



# Investor Presentation

September 24, 2025





# SLS Executive Leadership Team



**Ingrid Sinclair**  
Global President



**Sean Magann**  
Chief  
Commercial  
Officer



**Lynn Jacobs**  
Chief Financial  
Officer



**Chris Fox**  
Chief Operating  
Officer

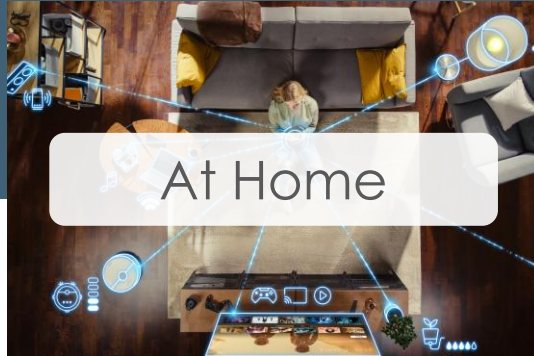
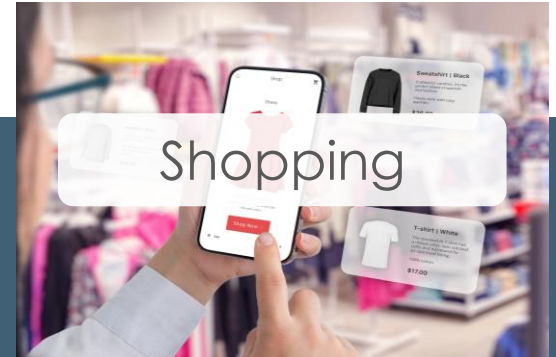


**Marie Burke**  
Global VP Human  
Resources





# AI is Everywhere





**Data** AWS, Meta, Microsoft, Nvidia And Oracle: Five Data

# Data center spending to top \$1 trillion by 2029 as AI transforms infrastructure

How Nvidia is creating a \$1.41 data center market in a decade

## AI Infrastructure to Require \$7tn by 2030, says McKinsey

Microsoft expects significant acceleration in AI data center spend for 2025

Global data centre market is projected to reach US\$4 trillion by 2030

Capex surged to

\$455B last year, report

**Group**

Amazon 2025 capex to reach \$100bn, AWS  
2024 revenue hit \$100bn





"....he [Powell] returned to Melbourne a little before the Australian gold fields were discovered. Everybody that could rushed off to the diggings...."

Powell had the good sense to stop at his store and sell shovels and pickaxes at a premium, and so he suddenly grew rich."

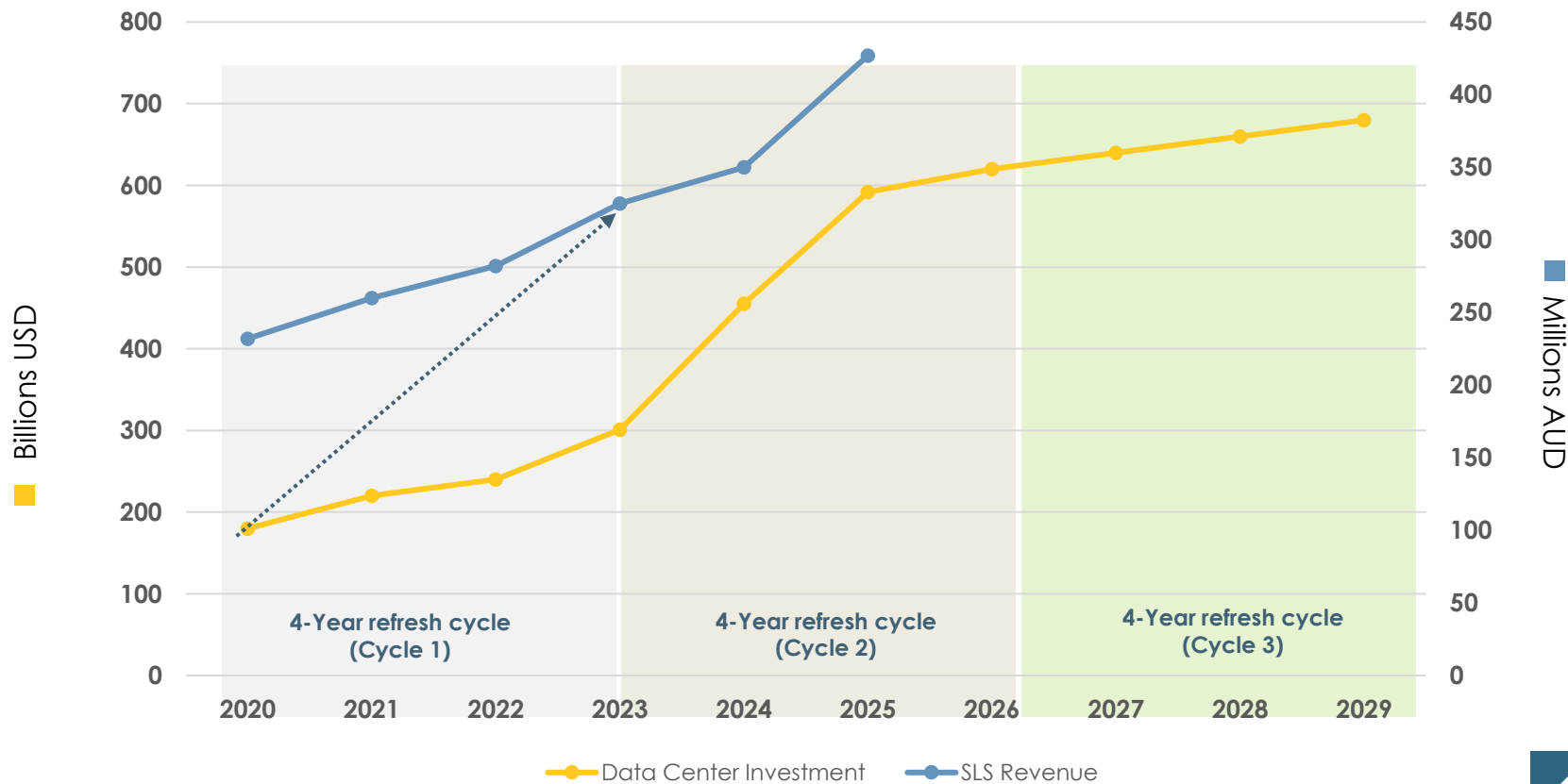
*From Studies in Present-Day Biography (General Baptist Magazine, London)*

**During a gold rush, sell shovels**





# Revenue Lags Investment by ~4 Years





# Competitive Landscape



~ 95%

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Competitors are  
independently owned,  
local proprietors



< 5%

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Competitors at  
comparable scale



1

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Sims Lifecycle Services  
is the only strategically  
positioned to continue  
to capture the  
aggressive growth





# Why SLS?



Strategic  
Partnership &  
Market Position



Full-Service  
Provider



Innovation &  
Integration



Scalable  
Capacity



# Proven Track Record

## Industry leading redeployment program



Redeployment  
Proposal

**June  
2021**



Site  
Opening

**November  
2021**



1,000,000  
DIMM  
Processed

**November  
2022**





# Markets SLS Serves





# How SLS Serves Hyperscalers



Field Services



Secure Onsite Data  
Destruction



Uninterruptable  
Power Supplies (UPS)



Battery Back Up  
(BBU) Deployment



Generators & Empty  
Racks



Recycling



Data Center  
Compute Hardware



Hardware  
decommissioning &  
redeployment



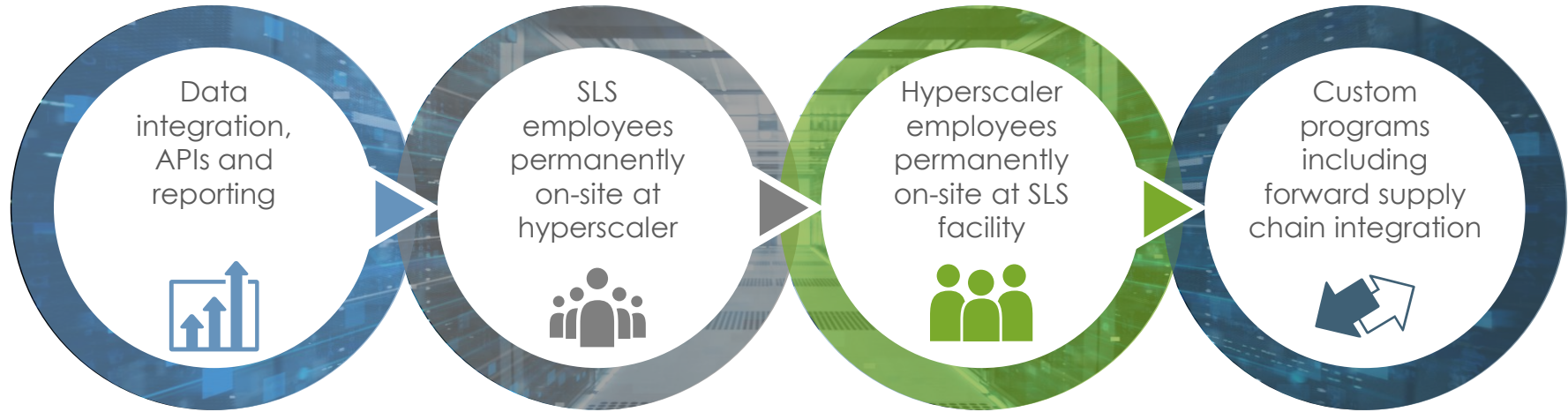
Eradication Room



On-Premise Data  
Destruction



# Integrated Provider

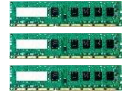
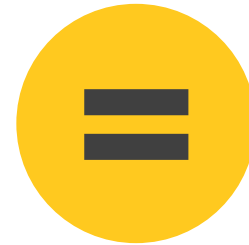




# Size Doesn't Matter



One tonne recycled ferrous \$US350



Three DIMMs  
\$US350 (Retail)





# Financials





# Key Profit Drivers

## Strong Profitability Growth:

- Underlying EBIT increased 78% to A\$32m in FY25 vs FY24, outpacing revenue growth, driven by operating leverage from higher volumes and effective cost control.

## Robust Revenue Expansion:

- Grew 31% in FY25 vs FY24 contributing to a 15% three-year CAGR.

## Hyperscaler Growth:

- Hyperscaler revenue up A\$200m in FY25 vs FY24 driving a 40.7% three-year CAGR.

## Revenue Mix Shift:

- Toward high-margin Hyperscalers and Resale, with Enterprise Other providing stability, enhancing overall profitability.

## Cost Discipline:

- Operating costs increased 15% in FY25 vs FY24 but fell as a percentage of revenue.

(A\$m)	FY23	FY24	FY25
Sales Revenue	325	350	427
Cost of Sales	-148	-151	-186
<b>Trading Margin</b>	<b>177</b>	<b>199</b>	<b>241</b>
Operating Costs	-156	-154	-179
Other	-2	-15	-15
<b>Underlying EBITDA</b>	<b>19</b>	<b>30</b>	<b>46</b>
D&A	-11	-13	-13
<b>Underlying EBIT</b>	<b>8</b>	<b>18</b>	<b>32</b>
<b>Repurposed Units</b>	<b>4m</b>	<b>6m</b>	<b>9m</b>



# How SLS Generates Revenue

## Resale (Revenue Share)



Laptops &  
Desktops



Full Racks  
& Servers



Networking  
Equipment



Phones &  
Tablets



Individual Hardware  
Components

## Service Fees (per unit)



Redeploy



Data  
Destruction



Remanufacture



Decommission

## Commodity Recovery (per lb)



Gold



Steel



Copper



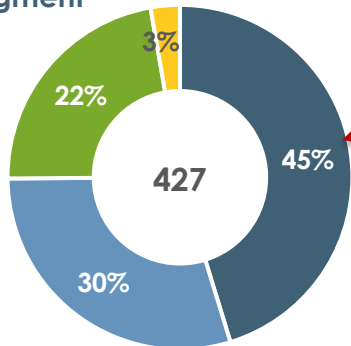


# Revenue

## Growth driven by hyperscaler momentum and diversified revenue

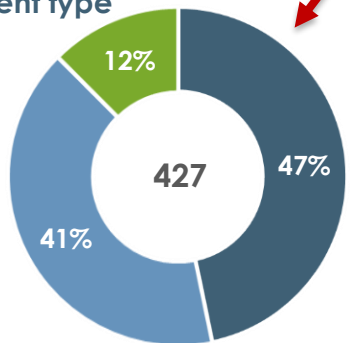
FY25 Revenue by Segment

- Resale
- Service
- Commodity Recovery
- Other



FY25 Revenue by Client type

- Hyperscaler
- Enterprise Other
- OEM

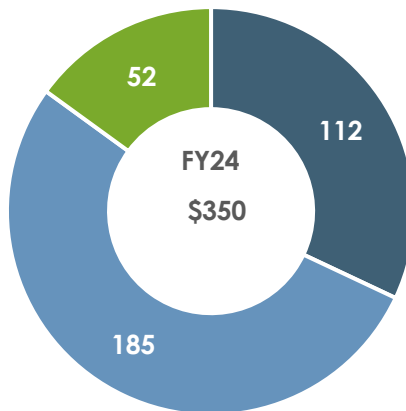
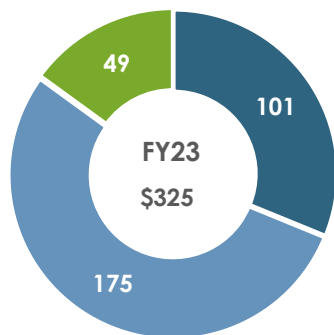


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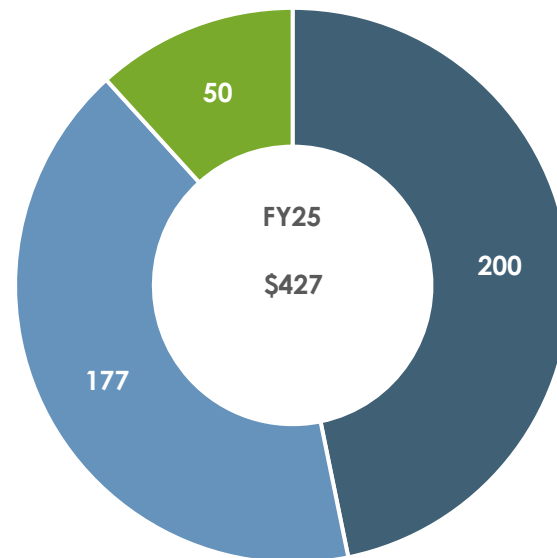


# Strong Revenue Growth

Led by hyperscaler demand



40.7% CAGR Hyperscaler



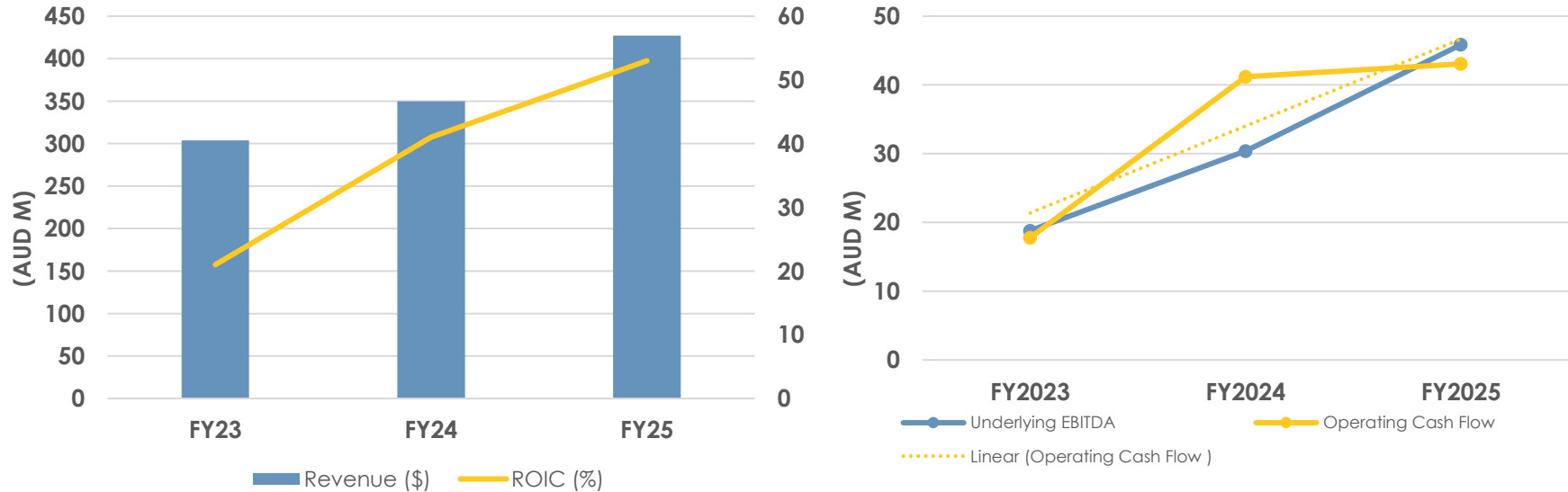
■ Hyperscaler   ■ Enterprise Other   ■ OEM





# Profitable Growth with Strong Cash Conversion

Consistent revenue growth, earnings quality, and disciplined capital deployment



Revenue grew 40.5% and ROIC 152% demonstrating our ability to scale profitably and maintain disciplined capital deployment

Strong alignment between operating cash flow and EBITDA reflecting high earnings quality and strong cash generation. FY24 Operating cashflow included the sale of Precious Metals.





# Scale and Growth



Capital light



Automation



Geographic growth





# Key Messages

1. **Structural tailwinds** from AI, Cloud and data center expansion.
2. **Uniquely positioned** to serve hyperscalers worldwide through our global reach.
3. **Diversified revenue** mix across resale, service, and commodity recovery.
4. **Profitable**, accelerated growth and earnings momentum.
5. **High returns** with strong cash conversion, supported by capital discipline and effective cost management.
6. **Proven successful execution** through hyperscaler relationships, and automation at scale.





The background of the slide is a detailed architectural drawing of a dome structure, likely a historical or classical building. The drawing includes various sections and elevations, with labels such as "Section 2-2", "vstroivogozashitnaya tla", "lathing", "twisted wood material", "bung", "rafter foot", "patch", "nails", "metal plates", "rafters", "b-b", and "a-a". The drawing is rendered in a light blue color on a dark blue background. The text "Questions & Answers" is centered over the drawing in a large, white, sans-serif font.

# Questions & Answers

