



# Symal Group Limited

Morgans Conference  
October 2025



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## Financial information

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## Past performance

Past performance of the Company cannot be assumed as indicative of the future performance. There is NO guarantee of future performance – actual results and future outcomes will in all likelihood differ from those outlined in this presentation.



Infrastructure



Power and  
renewables



Utilities



Data centres



Defence



Buildings  
and facilities

**A diversified  
services provider  
focused on  
resilient end  
markets.**



**\$1.76bn**

Work-in-hand<sup>1</sup>



**~\$1.5bn**

Open early contractor  
involvement (ECI) projects<sup>4</sup>



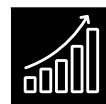
**3.41 TRIFR**

Below industry  
average of 6.0<sup>2</sup>



**~1,500**

Office and site  
based employees



**\$117-127m**

FY26 Normalised  
EBITDA guidance<sup>3</sup>



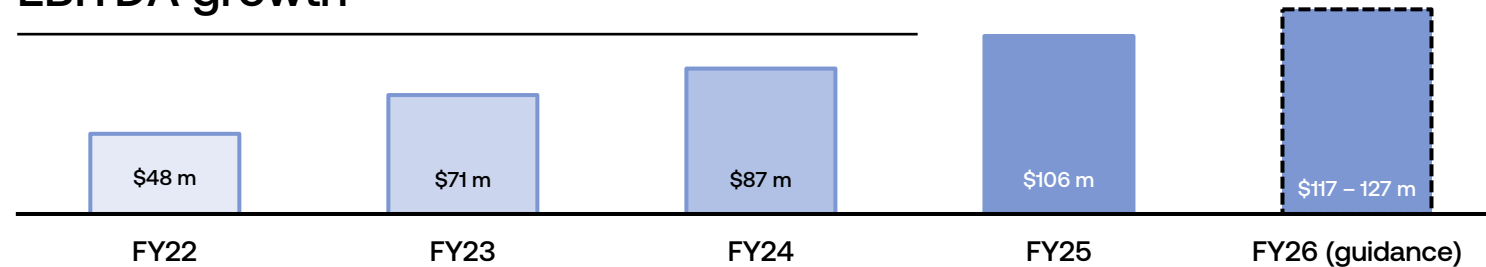
**30-50%**

Dividend payout ratio  
as percentage of NPAT



# A history of growth

## EBITDA growth<sup>1</sup>



## Our transformation

| 2001-2008 →                  | 2009-2019 →         | 2020-2024 →                | 2024-2025 →    | 2025-2030                                                                                                                                                                            |
|------------------------------|---------------------|----------------------------|----------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Foundations and early growth | Strategic expansion | Integration and innovation | National scale | Ongoing expansion                                                                                                                                                                    |
|                              | <br>                | <br><br>                   | <br><br><br>   | Expanding market share – organic and inorganic <ul style="list-style-type: none"> <li>→ end markets</li> <li>→ capabilities</li> <li>→ geographies</li> <li>→ revenue mix</li> </ul> |





# Strategically located and growing



## Comprehensive east coast presence

Comprising 22 individual main offices, regional offices, yards and operational facilities.



## Flexible workforce

Highly flexible traveling workforce, supported by >2,000 contractors able to deliver across the nation.



## Acquisition growth

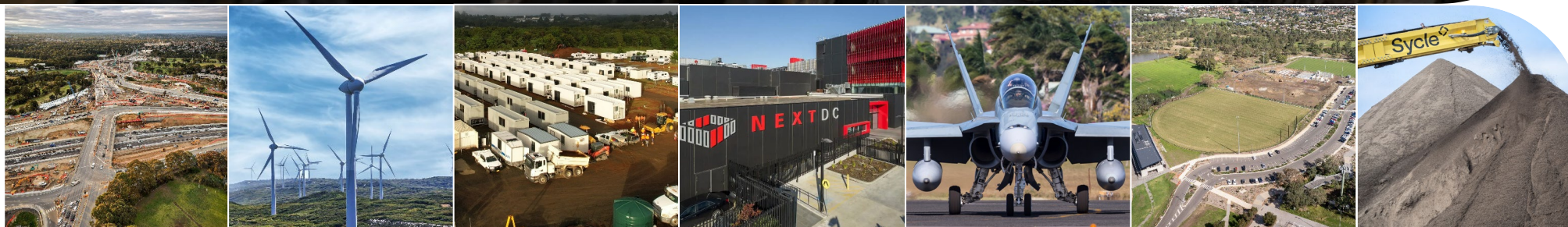
Actively searching for acquisition opportunities across the country to further geographical reach and capabilities. Prioritisation of Queensland, New South Wales and South Australia.



- Key project wins
- Key ECI's associated with FY25
- Symal office locations



# Key growth priorities



## Infrastructure

## Power and renewables

## Utilities

## Data centres

## Defence

## Building and facilities

## Recycling and repurposing

## Organic

Expansion of market share

Growth of in-house electrical capabilities

Focus on recurring revenue, expand client base and expansion

Increase client base and national expansion

Increase defence opportunities and partnerships

Expansion of market share

Fuels and sales; circular precinct

## Inorganic

QLD, NSW and SA – expand offerings and new clients

Broaden capabilities and acquire market share

Focus on water, gas and power

Additional services to increase data centre market share

Acquire defence focused businesses and expand beyond current capabilities

QLD, NSW and SA – expand offerings and new clients

Continue to build organically through acquired business

## Market

\$310b over the next 5 years<sup>1</sup>

\$110b over the next 5 years<sup>1</sup>

\$52b over the next 5 years<sup>1</sup>

\$26b over the next 5 years<sup>3</sup>

\$765b over the next 10 years<sup>2</sup>

\$120b over the next 5 years<sup>1</sup>

23m tonnes per annum by 2030<sup>1</sup>

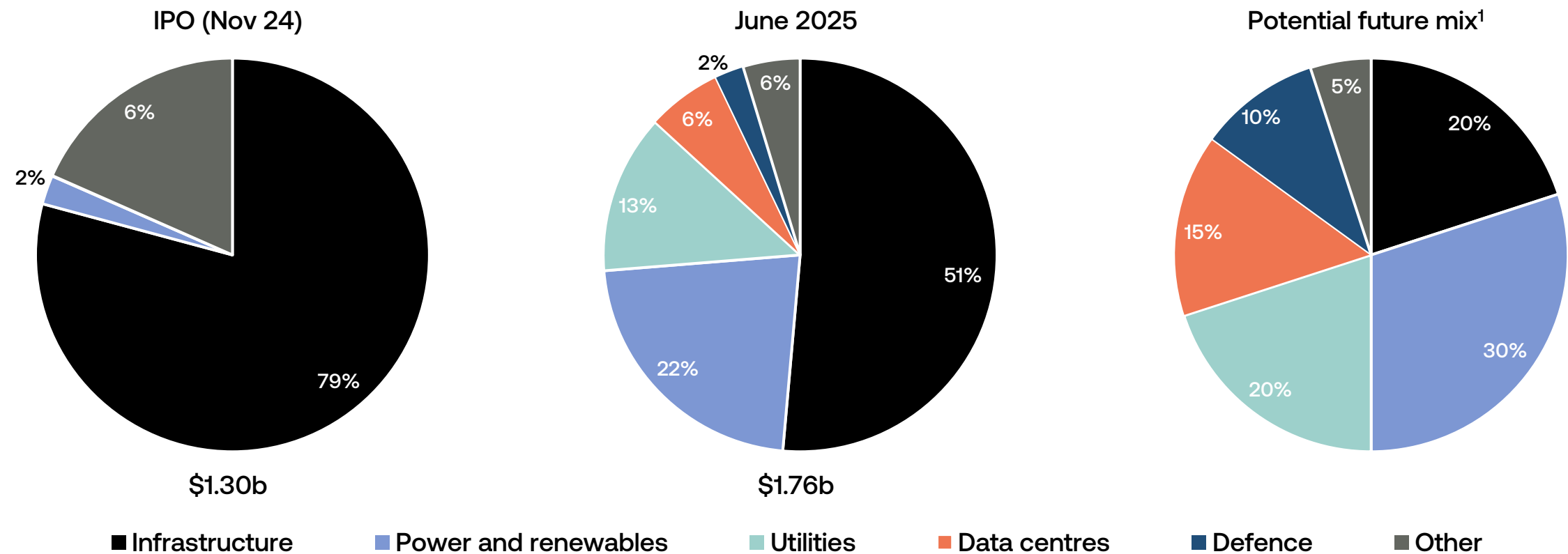
(1) Oxford Economics Civil Construction and Construction and Demolition Waste Outlook, August 2024. East coast expenditure.

(2) 2024 National Defence Strategy and 2024 Integrated Investment Program, Australian Government (2024). Total defence budget over the next 10 years is \$765 billion which includes all defence expenditure – both related and unrelated to infrastructure.

(3) Empowering Australia's Digital Future (October 2024), published by Mandala Research.

# Continued end-market diversification

Work-in-hand mix over time





# Symal in summary



## Founder-led and management aligned

Highly experienced, ambitious and passionate leaders and staff.



## Diversified revenue streams

Lump sum, cost-plus, transactional, and recurring revenue streams across diverse geographies in resilient end markets



## Disciplined risk approach

Conservative approach to pricing and managing risk on projects with clear risk framework



## History of high growth and strong margins

25-year history of sustained growth, with limited access to capital



## Strong cash generation and balance sheet

~100% target cash conversion and strong balance sheet capacity to fund growth



## Future growth plans

Strong pipeline of future projects across our end markets with plans to accelerate through targeted acquisitions





