

# Investor presentation Metarock Group Limited (ASX:MYE)

Tony Caruso, Managing Director

Brett Maff, Chief Financial Officer

Nick Woolrych, Chief Executive Officer - PYBAR Mining Services

Wilsons Rapid Insights Conference - May 2022



#### **Presenting Today**





Tony has held a number of senior management positions in contracting services with over 30+ years working across major underground mining projects in QLD and NSW

Joining Mastermyne in 2005, under Tony's leadership the company has hit many milestones including the ASX listing in 2010



Brett has over 25 years experience in senior financial and executive roles in the mining resources and mining services industries

Brett joined Mastermyne in 2018, and is responsible for the overall finance and reporting functions

Brett is a qualified Accountant and holds a CPA designation



Nick is a mining engineer with over 20 years' experience in the mining industry in operational, project development, commercial and investment roles across a range of commodities and geographies.

Joined PYBAR in August 2014, appointed CEO in March 2021.

#### Metarock Group Limited



#### A leading Australian diversified underground mining services group

















Key Metrics			
Market capitalisation	\$63 million <sup>1</sup>		
Enterprise value	\$133.2 million		
Share price	\$0.48 <sup>1</sup>		
12 month high / low	\$1.26 / \$0.465		
FY23 revenue guidance	\$700-\$750 million		
FY23 EBITDA guidance	\$80-\$95 million		
FY23 EBITA guidance	\$24-\$39 million		
Order book	\$1.9 billion		

## Outlook - Metarock Strategy in Action



#### Mine operations and the diversification into hard rock mining delivers strong growth and a higher margin business

METAROCK	Coal Contracting	Mine Operations	Hard Rock Contracting
Revenue Split Guidance (\$m)	240 260 Fy22 Fy23	170 45 <b>FY22 FY23</b>	260 290 FY22 FY23
Employee Numbers (from – to in the next 12 months)	950 → 1,150	130 → 378	1,100 → 1,220
Overview	<ul> <li>Operating for 25 years, with long standing tier one clients with average relationships lasting 10+ years</li> <li>Contracts tied to production activities</li> <li>Leading share of underground coal contracting market</li> </ul>	<ul> <li>Mine Operations strategy allows us to operate mines in our own right</li> <li>Underpinned by Crinum Mine and Cook Colliery Mine operations contracts</li> <li>Long term, repeatable revenue with increased margins</li> </ul>	<ul> <li>Operating for 28 years, with long standing tier one clients with average relationships lasting 7+ years</li> <li>Contracts tied to production and development activities</li> <li>Diversified commodity exposures across copper, lead, zinc and gold</li> </ul>
Brands	mastermyne stronger values. greater results.	mastermyne stronger values. greater results.	PYBAR MINING SERVICES
Outlook	Contractors will continue to play a strategic role in owners assets supporting production, providing cost flexibility and lowering operating costs	Coal assets will continue to change hands with many new owners needing to outsource underground operating capability	Contractors will continue to play a strategic role in new development and production, providing cost flexibility and lowering operating costs
People	Paul Green  Joined Mastermyne in March 2020, appointed CEO of Coal Contracting in November 2021  Paul was well known to the Mastermyne business through a close association over many years. Paul has over 25 years' experience in operational management in roles at Gordonstone Coal, Illawarra Coal and Ensham Coal. He has also worked in strategic development and organisational change roles across the Australian coal mining industry	Dave Sykes  Joined Mastermyne in April 2012, appointed CEO of Mine Operations in November 2021  David began his career in the UK performing various operational and statutory roles. He has worked in senior management positions across a number of underground coal operations including Moranbah North, Dartbrook and Central Colliery in roles including Mine Manager and SSE/General Manager	Nick Woolrych  Joined PYBAR in August 2014, appointed CEO in March 2021  Nick is a mining engineer with over 20 years' experience in the mining industry in operational, project development, commercial and investment roles across a range of commodities and geographies

#### High Quality Underlying Customer Base Located Across Australia

#### Combined group's addressable market has significantly expanded

- National Footprint across a broad base of commodities
- Increased exposure to forward facing commodities
- Assets trending to underground mining methods as deposits get deeper and costs increase accordingly
- Exposed to emerging markets through "New Energy" materials
- Australia remains a long-term low risk producer as global demand for resources is projected to grow at a steady rate over coming decades

#### Select clients















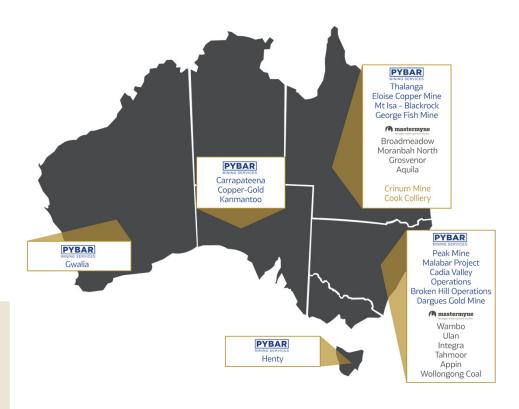










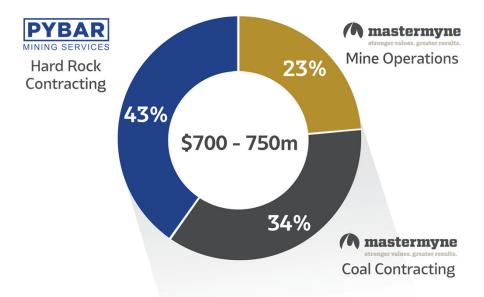


#### **Operating Across Multiple Commodities**

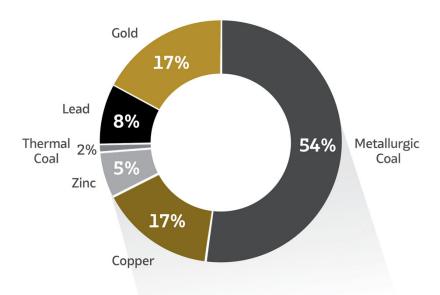


Metarock's revenues and underlying exposures are well diversified across the three operating units and by commodity

FY23 Forecast Revenue Split By Division



FY23 Forecast Revenue By Commodity Exposure



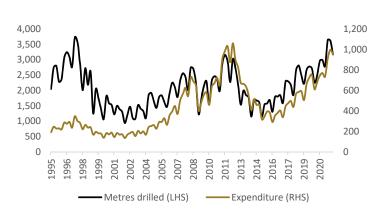
#### Long-Term Outlook

## **METAROCK**

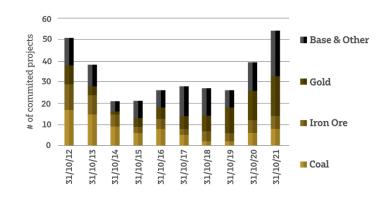
#### We are in the early stages of a broad mining cycle

- High commodity prices create strong tailwinds for mining services contractors
- Exploration expenditure and metres drilled have recently climbed to decade highs
- Production exposed businesses like the Metarock Group will benefit from significant upcoming development activity

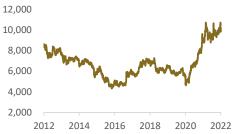
#### Exploration metres drilled and expenditure, Aus



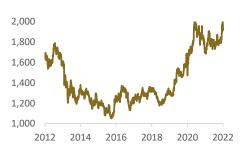
#### Committed mining projects by commodity, Aus



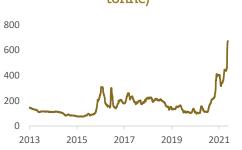




#### Gold prices (US\$ / oz)



Metallurgical Coal (US\$ / tonne)







#### Capabilities Snapshot

## **META**ROCK

#### Complete underground service offering supporting mine operations and production





Mine Operations on behalf of the asset owner delivering a run of mine product to the surface stockpile. Includes supply of all mining equipment and management of fixed infrastructure linked to the underground operations. Also includes complete management of the site under the requirements of the Coal Mining act relevant to the jurisdiction



#### Roadway Development



Development of underground roadways to create the access for the clients longwall operations. Includes "Gate Road" development for longwall operations as well as life of mine "Mains" development for permanent access and infrastructure.



#### Outbye Services



 Critical work to support the underground operations and maintain production. Services are varied and often grouped up under an umbrella contract where the Company will carry out specialised services in secondary support, ventilation services, conveyor installs and retractions, longwall maintenance and longwall relocations



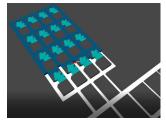
#### **Training**



 Through our MyneSight Registered Training Organisation (RTO), we deliver a pipeline of work ready employees to our projects. Training is undertaken in specialised coal and hard rock simulators where employees are introduced to the underground environment through a very controlled and managed environment. Mynesight also delivers various external training programs and compliance courses



#### Design & Engineering



 A specialisation that supports our mining operations providing technical services from a group of highly experienced underground mining engineers. This technical group is also responsible for early stage feasibility studies which the group with early stage business development and contractor engagement often resulting in negotiated contracts as opposed to going to tender





· Our specialist ground consolidation business Wilson Mining specialises in the stabilisation and remediation of underground strata typically around longwall operations. This work is highly valued as it can be critical to keeping a clients longwall producing. Services include installation of secondary support systems, cavity filling and resin injection. Wilson Mining has an exclusive long term agreement for market leading specialised products manufactured in Europe that support this operation



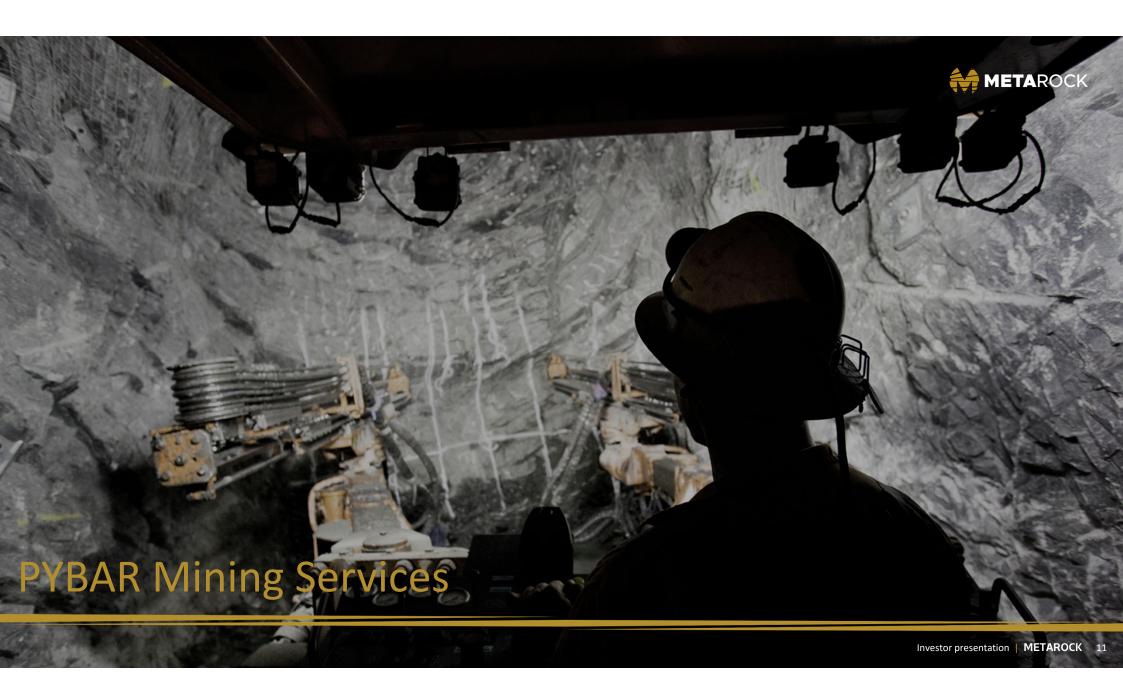
#### Mastermyne includes a specialised fleet of underground coal mining equipment

- Value of fleet ~\$70m
- ~40% of major fleet purchased & overhauled in the last 18 months
- Fleet is distinguished by general ROM fleet which is hired into Mastermyne projects and the specialized development fleet which can hired to both Mastermyne projects and to 3rd parties
- Bord & Pillar production projects at Crinum Mine and Cook Colliery will operate their own specialised fleet over the life of the projects

· Specialised underground coal equipment fleet creates a significant barrier to entry

Plant Category:	Type / Size:	Qty
In Place Miners	Joy 12cm30 / Joy12cm12 / ABM25	6
Place Change Miners	Joy 12cm12 / Jeffery 1038	6
Multi Bolters	Joy 2337	5
Fletcher Bolters	Fletcher	2
Shuttle Cars	Warracar & Phillips / Ontrak Cars	10
Feeder Breakers	Joy BF14 / Ontrak OFB30	4
LHDs	Sandvik ED7 & ED10, Jugganaut, Eimco, CoalTram	21
SMVs	Driftrunner	4
QDS attachments	Various	300+
Ground Consolidation Pumps	Rocsil/USR/Polyurethane Injection Piston Pumps	25
Air Tracks	Clarke / RUS Mining	11
Conveyor Drive heads	Jiffy / Nifty	4
DCB	Amp Control 1000V	2
Substations	Amp Control 1000V	3







## **PYBAR**MINING SERVICES Capabilities Snapshot

## **META**ROCK

#### Complete underground service offering supporting mine development and production



#### Mine Development



Early stage development of new projects or work areas that includes boxcut and portal establishment followed by decline, incline and level developments. Mining methods include long round rapid development to deep levels with intensive support access development. As part of the mine development the work includes installation of the mine infrastructure



### Raiseboring



Raise boring of ventilation shafts, ore passes, slot holes. service holes and escape wavs utilising the in house sizeable and flexible fleet of raise boring machines. This work is critical to supporting the mining operations and maintaining compliance for airways and escape ways. This expertise also cuts across the coal and civil sector



#### Mine Production



 Mine production involves the excavation and transportation of material from the orebody once the access has been established as part of the mine development activities. Production cycle includes removal of previously blasted material, scaling, installing support before drilling the face rock, loading explosives, and blasting the ore. Extensive narrow vein and air leg mining capability.



#### Shotcreting



Shotcreting is an important part of the stabilisation process and is carried out as in cycle shotcreting or as stand alone rehabilitation. These services include supplying and managing batching plants, purpose built underground agitators and spray units. This work is also carried out as part of highwall and portal stabilisation



#### Cable Bolting & **Production Drilling**



Installation of long, flexible, high capacity support systems as part of the mining process or for rehabilitation of already mined areas. The work is carried out using purpose built cable bolters with horseshoe and boom mounted drill configurations which drill and install the cable bolts. Production drilling services are supplied where standalone drilling services are required



#### PYBAR holds a modern fleet of highly valued hard rock mining equipment

- Value of fleet ~\$69m
- ~40% of major fleet purchased in the last 3 years
- Generic fleet with wide suitability to mine development, and production applications.
- Includes a diverse fleet of Raise Drilling equipment including Raise Drills and Easer Rigs.
- Well regarded brands supported by Australian OEM's

Plant Category:	Type / Size:	Qty
Jumbo Drill	Sandvik twin boom jumbo's including Axera, DD421 and DD422i series drills	16
Production Drill	Sandvik fleet including Solo 7-15F, Solo DL430-7C, DL432i, DL420-15C, DD431-7C, series drills.	8
Cable Bolter	Sandvik DS420, DS421C, series cable bolters, and an Atlas Copco Cabletec LC series drill.	5
Raise Drills	Fleet includes several Atlas Copco Easer Rigs, Herrenknecht RBR400VF and 600VF Raise Drills, and various other raise drills.	9
Underground Loader	Fleet of Caterpillar R1300, R1700, R2900 loaders and several Sandvik LH621's.	20
Underground Truck	Fleet of Caterpillar AD45V to AD60 sized trucks in both conventional and ejector bodies. Several Sandvik TH663's.	25
IT Loader	Fleet of Volvo IT's from L70 to L120 in size.	23
Shotcrete Rig	Mixed fleet of Normet and Jacon spray rigs.	8
Shotcrete Agitator	Mixed fleet of Caterpillar, Elphinstone and Normet Agi's.	5
Light Vehicles	Toyota Fleet.	140
Heavy Vehicle	Mixed fleet of Hino, Isuzu, Mercedes, and Mitsubishi trucks.	8
Grader	Caterpíllar fleet of 12H to 140H Graders.	3
Water Cart	Caterpillar and Mitsubishi Water Carts.	2



#### People, Safety and Sustainability

#### Safety and sustainability is our number one priority

#### People

- 2000+ highly skilled underground workforce
- Underground simulators and training centres deliver a pipeline of culturally aligned employees safely and efficiently across our coal and hard rock operations
- Strong management team with PYBAR acquisition strengthening our leadership team at a time when we are experiencing significant growth

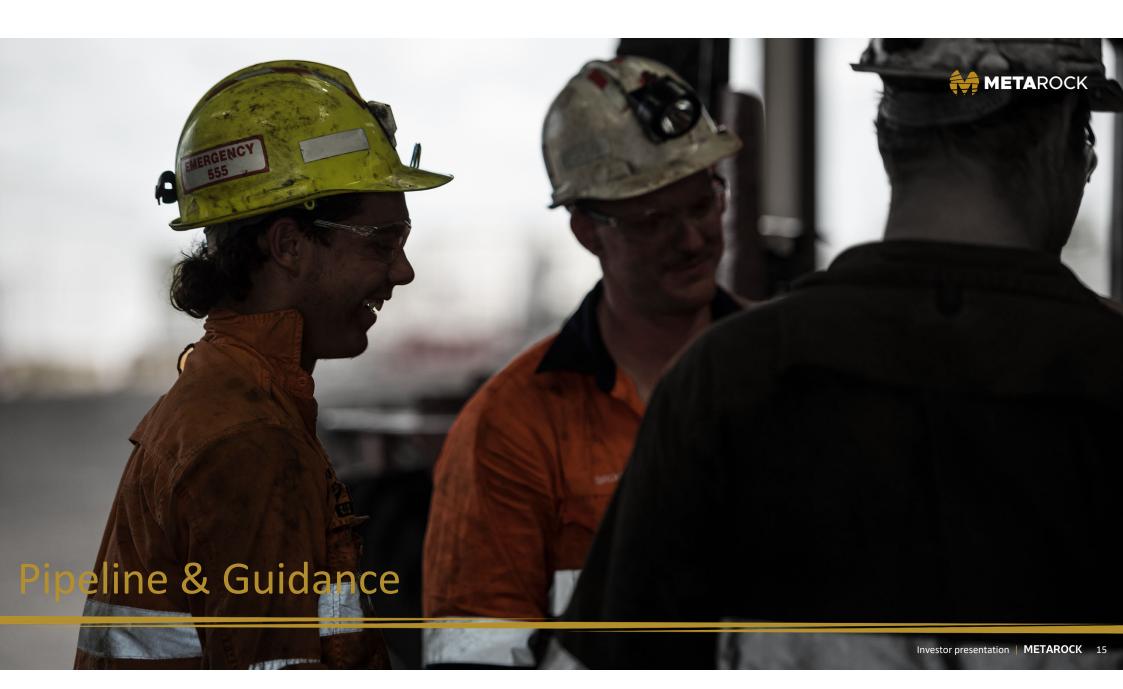
#### Safety

- Long term track record of injury free work supported by statistics well below industry measures
- FY2022 safety performance sadly involved two significant accidents
- Risk management systems underpin our health and safety approach supported with strong focus on workforce culture
- Strong safety synergies across the coal and hard rock sectors

#### Sustainability

 Progressing our sustainability road map as the organisation grows to have a larger footprint and increasing influence in the areas we operate



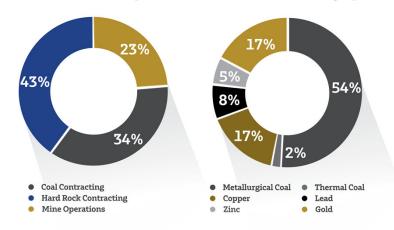


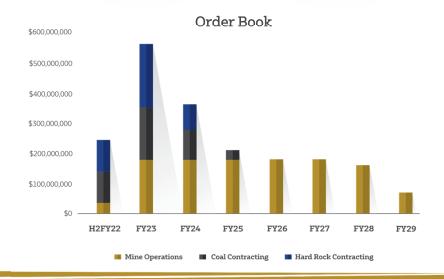


#### **Combined Order Book & Pipeline**

- We are delivering on our strategy to build Australia's leading fully diversified underground mining services company
- Total order book currently stands at \$1.9 billion
- FY2023 forecast revenue of \$700 \$750 million
  - 83% of forecast revenue in FY2023 is supported through the contracted order book
  - A further ~8% of annual revenue is generated from recurring purchase order work
- \$1.1 billion of order book revenue remains post FY2023
- Current tendering pipeline currently stands at over \$2.0 billion:
  - \$1.0 billion in Mine Operations
  - \$600 million in Coal Contracting
  - \$400 million in Hard Rock Contracting

#### Metarock Tender Pipeline Metarock Commodity Split



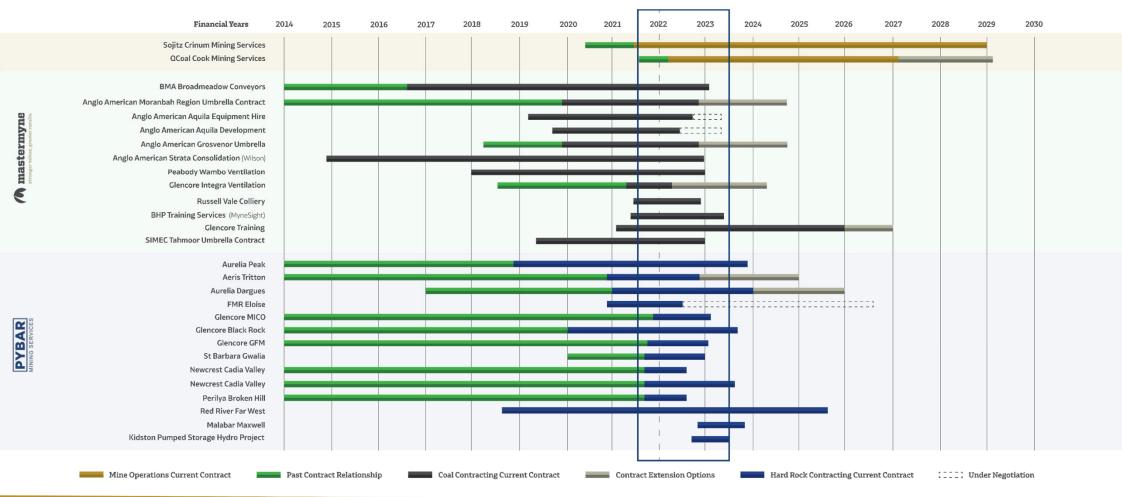


#### **Divisional Overview**

## **META**ROCK

#### **Metarock Order Book**

#### Booked Revenue and Tenure



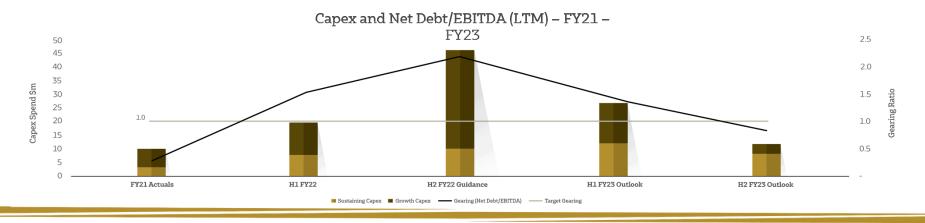
#### Capital Management



#### FY2022 is the year of investment that transforms the long term financial outlook for the Company

- Capital expenditure increases, particularly in H2 FY22, primarily Crinum and Cook projects
- Gearing ratio peaks in June 2022 at 2x (normalised LTM EBITDA)
- Gearing ratio reduces significantly by FY23 as Crinum and Cook projects commence full production
- Current banking facilities sufficient to fully fund capital expenditure requirements
- All debt is fully asset backed by equipment hired into long term projects
- Developing 'capital light' strategies for future growth projects

Capex Spend Profile	H1 FY22	H2 FY22	FY23
Crinum			
Growth	\$11.5m	\$28.9m	\$14.4m
Cook			
Growth	\$0.2m	\$7.3m	\$4.0m
PYBAR & Mastermyne Contracting (Sustaining)	\$7.3m	~\$8-10m	~\$15-\$20m
Total	\$19.0m	~\$44-46m	~\$33-38m



#### Outlook



#### There is clear line of sight to the very strong revenue and profit uplift in FY2023

#### Mastermyne Mine Operations

- Crinum mine early works is now nearing completion and ramps up in to full production from Q1 FY2023
- Cook Colliery has commenced initial set up and coal production, ramping up to full run rate from Q1 FY2023
- The mine operations contracts underpin a material step up in margins coming through from early FY2023
- Our capital intensity falls away in FY2023 after ramping up Crinum and Cook and is replaced by strong operating cash flow

#### Mastermyne Contracting

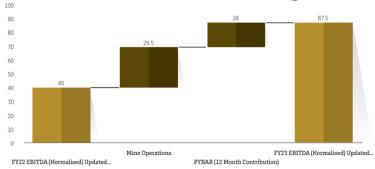
- Revenue forecasts are underpinned by long term contracts already secured and on projects with long mine life
- Strong demand brings additional organic revenue growth from existing operations, providing upside to FY2023
- Wilson Mining continues to increase market share in coal, diversify into hard rock and deliver strong margins
- 95% of the contracted order book linked to Metallurgical coal with a strong long term outlook for price
- Maintaining a very strong market share with no changes expected in the competitor landscape

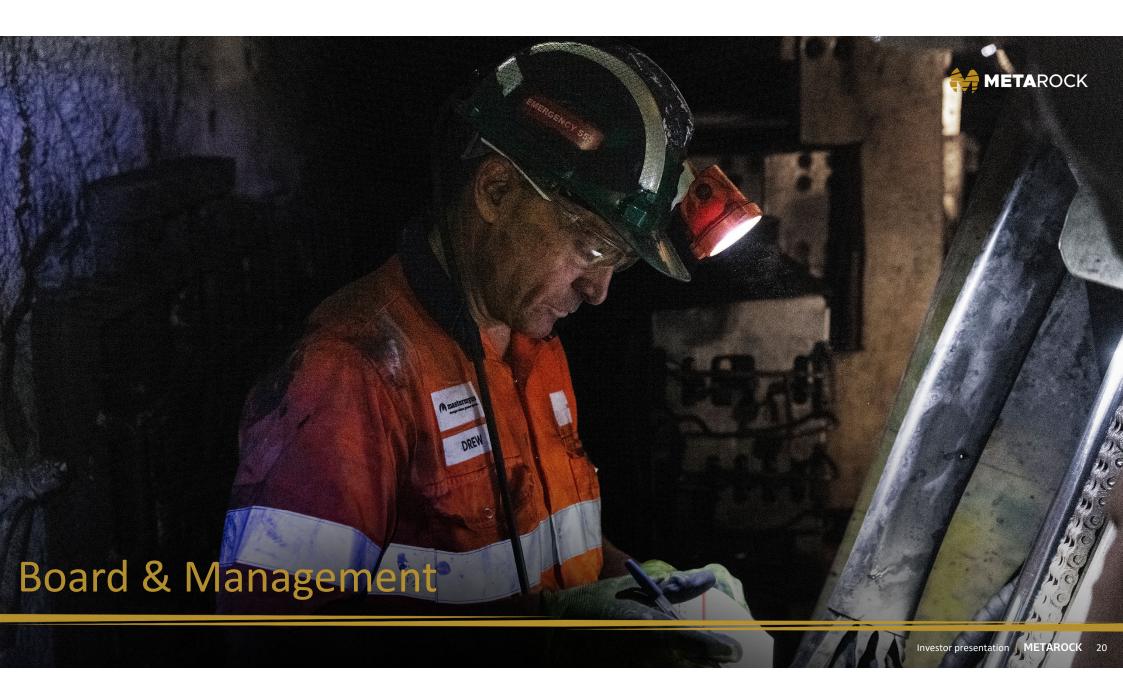
#### **PYBAR Contracting**

- Revenue is underpinned by long term contracts already secured and on projects with long mine life
- Malabar contract win delivers strong revenue growth for PYBAR in FY2023
- The synergies between Mastermyne and PYBAR are now better understood and present significant value opportunities ahead
- PYBAR has a very large addressable market with significant greenfield expansion underway nationally

	\$m	FY2021	Metarock guidance FY2022	Metarock guidance FY2023
١	Revenue	\$233	\$450.0 – 480.0	\$700.0 – 750.0
	EBITDA	\$22.3	\$37.0 – 43.0*	\$80.0 – 95.0
	EBITA	\$9.7m	\$4.0 – 10.0*	\$24.0 – 39.0
	ROCE	11%	5%	>16%
	Capital Expenditure	\$10.2	\$60.0 – 65.0	\$35.0 – 40.0

#### FY2023 EBITDA Outlook Bridge





#### **Board**

#### Strong board with a broad skill set backed with deep industry experience





Colin Bloomfield **Non-Executive Chairman** 

Colin's former roles during his 27 years with BHP Billiton include President Illawarra Coal (8 years), Vice President Health, Safety and Environment (Global role) and Project Director for the BHP Billiton merger integration as well as member of the deal team for the transaction. He was also an Underground Coal Mine Manager both in New South Wales and Queensland.



**Tony Caruso Managing Director** 

Tony has held a number of senior management positions in contracting services over 30+ years working across major underground mining projects in QLD and NSW. Joining Mastermyne in 2005, under Tony's leadership the company has hit many milestones including the ASX listing in 2010.



**Andrew Watts Non-Executive Director** 

Andrew co-founded Mastermyne in 1996 and has been involved in contracting within the mining industry since 1994. From 1996 -2005 Andrew was responsible for all aspects of Mastermyne's operations until the appointment of Tony Caruso as CEO.



**Gabriel Meena** Non-Executive Director

Gabe is an executive with over 30 years experience in the steel, mining and stevedoring industry covering operations, maintenance and engineering. Gabe has held senior operational and management roles with Bluescope Steel as General Manager Mills and Coating, Bluescope Steel China as President China Coated and BHP Collieries as General Manager of a number of coal mines. Gabe's most recent role was General Manager Operations with Patrick Terminals.



Julie Whitcombe Non-Executive Director

Julie is currently GM Strategy and Development for CleanCo, a **Government Owned Corporation** focused on the development and supply of firmed renewable energy for Queensland customers. Prior to her current role, Julie held various roles including CEO of RDO Australia, an industrial and agricultural equipment dealer and nine years on the executive team of Senex Energy, an Australian oil and gas explorer and developer.



Paul Rouse **Non-Executive Director** 

Paul is a founding director of the PYBAR Group and PYBAR Mining Services. He is a mining engineer with extensive experience in underground mine design, planning. mine management, production and development. Paul has built the business with a clear vision - to be among the best underground mining contractors in Australia.

#### **Executive Team**

#### Strong leadership group that drive the ongoing performance across the business





**Tony Caruso Managing Director** 

Tony has held a number of senior management positions in contracting services over 30+ years working across major underground mining projects in QLD and NSW.

Joining Mastermyne in 2005, under Tony's leadership the company has hit many milestones including the ASX listing in 2010. Always striving for better he challenges those under his leadership to shake up industry norms, to together deliver exceptional results.



**Brett Maff** Chief Financial Officer

Brett has over 20 years experience in senior financial and executive roles in the mining resources and mining services industries. He possesses an extensive range of financial, commercial and operational management capabilities, and has significant experience leading transactions, mergers, investments and debt/equity raising activities. In addition. Brett has significant knowledge of coal mining operations (underground and open cut), having worked on various mine sites during construction and operations throughout his career.



Vivienne Gayton **Executive General Manager People** 

Viv joined the Mastermyne team in 2010 after holding management roles in a variety of organisations. As the EGM – People, Viv is responsible for all aspects of the company's 'people' division including human resource (HR) consulting, organisational development, industrial relations governance and HR strategy. Embedding the HR function into operations, ensuring HR processes are flexible and practical, developing others and having an inclination to make by exception decisions based on what's right and fair for an individual, Viv's approach is well aligned to the Mastermyne Way.



**David Sykes CEO Mine Operations** 

David began his career in the UK performing various operational and statutory roles including Deputy and Undermanager. After relocating to Australia in the mid 90's he obtained his 1st and 2nd Class Managers Certificate in NSW and 1st Class Managers Certificate and SSE in Queensland. He's worked across a number of underground coal operations including Moranbah North, Dartbrook and Central Colliery in roles including Mine Manager and SSE/General Manager.



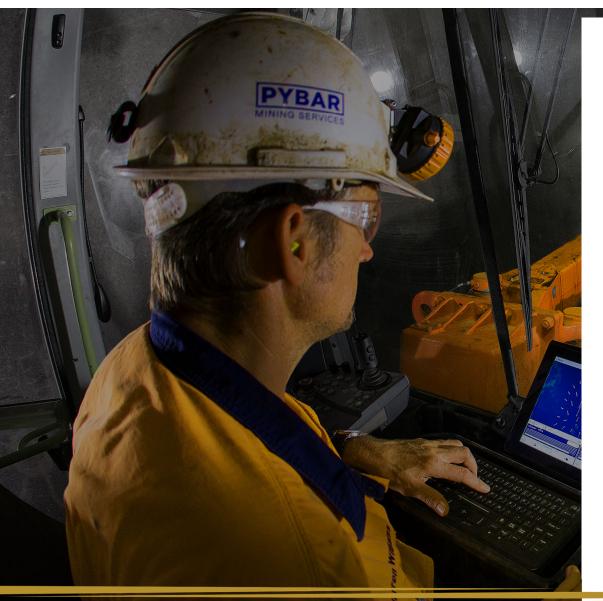
Paul Green **CEO Coal Contracting** 

Paul commenced in the role in November 2021. He was well known to the Mastermyne business through a long association over many years and came to us with over 25 years' experience in operational management, strategic development and organisational change roles in the Australian coal mining industry. Paul has previously held General Manager and Site Senior Executive roles in Old and NSW in both underground (longwall and bord and pillar) and open cut with new mine start-ups his speciality.



**Nick Woolrych Chief Executive Officer** 

Nick is a mining engineer with over 20 years' experience in the mining industry in operational, project development, commercial and investment roles across a range of commodities and geographies. Prior to being appointed as CEO of PYBAR Mining Services, Nick was the CEO of Diversified Minerals and was responsible for the development and operations of the Henty and Dargues Gold mines. Nick's commercial and project development expertise coupled with his operational experience have fostered a strong understanding of the factors that generate successful outcomes for PYBAR's clients.





#### **Summary**

- Adding Mine Operations and Hard Rock mining has transformed our business
- FY2022 is a year of investment that underpins a significant long term step up in revenue, margins and profitability
- As projects come on line in H2 FY2022, capex spend falls away and is replaced with a material step up in operating cash flows
- There is a robust financial outlook with FY2023 forecast revenue of \$700-750 million and EBITDA of \$80-95 million
- Our order book is made up of blue chip, long term, clients that extends well beyond FY2023
- We are in the early stages of a broad mining super cycle

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