



AVADA GROUP LIMITED

Annual General Meeting

14 November 2022

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Authorised for release by the Board of Directors of AVADA Group Limited

Virtual AGM Access

A live webcast of the AVADA Group Annual General Meeting is available via <https://meetings.linkgroup.com/AVDAGM22>

The AGM will commence at 11.00am (Brisbane time) on Monday, 14 November 2022.

Board of Directors



Lance Hockridge

NON-EXECUTIVE
CHAIRMAN



Daniel Crowley

MANAGING
DIRECTOR & CEO



Ann-Maree
Robertson

DIRECTOR



Jo Willoughby

DIRECTOR



Robert
Cazzolli

DIRECTOR

Chairman's Address

Lance Hockridge



A night city street scene with tall buildings and a glowing green traffic light. The image has a dark, blue-toned background with light trails from cars on the street. A glowing green traffic light is visible on the right side of the image.

Managing Director and CEO's Address

Dan Crowley

FY22 highlights

COMPLETION OF
ACQUISITIONS
AND LISTING ON
ASX

DELIVERING ON
THE STRATEGIC
PLAN

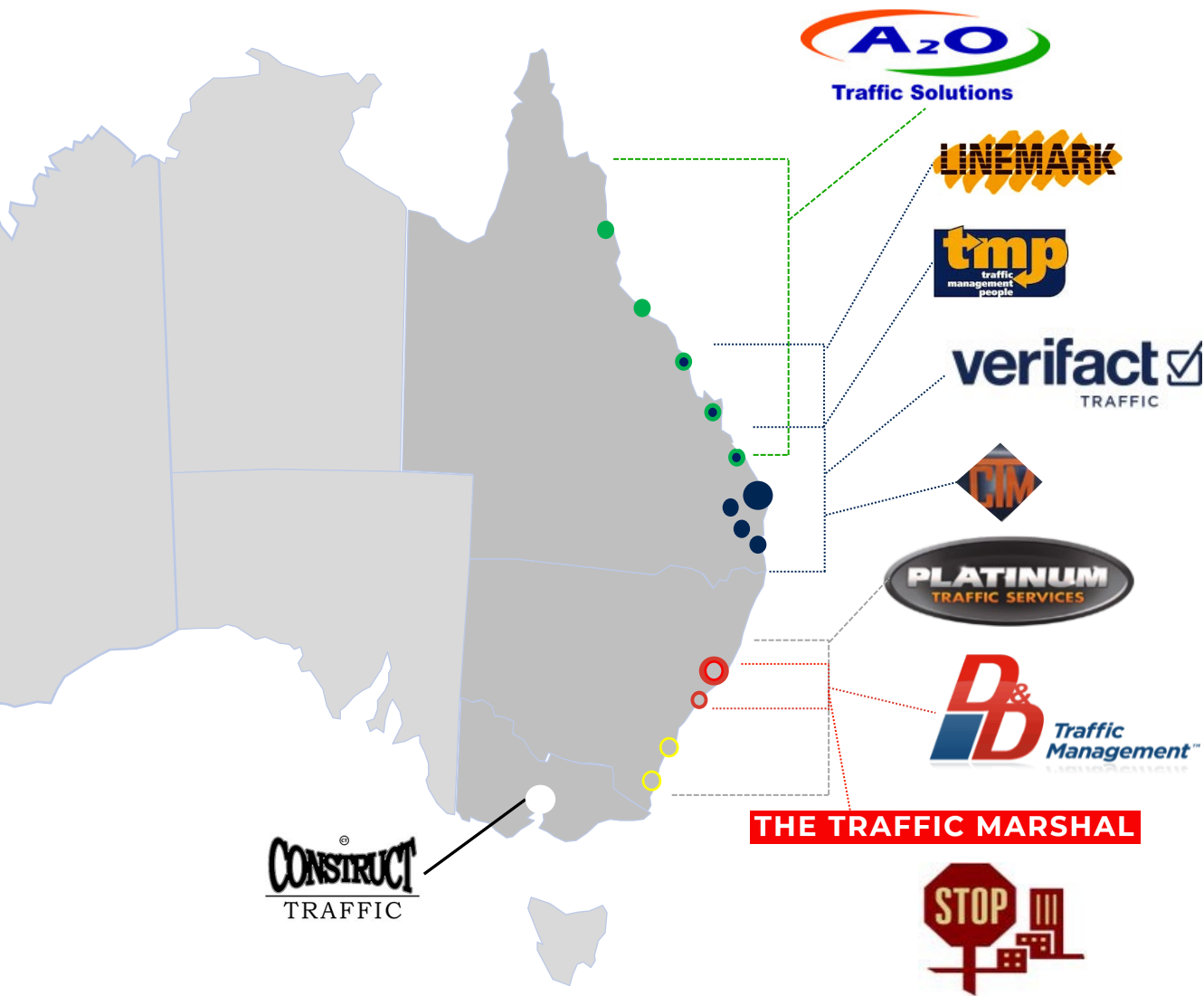
UNAUDITED PRO
FORMA EBITDA
\$12.6M VS FY21
OF \$11.5M

ONGOING
IMPLEMENTATION
OF SYNERGIES
AND
INTEGRATION

GROWING THE
FLEET AND TEAM
TO MEET DEMAND

CONTINUING TO
SECURE KEY
CONTRACT WINS
AND EXTENSIONS

AVADA overview



	VEHICLES	TRAFFIC CONTROLLERS*	DEPOTS
QLD	660	1,217	19
NSW	168	472	7
VIC	131	358	1
TOTAL	959	2,047	27

* Active employees

Competitive advantages



Scale enables allocation and sharing of people and vehicles.



Improved efficiencies and operational performance through the use of technology.



Safety and operational processes are assured by effective management processes and monitoring.



Group-wide procurement and cost monitoring.

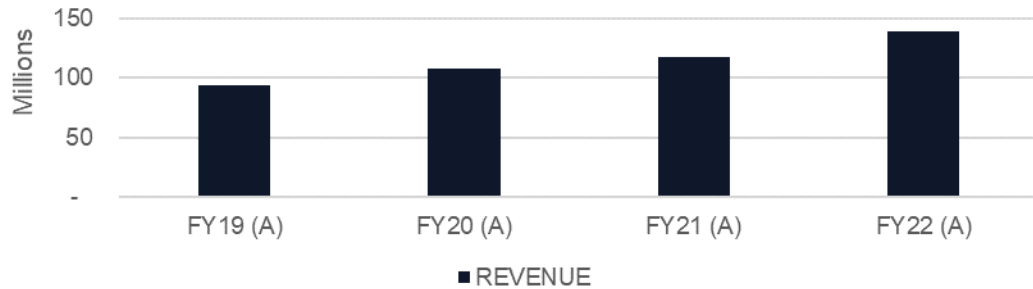


Ability to deliver the service platform through the existing brands or as a group.

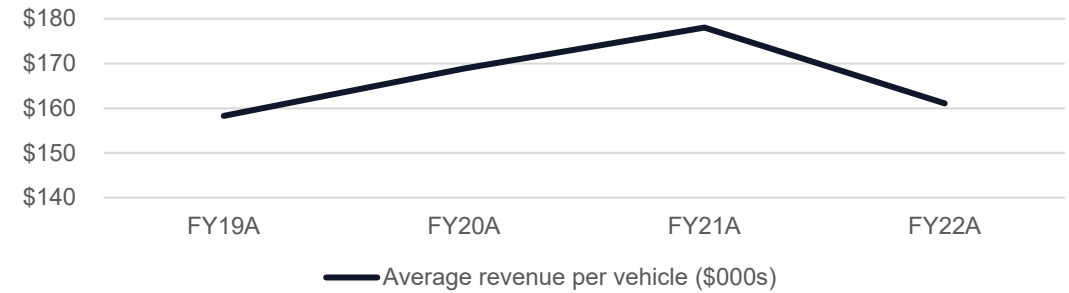


Financial performance

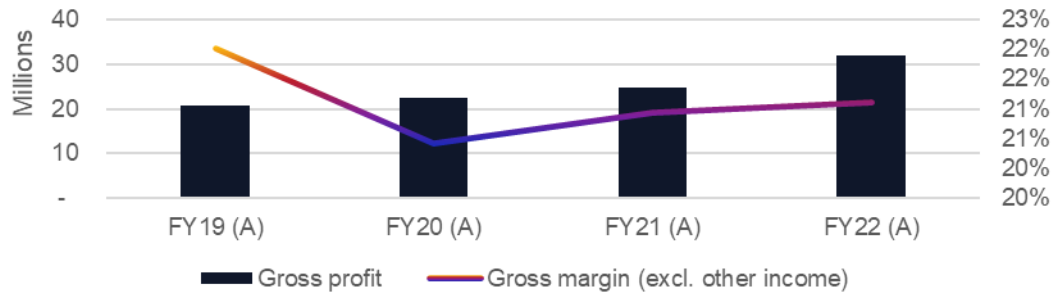
REVENUE GROWTH - FY



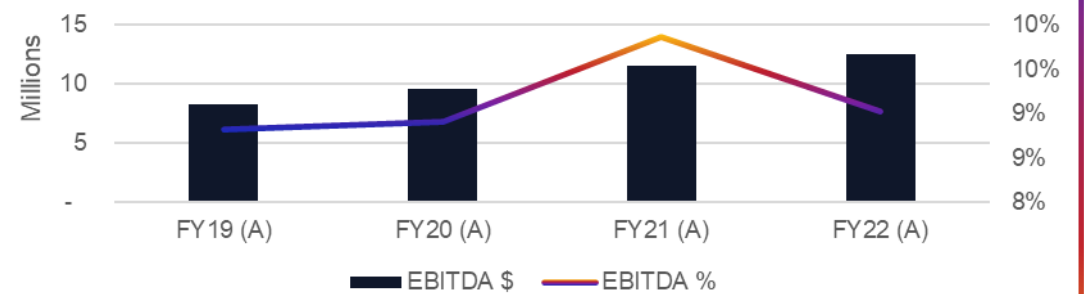
AVERAGE REVENUE PER VEHICLE



GROSS PROFIT & GROSS MARGIN %



EBITDA & EBITDA %



Acquisition Summary and Strategy

DECEMBER 2021
ACQUISITION OF
FIVE TRAFFIC
MANAGEMENT
COMPANIES

AUGUST 2022
CONSTRUCT
ACQUISITION
AN IMPORTANT
FIRST STEP

Further acquisitions to meet strict criteria, including:



Accretive earnings and cash flow profile



Diversity of geography and client base



Strong track record of operations and strong independent branding



Scale to existing operations through bolt-on acquisitions

Our clients and pipeline opportunities (selection)

Infrastructure pipeline (4-Year Horizon)

QLD PROJECT

VALUE (\$)

Cross River Rail	\$5.4bn
Network maintenance (Qld Gov.)	\$4.7bn
Gateway Motorway and Bruce Highway	\$2.1bn
Coomera Connector	\$1.5bn
Rockhampton Ring Road	\$1.1bn
Gold Coast Light Rail (Stage 3)	\$1.0bn

NSW PROJECT

VALUE (\$)

Sydney Metro West	\$12bn
M6 Extension (Stage 1)	\$2.7bn
Greater Western Highway Upgrade	\$2bn
Sydney Gateway (early construction)	\$1bn
Parramatta Light Rail (Stage 1)	\$0.5bn
Sydney Road Asset Performance	\$0.3bn p.a.

\$110bn of federally funded infrastructure projects to be delivered within the next decade, in addition to state and council funded projects



Trading update & business outlook



Some softness experienced from weather interruption and additional public holidays (Sydney's wettest year)



Volumes are at expected levels and businesses are near capacity during dry periods



Wage and price increases negatively impacted margins early in the September quarter – offset by agreed rate increases, with margins returning to expected levels



Outlook is positive with high demand being seen and expected across all regions throughout the remainder of FY23



Integration of the operations continues with additional specialist resource added to accelerate this process

People





ABN 57 648 988 783

Contact Us

AVADA Group Limited
Suite1, Level 2
116 Ipswich Road
Woolloongabba QLD 4102
T 1300 321 995
E contact@avadagroup.com.au

avadagroup.com.au



avadagroup.com.au

ABN 57 648 988 783