



CLSA EXPLORATION DAY

June 2020



Mitchell
SERVICES



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MITCHELL SERVICES MARKET PROFILE

ASX Information

ASX Stock Symbol	MSV
Shares Issued	199,238,740
Share Price (at 09/06/2020)	A\$0.55
Market Capitalisation	A\$109.5m

Major Shareholders

Mitchell Group	17.9%
Scott Tumbridge	7.2%
Other Directors & Management	3.4%
Institutions	20.6%
Other Shareholders	50.9%

Board of Directors



Nathan Mitchell
Executive Chairman

Scott Tumbridge
Executive Director

Peter Miller
Non-Executive Director

Robert Douglas
Non-Executive Director

Neal O'Connor
Non-Executive Director

Executive Management Team



Andrew Elf
Chief Executive Officer

Greg Switala
CFO & Company Secretary

COVID 19 RESPONSE

- Detailed response and contingency plans
- 10% of our workforce relocated temporarily to keep rigs operational
- 20% of our workforce changed rosters on a temporary basis to keep rigs operational
- Credit to our entire team who have continued to deliver safe and efficient services to our clients
- Our rapid response and previous operational performance saw Mitchell Services as the driller of choice when restrictions began



FY20 Q3 BUSINESS OVERVIEW

Revenue guidance FY2020
\$170m-\$180m

EBITDA guidance FY2020
\$34m-\$36m

1.1cps special dividend
determined, payable in July

Revenue of
\$124.8m
through FY20 Q3

EBITDA of
\$24.2m
through FY20 Q3

Net debt reduction of 16% since 31 December 2019

OPERATIONAL HIGHLIGHTS

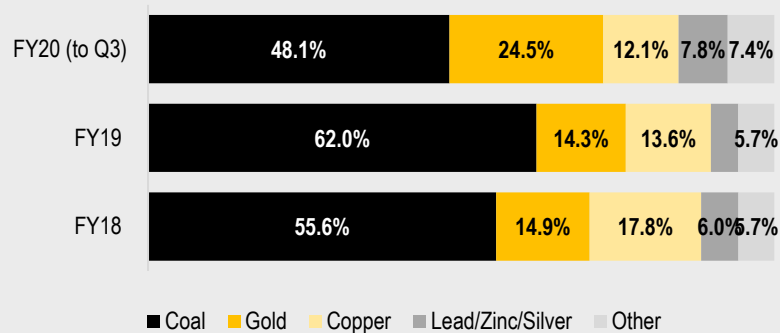
- Mitchell Services expects FY2020 EBITDA to be between \$34m and \$36m representing **year on year growth** of between 42% and 50% driven by seven months of Deepcore Drilling contribution and **continued improvement in underlying business** performance.
- Rig utilisation has been marginally impacted by Covid 19 but **utilisation is now increasing** again.
- **Revenue diversity** continues to improve by commodity, geography and drilling type
- Approximately 90% of revenue is derived from **Tier 1 clients** at the mine site resource definition, development and production stage which is a critical service in the mining lifecycle



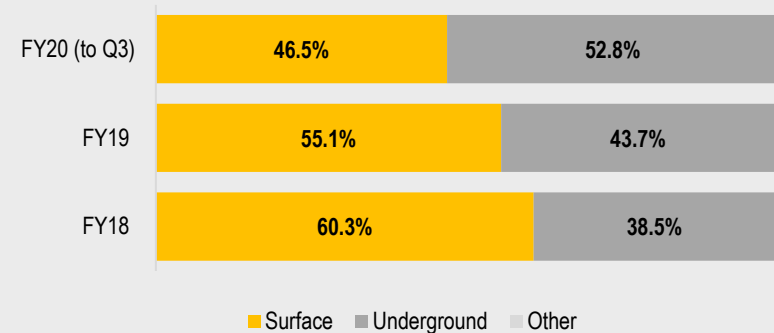
REVENUE DIVERSITY THROUGH FY20 Q3

Diversity in revenue streams sets Mitchell Services apart from competitors

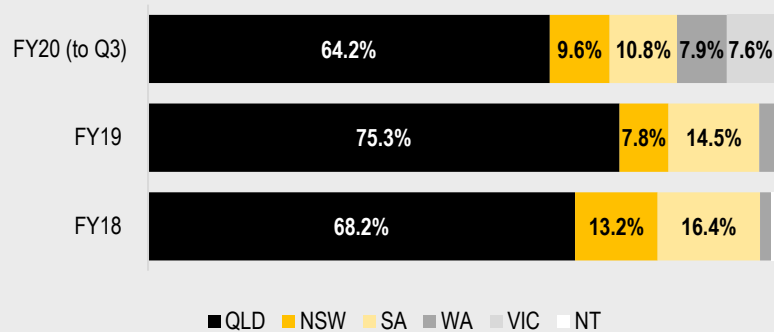
Revenue by Commodity



Revenue by Drilling Type



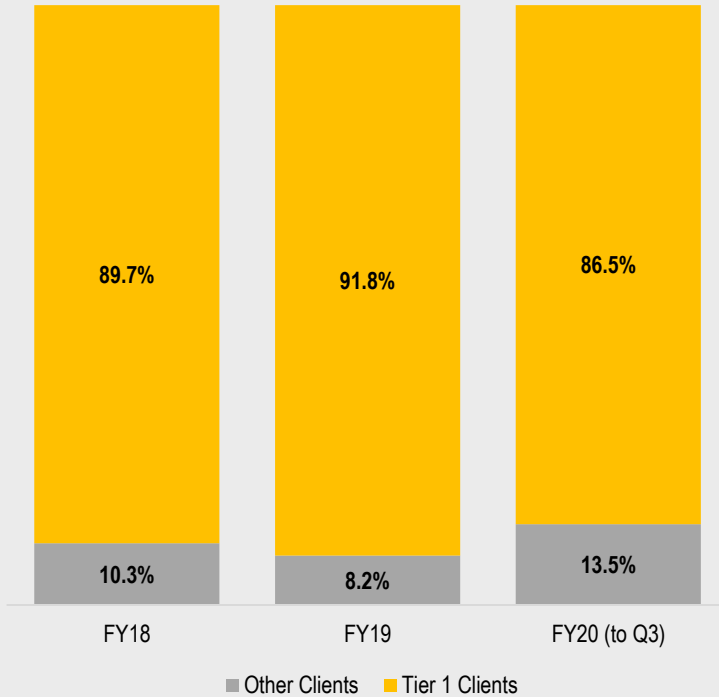
Revenue by State



- Zero exposure to thermal coal
- Management remain mindful of diversity in revenue streams
- Increased exposure in Victorian gold due to Deepcore Drilling acquisition

HIGH QUALITY REVENUE STREAMS

Revenue by Client Type



- Tier 1 Clients are large / multinational mining & energy companies
- A significant majority of Mitchell Services revenue comes from Tier 1 Clients operating on long life, low cost mine sites
- Approximately 90% of revenue is at the mine site resource definition, development and production stage which is a critical service in the mining lifecycle
- Focus on production related services was further enhanced by the recent announcement of entry into the drill and blast market through a material contract award

Revenue by Stage in the Mine Lifecycle



SUMMARY

- Mitchell Services' vision is to be **Australia's leading provider of drilling services** to the global exploration, mining and energy industries
- Mitchell Services has a **diversified revenue stream** by different drilling types and commodities
- Mitchell Services has a **high quality client base** with a majority of work related to mine site resource definition, development and production
- EBITDA guidance FY2020 \$34m-\$36m
- Special dividend determined in FY2020 and payable in July 2020
- Maintain a **strong balance sheet** to provide flexibility to take advantage of strategic opportunities

