

**JOHNS LYNG GROUP**  
**BUILDING AUSTRALIA**

**AGM**

Annual General Meeting 2018

# CEO'S ADDRESS

Mr Scott Didier AM



# Organisational Culture



## Rock Star Talent

We believe in sourcing highly motivated and energetic individuals.



## Values Driven Culture

Upholding our values: Respect, Integrity, Courtesy and Honesty.



## Over 65 Years

We have diversified and expanded our service offering.



## Repeat Business

Repeat business based on building and strengthening new and existing relationships.



# Business Overview

## **+30,000 Discrete Jobs Per Year**

JLG's strategically aligned services are underpinned by client relationships and focused on recurring revenues.

## **+80 New Job Starts Per Day**

An average of 80 new job starts every day of the year.

## **+500 Employees**

Approximately 550 staff across 20 locations around Australia with over 5,500 sub-contractors.



## Business Overview (continued.)



### Revenue - \$290.4m

**+16.3%** growth vs. FY17  
**+4.3%** vs. Prospectus Forecast

### EBITDA - \$23.5m<sup>1</sup>

**+36.7%** vs. FY17  
**+12.5%** vs. Prospectus Forecast

### Net Assets \$34.5m (as at 30 June 2018)

**+48.8m** vs. FY17  
Improvement driven by the group's FY18 trading profits plus proceeds of the primary capital raising component of JLG's IPO.

### Net Cash Position \$16.5m (as at 30 June 2018)

**88.5%** EBITDA cash conversion  
JLG proactively manages its working capital cycle.

<sup>1</sup> Normalised for IPO and other transaction related expenses

# Corporate Structure

**3 Main Divisions**

**12 Brands**

**55 Operating Companies**

(Equity Partnership Model)

## Insurance Building & Restoration Services



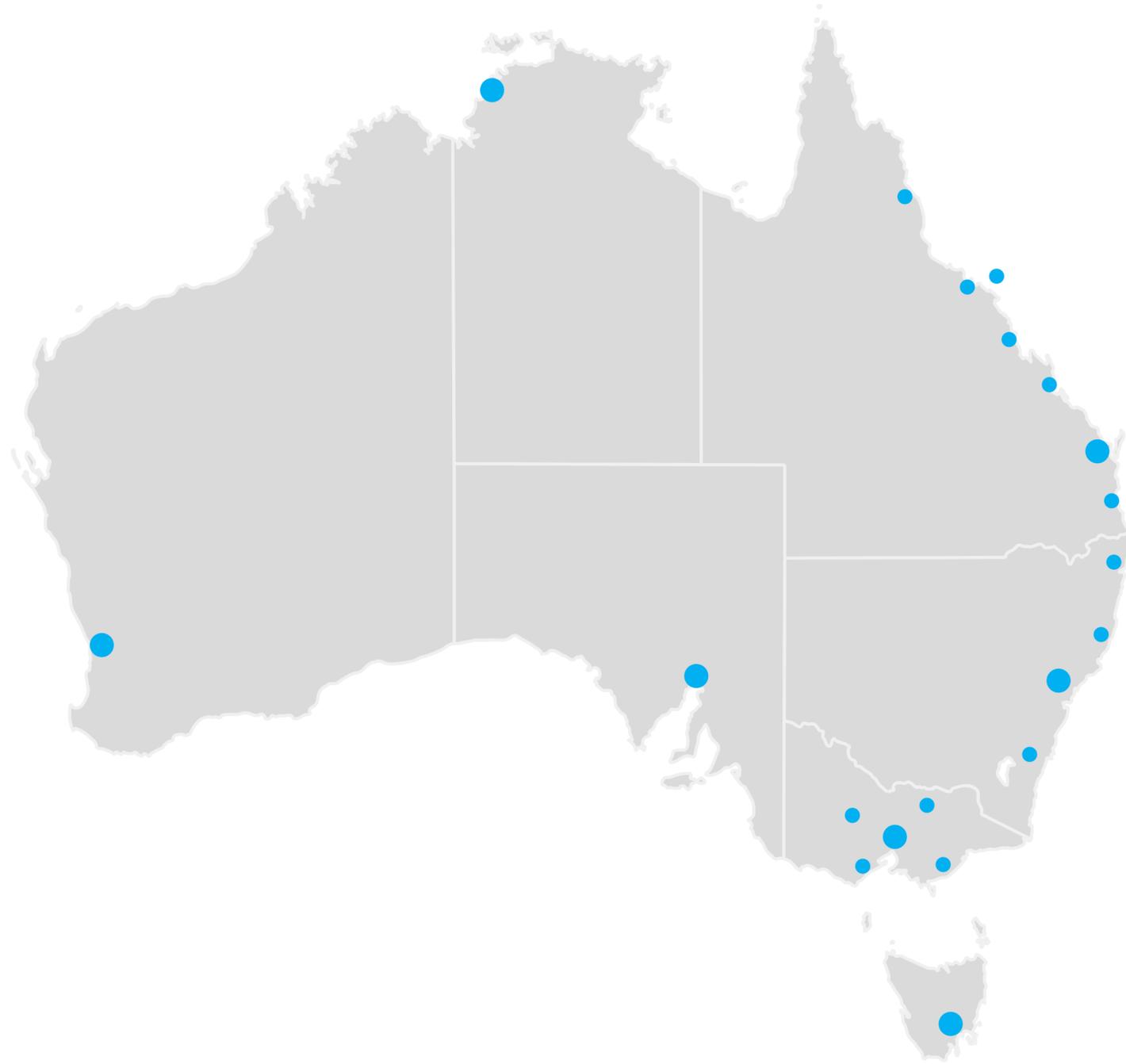
## Commercial Building Services



## Commercial Construction & Other



## Geographical Footprint



**12 Brands**

**20 Locations Nationally**

## Business Overview

# Ongoing Focus on Repeat Business



High barriers to entry



Relationship driven industry



Established trust & credibility

# FY19 Forecast & Strategy

## Earnings Guidance Maintained for FY19

Your Board maintains its guidance for FY19

### Group Revenue - \$285.5m

**+2.5%** vs. FY18 Prospectus Forecast and broadly in-line with FY17

### Group EBITDA (BaU) - \$17.5m

**+14%** vs. FY18

#### Plus

FY19 Forecast EBITDA (CAT)	\$0.9m
FY19 Forecast Gain on Disposal	\$4.0m <sup>1</sup>

**Total** **\$22.5m**

- JLG does not forecast for CAT events -\$0.9m EBITDA represents run-off from Cyclone Debbie (QLD) and Cyclone Marcus (NT). These are actual historical events which are estimable in-line with BaU.
- CAT events present significant and proven upside – JLG is well placed to capitalise on these opportunities when they occur (FY18: \$10.2m).

<sup>1</sup> Disposal of CHR and Sankey Glass July 2018

# Catastrophe

**We do not Forecast for CAT events.**

Johns Lyng Group is well positioned to **capitalise** on future events.



# New Locations

## Darwin, Adelaide, Hobart

We opened new offices to **grow** and consolidate our national footprint.

## Central NSW

We are soon to open in Central NSW, servicing a significant regional city with nearly **100,000** people.

## Tampa Florida

We opened our inaugural **US office** in Tampa, Florida.

## Successful Contracts

### CHU

Building and Restoration  
**NSW all claims, QLD large loss >50k**

### Zurich

Building and Restoration  
**National**

### Suncorp

Building and Restoration: Domestic Large Loss Building  
**National**

### Crawford Contractor Connection

Restoration  
**National**

### IAG

Building  
**NT, QLD**

### Victorian Government

