

## FY21 Full Year Financial Results

Silk Logistics Holdings Limited (ASX:SLH) ('Silk', 'the Company' or 'the Group'), an Australian-owned technology enabled 'port-to-door' logistics provider, is pleased to announce its full year results for the 52-week period ended 27 June 2021 (FY21). This is the Company's first full year financial results release following its successful listing on the ASX on 9 July 2021.

### FY21 Highlights (compared to previous corresponding period (pcp))

- Revenue of \$323.3 million, an increase of 28.6% or \$71.8 million
- Statutory NPAT of \$8.4 million, an increase of \$12.7 million
- EBIT<sup>1</sup> (pre-AASB16) before significant items<sup>2</sup> of \$19.4 million, an increase of \$18.5 million
- ROCE<sup>3</sup> of 50.8%, up from 2.6% pcp
- Lost Time Injury Frequency Rate (LTIFR) of 3.8, a reduction from 7.3

**Silk Managing Director & CEO Brendan Boyd** said "The Company successfully completed its IPO and commenced trading on the ASX on 9 July 2021. The offer to raise \$70.0 million was strongly supported and positions the Group to pursue business acquisition opportunities to supplement its organic growth targets over the next five years. Whilst this is an important milestone in the Group's history, the underlying business performed strongly in FY21, and I am pleased to announce that the Group delivered on its prospectus forecasts. The foundations are firmly in place for the Group to continue to grow and deliver enhanced value to its shareholders.

"Despite the disruptions in global supply chains brought about by COVID-19, the Group delivered continued operational improvement. We expanded our service offering and secured significant new customer wins across both the Port Logistics and Contract Logistics segments. As we commence FY22, I confirm the Group expects to achieve its FY22 prospectus forecasts."

### FY21 Results

The Group reported revenue of \$323.3 million, representing growth of 28.6% on pcp, and EBIT of \$19.4 million (pre-AASB16 and before significant items), an increase of \$18.5 million on pcp. Underpinning this result was \$46.3 million of annualized revenue via new business wins and increased share of existing customers wallet, benefits delivered from business integrations and continued operational cost savings. Silk's return on capital employed (ROCE) of 50.8% is up from 2.6% in pcp and reflects the benefit of the Group's capital-light business model.

The Group's key operational metrics all reported strong growth in the period, with billed containers of 283,352 – up 25.9%, average leased warehouse storage occupancy levels at 77.9% – up from 72.9%, and billed consignments of 51,925 - up 43.9%. Leased warehouse storage occupancy was 84% at the end of the period, and cash on hand was \$25.3 million.

## Outlook for FY22

The Group confirms its FY22 prospectus forecast. Whilst the continued market uncertainty as a result of the COVID-19 pandemic is likely to present challenges through FY22, the Group's business model and its customer-base industry verticals remain resilient.

The Group will continue to invest in its technology platform and national capabilities and aims to leverage its operational capability and experience to target new national, blue-chip customers, and increase its market share.

In line with its strategy, the Group will also pursue synergistic and strategic acquisitions with the view to increasing the Company's operating scale and broadening its national capabilities.

## Results webinar

Silk Managing Director & CEO Brendan Boyd, and CFO Brendon Pentland will host a webinar to discuss the results on Thursday, 26 August at 9:30am (AEST). Please note that the webinar will be recorded, and a copy will be made available on Silk's website shortly after it is completed.

Webinar link: [https://us02web.zoom.us/webinar/register/WN\\_BpchObOcQ9yfdzNs5e-j-g](https://us02web.zoom.us/webinar/register/WN_BpchObOcQ9yfdzNs5e-j-g)

Investors can submit questions prior to the webinar to [melanie@nwrcommunications.com.au](mailto:melanie@nwrcommunications.com.au) or do so via the Q&A function on Zoom, during the webinar.

*This announcement is authorised for release by the Board of Directors of Silk Logistics Holdings Limited.*

## Contacts

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## About Silk

Silk is a leading Australian-owned logistics business providing a technology enabled, 'port-to-door' service to some of the world's best-known brands. Silk provides a time certain, integrated logistics offer through three distinct services across two primary segments: the Port Logistics segment provides wharf cartage services, whilst the Contract Logistics segment offers warehousing and distribution services.

For more information, please visit <https://www.silklogisticsholdings.com.au/>

1 EBIT = earnings before interest and tax on a pre-AASB16 Leases accounting basis and before significant items

2 Significant items: FY21 includes IPO costs – \$2.7m, remeasurement of deferred consideration liability \$0.7m; FY20 includes payments for lost pallets over a number of years \$0.7m, bad debts expense relate to a customer that was placed into administration \$0.6m, executive leadership team member exit payment \$0.2m

3 ROCE (return on capital employed) = EBIT pre AASB16 leases and before significant items / (equity + net debt / (cash))