



Energy Technologies Limited (ASX:EGY) Investor Presentation

Important Notice & Disclaimer



This presentation has been prepared by Energy Technologies Limited (EGY or the Company). It should not be considered as an offer or invitation to subscribe for, or purchase any shares in EGY, or as an inducement to purchase any shares in EGY. No agreement to subscribe for securities in EGY will be entered into on the basis of this presentation or any information, opinions or conclusions expressed in the course of this presentation.

This presentation is not a prospectus, product disclosure document, or other offering document under Australian law or under the law of any other jurisdiction. It has been prepared for information purposes only. This presentation contains general summary information and does not take into account the investment objectives, financial situation and particular needs of an individual investor. It is not a financial product advice and the Company is not licensed to, and does not provide, financial advice.

This presentation may contain forward-looking statements which are identified by words such as 'may', 'could', 'believes', 'estimates', 'targets', 'expects', or 'intends' and other similar words that involve risks and uncertainties. These statements are based on an assessment of past and present economic and operating conditions, and on a number of assumptions regarding future events and actions that, as at the date of this presentation, are expected to take place. Such forward-looking statements do not guarantee of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors many of which are beyond the control of the Company, its Directors and management.

Although the Company believes that the expectations reflected in the forward looking statements included in this presentation are reasonable, none of the Company, its Directors or officers can give, or gives, any assurance that the results, performance or achievements expressed or implied by the forward-looking statements contained in this document will actually occur or that the assumptions on which those statements are based are exhaustive or will prove to be correct beyond the date of its making.

Readers are cautioned not to place undue reliance on these forward-looking statements. Except to the extent required by law, the Company has no intention to update or revise forward-looking statements, or to publish prospective financial information in the future, regardless of whether new information, future events or any other factors affect the information contained in this presentation.

Readers should make their own independent assessment of the information and take their own independent professional advice in relation to the information and any proposed action to be taken on the basis of the information. To the maximum extent permitted by law, the Company and its professional advisors and their related bodies corporate, affiliates and each of their respective directors, officers, management, employees, advisers and agents and any other person involved in the preparation of this presentation disclaim all liability and responsibility (including without limitation and liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use of or reliance on anything contained in, or omitted from, this presentation. Neither the Company nor its advisors have any responsibility or obligation to update this presentation or inform the reader of any matter arising or coming to their notice after the date of this presentation document which may affect any matter referred to in the presentation.

Bambach Wire and Cables

- Bambach Wire and Cables sells low voltage industrial and specialised copper cables across Australia
- Founded in 1936, it is the oldest existing Australian cable manufacturer and 100% owned by Energy Technologies since 2012
- Factory in Rosedale, VIC with sales offices in New South Wales, Western Australia and Victoria
- Blue Chip customer base across Rail and Road, Mining, Construction, Defence and Power and Energy

Bambach Wire and Cables

- Strategic review undertaken September and October 2023 ✓
- Lateral revenue lines identified ✓
- Restructured approach to manufacturing alongside new sales divisions ✓
- Suppliers and Logistics shortlisted and engaged ✓
- Marketing and sales commenced ✓
- Identification of Distribution agreement opportunities ✓
- New offering to commence July 2024



Manufacturing

- Located in Rosedale, Victoria
- Specialised cables produced for the Low Voltage segment of the market
- Targeted production to support sales functions



Manufactured Sales

- Project Sales
- Contract sales
- Short run, short delivery focus



Purchased Sales

- High Volume, low margin
- Diversified supply chain
- Broad Target Market

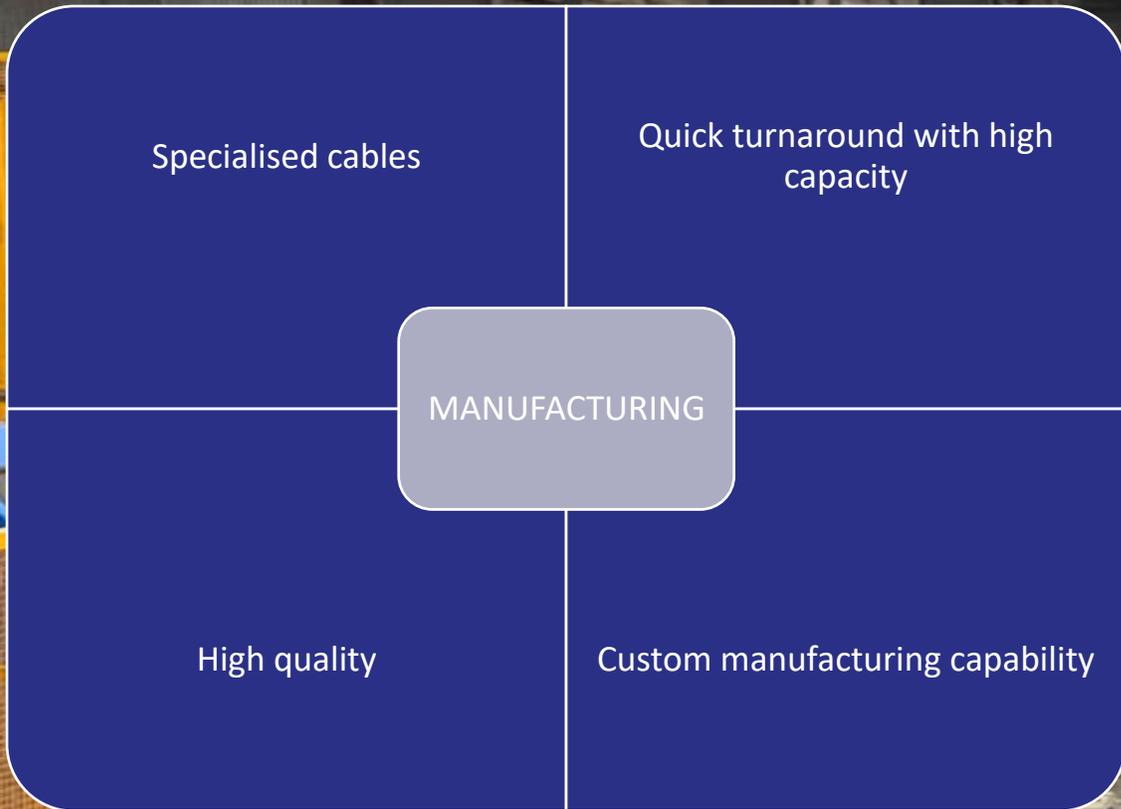


Wholesale Distribution

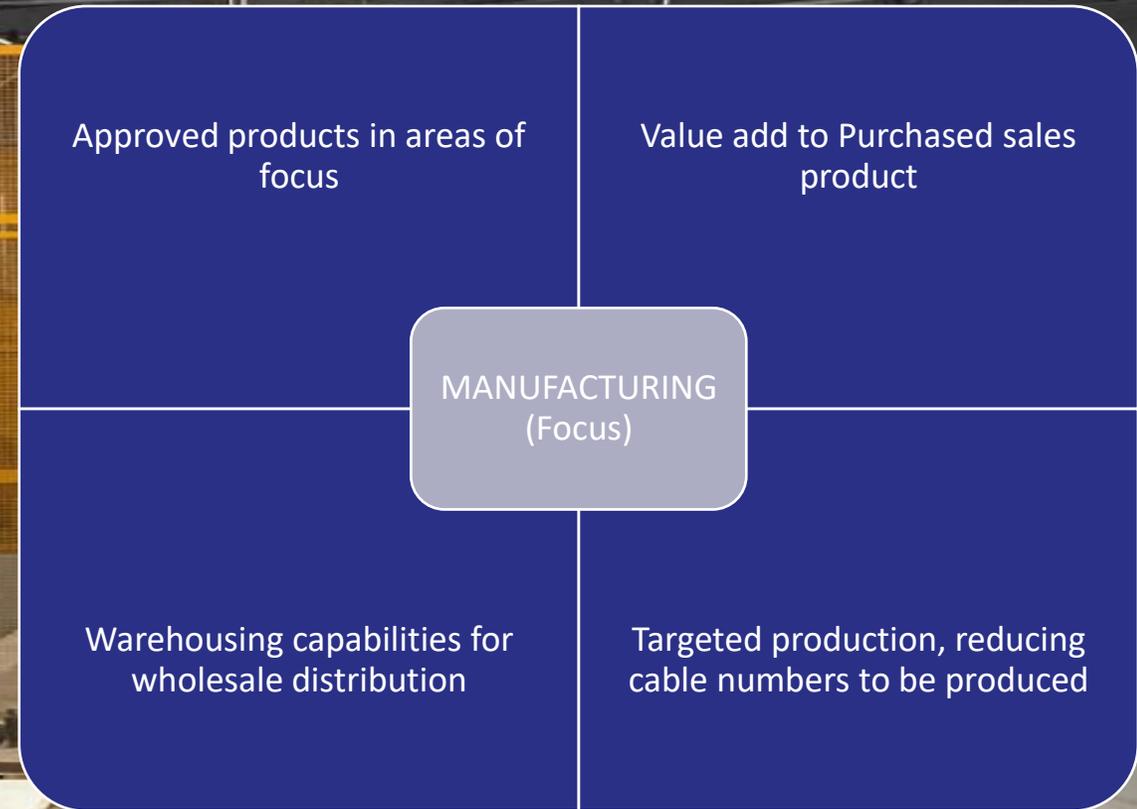
- Established product offering
- Established client base
- Efficient working cap requirements

Product Target Market greatly expanded

OPERATIONS



EXPANDED OPERATIONS





Manufactured Sales

- Project sales focused on Rail, Road and Infrastructure will be a mix of manufactured high gross margin product (>35%) and low margin Purchased Sales to create and showcase both a competitive tender and evidence of speciality
- Contract sales focused on Rail, Road, Infrastructure and Energy (Renewables) will be short run specialised product with short delivery times (>30%)
- Proprietary specialised product sold through the sales channels (>23%)
- Current order book remains strong



Purchased Sales

- Broad target market with emphasis in Construction and Mining
- Value add processes at the factory level to manage end margins
- Commoditised product margin expected to be 16%
- Value add product margin expected to be >23%
- Strategy now tested through first shipment landed and sold (\$567k) at a 67% margin



Wholesale Distribution

- Distribution agreements identified and sought for well established brands in Australia
- Used to fast track Purchased sales division growth
- Margin expected to be ~16% depending on the size, working cap agreements and brand name
- Opportunity to provide central and branch warehousing of product at Rosedale and branches adding extra revenue opportunity
- Early agreements targeted to be ~\$2m in sales

Corporate Update

- Strategic review has resulted in a total restructure and focus
- Personnel and business plan repositioning to be completed by the end of June
- All action items from the Staged approach have now been met
- New sales division has contributed its first sales ahead of schedule
- Wholesale Distribution agreements have been identified and are to be aggressively sought
- A concentrated approach to contract tenders utilising both specialised manufacturing capabilities and purchased sales product to enable the company to participate in larger opportunities
- FY25 focus on margin and cashflow generation
- Acquisitions will be considered with parameters focused on expanding client reach, cashflow breakeven, shorter working cap cycles and lateral expansion of the product offering into our existing industry base