



Who We Are

Mader is a leading global provider of specialist technical services across multiple industries. We are dedicated to helping customers enhance their operations through optimal asset performance.

Global workforce Skilled employees

Support vehicles Throughout the world

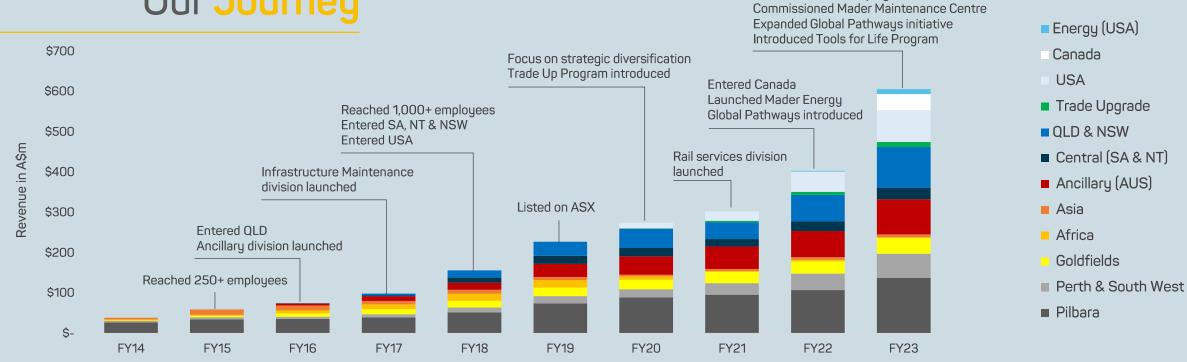
Supported Locations

Reached 2,900+ employees

Wide network Customers

Operated in Countries

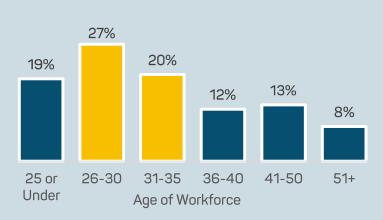


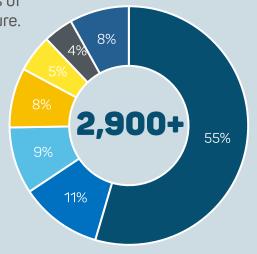




Specialised Workforce

We lead the market in delivering safe and high-quality expertise. Our pursuit of quality is backed by years of investment in our people and culture.





Breakdown of Team:

- Heavy Duty Diesel Mechanic
- Auto & High Voltage Electricians
- Heavy Road & Light Vehicle Mechanics
- Apprentices
- Fabricator/Welder
- Fixed Plant & Infrastructure Mechanic
- Other

AWARD RECOGNITION

BEST CANDIDATE EXPERIENCE INITIATIVE
2023 AWARD FINALIST
SEEK TALENT ACQUISITION RECOGNITION

(STAR) AWARDS

LARGE BUSINESS OF THE YEAR

2022 AWARD WINNER RISE BUSINESS AWARDS SPONSORED BY BUSINESS NEWS

EMPLOYER OF CHOICE

2022 AWARD WINNER AUSTRALIAN BUSINESS AWARDS

WORKPLACE FLEXIBILITY

2022 EXCELLENCE AWARDEE AUSTRALIAN HR AWARDS

Our Safety Goal "Over the year, our TRIFR improved, with 3.91 recordable injuries per million hours worked recorded, a pleasing 14% improvement year on year. This can be attributed to leadership commitment and the continued investment in enhancing safety systems, processes and communication procedures.

- Justin Nuich Executive Director and CEO



Further streamlining technology and enhancing digital systems, we launched a series of proactive safety campaigns on our custom-built employee app and expanded driver monitoring systems to address vehicle-related risks.

FY23 Highlights

Total Revenue \$608.8m

\$402.1m PCP

EBITDA

\$75.1m

\$48.0m PCP*

NPAT

\$38.5m

\$26.0m PCP*



Net Debt \$42.7m

26.7m PCP 1

Dividends

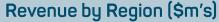
5.8 cents

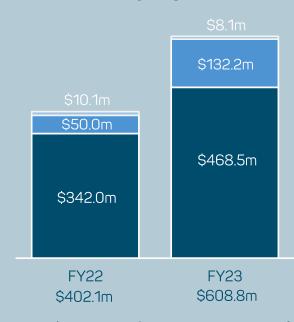
EPS

19.25 cents per share

13.97 PCP







Australia

North America

Rest of World

* See Appendix 1 for a reconciliation of reported and underlying results for the prior corresponding period ('PCP').

GROWTH TRAJECTORY driven by continued diversification in new and existing markets

Sustained strong demand globally

Invested in fleet expansion in North America

Diversified global service offerings





Australia **EBITDA*** Revenue 37% \$57.0m Growth in FY23 Up 42% from FY22 Infrastructure Core Business 35% Revenue growth in FY23 57% Revenue growth in FY23 **Apprentices** Trade Upgrade Program in FY23 Revenue (A\$) \$468.5m \$342.0m FY22 FY23

North America

Revenue 164% ↑

EBITDA* A\$23.2m

States

Up 131% from FY22

32

Actively operating across 32 States in the United States in FY23

Canada



Outstanding growth in Canada, delivering services across five provinces and territories

Mader Energy



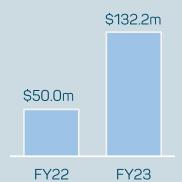
Continues to target gas compression customers in the United States

Global Pathways



Global Pathways connected more than 200 employees to overseas opportunities

Revenue (A\$)



*The sum of EBITDA presented above excludes adjusted corporate overheads of \$6.2m.



Rest of World

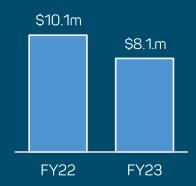
Revenue -20%

EBITDA* \$1.1m

Countries

Active in Rest of World segment for FY23

Revenue (A\$)

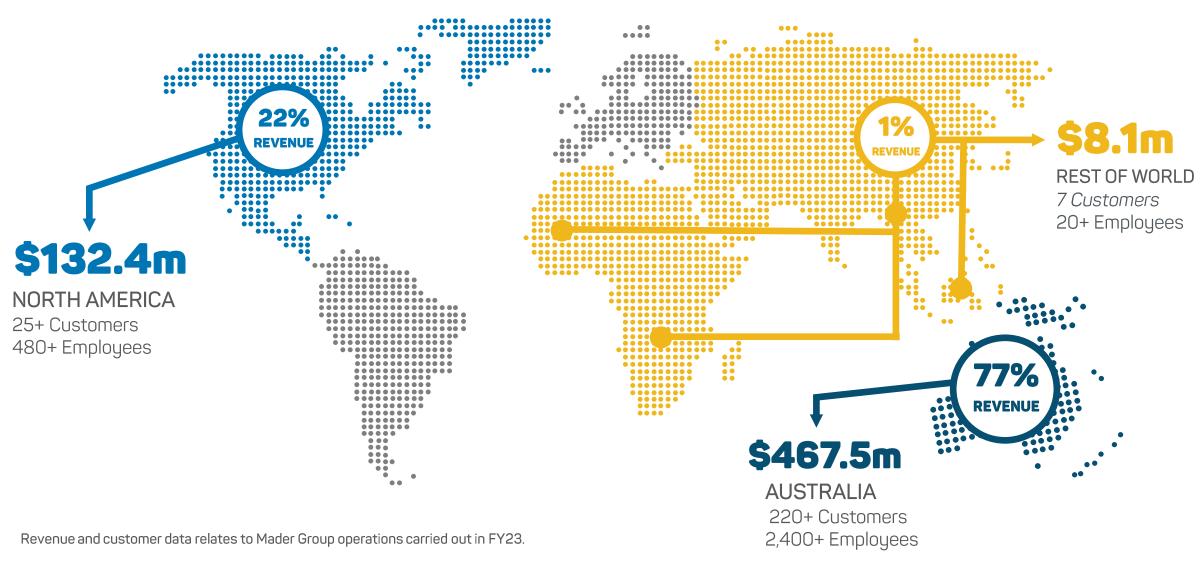






Multiple Beachheads to Target Growth





The Building Blocks





Culture



200+

Employees headed on overseas adventures through the Global Pathways program in FY23

2 40+ 😘

Heart-pumping experiences delivered by internal adventure division. Three Gears



Leadership development



150+

Team Leaders across global operations



200+

Technicians graduated from Trade Upgrade Program since inception (2019)

Resources & Minerals



AUSTRALIA

2.2B ROM

Sites engaged in FY23: 300+ Total mines & projects: 538

NORTH AMERICA

7.6B ROM

Sites engaged in FY23: 110+ Total mines & projects: 3,545





REST OF WORLD

8.8B ROM

Sites engaged in FY23: 10 Total mines & projects: 4,474

Source GlobalData Intelligence Centre for total site operations, 2022 Mines & Project data.

Infrastructure Maintenance

Processing Infrastructure Crushers, screens, conveyors,



Non-Processing Infrastructure

Workshops, mining camps, project management



Australian market



Current sites engaged: 100+/~570 sites (construction & operation phase)

Source: Mines & Projects Database – Global Data 2023.



The Building Blocks





Energy Market

Natural gas compression is essential to the production and transportation of natural gas. The mechanical process is required at several stages, particularly in the upstream and midstream sectors



Production at the wellhead



Gas processing facilities



Storage & distribution



Transportation (pipelines)

Interstate Pipeline ~1,700 gas compressor stations support the pipeline network, totalling~35 million horsepower

Source: U.S. Energy Information Administration Database

Transport & Logistics

234.6B

Tonne kilometres of freight moved by road in Australia

80%



Of Australia's total freight is carried by road

Iron ore and coal exports comprise over 80% of Australia's domestic rail freight

> 32,000KM+ Kilometres of railway across Australia

Carried by road and rail...



Livestock



Petroleum Products





Bulk Cartage 👮 Mined Materials

Source: Bureau of Infrastructure and Transport Research Economics Statistical Report 2022. Australian Government.

Emerging Markets

Exploring the business model's viability in new large addressable markets

Revenue diversification Introducing new revenue streams through diversification





Industry and geographical expansion

Extending service delivery across multiple industry verticals, and qeographies

Research and development

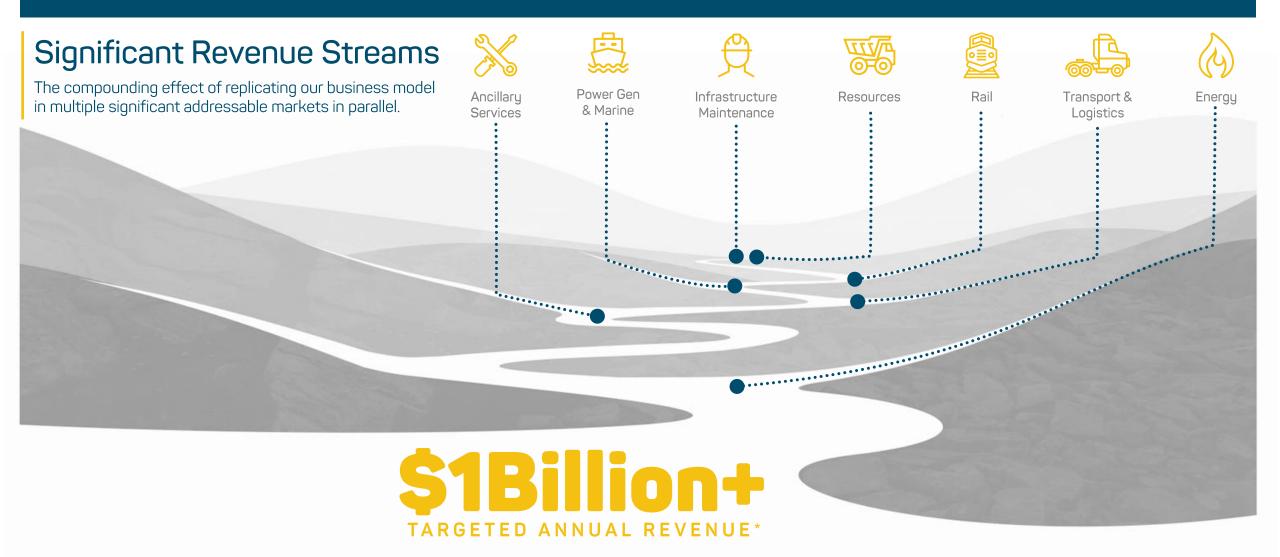
Conducting research into emerging markets, opportunities and gaps







Just Getting Started



High Growth Agenda

Current market conditions have provided Mader with the confidence to forecast FY24 revenue of at least \$770m delivering NPAT of at least \$50m



Foundation laid for growth

Strong, flexible business model and continuous business improvement

Targeted growth in North America

A significant pillar in our long-term growth strategy

Geographical diversification

Targeting new regions around the world



Targeting new markets and service offerings





PROVEN TRACK RECORD DISRUPTIVE BUSINESS MODEL UNIQUE WORKPLACE CULTURE SUSTAINABLE GROWTH PROSPECTS

LARGE ADDRESSABLE MARKETS POSITIVE INDUSTRY TRENDS

CAPITAL LIGHT OPERATIONS SIMPLE BALANCE SHEET & FINANCIAL FLEXIBILITY



Financial Performance



A\$'000	FY22	FY23
Revenue	402,084	608,793
Gross Profit	78,585	135,851
Gross Margin	19.5%	22.3%
Adjusted EBITDA*	47,964	75,094
Adjusted EBITDA Margin	11.9%	12.3%
Adjusted EBIT*	38,911	58,138
Adjusted EBIT Margin	9.7%	9.5%
Adjusted NPAT*	26,007	38,508
Adjusted NPAT Margin	6.5%	6.3%
Earnings Per Share (cents)	13.97	19.25
Dividends Per Share (cents)	4.00	5.80

HIGHLIGHTS

Group Revenue Growth (Consolidated)

51%_{vs PCP}

Strong Revenue Growth (North America)

164%_{vs PCI}



North America Revenue Contribution

22% from 12% PCP

Improved Earnings (EBITDA)

48%_{vs PCF}



Improved Earnings Per Share

38%_{vs PC}



Increased Dividends

45% vs PCF





^{*} See Appendix 1 for reconciliation of reported and underlying result for the prior corresponding period ('PCP').

Financial Position



A\$'000	Jun 22	Jun 23
Cash & cash equivalents	6,648	13,010
Trade & other receivables	87,614	122,819
Property, plant & equipment	67,944	100,163
Investments & other assets	12,877	16,705
Total Assets	175,083	252,697
Trade & other payables	41,255	49,968
Tax liabilities	3,387	13,367
Provisions	3,902 5,314	
Borrowings	33,323	55,712
Other	8,234 8,692	
Total Liabilities	90,101	133,053
Net Assets	84,982	119,644

HIGHLIGHTS

Simple Balance Sheet



Service vehicles located throughout the world

Strong Balance Sheet

\$119.6m



Net Asset Position

Cash Collection Improved



DSO reduced to 70 days from 77 in June 22

Low Net Leverage



Net debt ÷ Annualised FY23 EBITDA

Investment in Growth

Growth capital deployed in FY23



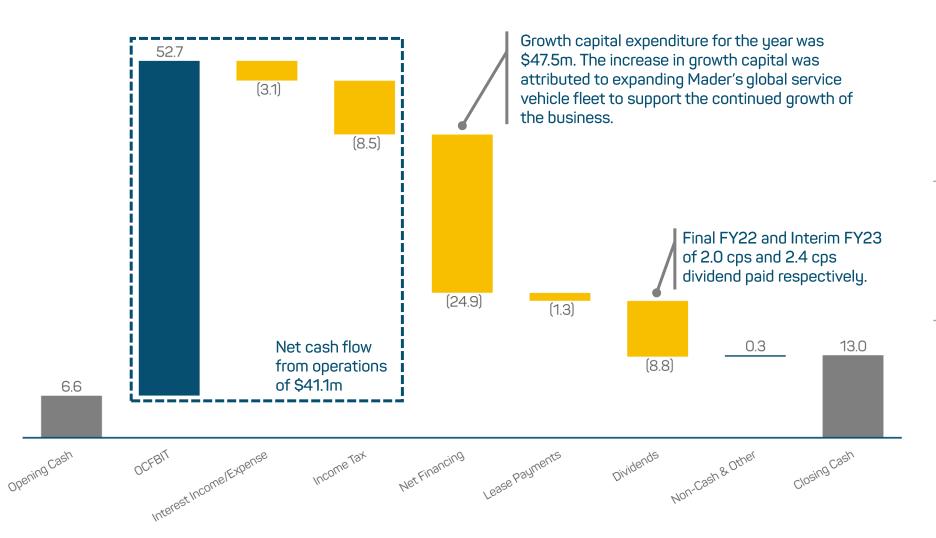
Well Positioned for Growth

Available finance facilities



Cash Flow





HIGHLIGHTS

Solid Operating Cash Flows

\$41.1m

Strong Cash Conversion

70%

Operating cash flow before interest and tax to EBITDA

Invested in Growth

\$47.5m

Growth capital cashflow in FY23



What We Do

We deliver 'tap on, tap off' specialist services designed to help our customers make light work of heavy equipment maintenance.

Heavy Mobile Equipment



Transport A Marine & Marine & Marine

Specialist technical services covering...

Energy Sector

Globally Diversified Portfolio

Track record of replicating the business model in new addressable markets





Organic Focus

100% organic growth Stable margins and disciplined capital allocation

Strong operating cashflows

Relatively low capital intensity

Tools for Life

Tools for Life aims to equip individuals and communities with the tools they need to build a better future and succeed in life.

With a focus on youth, education and support, we are proud to be encouraging the future generation to identify available pathways and build sustainable careers within the industry.

SPONSORSHIPS



Got involved in the local community, sponsoring the Mount Isa Rodeo.

QLD, Australia

CHARITY



Participated in a seventh MACA Cancer 200: Ride for Research and raised more than \$75,000 for cancer research.

WA, Australia

TOOLS FOR LIFE



Introduced the Tools for Life, 'Intro to Mining Sessions' from Perth-based Mader Maintenance Centre. WA, Australia

MADER

Appendix One



During the previous financial year, the Group disposed of its investment in Western Plant Hire Limited. The reported results have been adjusted for this one-off occurrence as follows.

A\$m's	NPAT	EBIT	EBITDA
Reported Results	27.9	41.8	50.9
Less Sale of Associate	1.9	2.9	2.9
Adjusted Results (FY22)	26.0	38.9	48.0

Glossary



TRIFR Total recordable injury frequency rate per one million hours worked

LTIFR Lost time injury frequency rate per one million hours worked

HV Electrician High Voltage Electrician

LV Mechanic Light Vehicle Mechanic

HRT Mechanic Heavy Road Transport Mechanic

FY24 The period 1 July 2023 to 30 June 2024

FY23 The period 1 July 2022 to 30 June 2023

FY22 The period 1 July 2021 to 30 June 2022

PCP The Prior Corresponding Period, being FY2022

EBITDA Earnings before interest, tax, depreciation and amortisation

EBIT Earnings before interest and tax

NPAT Net profit after tax

Net Leverage Net debt / annualised EBITDA

Disclaimer



This presentation has been prepared by Mader Group Limited (ACN 159 340 397) "Mader", "Mader Group" and the "Company") and approved by the Board. The information contained in this presentation is for information purposes only.

The information contained in this presentation is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. Please note that, in providing this presentation, Mader has not considered the objectives, financial position or needs of any particular recipient. Mader strongly suggests that investors consult a financial advisor prior to making an investment decision.

No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of Mader, its respective related bodies corporates, shareholders, directors, officers, employees, agents or advisors, nor any other person accepts any liability, including, without limitation, any liability for any loss arising from the use of information contained in this presentation or otherwise arising in connection with this presentation.

This presentation may include "forward looking statements". Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Mader and its respective officers, employees, agents or associates that may cause actual results to differ materially from those expressed or implied in such statement. Actual results, performance or achievements may vary materially from any projections and forward looking statements and the assumptions on which those statements are based. Mader assumes no obligation to update such information. Recipients of this presentation are strongly cautioned not to place undue reliance on forward-looking statements, particularly in light of the current economic climate.

This presentation is not, and does not constitute, an offer to sell or the solicitation, invitation or recommendation to purchase any securities and neither this presentation nor anything contained in it forms the basis of any contract or commitment.

The distribution of the presentation in jurisdictions outside Australia may be restricted by law and recipients of this presentation should observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws. This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States. The securities of Mader have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended (Securities Act) or the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold in the United States except in compliance with the registration requirements of the Securities Act and any other applicable securities laws or pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and any other applicable securities laws.