



ASX Announcement

28 February 2023

FY23 H1 Financial Results & Operational Highlights

Melbourne, Australia: Technology design and development growth company, Synertec Corporation Limited (ASX: SOP, "Synertec", "the Company" or "the Group") is pleased to provide the Company's financial results and a summary of key achievements for the six months ending 31 December 2022 ("FY23 H1" or "the Period").

Summary FY23 H1 Financials (\$ million)	FY23 H1	FY22 H1 ¹	Change	% Change
Total Revenue & other income	7.3	5.8	Up 1.5	Up 25%
Engineering Consultancy Services Revenue	5.6	4.3	Up 1.3	Up 31%
Adjusted EBITDA before R&D activities	(1.0)	(0.7)	Down (0.4)	Down 52%
NPAT	(2.4)	(1.6)	Down (0.9)	Down 57%
Cash receipts from customers	7.8	6.0	Up 1.7	Up 29%
Net Cash	7.1	4.1 ²	Up 3.0	Up 72%

¹ Prior comparative period ("pcp")

² As at 30 June 2022

FY23 H1 Financial and Operational Highlights

- Revenue & other income increased 25% on pcp to \$7.3 million
- Cash receipts from customers increased 29% on pcp to \$7.8 million
- Net cash of \$7.1 million as at 31 December 2022
- Safety – Zero Lost Time Injury Rate and Zero Total Recordable Case Frequency Rate
- Powerhouse Technology
 - Powerhouse, a Predictive Intelligence solar & battery system providing reliable 100% renewable base load power for remote areas has been successfully "cutover" and integrated with Santos Limited's ("Santos", ASX:STO) production and operating systems, supplying 100% of power, emission-free, to a remote cluster of eight gas wells, replacing fossil-fuelled generators
 - Powerhouse has operated for 3 months live in the field through a range of challenging weather conditions
 - Following a successful field trial, it is expected the parties will migrate to a commercial contract for Synertec to provide Powerhouse units to Santos on a long-term rental basis
- Engineering Business
 - Strong platform for profitable growth
 - Contract award with Melbourne Water for approximately \$10 million (circa \$3 million per annum over a 3-year term with an option for a 2-year extension) supporting project work across Melbourne Water's extensive operational asset base
 - Other key work secured during the period includes Control and Monitoring System (CMS) upgrades for the Melbourne Underground Rail Loop and work to improve Australia's current gas supply infrastructure with APA (ASX:APA) and Woodside (ASX:WPL)
 - Gross margins up versus FY22, with strategies in place to further expand margins which are expected to enhance profitability in the Engineering business over the course of CY23



Synertec's Managing Director, Mr. Michael Carroll, commenting on FY23 H1 said:

"The Powerhouse field trials with Santos are progressing well and continue to demonstrate Powerhouse's technical credentials as a reliable and commercial solution to reduce the carbon footprint of remote industrial operations. With a large addressable market both domestically and internationally, Powerhouse is poised to deliver transformational growth for the Company.

"We are continuing to advance commercial terms with Santos and are looking forward to the commercial roll-out of the technology. We are also assessing opportunities to progress Powerhouse in the United States where we have had a range of conversations with the Government, private sector (including listed public companies) and major banks who have all expressed interest in the benefits that Powerhouse provides.

"Our Engineering business continues to grow in scale and win key work across a range of end markets. The relationships we have built continue to drive new work, and importantly provides an avenue for the Company to roll out our technology applications. The growing scale of the Engineering business, coupled with our focus on costs and margins, is delivering improved profitability to this segment and we will continue to focus on a range of strategies to further enhance our financial performance.

"With the continued positive financial and operational performance of our Engineering business, the commercialisation of our technologies that help the global energy industry transition to a low carbon future, and a strong balance sheet, Synertec is well positioned to deliver growth in to the second half of FY23 and beyond."

Financial Performance

Synertec generated revenue and other income for the Period of \$7.3 million, up 25% on pcp (31 December 2021: \$5.8 million). This result was underpinned by continuing strong growth in engineering consultancy services revenue, which generated \$5.6 million in revenue, an increase of 31% on pcp (31 December 2021: \$4.3 million).

Synertec's Engineering business strengthens and protects important technology intellectual property development, which would otherwise be sourced through external service providers. It is an efficient and commercial relationship between the Group's business segments which enables the Group to prioritise and focus on its growth-leading technology development and effectively accelerate the technology commercialisation process.

As a result of the continued change in mix of revenues in the Engineering business from predominantly fixed price solutions to consultancy services over the past three years, Engineering gross margins have further strengthened and consolidated. During the Period, the gross margin increased a further one (1) percentage point (31 December 2021: 4 percentage points), which was in line with budgeted expectations, with the gross margin at a level which is double that achieved in the financial year prior to COVID-19 (FY19).

Adjusted EBITDA before R&D activities, which excludes the effects of non-operating and non-recurring items and R&D costs, was a Group loss of \$1.0 million (31 December 2021: \$0.7million). The combined result from the Engineering and Corporate segments of the business improved to an Adjusted EBITDA loss of \$0.5 million (31 December 2021: \$0.7 million), and their combined net operating cash flow was positive \$0.2 million (31 December 2021: \$1.0 million), which is a turn-around on pcp of \$0.8 million, mainly attributable to the significant growth and improved performance in the Engineering business.

Group net cash as at 31 December 2022 of \$7.1 million, with cash receipts from customers during the Period up 29% to \$7.8 million.

Please refer to Synertec's FY23 H1 Reviewed Interim Financial Report for further information on the Company's operational and financial performance.

Powerhouse Technology

Powerhouse, a Predictive Intelligence ('PI') solar & battery system providing reliable 100% renewable base load power for remote areas, continued to progress towards commercialisation during the Period, commencing the final stage of testing on a cluster of eight production wells spread across an area of approximately 10 square kilometres in remote central Queensland. The successful live operation of Powerhouse enables the bank of gas generators to be disconnected from the operating system and prepared for decommissioning. Gas previously used to fuel the generators at the site can now be directed into the Australian gas network, increasing gas supply and revenue for the field operator.

Powerhouse has performed successfully through challenging conditions including two cyclonic weather events in northern Australia which impacted the field in Queensland, and a lightning strike which the system responded to smoothly with automatic protective measures that proved effective.



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The extensive data and knowledge gathered over the development and operation of the system thus far has significantly de-risked the field trial and roll-out of Powerhouse units on a global scale over the medium term.

Engineering Business

During the Period, the Engineering business secured several major awards, including the long-term contract announced in January 2023 to provide ongoing technical support and project services at Melbourne Water's Eastern Treatment Plant (ETP) and more broadly to other key assets outside of ETP. Other key contracts secured during the Period include the Control and Monitoring System (CMS) upgrades for the Melbourne Underground Rail Loop ('MURL'), as announced in October 2022, and work to improve Australia's current gas supply infrastructure with APA and Woodside.

Michael Carroll said:

"From the time it was founded over 25 years ago, Synertec has been consistently engaged by many blue-chip tier-1 customers such as CSL Limited (ASX:CSL) (since 1996), Melbourne Water (since 2007) and Metro Trains Melbourne (since 2017). These recent major contract awards reflect Synertec's best-in-class automation and control engineering expertise and extensive experience in global control technologies, coupled with deep domain knowledge of its customers' operations – all of which are contributing to a strong platform for profitable growth by improving key drivers such as work in hand, people utilisation and sell rates."

Outlook

Following the successful Placement during the Period, Synertec's balance sheet is well positioned to support the Company's technology-led growth strategy, including commercialising large near-term ESG-focused technology opportunities in the energy sector; while also growing out its high-end engineering solutions business.

Synertec will continue to focus on progressing the Powerhouse technology over the next 6 months, with plans to complete field testing, achieve sign-off and reach commercial terms with Santos Limited. The Company will continue to develop various Powerhouse opportunities identified in the United States, and with major global Australian-based companies in the resources and energy sectors.

Demand for ESG-focused technologies and engineering solutions continues to grow, particularly around large infrastructure projects in the energy and water sectors. Synertec will continue to invest in its people and systems to drive continued growth in its technology and engineering consultancy services during the second half of FY23 and beyond.

-ENDS-

For more information and all media enquiries, please contact:

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This ASX announcement is authorised by the Directors of Synertec Corporation Limited (ASX: SOP).

About Synertec:

Synertec Corporation Ltd (ASX: SOP) is a technology design and development growth company enabling a low carbon future through innovative technology solutions. Commercialising scalable, environmentally friendly and energy efficient technology for global markets in energy, critical infrastructure and advanced manufacturing through innovative partnerships with a portfolio of blue-chip customers, Synertec is proactively participating in the world's transition to a low carbon economy in a practical way for the benefit of future generations.

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Synertec Corporation Limited
(ASX: SOP)



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FY23 H1 Financial & Operational Update

'The only ASX-listed company focused on zero-emission remote, portable & continuous 24/7 industrial-scale energy production.'

expertise  experience

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This presentation has been prepared by Synertec Corporation Limited (Synertec or the Company) on behalf of the Company and its subsidiaries (the Group).

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FY23 H1 Financial & Operational Highlights

- ✓ Revenue & other income increased 25% on pcp to \$7.3 million
- ✓ Revenue from Engineering Consultancy Services increased 31% to \$5.6 million
- ✓ Cash receipts from customers increased 29% on pcp to \$7.8 million
- ✓ Gross margin further strengthened during the Period, up 1 percentage point vs pcp
- ✓ Net cash at 31 December of \$7.1 million, increased balance sheet strength
- ✓ Powerhouse technology enters final stage of testing, operating live in the field having successfully “cutover” & integrated with Santos Limited’s (“Santos”, ASX:STO) systems
- ✓ Strengthened platform for profitable growth - Major Engineering contract award with long-time customer, Melbourne Water, for circa \$10 million (circa \$3 million per annum over a 3-year term with an option for a 2-year extension) supporting project work across Melbourne Water’s extensive operational asset base
- ✓ Safety – Zero Lost Time Injury Rate and Total Recordable Case Frequency Rate
- ✓ Headcount approaches 100 talented people



About Synertec

Synertec is a **technology growth company**: our Technology business has significant **near-term growth** potential with several products nearing commercialisation; and our growing Engineering business generates **cashflow**

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Technology

We design, develop and deliver **technology** that provides our partners with a **viable, powerful and immediate transition** to a low carbon future.

Synertec's IP is protected as it's **developed in-house** by its Engineering team – also enabling accelerated speed-to-market



Engineering

Our multi-disciplinary expertise **supports Technology** development and provides solutions for Tier-1 blue-chip customers in:

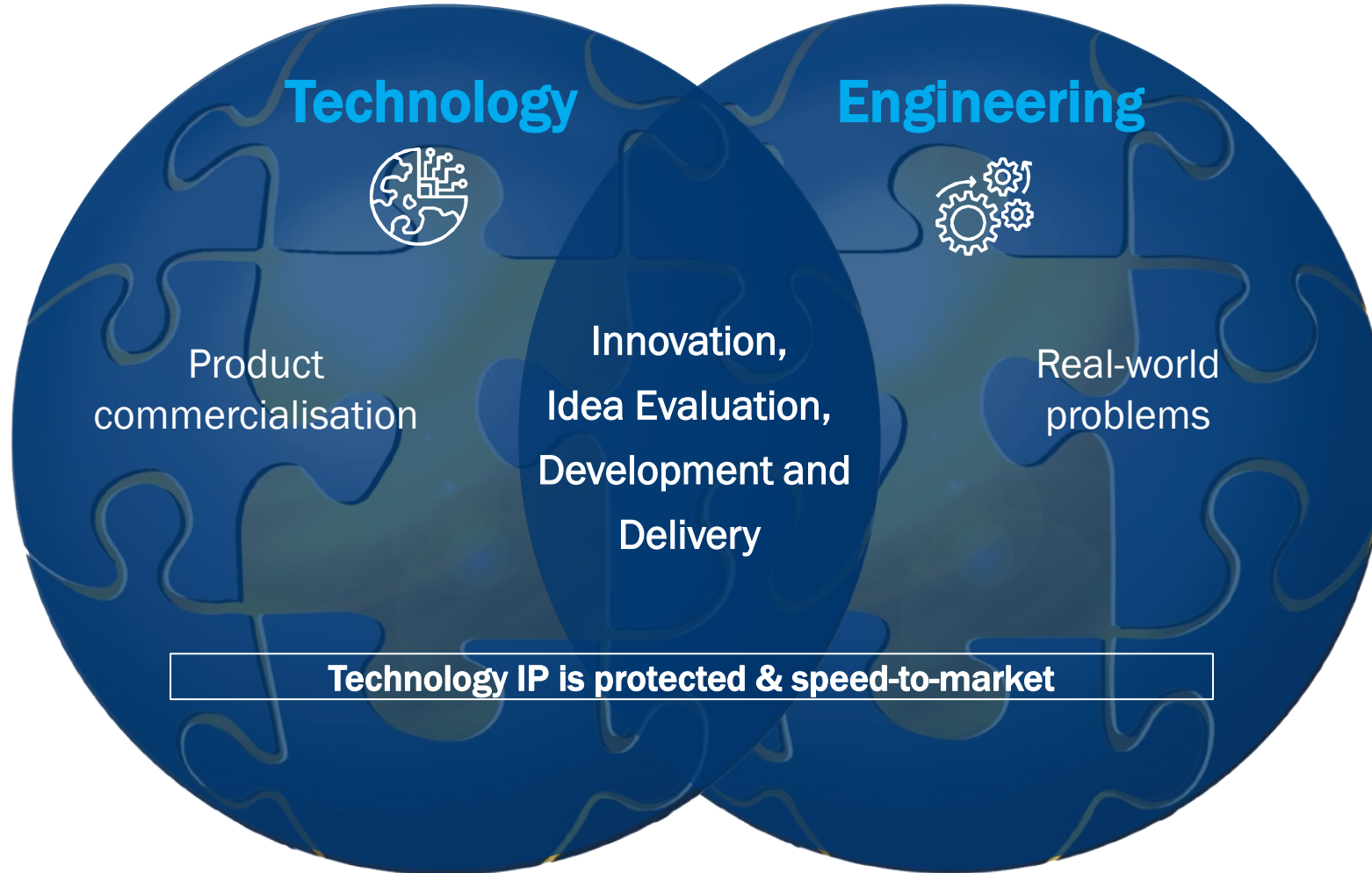
- Energy
- Critical Infrastructure
- Water
- Advanced Manufacturing

Integrating Technology and Engineering for 25+ years

At this critical juncture for the global economy, Synertec can deliver **immediate solutions** to help solve the challenges of **energy efficiency, security and reliability** that governments and commercial leaders require



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Synertec's technology solves the most pressing needs of our time

Synertec's engineering solutions are practical & commercial



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Sustainable Business Focus

The global focus on carbon emissions reductions presents an **historic investment opportunity** in Synertec's Technology and Engineering solutions



Environment

- Developing technologies to support the energy transition
- Reducing the carbon footprint of legacy processes and repairing past damage
- Responding to tightening environmental regulations with innovative 'green' technologies



Social

- Working with industry to reduce its carbon footprint, recycle & deliver cleaner energy, water, products & services
- Supporting local economies with sustainable employment
- Social enterprise procurement strategy
- Safety paramount – Zero Lost Time Injury Rate & Zero Total Recordable Case Frequency Rate



Governance

- Transparency and accountability to stakeholders
- Product & service transparency
- Solutions formed in collaboration with local regulators
- ISO 27001 Information Security accreditation in-progress



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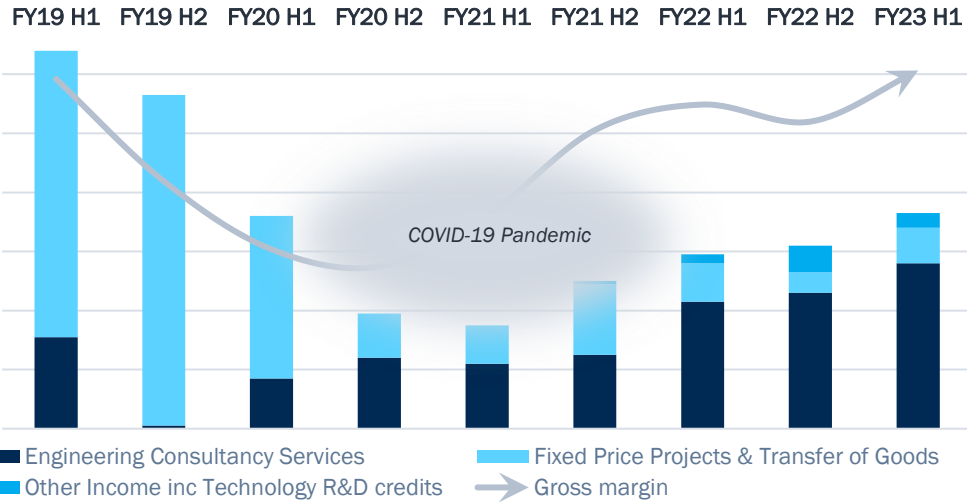
FY23 H1 Financial & Operational Highlights





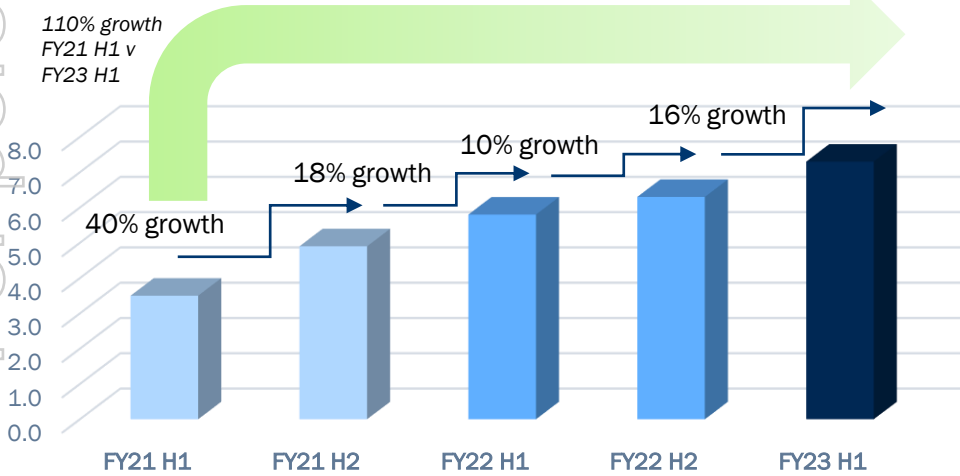
FY23 H1 Financial Highlights

Total Revenue & Other Income (\$M) & Gross Margin (%)



- Revenue & other income increased 25% on pcp to \$7.3 million
- Engineering consultancy services revenue increased 31% to \$5.6 million
- Gross margins further strengthened and consolidated during the Period, up 1 percentage point versus pcp
- Billable headcount has grown by over 50% across the past two (2) years, with customer-driven recruitment ongoing

Total Revenue Growth FY21 H1 - FY23 H1 (\$M)

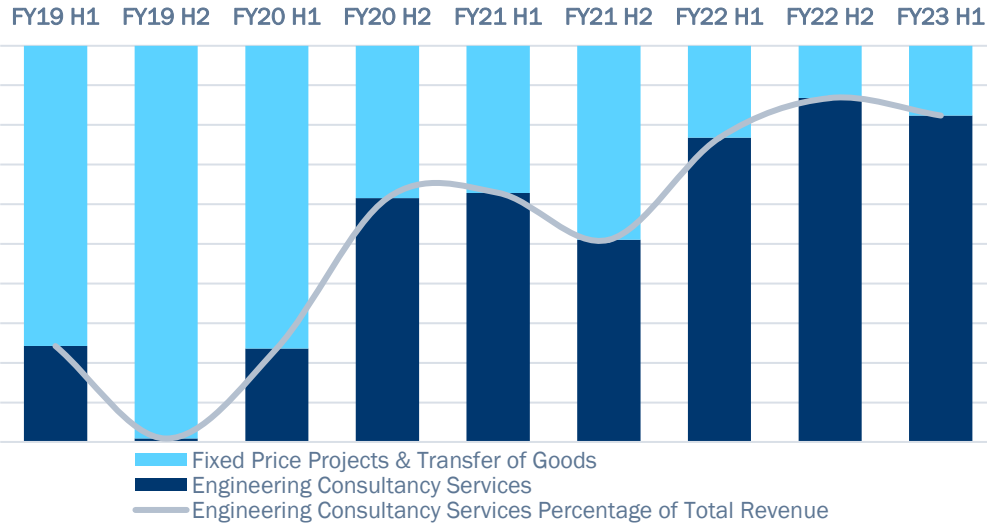


- FY23 H1 was the 4th consecutive half of revenue growth
- 110% revenue growth FY21 H1 v FY23 H1
- Continued customer engagement and new contracts secured, provide **platform for further growth** from solid work in hand and pipeline of opportunities from existing customer base
- Recognised expertise in target sectors and customer-demand is enabling **BD focus on larger, longer term opportunities**



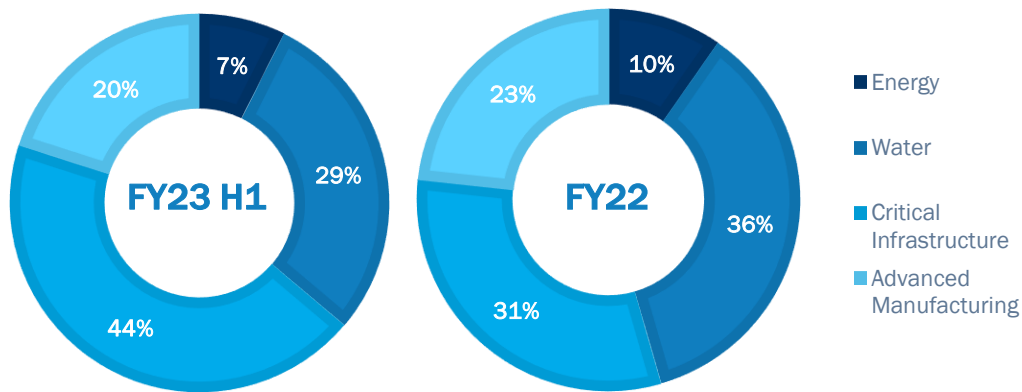
FY23 H1 Financial Highlights (continued)

Engineering Revenue Mix by Half Year (%)



- Shift in revenues continues in the Engineering business from predominantly fixed price solutions to consultancy services over the past three years has improved gross margins and working capital cycle
- Strategies in place to expand margins which are expected to further enhance profitability in the Engineering business over the course of FY23 and FY24

FY23 H1 v FY22 Revenue Mix by Industry (%)



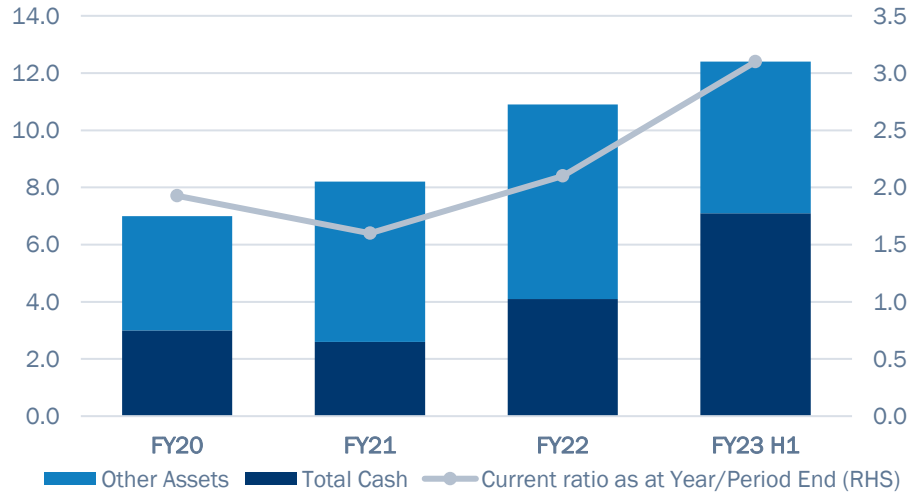
- Revenue spread across the four key target industries consistent with FY22, with additional revenues mainly in critical infrastructure following further contract awards
- Major new contracts in the period in critical infrastructure and water
- Spread of expertise and end customer engagement provides a strong platform for the rapid commercialisation of our transition technologies

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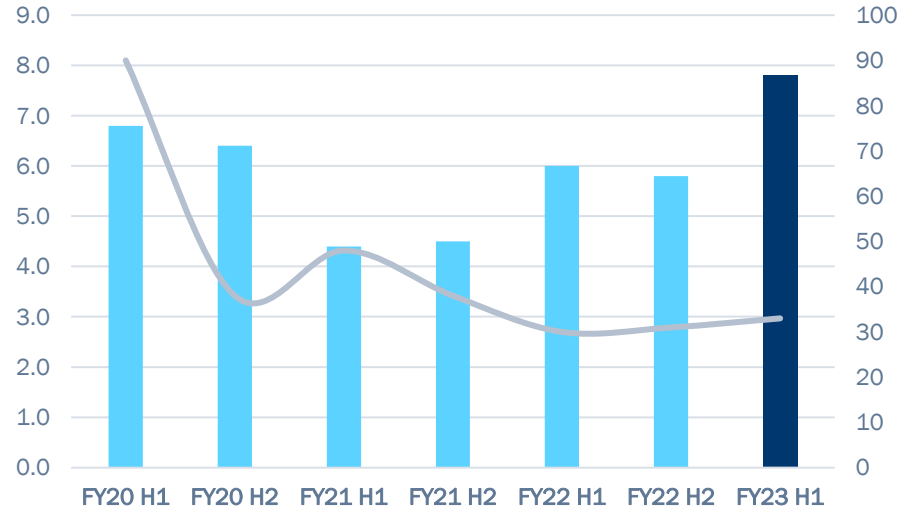
FY23 H1 Financial Highlights (continued)

Total Assets, Cash (\$M) & Current Ratio (times)



- **Strong balance sheet** – successful strategic share placement in September 2022 raising \$5.0 million (before costs)
- Current Ratio of **3.1 times** as at 31 December 2022, up from 2.1 times as at 30 June 2022
- **Cash represents 57%** of total assets at 31 December 2022
- Synertec operates with **no working capital debt or covenants** from its bank

Cash Receipts from Customers (\$M) & Days in Debtors (days)



- Receipts from customers of **\$7.8 million**, up 29% on pcp
- Debtor days stable in **30-40 day target range**
- **No receivables or WIP** considered bad or doubtful at 31 December 2022
- Contract awards in recent years and transition towards engineering consultancy services has enabled **shorter working capital cycle**

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FY23 H1 Engineering Business Highlights



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Contract Wins Drives Strong Work In Hand

- Contract award with Melbourne Water (announced January 2023) for circa \$10 million (circa \$3 million per annum over a 3-year term with an option for a 2-year extension) providing ongoing technical support and project services across Melbourne Water's operational asset base
- Control and Monitoring System (CMS) upgrades for the Melbourne Underground Rail Loop ('MURL') (announced October 2022), adding to other work in progress with MURL
- Further work with APA (ASX:APA) and Woodside (ASX:WDS) to improve Australia's current gas supply infrastructure (announced October 2022)



Safety & Team Growth is Paramount

- Zero Lost Time Injury Rate & Zero Total Recordable Case Frequency Rate
- Skills and talent expanding despite tight labour market
- Company significantly grew its team of highly skilled and talented people across the period to approximately 100 people, with customer-driven recruitment ongoing
- Workforce is the largest in the company's history providing increasing billable capacity, which was up circa 30% vs pcp
- Highly skilled workforce is an enabler of technology development and commercial deployment

Engineering Solutions – Recurring “Blue Chip” Customer Base



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	Engineering
Product	Enabler of technology development & access to markets
Overview	<p>Niche multi-disciplinary engineering expertise supporting a Tier-1 blue chip customer base</p> <p style="text-align: center;">+</p> <p>Supports Synertec Group’s focus on technologies for low carbon energy transition and digitisation of industry</p>
Market Opportunity	<p>80%+ of revenue from repeat business</p> <p>Targeting four key industries:</p> <ul style="list-style-type: none"> • Energy • Critical Infrastructure • Water • Advanced Manufacturing (Pharmaceutical & Biotech)
Revenue Model	Engineering consulting and fixed fee structures
Total Addressable Market	Tier-1 blue chip customer base investing in large target markets of energy, water, critical infrastructure & advanced manufacturing

Energy	Water
Critical Infrastructure	Advanced Manufacturing

Powerhouse Technology



Introducing Powerhouse

The **only** electrification technology using **Predictive Intelligence** to create, control & deliver **zero-emission** industrial-scale continuous **24/7 renewable energy** (with **no fossil-fuel back-up**)



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The Challenge:

Forward-looking companies on the path to Net Zero need proven immediate solutions for reliable renewable cost-effective electrification

- ✓ Powerhouse offers a cost-effective, mobile, 100% continuous 24/7 electrical energy system that can be easily deployed via a stable microgrid to deliver base load distributed power for a viable and immediate transition to a low carbon future.
- ✓ Powerhouse Predictive Intelligence (PI) leverages real-time big data insights to optimise the supply and demand of clean energy with certainty, reliability and security - no fossil fuel backup is required.
- ✓ Flexible, remote and island micro-grid applications with many use cases across community batteries, mining, oil & gas, manufacturing, agriculture, defence, data centers, etc.



POWERHOUSE
by SYNERTEC



Powerhouse is Live in the Field

Roma area, Queensland, Australia



Santos is an ASX-listed Australian energy pioneer, one of the Top 20 largest global oil and gas companies, with an ambitious Climate Transition Action Plan.

Santos requires renewable, controllable, continuous base load power on a cost-effective basis, replacing banks of gas and diesel generators as the current source of power.

Synertec's Powerhouse is a mission-critical solution

The first installation, successfully integrated into Santos' operating system, supports remote gas well operations in the Roma area, in Queensland.

- ✓ At scale, through a multi-year expansion plan, the system saves >1M tonnes of carbon emissions across thousands of wells
- ✓ Impact toward Santos' emission reduction goals
- ✓ Substantial commercial benefits (cost & revenue) over fossil-fueled power generation
- ✓ Proves prediction accuracy and energy reliability
- ✓ Meets robust safety and environmental standards



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The Market Opportunity

Powerhouse can be utilised on remote sites globally and monitored and controlled from Melbourne, Australia

Staged development and rollout program to drive growth across multiple target markets in Australia and United States

Gas exploration & production

Mining exploration & production

Agriculture

Manufacturing

Community Batteries

Initial Target Market:

- Coal Seam Gas ('CSG') accounts for ~25% of Australia's gas production, which has increased by 140% over the past decade
- USA CSG sector is approaching the size of the Australian CSG sector, and accounts for almost 10% of USA's gas production
- USA focus is accelerating on the heels of the Inflation Reduction Act
- In Australia alone, tens of 1,000's of diesel, gas and hybrid generators are used for remotely-located industrial plant & equipment
- Each Powerhouse typically replaces 3-4 diesel or gas generators, provides substantial cost-savings and ESG benefits
- Powerhouse will be deployed to other applications and sectors





Powerhouse Progresses to Commercialisation

Initial rollout of Powerhouse units is to be on brownfield sites to eliminate fossil-fuel generated power

Key recent developments include:

- Powerhouse, a Predictive Intelligence solar & battery system providing reliable 100% renewable base load power for remote areas has been successful “cutover” and integrated with Santos Limited’s (“Santos”, ASX:STO) production and operating systems in Queensland
- The cutover results in Powerhouse supplying 100% of power, emission-free, to a remote cluster of eight gas wells, replacing fossil-fuelled generators
- Powerhouse has operated for 3 months live in the field providing power supply through a range of challenging weather conditions
- Following a successful field trial, it is expected the parties will migrate to a commercial contract for Synertec to provide Powerhouse units to Santos on a long-term rental basis

Upcoming milestone targets (H2 FY23):

- Aim for initial purchase orders
- Forecast commercial deployment & cash flow

Phase	Estimated Completion	Status
Concept design	Q4 FY21	Complete
Statement of requirements approved	Q1 FY22	Complete
Front End Engineering Design (FEED)	Q2 FY22	Complete
Procurement of key equipment inputs	Q3 FY22	Complete
Detailed design	Q3 FY22	Complete
Beta testing software & load management	Q3 FY22	Complete
Fabrication	Q4 FY22	Complete
Factory Acceptance Testing (FAT)	Q4 FY22	Complete
Commercial terms for prototype agreed	Q4 FY22	Complete
Site Acceptance Testing (SAT)	Q1 FY23	Complete
Field Trial commencement (‘cutover’ complete)	Q2 FY23	Complete
Commercial terms beyond prototype agreed	H2 FY23	In-progress
Completion/sign-off	H2 FY23	In-progress

Other Technologies





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LNG Custody Transfer System (CTS)



High precision measurement system for the fiscal transfer of LNG



Eliminates fugitive emissions - competitive advantage



Leverage to growing demand for LNG as a marine fuel



Synertec-installed land-based systems in place



Developing marine-based solution with GasLog



Current LNG CTS applications:

- Synertec has installed and maintains large land-based CTS systems in place at the Gorgon and Wheatstone facilities in Western Australia

CTS opportunities:

- Synertec has partnered with LNG carrier owner GasLog to develop marine (ship-to-ship) CTS
- Marine CTS design recently certified by Det Norske Veritas (DNV) – world leading independent certification body
- IMO2020 marine fuel standards are driving a long-term transition to less polluting fuels such as LNG - in 2020, 175 LNG fueled ships, >200 on order
- CTS technology anticipated \$0.5M-\$1M in revenue per vessel
- Next steps in FY23:
 - Venice Energy first potential customer with Outer Harbour LNG project in South Australia
 - Gaslog's & other FSUs under construction



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Composite Dry Powder (CDP)



Treatment of hydrocarbon drilling mud & wastewater



Potential to convert mud into non-polluting high-strength building materials



Enhances operational safety and lowers transportation risks



Synertec has IP/supply licence from GreenTech



Wider applications in mining tailings and sewage sludge

CDP opportunities:

- Synertec has a perpetual and exclusive licence to utilise Sichuan GreenTech Environmental's CDP technology within Australia, New Zealand, Canada, North America, Central America and South America
- Synertec supported GreenTech with commercial-scale pilot programs in China with Sinopec and PetroChina
- Lab testing in Australia has delivered similar results to China
- Synertec has an MOU with BeneTerra to progress environmental testing and promotion of CDP
- Next steps in FY23:
 - Continue with analysis and further progress environmental testing and promotion of CDP in Australian market, including further engagement with Australian authorities



Group Outlook



Investment Conclusion

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Technologies for a world in transition

- Three advanced technologies to help customers solve their environmental problems
- Strong focus on ESG outcomes and reliability
- Powerhouse technology targeting commercialisation in FY23

Powerhouse technology progressing to commercialisation

- Live field trial successfully in progress for 3 months
- Strong onsite operating performance
- Progressing to commercial terms
- Large scalable renewable technology with global opportunities, exploring USA
- Bankable funding model

Underpinned by deep technical & management skillset

- Growing team of circa 100 highly skilled engineers & professionals
- Strong R&D track record
- Retains IP in-house & speed-to-market for technology
- Ability to attract and retain key staff
- Stable Board and management team

Robust balance sheet & financial performance

- Growing revenue from engineering business
- Improving engineering margins and operating cash flow
- \$7.1m cash as 31 December 2022
- No working capital bank debt or covenants

Corporate



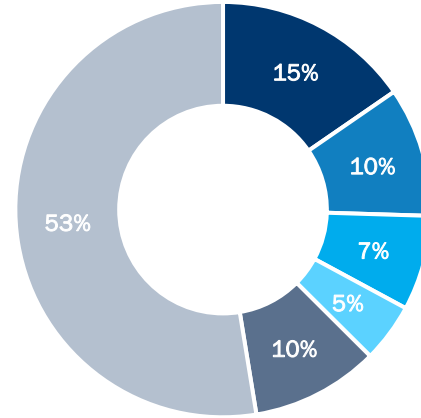
Corporate Snapshot

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Synertec Corporation Ltd

ASX Code	ASX:SOP
Shares on issue	395,132,299
Share Price (as at 27 February 2023)	27.0c
Market Cap (as at 27 February 2023)	\$107M
Cash (as at 31 December 2022)	\$7.1M

Key Shareholders



- Management
- Perennial Value Management
- Regal Funds Management
- SG Hiscock & Co
- Northwest Nonferrous Australia Mining
- Other

Company Board



Dennis Lin
Independent Non-Executive Chair



Michael Carroll
Managing Director



David Harris
Executive Director, [Technology & Future Business], CFO & Company Secretary



Leeanne Bond
Independent Non-Executive Director

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SYNERTEC



Michael Carroll

Managing Director | CEO

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