



EVZ LIMITED

AGM Investor Presentation

FY2019

15 November 2019

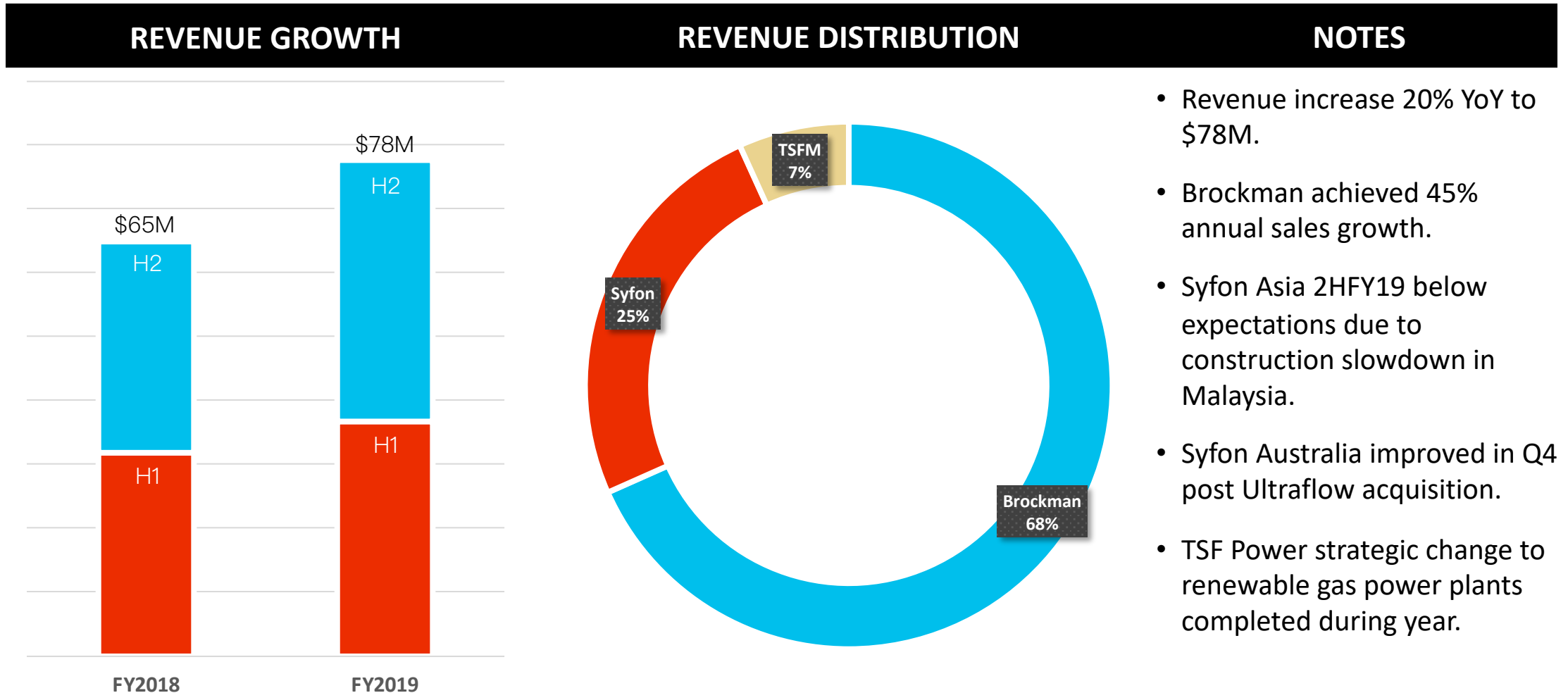
FY19 financial results...

	FY19	FY18
Revenue from ordinary activities	\$78,042,293	\$64,928,395
EBITDA	\$2,887,673	\$3,775,167
Profit before finance costs & income tax	\$2,140,373	\$3,104,532
Profit from ordinary activities before tax	\$1,728,418	\$2,484,811
Profit from ordinary activities after tax	\$1,624,975	\$2,341,980
Earnings per share (cents / share)	1.73	3.16

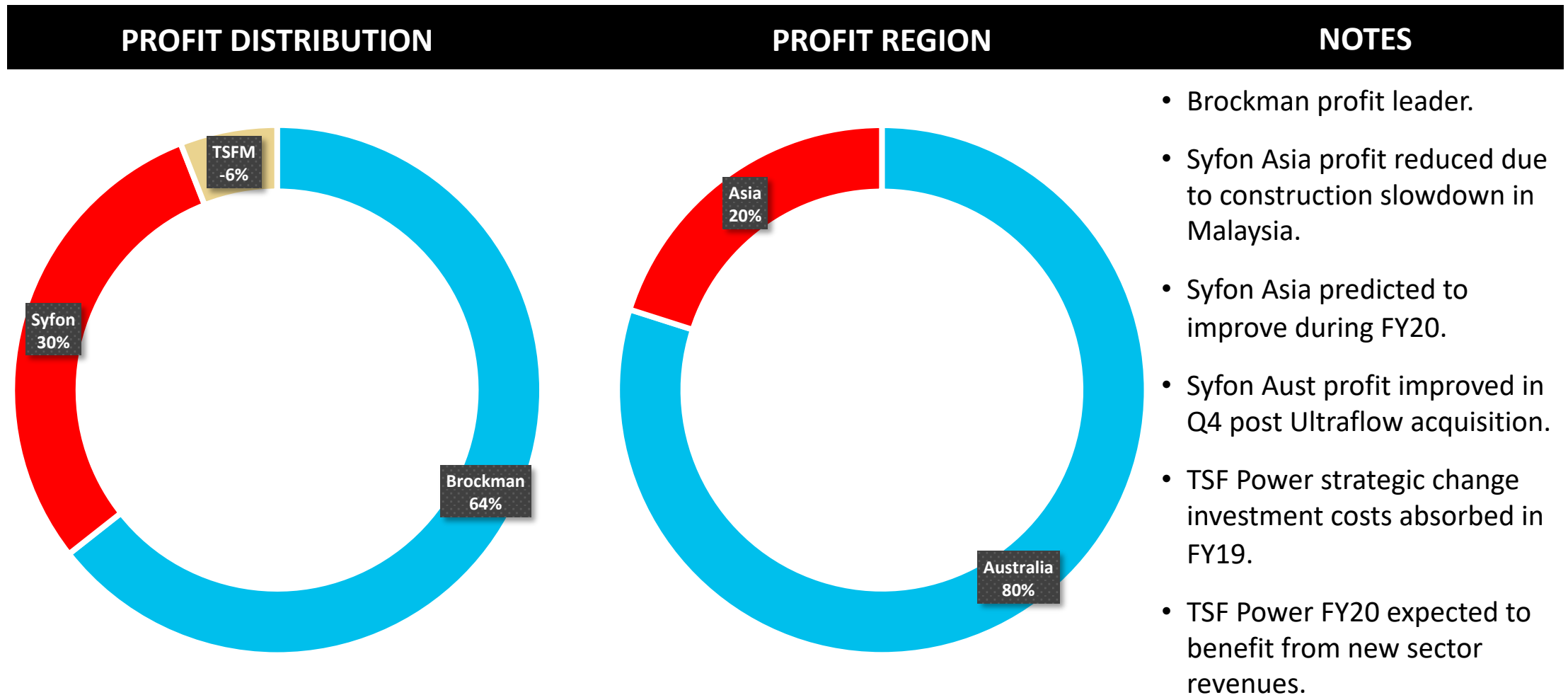
FY19 operational highlights...

REVENUE GROWTH	Sales revenue increase 20% YoY. Whilst top line performance met expectations profit result was below expectations due to one-off project execution challenges and Malaysian construction cycle slowdown.
MARKET SHARE	Syfon Systems & Brockman both increased market share in competitive markets through implementation of strategic plans.
ACQUISITION	Syfon acquired Ultraflow Siphonics to enhance geographic coverage positively benefitting market share and management talent depth.
EXPANSION IN ASIA	Syfon established operating entity in Vietnam to support securing of new projects in the region.

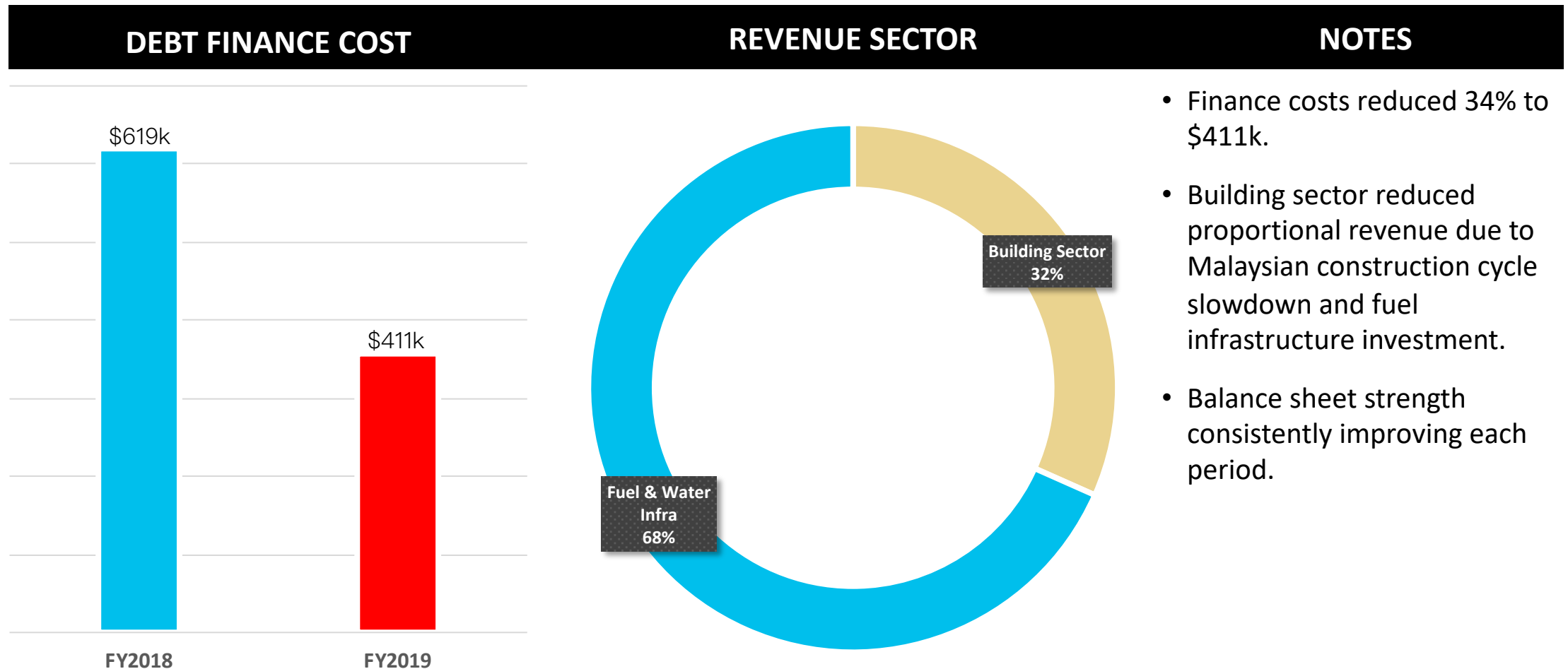
FY19 revenue split...



FY19 profit analysis...



FY19 operations analysis...



BROCKMAN update...



MARKET / INDUSTRY	<p>Fuel and water industries capital expenditure levels expected to stay at current levels or increase in next two years.</p> <p>National fuel security risk due to limited onshore reserve tank capacity the focus of Dept of Environment & Energy Liquid Fuel Security Review.</p>
STRATEGY	<p>Maintain and improve position as preferred technical provider to fuel and water industries for tanks and mechanical services.</p> <p>Proven capability in delivering contracts up to \$50M increases accessible project opportunities in wider market.</p>
OUTLOOK	<p>FY18 & FY19 have delivered circa 40% YoY sales growth. FY20 is expected match FY19 sales. FY21 expect to see return to higher growth rates.</p>

SYFON update...



MARKET / INDUSTRY	Building construction sector in Australia and Asia consistently expanding project size, scale and complexity. Asia economic growth rates and building sector response to population demands the highest in the developed world.
STRATEGY	Deliver premium quality and technically superior syfonic roof drainage to Australian and Asian market. Expand influence in Asia (Malaysia, Vietnam, Thailand & Philippines) to take advantage of building sector activity.
OUTLOOK	FY20 expecting much improved result in Australia, Asia will improve in medium term. FY21 expect to see return to higher growth rates in both regions.

TSF POWER update...

MARKET / INDUSTRY	<p>Distributed generation market very buoyant, particularly in renewable waste gas sector. Capital investment in new assets increasing.</p> <p>Diesel market sector competitive, national portfolio maintenance contracts more common.</p> <p>TSF Power very well placed to benefit from both sectors.</p>
STRATEGY	<p>Grow capabilities to service major generation asset owners through:</p> <ol style="list-style-type: none"> 1. Operations and maintenance support. 2. Workshop engine overhauls and renewals. 3. Parts and consumables sales. 4. Portfolio of revenue generating assets.
OUTLOOK	<p>FY20 will benefit from restructure and strategic development in FY19.</p> <p>Consistent improvement in sales during FY20–22 and beyond as generation asset base grows and market responds to TSF Power high value offering.</p>

Projects...



BROCKMAN

Water Storage Tank

Mernda, Victoria

Projects...



BROCKMAN

Airport JUHI Expansion

Victoria

Projects...



BROCKMAN

Crude Tank

Victoria

Projects...



SYFON

Westfield Newmarket

Auckland, New Zealand

Projects...



SYFON

New Museum for Western Australia

Perth, Australia

Projects...



SYFON

IKEA DC

Johor Bahru, Malaysia

Projects...



SYFON

TRX Life Style Quarter

Kuala Lumpur, Malaysia

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