



2024 FULL YEAR RESULTS PRESENTATION

AARON BEGLEY – CEO

BRENDAN COCKS – CFO

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THE POWER OF ADVANCED MATERIALS

MATRIX'S GROWTH PROPOSITION



Strong revenue expansion delivered, growth trajectory



Recurrent accretive revenue via Corrosion Technologies sustainment work



Strengthening subsea market, active quotation pipeline



Advanced materials emerging, rising level of renewable, clean energy work



State of the art manufacturing plant, world's largest syntactic foam production capacity



Funded for growth in activity across energy and resources



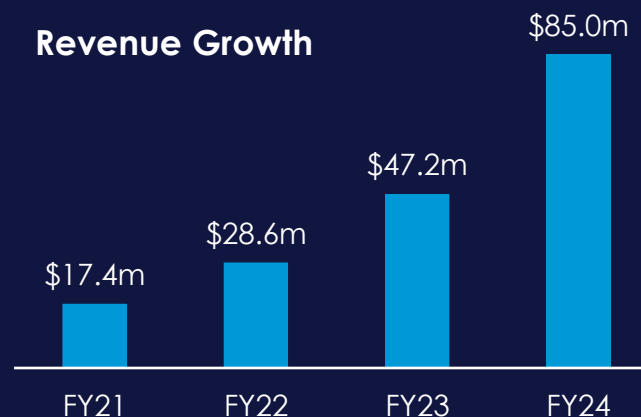
Matrix designs, engineers, manufactures composite and advanced materials to:

- Deliver **subsea buoyancy solutions** to the world
- Support growth of the **renewable energy** sector
- Protect key infrastructure with **corrosion resistant coatings**
- Deliver alternative high-tech **advanced materials technologies**

DELIVERING STRONG GROWTH

REVENUE MOMENTUM

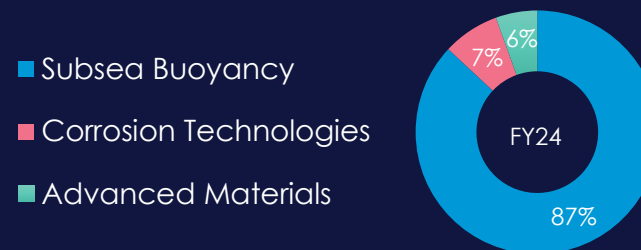
- Revenue \$85.0m, up 80% on FY23
- Strong 2H24 more than 2x 1H24 revenue.
- Active offshore oil & gas market driving **strong Subsea Buoyancy demand**.
 - Maintaining forward momentum with order book of \$33m.
 - Near term SURF projects (variations on existing projects and new awards currently being negotiated) to drive continued momentum in FY25 and FY26.
 - Renewed activity in drilling sector to provide short term opportunities.
- Recurring revenue from **Corrosion Technologies** deepening reach into energy, resources markets.
- **Advanced Materials** continuing to emerge at \$4.7m FY24 (FY23 \$2.6m).



DRIVING STRENGTHENED EARNINGS AND FINANCIALS

- Operating profit uplift, underlying EBITDA \$11.0m (FY24: \$0.2m).
- NPAT \$3.6m (FY23: \$8.7m, incl. \$15.8m reversal of prior asset impairments).
- Strengthened financial position, cash on hand \$23.3m (FY23: \$20.0m).

Revenue Contribution





**FY24
FINANCIAL RESULTS**

CFO – BRENDAN COCKS

KEY FINANCIAL METRICS

		FY24	FY23
Revenue	\$m	85.0	47.2
Underlying EBITDA ¹	\$m	11.0	0.2
<i>Underlying EBITDA margin</i>		12.9%	0.4%
Net profit after tax	\$m	3.6	8.7
Operating cash flow	\$m	10.9	(9.1)
		30 Jun 24	30 Jun 23
Gross cash ²	\$m	23.3	20.0
Net cash/(debt)	\$m	14.4	11.2
Employees		198	133

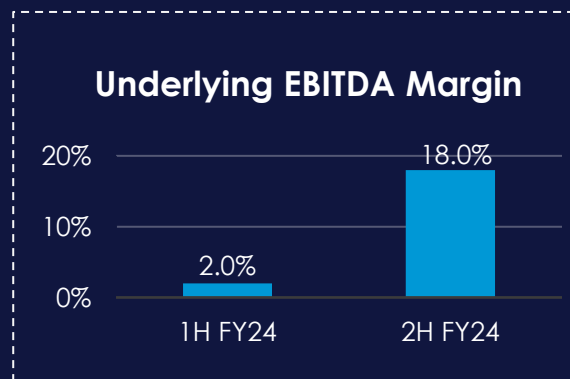
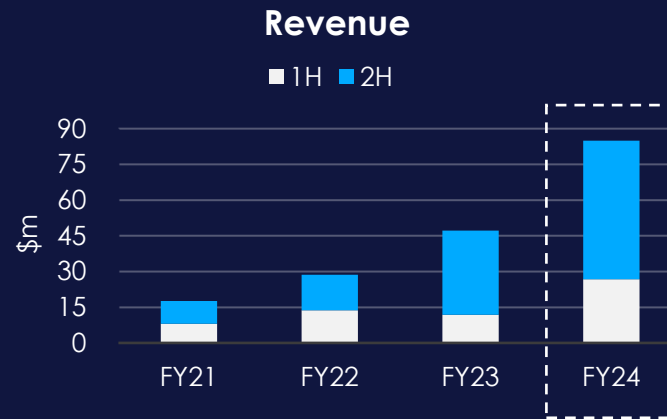
- Significant **revenue uplift, 80% growth** on FY23 driven by subsea contract awards
- Operating profitability step change, including **significant underlying EBITDA increase** in 2H FY24 \$10.4m versus \$0.6m in 1H FY24. Demonstrating operating leverage of the Matrix facility.
- Reported NPAT \$3.6m, with FY23 boosted by \$15.8m reversal of prior period asset impairments from **uplifted market outlook**.
- **Substantial operating cash flow** underpinning increased cash position to \$23.3m.

Note: Figures may not add up due to rounding.

¹ Underlying EBITDA FY24 excludes FX loss \$0.7m and non-cash fair value (FV) accounting gain of \$0.6m. FY23 excludes FX loss \$0.4m, non-cash FV accounting loss \$1.3m and impairment reversal of \$15.8m.

² Gross Cash includes Cash and Term Deposits.

REVENUE GROWTH DRIVING OPERATING LEVERAGE



Revenue Growth

- Revenue build underpinned by increased activity in subsea oil & gas market.
- Significant recent momentum with second half FY24 \$58.3m up 23% on full year FY23 and up over 100% on FY22.
- Subsea buoyancy more than double to \$73.9m, with particularly strong growth in SURF market.
- Corrosion Technologies of \$6.4m providing solid opex based revenue. Advanced Materials continuing growth trajectory.

Operating Leverage

- EBITDA margin 13.2% on FY24 revenue \$85m.
- Operating leverage demonstrated in 2H FY24, with higher revenue (\$58.3m) driving significantly higher margin (18%).

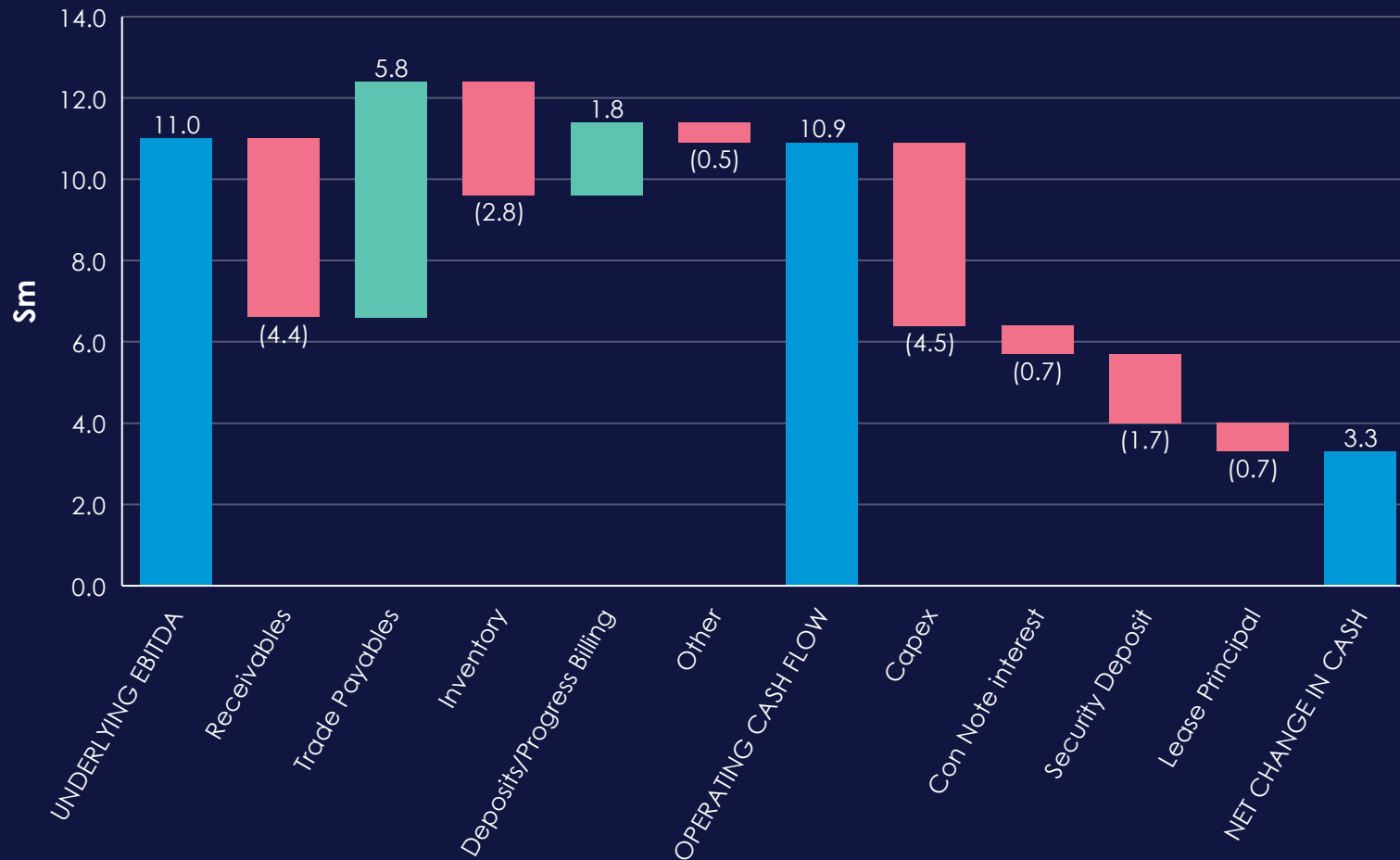
BALANCE SHEET

\$m	30 Jun 24	30 Jun 23
Cash and Term Deposits	23.3	20.0
Trade and other receivables	26.1	21.7
Inventory	8.7	5.9
Prepayments	1.6	0.8
Current Assets	59.8	48.4
Property, plant & equipment	15.3	14.1
Intangible and right-of-use assets	19.7	16.3
Other	0.3	1.1
Total Assets	95.1	79.9
Trade payables	9.8	4.0
Progress claims & deposits	10.3	8.5
Other	2.6	3.1
Current liabilities	22.7	15.6
Financial and lease liabilities	29.8	25.9
Convertible note	8.9	8.8
Provisions & Asset Retirement Obligation	2.7	2.7
Total Equity	31.0	26.8
Net cash/(debt)	14.4	11.2
Net working capital	14.7	15.1

- Increased cash balance with robust balance sheet supporting higher activity.
- Cash backed performance bond facility now established via Export Finance Australia.
 - Receivables incl. \$1.7m security deposit with EFA which is security for \$4.2m (40%) of project bonds
- Expansion in trade receivable, inventories and payable reflects increase in project levels during June 24 qtr.
- Increased PPE and right-of-use assets for Henderson advanced manufacturing facility.
- Progress claims represent early-stage milestone payments received in advance of revenue recognition.
- Lease liability increase primarily reflecting rate adjustment to Henderson property lease, also reflected in right-of-use assets.

Note: Figures may not add up due to rounding.

CASH FLOW FROM OPERATIONS



- Significant **increase to operating cash flow** aligned with EBITDA uplift.
- Working capital impacts driven by contract timing and milestones.
- Capex investment in plant and equipment at Henderson facility and tooling moulds.
- Security deposit relates to refundable project performance bond.
- **Strong cash balance** (up \$3.3m to \$23.3m) supports opportunity pipeline.



MATRIX OUTLOOK GROWTH

CEO – AARON BEGLEY

THREE BUSINESS PILLARS

CORE TRADITIONAL



SUBSEA

SURF, deep water drilling and well construction. Energy transition opportunity floating offshore wind

EMERGING



CORROSION TECHNOLOGIES

Growing anti-corrosion coating, application equipment and technical services



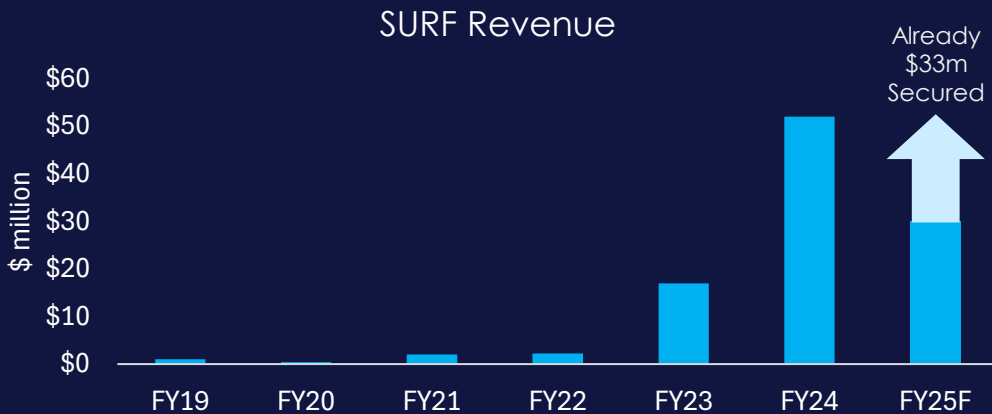
ADVANCED MATERIALS

Advanced composite material solutions for Renewables / Defence / Resources

MOMENTUM BUILDING SUBSEA PRODUCTION (SURF)

STRONG SURF MARKET PENETRATION

- FY23 turning point for Matrix presence in global SURF Market
- +\$90m secured across 3 projects in last 2 years.
- In negotiations for further projects of similar scale being pursued for FY25 production and future growth.



STRONG QUOTATION PIPELINE / SUSTAINED INDUSTRY ACTIVITY

- Strong tailwinds in SURF. Key Customers expecting busy conditions for foreseeable future.
- ~\$300m of competitive quotations submitted, yet to be awarded
 - 4 key projects with value of \$100m to be awarded over the next 6 to 8 months, including 2 by the end of 2024.
- +\$200m of upcoming projects identified with existing clients, not yet quoted.
- Building track record which will open up new contractors and operators, building accessible market.

INDUSTRY RECOVERY IS BUILDING DRILLING MARKET

INDUSTRY LEADER

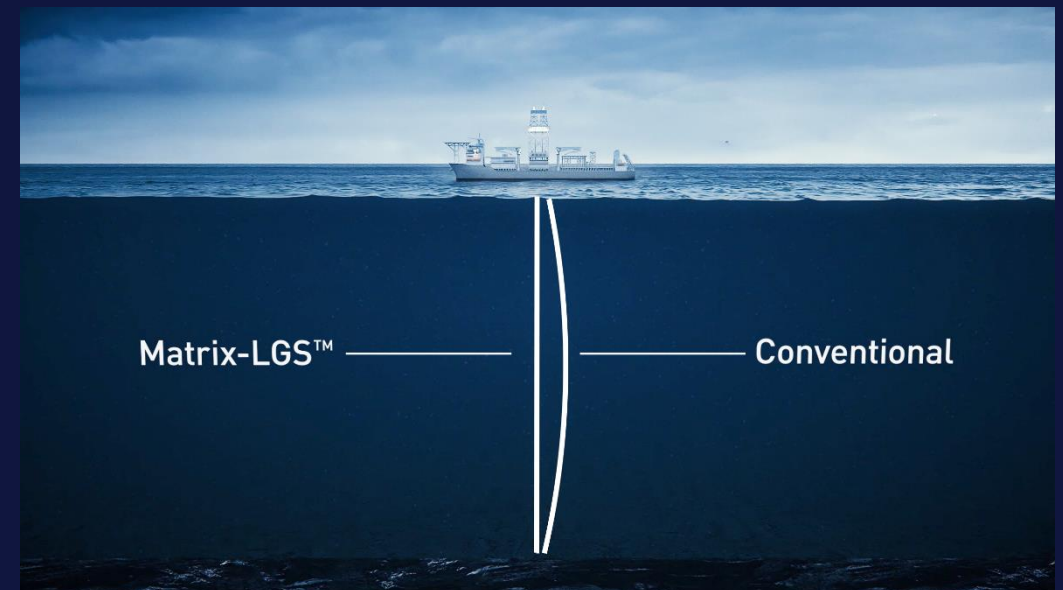
- +\$1B of syntactic foam buoyancy delivered by Matrix to the drilling sector in last 15 years.
- Global fleet of ~200 Rigs and Drill ships, with ~\$2B of Buoyancy.
- Significantly improved market conditions for drillers should lead to demand for replacements and upgrades.

STRENGTHENING DRILL RIG MARKET

- Rig utilisation and day rates increasing.
- Opportunities pipeline increasing, ~\$130m of competitive outstanding quotes to the drilling sector.
- Recent pick up in quotes and activity.
 - \$2.5m project awarded and delivered in June 24 qtr.
 - ~\$30m of quotes submitted in last 2 months.

LGS® - TECHNOLOGY DIFFERENTIATION

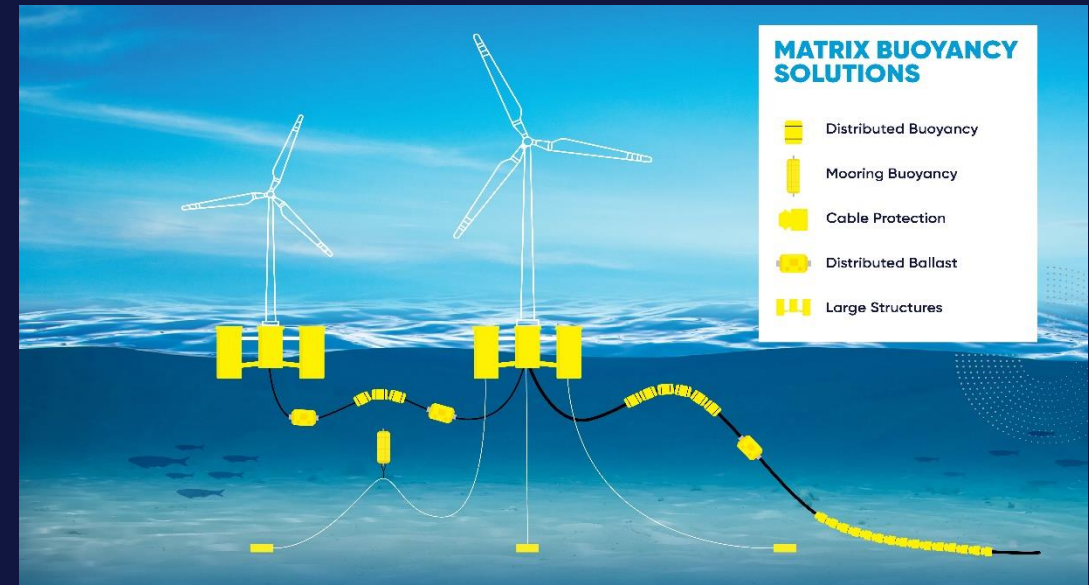
- Patented VIV and drag reduction technology to enhance production in strong currents.
- Significant value proposition to drillers when operating in high currents – ability to drill for longer.



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PRODUCT GROWTH OPPORTUNITIES

OTHER SUBSEA BUOYANCY



DEEP SEA MINING EQUIPMENT

- Recently completed riser buoyancy system using syntactic foam technology for a deep-sea research vessel.
- \$13m order delivered in July 24.
- More opportunities identified and quoted.

OFFSHORE FLOATING WIND

- 26.5 GW of new floating wind capacity to be added by 2030.
- Rapid escalation of floating wind capacity expected from 2030 as suitable seabed areas are exhausted by the fixed wind market.
- Active participation in quotes for local Asian markets. First projects scheduled to commence 2026, +\$60m currently bid.

Floating wind data courtesy GWEC Market Intelligence, July 2023

EXTENDING INTO ENERGY AND RESOURCES MARKETS

CORROSION TECHNOLOGIES

TECHNOLOGY SOLUTIONS

- Humidur® Coatings
- Composite repairs
- Equipment hire
- Rotolining: Thermoplastic lining

LOCAL RESOURCES SECTOR

- LNG
- Brownfield developments
- Operational maintenance

PROGRESS

- Established client base in WA and NT
- New sales into East Coast and PNG



EMERGING MARKET SPACE

ADVANCED MATERIALS

TECHNOLOGY SOLUTIONS

- Syntactic foam for Unmanned Underwater Vehicles (UUV)
- Steel replacement and advanced composites applications
- Design and Manufacture of Engineered Polymers

AUSTRALIAN INDUSTRY SECTORS

- Defence
- Resources: Iron ore, LNG, Gold
- Energy Transition: Hydrogen, Solar, Wind
- Civil

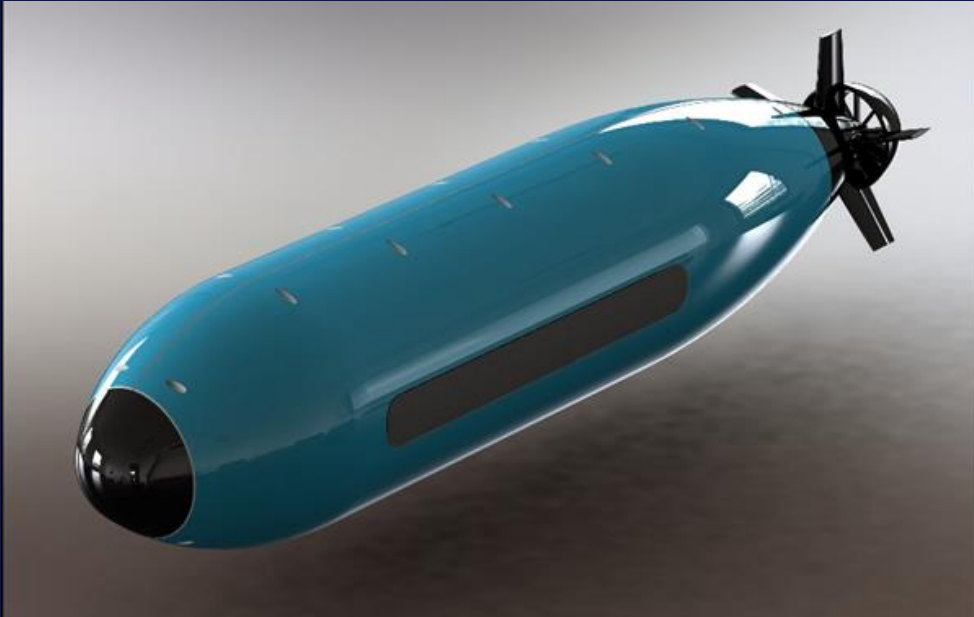
DEMONSTRATED PROGRESS

Energy – Resources – Civil

- Advanced materials revenue up 80% in FY24 to \$4.7m
- Centraliser opportunities growing
 - Aramco qualification and first order ~\$1m.
 - New US Distributer growing US share
- Initial production of Fortescue green hydrogen equipment parts
- Expanded into civil market, \$1.5m orders delivered in FY24. Orders continuing
- Rio Tinto structural product designed and tested. Ready for field testing

EMERGING MARKET SPACE

ADVANCED MATERIALS



DEMONSTRATED PROGRESS

Defence – Targeting growth this year

- Currently supplying Australian UUV Program including Anduril Ghost Shark UUV where prototype production successfully completed. Australian Navy orders confirmed for this year.
- Exploring scale and mass manufacture opportunities with other UUV players.
- Qualifying with other AUKUS Primes.
- Supporting Australian and US Navy sustainment.

THE POWER OF ADVANCED MATERIALS

FY25 GROWTH OUTLOOK

- Strong base of ~\$33m secured revenue for FY25 already in place from Subsea business alone.
- Near term subsea market opportunities remain, including new awards under current negotiation, to significantly add to FY25 order book.
- Expected recurring revenue from Corrosion Technologies and Advanced Materials of at least \$10m p.a. with opportunities to grow.
- Advanced materials clean energy work continuing to emerge.
- Defence opportunities building momentum.
- Floating wind opportunities add to prospective pipeline, but likely from 2026.
- **Targeting continued growth from strengthening Subsea market, and capturing opportunities in Advanced Materials.**





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