# **Results Presentation**

Financial Year 2021 - 2022





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## Who We Are

SSH Group Ltd is an Australian-listed Company that operates businesses working with the construction, resources, and civil market sectors within Australia.

Through these businesses, we are committed to improving outcomes for Australian projects and communities.

## Our Size

Workforce

## **Hire Fleet**

## **Operating Brands**

## **Clients Engaged**

SSH Group Limited ABN 79 140 110 130

Bisley



4

170+

175+



We build and acquire quality businesses within growth markets that demonstrate scalability and the strong potential for high return on investment.



SAFETY







### SSH Safety

SSH Safety provides safety, security, and risk management services.

### **Bridge Resources**

Bridge Resources delivers staff resourcing and recruitment services.

### Tru Fleet

Tru Fleet delivers fleet hire of mine-specification and civil-specification lightvehicles

### KMH

Karratha Machinery Hire delivers dry-hire of civil and earthmoving equipment.

FY22 Financial Highlights

## **Proforma Revenue<sup>1</sup>** \$102m

## **Proforma EBITDA<sup>1</sup>** \$5.66m

## Cashflow Positive

SSH Group Limited ABN 79 140 110 130

## **Company Assets** \$39.8m

## **Cash Receipts** \$106m

Cash on Hand \$5.35m

Equity Strong

<sup>1</sup>FY22 SSH Group proforma financial accounts include the full-year impact of the KMH acquisition.













## FY22 Operational Highlights

Group Limited ABN 79 140 110 13 SSH

# SSH



(3)

SSH

# Hire Fleet 170+

# Workforce 900+





# **Clients Serviced** 175+

# **Field-Based Hrs** 1.75m+

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## FY22 Business Highlights

## **ASX Listing**

SSH Group Ltd (SSH) was admitted to the Official List of **Australian Securities Exchange** Limited (ASX) on Friday, 17 Sept 2021.





SSH Group Limited ABN 79 140 110 130

## **KMH Acquisition**

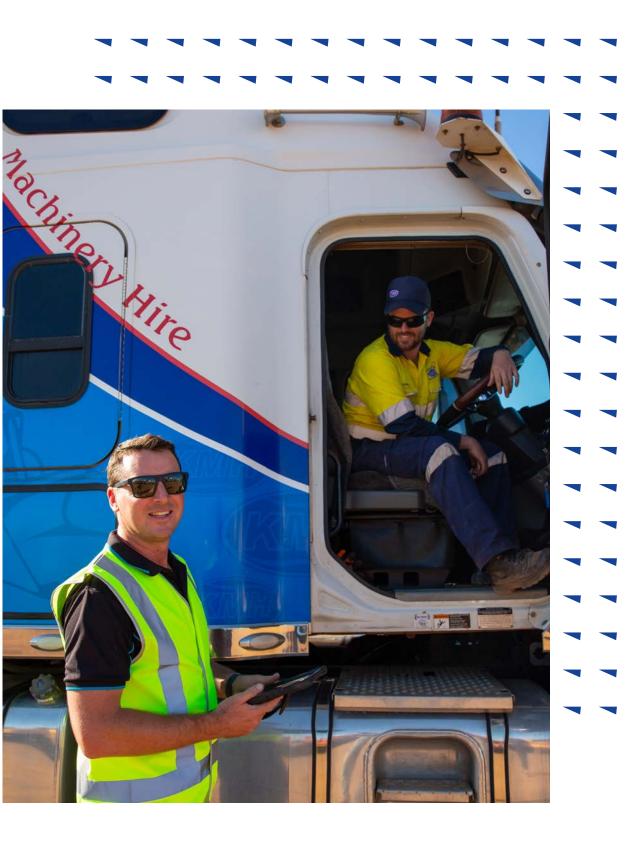
The acquisition of **Karratha Machinery** Hire (KMH) was announced in

April 2022 and was completed on 11 May 2022



### **Brands Introduced to Group**







As part of the IPO, acquisition of the Site Services **Holdings Group** (SSHG) was completed on 9 Sept 2021.







## **SSHG Acquisition**



## Community, Culture, and Reconciliation

### Community

Across our Group we bring employees together through initiatives designed to increase workforce engagement and knowledge. These initiatives help to foster future discussions, encourage further outreach, and focus on awareness and engagement in:

- Community
- Workforce Culture
- Environment
- Mental Health

We also support many local events, charitable groups, and welfare organisations:

- National Reconciliation Week
- The Push Up Challenge
- Red Cross Donor Day
- Karratha Speedway
- Harmony Day
- RSPCA, Vinnies, etc.





Culture Our World Worker Footprint shows countries of origin of our diverse workforce.







### Reconciliation

SSH Group has received initial endorsement of its inaugural Reconciliation Action Plan, joining many organisations in making a formal commitment to reconciliation The Reflect RAP lays the foundations for future Plans and reconciliation initiatives, enabling SSH Group to deepen our **RECONCILIATION** ACTION PLAN



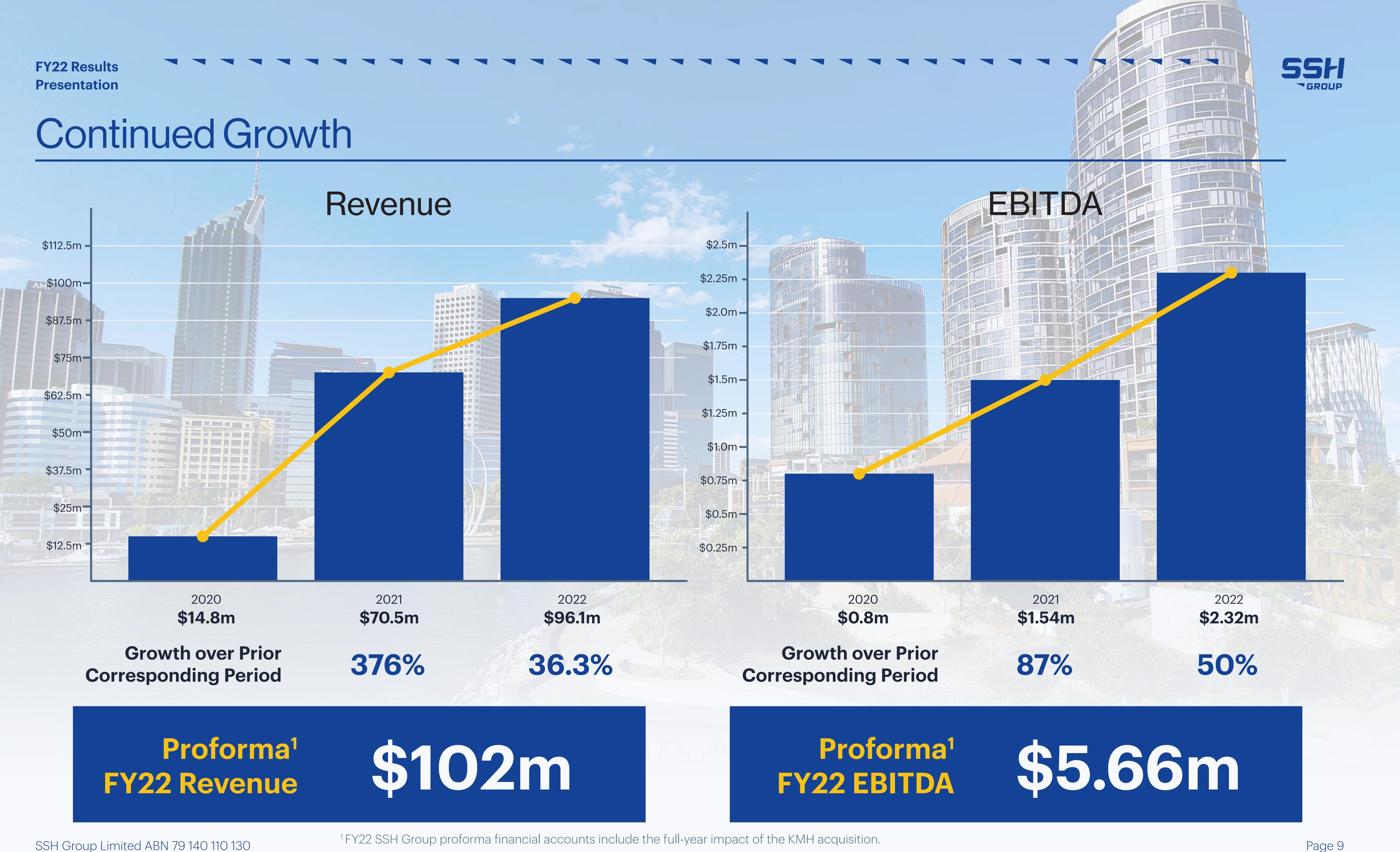




### SERVICE



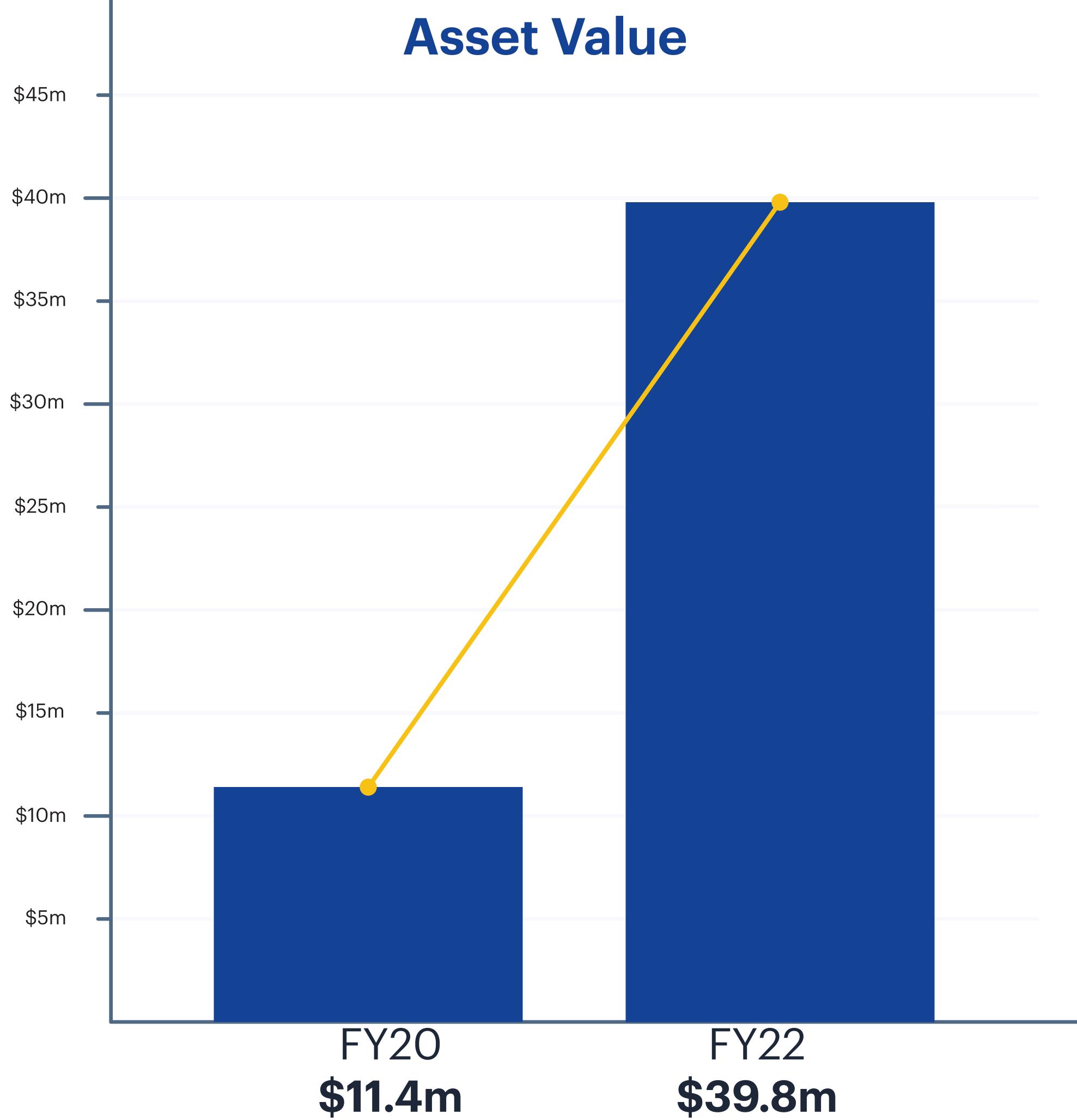






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## Company Assets



SSH Group Limited ABN 79 140 110 130





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# Growth Outlook





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## Acquisition and Organic Growth

## Safety Industry<sup>1</sup>

### \$11.0bn National Revenue 86.2% Industry Segmentation

**Current services aligned with** 26.8% (\$2.95bn) of market

## Personnel Industry<sup>2</sup>

\$34bn National Revenue 94.5% Industry Segmentation

### **Current services aligned with** 69.6% (\$23.7bn) of market

<sup>1</sup> Australia Industry (ANZSIC) Report O7712 / Public Administration and Safety - Investigation and Security Services in Australia - April 2022. <sup>2</sup> Australia Industry (ANZSIC) Report N7212 / Administrative and Support Services - Temporary Staff Services in Australia - March 2022.

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# DDDDI **Combined National Industry Revenue \$28.86**

# **Potential National Market Exposure**

## Equipment Hire Industry<sup>3</sup>

\$8.5bn National Revenue 88.5% Industry Segmentation

\$2.5bn National Revenue 72.8% Industry Segmentation

<sup>3</sup> Australia Industry (ANZSIC) Report O7712 / Public Administration and Safety - Investigation and Security Services in Australia - April 2022. <sup>4</sup> Australia Industry (ANZSIC) Report N7212 / Administrative and Support Services - Temporary Staff Services in Australia - March 2022.



**Current services aligned with** 20.9% (\$1.8bn) of market

## Vehicle Hire Industry<sup>4</sup>

### **Current services aligned with** 14% (\$350m) of market

## Environmental, Social, and Governance

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### GOVERNANCE

Risk mitigation Shareholder activism Anti-bribery, corruption Accountability Board
 independence,
 diversity
 Decision-making
 Leadership

### ENVIRONMENT

- Biodiversity loss
  Climate change
- Renewable energy
- Green building
- Deforestation
- Native title Pollution
- Reduced waste

### SOCIAL

Diversity, inclu

- race, gender
- slavery
- Supply chains
- Bullying, harassment
- First Nations people, cult
- Health and safety
- Data privacy

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SSH Group has commenced formalising our ESG goals and establishing appropriate reporting against KPI's. Our approach to sustainable purpose forms the basis of our decisions by focusing on business ethics and compliance, people and culture and community involvement

At the core of this approach is strong governance and a robust risk management framework. This framework is supported by procedures and systems to ensure high levels of personal and professional integrity. We will not enter into, or maintain, relationships with parties engaged in illegal activities or other activities which go against our values.

Our primary cultural objectives are fostering openness and respect, striving to work as one team, and investing in our people by creating and maintaining a safe and healthy working environment.

We work towards achieving a diverse workforce, recruiting, employing and promoting people only on the basis of objective criteria and the qualifications and abilities needed for the job to be performed.

We lead by example and encourage our people to give something back to local communities, supporting community initiatives for health, education and the environment.

Our internal initiatives local communities and those in need, promote mental health awareness and education, and support our environment and reduce our environmental impact.



## Investment Case

### Market Cap



## **Cash-Backed Securities**

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### Shares



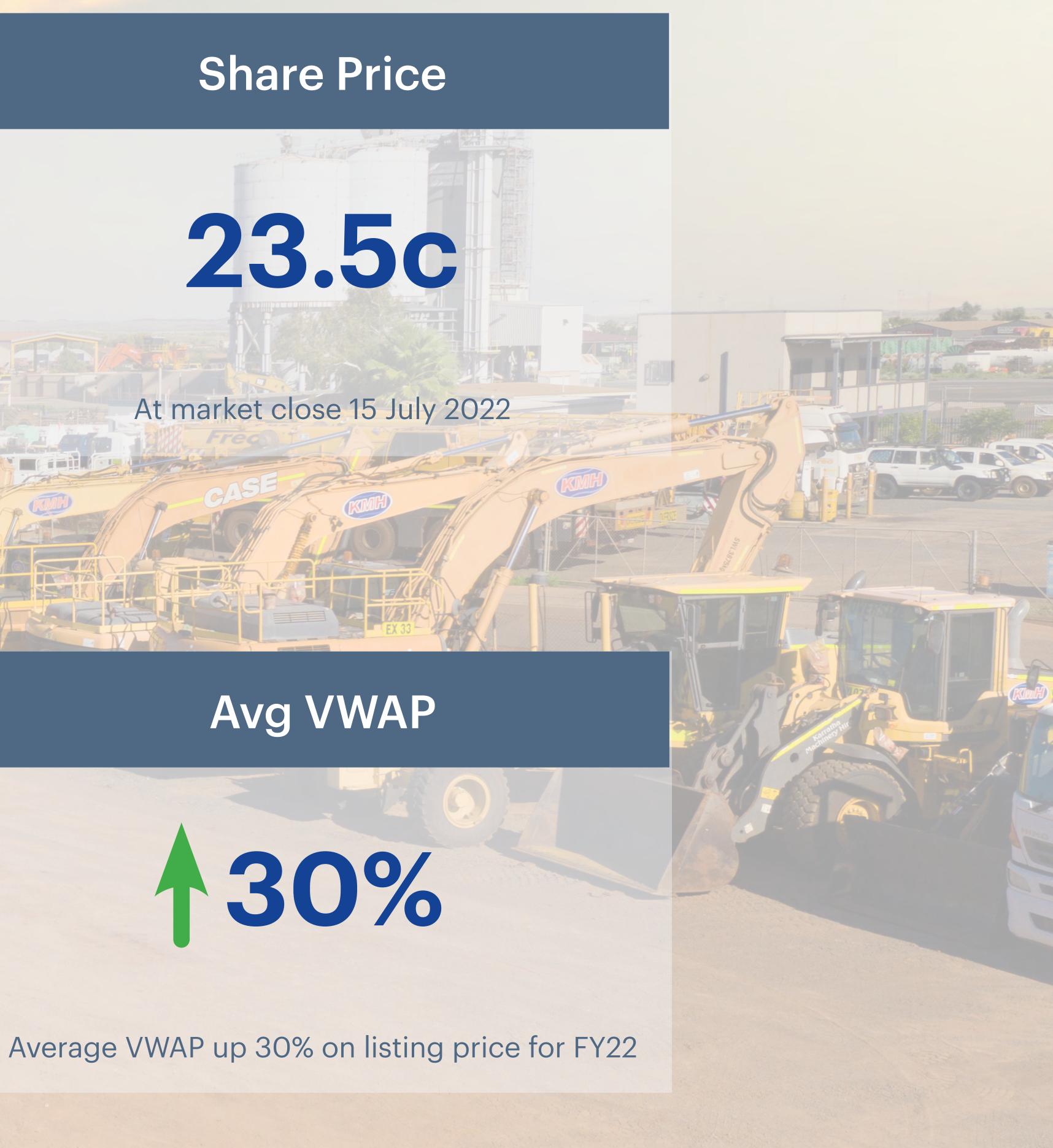
Per share at the end of FY22





Total equity at the end of FY22







## **Board and Executive Team**





# **Content of Stefan Finney**

**Chief Operating Officer** and Executive Director

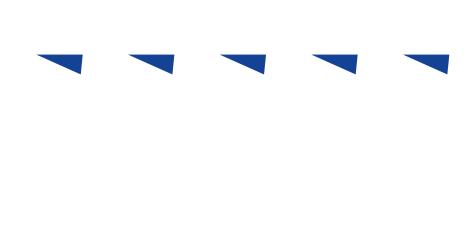




### Daniel Cowley-Cooper **Chief Executive Officer** and Managing Director

### **C** Matthew Thomson **Chief Financial Officer**







**Call Matthew Foy Company Secretary** 

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SSH Group Ltd ACN 140 110 130

Suite 8a **Kewdale Central 137 Kewdale Road KEWDALE WA 6105** 

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