



EUROZ HARTLEYS

INDUSTRIAL FORUM

20 November 2024

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THE POWER OF ADVANCED MATERIALS

MATRIX – A GROWTH BUSINESS

Matrix designs, engineers, manufactures composite and advanced materials to:

- Deliver **subsea buoyancy solutions** to the world
- Support growth of the **renewable energy** sector
- Protect key infrastructure with **corrosion resistant coatings**
- Deliver alternative high-tech **advanced materials technologies**



Strong revenue expansion delivered, growth trajectory



Recurrent accretive revenue via Corrosion Technologies sustainment work



Strengthening subsea market, active quotation pipeline



Advanced materials emerging, rising level of defence, renewable, clean energy work



State of the art manufacturing plant, world's largest syntactic foam production capacity



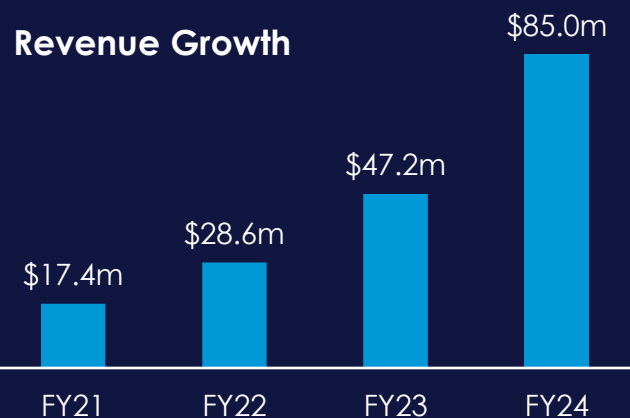
Funded for growth in activity across energy and resources



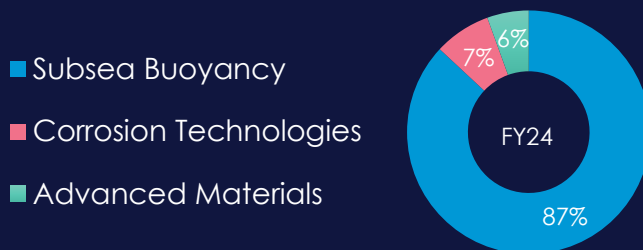
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FY24 – CONTINUES STRONG MOMENTUM

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Revenue Contribution



FY24 RESULTS

Revenue

\$85.0m ▲ 80%

Underlying EBITDA ¹

\$11.0m ▲ from \$0.2m

Underlying EBITDA Margin

12.9% ▲ from 0.2%
18.0% margin 2H FY24

Net Profit After Tax

\$3.6m ▼ from \$8.7m ²

Operating Cash Flow

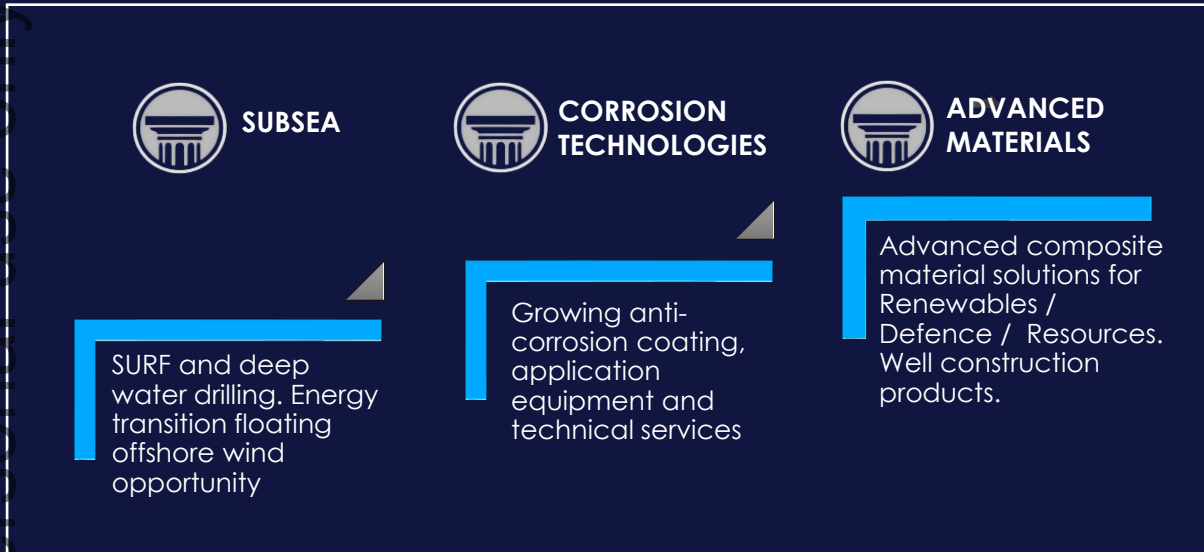
\$10.9m ▲ from (\$9.1m)

Net Cash

\$14.4m ▲ 29%

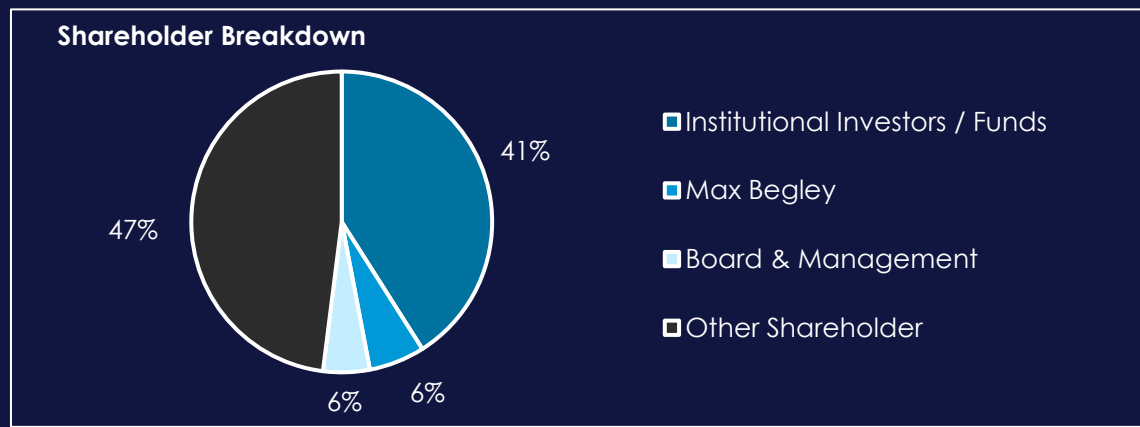
- Underlying EBITDA FY24 excludes FX loss \$0.7m and non-cash fair value (FV) accounting gain of \$0.6m. FY23 excludes FX loss \$0.4m, non-cash FV accounting loss \$1.3m and impairment reversal of \$15.8m.
- FY23 boosted by \$15.8m reversal of prior period asset impairments from uplifted market outlook.

COMPANY OVERVIEW



Capital Structure	
ASX Ticker	MCE
Share Price (19 Nov 24)	\$0.24
Shares on Issue ¹	223.81m
Market Capitalisation ¹	\$53.7m
Cash ²	\$23.3m
Convertible Note Debt ²	\$8.9m
Enterprise Value ²	\$39.3m

Board & Management	
Peter Hood	Non-Executive Chairman
Aaron Begley	Managing Director & CEO
Brendan Cocks	Executive Director & CFO
Steven Cole	Non-Executive Director
Chris Sutherland	Non-Executive Director
Alison Terry	Non-Executive Director



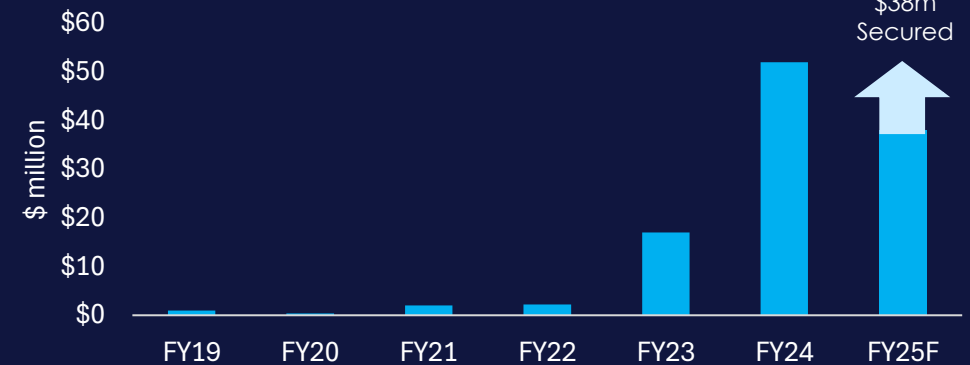
1. As at 19 Nov 24
 2. Cash and Debt as at 30 June 24

MOMENTUM BUILDING SUBSEA PRODUCTION (SURF)

STRONG SURF MARKET PENETRATION

- FY23 turning point for Matrix presence in global SURF Market
- \$100m secured across 3 projects in recent years, including \$5m of variations this year
- In negotiations for further projects of similar scale being pursued for FY25 production and future growth.
- Further Growth and another record year expected in FY25 for SURF

SURF Revenue



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MOMENTUM BUILDING SUBSEA PRODUCTION (SURF)

SUSTAINED INDUSTRY ACTIVITY

- Strong tailwinds in SURF. Key Customers expecting busy conditions for foreseeable future.

MATRIX STRONG QUOTATION PIPELINE

- ~\$300m of competitive quotations submitted, yet to be awarded.

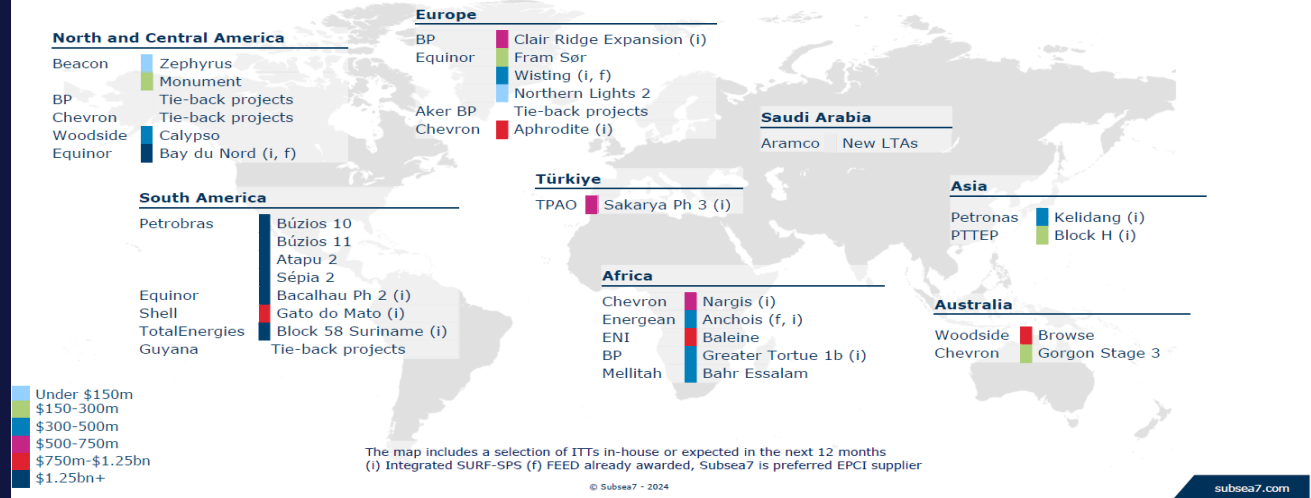
- 5 to 7 material projects with a value of \$100m to \$160m expected to be awarded before the end of the financial year, including 1 near term project that will underpin H2 FY24 revenue.

- +\$200m of upcoming projects identified with existing clients, not yet quoted.

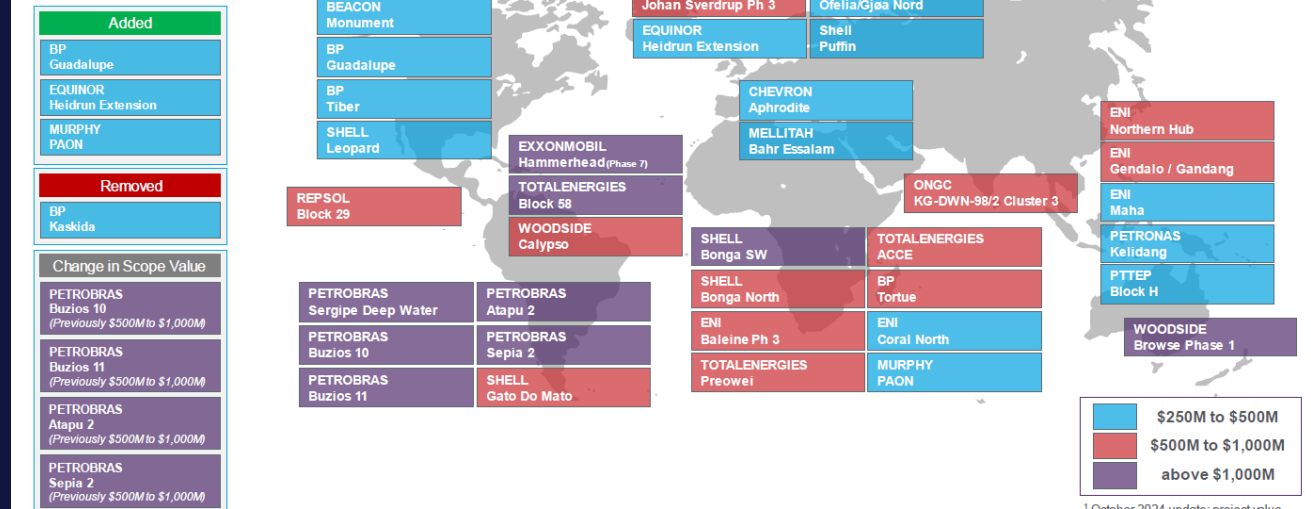
- Building track record which will open up new contractors and operators, building accessible market.

Source:
Top Right – Subsea 7 2Q 2024 Investor Presentation.
Bottom Right – Technip FMC Investor Presentation October 2024.

Subsea prospects



PROJECT UPDATES



¹ October 2024 update; project value ranges reflect potential subsea scope

INDUSTRY RECOVERY IS BUILDING DRILLING MARKET

INDUSTRY LEADER

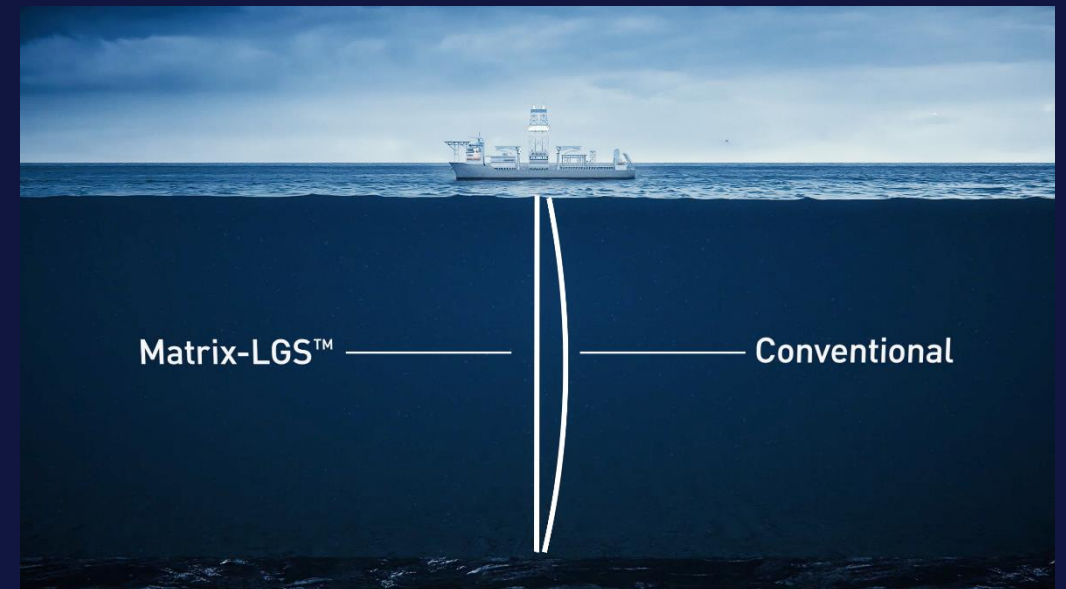
- +\$1B of syntactic foam buoyancy delivered by Matrix to the drilling sector in last 15 years.
- Global fleet of ~200 Rigs and Drill ships, with ~\$2B of Buoyancy.
- Significantly improved market conditions for drillers should lead to demand for replacements and upgrades.

STRENGTHENING DRILL RIG MARKET

- Strong recovery to drilling sector in recent years.
- Opportunities pipeline increasing, ~\$130m of competitive outstanding quotes to the drilling sector.
- 2 x potential project awards identified for +\$10m for production during 2025.
- Increase in LGS quotes for South American activity.

LGS® - TECHNOLOGY DIFFERENTIATION

- Patented VIV and drag reduction technology to enhance production in strong currents.
- Significant value proposition to drillers when operating in high currents – ability to drill for longer.

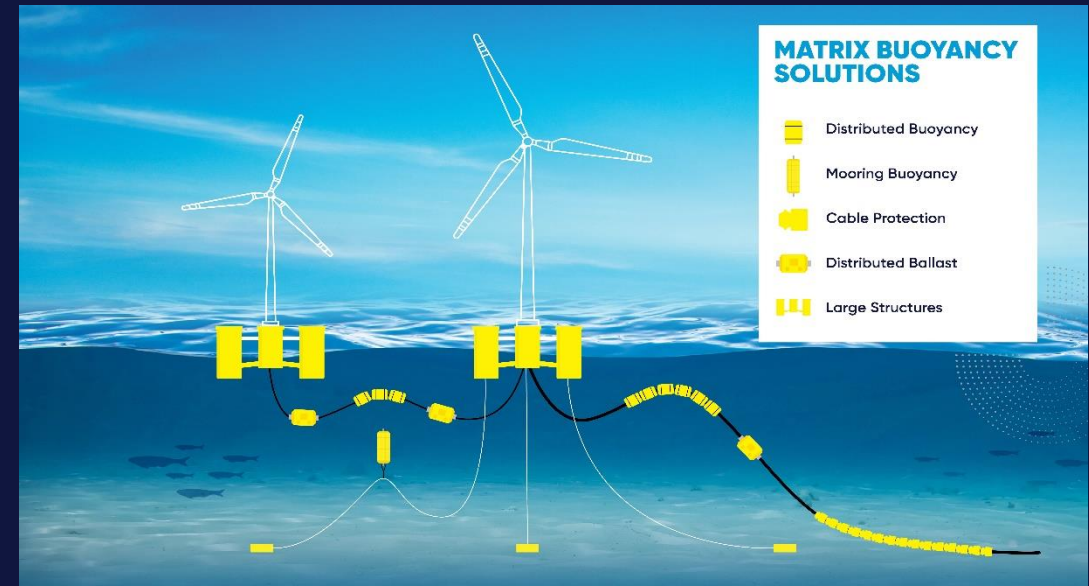


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PRODUCT GROWTH OPPORTUNITIES

OTHER SUBSEA BUOYANCY



DEEP SEA MINING EQUIPMENT

- Recently completed riser buoyancy system using syntactic foam technology for a deep-sea research vessel.
- \$13m order delivered in July 24.
- More opportunities identified and quoted.

OFFSHORE FLOATING WIND

- 26.5 GW of new floating wind capacity to be added by 2030.
- Rapid escalation of floating wind capacity expected from 2030 as suitable seabed areas are exhausted by the fixed wind market.
- Active participation in quotes for local Asian markets. First projects scheduled to commence 2026, +\$60m currently bid.

Floating wind data courtesy GWEC Market Intelligence, July 2023

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EXTENDING INTO ENERGY AND RESOURCES MARKETS

CORROSION TECHNOLOGIES

TECHNOLOGY SOLUTIONS

- Humidur® Coatings
- Composite repairs
- Equipment hire
- Rotolining: Thermoplastic lining

LOCAL RESOURCES SECTOR

- LNG
- Brownfield developments
- Operational maintenance

PROGRESS

- Converting and growing local major companies.
- Growing base products, with hire and training revenue moderating as cornerstone client's requirements mature.



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EMERGING MARKET SPACE

ADVANCED MATERIALS

TECHNOLOGY SOLUTIONS

- Syntactic foam for Unmanned Underwater Vehicles (UUV)
- Steel replacement and advanced composites applications
- Design and Manufacture of Engineered Polymers

AUSTRALIAN INDUSTRY SECTORS

- Defence
- Resources: Iron ore, LNG, Gold
- Energy Transition: Hydrogen, Solar, Wind
- Civil

DEMONSTRATED PROGRESS

- Advanced materials revenue up 80% in FY24 to \$4.7m
- Centraliser opportunities growing
 - Aramco qualification and first order ~\$1m
 - New US Distributer growing US share
 - Other Middle East opportunities identified
- Rio Tinto structural product designed and tested. Ready for field testing
- Defence continues to advance
 - Supply into Australian UUV Market. Scale opportunities being pursued
 - Supporting Australian and US Sustainment. New orders received

KEY CLIENTS



DEFENCE
CONTRACTORS

RioTinto

THE POWER OF ADVANCED MATERIALS

FY25 GROWTH OUTLOOK

- Strong base of ~\$48m secured revenue for FY25 already in place.
- Near term subsea market opportunities remain:
 - New awards under current negotiation to significantly add to FY25 order book.
 - Another record year expected for SURF in FY25.
- Expected recurring revenue from Corrosion Technologies and Advanced Materials of at least \$10m p.a. with opportunities to grow.
- Advanced materials clean energy work continuing to emerge.
- Defence opportunities building momentum.
- Floating wind opportunities add to prospective pipeline, but likely from 2026.
- **Targeting continued growth from strengthening Subsea market, and capturing opportunities in Advanced Materials.**





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