











# MAAS

FY25 ANNUAL GENERAL MEETING





### **BOARD OF DIRECTORS**



**Wes Maas** Chief Executive Officer (CEO) & Managing Director



**Stephen Bizzell** Independent Non-Executive Chairman



**Tanya Gale** Non-Executive Director



**David Keir** Independent Non-Executive Director



**Michael Medway** Independent Non-Executive Director

### **EXECUTIVE TEAM**



**Craig Bellamy Chief Financial Officer** (CFO)



**Andrew Letfallah Chief Operations Officer** (COO)



**Candice O'Neill** Company Secretary & General Counsel



**Damien Porter Director Business** Development



**Ryan Roberts** Construction Materials Chief Operations Officer (COO)



**Christine Ashcroft** Group Health & Safety Manager



**Josh Large** Civil Construction & Hire Director



**Megan Byrne** Manager Corporate Finance



**Tim Smart** Investor Relations & Corporate Strategy

### STRATEGIC FOCUS

#### Strategically positioned for long-term growth.

Our investment framework is underpinned by a disciplined focus on return on capital employed (ROCE).

A substantial and growing asset base of \$1.7bn¹, well positioned to capitalise on multi-year industry tailwinds.

An aligned, founder-led team focused on being a low-cost provider in each end market.

Proven track record of organic growth and accretive M&A complemented by prudent capital allocation.

## WHAT MAKES MAAS DIFFERENT?



Sharp focus on return on capital has underpinned over 20 years of growth.



Maas has a strong capital position providing flexibility.



Founder-led culture ensures strong alignment and a solid foundation of success.



Our business is strategically positioned to benefit from structural market tailwinds.



Our integrated model provides a competitive advantage in markets where competition is typically sub-scale and fragmented.



Our management team is highly committed, passionate and experienced to support growth.



<sup>&</sup>lt;sup>1</sup>100% of statutory tangible assets less 25% of Asphalt tangible assets (minority interest component)

### **VALUES DRIVEN**













## ownership empowered to get it right and be accountable for the results

## 🔘 Rockhampton 🔳 🛮 🛦 🔷 🔘 Brisbane 🛦 🗨 🔳 Dubbo | HQ 🕥 Tamworth ■■ ▲ ▲◆ Newcastle ▲◆ Orange 🛕 🛕 🏓 🔘 O Sydney ▲◆● ○ Wollongong Canberra Melbourne ■■■■

# STRATEGICALLY LOCATED

Located within close proximity to many of the largest infrastructure and renewable energy projects on the East Coast, our hubs are strategically positioned.

The Group continued to pursue strategic acquisitions and expand into new, complementary geographic areas during FY25. This included the acquisition of Cleary Bros in the Illawarra, NSW, and Aerolite Quarries in Melbourne's western growth corridor.

The Group also acquired a Melbourne based construction and demolition waste recycling operation, adjacent to a Dandy concrete site, offering synergies to the Group's asphalt and concrete activities and supporting its focus on sustainable resource use.

The Group further expanded its Asphalt and Spray Seal capability through a 75% controlling interest in Melbourne and Canberra based asphalt operations.

- Maas Headquarters
- Maas Office/Hub

Concrete plants

Ouarries

Asphalt

**Construction Materials** 

**Construction Materials** 

**Construction Materials** 

Recycling

**Construction Materials** 

- Real Estate
  Residential Developments
  - Real Estate
- Commercial Developments
  - Civil Construction & Hire Assets and resources
- Manufacturing & Sales
  Manufacturing, product support and
  parts sales and distribution centres

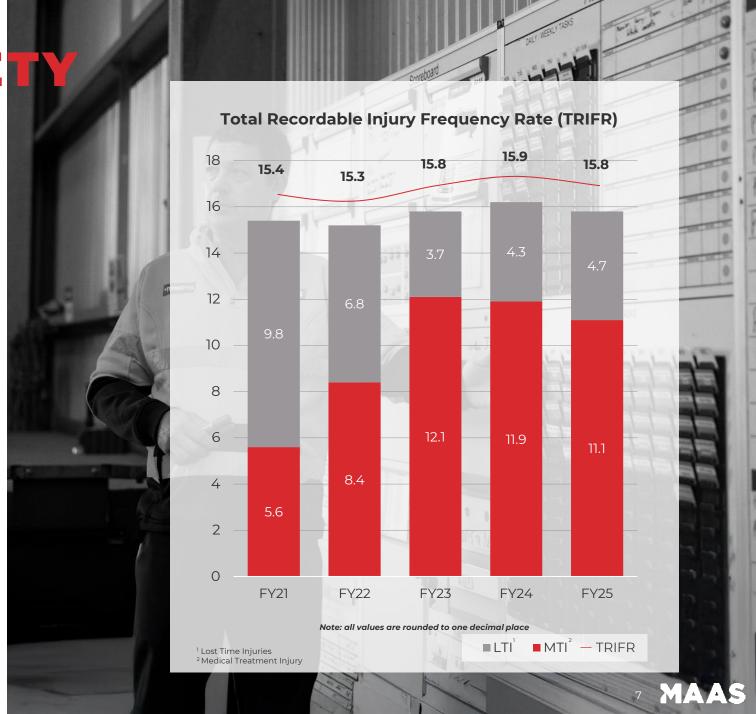
- Inland Rail
- Newell Highway
- National Highway
- IIIIIII Major Railway
- Renewable Energy Zones

### HEALTH & SAFE

In FY25, our Lost Time Injury Frequency Rate (LTIFR) increased while our Total Recordable Injury Frequency Rate (TRIFR) improved slightly, decreasing by 0.1 to return to the same level as FY23. This indicates a marginal improvement in the overall rate of reported injuries, despite the rise in lost time incidents.

The business is now significantly larger, and the FY25 results reflect this growth. While LTIFR has risen in the short term, it remains materially lower than FY21 and FY22 levels, demonstrating the progress in recent years. As newly acquired businesses are integrated into the Maas safety culture and systems, we expect continued improvement.

Our commitment remains on creating a safety culture that empowers our people to look after one another and focus on safe behaviours and mindset reflected through our safety slogan – Think Safe, Act Safe, Look After Your Mate remains ongoing.



### **SUSTAINABILITY**

Maas remains committed to minimising environmental and climate related impacts, fostering responsible practices across its operations.



<sup>\*</sup> Greenhouse gas emissions data was calculated using data from the Groups internal finance systems. We are currently implementing a comprehensive environmental data collection system to more accurately and completely report our energy and emissions data. This will also facilitate the assurance of our data. For FY25, we have included diesel fuel that was used by our customers in our scope 1 emissions. During FY26, we will work with our stakeholders to allocate customer use to the relevant scope 3 category.

#### **OUTLOOK**

Our Environmental Management Framework manages environmental obligations and risks, minimising impacts through energy efficiency, alternative fuels, waste diversion, water efficiency, responsible sourcing, rehabilitation and buffer land use. Climate risk is embedded in our risk management, with disclosures to be included in FY26.

#### **INITIATIVES**

#### **Low Carbon Offerings**

The Company has continued its investment in developing lower carbon product lines, including:

- Dandy's CarbonCrete, CarbonCrete Plus and CarbonCrete Max products and use of recycled materials as aggregate replacements in its concrete mixes. The acquisition of Cardinia Environmental Recycling, a provider of recycled aggregates, is expected to reduce Dandy's environmental impacts further and enhance its recycled product offerings.
- Austek continues to increase use of its Reclaimed Asphalt Pavement, with 11.4% of its total
  production being from recycled product this year. Austek also incorporated 3,816 tonnes of
  bitumen containing biogenic materials used to replace conventional additives such as SBS
  polymers. This represents 100% of all A15E bitumen used and makes up 28.7% of all bitumen used.
- Austek became the first contractor in Australia to successfully deliver a project using CarbonBind™ M1000, a net zero multigrade binder.

#### **Waste Minimisation**

- Regional Group continues to promote the beneficial reuse of waste materials and is exploring options to incorporate waste material at additional sites on the East Coast of Australia.
- Civil Construction and Hire, Residential Real Estate and Commercial Real Estate have invested in management systems and procedures that facilitate quantitative materials scoping and demand ordering that aim to ensure waste during construction is minimised and materials delivered for construction are accurate.

#### **Alternative Fuels**

• The Group continues to investigate ways to reduce its reliance on fossil fuels, with Austek leading the way. This year, Austek's alternative fuel use of waste derived oil fuels increased by 41%, now representing 53% of drying fuel used.

# PEOPLE, CULTURE & COMMUNITY

#### **HIGHLIGHTS**

Ongoing commitment to 'growing our own' by empowering our people through a blend of supported external training and development opportunities, internal mentorship, and hands-on learning experiences, including the MGH leadership development program.

In FY25 we employed 161 trade apprenticeship and traineeship positions across the Group. Reflecting our commitment to building a future-ready workforce equipped with the skills and confidence to lead.

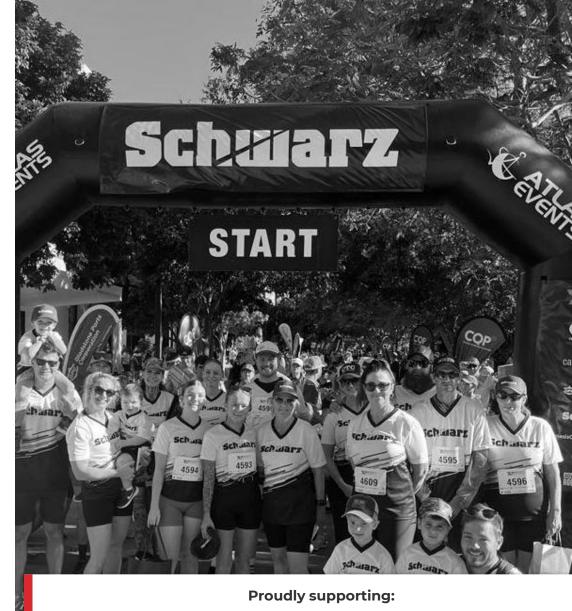
In FY25, we continued to focus on supporting initiatives that reflect who we are as an organisation — and what matters to our people and communities. This included children's and mental health charities, grassroots sporting and community groups, and programs that drive local social and economic outcomes.

**~2,300**TEAMMATES

25%

FEMALE
REPRESENTATION
IN SENIOR
EXECUTIVE TEAM

161
APPRENTICESHIP
/TRAINEESHIP
POSITIONS















### FINANCIAL HIGHLIGHTS

Guidance met underpinned by continued construction materials growth



\$219.4M

Underlying EBITDA
Increase of 6% on pcp and
in line with guidance

97%

Cashflow conversion<sup>2</sup>
9ppt increase on FY24 and within target range, representing disciplined working capital management



Leverage ratio<sup>4</sup>

Well within bank covenants (4.0x), and in mid target range (2.5x) including property development sales settled since year end

### \$110.7M

Construction Materials Underlying EBITDA

Increase of 38% on pcp, 9% organic growth<sup>6</sup> and strong contribution from acquired businesses

### \$1.7bn

Tangible assets<sup>3</sup>

Increase of 20% from 30 June 2024 with residential landbank recognised at historical cost (\$15k/lot)

With the Manual Control of the Contr



Full year dividend Increase of 8% on pcp, fully franked



### \$107.6M

Capital Recycled

Exceeded guidance with additional \$41.0m in proceeds received since year end.



201

Residential Land lot settlements

34% increase on FY24 benefiting from falling rate expectations and pent-up demand



4.7

Safety - LTIFR<sup>5</sup>

Increase in LTIFR (4.3 in FY24) with initiatives in place to improve trajectory



<sup>1</sup> Movement in tables above is FY25 vs FY24

<sup>2</sup>Conversion % of underlying EBITDA (excluding fair value gains) into operating cashflow (before land inventory, interest and tax)

<sup>3</sup> 100% of statutory tangible assets less 25% of Asphalt tangible assets (minority interest component)

4 30 June 2025 Australian borrowing group net debt divided by FY25 Australian borrowing group EBITDA (includes add back of pre-acquistion earnings).

<sup>6</sup> Organic businesses defined as businesses acquired prior to 1 July 2023

### **BUSINESS UNIT OVERVIEW**

#### **INDUSTRIAL OPERATING SEGMENTS**



### CONSTRUCTION MATERIALS

- Quarries
- Concrete
- Asphalt
- Geotechnical engineering
- Logistics
- Recycling





### CIVIL CONSTRUCTION & HIRE

- Equipment hire
- Civil construction
- Electrical transmission and distribution





### MANUFACTURING & EQUIPMENT SALES

- Equipment sales & distribution
- Manufacturing



#### **REAL ESTATE OPERATING SEGMENTS**



### COMMERCIAL REAL ESTATE

- Commercial developments
- Commercial construction
- Building materials
- Insurance repairs





### RESIDENTIAL REAL ESTATE

- Residential developments
- Home building
- Build-to-rent
- Land Lease Developments



FY25 Underlying EBITDA contribution<sup>1</sup>

### TRADING CONDITIONS & FY26 OUTLOOK

#### TRADING CONDITIONS UPDATE

- Maintaining overall positive momentum in the Construction Materials business where price discipline across the industry remains intact. Conditions across most markets are flat or improving with some early indicators of a pickup in Melbourne.
- FY25 CM acquisitions (Cleary Bros, Aerolite, Austek Melbourne and CER) continue to perform in line, or ahead, of expectations.
- The ramp up of a number of renewable energy projects continues to drive improvement in CC&H with Electrical services benefiting from increased transmission activity. Plant utilisation rates improving but competitive intensity impacting margins.
- Residential real estate continues to see improving inquiry and settlements as confidence returns with further rate cuts expected.
- Positive demand environment underpins the decision to realise at least \$200m in asset recycling from the Commercial Property development business.

#### **FY26 OUTLOOK**

- Guidance for FY26 is for Underlying EBITDA in the range of \$240m \$270m.
- Capital recycling program now expected to realise in excess of \$200m with proceeds expected largely within FY26.
- Factors considered in the FY26 guidance range include:
  - Normalised weather outlook allowing operations to achieve average historical utilisation levels.
  - Construction materials competitive intensity remains stable with rational pricing maintained.
  - Continued improving momentum for CC&H as renewable energy and transmission projects scale and additional projects commence.
  - Expectation that residential external land lot settlements will be in the range of 240-260.



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