



EVZ LIMITED

Investor Presentation

FY2023

28 August 2023

FY23 Results Summary



Year ended 30 June 2023	FY23	FY22
Revenue from ordinary activities	\$111,200,389	\$67,506,919
EBITDA	\$3,757,274	\$3,147,862
Profit before finance costs and income tax	\$1,616,113	\$1,398,629
Profit from ordinary activities before tax	\$1,425,835	\$1,005,326
Profit from ordinary activities after tax	\$1,446,276	\$894,680
Earnings per share (cents / share)	1.20	0.89
Net tangible assets per share (cents / share)	15.2	14.1

Revenue Growth

Revenue of \$111.2M in FY23, up 65% from FY22 reflecting the improved business conditions, new contract wins and a strong backlog.

Improving Earnings

NPAT was \$1.45M, up 62% from FY22. EBITDA was \$3.76M, up 19% from FY22, driven by higher revenue despite input cost inflation impact and incurring additional expenditure to augment the expansion of our business geographic footprint and workforce.

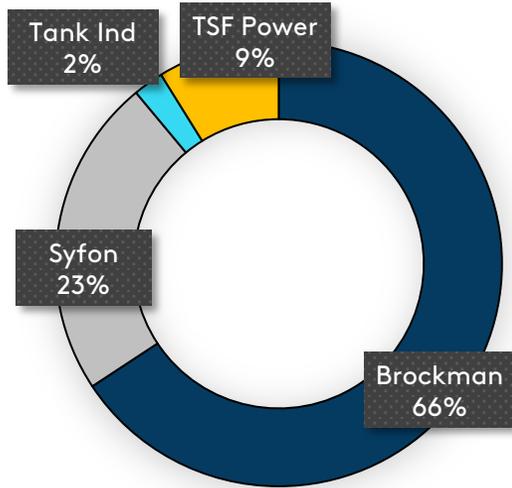
Stronger Balance Sheet

Positive operating cashflow that will support further growth through new contract wins and complimentary acquisitions. Net assets of \$30.4M, no debt and cash balance of \$9.3M at financial year close.

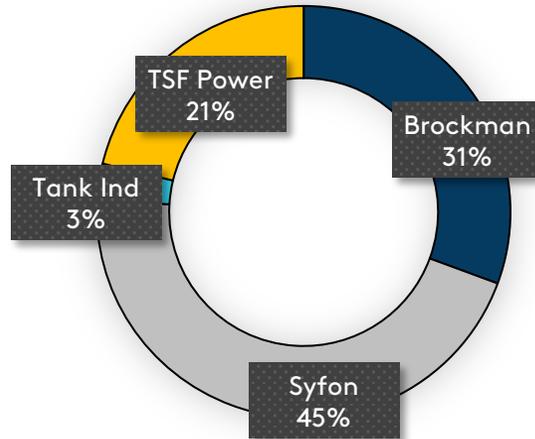
FY23 Results Snapshot



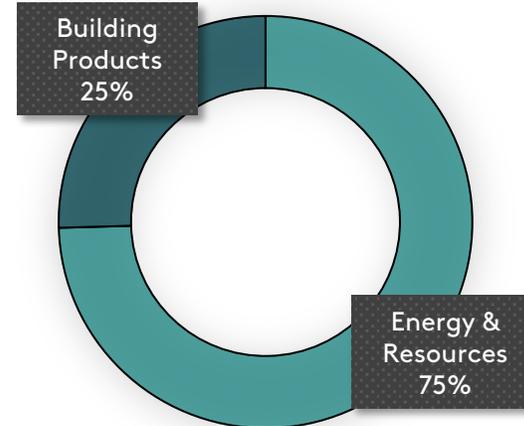
REVENUE DISTRIBUTION



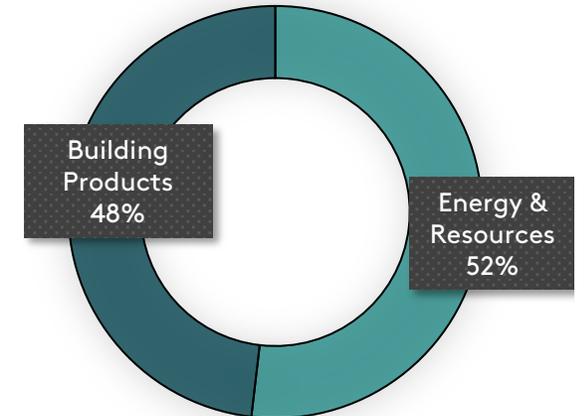
EBITDA SUBSIDIARY



REVENUE - INDUSTRY SECTOR



EBITDA - INDUSTRY SECTOR

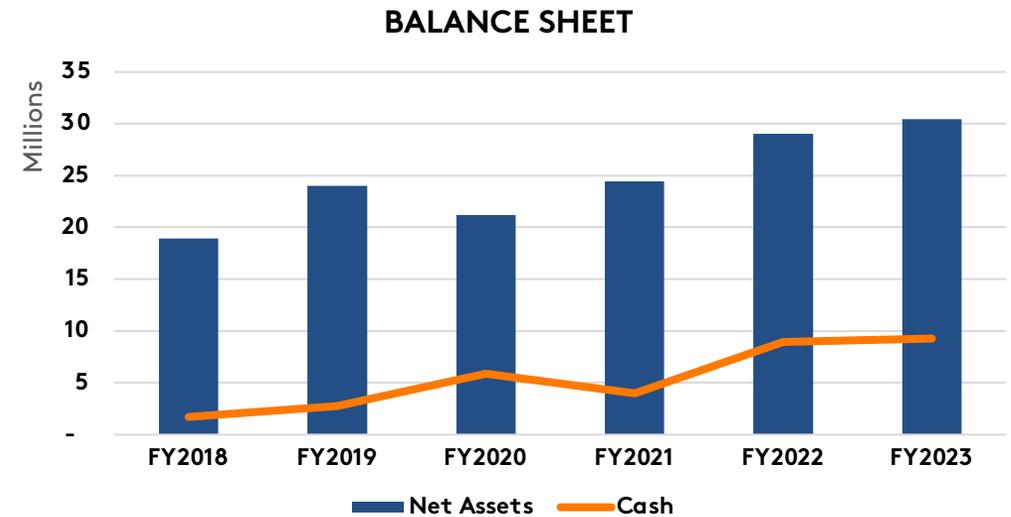
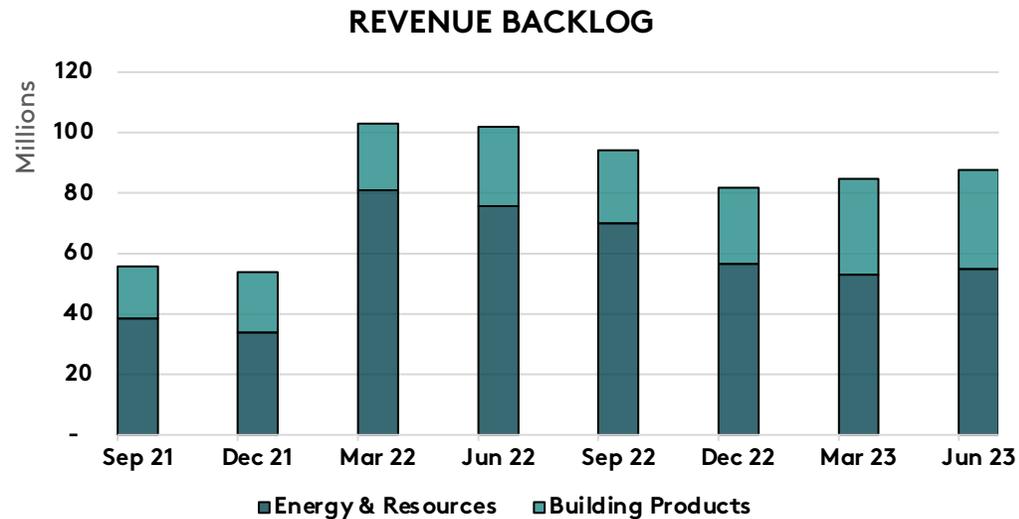


Revenue & Sales Growth

Revenue during the period grew by 65% driven by the post pandemic industry rebound and new investment in Australia's energy & resources sector which are expected to continue into FY24 and beyond. Investment to expand the business footprint and hire new skilled capability, coupled with the impact of temporary input cost inflation limited our ability to translate the revenue growth into profit growth. We expect the profit growth to be more in line with revenue growth in coming periods as we close out legacy fixed price contracts and commence new contracts at pricing rates suited to the current market.

Further revenue growth will be achieved in coming periods through a combination of geographic expansion and business evolution in the Energy & Resources sector and the Building Products sector in conjunction with selected acquisitions.

Contract Pipeline



Contract Pipeline Growth

EVZ currently has more than \$85M of contract revenue backlog providing strong revenue conversion into FY24 and beyond. Revenue backlog in our Building Products division is at record levels supporting ongoing growth in our domestic markets. The outlook in the Building Products sector is for further sales growth in FY24 in Australia and in the ASEAN economies.

New investment in Australia's Energy & Resources sectors is currently high and is growing consistently as the economy transitions its energy generation sources to achieve net carbon zero. The evolution of clean and renewable energy generation will continue to provide opportunities for business growth. Overall market demand for our services is increasing steadily and we expect this to continue as we focus our business on serving industry sectors.

Health & Safety is a key cultural value



SAFETY PERFORMANCE 2019 - 2023



EVZ has a direct workforce of more than 400 highly skilled engineers, technicians, and tradespersons.

The safety of every person that interfaces with EVZ is in foremost in everything we do, how we plan, think, and act.

Our goal is the pursuit of zero incidents and zero harm. At EVZ safety is by choice, not by chance, we strive to embed these cultural markers in every person in our growing team.

We are more than simple compliance; every day we ensure we strive to deliver our projects and work tasks safely.



Energy & Resources

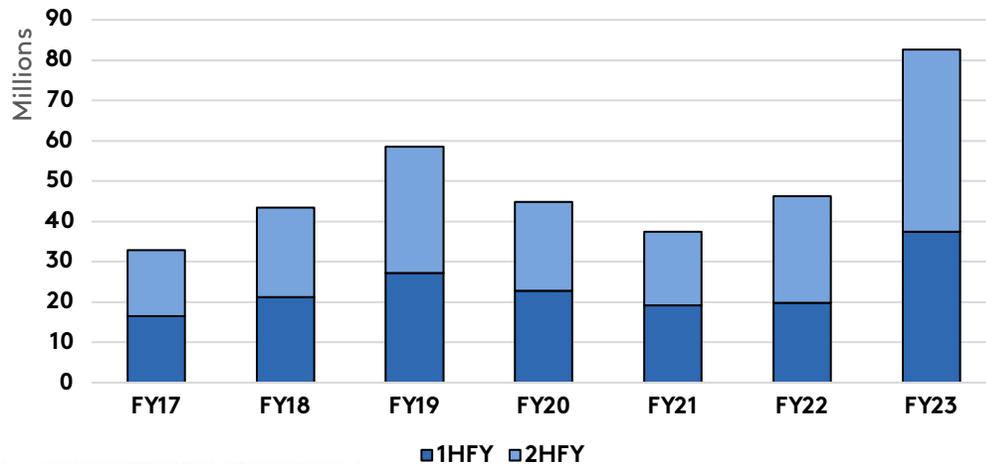


Energy & Resources Division

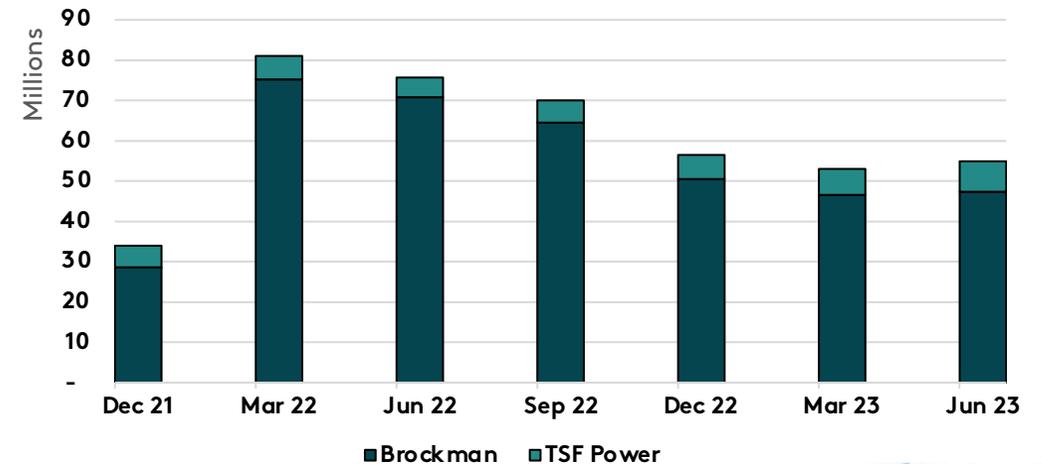
Our Energy & Resources division comprises the businesses of Brockman Engineering & TSF Power leading the way to form a group of technical services specialists in the energy, water, mining and natural resources sectors. These sectors will feature strongly in Australia's economy in coming decades as Australia maximises the use of our abundant natural resources and accelerates the energy generation transition to achieve net carbon zero. Urban expansion of our cities is also bringing forward new water infrastructure projects that are becoming more frequent in our diversified project portfolio.

Revenue growth in this division has been strong in FY23 and is expected to continue growing in coming periods. Investment in growing the business geographical footprint and expanding our skilled capability coupled with the impact of temporary cost input inflation limited our ability to translate the revenue growth into profit growth. We expect the profit growth to improve and be in line with revenue growth in coming periods. We plan to expand our service offering to new segments and adjacencies through organic and acquisitive means as our energy and resources strategic plan evolves.

REVENUE - ENERGY & RESOURCES



REVENUE BACKLOG - ENERGY & RESOURCES



Energy & Resources: Case Study



VIVA ENERGY – STRATEGIC STORAGE PROJECT

Brockman Engineering is providing innovative design and construction solutions to deliver the Viva Energy Strategic Storage project augmenting the diesel fuel storage capacity at the Geelong refinery. The project includes three thirty-five megalitre fuel storage tanks with aluminium geodesic dome roofs, civil works to prepare the site and construct the bund walls, integrating pipework and electrical supply connections. The project will be complete in mid 2024.

Building Products

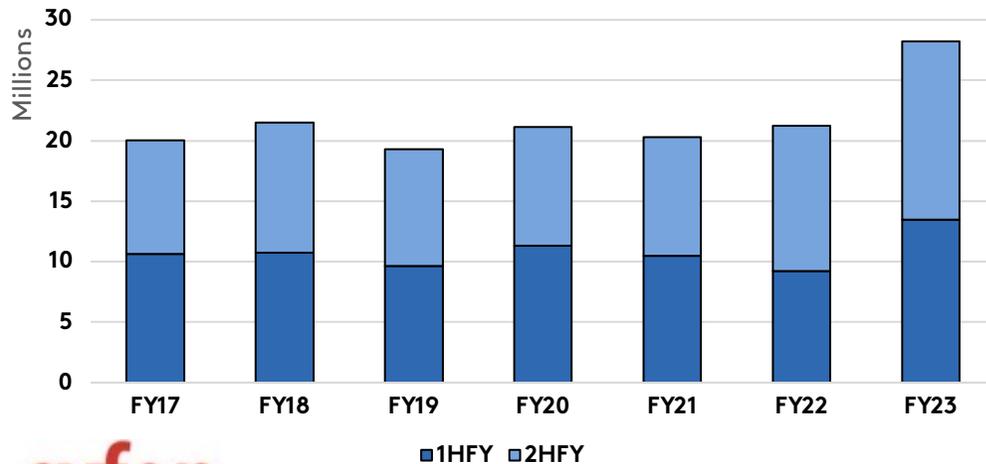


Building Products Division

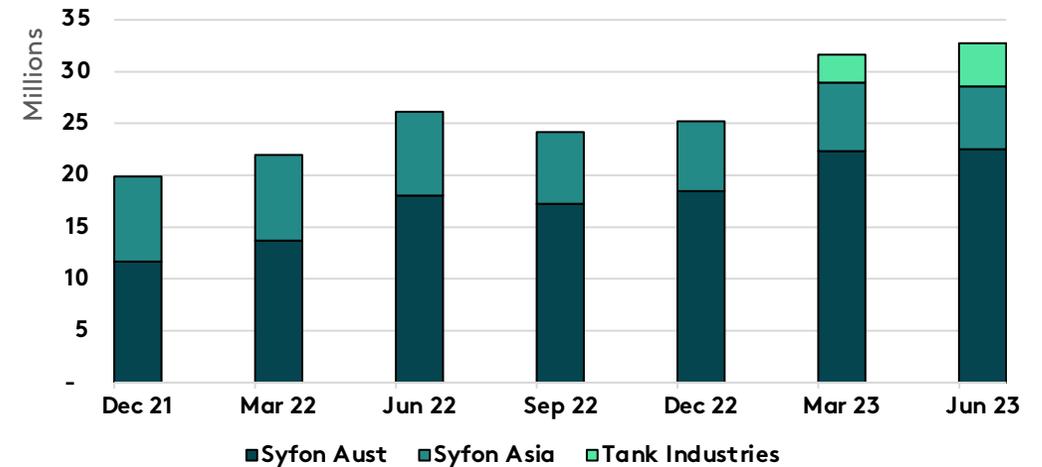
Our Building Products division comprises the businesses of Syfon Systems Australia, Syfon Systems Asia & Tank Industries to create a group of water industry product technical specialists supplying the built and social infrastructure sectors. The building construction sector will continue to feature strongly as part of the economic development landscape as new cities and enhanced existing urban communities evolve to match population growth in the Australian and ASEAN region. Our building products business is exposed to the regions fastest growing economies specialising in managing and conserving the precious water resources.

Revenue growth in this division has been strong in FY23 and is expected to continue growing in coming periods. Investment in growing the business geographical footprint into Indonesia and expanding our product range with acquisition of Tank Industries has delivered best in class contribution margins and cashflow. We plan to continue the expansion of our service offering to new segments and adjacencies through organic and acquisitive means as the strategic plan for this division evolves.

REVENUE - BUILDING PRODUCTS



REVENUE BACKLOG - BUILDING PRODUCTS



Building Products: Case Study



NEW FOOTSCRAY HOSPITAL, MELBOURNE

Syfon Systems and Tank Industries are providing innovative stormwater management solutions and water storage tanks to the new Footscray Hospital development project in Melbourne, Australia. Syfon is designing and constructing the rainwater catchment and siphonic drainage systems to protect the building from water ingress enabling continuous use of these critical care facilities. Tank Industries has designed and manufactured the water storage tanks to the needs of the client.

EVZ Limited: Company Directory



EVZ LOCATIONS

EVZ Head Office

Melbourne, VIC

TSF Power

Glendenning, NSW

Norlane, VIC

Tingalpa, QLD

Forrestdale, WA

Brockman Engineering

Norlane, VIC

Glendenning, NSW

Syfon Systems

Huntingdale, VIC

Glendenning, NSW

Meadowbrook, QLD

Kuala Lumpur, Malaysia

Ho Chi Minh City, Vietnam

Jakarta, Indonesia

Tank Industries

Dingley Village, VIC

www.evz.com.au

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