



UNIFIED
CAPITAL PARTNERS

Electrification Day

Investor Presentation
13 November 2024



**CONNECTING
THE FUTURE**

Our Company

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Group Snapshot

3

Operating
Segments

35%

of Group Revenue
derived from East
Coast Operations

\$551m

FY24
Revenue



Communications



Infrastructure



Industrial Services

2.7
TRIFR

@ 30 June 2024

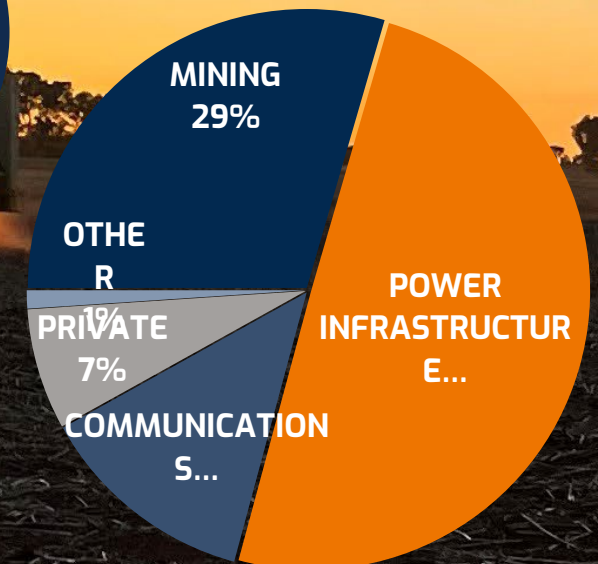
1,059

Employees
across Australia

96

Apprentices, Trainees
& Graduates
Nationwide

Revenue by sector



FY2024 Financial Highlights

\$551M

Record Revenue of \$551m
Up 24.1% on PCP

\$45.3M

Record Normalised EBITDA of \$45.3m
Up 23.2% on PCP

\$19.3M

Record Statutory NPAT of \$19.3m
Up 43.7% on PCP
Basic EPS 10.8 cps, Diluted EPS 10.7 cps (based on NPAT)

\$82.8M

Net cash provided by operating activities of \$82.8m
Up 111.6% on PCP

\$101M

Record Cash Balance of \$101.0m (up \$54.2m or 116%)
Net Cash of \$77.3m (up \$54.8m or 244%)

2.5 cps

Dividend declared of 2.5 cents per share, up 25% from 2.0 cents per share in FY2023.

Powering up Australia

Through organic and acquisitional growth

M&A

- Our target of building a comprehensive service offering across our three segments – from coast to coast – is based on our **clear foundational principle of pursuing organic growth while integrating strategic acquisitions.**
- Each of these opportunities are carefully considered to ensure they strengthen our geographical spread and take advantage of the significant infrastructure investment in new & existing markets



CommTel
Acquisition
completed
October 2024

commtel



Partum Engineering
Binding, conditional
agreement
to acquire, subject to
shareholder
approval



Connecting the Future

Through strong operational success

OPERATIONAL HIGHLIGHTS

- Our Joint Venture partnership with Acciona to deliver the **HumeLink East transmission project** is progressing to plan.
- Installation of 444 Tesla Megapacks at **Melbourne Renewable Energy Hub** has commenced.
- Other key contract wins include five-year agreement to deliver a **major program of maintenance & network upgrade works** for Western Power expected to generate \$50M revenue in its first year; a contract to develop **transmission infrastructure supporting Fortescue's decarbonisation plan**; and a \$50 million contract with ACCIONA Energia for the **Aldoga 275kV Solar Farm substation** design & construction works in Queensland.

SHEQ

- Genus is triple ISO Management System Certified (ISO 14001, ISO 45001 & ISO 9001).
- Genus is currently developing a Climate Transition Strategy and Greenhouse Gas emissions framework. This framework will capture emissions data to enable Genus to report emissions in accordance with expected legislation changes.
- Lost Time Injury Frequency Rate (LTIFR) at 30 June 2024 was **0.0** vs 0.0 target.
- Total Recordable Injury Frequency Rate (TRIFR) at 30 June 2024 was **2.7** vs 2.8 target.
- Genus received the Work Health & Safety Foundation Workers' Compensation & Injury Management Award in October 2023, recognising organisational efforts and achievements in improving work health, and safety.

	JUN 22	JUN 23	JUN 24	FY24 Target
TRIFR	3.6	2.4	2.7	2.8
LTIFR	0.0	0.0	0.0	0.0



People

- Headcount of **1,059** as at 30 June 2024 increased from 1,016 as at 31 December 2023 and 835 as at 30 June 2023.
- **96** Trainees, Apprentices and Graduates employed nationally.
- Graduate & vacation student program progressing, with **9 undergraduates/graduates** engaged across the Group.
- Workforce Planning:
- ✓ **Recruitment:** Invested in talent search functionality and additional support services with SEEK and LinkedIn to support our internal recruitment process.
- ✓ **Retention:** Focus on maintaining our strong culture and values as we continue to grow. This is what sets us apart from our competition.

Culture

Health and Wellbeing

- ✓ Recognition of significant events – RUOK Day, Men's Health, Women's Health, Push Up Challenge, Reconciliation Week, NAIDOC Week.
- ✓ Employee Assistance Program - Transitioned from Benestar to Drake Wellbeing Hub for improved scope of services and resources.

Learning and Development

- ✓ Building our library of bespoke Genus online learning (developed internally) to include Frontline Leadership, Wellbeing and Mateship, Modern Slavery, Cyber Security Awareness and more.
- ✓ Access to external sources for in-person and online learning.
- ✓ Ongoing management and HR support for skills and professional development – specific to individual roles.

Diversity and Inclusion: Reflect RAP – **12 months in**

- ✓ Cultural Awareness Training for current staff and new joiners.
- ✓ Participation in the Annual Walk for Reconciliation - June 2024.
- ✓ Participation in NAIDOC events – Sponsorship and sharing of Nunga Screen Initiative (series of short films created by Indigenous film-makers).
- ✓ Procurement opportunities - engaging Indigenous suppliers.
- ✓ Job Advertising on Indigenous job sites & actively encouraging Indigenous candidates to apply for vacancies, apprenticeships & traineeships at Genus.

Infrastructure

Revenue FY24

\$336m

Up 5% on PCP

Bringing together the industry-leading expertise of Genus Infrastructure and Proton Power, we cover a wide range of services including planning, design, construction, operating, testing, maintaining, managing and decommissioning power network assets.



Industrial Services

Revenue FY24

\$153m

Up 94% on PCP

Innovative & fully integrated Electrical & Instrumentation capabilities bringing together solutions for all aspects of both E&I and Renewable Energy projects. With a client base spread across mining, oil & gas, infrastructure and power generation sectors we have developed an enviable reputation for reliability and executional excellence.



Communications

Revenue FY24

\$72m

Up 15% on PCP

From constructing state-of-the-art networks to maintaining and upgrading existing infrastructure, our highly skilled teams are specialists in their field. Our turnkey communications solution spans the asset lifecycle from feasibility, engineering, design, site acquisition, logistics, procurement, construction and integration through to operations and maintenance.



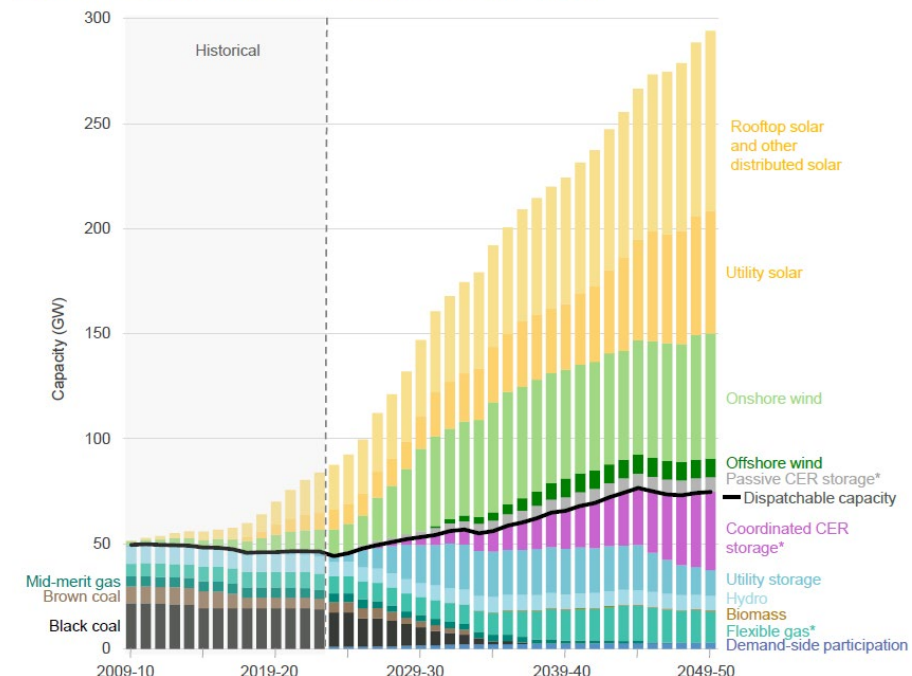


Market & Opportunities

Connecting the Future – Infrastructure

- AEMO's Integrated System Plan underlines the scale of infrastructure in the next two decades to replace and cope with a **huge increase in demand**; driven by economic growth, green industries and electrification of homes, businesses and cars.
- AEMO's step change scenario requires around 5,000 km of new transmission lines to be built over the next decade – and half of this is already under construction. The total requirement for **step change out to 2050 is ~ 10,000 km**.
- The 2024 ISP includes the fast-tracking of **seven transmission projects that are now deemed “actionable”**; confirming that Tasmania's Northwest Transmission Development (NWTD), and the capacity upgrade for the infrastructure between Waddamana and Palmerston (WA-PA) are critical components for the national transition.
- The Western Australia South West Interconnected System Demand Assessment's 'Future Ready' scenario shows peak demand would almost triple by 2042, requiring an **additional 4,000km** of transmission capacity.

Figure 2 Capacity, NEM (GW, 2009-10 to 2049-50, Step Change)



Future ISP projects	
New South Wales	Central West Orana REZ Expansion, Cooma-Monaro REZ Expansion.
Queensland	Darling Downs REZ Expansion, Facilitating Power to Central Queensland, North Queensland Energy Hub Expansion, Queensland SuperGrid North [£] .
South Australia	Mid North South Australia REZ Extension.
Tasmania	North West Tasmania REZ Expansion, Central Highlands REZ extension.
Victoria	Western Victoria Grid Reinforcement, Eastern Victoria Grid Reinforcement, Gippsland Offshore Wind Connection.

Sources: AEMO Integrated System Plan 2024 & SWIS Demand Assessment 2024

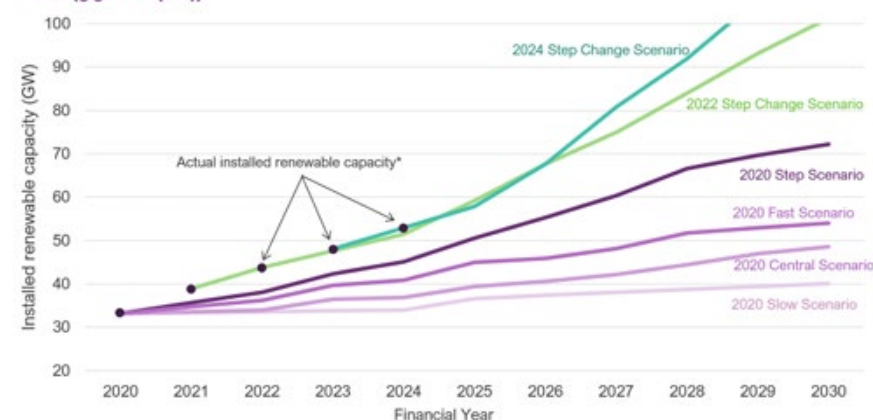
Australia is undergoing a renewables step-change

- **The National Electricity Market's (NEM's) transition** to higher renewables continues to occur at pace. Actual installed renewable capacity is tracking above the fastest Step Change scenario originally envisioned in the 2020 Integrated System Plan (ISP)*.
- The ISP requires building close to 10,000 km of new transmission lines and upgrades to existing networks by 2050 to connect new generation across the power system.
- These transmission projects are projected to reduce costs for consumers by delivering benefits that would recoup their \$16 billion investment costs, save consumers a further \$18.5 billion in avoided costs, and deliver emissions reductions valued at \$3.3 billion.



Source: AEMO Integrated System Plan 2024

Figure 2 Actual installed renewable capacity and ISP Step Change scenario forecast, financial year (FY) 2020 to 2030 (gigawatts (GW))



*Renewable capacity includes the following technology types: hydro, utility storage, coordinated consumer energy resources (CER) storage, passive CER storage, offshore wind, onshore wind, utility solar, rooftop solar and other distributed solar.

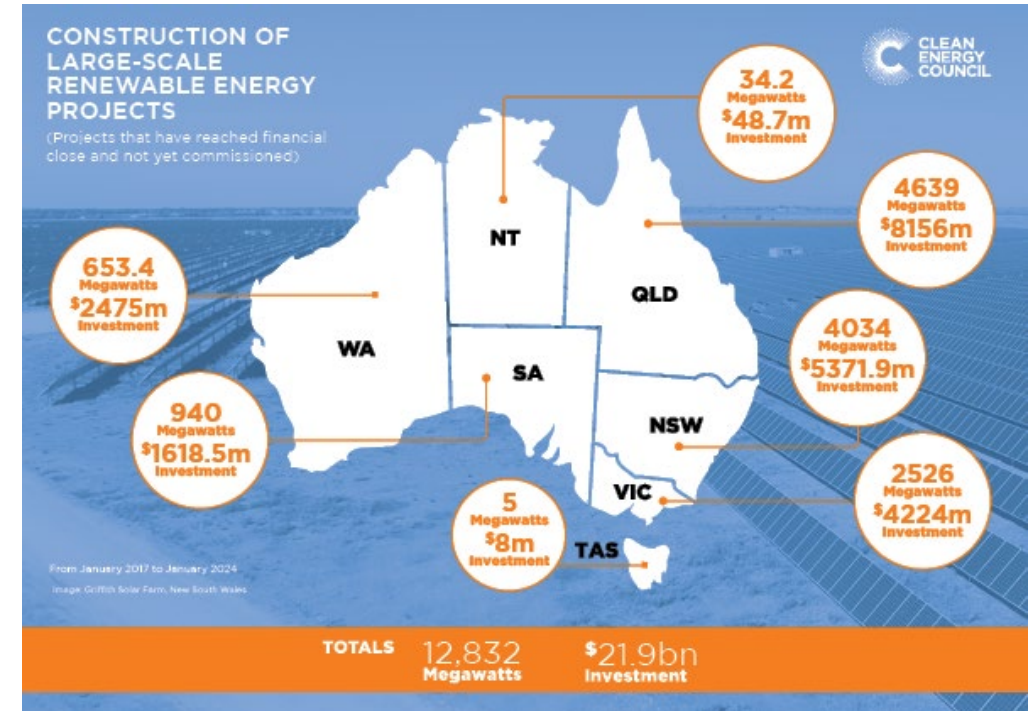
*Source: AEMO NEM Engineering Roadmap 2024

Industrial Services

Utility Scale Renewable Projects

Industrial Services will expand on the current market offering of BESS to include Wind and Solar EPC Projects.

- **Targeting High-Growth Regions:** Focus on regions within Australia with strong wind and solar potential, particularly those with existing infrastructure and favorable grid conditions to support project viability.
- **Expanding BESS Integration with Renewable Projects:** Focus on integrating BESS with large-scale wind and solar projects in Australia to provide comprehensive energy solutions that enhance grid stability and maximise renewable energy output.
- **Strategic Partnerships:** Forge alliances with key technology providers, and delivery partners in the wind and solar sectors to enhance capabilities and ensure successful project delivery.

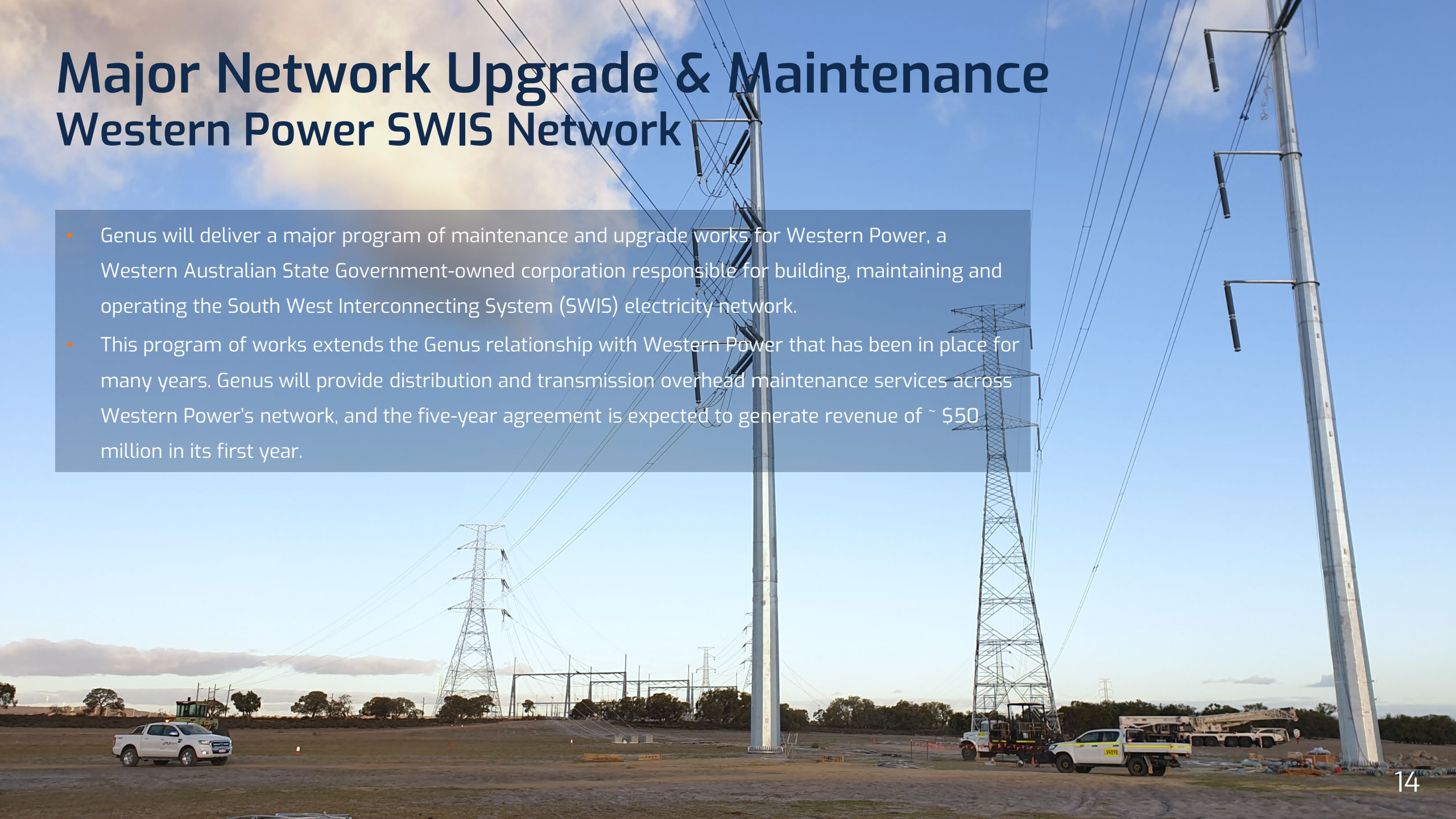


Source: Clean Energy Council

Major Network Upgrade & Maintenance

Western Power SWIS Network

- Genus will deliver a major program of maintenance and upgrade works for Western Power, a Western Australian State Government-owned corporation responsible for building, maintaining and operating the South West Interconnecting System (SWIS) electricity network.
- This program of works extends the Genus relationship with Western Power that has been in place for many years. Genus will provide distribution and transmission overhead maintenance services across Western Power's network, and the five-year agreement is expected to generate revenue of ~ \$50 million in its first year.



Major asset-upgrade, maintenance & reinforcement contracts

Maintaining strong relationships with our Utilities client base



- Multiple variations to our Standing Order with **Energy Queensland** for Network Asset Inspections, worth a combined **\$120M**.
- 2-year contract with **Ausgrid**, valued at **\$4.5M** following a successful trial to introduce Genus-PFA's innovative pole-nailing engineering control to the Ausgrid network – reducing line of fire & ergonomic risks and delivering a more efficient work methodology.

North Star Junction Solar Farm E&I Works

Connecting a major utility-scale solar asset

- Genus successfully delivered key electrical works for Fortescue at the 100MW North Star Junction Solar Farm, 26km west of Iron Bridge.
- The Solar Farm will eliminate up to 180,000 tonnes of carbon dioxide equivalent from Fortescue's operations annually.
- The facility is part of the Pilbara Generation Project and complements the Pilbara Transmission Project which Genus has been engaged on for a number of years, consisting of over 300km km of high voltage transmission lines connecting Fortescue mine sites.
- Works included
 - Supply & installation of Fibre Optic Cable & 33kV hybrid distribution/transmission overhead line, inclusive of drill operations
 - Substation modification works
 - Installation of Power Conversion Stations and auxiliary equipment
 - 1.2 million metres of DC Cable

**Hybrid OHL
Line**
Inclusive of
drilling
operations

**1.2 million
metres
DC Cable**

**100,000+ hrs
LTI Free**

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