

Bell Potter Emerging Leaders Conference 2024



30 May 2024



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Introduction to SCEE



Leading national electrical, instrumentation, communications and maintenance services group...

- Established in 1978 in Perth and listed in 2007 (ASX:SXE)
- Leading and trusted national provider of specialized electrical, instrumentation, communications, security and maintenance services and products
- Diversified operations across three broad market sectors of Infrastructure, Commercial and Resources and circa two-thirds of order book on East Coast
- Diversification supported by successful track record of acquiring value accretive businesses: Datatel in 2016, Heyday in 2017, the Trivantage Group (S.J. Electric, SEME Solutions and Trivantage Manufacturing) in 2020 and MDE Group in 2024
- Over last seven years, management have materially grown revenues from \$200m in FY17 to forecasting over \$500m in FY24

...built by design through operational excellence and a disciplined M&A strategy



Historically focused on resources and industrial work, but more recently diversified into transport, infrastructure, defence, utilities and renewables



Telecoms and communications specialist - provides services to the education, health, government, resources and transport sectors



Heyday Group

NSW and ACT-based electrical contractor servicing the commercial and fit-out sectors, and the retail, education, health, hotel, defence, datacentre, and residential sectors



National provider of electrical and maintenance services to supermarkets, and the retail and commercial sectors



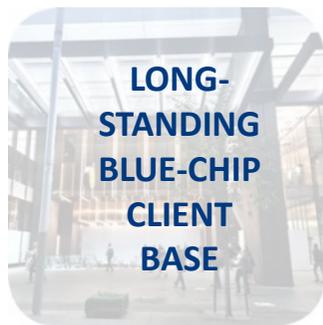
Provides electronic security services to the resources, law enforcement, custodial, industrial, and health sectors



Leading manufacturer of premium quality switchboards to a range of end users both internally in the Group and externally to customers



Communications, data, and electrical services provider to commercial building, data centre, healthcare and transport infrastructure sectors



Highlights and outlook



Targeting FY24 revenue over \$500m and stronger H2 profitability to match FY23 EBITDA (\$38.2m)

Announced over \$400m new orders to date in FY24

Four data centre projects included in FY24 awards above

Collie Battery Energy Storage System biggest ever initial award received in May

MDE Group acquisition completes 31 May expanding east coast service offerings

Strong balance sheet supports further acquisitions \$65.0m cash at 31 December and no debt

Record order book over \$700m going into FY25

Anticipating FY25 EBITDA of at least \$53m expectations of further earnings growth FY26 onwards

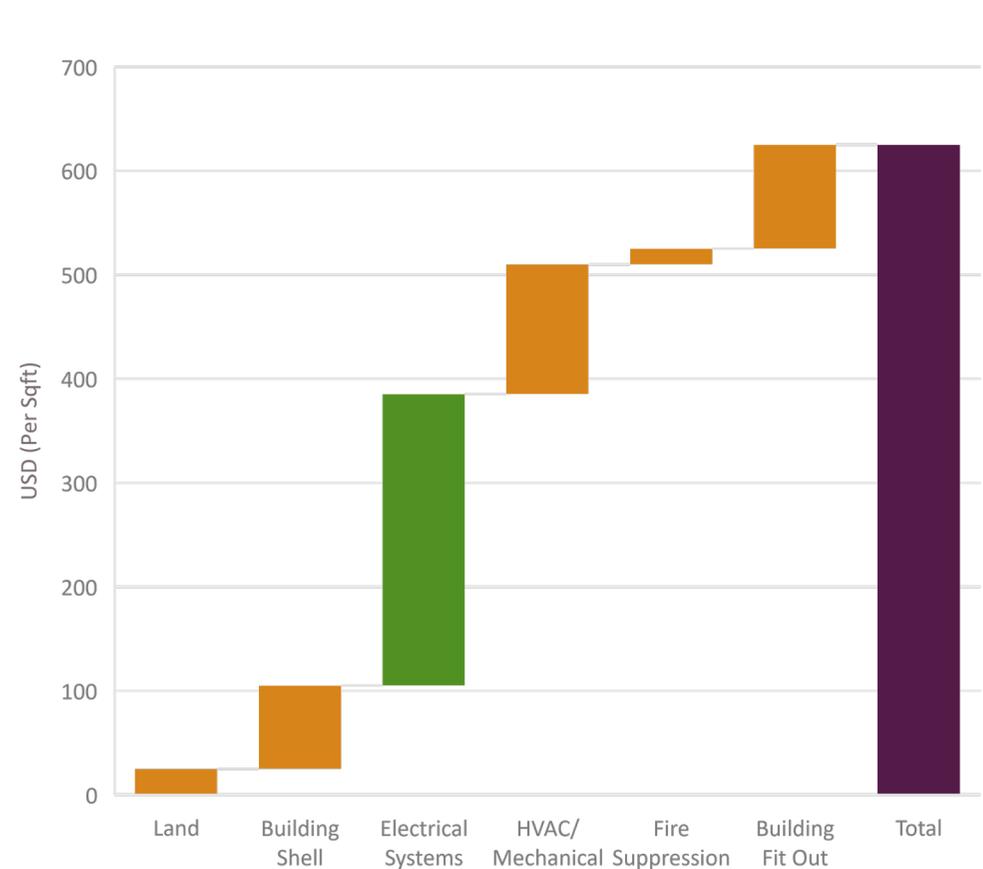


Three structural tailwinds

Data centres

Data centres have already been a strong area for SCEE in recent years and sector is now showing exponential growth with cloud computing and AI developments

- Global data centre market is estimated to grow at a compound annual growth rate of 9.6% during the period 2023-2030 (*IndustryARC*)
- Data centres are electrically dense, electrical work comprising largest component of construction cost
- SCEE has announced fifteen data centre awards totaling over \$170m in last four years
- Currently working on data centres for a hyperscale cloud provider in North Sydney, another hyperscale cloud provider in Western Sydney, and at NEXTDC SYD03 Artarmon, and supplying switchboards to DCI Auckland and Hickory Victoria
- Currently tendering on or positioning for over \$500m of work to be awarded in next two years for extensions at existing or new builds of twelve separate data centres



Source: Dgtl Infra

Infrastructure

Infrastructure very wide sector for SCEE including federal, state and private infrastructure investment in transport - road, rail, airports, ports – defence, data centres, education, agriculture, water, energy, utilities, health and aged care

Western Sydney Airport will be SCEE's largest revenue contributor in FY24 - a project to provide a full-service international and domestic airport handling 10 million passengers by 2031:

- Heyday initially awarded terminal works over \$100m in late 2021
- Subsequently added Fuel Farm and Border Force fit-out packages
- Now at high levels of activity as first flights scheduled for late-2026
- Currently tendering on cargo handling facilities, air services facilities and Sydney Metro airport line railway stations

Expecting long-term pipeline of works with further airport expansion and in surrounding Aerotropolis region multiple logistics, commercial, accommodation, and infrastructure opportunities



Electrification and decarbonisation

Australia is undergoing an energy transition to achieve net zero emissions by 2050. SCEE is exposed to the electrification and decarbonisation of the economy through three avenues:

- Supporting clients to decarbonise operations – for example in the resources sector undertaking battery, solar and wind projects for mining companies
- Assisting meeting the demand for commodities required for decarbonisation
- Offering our services across a diverse and growing range of electrification and decarbonisation initiatives – including green buildings, solar farms, powerlines, recycling plants, refrigeration power efficiencies and electric vehicle charging systems

Recently announced our largest ever initial award of \$160m by Synergy for the Collie Battery Energy Storage System (CBESS). Involves installation of 640 battery containers units and 220kms of cabling to provide a 500MW/2,000MWh battery to feed into the South West Interconnected System as part of the WA State Government's plan to retire coal-fired power by 2030

