

Austin Engineering Ltd

Rottnest Conference Presentation
March 2024

 **austin**[™]
design matters | austineng.com

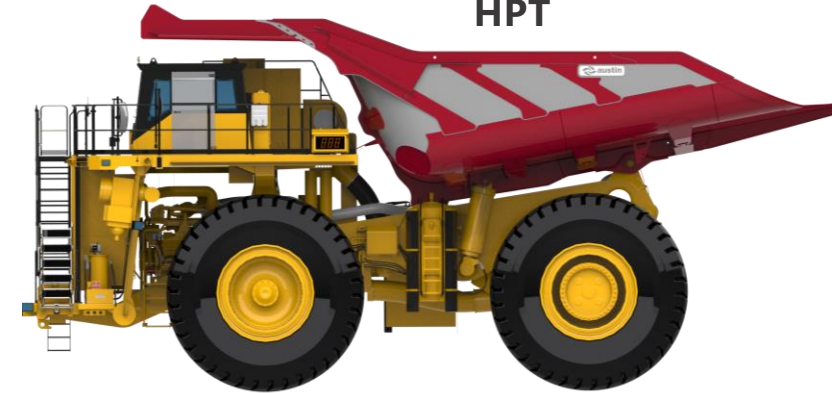


We are the Number 1 customised truck tray builder in the world. 

ULTIMA



HPT



WESTECH



JEC-LD

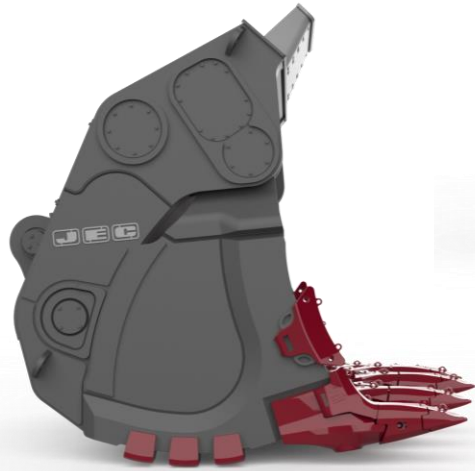


JEC



Mining buckets match to trays – we are growing fast.

JEC
HPS



JEC
HPL



JEC
HPX



MAINETEC
HULK



ARMADILLO
DIG TUFF



Other products are becoming increasingly important.....

Tyre Handler



Water Tank



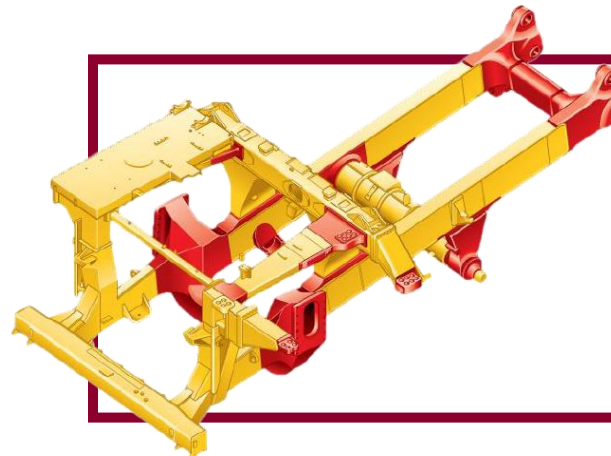
Ore Chute*



Underground Tray



HT Frames



*Ore Chutes are designed by Nordic Minesteel Technologies and built under licence for Freeport mine in Indonesia.

Customers include many of the industry 'blue chips'



Imperial **RioTinto** BARRICK

KOMATSU

Peabody

Newmont™ Teck

SSR MINING **MARIGOLD** **SUNCOR**

Canadian Natural **NEVADA**
GOLD MINES

KOMATSU

CODELCO **SG**
mining

ANTAMINA

COLLAHUASI

Teck

P
PUCOBRE

CAPSTONE
COPPER

ANTOFAGASTA
MINERALS

GLOBAL

EL ABRA

Sierra Gorda scm®

SQM

lundin mining

FIRST QUANTUM
MINERALS

Perenti

HANCOCK
PROSPECTING

BHP

NEWCREST
MINING LIMITED

MACA

YANCOAL
兗州煤業澳大利亞有限公司

FMC **FREEMPORT-McMoRAN**
COPPER & GOLD

HEXINDO

THIESS

FIM **PT FREEMPORT INDONESIA**

TÜPRAG

BOUYGUES
CONSTRUCTION

RUC
Cementation
MINING

L&H

KINROSS

MINERAL
RESOURCES

NRW
Holdings

HITACHI

RioTinto

KOMATSU

GLENCORE

OCEANA
GOLD

B2GOLD



Austin 2.0 is now delivering outstanding results that set a new performance benchmark.



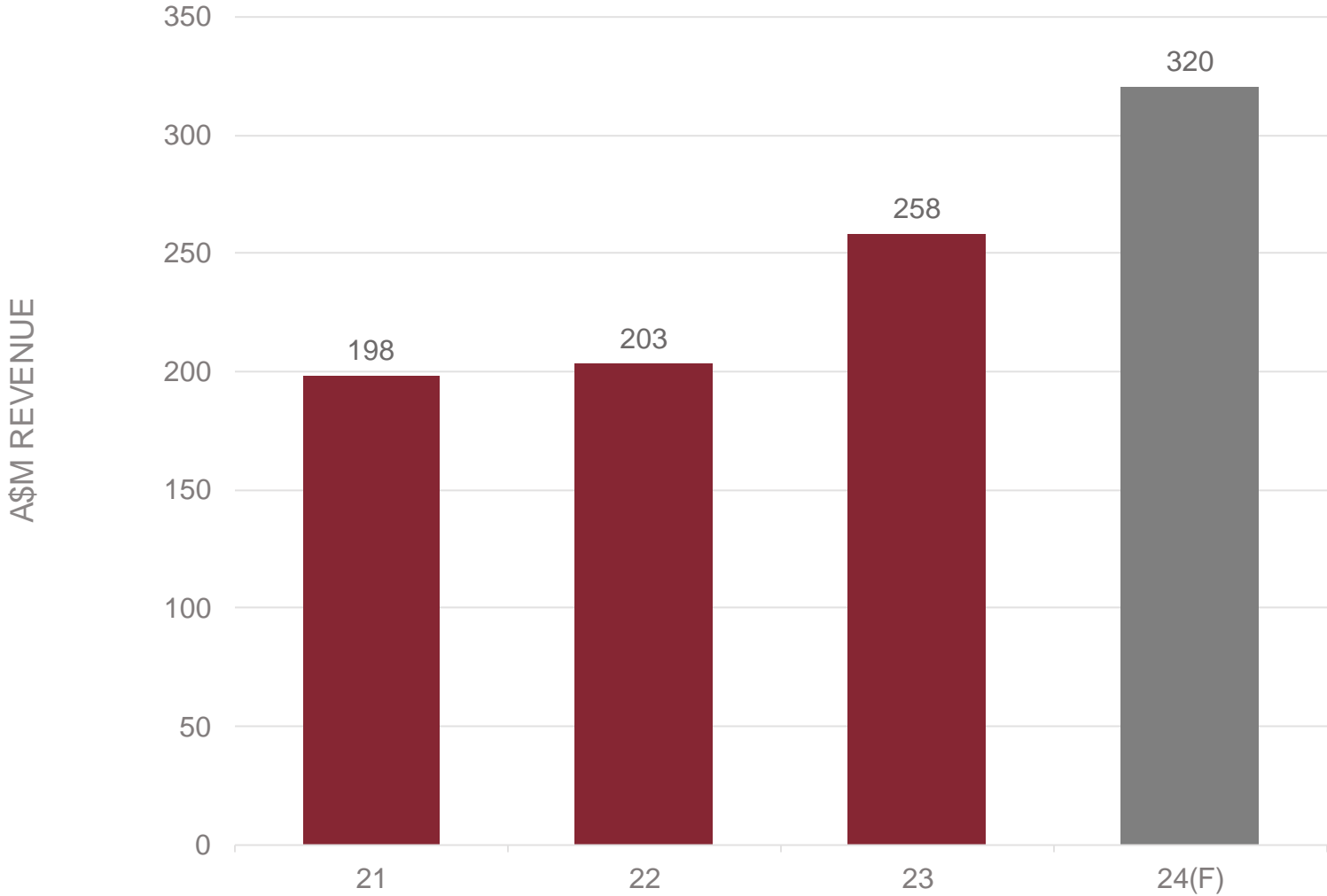
- Revenue up 26% to \$143.6 million
- EBITDA up 70% to \$20.8 million
- NPAT up 2.8 times to \$15 million
- Operating cashflow \$6.9 million
- Net debt of \$11.4 million, on track to be debt free in FY24
- Order book up 16% to a multi-year high of \$184 million
- Return on Equity increased to 27%
- Interim dividend reinstated of 0.4 cents per share, fully franked

For further explanation of results refer to ASX announcement dated 27 February 2024.
All numbers referenced throughout this presentation and the associated ASX announcement of the same date are on a normalised, continuing operations basis and comparisons are on a PCP basis (unless otherwise stated).

Strategy is now focusing more on key customer improvements to drive revenue growth

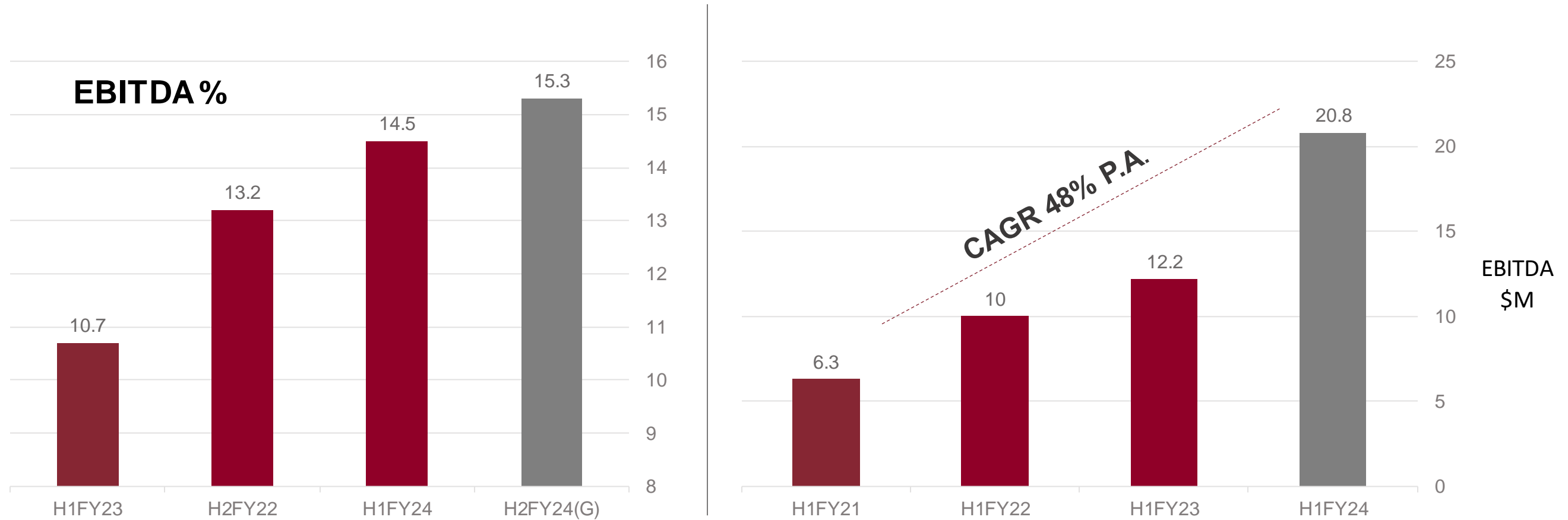


Full year revenue on a strong upward trajectory and projected to reach multi-year record as expansion programs deliver



FY24 (F) is the mid-point of formal guidance provided on 27 February 2024.

Margins are rising towards target in FY25

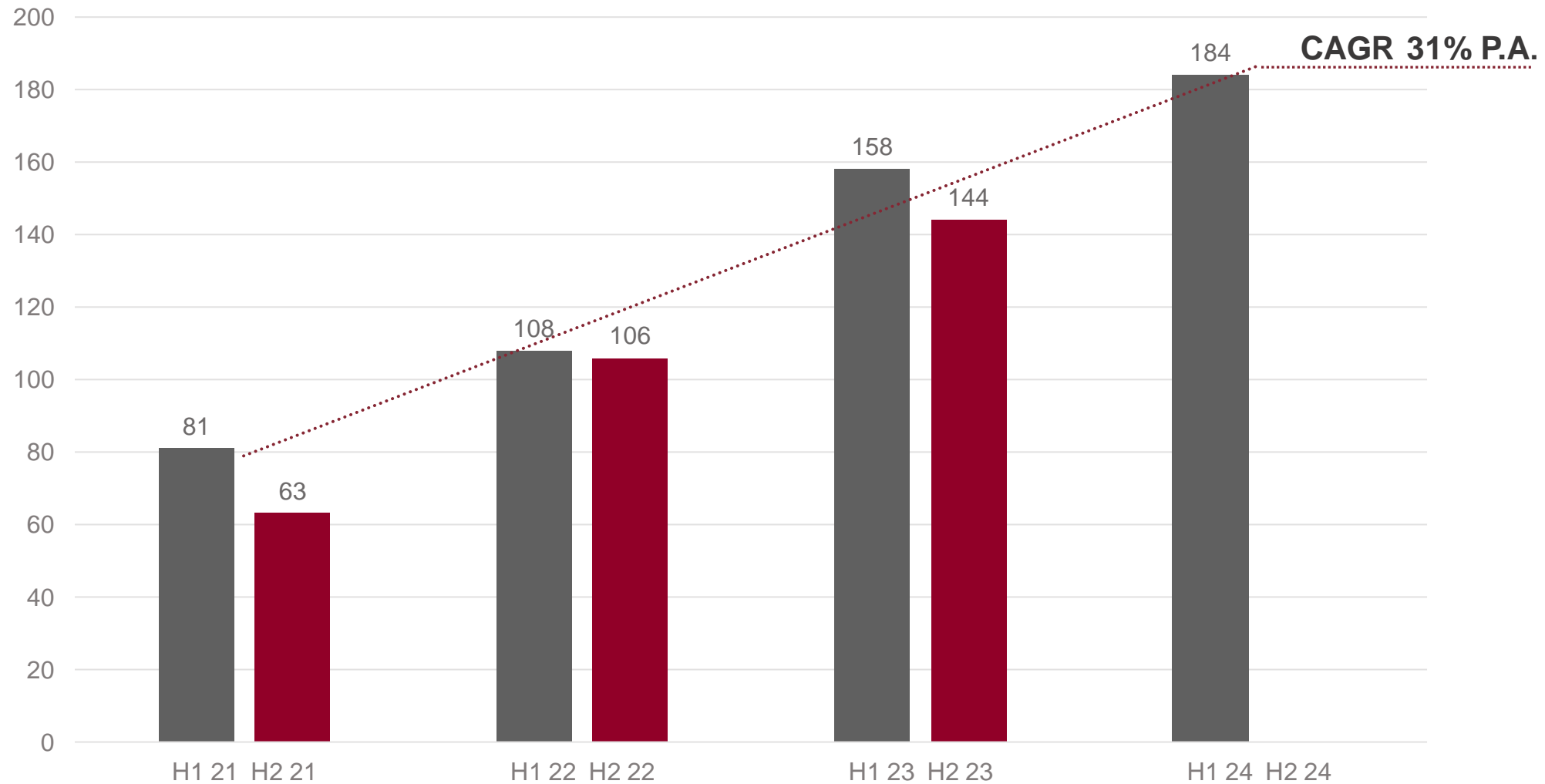


Note: EBITDA numbers are normalised for comparison purposes, H2FY24 is based on guidance issued and is therefore forecast. Refer to ASX releases for definition of all data.

Order book - has been growing at 31% CAGR and should drive multi-year revenue high this FY



Austin Order Book FY2021-2024



Accessible market for trays is estimated to be up to 7x current production levels



~20,500 Trucks



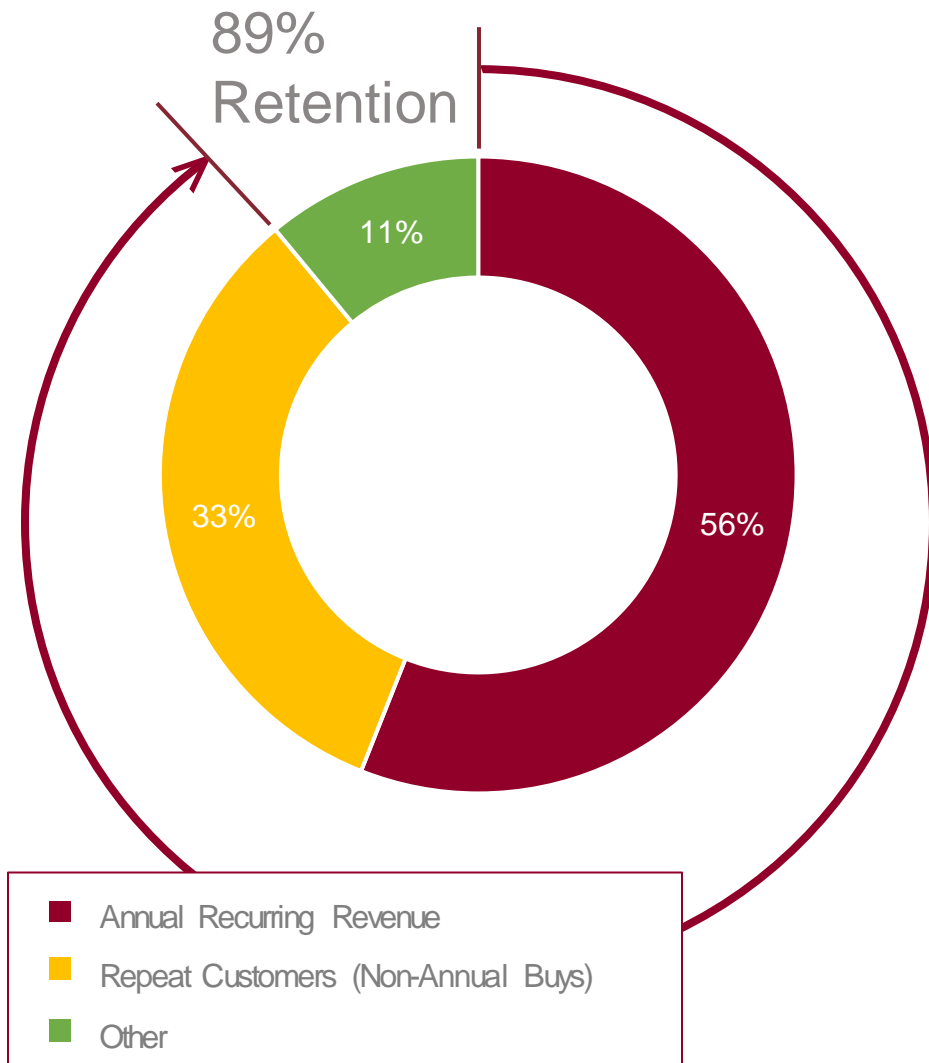
~3500 Annual Replacement



~500 Current production level

This slide relates to Austin's 'Home Markets' which are located around its main production centres. External data indicates approximately 20,500 trucks of 100 tonnes capacity and above are operational. Austin estimates 3500 replacements required pa based on its assessment of wear life in different commodities and regions and should be regarded as an estimate only.

Installed base drives truck tray revenue certainty



USA
1670 Bodies

~\$90Mpa

APAC
1170 Bodies

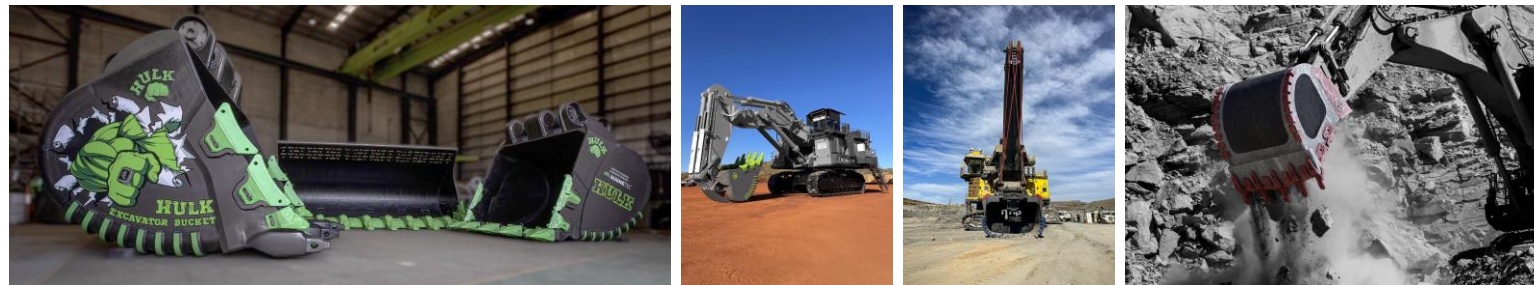
~\$60Mpa

Acquisition of Mainetec has galvanized our mining bucket offering



15 Buckets*¹

~16 Mining Bucket deliveries/month*²



Perth, WA



Mackay, QLD

*1 Peak deliveries of new build buckets in recent years primarily in Australia.

*2 Current production rate of new & rebuild buckets in Australia.

Digital condition monitoring provides added value to customers



A 0-30%
 B >30-60%
 C >60-80%
 X >80%

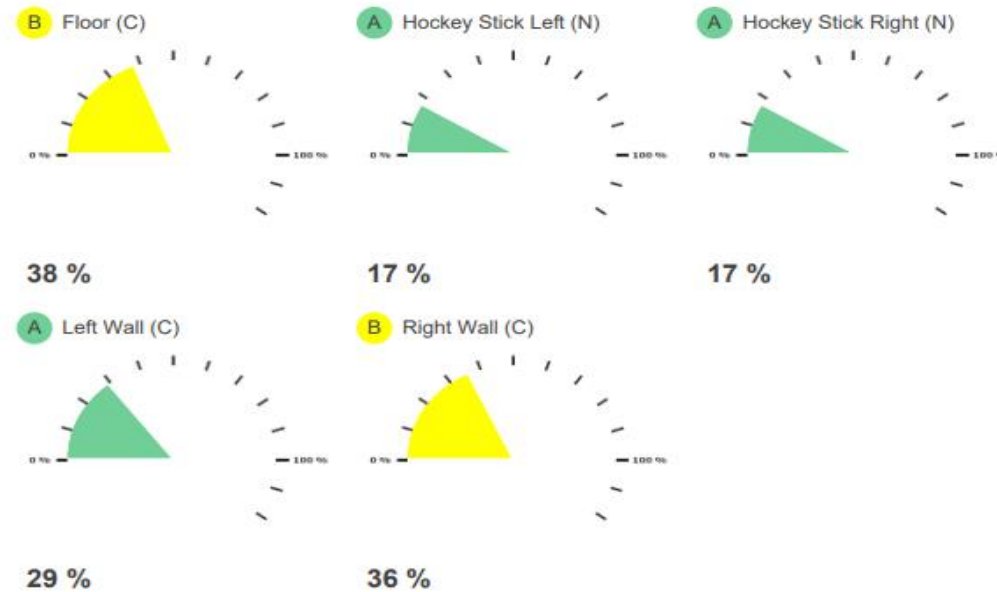
Implement Overview



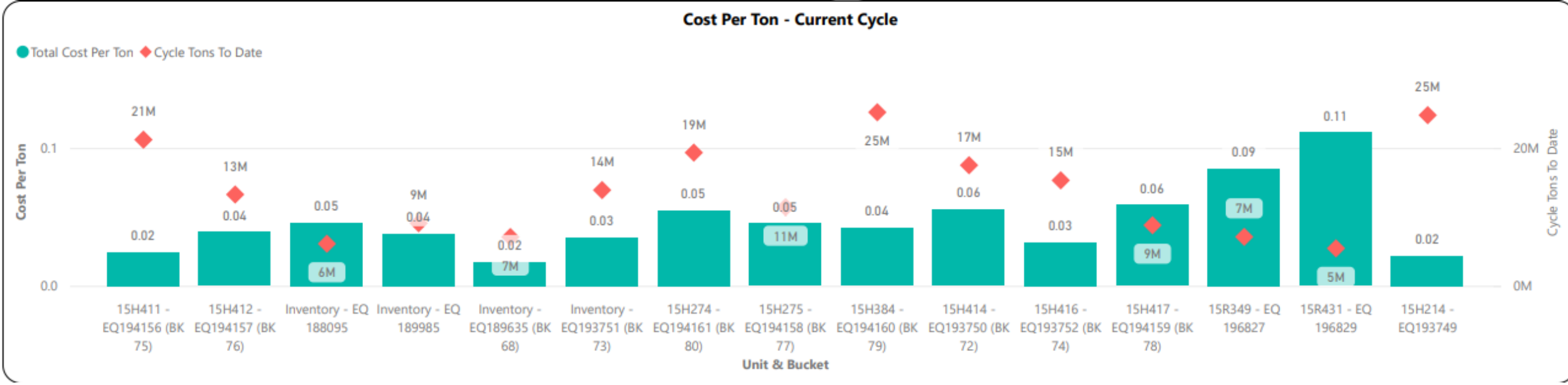
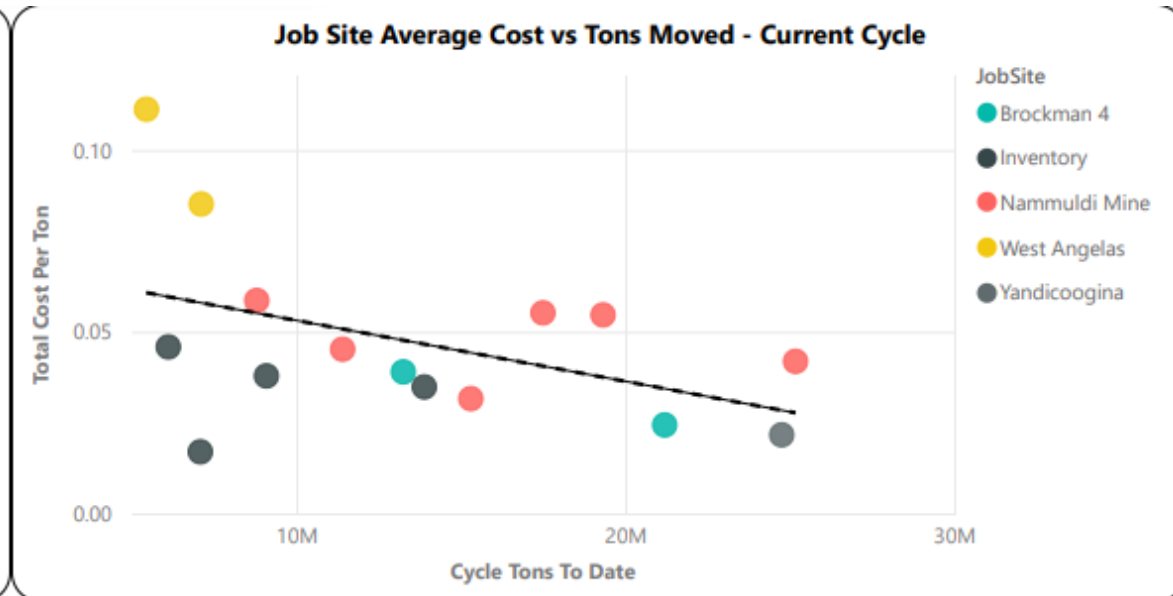
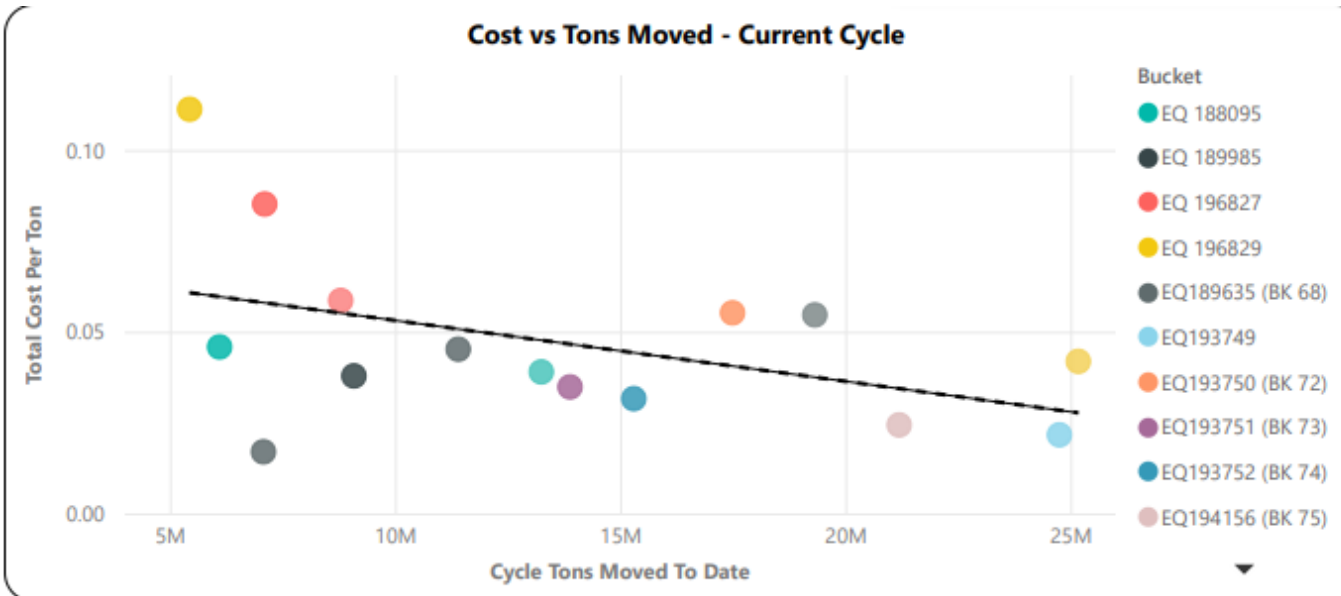
Brand	MAINETEC
Implement ID	196832
Budget Service Hours	6,000 hrs
Total Bucket Hours	8,398 hrs
Cycle Hours	8,398 hrs
Hours To 100% Worn	3,602 hrs
Forecast Removal (100%)	17 Aug 2024
Forecast Removal (120%)	16 Dec 2024

General Comments & Recommendations:

Lefthand inner torque tube gusset has cracking. If requested, i can provide a repair procedure.



Data driven decisions – independently verified cost per ton

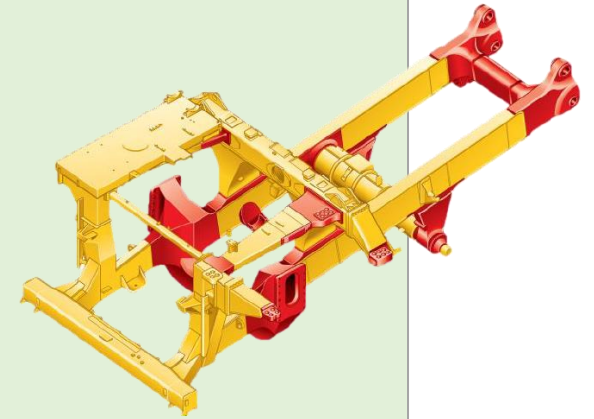


Several major opportunities are developing...

OEM
Supply



Truck Repairs
and Trays



India



Mining Buckets



Outlook & Guidance



FY24 Full Year Guidance – continued strong growth with major market opportunities ahead.



Outlook

- **FY24 revenue of \$310 million - \$330 million, up ~24% from FY23**
- **FY24 NPAT of \$31 million - \$33 million, up ~75% from FY23**
- **Company on track to be debt free in FY24**

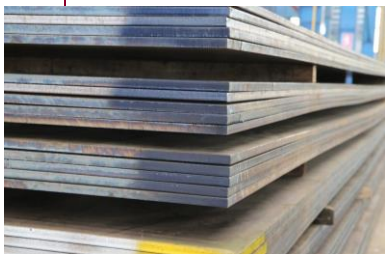
- Guidance has been made on the following basis:
 - Constant FX rates applied based on end FY23 actuals.
 - YoY guidance increases are from the mid point of ranges compared to FY23, all normalised and continuing.



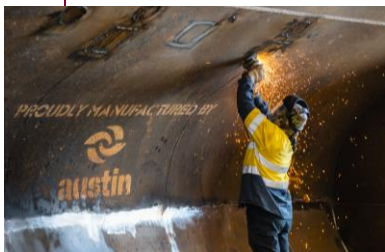
Order book strength with key strategic opportunities.



Batam & USA manufacturing expansion driven by strong growth.

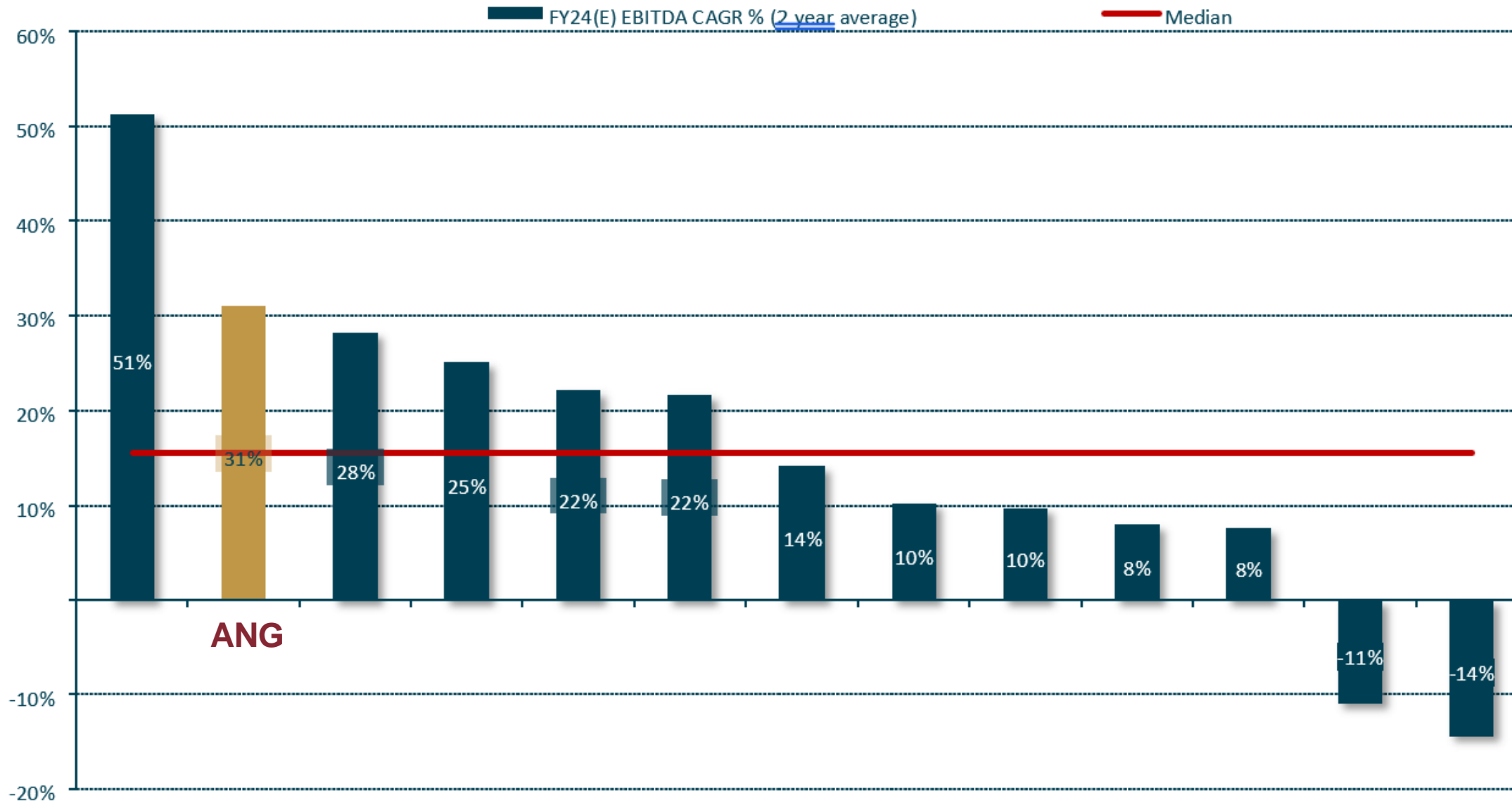


AustBuy will contribute as a significant profit centre.



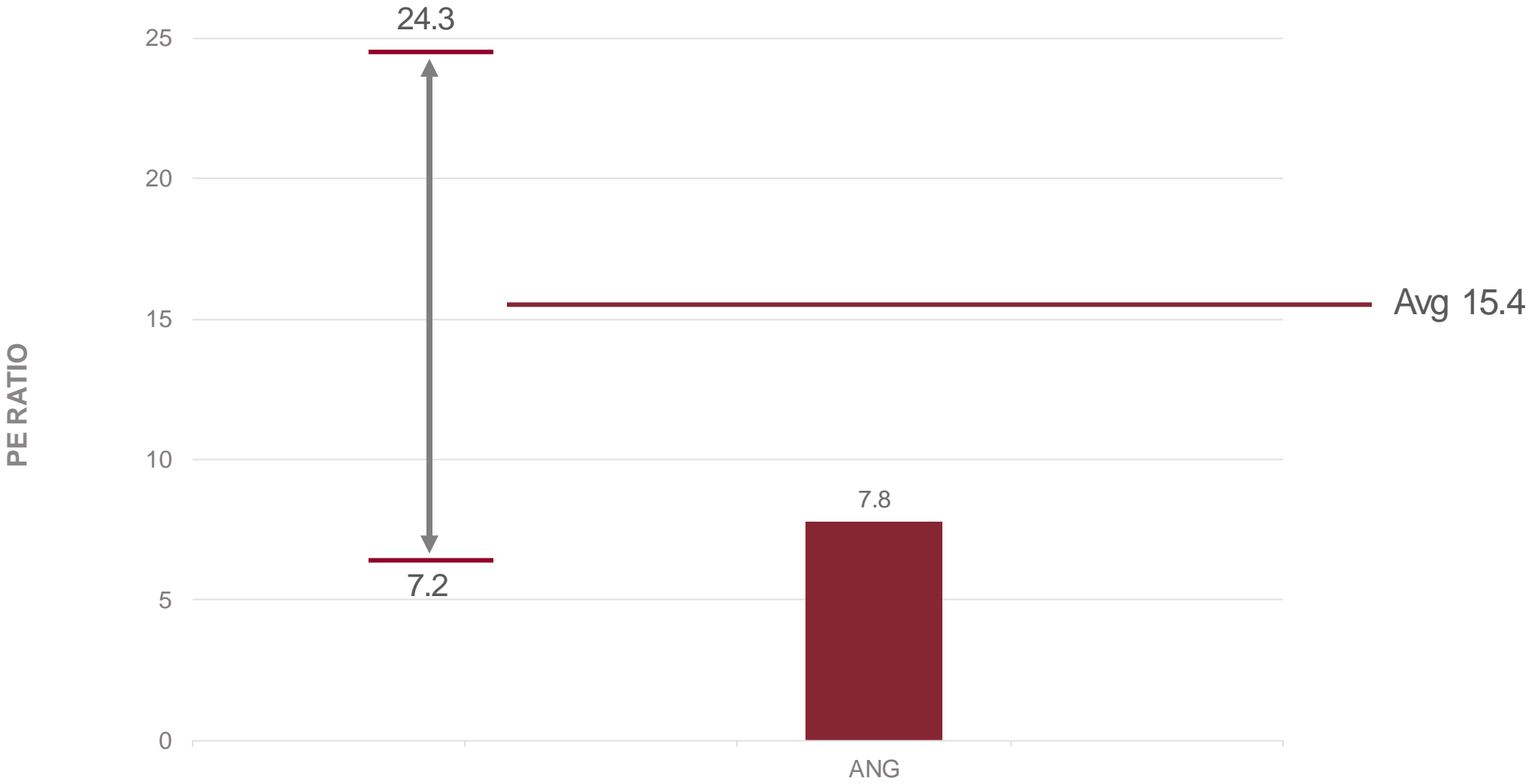
Strong cashflow will be a feature of the business.

Austin has had the 2nd highest earnings CAGR in mining service's



Courtesy of Euroz data provided Feb 2024

But has the second lowest PE ratio of 12 Euroz “mining services” companies



Euroz data provide 20/02/24 includes ASX mining services and select industrials.



“NOW THIS IS NOT THE
END. IT IS NOT EVEN
THE BEGINNING OF
THE END. BUT IT IS,
PERHAPS, THE END OF
THE BEGINNING.”

Winston Churchill

www.markdavidgerson.com



design matters | austineng.com