



EVZ LIMITED

AGM Presentation

FY2021

19 November 2021

Chairman's Address

I would like to commence my address by thanking you as shareholders for your continued support in what has been a difficult period for all Australians.

During the 2021 Financial Year the EVZ group returned profits across all of its operations in Australia and South East Asia. As a result, the financial structure of the group has been strengthened and it is well placed to take advantage of the significant opportunities in its core markets across the 2022 Financial Year.

The net profit for the Group for the year after income tax expense was \$3,403,148 compared to a net loss after income tax expense in 2020 of (\$2,751,440).

This financial result was achieved despite reduced sales revenue compared to the prior year due to the completion of larger projects, and the slower commencement of new larger projects in the liquid fuels sector. The receipt of Jobkeeper during the period also enabled the group to retain its core work force, which will be key for future growth.

Borrowings were significantly reduced by \$2.8M across the FY21 year. Term Debt at the date of this meeting now stands at only \$1.2M. Our bank, CBA, continues to support the company, and in June this year we extended our existing banking facility on similar terms through to 31 October 2022 including continued quarterly repayments of the principal amount which shall see the debt reduced to zero over the next 12 months.

Brockman Engineering enjoyed a profitable financial year with projects currently in progress remaining on schedule and on budget. Brockman continues to be a lead player in the petrochemical and water tank construction, maintenance, and piping fabrication sector.

Chairman's Address (cont.)

Brockman is looking to grow its revenue in the 2022 financial year with larger tank project opportunities expected to increase significantly aided by the Federal Governments “Boosting Australia’s Diesel Storage Program” (BADSP) grant allocations to major industry players across Australia.

Brockman is well positioned to use its competitive advantages of location, skills base, and relationships with major industry companies to secure additional large contract wins during the 2022 financial year from both this grant funding scheme as well as other industry projects that proceed.

Syfon Systems continues to be the leading syfonic roof stormwater drainage company in Australia and South East Asia.

While still producing a profitable operating performance in the 2021 financial year, its Malaysian business was impacted by international travel and movement restrictions within the country itself in response to the COVID-19 pandemic. Syfon remains committed to expanding in other key Asian markets to continue its progressive geographic expansion strategy.

TSF Power continues to grow its capability through a focus on skilled staff located and available in its identified markets and extended reach for its power generation breakdown and maintenance services.

In the 2021 financial year TSF Power produced a profit despite the impact of COVID-19.

TSF Power is well placed to further grow in revenue and profitability in the 2022 financial year.


Chairman's Address (cont.)

Finally I would like to thank our CEO Scott Farthing and his management team for navigating us through another difficult year impacted by COVID-19 restrictions. Encouragingly, as we return to a more business as usual operating environment, we are starting to see an improvement in both our tendering activity and our contracted revenue backlog.

We are also looking ahead to identify further opportunities for growth in applying our engineering expertise to the clean energy sector as the energy industry transitions to new technologies over the years ahead.

We see a number of exciting opportunities on the horizon, including both organic growth and potential bolt-on acquisitions, and I look forward to updating you on our progress again next year.


EVZ is a leading provider of innovative engineering solutions




A leading provider of steel bulk storage tanks, pressure pipe networks & maintenance for chemical/water storage.

Recurring & Project Revenue

54% of EVZ FY21 Revenue







A leader in syfonic roof stormwater drainage systems in Australia, New Zealand & South-East Asia.

Project Revenue

35% of EVZ FY21 Revenue






Provides technical, operations & maintenance support for the power generation & renewable energy industry.

Recurring Revenue

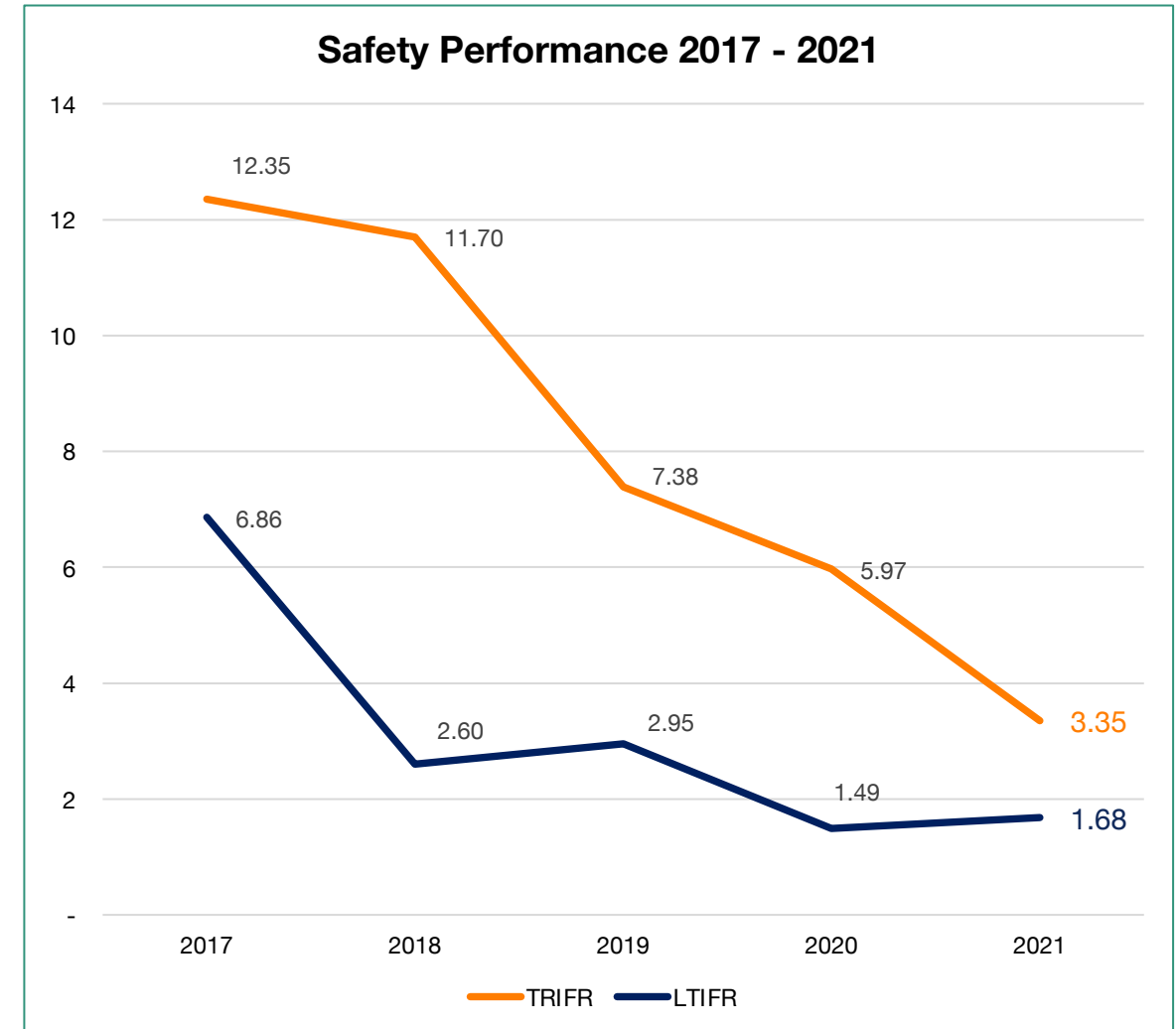
11% of EVZ FY21 Revenue



Health & Safety is at the core of everything we do

Safety by Choice, not by Chance

- EVZ has a direct workforce of 300, primarily comprised of highly skilled engineers, technicians and tradespersons.
- Our Total Recordable Injury Frequency Rate (TRIFR) and Lost Time Injury Frequency Rate (LTIFR) are trending downwards and in line with industry best practice.
- Our culture continuously reinforces our focus on improving safe work procedures, continuous risk assessment, job safety analysis and worker skills improvement through structured training.
- Our target is zero recordable incidents and zero harm to our people.
- COVID-19 health and safety management to ensure our people and the community are protected.

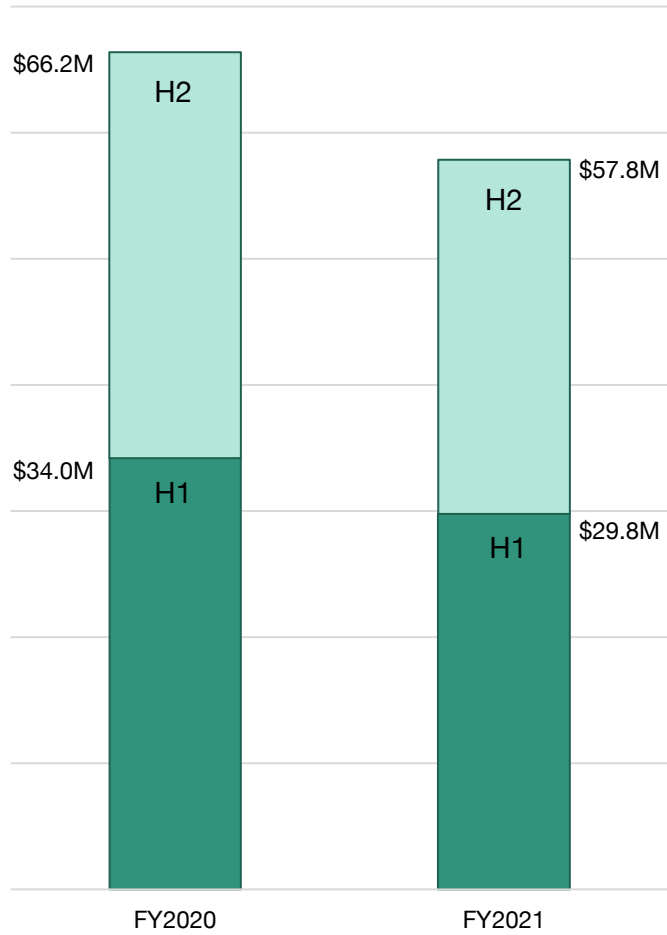


FY21 Full Year Results

	FY21	FY20
Revenue from ordinary activities	\$57,852,133	\$66,224,710
EBITDA	\$5,685,448	(\$445,815)
Profit before finance costs and income tax	\$4,019,898	(\$2,037,772)
Profit from ordinary activities before tax	\$3,536,874	(\$2,759,936)
Profit from ordinary activities after tax	\$3,403,148	(\$2,751,440)
Earnings per share (cents / share)	3.54	(2.86)

FY21 Result Analysis

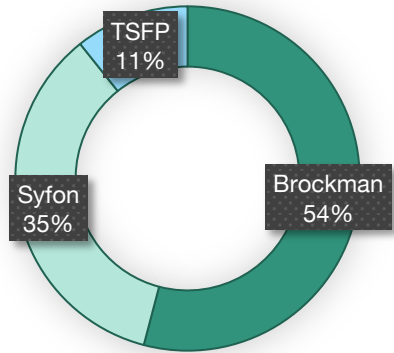
Revenue



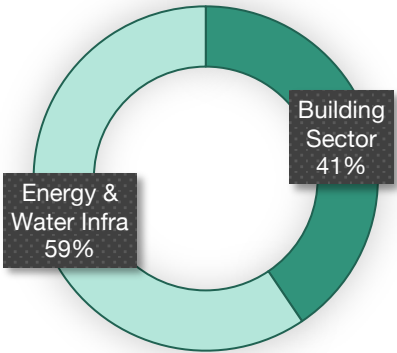
FY21 revenue reduction due to completion of larger projects and site access limitations arising from COVID-19 lockdowns.

Now seeing the transition to vaccinated COVID normal.

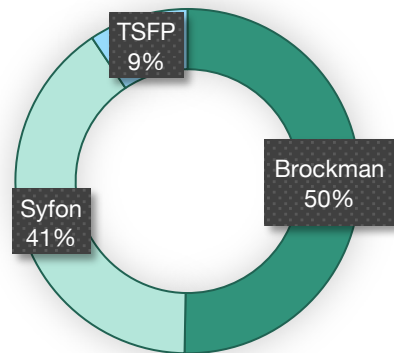
Revenue Distribution



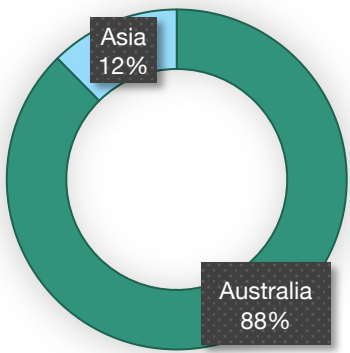
Revenue Sector



EBITDA Distribution



EBITDA Region



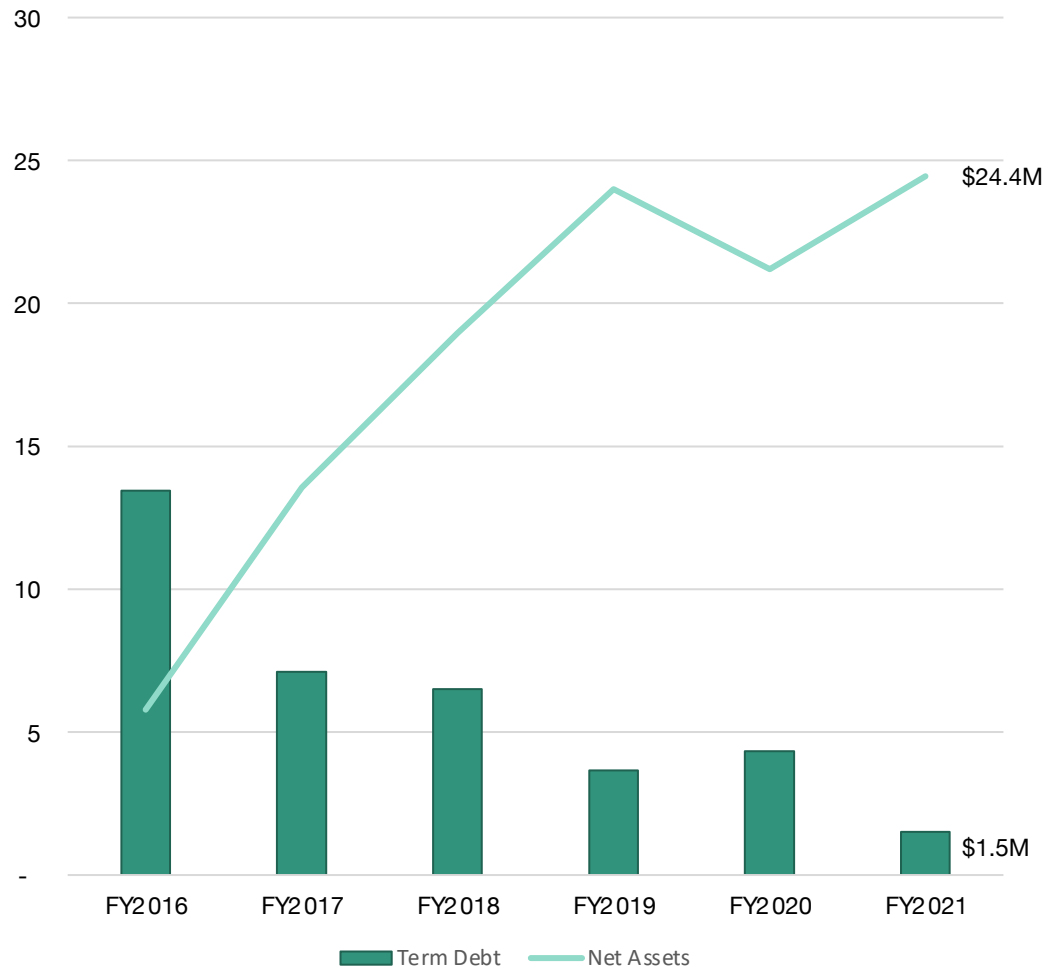
FY21 EBITDA profit of \$5.7M* distributed in proportion to revenue across the group.

All businesses contributed to EBITDA providing a firm operating base from which to facilitate growth during FY22.

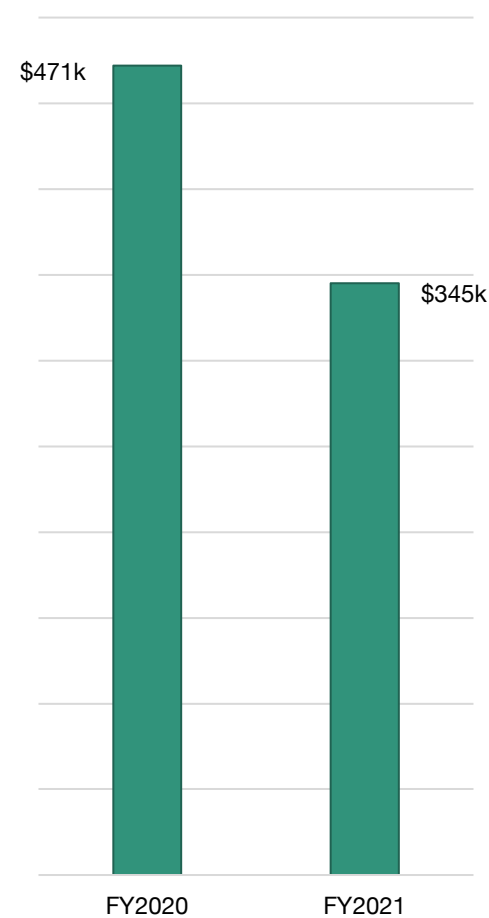
*EBITDA included Jobkeeper contributions of \$3.5M in FY21 and \$1.6M in FY20

FY21 Operations Analysis

Term Debt v Net Assets



Debt Finance Cost



Improved FY21 EBITDA provided free cashflow for term debt reduction.

Term debt reduced to \$1.5M at 30 June 2021 (down \$2.8M during FY21).

NTA increase to 12.9c/share.

Debt finance cost reduced due to reducing term debt balance.

Deferred Tax Assets were recognised to match the value of tax attributable in FY21. Remaining un-booked tax losses (tax effected value) is \$1.5M.

As at 30 Sept 21 term debt was \$1.2M and net cash was \$2.2M.

Planned reduction in term debt to zero balance by 30 September 2022.



Hastings Terminal Expansion

Boosting Australia's Diesel Storage Program (BADSP)

Fuel Security Act 2021

No. 65, 2021

An Act to make arrangements in relation to fuel security, and for related purposes



The Hon Angus Taylor MP

Minister for Industry, Energy and Emissions Reduction

Expanding Australia's diesel storage to boost long-term fuel security

15 July 2021

The Morrison Government is investing up to \$260 million to expand Australia's diesel storage capacity as part of its commitment to boost long-term fuel security, create jobs and keep prices low.

Through the Boosting Australia's Diesel Storage program, the Government is backing ten projects across Australia that will support around 1,000 new jobs and a 40 per cent increase in Australia's diesel stockholdings.

BADSP Key Information

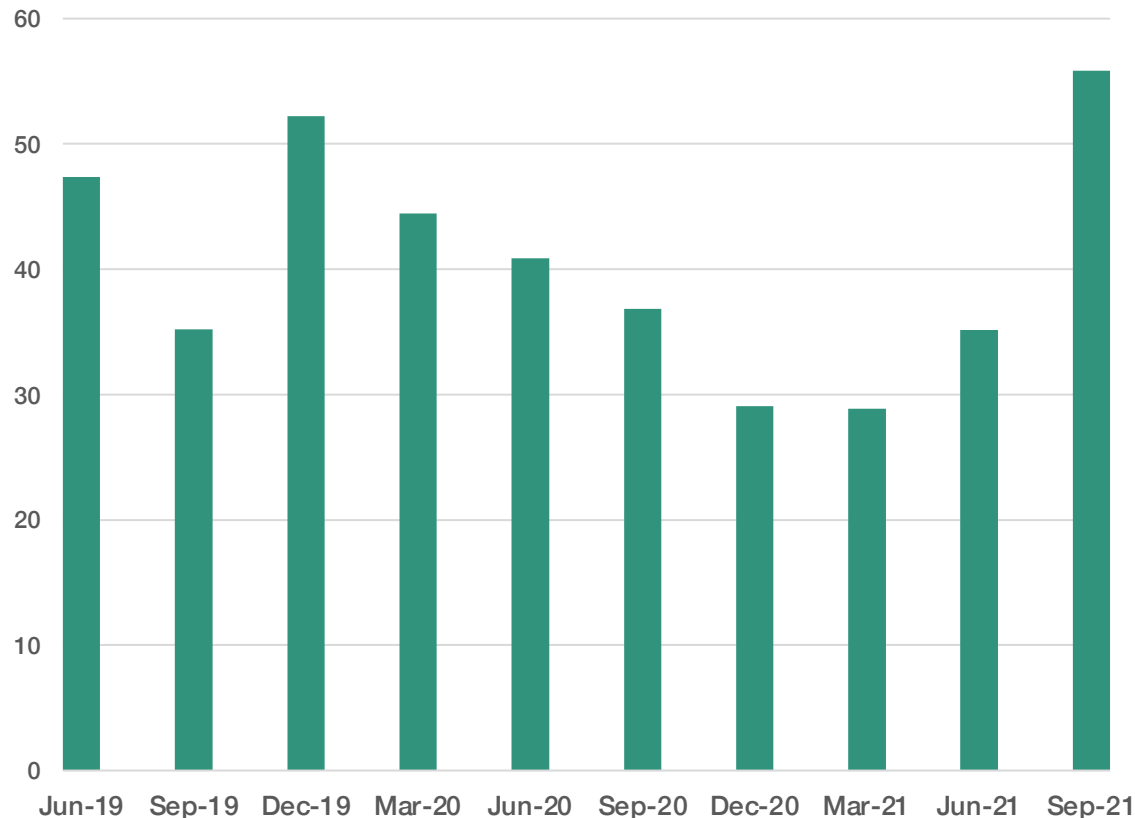
- The Boosting Australia's Diesel Storage Program (BADSP) will contribute to the government's long-term fuel security goal to increase our domestic fuel storage that meets our needs during an emergency and into the future.
- BADSP will provide up to \$260M in competitive grants over three years to 2023-24.
- BADSP will provide matched funding to industry to construct new diesel storage that will result in an estimated 780ML of additional diesel storage being kept onshore.
- The minimum grant amount is \$6M and the maximum grant is \$33.3M.
- Projects must be completed by 30 June 2024. The procurement process for contractors to construct grant funded projects has recently commenced.



Melbourne Water Bald Hill Tank

Q1 FY22 - Momentum returning to existing operations...

Contract Backlog



The Pipeline is Building

- Revenue backlog at 30 September 2021 was \$56M, up 52% on the same period last year and up 59% on 30 June 2021.
- Increased tender activity in all sectors since the transition to COVID normal.
- Brockman are well positioned to secure a share of \$100M of new tank construction projects expected to be awarded prior to 31 December 2021.
- Syfon tender activity increasing as pandemic restrictions ease. Recently secured The Light City project in Penang and a large multistorey office refurbishment in Australia with a combined value of \$4M.
- TSF Power recently renewed the NBN power systems maintenance contract for a multi-year term underpinning the national service agreement and TSF Power's recurring revenue.



The Light City, Penang

Leveraging expertise into new growth opportunities

EVZ is a leading provider of innovative engineering solutions

- Momentum returning to existing operations
- Significant upcoming industry contracts
- Increasing tender activity
- Skills and capabilities retained for growth
- New opportunities in energy transition
- Strengthening balance sheet

Organic growth

Leveraging capabilities to access new verticals

Acquisitions

Outlook opportunities

- Scale up existing operations to meet increasing demand for technical expertise and services
- Enhance offering in key segments
- Expand Syfon's geographic reach in new SE Asian markets
- Leverage the increasing opportunities in distributed power generation industry as it transitions to a zero-carbon future



Queens Wharf, Brisbane

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