# JOHNS LYNG V GROUP

# ANNUAL GENERAL MEETING 2021

use only

JOHNS LYNG GROUP LIMITED

### **Important Notice & Disclaimer**

The material in this presentation is general background information about the activities of Johns Lyng Group Limited, its subsidiaries and associate (Johns Lyng Group or JLG), current at the date of this presentation, unless otherwise noted.

It is information given in summary form and does not purport to be complete. It should be read in conjunction with the other Johns Lyng Group periodic and continuous disclosure announcements lodged with the Australian Securities Exchange (ASX), which are available at www.asx.com.au. It 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. These should be considered, with or without professional advice when deciding if an investment in JLG is appropriate. JLG is not licenced to provide financial product advice.

This presentation includes non-IFRS information including EBITDA and Proforma, which JLG considers useful for users of this presentation to reflect the underlying performance of the business. Non-IFRS measures, have not been subject to audit. This presentation may contain certain "forward-looking statements" and comments about future events, including JLG's expectations about the performance of its businesses. Such forward-looking statements may include forecast financial information about JLG, statements about industry and market trends, statements about future regulatory developments and the progress of current developments and statements about JLG's strategies and the likely outcomes of those strategies. Forward-looking statements can be identified by the use of forward-looking terminology, including, without limitation, the terms: "believes", "estimates", "anticipates" "expects", "predicts", "outlook", "guidance", "plans", "intends", "should", "could", "may", "will", "would" and other similar expressions. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Such forward-looking statements are not guarantees of future performance and are provided as a general guide only, they should not be relied on as an indication or guarantee of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of JLG. Actual results, performance or achievements could be significantly different from those expressed in or implied by any forward-looking statements. Accordingly, undue reliance should not be placed on any forward-looking statements. There can be no assurance that actual outcomes will not differ materially from forward-looking statements. Additionally, past performance is not necessarily a guide to, or a reliable indicator of future performance.

Nothing contained in this presentation is, or should be relied upon as a promise, representation, warranty or guarantee as to the past, present or the future performance of JLG. JLG does not undertake any obligation to update or review any forward-looking statements or any other information contained in this presentation. This presentation does not constitute, or form part of, an offer to sell or the solicitation of an offer to subscribe for or buy any securities and nor is it intended to be used for the purpose of, or in connection with offers or invitations to sell or subscribe for, or buy or otherwise deal in securities.

USe sonal 

# Chairman's Address Mr. Potr

### **FY21 Performance**

Johns Lyng Group's FY21 Performance

### **FY22 Forecast**

Johns Lyng Group's FY22 Forecast



# Record **O** Financial Performance NS

Johns Lyng Group delivered a record financial performance for FY21, demonstrating outstanding resilience in the face of yet another year of the COVID-19 pandemic.

na

ဂြလ





**\$52.6**m Group EBITDA

+28.3% Increase on FY20

# **FY22 O** Financial Forecast **NS** The Group has made a strong start to the new financial year and reconfirms its current earnings guidance of +22.2% BaU Revenue growth and **+28.6%** BaU EBITDA rsonal growth for FY22.







onal use 

# CEO's Address Mr. Security

# FY21 Highlights

Johns Lyng Group's FY21 highlights

### **New Contracts & Extensions**

New and existing contract extensions

# Strata Market

Strata Services and Bright & Duggan's Growth

### **Group Acquisitions**

Major Acquisitions

# FY2I Bigblights Bigblights Year of Achievement

FY21 was a significant year of achievement for Johns Lyng Group, including a record financial performance and considerable strategic growth.

The Group demonstrated outstanding resilience during the COVID-19 pandemic, made further key acquisitions, and most importantly grew the business by responding to 'business-as-usual' and catastrophic events – supporting Australians in their time of need.

## Financial Performance

FY21 resulted in an exceptional financial performance, largely due to increased job volume within the IB&RS division.

# New Contracts & Extensions

The Group renewed and signed contracts with important insurance industry clients.

# Partnerships & Acquisitions

Multiple acquisitions and partnerships were made, continuing to deliver on the business' growth strategy.

# **Relationships & Contracts**

Johns Lyng Group's success stems from fostering healthy and enduring relationships.

### **Contract Wins & Renewals**

Throughout FY21, we recorded several new contract wins and renewals with leading insurance providers.

Westpac General Insurance Limited



**Chubb Insurance** 

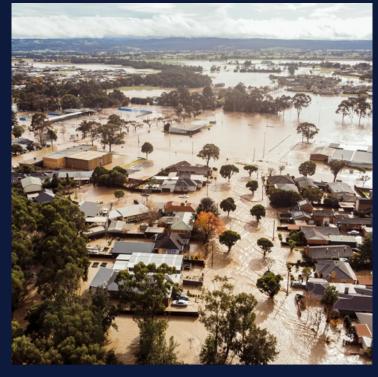


Honey Insurance

# **CAT Recovery**

### Non-recurring catastrophe related activity

The Group supported every major state and territory with catastrophe recovery works. In doing so, Johns Lyng received an exclusive Victorian contract, managed through Bushfire Recovery Victoria (BRV). This was for the provision of clean-up and makesafe works on properties damaged by severe storms.





CAT support to QLD, NSW, WA, SA and VIC

Exclusive contract with Bushfire Recovery Victoria (BRV)





# Strata Market

### **Business Expansion**

Johns Lyng Strata Services was appointed to the building and restoration panels of three strata insurance industry clients.

Bright & Duggan made **5** acquisitions to strengthen their market presence, now with approximately **88,580 lots** under management.



# Acquisitions

### The Group's Major Acquisitions

In early FY22 the Group successfully completed two acquisitions that align with our core business offering and promise to expand our capacity.





# Unitech Building Services

South Australian-based insurance building services company that will increase our footprint in SA for both BaU insurance building work and CAT responses.

The Group's aim is to also build capacity of our Large-loss insurance building and makesafe offering in South Australia.

# Steamatic Restoration & Cleaning

Steamatic Australia is a leading national restoration services company.

Steamatic has 39 locations throughout the country, 34 of which are in regional areas. Acquiring Steamatic Australia has significantly enhanced our national reach and capacity to respond to CAT events.

R

### **Growth Strategy**

The Group's growth strategy remains unchanged – building and strengthening relationships along with additional strategic acquisitions.

### Job Registrations

BaU operations are tracking in-line with expectations as evidenced by strong job registration volume.

### **Financial Performance**

The Group has made a strong start to the new financial year and reconfirms its current earnings guidance of **+22.2%** BaU Revenue growth and **+28.6%** BaU EBITDA growth for FY22.







# MEETING CLOSED