



ENGINEERING THE UNFAIR ADVANTAGE

25 October 2024

Morgans 2024 Conference Presentation

The attached presentation will be delivered to the the Morgans Conference today.

This announcement has been authorised for release by the Company Secretary.

For further information please contact:

Kees Weel
Managing Director
+61 7 5547 1600

Martin Mclver
Chief Financial Officer
+61 7 5547 1600

PWR Holdings Limited

(ASX:PWV)

Morgans Scone Presentation



The Global Leader in Cooling Technology

Inspired by Engineering Excellence

October 2024

Presented by:

Kees Weel – Managing Director

PWR is a designer, manufacturer and supplier of technically advanced high performance cooling systems



OVERVIEW

- Serve customers in motorsports, aerospace & defence, OEM, automotive aftermarket, industrial and marine markets globally
- 580+ employees globally, with 3 manufacturing and R&D facilities in Australia, the US and the UK
- Partner with leading names in all industries
- Innovation led and a uniquely vertically integrated manufacturing process
- Founded and headquartered in Queensland, Australia

KEY STATISTICS (FY24A)



Revenue
~A\$139m



EBITDA
~A\$45m



5yr Revenue CAGR
~16%



Employees
~600



Facilities
3



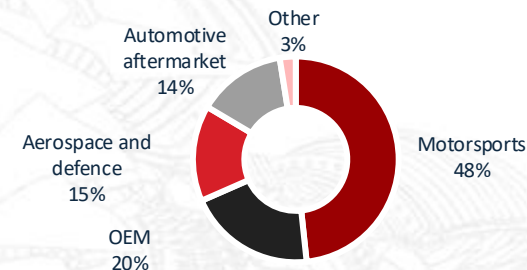
Customer geographies
8¹

Note: ¹ Represents country that customer mainly operates in

PARTNER WITH THE WORLD'S LEADING COMPANIES



FY24 REVENUE BY DIVISION



PWR has a global footprint servicing a global client base



PWR Australia

- 400+ employees
- Currently operating in 11,300sqm facility in Ormeau, QLD
- Moving to new 20,800sqm facility in mid 2025 at Stapylton which will provide capacity for next 10-20 years

PWR Europe

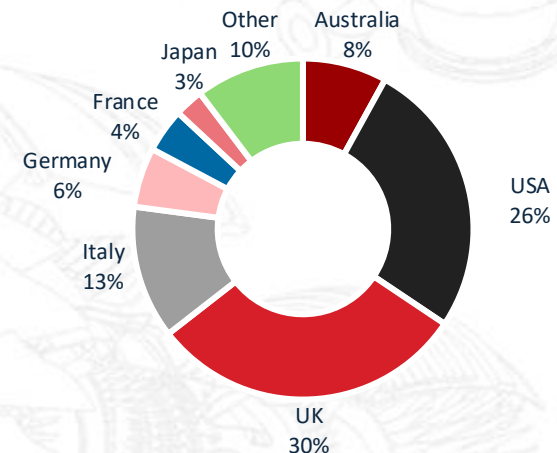
- 55+ employees
- State of the art facility in Rugby, UK
- 3,160sqm of manufacturing space; currently 50% utilised
- In process of adding an additional mezzanine floor for staff amenities

PWR North America

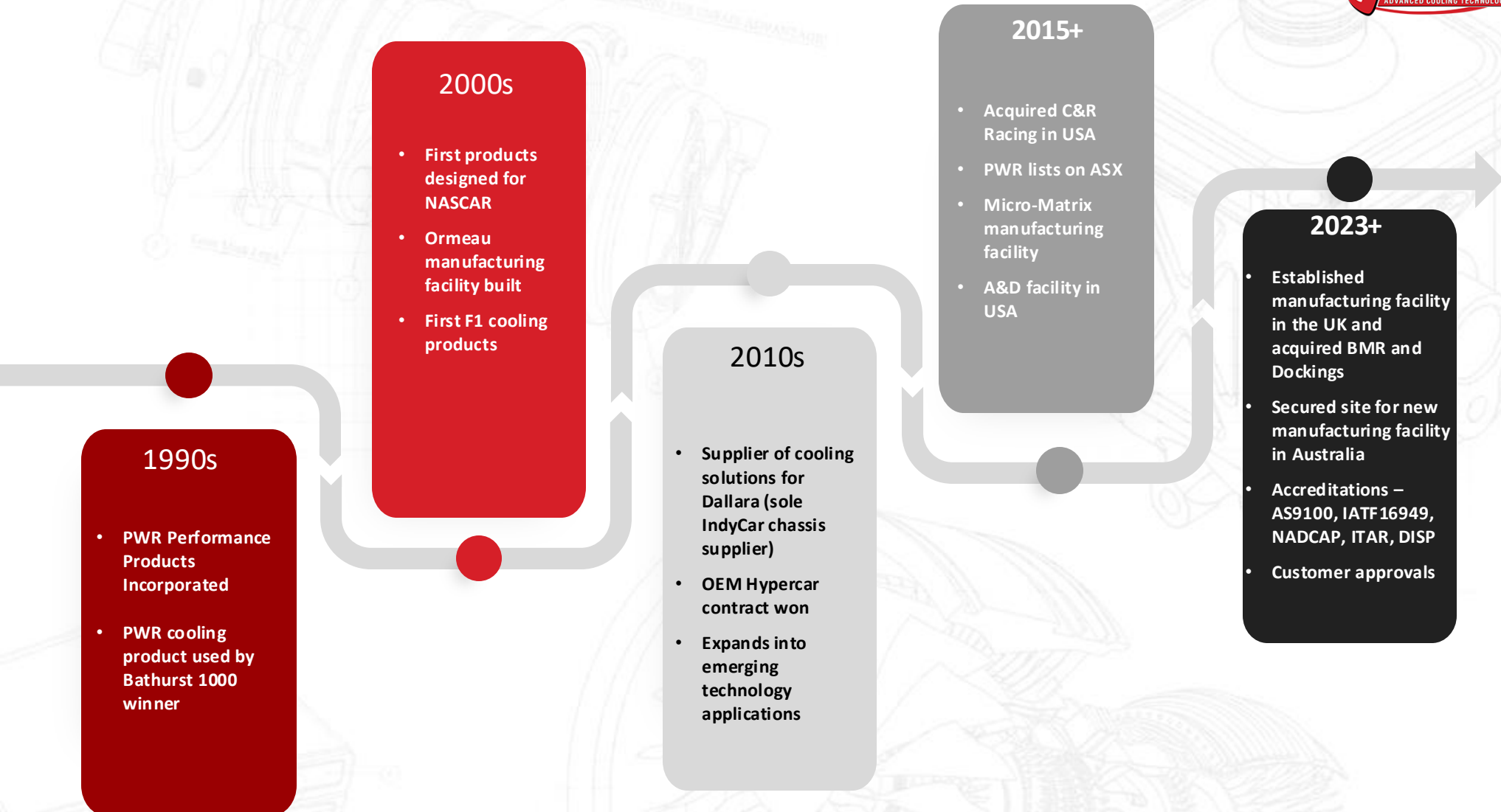
- 125+ employees
- 6,322sqm manufacturing facility and 1,308sqm A&D facility
- In 2024, leased a further 790sqm of space adjacent to current facilities to provide expansion capacity



FY24 REVENUE BY CUSTOMER GEOGRAPHY



PWR has a long history of growth and innovation



TOWARDS 2030

ONE VISION

The Global Leader in Cooling Technology Inspired by Engineering Excellence

ONE PURPOSE

Through passionate people and innovative solutions we lead the way in advanced cooling system design and supply, to exceed the expectations of our global partners across diverse industries

FOUR GOALS



Innovation



**Profitable
Growth**



**A Sustainable
Business**



**Investing in our
People**

PWR DNA



Respect

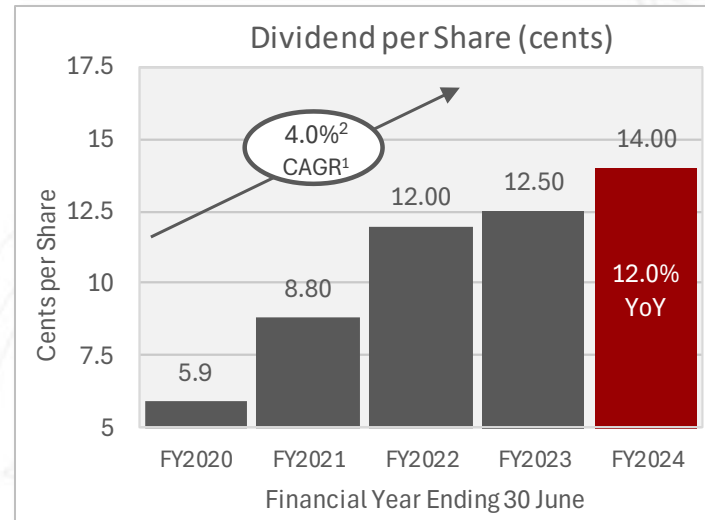
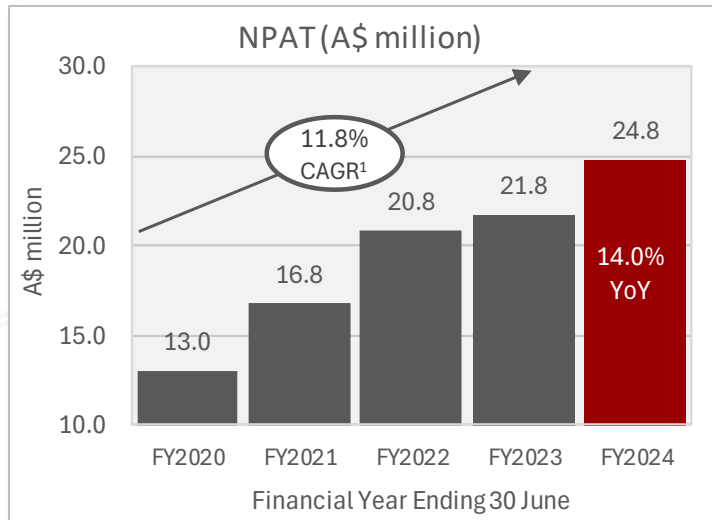
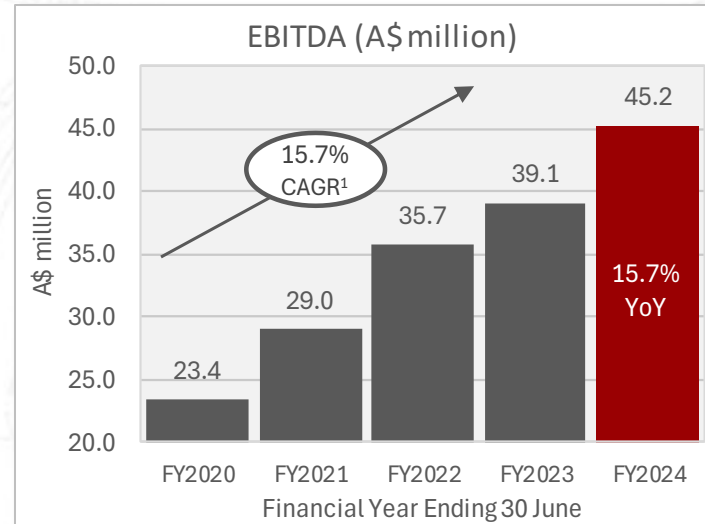
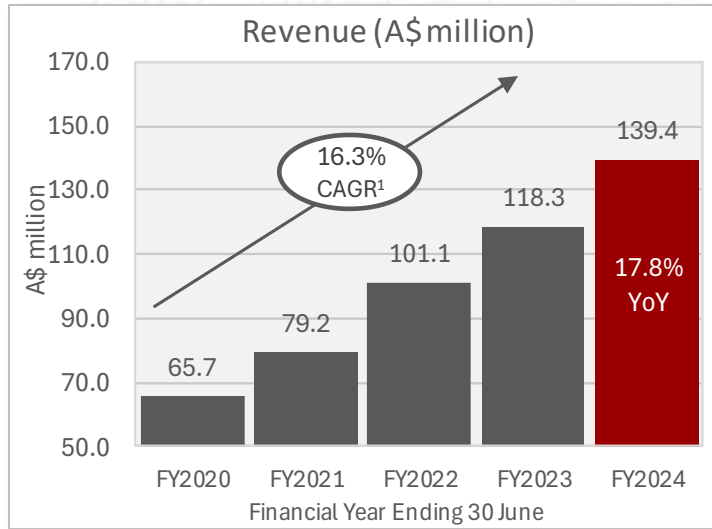


Passion



Teamwork

PWR's revenue has grown year on year with a CAGR of 16.3% over 5 years



- 1 CAGR - Compound Annual Growth Rate over 5 years
- 2 2019 dividend included a 3.0 cent special dividend. Excluding the 2019 special dividend the 5-year CAGR was 10.5%

Revenue by Market Sector



Customer Market	FY2024				FY2023				Growth	
	Advanced Cooling (\$'000)	Emerging Technologies ¹ (\$'000)	Total (\$'000)	% of Total	Advanced Cooling (\$'000)	Emerging Technologies ¹ (\$'000)	Total (\$'000)	% of Total	(\$'000)	%
Motorsports	57,260	10,089	67,349	48%	55,026	7,230	62,256	52%	5,093	8%
OEM	24,967	3,058	28,025	20%	21,935	3,704	25,639	22%	2,386	9%
Automotive Aftermarket	18,853	614	19,467	14%	17,796	3	17,799	15%	1,668	9%
Aerospace and Defence	-	21,047	21,047	15%	-	10,533	10,533	9%	10,514	100%
Other	3,376	128	3,504	3%	1,431	668	2,099	2%	1,405	67%
Totals	104,456	34,936	139,392	100%	96,188	22,138	118,326	100%	21,066	17.8%

Aerospace & Defence

↑ size and number of programs
100% revenue growth

Motorsports

Growth in F1 and GT series

Automotive OEM

Completion of Valkyrie and AMG X1 programs

Automotive Aftermarket

Focus on North America and Europe

1. Emerging Technologies includes revenue from Aerospace and Defence across all technologies, and revenue from other market sectors generated by cold plate, micro matrix and additive manufacturing

PWR has a strong reputation and is a trusted provider of cooling solutions to the Motorsport & Automotive industries



OVERVIEW

- PWR has supplied bespoke cooling solutions to the motorsport world for >20 years
- Strong presence in all aspects for racing including Formula 1, WEC, Moto GP, Indycar, NASCAR, WRC, Super GT, Super Formula, GT3, GTE, Supercars and more
- Bespoke cooling solutions created for problems that PWR is uniquely positioned to address
- Supplier of cooling products to the OEM road car market, specializing in complete car solutions including ICE, hybrid and full electric cooling
- Production ranges from one-off specialty vehicles to niche projects of 20-20k vehicle sets per year

SELECT MOTORSPORT CUSTOMERS



KEY CAPABILITIES

- ✓ Complex and tailor-made engineering solutions – completely controlled within its own facility
 - Caters for rapid prototyping and adaptability
 - Flexible and holistic approach to manufacturing
- ✓ Quick turn around and unique opportunity to customize products to suit specific vehicle needs
- ✓ In-house wind tunnel, able to vary air velocity and coolant flow rate to provide customer with real world results for heat transfer, coolant pressure drop and airside pressure drop
- ✓ Ability to fabricate tanks and fillers to specific requirements – well equipped machine shop that provides billet tanking
- ✓ Clean room environment manufacturing area for sensitive and advanced assemblies

SELECT AUTOMOTIVE CUSTOMERS

Audi	Mercedes Benz	Koenigsegg
Honda	Lamborghini	Porsche
Ducati	Ford	Ferrari
BMW	Aston Martin	McLaren

Aerospace & Defence



KEY PRODUCTS / SOLUTIONS

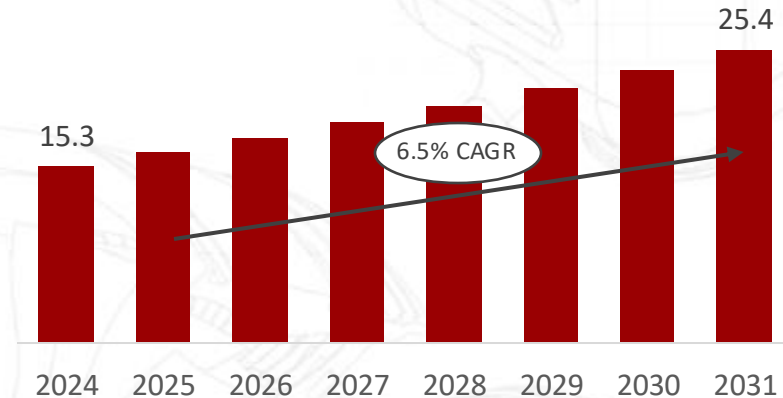
- ✓ Electronic cooling applications; vacuum brazed cold plates
- ✓ Radar and avionics cooling
- ✓ Unmanned Aerial Vehicles; battery and power electronics cooling, light weight heat exchangers
- ✓ Land vehicle systems; internal combustion engine cooling, communications cooling and battery cooling
- ✓ On soldier cooling; MMX cooling systems for communications and battery systems
- ✓ Space application cooling; phase change materials cooling heat pipes, cold plates, MMX
- ✓ Laser cooling systems

SELECT AEROSPACE AND DEFENCE CUSTOMERS

Boeing	Airbus	Raytheon
Rheinmetall	Pratt and Miller	Honeywell
Mercury Systems	Joby Aviation	Textron Systems

SIGNIFICANT MARKET OPPORTUNITY

Global Aerospace Thermal Management System Market Size (US\$bn)



Source: Verified Market Research, June 2024

Aerospace and Defence (A&D) is a significant growth opportunity



A&D revenue up 100% in FY2024

Global Addressable Markets are Significant

Continue to work with several US and European based eVTOL¹ manufacturers as they progress to full certification and aircraft production

Increase in production and application for ruggedized electronic cold plates and enclosures for A&D

Completion of pre-production program certifications and progressing towards long term production supply contracts

Investing in A&D Capability

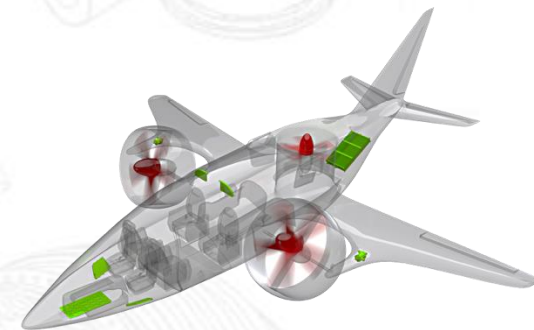
“Investing Now to Collect Later”

Investment across FY2024 and FY2025 required for A&D growth:

- 52 Headcount² – specific skills and expanded support processes
- Quality certifications
- Quality control processes
- Cyber security and IT systems
- Design processes
- Simulation capabilities
- Planning and procurement controls
- Production controls
- Factory space
- Specialised equipment

“Global Aerospace Thermal Management System Market Size \$15.3B USD with forecasted 6.5% CAGR from 2024 to 2031”³

“Margins will be impacted in the near term as we invest ahead of the curve to set us up for the future.”



1. eVTOL – electric vertical take-off and landing aircraft
2. Investment in headcount “ahead of the curve”: 21 in 2024 and 31 planned for 2025
3. Source: <https://www.verifiedmarketresearch.com/product/aerospace-thermal-management-system-market/>

Business Outlook



Vertical Integration

- Strong focus
- Direct control over all operations
- Reduce risks
- Control quality

New Australian Factory

- Works from August 2024
- Move in completed by November 2025
- Growth capacity for the next 20+ years, particularly for A&D
- Increased efficiency

Motorsports

- 2026 F1 regulation opportunities (increased battery power requiring upgraded cooling)
- Support development of more efficient cooling technology and adoption of new energy sources such as Hydrogen

Aerospace and Defence (A&D)

- Continued growth and investment
- Expanding A&D manufacturing capability globally

OEM Programs

- Deliver on existing programs
- Start new programs
- Develop pipeline

Automotive Aftermarket

- Growth potential
- Focus on North America and Europe

Europe Manufacturing

- Increase UK based engineering and manufacturing

Organic Growth

- Extensive opportunities, particularly in A&D
- Focus and discipline

Investing in Capability to support Growth

- New ERP (investments will be made from FY2026 onwards)
- PWR Academy

New Australian Factory



Investing now for future growth opportunities

- FY2025 sees us investing for the future, focusing on building our new headquarters and moving from Ormeau to Stapylton
- Australian factory space increasing by 84% to 20,800m², increasing Australian manufacturing capacity by 100%+
- Additional factory space will improve production flow and efficiency, provide room for additional automated machinery and support future production growth
- We are undertaking rigorous planning for the move to the new factory to minimise disruption in FY2025
- Refer to the next slide for an overview of the estimated expenditure



Architect's impression of PWR's new Stapylton Headquarters

Supported by the Queensland Government's Invested in Queensland program with \$8.78 million in assistance over 10 years for the expansion of PWR's manufacturing facility to the new premises at Stapylton

New factory flythrough link: <https://vimeo.com/995722690?share=copy>

PWR's New Headquarters



mcVeigh

Questions



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PWR EUROPE

PWR Europe Limited
Unit C, Valley Point
Valley Drive Rugby,
Warwickshire, CV21 1TN
United Kingdom

Phone +44 1327 362940
www.pwreurope.com

PWR HEAD OFFICE AUSTRALIA

PWR Holdings Limited
P.W.R. Performance Products Pty Ltd
103 Lahrs Road
Ormeau, Queensland, 4208
Australia

Phone +61 (0)7 5547 1600
www.pwr.com.au

PWR NORTH AMERICA

C&R Racing Inc.
6950 Guion Road
Indianapolis, IN
United States of America

Phone +1 317-293-4100
www.pwrna.com

PWR EUROPE

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