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## 2024 Full Year Results Presentation

PAUL HOUSE, MD & CEO PAUL EVANS, CFO

## **Forward Looking Statements**

This presentation may contain certain 'forward-looking statements' and projections provided by or on behalf of Imdex limited (IMDEX). Forward-looking statements can generally be identified by the use of forward-looking words such as, 'expect', 'anticipate', 'likely', 'intend', 'should', 'could', 'may', 'predict', 'plan', 'propose', 'will', 'believe', 'forecast', 'estimate', 'target' 'outlook', 'guidance' and other similar expressions within the meaning of securities laws of applicable jurisdictions. These forward-looking statements reflect various assumptions made by or on behalf of IMDEX..

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Our purpose as a leading global mining-tech company is to efficiently and sustainably unlock the earth's value...



We are uniquely positioned to enable customers to find, define and mine orebodies with precision, confidence and at speed.



## Presentation Overview

**FY24 HIGHLIGHTS** 

FINANCIAL PERFORMANCE

**STRATEGY & FY25 FOCUS AREAS** 

OUTLOOK & HOW IMDEX IS POSITIONED TO OUTPERFORM





## **FY24 Financial Highlights**

\$445M GROUP REVENUE UP 8%

\$131M EBITDA NORMALISED<sup>1</sup> UP 7% 29%
EBITDA MARGIN
NORMALISED¹

\$56M NPATA<sup>2</sup> NORMALISED<sup>1</sup>

Up 7% on a constant currency basis

Up 3% on a constant currency basis

Maintained baseline margin while investing in growth

Normalised effective tax rate of 31%

(FY24 \$445.3m v FY23 \$411.4m)

(FY24 \$130.7m v FY23 \$122.6m)

(FY24 29.4% v FY23 29.8%)

(FY24 \$55.6m v FY23 \$56.8m)

\$70M
DEVICO TECHNOLOGIES
REVENUE UP 14%

96%
CASH
CONVERSION

\$35M NET DEBT<sup>3</sup> 30%
DIVIDEND
PAYOUT RATIO

Revenue synergies running ahead of targets

Strong working capital discipline

Robust balance sheet with net leverage of 0.3x

2.8cps full year dividend

(FY24 \$69.6m v FY23 \$61.3m4)

(FY24 96% v FY23 82%)

(FY24 \$35.0m v FY23 \$64.9m)

(FY24 2.8cps v FY23 3.6cps)

<sup>&</sup>lt;sup>1</sup> Normalised to exclude significant items including Devico integration and organisational redesign costs (\$10.4m) plus MAGHAMMER impairment costs (\$7.4m) – see Additional Notes on slide 29

<sup>&</sup>lt;sup>2</sup> Excludes after tax impact of intangible asset amortisation charge from acquisitions, tax effected at 30%

<sup>&</sup>lt;sup>3</sup> Cash less external borrowings (excluding lease liabilities)

<sup>&</sup>lt;sup>4</sup>Revenue for comparable period (4 months actuals of \$20.6m plus 8/12 of CY22) was \$61.3m

## **FY24 Strategic Highlights**

**Core Business Growth** 





New Business Growth





#### TECHNOLOGY LEADERSHIP

- ✓ Release of IMDEX HUB-IQ™ connected ACTx™ and OMNIx™
- ✓ Sensor ARPU up 7%
- 10% uplift in customers upgrading to higher-end survey technologies<sup>1</sup>

## INTEGRATED SOLUTIONS

- ✓ Top 250 clients with >3 products 48%, up from 46%
- Directional drilling projects expanding globally leveraging IMDEX network
- Consolidation of fluid products with increasing gross margins

#### DIGITAL BUSINESS

- 28% of Sensor & SaaS revenue is IMDEX HUB-IQ™ connected
- ✓ IMDEX HUB-IQ™ connected customers up 10%
- ✓ Enabled Devico sensor connection to IMDEX HUB-IQ™
- Krux Analytics and Datarock leveraged IMDEX global network and doubled SaaS activity

#### IMT BUSINESS

- Additional installed BHS™ sites and a strong pipeline of trials planned
- Expansion into the underground production hole survey market to meet growing demand
- ✓ BLASTDOG™ commercial trials on track with additional sites in pipeline for FY25



¹ In line with strategy to transition customers to advanced solutions that deliver greater value Percentages and metrics compared to FY23 and include Devico Average Revenue Per Unit (ARPU), BLAST HOLE STABILIZER (BHS™), IMDEX Mining Technologies (IMT)

## **FY24 ESG Highlights**











#### **PEOPLE**

Sustained a high safety engagement and performance with a growing field-based workforce<sup>1</sup>

First IMDEX DE&I survey highlights respect, wellbeing and a culture of care within IMDEX

Scoped ESG Awareness Training module

Boosted Gallup Employee Engagement by +0.07 to 3.88 points

#### INNOVATION

Reduced weight and length of OMNIx™ running gear by 21% and 53% respectively

Underground survey deployment solution to reduce working from heights

#### **ENVIRONMENT**

Achieved 95% recyclable packaging for drilling optimisation products

Achieved 95% reusable packaging for rock knowledge sensors

#### SOCIETY

Established Community Engagement Policy

Launched Global Volunteering Program

Better Together diversity and inclusion workshops attended by >400 employees

#### **GOVERNANCE**

Welcomed
Tracey Horton AO as NED
and Paul House as MD

Sustainability Board Committee established

Expanded modern slavery training to broader stakeholder group

Improved third party due diligence system implemented

<sup>1</sup> LTIFR of 1.27 and TRIFR of 3.80





## **Key Metrics**

#### STRONG FINANCIAL PERFORMANCE AGAINST CHALLENGING MARKET BACKDROP

\$m (unless indicated otherwise)	FY24	FY23	VAR %
Revenue	445.3	411.4	8%
EBITDA	112.9	100.5	12%
EBITDA Normalised <sup>1</sup>	130.7	122.6	7%
EBITDA Margin % Normalised <sup>1</sup> (%)	29.4	29.8	(0.4%)
NPAT	32.4	35.0	(7%)
NPATA <sup>2</sup> Normalised <sup>1</sup>	55.6	56.8	(2%)
EPS Normalised <sup>1</sup> (cents)	9.2	12.0	(23%)
EPSA <sup>2</sup> Normalised <sup>1</sup> (cents)	10.9	12.9	(16%)
Pre-Tax Operating Cash Flow	126.5	105.0	20%
Pre-Tax Operating Cash Flow Per Share (cents)	24.8	23.9	4%
Net Assets (at 30 June)	571.3	556.2	3%
Net (Debt) <sup>3</sup> (at 30 June)	(35.0)	(64.9)	(46%)
Full Year Fully Franked Dividend (cents)	2.8	3.6	(22%)
Full Time Employees (at 30 June)	816	851	(4%)

Strong underlying financial performance benefiting from Devico revenue synergies

2H24 impacted by continued weakness in global exploration activity, partly offset by market share gains

Organisational design, including Devico integration, completed in 1H24. Strategic decision to reinvest savings into business, positioning IMDEX strongly for market upturn

Consistently high cash conversion and accelerated reduction in net debt since Devico completion

Disciplined approach to capital management



<sup>&</sup>lt;sup>1</sup> Normalised to exclude significant items including Devico integration and organisational redesign costs (\$10.4m) plus MAGHAMMER impairment (\$7.4m) – see Additional Notes on slide 29

<sup>&</sup>lt;sup>2</sup> Excludes after tax impact of intangible asset amortisation charge from acquisitions, tax effected at 30%

<sup>&</sup>lt;sup>3</sup> Cash less external borrowings (excluding lease liabilities)

### **Revenue Growth**

#### IMDEX BUSINESS MODEL ENABLES OUTPERFORMANCE

Strong performance against declining global exploration activity

Global exploration budgets down ~5% for CY24<sup>1</sup>

Global exploration drilling declined ~24% on pcp<sup>2</sup> – impacted by high-cost operating environment



FY24 REVENUE v FY23 UP

8%

**5-YEAR FY REVENUE CAGR** 

12.8%

v S&P CY EXPLORATION SPEND CAGR 5.6%

SENSORS & SAAS REVENUE AS A % OF TOTAL REVENUE

64%

UP FROM 60% IN FY23



<sup>&</sup>lt;sup>1</sup> S&P Global Market Intelligence March 2024

<sup>&</sup>lt;sup>2</sup> S&P Global Market Intelligence by reported drill holes

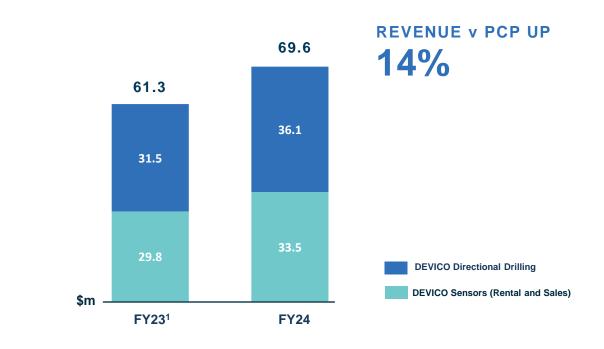
## **Devico Technologies – Revenue Performance**

#### SYNERGIES AHEAD OF EXPECTATIONS DESPITE SOFTER MARKET CONDITIONS

A 15% increase pcp in directional drilling revenue, including expansion in USA, Africa, and Australia

A 12% increase pcp in sensor revenue including the benefits of cross-selling within the IMDEX network

Completed the transition from Devico sensor sales to IMDEX's recurring rental model



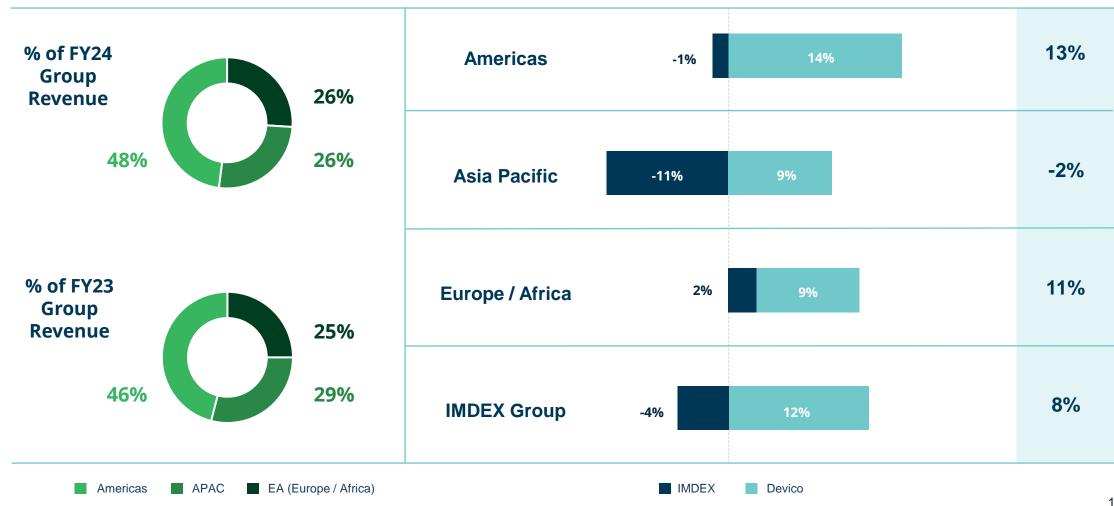


<sup>&</sup>lt;sup>1</sup> Revenue for comparable period (4 months actuals of \$20.6m plus 8/12 of CY22) was \$61.3m

## **Revenue by Region**

#### UNRIVALLED GLOBAL FOOTPRINT WITH DIVERSIFIED REVENUE STREAMS

FY23 - FY24 Consolidated





### **EBITDA**

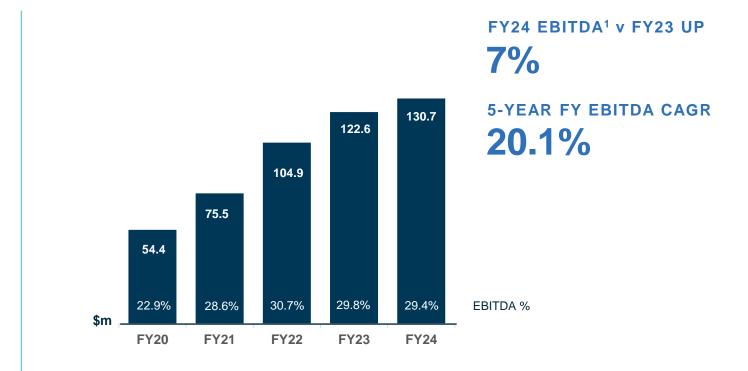
#### HIGH QUALITY BUSINESS MODEL DEMONSTRATING RESILIENT EARNINGS

Strong cost management with baseline EBITDA normalised margin maintained

Ongoing investment in R&D – ~8% of FY24 revenue with the majority expensed

Ongoing investment in core business – integrated offerings and directional drilling

Increased investment in new growth businesses – Digital and IMT



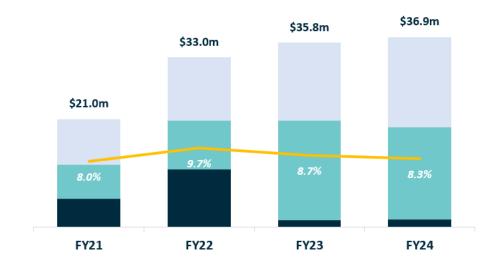


<sup>&</sup>lt;sup>1</sup> Normalised to exclude significant items including Devico integration and organisational redesign costs (\$10.4m) plus MAGHAMMER impairment (\$7.4m) – see Additional Notes on slide 29

## **Disciplined R&D Capital Allocation**

#### MAINTAINING INVESTMENT IN R&D

#### TOTAL R&D SPEND<sup>1</sup>



#### **GRAPH KEY**

Horizon 1 – Next generation core technologies impacting revenues in 1-2 years

Horizon 2 – New core technologies impacting revenues in 2 – 3 years

Horizon 3 – Transformative technologies impacting revenues in 3 – 5 years

Expensed R&D and capitalised software development costs as a % of revenue

#### **EXPENSED V CAPITALISED R&D**

(\$m)	FY24	FY23
R&D Expensed	34.4	30.7
R&D Capitalised (software)	2.5	5.1
Total	36.9	35.8

IMDEX is a growth business committed to R&D in all market conditions

R&D is expensed except for software development

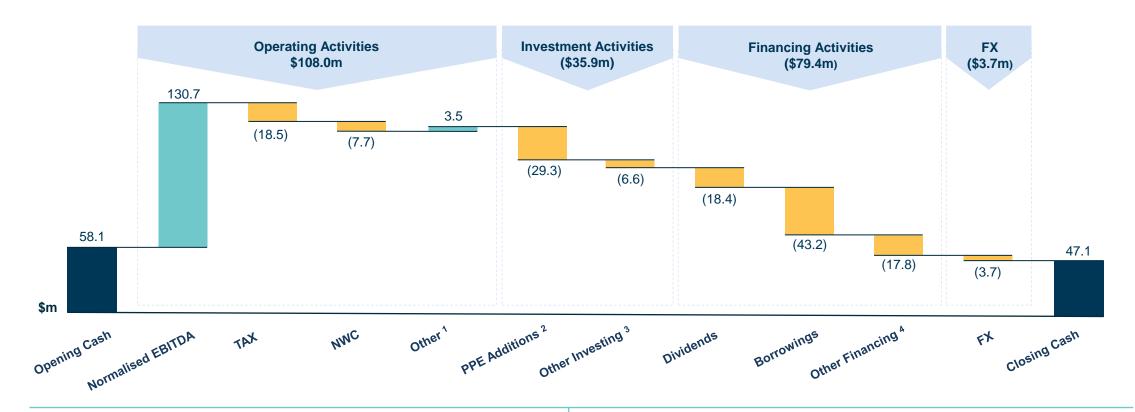
Investment in Horizon1 increased across FY22-FY24 reflecting investment in the next generation of our core product portfolio, expected to generate revenue in 1-2 years



<sup>&</sup>lt;sup>1</sup> Following the organization redesign, total R&D spend now includes product management, prior years have been restated for comparative purposes

## **Disciplined Capital Management**

#### STRONG CASH GENERATION ACCELERATING DEBT REPAYMENT



96% reported EBITDA to operating cashflow conversion (112% pre-tax)

Strong working capital discipline

Net Working Capital (NWC) investment in line with historical trend



<sup>&</sup>lt;sup>1.</sup> Other includes Devico integration costs, interest and non-cash items including provisions, share of associates and FX movements

<sup>&</sup>lt;sup>2</sup> Principally includes next generation sensors and contributes to sensor revenue growth

<sup>&</sup>lt;sup>3</sup> Other investing includes software capitalisation (\$2.5m), investment in Datarock (51.9%) and loans to Associates

<sup>&</sup>lt;sup>4</sup> Other financing includes lease payments (\$10.0m) and interest (\$7.8m)

### **Robust Balance Sheet**

#### CAPACITY TO REINVEST IN BUSINESS AND GROWTH

Disciplined net leverage ratio of 0.3x1

Healthy interest coverage ratio of 6x1

Devico purchase price accounting finalised

ROE reflects ongoing investment in long-term sustainable growth for shareholders

30 JUNE 2024	<b>30 JUNE 2023</b>
47.1	58.1
90.6	90.1
63.0	67.5
94.2	90.3
414.5	426.8
11.3	13.9
-	7.4
65.5	57.0
786.2	811.1
43.9	46.8
82.1	123.0
88.9	85.1
214.9	254.9
571.3	556.2
8.4%	12.4%
11.3%	11.4%
	47.1 90.6 63.0 94.2 414.5 11.3 - 65.5 786.2 43.9 82.1 88.9 214.9 571.3 8.4%

<sup>&</sup>lt;sup>1</sup> Normalised to exclude significant items including Devico integration and organisational redesign costs (\$10.4m) plus MAGHAMMER impairment (\$7.4m) previously an asset held for sale– see Additional Notes on slide 29





## **Strategy**

#### DELIVERING VALUE THROUGH TECHNOLOGY LEADERSHIP AND INTEGRATED OFFERING









**Core Business Growth** 

**New Business Growth** 

#### TECHNOLOGY LEADERSHIP

Targeted R&D to maintain market leadership and win market share

## INTEGRATED SOLUTIONS

Focusing on optimised integrated solutions rather than single products to maximise customer value and IMDEX sustainable revenue

#### DIGITAL BUSINESS

Building on geoscience analytics, Al and computer visualisation capabilities to enhance orebody knowledge for customers

Building additional SaaS revenue for IMDEX

#### IMT BUSINESS

Leveraging capabilities in larger adjacent market, where it is the same orebody and client

Building additional mining production revenue, which is less subject to cyclical impacts

**AQUIRE** 

**BUILD** 

**COLLABORATE** 



## **FY25 Focus Areas**

#### CONTINUING TO EXECUTE ON STRATEGIC INITIATIVES TO DRIVE GROWTH ACROSS THE BUSINESS



## PROTECTING AND DEVELOPING OUR PEOPLE

Safety culture

Employee engagement

Capability development

Diversity, Equity and Inclusion



## IN DIGITAL 2.5

Systems that enable IMDEX to scale efficiently and securely

Building on GDR system to optimise cost base for fluids and digital business

Enhancing systems for ESG related data capture and assurance

## INVESTING IN OUR CORE BUSINESS GROWTH

Devico revenue synergies including directional drilling

Increased integration of IMDEX solutions

Disciplined product development



Scaling software

Collaboration with Krux and Datarock

Additional installed sites and units within IMT portfolio



## **Integrated Solutions – Key to Outperforming Market**

#### DRIVING CUSTOMER VALUE AND SHARE OF EXPLORATION SPEND

#### TODAY: TRANSITIONING FROM PRODUCT SALES TO INTEGRATED SOLUTIONS

#### **CLIENT CASE STUDY: REVENUE ACHIEVED WITH INTEGRATED SOLUTIONS**





#### HOW INTEGRATED SOLUTIONS ADD VALUE TO IMDEX

Leveraging unrivalled global network and breadth of portfolio

Adoption of integrated solutions delivers greater value to customers and an increasing share of market spend for IMDEX

The immediately addressable market of super sites represents a fleet of >1,000 rigs

Potential revenue uplift for IMDEX with current product portfolio is ~4x

This potential increases as IMDEX portfolio expands via R&D, M&A and industry collaboration

<sup>&</sup>lt;sup>1</sup> Adjusted to show in constant currency and adjusted to include Devico



## **Around Our Regions Today**

#### STEADY ACTIVITY

#### NORTH AMERICA

- Activity remains steady with a focus on near mine projects
- Junior activity remains subdued in Mexico and Canada due to ongoing funding challenges

#### SOUTH AMERICA

- Activity remains steady with demand from near mine copper projects
- Activity in Argentina is starting to improve with increased mining investment following election

#### **AFRICA**

- Activity remains steady, with increasing gold and copper projects
- Activity continues to be driven by majors and brownfield / near mine projects with additional underground drilling
- Mali and DRC continue to be impacted by government changes

#### **EUROPE**

- Activity remains steady with a focus on brownfield projects
- Potential for increased activity associated with critical metals due to sanctions on Russian supply

#### **AUSTRALIA**

- Activity remains steady in Australia driven by near mine projects
- Junior activity remain subdued due to ongoing funding challenges

#### ASIA

· Increasing activity in PNG and Philippines.



## **Compelling Long-Term Outlook**

SIGNALS THAT DRIVE LONG-TERM EXPLORATION ACTIVITY ARE LINING UP









#### SUPPLY DEMAND FUNDMENTALS

Significant need to replace diminishing reserves

Demand for battery metals increases supply demand imbalance

Reserves are becoming deeper and more complex to find

## COMMODITY PRICES

Gold and copper prices have strengthened, supporting capital raisings and increased exploration budgets

Gold and copper represent ~75%¹ of non-ferrous exploration spend globally and IMDEX revenue

## & EXPLORATION BUDGETS

Signs of 'green shoots' for capital raisings

Base metal raisings in June up 26% YoY<sup>2</sup>

Historically there is a 6 to 9-month interval between funds raised and deployment on site

Non-ferrous exploration budgets remain well below 2012 peak

## GLOBAL EXPLORATION ACTIVITY

High-cost environment resulting in project delays or reductions

Resource companies that have implemented cost out initiatives are maintaining or expanding programs

Exploration activity is expected to remain relatively flat into FY25



## **Growth Opportunities FY26+**

**KEY INDICATORS AND GROWTH DRIVERS** 



## Market Share Gains

- Integrated solutions
- IMDEX's expanded sensor stack
- Expansion of directional drilling globally
- IMDEX's expanded presence in Europe, the US and Africa



## Margin Expansion

- Growth of core business
- Maintaining technology leadership and increasing ARPU
- Increasing percentage of revenue from higher margin Sensors & Software
- Scaled cost synergies achieved from Digital 2.5



## IMDEX Growth Upside

- Increasing percentage of revenue from Digital Business
- Increasing percentage of revenue from IMDEX Mining Technologies Business
- Potential M&A and further industry collaboration



- Increased drilling activity supported by:
  - Supply demand imbalances
  - Strengthening commodity prices
  - Increasing exploration budgets and capital raisings

IMDEX Actively Driving Growth

## Summary

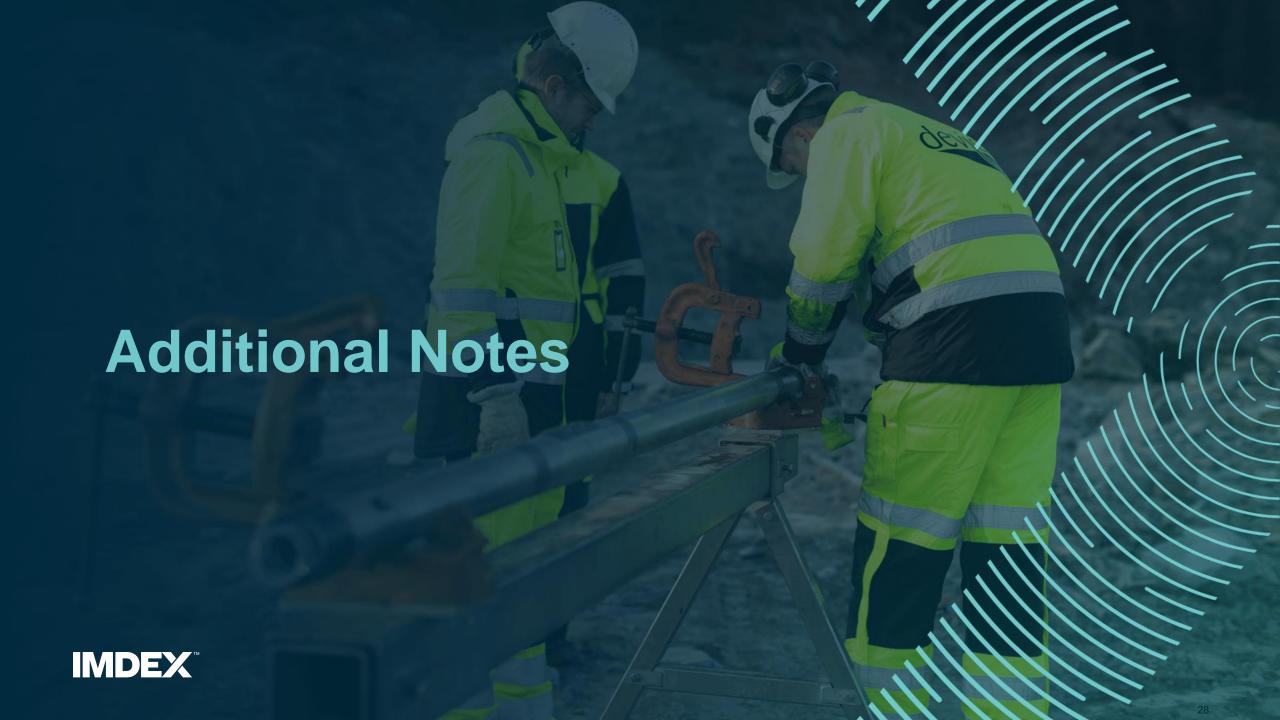
STRONG FINANCIAL PERFORMANCE	OUTPERFORMED MARKET CONDITIONS	DEVICO INTEGRATION	MARGINS
Revenue up 8% on FY23 EBITDA normalised¹ up 7% on FY23 Strong cash generation	Global exploration budgets down ~5% for CY24 <sup>2</sup> Global exploration drilling declined ~24% on pcp <sup>3</sup>	Strong cultural alignment Operational integration completed Cost synergies achieved Revenue synergies achieved	EBITDA margins maintained with increased investment in R&D, Digital and IMT  Gross margins increased for fluids and sensors
			Commenced Digital 2.5 transformation

GROWTH INITIATIVES	DISCIPLINED CAPITAL MANAGEMENT	OUR GLOBAL TEAM	OUTLOOK FOR FY25		
New and next generation technologies released	Strong working capital management	Organisational redesign completed in 1H24 ahead of schedule	Activity expected to be flat during FY25		
Expansion of directional drilling	96% reported EBITDA cash conversion	Sustained voluntary turnover levels of	Strong long-term industry		
Expansion of integrated solutions	Accelerated debt repayment	<10%	fundaments - drivers are signaling upturn		
Digital and IMT progressing to plan	30% NPAT dividend payout ratio maintained				
	Capacity to invest in growth				

<sup>&</sup>lt;sup>1</sup> Normalised to exclude significant items including Devico integration and organisational redesign costs (\$10.4m) plus MAGHAMMER impairment costs (\$7.4m) – see Additional Notes on slide 29

<sup>&</sup>lt;sup>2</sup> S&P Global Market Intelligence March 24

<sup>&</sup>lt;sup>3</sup> S&P Global Market Intelligence by reported drill holes



## **Additional Notes**

	FY24		FY23			
Normalised EBITDA (\$m)	130.7			122.6		
	<u>Gross</u>	<u>Tax</u>	<u>Net</u>	<u>Gross</u>	<u>Tax</u>	<u>Net</u>
Impairment expense <sup>1</sup>	(7.4)	-	(7.4)	-	-	-
Devico integration & organisation redesign costs <sup>2</sup>	(10.4)	3.1	(7.3)	(10.6)	0.8	(9.8)
Exceptional legal costs <sup>3</sup>	-	-	-	(11.1)	3.3	(7.8)
Flexidrill Settlement – residual costs <sup>4</sup>	-	-	-	(0.4)	-	(0.4)
Total Individually Significant Items	(17.8)	3.1	(14.7)	(22.1)	4.1	(18.0)
Reported EBITDA	112.9			100.5		

<sup>&</sup>lt;sup>1</sup> Impairment expense related to the asset classified as held for sale associated with the MAGHAMMER technology



<sup>&</sup>lt;sup>2</sup> Devico integration includes integration, including organisational redesign costs and associated KMP retention costs and incentives <sup>3</sup> Exceptional legal costs of \$11.1m incurred in FY23, relating to costs in respect of international IP infringement matters.

<sup>&</sup>lt;sup>4</sup> Residual settlement costs of \$0.4m with the prior Flexidrill owners



## Why IMDEX Will Continue to Deliver

## A STRONG FINANCIAL PLATFORM

Strong history of EBITDA margin expansion

Strong operational cash generation with ability to reinvest

Strong balance sheet

People light, capex light

## OUTPERFORMING INDUSTRY GROWTH

5-year revenue CAGR 12.8%

5-year EBITDA CAGR 20.1%1

Core business model profitable throughout past industry cycles

## ABILITY TO ACCELERATE ORGANIC GROWTH

Technology leadership

Extension into adjacent mining production market

Integrated solution sales including hardware and software

## ESTABLISHED GLOBAL CLIENT NETWORK

An unparalleled global footprint

Operating in all key mining regions globally – exposure to any one region minimised

## MARKET LEADING TECHNOLOGIES

Unique IP and cloud-connected technologies

Unrivalled integrated product offering

Commitment to ongoing R&D

Commodity agnostic with ability to leverage demand for critical metals

#### WORLD-CLASS R&D AND GEOSCIENCE CAPABILITIES

Leading mechanical, electrical, chemical and software engineers

**Dedicated IMDEX test sites** 

World-class R&D facility in Norway to complement IMDEX facilities

## TALENTED AND DIVERSE TEAM

Experienced leadership team

Building a high engagement culture with the ability to attract and retain talent

Strong employment value proposition

## ENHANCING SUSTAINABLE OPERATIONS

Dedicated committee driving ESG strategy inside and outside of IMDEX

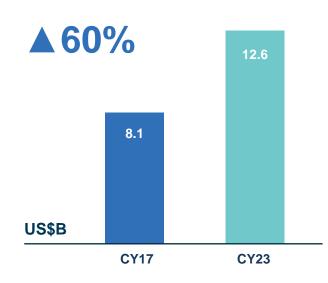
Sustainability forms part of disciplined R&D stage gate process



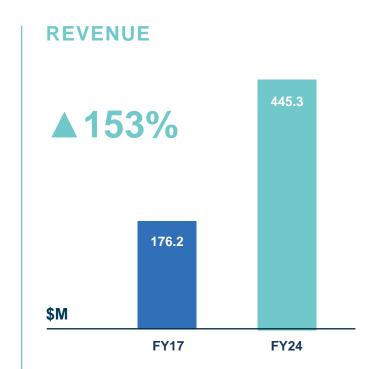
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## Our Strong Track Record as a Growth Company

## S&P EXPLORATION BUDGETS

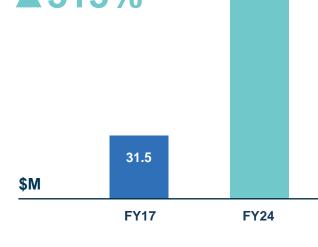


 Exploration expenditure remains well below 2012 peak of \$US21bn<sup>2</sup>



- Highlighting the continued investment in R&D and technology leadership
- Highlighting the value of solutions selling across the IMDEX global network





- Highlighting the evolution of the IMDEX business model
- Operational efficiency delivered through Digital 1.0

<sup>1</sup> Normalised to exclude significant items including Devico integration and organisational redesign costs (\$10.4m) plus MAGHAMMER impairment costs (\$7.4m) – see Additional Notes on slide 29

<sup>&</sup>lt;sup>2</sup> S&P Global Market Intelligence

### **Our Board of Directors**

#### **COMMITTED TO DRIVING SUSTAINABLE GROWTH**



Mr Anthony Wooles
Non-Executive
Chairman

Expertise: Financial and capital markets and strategic marketing



Mr Paul House
Chief Executive Officer
& Managing Director

Expertise: Financial and capital markets and strategic marketing



Ms Sally-Anne Layman Non-Executive Director

Expertise: Exploration, mining and finance



Ms Tracey Horton AO Non-Executive Director

Expertise: Corporate strategy, economics, finance and accounting



Ms Trace Arlaud
Non-Executive Director

Expertise: Mining engineering, geology and geotechnical



Mr Uwa Airhiavbere
Non-Executive Director

Expertise: Digital transformation, Digital 4.0 and the resources sector



## **Our Executive Leadership Committee**



Mr Paul House

Managing Director &

Chief Executive Officer



Mr Paul Evans
Chief Financial Officer<sup>1</sup>



Ms Michelle Carey Chief of Strategy



Ms Kiah Grafton Chief of People



Mr John Hickey
Chief Technology Officer



Mr Dave Lawie
Chief Geoscientist



Mr Wayne Panther
Chief Information Officer



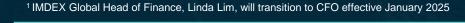
Mr Shane Plant
Chief Commercial Officer



Mr Shaun Southwell
Chief Operating Officer



Mr Michael Tomasz Chief Legal Officer



#### **Our Values**

## Forever curious.



We believe in shaping the future of mining through the relentless pursuit of technologies and services that question the status quo, address our customers' challenges and set new benchmarks for what can be achieved in our industry.

We listen to our people and customers to develop new technologies.

We step up and challenge the status quo.

We give our people the space to be curious and create.

We are informed by industry trends to be open to new ideas.

We go beyond.



We are passionate about creating positive customer experiences that deliver successful outcomes for our customers now and into the future. We achieve this by working in partnership with our customers, actively listening to their needs and delivering genuine value through efficient solutions.

We optimise our customers' experience.

We place our customers' needs first and foremost, delivering on our promises.

We encourage customer ownership and involvement.

We create value for our customers through collaboration and innovation.

Together we thrive.



We are a global team of diverse and talented people, who empower each other to be our best selves. We harness our strengths by combining our knowledge across boundaries in a positive and accountable workplace.

We hold each other accountable and take ownership for our actions.

We advocate for the safety and wellbeing of our people in everything we do.

We recognise and acknowledge each other's successes.

We back each other as a united team, by sharing learnings and expertise between departments and across borders.

We're global game changers.



Our rich global experience and diverse thinking drives all development within IMDEX. It enables us to solve unique problems for global customers reducing environmental and social impacts to shape a better global industry.

We reduce the environmental impact of our activities to shape a better global industry.

We embrace flexible thinking for the benefit of our people, customers and the societies in which we operate.

We serve our customers globally by leveraging our diverse teams and enabling inclusive decision making.

We connect our expertise to customers to add values.



## **Our Customer Value Proposition**

**DRIVING PRODUCTIVITY** 



REAL-TIME DATA AND ANALYTICS

TIMELY
INFORMATION
FOR CRITICAL
DECISION MAKING





#### **QUALITY**

- Industry leading technologies
- QA/QC at point of data collection
- Digital workflows reduce risk of human error
- Al and machine learning remove human subjectivity



#### **REPRESENTIVITY**

- Data collection for every metre drilled
- Repeatable sensor-based data (IoG)



#### TIME SAVINGS

- Actionable information in real-time
- Driller operable instrumentation
- Autonomous operations
- More efficient digital workflows



## **Our Disciplined Stage Gate Development Process**

#### Pilot Concept **Engineering End of Life Prototype** Production Detailed design, build of Concept proposal, technology Minor product changes, pilot options, draft business case functional prototypes, field production, full marketing and proof of concept for hightesting, software build, build out, product launch. risk items. IP position, standards and safety compliance. **Project** Commercial Production **Planning** Prototype Commercial ready (MVP or Full production and Requirements, plan, Beta) version of product, testing support and product budget, architecture and initial assessment over full range of use cases, testing improvement cycle. and validation of value proposition of safety, FTO and compliance. and go to market model.







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