## Austin Engineering Limited

# FY2019 Results Presentation

27 August 2019

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# Agenda

- Overview
- Analysis of Financial Results
- Review of Operations
- Market Outlook and Guidance
- Appendices

# Overview

| | |
|---|---|
| **Record operating cash flow** | • Operating cash inflows of $13.8 million the strongest in over 5 years and, together with $20.2 million raised from the sale of assets, delivered a significant cash injection in FY2019<br>• Operating cash flows were supported by a reduction in working capital of $7.4 million |
| **Strong balance sheet, historically low gearing** | • Proceeds from asset sales during FY2019 contributed to the pay down of $24.8 million in debt<br>• Gearing of 16.3% at 30 June 2019, is the lowest since 30 June 2011 and will further reduce pending asset sales |
| **Restructuring of non-core assets completed** | • Sale of the majority of Chile crane assets, the former Peru operating facility, sale and leaseback of the Aust Bore property in Mackay was settled during FY2019, delivering $20.2 million in proceeds<br>• Sale of the remaining four cranes and operating facility in Chile, the former Muswellbrook, NSW facility and Peru office all pending at 30 June 2019, for a total of $5.5 million |
| **Operational improvements** | • Improved results from USA and the restructured Chilean operation mitigated the short term reduction in EBITDA in Australia as some orders were deferred from 2H2019<br>• Indonesia, Colombia and Peru all delivered earnings consistent with the previous year contributing a valuable diversification in earnings across global operations and commodities<br>• Productivity gains achieved through actions from the Production Efficiency Group (PEG) – with the USA facility being the highest beneficiary of PEG outcomes to date<br>• Austin won an award for its two-piece excavator bucket design, placing 2nd of 800 entrants in the AFR (Australian Financial Review) BOSS 2019 Most Innovative Companies List |
| **Statutory EBITDA up 60%** | • FY2019 EBITDA of $14.2 million up 60% from continuing operations, following extensive restructuring undertaken over the past two years<br>• Statutory profit before tax of $4.7 million from continuing operations, an improvement of $8.4 million from a $3.7 million loss in FY2018 |

# Analysis of Financial Results

## Chief Financial Officer: Sam Cruickshank

# Financial Performance: Normalised

| Period ending | | FY2019 | 2H2019 | 1H2019 | FY2018 | FY % Change |
|---|---|---|---|---|---|---|
| **Revenue** | $M | **235.7** | **113.6** | **122.1** | **275.2** | **(14%)** |
| Gross profit | $M | 59.9 | 29.1 | 30.8 | 67.5 | (11%) |
| *Gross margin* | *%* | *25.4%* | *25.6%* | *25.2%* | *24.5%* | 4% |
| **EBITDA** | $M | **21.0** | **10.0** | **11.0** | **20.4** | **3%** |
| *EBITDA margin* | *%* | *8.9%* | *8.8%* | *9.0%* | *7.4%* | 20% |
| Depreciation and amortisation | $M | (6.3) | (3.5) | (2.8) | (7.5) | (16%) |
| **EBIT** | $M | **14.7** | **6.5** | **8.2** | **12.9** | **14%** |
| *EBIT margin* | *%* | *6.2%* | *5.7%* | *6.7%* | *4.7%* | 32% |
| Net interest expense | $M | (3.2) | (1.4) | (1.8) | (4.3) | (26%) |
| **PBT** | $M | **11.5** | **5.1** | **6.4** | **8.6** | **34%** |
| Tax Expense | $M | (3.5) | (1.6) | (1.9) | (2.6) | 35% |
| **NPAT** | $M | **8.0** | **3.5** | **4.5** | **6.0** | **33%** |
| **EPS** | cents | **1.38** | **0.60** | **0.78** | **1.04** | **33%** |

- Revenue decreased by 14% compared to FY2018 (pcp) due to:
  - Restructure of Hunter Valley operations and closure of unprofitable facility
  - Significant restructure of Australian Site Services
  - Termination of low margin site contracts in South America
- EBITDA of $21.0 million rose 3% on pcp as Austin continued its restructuring program, focusing its operations in Australia and South America on new product core competencies
- EBITDA margins increased from 7.4% in pcp to 8.9% as productivity improved due to:
  - restructure/closure of low margin businesses
  - reduced overheads
  - business process efficiencies
- Depreciation and amortisation reduced as a result of assets sold during the year and an impairment of intangible assets at 30 June 2018
- Net interest expense fell 26% as the Group continued to reduce net debt

Results reflect continuing operations, variance compares FY2019 with FY2018

# Financial Performance: Statutory

| Period ending | | FY2019 | 2H2019 | 1H2019 | FY2018 | FY % Change |
|---|---|---|---|---|---|---|
| **Revenue** | $M | **235.7** | **113.6** | **122.1** | **275.2** | **(14%)** |
| Gross profit | $M | 59.9 | 29.1 | 30.8 | 67.5 | (11%) |
| *Gross margin* | % | *25.4%* | *25.6%* | *25.2%* | *24.5%* | 4% |
| Indirect costs | $M | (38.9) | (19.1) | (19.8) | (47.2) | (18%) |
| Impairment | $M | (3.7) | (3.7) | – | (5.7) | (35%) |
| One-off net (costs)/gain | $M | (3.1) | (3.5) | 0.4 | (5.7) | (42%) |
| **EBITDA** | $M | **14.2** | **2.8** | **11.4** | **8.9** | **60%** |
| *EBITDA margin* | % | *6.0%* | *2.5%* | *9.3%* | *3.3%* | 82% |
| Depreciation and amortisation | $M | (6.3) | (3.5) | (2.8) | (7.5) | (16%) |
| **EBIT** | $M | **7.9** | **(0.7)** | **8.6** | **1.5** | **427%** |
| Net interest expense | $M | (3.2) | (1.4) | (1.8) | (5.2) | (38%) |
| **PBT** | $M | **4.7** | **(2.1)** | **6.8** | **(3.7)** | ↑ |
| Tax (Expense)/Credit | $M | (3.2) | (1.2) | (2.0) | 1.7 | ↑ |
| **NPAT** | $M | **1.5** | **(3.3)** | **4.8** | **(2.0)** | ↑ |
| **EPS** | cents | **0.27** | **(0.57)** | **0.83** | **(0.34)** | ↑ |

Results reflect continuing operations, variance compares FY2019 with FY2018

**One-off net costs:**

- One-off costs relate principally to non-cash net losses on disposal of assets from continuing operations and restructuring costs in Chile and Peru

**Impairment:**

- Of the total $3.7 million impairment charge, $3.2 million relates to South American assets that were assessed as having a carrying value higher than the recoverable amount

**PBT:**

- Statutory PBT moved from a $3.7 million loss to a $4.7 million profit due to a reduction in net interest expense (-38% on pcp) and a substantial lift in operating efficiency with margins (EBITDA) increasing from FY2018 to 6.0%

**NPAT:**

- NPAT turned around from a $2.0 million loss to a $1.5 million profit including a $3.2 million tax expense
  - a deferred tax asset balance in Colombia was de-recognised, increasing the tax expense this year by $2.2 million (non-cash)

# Asset Sales

**Austin sold the majority of its non-core assets during FY2019 with $5.5 million of assets remaining to sell at 30 June 2019**

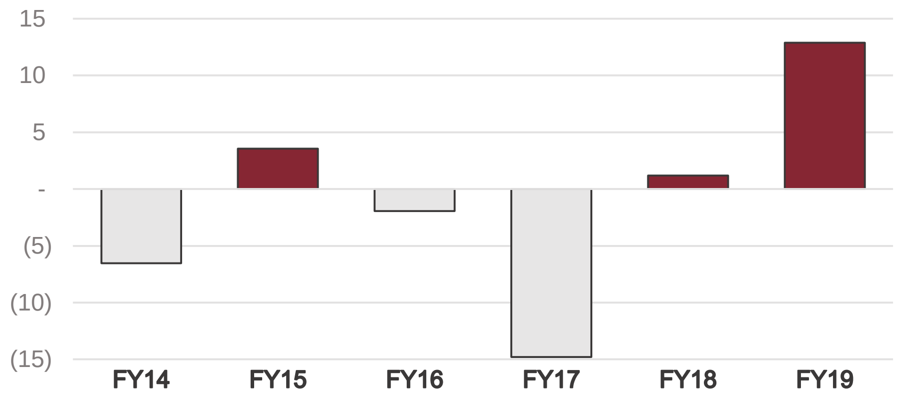
- Four cranes and other minor assets remaining to be sold, actively marketed for sale
- Chile property has an agreed contract for sale for $3 million, delays in settlement resultant from current tax dispute in Chile relating to prior years, liability fully provided for at 30 June 2019
- A vacant land component of the Hunter Valley property sold in June 2019, remaining property is rented on a 5 year lease at $0.3 million net rental per annum and is currently for sale
- The Peru operating property sold in 1H2019 for a profit of $1.3 million, the Peru head office property in Lima is still for sale at 30 June 2019
- These assets are expected to be sold within the next 12 months
- Gross debt associated with assets held for sale total $5.4 million

# Cash Flow

| From continuing and discontinued operations | Year ending 30 June | | |
|---|---|---|---|
| $M | 2019 | 2018 | 2017 |
| **Cash flows from operating activities** | | | |
| NPAT | (4.6) | (11.9) | (27.6) |
| Add: | | | |
| • Depreciation and amortisation | 6.5 | 10.8 | 11.2 |
| • Impairments | 4.0 | 17.7 | 19.8 |
| • Movement in working capital | 7.4 | (7.2) | (14.4) |
| • Other movements | 0.5 | (8.2) | (3.8) |
| **Cash from operations** | **13.8** | **1.2** | **(14.8)** |
| **Cash flows from investing activities** | | | |
| Proceeds from sale of property, plant and equipment | 20.2 | 3.2 | 9.4 |
| Purchase of of property, plant and equipment | (7.9) | (3.1) | (6.8) |
| **Cash from investing activities** | **12.3** | **0.1** | **2.6** |
| **Cash flows from financing activities** | | | |
| Issue of shares | - | - | 8.0 |
| Net (repayment) / inflow of borrowings | (24.8) | 0.4 | (4.6) |
| **Cash (used in) / from financing** | **(24.8)** | **0.4** | **3.4** |
| **Net cash flows** | **1.3** | **1.7** | **(8.8)** |

Cash flows reflect continuing and discontinued operations, as such certain amounts will not reconcile to performance statements above, which are shown on a continuing basis

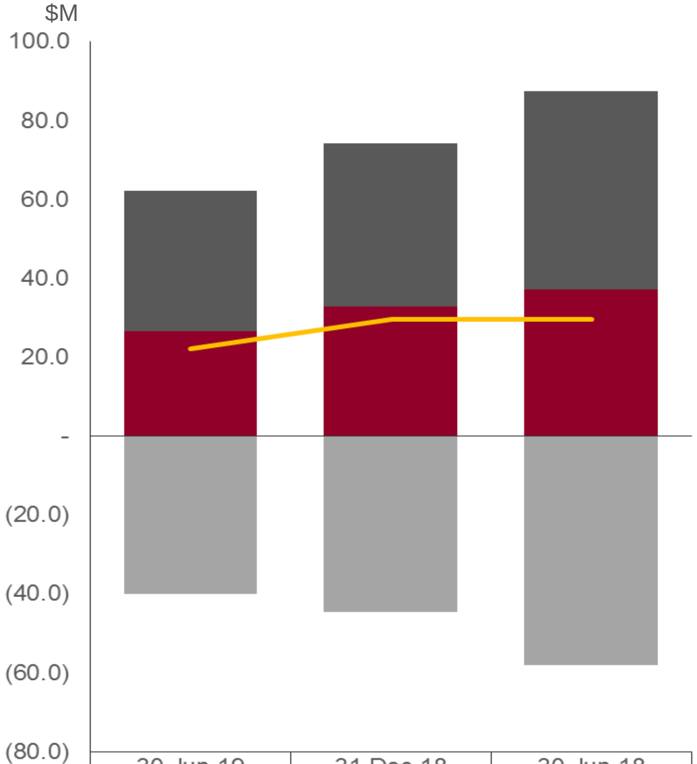
**Historical cash flow from operating activities**




- Significant improvement in operating cash flow, delivering the strongest result since FY2013
  - reduction on pcp in non-recurring expenditure with lower cash costs from restructuring in FY2019
  - improved discipline in management of working capital
  - Reduced financing costs
- $20.2 million in proceeds from disposal of assets include the sale of the Chilean crane assets, the former Peru operating facility and the sale and leaseback of the Aust Bore property
  - $7.9 million invested in new, improved equipment for operations in Australia and North America
- Cash flows were mainly directed towards repayment of debt

# Working Capital

| | As at 30 Jun 2019 | As at 31 Dec 2018 | As at 30 Jun 2018 |
|---|---|---|---|




| | 30 Jun 19 | 31 Dec 18 | 30 Jun 18 |
|---|---|---|---|
| Receivables | 35.5 | 41.3 | 50.4 |
| Inventory | 26.7 | 32.9 | 37.1 |
| Payables | (40.1) | (44.7) | (58.0) |
| Net working capital | 22.1 | 29.6 | 29.5 |

Tight management of working capital remains a key focus for the business

Net working capital at 30 June 2019 decreased by $7.4 million on pcp to $22.1 million due to:

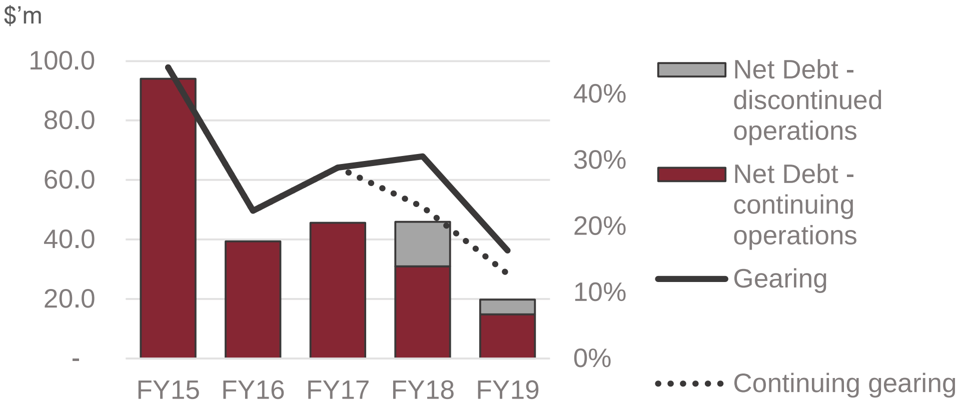
- Receivables (-29%)
  - reduction of revenue (-14%)
  - improved payment terms with key global clients
- Group Inventory (-28%)
  - reduction of revenue (-14%)
  - improved efficiencies in converting work in progress to completed goods
  - timing differences
- Group Payables (-31%)
  - reduction of expenses (-17%)
  - timing differences

# Balance Sheet

| Gearing Summary | | As at 30 Jun 2019 | As at 30 Jun 2018 |
|---|---|---|---|
| Total Assets | $M | 177.4 | 223.8 |
| Total Shareholders Funds | $M | 101.4 | 104.2 |
| **Facilities related to continuing and discontinued operations** | | | |
| Net Debt | $M | 19.8 | 45.9 |
| Net Debt to Net Debt plus Equity | % | 16.3% | 30.6% |
| Net Debt: Normalised EBITDA (from continuing operations) | times | 0.94 | 2.25 |
| **Facilities related to continuing operations only** | | | |
| Net Debt | $M | 14.9 | 31.0 |
| Net Debt to Net Debt plus Equity | % | 12.8% | 22.9% |
| Net Debt: Normalised EBITDA | times | 0.71 | 1.52 |

- Cash position of $6.9 million
- Net debt decreased during FY19 by $26.1 million, to $19.8 million
- Net debt : Normalised EBITDA at 0.94 times is half that of the pcp
- 16.3% gearing at the lowest level since 2011
- Balance sheet positioned to take advantage of growth opportunities, investments in accretive internal capital projects and other capital management allocations

## Net Debt and Gearing




| Net debt | | As at 30 Jun 2019 | As at 30 Jun 2018 |
|---|---|---|---|
| Australian senior debt | $M | 5.9 | 12.5 |
| Australian working capital | $M | 4.6 | 10.0 |
| USA working capital | $M | 5.6 | 8.5 |
| South American facilities – ongoing | $M | 5.2 | 5.3 |
| South American facilities – discontinued | $M | 5.4 | 15.2 |
| Utilised facilities | $M | 26.7 | 51.5 |
| Less cash | $M | (6.9) | (5.6) |
| **Net Debt** | $M | **19.8** | **45.9** |

# Review of Operations

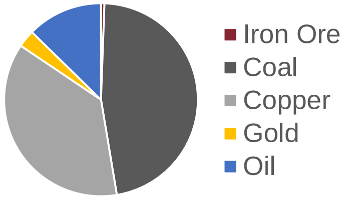
## Managing Director: Peter Forsyth

# FY2019 Americas

## Americas

- USA
- Chile
- Colombia
- Peru

| | | FY2019 | 2H2019 | 1H2019 | FY2018 | FY% Change |
|---|---|---|---|---|---|---|
| Revenue | $M | 122.8 | 67.2 | 55.6 | 136.2 | (10%) |
| EBITDA (normalised) | $M | 12.3 | 8.4 | 3.9 | 8.1 | 52% |
| EBITDA margin | % | 10.0% | 12.5% | 7.0% | 5.9% | 69% |




### USA

- USA delivered a modest increase in revenue to $65.8 million with improved earnings
- A strategic change to the key management team together with production efficiencies from global improvement measures delivered by the Production Efficiency Group, underpinned a strong uplift in margins and earnings

### Chile

- Chile reported a 28% fall in revenue on pcp to $24.2 million due to the termination of a number of low margin site contracts
- The continuing business performed well delivering a marked increase in EBITDA contribution for the year, underpinned by an increase in new product sales in the region

### Colombia

- Colombia delivered sales of $26.2 million, earnings were consistent with the prior year through a mixture of long-term repair and maintenance contract revenues and new product deliveries

### Peru

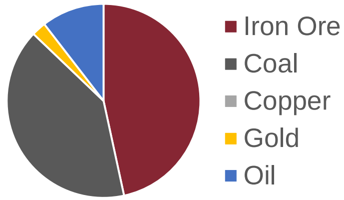
- The Peru business reported a 40% reduction in revenue to $7.3 million but remained break even for the year reflecting ongoing restructuring activities and further reduction in operations following the exit from an unprofitable site contract

# FY2019 Australia

## Australia

Brisbane
Perth
Mackay
Hunter Valley

| | | FY2019 | 2H2019 | 1H2019 | FY2018 | FY% Change |
|---|---|---|---|---|---|---|
| Revenue | $M | 96.9 | 38.4 | 58.5 | 124.0 | (22%) |
| EBITDA (normalised) | $M | 4.4 | (0.3) | 4.7 | 7.9 | (44%) |
| EBITDA margin | % | 4.5% | na | 8.0% | 6.4% | (29%) |




### Operations

- Revenue from Perth operations fell by 16% to $48.2 million partly as a result of downsizing the Australian site services business. The Perth facility was also under-utilised in the second half of FY2019 due to the deferral of some large client orders. This impacted the Group's earnings materially and resulted in the revised earnings guidance published in April 2019
- Sales activity in the Mackay region increased by 57% to $26.1 million, supported by new product deliveries into the Bowen Basin from Austin's Batam facility during 1H2019 and services supplied by the local facility
- The Hunter Valley remains a key territory for Austin for sourcing new product sales and the service of existing fleets. A small sales and after-market support office is maintained and clients are serviced through imports from our Batam facility and authorised subcontract manufacturers. The property in Muswellbrook has been leased and is currently for sale
- Aust Bore's revenue fell 11% to $7.5 million on pcp due to labour and equipment shortages. Austin invested in new equipment for this business and expects revenue and earnings to increase in FY2020. In February 2019 its operating facility was sold for $2.9m and leased back

### Corporate costs

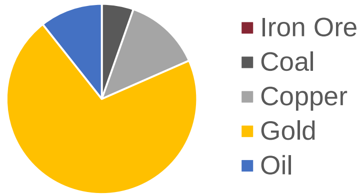
- All corporate costs are included in the Australia results as that is the region where they are incurred. This reduces Australian margins and earnings comparative to other segments

# FY2019 Asia

## Asia

Indonesia

| | | FY2019 | 2H2019 | 1H2019 | FY2018 | FY % Change |
|---|---|---|---|---|---|---|
| Revenue | $M | 16.0 | 8.0 | 8.0 | 15.0 | 7% |
| EBITDA (normalised) | $M | 4.3 | 1.9 | 2.4 | 4.3 | - |
| EBITDA margin | *%* | *26.9%* | *23.7%* | *30.1%* | *28.7%* | *(6%)* |



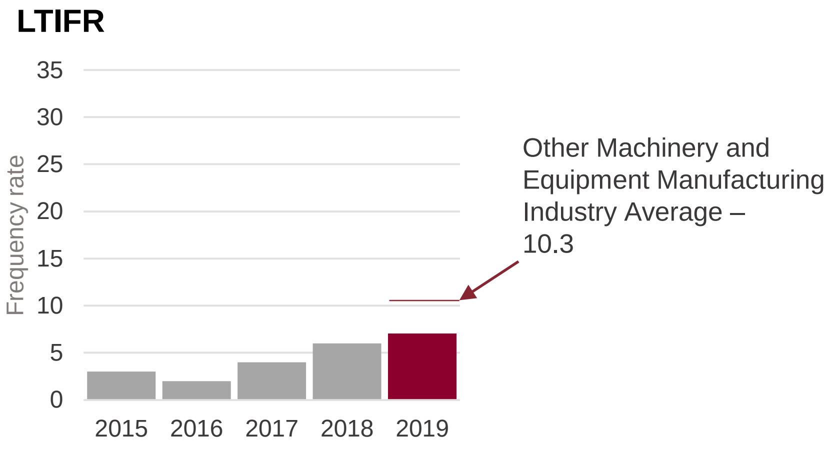

### Operations

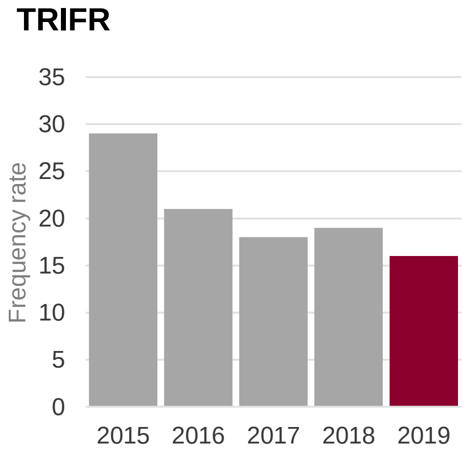
- This region delivered earnings comparable to the pcp as a result of maintaining levels of sales to external clients including miners from Indonesia and Africa, a market with increasing opportunities for Austin
- Over the past year the Indonesian facility has increased the sale of products to Austin Australia. It has increasingly become a key strategic manufacturing plant for distribution into the Australian market, particularly following the closure of the Hunter Valley operations
  - During FY19, Austin Australia purchased $17.9 million of product from Indonesia (up 139% on pcp), these revenues are excluded from the above table
- Our Indonesian operations are run from a world-class manufacturing facility on Batam Island that was purpose built to meet Austin's global standards

# Safety

## Safety statistics

- Total Reportable Incident Frequency Rate (TRIFR) which is reported on a 12 month rolling average, has fallen from 29 in FY2015 to 16 in FY2019
- Lost Time Injury Frequency Rate (LTIFR), also reported as a 12 month rolling average, increased for the year to 7. The LTIFR increase is increasing as a result of improved safety reporting cultures and correct classification of incidents. Austin's LTIFR remains below the industry average of 10.3
- During the year the Visible Felt Leadership program (VFL) was introduced to all business operations, requiring management and supervisors to actively engage their workers identifying unsafe conditions and behaviours and to discuss the hazards and risks associated with the work being undertaken
- In June 2019 Austin's Batam facility in Indonesia suffered a fatality, the investigation into this tragic incident is ongoing
- A range of renewed Safety Standards have been issued to all global sites




OHS statistics developed utilising AS1885.1-1990 – Workplace injury and disease recoding standard.

# People

## Board and Leadership Team and Headcount

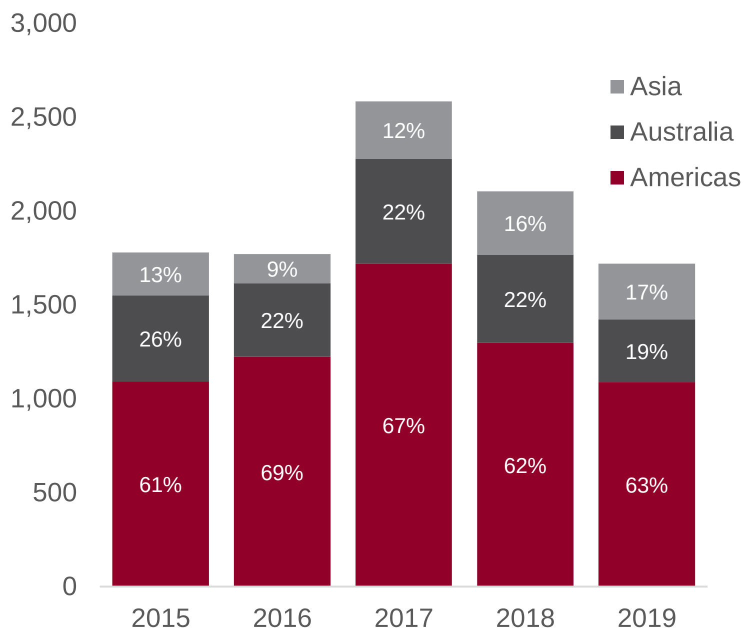
### Board and Leadership team

- David Singleton appointed as Non-Executive Director on 15 April 2019
- Sam Cruickshank permanently appointed Chief Financial Officer on 11 January 2019
- Rochelle Oberholzer and Sophie Raven permanently appointed as Joint Company Secretaries on 1 February 2019

### Headcount

- Headcount fell to 1,719 at 30 June 2019 from 2,105 at 30 June 2018 due to:
  - Closure of Hunter Valley operations
  - Staff reductions in Peru and Chile, mainly from labour intensive terminated site maintenance contracts
- Headcount includes both permanent and flexible staff as well as those on labour hire arrangements

**Austin headcount at year end, by region**

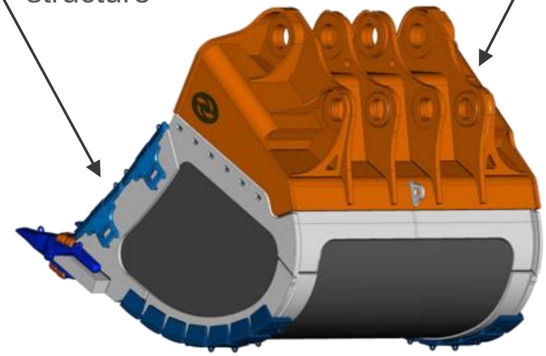


# Awards

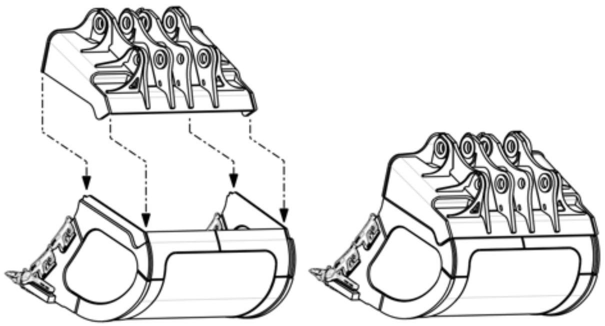
## AFR BOSS Most Innovative Companies in 2019

Consumable lower structure

Reusable Upper structure



design matters



Patent Pending 2018

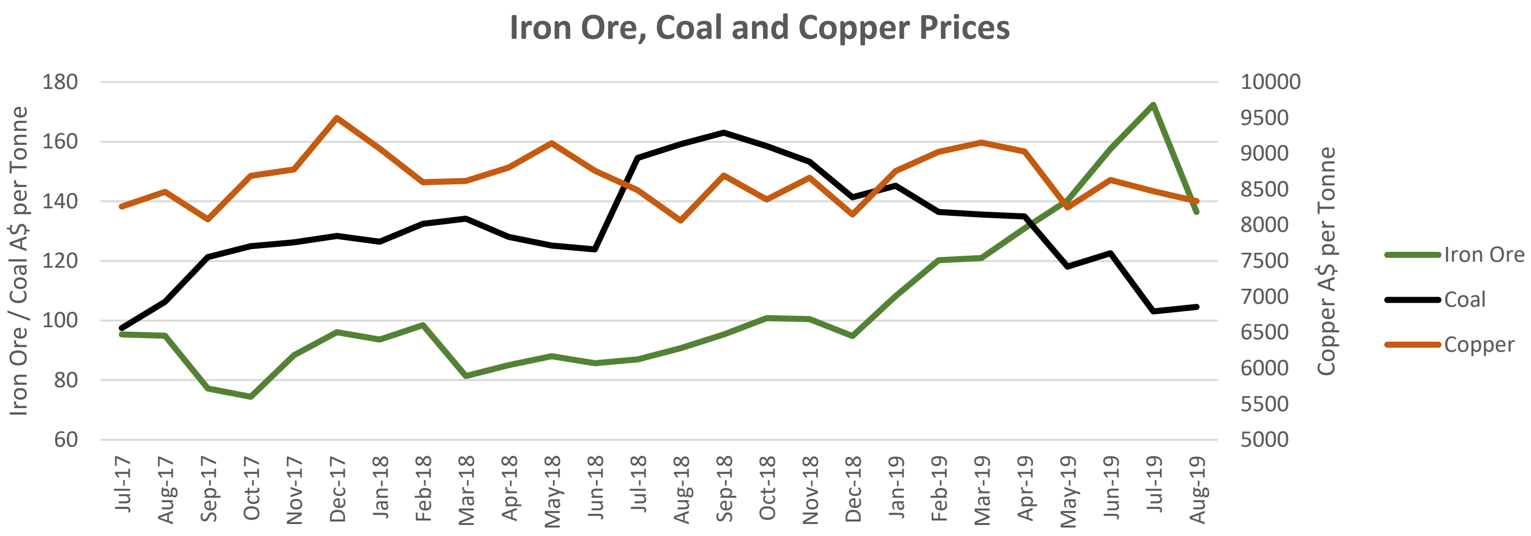

### Austin ranked Second Most Innovative Company

- In the AFR BOSS 2019 list of the top 10 most innovative companies, Austin Engineering was ranked second in the “Agriculture, Mining and Utilities” category out of more than 800 nominated organisations across Australia and New Zealand
- Organisations were ranked directly against their peers for the first time in 2019
- The expert panel chose Austin’s **two-piece excavator bucket** for its innovative design which eliminates the need for a ‘liner’ or a wear plate, improving safety and offering a better return on investment

# Market Outlook and Guidance

## Managing Director: Peter Forsyth

# Commodity Analysis




## Iron Ore (19% global sales)

- Iron ore prices rallied in July 2019, softening again in August 2019
- Supply disruptions, particularly from Brazil, during FY2019 impacted on pricing, which showed strong growth
- Austin's sales to iron ore clients was reduced in FY2019, with key clients between replacement cycles

## Coal (41% global sales)

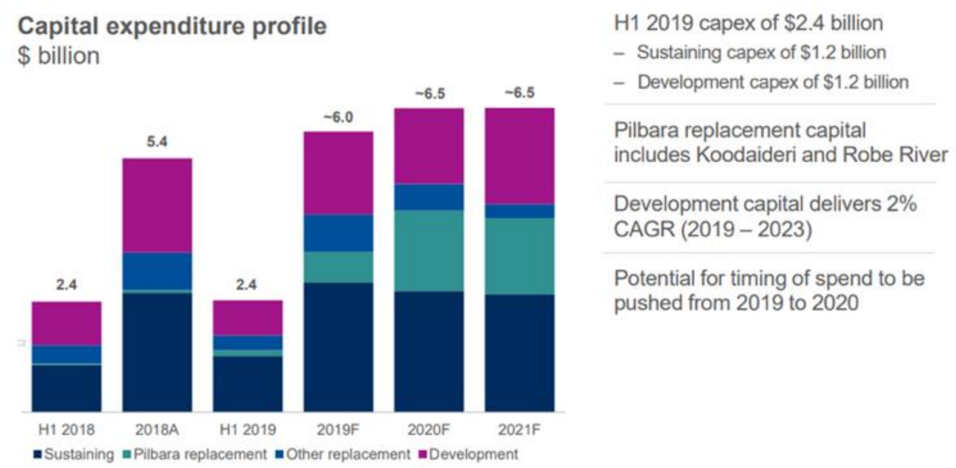
- Coal prices commenced FY2019 strongly, Austin noted an evident increase in enquiries and workloads in coal during this time, demand at Austin softened in 2H2019 as a result of significant investment in 1H2019 from our clients
- Sales to coal clients in Australia, Colombia, the US and Canada were strong in FY2019

## Copper (17% global sales)

- Copper prices were flat for the year and fell sharply in May 2019, impacted by reduced consumption in China
- Austin's group revenue exposure to copper reduced from FY2018 (23%) as a result of terminating unprofitable site contracts in Chile and Peru

Source: Capital IQ data

# Austin's Macro View




Source: Rio Tinto Limited | 2019 Half Year Results Presentation | 1 August 2019


Source: theparkerbaycompamy.com

- Rio Tinto, one of Austin's major clients, have announced increased capital expenditure across the group
- Substantial increase in Pilbara replacement capital expenditure forecast

- Parker Bay Surface Mining Equipment Index tracks the purchase of new equipment globally
- Levelling off of new capital equipment over the first half of 2019
- Trade dispute between China and USA impacting on new equipment growth

# FY2020 Outlook

- Order book and committed work is mixed throughout the group
  - Perth, Australia has a strong order book and a number of orders pending
  - USA is being impacted by trade disputes with indications that a number of clients are deferring procurement decisions until Q2 FY2020
  - Indonesia has started FY2020 strongly with a pipeline of work supported by opportunities in Africa and Australia and a number of orders pending
- Based on discussions with a range of clients regarding their planned expenditure, it is evident there is some caution in the market, resulting in delays to their placement of orders
- This caution has resulted in a reduced order book and committed work for FY2020 representing 34% of projected revenue, down from 45% at the same time last year
- However, Austin's tender book is strong, with a number of orders pending that we are highly confident of receiving
- On an underlying basis we expect EBITDA from continuing operations for FY2020 of **$24–$28 million**
- With debt at a sustainable level, focus is shifting to capital management:
  - Austin is open to accretive growth opportunities that are aligned with its core business or client base
  - Capital expenditure to further optimise group operating efficiency
  - Sustainable cash shareholder returns will be reviewed in 2H2020

# Appendices:

– Competitive advantage
– Market analysis
– Operations
– Products and services

# Competitive advantage

### 1 Market leading position

- Large global producer of custom truck bodies and buckets
- Strategically located across four continents including Australia, Asia and the Americas, with scope to use subcontractors in other regions

### 2 Attractive fundamentals

- Improving conditions in commodity markets
- Product sales have improved as the investment cycle has turned
- Quality product design for specific purpose

### 3 Engineering focus

- Austin has engineering resources deployed globally and, operating as 'One Austin', we can deliver 24/7 engineering support to our clients
- Key teams are located in Perth, Australia and Casper, Wyoming USA and are responsible for Austin's key brands

### 4 Manufacturing excellence

- IP and engineering excellence built up over more than 30 years of experience
- Fabrication workshops fitted out for safe and efficient manufacturing

### 5 Improving financial position

- Significant reduction in net debt levels to levels below 1 times normalised EBITDA
- Optimised asset holding, non-core assets disposed in recent restructures
- Focus on efficient use of working capital

### 6 Diversified revenue base

- Long term relationships with key customers across Austin's various geographies/products/commodities
- Key contracts with leading miners, contractors and OEMs
- Creating additional manufacturing opportunities outside of our core business

### 7 Products

- Customised range of mining products and services tailored to specific site conditions, that continue to deliver increased productivity and lower operating costs
- Improved product designs are equally suitable for installation onto new and existing equipment

# Market analysis

## The Americas

- History of success with the strong Austin Westech product brand
- Existing customer base, particularly in USA, has loyalty to Austin Westech product due to its long term proven success
- Alliances and contracts with key customers
- Austin's innovation and new water tank design has opened further opportunities
- Oil sands and copper markets have improved

## Australia

- New truck body innovations have created business opportunities
- Strong commodity prices have created a supportive environment
- Alliances with clients
- Creation of new opportunities in the underground market
- Long-term existing relationships with clients and continued product enhancements have built strong loyalty and trust

## Asia

- Batam is a world-class facility, meeting Austin's global standards
- Growth in local Indonesia market creating additional opportunities
- Optimal client outcomes are achieved through large batch orders that incur reduced freight costs
- Opportunities to leverage facility and operational effectiveness, to diversify offering from Batam facility into non-traditional products
- Opportunities in Africa for new products and site support allow product to be manufactured in Batam.

# Operations

## Australia

Brisbane
Perth
Mackay
Hunter Valley

- Located on the east and west coast, providing an array of manufacturing, repair and support services
- Perth is the largest workshop in Australia
- Mackay is focussed on body/bucket repairs and maintenance
- New product supplied to the NSW region through Batam and approved sub-contractor arrangements
- Austin Site Services supports customers with on and off-site repair and maintenance services across Australia
- Aust Bore offer specialised machining services, overhaul of track frames and other mining equipment, as well as mobile line-boring services
- The corporate office is located in Brisbane

## Americas

USA
Colombia
Chile
Peru

- The USA facility provides manufacturing and engineering services to customers in USA, Central America and Europe. This facility is home to the Austin Westech brand
- Colombia is situated in Barranquilla, one of the main coal mining hubs of the country
- Chile has two workshops strategically located close to customers in Antofagasta and Calama
- Peru workshop is located in Arequipa close to the key copper mining region

## Asia

Indonesia

- Located close to the port facilities in Batam, Indonesia, on one of the world's busiest shipping routes only 20 kilometres away from Singapore
- This fully equipped modern workshop manufactures both Austin products (including bodies, buckets and water tanks) and non-Austin products (including large modular structures and underground mining chutes)

# Products and services

**Austin Engineering**

## Products

- Leading designer and manufacturer of customised dump truck bodies, buckets and ancillary products used in the mining industry
- Core competitive strength in engineering knowledge, experience and IP to design customised products that provide compelling productivity gains for clients
- The ability to manufacture these products at its operations located in key mining regions around the world, or to use approved sub-contractors

## Service

- A complete service provider, offering on and off-site repair and maintenance to customers including miners, mining contractors and original equipment manufacturers
- Workshop based repair and maintenance services for mobile equipment and attachments, along with onsite asset management of equipment and fixed plant

Austin Engineering Limited

**www.austineng.com**