

JOHNS LYNG  GROUP

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**ANNUAL  
GENERAL  
MEETING** **2021**

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JOHNS LYNG GROUP LIMITED

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# Chairman's Address

Mr. Peter Nash

## **FY21** Performance

Johns Lyng Group's FY21 Performance

## **FY22** Forecast

Johns Lyng Group's FY22 Forecast



# Record Financial Performance

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.



**\$568.4m**

Sales Revenue



**+14.8%**

Increase on FY20



**\$52.6m**

Group EBITDA



**+28.3%**

Increase on FY20

# FY22 Financial Forecast

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.



**\$635.4m**

Sales Revenue



**+22.2%** (BaU)

+11.8% Total



**\$60.1m**

Group EBITDA



**+28.6%** (BaU)

+14.3% Total

# CEO's Address

Mr. Scott Didier AM

## **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



# FY21 Highlights

## 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**



**RACQ**



**Honey Insurance**



# CAT Recovery

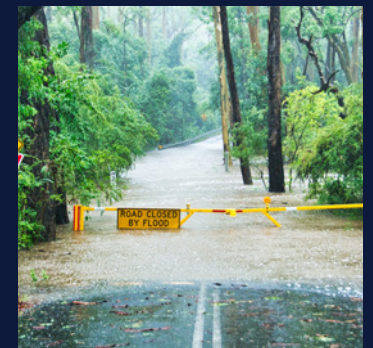
## Non-recurring catastrophe related activity

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.

# FY22 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 **+22.2%** BaU Revenue growth and **+28.6%** BaU EBITDA growth for FY22.



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