

19 November 2024

Webinar Recording and Presentation

Verbrec Limited (ASX : VBC) (**Verbrec** or the **Company**) is a leading engineering, asset management, project delivery, operations & maintenance, training and mining technology service provider that supports customers across Australia, New Zealand, Papua New Guinea and beyond.

Verbrec's CEO, Mark Read, recently presented at:

- Sharewise Webinar Event
- 13th Annual Australian Microcap Investment Conference
- RaaS Research Group's Stock Take Webinar

The video recording for the Sharewise and RaaS Research Group events can be found at the following link:

https://verbrec.com/investor_centre_category/presentations-and-webcasts/

Attached to this release is a copy of the presentation given at these events.

- ends -

Authorised for release by the Board of Directors of Verbrec Limited.

Company Enquiries

Mark Read

Chief Executive Officer

Mark.Read@verbrec.com

Investor Relations

Joel Voss

Company Secretary

Investors@verbrec.com

Media Enquiries

Joel Voss

Company Secretary

Investors@verbrec.com

About Verbrec Limited

Verbrec Limited (ASX : VBC) (Verbrec or the Company) a leading engineering, asset management, project delivery, operations & maintenance, training and mining technology service provider that supports customers across Australia, New Zealand, Papua New Guinea and beyond. The Company serves the energy, infrastructure, and mining industries through their technical specialties; asset management, automation and control, pipelines, power, process plant and training, with capabilities that span across the entire life cycle of an asset. Verbrec is an Australian Securities Exchange listed company (ASX:VBC).

Verbrec Limited

ASX : VBC

ACN: 127 897 689

[Verbrec.com](https://www.verbrec.com)

Share Registry

Computershare Investor Services Pty Ltd

Ph: +61 3 9415 4000

[computershare.com](https://www.computershare.com)



verbrec
evolution engineered

Enabling a sustainable future
for our Clients and their Customers

Disclaimer

This presentation contains certain statements and forecast provided by or on behalf of Verbrec Limited. Any forward-looking statements reflect various assumptions by or on behalf of Verbrec. Accordingly, these statements are subject to significant business, economic and competitive uncertainties and contingencies associated with the business of Verbrec which may be beyond the control of Verbrec which could cause actual results or trends to differ materially, including but not limited to competition, industry downturns, inability to enforce contractual and other arrangements, legislative and regulatory changes, sovereign and political risks, ability to meet funding requirements, dependence on key personnel and other market and economic factors. Accordingly, there can be no assurance that any such statements and forecasts will be realised. Verbrec makes no representations as to the accuracy or completeness of any such statements or forecasts or that any forecasts will be achieved and there can be no assurance that any forecasts are attainable or will be realised.

Additionally, Verbrec makes no representation or warranty, expressed or implied, in relation to, and no responsibility or liability (whether for negligence, under statute or otherwise) is or will be accepted by Verbrec or by any of its directors, shareholders, partners, employees, or advisors (Relevant Parties) as to or in relation to the accuracy or completeness of the information, statements, opinions or matters (express or implied) arising out of, contains in or derived from this presentation or omission from this presentation or of any other written or oral information or opinions provided now or in to the future to any interested party or its advisors. In furnishing this presentation, Verbrec undertakes no obligation to provide any additional or updated information whether as a result of new information, future events, results or otherwise.

Except to the extent prohibited by law, the Relevant Parties disclaim all liability that may otherwise arise due to any of this information being inaccurate or incomplete. By obtaining this document, the recipient releases the Relevant Parties from liability to the recipient for any loss or damage which any of them may suffer or incur arising directly or indirectly out of or in connection with any use of or reliance on any of this information, whether such liability arises in contract, tort (including negligence) or otherwise.

This document does not constitute, and should not be construed as, either an offer to sell or a solicitation of an offer to buy or sell securities. It does not include all available information and should be used in isolation as a basis to invest in Verbrec.

About Verbrec

3
CORE
MARKETS



ENERGY



MINING



INFRASTRUCTURE

3
TRANSITION
MARKETS



GAS MARKET
TRANSITION



SUSTAINABLE
MINING



ELECTRIFICATION /
ENERGY STORAGE

1
PURPOSE

*Through strong relationships built on trust, Verbrec enables a **Sustainable Future** for our clients and their customers.*

400 Team Members
servicing
Australia
New Zealand
Papua New Guinea
Pacific Islands

Verbrec's Partnership Model

Adding value to every stage in the lifecycle of an asset



HOW WE CREATE VALUE:

FULL LIFE CYCLE SERVICES

Providing services across the full life cycle of an asset, from concept to commissioning and beyond.

SUSTAINABLE FOCUS

Enabling energy transition through capability driven engineering and training services, aligned with client and government investment in this growing industry.

RELATIONSHIPS

Being the provider of choice for our Relationship Clients.

MULTI-YEAR CONTRACTS & PANEL AGREEMENTS

Substantial proportion of revenues generated from long-term professional services panel agreements and multi-year operations and maintenance agreements.

TRAINING

Competency Training is growing, aligned with the market trend to 'electrify everything', training courses in hazardous area, high voltage and renewables training is poised for geographic expansion and growth.

MINING TECHNOLOGY

Through the licensing of our software product StacksOn, the digital twin of choice for smarter and more efficient stockyards.



Our valued Relationship Clients

20



KEY ACCOUNTS

43



MULTI-YEAR PANEL AGREEMENTS

14



MULTI-YEAR OPERATIONS CONTRACTS

Infrastructure & Defence



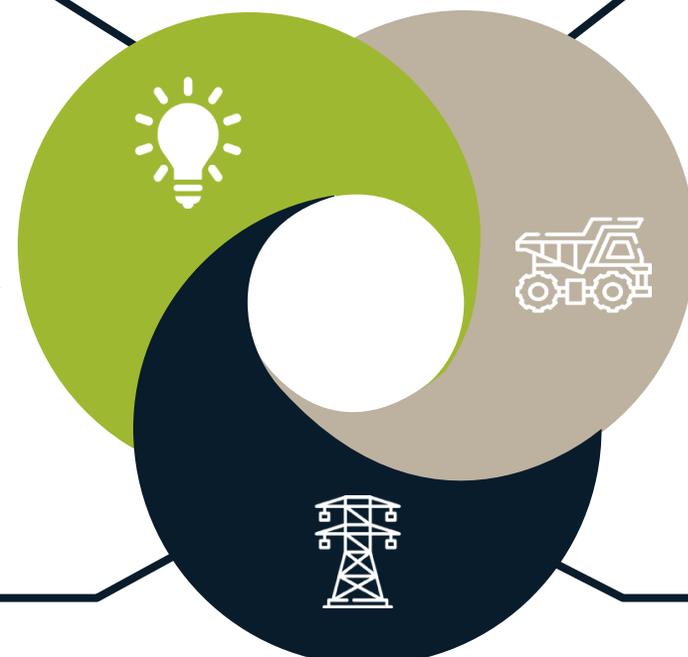
Energy & Utilities



Mining & Minerals



Energy & Utilities



Verbrec Financial Highlights

FY2024 Financial Commentary

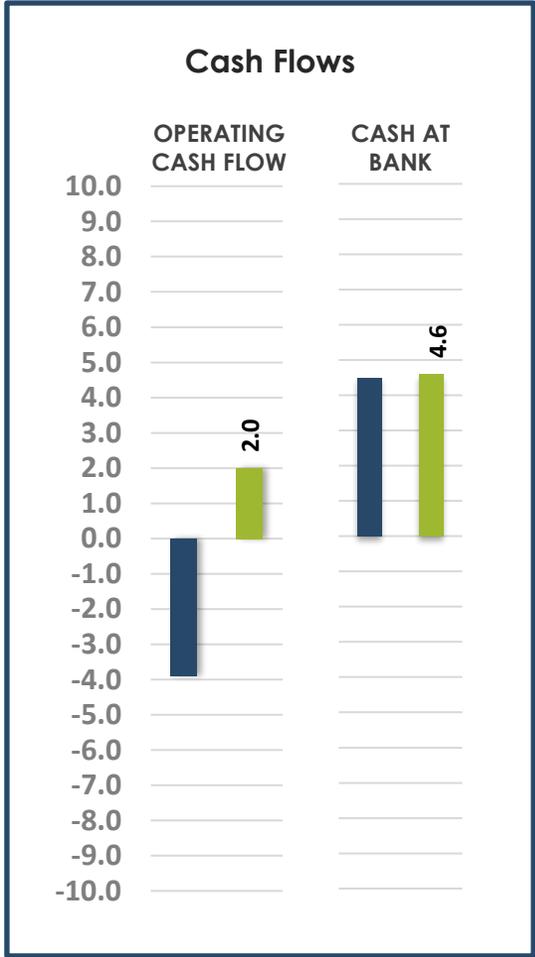
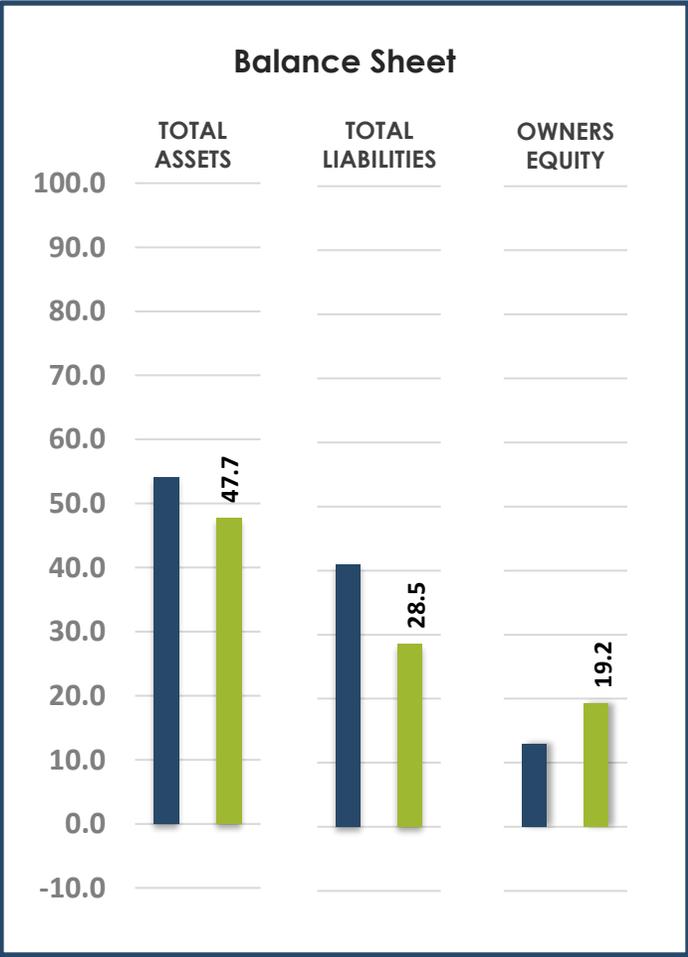
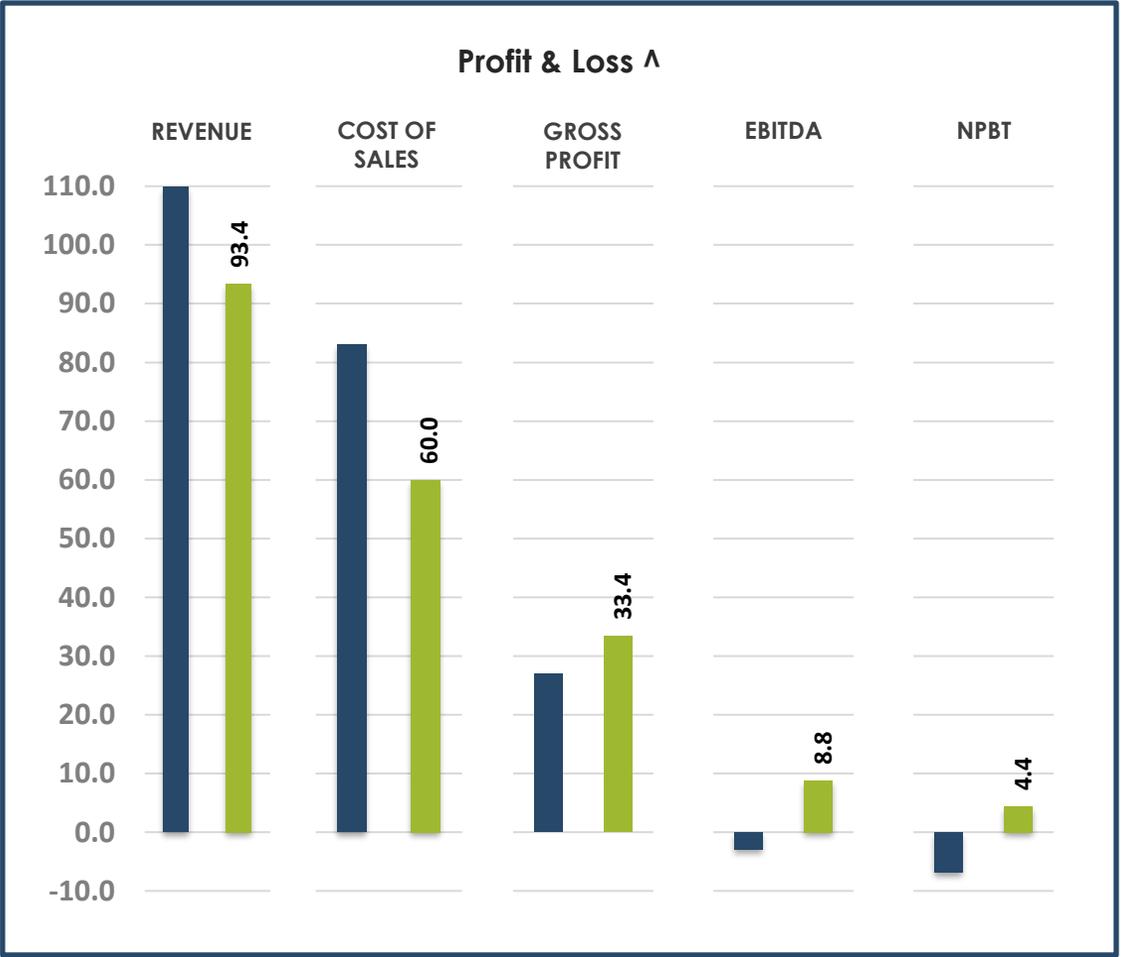
Financial Highlights

	FY2024	FY2023	Change to PCP
Revenue	\$93.4 m	\$109.9 m	(15.1) %
Gross Profit	\$33.4 m	\$26.9 m	24.2 %
Gross Margin	35.8 %	24.5 %	46.2 %
EBITDA	\$8.8 m	(\$2.9) m	400.2 %
EBITDA Margin	9.4 %	(2.7) %	453.5 %
Profit / (Loss) after tax for Continuing Operations	\$4.8 m	(\$6.4) m	174.2 %
Profit / (Loss) after tax attributable to Discontinued Operations	(\$2.8) m	(\$3.1) m	10.0 %
Total comprehensive Profit / (Loss) attributable to owners of the Company	\$2.0 m	(\$9.5) m	121.0 %

Revenue, Gross Profit, Gross Margin, EBITDA and EBITDA Margin in the above table are presented in the context of Continuing Operations only.

- ✓ Highest EBITDA and NPAT since FY2015.
- ✓ Highest profit margins since the merger of OSD and LogiCamms in 2019.
- ✓ Reduction in revenues a result of Verbrec being more selective in the projects and diligent pursuit of economically favourable commercial terms.
- ✓ Steep reduction in cost of sales and overheads, Verbrec is operating more efficiently.
- ✓ Improved financial performance resulted in passing of all banking covenants in the half and full year.

FY2024 Financial Highlights



FY2023 (\$m)
 FY2024 (\$m)

[^] Continuing operations



FY2025 Outlook



[^] Opportunities, work-in-hand and post FY2024 contract awards are for engineering revenue segment only. Training segment revenue is not included.

The Company's refreshed strategy is embedded and leaves Verbrec poised to move into a new growth phase. By executing on the new strategic direction, Verbrec expects to increase revenue and profitability in FY2025.

Verbrec increased its efficiency in converting opportunities to contract awards in FY2024 with an average tender-win-rate of 36.0% (FY2023: 31.0%).

Verbrec's unweighted opportunity pipeline expected to be awarded in FY2025 approximately \$121 million as at 22 August 2024.

Verbrec's work in hand, including FY2025 predicted variation inputs at 30 June 2024 was \$55 million. Approximately \$10 million of contracts have been awarded between 1 July 2024 and 22 August 2024.

The reintroduction of a dividend to shareholders remains a primary goal for the Board.



Strategy for Sustainable Growth

Strategy



RELATIONSHIP CLIENTS

Be the provider of choice for our Chosen Clients

Verbrec is focused on the client's experience and endeavours to truly understand the needs and goals of our Core Relationship Clients. The natural flow-on effects from focusing on Relationship Clients, and strengthening those partnerships over time, means Verbrec is undertaking the types of work it is good at, with like-minded customers, decreasing costs of selling and increasing repeat business.



BEST PEOPLE, GREAT TEAMS

Growing a Culture around the best people and teams

Verbrec primarily derives its revenues from professional engineering and training services. People are therefore our most important asset, and Verbrec is committed to sustaining a culture that attracts and retains the best people and fosters great teams. A revitalisation of the Company's employee value proposition and benefits program was commenced in FY2024, including the development of enhanced incentive and reward schemes, designed to service our relationship clients and drive greater shareholder returns. This will continue into FY2025.



BUILD CAPABILITY

Embracing new technologies and skills critical to becoming an enabler of client success.

Verbrec leverages the considerable expertise of its talented workforce to meet the needs of our Relationship Clients. As the evolution of the energy landscape continues to mature, Verbrec is committed to ensuring we embrace the technologies and skills critical to become the recognised partner for a sustainable future. Verbrec continues to pursue partnership opportunities with developers and technology owners to enable the design, deployment and integration of cutting-edge sustainability technologies into the Australian, New Zealand and Pacific markets.



CLIENT DELIVERY

Deliver on our promises, on time, on budget

To service our relationship clients, we must understand their drivers and deliver on our promises, on time and on budget. By consistently delivering to client expectations and anticipating their needs, Verbrec solidifies its partnership with its Core Relationship Clients and will be the recognised partner for a sustainable future.

Growth



ORGANIC GROWTH

Leveraging our capability and the talent of our people, by focusing on the needs and goals of our Relationship Clients, and their sustainability goals, Verbrec expects to increase its proportion of revenues generated from its Core Relationship Clients.



GEOGRAPHIC EXPANSION

Verbrec in FY2024 made progress in expanding its geographic reach with both its Infrastructure Services and Asset Management businesses solidifying their presence in Western Australia. This presence will allow Verbrec to sell more of its services into this important region. Competency Training fuelled by high demand for its services, expanded from 6 operating location in FY2023 to 11 operating locations in FY2024.



ENERGY TRANSITION

Aligned with the current trend and needs of our Relationship Clients, Verbrec is positioned to take advantage of the evolving energy landscape. The Australian Energy Market Operator, in its 2024 Integrated System Plan predicts an annualised capital cost of all utility-scale generation, storage, forming and transmission infrastructure in the optimal development path has a present value of \$122 billion.



STACKSON

StacksOn functionality continues to be enhanced, providing substantial value to the mining operations which have adopted the system. The StacksOn team continue to pursue opportunities to further expand in the West Australian Iron Ore market and are actively pursuing opportunities to expand into other commodity sectors where control of stockpile grade is critical to client operations.

Sustainable Focus Areas



Sustainable Focus Areas



ELECTRIFICATION & ENERGY STORAGE

- Addressing the need for gas firming and renewables rich grid.
- Assisting our clients transition to an electrical economy.
- Projects currently being delivered in advanced battery technologies, biogas, hydrogen and hydropower.
- Australia will require over 350 Twh/year of electricity by 2030 in order to achieve the Net-Zero goals set out by the Federal Government.
- The investment required in transitioning the energy system could be as high as \$625 billion by 2050.



GAS MARKET TRANSITION

- Verbrec is guiding and delivering solutions to our clients to design fit-for-purpose solutions for their existing assets.
- Addressing gas as a peaking fuel rather than a base load fuel, with current projects and prospects related to carbon capture utilisation and storage and biofuel / hydrogen augmentation or replacement.
- Peaking gas-fired generators will play a crucial role as significant coal fired generation retires as an on-demand fuel source during extended periods of low variable energy (at utility scale) output.



SUSTAINABLE MINING

- Verbrec assists and advises our clients to minimise their scope 3 emissions.
- Maximising the yield of their higher grade and 'green' metals such as magnetite and minimising waste. For example, by using the power of StacksOn (a Verbrec product) we enable clients to achieve greater grade control at iron ore mine sites and powers.
- The industry is navigating the challenges of climate change and the push towards net-zero targets, which necessitates a reduction in global coal production and a phase-out of unabated coal power by 2040.



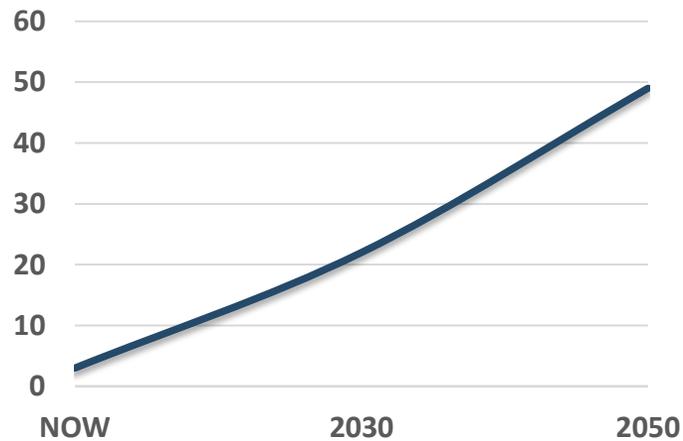
WATER SECURITY

- Verbrec provides our expertise and years of experience servicing water authorities and operators across Australia.
- We design, construct, maintain and optimise water assets, desalination plants and treatment facilities and provide critical advisory services on the efficient use, transport, storage and treatment of water utilised in heavy industry and mining operations.

The Evolving Energy Landscape

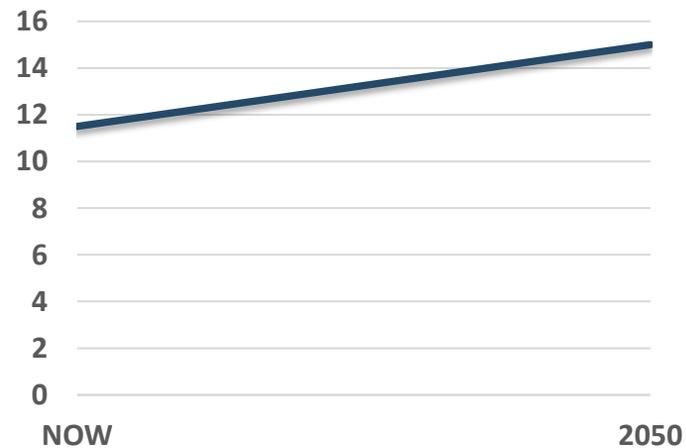
Market Opportunity

The Australian Energy Market Operator, in its 2024 Integrated System Plan predicts an annualised capital cost of all utility-scale generation, storage, forming and transmission infrastructure in the optimal development path has a **present value of \$122 billion by 2050**. The Australian Industry Energy Transitions Initiative in its Phase 3 Report provides that the investment required to transition the energy system **could be as high as \$625 billion by 2050**.



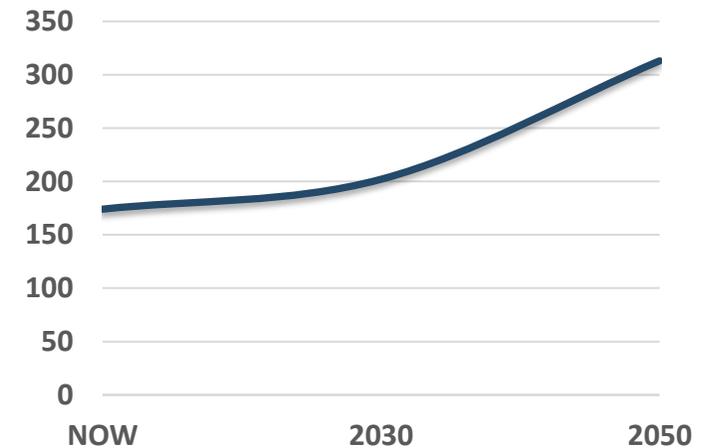
STORAGE

Storage Capacity to increase from 3GW to 49GW by 2050



GAS

Gas fired peaking plant capacity to increase from 11.5GW to 15GW by 2050



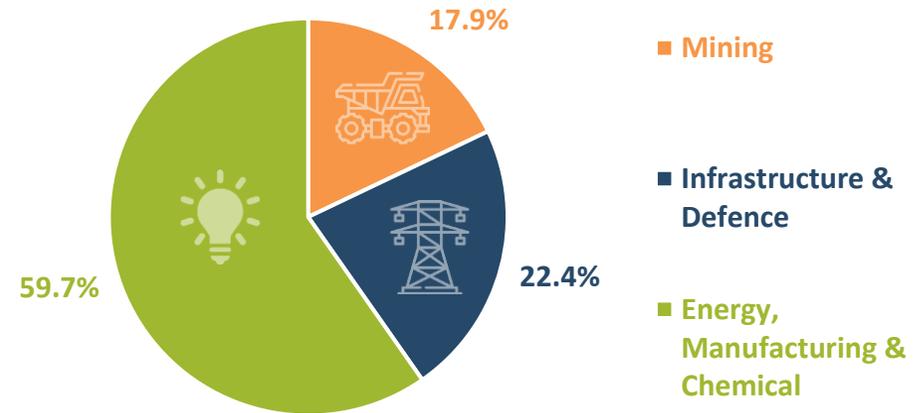
CONSUMPTION

Electricity consumption from the grid to nearly double from 174 TWh to 313 TWh by 2050

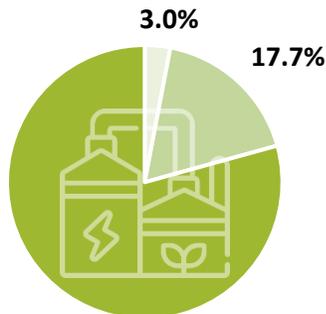
Source: AEMO 2024 Integrated System Plan Overview
Source: pathways-to-industrial-decarbonisation-australian-industry-eti-phase-3-report.pdf (arena.gov.au)

Verbrec is already Capturing the Opportunity

Our awarded contracts are already moving into our Sustainable Focus Areas

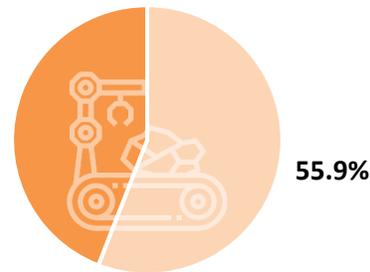


Energy, Manufacturing & Chemical



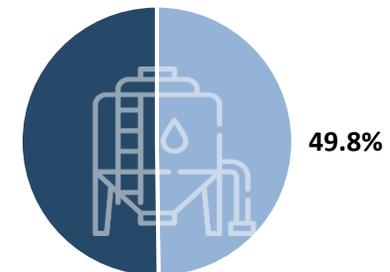
- Electrification & Energy Storage
- Gas Market Transition
- Traditional Energy, Manufacturing & Chemical

Mining



- Sustainable Mining
- Traditional Mining

Infrastructure & Defence



- Water Security
- Traditional Infrastructure & Defence



Verbrec Project Highlights

Broadlands Biogas Upgrade Facility

First Renewables announced that the First Renewables Biogas to Pipeline Upgrade Facility at Ecogas' Organics processing facility in Reporoa, New Zealand is now in production.

Verbrec provided the front-end and detailed design engineering services for this landmark project which transforms kerbside waste into a valuable source of renewable gas, ultimately contributing to a reduction in reliance on fossil fuels and providing cleaner energy for New Zealand homes and businesses.

Verbrec's Operations & Maintenance business provides full life-cycle services for project delivery from inception through procurement, construction and commissioning, specialising in ongoing operations and maintenance of client assets and pipelines.

Verbrec awarded its first multi-year gas pipeline operations contract in Western Australia. The establishment of a permanent presence of this business in WA opens opportunities to expand operations in the state.

The Cape Preston Pipeline provides a reliable energy supply for the Cape Preston Mine operated by Citic Pacific Mining.



Australia's largest onshore gas pipeline FEED project

Verbrec specialises in innovative engineering and project delivery solutions to clients – through our technical specialities, including Automation & Control, Power, Process Plant and Pipelines.

Verbrec's engineering team have been recently awarded the Front-End Engineering for a gas pipeline, enhancing energy security for New South Wales.

Competency Training provides a range of hazardous area, high voltage, electrical and renewable energy courses and qualifications to help clients, and their employees advance in the mining, resources, oil, gas, construction and engineering industries.

Competency Training enters an exciting chapter, gaining interest from a diverse array of international companies seeking our expert training solutions, including hazardous areas and IECEx assessments.



Competency Training's growing international presence



Efficiency for BHP with StacksOn

StacksOn is the digital twin of choice for smarter and more efficient stockyards. StacksOn is a digital twin for stockyards enabling on-spec product in challenging conditions, whilst increasing throughput and reducing downtime.

BHP Iron Ore are using StacksOn across their entire iron ore operations in Western Australia. By integrating StacksOn into their operations, BHP has increased train loading efficiency and yard capacity producing annual savings and operational gains.



Verbrec specialises in working with owners and operators to provide asset management solutions that increase efficiencies, reduce costs and improve productivity, unlocking higher value from client's assets.

Verbrec secured new projects, providing business improvements at the Paraburdoo site, expanding on earlier work in Mobile Equipment Maintenance. In Stage 2, Verbrec will focus on Fixed Plant and Non-Process Infrastructure.



Verbrec boosting performance at Paraburdoo





Investor Relations & Media Enquiries

Joel Voss

Company Secretary

Investors@verbrec.com

Company Enquiries

Mark Read

Chief Executive Officer

Mark.Read@verbrec.com