

30 August 2023

FLEETWOOD DELIVERS FY23 RESULT

CORPORATE HIGHLIGHTS

\$ million	FY23	FY22
Revenue	410.6	446.1
EBITA	4.2	(12.3)
Pre-tax profit	2.6	(14.9)
NPATA ¹	2.0	(9.6)

BUSINESS UNIT RESULTS

Building Solutions	FY23	FY22
Revenue	295.9	333.1
EBITA	(5.5)	(24.3)
Community Solutions		
Revenue	33.7	31.7
EBITA	10.2	8.3
RV Solutions		
Revenue	80.6	81.2
EBITA	6.9	9.8

¹NPATA = Underlying NPAT plus after-tax amortisation of contract intangible.

Fleetwood Limited (ASX: FWD) (Fleetwood or the Company) announces today full year earnings for FY23, recording NPATA of \$2.0 million during the period. Fleetwood returned to profitability during FY23 with improved momentum demonstrated in the second half of the year.

Building Solutions' losses were substantially reduced as FY22 major projects were closed out and the implementation of the Build, Transform & Grow strategy gained momentum.

Community Solutions' results improved reflecting planned shutdowns and increased activity in the Karratha market.

RV Solutions saw reduced consumer discretionary demand emerge in the fourth quarter changing the trend of the past two years as well as several aftermarket clients reducing their stock holdings leading into the end of financial year.

The Company recorded earnings before interest, tax, and amortisation (EBITA) of \$4.2m (30 June 2022: \$12.3m loss) and statutory net profit after tax (NPAT) of \$2.0m (30 June 2022: \$47.5m loss) for FY23. Revenue for the period fell 8% to \$410.6m (30 June 2022: \$446.1m) reflecting the completion of FY22 major projects.

Fleetwood finished the year in a strong financial position with net cash of \$46.6m (December 2022: \$39.9m) as a result of the commercial settlement of several major projects and improved operational performance.

Reflecting the balance sheet position and improved earnings momentum, the Company has resumed dividend payments with a fully franked final dividend of 2.1 cents per share. The Company's dividend policy remains to pay out 100% of net profit after tax (NPATA basis).



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CEO COMMENT

Commenting on the results Managing Director Bruce Nicholson said:

"I am pleased with the progress we have made over the past year, dealing with challenges, and building the platform for our Company to return to profitability.

The underlying loss in Building Solutions continued to reduce and we are seeing the impact from materials and labour shortages ease as inflation and supply chains begin to normalise.

The business has continued to target projects aligned with its current capability and this focus saw the order book grow from \$87m in December 2022 to \$127m in June 2023. Many growth opportunities remain available for Building Solutions, notably in the school kindergarten programs as well as social and key worker housing sectors.

Community Solutions had a solid year with EBITA up 23% on FY22. The timing of major client shutdowns at Searipple Village saw an excellent performance in the fourth quarter with the highest occupancy and average rooms rates so far this cycle.

A highlight of the year was the June 2023 announcement of additional rooms booked by Rio Tinto under its accommodation agreement which is expected to generate a further \$100m to \$120m in revenue until the end of the contract term in April 2027.

The medium-term outlook for RV Solutions remains solid. The early part of FY24 has seen signs of re-stocking by aftermarket customers.

We have embedded the Build, Transform & Grow strategy in the business with the aim to focus on quality of revenue through diversification, generating sustainable margins, increasing utilisation, and reducing overheads to improve earnings. This is underpinned by new leadership capability across the business to successfully execute our strategy.

Based on the improved Building Solutions order book and forward bookings at Searipple, Fleetwood anticipates continued improvement in earnings momentum in FY24.

I look forward to the sharing the results of these programs with all shareholders in the coming year."

Full details of the FY23 results can be found in the FY23 Annual Report.

This announcement was authorised by the Fleetwood Limited Board.

For further information, please contact:

Bruce Nicholson / Andrew Wackett
Managing Director / Chief Financial Officer
+ 61 8 9323 3300

For media queries, please contact:

Michael Weir
Citadel-MAGNUS
0402 347 032

About Fleetwood

Fleetwood is a provider of innovative affordable modular and accommodation solutions as well as RV parts and accessories.

Established in 1964 and employing people in Australia and New Zealand, Fleetwood aims to be the leader in reimagining sustainable spaces.

For more, please visit www.fleetwood.com.au

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