

Austin Engineering Ltd

Euroz Conference March 2025



design matters | austineng.com

For explanation of all financial numbers in this presentation, refer to H1 FY25 results announcements made to ASX on 27/2/2025



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

ULTIMA



HPT



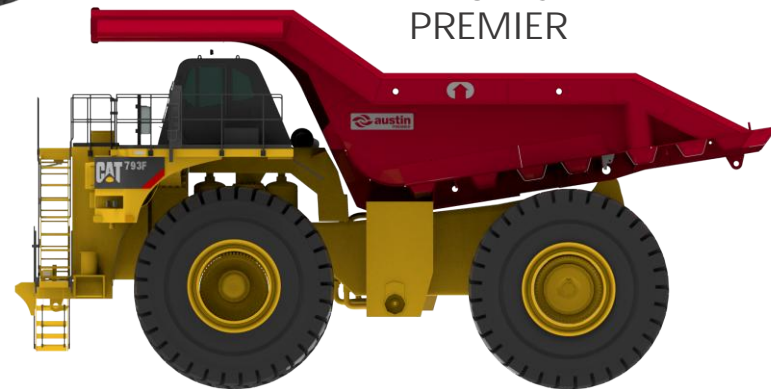
WESTECH



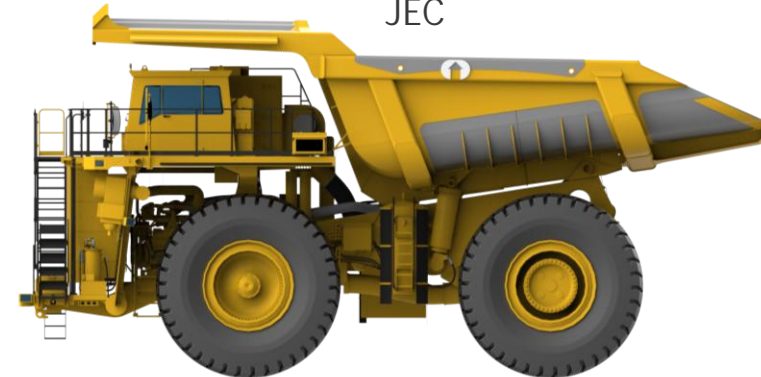
JEC-LD



WESTECH
PREMIER



JEC



PAYBACK IN 2-3 WEEKS AND REDUCED MAINTENANCE

TATA STEEL

5.4T

PAYLOAD INCREASE



43,000T

ANNUAL PAYLOAD
BENEFIT



30%

NEW FLEET
REDUCTION



24
MONTHS

INCREASED MTBO



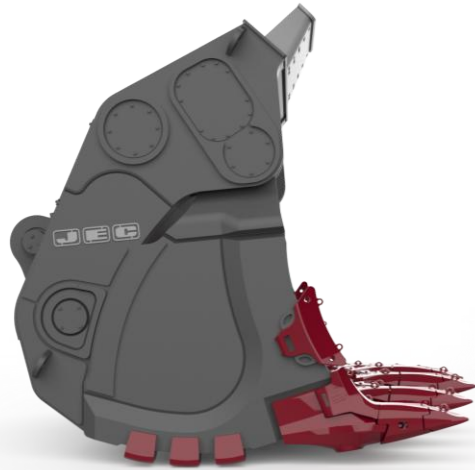

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TATA



Mining buckets match to trays – we are growing fast

JEC
HPS



JEC
HPL



JEC
HPX



JEC
HPU



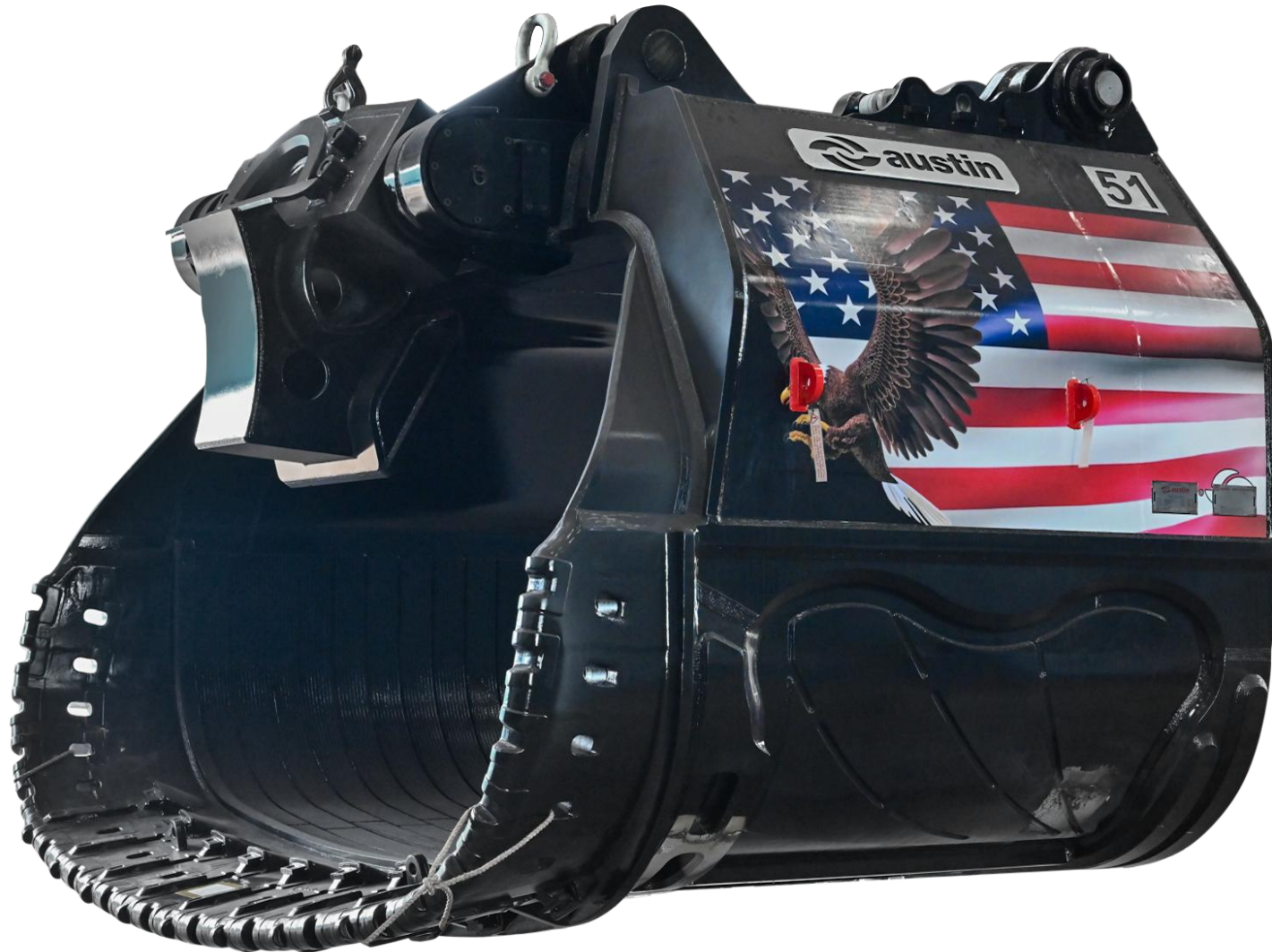
MAINETEC
HULK



ARMADILLO
DIG TUFF



Recent sale of an Austin-designed dipper to North America is a significant development milestone



Customers include many of the industry 'blue chips'



Customer map showing major orders over the last 12 months.





High Growth
Results

Consistent Strategy has Driven Success

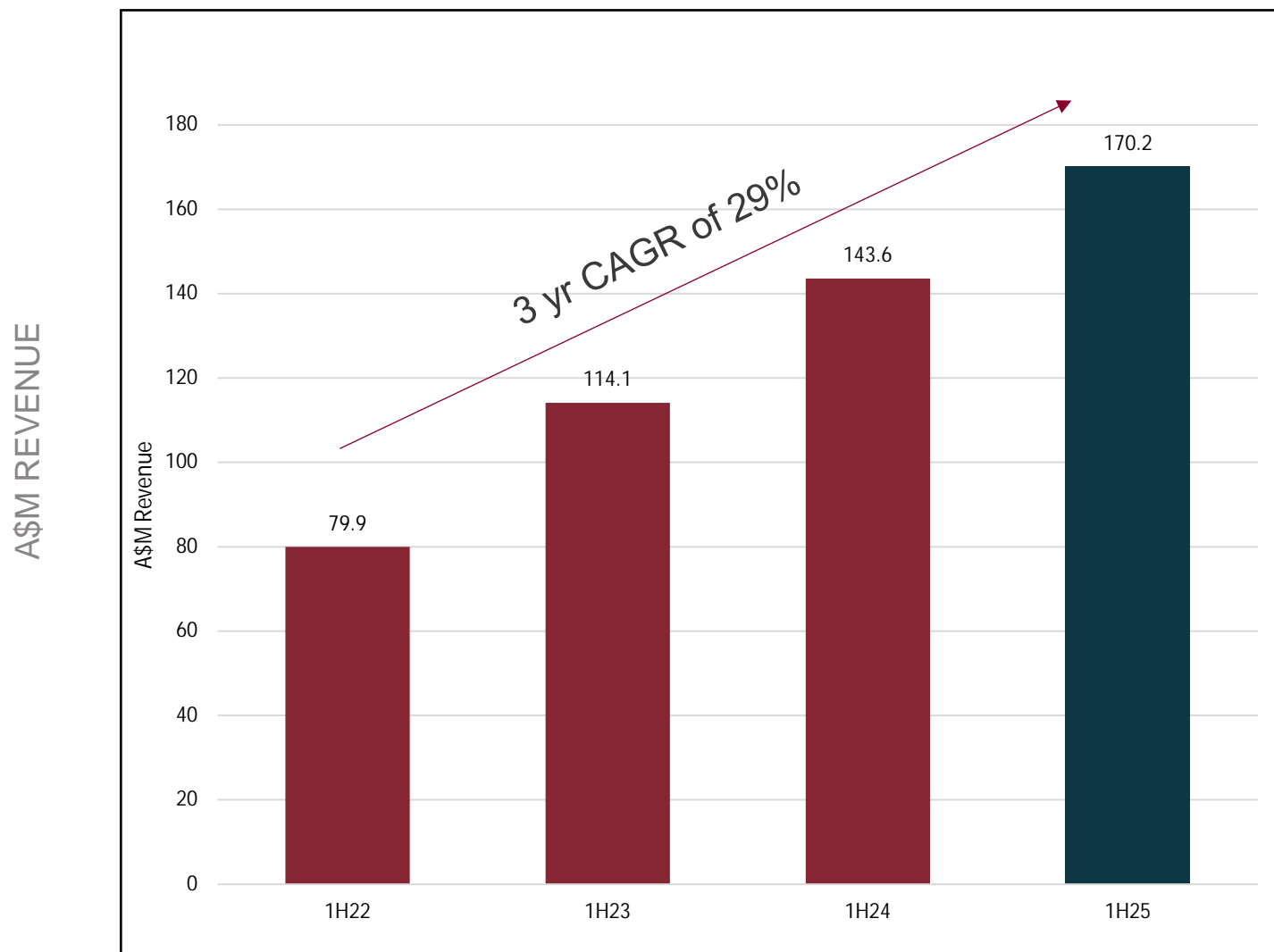
Customer Focus



**Product
Leadership**

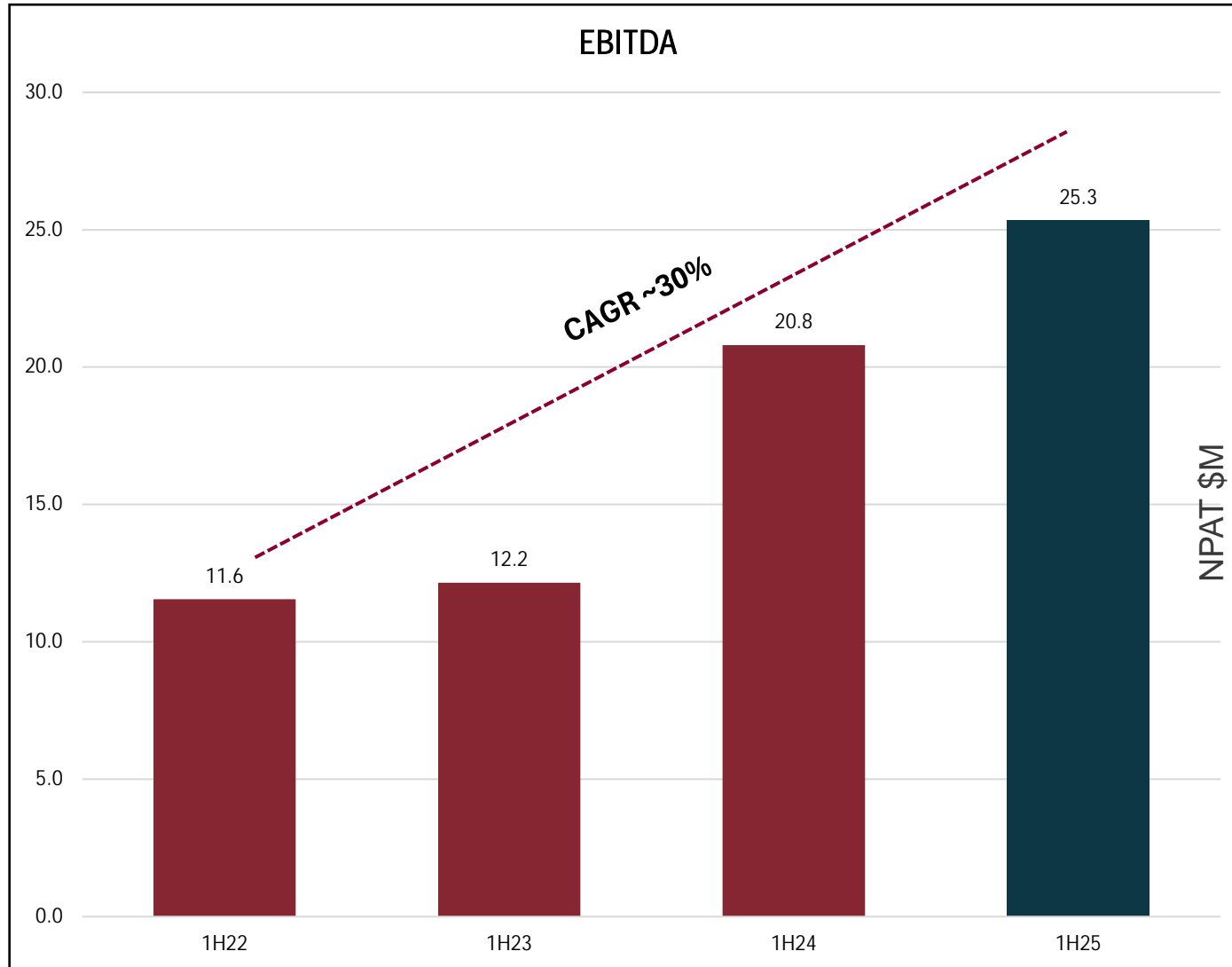
**Manufacturing
Leadership**

Revenue up 18.5% - from North America and South America expansion



- Growth Momentum continues
- North America up 52%
- APAC up 3%
- South America up 8%,

EBITDA growth – underpinned by APAC region as other sectors expanded capacity

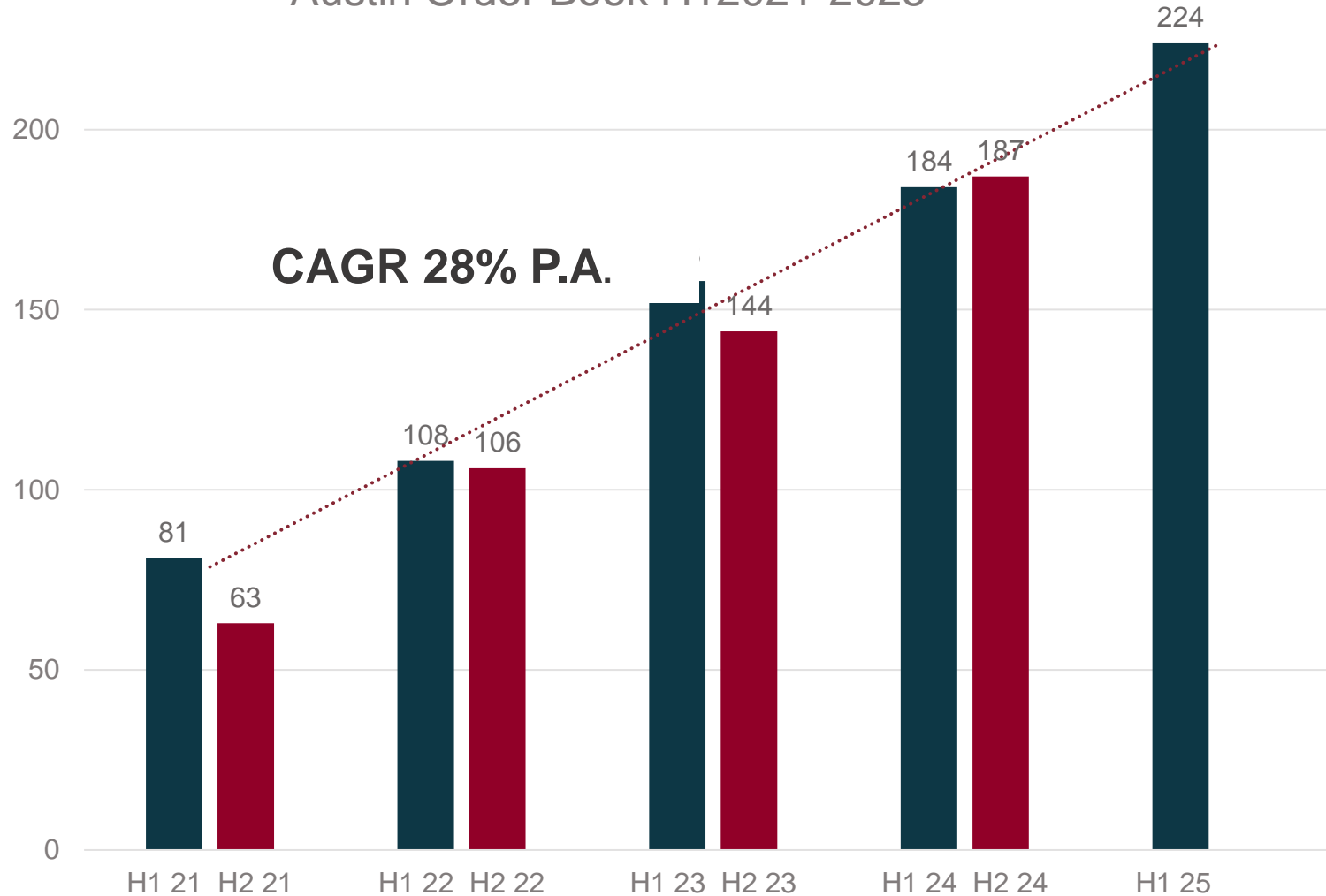


- Scale & Efficiency driving EBITDA
- Underlying EBITDA up 22%pcp
- APAC % Margin Doubles.
- North America up 35%

Order book – Continues to go from Strength to Strength



Austin Order Book H1 2021-2025



- Investment in sales & marketing
- USA particularly Strong up 31%
- Chile doubled order book
- APAC outlook now positive.

CAGR is calculated H1 21 to H1 25



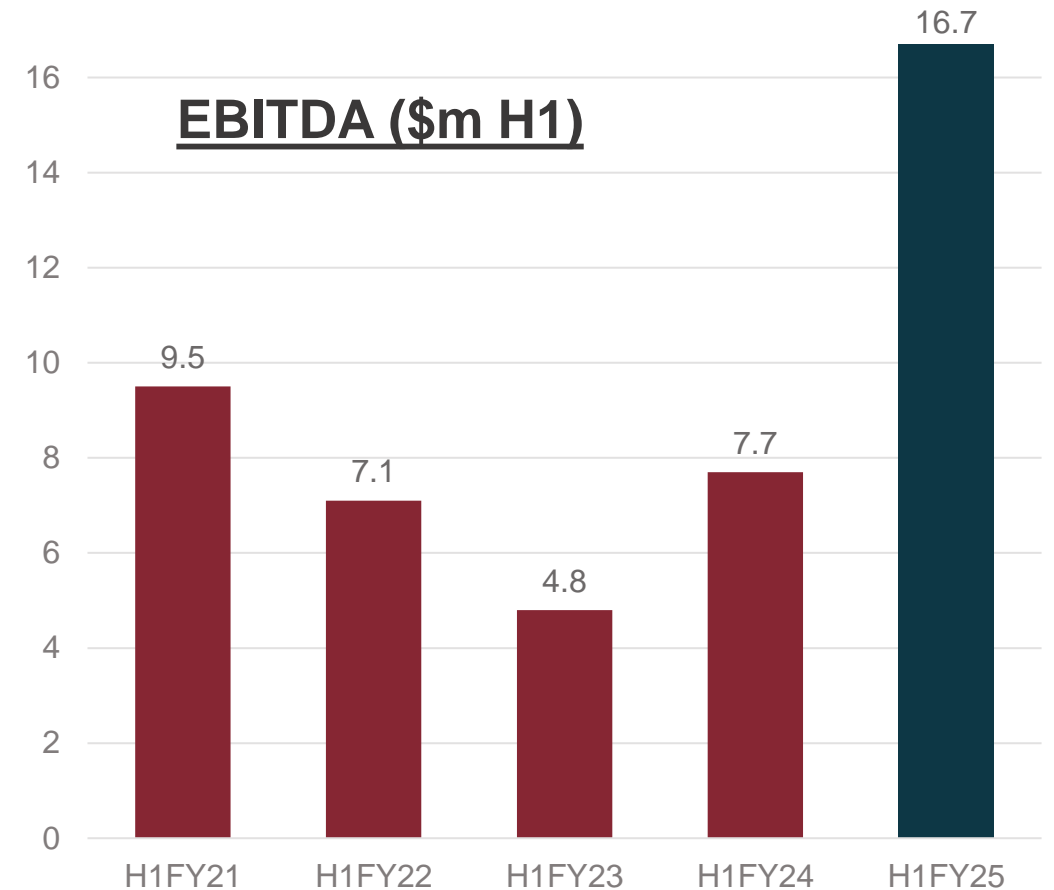
Operating
Sectors

APAC - Scale gives us Market Strength.



Asia-Pacific

- APAC Now a Major Contributor to the Group
- Major Re-Organisation Complete
- Leveraging Scale to Deliver Strong Margins
- Batam delivering 1 Tray a Day
- Installed Base gives Revenue Assurance
- Investment in Sales – Strong Pipeline



Market Leader in N.A. – Fast market adoption is now driving growth

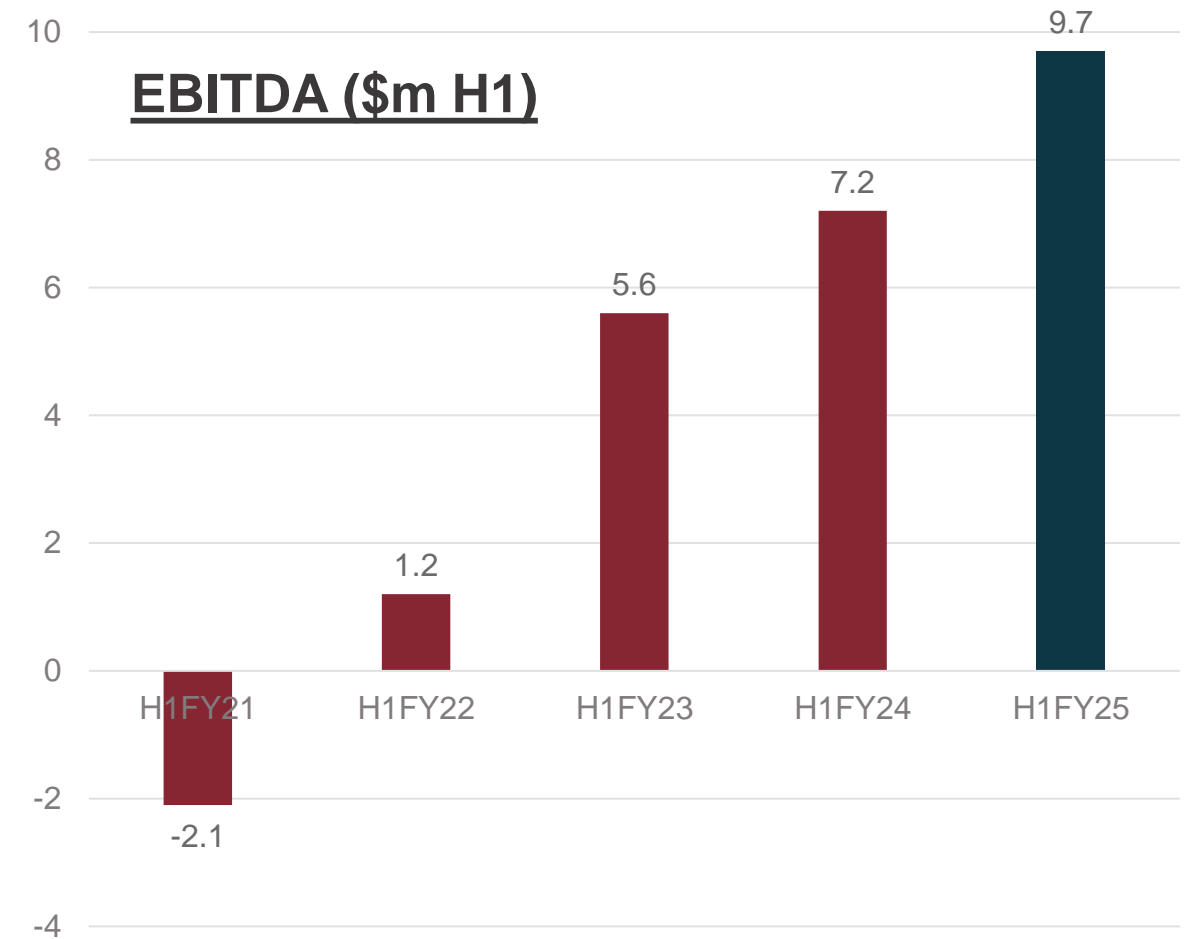


*The total addressable market (TAM), as estimated by Austin based on available global data, and is an approximation only.

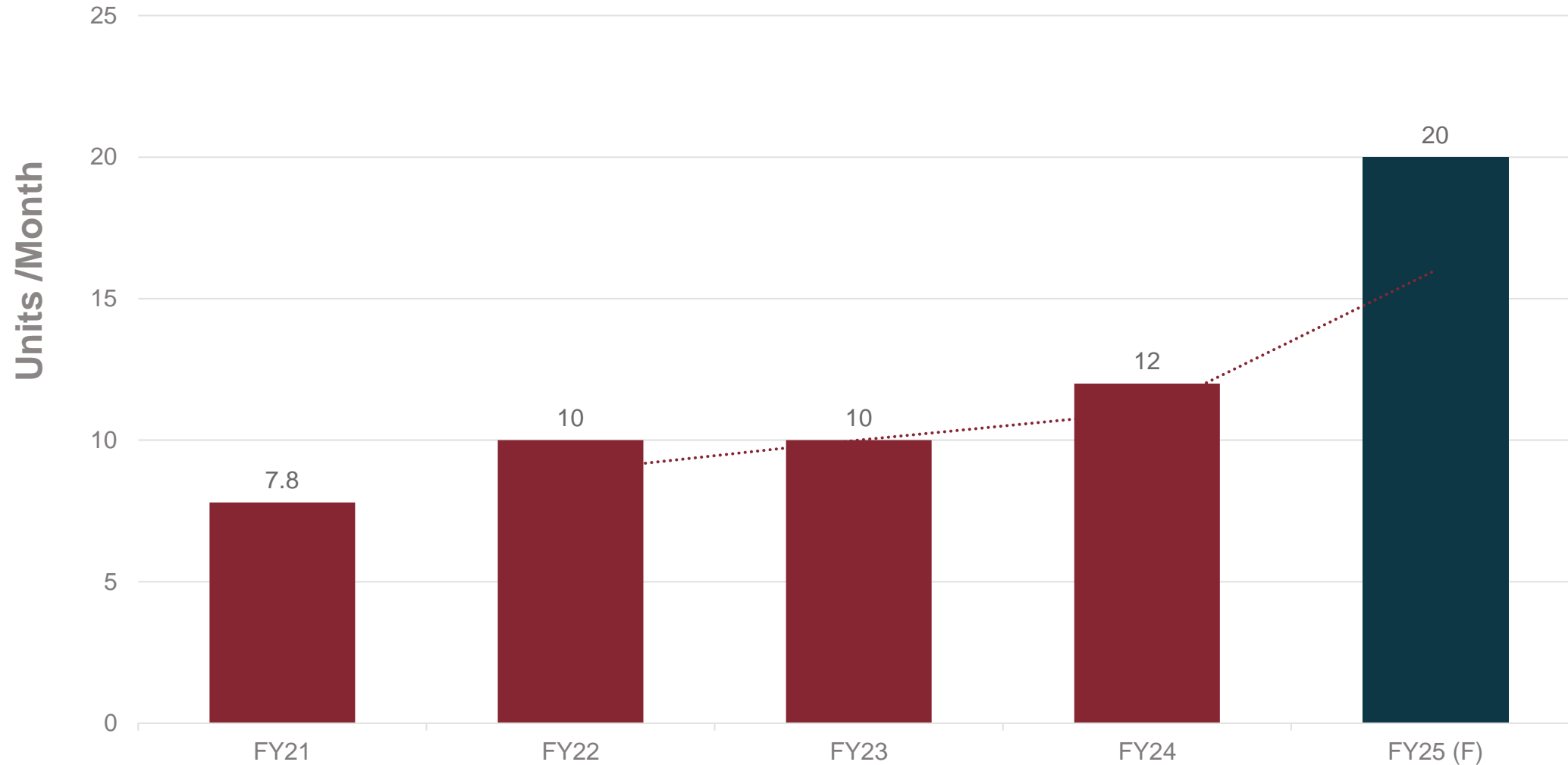
North America



- High Growth – Market Leader
- Tariff “Risk Free”
- Impressive installed base
- High Market Growth achieved in FY25
- Capacity Expansion “Coming On-Line”
- Major Installed Base gives Revenue Assurance

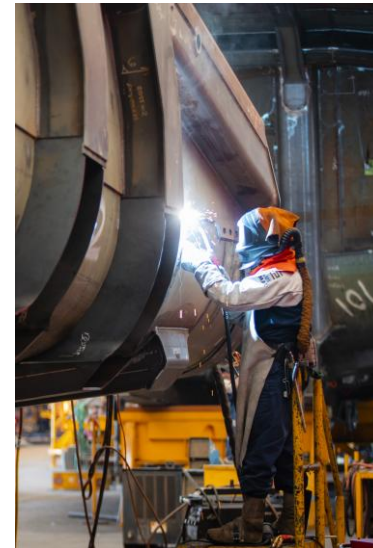


N.A. Expansion Achieved – New Facilities coming on-line



Units per month represent an average of truck trays, water tanks, and buckets produced each month, except for FY25(F), which reflects a peak annual figure as the business expands.

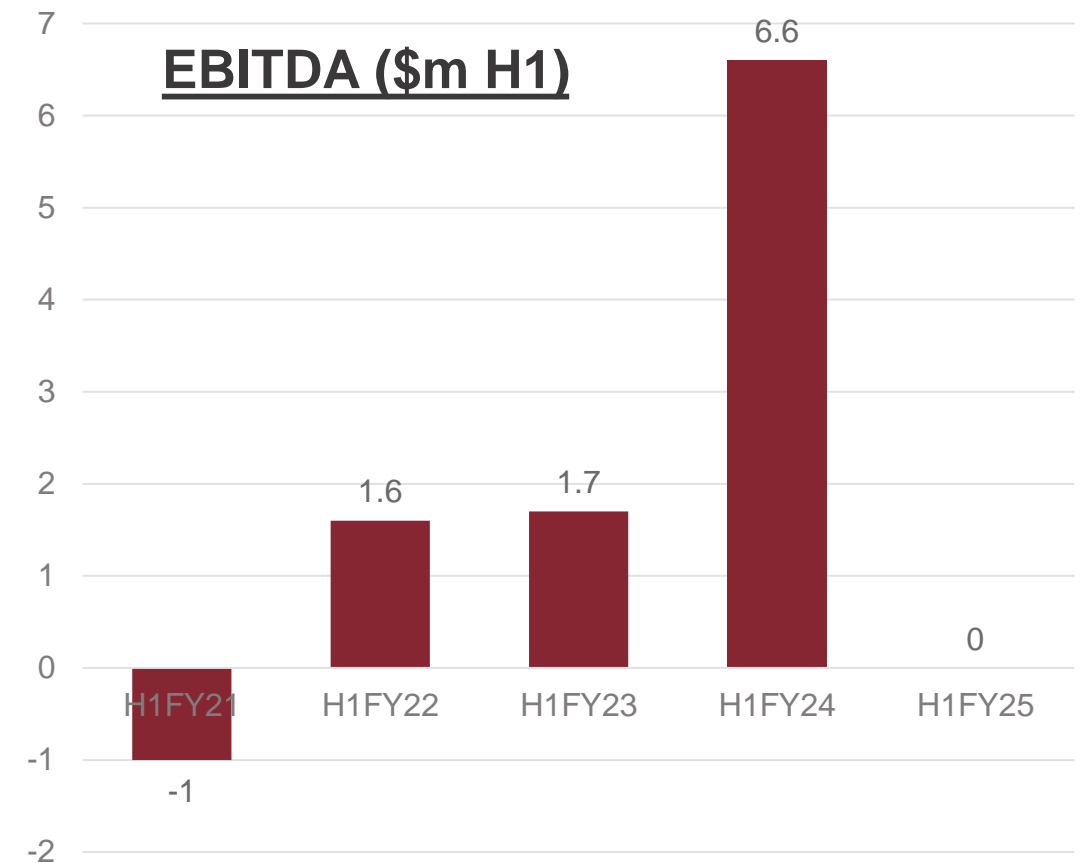
Chile Facility, La Negra



SOUTH AMERICA

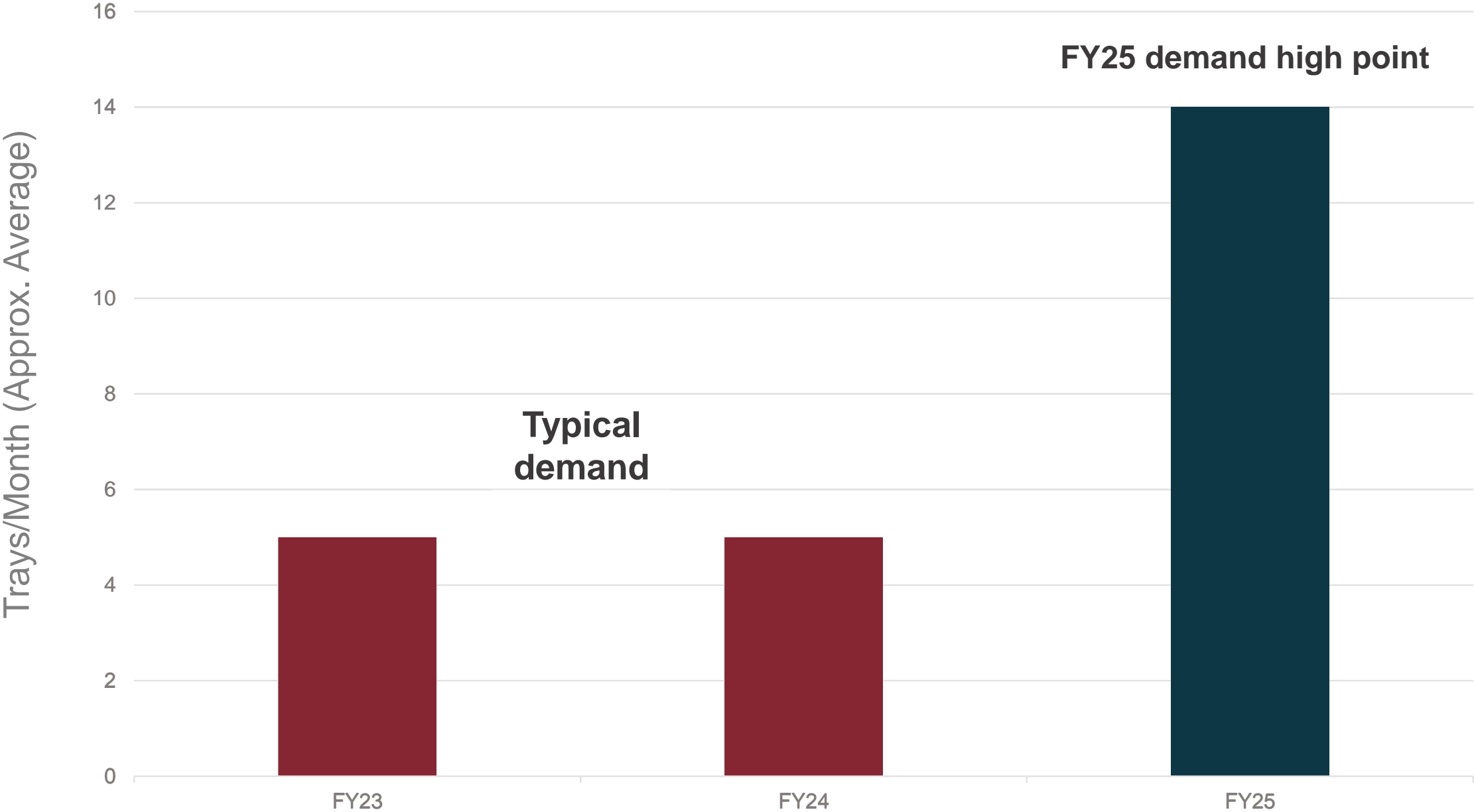


- **Copper in Chile and Peru drives Strong Market**
- **Commenced Multi-Year Growth Program**
- **Austin Manufacturing System being Introduced**



*1H25 & 1H24 EBITDA numbers are normalised.

Chile demand growth moving to record levels in FY25

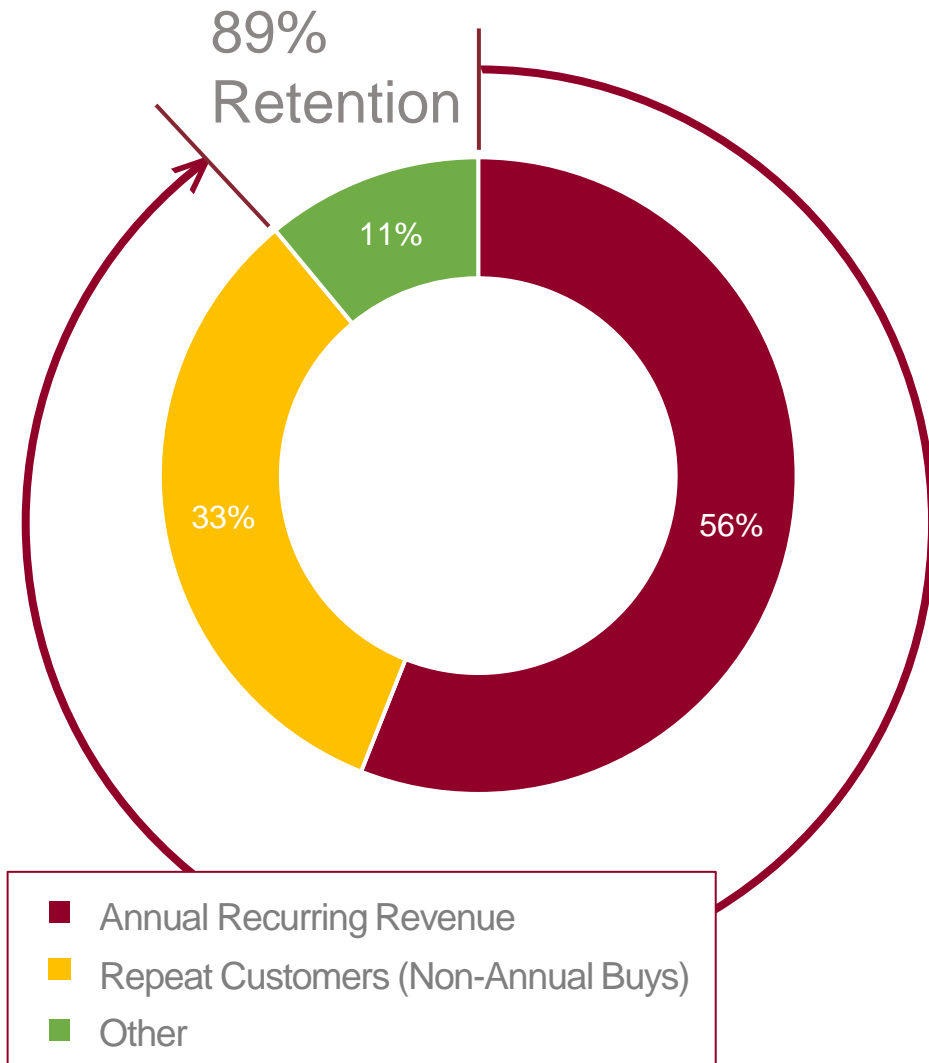


Explanation of terms used on this page: Typical demand refers to the average truck trays produced per month across the years and is an approximation only. The FY25 demand high point refers to growing production demand in FY25 that is anticipated but not yet confirmed and is provided to give an indication of the growth that requires to be managed.



Outlook

Installed base drives truck tray revenue certainty...



America's
~1800 Trays

APAC
~1200 Trays

Annual Replacement ~550+ Trays

Annual replacement stated on this slide is inferred from the installed base in Americas plus APAC divided by an average fleet replacement cycle and is an approximation for illustration only.

Accessible market for replacement trays is estimated to be over 5x current production levels (new trucks additional market).



~20,500 Trucks



~3500 Annual Replacement



~650 Current production level

This slide relates to Austin's 'Home Markets' which are located around its main production centres. Externally sourced 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.

FY25 Full Year Guidance reiterated

Continued strong growth with new market opportunities ahead

Outlook

- **FY25 full revenue of circa ~\$350m up ~12% from FY24**
- **Underlying FY25 EBIT of ~\$50 million up ~30% from FY24**
- **Succession Plan completes on 1st July**
 - **Sy Van Dyk (NED) becomes CEO**
 - **David Singleton (CEO) moves to Board NED.**



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DESIGN MATTERS