

9 February 2022

H1FY22 Unaudited Results

Upgraded Earnings & Orderbook

Austin Engineering Limited (ASX: ANG, 'Austin' or 'the Company') is pleased to provide an updated Investor Presentation covering the six-month financial period up to the end of December 2021. The presentation, which was released to the market today, encompasses references to unaudited statutory and continuing results from this period and some commentary for the remainder of the 2022 financial year.

In particular, the presentation updates and supersedes the guidance for H1 FY2022 previously given in conjunction with Austin's Annual General Meeting in November 2021.

- EBITDA is \$11.5 million up 15% on original guidance and up 95% from the PCP (\$5.9 million).
 - EBITDA margin percentage is ~14%, which is the highest first half result in several years and improves significantly on the PCP result of 6.7%. This result is attributed to cost efficiency measures implemented during the period.
 - NPAT is \$6.7 million up 339% from the PCP (\$1.5million).
 - Revenue will be down \$7.8 m compared to the PCP, but full year revenue for FY22 is expected to be higher than the FY21 result.
 - Orderbook at end of period was up 36% on PCP, reflecting strengthening markets and product improvements.
- (All figures are unaudited)

Outlook for remainder of FY2022

Austin believes that the business improvement changes implemented to date will continue to drive a higher level of average profitability over the long-term, as the benefits of the cost efficiency program fully crystalise.

The Company's order book has continued to strengthen from that previously announced, up 36% at the end of December 2021 compared to the prior corresponding period (PCP). Strengthening markets in the Americas, as COVID restrictions ameliorate across the region is driving revenue growth, with high levels of utilisation expected in the USA and Chile for at least the remainder of the year. In addition, Austin has implemented a wide-ranging enhancement of its major products to improve competitiveness, particularly in the Australian and Asian markets. These factors have driven the higher order book which in turn, is expected to drive full year revenue higher than that of FY 2021.

Austin believes that as a make-to-order mining products business with relatively short order cycles times, it is able to pragmatically respond to input price changes for steel, transport logistics and labour, thereby protecting margins in a period of almost unprecedented volatility.

Whilst COVID risks to the business across the world are generally decreasing, we note that in Western Australia the situation will remain dynamic during H2 FY 2022 with uncertainty surrounding the reopening date of the state's borders. This is likely to require Austin to manage reduced work force availability at times dependent on community transmission levels and isolation protocols. Austin is already taking proactive steps to navigate these risks and looks forward to WA reopening its borders. The Company is confident it

can operate safely and efficiently once the state's borders reopen. Austin applauds the recent announcement by the WA State Government to reduce isolation periods and eliminate close contact restrictions to reduce the impact on business and the community.

Austin expects to release its full 1H22 results on 24 February 2022 and is intending to provide full year profit guidance with this release.

-ENDS-

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Announcement Authorisation

This announcement was authorised by the CEO and is market sensitive.

About Austin Engineering

Austin is a global engineering company. For 40 years, Austin has partnered with mining companies, contractors and original equipment manufacturers to create innovative engineering solutions that deliver productivity improvements to their operations.

Austin is a market leader in the design and manufacture of loading and hauling solutions, including off-highway dump truck bodies, buckets, water tanks and related attachments, supporting both open-cut and underground operations. Complementing its proprietary product range are repair and maintenance services performed in our workshops and on clients' mine sites, and spare parts.

Through Austin's own design and engineering IP and range of tailored products, it delivers solutions for all commodity applications and drives increased efficiencies in productivity and safety in both open cut and underground mining operations.

Austin's products can create more sustainable mining operations by delivering the lowest cost per tonne to end user, reducing fuel usage per material carried.

The Company is headquartered in Perth and has operations around the world in Australia, USA, Canada, Chile and Indonesia serving many of the major mining sites in the world both directly and through local partners.