

01 May 2024

Copper demand drives Austin Chile growth

Highlights:

- Increased copper production in Chile and copper fundamentals outlook driving growth of Austin Chile business unit into FY25.
- Austin wins order for new dipper bucket for Chile-based customer, worth over \$2.5 million.
- New order is the second international sale of the high-value dipper bucket following the Mainetec acquisition, with a further two orders in Australia.
- Austin Chile reporting a high workload in dipper bucket rebuilds.
- Group order book to end-March 2024 is up ~30% to a multi-year high of ~\$201 million.

Austin Engineering Limited (ASX: ANG, 'Austin' or 'the Company') is pleased to announce its Chile business unit has won an order for a full Cat 7495 dipper bucket for a local customer.

The order is a boost to already strong growth in Austin's Chile business, which is being driven by a resurgence in copper production in Chile as global demand for the metal accelerates.

The customised dipper bucket, valued at over \$2.5 million, will be manufactured at Austin's La Negra manufacturing facility, near Antofagasta, with delivery scheduled for Q1 2025. Designed by Austin's engineering team, the 86-tonne dipper will be able to move approximately 100 tonnes of material per pass. Dipper buckets are high value products, for both new units and annual rebuilds, particularly for the larger sized dipper buckets Austin builds.

It is Austin's fourth dipper bucket order following the acquisition of Mainetec in 2022. Two dipper buckets have already been delivered in Australia. A high-performance Armadillo electric rope shovel dipper bucket is due for delivery to a US-based copper mine in Q4 2024.

Following a 41%¹ increase in revenue in FY23, Austin Chile is continuing to perform strongly in FY24. This is being driven by increased copper production in Chile, which is the world's leading copper producer and, simultaneously, Austin's investment into the Chile business unit to improve manufacturing capacity and capability.

In FY24 to date, Austin Chile has undertaken rebuilds and repairs to 20 dipper buckets, 15 dipper bucket doors, and currently has six dipper buckets in the facility undergoing rebuilds. This is a significant increase in bucket segment activity from previous years. Austin Chile's expanded manufacturing facility in La Negra is ideally located to service Chile's mining sector, offering a range of products including truck trays, Austin's full mining bucket range, water tanks and other mining products.

Austin Chile was recently awarded a first tranche of purchase orders for OEM-designed truck trays worth approximately \$7 million to be delivered in FY24, with further substantial orders expected for the FY25 year.²

¹ Refer to ASX announcement dated 28 August 2023 *Austin Full Year 2023 Results*

² Refer to ASX announcement dated 18 March 2024 *Austin Confirms Global Purchase Order Momentum and Order Book Update*

Order book momentum continues

Austin's Group order book to end-March 2024 was at a multi-year high of approximately \$201 million, which is a ~30% year-on-year increase.

With a combination of recurring programs and the development of new opportunities, Austin's order book outlook remains strong.

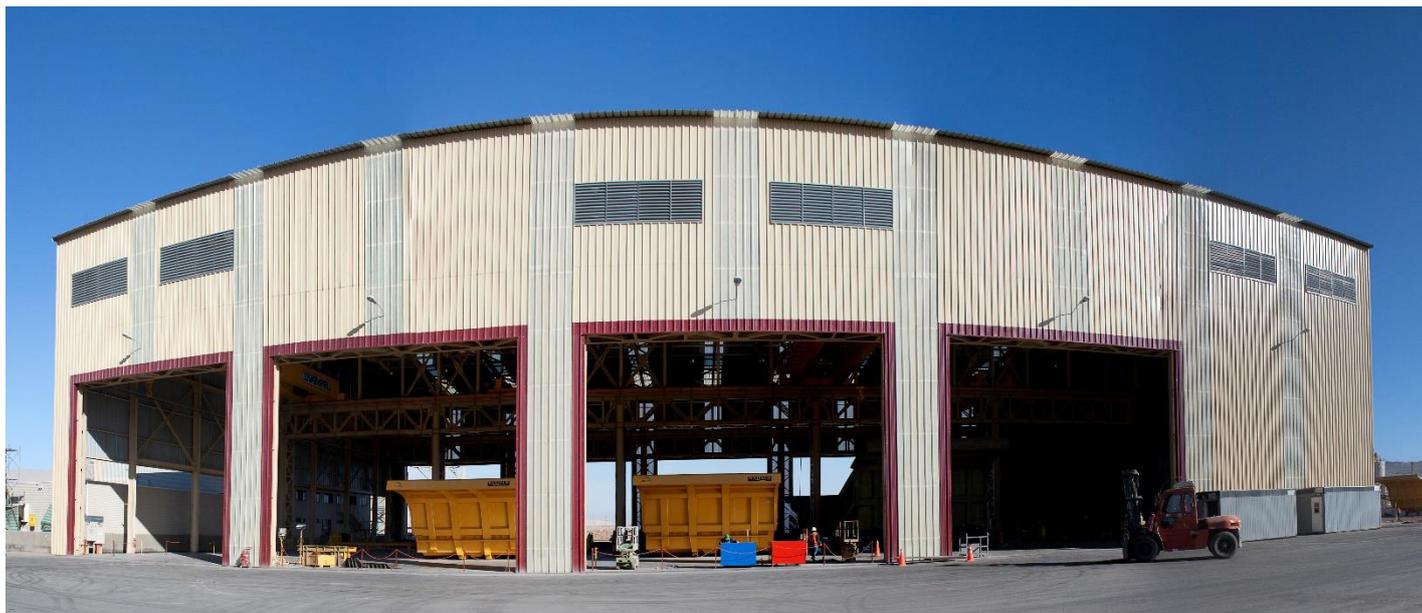
Austin CEO and Managing Director, David Singleton said:

"The Chilean Copper Commission (Cochilco) is predicting record production for Chile in FY25 (up 6% year-on-year), and we therefore expect to see this continue to drive growth in Austin Chile into FY25.

"South America is a major dipper bucket market and this order is another demonstration of how the acquisition of Mainetec has hugely strengthened our product line-up and allowed Austin to become much more competitive in this region."

Austin maintains its Full Year FY24 guidance given at the Half Year result³ for full year revenue to grow by circa 24% to \$310 million - \$330 million and NPAT to increase by circa 75% to \$31 million- \$33 million.

-ENDS-



Truck trays in Austin's manufacturing facility at La Negra

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³ Refer to ASX announcement dated 27 February 2024 *Austin reports 26% increase in revenue- profits at multi-year high*

