

JOHNS LYNG GROUP LIMITED (ASX:JLG)

ASX Statement

18 November 2021

CHAIRMAN'S ADDRESS 2021 ANNUAL GENERAL MEETING

I'm very pleased to welcome everyone to our AGM for 2021 and thank you for joining us.

This year we once again return to a virtual format and we thank our shareholders for their patience in supporting this format during Covid.

Pleasingly, 2021 was another year of strong performance from Johns Lyng Group.

We delivered revenue of \$568.4 million, representing 14.8% growth from FY20, while EBITDA grew 28.3% to \$52.6 million, driven by high demand for our services.

This year, much like last, has been driven by solid organic growth – particularly from our core Insurance Building and Restoration Services Division.

We've also had a fantastic start to FY22, making a number of strategic acquisitions and extending key contracts, while several ongoing CAT projects and recent weather events continue to support a strong pipeline of work.

CEO Scott Didier will speak shortly and highlight some of our key achievements for the year in more detail, however I want to emphasise that our performance is the direct result of our strategy, which delivered both organic and inorganic growth throughout FY21.

Those who attended this meeting last year may be getting a sense of déjà vu – and rightly so. Since listing in 2017 we have been clear and transparent about our strategy, we have executed against it, and it has delivered for our shareholders.

As the pandemic continued to disrupt our lives throughout the year, I'd like to acknowledge the phenomenal effort of our people. In the face of unprecedented challenges, they have continued to shine and have been instrumental in driving Johns Lyng Group's strong performance.

Various border closures, restrictions on movement stemming from lockdowns, and COVID-safe protocols have been fixtures of the past year. With several catastrophic events impacting the country during FY21, our people have had to navigate these new logistical challenges in order to respond – and respond they did.

That our business has been largely unaffected throughout the pandemic is a reflection of the quality of our people, the leadership of Scott and his Executive Team, and the Johns Lyng culture that drives all that we do. On behalf of the Board, I'd like to acknowledge and thank our people for their hard work and fortitude over the past year.

But we certainly weren't alone in tackling the multitude of challenges FY21 presented and I'd like to also thank our clients and other stakeholders for their continued collaboration and support.

Our solid performance over FY21 has again emphasised one of the key value propositions of the Johns Lyng Group: that we are largely insulated from the broader market and economic conditions that have disrupted so many other businesses across all industries and of all sizes.

The characteristics of Johns Lyng as a defensive growth stock is one that COVID-19 has very much shone a light on.

However, with that said, we will not rest on our laurels and we take nothing for granted.

As I said at the beginning of this presentation, we believe in our strategy and its ability to continue to broaden demand for our services and deliver performance, and that's what we intend to do.

As such, we'll continue to grow the business organically, while also finding strategic acquisitions that are well aligned with our culture and capability and add value. We'll also continue to develop the meaningful relationships we have built with our clients and our investors – something we've been very successful in over recent years.

We look forward to updating the market on the exciting opportunities that are in front of us as the year progresses and we continue to build on the momentum that has already developed during these first months of the new financial year.

In conclusion, it's been another extraordinary year for Johns Lyng Group, and I'd like to thank Scott and the leadership team for their sustained and tireless hard work. Our culture and people are a big driving force of our success and, looking at the leadership across all levels of the business, I truly believe we are very well set on this front.

Lastly, but certainly not least, I'd like to recognise and thank our shareholders. You have identified the opportunity to invest in Johns Lyng Group and have joined us for the journey, and on behalf of the Board, we thank you.

Thank you again for joining us today and I'll now hand over to Scott.

- ENDS -

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 and internationally. 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 an international business with over 1,400

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.