



# 2021 Annual General Meeting

Level 43

152-158 St Georges Terrace

Perth, Western Australia





## Items of Business

1. Financial Statements & Reports
2. Resolution 1 – Adoption of the Remuneration Report
3. Resolution 2 – Re-election of Director – Jose Ezequiel Varela Martins
4. Resolution 3 – Financial Assistance

## Resolution 1: Adoption of the Remuneration Report

Resolution 1	For	Against	Open <sup>1</sup>	Abstain
Adoption of Remuneration Report (Non-Binding)	10,123,899	0	1,048,059	9,600
	90.62%	0.00%	9.38%	N/A

*"That for the purpose of section 250R(2) of the Corporations Act and for all other purposes, the Remuneration Report set out in the Company's Annual Report for the financial year ended 30 June 2021 be adopted."*

Note:

1. Open votes in favour of the Chairman will be voted in favour of the resolution.

## Resolution 2: Re-election of Director

Resolution 2	For	Against	Open <sup>1</sup>	Abstain
Re-election of Mr Jose Ezequiel Varela Martins	10,306,416	0	1,048,059	0
	90.77%	0.00%	9.23%	N/A

*"That for the purpose of Rule 6.1 of the Constitution and for all other purposes, José Ezequiel Varela Martins, being a Director who retires by rotation, and being eligible, is re-elected as a Director."*



### Mr José Martins

José Martins is a Non-Executive Director and Member of the Audit and Risk Committee and Remuneration and Nominations Committees and brings over 25 years' experience in the financial management of public and private companies. José is the former CFO of ASX listed Ausdrill Ltd and Macmahon Holdings Ltd. José is the current CFO of Alliance Mining Commodities.

During the past three years he has also served as a director of the following listed companies: Nil.

Note:

1. Open votes in favour of the Chairman will be voted in favour of the resolution.

## Resolution 3: Financial Assistance

Resolution 3	For	Against	Open <sup>1</sup>	Abstain
Financial Assistance	10,283,916	3,125	1,057,434	10,000
	90.65%	0.03%	9.32%	N/A

*That for the purposes of section 260B(2) of the Corporations Act 2001 (Cth), approval is given for the financial assistance to be provided by Connect Engineering Pty Ltd ACN 003 282 371 and Connect Infrastructure Pty Ltd ACN 121 223 096 to the company in connection with the Acquisition as described in the Explanatory Memorandum accompanying the Notice of Annual General Meeting.*

Note:

1. Open votes in favour of the Chairman will be voted in favour of the resolution.





# Managing Director's Presentation

2021 Annual General Meeting

26 November 2021







Connecting  
the **Future**

## Our Company

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-  HEAD OFFICE
-  REPRESENTATIVE OFFICES/DEPOTS
-  MAJOR PROJECTS

# National Footprint. Regional Expertise.

GenusPlus Group (ASX:GNP) is an end-to-end services provider for essential power and telecommunications infrastructure.

We provide an integrated service delivered through key complementary businesses to our clients in the resources, power, utilities and communications sectors across Australia.

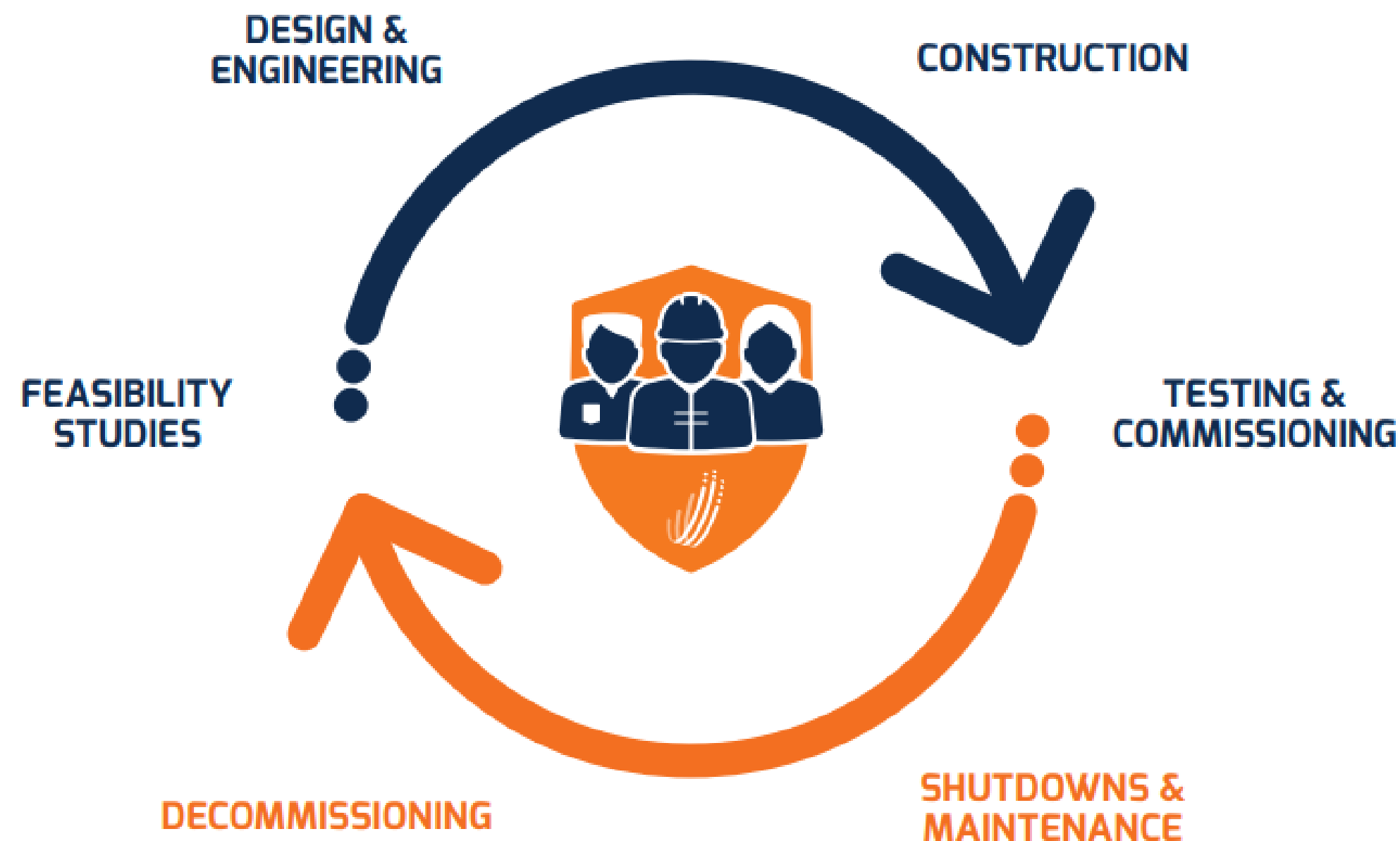
Built on a bedrock of three generations of accumulated family expertise, today the GenusPlus Group is a leading ASX-listed provider of critical infrastructure services to a blue-chip client base.



# Expertise at every stage

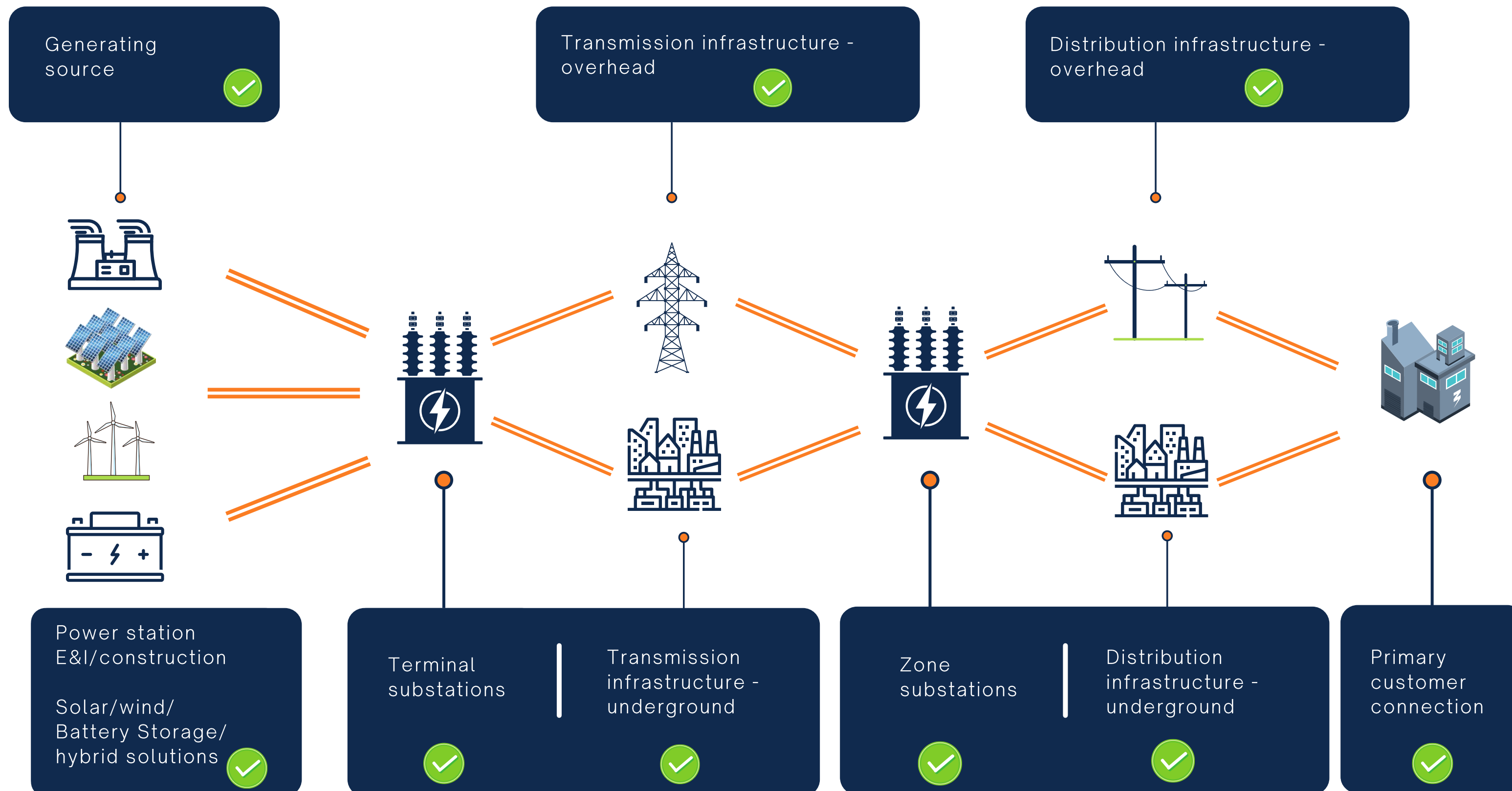
At Genus, we maximise the life and profitability of our clients' assets by delivering reliable, schedule driven and cost-effective services at every stage.

We provide asset support solutions encompassing asset management and upgrades; shutdowns; general maintenance; operational support, services and decommissioning.





## Power infrastructure capabilities

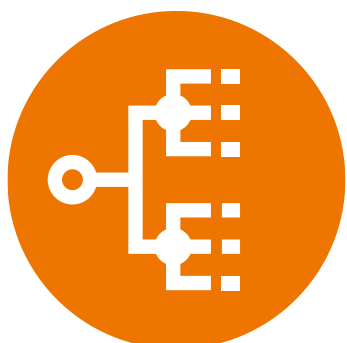






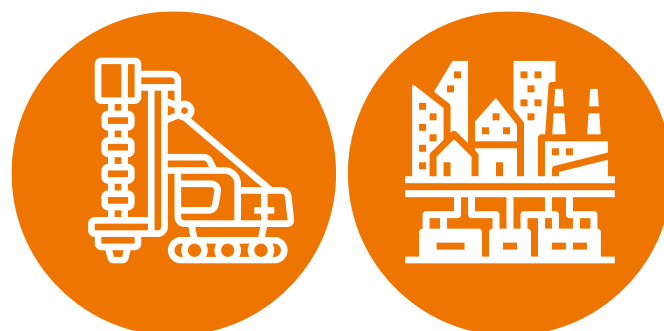
# Communications infrastructure capabilities

Networks:  
from concept  
to construction



- Complete network designs
- Line route selection & optimisation
- Experienced field delivery capability
- Field services from planning & design through to construction & maintenance

Civil & infrastructure  
construction



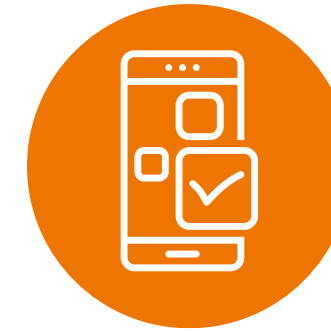
- Direct ploughing & optic fibre installation
- Directional drilling
- Trenching
- Cable hauling & cable jointing
- Pit & pipe installation
- Asset installation

Mobile & wireless  
infrastructure



- Field services covering site acquisition, engineering & and design (SAED), construction & install
- Extending mobile construction capability to grow into mobile blackspots, 5G and beyond

Digital solutions



- Dedicated Workforce Operations Centre and field management platform (WFM)
- Data analytics toolsets
- Virtual assessment, technician mobility apps
- Proprietary app connecting to customers



# Corporate Overview

Share Price (as at 25 Nov 2021)	A\$/sh	\$1.35
Number of Shares	M	155.6
<b>Market Cap</b>	<b>A\$M</b>	<b>\$210</b>
Cash (30 June 2021)	A\$M	\$34.2
Debt (30 June 2021)	A\$M	\$15.5
Dividend FY21	Cents/share	1.8c

## Board of Directors

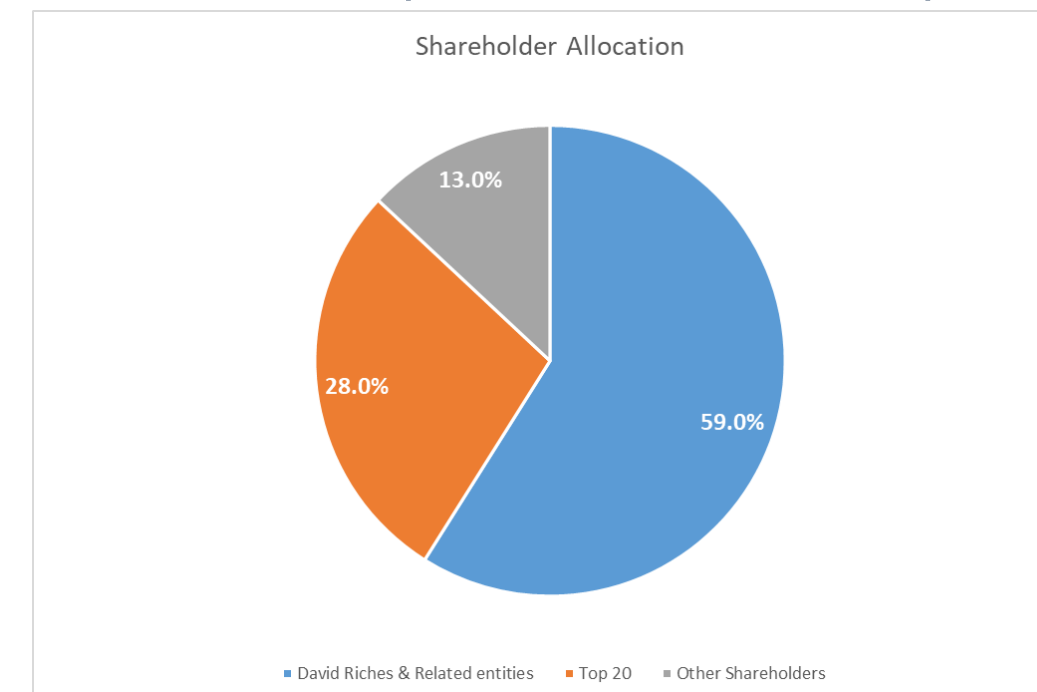
Simon High	Non-Executive Chairman
David Riches	Managing Director / Founder
José Martins	Non-Executive Director
Paul Gavazzi	Non-Executive Director

## Share Price Chart since ASX listing

(from 14 December 2020 to 23 November 2021)



## Shareholders (as at 25 November 2021)







Part 1

# FY2021 Results

Highlights | Financials

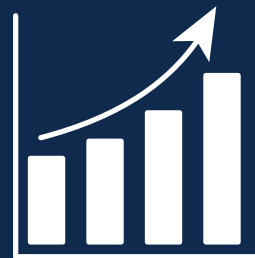




# Operational & Financial Highlights



- Awarded Kangaroo Hill D&C Project from Rio Tinto
- Significant progress made on FMG Pilbara Transmission Project
- Key construction contracts with Rio Tinto (Hamersley Iron), Fortescue (Iron Bridge)
- Electrical & Instrumentation works awarded for Kwinana Waste-to-Energy Project
- Expected recurring works (Western Power, Ergon, Horizon Power, Telstra) continue to provide ongoing revenue



- Revenue of \$318 million – up 87% on PCP of \$170 million
- Normalised EBITDA of \$32.4 million – up 66% on PCP of \$19.6 million
- Normalised NPAT of \$17.3 million – up 70% on PCP of \$10.2 million
- Normalised Return on Capital (ROCE) of 43%
- Cash balance of \$34.2 million
- Prospectus forecasts achieved after allowing for start up and initial integration costs of expansion into QLD, NSW and the Renewables division.



- Successfully acquired Connect Infrastructure (NSW)
- Acquired key contracts, IP, IT systems, plant & equipment of Tandem Corp Pty Ltd



- Increased footprint in NSW & QLD
- Expanded capacity with investment into renewable sector

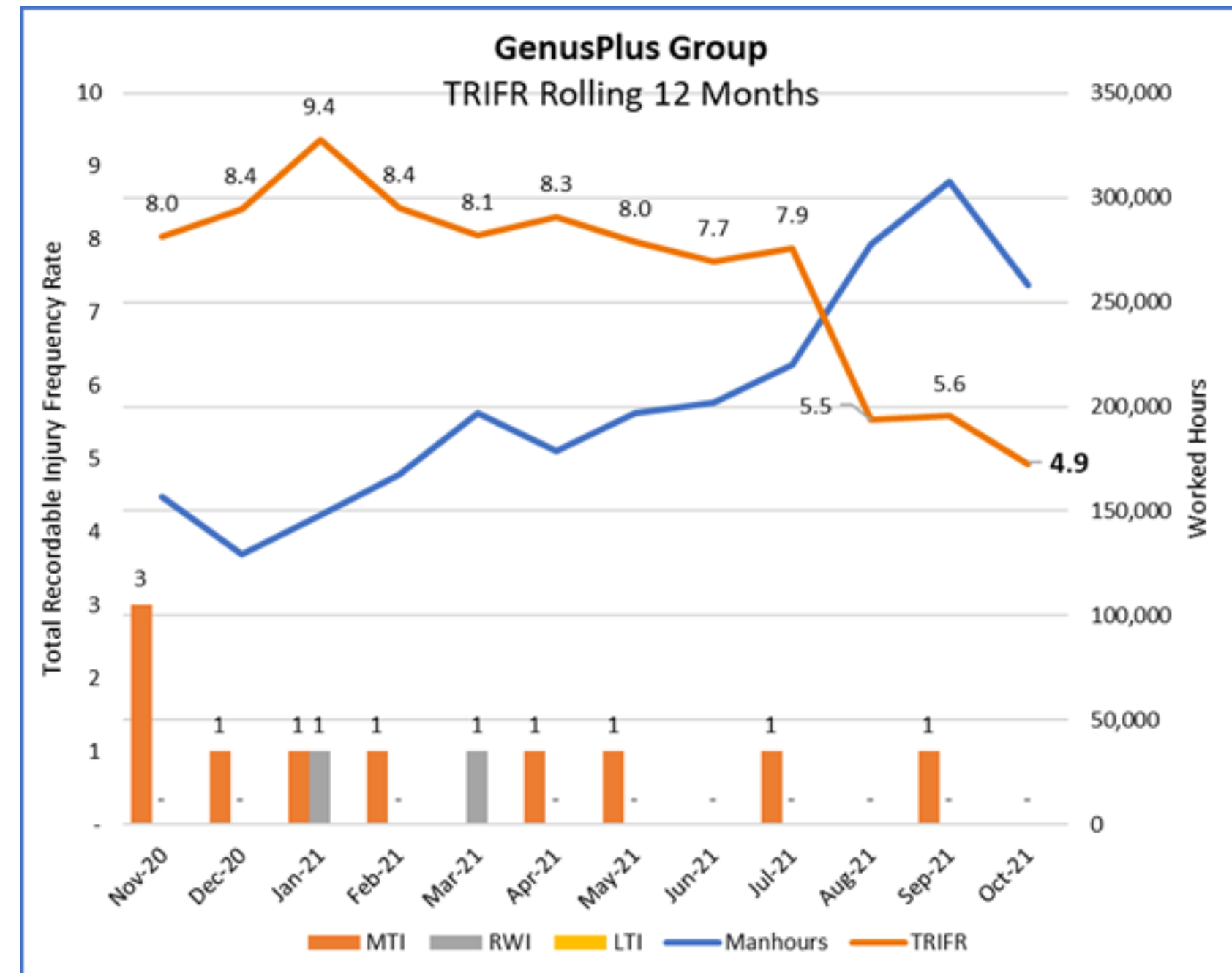


## SHEQ

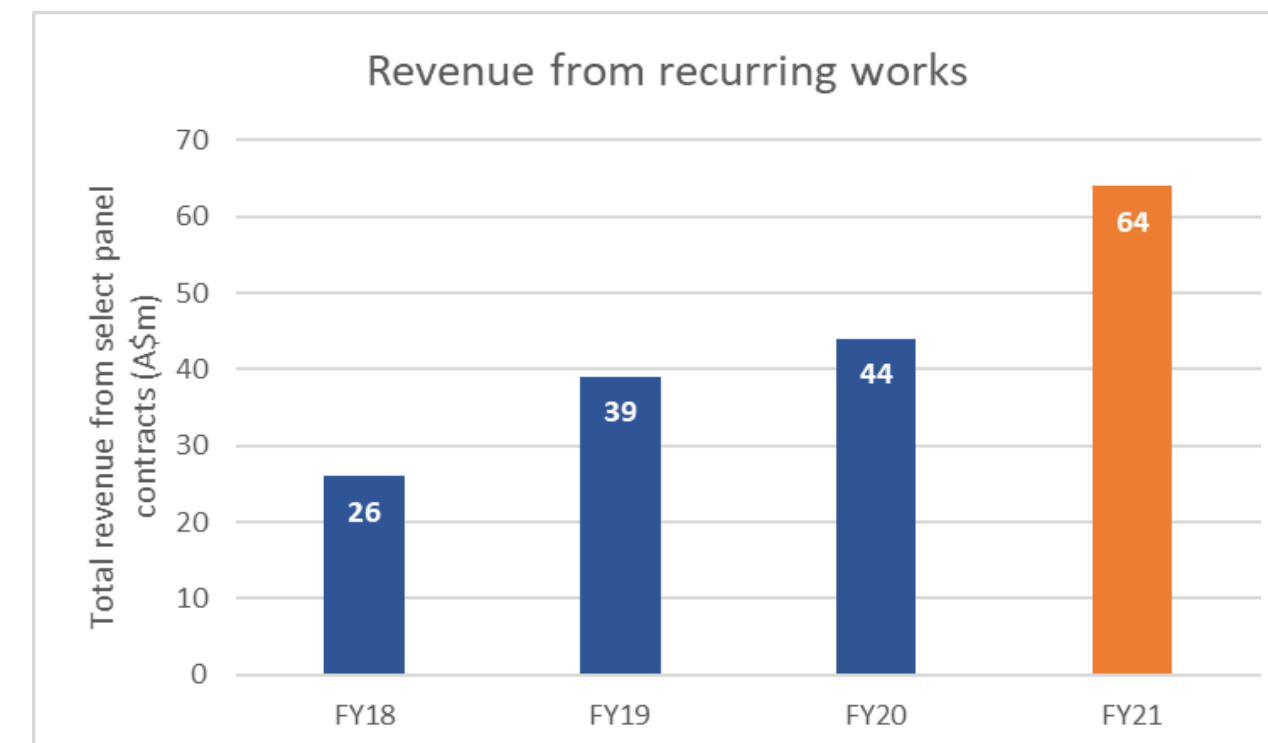
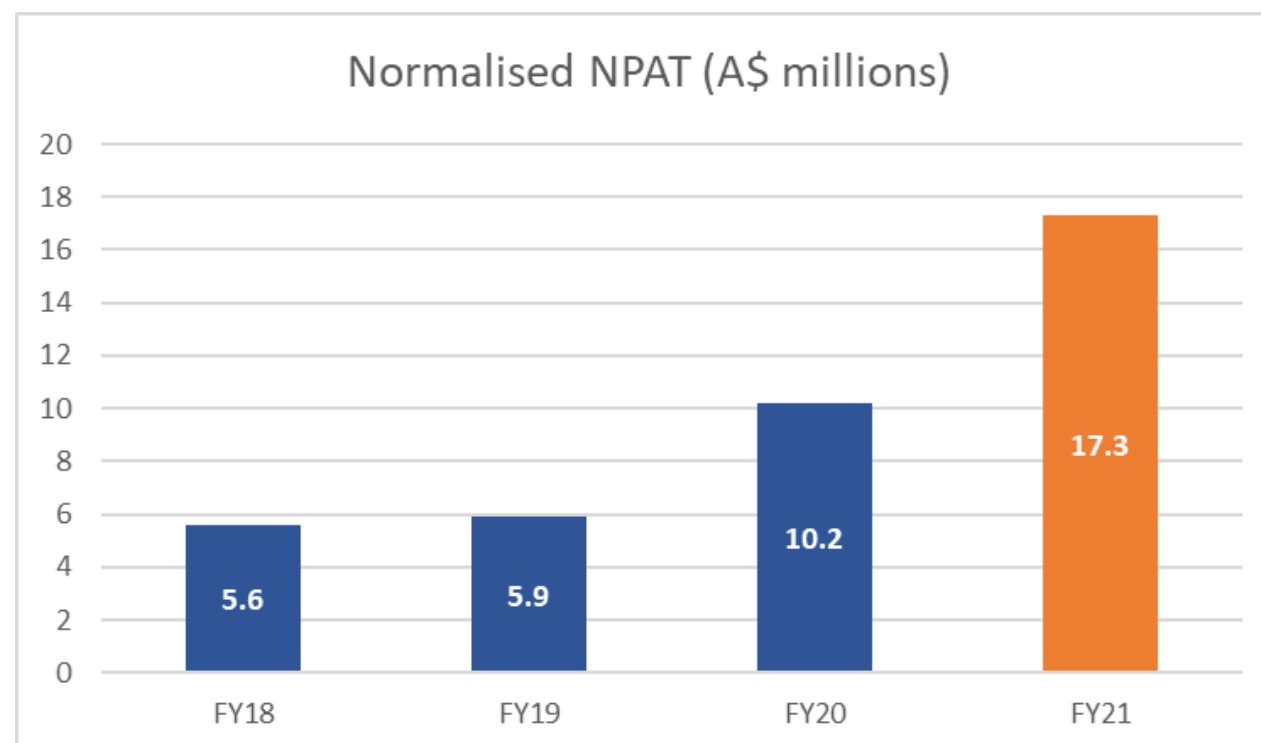
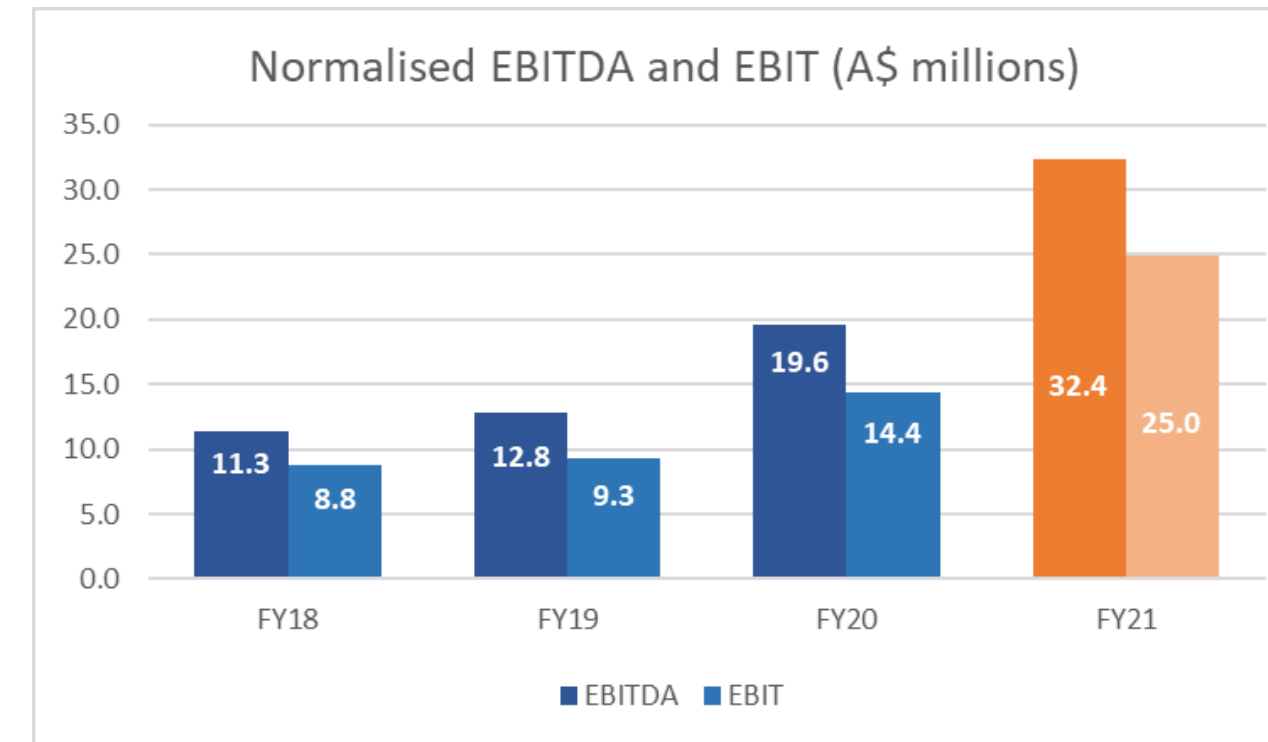
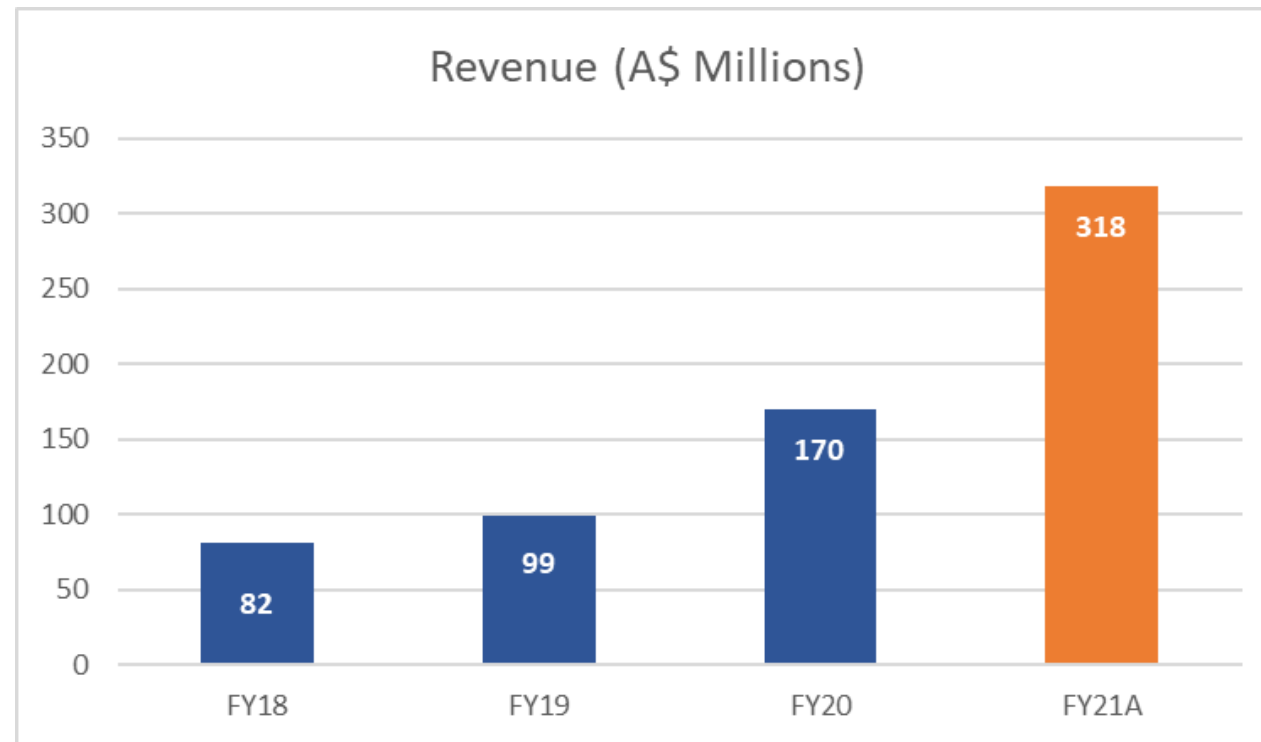
- Increased monitoring of welfare & communication with workforce due to COVID
- LTIFR at 31 October 2021 was **zero**
- TRIFR at 31 October 2021 was **4.9**

## People

- Headcount currently **916** increased from **752** at 30 June 2021
- 40** Trainees & Apprentices Nationally
- Graduate & vacation student program progressing, with **24** engaged across the Group
- Key shareholder in indigenous corporation Maali Group currently supplying indigenous apprentices and trainees to the Genus group and the wider industry



# Historical Performance





## FY2021 Financial Overview

- Record full year revenue of **\$318 million up 87%** compared to PCP
- Normalised EBITDA **\$32.4 million up 66%** on PCP
- Normalised NPAT of **\$17.3 million up 70%** on PCP
- Dividend declared of **1.8 cents per share** fully franked with a record date of 6 October 2021 and payment date of 28 October 2021
- Results are in line with Prospectus

### Statement of Profit or Loss

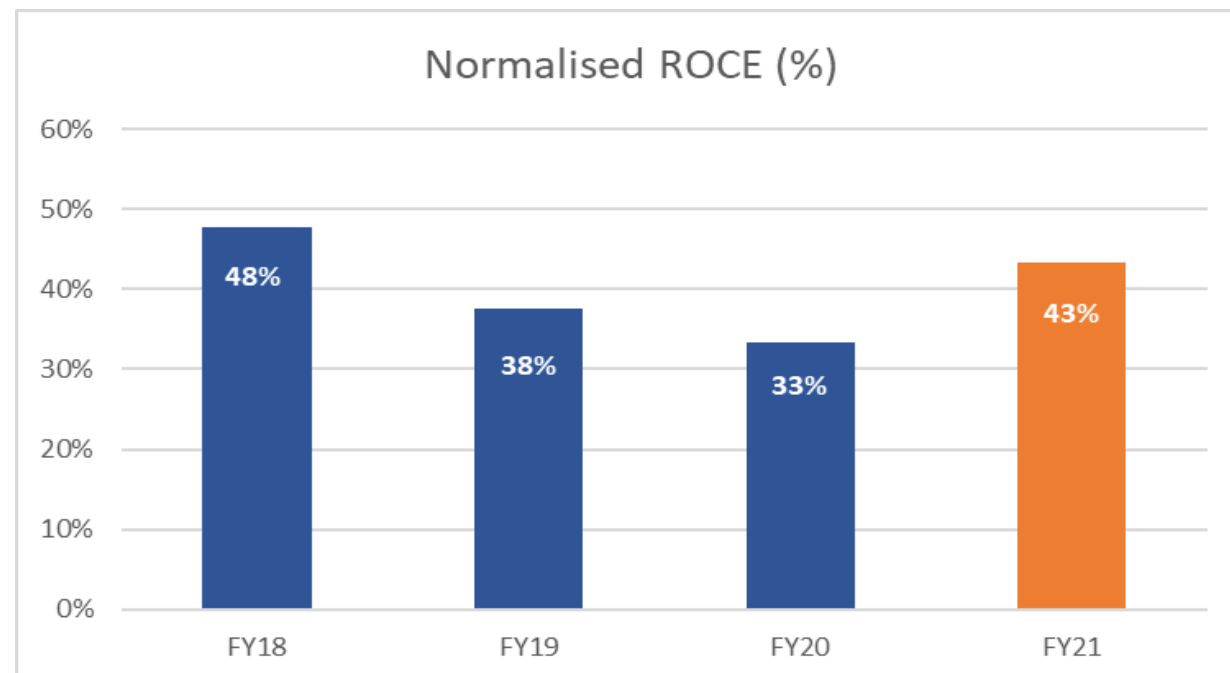
	2020 A\$M	2021 A\$M
<b>Revenue</b>	<b>170.0</b>	<b>318.2</b>
<b>Normalised EBITDA<sup>2</sup></b>	<b>19.6</b>	<b>32.4</b>
Depreciation and amortisation expenses	(5.3)	(7.4)
<b>Normalised EBIT<sup>2</sup></b>	<b>14.3</b>	<b>25.0</b>
Normalisations	<b>0.8</b>	<b>(5.1)</b>
IPO costs	-	(2.7)
ECM Claim costs	(0.6)	(2.2)
Director/employee share issue costs expensed	-	(0.7)
Other (redundancy, acquisition costs)	(0.1)	-
Mark to Market investments	1.5	0.5
<b>EBIT</b>	<b>15.1</b>	<b>19.9</b>
Interest	(0.7)	(0.7)
<b>Profit before tax</b>	<b>14.5</b>	<b>19.2</b>
Income tax expense	(3.8)	(5.8)
<b>Statutory NPAT</b>	<b>10.7</b>	<b>13.3</b>
<b>Normalised NPAT<sup>2</sup></b>	<b>10.2</b>	<b>17.3</b>

1. EBITDA/EBIT are non-IFRS measures that are unaudited but derived from auditor reviewed FY21 Financial Statements. These measures are presented to provide further insight into GenusPlus Group's performance.

2. FY 2021 Normalised EBITDA / EBIT / NPAT excluding Listing costs of \$2.7 million, ECM Claim costs of \$2.2 million, Director & employee share issue costs of \$0.7 million and Mark to market revaluation increase of investment of (\$0.5) million. FY 2020 Normalised EBITDA / EBIT / NPAT excludes ECM claim costs of \$0.6 million, redundancy & acquisition costs of \$0.1 million, Mark to market revaluation increase of investment of (\$1.5) million and includes (\$0.5) million listing costs.

# Financial Overview

Consolidated Statement of Financial Position	2020 A\$	2021 A\$
Cash and cash equivalents	39.8	34.2
Lease liabilities	(6.4)	(13.0)
Financial liabilities	(3.0)	(6.8)
<b>Net Cash</b>	<b>30.4</b>	<b>14.3</b>
Property, plant and equipment	15.8	15.8
Right-of-use assets	6.9	13.6
Financial assets	0.9	1.5
Tax liabilities	(1.0)	0.3
Prepaid revenue	(26.7)	(7.8)
Working capital	15.2	14.6
<b>Net Tangible Assets</b>	<b>41.5</b>	<b>52.2</b>
Intangible assets	1.6	5.5
<b>Net Assets</b>	<b>43.2</b>	<b>57.7</b>



\* Return on Capital Employed (ROCE) is calculated as Earning before Interest & Tax (EBIT) divided by closing Net Assets.

## STATEMENT OF FINANCIAL POSITION

- Cash balance strong at **\$34.2 million** with net cash of \$18.7 million (excluding right of use asset lease liabilities).
- Prepaid revenue reduced by \$18.9 million during the period as the works relating to the prepayments were performed.
- Strong FY21 normalised ROCE of **43%**

## CASHFLOW

- Capital expenditure has been higher than expected due to acquisition on the East Coast and other expansion opportunities. Extra capacity has been brought on to the balance sheet.
- Normalised cash inflow from operations **\$26.4m** (normalised for IPO costs, ECM Claims and reduction in prepaid revenue received pre-30 June 2020).





Part 2

# The Future

Pipeline & Outlook | Growth Strategy





# Growth Strategy & Market Drivers

- **Continuing expansion** into east coast markets - leveraging strategic acquisitions in Qld & NSW
- **Capitalise on regional investment** in energy-intensive assets; creating demand for upgraded or new transmission infrastructure
- **Leverage strong interconnector investment** through Genus' increasing East Coast footprint & capability set
- **Renewable generation project pipeline** - geographic diversity of regionally-based assets requires significant network investment



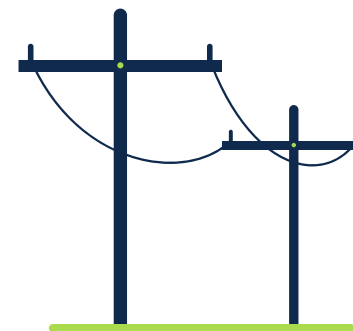
1

Surge of investment into Renewables which require connection to the grid



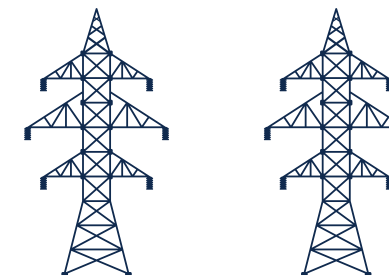
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Rising population and electricity demand driving growth in networks



3

Ageing distribution network infrastructure requiring continuous maintenance spend



4

Upcoming large State interconnectors



5

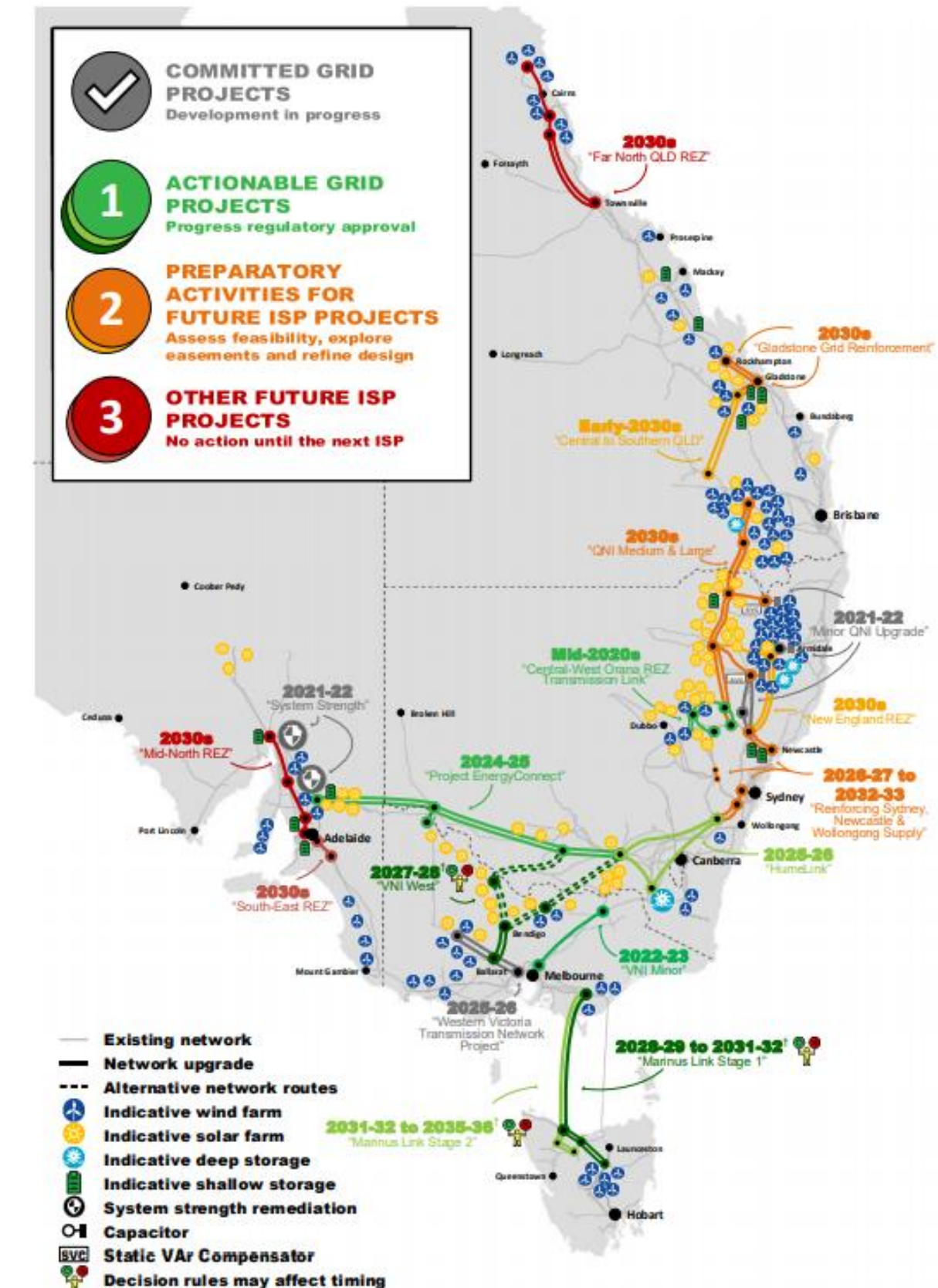
Telco – roll out of 5G and continuous NBN & Fibre maintenance

## Strategy Update – Power

- Leverage off recent acquisitions which established footprint for Genus in NSW and QLD
- Grow capacity and market share of service work to establish critical mass in these areas
- Win large scale projects in the East Coast through leveraging critical mass
- Maintain significant skilled workforce servicing blue-chip client base
- Long term contracts for major network owners
- Further opportunistic M&A to establish footprint in new regions and leverage Genus' expertise

### Network Expansions

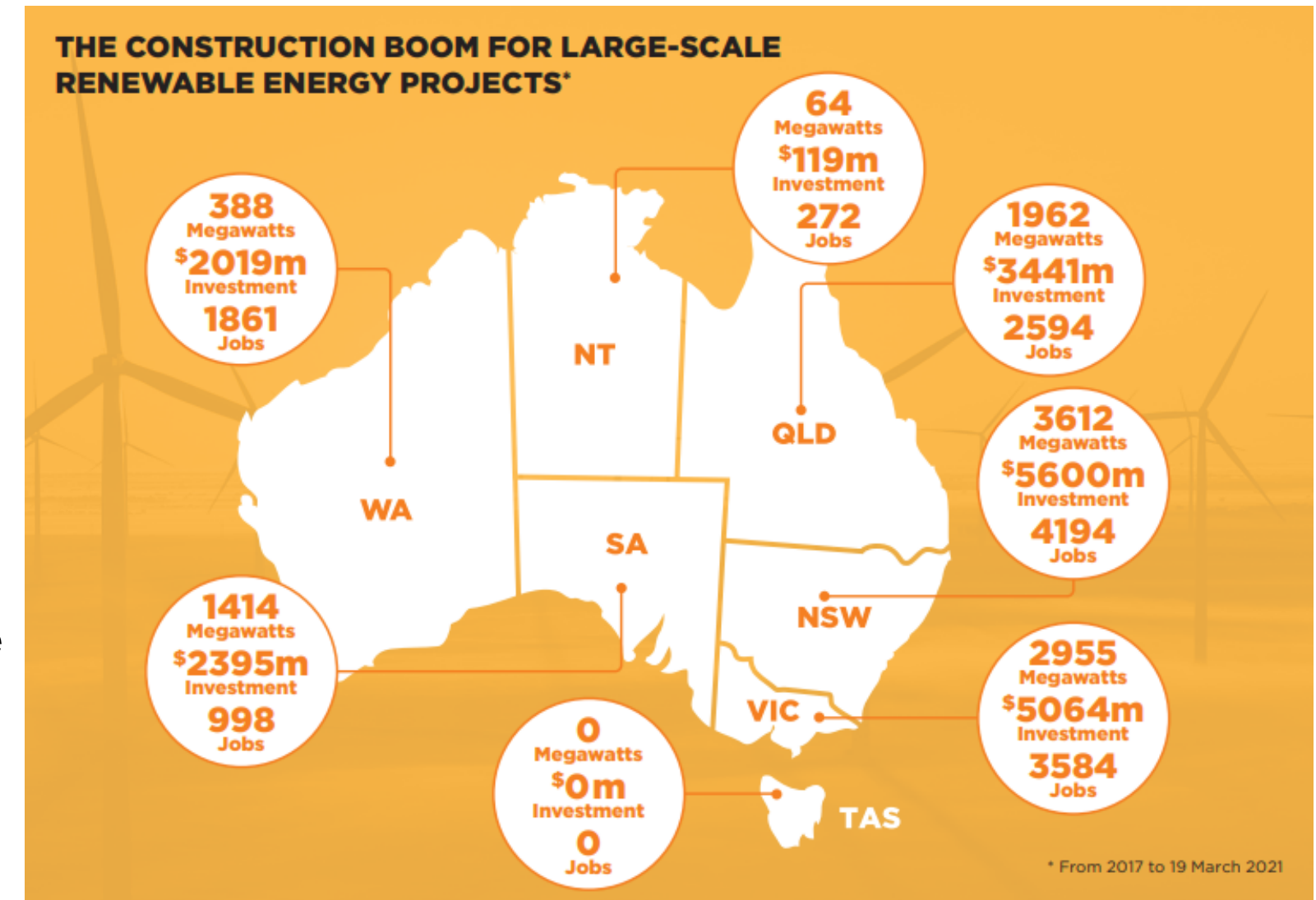
Source: AEMO Integrated System Plan 2020



† The timing of these actionable projects is dependent on decision rules. All dates are indicative, and on a financial year basis. For example, 2023-24 represents the financial year ending June 2024.

## Strategy Update – Renewables

- Leverage off significant historical experience with:
  - Yandin Wind Farm
  - Warradarge Wind Farm
  - Moorabool Wind Farm
  - Kwinana Waste-to-Energy Project
- Leverage competitive advantage in having expertise to connect renewables into the grid (limited parties have the required expertise and credentials to work on the grid)
- Leverage expertise and relationships into remote communities
- Maintaining safe contractual risk profile by partnering with expert suppliers, consultants and subcontractors in the space
- Explore Build-Own-Operate opportunities for renewable / hybrid assets and generate long term consistent earnings



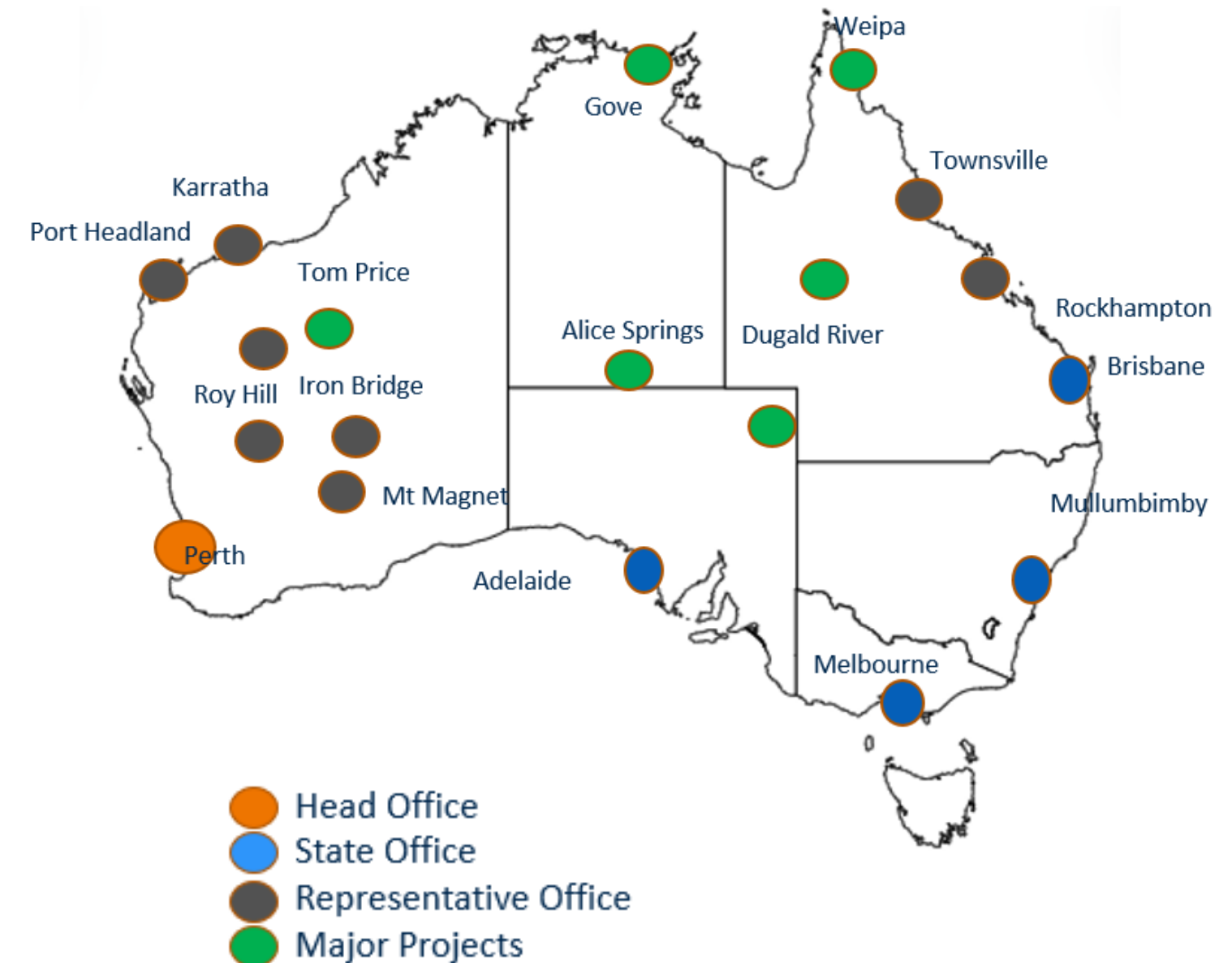
Market spend  
of ~\$20B

Source: Clean Energy Council,  
“Clean Energy Australia” Report 2021



## Strategy Update – Communications

- **Completed acquisition of Tandem** – helps provide critical mass to the Genus Comms platform
- **Build and strengthen Telstra relationship**
- **Focus on integration of Tandem** into Genus' existing comms business
- **Leverage off acquisition** to further establish footprint for Genus in NSW, QLD, VIC, TAS, SA and NT
- **Enter into NBN O&M** contracts and future 5G market



## Orderbook & Pipeline

- Strong orderbook over FY2022 and FY2023.
- Together with the pipeline, budget and opportunity leads represent circa **\$2 billion**.
- Significant Contract Awards since end of the year:
  - \$50 million Kwinana Battery Energy Storage System
  - \$16 million Shoalwater Bay Australia-Singapore Military Training Initiative (ASMTI) contract in Queensland

## Outlook

- The traction of the expansion of the business on the east coast has seen some project delays because of Covid-19 this financial year to date, although as the industries we participate in are considered “essential services”, we do not expect to be materially impacted over the full financial year.
- We have seen some impact from shortages of labour resource in electrical trades in our substation division which has been factored into our forecast.
- Continue to consider bolt-on acquisitions in strategic locations.
- Genus is rebranding and restructuring some of its divisions to make better use of the “Genus” name, branding and logo. This will simplify the offering to clients and enable better cross-selling of the Group’s services.

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