

FY24 Results Presentation

SSH Group Limited

29th August 2024



Servicing Australia's mining,
civil and construction industries



Improving outcomes for Australian projects and communities

Who we are

A portfolio of industrial service businesses, focused on service delivery to the Australian mining, civil, and construction industries

What we do

- Equipment Solutions
- Workforce Solutions

Company Strengths

- 300+ mining & civil hire assets
- Founder led organisation
- Focused on the Pilbara region
- \$25bn+ addressable market
- Proven industry management & leadership
- Scalable and robust business model

Our Brands



A transitional year as the Group delivered on performance and business improvement

Revenue


\$40.1m

Gross Margin %


38%

EBITDA


\$7.2m

Cash Balance at Year End


\$2.6m

Workforce


275+

TRIFR


2.4



Full Year Operating Cash Flow
 Positive Quarter on Quarter

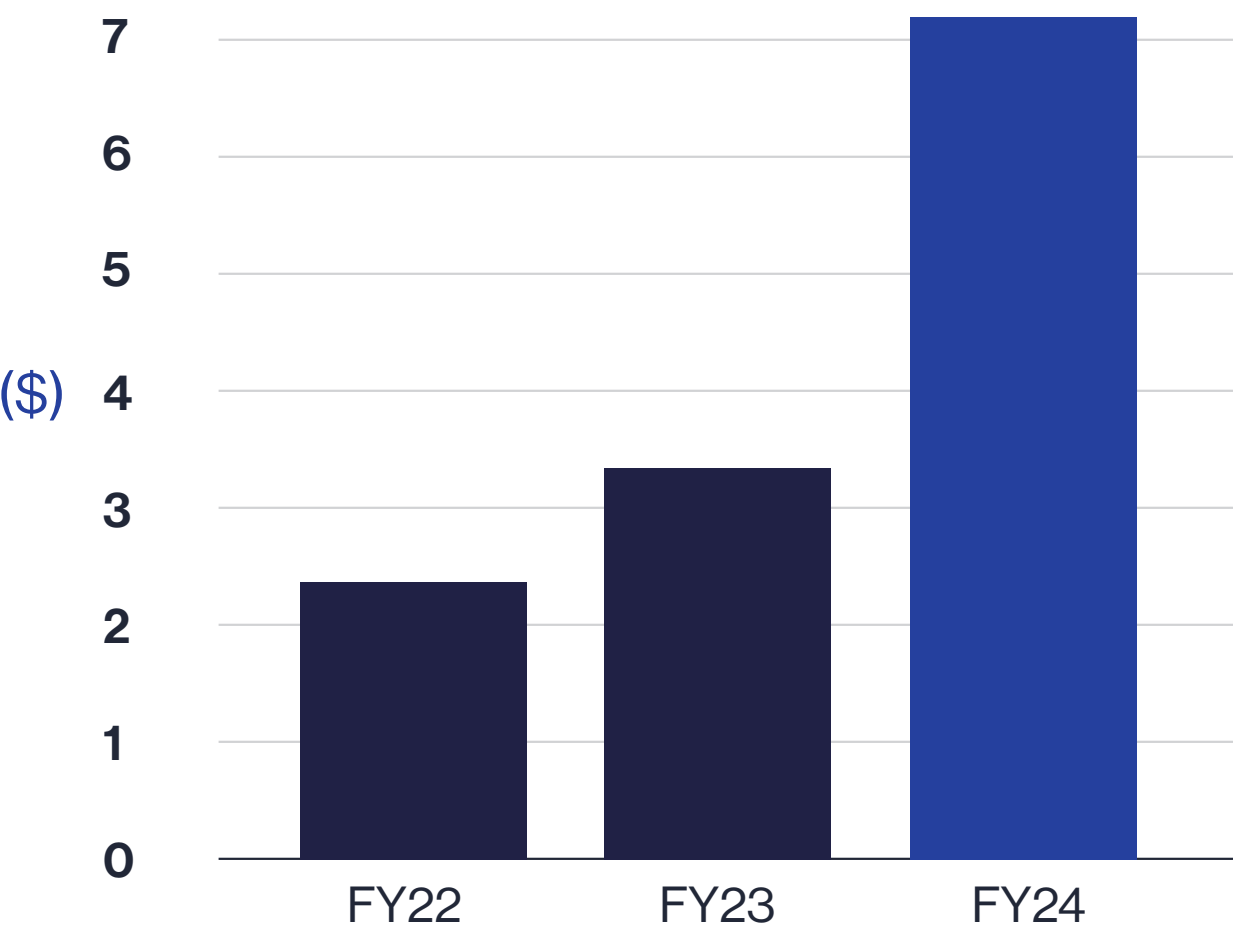


Period ending 30 June 2024

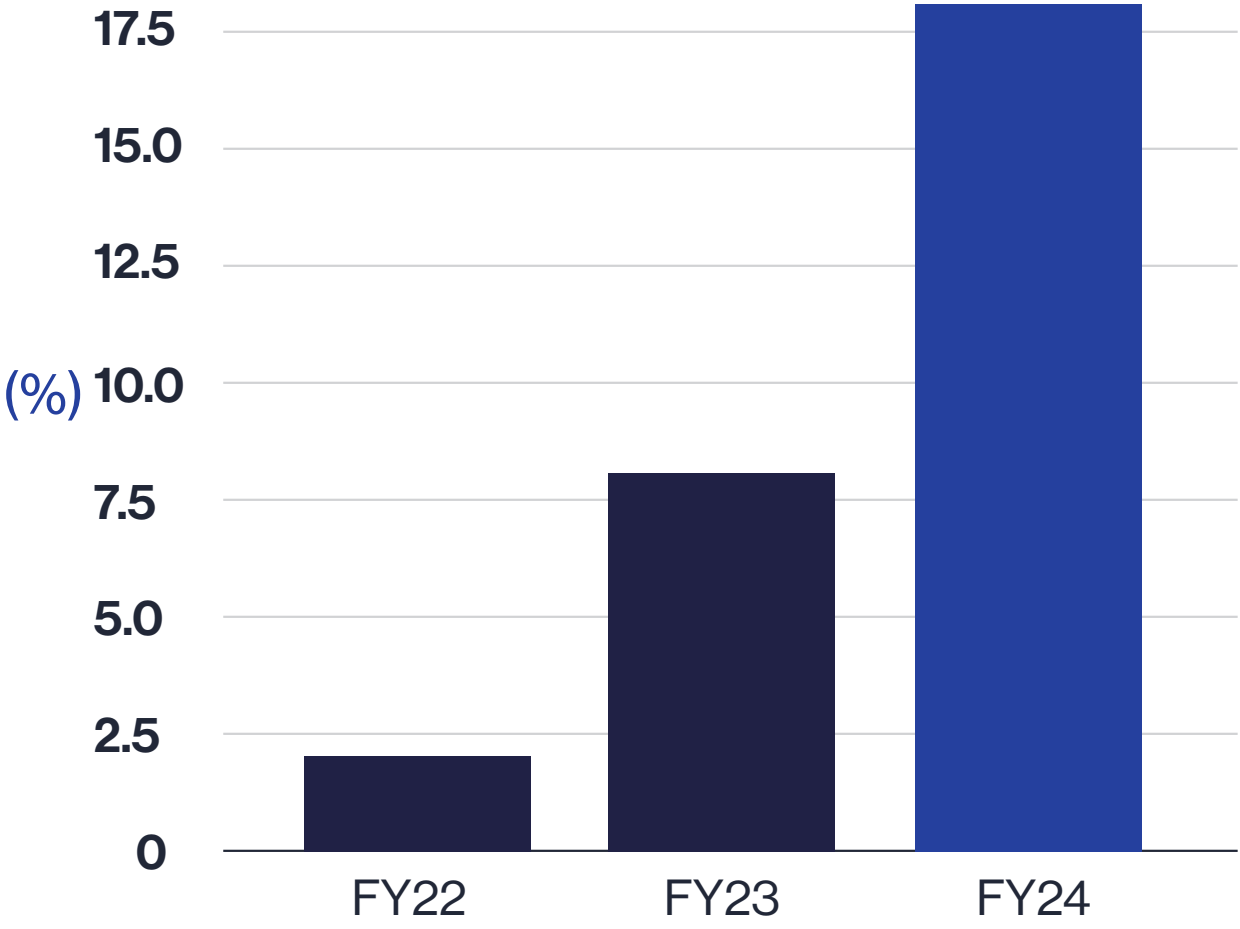
	FY24 (AUD \$m %)	FY23 (AUD \$m %)	CHANGE (\$m %)
Revenue	\$40.1m	\$41.2m	-\$1.1m
Gross Profit	\$15.2m	\$10.9m	\$4.3m
Gross Margin	38%	26%	43%
EBITDA	\$7.2m	\$3.3m	\$3.9m
EBITDA Margin	18%	8%	123%
EBIT	\$3.0m	-\$0.0m	\$3.0m
Profit Before Tax	\$0.6m	-\$1.8m	\$2.4m
Net Profit After Tax	\$0.7m	-\$1.3m	\$2.0m
Cash Holdings at Year End	\$2.6m	\$2.0m	\$0.6m

FY24 Group Financial Overview

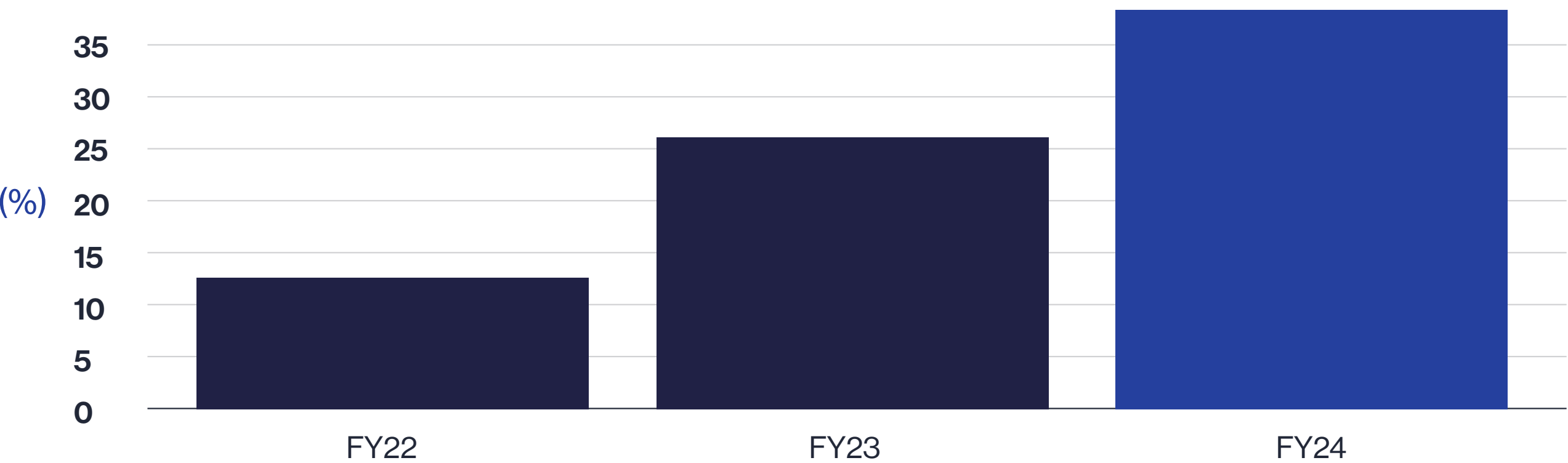
EBITDA



EBITDA Margin



Gross Margin



Borrowing Profile as at 30 June 24*

Equipment Finance 82%

Asset backed & insured

Working Capital Funding 13%

Asset backed & insured

Acquisition Term Loan 5% (Now Paid Off)

Loan for KMH acquisition paid off in July 24

*Excluding right of use assets and insurance premium funding

Balance Sheet Summary (\$m)

Total Assets 43.4

Total Liabilities 35.9

Net Assets 7.5



Operational Highlights

Workforce

- 275+ engaged over the FY24 period

Asset Utilisation

- Focused on increasing longterm hires

Cross-Selling Opportunities

- At the forefront of our customer engagement

New Management

- Focused on unlocking future mining and civil opportunities

Indigenous Partnership

- Embraced by blue chip mining & civil customers



Safety & Wellbeing

- TRIFR in FY24, 2.4, (FY23, 2.7)
- Introduction of safety culture app to workforce

Physical & Mental Health

- 5x Resourceful Mind Scholarships completed with Lifeline WA, Chamber of Minerals & Energy WA (CME) and DMIRS
- Company EAP review delivered favorable results against industry benchmark

Diversity & Inclusion

- **52%** Female representation - corporate & management
- **13%** Female representation - entire workforce
- **4%** Indigenous representation - corporate & management
- **3%** Indigenous representation - entire workforce



FY24 Sustainability Highlights

- Psychosocial risk assessment conducted
- Materiality assessment conducted
- Developed SSH sustainability score card
- Established our 2-year sustainability roadmap

FY25 Sustainability Roadmap

- Incorporate into existing audit and risk committee charter
- Establish sustainability policy
- Develop sustainability asset mandate
- Measure 1 & 2 GHG emissions and establish reduction actions
- Measure baseline sustainability metrics
- Undertake a climate-related risk assessment

FY25 Sustainability Priorities



SSH Group Ltd | Outlook

- ▶ Maximise cross selling opportunities with existing services and customers
- ▶ Key focus on growth in the mining and civil industry
- ▶ Project partnerships with mid tier miners
- ▶ Geographical & service line expansion
- ▶ Continue to explore value accretive M&A opportunities
- ▶ Strengthen balance sheet & free cashflow

“An exciting year ahead as we are well positioned to leverage growth opportunities.”

Daniel Cowley-Cooper
Managing Director



Investment Case

- Founder led organisation
- Scalable and robust business model
- Diverse market sectors & geographies
- Opportunity to broaden services
- Large addressable markets
- Geographical expansion potential in WA and interstate

Leadership team

➤ Bruce Lane	➤ Daniel Cowley-Cooper	➤ Stefan Finney
Non-Executive Chairman	MD & CEO	COO & Executive Director
35+ Years Experience	15+ Years Experience	15+ Years Experience

Corporate Overview (as of date 20.08.2024)

- ASX Code **SSH**
- Share Price **\$0.065**
- Market Cap **\$4.28m**
- Shares on Issue **65.9m**
- Board & Executive Ownership **31%**
- Top 20 Shareholders **70%**



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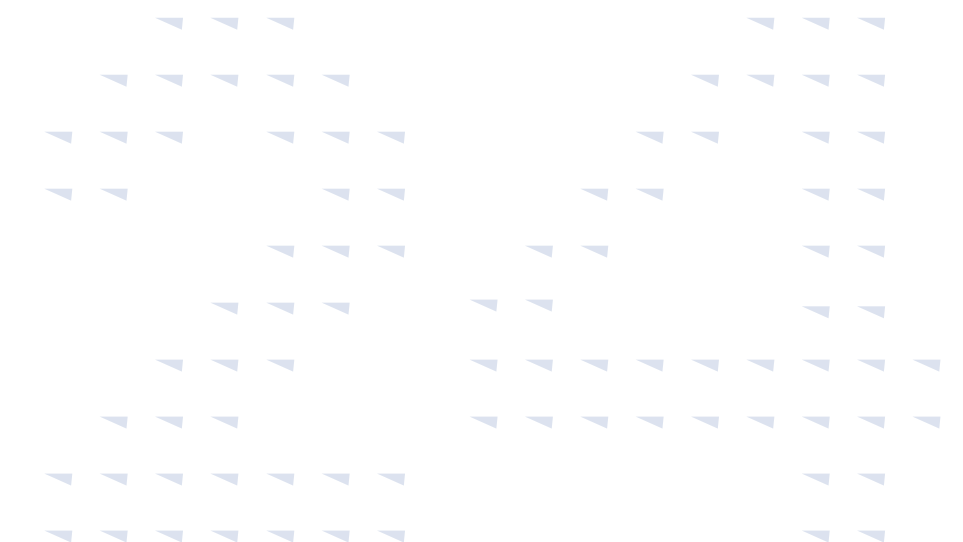
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