



EUROZ HARTLEYS

ROTTNEST ISLAND INSTITUTIONAL CONFERENCE

2025: 25TH ANNIVERSARY
13 March 2025



CONNECTING
THE **FUTURE**

HY2025 HIGHLIGHTS – OPERATIONAL & STRATEGIC



This half, the Group has delivered exceptional results across the business, marking another record performance.



CommTel was a highly strategic acquisition for the Genus Services business; the turnaround continues, as we further strengthen our nbn and Telstra partnerships to meet the growing demand for communication infrastructure.



Welcoming Partum Engineering & Geographe Tree Services into the group during the Half – following the establishing of Genus Infrastructure VIC in FY24 – continues our journey as a well-diversified and truly national business; Vegetation Services now a key value-add.



Multiple landmark Infrastructure projects awarded, consistent with our strategic goals – from TasNetworks to HCC REZ on the east-coast.



Organic growth of our established business continues at pace - Genus will continue to move into new geographical locations and service offerings expanding our national footprint.



HumeLink East progressing well as we commenced on-site delivery for Transgrid alongside our JV partner Acciona in January 2025. Melbourne Renewable Energy Hub (MREH JV with Samsung) progressing well. Project teams have completed the BESS installation.



Genus PFA undergoing rapid growth - achieved success on numerous service panels spanning multiple states and business units, bolstering the foundation of our business and increasing annual recurring revenue. We are committed to diversification across service/maintenance and large-scale project revenue.



HY2025 FINANCIAL HIGHLIGHTS



Record HY Revenue of \$333m
Up 33% on PCP

\$333M



Record Normalised HY EBITDA of \$27.4m
Up 25% on PCP

\$27.4M



Record Statutory NPAT of \$13.7m
Up 51% on PCP
Basic EPS 7.69 cps, Diluted EPS 7.58 cps (based on NPAT)

\$13.7M



Net cash provided by operating activities of \$24.5m
Up 26% on PCP

\$24.5M



Cash Balance of \$89.9m (down \$11.1m)
Net Cash of \$64.1m (down \$13.2m)
Acquisitions funded \$15.8 million in cash

\$89.9M



Orderbook of \$1.5 billion (up from \$0.5 billion at June 2024) and **Forecast FY25 Recurring revenue of \$276 million** (up from \$224 million actual in FY2024)

\$1.5B

SEGMENTS & GROUP SNAPSHOT



Infrastructure

Revenue HY25

\$198m

Up 22% on PCP

Bringing together industry-leading expertise and deep experience, we cover a wide range of services including planning, design, construction, operating, testing, maintaining, managing and decommissioning power network assets.

- Joint Venture received a Notice to Proceed from Transgrid on the HumeLink Transmission Project
- TasNetworks Limited Notice to Proceed for the North-West Transmission Developments (NWTD)
- Awarded a contract by AusGrid for the Hunter-Central Coast Renewable Energy Zone sub-transmission line works



Industrial Services

Revenue HY25

\$93m

Up 60% on PCP

Innovative and fully integrated EPC Services for a comprehensive range of energy assets; and Design & Construction solutions for Renewable Energy projects.

- Installation & commissioning of Synergy's second 200MW LFP BESS (KBESS2) in the SWIS
- Design, Installation & commissioning of the Aldoga 275kV Substation in QLD connecting a 250MWAC solar photovoltaic facility for Acciona
- The Melbourne Renewable Energy Hub in Victoria (in JV with Samsung C&T) is progressing well



Communications

Revenue HY25

\$48m

Up 43% on PCP

From constructing state-of-the-art networks to maintaining and upgrading existing infrastructure, our turnkey communications solutions span the asset lifecycle, from feasibility, engineering, design, site acquisition, logistics, procurement, construction, and integration to operations and maintenance.

- Performance across the Communications business has improved
- Continue to successfully deliver contracts to our existing carrier network customers successfully
- Acquisition of CommTel will diversify customer base and communications offering to the market

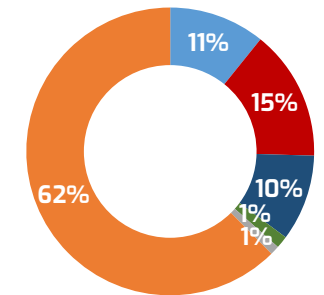


\$333m

HY25 Revenue



Revenue by State



■ NSW ■ QLD ■ VIC ■ TAS ■ OTHER ■ WA



2.6 TRIFR

@ 31 December 2024



1,277

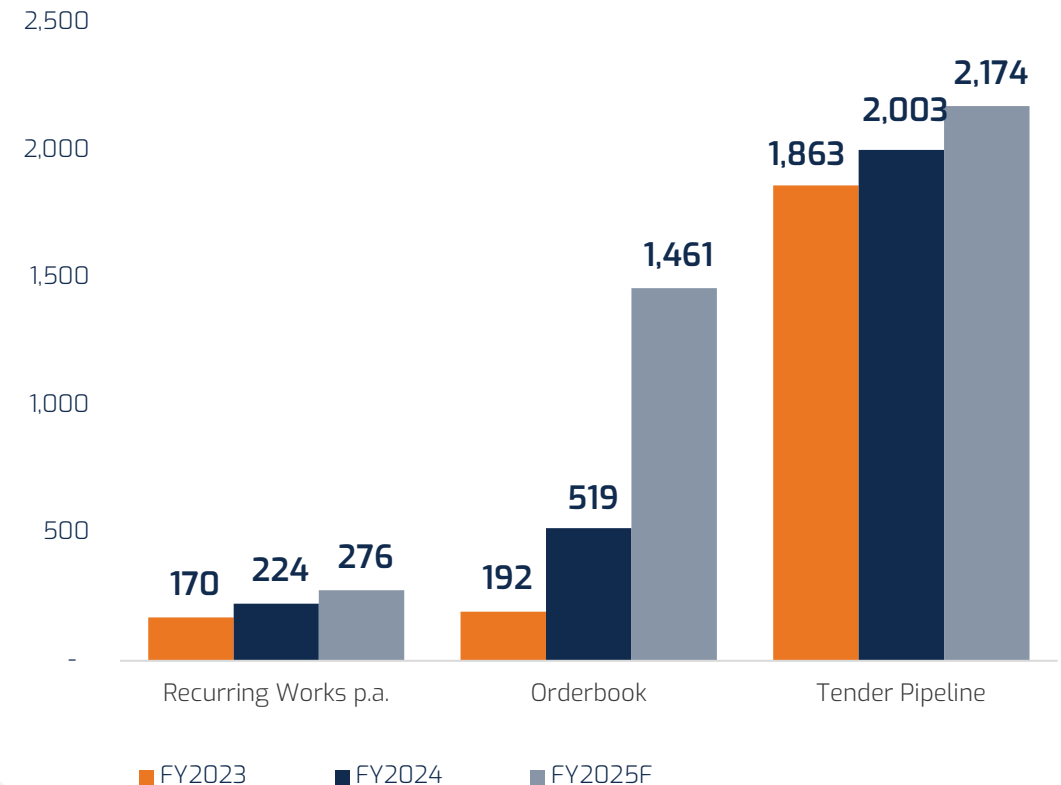
Employees across Australia



FY2025 OUTLOOK

- Strong momentum generated in FY2024, combined with a record **orderbook*** of **\$1.5 billion** (excluding recurring revenue) up from \$0.5 billion at June 2024, provides a solid base to support earnings growth in FY2025, with Genus re-iterating the forecast to deliver **at least 20% growth in EBITDA** in FY2025.
- Expected **recurring revenue**** forecast at **\$276 million** for FY2025 up 23% on FY2024 actual results of \$224 million.
- A **tendered pipeline** of **\$2.2 billion**, remains firm despite converting significant tenders to contract awards in HY25.
- **Budget pricing and opportunity** leads (excluded from tender pipeline) have increased to more than **\$4 billion** which represents long term growth potential for the group.

Orderbook & Pipeline (A\$ millions)



Note: * The Orderbook includes significant contract award as announced to the ASX namely Ausgrid HCC, and TasNetworks NWTN with final contract values estimated based on current expected program, schedule and customer approvals proceeding. Western Power CELN was awarded in January 2025 and is not included in Orderbook at 31 December 2024, however it is included in the Tender Pipeline.
 ** Revenue from recurring works includes long term customer/Panel revenue and revenue from long term supply & maintenance contracts. It excludes supply & maintenance revenue and minor projects from repeat customers that are not on long term contracts. Recurring works p.a. refers to the actual/forecast for one year.

SNAPSHOT – RECURRING MAINTENANCE & SERVICE CONTRACTS

MAINTAINING STRONG RELATIONSHIPS WITH OUR POWER & COMMS UTILITIES CLIENT BASE



Genus PFA received a variation under the existing Energy Queensland Asset Inspections Contract for the inclusion of the Southern 2 region with a 4-year term, valued at \$12M p.a.



In the same month, following a successful trial to introduce PFA's innovative pole-nailing engineering control to their network Ausgrid awarded Genus a contract for two years, with two 1-year extension options. This contract was valued at approximately \$4.5 million



Genus Communications has been awarded a new Statement of Work for Telstra's Copper Recovery Program further to receiving an extension to its existing Telstra Supply Agreement until 30 June 2027. The SoW has a forecast value of \$10M p.a.



In August 2024, Genus PFA received a variation to our Standing Order with Energy Queensland for Network Asset Inspections. Value of new & extended contracts totaled ~\$120M

HUNTER CENTRAL COAST REZ



SUB-TRANSMISSION UPGRADES

- ✓ HCC REZ is one of the first 5 renewable energy zones being developed by the New South Wales Government.
- ✓ The project for Ausgrid involves upgrading the existing electricity network to allow new renewable generation to connect to the grid
- ✓ It will mainly involve network upgrades which will minimize the impacts on surrounding communities and the environment, while delivering the capacity to transfer at least 1 GW of network transfer capacity.



\$140 million
Total Project Value



110km
132kV & 66kV
dual/single-circuit

TASNETWORKS NORTH WEST TRANSMISSION DEVELOPMENTS



NWTD Stage 1

- ✓ Genus has been appointed Head Contractor for TasNetworks' once in a generation North West Transmission Developments (NWTD) project
- ✓ We will be instrumental in designing and delivering Stage 1 of the development over a period of five years, with construction projected to begin in 2026, subject to conditions including a final investment decision, planning and environmental approvals, and the Australian Energy Regulator's contingent project approval
- ✓ The NWTD project will create many positive benefits and opportunities for Tasmanians, local communities and businesses of North West Tasmania. With established operations in Bridgewater and Spreyton, we are committed to employing Tasmanians and engaging the services of Tasmanian businesses throughout the delivery of the project.



\$950 million
Estimated Total Project Value



240km
500kV Transmission
Lines

WESTERN POWER CLEAN ENERGY LINK NORTH



PROPELLING WA TO BE A LEADER IN GREEN ENERGY

- ✓ With wind and solar that are the envy of the world, WA and the Mid West region in particular, has the capacity to propel WA to become a national and international leader in green energy solutions
- ✓ A critical first step in achieving this is strengthening the existing network to ensure it can connect and transport a greater supply of renewable energy to meet decarbonisation objectives. Modelling shows a 10 x increase in generation is needed.
- ✓ The project will include new 330kV & 132kV terminal builds within the existing network footprint to significantly increase transmission capacity and enable new energy sources to come online, as well as existing line conversions and reinforcement work to significantly improve the flow of renewable energy to and from the area.
- ✓ Encompasses design and construction of two new terminals at Regans Ford and Eneabba and an associated line, and augmentation of the existing 330kV Northern and Eneabba terminals. Peak manning resources are expected to be 140, to be sourced mostly from the Genus workforce.



\$270 million
Estimated Total Project Value



140
Peak Manning
Resources



Questions?

**Rottnest Island
Institutional Conference**
13 March 2025



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