



Ventia Services Group Limited
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AUSTRALIA

ventia.com

ASX and NZX Release

2 May 2023

2023 Macquarie Australia Conference Presentation

Please find attached a copy of the presentation by the Group Chief Executive Officer of Ventia Services Group Limited, Dean Banks, that is to be given at the Macquarie Australia Conference today, Tuesday, 2 May 2023.

This announcement was authorised by the Disclosure Committee.

-Ends-

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About Ventia

Ventia is a leading essential infrastructure services provider in Australia and New Zealand, proudly providing the services that keeps infrastructure working for our communities. Ventia has access to a combined workforce of more than 35,000 people, operating in over 400 sites across Australia and New Zealand. With a strategy to redefine service excellence by being client-focused, innovative and sustainable, Ventia operates across a broad range of industry segments, including defence, social infrastructure, water, electricity and gas, resources, telecommunications and transport.

A photograph of two Ventia employees, a woman on the left and a man on the right, standing outdoors in front of a dense green tree background. Both are wearing white hard hats with the Ventia logo, safety glasses, and high-visibility work jackets (yellow for the woman, green for the man). The woman is holding a tablet. The text "Ventia | Redefining Service Excellence" is overlaid in large white font across the middle of the image.

Ventia | Redefining Service Excellence

Macquarie Conference | 2 May 2023

Dean Banks - Group CEO & Managing Director



Disclaimer



This presentation contains summary information about Ventia Services Group Limited (ACN 603 253 541) and its related bodies corporate (together, Ventia) and does not purport to be complete. It should be read in conjunction with Ventia's Full Year Report 2022 lodged with the ASX on 24 February 2023 and other announcements filed with the Australian Securities Exchange (ASX) available at www.ventia.com.au.

This presentation contains forward-looking statements. While Ventia has prepared this information based on its current knowledge and understanding and in good faith, there are risks and uncertainties involved which could cause results to differ from projections.

Nothing in this presentation should be construed as either an offer to sell or solicitation of an offer to buy or sell Ventia shares. Investors should not place undue reliance on the forward-looking statements.

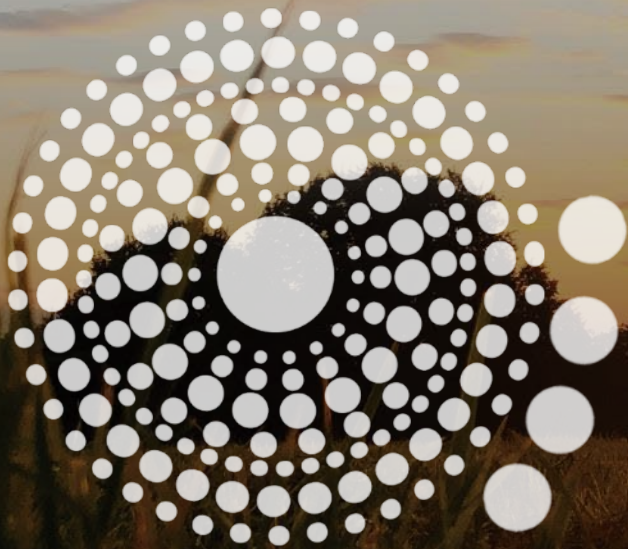
To the maximum extent permitted by law, Ventia gives no representatives, warranty or other assurance in connection with, and disclaims all responsibility for, the accuracy and completeness of the forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation may include non-IFRS financial information. The non-IFRS financial information is unaudited and has not been reviewed by Ventia's external auditors. This document is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor.

Acknowledgement of Country and Mihi

Ventia would like to respectfully acknowledge the Traditional Owners and Custodians of country throughout Australia and their connection to land, sea and community. We pay our respect to them, their cultures and to their Elders past, present and emerging.

He tautoko te ahurea i ngā kawa me ngā tikanga o ngā Iwi whānui o Aotearoa, me ka kawa me ka tikaka o ka Iwi whānui o Te Waipounamu. We recognise and celebrate the culture of manawhenua in Aotearoa and Te Waipounamu where our teams respect local Iwi and communities across the country.





Ventia Overview



A leading infrastructure services provider

A resilient business and trusted partner to clients across Australia and New Zealand

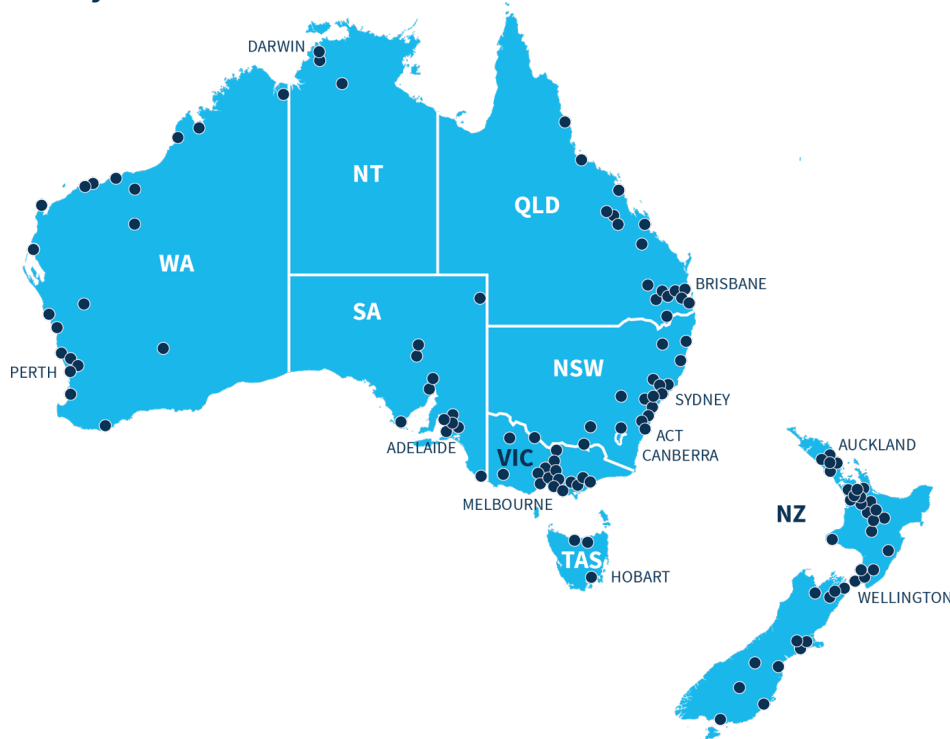
\$5.2b REVENUE

\$419.8m EBITDA

\$18.0b WORK IN HAND

\$68.0b ADDRESSABLE MARKET ¹

400+ Project sites



Client and revenue profile provides protection



77%
of revenue from
government clients



7+ yrs
average contract tenure²



91%
of revenue schedule of rates
or cost reimbursable



95%
of revenue has inflation or
price escalation mechanism

Note: Revenue and EBITDA figures are for FY22. Work in Hand position as at 31 December 2022

1. BIS Oxford Economics (2022). Refers to the financial year ended 30 June 2022

2. Includes extension options

Differentiating through our strategy

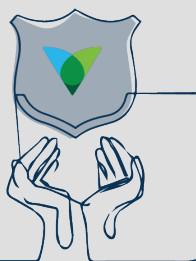
Our strategy is to Redefine Service Excellence



A diverse portfolio

Expert capabilities across our four operating sectors

Defence and Social Infrastructure



Revenue
\$2.3b
EBITDA
\$153.4m
Work in hand
\$6.1b

Infrastructure Services



Revenue
\$1.2b
EBITDA
\$112.6m
Work in hand
\$5.4b

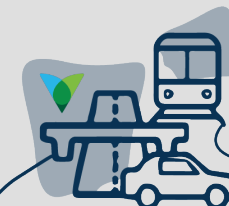
Telecommunications



Revenue
\$1.1b
EBITDA
\$141.1m
Work in hand
\$1.6b

Focus of today's presentation

Transport



Revenue
\$0.5b
EBITDA
\$38.8m
Work in hand
\$4.9b

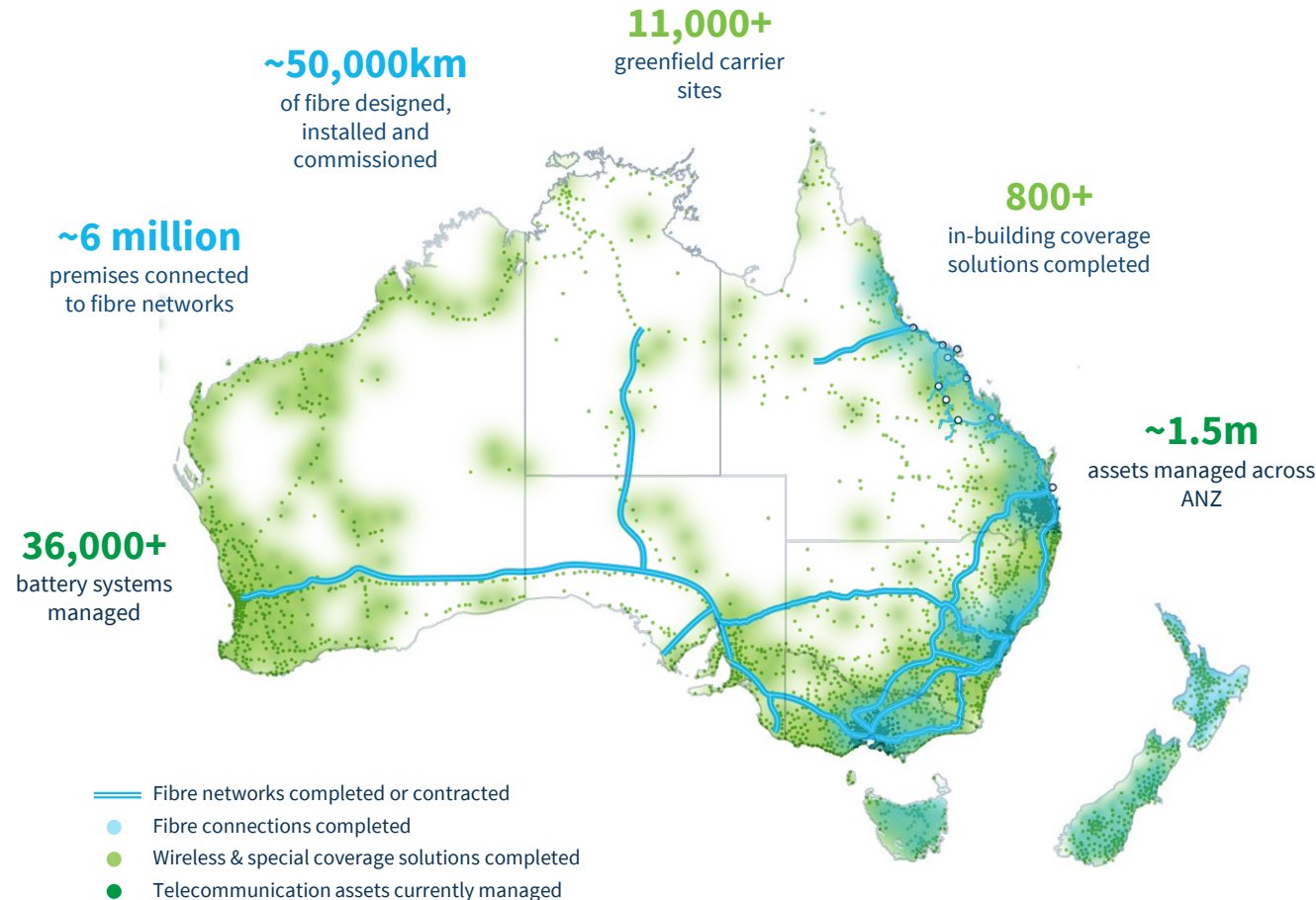
Note: Revenue and EBITDA figures are for FY22. Work in Hand position as at 31 December 2022



Ventia Telecommunications

#1 in telecommunication infrastructure services

National scale, long term track record and strength of client relationships



Client relationship examples

Telstra 25yrs+	Chorus 10yrs+	nbn 10yrs+
Optus	TPG	Tuatahi First Fibre
NSW Telco Authority	ESTA	Vector
SKAO	Babcock	L3 Harris

Expert in-house capabilities

The breadth of our telecommunications capabilities is a differentiator

Facility design and build, Hybrid power & decommissioning



Network integrity facilities maintenance



Satellite base station construction



Ventia Operations Centre (VOC) 24/7 Management & Monitoring



Fixed network planning, design, construction & maintenance



Wireless engineering, design, construction and O&M



Private networks and special coverage services



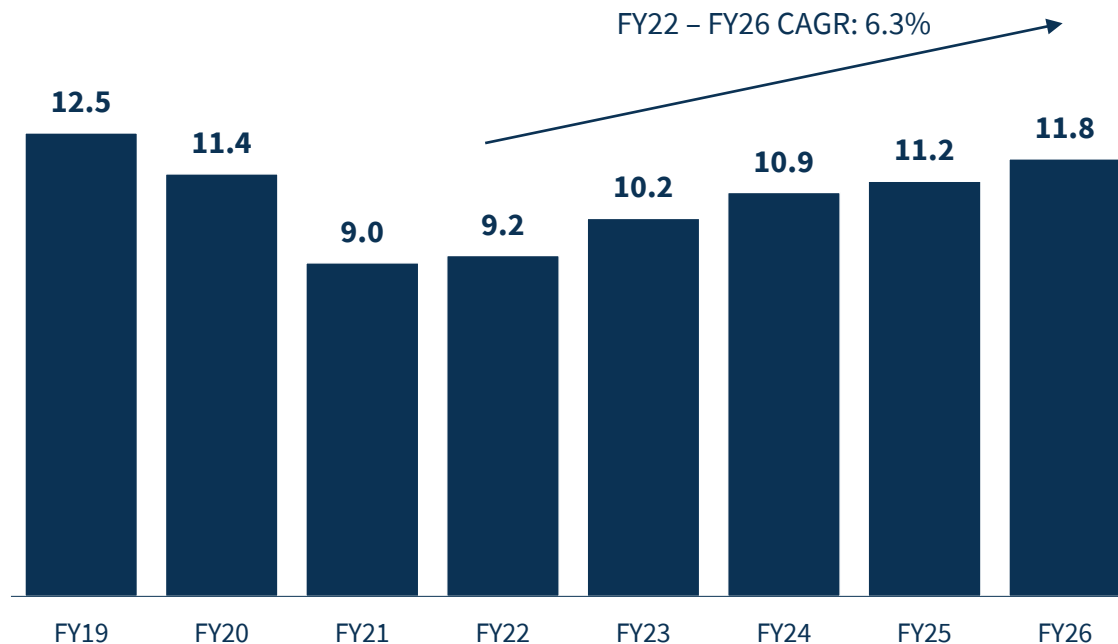
Disaster recover, emergency network O&M



Growth in core telecommunications market

Market tailwinds as data demands drive network investment

Outsourced Telecommunications addressable market size
Australia & New Zealand (AU\$bn)¹



Services has increased from 27% to 41% of total Ventia telecommunications revenue since 2018

Market drivers



Continued growth in data demand



A new wave of network fibre builds



Growing investment in 5G / wireless infrastructure



Network resilience and energy transition

1. BIS Oxford Economics (2022). Refers to the financial years ended 30 June. Numbers presented in current prices (nominal value)



Diversification into adjacent markets

Leveraging telecommunications capabilities in new markets, including Defence and Space

Telecommunications focus



Maintain market-leadership whilst leveraging capability to support adjacent markets e.g. Defence and Space

Recent contracts secured in adjacent markets



Square Kilometre Array Observatory (SKAO) contract



Australian Defence Force High Frequency Communication contract
Babcock Australasia



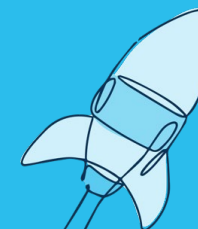
Airservices Australia Enterprise Network Design
L3Harris

Defence & Space adjacent market opportunity^{1,2}

~\$1.4b

estimated addressable market 2022

30+ known and speculated programs identified over next 5 years that could be pursued



1. Sourced from external consultant analysis

2. Represents incremental opportunity to core telecommunications market



Ventia Outlook

Platform for continued success in 2023 and beyond



FY23 Guidance reaffirmed

Growth in NPATA of 7-10% compared to FY22 pro forma NPATA



Outperformed 2022 Revenue, EBITDA and NPATA



Strategy to Redefine Service Excellence driving strong results



Our markets remain strong and growing



Resilient and diversified business



Focused on long term strategic clients and selective new opportunities



Long term investment proposition

7-10%

Target average revenue growth

80-95%

Target cash flow conversion

75%

Target NPATA payout ratio

Annual distributions aligned to earnings growth



Questions



Ventia
For when it's essential.