

19 November 2025

Company Announcements Office Australian Securities Exchange Limited Level 4, 20 Bridge Street Sydney NSW 5000

Dear Sir / Madam

#### **Tasmea Limited 2025 Annual General Meeting Presentation**

Please find attached a copy of the Annual General Meeting Presentation delivered today at the 2025 Annual General Meeting at the Adelaide offices of Tasmea Limited.

On behalf of the Board

Stephen Young Managing Director

This announcement was authorised for release by the Tasmea Limited Board.

#### For enquiries, please contact:

Stephen Young Managing Director, Tasmea Limited

+61 (08) 8212 2929 Admin@tasmea.com.au Simone Thompson Company Secretary, Tasmea Limited



#### **About Tasmea Limited**

Tasmea owns and operates 25 inter-dependent leading Australian diversified specialist trade skill services businesses focused on Essential Shutdown, Programmed Maintenance, Emergency Breakdown, and Brownfield Upgrade Services of fixed plant for a blue-chip essential asset owner customer base.

Tasmea primarily provides these specialist trade skills services to fixed plant for essential industry asset owners in six growing industry sectors: mining and resources, defence, infrastructure and facilities, power and renewable energy, telecommunications and retail, and waste and water.





## Agenda

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**Managing Director's Address** 

**Formal Meeting Business** 

Q&A



#### **Board of Directors**



**Joe Totaro**Non-executive Director & Chairman



**Michael Terlet**Non-executive Director



**Kristie Young**Non-executive Director



**Stephen Young**Managing Director



**Jason Pryde**Executive Director



Mark Vartuli
Executive Director



**Trent Northover**Executive Director



### 2025 Highlights

Tasmea achieved a number of significant milestones in 2025, significantly increasing shareholder value



\$548m

▲ 37%

**Statutory EBIT** 

\$74.4m

▲ 60%

**Statutory NPAT** 

\$53.1m

**▲** 74%

**Operating Cashflow** 

\$65.2m

88% OCF (ex. interest and tax) / EBIT

**FY25 Fully Franked** 

Final Dividend Total Dividend

6.0c 23.0c

**Safety Record** 

>4,500 days

without a Lost Time Injury

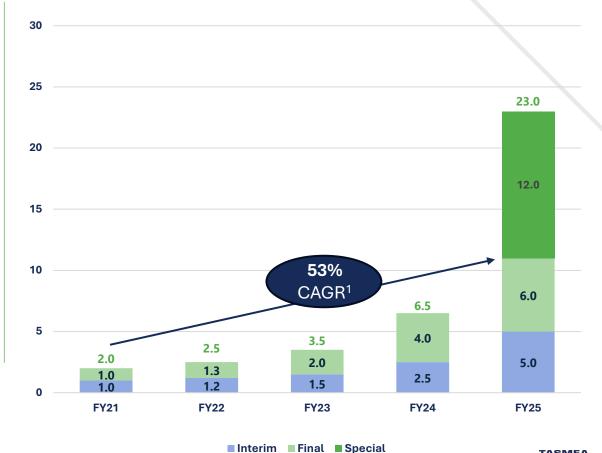


## Share price and Dividends

#### **Tasmea Limited Share Price Since IPO (\$ per share)**



#### **Fully Franked Dividends (cps)**





## Strategy

We remain tocuse  Organic Growth	ed on executing c	our twin-pillar stra	ategy	
✓ 15% YoY growth target	✓ Deep, recurring customer relationships	✓ Service expansion & cross-selling	✓ Strong financial discipline	<ul><li>✓ Geographic and industry expansion</li></ul>
Supported by disciplined execution  Secured through MSAs/FMAs and long-term partnerships		Leveraging our subsidiaries to deliver more services to existing customers	Focus on margins, robust cash conversion, low capital intensity	Scaling into new locations, sectors, and emerging technologies
Programmatic Acc	uisitions			
<ul><li>✓ Complementary services, industry tailwinds</li></ul>	✓ Focus on maintenance leaders	✓ Disciplined, selective approach	<ul><li>✓ Remote area, owner-operator led</li></ul>	✓ Proven value creation model & capital mgmt. framework
Expand our specialist capability, enable crossselling to our customer base in key growth industries	Typically #1 or #2 operators, founder-led, high recurring revenue bases	Targeting specialist businesses with clear growth potential and strong cultural fit	Owner-operator led, in remote locations, expanding into new geographies	Leveraging lessons learnt from 20+ years of successfully allocating capital, completing 25 acquisitions with strong

integration capability

## Managing Director's Address

Highlights	
Financial Performan	ce
Strategy and Acquis	itions
Outlook	



#### FY25 Financial Performance

Tasmea delivered strong financial growth in FY25 on both a statutory and pro forma basis

Statutory	FY25	FY24	Change	Change
Results Summary	\$m	\$m	\$m	%
Revenue	547.9	400.0	147.9	37.0
Gross Margin	159.8	114.0	45.8	40.2
EBIT	74.4	46.4	28.0	60.3
Interest expense (net)	(8.3)	(5.2)	(3.1)	59.6
NPBT	66.1	41.2	24.9	60.4
Income tax expense	(13.0)	(10.7)	(2.3)	21.5
NPAT	53.1	30.5	22.6	74.1

#### **COMMENTARY**

- Revenue increased by \$147.9m, a 37.0% increase compared to FY24
- EBIT increased by \$28.0m, a 60.3% increase compared to FY24
- **Operating Cash Flow / EBIT** was **88.0**% with high repeat recurring income generating strong, frequent and predictable cash flows

Pro Forma	FY25	FY24	Change	Change
Results Summary	\$m	\$m	\$m	%
Revenue	620.8	407.4	213.4	52.4
Gross Margin	187.7	116.8	70.9	60.7
EBIT	93.2	54.8	38.4	70.1
Interest expense (net)	(9.3)	(5.2)	(4.1)	75.5
NPBT	83.9	49.6	34.3	69.5
Income tax expense	(21.4)	(12.6)	(8.8)	69.8
NPAT	62.5	36.9	25.6	69.4

#### **COMMENTARY**

- Revenue increased by \$213.4m, a 52.4% increase compared to FY24
- EBIT increased by \$38.4m, a 70.1% increase compared to FY24
- The increases in Pro Forma are driven primarily by programmatic acquisition growth, with the addition of Future Engineering Group, Flanco Group, Vertex Group and West Coast Lining Systems during the year.



#### Positioned to fund growth

- \$43m Fully Underwritten Institutional Placement
  Completed in Sep-25, bringing net leverage to <1.0x Net Debt to Pro-forma EBITDA
- Strong support from existing and new investors
  Underwritten placement strongly supported by new and existing institutional investors, with 10 million new shares issued at an issue price of \$4.30 per share
- Enhanced ASX300 index inclusion prospects

  Larger free float and expanded institutional register are expected to materially improve Tasmea's chance of admission to the ASX 300 Index at the March 2026 rebalance, increasing liquidity and broadening the Company's investor base
- Enhanced balance sheet strength to accelerate growth opportunities

  Additional capital provides flexibility to progress a number of acquisition opportunities currently under active consideration, strengthening Tasmea's ability to potentially accelerate its programmatic acquisition strategy
- New banking facilities implemented

  Our new finance facility was completed at a lower cost, with greater flexibility, and a financier supportive of partnering with Tasmea for our growth aspirations



31.7%
ROCE
Attractive return on capital employed

39.5%
ROE
High return on equity

Note: data presented is pre-Institutional Placement



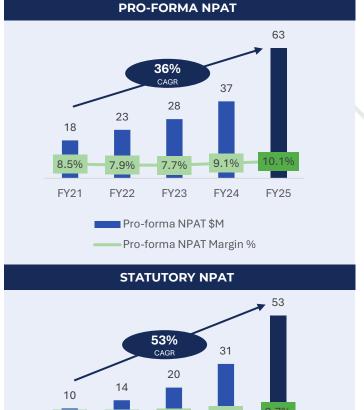
### Strong & consistent earnings growth

Tasmea has grown its earnings whilst improving margins on a Pro-Forma and Statutory basis

#### **KEY HIGHLIGHTS**

- Pro-Forma EBIT of \$93m up 70% & Pro-Forma NPAT of \$63m up 69% driven by executing our twin-pillar strategy of organic growth and programmatic acquisitions
- Pro-Forma EBIT margin improved c.150bps to 15.0% in FY25 driven by our unique capability to self-perform end-to-end specialist services for our customers
- Track record of earnings growth with Pro-Forma EBIT CAGR of 33% & Pro-Forma NPAT CAGR of 36% since FY21, whilst our Statutory EBIT & NPAT has compounded at 42% and 53% respectively, over this period
- Strong growth YoY in Statutory EBIT +60% & Statutory NPAT +74% driven by our organic growth with increased number of MSA's & FMA's, increased cross-selling and improving margins through self-performing contracts





FY21

FY22

FY23

Statutory NPAT \$M

Statutory NPAT Margin %

FY24

FY25



#### Outlook & momentum in growth strategy

### FY26 guidance re-confirmed



**\$110m EBIT** and **\$70m NPAT +32% growth** 

• Pipeline remains strong with earnings visibility

## Track record of organic growth



+33% organic EBIT CAGR since FY22 to FY25

- Well above internal organic growth target of +15% per annum
- We are seeing strong electrification growth
- Increasing cross-sell opportunities

## High growth model: programmatic acquisitions



- 14 programmatic acquisitions completed over the last 5 years
- Extract valuation uplift from programmatic acquisitions & cross-sell revenue synergies
- Pipeline of earnings accretive acquisition opportunities being pursued

## Strong EBIT Margin growth expected

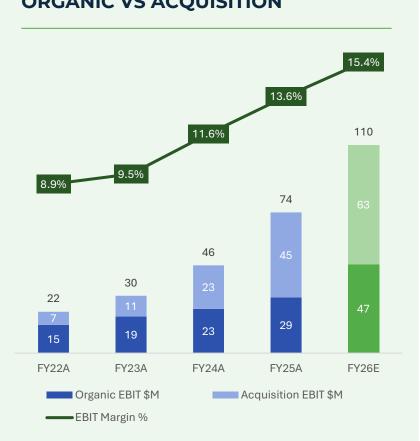


**Increased to 13.6% in FY25** (vs 8.9% in FY22)

Expect margin expansion due to:

- Strategic acquisitions of specialised skilled trade services businesses, enabling growth in high margin sectors with industry tailwinds
- Ability to self-perform rather than subcontract
- Attractive cross-selling revenue synergies

### STATUTORY EBIT GROWTH ORGANIC VS ACQUISITION



Note: FY26 guidance excludes additional programmatic acquisitions.



## Conclusion and Questions





### Items of Formal Business





### Financial Report

To receive the Financial Statements, Directors' Report and Auditor's Report for Tasmea Limited and its controlled entities for the year ended 30 June 2025.

Note: There is no requirement for shareholders to approve these reports and accordingly no resolution will be put to shareholders regarding this item of business.





## Resolution 1: Adoption of Remuneration Report

To consider and, if thought fit, to pass as a non-binding ordinary resolution the following:

That, for the purposes of section 250R(2) of the Corporations Act, the remuneration report for the financial year ended 30 June 2025, as set out in Tasmea's 2025 Annual Report, be adopted.

The vote on this resolution is advisory only and does not bind the Company or the Directors.

For	Against	Open	Total Valid Votes	Abstain	Excluded
24,382,482	228,471	333,761	24,944,714	25,923	156,504,231
97.75%	0.92%	1.34%	100%		





## Resolution 2: Election of Trent Northover as a Director

To consider and, if thought fit, to pass as an ordinary resolution:

That, pursuant to and in accordance with article 7.3(i) of the Constitution and for all other purposes, Mr Trent Northover retires and, being eligible, is re-elected as a Director with immediate effect on the terms and conditions in the Explanatory Notes.



For	Against	Open	Total Valid Votes	Abstain
168,185,165	1,342,993	333,761	169,861,919	1,750
99.01%	0.79%	0.20%	100%	



# Resolution 3: Re-election of Michael Terlet as a Director

To consider and, if thought fit, to pass as an ordinary resolution:

That Mr Michael Terlet AO, a Director who retires by rotation pursuant to Rule 7.3(c) of the Constitution, and being eligible, offers himself for re-election, is re-elected as a Director.



For	Against	Open	Total Valid Votes	Abstain
168,145,301	1,382,858	333,761	169,861,920	1,750
98.99%	0.81%	0.20%	100%	



# Resolution 4: Ratification of Prior Issue of Shares under ASX Listing Rule 7.4

To consider and, if thought fit, to pass with or without amendment, the following as an ordinary resolution:

That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, Shareholders ratify and approve the prior allotment and issue of 1,714,286 fully paid ordinary shares of the Company, in respect of the acquisition of Flanco Group on the terms set out in the Explanatory Notes to this Notice of Annual General Meeting.



For	Against	Open	Total Valid Votes	Abstain	Excluded
169,479,566	21,164	333,761	169,834,491	27,673	1,749,449
99.79%	0.01%	0.20%	100%		



# Resolution 5: Ratification of Prior Issue of Shares under ASX Listing Rule 7.4

To consider and, if thought fit, to pass with or without amendment, the following as an ordinary resolution:

That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, Shareholders ratify and approve the prior allotment and issue of 714,286 fully paid ordinary shares of the Company, in respect of the acquisition of Vertex Group on the terms set out in the Explanatory Notes to this Notice of Annual General Meeting.

For	Against	Open	Total Valid Votes	Abstain	Excluded
169,479,566	21,164	333,761	169,834,491	27,673	714,286
99.79%	0.20%	0.01%	100%		







# Resolution 6: Ratification of Prior Issue of Shares under ASX Listing Rule 7.4

To consider and, if thought fit, to pass with or without amendment, the following as an ordinary resolution:

That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, Shareholders ratify and approve the prior allotment and issue of 1,583,000 fully paid ordinary shares of the Company, in respect of the issue of shares to the Tasmea Employee Share Trust on the terms set out in the Explanatory Notes to this Notice of Annual General Meeting.

For	Against	Open	Total Valid Votes	Abstain	Excluded
169,479,566	21,164	333,761	169,834,491	27,673	2,266,234
99.79%	0.01%	0.20%	100%		



# Resolution 7: Ratification of Prior Issue of Shares under ASX Listing Rule 7.4

To consider and, if thought fit, to pass with or without amendment, the following as an ordinary resolution:

That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, Shareholders ratify and approve the prior allotment and issue of 10,000,000 fully paid ordinary shares of the Company, in accordance with the terms set out in the Explanatory Notes accompanying this Notice of Annual General Meeting.

For	Against	Open	Total Valid Votes	Abstain
167,289,564	21,164	333,761	167,644,489	2,217,675
99.71%	0.01%	0.20%	100%	



# Resolution 8: Approval of Financial Assistance – Forefront Services Acquisition

To consider and, if thought fit, to pass as a special resolution the following:

That, pursuant to and in accordance with section 260B(2) of the Corporations Act 2001 (Cth) and for all other purposes, approval is given for financial assistance to be given by MGW Engineering Services Pty Ltd (a subsidiary of Tasmea) in connection with the relevant acquisition as more particularly described in the Explanatory Notes accompanying the Notice of Annual General Meeting.



For	Against	Open	Total Valid Votes	Abstain
169,369,539	158,620	333,761	169,861,920	1,750
99.71%	0.20%	0.09%	100%	



# Resolution 9: Approval of Financial Assistance – Future Group Acquisition

To consider and, if thought fit, to pass as a special resolution the following:

That, pursuant to and in accordance with section 260B(2) of the Corporations Act 2001 (Cth) and for all other purposes, approval is given for financial assistance to be given by Future Engineering & Communication Pty Ltd as trustee for the Future Engineering & Communication Unit Trust, Future Power WA Pty Ltd, Rollwell Engineering Pty Ltd and Westplant Pty Ltd (subsidiaries of Tasmea) in connection with the relevant acquisition as more particularly described in the Explanatory Notes accompanying the Notice of Annual General Meeting.

For	Against	Open	Total Valid Votes	Abstain
169,140,719	178,620	542,581	169,861,920	1,750
99.58%	0.11%	0.32%	100%	









# Resolution 10: Approval of Financial Assistance – Flanco Group Acquisition

To consider and, if thought fit, to pass as a special resolution the following:

That, pursuant to and in accordance with section 260B(2) of the Corporations Act 2001 (Cth) and for all other purposes, approval is given for financial assistance to be given by Flanco Pty Ltd and Flanco Kalgoorlie Pty Ltd (subsidiaries of Tasmea) in connection with the relevant acquisition as more particularly described in the Explanatory Notes accompanying the Notice of Annual General Meeting.



For	Against	Open	Total Valid Votes	Abstain
169,329,299	158,620	374,001	169,861,920	1,750
99.69%	0.09%	0.22%	100%	



# Resolution 11: Approval of Financial Assistance – Vertex Group Acquisition

To consider and, if thought fit, to pass as a special resolution the following:

That, pursuant to and in accordance with section 260B(2) of the Corporations Act 2001 (Cth) and for all other purposes, approval is given for financial assistance to be given by Vertex Power & Process Pty Ltd and VTX Group Services Pty Ltd (subsidiaries of Tasmea) in connection with the relevant acquisition as more particularly described in the Explanatory Notes accompanying the Notice of Annual General Meeting.

For	Against	Open	Total Valid Votes	Abstain
169,369,539	158,620	333,761	169,861,920	1,750
99.71%	0.09%	0.20%	100%	







### Finalisation of Polls





#### Important notice

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