

JOHNS LYNG  GROUP

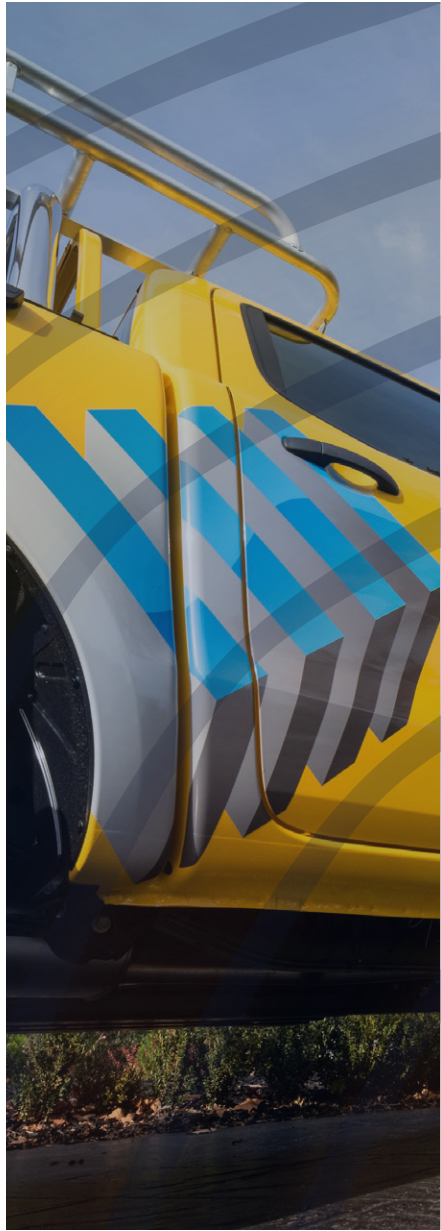
ANNUAL
GENERAL
MEETING **2020**

JOHNS LYNG GROUP LIMITED

Chairman's Address

Mr. Peter Nash, Johns Lyng Group Chairman





Chairman's Address

FY20 Highlights

FY20 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.

01. **Record Financial Performance**

The Group recorded a record financial performance during FY20.

02. **Key Acquisitions**

The Group acquired Bright & Duggan, Capitol Strata, Steamatic Nashville (USA) and Air Control Australia.

03. **COVID-19 Resilience**

The Group demonstrated outstanding resilience during COVID-19, with unparalleled employee commitment throughout.

A dark blue background with a faint, glowing microscopic image of a virus particle, showing its characteristic spherical shape and surface proteins. The virus is positioned in the upper left quadrant, with its tail-like structures extending towards the center. The overall aesthetic is scientific and professional.

Impacts of **COVID-19**

Johns Lyng Group's COVID-19 Committee was established to ensure alignment and compliance with the Government's health guidelines and social distancing measures – the Group's employees were instructed to work from home where practicable.



Additional Board Members

The Group welcomed 3 new Board Members in FY20:

Pip Turnbull Executive Director

Peter Dixon Non-executive Director

Nick Carnell Executive Director

CEO's Address

Mr. Scott Didier AM, Johns Lyng Group CEO



Record Financial Performance

Johns Lyng Group delivered a record financial performance for FY20, demonstrating outstanding resilience in the face of the COVID-19 pandemic.



\$495.1m
Sales Revenue



+48%
Increase on FY19



\$41.0m
Group EBITDA



+77%
Increase on FY19

FY21 Forecast

The Group has made a strong start to the new financial year and reconfirms its current earnings guidance of +15% BaU Revenue growth and +23% BaU EBITDA growth for FY21.



\$485.3m
Sales Revenue



Includes:
+15%
Increase on FY20
(BaU)



\$41.2m
Group EBITDA



Includes:
+23%
Increase on FY20
(BaU)

CATASTROPHE RESPONSE



Johns Lyng Group responded to
6 Catastrophic Events During FY20



OUR STRATA OPPORTUNITY

The Strata Market presents significant cross-sell opportunities.

Key strategic growth focus for the Group's core business.

Johns Lyng Group manages more than **71,000 units**
across **2,750 schemes**.





Organic Growth

Johns Lyng Group signed a number of important new client contracts and existing contract extensions during the year.



CHU

Appointed to CHU National Building and Restoration Panel (excl. QLD). CHU has a dedicated focus on Strata Insurance.



RAC Tasmania

Appointed to RAC Tasmania panel for Building and Restoration works.



CHUBB

New contract with CHUBB provides access to national customer base.



Westpac

New contract with Westpac provides access to national customer base.

Strategic Acquisitions

Bright & Duggan

August 2019

Founded in 1978, Bright & Duggan is a leading strata and facilities management business with 14 offices, more than 220 staff and over 55,000 strata titled units under management across more than 1,500 strata schemes.



Steamatic, Nashville (USA)

January 2020

Johns Lyng acquired the trade and business assets of Steamatic Nashville (USA). This initial franchisee buy-out is in-line with the Group's US growth strategy following the acquisition of the Steamatic Global Master Franchise in April 2019.

Capitol Strata

February 2020

In-line with the Group's strata market strategy, Bright & Duggan acquired QLD based Capitol Strata Management – adding a further 16,000 units across 1,250 strata schemes.



Air Control

April 2020

A leading Victorian based heating, ventilation and air conditioning mechanical services business. Founded in 2004, with an established track record servicing assets such as commercial office buildings, hotels, shopping centers and large retail chains, Air Control's recurring maintenance revenues are bolstered by project and emergency work from a diversified client base.

Commercial Construction & Cladding



CSV Panel

Johns Lyng's Commercial Construction division was appointed to the panel for **Cladding Safety Victoria** – providing rectification work for non-compliant buildings.

Key Relationships

Johns Lyng's Commercial Construction division has consistently built new and strengthened existing relationships with **State Government representatives** who are responsible for ongoing contracts such as CSV.

Financial Performance

Despite the impact of COVID-19, Johns Lyng's Commercial Building Services and Commercial Construction divisions delivered annual revenue growth of **+37%** and **+29%** respectively during FY20.



FY21 Outlook

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 +15% BaU Revenue growth and +23% BaU EBITDA growth for FY21.



JOHNS LYNG  GROUP

ANNUAL
GENERAL
MEETING **2020**

MEETING CLOSED