



Ventia Services Group Limited
ABN 53 603 253 541

Level 8, 80 Pacific Highway
North Sydney NSW 2060
AUSTRALIA

ventia.com

ASX and NZX Release

16 November 2022

Ventia Investor Day

Ventia Service Group Limited (ASX: VNT) will today be holding its Investor Day.

Please find attached the presentation materials.

The Investor Day will commence at 8:30am (AEDT) at the Light House Gallery, Australian National Maritime Museum, 2 Murray Street, Sydney.

Copies of the presentation will also be available on Ventia's website at www.ventia.com/investor-centre.

This announcement was authorised by the Disclosure Committee.

For further information, please contact:

Investors

Chantal Travers
General Manager Investor Relations
chantal.travers@ventia.com
+61 428 822 375

Media

Sarah McCarthy
General Manager Brand, Marketing & Communications
sarah.mccarthy@ventia.com
+61 400 993 542

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.



**REDEFINING
SERVICE
EXCELLENCE**



CLIENT FOCUSED



INNOVATIVE



SUSTAINABLE

Redefining Service Excellence

Ventia Investor Day

16 November 2022



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 Half Year Report 2022 lodged with the ASX on 25 August 2022 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.

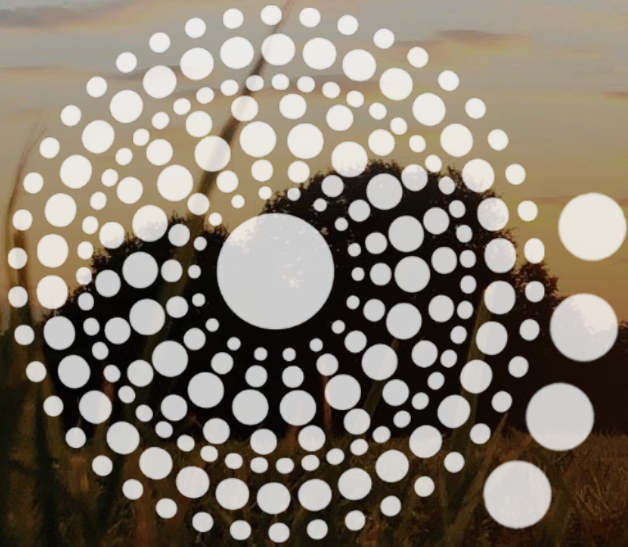
To the maximum extent permitted by law, Ventia gives no representation, warranty or other assurance in connection with, and disclaims all responsibility for, the accuracy and completeness of the forward-looking statements, whether as a result of new information, future events or otherwise.

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.



Agenda



9:00 - 9:20	Welcome & overview	Dean Banks
9:20 - 9:30	Financial overview	Stuart Hooper
9:30 - 9:45	Telecommunications	Mark Ralston
9:45 - 10:00	Transport	David McPadden
10:00 - 10:40	Q&A	
10:40 - 11:00	Break	
11:00 - 11:10	People & Safety	Jodie Blake
11:10 - 11:25	Infrastructure Services	Tim Harwood
11:25 - 11:40	Defence & Social Infrastructure	Derek Osborn
11:40 - 11:50	Digital Services	Karen O'Driscoll
11:50 - 12:30	Q&A	
12:30 - 12:35	Closing comments	Dean Banks
12:35 - 2:00	Lunch & showcase	



Safety & health is our #1 promise

It is our licence to operate

“



**Healthy
Minds**

I have learned through my experiences that mental health is not biased. It can affect the most confident and experienced person, all the way through to reserved and introverted personalities. The triggers can be minor in my view, but to the person dealing with the situation it seems insurmountable. Just listening to the person becomes very important.

- Edward Djundja, Ventia Contract Manager and Healthy Minds Champion

”

3.93

**TOTAL RECORDABLE INJURY
FREQUENCY RATE (TRIFR)¹**
12 months rolling to 30 June 22

29%

TRIFR REDUCTION
In the 12 months to 30 June 22



1. Total number of recordable injuries, divided by hours worked in millions



Ventia overview

Dean Banks
Group Chief
Executive Officer





A leading infrastructure services provider

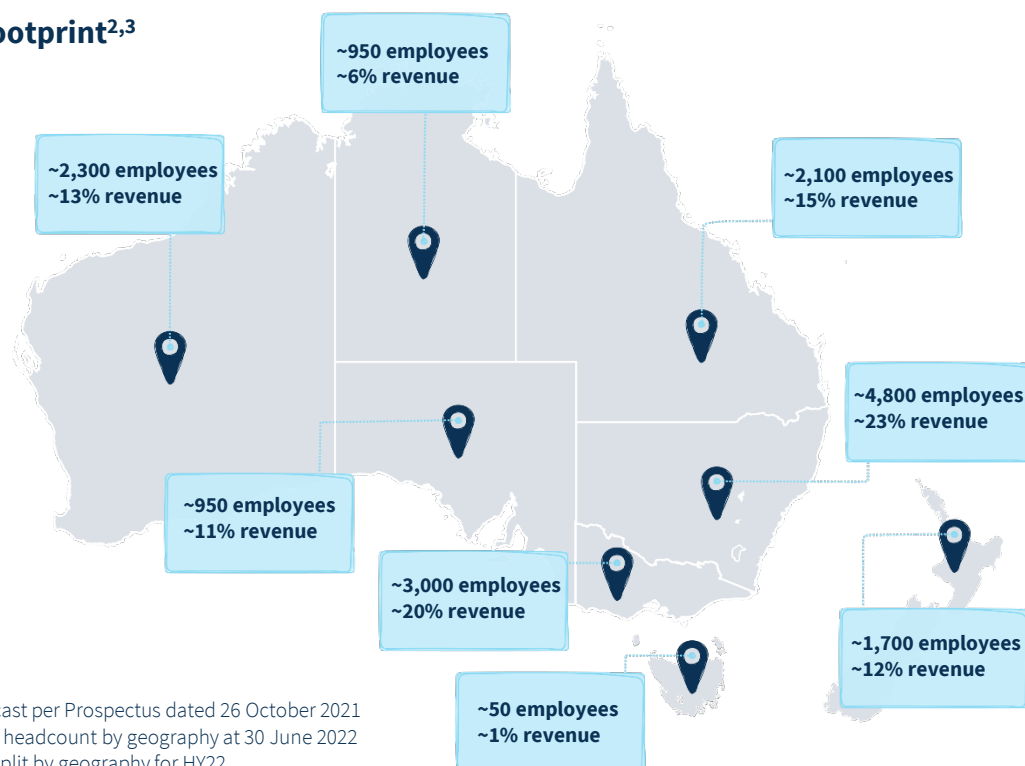
A trusted partner to our clients across Australia and New Zealand

\$4.9b TOTAL REVENUE
FY22F¹

400+ PROJECT SITES ACROSS
AUSTRALIA & NEW ZEALAND

40%+ OF REVENUE FROM
REGIONAL & RURAL AREAS

Our footprint^{2,3}



Client relationships



100+
clients



10+
client relationships of
more than 15 years



7+ years
average maximum
contract tenure⁴

1. FY22 forecast per Prospectus dated 26 October 2021

2. Employee headcount by geography at 30 June 2022

3. Revenue split by geography for HY22

4. Includes extension options



A diverse portfolio

Expert capabilities leveraged across our four operating sectors



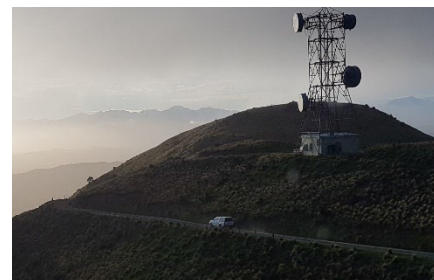
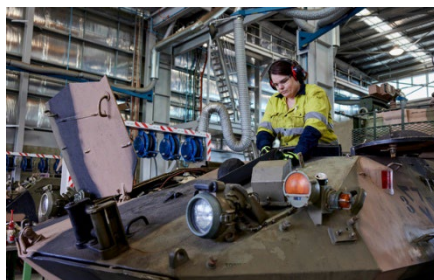
Sector

Defence & Social
Infrastructure

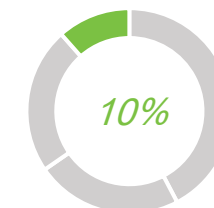
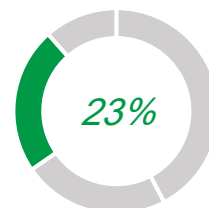
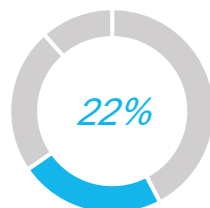
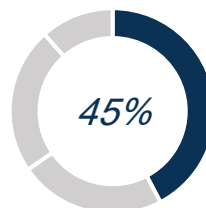
Infrastructure
Services

Telecommunications

Transport



HY22
Revenue %¹



1. Pro forma services revenue, excludes other income

Differentiating through our strategy

Our strategy is to Redefine Service Excellence





Committed to sustainability

Creating a lasting and positive legacy for people and planet

OUR ESG TARGETS

ENVIRONMENT



- Committed to Science Based Targets initiative to set emission reduction and net zero targets
- 100% renewable electricity by 2030
- 100% EV and hybrid fleet by 2030

SOCIAL



- Aligned to HESTA 40:40 Vision commitment
- 40% female participation in senior management and all employees
- Retain Reconciliation Australia's Elevate RAP status

GOVERNANCE



- Compliance with the ASX Corporate Governance Principles and Recommendations
- All significant suppliers compliant with our Supplier Code of Conduct
- Maintain and improve systems and processes to prevent modern slavery within our diverse businesses and supply chains

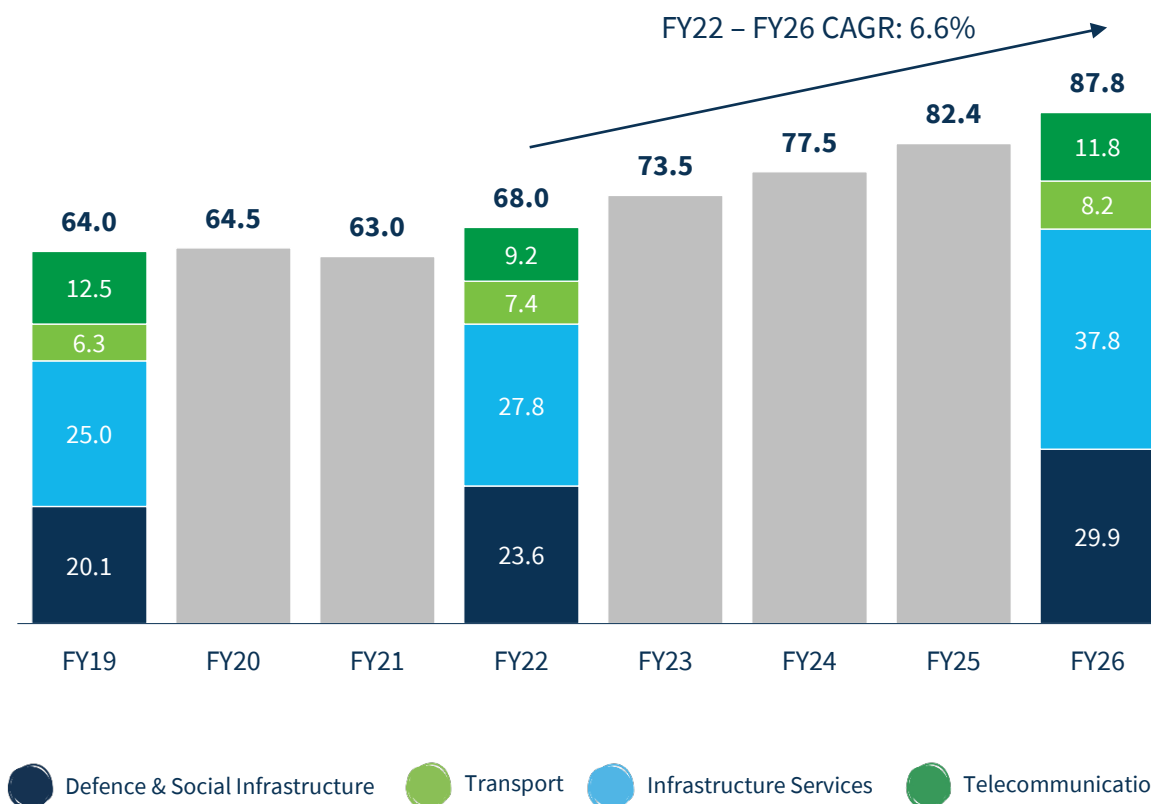


An attractive market outlook

Market growth supported by industry tailwinds

Outsourced Maintenance Services addressable market size

Australia & New Zealand (AU\$bn)¹



Market drivers



Size and growth of the asset base



Population growth



Increasing outsourcing rates



Exposure to mega trends, including energy transition

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

Key messages



A leading essential infrastructure services provider



Differentiated through our people who bring our strategy to Redefine Service Excellence to life



An attractive market outlook underpinned by our bid success



Focus on cash backed profits to yield sustainable dividend growth



Financial overview

Stuart Hooper
Chief Financial
Officer

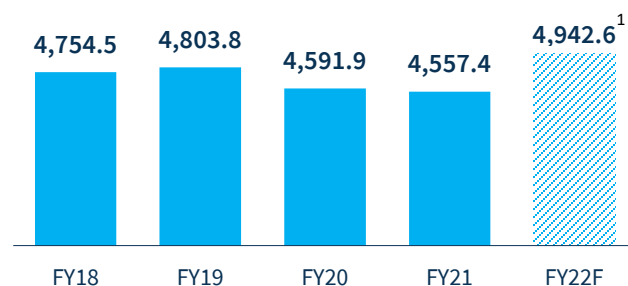




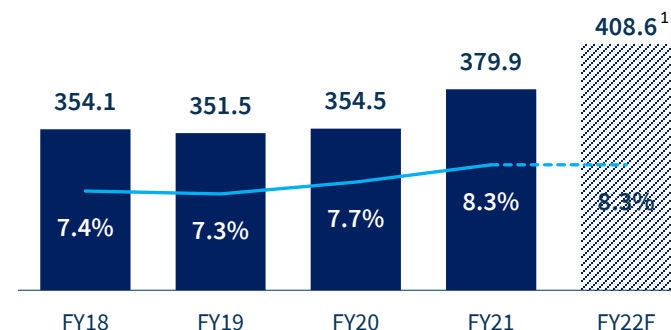
Track record of financial performance

On target to deliver prospectus forecast

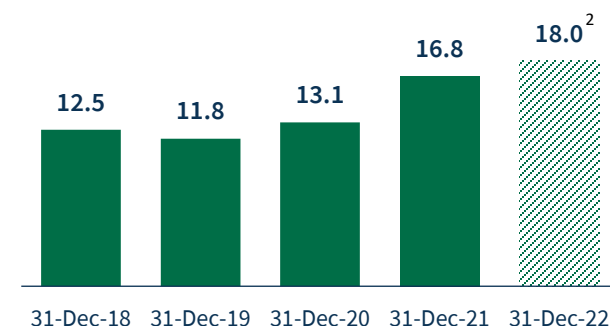
Pro forma Total Revenue (\$m)



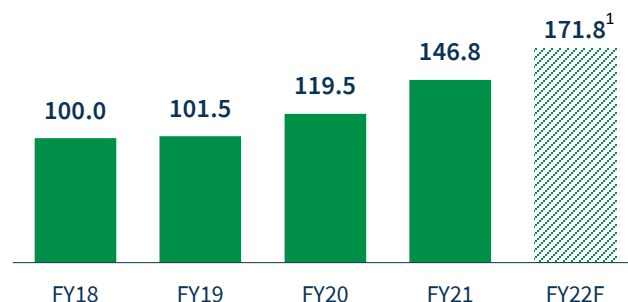
Pro forma EBITDA and Margin (\$m/%)



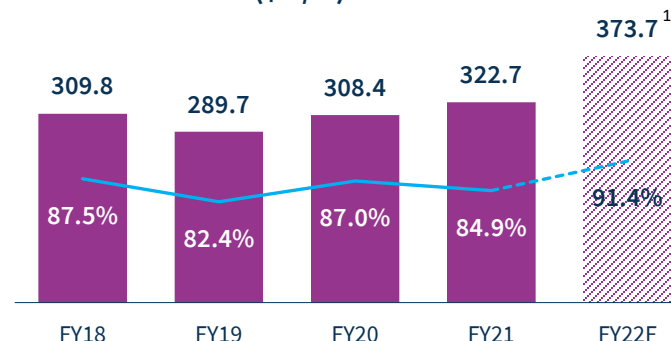
Work in hand (\$bn)



Pro forma NPATA (\$m)



Pro forma Operating Cash Flow and Cash Flow Conversion (\$m/%)



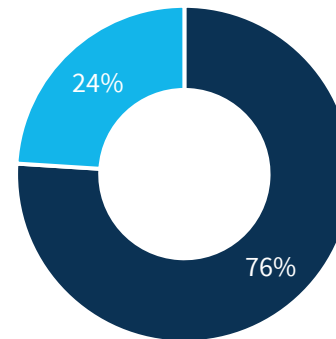
1. FY22 forecast per Prospectus dated 26 October 2021
 2. FY22 target per HY22 results presentation



A stable and resilient business

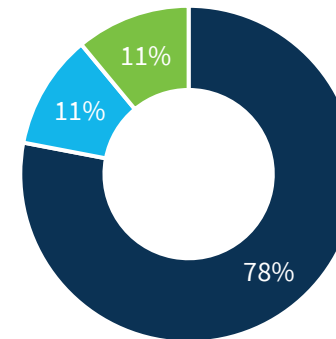
Client and revenue profile provides protection

Revenue by client type¹



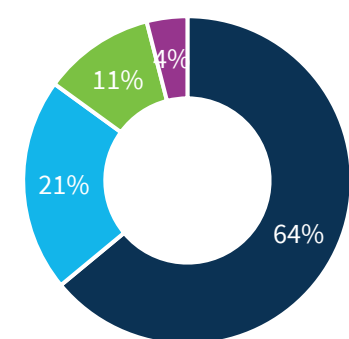
- Public
- Private

Revenue by contract profile¹



- Schedule of rates
- Cost Reimbursable
- Fixed cost

Revenue by escalation mechanism¹



- Indexation
- Annual Review
- Cost Reimbursable
- Short term or panel arrangement²

1. Revenue by client type, contract profile and escalation mechanism reflects HY22 pro forma total revenue

2. Panel arrangements relate to specific projects that are short term and individually priced, taking into account the prevailing market conditions at the time of the tender

Capital light business model

Capex targeted to remain less than 1% of total revenue

Capital Expenditure (\$m)	Historical				Forecast
<i>Pro forma Basis</i>	<i>FY18</i>	<i>FY19</i>	<i>FY20</i>	<i>FY21</i>	<i>FY22</i>
Maintenance	21.2	15.6	15.1	27.0	33.6
Growth	21.3	45.0	14.9	9.3	7.4
Total capex	42.5	60.6	30.0	36.3	41.0
Total Revenue	4,754.5	4,803.8	4,591.9	4,557.4	4,942.6
Capex as a % of revenue	0.9%	1.3%	0.7%	0.8%	0.8%

Maintenance Capital Expenditure relates to capital investments required to replenish or replace existing plant and equipment, software and licences.

Growth Capital Expenditure relates to capital investments made to deliver new contracts, support a material expansion of existing contracts and to reduce Ventia's cost base.





Investment grade balance sheet

Expected natural deleveraging as EBITDA grows



Interest coverage headroom of more than 13x



Net debt / EBITDA metric at 1.5x

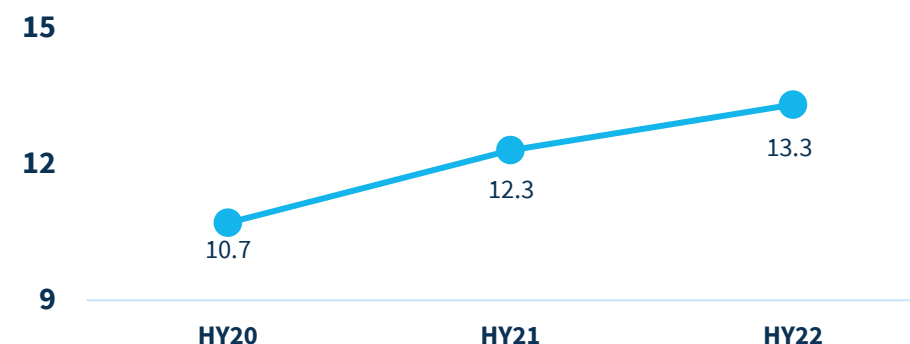


Significant liquidity with >\$600m in cash and undrawn debt facilities

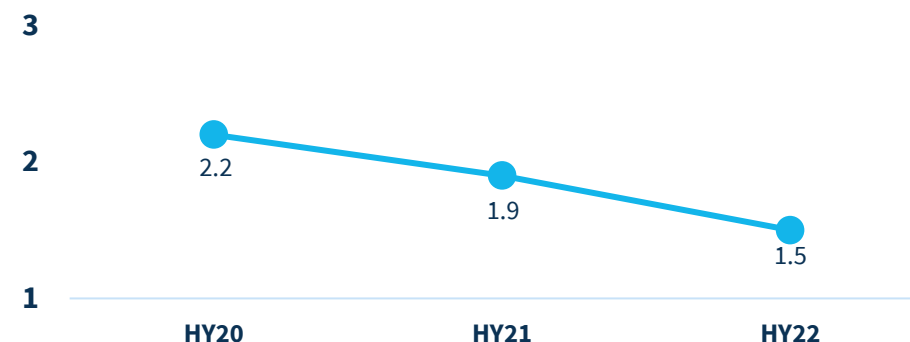


Interest cost risk mitigated, with 40% of interest hedged for three years

Pro forma Interest Cover Ratio, improved 1.0x since HY21



Pro forma Leverage Ratio¹, improved 0.4x since HY21



1. Calculated as Net Debt / bank adjusted EBITDA



Disciplined capital allocation

Focus on delivering cash backed profits and reliable and growing dividends

1

Business investment to generate organic growth

Targeted investment to support organic growth that meets our internal hurdles

2

Annual dividends to shareholders

Dividends aligned to growing earnings – 60-80% payout ratio of NPATA

3

Fund bolt on acquisitions

Acquire businesses that add capability, scale or provide access to new markets and have attractive returns

4

Capital Management tool kit

Consider the most accretive capital management tools for the management of excess cash, while maintaining a commitment to an investment grade rating



Financial outlook



**Strong forecast
market growth**

6.6%

Market CAGR



**Revenue targeted
to grow faster
than market**

7-10%

Average revenue
growth



**Diligent focus on
cash backed
profits**

80-95%

Cash flow
conversion



**High conversion of
profits into
dividends**

60-80%

NPATA
payout ratio



**Growing
shareholder
dividends**

Annual distribution
aligned with earnings
growth

Telecommunications

Mark Ralston
Group Executive -
Telecommunications



Telecommunications

Fixed Networks

Wireless & Special
Coverage Solutions

Operations &
Services



Revenue
\$0.6b

HY22 pro forma
(58% FY22 forecast)



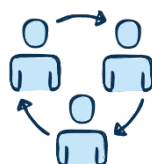
EBITDA
\$74.4m

HY22 pro forma
(56% FY22 forecast)



Work in hand
\$1.5b

As at 30 June 2022



Employees
~2,000

As at 30 June 2022

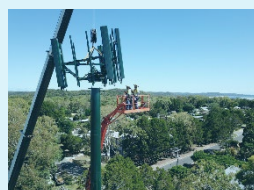
Differentiators



**#1 Telecommunications
infrastructure provider in
Australia & New Zealand**



**Long term client
relationships**



**Expert in-house design,
build and maintain
capabilities**



**National scale
including regional
and remote locations**



**Diverse service
offering across Telco
and ICT Networks**

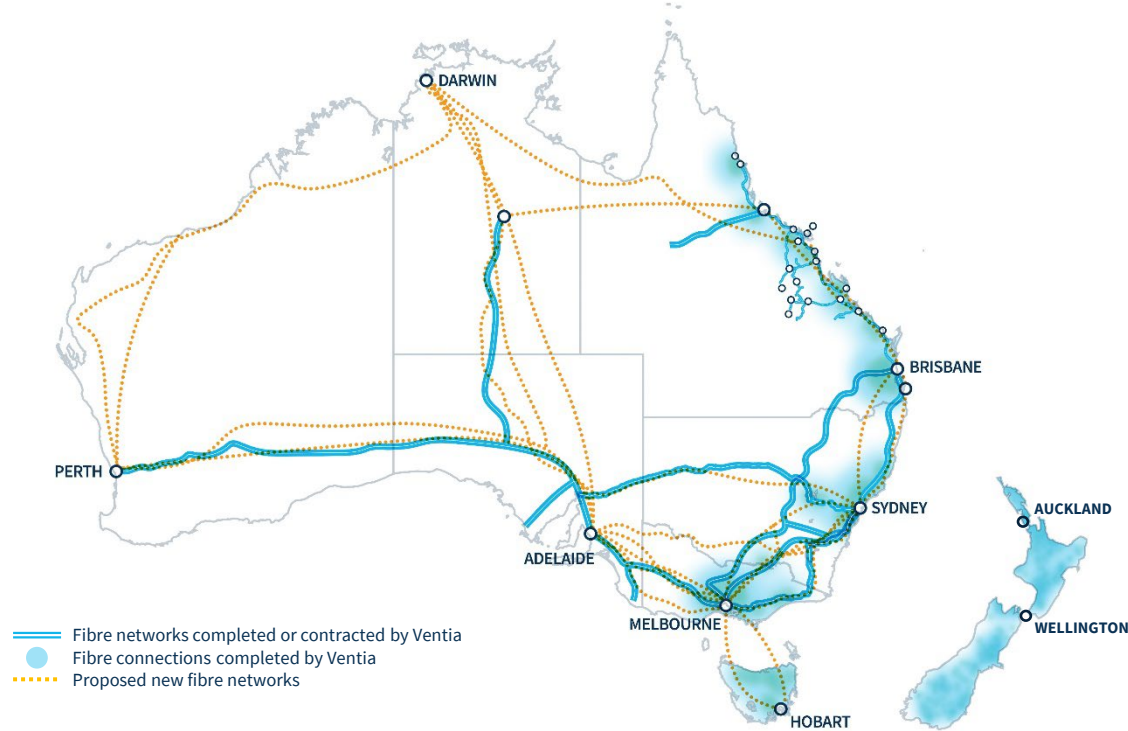


**24/7 monitoring and
management of critical
networks and assets**

Fixed Networks

A leader in the design and build of major fibre networks

Fixed fibre networks and connections



~50,000km
of fibre designed, installed
and commissioned

~6 million
premises connected to
fibre networks

A new wave
of proposed fibre network
builds

Telstra Intercity capital fibre build

Ventia was selected for this contract due to their geographic scale, technical expertise and track record in managing nationwide program rollouts.

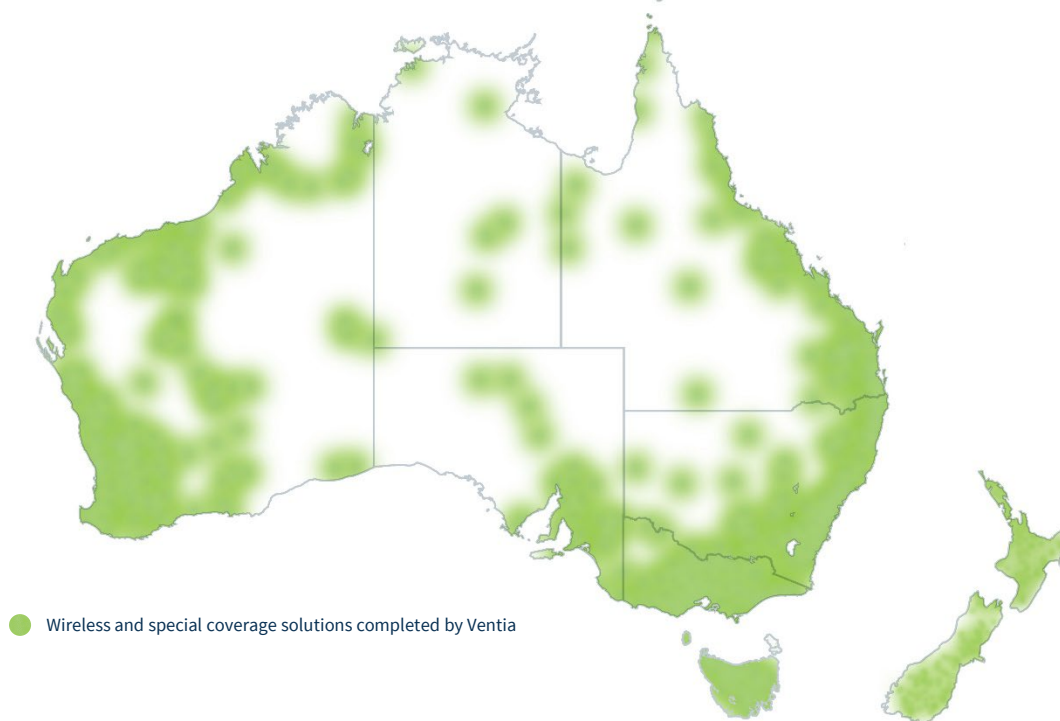
Their approach to delivery partnership, which focuses on operational excellence, will support Telstra in its ambition to deploy new fibre technology.

- Dean Jones, Design & Construction Executive, *Telstra InfraCo*

Wireless & Special Coverage Solutions

Track record in major wireless projects and special coverage solutions

Completed wireless and special coverage projects



11,000+
greenfield carrier
sites

300+
satellite base stations
currently being deployed

800+
in-building coverage
solutions completed

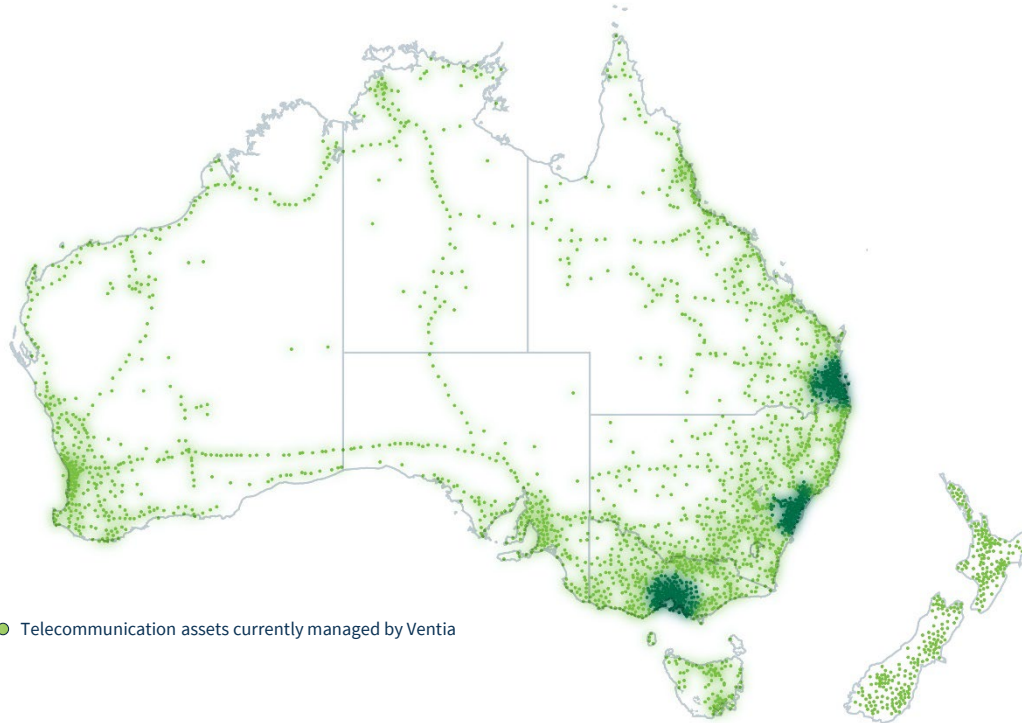


Supporting Sydney Football Stadium redevelopment

Operations & Services

~1.5 million assets managed across Australia and New Zealand

Telecommunication assets managed



● Telecommunication assets currently managed by Ventia

36,000+
battery systems
managed

2,000+
commercial solar
systems managed

40,000+
telco facilities
under management

~1m
smart electricity
meter upgrades



Vector smart electricity meter upgrades

Sustainable

A commitment to people, the environment and the communities we work in

ENVIRONMENT



We led the design and construction of the first inner-urban community battery in Australia, in partnership with the Yarra Energy Foundation.

SOCIAL ENTERPRISES



Ventia partners with Australian Spatial Analytics (ASA) who are dedicated to training and employing young people with autism. We have supported the employment of ten ASA analysts.

COMMUNITY ENGAGEMENT

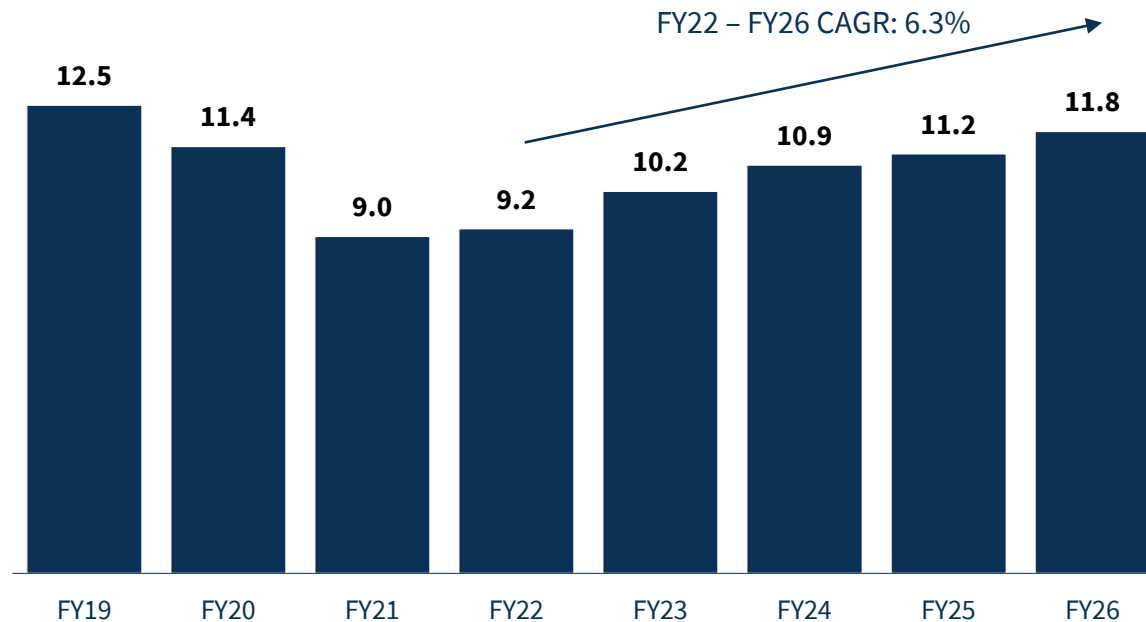


During flooding on Australia's east coast this year, technicians who were deployed to restore nbn services, then remained to support impacted communities with the clean-up.

Market outlook

Market tailwinds as data demands drive network investment

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



 Telecommunications

Market drivers



Continued growth in data demand



Investment in national fibre builds



Further investment in wireless infrastructure



Private networks e.g. \$20bn Defence ICT investment in the next decade²



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)

2. 2020 Defence Strategic Update

Our Strategy

To be the most client focused, innovative and sustainable telecommunications partner

Fixed Networks

Leverage our track record and expert capabilities to deliver network augmentation and build projects for existing and new clients



Wireless & Special Coverage Solutions

Support our clients in the delivery of wireless networks, including 5G deployment and special coverage solutions



Operations & Services

Combine innovation with network and asset management experience to deliver efficiencies and improve end customer service levels for our clients



Summary



#1 Telecommunication infrastructure services provider in ANZ



Long term client relationships



Expert, in-house capabilities across telecommunications network infrastructure



Market tailwinds as data demands drive network investment



Transport

David McPadden
Group Executive -
Transport



Transport

Roads

Motorways & Tunnels

Rail

Transport
Technology



Revenue
\$0.3b

HY22 pro forma
(49% FY22 forecast)



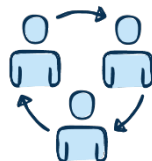
EBITDA
\$19.0m

HY22 pro forma
(52% FY22 forecast)



Work in hand
\$4.8b

As at 30 June 2022



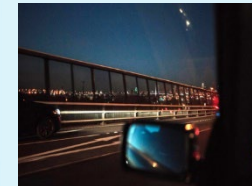
Employees
~1,000

As at 30 June 2022

Essential services delivered



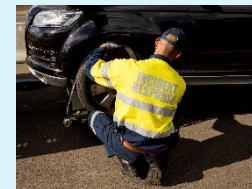
Asset management



**Intelligent
transport systems**



**Tunnel &
road network
maintenance**



**Incident response
& recovery**



**Minor capital
works & lifecycle
replacement**

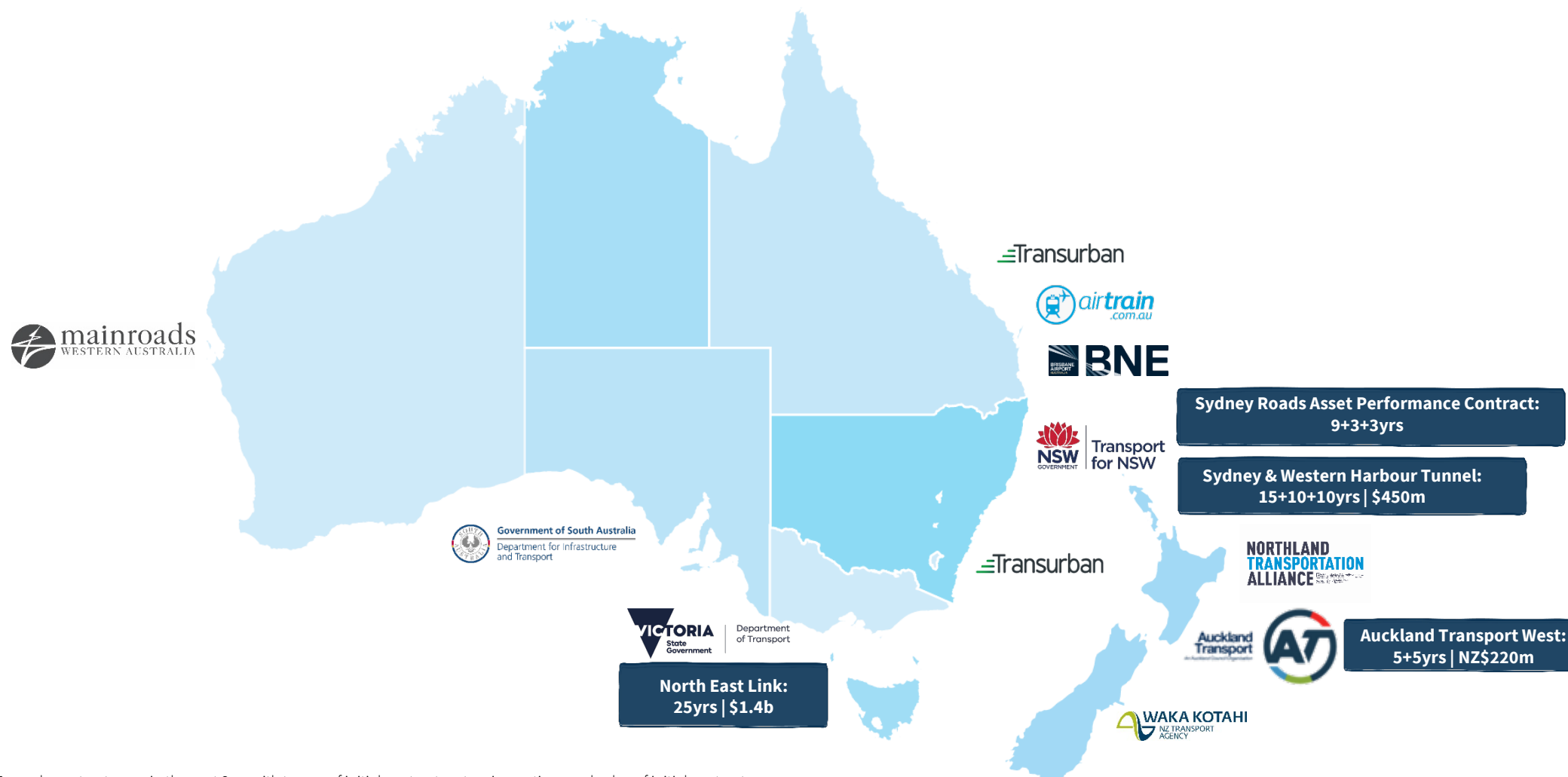


**Control room
operations**



Client focused

Long term contracts with government agencies and blue-chip corporates



Example contracts won in the past 2yrs with tenure of initial contract, extension options and value of initial contract.

Building on our relationship with TfNSW

Improving whole of life outcomes for the Sydney and Western Harbour Tunnels



TfNSW is delighted to have appointed Ventia as the Asset Manager for the Western Harbour Tunnel and Sydney Harbour Tunnel.

Ventia's proposed solution, capability and demonstrated commitment to safety, sustainability and social impact were assessed as delivering the best value to the community through this innovative new model.



- **Peter Murphy**, *Transport for New South Wales (TfNSW)*

Highlights

15yr

Initial term with two ten-year extension options

~\$450m

Revenue in initial term

+20yr

Relationship with TfNSW



Innovative

Our end-to-end transport technology capabilities support emerging client needs

Examples



Project Aardvark autonomous recovery vehicle



First electric TMA in Australia



Long range acoustic device early warning detection systems

- Transport technology is an emerging market
- Clients seeking technology that builds asset capacity
- Ventia has end-to-end intelligent transport system capabilities



ABA100 Business Innovation 2022 Winner The Australian Business Awards 2022

“We at Brisbane Motorway Services are very grateful to be recognised for the investment we have made into delivering innovative products to reduce manual handling, improve situational awareness and isolate operators in high-risk work zones. From autonomous recovery devices for broken-down vehicles to new road safety symbols, we are creating a visual canvas of safety initiatives.”

- Brett Simpson, Road Operations Manager, Ventia



Sustainable

Delivering sustainability outcomes for our clients and communities

- Achieved Infrastructure Sustainability Council (ISC) ratings
- Joint Sustainability Governance Group with Transurban
- Building asset resilience and capacity



Examples



Western Roads Upgrade ISC rating



Sustainability leadership ISC
Modern Slavery Coalition and ISC
Resilience Coalition



CareerSeekers & CareerTrackers

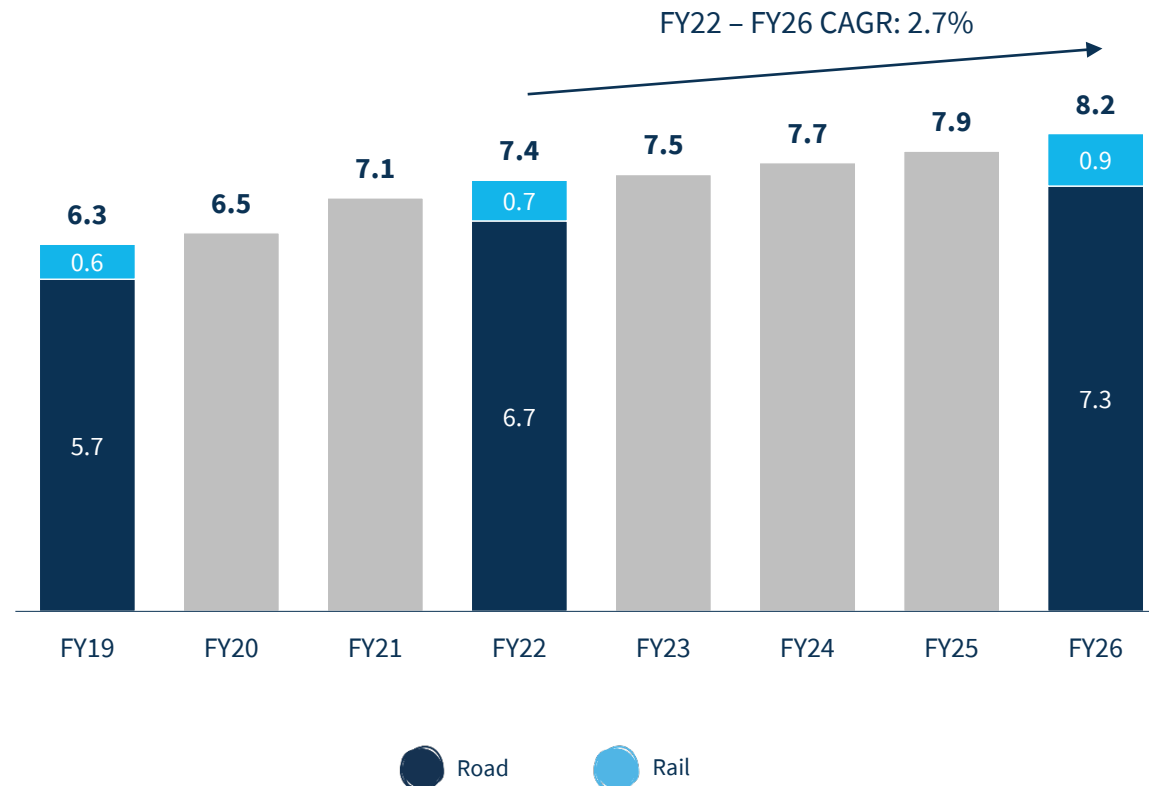
“ Ventia is instrumental in supporting ConnectEast (EastLink) in maintaining its 5 star ESG rating from GRESB¹ for the 7th consecutive year and achieved an overall rating of 95%. As our valued partner, Ventia works closely with EastLink to support and enhance our environmental and sustainability credentials. ”

- Charles Griplas, Chief Executive Officer and Managing Director, ConnectEast Group on the 2022 GRESB¹ results for FY21

Market outlook

Stable market growth aided by increasing size and age of transport infrastructure

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



Market drivers



Strong government investment in transport infrastructure



Increasing outsourcing rates



Population growth and increasing intensity of road usage



Size and age of the transport asset base

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

Summary



Low risk business model with long term contacts



Strong client relationships supported by recent bid success



Leverage existing footprint to access adjacent opportunities



Depth of capability and scale to meet client needs





People & Safety

Jodie Blake
Group Executive -
People, Safety &
Culture





Safety and health is our #1 promise

It's our license to operate



Improving our safety performance

29% TRIFR¹ reduction in 12 months to 30 June 2022

30% HIPO² reduction HY22 compared to HY21



Building our capability

50+ Industry specific training courses offered in 2022

26,000+ SHEQ³ training course completions in 2022



Leading the way in safety across industry

WHAT'S UP?



With the Hazard 2020 Campaign highlighting ongoing issues with scaffolding safety, I'm pleased to see Ventia's proactive efforts in understanding the issues relating to scaffolding and their leadership in taking immediate action.



- David Denny, Federal Safety Commissioner

1. Total Recordable Injury Frequency Rate

2. High Potential Incidents

3. Safety, Health, Environment & Quality

Our people are at the heart of our success

Flexibility, expertise and diversity in our workforce



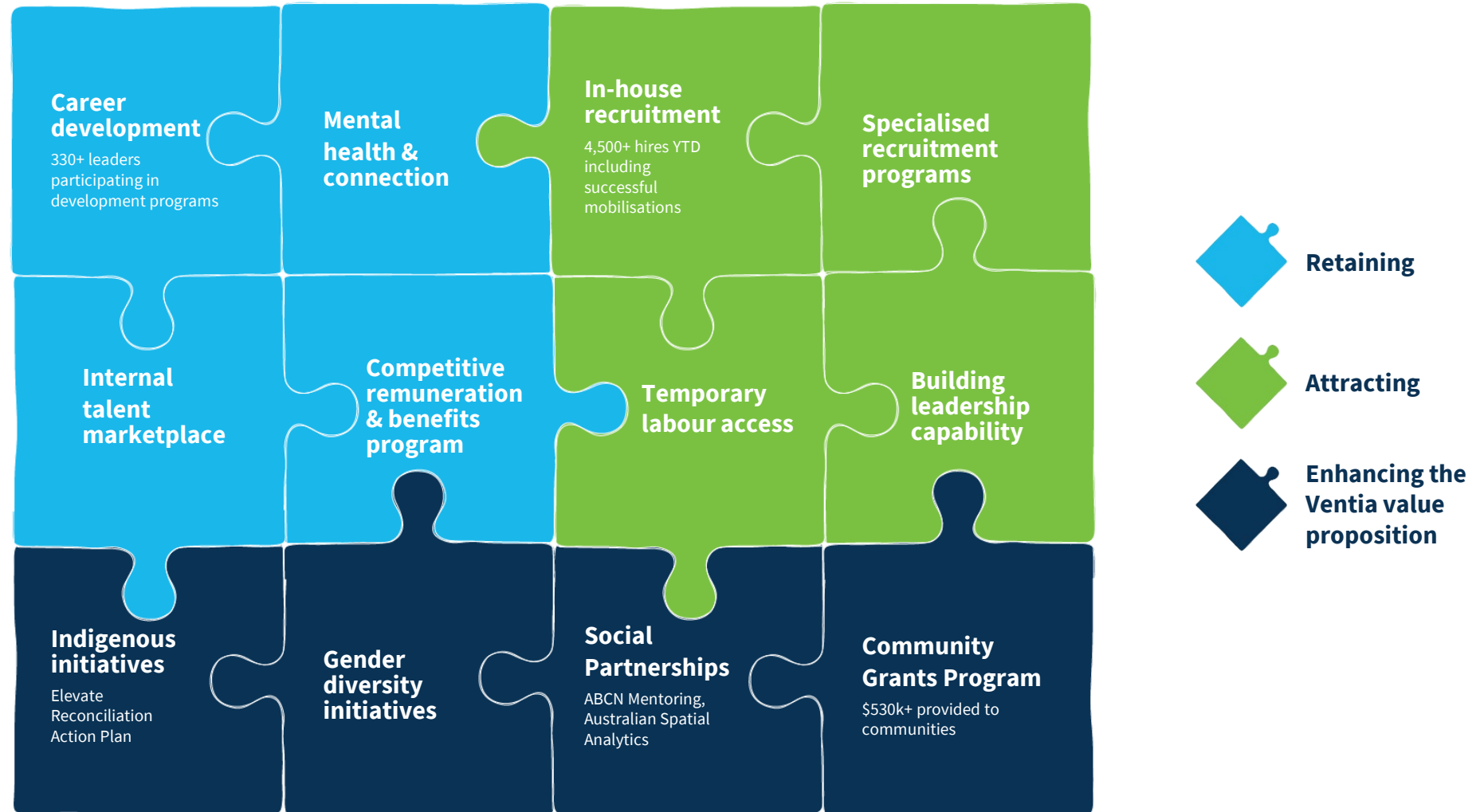
1. Based on a Ventia employee survey. As a percentage of our Australian workforce.

2. Based on a Ventia employee survey. As a percentage of our New Zealand workforce.

3. TRECCA is Ventia's in-house team responsible for recruitment, mentoring and pastoral care of Indigenous employees

Retain and attract the best and brightest

Enhancing the Ventia value proposition through a range of initiatives



Managing employment relations

Visibility and proactive management support our employment relations outcomes



Visibility of employment arrangements

- 50% of employees covered by Enterprise Agreements (EAs) and Collective EAs
- 118 EAs and Collective EAs, with 30 accounting for more than 80% of our covered workforce



Proactive workforce and union engagement

- 13 EAs successfully negotiated in HY22
- 45% of workforce covered by EAs are locked in for 2023



Managing cost escalation

- Embedded contract price escalation mechanisms
- Average EA wage increase of 3% p.a. and tenure of 3 years in HY22¹

1. For enterprise agreement negotiated in HY22

Summary



Safety and health is our #1 promise



Flexibility, expertise and diversity in our workforce



We retain and attract the best and brightest



Visibility and proactive management support our employment relations outcomes



Infrastructure Services

Tim Harwood
Group Executive –
Infrastructure Services



Infrastructure Services

Water

Electricity &
Gas

Industrial
Services

Rig & Well
Services

Environmental
Services



Revenue
\$0.6b

HY22 pro forma
(41% FY22 forecast)



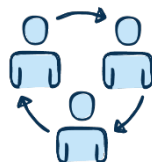
EBITDA
\$53.7m

HY22 pro forma
(40% FY22 forecast)



Work in hand
\$4.7b

As at 30 June 2022



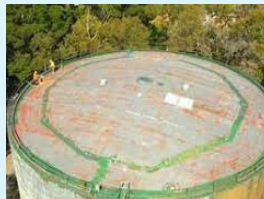
Employees
~4,000

As at 30 June 2022

Essential services delivered



24/7 support for
11,000kms
of transmission line
for Transpower



Preventive and emergency
maintenance for water
utilities serving
~10 million residents



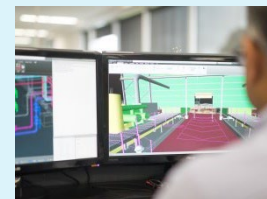
Completed **50%**
of complex environmental
remediation projects in
Australia over the past 10
years



Drilled more than
507 million metres
of wells since 2010



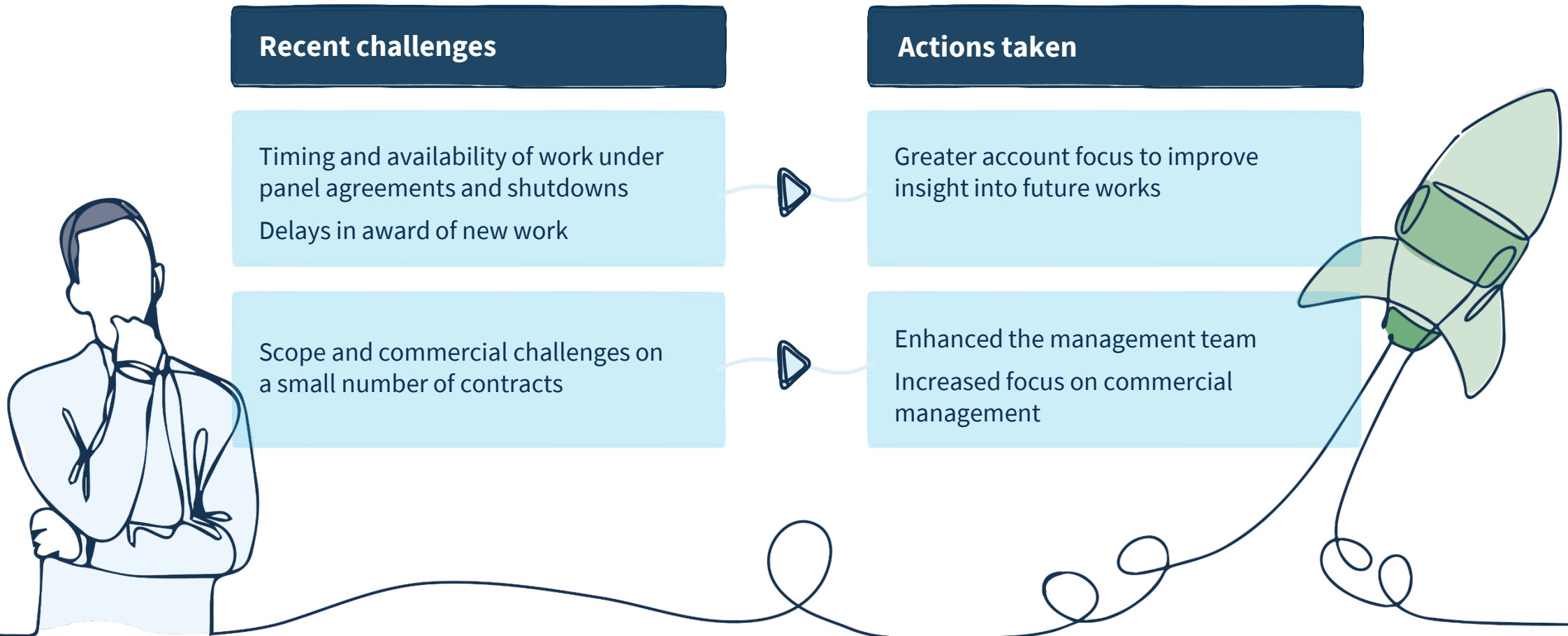
Provide maintenance for
24.5 million tonnes
of LNG production per year



Delivered **26,000**
brownfield engineering
design and consulting
projects

Business performance update

Actions in place to strengthen the Infrastructure Services portfolio



Solid foundation to build from

Future underpinned by long term client relationships and track record of renewals

WIH representing

3.9x

2021 revenue

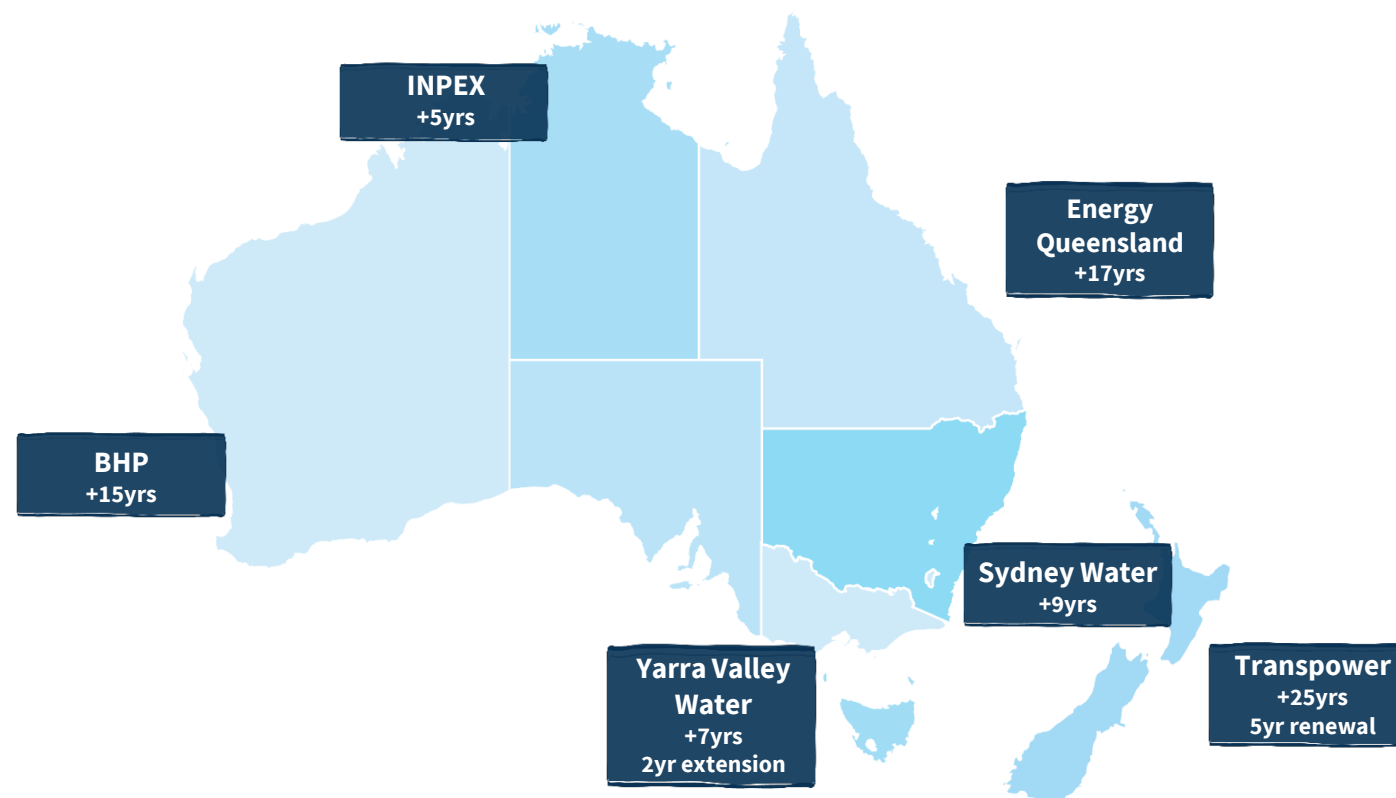
>90%

renewal rate

New clients

secured in past 2 years

Examples of long term client relationships

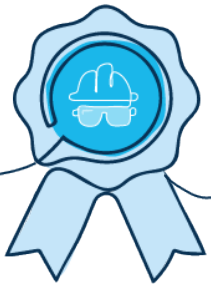


Long term partnership with Transpower

Delivering services to New Zealand's national electricity grid

- +25 year relationship with Transpower in New Zealand
- Delivering maintenance and specialist services
- Client focused approach and geographic scale supporting renewal for a further 5 years in 2022
- Cross sell of telecommunications services

Secured four Transpower STAR Awards



**Safety Innovation
Award**



**Future of Safety
Award**



**Frontline Leadership
Award**



**Team Safety
Award**



“The Ventia team have supported Transpower ... providing highly skilled specialist electrical and telecommunication services. Throughout this time, they have worked with us to develop innovative solutions and technologies to support working safely and sustainably in challenging conditions.

- Mark Ryall, General Manager Grid Delivery, Transpower

Developing talent with INPEX

Supporting local and Indigenous employment

- Significant growth in scope and scale of work throughout our 5 year relationship with INPEX
- Provide technical trades support for campaign maintenance, turnaround and brownfield project activity
- 50 Indigenous employees (13% of onshore total), including 4 supervisor / co-ordinator roles
- A leading employer of apprentices in the NT (28), including 9 Indigenous apprentices at INPEX

“INPEX and Ventia (TRACE) are very proud to be supporting local apprentices... Everyone from the contracting partners to our apprentices have agreed this is a win-win situation – it is creating additional capacity for local businesses and our apprentices are learning life skills.

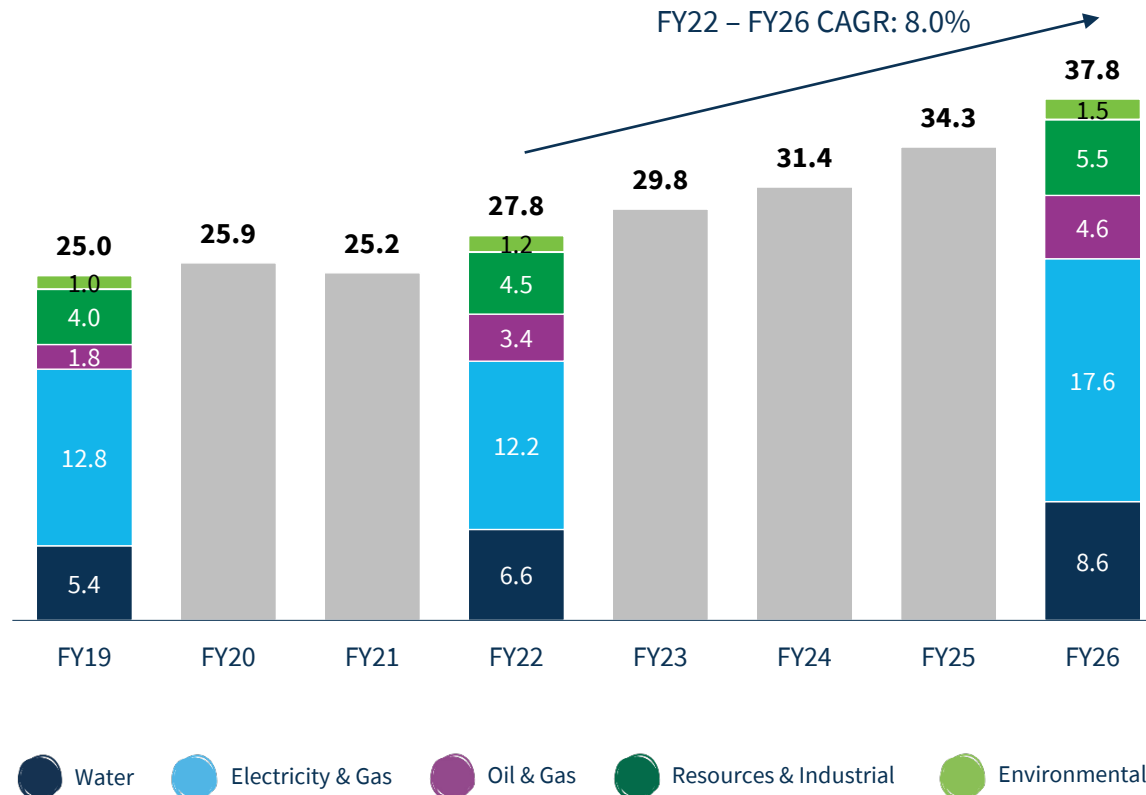
- Mark Wilson, Onshore Implementation Manager, INPEX”



Market outlook

After remaining flat FY19-21, market growth accelerating due to increasing electricity investment

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



Market drivers



Enhancement of the regulated electricity asset base



Development and integration of new energy generation



Ageing water infrastructure



Transitioning industrial infrastructure including remediation of legacy sites

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



Innovation at Ranger Mine

Supporting the industrial transition with innovative solutions

- Supporting Energy Resources of Australia with the rehabilitation of the Ranger Mine site
- Installing more than 40,000 wick drains to accelerate the rehabilitation process utilising a novel modular barge design
- Awarded a contract to drill directional wells to help manage the salt content of the water

“

Throughout closure, we will transfer approximately 90 million tonnes of waste rock material back into our remaining mined-out Pit 3 and plant more than one million native trees and grasses.

- Sharon Paulka, Manager Closure, *Energy Resources of Australia*

”

Summary



Diverse range of services provided to resources, industrial and utilities clients



Actions in place to strengthen the Infrastructure Services portfolio



A solid foundation underpinned by client relationships and track record of renewals



Partnering with clients in their energy and industrial transition to support growth



Defence & Social Infrastructure

Derek Osborn

Group Executive –
Defence & Social
Infrastructure



Defence & Social Infrastructure

Defence

Social
Infrastructure

Local
Government

Property

Critical
Infrastructure



Revenue

\$1.1b

HY22 pro forma
(54% FY22 forecast)



EBITDA

\$75.1m

HY22 pro forma
(55% FY22 forecast)



Work in hand

\$6.3b

As at 30 June 2022

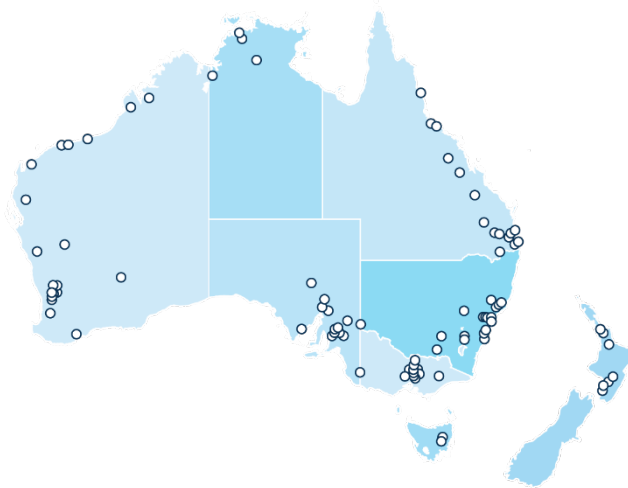


Employees

~8,000

As at 30 June 2022

Prime services integrator for large and complex asset and infrastructure portfolios



~200
sites across
Australia &
New Zealand

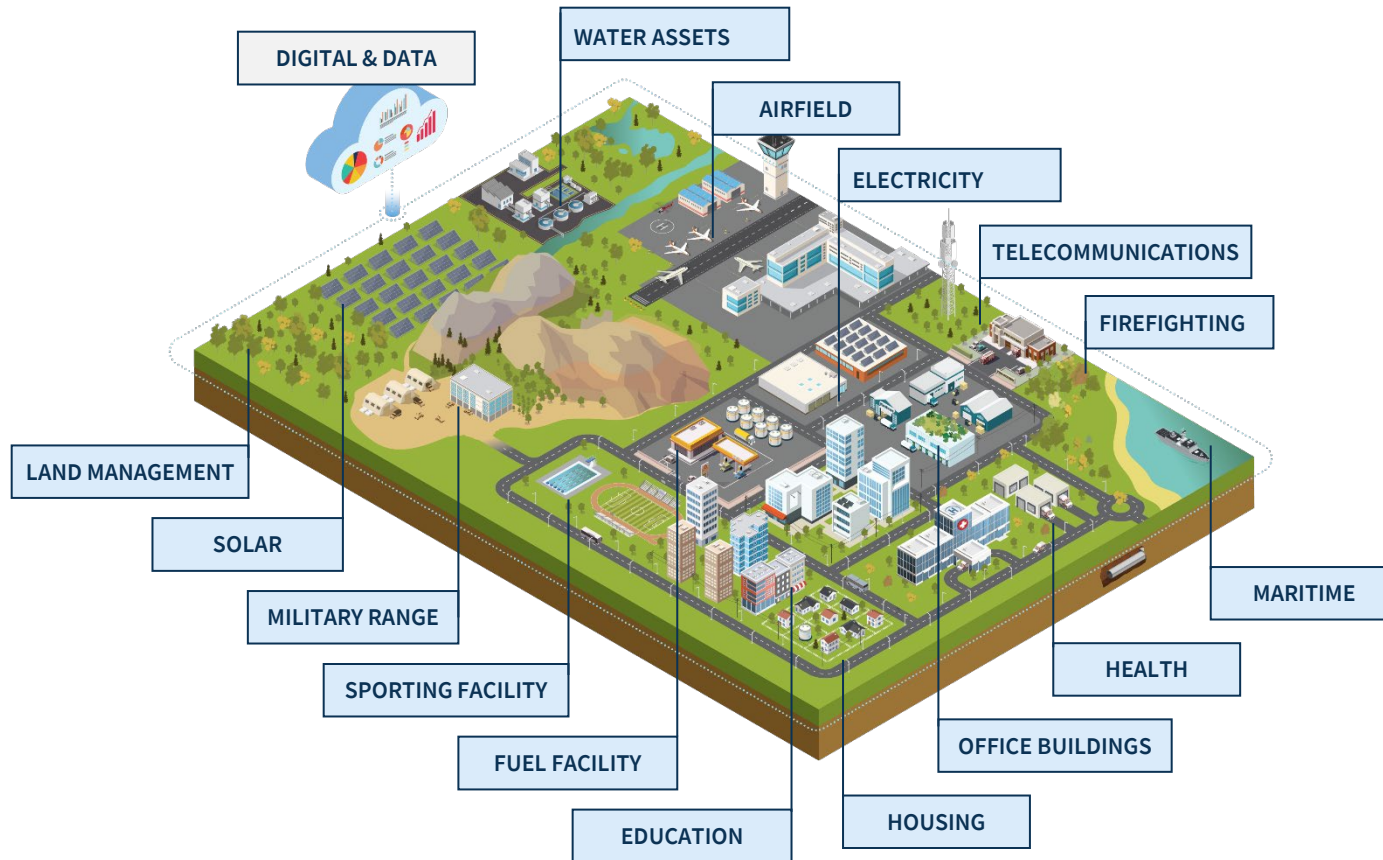
~50%
of employees
in regional
& rural areas

- Top 5 Prime contractor to Australian Defence Force
- Manage 60,000+ social housing units in NSW
- Support 39 Commonwealth Government agencies across 650 properties
- Largest private firefighting unit in Australia
- Support 4,600+ SA Government locations
- Leading Government, health & education facilities manager

Delivering essential services for critical assets

Managing end-to-end programs, at scale, across the asset and operations lifecycle

Critical assets we manage



Essential services delivered

Asset management

Facilities management

Operational services

Program and project services

Property services

Energy security and sustainability

Client focused

Focus on social licence drives alignment with clients and supports bid success

- Social licence is a differentiator
- Long term client base → knowledge, trust and insights
- Continued bid success and client satisfaction



Examples



TRECCA team supporting at the Santos Aboriginal Power Cup 2022



Australian HR Institute Awards 2021 & 2022, Disability Employment Award finalist



It is an absolute pleasure to work with Ventia on the Aspire Schools project... Ventia's client focus is clear in the way they collaborate with us, with our school communities and with our communities to deliver great results.



- Andrew Jones, Investment Director, AMP Capital

Innovative

Track record of delivering innovation in service delivery to improve client outcomes

- Single enterprise-wide technology platform
- Track record of delivering innovation
- Integrated capabilities



Examples



Defence Innovation Award Winners



Austin Health IoT monitoring driving increased asset availability

“ Ventia are problem solvers and drive a culture of continuous improvement. As an organisation, Ventia believes that innovation isn't the responsibility of a single sector or unit, but ensures that every employee has opportunities to contribute game-changing ideas that can lead to innovative solutions. ”

**- Allison Norris, Director General Estate Services Delivery,
Department of Defence**

Sustainable

Large scale energy and environmental programs, delivered by our talented workforce

- Energy security and emissions reduction
- Environmental, sustainability and waste focus
- Award winning, talented and diverse workforce



Examples



Asset Management Sustainability Award
for our LED energy solutions



Waste to Biofuel uniform recycling

“ The collaboration with Ventia saw us deliver an innovative solution for textile destruction that will ultimately help us create a healthier planet. ”

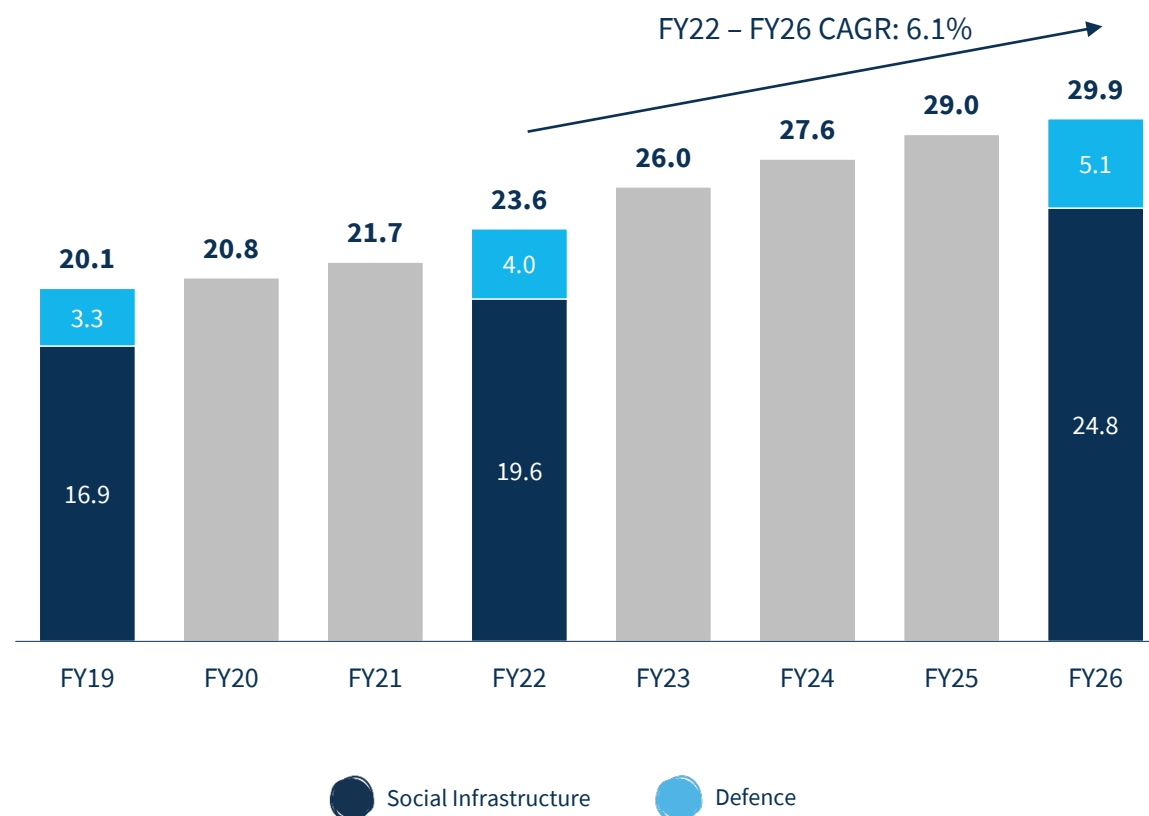
- Dale Manley, National Contracts Manager, Veolia

Market outlook

Market growth driven by investment in defence, social infrastructure and the energy transition

Outsourced Defence & Social Infrastructure addressable market size

Australia & New Zealand (AU\$bn)¹



Market drivers

- Geopolitics driving defence investment
- Population growth and demographics
- Social infrastructure investment post pandemic
- Ageing infrastructure base
- Energy transition
- Increasing outsourcing rates
- Natural disaster and humanitarian response
- Growing technology expectations

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

Summary



Prime services integrator to large and complex asset and infrastructure portfolios



Delivering end-to-end programs, at scale, across the asset and operations lifecycle



We differentiate through our strategy to Redefine Service Excellence



Market growth driven by investment in defence, social infrastructure and the energy transition

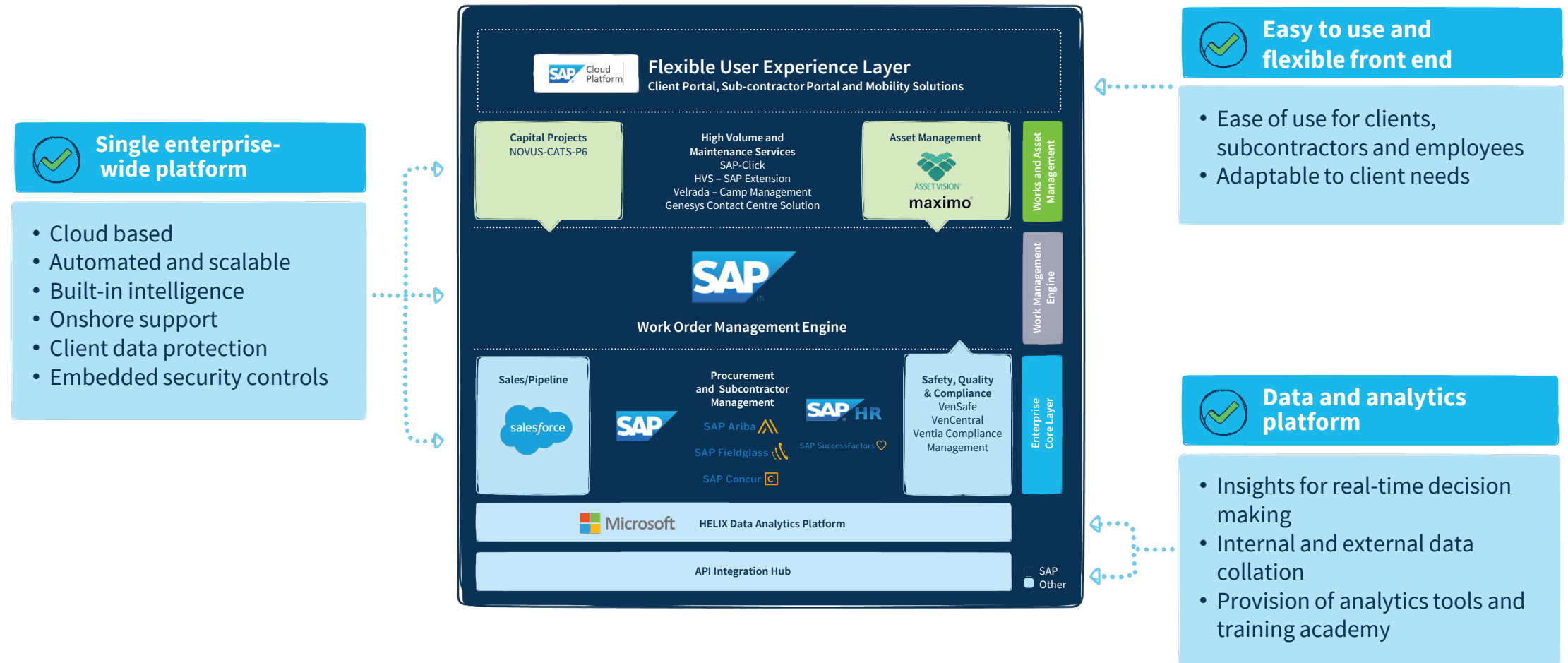
Digital Services

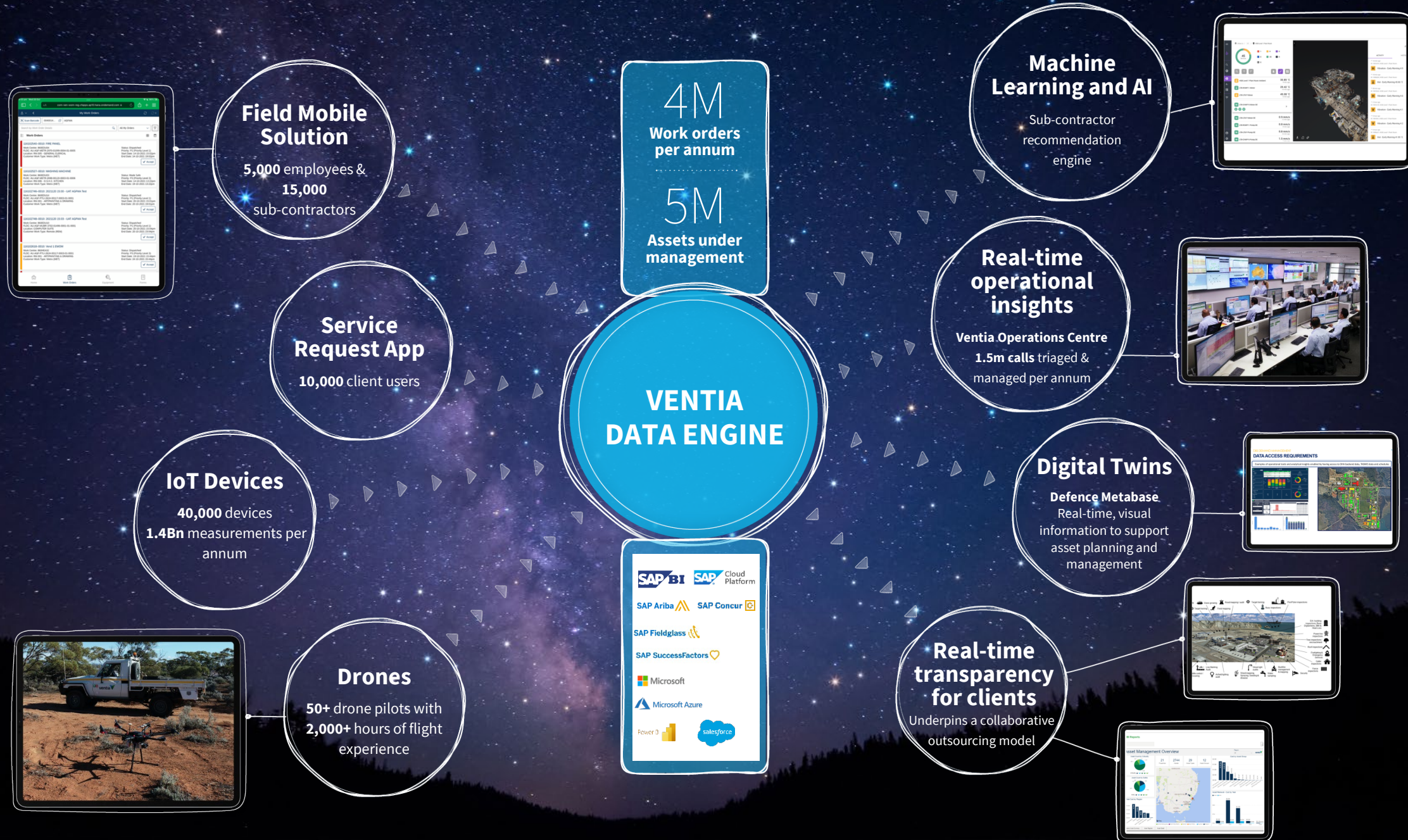
Karen O'Driscoll
Group Executive –
Digital Services



Single enterprise-wide platform

We differentiate through our cloud based, scalable and robust platform





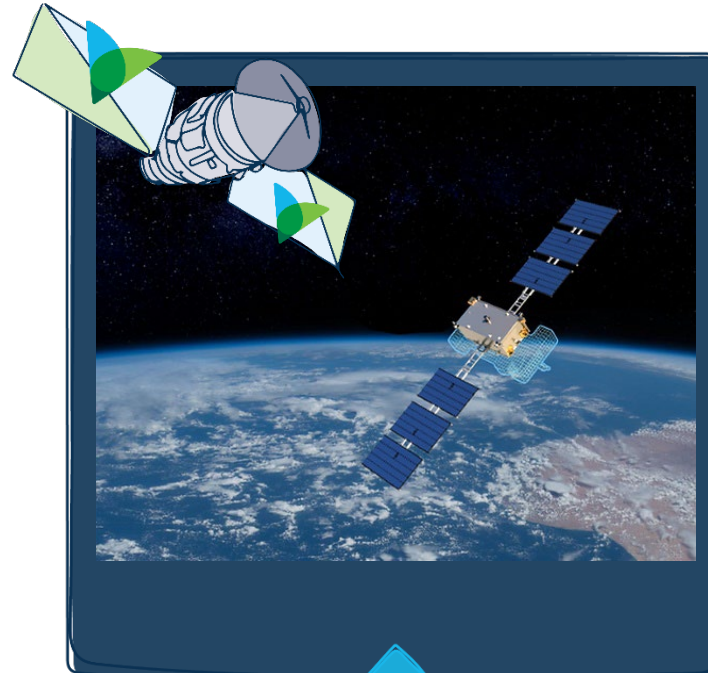
Partnering to accelerate innovation

Finding smarter ways and continuing to evolve



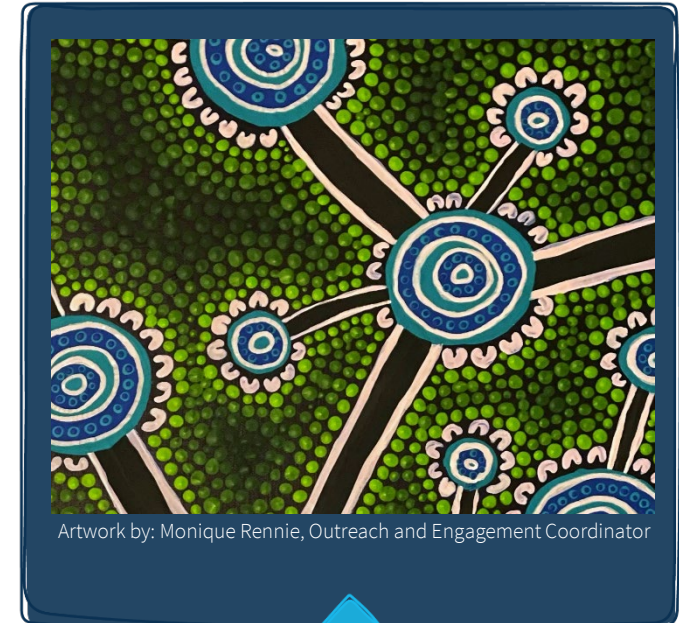
The Ventia-verse

Simplifying and personalising the way we work



Satellite inspections

To reduce latency of inspections



Acknowledgement of Country app solution

Supporting our commitment to Indigenous inclusion



Summary



Scalable enterprise-wide platform enables growth



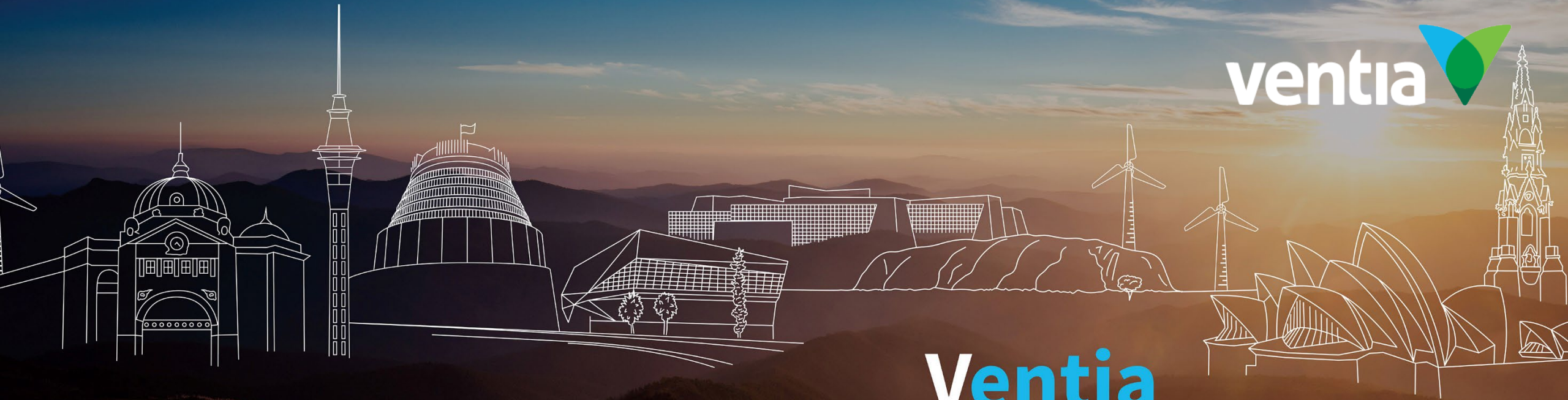
Flexible front end provides customer focus



Data and analytics platform drives performance



Partnering to accelerate innovation



Ventia
For when it's essential.

