

29 AUGUST 2025



**BHAGWAN**<sup>®</sup>

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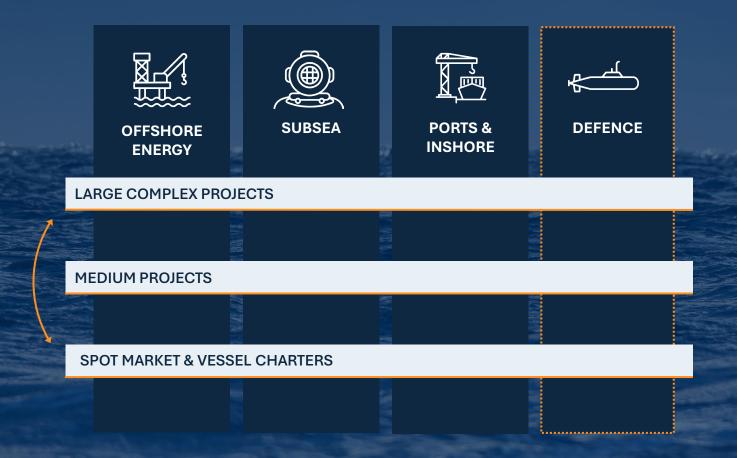
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# BHAGWAN BUSINESS MODEL AT A GLANCE

#### DIVERSIFIED BUSINESS MODEL - CORE & EMERGING MARKETS



#### **RESOURCES & CAPABILITIES**

- 1. Nationwide Facilities Providing Local Support
- 2. Diverse and Multi-Functional Vessel Fleet
- 3. Highly Experienced Team & Local Crews
- 4. Leading Marine Innovation & Technology

Core Markets

Emerging Market



# Presentation Overview

- 1. FY25 Highlights
- 2. FY25 Financial Performance
- 3. Operational Overview
- 4. Growth Opportunities & Outlook
- 5. Appendices



# **FY25 HIGHLIGHTS**

#### DELIVERING IN FIRST YEAR AS LISTED COMPANY

\$283.0M

### RECORD **NET REVENUE**

Up 5% on FY24 \$268.8m<sup>1</sup>

### **STRENGTHENING AS AN ASX COMPANY**

Refined strategy and appointed highly experienced COO to lead operations, deliver results and focus on growth. Enhanced systems for greater internal efficiencies. Implemented InvestorHub to increase shareholder engagement.

# \$50.9M

### RECORD EBITDA<sup>2</sup>

Up 23% on FY24 \$41.3m

### **MAINTAINED SAFETY FOCUS**

LTIFR<sup>3</sup> zero – improved from 0.90 TRIFR<sup>3</sup> 11.05 – up from 7.65 Implemented Safety Improvement Plan.

# \$35.8<sub>M</sub>

# **NET CASH FROM OPERATIONS**

Up 23% on FY24 \$29.0m

### **GROWTH & INNOVATION** WITHIN CORE BUSINESS

Strong performance across all sectors. Six-year contract extension with Port of Melbourne, Further expansion into larger vessel market supported by Coral Knight acquisition. Invested in electrification and remote technologies.

# **0.5**CPS

# INAUGURAL DIVIDEND

Fully franked

### **PROGRESSION WITHIN NEW GROWTH SECTORS**

Grew presence in decommissioning and completed significant TVI<sup>4</sup> project. Expanded operations to support offshore wind projects. Positioning for growth within emerging defence sector.

#### Notes:

- FY25 gross revenue of \$292.2m, inclusive of pass-through revenue, FY24 gross revenue \$303.2m Please see Appendices for a reconciliation from Pro Forma to statutory results
- Total Recordable Injury Frequence Tate (TRIFR) and Lost Time Injury Frequency Rate (LTIFR) per million hours worked v FY24
- Thevenard Island (TVI)

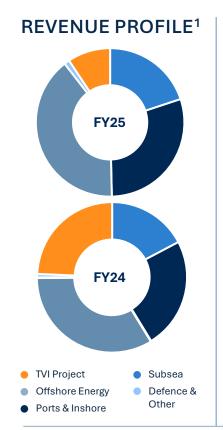


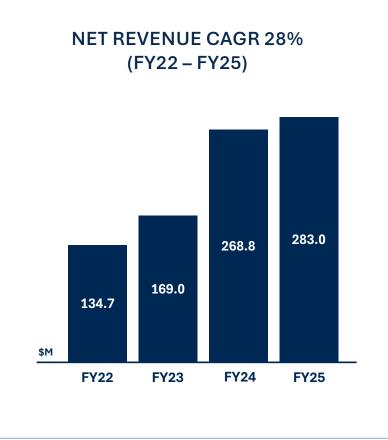
FY25 Financial Performance



# YEAR-ON-YEAR CORE REVENUE GROWTH

#### DIVERSIFIED PROFILE









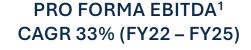
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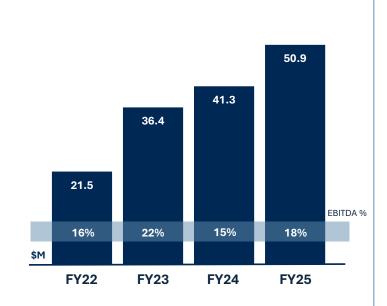
1. FY24 revenue profile restated



# YEAR-ON-YEAR CORE EARNINGS GROWTH

#### CONTINUED FOCUS ON MARGIN EXPANSION

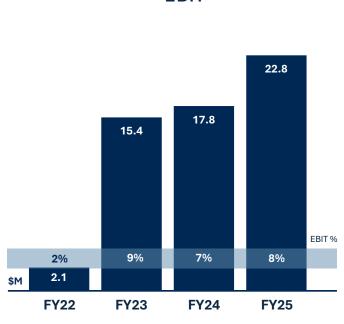




# PRO FORMA EBITDA<sup>1</sup> SPLITTING OUT TVI PROJECT







Notes:



<sup>&</sup>lt;sup>1.</sup> See Appendices for a reconciliation from Pro Forma to statutory results Small variances may exist due to rounding

### REVENUE & EBITDA BREAKDOWN

#### STRONG UNDERLYING CORE OVERLAYED WITH SIGNIFICANT TVI PROJECT

- Core revenue growth of 26% to \$256.6m on increased fleet numbers, utilisation and average day rates
- TVI project contributed \$91.9m in revenue and \$9.9m in EBITDA (11% margin) over FY24 and 1H25
- Administrative expenses to core revenue improved to 13%
- Core EBITDA margins returned to 18% in line with expectations
- Continued focus on EBITDA margin improvement in FY26

Revenue and EBITDA Breakdown (Core excludes TVI Project)								
\$ Million	FY22	FY23	FY24	FY25	1H24	2H24	1H25	2H25
Core revenue	134.7	169.0	203.4	256.6	99.1	104.3	127.7	128.9
TVI project revenue	-	-	65.4	26.4	10.4	55.0	26.4	-
Total net revenue	134.7	169.0	268.8	283.0	109.5	159.3	154.1	128.9
Gross profit	40.2	57.4	71.2	84.4	34.8	36.4	43.7	40.7
Administrative expense & other	(17.2)	(20.7)	(29.8)	(33.5)	(14.3)	(15.5)	(16.4)	(17.1)
Core EBITDA	21.5	36.4	35.3	47.0	20.9	14.5	23.4	23.6
Core EBITDA margin (%)	16%	22%	17%	18%	21%	14%	18%	18%
TVI project EBITDA	-	-	6.0	3.9	(0.3)	6.2	3.9	-
TVI project EBITDA margin (%)	-	-	9%	15%	(0.3%)	11%	15%	-
Total pro forma EBITDA	21.5	36.4	41.3	50.9	20.6	20.7	27.3	23.6
Total pro forma EBITDA margin	16%	22%	15%	18%	19%	13%	18%	18%

Notes:





# **CASH FLOW**

#### EBITDA GROWTH FLOWING THROUGH TO CASH

- Increase in operating cash flow from:
  - Higher EBITDA
  - Lower interest charges
  - Partially offset by high operational activity at year end resulting in temporary use of working capital
- Increase in sustaining capital expenditure from:
  - 10 year docking of flagship vessel (Dryden)
  - Fleet expansion, inflation and longer lead times in the vessel maintenance market
- Growth capital includes \$13.7m for the Coral Knight, a large anchor handling vessel

Statutory Cash Flow	FY25	FY24
\$ Million	Actual	Actual
EBITDA	50.2	39.7
Interest and finance costs	(2.4)	(4.9)
Tax paid	-	-
Working capital (and other)	(12.0)	(5.8)
Cash generated from operations	35.8	29.0
Net sustaining capital expenditure	(17.9)	(12.1)
Lease repayments	(15.8)	(13.2)
Free cash flow	2.2	3.7
Growth capital expenditure	(19.6)	-
Capital raised	76.8	(0.6)
Total cash generated	59.4	3.1



### CAPITAL EXPENDITURE DETAIL

#### ENHANCING FLEET QUALITY, SIZE & CAPABILITY

- Growth capex includes:
  - Acquisition of the Coral Knight to support continued expansion into larger offshore vessel market
  - Acquisition of new tug for Dampier Port operations
  - 10-year dry docking and upgrade of the Dryden \$2.8m growth and \$3.9m sustaining capex (\$6.7m)
  - Investment in innovation targeting advancements in remote operations and hybrid vessel technologies
- Sustaining & Discretionary capex includes:
  - Enhancing quality and operational efficiency of existing fleet. Spending impacted by inflation and longer lead times in the vessel maintenance market
  - Early maintenance of vessels in preparation for longer-term projects

Capital Expenditure Detail	FY25	FY24
\$ Million	Actual	Actual
Growth	19.6	-
Sustaining	11.9	13.6
Discretionary	6.9	-
Asset Sales	(0.9)	(1.6)
Total	37.5	12.1



### **BALANCE SHEET**

#### EARNINGS GROWTH DRIVING IMPROVED ROA

- Focus on working capital management activity towards year end resulted in higher debtors
- FY25 PPE reflects increase in growth capex and additional leased vessels
- Net debt to equity ratio 23% including operating leases
- Net financial debt of \$5.3m excluding operating leases
- Proceeds from IPO allocated in line with Prospectus

Statutory Balance Sheet	FY25	FY24	Change
\$ Million	Actual	Actual	%
Net working capital	7.0	2.8	152%
Property, Plant and Equipment <sup>1</sup>	193.6	150.6	
Intangibles	-	1.1	
Other	5.4	4.9	
Capital employed	206.0	159.5	29%
Net debt (including leases)	38.2	81.4	11.5
Shareholders funds	167.8	78.1	115%
Capital employed	206.0	159.5	29%
ROA <sup>2</sup> (annualised)	9%	7%	

Notes:



<sup>&</sup>lt;sup>1</sup> Includes Right of Use Assets

<sup>&</sup>lt;sup>2</sup> Return on Assets (ROA). EBIT divided by Total Assets less Financial Assets. Small variances may exist due to rounding

### **DEBT AND LEASE STRUCTURE**

#### CAPITALISED LEASES REFLECT INCREASED FLEET SIZE & TENURE

- Financial assets loan to a related fleet management company
- Financial debt reduced by IPO
- Capex facility drawn to \$13.2m for acquisition of the Coral Knight
- Lease growth driven by new leased vessels:
  - Ada Clara a remote operations vessel
  - Keller Ocean Multicat
  - Increase in vessel lease terms, mainly barges
- Increased tenure on property leases

Net Debt	FY25	FY24
\$ Million	Actual	Actual
Cash	16.2	1.4
Financial assets	11.7	11.0
Cash and financial assets	27.9	12.4
Debt	33.2	77.5
Net debt (excluding leases)	5.3	65.1
Net debt (excluding leases)/equity	3%	83%
Net debt (excluding leases)/EBITDA	0.1x	1.6x
Leases	32.9	16.3
Net debt (including leases)	38.2	81.4
Net debt (including leases)/equity	23%	104%
Net debt (including leases)/EBITDA	0.7x	2.0x

Notes:

Small variances may exist due to rounding

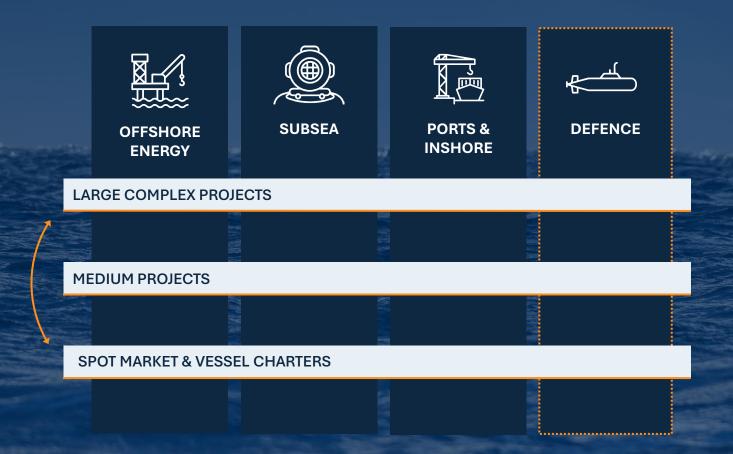


# Operational Overview



# BHAGWAN BUSINESS MODEL AT A GLANCE

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# STRONG ACTIVITY ACROSS ALL SECTORS

**FY25 UPDATE** 



# OFFSHORE ENERGY

- Completion of significant TVI project, establishing foundational capability in highly prospective decommissioning sector
- Continuation of a five-year contract for standby support off the Pilbara coast, WA
- Acquired Coral Knight to support expansion in larger vessel market
- Strong tendering activity



# **SUBSEA**

- Completion of horizontal directional drilling support at Australia's largest LNG project off Barrow Island, WA
- Completion of subsea pipe laying support at an offshore gas and condensate project in the NT
- Substantial decommissioning support project in Q4 FY25
- Strong tendering activity



# PORTS & INSHORE

- Support services for the Mardie Salt and Potash wharf project in the Pilbara, WA
- Ongoing support for Groote
  Eylandt wharf repair project in
  NT
- A six-year contract extension with the Port of Melbourne, Victoria plus subsequent associated works
- Compelling opportunities to secure additional projects with increased investment in the Port of Melbourne



# **DEFENCE**

- Ongoing projects with Australian Fisheries Management Association and border protection
- Commenced upgrading the company facility at Henderson Marine Precinct, driven by increased government investment in defence and associated increase in activity







# COMPELLING GROWTH SECTORS

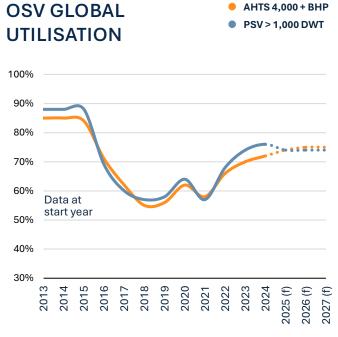
#### LEVERAGING EXPERIENCE AND CAPABILITIES WITHIN CORE BUSINESS

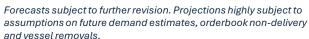
		OFFSHORE ENERGY			PORTS &		
	Decommissioning	Offshore Wind	Larger Vessel Market	SUBSEA	INSHORE	DEFENCE	
Growth Drivers	Maturing of Australia's offshore oil and gas industry     Movement to reduce emissions and reduce reliance on fossil fuels     Proven platform experience and capability	Early-stage growth market across the APAC region     Construction and maintenance services are highly vessel intensive	Bhagwan's enhanced profile as Australia's largest listed marine solutions company	Ageing offshore assets and marine infrastructure	Ageing port infrastructure     Impetus to maintain production levels and optimise asset utilisation	Renewed focus on marine logistics, security and offshore surveys     Increasing naval infrastructure spend	
Service Examples	Mobilisation of construction barge, with crane and accommodation     Anchor handling support     Crew transfer	Environmental surveys     Geotechnical support     Construction support     Inspection, maintenance and repair	Platform supply vessels (PSV)  Emergency and standby support  Anchor handling support	Subsea engineering     Subsea inspection,     maintenance and repair     Hydrographic, geophysical     and geotechnical surveys	Inspection, maintenance and repair     Support for new and upgraded ports and nearshore infrastructure	Geophysical and geotechnical surveys     Construction support     Infrastructure maintenance	
Bhagwan's Current Activity	Delivered Bhagwan's first oil and gas decommissioning project, the largest undertaken by an Australian- owned service provider.	Currently supporting initial survey work for offshore wind farms	Emergency and standby support in northern Western Australia	Support for all phases of subsea project execution from inspection to decommissioning	Ongoing maintenance work across Bhagwan's core service portfolio	Ongoing service delivery for border force contracts	

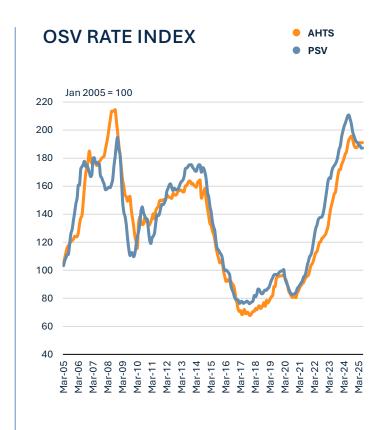


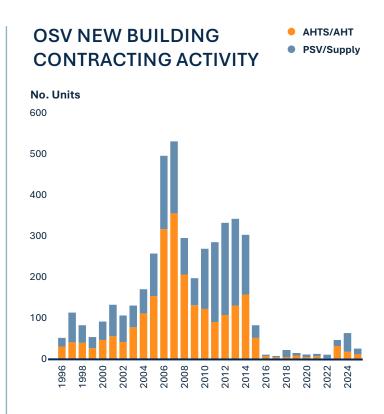
# POSITIVE LONG-TERM INDUSTRY OUTLOOK

#### SUPPLY DEMAND IMBALANCE EXPECTED TO SUPPORT RATES









Notes: Offshore Support Vessels (OSV), Anchor Handling Tug Supply (AHTS) Vessels and Platform Supply Vessels (PSV) Source: Clarksons Research



# **FY26 FOCUS AREAS**

#### STRENGTHENING FOUNDATIONS FOR LONG-TERM SUCCESS

# MARKET PENETRATION

- Accelerate the expertise and operational capacity across offshore energy, subsea, ports & inshore and defence sectors
- Leverage profile and competitive advantage as Australia's largest listed marine solutions company
- Further investment in innovation and leading marine technologies
- Remain alert to accretive acquisition opportunities in core sectors

# MARKET DEVELOPMENT

- Draw on experience and proven capability in decommissioning sector
- Utilise existing contracts to expand within offshore wind sectors
- Leverage the Coral Knight, to meet growing demand for larger vessels
- Establish presence at key defence hubs
- Remain alert to accretive acquisition opportunities in new growth sectors

# MARGIN EXPANSION

- Generate quality revenue in an improving pricing environment
- Disciplined cost control and procurement optimisation
- Generation of free cash flow by disciplined capital management
- Enhance systems and processes to achieve operational efficiencies

# OPERATIONAL EXCELLENCE

- Further refinement of growth strategy
- Align leadership structure with strategic objectives
- Build on executive team to enhance capabilities and accelerate growth
- Automation of key processes to drive efficiency
- Maturing as an ASX listed company.



# **POSITIVE OUTLOOK**

#### LEVERAGING LEADING MARKET POSITION AND STRONG DRIVERS



In our first year as a listed company, Bhagwan performed strongly and exceeded expectations.

Building on this momentum, we will continue to invest in capability, expand across our core and growth sectors and remain alert to accretive acquisitions.

The medium-term market fundaments for vessel pricing and utilisation remain favourable, yet we remain watchful of macroeconomic uncertainty, which is likely to persist in the near-term.

As a leading marine solutions provider with established relationships and proven experience, we are in a strong position to capture growth and deliver lasting value for our customers and shareholders.

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LOUI KANNIKOSKI | Managing Director & CEO





# **DETAILED PROFIT & LOSS**

Pro Forma Profit and Loss (\$ Million)	FY25	FY24	Change (%)
Gross revenue	292.2	303.1	-4%
Pass-through revenue <sup>1</sup>	(9.2)	(34.4)	
Net revenue	283.0	268.7	5%
Net cost of sales	(198.7)	(197.5)	1%
Gross profit	84.4	71.2	18%
Administrative expense	(33.5)	(29.8)	12%
Impairment of assets	-	(0.3)	
Other income (portion included in EBITDA)	-	0.2	
EBITDA	50.9	41.3	23%
Depreciation and amortisation expense	(28.1)	(23.6)	19%
ЕВІТ	22.8	17.8	27%
Other income (portion not included in EBITDA)	0.9	(0.2)	
Finance income	0.5	0.2	
Finance costs	(4.2)	(2.1)	
Profit before income tax benefit	20.1	15.7	29%
Income tax (expense)	(7.1)	(4.7)	
Net profit after tax (NPAT)	13.0	11.0	18%
Gross profit margin	30%	26%	
Administrative expense/net revenue	12%	11%	
EBITDA margin	18%	15%	

#### Notes:

Small variances may exist due to rounding. Please see Appendices for a reconciliation of proforma to statutory results



<sup>1.</sup> Non AASB 15 revenue from contracts with customers

# RECONCILIATION OF STATUTORY EBITDA TO PRO FORMA EBITDA

- Administrative expense was increased in FY24 by \$1.1m to reflect the estimated extra costs that Bhagwan would incur as a result of being a listed company. These costs included Directors' fees, share registry costs, ASX listing fees, Directors' and officers' insurance premiums and audit and legal fees.
- Administrative expense for FY24 has been reduced by \$2.7m and FY25 by \$0.7m to reflect the total nonrecurring transaction costs related to the Company's initial public offer (IPO), comprising of corporate advisory, legal and accounting fees.

Reconciliation of Statutory EBITDA to Pro Forma EBITDA	FY25	FY24	Change
\$ Million	Actual	Actual	%
Statutory EBITDA	50.2	39.7	26%
	33.2		
Less: Additional administrative expenses	-	(1.1)	
Add: Transaction costs	0.7	2.7	
Total Pro Forma adjustments	0.7	1.6	
Pro Forma EBITDA	50.9	41.3	23%

Notes:



<sup>1.</sup> Small variances may exist due to rounding

# RECONCILIATION OF STATUTORY NPAT TO PRO FORMA NPAT

Reconciliation of Statutory NPAT to Pro Forma NPAT	FY25	FY24	Change
\$ Million	Actual	Actual	%
Statutory NPAT	12.5	5.5	130%
Less: Additional administrative expenses	-	(1.1)	
Add: Transaction costs	0.7	2.7	
Add: Finance cost savings	-	7.3	
Less: Impairment reversal	-	(1.2)	
Less: Tax effect of the above	(0.2)	(2.3)	
Total Pro Forma adjustments	0.5	5.4	
Pro Forma NPAT	13.0	11.0	21%

Notes:

1. Small variances may exist due to rounding



# **BHAGWAN BOARD**



Anthony Wooles
Chairman and
Non-Executive Director

**Appointed Chair on 8 March 2012** 

#### Expertise:

Financial and capital markets and strategic marketing.

#### **Other ASX Directorships:**

IMDEX Limited since 2016 High Peak Royalties since 2012



**Loui Kannikoski** Managing Director and Chief Executive Officer

Founded and managed Bhagwan since 2000

#### **Expertise:**

Extensive operational and management experience within the marine and oil & gas industries.



Tracey Horton AO Independent Non-Executive Director

Appointed as Independent
Non-Executive Director on 5 June 2024

#### **Expertise:**

Corporate governance and strategy, economics, finance and accounting.

#### Other ASX Directorships:

IMDEX Limited since 2023 IDP Education since 2022 GPT since 2019



Andrew Wackett
Executive Director - Finance

Appointed as Executive Director of Finance on 1 May 2024

#### **Expertise:**

Investment banking, securities management, finance and corporate governance.



# **EXECUTIVE LEADERSHIP TEAM**



Cheryl Williams CFO and Company Secretary

Joined in 2018

#### **Expertise & Qualifications:**

Strategic leadership with extensive financial planning & analysis.
Certified Chartered Accountant (ACCA).
BA (Hons) degree in Accounting and Human Resource Management.
Certificate in Corporate

Governance Practice.



Mark Annand Chief Operating Officer

Joined in 2025

#### **Expertise & Qualifications:**

Commercial leadership and transformation. Extensive experience within energy sector.

Holds a Higher National Certificate of Mechanical Design Engineering.



Kerren Kannikoski General Manager, Corporate Services Co-founder of the business and commenced in 2000

#### **Expertise & Qualifications:**

Human resources, crewing, payroll, information systems and marketing.



**Daniel Shields**General Manager,
QHSE

Joined in 2024

#### **Expertise & Qualifications:**

Quality management, occupational health & safety management, environmental management. Holds an Advanced Diploma in Occupational Health and Safety and is undertaking a Graduate Certificate in Workplace Health & Safety.



Grant Bedford
General Manager,
Commercial

Joined in 2023

#### **Expertise & Qualifications:**

Commercial management, business development.
Graduate of the Australian Institute of Company Directors.
Certified Public Accountant (Australia).
Holds an MBA and Bachelor

of Commerce (BCom) –

Accounting.



# **EXECUTIVE LEADERSHIP TEAM**



Peter Carmichael
General Manager,
Corporate and Strategic
Development

Joined in 2006

# **Expertise and Qualifications:**

AMSA Qualified Marine Master and Engineer



Kevin Clifford General Manager, East Coast Operations

Joined in 2014

# Expertise and Qualifications:

AMSA Qualified Marine Master and Engineer



Gregory Standish General Manager, Subsea

Joined in 2021

# Expertise and Qualifications:

BEng (Hons), Civil Engineering.



**Tom Kannikoski** General Manager, West Coast Operations

Joined in 2014

# Expertise and Qualifications:

AMSA Qualified Marine Master



**Luke Morand** General Manager, Northern Territory

Joined in 2014

# Expertise and Qualifications:

AMSA Qualified Marine Engineer



# AUSTRALIA'S LARGEST LISTED MARINE SOLUTIONS PROVIDER

#### BHAGWAN MARINE



Bhagwan supports the offshore energy, subsea, ports & inshore and defence industries. With a proven track record and extensive experience, the Company has built long-standing partnerships with major organisations within the energy, mining, construction and government sectors.



Facilities at key marine hubs nationally



A large diverse and multi-functional vessel fleet



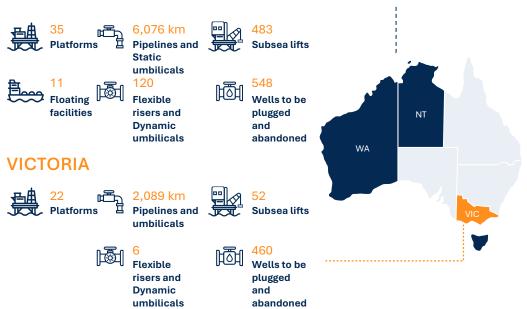
Local crews renowned for operational excellence



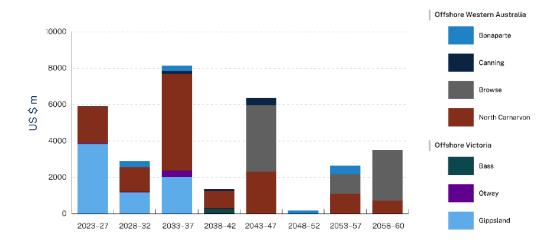
# STRONG OUTLOOK FOR DECOMMISSIONING

#### PROVEN EXPERIENCE STRENGTHENS BHAGWAN'S POSITION IN THIS SECTOR

#### NORTHERN TERRITORY AND WESTERN AUSTRALIA



#### POTENTIAL DECOMMISSIONING PIPELINE



Notes:

Source: Centre for Decommissioning Australia (CODA) (Advisian study), A Baseline Assessment of Australia's Offshore Oil and Gas Decommissioning Liability, 2022



### STRONG OUTLOOK FOR DEFENCE

# EXPOSURE TO INCREASED GOVERNMENT SPENDING

# OPPORTUNITIES FOR BHAGWAN'S DIVERSE FLEET THROUGHOUT THE FULL LIFE CYCLE

#### Construction

Defence infrastructure expansion, submarine maintenance berths, continuous shipbuilding facilities.

#### Security

Wet side security chase boat vessels.

#### Operations

Support the defence industry with current services i.e. Marine Assets (Barge services, Security Boats, Towing, CTV's, Subsea).

#### **HIPPS**

The HydroScheme Industry Partnership Program.
Government program to engage 3rd party marine service providers to assist with hydrographic surveying.

#### Maintenance

Ongoing infrastructure and asset maintenance.





Principal Shipyards and Regional Maintenance Centres



The rise in Government investment in Defence capability<sup>1</sup>

#### Notes:

1. Source: 2024 National Defence Strategy and Integrated Investment Program



# LARGE DIVERSE FLEET

#### A COMPETITIVE ADVANTAGE WHERE VESSEL SUPPLY GLOBALLY IS LIMITED







**Tug Boats** 



Multicats



**Utility Vessels** 



**Barges** 



**Crew Transfer Vessels** 

Australia's largest fleet of ~100 inshore and offshore vessels (~70% owned)

Broad range of purpose-built vessels and marine assets

Unique capability to deliver tailored client solutions quickly and efficiently

Vessels offer exceptional reliability and safety standards



# **CREWING**

# A HIGHLY SKILLED TEAM WITH A REPUTATION FOR OPERATIONAL EXCELLENCE

- Australia's largest in-house marine crewing provider
- Circa 950 marine and 138 corporate team members
- Up to 200 qualified divers





Bhagwan crew



# INNOVATION

#### INVESTING IN FUTURE TECHNOLOGIES

#### **HYBRID-POWERED VESSELS**

- Cost savings
- Increased time on station
- Reduced carbon emissions

#### REMOTELY OPERATED VESSELS

- Significant cost savings
- Reduce offshore crewing requirements
- Greater flexibility and ability to substitute larger legacy vessels





# INNOVATION: INVESTING IN THE FUTURE

- First vessel capable of remote operation in Australia of this size
- Vessel significantly enhances safety and reduces operational costs
- Commenced paid trial in 2Q25 with a large global energy company
- Started conversion of first vessel hybrid power

# CASE STUDY:

26m inspection vessel

Remotely operated with ROV system

Reduces crewing numbers and costs by >50% compared to alternative larger vessels





