

28 August 2023

APM delivers strong FY23 result

APM Human Services International Limited (ASX: APM; 'APM' or 'the Company') is pleased to announce its results for the twelve months ended 30 June 2023 ('FY23'), a period of strong growth in revenue and earnings. The period saw APM's team of 14,750 passionate people driven by aligned values and purpose, assist over 2.1 million people in local communities across 1,700 sites and 11 countries.

Key FY23 Highlights

- **Revenue up 43% to \$1,896.4 million**
- **Organic revenue growth of \$183.2 million**
- **Statutory NPATA¹ of \$158.5 million, up 72%**
- **Underlying EBITDA up 19% to \$365.0 million**
- **Underlying NPATA² up 7% to \$178.2 million**
- **Operating cashflow of \$264.3 million**
- **Cash conversion of 72.4% with H2 cash conversion of 83.4%**
- **Final dividend of 5.0 cents per share fully franked (10.0 cents full year)**

Commenting on the FY23 result, APM Group CEO Michael Anghie said:

"The 2023 financial year has been pleasing on a number of fronts for APM and its global team. Delivering on our purpose of enabling better lives we are pleased to have supported over 2 million people this year.

"We continue to partner with our Stakeholders globally to deliver positive social impact through our services which support the achievement of the United Nation's Sustainable Development Goals through the work we do every day.

"We've delivered on the commitments we made at the time of our listing on the Australian Securities Exchange including but not limited to:

- pursuing growth opportunities and winning market share;
- extending our average contract tenure, with no key contracts due for renewal in FY24 or FY25 and a strong pipeline of new opportunities;
- diversifying our business, both in terms of geography and service offerings, to boost resilience. APM's top 3 contracts now comprise 26% of revenue compared to 43% at the time of listing;

¹ Net profit after tax and before amortisation of customer contracts

² Net profit after tax and before amortisation of customer contracts adjusted for one-off non-recurring expenses associated with advisory fees and corporate development costs

- completing a series of strategic acquisitions including Equus Workforce Solutions in the USA and Everyday Independence in Australia, supporting our ambition to become market leaders in large growing markets;
- securing key contracts in North America and the United Kingdom including the Functional Assessment Services contract in Lot 3 – South East England, London and East Anglia with a total contract value of \$720 million over five years which will commence in FY25; and,
- continuing to invest in and build upon our capabilities ensuring we provide evidence based, high-quality and compliant services into the NDIS market and Allied Health sector.

“As a result of our strategic initiatives, APM is more diverse and resilient than ever before. We have an incredible team across our global operations delivering on our purpose. This year we’ve demonstrated we can win in new markets globally and successfully replicate our proven platform and track record of performance. We cannot underestimate the importance of global diversity and performance in supporting growth in contract wins.

“We are privileged to be able to provide the services we do on behalf of our Stakeholders”.

Final dividend declared

The Board declared a final dividend of 5.0 cents per share, which will be fully franked for Australian taxation purposes. The final dividend will be paid to shareholders on the register as at 8 September 2023. The final dividend brings the total cash dividends announced for the year to 10.0 cents per share. The Board’s decision to declare a dividend is reflective of APM’s strong financial performance, robust balance sheet and positive outlook.

Results Presentation

Supporting this announcement is a Results Presentation and Annual Report.

[FY23 results investor briefing to be held at 8:30am AEDT / 6:30am AWST today](#)

Participants can register for the conference and lodge questions in advance by navigating to:

- Conference call registration page:

<https://s1.c-conf.com/diamondpass/10032688-gh87y6.html>

Registered participants will receive their dial in number upon registration.

- Ends -



Authorised for release by the Board of APM Human Services International Limited.

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About APM

Founded in 1994 in Perth, Western Australia, APM is an international human services provider with the purpose of “Enabling Better Lives”.

Each financial year, APM supports more than 2.1 million people of all ages and stages of life through its service offerings that include assessments; allied health and psychological intervention; medical, psycho-social and vocational rehabilitation; vocational training and employment assistance; and community-based support services.

With over 1,700 sites spanning 11 countries (Australia, United Kingdom, Canada, United States of America, New Zealand, Germany, Switzerland, Sweden, Spain, Singapore, and South Korea), APM’s more than 14,750 team members work to enhance community health and wellbeing, delivering services to clients across the early childhood, youth, employment, insurance, justice, veterans, disability, and aged care sectors.

For further information please visit: <https://apm.net.au>

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