# IMDEX 2021 Full Year Results Presentation

16 AUG 2021

PAUL HOUSE - CEO
PAUL EVANS - CFO & COMPANY SECRETARY

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#### 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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IMDEX IS A LEADING GLOBAL MINING-TECH COMPANY.

WE ENABLE CLIENTS TO FIND, DEFINE AND MINE OREBODIES WITH PRECISION AND AT SPEED.







#### FY21 FINANCIAL HIGHLIGHTS

1 %
REVENUE

Up 18% on a constant currency basis
Strong demand in all regions
Revenue near to or exceeding
pre-COVID levels

(FY21 \$264.4m v FY20 \$237.7m)

↑ 39% EBITDA

Up 50% on a constant currency basis
Gross margins maintained
Strong fixed cost leverage
EBITDA margin 28.5%
(FY21 \$75.5m v FY20 \$54.4m)

↑ 45% NPAT

Underlying effective tax rate 30.9% Effective tax rate 28.9% (FY21 \$31.7m v FY20 \$21.8m)

CASH FROM OPERATIONS

(FY21 \$56.9m v FY20 \$52.4m)

1 48%

NET
CASH

(FY21 \$47.4m v FY20 \$32.1m)

**1** 41%

FULL YEAR DIVIDEND

Final 1.4 cps, interim 1.0 cps 30% payout Plus special dividend 0.4 cps (FY21 2.4 cps v FY20 1.7 cps)



FY21 OPERATIONAL HIGHLIGHTS

**+** 53%

↑ 52%

RECORD SENSORS
ON RENT

**130%**IMDEXHUB™
CONNECTED REVENUE

+3
NEW JDAs

A strong focus on employee wellbeing, diversity and workplace flexibility

Sensors on rent up 35% on pre-COVID-19 peak

Delivering greater value for clients

Recommenced client trials with IMDEX BLASTDOG™

#### SUCCESSFULLY NAVIGATED COVID-19

With increasing pressure on supply chains

#### TARGETED R&D IN RESPONSE TO DEMAND

Upgraded IMDEXHUB-IQ™ and released ioGAS 7.3™ geochemistry data analysis software

# ACQUIRED aiSIRIS SOFTWARE

Building on AI capabilities and real-time rock knowledge offering

#### ADVANCED SUSTAINABILITY STRATEGY

Introduced Sustainability Policy

Releasing Sustainability Report in September 2021

## FY21 FINANCIAL PERFORMANCE



## **Key Metrics**



\$m (unless indicated otherwise)	FY21	FY20	VAR%
Revenue	264.4	237.7	11.2
EBITDA <sup>1</sup>	75.5	54.4	38.8
EBITDA <sup>1</sup> Margin %	28.5	22.9	24.5
NPBT	44.5	29.1	52.9
NPAT	31.7	21.8	45.5
EPS (cents)	8.01	5.64	42.0
<b>Operating Cash Flow</b>	56.9	52.4	8.6
Operating Cash Flow Per Share (cents)	14.4	13.6	5.9
Net Assets (at 30 June)	253.1	221.6	14.2
Net Cash (at 30 June) <sup>2</sup>	47.4	32.1	47.7
Fully Franked Final Dividend (cents)	1.4	0.7	100
Fully Franked Special Dividend (cents)	0.4	2.0	-
Full Time Employees (at 30 June)	521	485	7.4

<sup>&</sup>lt;sup>1.</sup> Excluding \$3.6m gain on VES sale in FY20 and \$2.9m net gain in FY21 on Flexidrill and AusSpec deferred consideration fair value adjustment.

#### **REVENUE**



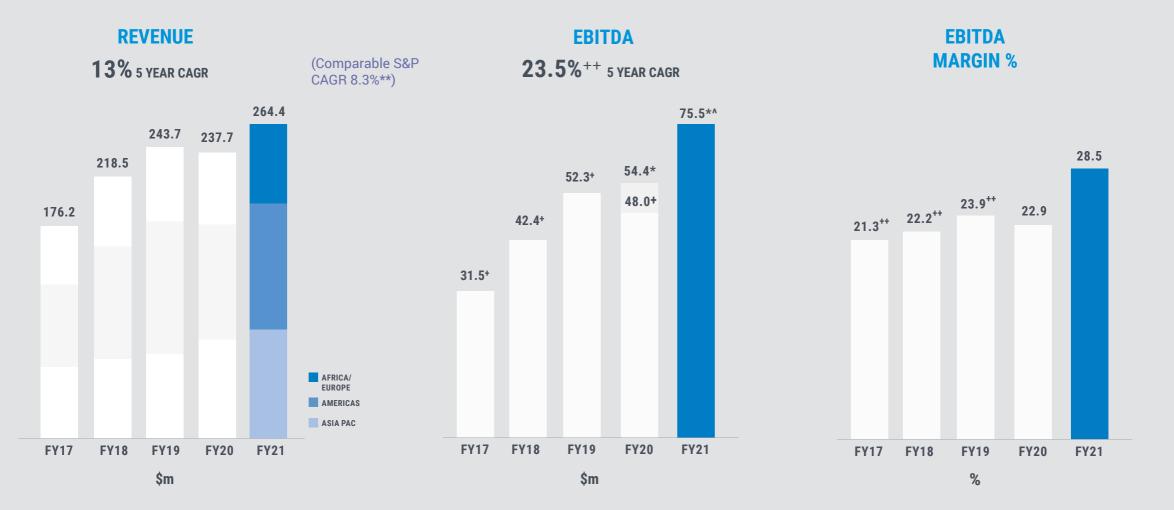
#### EBITDA<sup>1</sup>



<sup>&</sup>lt;sup>2.</sup>Cash less external borrowings (excluding lease liabilities)

## **A Strong Financial Platform**





<sup>\*</sup> Including AASB 16

<sup>+</sup> Excluding AASB 16

<sup>^</sup> Excluding \$2.9m net gain in FY21 on Flexidrill and AusSpec deferred consideration fair value adjustment.

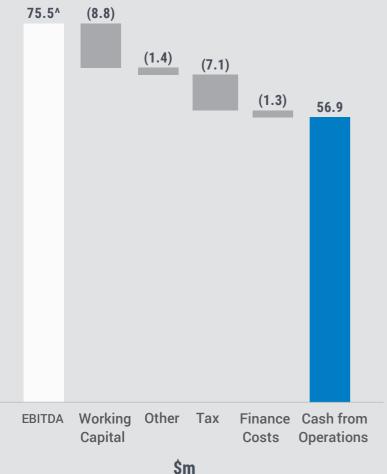
<sup>\*\*</sup> IMDEX uses S&P Market Intelligence global exploration expenditure for nonferrous metals as an industry benchmark for growth

<sup>++</sup> Notionally adjusted for inclusion of the impact of AASB 16

## **Strong Cash Generation**



#### **EBITDA** RECONCILIATION



**75% CONVERSION RATE** 

**CASHFLOW CONVERSION CONTINUED** TO BE STRONG AND RETURNED TO **PRE-COVID LEVELS** 

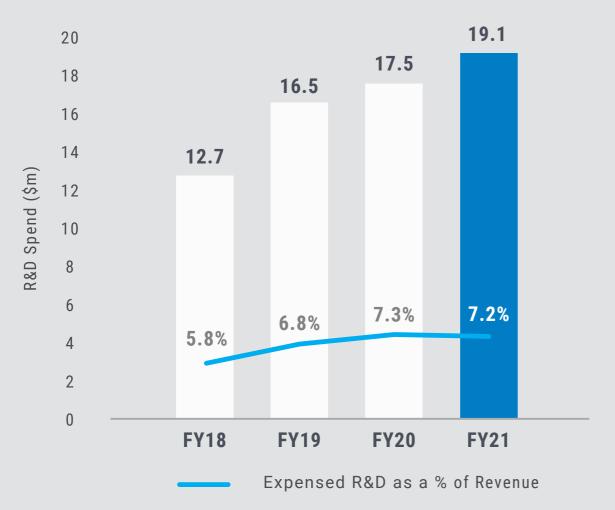
**WORKING CAPITAL INVESTMENT** RATIO RETURNED TO HISTORICAL **LEVELS AT 33 CENTS FOR EVERY DOLLAR OF INCREMENTAL REVENUE** 

<sup>^</sup> Excluding \$2.9m net gain in FY21 on Flexidrill and AusSpec deferred consideration fair value adjustment.

## Commitment to R&D and Technology Leadership



# RESEARCH & DEVELOPMENT R&D SPEND (\$m)



INVESTMENT IN R&D IN ALL MARKET CONDITIONS

ABILITY TO TARGET R&D SPEND IN LINE WITH DEMAND

DISCIPLINED STAGE GATE PRODUCT DEVELOPMENT PROCESS

INCREASING PERCENTAGE OF EXPENDITURE ON SOFTWARE VERSUS HARDWARE

**R&D IS LARGELY EXPENSED** 

### **Balance Sheet**



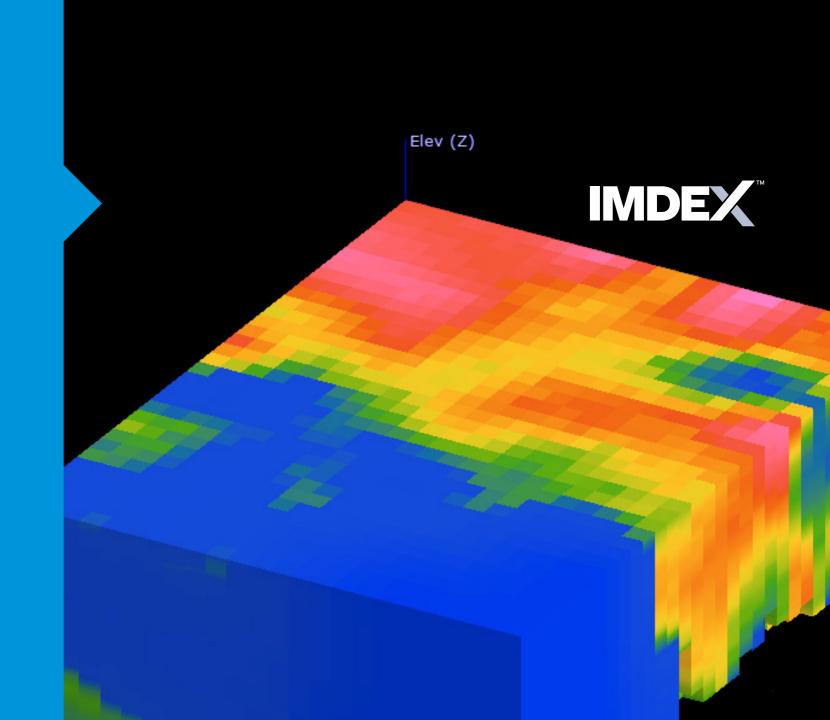
\$m	<b>30 JUNE 2021</b>	<b>30 JUNE 2020</b>	
Cash	58.5	38.3	INTERIM FULLY-FRANKED
Receivables	58.2	43.5	DIVIDEND OF 1.0 CPS
Inventory	41.5	41.2	FINAL FULLY-FRANKED
Fixed assets <sup>1</sup>	78.6	79.6	DIVIDEND OF 1.4 CPS IN LINE WITH HISTORICAL
Intangibles <sup>2</sup>	92.9	83.6	30% PAYOUT RATIO
Other assets / deferred tax	36.4	31.9	SPECIAL FULLY FRANKED
TOTAL ASSETS	366.1	318.1	DIVIDEND OF 0.4 CPS
Payables	37.9	26.9	CONTINUED INVESTMENT
Borrowings <sup>3</sup>	11.1	6.1	IN LEADING TECHNOLOGIES TO DRIVE FUTURE GROWTH
Other liabilities, provisions and current tax <sup>4</sup>	64.0	63.5	
TOTAL EQUITY	253.1	221.6	
ROE	13.3%	9.9%	
ROCE	15.5%	11.4%	

<sup>&</sup>lt;sup>1</sup> Includes leases assets of \$33.0m in June 2021 (\$36.5m June 2020). <sup>2</sup> Includes intangibles of \$9.8m arising from the acquisition of AusSpec.

<sup>&</sup>lt;sup>3</sup> Increased USD borrowings to manage our currency exposures.

<sup>&</sup>lt;sup>4</sup> Includes lease liabilities of \$38.9m (\$41.5m June 2020) and deferred consideration for the purchase of Flexidrill of \$12.2m (\$14.7m June 2020) and AusSpec \$2.5m.

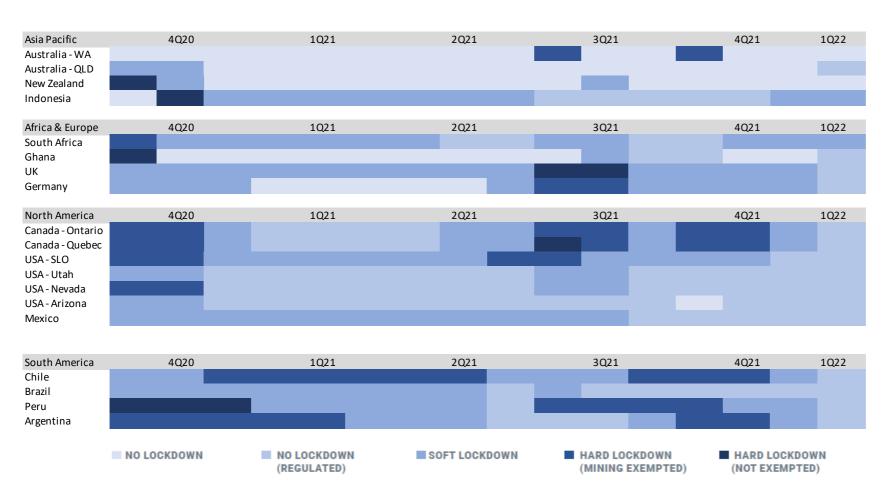
## INDUSTRY & MARKET UPDATE



## Our Market and the Impact of COVID-19



#### **EVOLUTION OF COVID-19 GOVERNMENT MANDATED RESTRICTIONS ON IMDEX MINING REGIONS**



#### **KEY OPPORTUNITIES**

- Acceleration of positive industry structural change
- New efficient ways of working beneficial for the long-term
- Increasing demand for IMDEXHUB-IQ™ cloud-based technologies and software
- Solutions to support clients to work remotely, efficiently, securely and safely - key components of IMDEX's value proposition

#### **KEY CHALLENGES**

- Increasing pressure on industry processes to protect labour and supply chains
- Corporate restrictions continue to limit access to sites, including for trials of new products
- Government restrictions continue to be fluid, impacting labour mobility and project continuity

## **Strong Industry Fundamentals**



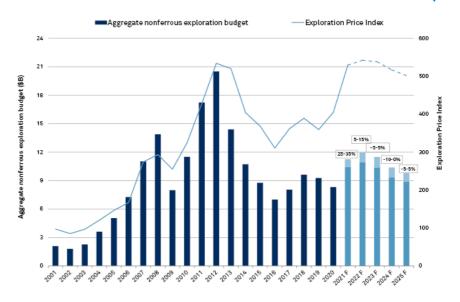
- Strong commodity prices driven by the positive outlook for a global recovery and increasing demand due to diminishing reserves
- Demand for critical metals is expected to increase at a faster pace due to decarbonisation
- Capital raising volumes up 26% and values up 22% YoY
- The lag-time between funds raised and expenditure on site has increased\*
- Clients are embracing innovation and new digital ways of working

66 Over the years we believe we have spent less than we should be spending on exploration...

Global annual exploration spending for base metals will nearly double within five years..."

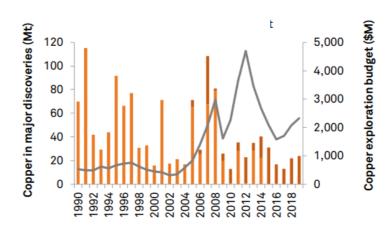
LAURA TYLER, BHP CHIEF TECHNICAL OFFICER
JUNE 2021

#### **GLOBAL NONFERROUS EXPLORATION BUDGETS (US\$BN)**



Data as of June, 2021 Source: S&P Global Market Intelligence

#### **MAJOR DISCOVERIES ON THE DOWNTREND**



Projected copper in discoveries
Copper in discoveries
Copper exploration budget

March, 2021 Source: S&P Global Market Intelligence

<sup>\*</sup> Historically 6 to 9 months

## **Short-term Industry Constraints**



- Global rig utilisation has only just returned to / exceeded pre-COVID-19 levels
- Rig utilisation in Australia and USA is at near-capacity
- Delivery times for new rigs has increased
- Shipping times on key routes have more than doubled and freight costs have increased

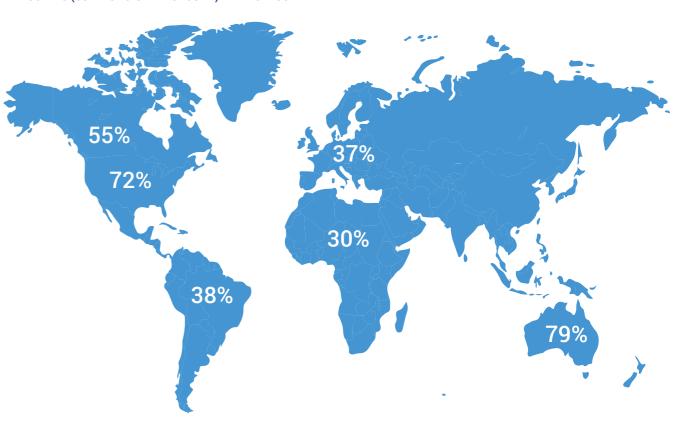
**16** The industry is clearly willing to invest in capital and increase exploration expenditure. The challenge will be the speed at which it can move.

Delivery against these targets will require time and investment in labour, drilling rigs, and other supply chain pressures that are a current constraint.

PAUL HOUSE, IMDEX CEO
JUNE 2021 MACQUARIE EMERGING LEADERS CONFERENCE



**CORING (SURFACE & UNDERGROUND) AND RC RIGS** 



Note: Canada measured during the period of seasonal transition from winter to summer drilling

# BUSINESS OVERVIEW



## **Strong Core Business in All Market Conditions**





A STRONG FINANCIAL PLATFORM



OUTPERFORMING INDUSTRY GROWTH



ABILITY TO ACCELERATE ORGANIC GROWTH



ESTABLISHED GLOBAL CLIENT NETWORK



MARKET LEADING TECHNOLOGIES



WORLD-CLASS R&D AND GEOSCIENCE CAPABILITIES



EXPERIENCED AND DIVERSE LEADERSHIP TEAM



OPPORTUNITIES
TO ENHANCE
SUSTAINABLE
OPERATIONS

## **Our Product Offering**



Drilling Optimisation Products



Our Drilling Optimisation suite of products enhance drilling productivity while improving safety and the impact on the environment

- Drilling Fluids
- Solids Removal Units
- Remote Fluid Testing Technologies
- Rig Alignment Technologies
- Drilling Productivity Technologies

SALES AND RENTAL REVENUE

Rock Knowledge Sensors



Our best-in-class sensors collect critical data on the four elements of rock knowledge – location, grade, mineralogy and texture

- Downhole Survey Sensors
- Core Orientation Sensors
- Gamma Logging Sensors
- Structural Orientation Sensors
- In-Field Sampling and Analysis

RENTAL REVENUE

Real-time Data and Analytics



Our cloud platform and market leading geoscience analytical software enrich data and enable real-time decisions to be made further upstream

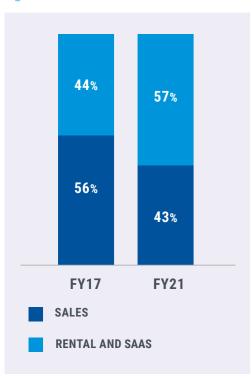
- Cloud-based Data Collection and Validation Platform (IMDEXHUB-IQ™)
- Advanced Reporting Software (IMDEX Mobile™)
- Geoscience analytics software (ioGAS™)
- Interpretive mineralogy software (aiSIRIS™)

SaaS REVENUE

## A Stronger Revenue Profile

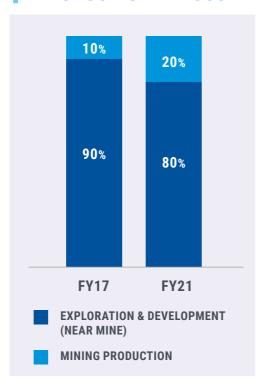


#### SENSORS & SOFTWARE



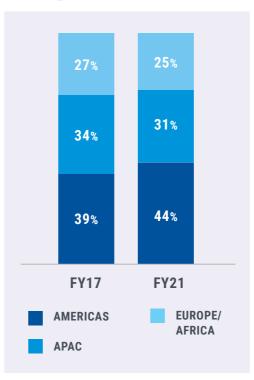
 Increasing revenue from sensors and software – higher margins and quality recurring revenue

#### **↑** PRODUCTION EXPOSURE



 Increasing revenue from mining production phase – a larger addressable market and less cyclical

#### **↑** AMERICAS



 Increasing revenue from the Americas

#### **BROAD COMMODITY EXPOSURE**



- Product offering is commodity agnostic
- Critical metals are expected to grow at a faster rate

# **GROWTH OPPORTUNITIES**



## **Four Compelling Growth Drivers**



**TECHNOLOGY LEADERSHIP** 

Targeted R&D to win market share

**EXTENSION INTO MINING PRODUCTION** 

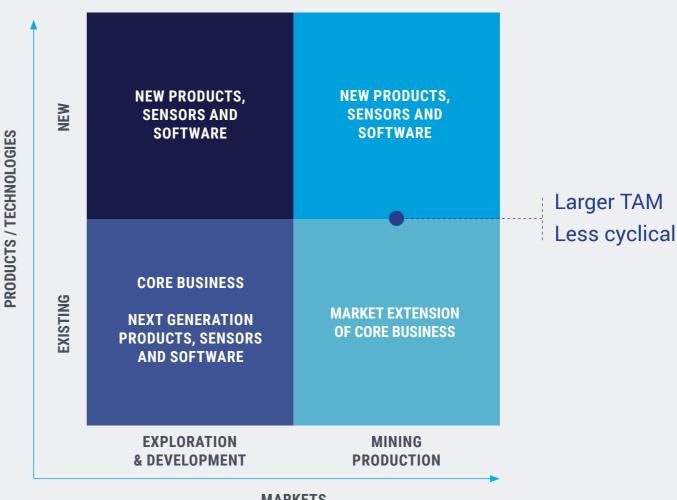
Leverage into adjacent market where it is the same ore body and the same client

3 **IMDEX INTEGRATED SOLUTION SALES** 

> Optimised solutions for for orebodies to maximise client value and IMDEX revenue earned

**COMPLEMENTARY ACQUISITIONS** 

**Emerging or established technologies** and software that are on strategy and complement existing revenue



**MARKETS** 

# Technology Leadership



#### **MEASURING OUR PERFORMANCE**

PROVIDE GREATER VALUE
TO CLIENTS AND GENERATE
3 - 5x MORE
REVENUE
PER SENSOR

AVERAGE RENTAL PER UNIT UP 3%\*

CLIENTS CONNECTED TO IMDEXHUB-IQ™ GENERATE MORE REVENUE FOR IMDEX

SENSORS ON RENT UP 52%, UP 35% FROM PRE-COVID-19 PEAK 1 %
IMDEX REVENUE

IMDEXHUB-IQ™ CONNECTED REVENUE UP 30.3%

**†** 26%

CLIENTS CONNECTED TO IMDEXHUB-IQ™

61% OF TOP 100 CLIENTS ARE IMDEXHUB-IQ™ CONNECTED - UP FROM 58%



173 MILLION METRES SURVEYED WITH CONNECTED SENSORS

<sup>\*</sup>On a constant currency basis
Percentage increases are compared to FY20

## 2 Extension into Mining Production



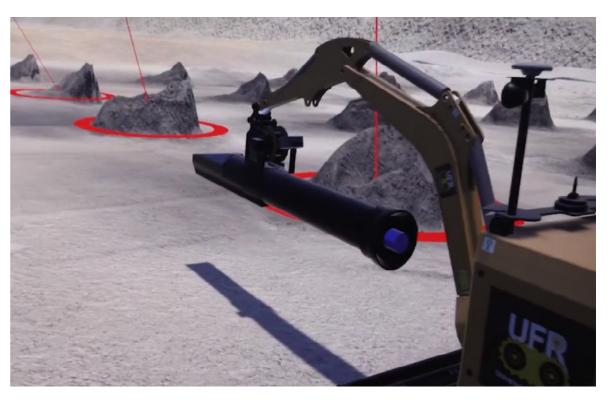
#### **MEASURING OUR PERFORMANCE**

Progressed IMDEX BLASTDOG™ testing at IMDEX trial site. Advanced robotics, autonomy and sensor development

Resumed testing with JDA\* partner in Queensland in late FY21 — technology in Chile mobilising to site for future trials

**Developed virtual reality IMDEX BLASTDOG™** training in response to COVID-19

Converted dosing fluid systems into recurring operating revenue — 5 sites with additional commercial trials underway



IMDEX BLASTDOG™ in virtual environment for training

## 3

Our Addressable

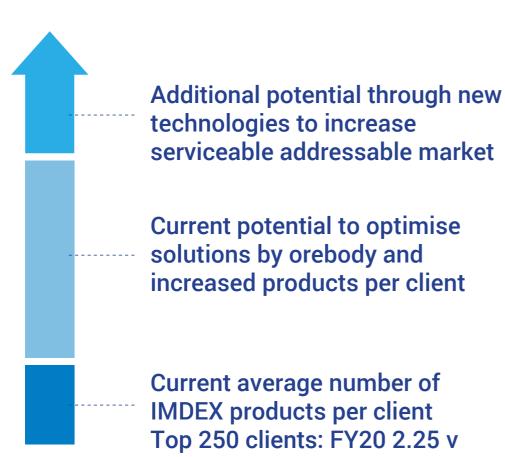
Market

## IMDEX Integrated Solution Sales

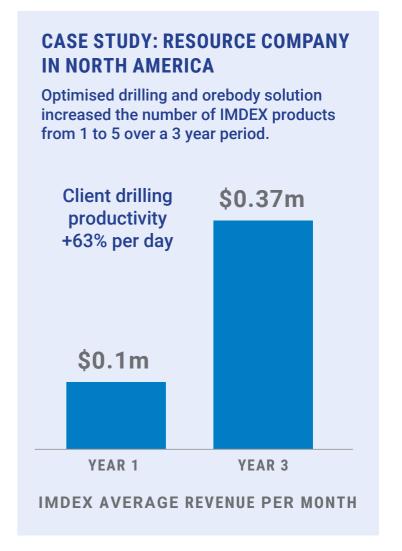


DELIVERING INTEGRATED IMDEX SOLUTIONS RATHER THAN INDIVIDUAL PRODUCTS

THE BREADTH OF OUR INTEGRATED PRODUCT OFFERING UNLOCKS VALUE

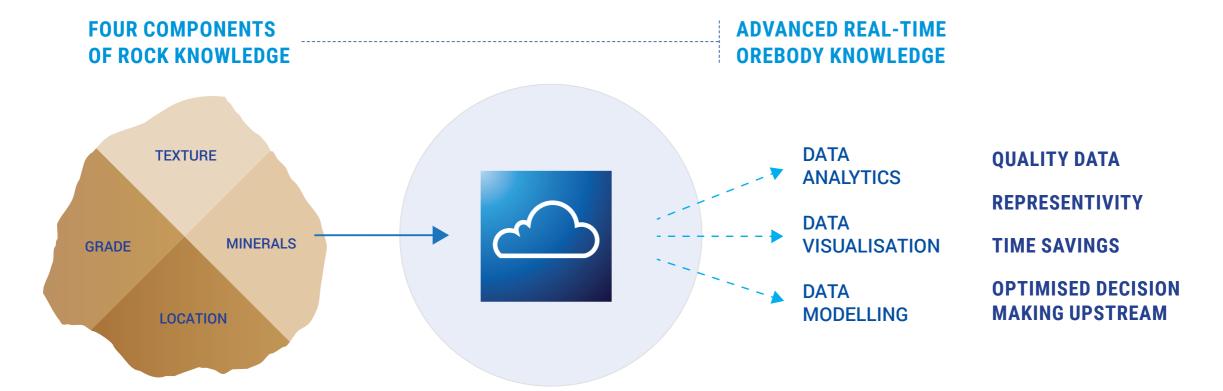


FY21 3.25



# **Complementary Acquisitions**





**WHAT IS ON STRATEGY** 

- Bolt on acquisitions that complement existing product offering
- Consistent with technology development road map to deliver advanced real-time orebody knowledge
- Unique defendable IP
- Scalable production and service

## FY22 FOCUS AREAS AND OUTLOOK



## **FY22 Key Focus Areas and Operational Initiatives**





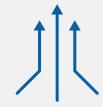
PROTECTING OUR PEOPLE



JDAs\* TO JOINTLY ENGAGE RESOURCE COMPANIES AND DRILLING CLIENTS



INCREASED R&D FOR CONNECTED SENSORS AND SOFTWARE SOLUTIONS TO ACCELERATE GROWTH AND BUILD SCALE



ENSURING CONTINUITY OF BUSINESS FOR CLIENTS



KEY ACCOUNT MANAGEMENT CAPABILITIES TO EMBED VALUE FOR CLIENTS AND ENHANCE IMDEX SOLUTION SELLING



DIGITAL TRANSFORMATION 2.0 TO FURTHER STREAMLINE COSTS AND ENHANCE THE CLIENT EXPERIENCE

<sup>\*</sup>Joint development agreements

#### **Positive Outlook**





THE LONG-TERM
OUTLOOK FOR MININGTECH IS STRONG

WE REMAIN WATCHFUL
AND READY TO
RESPOND TO RISKS
AND OPPORTUNITIES
PRESENTED BY COVID-19

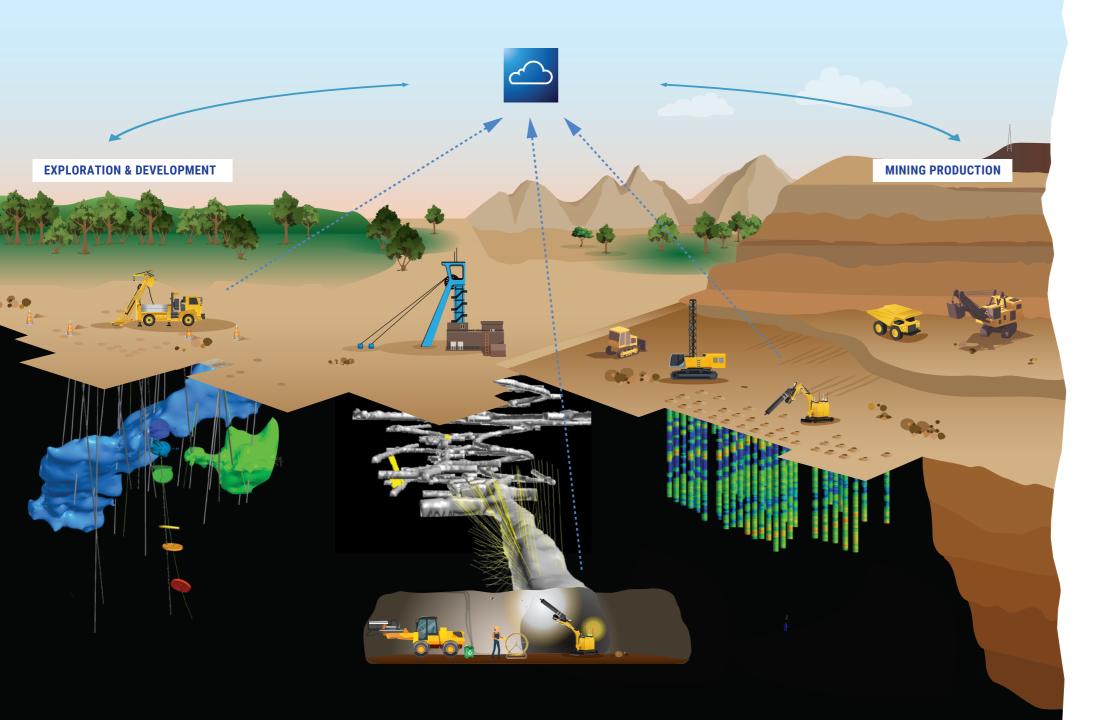
WE ARE POSITIONED
TO BENEFIT FROM
INCREASING DEMAND
FOR REAL-TIME
OREBODY KNOWLEDGE

CLIENTS ARE WELL
FUNDED AND FOCUSED
ON SUSTAINING AND
INCREASING ACTIVITY

SUPPLY CHAIN
PRESSURE, LABOUR AND
RIG CONSTRAINTS ARE
EXPECTED TO TEMPER
PACE OF GROWTH IN THE
SHORT-TERM

WE HAVE COMPELLING
INVESTMENT
OPPORTUNITIES TO
ACCELERATE IMDEX
GROWTH

OUR COMPANY IS IN
A STRONG POSITION
TO LEVERAGE ITS CORE
BUSINESS, UNIQUE
COMPETITIVE POSITION
AND POSITIVE INDUSTRY
FUNDAMENTALS





DRILLING OPTIMISATION PRODUCTS



ROCK KNOWLEDGE SENSORS



REAL-TIME DATA & ANALYTICS





We believe mining is essential to every aspect of modern life.

Our opportunity is to change the global minerals industry forever.

FOR FURTHER INFORMATION PLEASE CONTACT:

KYM CLEMENTS
INVESTOR RELATIONS OFFICER
KYM.CLEMENTS@IMDEXLIMITED.COM

- IMDEX has a strong core business that consistently outperforms industry growth.
- 44 Our investment in R&D ensures we have the best suite of products to maintain technical leadership and increase market share.
- 44 Our global presence is unrivalled. This provides a compelling opportunity to embed real value for clients and maximise revenue and earnings for IMDEX.
- 44 Our technologies enable us to provide critical insights right through-out the mining value chain. Leveraging our core competencies within the larger less-cyclical mining production market, is a natural extension.
- 44 Our strong cash generation and balance sheet allows us to make on-strategy acquisitions as they present. These acquisitions complement our product offering and are consistent with our technology development road map to deliver advanced real-time orebody knowledge.
- If These are the growth opportunities that we believe in and are pursuing for our shareholders. Our opportunity is to change the global minerals industry forever. I

PAUL HOUSE IMDEX CEO

### **APPENDICES**



### Positioned to Deliver Attractive Returns









# STRONG CORE BUSINESS

- Outperforming market growth
- Strong financial platform
- Sustainable dividend policy
- Established global presence
- World-class R&D and geoscience capabilities
- Unique product offering
- Experienced leadership team

# A GROWTH COMPANY

- Strong development pipeline of technologies and software
- Ability to pursue strategic acquisitions
- Expansion within the larger, less cyclical production stage of the mining value chain
- IMDEX technologies offer real sustainable value

#### **POSITIVE INDUSTRY DRIVERS**

- Resource companies are well funded with increasing budgets
- Reserves are being depleted at a faster rate than discoveries
- New discoveries are likely to be at depth resulting in larger drilling campaigns
- Resource companies are embracing innovation and new technologies to enable remote working
- Strong multi-sector demand driving commodity prices
- Decarbonisation trend gaining momentum

## **Company Overview**

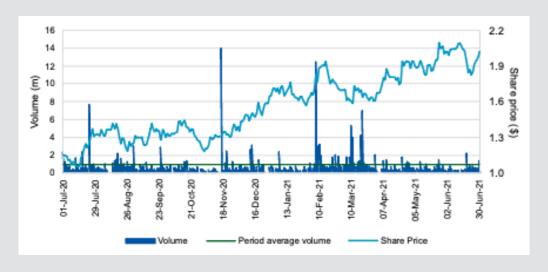


## CORPORATE INFORMATION AT 30 JUNE 2021

ASX Code	IMD
<b>Share Price</b>	\$2.04
<b>Issued Shares</b>	396.5m
<b>Market Capitalisation</b>	\$808.8m

LARGEST SHAREHOLDERS AT 30 JUNE 2021	%
Morgan Stanley & Co. Inc.	10.48
L1 Capital Pty Ltd.	9.03
FMR LLC	5.69
Yarra Capital Management	4.46

## SHARE PRICE AND VOLUME

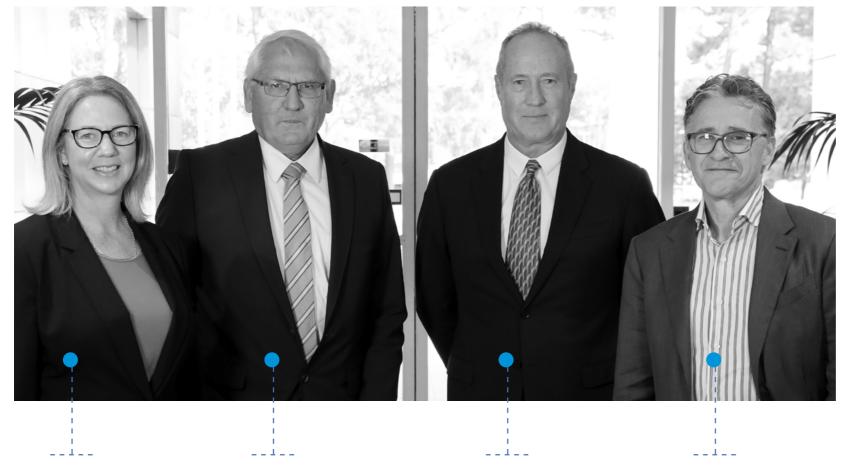


SHARES BY GEOGRAPHY	%
Australia	60%
North America	16%
United Kingdom	12%
Europe	3%

SHAREHOLDER COMPOSITION	%
Institutional	71%
Retail	7%
Broker	13%
Corporate	2%

## **Our Board of Directors**





Committed to driving sustainable growth

Ms wa No Ms

In February 2021 Ms Trace Arlaud was appointed Non-Executive Director

Ms Arlaud has critical skills in mining engineering,

geology and geophysics, together with broad international experience. Based in Colorado, USA, she will contribute significantly to the governance of IMDEX given the Company's growing presence and prospects within that region.

Mr Kevin Dundo
Non-Executive Director

Mr Anthony Wooles
Non-Executive Chairman

Mr Ivan Gustavino
Non-Executive Director

# **Executive Leadership Committee**





Paul House CEO



Paul Evans CFO & Company Secretary



Shaun Southwell Chief Operating Officer



Mathew Regan Chief of Corporate Shared Services



Michelle Carey
Chief of Product
Management
and Marketing



Tim Price
Chief of Engineering
and R&D



Dave Lawie
Chief Geoscientist /
Chief Technologist
- Mining Solutions



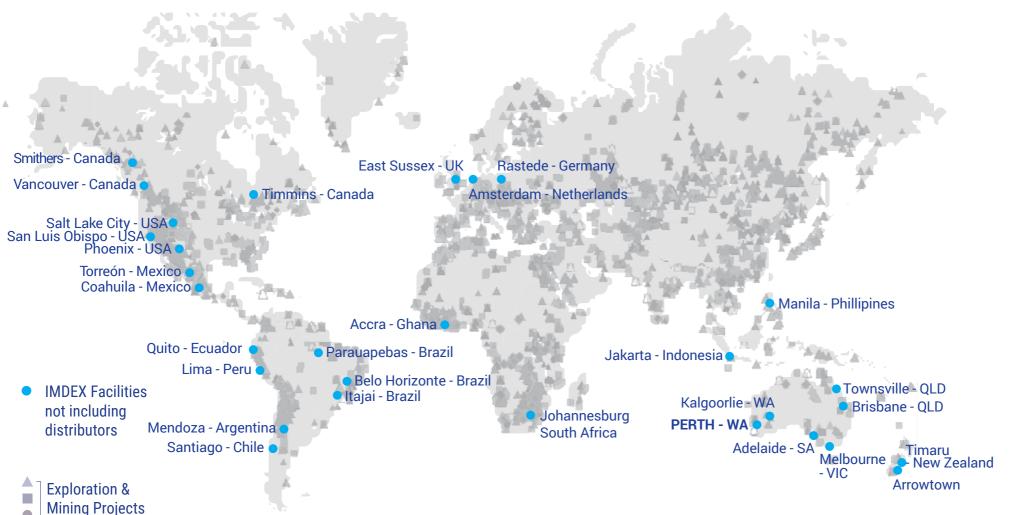
Michael Tomasz IMDEX General Counsel



Kiah Grafton
Executive General
Manager of Human
Resources

## **Our Established Global Business**



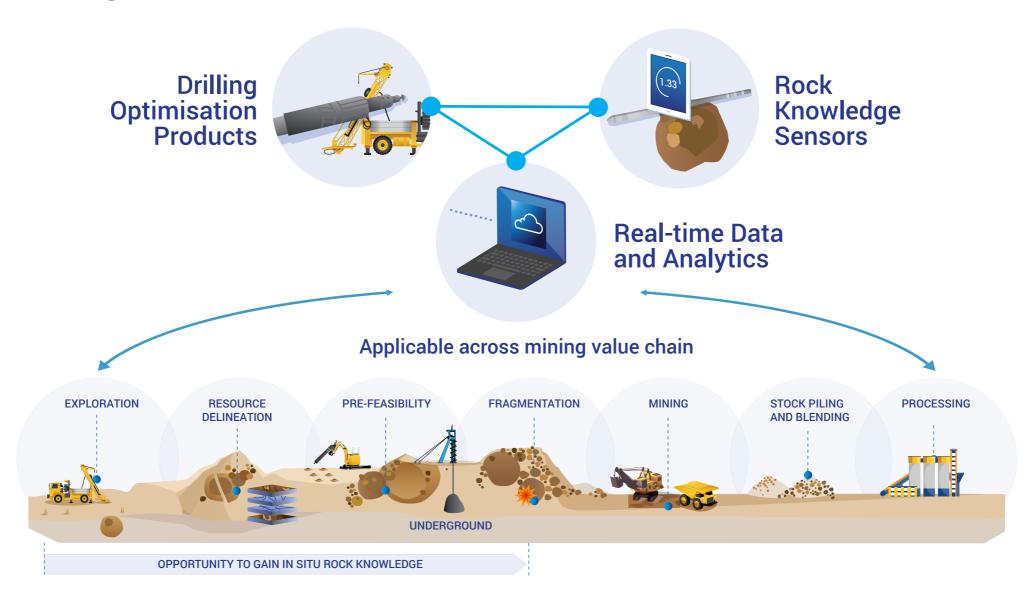


OPERATING IN ALL KEY MINING REGIONS OF THE WORLD

100+
countries

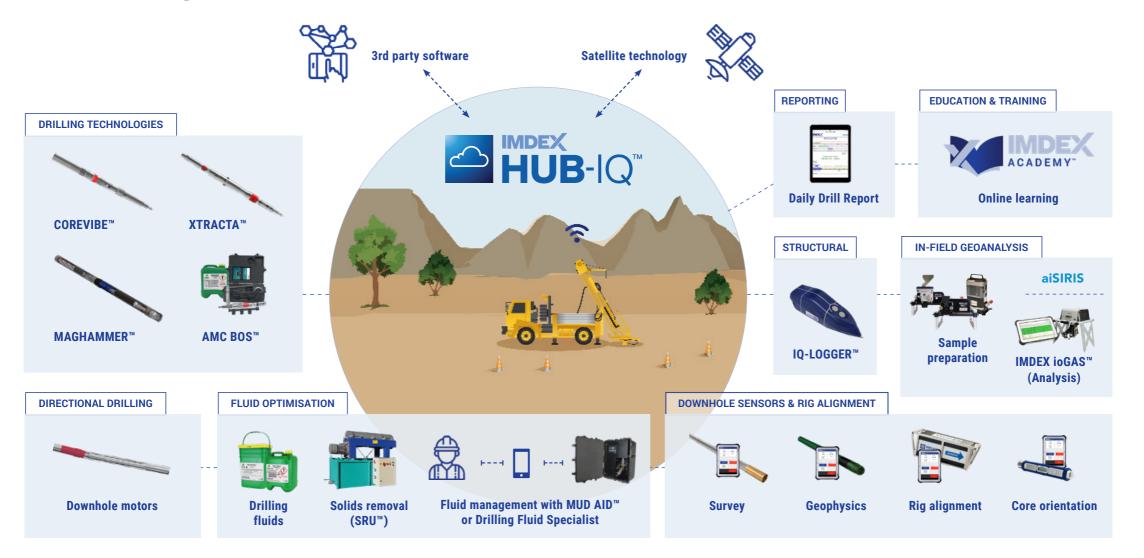
## **Our Integrated Solutions**





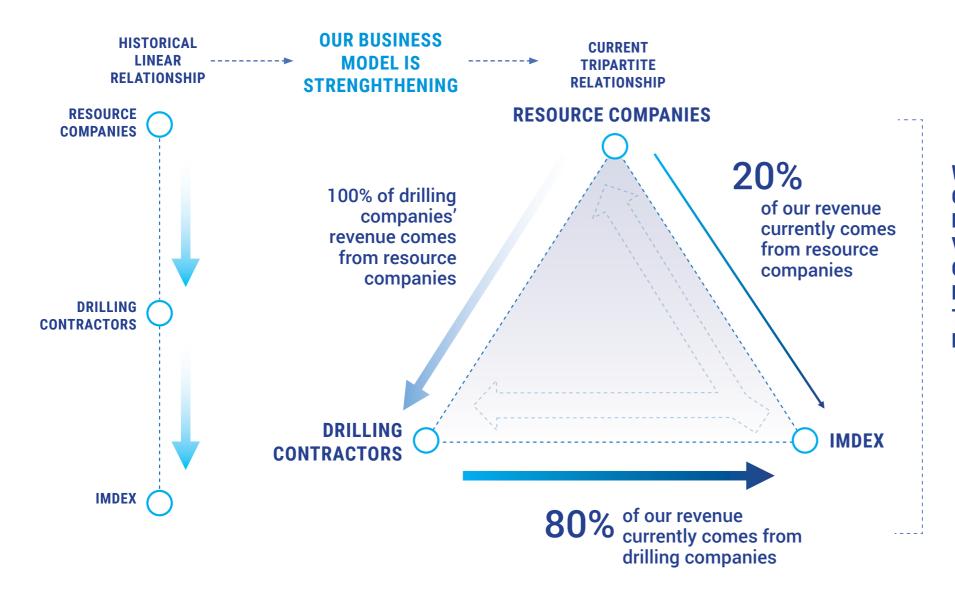
# The Optimised Drill Site Delivering Clients Greater Economic Value





## **Our Collaborative Ecosystem**





WE ARE BUILDING
OUR REVENUE AND
EARNINGS BY ADDING
VALUE TO DRILLING
CONTRACTORS AND
RESOURCE COMPANIES
THROUGHOUT THE
MINING VALUE CHAIN

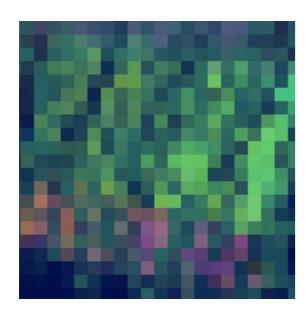
## Why Real-time Rock Knowledge is Important

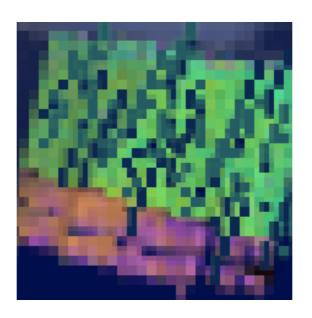


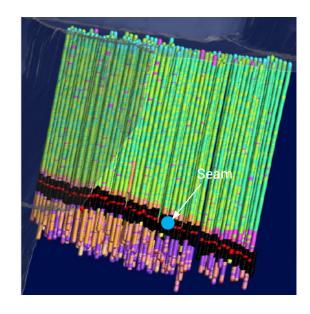
MANY \$BN MINING
INVESTMENT DECISIONS ARE
MADE HAVING SAMPLED ONLY
1% OF 1% OF THE ORE BODY.

Rock knowledge is an understanding of location, texture, grade and mineralogy.

It answers the questions where to drill next and how processing can be optimised. We enable the timely delivery of quality data, giving clarity on the nature of the rock to allow real-time decisions to be made, rather than having to wait weeks or months.







## Our Integrated Rock Knowledge Engine



Timely information for critical decision making





#### **QUALITY DATA**

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



#### REPRESENTIVITY

- Cost effective methods allowing data to be collected for every metre drilled
- Repeatable sensor-based data (loG)



#### **TIME SAVINGS**

- Actionable information in real-time
- Driller operable instrumentation

   not reliant on third-party service providers
- More efficient digital workflows

## Sustainability



#### **INTERNALLY**

We are committed to increasing our ESG disclosure

#### **EXTERNALLY**

We have a wide range of solutions that enhance the sustainability of client operations and meet the drive towards decarbonisation



Solids removal units reduce water consumption by up to 70% and limit environmental impact on site



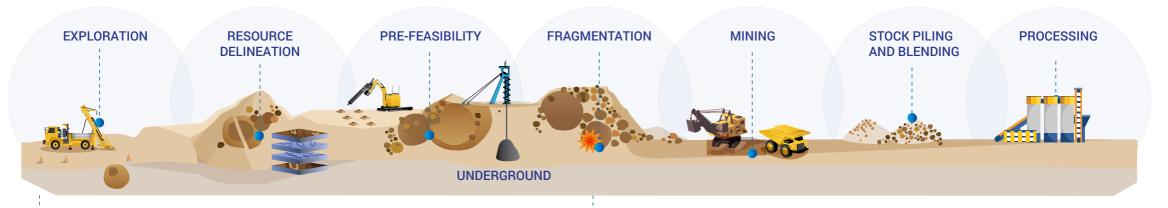
Drilling fluids are available in recyclable and reusable packaging



4% of world energy usage is related to processing at the mill



IMDEX Mining Solutions enable significant productivity, cost and safety benefits including a 15% - 20% gain in mine to mill efficiency



OPPORTUNITY TO GAIN IN SITU ROCK KNOWLEDGE

## **IMDEX Employee Value Proposition**





#### REMUNERATION

REFLECTING BUSINESS
REQUIREMENTS, STRATEGIC
MILESTONES AND MARKET
PRACTICES

#### **BENEFITS**

TANGIBLE AND INTANGIBLE
OFFERINGS THAT REPRESENT
IMDEX'S BRAND AND SUPPORT
WELLBEING AND DEVELOPMENT

#### **WORKPLACE**

AN ENVIRONMENT THAT
SUPPORTS ENGAGEMENT AND
PRODUCTIVITY

#### RECOGNITION

FORMAL AND INFORMAL PROGRAMS THAT ALIGN WITH CORPORATE VALUES AND INSTIL A CULTURE OF CELEBRATION

#### **DEVELOPMENT**

PROGRAMS AIMED AT FUTURE
PROOFING IMDEX AND
SUPPORTING EMPLOYEES TO
THRIVE

#### **Decarbonisation Seismic Shift**



DEFICIT EMERGES	SIZE OF DEFICIT IN 2030E	SIZE OF DEFICIT AS A % OF MARKET
2023	170kt	42%
2024	10.9mt	31%
2024	2.1mt	50%
2024	3.7mt	37%
2021	2.2my	37%
2022	48ky	47%
	2023 2024 2024 2024 2024 2021	EMERGES     IN 2030E       2023     170kt       2024     10.9mt       2024     2.1mt       2024     3.7mt       2021     2.2my

- EV sales in the US, China and Europe will overtake all other engines five years sooner than previously expected
- By 2045, non-EV sales will account for <1% for overall vehicle sales</li>
- General Motors partnering with Australia's Controlled Thermal Resources to develop its own source of battery metal. The lithium project is poised to become one of the largest in the US by 2024

climate-focused regulations and technology evolution is about to change the landscape of vehicle buying forever. While the automotive industry has begun to more fully embrace the move toward electrification, the impact of this seismic shift is arriving sooner than many expected.

Governments and energy industries in terms of infrastructure and electricity generation and storage, and forward-looking organizations are already using this data to help ensure a smooth transition to this new EV-dominated market, which will be here much sooner than expected.

RANDALL MILLER,
EY GLOBAL ADVANCED MANUFACTURING AND MOBILITY LEADER