

## **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.

YOU ARE CAUTIONED NOT TO PLACE UNDUE RELIANCE ON FORWARD LOOKING STATEMENTS. THE STATEMENTS, OPINIONS AND ESTIMATES IN THIS PRESENTATION ARE BASED ON ASSUMPTIONS AND CONTINGENCIES SUBJECT TO CHANGE WITHOUT NOTICE, AS ARE STATEMENTS ABOUT MARKET AND INDUSTRY TRENDS, PROJECTIONS, GUIDANCE AND ESTIMATES.

THE FORWARD-LOOKING STATEMENTS CONTAINED IN THIS PRESENTATION ARE NOT GUARANTEES OR PREDICTIONS OF FUTURE PERFORMANCE AND INVOLVE KNOWN AND UNKNOWN RISKS AND UNCERTAINTIES AND OTHER FACTORS, MANY OF WHICH ARE BEYOND THE CONTROL OF IMDEX, AND MAY INVOLVE SIGNIFICANT ELEMENTS OF SUBJECTIVE JUDGEMENT AND ASSUMPTIONS AS TO FUTURE EVENTS WHICH MAY OR MAY NOT BE CORRECT. THE FORWARD LOOKING STATEMENTS ARE SUBJECT TO SIGNIFICANT BUSINESS, ECONOMIC AND COMPETITIVE UNCERTAINTIES AND CONTINGENCIES ASSOCIATED WITH THE MINING – TECHNICAL SERVICES INDUSTRY WHICH MAY BE BEYOND THE CONTROL OF IMDEX WHICH COULD CAUSE ACTUAL

RESULTS OR TRENDS TO DIFFER MATERIALLY, INCLUDING BUT NOT LIMITED TO RETENTION OF KEY BUSINESS RELATIONSHIPS, ENVIRONMENTAL IMPACTS AND CLAIMS, OPERATIONAL AND EXECUTIONAL RISKS, RESEARCH AND DEVELOPMENT AND INTELLECTUAL PROPERTY RISKS, AN INABILITY TO MEET CUSTOMER DEMAND, PRICE AND CURRENCY FLUCTUATIONS, OPERATING RESULTS, LEGISLATIVE, FISCAL AND REGULATORY DEVELOPMENTS, ECONOMIC AND FINANCIAL MARKET CONDITIONS IN VARIOUS COUNTRIES, APPROVALS AND COST ESTIMATES, ENVIRONMENTAL RISKS, ABILITY TO MEET FUNDING REQUIREMENTS AND SHARE PRICE VOLATILITY. ACCORDINGLY, THERE CAN BE NO ASSURANCE THAT SUCH STATEMENTS AND PROJECTIONS WILL BE REALISED. IMDEX MAKES NO REPRESENTATIONS AS TO THE ACCURACY OR COMPLETENESS OF ANY SUCH STATEMENT OF PROJECTIONS OR THAT ANY FORECASTS WILL BE ACHIEVED.

A NUMBER OF IMPORTANT FACTORS COULD CAUSE ACTUAL RESULTS, ACHIEVEMENTS OR PERFORMANCE TO DIFFER MATERIALLY FROM THE FORWARD-LOOKING STATEMENTS, INCLUDING THE RISKS AND UNCERTAINTIES SET OUT ABOVE. INVESTORS SHOULD CONSIDER THE FORWARD-LOOKING STATEMENTS CONTAINED IN THIS PRESENTATION IN LIGHT OF THOSE MATTERS. THE FORWARD-LOOKING STATEMENTS ARE BASED ON INFORMATION AVAILABLE TO IMDEX AS AT THE DATE OF THIS PRESENTATION. EXCEPT AS REQUIRED BY LAW OR REGULATION (INCLUDING THE ASX LISTING RULES), IMDEX UNDERTAKES NO OBLIGATION TO PROVIDE ANY ADDITIONAL OR UPDATED INFORMATION WHETHER AS A RESULT OF NEW 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

**FY23 HIGHLIGHTS** 

FINANCIAL PERFORMANCE

**CORE GROWTH PERFORMANCE** 

**NEW GROWTH PERFORMANCE** 

**OUTLOOK & FY24 FOCUS AREAS** 

**HOW IMDEX IS POSITIONED TO DELIVER** 



# **FY23 Highlights**



## **FY23 Financial Highlights**













#### GROUP REVENUE UP 20%

Revenue on a constant currency basis up 16% Softer exploration activity in 2H23

> (FY23 \$411.4m v FY22 \$341.8m)

#### EBITDA NORMALISED<sup>1</sup> UP 17%

Up 9% on a constant currency basis – impacted by softer exploration activity in 2H23 and product mix

(FY23 \$122.6m v FY22 \$104.9m)

#### EBITDA MARGIN NORMALISED<sup>1</sup> 30%

Normalised EBITDA margin maintained at 30%

(FY23 29.8% v FY22 30.7%)

#### NET DEBT<sup>2</sup> \$65m

Incl. Devico, Krux
& Datarock
82% EBITDA to
operating cash
conversion
Strong working capital
discipline

(FY23 \$64.9m net debt

v FY22 \$24.2m net cash)

NPAT NORMALISED<sup>1</sup> UP 13%

Normalised effective tax rate of 31%

FULL YEAR DIVIDEND 3.6cps

Final 2.1cps
Interim 1.5cps
30% normalised¹ NPAT
payout ratio

(FY23 \$52.9m (FY23 3.6cps v FY22 \$47.0m) v FY22 3.4cps)



<sup>1</sup> Normalised to exclude exceptional legal fees (\$11.1m), Devico acquisition and integration costs (\$10.6m) and residual cost associated with the settlement with the prior owners of the Flexidrill Technologies (\$0.4m and FY22 adjusted for a \$2.9m impairment loss net of related fair value adjustment) – see Additional Notes section

## **FY23 Strategic Highlights**

Core Business







New Business



#### TECHNOLOGY LEADERSHIP

- Commercial launch of aiSwyft™ (digital solutions)
- Commercial launch of OMNIx™ 38 & 42 GYRO™ (navigational solutions)
- ✓ Commercial launch of LOGGERx™ (structural solution)
- Addition of Devico suite of technologies

## SOLUTION SELLING

- ✓ Growth in the Americas, Africa and Asia Pacific
- ✓ Top 250 clients with >3
  products 46%, up from 44%
- Number of IMDEX HUB-IQ™ connected customers up 10%

## COMPLEMENTARY ACQUISITIONS

- ✓ Devico acquisition
- ✓ Investment in Krux of 40%
- ✓ Increased investment in Datarock to 49.1%

## EXTENSION INTO MINING PRODUCTION

- 11 installed BHS™ sites and 5 new trial sites
- ✓ 2 paid commercial prototype BLASTDOG™ units in operation, a further unit deployed in 1Q24
- 4 installed BOLT™ sites and 2 new trial sites



## **FY23 ESG Highlights**











#### **PEOPLE**

HSE engagement metric up 42%

LTIFR of 0.42 improved 45%

TRIFR of 0.83 improved 65%

Closed gender pay gap

Established global DE&I Council

Better Together inclusion training implemented globally

#### **INNOVATION**

Embedded sustainability considerations in product stage gate development process

Published 9 thought leadership articles

#### **ENVIRONMENT**

Established Environmental Policy

Measured Scope 1 & 2 GHG emissions, excl Devico

Commenced EMS
Certification

#### SOCIETY

Procurement Policy enhanced to support for local suppliers

Partnered with Canadian Diamond Drillers Association on mental health programs

#### **GOVERNANCE**

ESG Committee formalised under ARCC

Modern slavery awareness training

Welcomed Microsoft executive Uwa Airhiavbere as NED



# **FY23 Financial Performance**



## **Key Metrics**

\$m (unless indicated otherwise)	FY23	FY22	VAR %
Revenue	411.4	341.8	20.3
EBITDA	100.5	102.0	(1.4)
EBITDA Normalised <sup>1</sup>	122.6	104.9	16.9
EBITDA Margin % Normalised <sup>1</sup>	29.8%	30.7%	(2.9)
NPBT	54.6	62.6	(12.7)
NPAT	35.0	44.7	(21.7)
EPS Normalised¹ (cents)	12.0	11.8	1.7
Pre-Tax Operating Cash Flow	105.0	69.8	50.4
Pre-Tax Operating Cash Flow Per Share (cents)	23.9	17.6	35.8
Net Assets (at 30 June)	556.2	297.2	87.1
Net Cash / (Debt) <sup>2</sup> (at 30 June)	(64.9)	24.2	(368.0)
Full Year Fully Franked Dividend (cents)	3.6	3.4	5.9
Full Time Employees (at 30 June)	851 <sup>3</sup>	622	36.8

Revenue at \$411.4m includes **4-month Devico contribution** 

Revenue up 14% on pcp excl. Devico

2H23 **revenue up 11%** excl Devico on the pcp, 3% down on 1H23

Strong operating cash flow conversion

Employee uplift includes 187 Devico employees

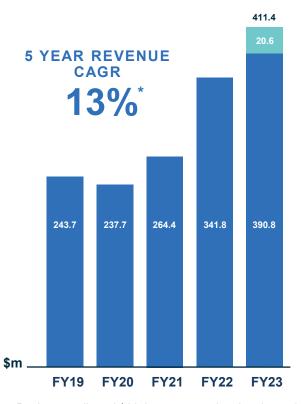
<sup>3</sup> Includes 187 Devico employees



<sup>&</sup>lt;sup>1</sup> Normalised to exclude exceptional legal fees (\$11.1m), Devico acquisition and integration costs (\$10.6m) and residual cost associated with the settlement with the prior owners of the Flexidrill Technologies (\$0.4m and FY22 adjusted for a \$2.9m impairment loss net of related fair value adjustment) – see Additional Notes section

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

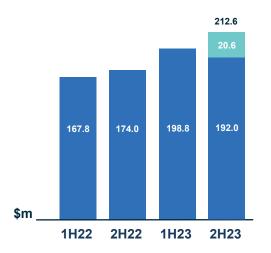
#### **Record Revenue**



 Devico contributed \$20.6m revenue, despite planned transition of sensor sales to IMDEX rental model



# 2H23 REVENUE UPLIFT ON 2H22 EXCLUDING DEVICO 11%



 IMDEX and Devico impacted by softer exploration activity in 2H23 – notably in Canada and Australia

#### INCREASING REVENUE FROM SENSORS & SOFTWARE



- Higher margins and quality recurring revenue
- Sales grew from 39% to 42% in FY23\*\* (excl. Devico)

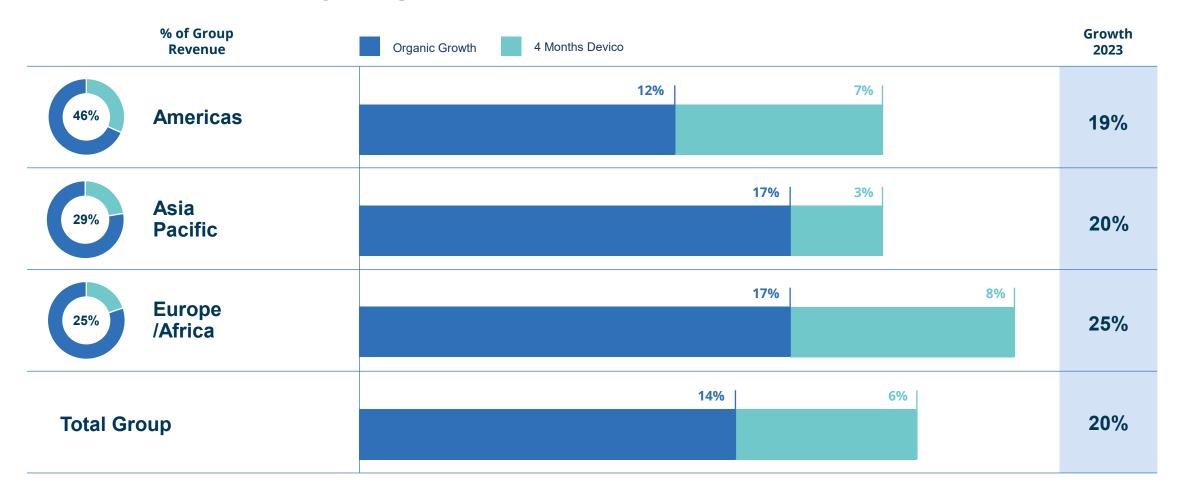




S&P CY22 5-calendar year CAGR 99

\*\* Revenue represents 40% Sales (incl. of sale of fluids, sensors and equipment) and 60% Rental & SaaS (incl. of rental of sensors and equipment and subscription fees for software) rather than Drilling Optimisation and Rock Knowledge. Comparative disclosures for 1H23 is 40% / 60% and for FY22 is 39% / 61%. respectively.

## **Revenue Growth by Region**





#### **EBITDA Performance**



- Strong historical trend of EBITDA growth
- Devico contributed \$8.5m EBITDA, which was impacted in the short-term by increased investment in directional core drilling business to support future growth



# 2H23 EBITDA DOWN ON 2H22 EXCLUDING DEVICO 3% 59.81 8.5 53.4 62.81 51.31



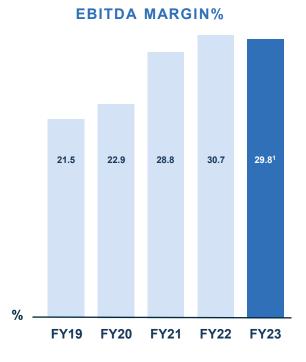
1H23

2H23

2H22

1H22

- Slower exploration activity in 2H23 which impacted sensors in Canada and Australia
- o Increased R&D including IMT and Digital 2.0

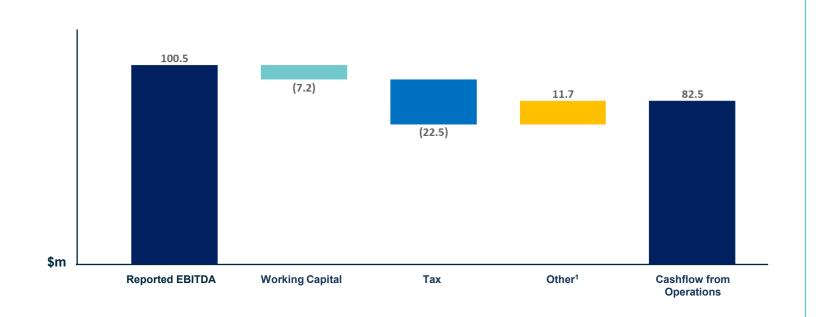


- FY23 EBITDA margin % impacted by:
- Change in product mix higher % of Sales v Sensors & SaaS
- Increased investment to support core and new business growth including IMT and Digital 2.0



## **Strong Cash Generation**

#### EBITDA TO CASH FLOW FROM OPERATIONS



82% EBITDA to operating cashflow conversion

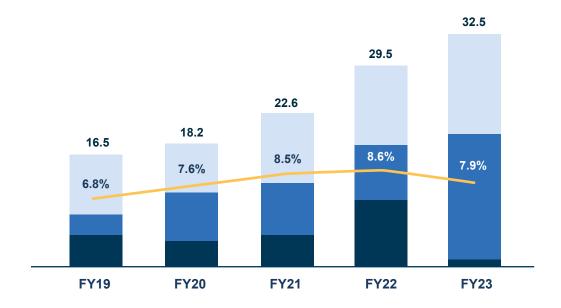
~\$8m additional FY22 inventory build largely released

<sup>1</sup>Other includes non-cash items including provisions, share of associates and FX movements



## **Disciplined R&D Capital Allocation**

#### TOTAL R&D SPEND (\$m)



#### **GRAPH KEY**

- Horizon 1 Next generation core technologies impacting revenues in 1-2 years
- Horizon 2 New core technologies impacting revenues in 2 3 years
- Horizon 3 Transformative technologies impacting revenues in 3 5 years
- Expensed R&D and capitalised software development costs as a % of revenue

#### EXPENSED V CAPITALISED R&D (\$m)

(\$m)	FY23	FY22
R&D Expensed	27.4	26.2
R&D Capitalised (software)	5.1	3.3
Total	32.5	29.5

- IMDEX is a growth business committed to R&D in all market conditions
- All R&D spend is expensed except spend associated with software development which is capitalised
- Investment in Horizon 2 increased during FY23 as BLASTDOG<sup>™</sup> moved from Horizon 3
- Investment in Horizion1 increased during FY22 and FY23 due to commercialisation of next generation core products in FY24



#### **Balance Sheet**

\$m (unless indicated otherwise)	30 JUN 2023	30 JUN 2022
Cash	58.1	36.4
Receivables	90.1	73.3
Inventory	68.6	57.1
Fixed Assets <sup>1</sup>	90.3	83.7
Intangibles <sup>2</sup>	420.9	97.8
Investment in an associates <sup>3</sup>	13.9	5.0
Assets held for sale	7.4	-
Other Assets / deferred tax	56.8	40.3
Total Assets	806.1	393.6
Payables	46.3	34.7
Borrowings	123.0	12.2
Other liabilities / deferred tax	80.6	49.5
Total Liabilities	249.9	96.4
Total Equity	556.2	297.2
ROE Normalised <sup>4</sup>	12.4%	17.1%
ROCE Normalised <sup>4</sup>	11.4%	20.2%

**Net debt \$64.9m** after funding Devico and investments in Datarock and Krux

Interest rate coverage ratio of 14 times<sup>4</sup>

Strong EBITDA to operating cash conversion at 82%

Full year dividend increased to 3.6cps

Dividend in line with historical 30% NPAT payout ratio on normalised earnings

**Continued investment** in next generation core products and new growth projects

<sup>4</sup> Normalised to exclude exceptional legal fees (\$11.1m), Device acquisition and integration costs (\$10.6m) and residual cost associated with the settlement with the prior owners of the Flexidrill Technologies (\$0.4m and FY22 adjusted for a \$2.9m impairment loss net of related fair value adjustment) – see Additional Notes section. ROE and ROCE percentages include only 4 months contribution from Device.



<sup>1</sup> Includes lease assets of \$32.1m in June 2023 (\$28.2m June 2022).

<sup>2</sup> Significant uplift reflects Devico acquisition.

<sup>3</sup> Interest in Datarock Holdings increased from 30% to 49.1% and an initial 40% investment in Krux Analytics in FY23

# **Core Business Performance**



## **Core Business Performance (excl. Devico)**









AVERAGE SENSOR ARPU AVERAGE # ROCK
KNOWLEDGE
SENSORS ON HIRE

# OF IMDEX
HUB-IQ™
CONNECTED
CUSTOMERS

TOP 250
CLIENTS
WITH >3
PRODUCTS

**Up 7%** 

FY23 in line with pcp 2H23 v 1H23 down 11% **Up 10%** 

**46%**Up from 44%

## Core Business – Strategic Rationale for Devico Acquisition

✓ Complements rock knowledge sensor stack

✓ World-classR&D facility and team in Norway

✓ Leadership in directional drilling – a fast-growing market

 Revenue synergies through cross selling products and networks ✓ Market leadership in Europe

✓ Cost synergies of approx. \$2m per annum



## **Core Business – Devico Integration and Growth**

## DEVICO INTEGRATION UPDATE SINCE COMPLETION ON 28 FEBRUARY 2023

- ✓ Zero safety incidents
- Retention of all key management personnel and onboarding of all employees
- ✓ Devico sales sensors transitioned to rental model
- ✓ Devico sensors enabled within IMDEX Global Digital Rentals system
- ✓ IT migration to enhance data security
- ✓ Focusing on people and integration for growth in FY25 and beyond

DEVICO GROWTH UPDATE SINCE COMPLETION ON 28 FEBRUARY 2023

**Up 17%** 

DeviGyro Reference Sensors cross sold within the IMDEX network

**Up 14%** 

Active DCD projects since completion



# **New Business Performance**



## **IMDEX Mining Technologies Growth**

IMDEX BHS™

Fluid product to stabilise blast holes

**COMMERCIAL PROTOTYPE** 

- ✓ 11 installed sites
- √5 trials underway

IMDEX BOLT™

Underground production hole survey

**COMMERCIAL PROTOTYPE** 

- √4 installed sites
- √2 trials underway

#### IMDEX BLASTDOG™

Autonomous system for multi-parameter measurement of blast holes

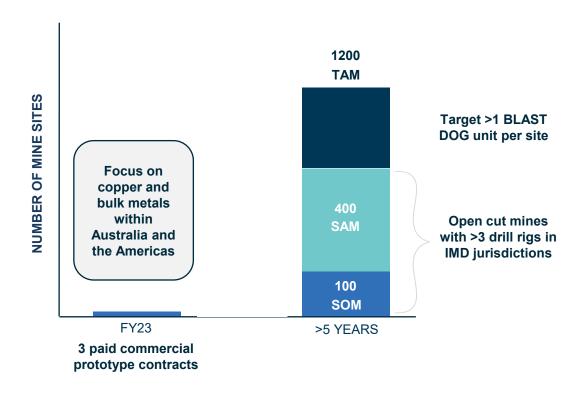
**COMMERCIAL PROTOTYPE** 

- ✓2 paid BLASTDOG™ units in operation – further unit deployed August
- ✓ Active trials in WA, Qld and South America



## IMDEX Mining Technologies – Size of the BLASTDOG™ Opportunity

#### BLASTDOG™ BUSINESS GROWTH PHASE 1



Total Addressable Market (TAM), Serviceable Addressable Market (SAM), Serviceable Obtainable Market (SOM)

#### Why enter the Mining Production market?

- Substantially larger than the exploration and development market and less subject to cyclical impact
- Embedded into operations and supported by longer-term contracts
- IMDEX is leveraging existing core capabilities in drilling optimisation, rock knowledge sensors and data & analytics

#### Expectations for BlastDog™ Phase 1

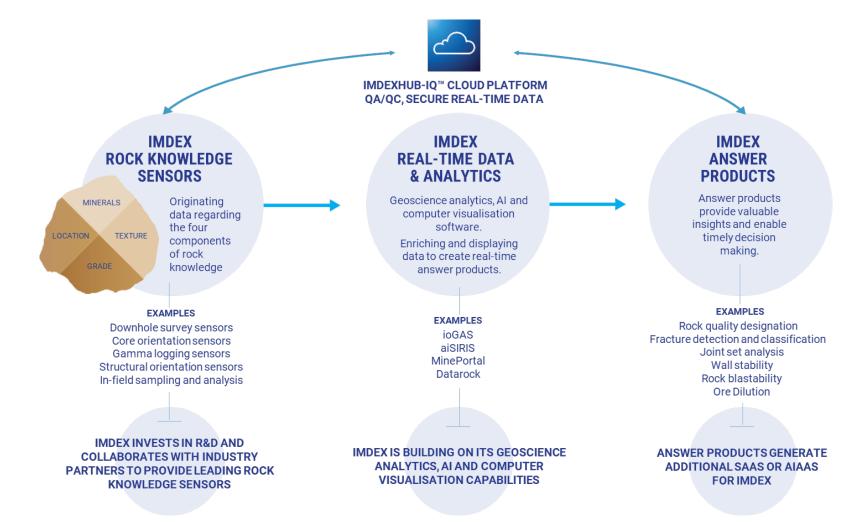
- Commercial prototype contracts are proving value of orebody knowledge and can deliver attractive returns at margins in line with IMDEX's sensors
- Increasing number of commercial contracts as trials build confidence

#### Expectations for BlastDog™ Phase 2

- Expand sensor suite, operating service models and answer products
- Expand to additional geographic markets and additional commodities



## **IMDEX Digital Software and Analytics Strategy**



"Building upon our HUB-IQ platform we have invested in complementary software and analytics products that enhance this decision-making ecosystem for drillers and resource companies alike."

**Dr Michelle Carey**Chief of Strategy



## **IMDEX Digital Software & Analytics Growth**

aiSwyft™

IMDEX ioGASTM

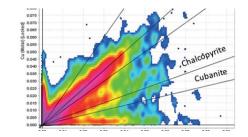
**Datarock** 

Krux Analytics

Cloud-based mineral interpretation Al system

Processed spectra volumes up 20%, Real-time turnaround down from 5 days



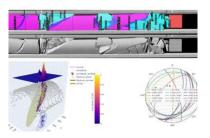


Leading exploratory data analysis software

User base up 20% year-on-year

Image analysis software utilising Al and machine learning

Platform 1.1 released SaaS revenue growth 2x from 3Q23 to 4Q23



Advanced drilling analytics software

Migration of IMDEX customers to Krux infrastructure – 23% completed and 35% committed





# Outlook and FY24 Focus Areas



#### **Core Business Outlook**

#### **Near Term**

IMDEX

INDUSTRY

Rock Knowledge Sensors on hire up 5% from 30 June 23

- Solution selling opportunities in North America and Africa
- In all regions demand expected to at least remain steady in FY24

S&P forecast a contraction of 20% during CY23

- Exploration activity tempered as resource companies respond to the high-cost environment
- Mid and major resource companies remain well funded, capital raisings have improved for juniors

#### **Medium to Longer Term**

IMDEX

- Revenue synergies from integration of Devico products
- Increased revenue from sensors and software
- Increased adoption of new business model offering

INDUSTRY

- Increased exploration spend in CY24 as forecast by S&P
- The need to replace diminishing reserves
- Substantial demand for critical metals
- Deeper more complex ore bodies requiring larger drilling programs
- Demand for innovative solutions and directional drilling to improve drilling productivity

FY24 FY25 +



## **FY24 Focus Areas – Investing in Growth**











## Why IMDEX Will Deliver

#### A STRONG FINANCIAL PLATFORM

Strong history of EBITDA margin expansion

Strong operational cash generation with ability to reinvest

Strong balance sheet

People light, capex light

## OUTPERFORMING INDUSTRY GROWTH

5-year revenue CAGR 13%

5-year EBITDA CAGR 24%1

Core business model profitable throughout past industry cycles

## ABILITY TO ACCELERATE ORGANIC GROWTH

Technology leadership

Extension into adjacent mining production market

Integrated solution sales including hardware and software

## ESTABLISHED GLOBAL CLIENT NETWORK

An unparalleled global footprint, present on 70% of sites

Operating in all key mining regions globally – exposure to any one region minimised

## MARKET LEADING TECHNOLOGIES

Unique IP and cloud-connected technologies

Unrivalled integrated product offering

Commitment to ongoing R&D

Commodity agnostic with ability to leverage demand for critical metals

#### WORLD-CLASS R&D AND GEOSCIENCE CAPABILITIES

Leading mechanical, electrical, chemical and software engineers

**Dedicated IMDEX test sites** 

World-class R&D facility in Norway to complement IMDEX facilities

## TALENTED AND DIVERSE TEAM

Experienced leadership team

Building a high engagement culture with the ability to attract and retain talent

Strong employment value proposition

## ENHANCING SUSTAINABLE OPERATIONS

Dedicated committee driving ESG strategy inside and outside of IMDEX

Sustainability forms part of disciplined R&D stage gate process



# **Additional Notes & Definitions**



#### **Additional Notes**

#### **Individually Significant Items**

FY23 \$m	Gross	Tax	Net
Exceptional legal costs	11.1	(3.3)	7.8
Devico transaction and integration costs	10.6	(0.8)	9.8
Flexidrill settlement – residual cost	0.4	-	0.4
Total individually significant items	22.1	(4.1)	18.0

- Exceptional legal costs of \$11.1m have been incurred in FY23, relating to costs incurred in respect of international IP infringement matters.
- Devico transaction and integration costs of \$10.6m include M&A, due diligence and integration activities, as well as associated KMP retention costs.
- Residual settlement costs of \$0.4m with the prior Flexidrill owners.



# Appendices



## **Corporate Calendar**

**KEY DATES** 

28 – 1 September 2023 Virtual FY23 Roadshow

19 October 2023 FY23 Annual General Meeting and 1Q24 Update

• 2 November 2023 IMDEX Tech Deep Dive – Devico, Krux & Datarock



## **Company Overview at 30 June 2023**

Corporate Information	
ASX code	IMD
Share Price	\$1.9
Issued Shares	500.4m
Market Capitalisation	\$950.8m

Largest Shareholders	%
L1 Capital Pty Ltd	13.7
Fidelity Management & Research Company LLC	5.4
Vinva Investment Management Limited	4.4
The Vanguard Group, Inc	3.5

Shares by Geography	%
Australia	55.8
North America	21.6
Europe	3.6
United Kingdom	0.8

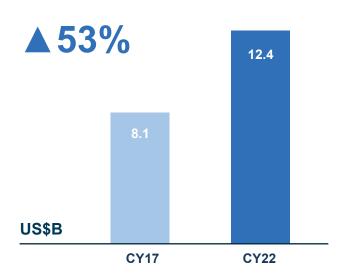
Shareholder Composition	%
Institutional	84.6
Individual Investors	4.4
Corporations	2.4
Related Parties	0.4





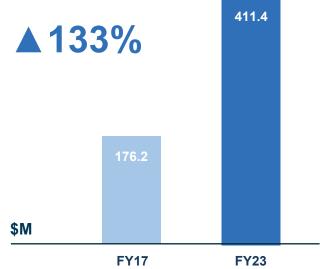
## **Strong Track Record as a Growth Company**

#### **S&P EXPLORATION BUDGETS**



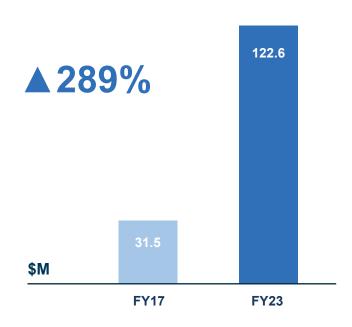
- The drilling activity % uplift will be lower than 60% when adjusted for inflation
- Exploration expenditure remains well below 2012 peak of \$US21bn





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





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



## **Our Executive Leadership**



Mr Paul House
Chief Executive Officer



**Mr John Hickey**Chief Technology Officer



Mr Paul Evans
Chief Financial Officer



**Mr Wayne Panther**Chief Information Officer



Mr Shaun Southwell
Chief Operations Officer



Ms Kiah Grafton
Chief People Officer



**Dr Michelle Carey**Chief Strategy Officer



Mr Michael Tomasz Chief Legal Officer



Mr Shane Plant
Chief Commercial Officer



**Dr Dave Lawie**Chief Geoscientist



#### **Our Board of Directors**

#### **COMMITTED TO DRIVING SUSTAINABLE GROWTH**



Mr Anthony Wooles
Non-Executive Chairman



Ms Sally-Anne Layman
Non-Executive Director



Mr Ivan Gustavino
Non-Executive Director



Ms Trace Arlaud
Non-Executive Director



Mr Uwa Airhiavbere
Non-Executive Director



#### **Our Values**

Forever curious.



We believe in shaping the future of mining through the relentless pursuit of technologies and services that question the status quo, address our customers' challenges and set new benchmarks for what can be achieved in our industry.

We listen to our people and customers to develop new technologies.

We step up and challenge the status quo.

We give our people the space to be curious and create.

We are informed by industry trends to be open to new ideas.

We go beyond.



We are passionate about creating positive customer experiences that deliver successful outcomes for our customers now and into the future. We achieve this by working in partnership with our customers, actively listening to their needs and delivering genuine value through efficient solutions.

We optimise our customers' experience.

We place our customers' needs first and foremost, delivering on our promises.

We encourage customer ownership and involvement.

We create value for our customers through collaboration and innovation.

Together we thrive.



We are a global team of diverse and talented people, who empower each other to be our best selves. We harness our strengths by combining our knowledge across boundaries in a positive and accountable workplace.

We hold each other accountable and take ownership for our actions.

We advocate for the safety and wellbeing of our people in everything we do.

We recognise and acknowledge each other's successes.

We back each other as a united team, by sharing learnings and expertise between departments and across borders.

We're global game changers.



Our rich global experience and diverse thinking drives all development within IMDEX. It enables us to solve unique problems for global customers reducing environmental and social impacts to shape a better global industry. We reduce the environmental impact of our activities to shape a better global industry.

We embrace flexible thinking for the benefit of our people, customers and the societies in which we operate.

We serve our customers globally by leveraging our diverse teams and enabling inclusive decision making.

We connect our expertise to customers to add values.



## **Disciplined Stage Gate Development Process**

#### Concept

Concept proposal, technology options, draft business case and proof of concept for highrisk items.

#### **Engineering Prototype**

Detailed design, build of functional prototypes, field testing, software build, build out, IP position, standards and safety compliance.

#### Pilot Production

Minor product changes, pilot production, full marketing product launch.

#### End of Life

## Project Planning

Requirements, plan, budget, architecture and initial assessment of safety, FTO and compliance.

## Commercial Prototype

Commercial ready (MVP or Beta) version of product, testing over full range of use cases, testing and validation of value proposition and go to market model.

#### **Production**

Full production and support and product improvement cycle.



**CUSTOMER VALUE PROPOSITION** 



**REAL-TIME DATA** AND ANALYTICS

**TIMELY INFORMATION** FOR CRITICAL **DECISION MAKING** 





**QUALITY DATA** 



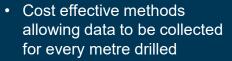
REPRESENTIVITY



**TIME SAVINGS** 



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



 Repeatable sensor-based data (loG)

- Actionable information in real-time
- Driller operable instrumentation
- Autonomous operations
- · More efficient digital workflows



INTEGRATED SOLUTIONS
DRILLING OPTIMISATION PRODUCTS



#### **CATEGORY**



DRILLING OPTIMISATION PRODUCTS

## CUSTOMER BENEFIT

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

#### RANGE

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

#### REVENUE MODEL

SALES AND PERFORMANCE BASED RENTAL REVENUE



INTEGRATED SOLUTIONS ROCK KNOWLEDGE SENSORS



#### **CATEGORY**



ROCK KNOWLEDGE SENSORS

## CUSTOMER BENEFIT

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

#### RANGE

- Devico Reference Gyro Sensor
- Downhole Survey Sensors
- Core Orientation Sensors
- Gamma Logging Sensors
- Structural Orientation Sensors
- In-Field Sampling and Analysis

#### REVENUE MODEL

RECURRING RENTAL REVENUE

PRODUCT AS A SERVICE (PaaS)



INTEGRATED SOLUTIONS
REAL-TIME DATA & ANALYTICS



#### **CATEGORY**



REAL-TIME DATA AND ANALYTICS

## CUSTOMER BENEFIT

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

#### RANGE

- Devico Survey Data Management System (DeviCloud)Krux Drilling Analytics Software
- Cloud-based Data Collection and Validation Platform
- Geoscience Analytics Software
- Interpretive Mineralogy Software
- 3D Visualisation Software
- Image Analysis Software

#### REVENUE MODEL

LICENSING AND SUBSCRIPTION REVENUE

SOFTWARE AS A SERVICE (SaaS)



#### **IMDEX and Current Thematic**

- M&A and Growth Opportunities
- Acquired Devico
- 40% interest in Krux Analytics
- Increased interest in Datarock
- Further expansion within mining production with IMT portfolio

- Minerals Market
  Outlook
- Growth within exploration market expected to remain tempered during FY24
- · Long-term industry fundaments remain compelling
- Strong demand for critical metals to support decarbonisation and net zero targets

3 Customer Demand

- Strong commodity prices generating strong exploration budgets
- Mid majors well-funded
- Increasing demand for technology solutions and orebody knowledge

Labour Markets

- · Labour markets remain tight, yet continuing to ease for customers
- · Labour rates remain high and are expected to remain high in selected regions
- IMDEX employee attrition at lowest rates, strong employee value proposition

Artificial Intelligence

- Al and machine learning within IMDEX HUB-IQ<sup>TM</sup>, aiSWYFT<sup>TM</sup>, MINEPORTAL<sup>TM</sup> and Datarock and Krux software offerings to generate insights for customers
- Embedding ChatGPT™ in ioGAS customer support is under trial in beta version

