



*A trusted, leading provider of spatial data services*

# 1H FY24 Results

Presented by:

**Michael Shirley, Managing Director & CEO**

**Steve Harding, CFO**

26 February 2024



As we are located across 15 offices and perform our services at many locations, we acknowledge Aboriginal and Torres Strait Islander peoples as the traditional owners and custodians of this land and the places on which we live and work.

We respect and honour Aboriginal and Torres Strait Islander Elders past, present and future. We acknowledge the stories, traditions and living cultures of Aboriginal and Torres Strait Islander peoples on this land and commit to building a brighter future together.



# Veris – a trusted, leading provider of spatial data services

## Company Profile



**500+**  
People



**15**  
Offices  
across  
Australia

## Industries

Infrastructure



Mining



Defence



Property



Utilities



Government



## Our Services

**DIGITAL &  
SPATIAL**

3D scanning, data capture, hosting storage, management, modelling, visualisation, and analysis.

**ENGINEERING  
SURVEY**

Civil construction and engineering survey solutions for major infrastructure.

**PROPERTY  
SURVEY**

Land surveying, cadastral, and consulting solutions.

**PLANNING &  
URBAN DESIGN**

Due diligence, strategic planning, master planning, place-making, and planning approvals.



WumaraGroup

**49% interest in**  
Indigenous owned  
Wumara Group

# 1H FY24 Overview

## Delivering on strategic priorities

**Proactive strategy and management amidst economic uncertainty**



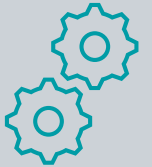
**Demonstrated, clear progress against Digital Strategy**



**Prudent capital management providing stability and flexibility**



**Consolidating performance and profit whilst driving efficiencies**



**Continued shift from small projects to higher margin work with key clients**



**Actively pursuing M&A opportunities**



**Future proofing the business with aligned Digital skill sets**

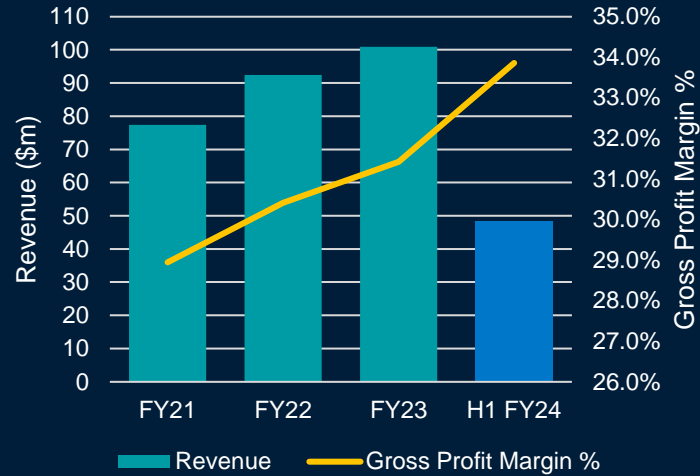


**Strong order book with a secured workload in excess of \$60m**

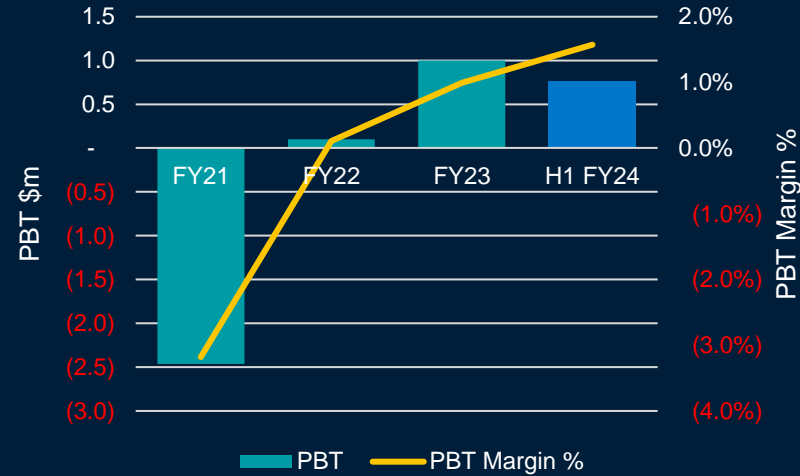


# 1H FY24 Overview

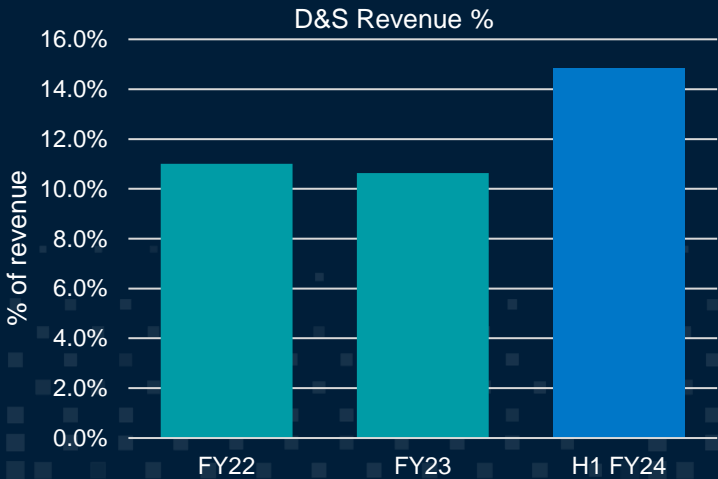
Consolidating the base – Stable, higher quality revenue delivering higher margins



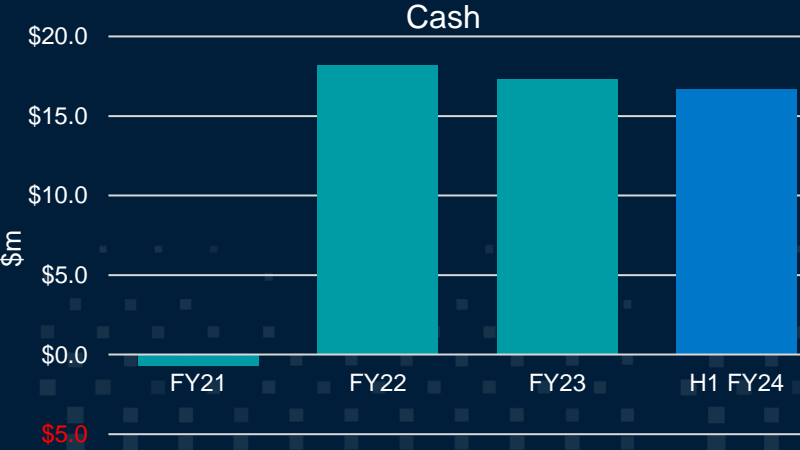
**Gross profit margin expansion driven by more selective choice of projects/clients**



**PBT \$ and margin % growth**



**Growing share of revenue from Digital & Spatial – now circa 15%**



**Stable cash balance having distributed \$1.8m in capital management initiatives in last 18 months (via both buyback & dividend)**



# Delivering on Strategic Priorities

Sustainable, profitable growth through strategy execution

## Delivering a sustainable business model



Driving  
Operational  
Excellence



Investing  
in our  
People



Secured  
Workload  
& Pipeline

## Executing our strategy for profitable growth



Key  
Account  
Focus



Spatial  
Data  
Strategy



Assessing  
M&A  
Opportunities

Our strategy is clear and progressing, with core elements showing results.

# Digital strategy execution

## Meeting the Digital Transformation needs of our clients



### Executing the strategy

We've taken clear steps in the delivery of our Digital Strategy:

- Development of AI, analytics, and data hosting capability
- Acquisition of aligned skillsets
- Expansion of value proposition to clients via integration of data and digital solutions
- Investment in leading-edge technology



### Outcomes

We've achieved significant milestones along the way:

- ✓ First suite of digital solutions commercialised and generating revenue
- ✓ Allowed acceleration of pivot out of lower margin markets and sectors
- ✓ Built a unique capability and position in the market
- ✓ Enabled the delivery of end-to-end solutions to our key clients

# The Veris difference

## Collecting, holding, understanding data

### Competitors have siloed delivery models



**Data Platforms:** companies that provide cloud-based spatial data / digital twins platforms as Software-as-a-Service (SaaS).



**Aerial Mapping & Imagery:** companies that provide access to aerial mapping and imagery via subscription-based services.



**Data Collection and Delivery:** companies that specialise in data capture, surveys and deliver to client for their proprietary use.

### Veris has a differentiated market position



**End-to-end solution:** our offering spans data collection through to Digital solutions such as data hosting, 3D, and Digital Twin platforms.



**Spatial data experts:** because we have a deep understanding of spatial data we can begin with the end result in mind to recommend the best solution.



**Do more with the data:** we've developed AI, analytics, and specialist skill sets that derive added value out of the data collected.



# Recent Project Wins

Recent project wins showcase our digital pivot in action on some of Australia's most important infrastructure projects.



## Rail Revitalisation Project, WA

Veris has secured a contract with John Holland Group to provide engineering survey services for the Rail Revitalisation Project (RRP) in Western Australia.

The project will capitalise on Veris' significant investment in high precision, high value, specialist rail data capture technology to provide track geometry data for tamping.



## Major Airport Upgrades, Qld

Veris has been engaged to provide expertise in spatial documentation and Building Information Modelling (BIM) services.

This involvement is crucial for effective project planning, design, and digital engineering, providing a comprehensive understanding, and visualisation of the existing infrastructure.



## Canberra Light Rail Stage 2B

Veris has been engaged to create a precise digital dataset of the proposed light rail route for the design stage. Mobile laser scanning and 3D subsurface data capture (3D GPR) were employed to minimise disruptions and prioritise public safety.



\*For more detail on project wins, please read ASX announcement issued on 21 February 2024.

# Recent Project Wins

Recent project wins showcase our digital pivot in action on some of Australia's most important infrastructure projects.

## Other notable wins



### Warragamba Pipeline, NSW

Veris was engaged to perform 3D laser scanning to underpin the building of a digital model of twin water transport pipelines.

Veris has subsequently been awarded a contract for ongoing real-time automated monitoring to identify updates to support the continued accuracy of the 3D digital model.



### Central Place Sydney, NSW

With the recent investment of the 3D ground penetrating radar (3D GPR), Veris has been awarded a contract for subsurface investigations to support the addition of a high-voltage network cable to meet the power needs of a CBD industrial/ commercial development.



### Highway Upgrade Program, QLD

Veris has been selected to provide data capture services including subsurface utilities investigations using the 3D GPR to support the detailed design phase for planned upgrades to a major transport route.

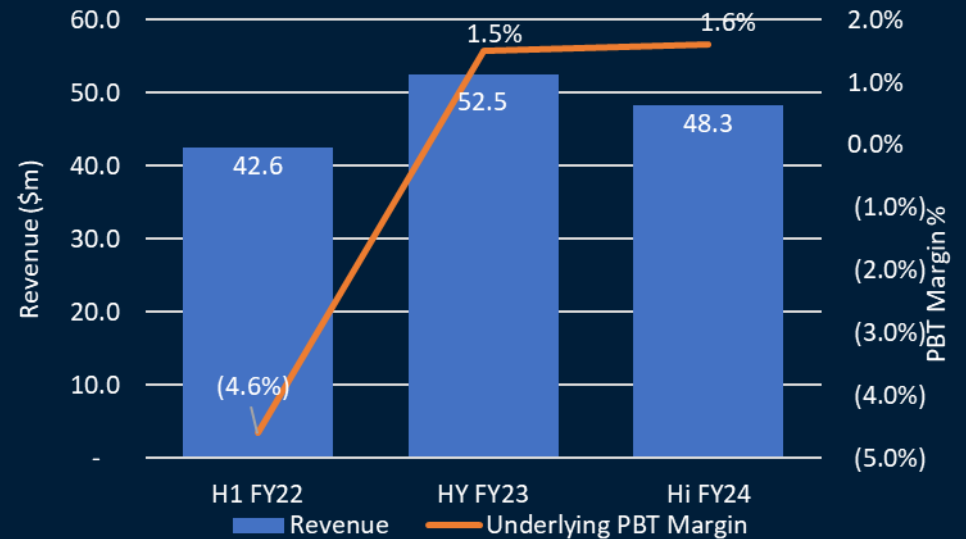


# 1H FY24 Financial Update

# 1H FY24 Results Summary

Veris Australia Underlying results \$M	H1 FY24	H1 FY23	H1 FY22	% Change vs PCP
<b>Revenue</b>	<b>48.3</b>	<b>52.5</b>	<b>42.6</b>	<b>(7.9%)</b>
<i>Gross Profit Margin %</i>	33.9%	31.6%	28.8%	
<b>EBITDA</b>	<b>5.0</b>	<b>5.4</b>	<b>3.1</b>	<b>(8.2%)</b>
<i>EBITDA Margin %</i>	10.3%	10.3%	7.2%	
<b>Underlying PBT</b>	<b>0.8</b>	<b>0.8</b>	<b>(2.0)</b>	<b>(3%)</b>
<i>Underlying PBT Margin %</i>	1.6%	1.5%	(4.6%)	

## Revenue & PBT Margin



## Highlights

- EBITDA margin % and Underlying PBT Margin % improvement despite softness in key regional markets of VIC and WA
- Continued shift away from smaller projects delivering enhanced gross profit margin %
- Continued growth in Digital & Spatial offering – now contributing 15% of H1 revenue vs 9.5% in H1 FY23
- Shift in strategic focus away from smaller projects and pockets of softness provided basis for restructuring initiatives implemented in Q2, resulting in \$440k of one-off restructuring costs

# Balance Sheet

Balance Sheet	Dec 23	Jun 23
Cash	16.7	17.3
Debtors & WIP	19.6	19.7
P,P&E	9.3	9.8
AASB16 Leases – ROUA	14.8	16.4
DTA, Intangibles, Other	5.9	6.3
<b>Total Assets</b>	<b>66.4</b>	<b>69.5</b>
Trade Creditors	7.1	7.2
Employee Benefits (C + NC)	8.6	8.7
HP Lease Liabilities (C + NC)	1.0	1.5
Borrowings	4.7	5.0
AASB16 Leases – ROU (Current)	4.4	4.9
AASB16 Leases – ROU (Non-Current)	11.3	12.7
Other Liabilities	0.8	0.8
<b>Total Liabilities</b>	<b>38.1</b>	<b>40.7</b>
<b>Net Assets</b>	<b>28.3</b>	<b>28.8</b>

## Overview

- Stable balance sheet and capital position
- Cash movement primarily reflects impact of:
  - \$0.7m dividend payment in November
  - \$0.2m Continued on-market buy-back during H1;
  - \$0.4m restructuring costs incurred in Q2
- Debtors & WIP management remains a strong focus
- Borrowings have been utilised to replace legacy, high-cost HP Lease Liabilities used to finance Equipment purchases
- AASB16 Leases predominantly represent capitalisation of office lease commitments





## Pipeline & Outlook

Despite some economic uncertainty, Veris has a strong pipeline and outlook underpinned by national footprint and positioning across a diverse spread of markets.



Secured forward workload is in excess of \$60m to be executed over the next 12 months.



Healthy, unsecured project pipeline has a weighted value in excess of \$190m.

# Pipeline

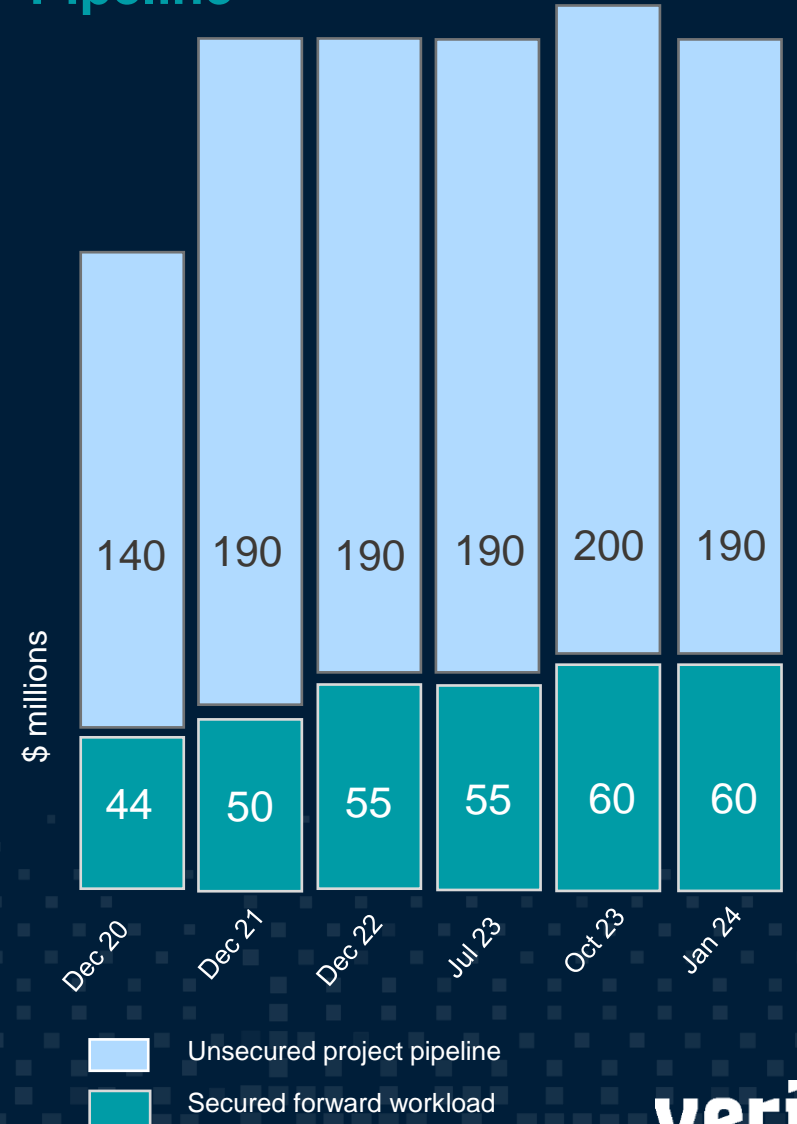


In addition to forward workload, we anticipate ongoing project variation and direct assignment works.



Strong track record in demonstrating the conversion of our backlog and pipeline to revenue and margin in subsequent periods, providing confidence in our outlook.

## Pipeline



# Outlook



---

Continued improvement in margin and strategy execution

---



---

Transformational opportunities, including the continued assessment of M&A opportunities, enabled by strong net cash position

---



---

Positioned to capitalise on the commercialisation of a range of digital and spatial solutions

---



---

Strong, secured forward workload of \$60 and unsecured project pipeline with a weighted value in excess of \$190 million

---



---

Investment in key sectors remain at record levels, with close monitoring of project start times

---



---

Multi sector spend by Government in smart cities / Digital Twin initiatives.

---

# Corporate Snapshot

A strongly positioned, well capitalised, pure-play spatial data services business.

## Corporate Snapshot

ASX Code	VRS
Share Price (22 Feb 2024)	\$0.07
Shares on Issue	514.5m
Market Capitalisation (21 Feb 2024)	\$36.0m
Cash and Term Deposits (31 Dec)	\$16.7m

## Board

Karl Paganin	Non-Executive Chairman
Michael Shirley	Managing Director & CEO
Brian Elton	Non-Executive Director
David Murray	Non-Executive Director
Tracey Gosling	Non-Executive Director

VRS Price/Volume Chart



## Substantial Shareholders

Sherkane Group	19.9%
Carrier International	8.3%
Adam Lamond	7.2%
Board & Management	13.4%

# Disclaimer

This Document should not be considered as an offer or invitation to subscribe for or purchase any securities in Veris Limited (“Veris” or the “Company”) or as an inducement to make an offer or invitation with respect to those securities. No agreement to subscribe for securities in Veris should be entered into on the basis of this Document. This Document contains high level information only and does not purport to be all inclusive or to contain all information which its recipients may require in order to make an informed assessment of Veris and its prospects. Any forecasts and forward-looking information contained in this Document are subject to risks and uncertainties and are not a guarantee of future performance. Actual performance will almost certainly differ from those expressed or implied. Veris makes no representation or warranty, express or implied, as to the accuracy, currency or completeness of the information presented herein. Information contained in this Document may be changed, amended or modified at any time by Veris. Veris is under no obligation to update any information or correct any error or omission which may become apparent after this Document has been issued. To the extent permitted by law, Veris and its officers, employees, related bodies corporate and agents (‘Associates’) disclaim all liability, direct, indirect or consequential (and whether or not arising out of the negligence, default or lack of care of Veris and/or its Associates) for any loss or damage suffered by recipients of this Document or other persons arising out of, or in connection with, any use of or reliance on this Document or information contained herein. By accepting this Document, the recipient agrees that it shall not hold Veris or its Associates liable in any such respect for the

provision of this Document or any other information provided in relation to this Document. Recipients of this Document must make their own independent investigations, consideration and evaluation of the information contained herein. Any recipient that proceeds further with its investigations, consideration or evaluation of the information described herein shall make and rely solely upon its own investigations and inquiries and will not in any way rely upon this Document. Recipients of this Document should not act or refrain from acting in reliance on material in this Document.



# Contact us

## Investor and Media Relations enquiries:

**Steve Harding**

Phone: (08) 62431 333

Email: [communications@veris.com.au](mailto:communications@veris.com.au)

**Ben Larsen**

Phone: +61 (0) 439 789 842

Email: [benl@nwrcommunications.com.au](mailto:benl@nwrcommunications.com.au)