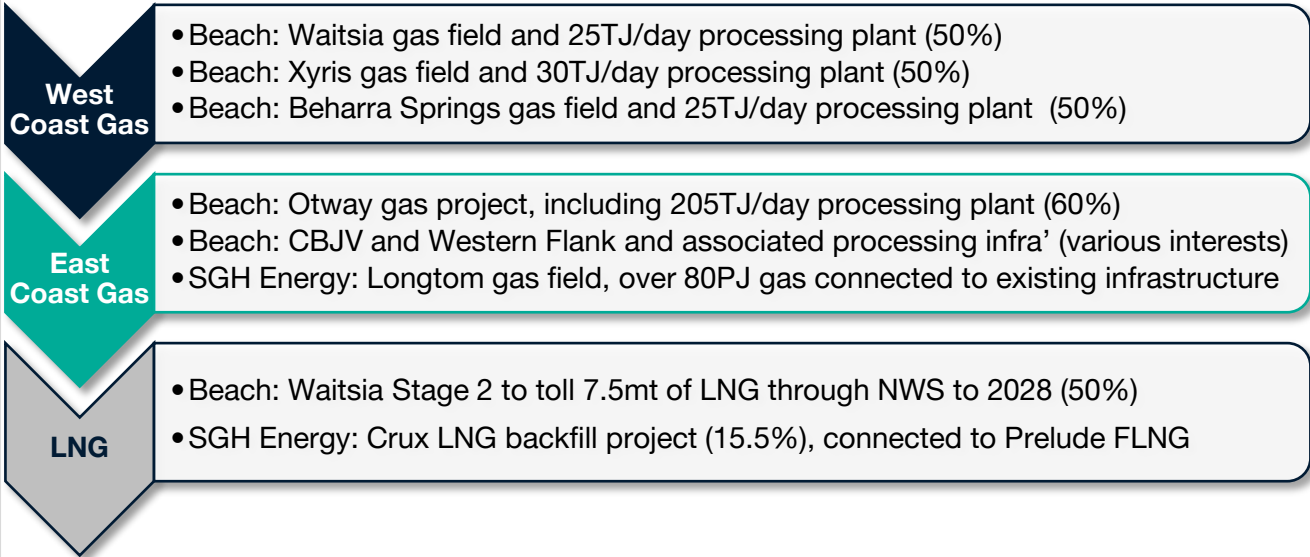
Australian Rental Market Competitive Landscape



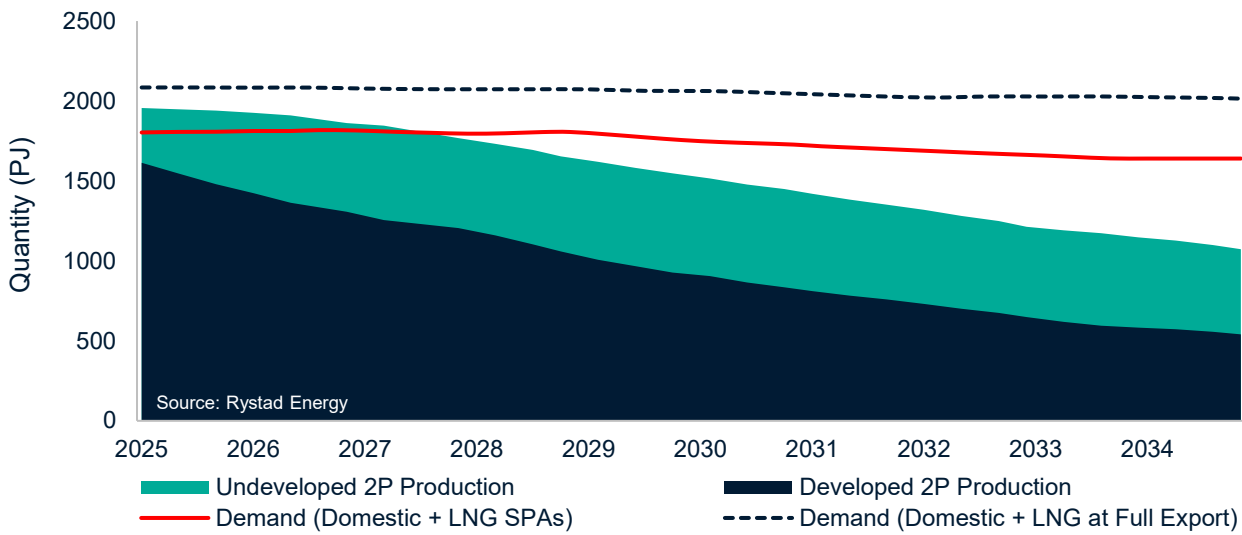
Beach Refreshed Strategy – Three Pillars



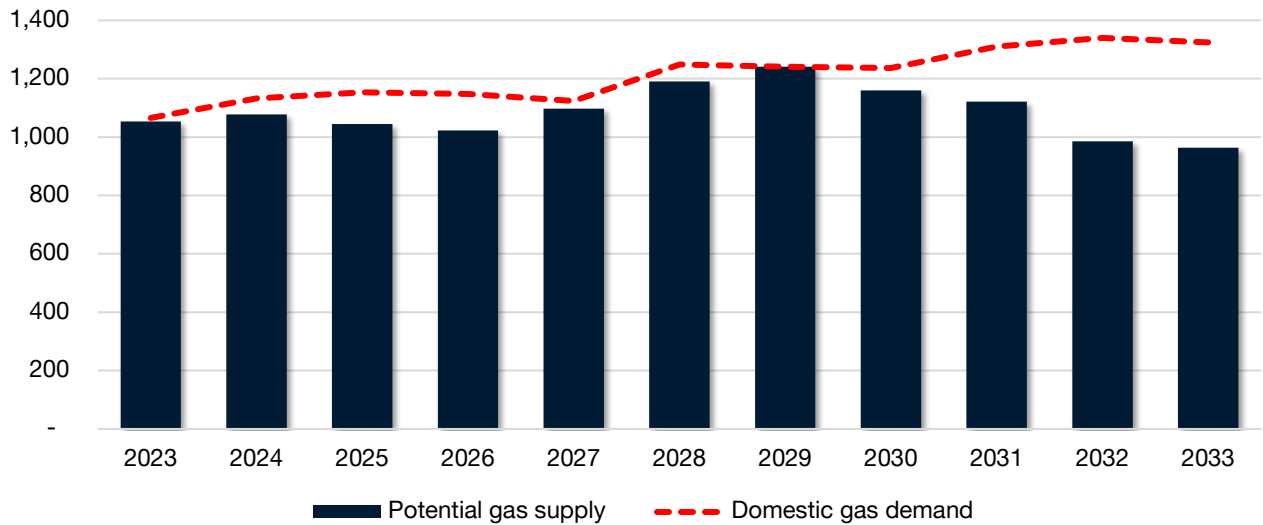
SGH and Beach Energy Strategic Asset Portfolio








Forecast Gas Supply (from 2P) and East Coast Demand



WA Gas Market Supply and Demand Forecast



Industrials	Industrials	Industrials	Energy	Media
				
100%	100%	100%	Beach 30% SGHE 100%	40%
WesTrac is one of the largest Caterpillar® dealers globally (by sales) operating the WA and NSW/ACT territories	Coates is Australia's largest industrial and general equipment hire company providing end-to-end solutions	Boral is Australia's largest construction materials and building products supplier with operations in all states & territories	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 sites	145 sites	360 sites	Five end-markets	Market leading in TV, publishing and digital
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, non-residential and residential construction	Operated and non-operated interests including Crux LNG Project (15.5%)	Australia's #1 TV network and #1 BVOD service in 2023
~4,500 Employees	~1,900 Employees	~4,400 Employees	~500 (Beach) Employees	~2,200 Employees
Operating in Australia since 1923	Operating in Australia since 1885	Operating in Australia since 1946	Operating in Australia since 1960	Operating in Australia since 1833