

# DXN LIMITED

29 November 2024



2024 AGM PRESENTATION



# An Australian based prefabricated modular data centre manufacturer and operator of Edge data centers



Designing, engineering, manufacturing, maintaining and operating data centers



## **Modular Division**

Designs, engineers, manufactures, and deploys Edge\* facilities across Asia Pacific



## **Data Center Operations**

Own, operates and maintains critical data centre infrastructure in Darwin and Hobart with a 75 rack and 35 rack facility, respectively

\* Edge refers to bringing computation and data storage closer to the location where it is needed, minimizing latency.

# FY24 Financial Highlights



## Revenue

**\$10.8m**

**↑ 64%**

(FY23: \$6.58m)

## EBITDA

**\$0.6m**

**↑ 112%**

(FY23: \$(4.9)m)

## Underlying EBITDA\*

**\$1.2m**

**↑ 124%**

(FY23: \$(4.9)m)

## Operating cashflow 2H24

**\$1.3m**

**↑ 44%**

(1H24: \$(0.9)m)

## Cash position

**\$2.98m**

**↑ 135%**

(FY23: \$1.3m)

\* EBITDA (underlying) excludes net interest, share issue, and non-cash LTIP costs for former KMPs, depreciation and amortisation, asset impairment and restructuring costs for Sydney data centre.

# Leader in Modular Data Centres



## The Advantage

- ✓ In the fast-paced evolving digital world, modular data centres offers customers a relatively lower investment alternative which is flexible and scalable.
- ✓ Modular data centres can be located where the end user requires them reducing lag and increasing anonymity.
- ✓ Quicker to manufacture than traditional bricks and mortar data centres.
- ✓ Avoiding concentration of heat and strain on grid associated with centralised data centres.



## The DXN Approach

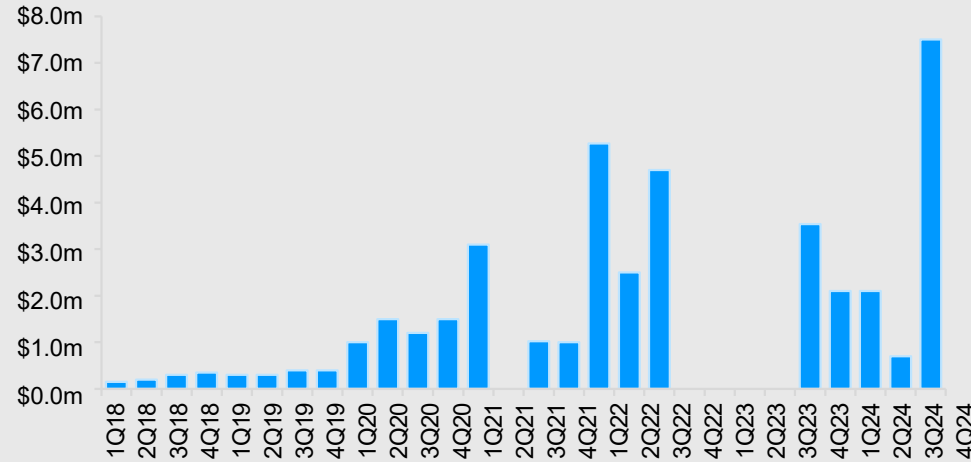
- ✓ Demonstratable track record of supporting mission-critical environments through reliable and stable solutions and delivering high-quality digital infrastructure that meets the changing and growing demands of the industry.
- ✓ Customising to meet specific client requirements and, manufacturing indoors in controlled environment.
- ✓ The team comprising experienced specialist engineers and data centre operators designing, manufacturing and deploying modular data centres.



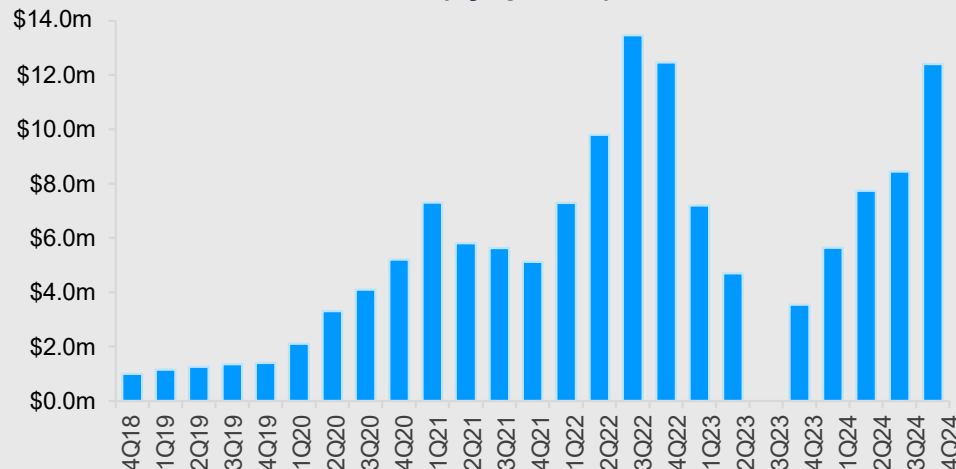
# Successful deployment of Modular data centres continued in FY24

- \$12.4m module orders won, a 202% improvement (FY23: \$4.1m)
- FY24 revenue of \$8.2m , 110% increase on pcg
- FY24 EBITDA \$2.4m
- Ongoing track record of successful deployments with 21 modules delivered in FY24
- Since FY21, DXN has successfully deployed over 80 prefabricated modular data centres (PMDC) globally
- Continued growth, fuelled by both domestic and international demand of scalable, efficient, and cost- effective data centre solutions
- Work in hand from FY24 going into FY25 totals \$8.9m, whilst another \$1.5m in new orders already contracted in FY25
- With the exit of the Flow contract DXN is now able to sell directly globally and is no longer just restricted to sales in Asia Pacific

New Orders (by quarter)



New Orders – accumulated rolling 12mths (by quarter)



# Optimising operations, to grow sales across Edge data centres

- FY24 revenue for Darwin and Hobart was \$2.5m with EBITDA of \$1.3m
- Over \$2m in recurring annual revenue from Hobart and Darwin data centres
- Exited the Sydney data centre site, unlocking \$1.4m annual saving per annum, over the remaining nine years achieved from exit from Sydney data centre lease
- The customers in these data centres are telcos, subsea operators, government and enterprise clients, operating on long term contracts.
- Focused on optimising operations and growing sales in Hobart and Darwin
- Growth opportunities exist with subsea cable operators



# Momentum continues into FY25

## FY25 revenue guidance \$16.0m

- Contracted projects won in FY24 and expected to commence in FY25 total \$8.9m
- Over \$1.5m in orders already contracted in FY25 YTD
- Improving financial position by reducing Pure debt, lowering interest expenses, and enhancing our balance sheet
- Upgrading Darwin property infrastructure, with enhancements aimed at expanding our service offerings and customer base
- Ongoing data centre demand expected



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