



# ANNUAL GENERAL MEETING

*21 November 2024*

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## THE POWER OF ADVANCED MATERIALS

# MATRIX – A GROWTH BUSINESS

*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**



### CORE TRADITIONAL



#### SUBSEA

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

### EMERGING



#### CORROSION TECHNOLOGIES

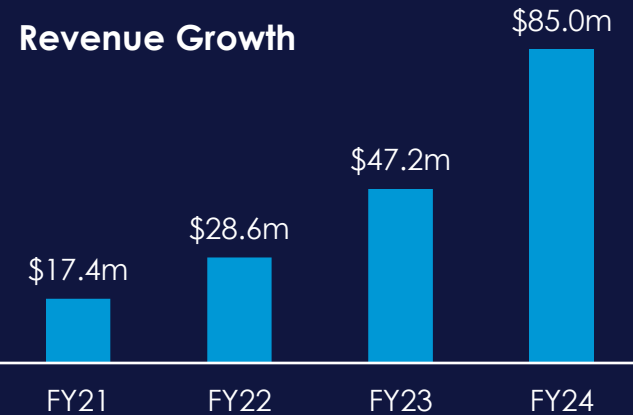
Growing anti-corrosion coating, application equipment and technical services



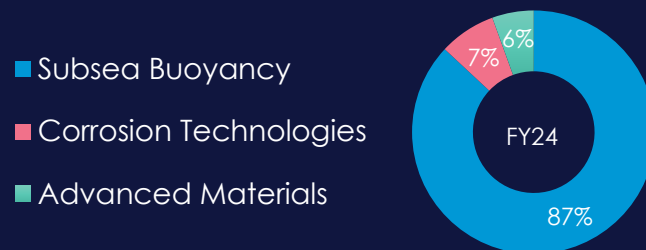
#### ADVANCED MATERIALS

Advanced composite material solutions for Renewables / Defence / Resources

# FY24 – CONTINUES STRONG MOMENTUM



### Revenue Contribution



## FY24 RESULTS

### Revenue

**\$85.0m** ▲ 80%

### Underlying EBITDA <sup>1</sup>

**\$11.0m** ▲ from \$0.2m

### Underlying EBITDA Margin

**12.9%** ▲ from 0.2%  
18.0% margin 2H FY24

### Net Profit After Tax

**\$3.6m** ▼ from \$8.7m <sup>2</sup>

### Operating Cash Flow

**\$10.9m** ▲ from (\$9.1m)

### Net Cash

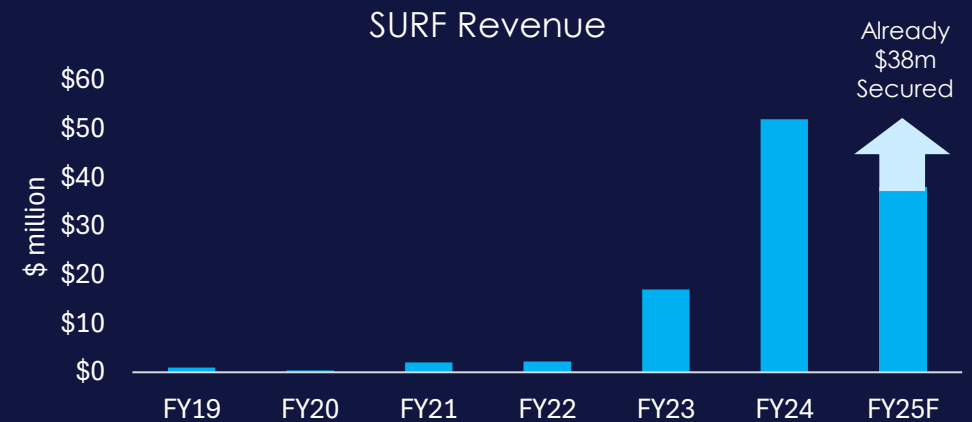
**\$14.4m** ▲ 29%

- 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.
- FY23 boosted by \$15.8m reversal of prior period asset impairments from uplifted market outlook.

# MOMENTUM BUILDING SUBSEA PRODUCTION (SURF)

## STRONG SURF MARKET PENETRATION

- FY23 turning point for Matrix presence in global SURF Market
- \$100m secured across 3 projects in recent years, including \$5m of variations this year
- In negotiations for further projects of similar scale being pursued for FY25 production and future growth.
- Further Growth and another record year expected in FY25 for SURF



# MOMENTUM BUILDING SUBSEA PRODUCTION (SURF)

## SUSTAINED INDUSTRY ACTIVITY

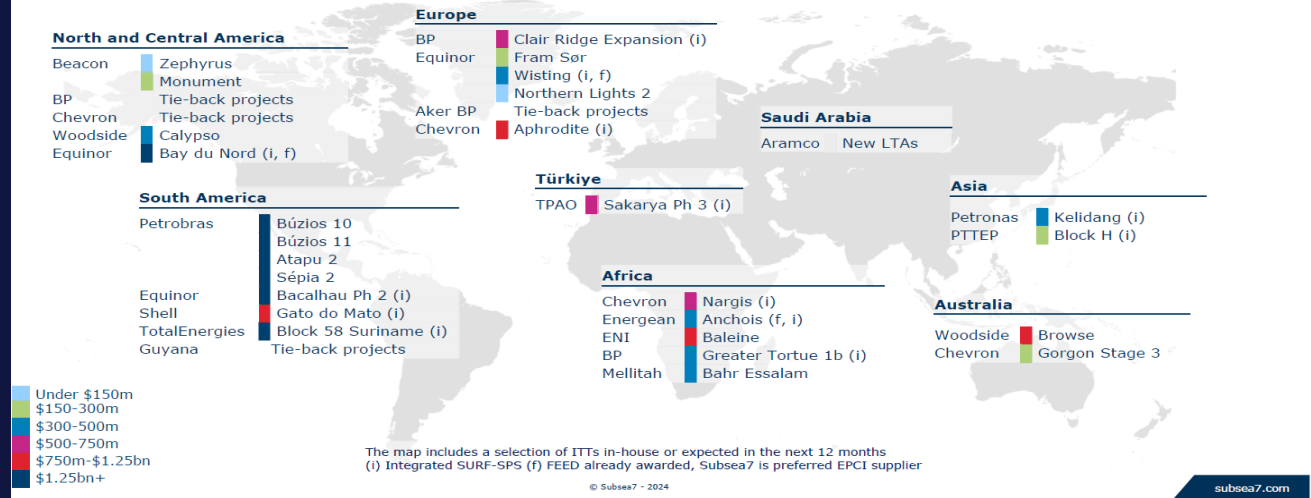
- Strong tailwinds in SURF. Key Customers expecting busy conditions for foreseeable future.

## MATRIX STRONG QUOTATION PIPELINE

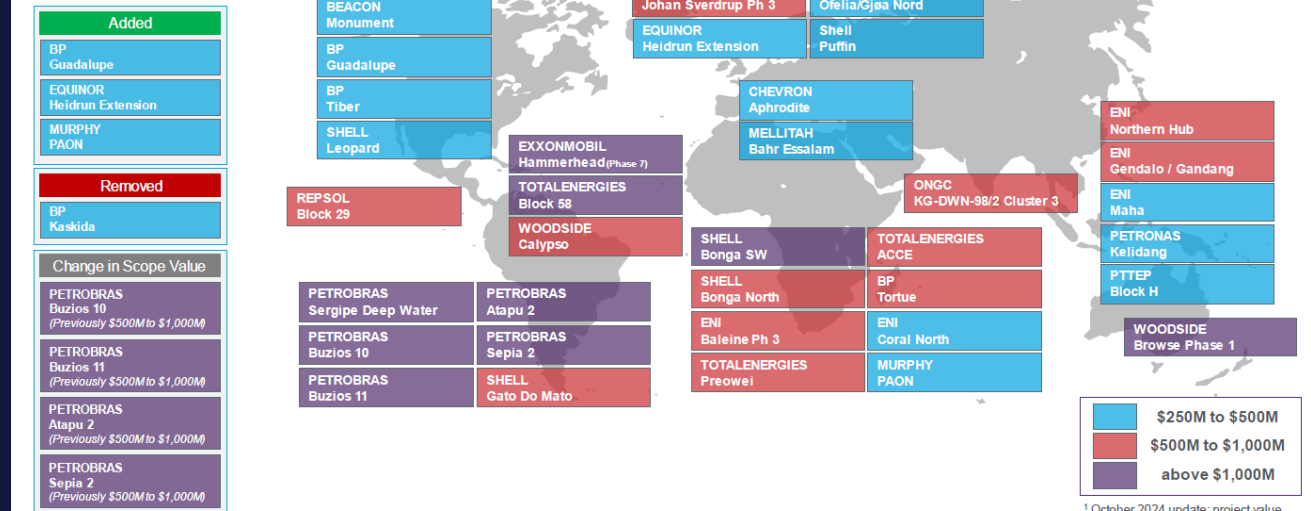
- ~\$300m of competitive quotations submitted, yet to be awarded.
- 5 to 7 material projects with a value of \$100m to \$160m expected to be awarded before the end of the financial year, including 1 near term project that will underpin H2 FY24 revenue.
- +\$200m of upcoming projects identified with existing clients, not yet quoted.
- Building track record which will open up new contractors and operators, building accessible market.

Source:  
 Top Right – Subsea 7 2Q 2024 Investor Presentation.  
 Bottom Right – Technip FMC Investor Presentation October 2024.

### Subsea prospects



### PROJECT UPDATES



<sup>1</sup> October 2024 update; project value ranges reflect potential subsea scope

# INDUSTRY RECOVERY IS BUILDING DRILLING MARKET

## INDUSTRY LEADER

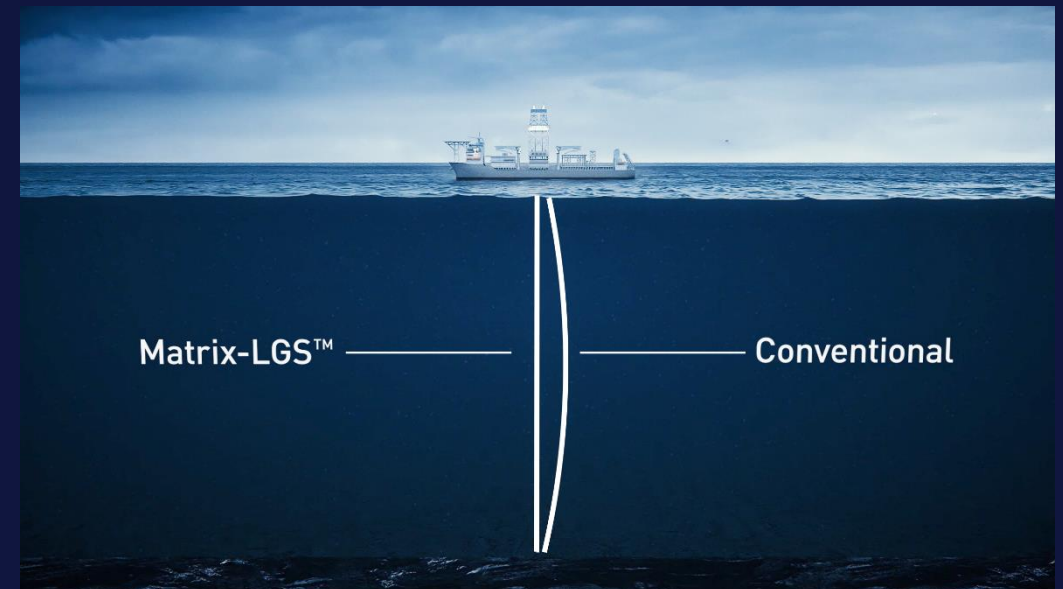
- +\$1B of syntactic foam buoyancy delivered by Matrix to the drilling sector in last 15 years.
- Global fleet of ~200 Rigs and Drill ships, with ~\$2B of Buoyancy.
- Significantly improved market conditions for drillers should lead to demand for replacements and upgrades.

## STRENGTHENING DRILL RIG MARKET

- Strong recovery to drilling sector in recent years.
- [Opportunities pipeline increasing](#), ~\$130m of competitive outstanding quotes to the drilling sector.
- 2 x potential project awards identified for +\$10m for production during 2025.
- Increase in LGS quotes for South American activity.

## LGS® - TECHNOLOGY DIFFERENTIATION

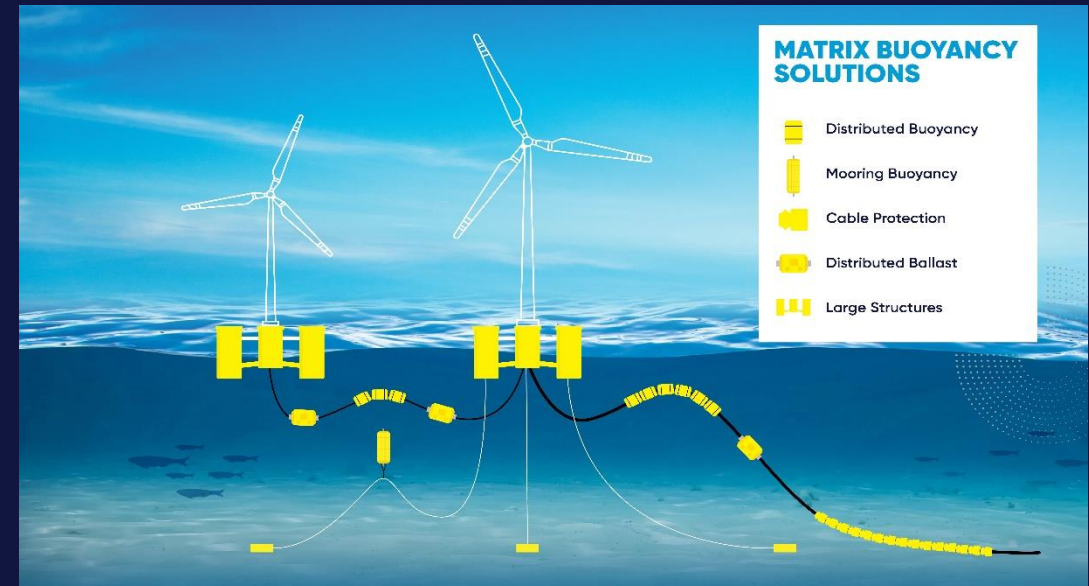
- Patented VIV and drag reduction technology to enhance production in strong currents.
- Significant value proposition to drillers when operating in high currents – ability to drill for longer.



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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.



# 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

- Converting and growing local major companies.
- Growing base products, with hire and training revenue moderating as cornerstone client's requirements mature.



## 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

- 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
  - Other Middle East opportunities identified
- Rio Tinto structural product designed and tested. Ready for field testing
- Defence continues to advance
  - Supply into Australian UUV Market. Scale opportunities being pursued
  - Supporting Australian and US Sustainment. New orders received

## KEY CLIENTS



DEFENCE  
CONTRACTORS

RioTinto

# THE POWER OF ADVANCED MATERIALS

## FY25 GROWTH OUTLOOK

- Strong base of ~\$48m secured revenue for FY25 already in place.
- Near term subsea market opportunities remain:
  - New awards under current negotiation to significantly add to FY25 order book.
  - Another record year expected for SURF in FY25.
- 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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