

# SHAPE Newsletter

November 2023

## A message from the CEO

Dear Shareholders,

Following the first four months of FY24, I am pleased to report a solid start to the year with strong project wins and buoyant tender activity across core capabilities and growth areas, paving the way for the opportunity for a successful year ahead.

We have secured \$291 million of project wins in the first four months of FY24, compared to \$239 million in the prior corresponding period.

The market remains buoyant, with a significant increase in our 120-day pipeline of opportunities, which currently stands at \$1.3 billion. This is in comparison to our average 120-day pipeline over the last two years, which was approximately \$650 million.

Importantly, we are seeing strong year-to-date (YTD) project wins in our key growth and diversification pillars, including regional expansion and modular capabilities. In August 2023, SHAPE established a 2,000m<sup>2</sup> modular manufacturing facility in South Australia to support SHAPE's growth within the Modular sector.

SHAPE has also experienced meaningful uplift in our regional offices in the Gold Coast and Newcastle, which were established in late 2022 as part of our geographic expansion targets. Pleasingly, the YTD project wins for the Gold Coast is \$13.5 million compared with \$16.2 million for the full year in FY23. Additionally, Newcastle has achieved YTD project wins of \$7 million, compared with \$9.1 million for the full year in FY23.

Our success extends across the country as we have secured significant marquee projects in most states, including the prestigious BHP's headquarters in Perth and Adelaide University in South Australia. We have successfully completed significant projects during this quarter, including the fitout of Salesforce Tower in Sydney, the Darling Suites and the Façade upgrade at The Star Sydney, and the Officeworks refurbishment in Melbourne.

One of the highlights of this quarter is the attainment of ISO/IEC 27001 certification and the Defence Industry Security Program (DISP) membership. These accomplishments not only bolster our cybersecurity defences but also provide increased confidence to our customers, subcontractors, and our dedicated team. The DISP membership is critical to our pursuit of capital works projects for the Australian Department of Defence and Defence Primes. We are delighted to report a steady increase in project wins within this sector.

In the wake of the year-end results release this August, Scott Jamieson (CFO) and I concluded the financial year with a series of investor presentations to institutional investors. Presentations were conducted across Sydney and Melbourne, with mainly positive feedback received. These meetings were facilitated by our newly engaged Investor Relations (IR) consultant, NWR Communications, who is dedicated to advancing our IR and communications strategy.

We remain committed to the execution of our FY24 strategy and look forward to a promising year ahead. We appreciate your continued support and will continue to provide you with regular progress updates.



Peter Marix-Evans  
CEO

## Key Dates

Annual General Meeting at 2:00-3:00pm on **Thursday, 23 November 2023**.

[Register Here](#)

## Company News

### Achieving ISO/IEC 27001 certification and DISP membership

In September, SHAPE achieved ISO/IEC 27001 certification, making it one of only a few Australian construction companies to attain this global and independently verified information security certification. SHAPE also holds Defence Industry Security Program (DISP) membership, which ensures we have the right security requirements to deliver projects for the Department of Defence and Defence Primes, and it helps us better understand and manage security risks across our business.

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### SHAPE wins five MBA awards

At this year's various Master Builders Association (MBA) state awards, SHAPE took home a total of five wins for its projects: Headspace Palmerston medical centre (SHAPE Darwin), BHP office fitout (SHAPE Melbourne), Arup office fitout and the MinterEllison office fitout (SHAPE Adelaide), and TAFE Queensland Robina Campus (SHAPE Gold Coast). Arup, MinterEllison, and BHP have all been nominated as finalists in the national MBA awards.

[Read More](#)

### SHAPE Canberra wins People First Award

The Property Council of Australia ACT awarded SHAPE Canberra the People First Award at the ACT People in Property Gala Ball & Awards Night in August, in recognition for its outstanding initiatives that benefit its people and strengthen the organisation.

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### SHAPE wins Human Synergistics Cultural Excellence Achievement Award

SHAPE has become the third Australian company to receive the Cultural Excellence Achievement Award from leading cultural change organisation Human Synergistics. The award recognises organisations that have sustained a constructive culture for a prolonged period.

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### SHAPE shines light on operational excellence

Each year in August, SHAPE runs its internal Operational Excellence Program (OPEX), providing an opportunity for representatives from each state to visit the best-in-class project sites in other regions. Sites are assessed on project delivery disciplines, including customer experience, safety, quality, sustainability, and commercial risk. Results from this year show our customer experience and site establishment standards across our projects are extremely high.

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## People Updates

SHAPE's workforce steadily increased in Q1 FY24, with key strategic hires across our growth sectors and regions.

- Phillip Wicks promoted to Group Executive – Commercial
- James Fitzgerald promoted to General Manager – NSW
- 3 new strategic hires for SHAPE Modular in SA
- 3 new strategic hires for new build in QLD
- 2 new hires in Newcastle, NSW
- 2 new hires in Launceston, Tas
- Erin Oxley promoted to Senior Leadership Team in QLD
- Michelle Germano celebrated 25 Years at SHAPE

## Contact

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## About SHAPE Australia

SHAPE Australia (ASX: SHA) is a leading national fitout and construction services specialist. Headquartered in Sydney, with nine additional branches across major capital cities and regional centres, SHAPE Australia delivers projects across multiple sectors, including Commercial Buildings, New Build and Modular Construction, Facades, Defence, Education, Health, Hospitality, and Retail. With more than 600 people, an award-winning company culture and an impressive Net Promoter Score of +84, SHAPE brings transparency, a partnership approach, and three decades of experience to undertake any type of construction project.