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Authorised for release by the Board of Adrad Holdings Limited.

### Our diversified business



# Vision: 1st Choice for Industrial & Engine Cooling Solutions

## Two major segments servicing all aspects of the engine cooling market:

#### **HEAT TRANSFER SOLUTIONS (AIR RADIATORS)**

A vertically integrated designer and manufacturer of industrial and automotive radiator and cooling solutions.



#### **DISTRIBUTION (ADRAD)**

Importer and distributor of radiators and other products for the Australasian automotive and industrial aftermarket.



## **FY25 Group Financial Highlights**



\$153.1m

Sales Revenue

8.9%

from FY24

\$17.7m

Pro forma EBITDA<sup>1</sup>

2.8%

from pro forma FY24

\$7.2m

Pro forma NPAT

**1**2.9%

from pro forma FY24

\$13.9m

Operating Cash flow<sup>2</sup>

1

cash conversion ratio: 79%;

pro forma FY24: 81%

\$4.2m

Capital Investment<sup>3</sup>

FY24: \$5.3m

\$1.05

Net tangible assets per ordinary share

**1**7.7%

from FY24

**6.95**cps

Basic EPS

5.5%

From FY24

**3.48**cps

FY25 related dividends<sup>4</sup>
– fully franked

18.4%

From FY24

#### Notes

- 1. Pro forma EBITDA post AASB-16 Leases
- 2. Increased expenditure on inventory to meet data centre and project customer demand. Cash conversion ratio: cash from operations ÷ pro forma EBITDA
- 3. Lower FY25 capex versus pcp following substantial completion of Thailand office facility and factory re-lay initiated in FY24
- 4. Equates to 50% of statutory NPAT, fully franked. The final dividend of \$2.08cps has a record date of 8 September with a payment date of 29 September.

# **HTS Segment**

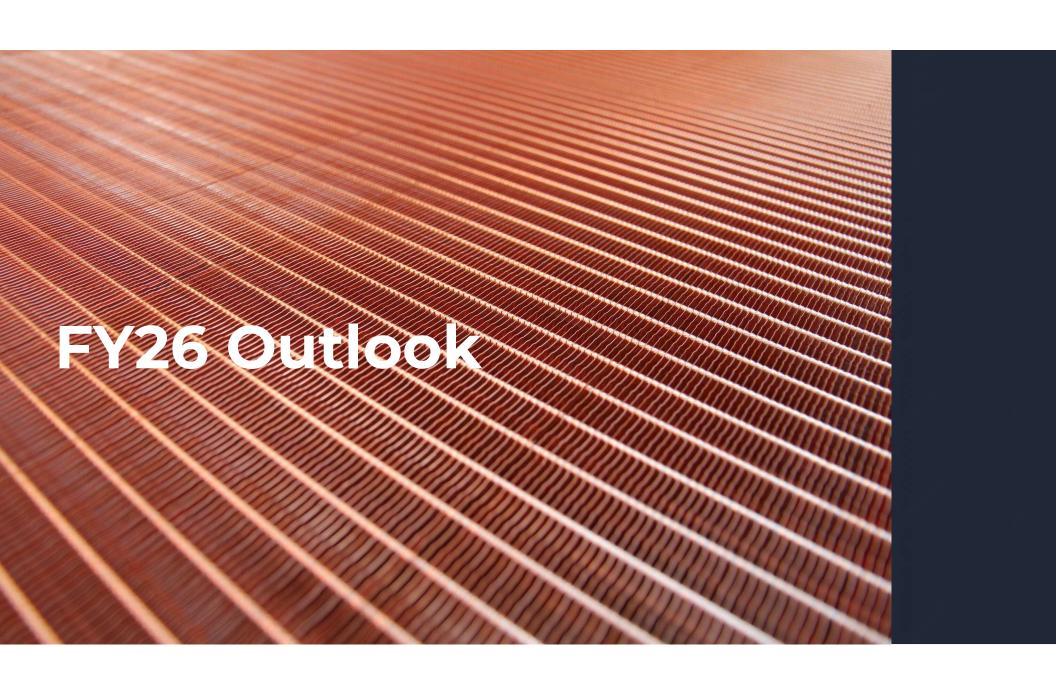


What we said we'd do	What we've done
1 Expand revenue in Asia	Asia regional sales director hired.
2 Driving Alu Fin applications	Delivered prototypes to customer; currently undergoing in-field testing.
3 Product development	Developing and testing prototype low-cost units targeting SE Asia market.
Improvement of Thailand facilities	Thai manufacturing facility layout optimised.
5 Increased penetration into data centres	Increased order book and doubled output capacity to meet customer demand at Lara site.

# Distribution



What we said we'd do	What we've done
Growing customer engagement and sales	Launched delivery (GPS) tracking app and e-catalogue re-vamp initiated 2HFY25.
2 lst choice for cooling solutions	Growth in trade customer base up 6.5% in FY25.
Improving data analytics	Finalised roll out of a new analytics to support price strategy & cost recovery to improve margin.
4 Grow market share	Branch expansion phase 1 planned for FY26 and continued product range expansion.



## **FY26 outlook**

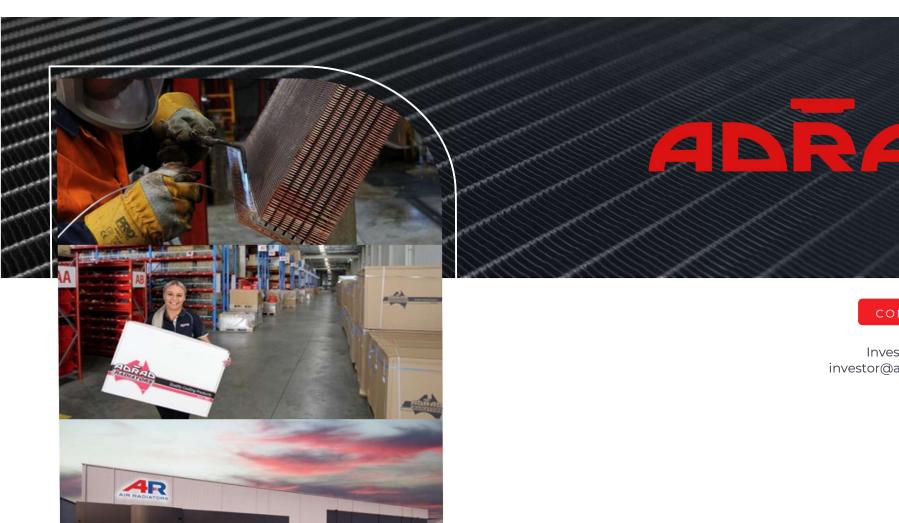


Management remain confident of improved business performance during FY26.

- strong orderbook
- data centre demand growing
- remote Powergen demand expected to increase
- grow order book in SE Asia
- strategic initiatives aimed at cost and efficiency improvements







#### CONTACT US

Investor Relations investor@adrad.com.au