

# ADRAD

Holdings Limited  
(ASX: AHL)

2023 ANNUAL GENERAL MEETING

CEO ADDRESS

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[adradholdings.com.au](http://adradholdings.com.au)



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**\$141.1m**

Trading Revenue  
Up 8% from pro forma FY22

**\$15.6m<sup>1</sup>**

Pro forma EBITDA  
Down 5% from pro forma FY22

**\$5.6m**

NPAT

**\$6.8m**

Cash flow generated  
from operations

**6.6%<sup>2</sup>**

ROACE

**\$4.0m**

Capital Investment

**8.46 cents**

Basic EPS

**1.63**

CPS  
Final dividend  
Full year dividend: 2.33 cps  
34% of NPAT  
Fully franked

1. Pro forma EBITDA, refer to slide 8 for EBITDA adjustments

2. EBIT ÷ Average Capital Employed (Average Total Assets minus Average Current Liabilities)

## Heat transfer solutions



Successfully transitioned volume part manufacturing to Thailand providing opportunity for margin improvement.



Established manufacturing capability in Thailand to pursue powergen opportunities in SE Asia.



Developing heavy duty aluminium radiators to replace copper/brass radiators in some applications.



Achieved prototype development phase utilising our Alu Fin technology for cooling of hydrogen fuel cells.

Kenworth supplier of the year.

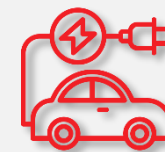
## Automotive aftermarket



13% revenue growth – growing number of customers and share of “basket”.



Warehouse additions supporting revenue growth and customer reach.



Continued development of product range including the introduction of brakes and rotating electrical.

Rationalisation of manufacturing footprint to generate efficiencies (closure of Molendinar (QLD) and NZ manufacturing).

## **Implemented two business segment structure**

- Heat Transfer Solutions (Air Radiators)
- Automotive Aftermarket (Adrad Distribution)

## **Senior Leadership Appointments**

- GM – Air Radiators (appointed)
- GM- People & Culture (appointment imminent)
- GM- Adrad Distribution (appointment imminent)

## **Rationalisation of Manufacturing**

- Closed New Zealand & Molendinar (Queensland)
- Ongoing transfer of product manufacture to Thailand
- Efficiency improvements at all locations

## **Thailand Factory**

- Extension Completed
- Equipment re-lay completed
- New Equipment received

# FY24 Objectives

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- Finalise Group Strategy
- Complete Manufacturing Rationalisation
- Install and commission new machinery in Thailand
- Commence construction of additional factory in Thailand
- Manufacture prototype Alufin radiator for major international equipment manufacturer and commence evaluation program
- Optimise revenue in Adrad Distribution from new product categories
- Progress appropriate acquisition opportunities

- Solid start to FY24 with Q1 revenue and earnings increasing by at least 8% over FY23 – in line with guidance
  - Both Heat Transfer Solutions (Air Radiators) and Aftermarket (Adrad Distribution) delivered increased results compared with prior year
- Solid
- For FY24 Full Year revenue and earnings expected to be in range 5% to 8% above FY23, weighted to first half of the year.



# ADRAD

## THANK YOU

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