

ASX Announcement



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SHAPE Announces Over \$1 Billion in New Project Wins and Significant NPAT Growth

SHAPE Australia Corporation Limited (ASX: SHA) ('SHAPE' or the 'Company') is pleased to announce a business update for the financial year end FY24, including unaudited results for the period ending 30 June 2024.

Key Highlights:

- **Record New Project Wins¹:** Achieved over \$1 billion in new project wins, an increase of over \$150 million compared to \$843.7 million in FY23.
- **Revenue:** Expected to be approximately \$830 million (unaudited), down from \$862.4 million in FY23, due to delays in commencement of some projects.
- **EBITDA:** Projected to be between \$25 million and \$26 million, marking a notable increase of over 25% compared to the previous corresponding period (pcp).
- **NPAT:** Estimated in the range of \$15 million to \$16 million, reflecting a significant rise of over 40% compared to pcp.
- **Backlog Orders:** Anticipated to surpass \$450 million for FY24, up approximately 30% compared to \$343 million in pcp.
- **Growth Across Diversification Pillars:** Expected double-digit growth across the three pillars.
- **Pipeline:** Strong Forward Pipeline with a projected value exceeding \$3.2 billion.

SHAPE is pleased to report a strong finish to FY24, with record project wins¹ exceeding \$1 billion and backlog orders of more than \$450 million. Securing these projects reflects our commitment to quality, customer satisfaction, and operational excellence, as well as our ability to adapt to market demands.

FY24 revenue is expected to be around \$830 million, marginally lower than pcp due to delays in project commencements, which are now expected to begin in FY25. Despite this, SHAPE has demonstrated its resilience by sustaining margins through operational efficiencies, with FY24 EBITDA expected in the range of \$25 million to \$26 million, which is an increase of more than 25% on pcp.

SHAPE's track record of profitability continues in FY24, with NPAT estimated in the range of \$15 million to \$16 million, reflecting a significant rise of over 40% compared to pcp.

SHAPE's three diversification pillars, which includes the expansion of non-core markets, construction capabilities and geographic locations, have all contributed to the record project wins in FY24. Specifically, geographic expansion is expected to deliver three times the project wins compared to the pcp.

¹ Including SHAPE and its associate DLG SHAPE Pty Limited

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National fitout & construction services



Looking ahead to FY25, SHAPE anticipates ongoing industry challenges but remains optimistic due to its substantial backlog and strong forward pipeline valued at over \$3.2 billion.

CEO, Peter Marix-Evans, provided insights into SHAPE's performance amidst prevailing market conditions:

"Despite the construction industry continuing to face cost escalation and labour shortage challenges, SHAPE's robust business model, supported by an agile risk framework for pricing and delivering projects, has enabled us to grow. Our diverse project portfolio, particularly in shorter-duration projects, has been a key driver of our success.

Extended tender periods have delayed the start of several projects, affecting revenue recognition. However, we have maintained a strong backlog position for FY25. Our ability to sustain margins despite lower revenue underscores our team's dedication to operational efficiency, strategic cost management, and resilient safety management.

SHAPE is optimistic about its growth prospects, supported by a strong forward pipeline and the highest backlog order book as it enters the new financial year."

SHAPE will release its FY24 results on the week commencing Monday, 19 August 2024.

ENDS

This announcement was authorised for release by the Board of Directors.

About SHAPE:

SHAPE Australia (ASX: SHA) is a leading national fitout and construction services specialist. Headquartered in Sydney, with nine additional branches across major capital cities and regional centres, SHAPE Australia delivers projects across multiple sectors, including Commercial Buildings, New Build and Modular Construction, Facades, Defence, Education, Health, Hospitality, and Retail. With more than 620 people, an award-winning company culture and an impressive Net Promoter Score of +87, SHAPE brings transparency, a partnership approach, and three decades of experience to undertake any type of construction project.

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