



# Annual General Meeting

## Financial Year 2023

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Johns Lyng Group Limited



# Chairman's Address

Mr. Peter Nash

## FY23 Performance

Johns Lyng Group's FY23 Performance

# FINANCIAL PERFORMANCE

Exceeding Expectations

## IPO in October 2017

### Share Price Performance

The Group's IPO in Oct-17 was at \$1.00 per share. Today the Group trades at \$6.10 per share as an ASX200 company.



# ASX History FY18-FY23.

## Revenue & EBITDA

### Financial Performance

FY18 (year of IPO) produced revenue of \$290.4m and EBITDA of \$23.5m. In FY23 the Group proudly delivered revenue of \$1.28bn and EBITDA of \$119.4m.

- 5-year Revenue CAGR: 34.6%
- 5-year EBITDA CAGR: 38.4%

## Financial Performance

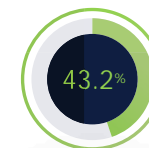
# Record Financial Performance

In the face of a challenging operating environment which included global economic and geopolitical headwinds, JLG's business continued to reinforce its 'defensive growth' investment thesis.



**\$1.281 bn**

FY23 Group Revenue



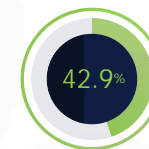
**+43.2%**

Increase on FY22



**\$119.4m**

FY23 Group EBITDA



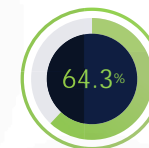
**+42.9%**

Increase on FY22



**\$62.8m**

FY23 Group NPAT<sup>1</sup>



**+64.3%**

Increase on FY22<sup>1</sup>

<sup>1</sup> Calculated using statutory NPAT



## Our Footprint

### International Growth

The Group's footprint at IPO consisted of 20 locations nationally. Today, JLG is an international business with 111 Australian/New Zealand locations and 51 locations in the USA.



## Our People

### Our People

Initially employing <500 employees and a subcontractor network of c.5,000 at IPO, Johns Lyng Group now provides careers to over 2,300 employees and engages a subcontractor base in excess of 14,500.



# 2023 Group CEO's Address

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Mr. Scott Didier AM

Group CEO | Johns Lyng Group

## FY23 Highlights

Johns Lyng Group's FY23 highlights

- 70 Year History
- Johns Lyng USA Update

# FINANCIAL YEAR 2023 HIGHLIGHTS

Building New Opportunities



# Celebrating 70 Years In Business

What once started as a Melbourne-based building company with 30 staff members and an average annual revenue of \$12m has now grown into an ASX200 company.

In 2023, we proudly manage a portfolio of over 30 brands across 150 subsidiaries and a revenue base exceeding \$1.2bn. Our family has grown to encompass more than 2,300 talented individuals spread across offices in Australia, New Zealand, and the USA.



# Celebrating Talented Rockstars





# The Group's US Partnerships



## Growth in Business Partners

As at 30 June, Johns Lyng USA had 13 Business Partners across 4 States.



## Greater Integration

During FY23, Johns Lyng USA launched Makesafe and Express Builders service lines.



## Hurricane Ian Response

Estimated to be one of the costliest disasters in America's history, Johns Lyng USA is well-positioned to capitalise on the significant follow-on work throughout FY24.





# Australian CEO's Address

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Mr. Nick Carnell

CEO - Australia | Johns Lyng Group

## FY23 Highlights

Johns Lyng Group's FY23 Achievements

- **Insurance Building & Restoration (ANZ)**
- **Strata Services**
- **Essential Home Services**
- **Disaster Recovery**
- **Financial Forecast**



## 5 Growth Pillars

Pillar One

### IB&RS (ANZ)

Insurance Building  
& Restoration Services (ANZ)



Pillar Two

### Strata Services

Strata Building &  
Management Services



Pillar Three

### Essential Home Services

Essential Property Repairs,  
Maintenance & Compliance  
Services



Pillar Four

### Disaster Recovery

Disaster Management &  
Recovery Services  
*Government*



Pillar Five

### JL USA

IB&RS, Strata, Essential  
Home Services & Disaster  
Management Services





## Insurance Building & Restoration Services

### Financial Performance



**+52.6%**  
Revenue Increase  
on FY22



**+61.2%**  
EBITDA Increase  
on FY22

Despite the global economic and geopolitical landscape, our IB&RS division is largely immune and is our strongest revenue contributor.

### New Contract Wins & Extensions with:

**SUNCORP**

**QBE**

**iag**

**RACQ**

**youi**

**austbrokers**

**Commisure**

# Strata Services

## Current Market Share



>95k

Lots / Units



>3.8k

Buildings / Strata Schemes

There are approximately 3.1m strata lots nationally. Of which, Johns Lyng Group holds the second largest market share at less than 4%.

## Recent Additional Bolt-on Acquisitions

North Shore Strata Management (Nov-22)

Adpen Strata Management (Nov-22)

Advanced Community Management (Apr-23)

Your Local Strata (Sep-23)





## Essential Home Services



# Essential Home Services

Introducing the Group's 5<sup>th</sup> growth Pillar – Essential Home Services. The acquisition of Smoke Alarms Australia and Linkfire align with JLG's strong track record of expansion via highly complementary acquisitions with annuity style revenues underpinned by defensive, non-discretionary products and services.



# Disaster Management



## A1 Services Acquisition

Provides significant scalability and speed of response – previous subcontractor to our “Flood Property Assessment Program” in Northern NSW.



## Indigenous Participation

We are proud to have increased our Indigenous engagement across each of our major disaster recovery programs.

During FY23, Indigenous engagement within our Disaster Management business was 9%. This is significantly higher than the industry average.



## Financial Performance

# FY24 Financial Forecast

The Group has made a strong start to the new financial year and is pleased to reconfirm its FY24 earnings guidance of:

- Group Revenue: **\$1.176bn**
  - BaU Revenue (excl. CC): **\$1.005bn (+18.5%)**
- Group EBITDA: **\$128.0m**
  - BaU EBITDA (excl. CC): **\$113.0m (+20.1%)**



**\$1.176bn**

FY24(F) Group Revenue



**\$128.0m**

FY24(F) Group EBITDA



**\$1.005bn**

FY24(F) BaU Revenue (excl. CC)



**\$113.0m**

FY24(F) BaU EBITDA (excl. CC)



**+18.5%**

Increase on FY23  
(BaU excl. CC)



**+20.1%**

Increase on FY23  
(BaU excl. CC)



Meeting  
Closed

