

Essential Infrastructure Solutions

NEXUS

Full Year results presentation | January 2025

Presentation team

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Housing and infrastructure project in Halstead, Essex.

Introduction to Nexus Infrastructure

- Civil engineering in infrastructure sectors critical to the UK
- Two operating subsidiaries
 - Tamdown – housebuilding sector
 - Coleman – water, rail, highways, rivers & marine sectors



Tamdown Group Limited

- Focussed on housebuilding sector
- Strong brand which has been developed over 48 years with a loyal customer base
- Civil engineering of site enabling, earthworks, roads, drainage systems, trenching and foundations
- Recognised for its experience and capabilities in complex, long-term multi-phase developments
- Well positioned for the recovery of the housebuilding sector



Taylor Wimpey

BLOOR HOMES

HOPKINS HOMES

Vistry Group

Barratt Redrow

dandara

CHARTWAY

Persimmon
Together, we make your home

Bellway

Keepmoat

Coleman Construction & Utilities Limited

- Acquired October 2024 as part of strategy to diversify into other sectors
- Delivering infrastructure projects for over 20 years in water, rail, highways and rivers & marine sectors
- Reputation for high-quality service delivery
- Projects in the water sector are part of five-year frameworks (AMP7 – now moving to AMP8).
- Safety-critical civil engineering and building work in the rail industry – associated with CP7 delivery plan to 2029 and beyond



FY24 progress and strategy

Growing with our customers

- New contracts for large developments secured with several major housebuilders, including Taylor Wimpey, Bellway, Vistry and Persimmon
- Order book increased by 12% to £51.6m



Expanding our market

- Identifying acquisition opportunities to expand the sectors we operate in
- Post-period end, we completed the acquisition of Coleman Construction & Utilities Limited. The acquisition introduces Nexus into new high potential sectors, including water, rail, highways, and rivers & marine



Focus on financial delivery

- Overheads and discretionary spend reduced in line with target
- Gross profit margins improved in Tamdown to 13.5% (FY23 5.8%)
- Maintained a strong balance sheet and improved the control of cash





Key Financials

Tamdown is currently delivering infrastructure and groundworks for long-standing customer, Vistry in Thanet, Kent

Financial Highlights



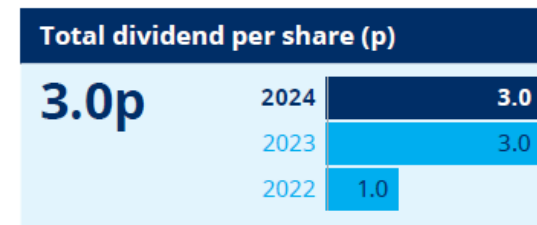
Revenue was impacted by subdued market conditions.



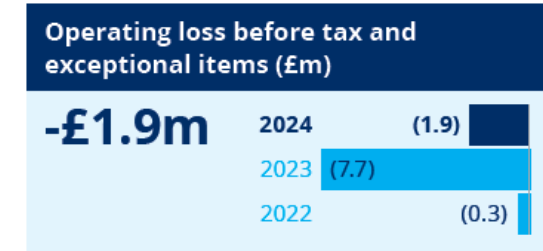
Cash will support working capital requirements and future strategic plans.



Gross profit margin improved to 13.7% demonstrating continuing improvement in delivery and cost control.



Interim dividend paid of 1p per share. Board recommending a 2p per share final dividend.



Operating loss reduced reflecting improvement in gross margin and overhead control.



Order book increased in the year to £51.6m, with £15.9m secured post year end.

Group performance

£m	IFRS 5 Format	
	FY 2024	FY 2023
Continuing operations		
Revenue	56.7	88.7
Gross Profit	7.7	5.9
Operating loss before exceptionals	(1.9)	(7.7)
Exceptional items	(0.3)	(0.7)
Operating loss	(2.2)	(8.4)
Net finance expense	(0.6)	(0.1)
Tax	(0.0)	0.0
Loss from continuing operations	(2.8)	(8.5)
Profit from discontinued operations*	-	67.3
(Loss)/Profit attributable to equity holders	(2.8)	58.8

- Gain on sale of TriConnex and eSmart

- Improved financial performance with loss reduced
- Revenue from the housebuilding sector impacted by subdued market conditions
- Strengthening of gross profit margin 13.5% due to actions taken
- Tight control of overheads with further cost cutting exercise resulting in exceptional costs of £0.3m
- Tamdown business well placed to benefit from recovery in the housebuilding sector

Balance sheet

£m	FY 2024	FY 2023
Property, plant & equipment	5.1	5.4
Right of use assets	10.3	11.4
Goodwill	2.4	2.4
Receivables & contract assets	24.4	26.9
Cash and cash equivalents	12.8	14.6
Total Assets	55.0	60.7
Trade & contract liabilities	13.8	16.1
Lease liabilities	11.2	11.6
Deferred tax liability	0.1	—
Total liabilities	25.1	27.7
Net Assets	29.9	33.0

- Trade receivables reduced by over £3m
- Improved debtor position as planned
- Trade payables reduced by £2m reflecting the reduction in revenue
- Acquisition of Coleman post year end for initial cash consideration of £3.1m



Our markets

Tamdown is currently delivering infrastructure and groundworks for long-standing customer, Vistry in Thanet, Kent

Housebuilding sector

Net Additional Dwellings



- **Fundamentals are strong**
 - Long-term undersupply of housing
 - Government target total 370,000pa
 - Significant increase in housebuilding required
- **Positives**
 - Government initiatives – high profile
 - Increasing trend mortgage approvals
 - Improving sales per outlet per week
- **Near-term**
 - General UK economy
 - Pace of Base Rate reductions

Water sector



- Total expenditure £104bn 2025-2030
- 4x increase in investment to improve environment, resilience and customer service
- Part of 25yr strategy
- AMP8 – Asset Management Plan issued by each water company for the period
 - Project delivery via frameworks
 - Clarity of long-term programmes



Summary

Tamdown is currently delivering infrastructure and groundworks for long-standing customer, Vistry in Thanet, Kent

Summary

- Positive steps in our three strategic objectives

- New additional opportunities in water, rail, highways and rivers & marine

- High quality customer relationships

- Robust balance sheet

- Well placed to benefit from the recovery of the housebuilding sector

- Long-term frameworks

- Experienced and loyal team

- Commitment to sustainability





Appendix

Tamdown is currently delivering infrastructure and groundworks for long-standing customer, Vistry in Thanet, Kent

Sustainability



The Tamdown Commercial team exchanged their calculators for shovels to volunteer at a local primary school, where they helped create a foundation for a shed for outdoor equipment.

Sustainability

Building Bright Futures..

We see sustainability as a journey for our business alongside our customers and suppliers, and it is a journey we are fully committed to.

... for our people



We continuously invest in our greatest asset:

- Ensuring the health and safety of everyone we work with
- Enhancing diversity and inclusion in our business
- Supporting the training and development of our people



... for our communities



We support the communities in which we work:

- Enabling our people to volunteer in working hours for causes they're passionate about
- Raising much-needed funds for a variety of charitable organisations



... for our planet



We are doing our bit to tackle climate change:

- Reducing the carbon footprint of our business wherever we can
- Minimising the other environmental impacts of our business



Board

Richard Kilner
Independent Non-Executive Chairman



Appointed to Board: 2016

Core strengths and experience

- Significant M&A experience following 20 years' with private equity companies
- Qualified civil engineer with over 20 years' experience within the civil engineering and construction sectors
- Strategic development, risk management, corporate governance, mergers and acquisitions, commercial

Charles Sweeney
Chief Executive Officer



Appointed to Board: 2023

Core strengths and experience

- Extensive Board-level experience in listed companies involved in the energy, civil infrastructure and residential construction sectors
- Strategy development and implementation
- Business transformation, performance improvement, commercial and operational risk management

Dawn Hillman
Chief Financial Officer



Appointed to Board: 2023

Core strengths and experience

- Over 35 years' experience in the construction industry
- Experience in privately owned, equity backed and plc businesses
- Accounting and finance, corporate governance, process improvement, risk, IT, strategic development, commercial

Ffion Griffith
Independent Non-Executive Director



Appointed to Board: 2018

Core strengths and experience

- Over 30 years' experience in senior human resources roles
- Significant experience in professional services, technology and private equity sectors
- Organisational and culture, corporate governance, strategic development, compliance and regulation

Claire Lacey
Independent Non-Executive Director



Appointed to Board: 2022

Core strengths and experience

- Significant experience in infrastructure and renewable energy sectors
- Qualified Chartered Accountant

NEXUS

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