

JOHNS LYNG GROUP LIMITED (ASX: JLG)

ASX & Media Release

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Johns Lyng Group Limited provides earnings upgrade for FY21

Johns Lyng Group Limited (ASX:JLG) is pleased to provide a Revenue and EBITDA forecast upgrade for the full FY21.

Forecast EBITDA has been upgraded to \$52.1 million, representing a 10% increase on earlier guidance of \$47.4 million provided in February 2021. This represents business-as-usual (BaU) EBITDA growth of 36% year on year from FY20 (27% growth including CAT).

Forecast Revenue has been upgraded to \$558.2 million, representing a 6.5% increase on earlier guidance of \$524.1 million provided in February 2021. This represents a 19% BaU Revenue increase year on year from FY20 (13% growth including CAT).

The upgrade is driven by ongoing strong demand for the Group's core BaU services, and a significant increase in catastrophe (CAT) recovery activity during FY21, primarily in northern NSW and south-east Queensland.

Key metrics:

FY21 Outlook	Actual	Forecast (Feb-21)	Forecast (Jun-21)	FY21(F) vs. FY20(A)
(\$m)	FY20	FY21	FY21	%
Revenue - BaU	406.1	479.6	482.0	19%
Revenue - CAT	89.0	44.6	76.2	(14%)
Revenue - Total	495.1	524.1	558.2	13%
EBITDA - BaU	31.8	42.4	43.2	36%
EBITDA - CAT	9.2	5.0	8.9	(3%)
EBITDA (Operating) - Total	41.0	47.4	52.1	27%

Note: EBITDA is defined as earnings before interest, tax, depreciation and amortisation and excludes transaction related expenses and \$1.8m non-recurring goodwill written off in 1H21.

Johns Lyng CEO Scott Didier said he was pleased to be in a position to advise of another material upgrade to Group forecast.

“This upgrade clearly articulates the value proposition of the business we have worked hard to build in that it is driven by ongoing strong core business activity, as well as significant workflows from CAT events,” Mr Didier said.

“Our Insurance Building and Restoration Services businesses continue to grow and continue to deliver. They have been the backbone of our business for nearly two decades and they have yet again performed very impressively in FY21.”

“CAT related activity is an additional bonus to our performance and we’ve been kept very busy in that respect during FY21, helping clients and communities respond to some of the disasters that have hit, mainly in NSW and Queensland earlier in 2021.”

“Workflows have been very strong and we’re still working through a significant pipeline of jobs. This CAT activity is a significant driver of this upgrade and our strong performance for FY21 more broadly.”

Mr Didier added that while CAT-related activity was a major contributor in FY21, he expected the bulk of revenue from more recent CAT events to be realised in FY22.

He advised that the Group would provide further guidance early in FY22 with respect to CAT work in hand and likely impact on performance.

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This announcement was authorised by the Disclosure Committee of the Board of Johns Lyng Group Limited.

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About Johns Lyng Group Limited

Johns Lyng Group Limited (JLG) is an integrated building services group delivering building and restoration services across Australia. JLG’s core business is built on its ability to rebuild and restore a variety of properties and contents after damage by insured events including impact, weather and fire events. Beginning in 1953, JLG has grown into a national business with over 1,100 employees servicing a diversified client base comprising major insurance companies, commercial enterprises, local and state governments, body corporates/owners’ corporations and retail customers. JLG defines itself by delivering exceptional customer service outcomes every time.