

# ASX Announcement



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## SHAPE Delivers Strong Financial and Operational Performance.

SHAPE Australia Corporation Limited (ASX: SHA) ('SHAPE' or the 'Company') is pleased to announce a business update for the financial year end FY25, including unaudited financial results for the period ending 30 June 2025.

### Key Highlights:

- **Project Wins:** Secured project wins maintained at strong levels.
- **Revenue:** Forecast to be between \$950 million and \$960 million, representing a substantial increase of circa 14% against \$839 million in FY24.
- **EBITDA:** Expected to range between \$32.0 million and \$33.0 million, an uplift of approximately 25% from \$25.9 million FY24.
- **NPAT:** Estimated between \$20.5 million and \$21.5 million, reflecting strong growth of circa 31% from \$16.0 million in FY24.
- **Backlog Orders:** Anticipated to increase to circa \$460 million, slightly above the FY24 result of \$457 million. Several secured Pre-Construction fee engagements are expected to convert to full project wins in the coming six months, further enhancing this position.
- **Modular Project Wins:** Project wins are forecast to be over \$70m in FY25, more than double than that achieved in FY24.
- **Pipeline:** Strong Forward Pipeline with a projected value of \$4.0 billion, providing strong visibility into FY26 and beyond.

### Unaudited Performance

SHAPE is pleased to report a strong finish to FY25, delivering improvements across all key unaudited financial metrics. The Company recorded its highest project wins in its 35-year operating history. The ongoing growth in contract wins demonstrates SHAPE's continued focus on quality, customer satisfaction, and operational excellence, all of which are underpinned by robust systems and sound internal governance.

### Strategic Growth

The continued commitment to the strategic initiatives of expanding across SHAPE's three diversification growth pillars – geographic, capability, and sector expansion achieved double digit growth.

- Geographic expansion advanced in FY25 with the establishment of new offices in Geelong and Townsville, building on the success of earlier regional entries into the Gold Coast, Newcastle, and Tasmania. Revenue growth for our regional operations more than doubled to over \$115m.

Both Geelong and Townsville have already secured significant project wins, validating the strength of SHAPE's regional strategy and reinforcing its position as a truly national construction specialist.

- Capability expansion was driven by the scaling of modular operations in Victoria and South Australia, which are forecast to generate over \$70 million in project wins in FY25. This represents more than double the FY24 result of \$29.7 million, highlighting strong market demand and SHAPE's ability to expand its market share in this space.
- In new market sectors, SHAPE sustained its momentum, delivering over 30% growth. This continued expansion has not only broadened the service offering, but also diversified its client base, supporting a more resilient and adaptive business model that enhances revenue stability.

## People and Culture

SHAPE's workforce continued to expand, with total employee headcount rising to 680, representing a 7% year-on-year uplift. Culture remained a key focus area, with the latest Culture Amp survey returning an outstanding 86% overall engagement score. This places SHAPE 16% above the construction industry average and 7% higher than the top 10% of Australian companies in the same category.

### CEO, Peter Marix-Evans, commented:

*"SHAPE delivered strong improvements across key financial and operational metrics in FY25.*

*Starting the year with a robust project backlog, we were well-positioned to grow revenue and deliver strong profit outcomes. That momentum has continued throughout the year, with strong project wins secured, laying a solid foundation for continued growth in FY26.*

*Our focused efforts on geographic, capability, and non-core market expansion has helped grow our pipeline to over \$4 billion - our strongest forward outlook ever. Notably, we're seeing encouraging signs in regions such as Victoria, where the pipeline is expected to more than double over the next 18 months.*

*We've also seen the benefits of our ongoing investment in culture and systems. These foundations have enabled new team members to integrate quickly and contribute to delivering the operational excellence that defines SHAPE. With an engaged workforce, and an exceptional pipeline, we are optimistic about sustaining our growth into FY26."*

SHAPE will release its FY25 results on the week commencing Monday, 18 August 2025.

## ENDS

This announcement was authorised for release by the Board of Directors.

### About SHAPE:

SHAPE Australia (ASX: SHA) is a leading national fitout and construction services specialist. Headquartered in Sydney, with operations in all capital cities and key regional centres, SHAPE delivers high-quality interior, new build, and modular construction projects across diverse sectors, including Commercial, Defence, Education, Health, Hotels & Hospitality, and Retail. Backed by a team of more than 680 professionals, an award-winning company culture, and an impressive Net Promoter Score of +88, SHAPE brings transparency, a partnership approach, and three decades of experience to undertake any type of construction project.

### For further information, contact:

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