

JOHNS LYNG  GROUP

Annual General Meeting

Financial Year 2024

Johns Lyng Group Limited



Chairman's Address

Mr. Peter Nash

FY24 Performance

Johns Lyng Group's FY24 Performance

FINANCIAL PERFORMANCE



Johns Lyng Group Limited

Financial Performance

Group 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 Excluding Commercial Construction which is in the latter stages of run-off

² Calculated using statutory NPAT excl. tax effected transaction expenses and tax effected amortisation of acquired intangible assets

\$1.159bn

FY24 Group Revenue

\$929.7m

FY24 Group Revenue (BaU)¹

+9.7%

Increase on FY23 Revenue (BaU)¹

\$138.3m

FY24 Group EBITDA¹

\$63.3m

FY24 Group NPAT

\$111.2m

FY24 Group EBITDA (BaU)¹

+18.2%

Increase on FY23 EBITDA (BaU)¹

\$55.9m

FY24 Group NPAT-A (BaU)²

+37.2%

Increase on FY23 NPAT-A (BaU)²

Shareholder Information

Important Shareholder Information

We delivered a strong dividend return for FY24, reaffirming our commitment to shareholder value and aligning with our dividend policy for sustainable returns. We also welcomed two new non-executive directors, bringing the board to six independent members out of eight, reinforcing our focus on effective, independent governance.

9.4 cents

Total Dividend Per Share

Directors

6/8 Independent Non-Executives Directors



2024 Group CEO's Address

Mr. Scott Didier AM

Group CEO | Johns Lyng Group

FY24 Highlights

Johns Lyng Group's FY24 highlights

- Future Performances
- Johns Lyng USA Update
- Customer Connect

Financial Forecast

FY25 Financial Forecast

These metrics underscore a positive trajectory for Johns Lyng, indicating resilience, adaptability and a solid foundation for continued growth in both core and expanded markets.

\$1.221 bn

FY25 Group Revenue (excl. CC)¹

+25.9%

Increase on FY24 (BaU)

\$147.1m

FY25 Group EBITDA (excl. CC & Other)^{1, 2}

+16.3%

Increase on FY24 (BaU)

¹ Including Keystone Acquisition and excluding Commercial Construction which is in the latter stages of run-off

² Other includes Keystone acquisition and Global 360, Public Company Opex and Executive Incentive Plan

Financial Performance

Accelerating expansion, Growing Partnerships, New Services and Strengthening HOA Relationships

01 Growth Roadmap

Delivering on Growth Roadmap for Sustainable U.S. Expansion

Johns Lyng has strategically developed its U.S. presence by integrating acquisitions like Reconstruction Experts and introducing core services such as Makesafe, Express Reconstruction and Steamatic Restoration.

02 Integrating Talent

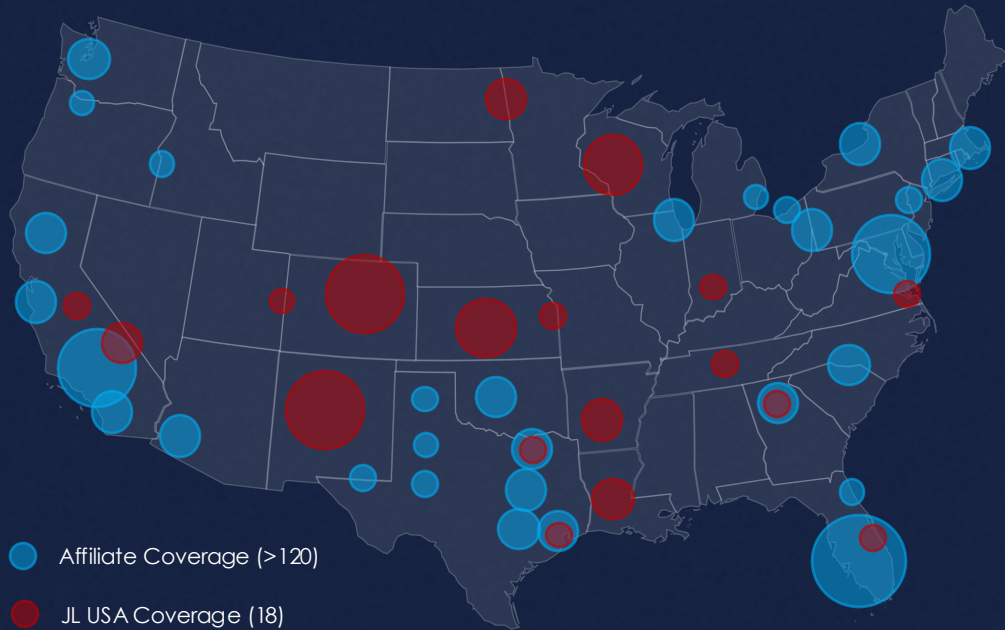
Growing Business Partnerships and Launching New Services

Johns Lyng USA has strengthened its network, increasing U.S. Business Partners from 13 to 25 and launching the Customer Connect platform to streamline client-service interactions.



Customer Connect

Johns Lyng USA Launches "Customer Connect" Platform to Streamline and Accelerate Claims Management



01. Claim Allocation

Insurance Carrier assigns job to Customer Connect, which then allocates it to a JL SubCo, Steamatic franchisee, or affiliate; homeowner signs work order with service provider, assigning all performance and credit risk to the contractor.

02. Claim Management

Customer Connect audits and manages claims for the Insurance Carrier, ensuring all SLAs are met and providing detailed oversight throughout the claims process to maintain high service standards.

03. Claim Completion

Customer Connect reviews completed job for standards compliance, submits file, receives payment and compensates the contractor after fees, ensuring quality and accountability in service delivery.



Australian CEO's Address

Mr. Nick Carnell
CEO - Australia | Johns Lyng Group

FY24 Highlights

Johns Lyng Group's FY24 Achievements

- **FY24 Overview**
- **Insurance Building & Restoration (ANZ)**
- **Strata Services**
- **Essential Home Services**
- **Disaster Recovery**

Strong CAT Performance and IB&RS Expansion Drive Johns Lyng Group's Success

01 IB&RS Results

Insurance Building & Restoration Services



9.0% BaU revenue increase and **20.2%** EBITDA growth, bolstered by geographic expansion and new contracts with key insurers.

02 CAT Results

Strong Catastrophe Performance



Revenue reduced to **\$205.6** million from **\$371.3** million in the previous year. Largely due to FY23's significant climate-related disasters across Australia.

IB&RS Strategic Growth Pillar

A **robust** performance despite a **challenging** economic environment

\$845.3m

FY24 IB&RS Revenue (BaU)

+9.0%

vs. FY23
BaU Revenue

+20.2%

vs. FY23
BaU EBITDA

IB&RS also diversified its client portfolio by securing significant new contracts and extensions with major insurance providers. These included new partnerships with New Zealand-based **Tower Insurance**, **Safety Culture Care**, **RAA** and **Hutch**, as well as renewals with major clients like **Hollard**, **Suncorp**, **CHU** and **QBE**.



IB&RS Strategic Growth Pillar

Immediate Earnings from Keystone Acquisition Bolsters IB&RS Portfolio

The logo for RIZON, featuring the word "RIZON" in a bold, white, sans-serif font. The letter "I" is stylized with a vertical grid pattern.

Experts in insurance repairs and 24/7 emergency restoration support.

The logo for Remeed SOLUTIONS, featuring a circular icon with a stylized "R" and the text "Remeed SOLUTIONS" in a bold, white, sans-serif font. Below the text is the tagline "RESTORING BALANCE" in a smaller font.

Certified in water, fire and biohazard cleanup for efficient recovery.

The logo for CORVEX Hazmat Experts, featuring a stylized "C" icon and the text "CORVEX" in a bold, white, sans-serif font. Below the text is the tagline "Hazmat Experts" in a smaller font.

Specialises in safe and compliant hazardous material removal and remediation.

Keystone Group is a Queensland-based company specialising in insurance building and restoration services across Australia. Keystone provides a comprehensive range of solutions, including insurance repairs, restoration and hazardous material removal for both residential and commercial clients. Their services support clients throughout the entire claims process, ensuring efficient and high-quality property recovery.

The acquisition is expected to contribute over **\$100 million** in revenue and approximately **\$9 million** in EBITDA for FY25, making it immediately earnings accretive.

Strata Services

Expanding Portfolio, **Leading Industry Reform** and Embracing Regulation

#2 Largest Strata Management Provider in Australia

19 Offices across the Australian Eastern Seaboard.

3 Recent acquisitions: SSKB Strata, AM Strata and Your Local Strata

c. 145,000
Lots/units under Management

c. 4,800
Buildings/Strata Schemes

Essential Home Services

Non-discretionary, recurring services underpinned by compliance with regulatory tailwinds

01 Defensive Growth

Non-discretionary, annuity-style revenue characteristics

The model includes recurring subscription-based services within the Essential Home Services pillar and mandated compliance services, delivering strong EBITDA margins.

02 Full-Service Solution

Cross-selling building, restoration and essential home services

The Group offers a comprehensive full-service solution tailored to homeowners, property managers and strata managers, particularly through its Strata Services.

Disaster Recovery

Expanding Services and Government Partnerships

01 Expanded Services

Rebranding and expanding our Disaster Services

New offerings now include environmental cleanup, modular housing solutions, crisis-response temporary accommodation, sustainable home project management and equipment hire (such as caravans and generators).

02 Developing Relationships

Developing new and existing Government relationships

Johns Lyng has strengthened relationships across all government levels to enhance disaster preparedness and response. The Group shares insights and collaborates on resilience-building investments, ensuring effective partnerships for improved recovery outcomes.

