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AUSTRALIA

[ventia.com](http://ventia.com)

## ASX and NZX Release

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3 May 2022

### 2022 Macquarie Australia Conference Presentation

Please find attached a copy of the presentation by the Group Chief Executive Officer of Ventia Services Group Limited, Dean Banks, that is to be given at the Macquarie Australia Conference today, Tuesday, 3 May 2022.

*This announcement was authorised by the Disclosure Committee.*

**-Ends-**

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**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.



# MAKING INFRASTRUCTURE WORK FOR OUR COMMUNITIES

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DEAN BANKS – GROUP CHIEF EXECUTIVE OFFICER  
3 MAY 2022



# Our business at a glance

**VENTIA**  
is a leading essential infrastructure services provider in Australia and New Zealand

**OUR PURPOSE**  
is making infrastructure work for our communities



**35,000+**

**WORKFORCE**  
employees & subcontractors



**400+**

**PROJECT SITES**  
Across Australia & New Zealand



**\$16.8b**

**WORK IN HAND IN CY21**



# Our services



## Operations and maintenance (O&M)

Focuses on ensuring infrastructure assets function efficiently, safely and cost-effectively throughout their lifecycle



## Soft facilities management (Soft FM)

Focuses on the provision of services to help ensure clients' facilities operate efficiently and safely by maintaining the hygiene, security and aesthetic quality of an asset



## Hard facilities management (Hard FM)

Includes maintenance and upgrade services of physical building elements such as structure and finishes as well as fixed plant and equipment



## Environmental services

Relates to the remediation of contaminated land and waterways to return them safely to clients or local communities



## Minor capital works (MCW)

Relates to services provided to smaller value capital projects and project management involving design, documentation, construction and commissioning of new assets as well as renewal and refurbishment of existing assets



## Other solutions

Includes technology solutions, property and consulting



# Our Strategy

**Safety and health is our #1 promise**





# Our commitment to sustainability



## OUR ESG TARGETS

### ENVIRONMENT

- Committed to Science Based Targets initiative to set emission reduction and net zero targets
- 100% renewable energy 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 & supply chains



# Our people



↓28%

**REDUCTION IN TOTAL RECORDABLE INJURY FREQUENCY RATE (TRIFR) in 2021**

78%

**ENGAGEMENT SURVEY PARTICIPATION**  
Up 55 pts on CY21

~200

**HEALTHY MINDS AMBASSADORS**

Our healthy minds program won 2021 'Best Mental Health Program' in the National Safety Awards of Excellence





# CY21 performance highlights

## Successfully transitioned to life as a listed entity

- ✓ CY21 outperformance on key prospectus forecasts
- ✓ Work in hand up 28% to \$16.8b after securing \$8.2b of work
- ✓ Dividend of 1.47 cents per share, fully franked, for the 43 days between IPO and 31 Dec 21
- ✓ Investment grade balance sheet post refinancing
- ✓ Navigated COVID-19 (including labour availability) with minimal business impact
- ✓ Absolute emissions reduction of 10% achieved





# Work in Hand – new contract wins or renewals



## Sydney Harbour and Western Harbour Tunnels

New 15 year contract, with two 10 year options, base contract worth ~\$450m in revenue

Providing asset management, operations and maintenance services across both Sydney Harbour and Western Harbour Tunnels

Ventia has a 20+ relationship with Transport for NSW



## Commonwealth Government – property services

Renewal of 2 year contract, with 3 year option, base contract worth ~\$270m in revenue

Ventia provides a strategic partnership approach, efficiency through innovations and a value for money service

Contract relationship currently 5+ years, and relationship with Commonwealth 30+ years through our Defence support

# Ventia has a solid track record of successful risk management

## Portfolio management

- Robust gated life cycle approach
- Single operating platform, with standardised processes
- Diversified and resilient portfolio

## Price inflation

- 94% of large contracts have inflation escalations
- No material inventory exposure

## Labour availability

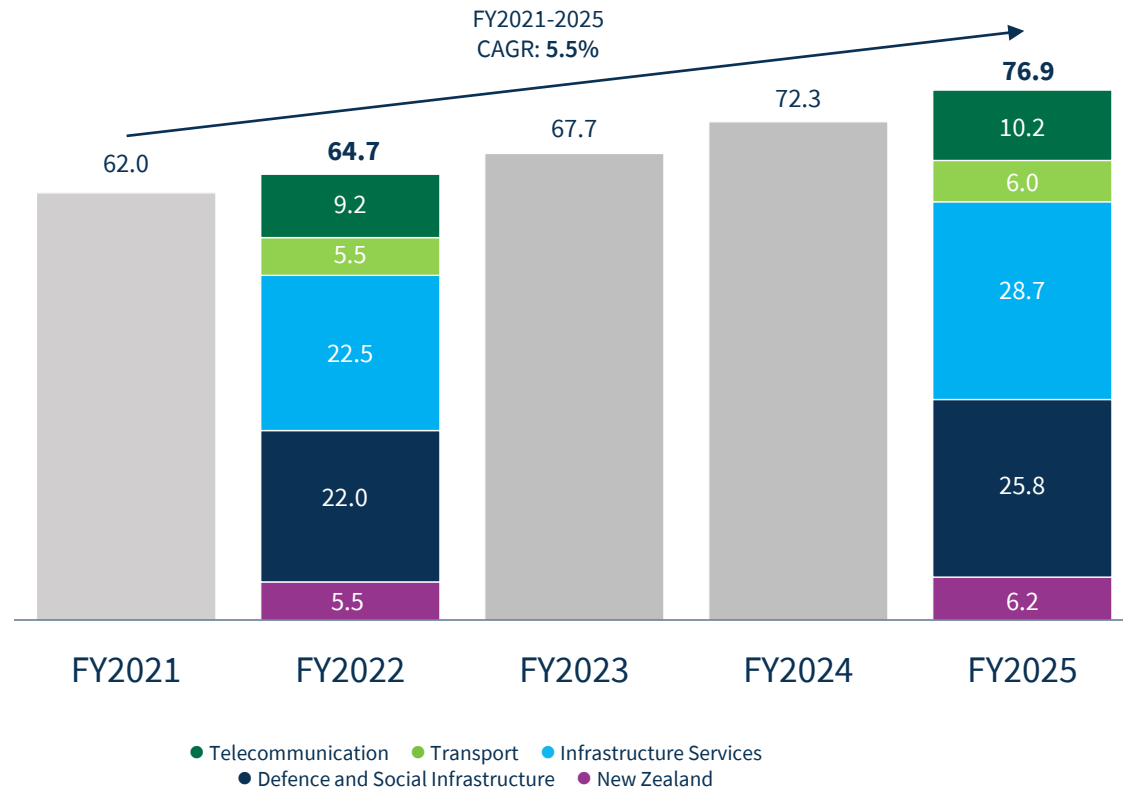
- Flexible labour model, with total workforce of over 35,000
- Strong in-house recruitment capability
- Long track record in hiring via non-traditional talent pools





# Trends shaping Ventia's growth

## Estimated Addressable Market Size across Australia And New Zealand (\$b)<sup>1,2,3</sup>



## Demand drivers for Maintenance Services



Size and growth of asset base



Outsourcing rates



Population growth



Technology adoption and automation



Environmental regulations

1. BIS Oxford Economics (2021). Refers to the financial years ended 30 June.  
 2. Refer to the prospectus for further information on the methodology BIS Oxford Economics used to estimate the addressable market.  
 3. Numbers presented in current prices (nominal value).

# Outlook

- Strongly positioned for success in CY22 and beyond
- CY22 key pro forma prospectus forecasts reaffirmed:
  - NPATA guidance of \$171.8m
  - Total revenue of \$4,942.6m
  - EBITDA of \$408.6m
  - Cash conversion of 91.4%
- On track to deliver strong stable dividend growth
- Positioned to capitalise on favourable market conditions
- Differentiating through our strategy to Redefine Service Excellence





# QUESTIONS

# Disclaimer

This presentation is in summary form and is not necessarily complete. It should be read together with the Company's audited consolidated financial statements lodged with the ASX on 23 February 2022.

This presentation contains information that is based on projected and/or estimated expectations, assumptions or outcomes. Forward looking statements are subject to a range of risk factors. Ventia cautions against reliance on any forward-looking statements, particularly in light of the current economic climate and the significant volatility associated with large scale tender projects.

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. Ventia will not be liable for the correctness and/or accuracy of the information, nor any differences between the information provided and actual outcomes, and reserves the right to change its projections from time to time. Ventia undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date of this presentation, subject to disclosure obligations under the applicable law and ASX listing rules.

