# 

Macquarie Australia Conference

7 MAY 2024

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ACHIEVEMENTS OR PERFORMANCE TO DIFFER MATERIALLY FROM THE FORWARDLOOKING STATEMENTS, INCLUDING THE RISKS AND UNCERTAINTIES SET OUT ABOVE.
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OF THIS PRESENTATION. EXCEPT AS REQUIRED BY LAW OR REGULATION (INCLUDING
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INFORMATION, FUTURE EVENTS OR RESULTS OR OTHERWISE. INDICATIONS OF, AND
GUIDANCE OR OUTLOOK ON, FUTURE EARNINGS OR FINANCIAL POSITION OR
PERFORMANCE ARE ALSO FORWARD-LOOKING STATEMENTS.



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**

# PART ONE MARKET UPDATE

**Supply Demand Fundamentals** 

**Commodity Prices** 

Capital Raisings & Exploration Budgets

**Global Exploration Activity** 

# PART TWO BUSINESSS UPDATE

Technology Leadership

**Integrated Solutions** 

New Growth Initiatives including Digital and IMDEX Mining Technologies

Today we will provide an update on the market outlook, our 3Q24 performance and our growth strategy to continue outperformance





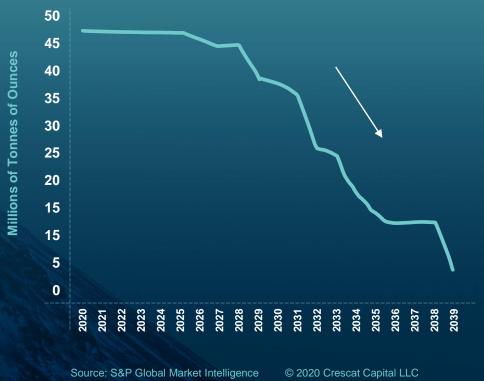
Compelling long-term outlook driven by strong market fundamentals



# Supply Demand Imbalance Supporting Stronger Commodity PRICES

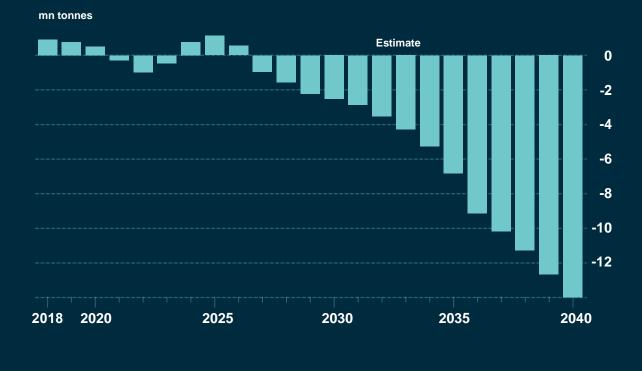
#### **GOLD SUPPLY CLIFF**

Top 20 Global Gold Producers
Projected Production from Proven and Probable Reserves



# BIG SHORTFALL IN COPPER SUPPLY PREDICTED TO OPEN UP FROM 2027

Source: Bernstein © FT



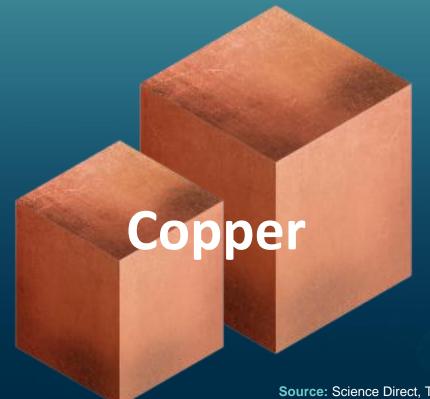


#### The Need for Battery Metals Increases Supply Demand Imbalance

OVER THE NEXT 27 YEARS, THE WORLD WILL DEMAND NEARLY TWICE THE VOLUME OF COPPER THE WORLD HAS PRODUCED OVER THE LAST 3,000 YEARS

700 million tonnes of new Copper

has been produced over the entire course of human history



1.4 billiontonnes ofnew Copper

needed to reach net zero by 2050

Source: Science Direct, The US Geological Studies, IEA

## **Key Commodity Prices Have Increased**

GOLD AND COPPER REPRESENT ~75% OF EXPLORATION ACTIVITY





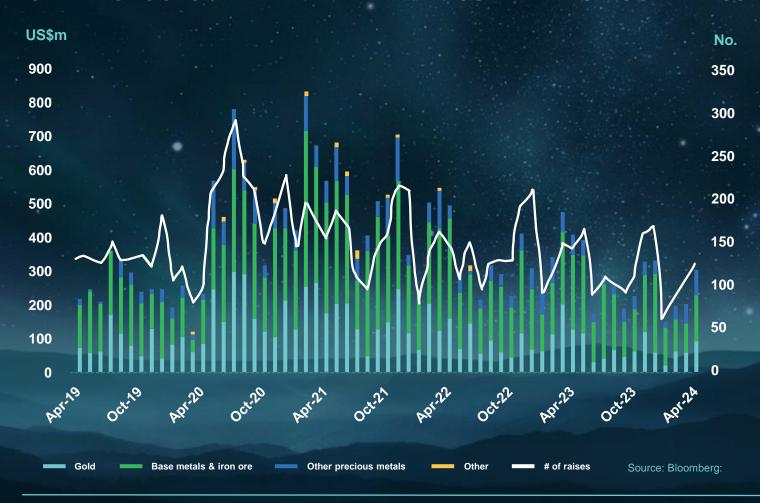


Source: S&P Global Market Intelligence. State of the Market Q4 2023



# Significant Capital Raisings Are Yet to Follow

'GREEN SHOOTS' ARE EVIDENT - PARTICULARLY FOR GOLD PROJECTS



March 24 global mining equity raisings by volume up 39% on Jan/Feb-24, but down 34% YoY

April 24 global mining equity raisings by volume up 37% MoM and down 1% YoY



### **Global Exploration Budgets Are Yet to Follow**

BUDGETS ARE WELL BELOW 2012 HIGH

#### **NON-FERROUS GLOBAL EXPLORATION BUDGETS**





Number of companies

Source: S&P Global Market Intelligence 9 Jan 2024



### **Current Drilling Activity Remains Subdued**

#### 'NEPALESE FLAT' - UP AND DOWN

S&P forecast global exploration budgets to be down ~5% for CY24<sup>1</sup>

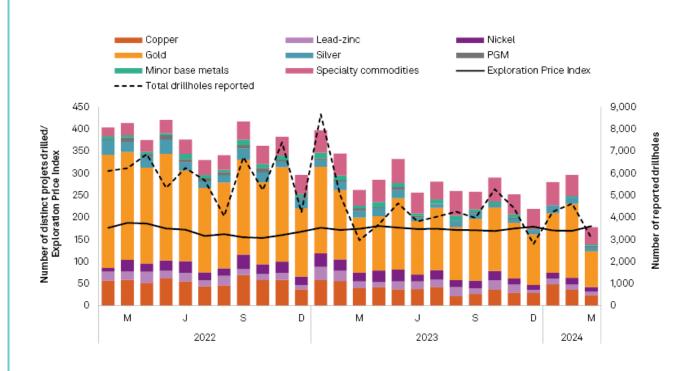
3Q24 mining activity (by reported drill holes) down ~28% on 3Q23¹

YTD mining activity (by reported drill holes) down ~26% on PCP¹

High-cost environment resulting in project delays or reductions

Resource companies that have addressed near-term challenges are maintaining or expanding programs

#### PROJECT DRILLING ACTIVITY BY COMMODITY



<sup>1</sup>Source: S&P Global April 2024 Source: S&P Global April 2024



# **Customers are Echoing the Short-term Cost Pressures and Long-term Opportunities**

Globally, senior mining companies are well funded and are maintaining, and in some regions expanding drilling programs, even though calendar 2023 saw a slowdown in precious metal exploration, driven primarily by the reduction of funding for juniors and intermediates.

As we enter our fourth quarter, we anticipate reaching last year's activity levels by April, after a slow start to the quarter due to delayed mobilizations.

We are encouraged to see elevated activity levels returning in the coming months, driven by demand from copper and battery metals, while we wait for a rebound in activity and financing in the gold sector....

MAJOR DRILLING, CHIEF EXECUTIVE OFFICER DENIS LAROCQUE 29 FEBRUARY 2024



#### **Around Our Regions Today**

#### **NEAR-TERM COST OUT PROGRAMS**

#### NORTH AMERICA

- Activity on major exploration programs in USA and Canada resuming, albeit slower than expected
- Activity in Mexico impacted by political volatility
- Junior activity remains subdued in Canada due to funding challenges, with some green shoots evident

#### SOUTH AMERICA

- Drilling activity remains steady in copper and gold projects, with lithium activity contracting
- Opportunities for increased mining investment in Argentina and Ecuador – new government
- Strong pipeline of opportunities for IMDEX Mining suite of products

#### **AFRICA**

- Project delays due to uncertainty in Mali and Burkina Faso, together with localisation regulation in Ghana
- · Activity remains steady in other sub-regions

#### **EUROPE**

- Softer market conditions, 2H activity in line with previous years
- Some shipping delays for Drilling Optimisation fluids

#### **AUSTRALIA**

- Juniors remain subdued due to funding challenges
- Directional drilling pipeline building
- Strong pipeline of opportunities for IMDEX Mining suite of products

#### ASIA

 Steady demand with current customers and opportunities for additional contracts in the Philippines and PNG



#### **Summary**

**COMPELLING LONG-TERM OUTLOOK** 









# 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% of non-ferrous exploration spend globally

# CAPITAL RAISINGS & EXPLORATION BUDGETS

Signs of 'green shoots' for capital raisings – particularly for gold projects

Non-ferrous exploration budgets remain well below 2012 peak

Confidence impacted by 'rates and wars'

# 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 'Nepalese' flat into FY25





# 3Q24 Performance Update



# 3Q24 Revenue Update (unaudited)

CONTINUING TO OUTPERFORM MARKET ACTIVITY

# **Up 4%**

3Q24 GROUP REVENUE ON 3Q23\* (2% at constant currency)

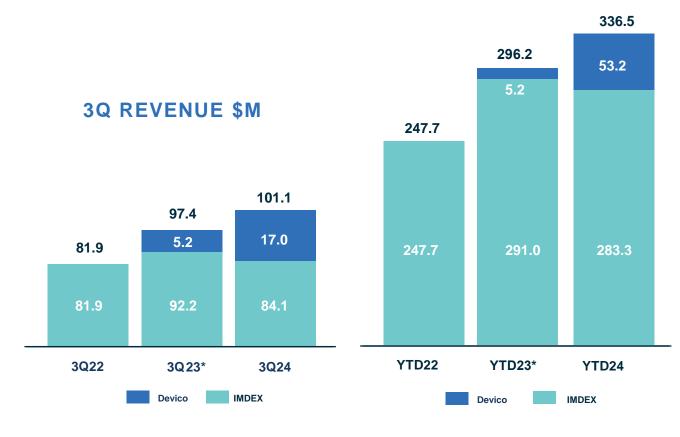
# **Up14%**

YTD GROUP REVENUE ON PCP\* (12% at constant currency)

STRONG PERFORMANCE AGAINST DECLINING EXPLORATION ACTIVITY, DOWN 28% FOR THE PERIOD<sup>1</sup>

<sup>1</sup>Source: S&P Global April 2024

#### YTD REVENUE \$M



\*Includes 1 month of Devico Revenue



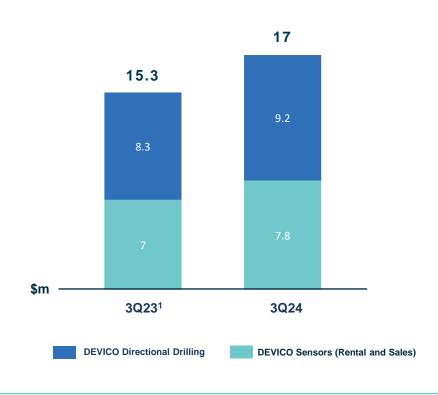
#### Devico 3Q24 Revenue Update (unaudited)

**CONTINUING TO DELIVER** 

**11%** increase in Directional Drilling revenue, including expansion in USA, Africa, and Australia

**11%** increase in sensor revenue including benefits of leveraging the IMDEX network

#### ↑ REVENUE UP 11% ON PCP



<sup>&</sup>lt;sup>1</sup> Derived from 1 month actual + 2x average monthly revenue across CY22 Percentages and metrics compared to 3Q23



#### **Operational Highlights 3Q24**

NEXT GENERATION TECHNOLOGIES AND DISCIPLINED PORTFOLIO MANAGEMENT

Release of ACTx<sup>TM</sup>

Release of OMNIx38<sup>TM</sup>

Release of HUB-IQ connected Devico Reference Gyros on track for 30 June

**ARPU up 5% on 3Q23\*** 

Sensors & SaaS 65% of 3Q24 group revenue

IMDEX HUB-IQ connected clients up 4% on 3Q23

Fluid rationalisation and inventory reduction

**Divestment of mill crusher and press** 

\*Excluding Devico sensors

## **HUB-IQ Connected ACTx**<sup>™</sup>

PROVIDING DRILLERS WITH A SAFER AND QUICKER CORE ORIENTATION SOLUTION

PROVIDING GEOLOGISTS WITH ACCURATE, HIGH QUALITY AND AUDITABLE DATA







# Our growth strategy to continue outperformance

#### **Growth Strategy**

DRIVING ABOVE-MARKET PERFORMANCE









**Core Business New Business** 

#### **TECHNOLOGY LEADERSHIP**

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

#### SOLUTION **SELLING**

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

#### DIGITAL **BUSINESS UNIT**

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

Building additional SaaS revenue for IMDEX

#### IMT **BUSINESS UNIT**

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** 



### **Our Opportunity**

THE RISING COST ENVIRONMENT IS PROVIDING OPPORTUNITIES TO INTRODUCE SOLUTIONS THAT IMPROVE PRODUCTIVITY

We have a unique window within which to offer new technologies and integrated solutions that enhance productivity for customers

Costs out

Productivity in

**Market Growth** 



# IMDEX enhances productivity throughout the mining value chain

PRODUCTIVITY
AT THE DRILL RIG

PRODUCTIVITY
AT THE CORE FARM

PRODUCTIVITY
AT THE BLAST





# **IMDEX Customer Value Proposition**

**DRIVING PRODUCTIVITY** 

#### Quality

Leading sensors

Directional drilling

**Drilling optimisation** 

QA/QC at point of data collection

Digital workflows reduce risk of human error

Al and ML to remove human subjectivity

#### Representivity

Data collection for every metre drilled

Repeatable sensor-based data (log)

#### Time Savings

Actionable information in real-time

Driller operable instrumentation

Autonomous operations

More efficient digital workflows



# **Integrated Solutions** | Case Study

#### SOUTHERN ARIZONA DRILLING PROGRAM

#### AV. FEET PER SHIFT

BEFORE IMDEX SOLUTION **87**  AFTER IMD SOLUTION 124

Drilling Footages
Up 43%\*

#### WIN WIN WIN

- Increased metres and reserves for resource company
- Increased revenue for same rig and labour costs for driller
- Full solution deployed on site for IMDEX

"IMS was absolutely essential to our success, as we now come in exactly on-budget.

It allows me predictability on costs like I've never had before."

- Senior Drilling Geologist



### **Integrated Solutions**

WHAT SHARE OF EXPLORATION SPEND DOES IMDEX EARN TODAY AND WHAT IS OUR POTENTIAL?

IMDEX REVENUE FOR EVERY \$100 SPENT ON EXPLORATION

**\$1.40** in 2018

**\$1.80** in 2023

\$4.00 - \$8.00

with solution projects implemented to date

>\$8.00

potential with additional products in portfolio

NON-FERROUS GLOBAL EXPLORATION BUDGETS

**US\$12.8bn\*** 

in calendar 2023

>US\$20bn\*

in calendar 2012

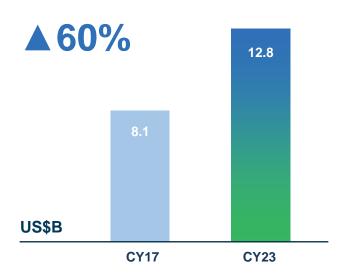
SIGNIFICANT OPPORTUNITY FOR MARKET GROWTH

<sup>1</sup> S&P Global Market Intelligence 9 Jan 2024



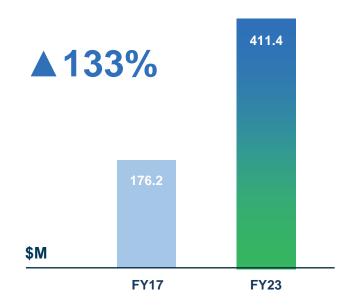
# **Strong Track Record as a Growth Company**

# S&P EXPLORATION BUDGETS



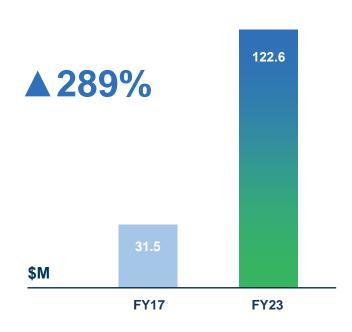
- The drilling activity % uplift will be lower than 60% when adjusted for inflation
- Exploration expenditure remains well below 2012 peak of \$US21bn

#### **REVENUE**



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

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



- Highlighting the strength of the IMDEX business model
- Highlighting the operational efficiency delivered through Digital 1.0



### Focus Areas – Investing in Growth











# Why IMDEX will continue to deliver

AN UNRIVALLED COMPETITIVE ADVANTAGE

A Strong Financial Platform

Outperforming Industry Growth

Ability to
Accelerate
Organic Growth

Established
Global Client
Network

Marketing Leading
Commodity Agnostic
Technologies

World-Class R&D
And Geoscience
Capabilities

Talented and Diverse Team

Enhancing
Sustainable
Operations



# 

Productivity. It's critical.

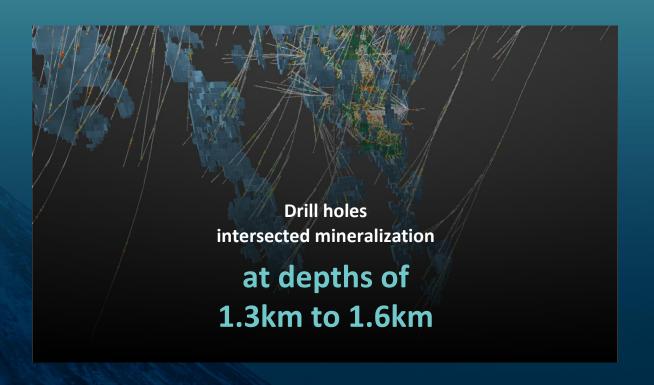
imdexlimited.com





# **Directional Drilling** | Case Study

**GOLD PROJECT, CANADA** 



Total metres drilled with 5 pilot holes and 41 boreholes **22.3km** 

Metres saved with directional drilling 31.4km

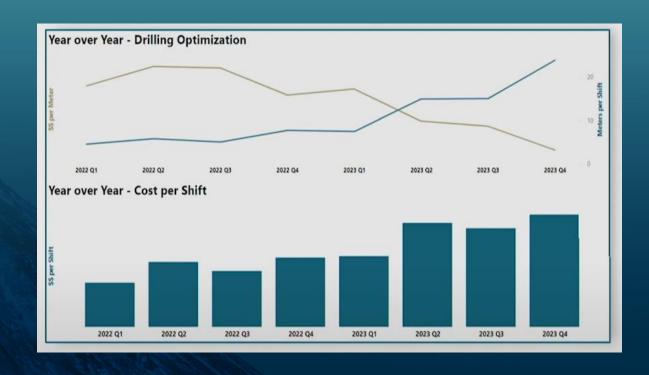
Time saved with directional drilling

Program time reduced by 50%



# Real-time Data & Analytics | Case Study

BARRICK IMPLEMENTED KRUX ACROSS 4 CONTRACTORS AND 28 RIGS
INSIGHTS SOLVED 'DRILLING KNOWLEDGE GAP', SUPPORTING MINE EXPANSION PROGRAM



# Costs decreased 50% and metres drilled increased >50%

Identified incentives and restructured contracts to drive productivity

Identified the most productive rigs

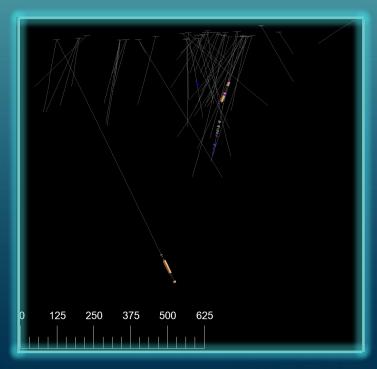
Identified through consumables a positive trend to metres per shift

Identified inconsistencies in reporting across contractors

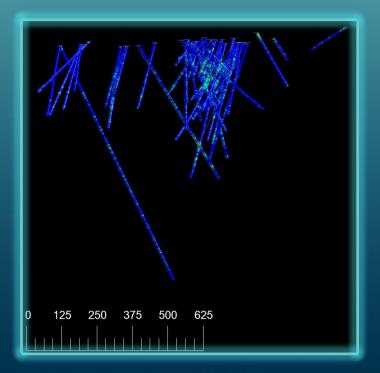


# Increasing Data Collection Efficiency | Case Study

SOUTHERN CROSS GOLD (SXG) USED DATAROCK SOFTWARE TO INCREASE CORE FARM LOGGING SPEED AND EFFICIENCY



Traditional manual logging
2% coverage
~8 hours of manual effort
Subjective / qualitative data



Datarock predictive logging
100% coverage
5 hours of processing time
Standardised / quantitative data

SXG were able to log critical geological and geotechnical data 20x faster for 50% of the cost of traditional logging methods



# IMDEX Mining Technologies – Solution Selling for Production

BUILDING AN ADJACENT PRODUCT PORTFOLIO - BHS™, BOLT™, DEVICO REFERENCE GYRO AND BLAST DOG™



#### **Drilling**

Reduce redrills and improved blasting results

#### **Planning**

Timely orebody knowledge, stewardship of resources and safer, autonomous operations

#### **Blasting**

Predictable blasting outcomes and better fragmentation

#### **Mining**

Better orebody delineation and precision mining

# Stock Piling & Blending

Improved / consistent feed stock, minimising dilution and contaminants

#### **Processing**

Lower power consumption and emissions

Increased processing intensity and throughput

