

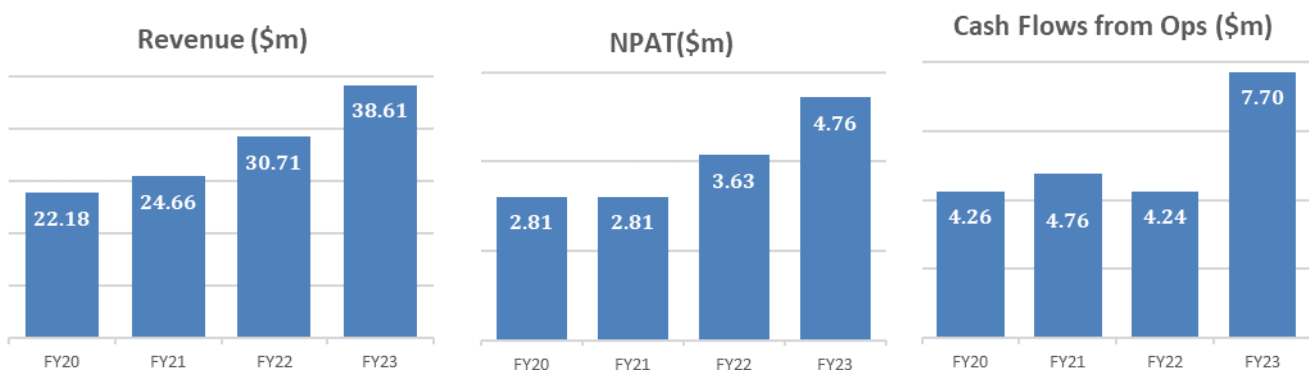
2023 Annual General Meeting – 19 October 2023

Presentation by Wayne Hooper – CEO, Executive Director

Good morning,

Welcome to the 2023 Annual General Meeting for LaserBond Ltd. I am pleased to present a brief review of the 2023 financial year, as well as an update on the revenue for this financial year and provide some reflections on the success factors that will allow us to continue our strong growth.

FY23 – Brief Review



The company continued its solid growth trajectory. The highlights included:

- Revenue was up 25.7% year on year, with a 3-year Compound Annual Growth Rate of 20.3% p.a.
- Net Profits After Tax increased 19.4% year on year with a 3-year CAGR of 19.3%.
- Earnings per share increased 22.9% year on year with a 3-year CAGR of 13.9%.
- Operating Cash Flows increased by 81.6% year on year.
- Consequently, cash balances increased by 57.1% to \$8.93 million, and
- Working capital increased by 34.1% to \$16.45 million.
- Fully franked dividends were increased by 14.3% to 1.6c per share, and as at 30/6/23 our available franking credits exceeded \$4.0 million.

The growth continues in this financial year with revenue for the first quarter 12.6% higher than the prior corresponding period in FY23. In short, the company is well positioned and primed to continue its strong growth.

There are many drivers of this success, and the CEO's Review of Operations in the Annual Report documents them in significant detail. This morning, I would just like to summarise and highlight a few.

Our skilled people and their engagement in the business are critical for our success, and as we have grown, the company has adopted many strategies to recruit, train and retain staff. These include:

- Implementation of ongoing improvements to the culture of the organisation to drive engagement. This includes continued efforts to enhance the strong culture of safety, innovation, and commitment to excellence amongst our staff.
- Appointment of senior managers to a Leadership Team, empowered to make decisions and deliver on our strategies whilst driving improvements to the culture and developing their teams.

- Increasing our intake of trainees and apprentices and improving our retention rate during, and following completion of, training. We have employed a Learning and Development manager to help drive upskilling of our staff and the recruitment and training of apprentices/trainees across our sites.
- In parallel with local recruitment, we have recruited, relocated, trained and supported several tranches of skilled migrants. This has been tremendously successful, with a high degree of engagement, loyalty and retention being exhibited by our employees.

I commend and thank our highly skilled and motivated staff who are continuing to deliver results.

We have continued to enhance the capacity at each of our sites by investing in equipment, people, and skills. This is to drive productivity, increase our ability to process larger and different components and reduce lead times for our customers.

The Board's skill and experience has been strengthened with the addition of Ian Neal and Dagmar Parsons as Non-Executive Directors over the last 18 months. The company now meets all the ASX Corporate Governance Principles & Recommendations. I am confident this board will continue to drive the success of the organisation with the entire LaserBond team.

We owe a debt of gratitude to the founders of this company back in 1992, my brother Gregory Hooper and our parents Rex & Lillian Hooper. Since the beginning a key focus has been investing in the development of the solutions, materials and technologies to deliver the best results for our customers in many demanding applications. Gregory was a key person in this quest, and in the years leading up to his stepping down from his executive role 3 years ago, we brought on board other very experienced and qualified experts in the field to succeed him and continue to deliver on the innovation agenda. We have leveraged our R&D efforts with support from the federal government through several research partnerships with external research institutes. Both internal and collaborative R&D remains a key focus of the business to help drive our expansion.

With our firm foundations, strong organic growth, expanding business opportunities and strong balance sheet, our stated FY25 revenue target of \$60 million remains in place and is achievable.

Thank you for attending our AGM. We look forward to reporting our half-year results in February.

