



# Investor Update

September 2023

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Presented by  
Andrew Booth, CEO

Authorised by the Board of Advanced Braking Technology

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# ABT's innovative braking solutions:

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Renowned for **Unparalleled Safety** | **Improved productivity** | **Zero Emissions** | and **Durability in the World's harshest conditions.**

As Brand reputation has grown, demand for ABT's brakes has expanded internationally with its braking solutions being used in all seven continents across the globe.

Approximately **40%** of revenue from continuing operations comes from overseas locations including Canada, Europe, Asia-Pacific, South Africa and Chile.



# Safety & Sustainability is at our Core



**Safety Comes First**  
in everything we do



**Zero Emission Brakes**  
Environmental protection



**Committed to Innovation**  
Leaders for over 20 years in  
wet sealed brake industry

# Helping our customers address their ESG goals

ABT Sealed Integrated Brake Solutions (SIBS), address all aspects of ESG providing solutions for where the environment and safety is paramount.

**100% Sealed Brakes** protect the environment by eliminating all brake dust emissions and improving air quality



**Failsafe brakes** mitigate against unintended vehicle movements in high risk settings

**Operational improvement** & considerable cost savings on brake or wheel end maintenance



Proportion of emissions emitted by a diesel vehicle



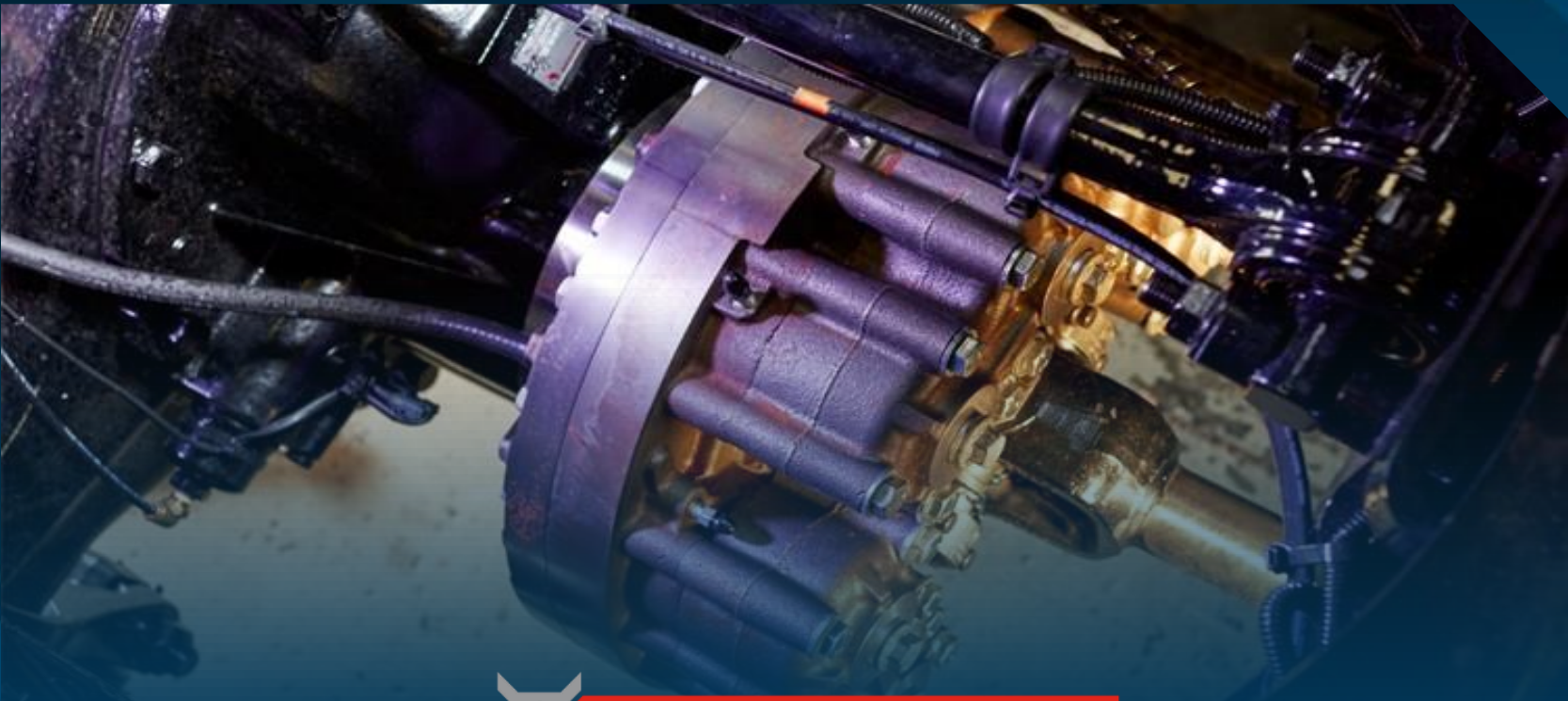
# Current Core Products

Product Solutions for a Range of Situations



## Wet Wheel End for Light Commercial Vehicles

Fully Sealed Integrated Brake System (SIBS)  
With Failsafe Capability



## Wet Driveline Brakes for Light Medium and Heavy Vehicles

Fully Sealed Integrated Brake System (SIBS)  
With Failsafe Capability

# Demand For Underground Mining

The International Energy Agency estimates the demand for minerals used for electric vehicles and battery storage will grow tenfold by 2040.<sup>1</sup>

This market dynamic is boosting continued and unprecedented investment and growth in underground and other mining formats.

Since the global pandemic, the industry has seen an accelerated focus on Environment, Social and Governance (ESG) in the form of safety, compliance and technology driven environmental solutioning as a key driver for innovation.



1. International Energy Agency: The Role of Critical Minerals In Clean Energy Transitions.

# Financial Performance

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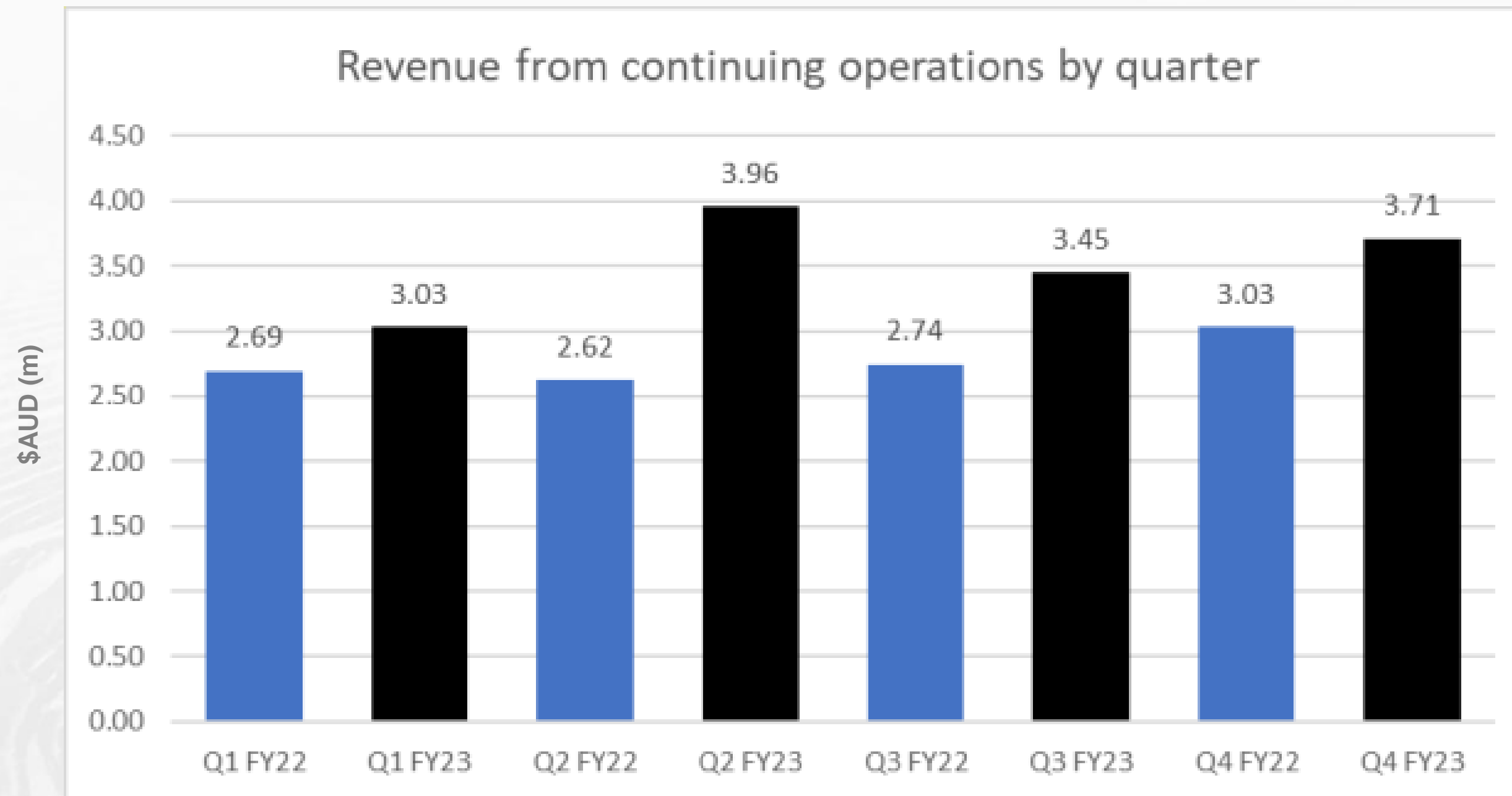




# FY23 Full Year Highlights Include

Summary Financial Results	FY23	FY22	Change
Revenue from ordinary activities	\$14.69m	\$11.74m	25.1%
Revenue from continuing operations	\$14.15m	\$11.1m	27.9%
Product Margin	49.9%	43.9%	5.97%
Total expenses	\$6.17m	\$4.93m	25.1%
EBITDA	\$1.5m	\$0.7m	82.6%
Net profit after tax	\$1.47m	\$0.64m	129%
Cash and cash equivalents	\$2.05m	\$1.74m	17.8%

# FY23 Revenue from Continuing Operations



Revenue from Continuing Operations includes Product Sales and Operating Sales

# People and Culture

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# Culture at ABT

Our enduring aim at ABT is for our work to be undertaken consistently embracing our Values and Code of Conduct.

At the heart of ABT is a strong commitment to foster a culture where our people live the Values founded by:

- 1. Respect** – We care for and we listen to each other
- 2. Integrity** – We do what we say we are going to do
- 3. Accountability** – We take ownership of all of our tasks and take pride in our work
- 4. Teamwork** – We build opportunities to collaborate across teams



# Executive Management Team



**Andrew Booth**  
Chief Executive Officer

More than 15 years Strategic Leadership in Australia and Asia in both Corporates and Multinational Co's. Experience spans International Business Operations, Transforming Organisational Culture, Business Turnaround, Business Development, Risk, Governance and Financial Management.



**Angela Godbeer**  
Chief Financial Officer

Significant experience in ASX listed manufacturing environments with a successful track record within well-regarded organisations, some of which have undergone significant transformation aligned to strategic objectives.



**Ben Weetman**  
Sales and Marketing  
Director

Ben offers extensive Mining and Mining equipment, technology and services (METS) experience both in Australia and Internationally.



**David Newcombe**  
Engineering & Operations  
Director

20 Years experience in global engineering design, product feasibility, tendering and commercialisation, who is skilled at identifying strategic opportunities, championing new business initiatives with General Motors and other Automotive OEMs

# Customer Overview

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# Customers and end users

ABT continues to proudly grow its blue chip customer base

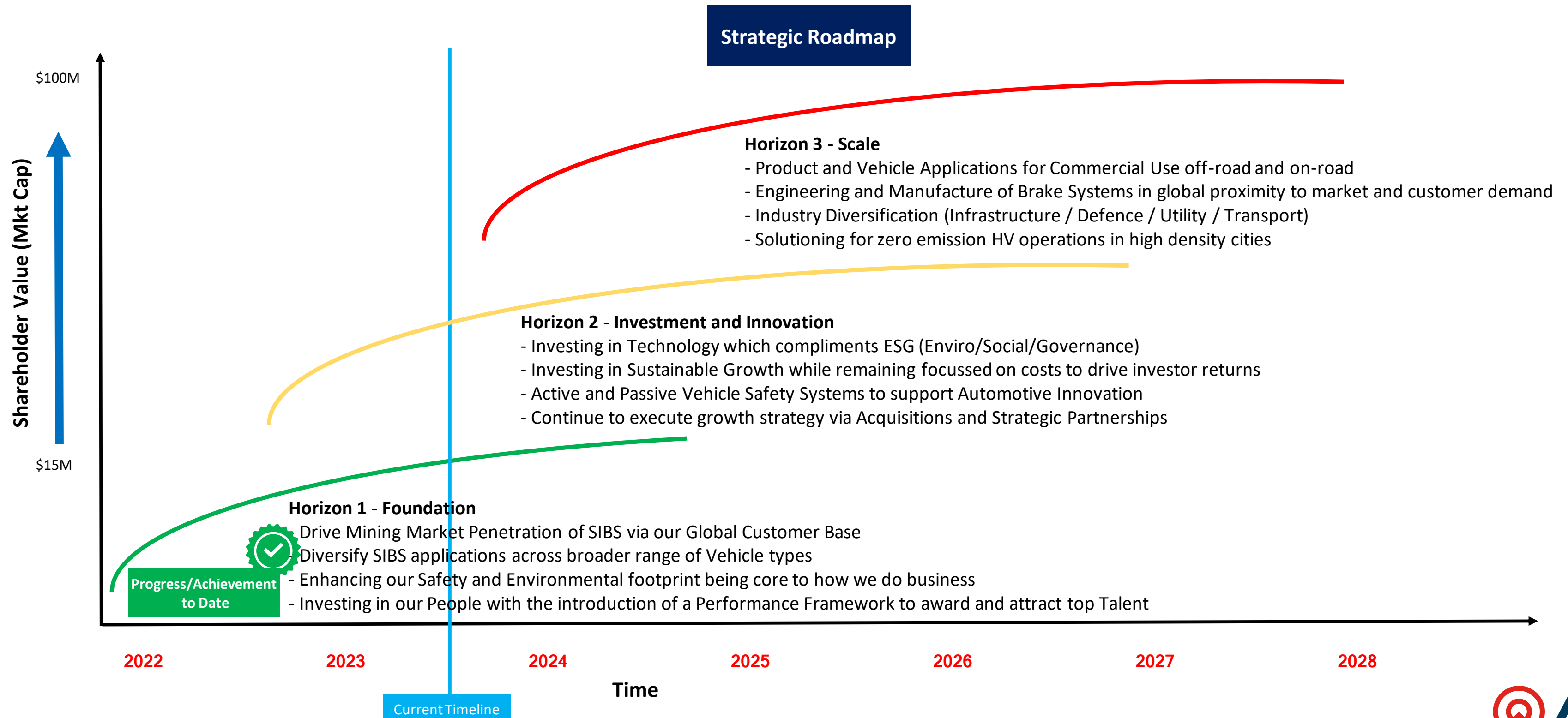


# Strategy and Outlook

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# ABT Strategic Horizons





# Light Vehicle Strategy

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# ABT SIBS **LV** Range

Diversify SIBS across a more diverse range of vehicle types

Light Vehicle SIBS remains core to ABT

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Safety and Optimal Fleet Asset Management is key Unique Selling Proposition

Underground and surface mining fleets and fleets in other industries

EV currently emerging

Future Autonomous Applications

Diversification of Vehicle Application

Developing Markets for ABT include:

West Africa

South America

South Africa

Mongolia

North America

Indonesia

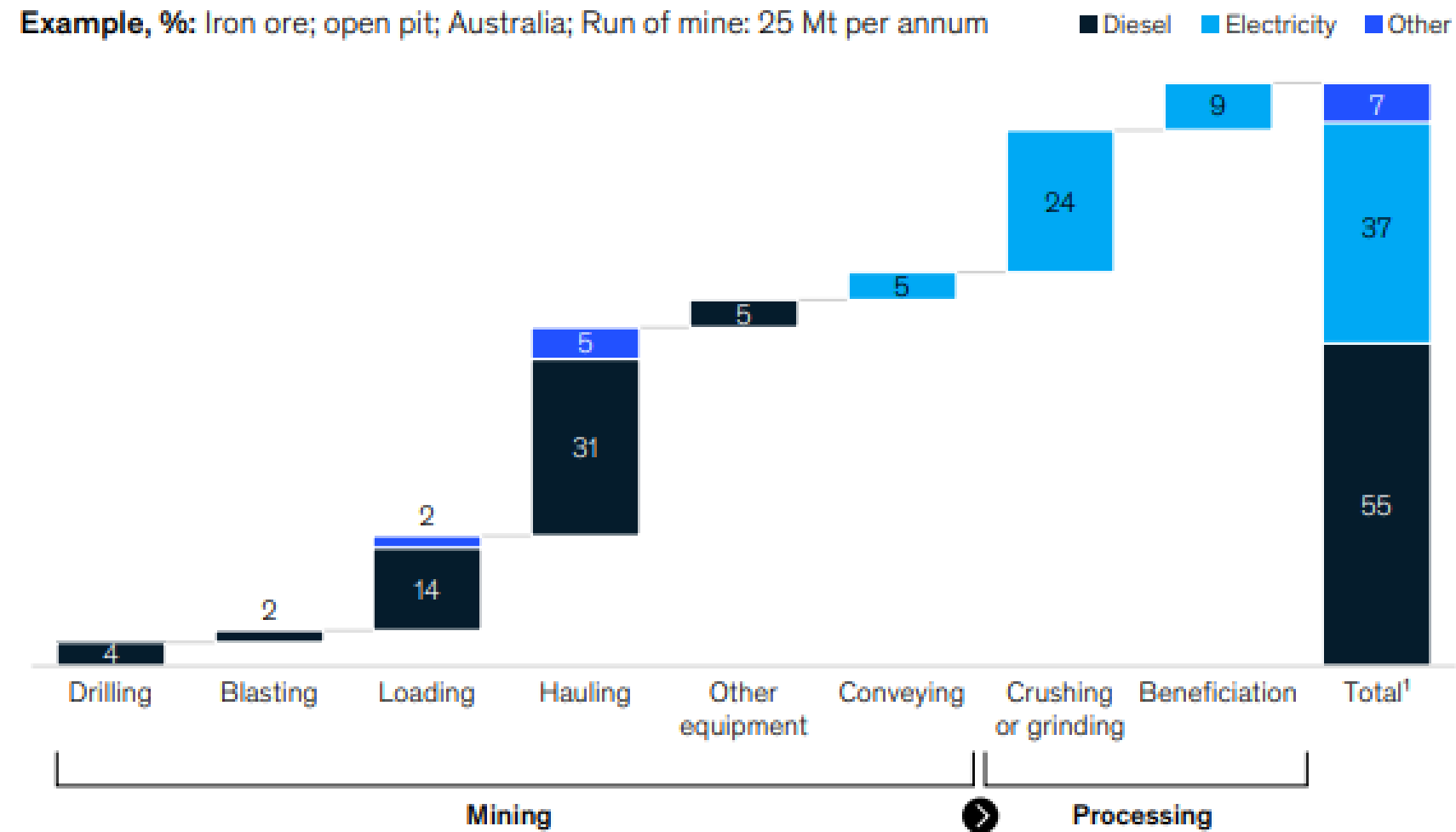


# Heavy Vehicle Strategy

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# Changing Mine Haulage Fleet Strategy

The Next Generation of Haulage Equipment



<sup>1</sup>Figures may not sum to 100%, because of rounding.  
Source: McKinsey Mine Decarbonization Model

Today 40 to 50% of CO<sub>2</sub> Emissions come from Diesel used in Mobile Equipment. <sup>1</sup>

A Mine Operation's Diesel contribution = 55% from Haulage.

Mining Operators are contemplating downsizing to smaller, faster, more fuel-efficient vehicles to deliver environmental and productivity gains. <sup>2</sup>

This is in the form of Conventional Road Trucks – Ruggedised for Mine Haulage Purpose.

# Changing Mine Haulage Fleet Strategy

The Next Generation of Haulage Equipment

- Advantages of Conventional Road Trucks
  - ✓ Operating Costs
  - ✓ Speed – Power to Weight Ratio
  - ✓ Capital Cost
- Bridge to Future Fleet (Electrification and Automation).
- Mine spec / Ruggedising Conventional Road Trucks
  - ✓ Emergency Braking System (Failsafe Secondary System)
  - ✓ Custom Body
  - ✓ Upgraded Tires

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# ABT SIBS HV Range

Enabling The Next Generation of Haulage Equipment

- **ABT Heavy Vehicle Strategy targets 'Mine Spec' solutions for road trucks in the form of Failsafe Emergency as well as ruggedised Operational Excellence by preventing contamination from the braking system.**

The SIBS HV Range comprises 2 Solutions:

- **HV19 Driveline Failsafe Emergency Brake**
- **SIBS 20t Wheel End Brake**



# ABT SIBS HV Range

Enabling The Next Generation of Haulage Equipment

## **HV19 Driveline Failsafe Emergency Brake:** <sup>1</sup>

An additional Park Brake system to the OEM.

Provides confidence in brake activation with a fully sealed brake mechanism protected from contamination.

## **SIBS 20t Wheel End Brake:**

**(operational excellence by isolating contamination from the braking system):**

Replaces the OEM Rear Axle Braking System (comprising the service brake and the park brake).

With a Sealed Brake Mechanism providing confidence in both service brake and park brake function.

Corrosion and contamination within mining result in the standard Original 'open' brakes requiring more frequent service intervals. ABT have successfully addressed this operational issue with the fully sealed *SIBS* aiming to deliver optimised maintenance intervals to increase vehicle uptime.



# Road Fleet for U/Ground

WHEN **SAFETY** SETS YOU APART FROM THE REST



## Road Spec

Sealed Wet Disk Brakes	✗
Failsafe Brake System	✗
60T GVM	✗
CAPEX	✓
Running Cost	✓
Serv/Maint Downtime	✗

## Mine Spec (ruggedised)

Sealed Wet Disk Brakes	✓
Failsafe Brake System	✓
60T GVM	✓
CAPEX	✓
Running Cost	✓
Serv/Maint Downtime	✓

## Yellow

Sealed Wet Disk Brakes	✓
Failsafe Brake System	✓
60T GVM	✓
CAPEX	✗
Running Cost	✗
Serv/Maint Downtime	✓

# **ABT 2024** - Foundation for Growth

- **Financial Strength**
  - **IP Using SIBs Design**
  - **ABT Team**
  - **Scalability**
  - **Sustainable Profitability**
  - **Blue Chip Customer Base**
  - **International Market Growth**
  - **Strong Supplier Base**
  - **Strong supportive Key Investors/Shareholders**
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# Thank you for attending

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