

19 October 2023

Company Announcements Office
ASX Limited Exchange Centre
20 Bridge Street SYDNEY NSW 2001

Dear Sir / Madam,

2023 AGM and 1Q24 Update - Chairman and CEO Presentation Scripts

Please find attached a copy of the Chairman and CEO's presentation scripts given at the 2023 Annual General Meeting of Imdex Limited (ASX: IMD) held today.

Yours faithfully

Imdex Limited



Michael Tomasz
Company Secretary

This announcement has been approved for lodgement by the Company Secretary.

ABOUT IMDEX

IMDEX is a leading global Mining-Tech company, which enables successful and cost-effective operations for drilling contractors and resource companies. The Company develops drilling optimisation products and cloud-connected sensors to provide real-time rock knowledge and quality data. Together they enhance decision making and sustainable operations across the mining value chain – from the drill rig to the core farm and processing plant.
www.imdexlimited.com

FURTHER INFORMATION

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2023 AGM Chairman's Address

2023 ANNUAL GENERAL MEETING, 19 OCTOBER 2023

Welcome

Good morning, ladies and gentlemen – thank you for joining us today and welcome to IMDEX's Annual General Meeting for the 2023 financial year. I advise that in accordance with the Company's Constitution a quorum is present and accordingly declare the meeting open.

I am Anthony Wooles and as Chairman of IMDEX's Board of Directors, I will Chair today's meeting.

I would like to introduce my fellow Directors, CEO, our Company Secretary, and other attendees today:

- Non-Executive Directors Ivan Gustavino, Sally-Anne Layman, Trace Arlaud, and Uwa Airhiavbere;
- Paul House, our CEO; and
- Michael Tomasz, our General Counsel and Company Secretary.

Also present is:

- Mr Peter Rupp, from Deloitte, our auditors.

Notice

A notice of this Annual General Meeting was made available to all shareholders on 15 September 2023 and consequently I will take the notice as read.

Minutes of Previous AGM

I also table the Minutes from the General Meeting dated 30 March 2023. Those minutes have been signed, as a true and correct record of the meeting, and so they are taken as read and confirmed.

FY23 Summary

Before reviewing the Financial Statements and Reports, I would like to extend my sincere thanks to my fellow Board members during what has been a tremendously exciting year for the business as we finalised the Devico acquisition and the Krux Analytics investment in short order. All members displayed tremendous flexibility and dedication throughout the year as we worked through these significant transactions, and it has been a great pleasure to work with you all during this time.

I would particularly like to thank and acknowledge Ivan, who has decided to retire from our Board at the conclusion of the AGM today.

Over Ivan's 8 years of service, he has been instrumental in helping guide the Company's strategy and his valued advice will be missed. On behalf the Board and Executive Leadership Committee, I thank you Ivan for your significant contribution to the success of this business and we wish you the upmost success for the future.

The Board is undertaking a formal recruitment and selection process for a new Non-Executive Director. Our aim is to complement the experience and expertise of the existing Board members with an experienced individual who is aligned to our vision of creating technology to unlock the earth's value efficiently and sustainably. Ideally, we hope to announce the new directorship prior to end of the calendar year.

On behalf of the Board, I would also like to thank Paul House, our Executive Leadership Committee, and our global teams. Each of you has worked tirelessly through what has been a transformative year, and your commitment to our vision and purpose has been outstanding.

Moving now to the financial highlights of FY23:

During FY23 a key area of focus for the Board was execution of our strategy and achievement of performance metrics. Pleasingly, we delivered strong underlying performance, notwithstanding the softer market in the second half of financial year 2023, whilst continuing to execute our growth strategy.

We delivered a record revenue result of \$411.4m, which included four months of Devico performance, and represented a 20% increase on FY22.

For the purpose of reporting the our performance, the EBITDA result of \$123m was normalised to remove the impact of two significant items:

1. The legal costs that were incurred in the first half of this year defending our intellectual property in the USA; and
2. The acquisition costs that accompanied the Devico transaction.

This result was again a record and represents an increase of 17%. Correspondingly, our normalised EBITDA margin for the year was sustained at circa 30% for the full year.

Whilst our P&L performance was a feature of FY23, the efficient use and leverage of our balance sheet was a highlight.

Our Devico acquisition was a catalyst that allowed us to put our balance sheet to work for shareholders, with a \$120m loan facility to partially finance the transaction. Our net debt of \$65m as at 30 June, incorporates this facility and we remain well positioned to fund growth and investments in accordance with our strategy.

Finally, a 2.1 cps final dividend was declared, bringing the full year dividend to 3.6cps. This is an increased dividend payout from the prior year and accords with our 30% NPAT payout ratio.

Looking now at the Strategic Highlights for fiscal 2023:

We made strategic investments in Devico and Krux in quick succession within the year.

While Devico was in many respects a bolt on acquisition, it was a significant undertaking, expanding our geographic footprint and technology offering. It required considerable commitment from the Board and a considerable number of the IMDEX team within a compressed timeframe to close this transaction and then focus on the integration across our business.

Devico technologies complement our rock knowledge sensor offering, extends our geographic footprint in Europe and consolidates our market leadership position. Devico's directional core drilling business, combined with IMDEX's global network, also offers excellent growth opportunities.

In addition to the growth opportunities, it was really pleasing to witness the level of professional respect IMDEX and Devico have for one another. There is a real willingness to learn and grow together and we fully expect the cultural fit will provide further integration benefits.

Finishing now with the ESG highlights:

FY23 represents the first year that we have integrated our sustainability reporting within our annual report.

Our sustainability strategy is divided across five focus areas that are tailored to our organisation, our people, and the communities in which we operate.

I will highlight just a few things that were of particular significance:

- As a Board, we were delighted with the Company's continual improvement in safety ownership and engagement. It was evident in the performance metrics that IMDEX is maturing its safety culture across the business as a whole. Our Lost Time Injury Frequency rate improved from 0.77 to 0.42 and our Total Recordable Injury Frequency rate improved from 2.32 to 0.83.
- We closed our gender pay gap, which is an important milestone and has deep meaning within our organisation. At the same time we established a Diversity, Equity & Inclusion council.

- While we are not a large contributor to greenhouse gas emissions, we measured our scope 1 and 2 emissions as a baseline for further improvement in the future.
- We undertook a number of initiatives in the communities in which we operate, with a particular highlight being our partnership with the Canadian Diamond Drillers Association on mental health programs.
- Finally, we welcomed Uwa to the Board and formalised a Sustainability Committee that will report directly to the Board in FY24.

Ladies and gentlemen, I would now like to review the Financial Statements and Reports followed by the consideration of 2 resolutions.

Procedure

Voting on all resolutions at today's meeting will be by way of a poll. Computershare, will oversee the conduct of the poll and act as scrutineers.

I can advise that 130 valid proxies have been received. This represents a total of 359,023,920 shares or 70% of the issued capital of the Company.

Shareholders should be aware that any undirected proxies given to the Chairman will be cast by the Chairman and counted in favour of the resolutions, the subject of the Meeting.

As this is an Annual General Meeting, may I remind you that only the matters listed in the Notice can be considered at this meeting.

I will put each Resolution to vote by poll and provide opportunity for discussion. As each item of business is considered, I will call for questions and comments. If you would like to ask a question or make a comment I ask you to please raise your hand and provide your name.

After the completion of any discussion, the total number of valid proxies for that item and the manner in which they have been directed will be displayed on the screen. Voting cards for the poll can then be completed, and there will be an opportunity to complete the poll voting after the resolutions have been put to vote.

I will provide some further information as regards completing the voting cards after I have put the resolutions to the meeting to vote, and shareholders will have an opportunity to complete their voting papers for the poll.

The Meeting will be adjourned after the resolutions have been put to allow for the counting and collation of the votes on the poll. We will then resume and, as Chair, I will declare the result of the poll for each resolution, and a detailed ASX announcement will also be made later today with the final results.

I now move on to the formal items of business of the meeting.

To receive the Financial Statements and Reports

The first item of ordinary business deals with the 2023 Annual Report. The 2023 Annual Report has been distributed to all shareholders and is also available for download from the Company's website. There is no need to hold a vote however I invite Shareholders to ask questions of the Company's Management or Auditors in regard to Annual Financial Report. I ask that you identify yourself before asking your question.

[Brief pause to allow for questions] Thank you. If there are no further questions I will move to the next item.

Resolution 1: Re-election of Ms Arlaud as Director

The next item of business is the resolution to re-elect Ms Trace Arlaud as a Director of the Company. Details of Ms Arlaud's experience are set out in the 2023 Annual Report. The Directors (other than Ms Arlaud, who abstains) recommend Ms Arlaud's re-election as a director of the Company.

Resolution 1 is set out on the screen behind me.

Are there any questions or comments in regard to this resolution? *[Pause]*

As mentioned, the proxies received on this Resolution are shown on the screen behind me. I now put Resolution 1 to the meeting on a poll.

[After allowing a brief pause] Thank you. We will now move to Resolution 2.

Resolution 2: Remuneration Report

Resolution 2 deals with the approval of the Directors and Executives Remuneration Report. In accordance with section 250R of the Corporations Act, the Remuneration Report for the Company is submitted to the AGM for shareholder approval on an advisory basis. The Directors unanimously recommend that Shareholders vote in favour of adopting the Remuneration Report.

Resolution 2 is set out on the screen behind me.

Are there any questions or comments in regard to this resolution? *[Pause]*

As mentioned, the proxies received on this Resolution are shown on the screen behind me. I now put Resolution 2 to the meeting on a poll.

[After allowing a brief pause] Thank you.

Poll

Voting on the poll on resolutions 1 and 2 is open.

The persons entitled to vote on the poll are all shareholders, representatives and attorneys of shareholders, and proxyholders who hold GREEN admission cards.

On the reverse of your GREEN admission card is your voting paper and instructions.

Proxyholders have attached to their admission card a "Summary of Proxy Votes" which details the voting instructions. By completing the voting paper, you are deemed to have voted in accordance with those instructions.

In respect of any open votes a proxyholder may be entitled to cast, you need to mark a box beside the motion to indicate how you wish to cast your open votes.

Shareholders also need to mark a box beside the motion to indicate how you wish to cast your votes.

Please ensure you print your name where indicated and sign the voting paper. When you have finished filling in your voting paper, please lodge it in a ballot box to ensure your votes are counted.

If you require any assistance, please raise your hand.

[Pause whilst voting papers are completed]

Would you please indicate by raising your hand if you require more time to complete and lodge your voting paper.

[Read out again if necessary]

[Ensure someone collects the Board voting papers. When no-one has indicated they require more time to complete their voting papers, Chair can close the poll].

That concludes the voting and I therefore declare the poll closed.

[Allow for more time if indicated]

We will now take a short adjournment of the meeting to calculate the results of the poll. We will then formally reconvene to present the results of the poll.

During the adjournment, I will now ask our CEO, Mr Paul House to provide a business update.

[Paul to provide business update]

[After adjournment]

Closure

This completes the formal part of the meeting, and there being no further business at this Annual General Meeting I thank shareholders for their attendance and declare the meeting closed.

The Board would like to invite you to join them for some refreshments and the opportunity to talk informally with your Directors and members of management.

2023 AGM CEO's Address

2023 ANNUAL GENERAL MEETING, 19 OCTOBER 2023

Many thanks Anthony.

Good morning and thank you for attending our 2023 AGM.

Today I will take this opportunity to recap the performance of our core business in FY23, the performance of our recent investments, and our performance in the first quarter of FY24.

Further, I will highlight our primary areas of focus as a business and share our insights into the market outlook for the remainder of FY24 and beyond.

First, however, allow me to start with a brief overview of our business and the value proposition we offer.

Our Purpose

We are a leading global mining-tech Company. We distinguish our business from the broader mining services arena in a number of ways:

- We place technical leadership at the core of our growth strategy.
- We build that technical leadership through consistent and disciplined investment in R&D.
- We are neither capital intensive, nor people intensive.
- We are truly global, with limited contract risk, commodity risk and geographic risk.
- Finally, we are developing an integrated solution set that works together, rather than as individual products, to build a high-quality revenue base, with strong EBITDA margins.

This has been our consistent position for a number of years; however, it is years like FY23, where our strategy and the strength of our business model comes into its own.

At IMDEX we see our core competencies as being uniquely positioned to provide orebody knowledge to our customers. Our purpose and the opportunity we have, is to help mining companies better unlock the earth's resources.

IMDEX is a Leading Global Mining-Tech Company (cont.)

The image on this slide is a glimpse of our MINEPORTAL solution, it illustrates that it is possible to provide real-time visibility into orebodies, anywhere in the world.

We regard mining engineers without orebody knowledge data, as akin to highly trained surgeons who are being asked to operate in a theatre without the lights on.

Through the delivery of high-quality real-time orebody knowledge, we can turn the lights on. Ensuring the mining industry can execute with precision, with confidence, and with speed.

Value Proposition

The key to delivering value to our customers is more than just data; it's about providing them with the right data, at the right time, empowering them to make better decisions.

Our solutions fall into three broad offerings:

- First, our Drilling Optimisation Products are increasingly valuable – especially in the realm of deep and complex drilling.
- Secondly, our world-class Rock Knowledge Sensors deliver data on the four crucial facets of rock knowledge: location, grade, texture, and mineralogy.
- Finally, our cloud-based software ecosystem enriches and aggregates data, making it accessible wherever it's needed across the globe.

Our integrated product offering is built around three core factors for customers: the provision of quality data, the ability to efficiently collect more data and time savings. Together, these factors enable customers to mine more productively and sustainably.

FY23 Performance

Moving now to a recap of our performance during FY23.

Strong Financial Platform

Anthony has covered the headline numbers for FY23, so I will briefly comment on three elements of our financial performance.

- Firstly, our 5-year revenue CAGR of 13% continues to outperform industry growth, which is a key objective for our company.
- Secondly, our five-year EBITDA CAGR of 24% highlights the operating leverage of our business model and the focus on higher-margin sensors, software, and fluids performance-based models.
- And finally, we maintained our 30% EBITDA margin while continuing to invest in our core and new business growth.

Disciplined R&D Capital Allocation

Our commitment to R&D is unwavering, irrespective of market conditions. It's key to our enduring technological leadership and our ability to continually deliver exceptional value to customers.

In FY23, we dedicated \$27.4 million to product development. This investment totals 7.9% of our total revenue. These investments are comfortably within industry benchmarks and underline our prudent and focused approach to growth.

Of note, investment in Horizon 1 has increased over the past two years as we commence commercialisation of the next generation of core products in FY24.

Our unwavering commitment to innovation is not just about the short-term; it's about sustainable growth and maintaining our position at the forefront of technological advancement in our industry. Our strategic R&D investment is a cornerstone of our growth strategy.

An Efficient Balance Sheet

Looking briefly now at our balance sheet.

At 30 June 2023, net Assets had increased notably during the year from \$297m to \$556m. This increase is principally due to the purchase of Devico, which as Anthony mentioned, was the catalyst that allowed us to put our balance sheet to work for shareholders.

External borrowings at \$123m largely reflects the amortised balance of the original \$120m debt facility secured to support the funding of the Devico acquisition. After the further investments in Datarock and Krux, assisted by working capital disciplines, net debt of \$64.9m remains a conservative gearing level relative to EBITDA. Interest cover on normalised earnings is at a comfortable 14 times.

A final FY23 dividend of 2.1cps was declared, resulting in a full year FY23 dividend of 3.6cps, a 5.9% increase over the prior year and therefore, on normalised earnings, maintaining our 30% NPAT payout ratio.

1Q24 Update

So, how has the FY24 started out for IMDEX?

An Encouraging Start to FY24

Our unaudited quarterly revenue has increased 19% on pcp, to a record of \$126.1m, or 15% on constant currency. Importantly, this result is an increase of 10% on the prior quarter, being Q4 FY23, highlighting the “lift off the bottom” that we called in H2 of last year.

The Devico business contributed \$18.2m revenue in Q1. This is a very pleasing contribution from the Devico portfolio, ahead of our own revenue expectations for the period, and I will elaborate further on their performance in a moment.

Organically, when excluding the revenue contribution from Devico, our unaudited revenue was \$107.9m, or a 2% increase on the pcp.

We use a number of other metrics to measure the pulse of our business. One of which is Sensors on hire. For Q1, excluding the Devico fleet, average sensors on hire were up 8% on the prior quarter, being Q4 FY23, however, they remained down 9% on the pcp.

The impact of the combined IMDEX and Devico businesses on our product mix, now means the higher margin sensors and software solution is in our portfolio represented 63% of 1Q24 revenue. This is up from 60% at the full year.

Excluding Devico, 1Q24 sensors and software revenue was 58%. A 4% increase in the average sensor price per unit contributed to this shift.

An Update Around Our Regions

Looking now at our unaudited 1Q24 revenue growth by region versus 1Q23.

The Americas were up 38%, Africa and Europe were up 16% and Asia Pacific was down 6%. Excluding Devico, these percentages were up 12%, up 2% and down 13% respectively.

Our diversified global presence mitigates geographical risk and provides excellent insights as to how exploration activity has been impacted in some regions as resource companies respond to the rising cost environment – most notably in Canada and Australia.

In North America, we continue to experience robust activity, with a strong demand for products offered by both IMDEX and Devico. In Canada, while there has been a softer market for juniors, we are witnessing an increase in activity with the majors.

In South America our regional managers are reporting consistent growth in Chile and Brazil. In Argentina, although there is steady growth at the moment, there is some uncertainty in light of the upcoming elections.

Moving now to Africa and Europe.

Activity in the region has remained stable, following a robust growth period. West Africa, however, experienced some project delays and some inconsistent project activity.

In Europe there was robust growth, characterised by a high demand for fluid sales and Devico's directional core drilling technologies.

And finally, Asia Pacific.

Activity on the East Coast of Australia continues to be strong, with demand for both fluids and sensors. In contrast, the West Coast, particularly in the gold sector, has been slow to recover.

Activity in Asia remains strong, particularly with fluid sales.

I would conclude this section by emphasizing that IMDEX has, in the past, and expects in the future, to consistently outperform the broader market trends. We have significant headroom in terms of addressable market share, we have the network, we have the portfolio, and the devico technology adds to that story. And while we always see a growing market as good, we see the current market uncertainty as a great opportunity, and our recent market share gains are testament to that.

What Our Clients Are Saying

The quotes on this slide from two of our key clients, reinforce the key messages regarding the industry drivers and what our regional managers are reporting. In particular, these quotes underscore the compelling long-term outlook for our industry, driven by the fundamental need to replenish supply shortfalls and global decarbonisation programs.

Devico Update

While our primary objective is to seamlessly integrate Devico into our reporting, we are committed to delivering ongoing updates on the integration progress and performance until the first half of 2024.

Complementary Acquisitions – Devico Rationale

Before presenting the update, I will provide a concise overview of the strategic reasoning behind our acquisition.

The combination of Devico and IMDEX is a highly strategic investment that positions our business very well for the long term. It represents a substantial enhancement in our capability, our reach, and our technology.

To be clear, the combination of IMDEX and Devico secures us a market-leading position for us in Europe, delivers us leadership in directional core drilling and strongly complements our leadership position in survey tools, as evidenced by the financial performance since completion.

Devico Integration

It has been seven months since completion of the Devico transaction. Integration is going very much to plan, and I am happy to share some highlights:

- Critically, we have added 187 people into our business with zero safety incidents recorded;
- All key management personnel have been retained;
- Systems integration is well underway; and
- Finally, we have made progress in moving the remaining Devico sensor sales to a rental model, positioning customers for a better service model, and positioning IMDEX for better long-term returns.

Devico Performance Supports Investment Thesis

The central message conveyed on this slide is that Devico's performance remains strong and aligns with our expectations, even in light of the challenging market conditions in Canada.

The graph on the left shows revenue generation of \$38.8m in the seven months since completion. Correspondingly, Devico's average revenue for seven months in calendar 2022 was \$35.9m. We are extremely pleased with the performance of the business that has delivered growth in spite of the clear market pressures in key regional markets such as Canada and Australia.

We are successfully introducing DeviGyros into our IMDEX network, displacing competing tools in the process. Since then, we've achieved a 25% increase in DeviGyros deployments across our IMDEX network and have doubled the number of Devico sensors on hire in the US.

Furthermore, our Devico directional core drilling (DCD) business has demonstrated consistent growth post-completion.

While we are focused on people and integration in year one, we see clear opportunities for margin expansion in the future, including:

- Cross selling our combined sensor solutions, especially within the survey tools suite;
- Expanding the Directional Core Drilling business; and
- Realising cost synergies of approximately \$2 million annually, which are on schedule.

IMDEX Growth Strategy and Outlook

Before discussing our focus areas, I would like to briefly recap our growth strategy.

Growth Strategy

Our growth strategy, as defined three years ago, set clear objectives regarding the role of:

- Technology leadership, through both R&D and acquisition;
- Solution selling to deliver more value to existing customer; and
- Extension into mining production, which is a substantially larger market and less subject to cyclical impacts.

FY24 Focus Areas

In the year ahead protecting our people as a combined global team will remain our priority. Simultaneously, we maintain our dedication to our growth strategy and three additional areas of focus:

1. Investment in our core and in the continued integration of Devico;
2. Investment in our new business units – being our Digital and IMT products; and
3. Investment in Digital 2.0 to bring further efficiencies into our business.

At all times we are committed to maintaining a disciplined approach to product portfolio management and ensuring operational efficiency.

Outlook

In summary we have had an encouraging start to this financial year. Looking ahead, we expect market demand to remain steady throughout FY24 as resource companies continue to respond to the high-cost environment, where the baked in increase in labour rates is likely to extend the recovery phase – particularly in regions such as Western Australia.

In the meantime, our team remains focussed on delivering the best possible solution for its customers, and committed to being match fit, and continuing to find ways to outperform the market.

Looking further afield into FY25 and beyond, the fundamentals remain very attractive.

S&P forecasts an increase in exploration spend in FY25. The demand drivers outlined on this slide remain very strong. Encouragingly there is an increased trend towards adoption of innovative solutions, driven first by productivity and second by orebody knowledge. Two critical themes in the industry today. Our investment in Datarock has a front row seat in these emerging trends.

Our recent investments in Devico's directional core drilling technology, and Krux's drilling analytics solutions, speak directly to this demand for improved productivity.

Why We Continue to Deliver

We have long maintained that the IMDEX business and business model is positioned to grow in all market scenarios. The external market volatility, impacting the second half activity of FY23, has allowed us to demonstrate our ability to grow and to run a disciplined core business, while at the same time, continue to invest in our growth strategies.

Our network around the world positions us to leverage the shifting geographic activity.

Our commodity agnosticism positions us to benefit from growth in critical metals activity.

Our balance sheet has been put to work for shareholders supporting the current growth, supporting our M&A activity, and maintaining our 30% dividend payout ratio.

Thanks to A Great Team

Before handing back to Anthony, Paul Evans and I would like to acknowledge our people.

For our XCo it has been a significant year of challenge and growth. I could not be prouder to share this journey with this group. I am constantly humbled by the willingness of each one of you to assist the other when needed. It makes IMDEX, for me, a wonderful place to work.

To our teams around the world, including our new Devico family, I thank you for your individual and collective contributions. You are forever curious. You go above and beyond for customers. You thrive together, and you are indeed the global game changers we set out to be.

To our Chairman Anthony, and to our Board all. Throughout FY23, a year coloured by significant investment activity and marketplace uncertainty, each board members' agility and energy in seeking to support our executive team and our strategy has been exemplary. Thank you all.

I'd like to add my personal thanks to Ivan as he steps off the Board after 8 years. Ivan has been extremely generous with his advice and support, both to our team and to myself. He knows our business well and has challenged us constructively at every turn. His contribution and knowledge is a key contributing factor in where IMDEX is positioned today.

I would also like to welcome Uwa. Uwa brings significant experience through his roles at Microsoft and prior, together with fantastic insights into transforming traditional businesses for digital readiness.

Finally, I would like to thank our business partners and shareholders. IMDEX is a strong and resilient business with substantial opportunities for long-term growth.

I am happy to talk more about our business and answer any questions over refreshments.

Thank you.