



EVZ LIMITED

Investor Presentation

1HFY2024

19 February 2024

1HFY24 Results Summary



Half Year ended 31 December 2023	1HFY24	1HFY23
Revenue from ordinary activities	\$59,498,038	\$49,030,092
EBITDA	\$2,761,747	\$2,076,698
Profit before finance costs and income tax	\$1,541,927	\$970,043
Profit from ordinary activities before tax	\$1,301,916	\$847,895
Profit from ordinary activities after tax	\$1,357,339	\$836,385
Earnings per share (cents/share)	1.12	0.70
Net tangible assets per share (cents/share)	16.4	14.8

Revenue Growth

Revenue of \$59.5M in 1HFY24, up 21% from 1HFY23 reflecting the improved business conditions, delivering of new contract wins and a strong backlog.

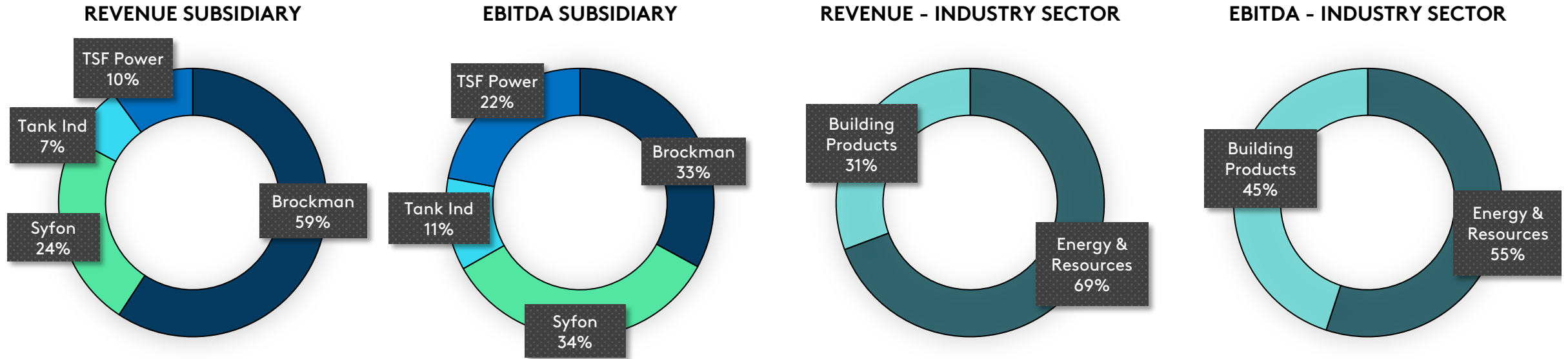
Improving Earnings

NPAT was \$1.36M, up 62% and EBITDA was \$2.76M, up 33% from 1HFY23, driven by increased revenue and improving margins on current contracts.

Stronger Balance Sheet

Positive operating cashflow that will support further growth through new contact wins and complimentary acquisitions. Net assets of \$31.9M, no debt and cash balance of \$10.4M at financial close.

1HFY24 Results Snapshot

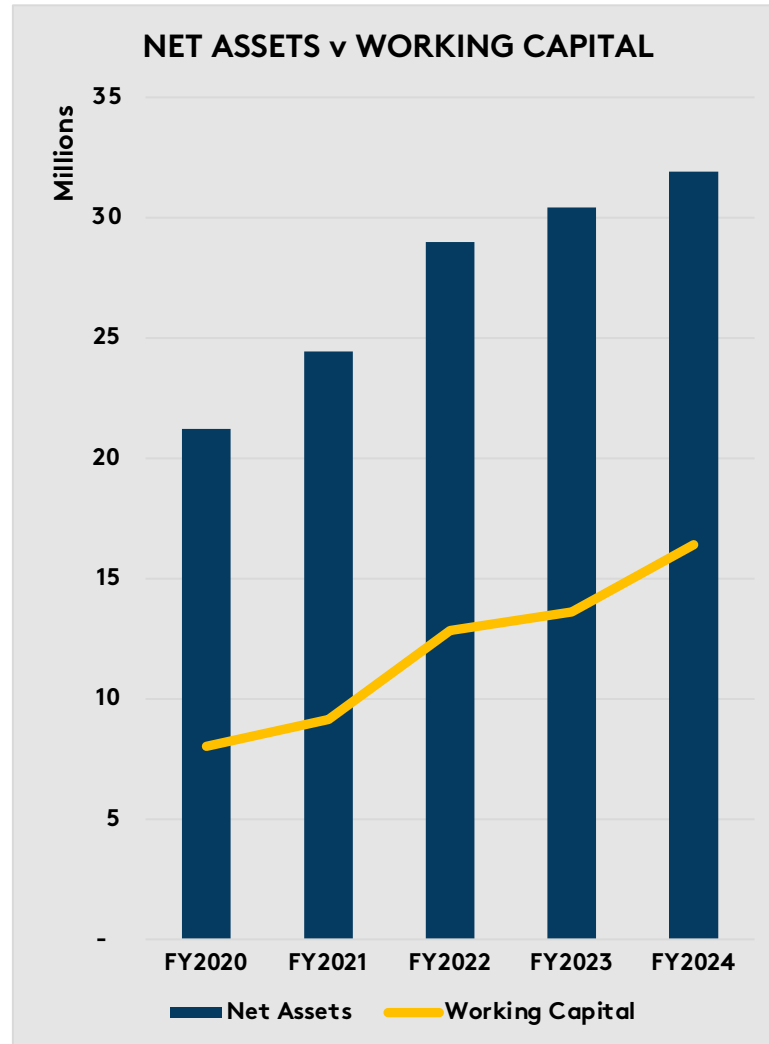
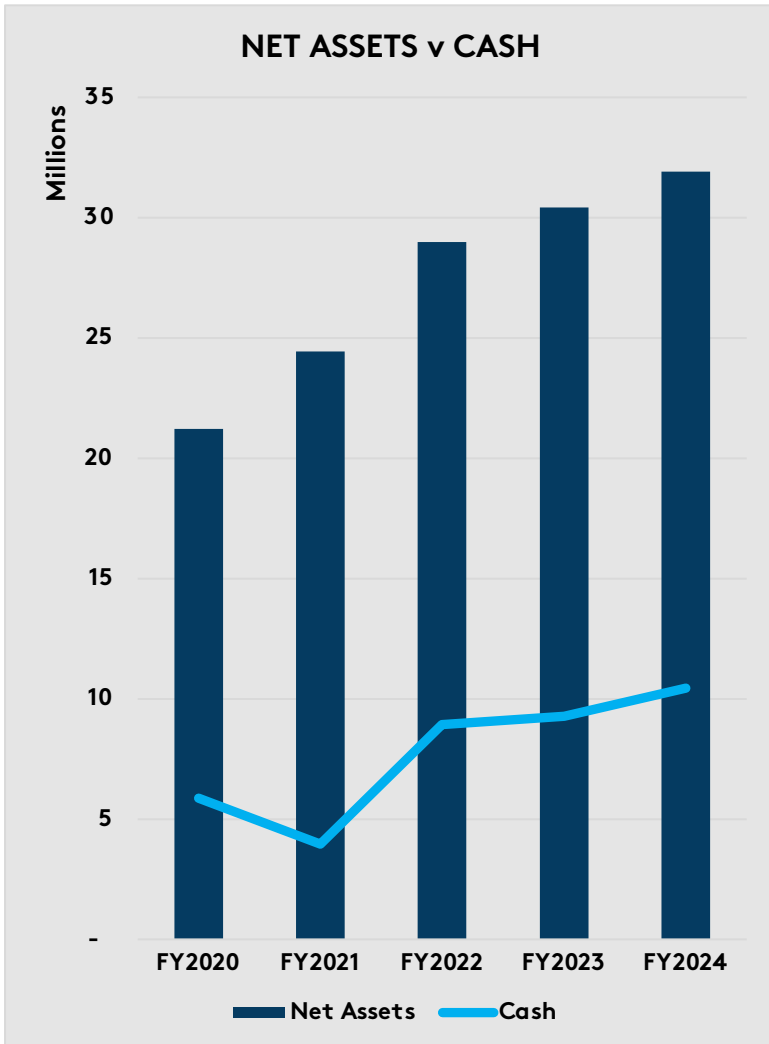


Revenue & Sales Growth

Revenue during the period grew by 22% driven by improved business conditions including new investment in Australia's energy & resources sector which are expected to continue into FY25 and beyond. Investment to expand the business footprint and hire new skilled capability, has started to translate into revenue and profit growth. We expect the profit margin growth to continue to improve and grow as revenue growth is maintained in coming periods.

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 complimentary acquisitions.

Balance Sheet & Cashflow



Balance Sheet

The progressive improvement in the balance sheet and working capital gives EVZ the capacity to pursue larger projects and fund further new acquisitions as the roll out of our strategic plan is implemented.

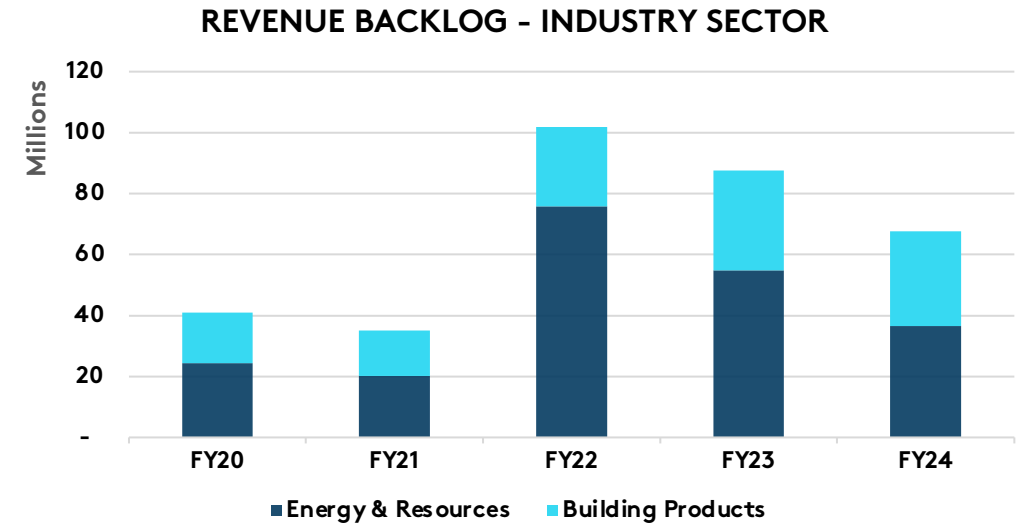
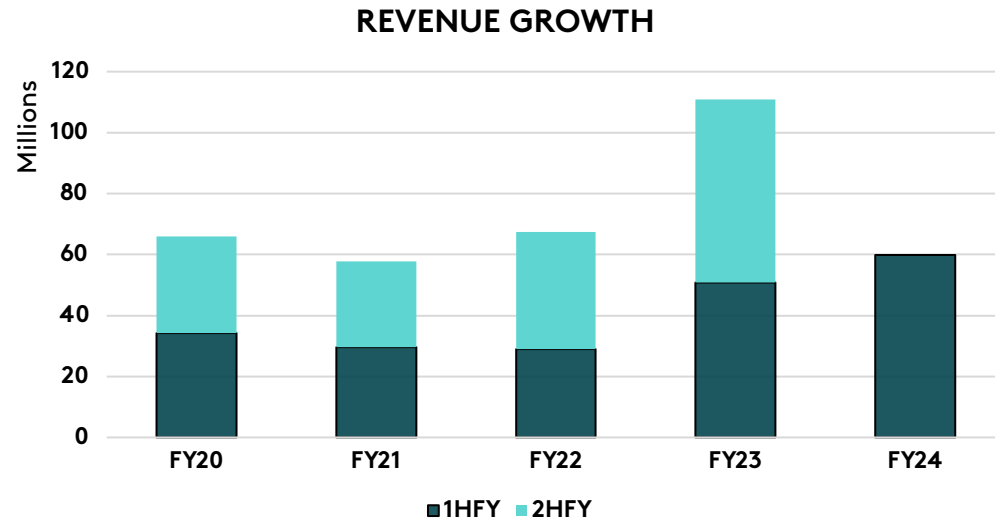
The group has capacity available for project security bonding through a bank guarantee facility of \$7M. The total deferred tax assets available are \$3.2M (tax affected), provided as \$2.7M on the balance sheet and \$0.5M off the balance sheet.

NTA increased to 16.4c/share.

Operating Cashflow

Net positive operating cashflow of \$1.2M was recorded for the first half driven by retention of our profits and management of our working capital base.

Revenue & Contract Pipeline



Contract Pipeline Growth

EVZ currently has more than \$65M of contract revenue backlog providing strong revenue conversion into FY25 and beyond. We forecast backlog to grow from this level as there are numerous current contract opportunities where we have been selected as the preferred provider.

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.

Energy & Resources

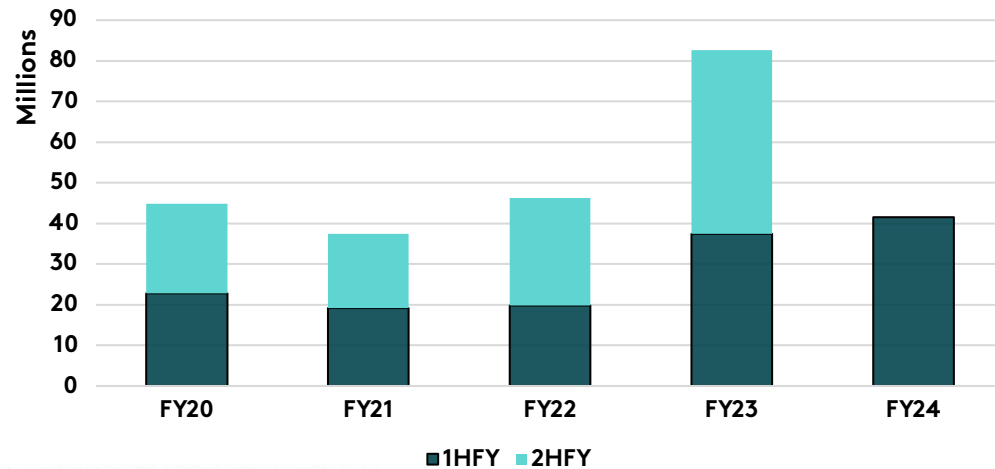


Energy & Resources Division

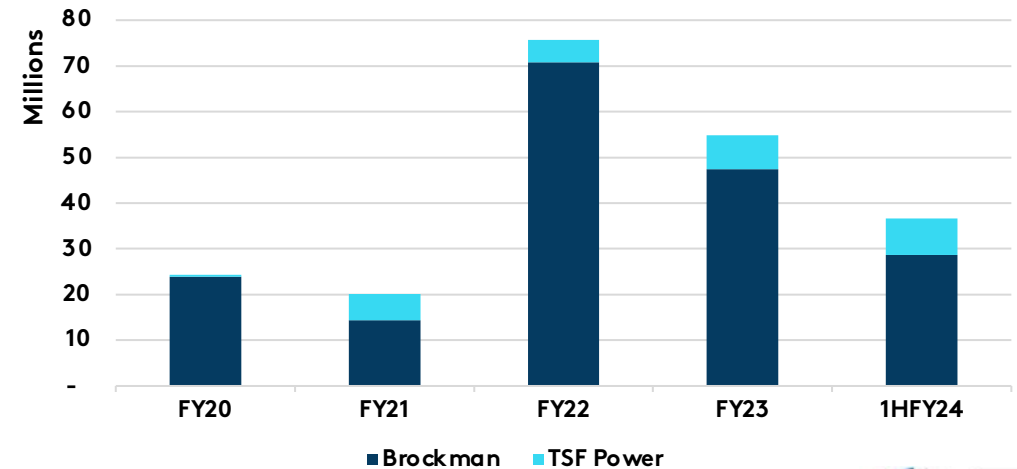
Our Energy & Resources division comprises the businesses of Brockman Engineering & TSF Power leading the way to form a group of technical services specialists in the energy, water, mining and natural resources sectors. These sectors will feature strongly in Australia's economy in coming decades as Australia 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.

The group has seen revenue growth in the 1HFY24 and is expected to continue growing in coming periods. Investment in expanding the business geographical footprint and improving our skilled capability coupled will evolve our growing market share in future periods. We expect profit growth to continue 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

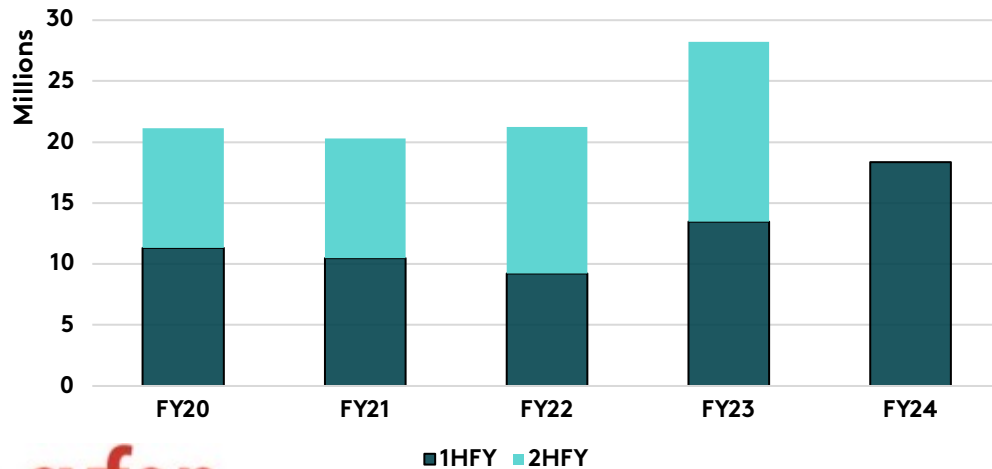


Building Products Division

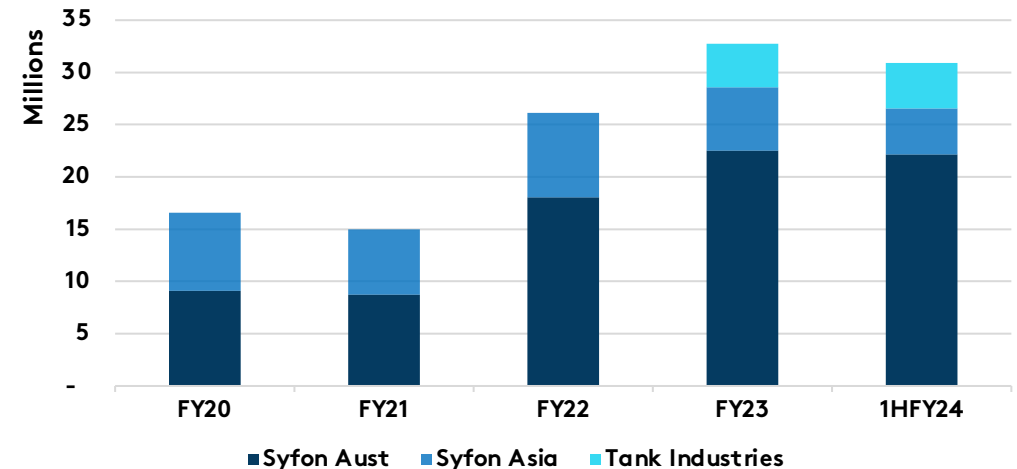
Our Building Products division comprises the businesses of Syfon Systems Australia, Syfon Systems Asia & Tank Industries to create a group of water industry product technical specialists supplying the built and social infrastructure sectors. The building construction sector will continue to feature strongly 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 water resources.

Revenue growth in this division has been strong in 1HFY24 and is expected to continue growing in coming periods. Investment in expanding the business geographical footprint into Indonesia and expanding our product range with acquisition of Tank Industries has delivered good 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



TUN RAZAK EXCHANGE, KUALA LUMPUR

Syfon Systems have provided innovative stormwater management solutions to the mega development of Tun Razak Exchange (TRX) in Kuala Lumpur, Malaysia. Our team secured this project in 2018 and has worked closely with Lend Lease and WCT to deliver this urban renewal project. Syfon designed and constructed the rainwater catchment and siphonic drainage systems to protect the building from water ingress during the seasonal tropical rainstorms. The project has recently been completed.



EVZ Limited: Company Directory



EVZ LOCATIONS

EVZ Head Office

Melbourne, VIC

TSF Power

Glendenning, NSW

Norlane, VIC

Wakerley, QLD

Forrestdale, WA

Brockman Engineering

Norlane, VIC

Glendenning, NSW

Syfon Systems

Dandenong South, VIC

Chipping Norton, NSW

Meadowbrook, QLD

Kuala Lumpur, Malaysia

Ho Chi Minh City, Vietnam

Jakarta, Indonesia

Tank Industries

Dandenong South, VIC

www.evz.com.au

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