

MORGANS - NOOSA CONFERENCE OCTOBER 2024







#### **OUR TIMELINE**

2002 MLG founded by Murray Leahy **2004**FieldsFirst sand
quarry operation –
8 Mile Rock

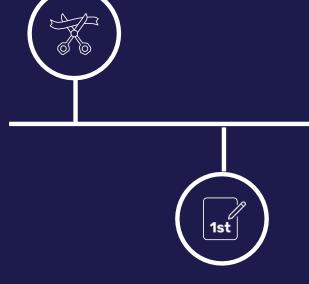
**2007**First hard rock
quarry established
Tarmoola Quarry

2014
First contractcrushing contract
awarded to
MLG by Fortescue

**2018**Build, own, operate fixed plant crusher at Fortescue Christmas Creek

2020
Construction and commissioning of fixed plant at Fortescue Construction of Tails Dam for Goldfields

**2022**Celebrating
20 years of MLG



**2002** First con

First contract secured providing silica mining and haulage services for BHP

**2005**First sand supply contract awarded to MLG by Holcim Australia

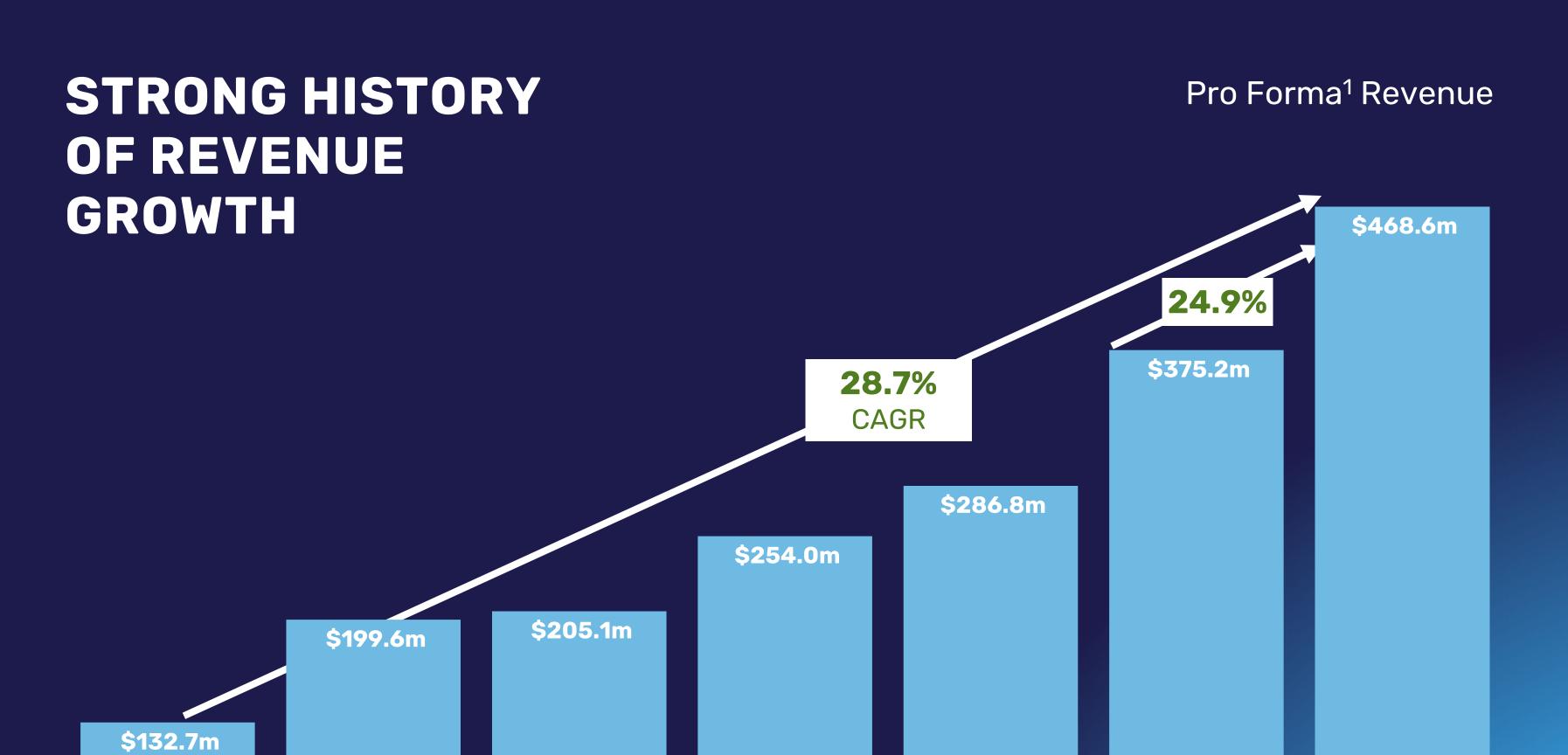
**2011**First integrated contract & services supply awarded at Agnew

**2017**First contract outside of W.A, awarded at Tanami (Newmont)

**2019**First lime contract awarded to MLG from Gold FieldsFirst

**2021**MLG lists on the Australian Stock Exchange

2023
Operational across
34 sites with
1000+ employees



**FY21** 

**FY22** 

**FY23** 

**FY24** 

**FY19** 

**FY20** 

**FY18** 

<sup>1.</sup> Pro Forma revenue offsets fuel tax credits and other income against costs of sales

BELLEVUE

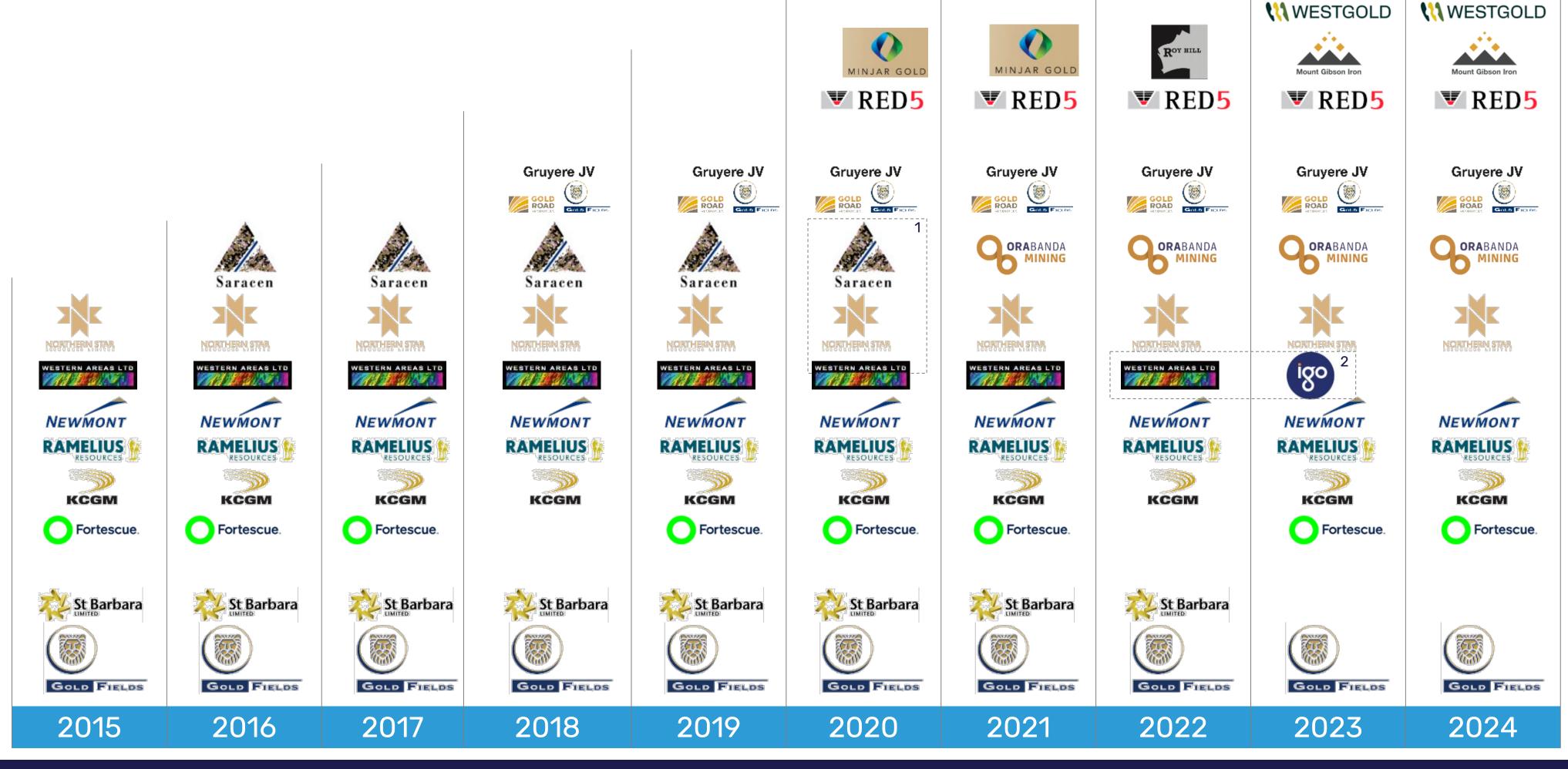
**Evolution** 

GENESIS MINERALS LIMITED

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**Evolution** 

#### HISTORY OF GROWTH THROUGH CUSTOMER AND SCOPE EXPANSION





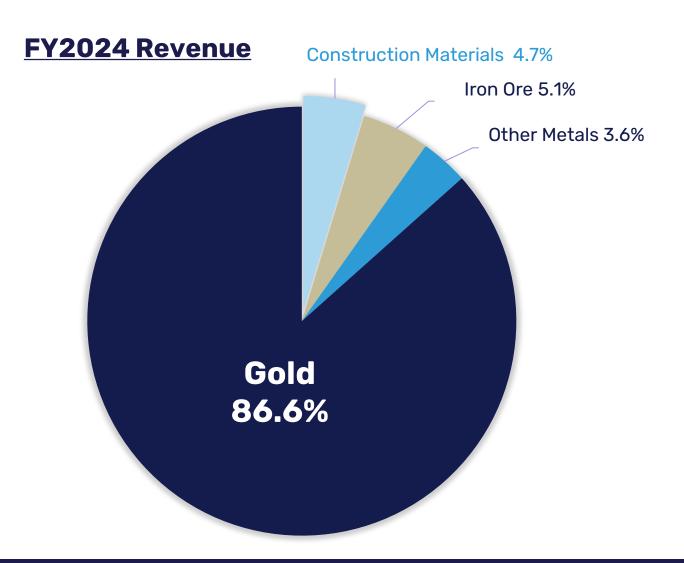
**BHP** 

2002



# REVENUE IS PRIMARILY DRIVEN FROM THE GOLD SECTOR

- Strong revenue growth from both organic expansion with existing customers and new contract wins
- Revenue weighted to large, low-cost gold miners
- Significant increase in crushing and screening revenue (up 38.4%)







































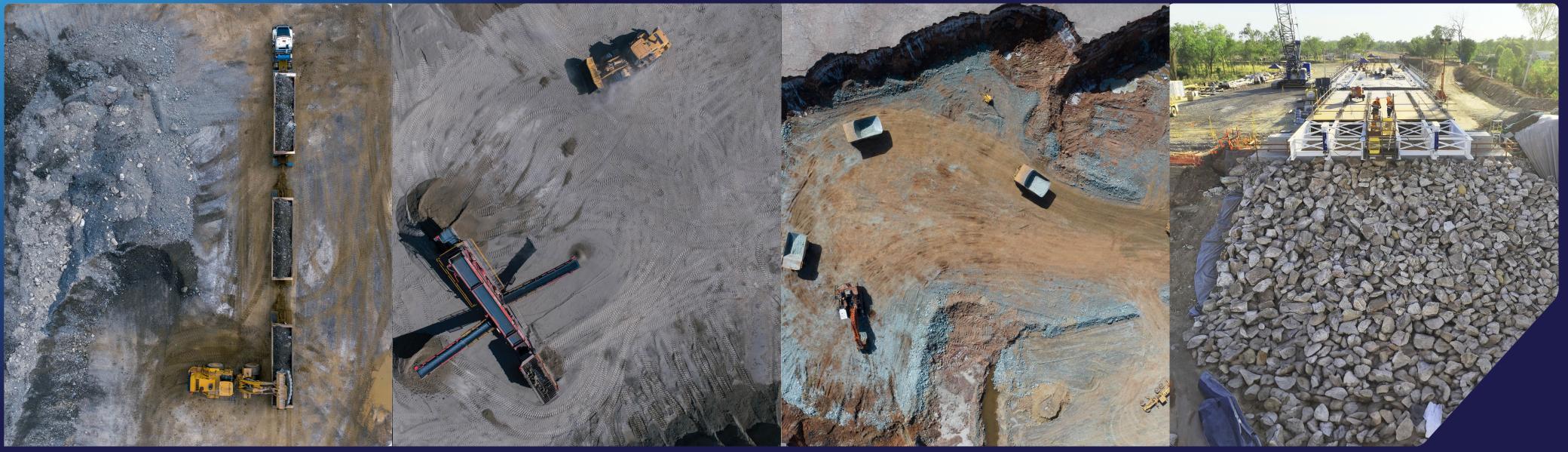
# OUR SERVICES

# PROVIDING CRITICAL INFRASTRUCTURE TO MINERAL PROCESSING

**BULK HAULAGE &** 

SITE SERVICES





**CIVIL & MINING** 

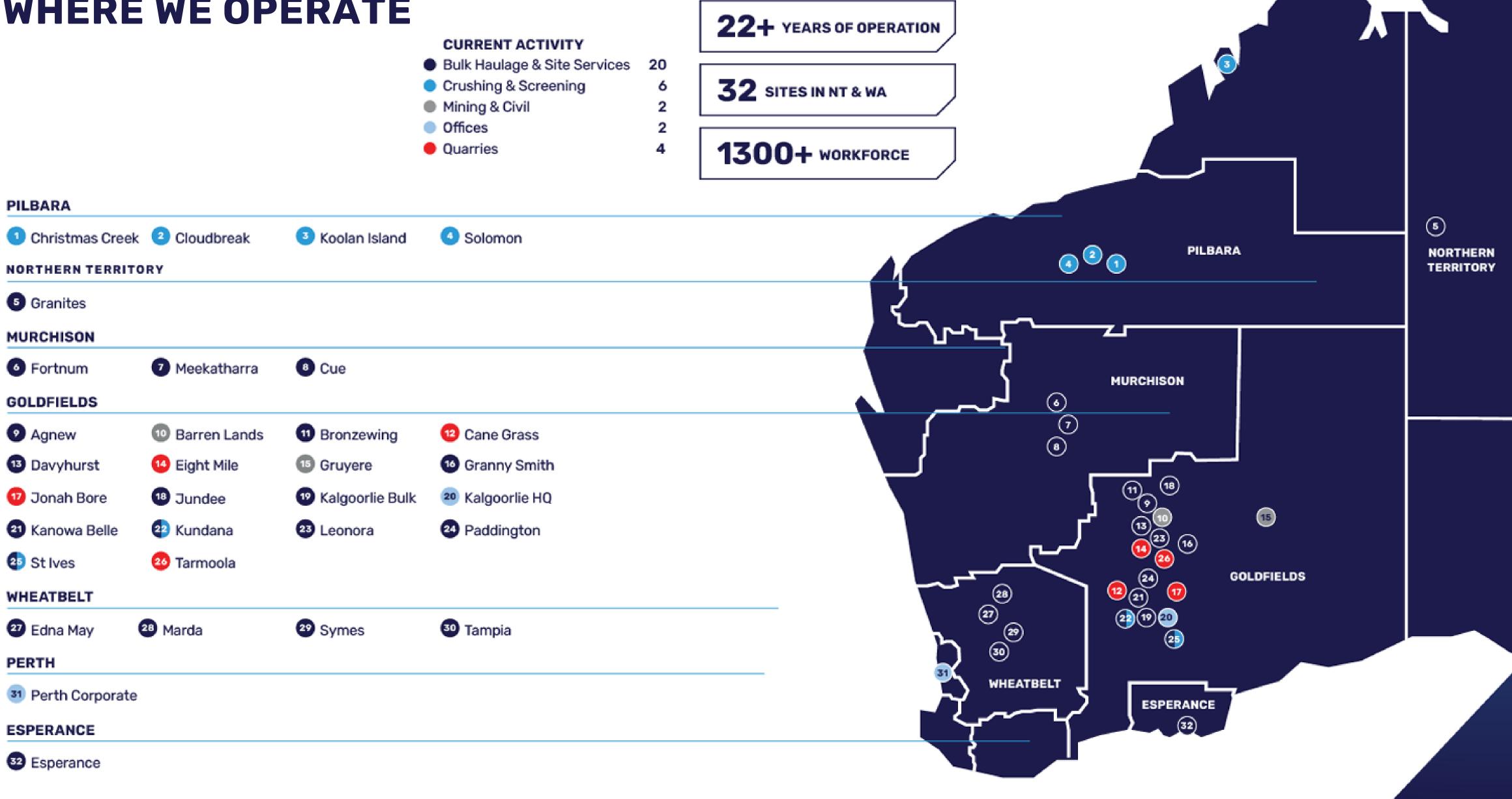
**CRUSHING & SCREENING** 

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**CONSTRUCTION MATERIALS** 

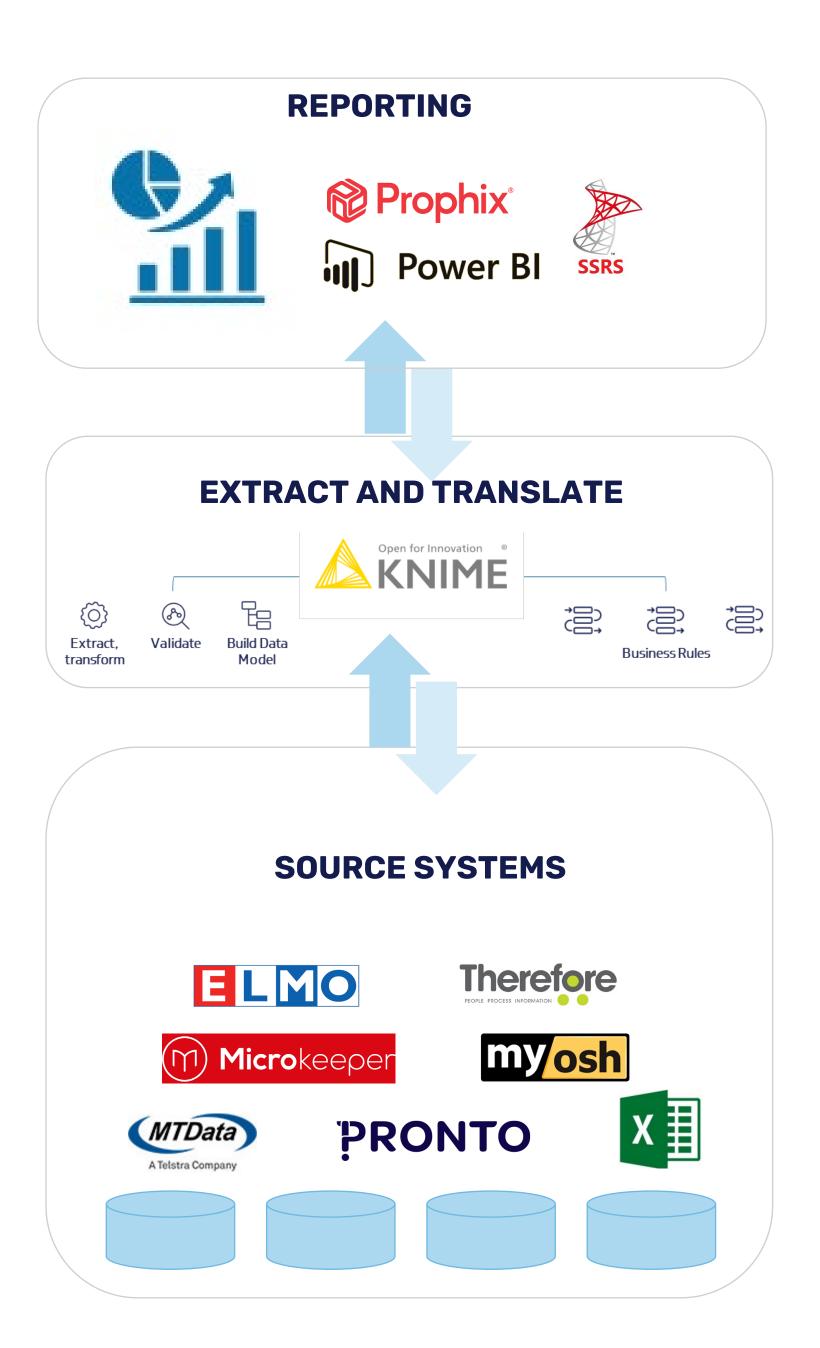






# TECHNOLOGY PLATFORM SUPPORTS IMPROVED DECISION MAKING

Performance	<ul> <li>Daily revenue across all projects</li> <li>Cost control – transaction drill down on expenses</li> <li>Profit and Loss visibility by project</li> <li>Client portal monitors rates for billing</li> <li>Dashboard metrics to measure KPI's</li> </ul>
People	<ul> <li>Roster monitoring</li> <li>Headcount and turnover</li> <li>Safety metrics</li> </ul>
Equipment	<ul> <li>Engine hours and utilisation</li> <li>GPS monitoring</li> <li>Weightometers for load metrics</li> <li>Seeing machines monitor driver fatigue/distraction</li> <li>Speed monitoring</li> <li>Maintenance compliance</li> <li>Capex planning</li> </ul>



# **SCOPE OF** SCHEDULE WORKS **OF RATES STANDARD** COMMERCIAL TERMS FOR **SERVICE** RELATIONSHIP

MLG

- Must provide a "service"
- No commitment contract guarantees
- Fixed and variable rates
- Client retains "termination for convenience" rights
- Capital payout terms for early termination (specific contracts)

### RISE AND FALL PROVISIONS

Regular review process,

- MLG enterprise agreements
   [EBA] for labour cost increments
- Other costs Regular review linked to MLG cost base

#### STRUCTURAL DEMAND FOR GREATER HAULAGE AND SITE SERVICES

GOLD SECTOR

Material Investment in larger processing capacity over last 10 years

> No core transport infrastructure (Rail)

Off road haulage assets (Road Trains) at OEM capacity (TARE Weight)

2 IRON ORE SECTOR

High grade deposits within 50km not serviced by rail

Greater interest in satellite haulage model around existing fixed infrastructure

3 OTHER **METALS** 

**Growth in Lithium and** Copper markets following increase in EV demand

> No core transport infrastructure (Rail)

**MLG** does not currently have any direct competitors who provide a fully integrated service but do have competition within each service line e.g. Haulage, crushing, civil





# STRONG PROFIT GROWTH ACHIEVED WITH HIGH DEMAND FOR SERVICES.

REVENUE

\$474.8m

(\$383.8m FY23)



**EBITDA** 

\$55.3m

(\$35.0m FY23)



**NPAT** 

\$11.0m

(\$0.8m FY23)



NTA/SHARE

100.0c

(89.0c FY23)



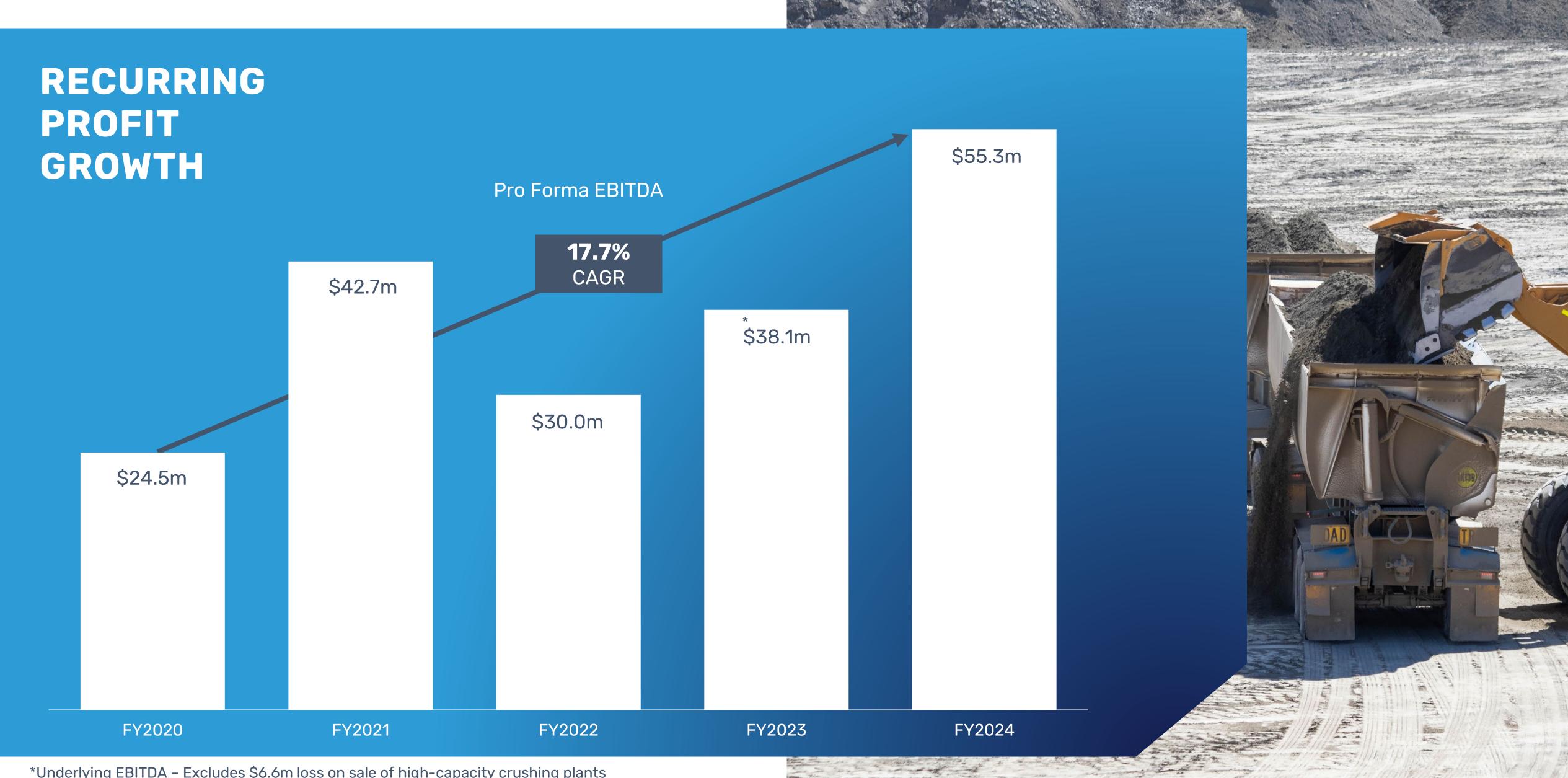
**GEARING** 

1.0x

(1.6x FY23)

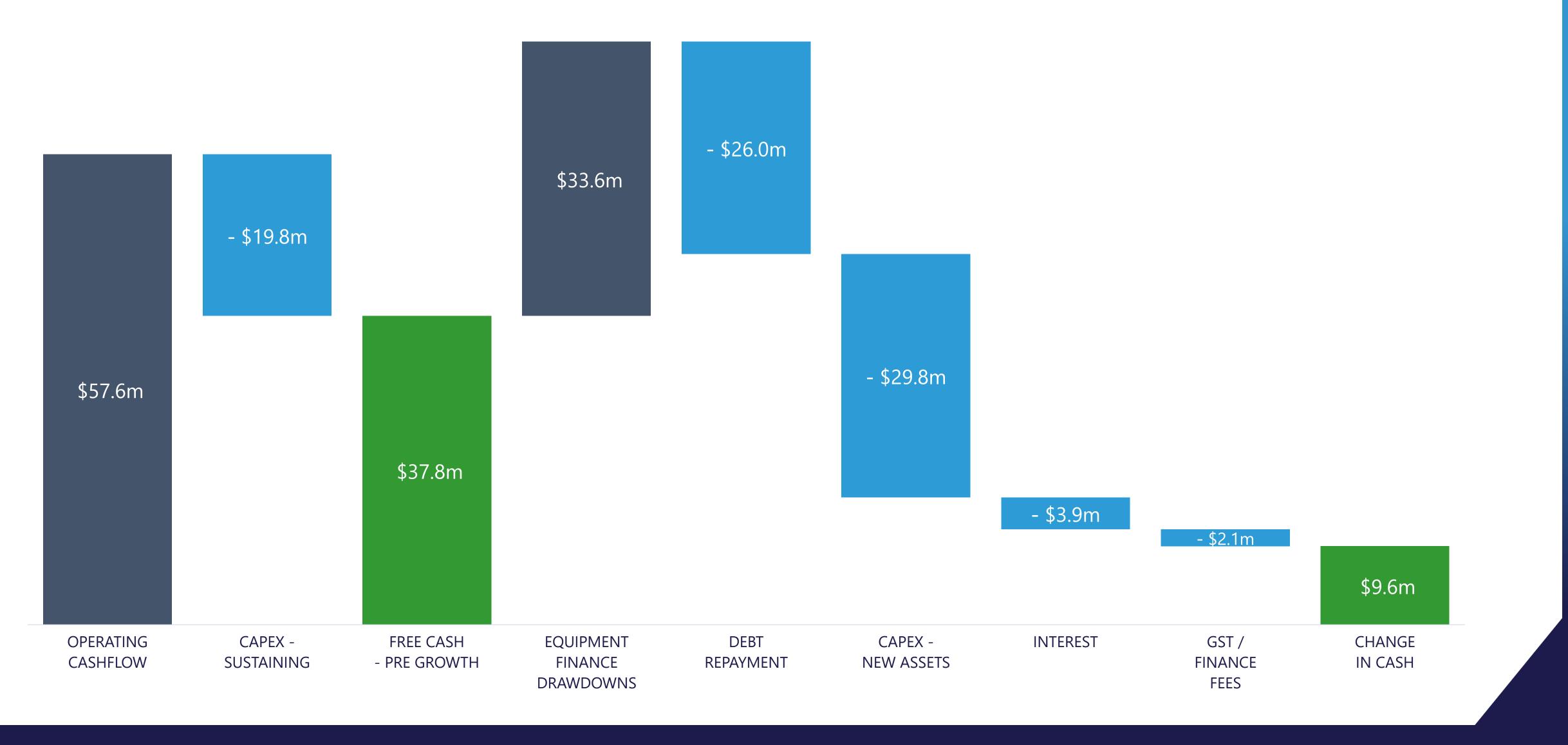


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#### STRONG CASH GENERATION







Competitive advantage (Integrated service offering and scale)



High level of demand (Organic and growth)



Growth in profitability and cash generation



Long term sustainability

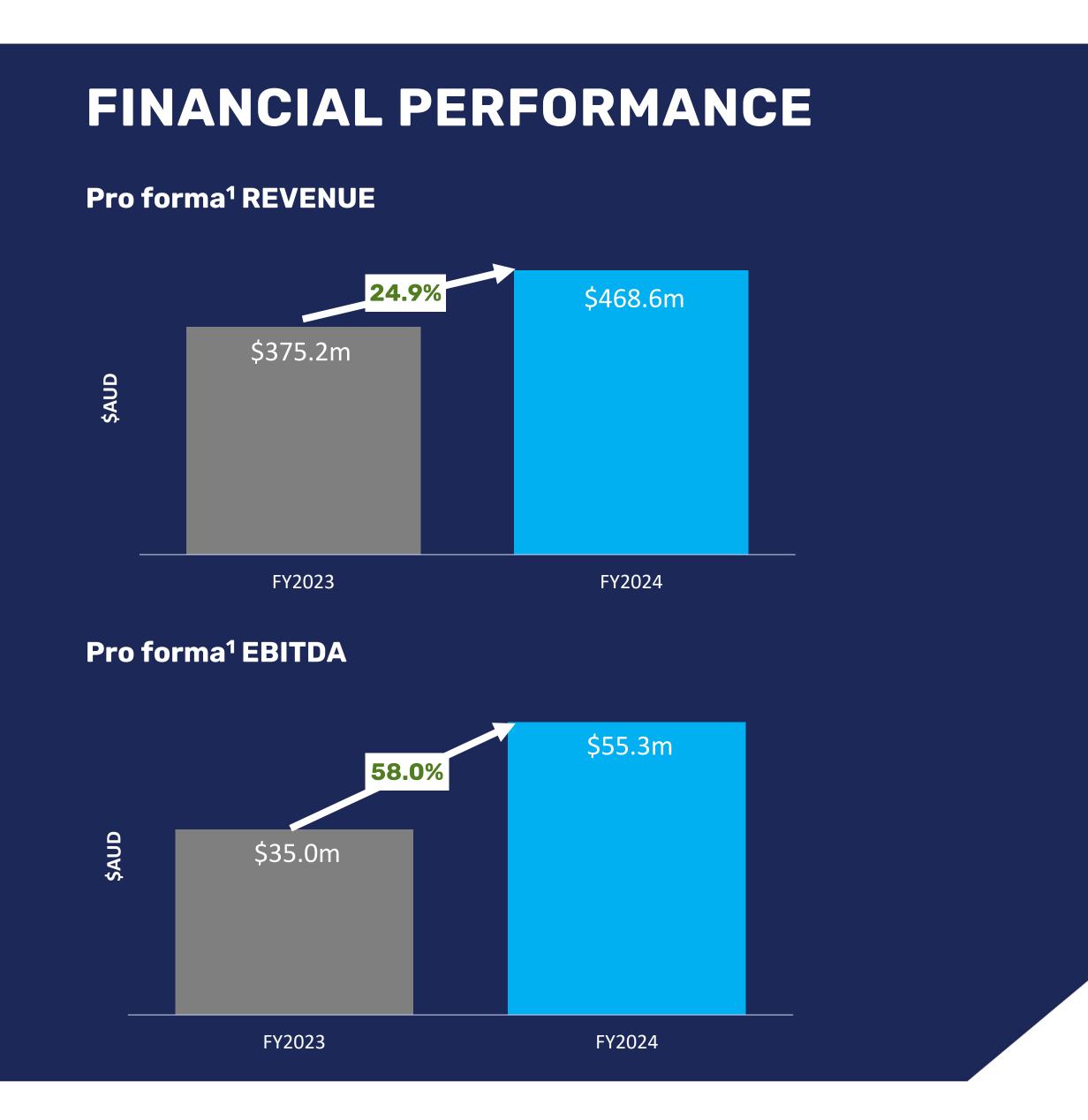
#### FINANCIAL OUTLOOK REMAINS WELL POSITIONED

- Expecting revenue growth to continue
- Clear focus and capacity to improve margins
- Business currently only trading on 2.2x EBITDA, 7.5x PE and 36% discount to NTA
- Assuming the business can increase EBITDA, the operating cashflow will provide significant optionality:
- Deleverage Balance Sheet
- Dividend





### APPENDIX



For the period ended 30 June 2024			Pro Forma Statutory	Pro Forma Statutory
\$000's	Notes		FY24	FY23
Mine Site Services and Bulk Haulage		<b>25.1</b> %	412,911	329,943
Crushing and Screening		<b>38.4</b> %	55,477	40,096
Export Logistics		<b>95.6</b> %	230	5,171
REVENUE	1	<b>1</b> 24.9%	468,618	375,210
Costs of sales	1,2		(390,479)	(320,753)
Gross profit		<b>43.5</b> %	78,139	54,457
General and administration	2	<b>17.6</b> %	(22,846)	(19,424)
EBITDA		<b>57.8</b> %	55,293	35,033
Depreciation			(34,188)	(23,373)
Loss on Sale of Assets			(943)	(6,963)
EBIT		<b>1</b> 329.3%	20,162	4,697
Margins				
EBITDA		<b>26.9</b> %	11.8%	9.3%
EBIT		<b>230.8</b> %	4.3%	1.3%

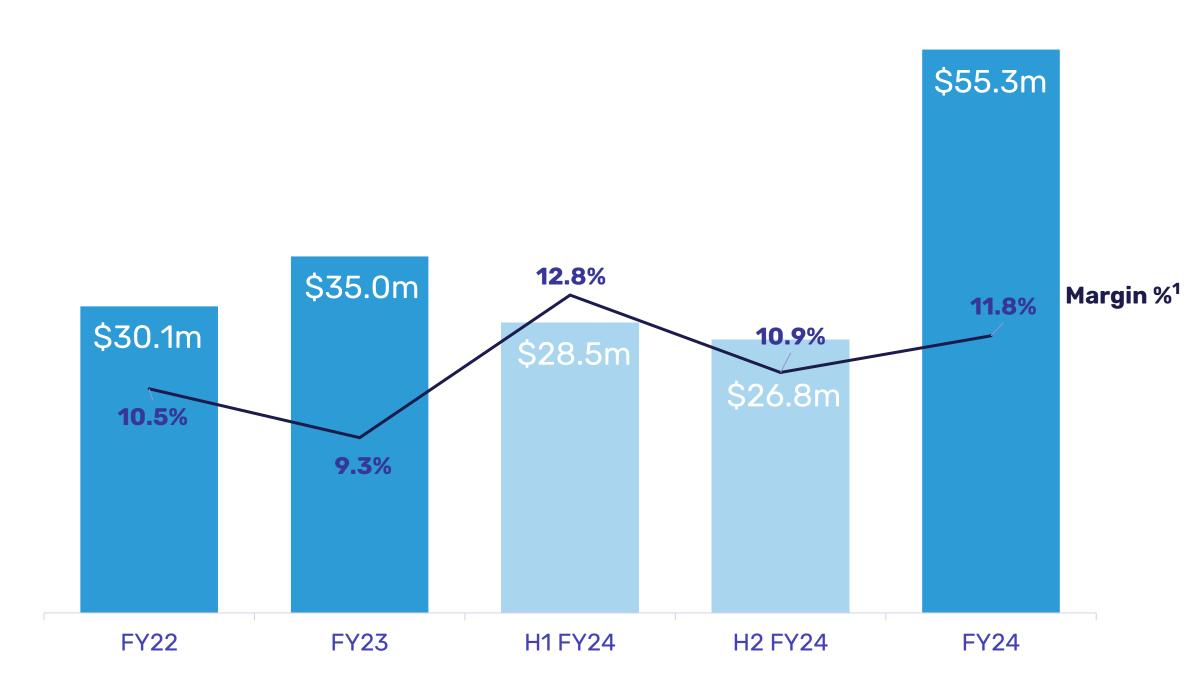
#### Notes:

- 1. Pro Forma revenue offsets fuel tax credits and other income against cost of sales
- 2. Costs of Work Health and Safety, long service leave and site administration have been included in cost of sales rather than as general and administrative costs. Previously disclosed financial reports reflected these as general and administrative costs.

## MATERIAL INCREASE IN EBITDA SUPPORTED BY RISING MARGINS

- Second half margins lower due to new project mobilisations in third quarter of the financial year
- High volume of rainfall in March and June drove a challenging operating period
- Increase in client hub and spoke strategies driving revenue growth
- Incremental margin improvement is gaining momentum and remains an area of focus

#### **EBITDA**



1. EBITDA margins are based on Pro Forma revenue which offsets fuel tax credits and other income against costs of sales

#### STRONGER BALANCE SHEET

- Net assets up 10.8% to \$130.8m
- NTA/share up 12.4% to 100.0c
- **\$56.6m** Net Debt
- Gearing ratio<sup>1</sup> of **1.0x** (down 37.5% as compared to 30 June 2023 which was 1.6x)

1. Gearing Ratio = Net Debt (including operating leases)/Last 12 months EBITDA

<b>\$</b> 000's	Parent Entity 30 June 2024	Consolidated 30 June 2023
Cash and cash equivalents	5,861	144
Trade and other receivables	67,456	47,381
Inventories	18,586	14,551
Total current assets	91,904	62,075
Property, plant and equipment	194,418	177,538
Other non-current assets	7,091	6,541
Total non-current assets	201,509	184,079
Total assets	293,412	246,154
Trade and other payables	66,006	47,852
Financial liabilities	24,213	28,633
Lease liabilities	3,305	2,040
Provisions	4,969	600
Total current liabilities	98,493	79,125
Financial liabilities	36,326	25,463
Lease liabilities	3,897	4,753
Other non-current liabilities	23,863	18,694
Total non-current liabilities	64,086	48,910
Total liabilities	162,579	128,036
Net assets	130,833	118,118



# DEBT FUNDED THROUGH EQUIPMENT FINANCE (ASSET BACKED)

Cash +\$5.9m Current - Equip Finance, \$24.3m Big 4 Banks, 54% Bank Guarantees, \$.2m Current - Op Lease, \$1.2m Finance Companies, 14% Non-Current - Equip Finance, \$36.3m OEM's, 32% Non-Current - Op Lease, \$0.4m

Net Debt (including operating leases)
\$56.6m

Available working capital liquidity

\$25.7m

(\$19.8m Overdraft + \$5.9m Cash)

#### **EQUIPMENT FINANCE**

- Individual loans secured against each asset
- Fixed Rate interest for term of loan
- Typically 3, 4 or 5 year term
- Multi tenor loan book
- Flexible can refinance or change term of loan
- Monthly repayment of interest and principle
- "Current Liability" in balance sheet reflects loan commitments (principle only) over next 12 months

# CASHFLOW AND CAPITAL EXPENDITURE

- \$57.6m operating cashflow Positive cash generation post capex
- Total capex of \$49.6m (including growth capex of \$29.8m)
  - New Granny Smith operation
  - Ramp up of Genesis operations
- Sustaining capex consistent with FY2023

	Operating Cashflow							
\$'000	Notes	FY21	FY22	FY23		FY24		
EBITDA		42,719	30,129	35,033		55,288		
Movement in net working capital	1	(2,686)	2,090	(2,327)		2,312		
Other operating cash flows		-	-	-				
Tax paid		(3,139)	1,450	-		-		
Operating Cash Flows		36,894	33,669	32,706		57,600		
Cashflow conversion		86.4%	111.8%	93.3%		104.2%		
Sustaining Capex		(10,735)	(11,271)	(19,637)		(19,804)		
Growth Capex		(30,415)	(44,507)	(18,537)		(29,848)		
Total Capex		(41,150)	(55,778)	(38,174)		(49,652)		
Net Cash Flows before financing		(4,256)	(22,109)	(5,468)		7,948		

<sup>&</sup>lt;sup>1.</sup> Movement in net working capital represents the movement between the opening and closing working capital positions in each period presented



#### MEET THE TEAM

#### **BOARD OF DIRECTORS**



MURRAY LEAHY
Managing
Director



GARRET DIXON
Non-Executive
Director





MARK HATFIELD
Chief
Operations
Officer



PHIL MIRAMS
Chief Financial
Officer



ANNA NEULING Non-Executive Chair



TOM GREGORCZYK
Chief
Commercial
Officer



ALLUN WALLER
Chief People
Officer

#### MODERN OWNED FLEET SUPPORTING OPERATIONAL PERFORMANCE





147

Prime Movers

536 Trailers/Dollys \$84.4m **WDV** 



38 Excavators \$6.3m **WDV** 



113 Loaders

\$48.6m **WDV** 



19

Stackers

**WDV** Screens



**15** Graders \$2.0m **WDV** 



Dozers

\$1.4m **WDV** 



10 **Dump Trucks**  \$2.6m **WDV** 

Additional Fleet:

**Light Vehicles** 

\$3.5m

Containers, Tools and **Ancillary** 

\$6.5m **WDV** 

#### HISTORIC FINANCIAL PERFORMANCE - PRO FORMA<sup>1</sup>

		Pro Forma Statutory			Pro Forma Statutory			Pro Forma Statutory		
\$000's	lotes	FY24	FY24H2	FY24H1	FY23	FY23H2	FY23H1	FY22	FY22H2	FY22H1
Revenue										
Mine Site Services and Bulk Haulage	1	412,911	226,984	185,927	329,943	179,386	150,557	252,006	128,652	123,354
Crushing and Screening		55,477	18,297	37,180	40,096	24,016	16,080	27,523	14,468	13,055
Export Logistics		230	114	116	5,171	275	4,896	7,312	3,578	3,734
Total revenue	1	468,618	245,395	223,223	375,210	203,676	171,534	286,841	146,698	140,143
Costs of sales	1,2	(390,479)	(208,963)	(181,516)	(320,753)	(173,005)	(147,748)	(243,978)	(124,572)	(119,406)
Gross profit		78,139	36,432	41,707	54,457	30,671	23,786	42,863	22,126	20,737
General and administration	2	(22,846)	(9,664)	(13,182)	(19,424)	(12,244)	(7,180)	(12,734)	(6,155)	(6,579)
EBITDA		55,293	26,768	28,525	35,033	18,427	16,606	30,129	15,971	14,158
EBITDA Margin		11.8%	10.9%	12.8%	9.3%	9.0%	9.7%	10.5%	10.9%	10.1%
Depreciation		(34,188)	(18,920)	(15,268)	(23,373)	(12,458)	(10,915)	(21,300)	(10,408)	(10,892)
Loss on Sale of Assets		(943)	(178)	(765)	(6,963)	(6,890)	(73)	(86)	(86)	-
EBIT		20,162	7,670	12,492	4,697	(921)	5,618	8,743	5,477	3,266
EBIT Margin		4.3%	3.1%	5.6%	1.3%	(0.5%)	3.3%	3.0%	3.7%	2.3%
Balance Sheet										
Net Assets		\$130.8m	n/a	\$126.1m	\$118.1m	n/a	\$119.0m	\$116.3m	n/a	\$113.5m
Net Debt (Inc Operating Leases)		\$56.6m	n/a	\$52.0m	\$54.1m	n/a	\$65.2m	\$64.2m	n/a	\$63.0m
NTA/Share		100.0c	n/a	94.2c	89.0c	n/a	89.3	88.6	n/a	85.1

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