

Shaw and Partners Data Centre Infrastructure Conference 2024



20 June 2024



Introduction to SCEE



Leading national electrical, instrumentation, communications, security and maintenance 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 with 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 the 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 now also diversified into transport, infrastructure, defence, utilities and renewables



Telecoms and communications specialist providing services to the education, health, government, commercial, 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, transport, data centre, 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 within the Group and to external customers



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



Data Centres

SCEE businesses have worked on Data Centres for over twenty years. Having already been a strong area for SCEE in recent years the sector is now showing exponential growth with cloud computing and AI developments

- Data Centre market has changed over time – progressing from company server rooms a typical Data Centre used to be private for banking, telco and IT clients. Now evolved into the hyperscale cloud providers
- Becoming much bigger – for example historically designed for 1-4 data halls now seeing 8-10 data halls
- Global Data Centre market is estimated to grow at a compound annual growth rate of 9.6% during the period 2023-2030 (*IndustryARC*)
- Capital is flowing into sector – NEXTDC raised \$1.3bn in April and Infratil raising NZ\$1.15bn this week



SCEE and Data Centres



Data Centres are electrically dense, electrical work comprising the largest component of construction cost, and typically require triple power supplies to satisfy uptime requirements

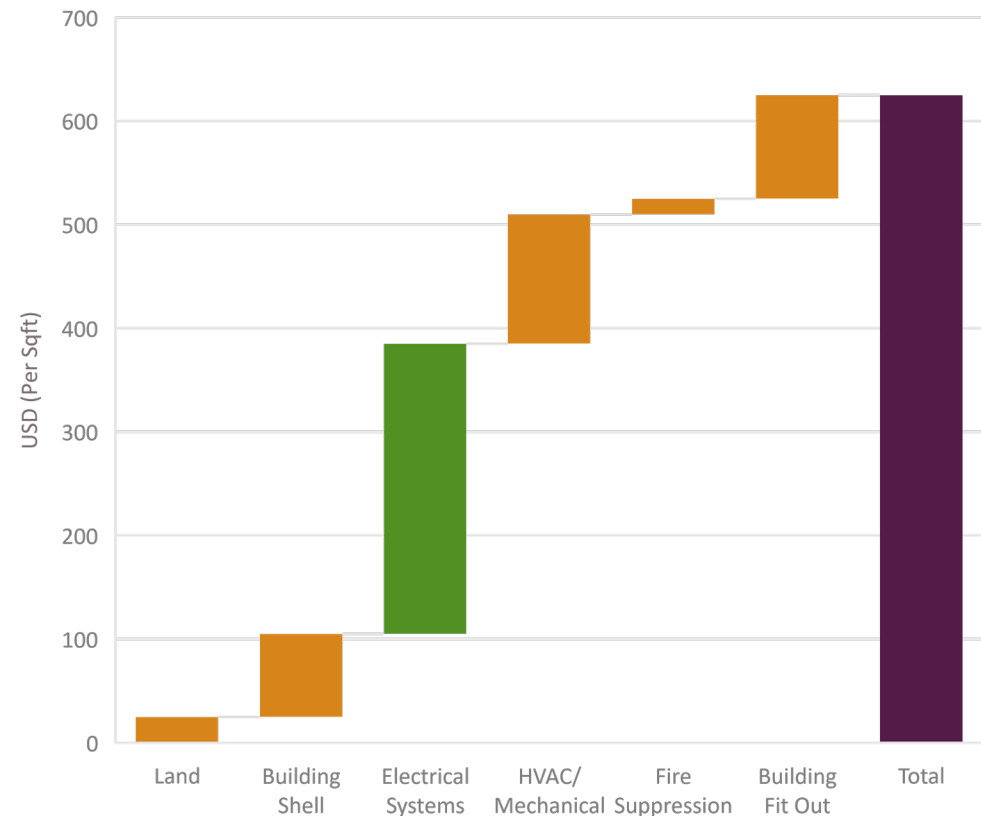
SCEE businesses have multiple touch points in the sector:

- Heyday very strong position in general construction in NSW
- Trivantage Manufacturing builds and supplies sophisticated electrical equipment
- Datatel and MDE offer communications and SEME offers security solutions
- Combining capabilities across the group gives potential to offer post-construction services and maintenance to the sector

Data Centres are a strong area of growth for SCEE:

- Across SCEE Group have announced seventeen Data Centre awards totaling circa \$190m over last five years
- Currently working at three Data Centres and manufacturing electrical equipment for six other Data Centres
- Data Centre revenues averaged circa \$20m pa over previous five years, growing to \$50m this financial year, and forecasting \$100m pa next year and beyond
- Over \$150m of our circa \$700m order book is Data Centre related
- 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 multiple Data Centres

Construction Costs of Data Centres



Source: Dgtl Infra



Service Offerings

Heyday is a top three NSW and ACT-based electrical contractor founded nearly 50 years ago, and is a leading provider to the Data Centre sector in which it has been working since 2001

- Heyday has worked at 28 Data Centres in that period
- Significant recent clients include Airtrunk, Equinix, Global Switch, NEXTDC, and two Hyperscale Cloud Providers
- Heyday has announced to the ASX fourteen Data Centre awards totaling over \$170m in the last five years
- Currently working on data centres for a hyperscale cloud provider in South West Sydney, another hyperscale cloud provider in Western Sydney, and at NEXTDC SYD03 Artarmon
- 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 multiple separate data centres



Heyday Group

Case Study 1

Global Switch Pyrmont NSW Data Centre – Sydney Campus (East and West) for various builder clients – over \$70m

Scope of Work

Global Switch is a purpose-built Tier III Data Centre and includes 73,000m² of technical space with a power density of 67MW and built over four stages.

Heyday's scope included detailed design, high voltage systems, low voltage systems, Diesel Rotary Uninterruptible Power Supply devices ("DRUPSs"), and communications, security, Building Management and SCADA systems



Heyday (continued)

Heyday is able to offer a comprehensive suite of electrical services including electrical infrastructure, building controls, energy management systems, security, and communications networking and structured cabling systems. In particular Heyday possesses:

- In-house engineering and drawing teams
- Building Information Modelling (BIM) Systems enabling design capabilities
- Eight project managers and fifteen site managers credentialed on Data Centre projects
- Long established networks of clients, subcontractors and suppliers
- Access to a workforce of circa 500 staff including over 400 project employees



Heyday Group

Case Study 2

NEXTDC Artarmon Data Centre for Multiplex – over \$90m in five separate awards

Scope of Work

NEXTDC Artarmon is a Tier IV Data Centre with 20,000m² technical space, 80MW of IT Capacity and 10,800 Rack Capacity

Heyday's first award in February 2021 for the design and construct of the Phase 1 electrical and communications works.

Most recent and fifth award announced in April 2024 takes works up to Hyperscale Data Hall 8

There are potential further works at this development



Trivantage Manufacturing is a leading designer and manufacturer of Australian-made commercial and industrial switchboards, power distribution systems and packaged electrical solutions. Products supplied to the Data Centre sector include:

- LV Switchboards supply for Telstra, Optus, Stack and DCI Auckland
- MV Kiosk Substations for Airtrunk and Equinix
- Transportable Switchrooms and HV Kiosk Substations for DCI Auckland
- HV Equipment Enclosures for a hyperscale cloud provider
- Busduct installations for NEXTDC



Case Study

Design and manufacture of MV Kiosk Substations for Siemens for Airtrunk Data Centres in Sydney and Melbourne - \$4m

Scope of Work

64 Kiosks were needed to be delivered in three stages to two locations keeping to a very tight delivery schedule. The Kiosks included:

- Installation of 22KV transformers and ring main units
- Engineering and assembly of the plinths and kiosk enclosures
- Commissioning and termination of HV cabling
- Manufacture of LV switchboards and installation of LV cabling
- Installation of PLC and associated components
- Client witness factory acceptance testing



Datatel is a WA-based provider of communications, data, and electrical services across a range of sectors including Data Centres

Datatel's offering includes fibre-optic cable-design and installation, the installation of reticulation electrical services, switchboards, and fire detection and gas suppression systems, together with the planned preventative maintenance and annual servicing of systems and equipment, and system upgrades.

Data Centre fit-outs completed by Datatel include:

- City of Fremantle Data Centre
- Data Centre Limited Balcatta
- Curtin University Bentley Data Centre
- Capricorn Society West Perth

Datatel has also worked at the NEXTDC Malaga Data Centre

Case Study



Data Centre Limited Balcatta fit out – over \$500k

Scope of Work

- Supply and installation of switchboards and fire detection system
- Installation of cabling, Uninterruptible Power Supply (UPS), VESDA smoke detection system, and back-up battery power
- Installation and commissioning of Earthing system
- Security cabling and commissioning



MDE Group acquired on 31 May 2024, a Sydney-based provider of communications, data, and electrical services across a range of sectors including Data Centres

- Strong operational synergies with Heyday, having been working together for a decade
- Heyday's data centre project pipeline contains significant communications elements
- Positions Heyday to offer combined electrical, data and communications service and maintenance proposition on completion of its construction projects



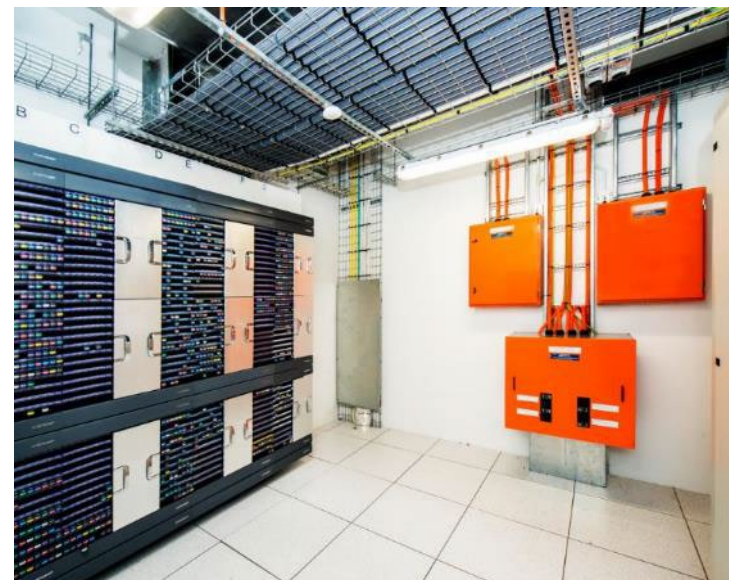
Case Study

Subcontract from Heyday for communications works at Hyperscale Cloud Provider's Data Centre in Sydney – over \$500k

Scope of Work

Heyday have subcontracted the following works to MDE:

- Fibre-optic cabling
- Supply and installation of racks for base building
- Installation of power distribution units, communications outlets, and Wi-Fi devices
- Installation of steel conduits housing cables for Wi-Fi devices in ROMP halls
- Comprehensive testing and certification of all installed network components



SEME Solutions specialises in the design, supply, installation, and maintenance of CCTV, access control, workforce access management, intruder detection, and perimeter system

- New build and retro fit outs of server rooms for multiple WA correctional facilities
- Installation of CCTV and access controls for server rooms at Rio Tinto and BHP Pilbara, and BMA Coal Queensland mine sites and port facilities
- Installation of access controls, Video Management Systems, CCTV, and site systems integration for server rooms at Perth CBD Corporate Head Offices

SJ Electric is a national provider of electrical and maintenance services primarily to the supermarket sector but also supports Data Centre operations

- Carries out reactive and preventative maintenance works for Insurance Australia Group's data centre in Burwood, Victoria
- Provided electrical support to Siemens for their works at a hyperscale cloud provider's Data Centre sites in Melbourne
- Subcontracted by building management systems integrator ControlWorks to retrofit sensors and cabling inside a DCI Data centre in Adelaide



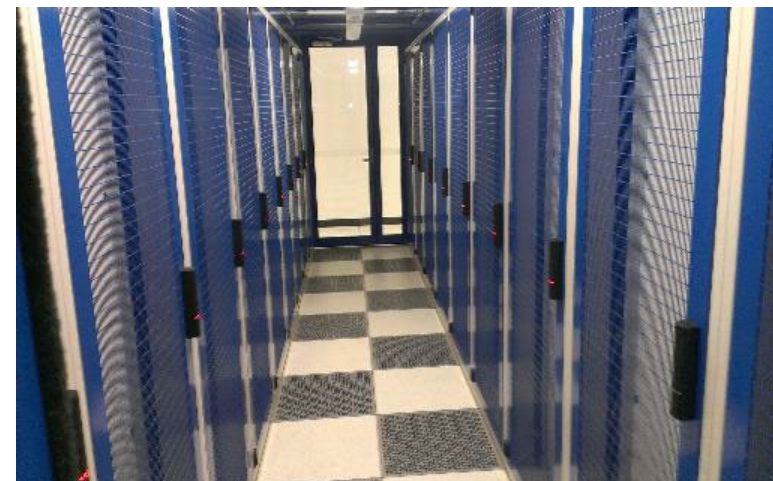
Case Study

SEME Solutions - Installation of security systems for NEXTDC Malaga WA Data Centre – circa \$1m

Scope of Work

Installation and commissioning, including conduiting and cabling, of:

- Video management system
- Surveillance camera installation of 109 cameras in the data halls and internal and external areas
- Door access control system implemented to control 64 doors for entry and exit
- Server rack access control fitted on each rack door to ensure only authorized staff could access each server array



Electrification and decarbonisation

Data Centres are extremely power intensive and power consumption will only grow whilst Australia is also undergoing an energy transition to achieve net zero emissions by 2050

- Data Centres already consume an estimated 5% of Australia’s electrical power every day and forecast to increase to between 8%-15% by 2030
- To achieve net zero, fossil fuels will be replaced with electricity derived from other sources on top of the growing demand from Data Centres
- SCEE is already heavily exposed to these electrification and decarbonisation themes – for example through green buildings, solar farms, batteries, powerlines, refrigeration power efficiencies, electric vehicle charging systems, etc
- The growing power consumption of Data Centres will only further accelerate the need to progress these developments
- The Collie Battery Energy Storage System (“CBESS”) we were recently awarded for \$160m by Synergy is for the electrical work to provide a 500MW/2,000MWh battery to feed into the South West Interconnected System (“SWIS”) enables retirement of coal-fired power in WA





Conclusion

Conclusion



Data Centre sector showing exponential growth with cloud computing and AI developments

SCEE businesses have over twenty years experience working on Data Centres

Multiple touch points in the sector electrical, communications, data, security, and equipment

Revenue from Data Centres forecast to grow to \$100m pa for FY25 and beyond

Over \$150m of current order book contracted for Data Centres

Tendering over \$500m of opportunities to be awarded over next two years

Growing power requirements for Data Centres create ancillary opportunities for SCEE



Q&A

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