

# DISCLAIMER FORWARD LOOKING STATEMENTS

This release contains certain forward looking statements, including in relation to possible or assumed future performance, costs, dividends, rates, prices, revenue, potential growth of MLG Oz Limited, industry growth or other trend projections. Such forward looking statements are based on numerous assumptions regarding MLG's present and future business strategies and the environment in which MLG will operate in the future.

Such statements involve known and unknown risks and uncertainties, as well as other factors which are beyond the control of MLG Oz Limited, which may cause the actual results, performance or achievements of MLG to differ materially from those expressed or implied by these forward looking statements.

These forward looking statements speak only as of the date of this release. Subject to any continuing obligations under applicable law or any relevant stock exchange listing rules, in providing this information, MLG does not undertake any obligation to update, revise or supplement any of the forward looking statements or to advise of any change in events, conditions or circumstances on which any such statement is based. .

# **CONTINUED STRONG PROFIT DELIVERY- GROWING FURTHER IN H2**



### Pro Forma Financial Performance

<b>HY2024</b> 31 December 2023	<b>2<sup>nd</sup> Half FY2024</b> 30 June 2024	<b>HY2025</b> 31 December 2024
REVENUE	REVENUE	REVENUE
\$223.2m	\$245.4m	\$268.6m
EBITDA	EBITDA	EBITDA
\$28.5m	\$26.8m	\$29.3m
NPAT	NPAT	NPAT
\$7.1m	\$3.9m	\$4.1m
NTA/SHARE 94c	NTA/SHARE 100c	NTA/SHARE 102c

#### Notes:

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

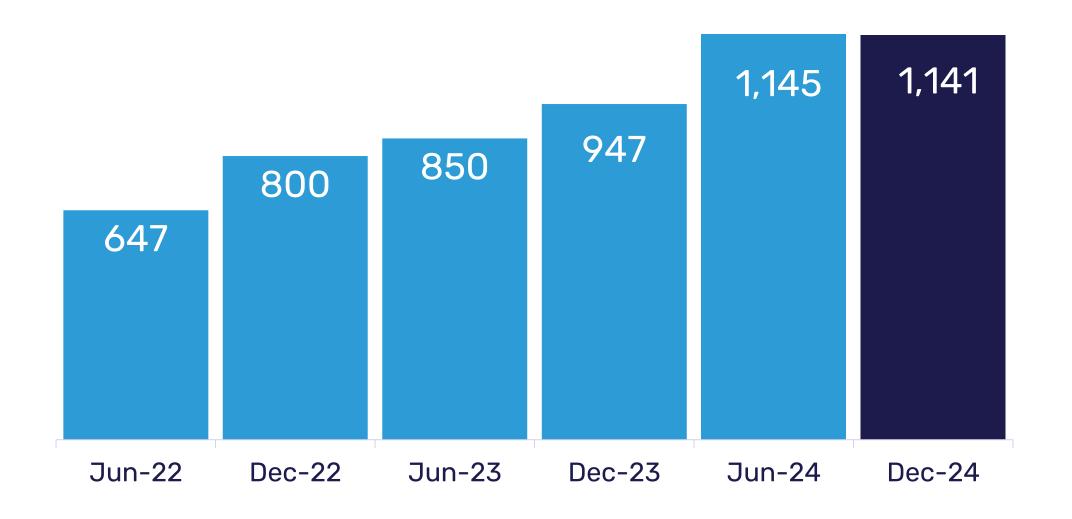
### **HIGHLIGHTS**

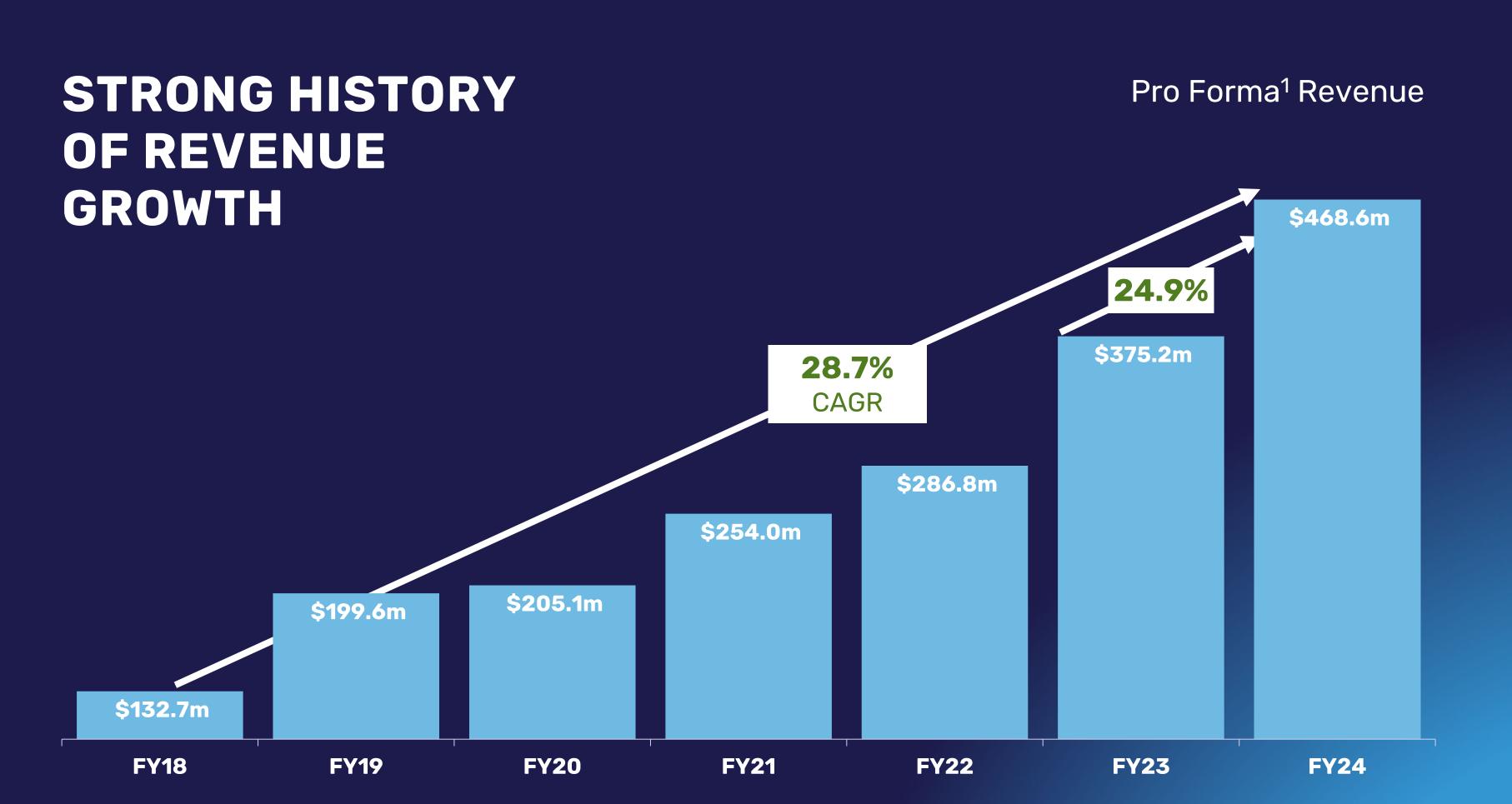
- Continued revenue growth Statutory Revenue up 20.3%
- MLG Employee numbers remains stable 1,141 MLG employees with a total workforce of 1,450+
- Margin steady and expected to improve in H2 EBITDA margin of 10.9%
- First half has incurred additional costs in depreciation resulting from planned investment in larger fleet in preparation for new project commencements. \$29.2m of capital expenditure into new equipment
- Purchase of a dedicated accommodation facility in Kalgoorlie for **\$3.5m** to replace rented housing accommodation and reduce operational costs
- Investment across the fleet has increased NTA to 102c, up 8.5%
- Significant tender book and record gold prices underpinning attractive near term and long-term outlook New project wins contributing to expectation for further growth in second half

### HEADCOUNT STABLE

- MLG Employee numbers reflect work in hand:
  - Dedicated recruitment focus
  - New to industry training program
- Staff retention continues to remain a key focus area
- Labour market remains challenging across the mining industry

### **MLG Employees**



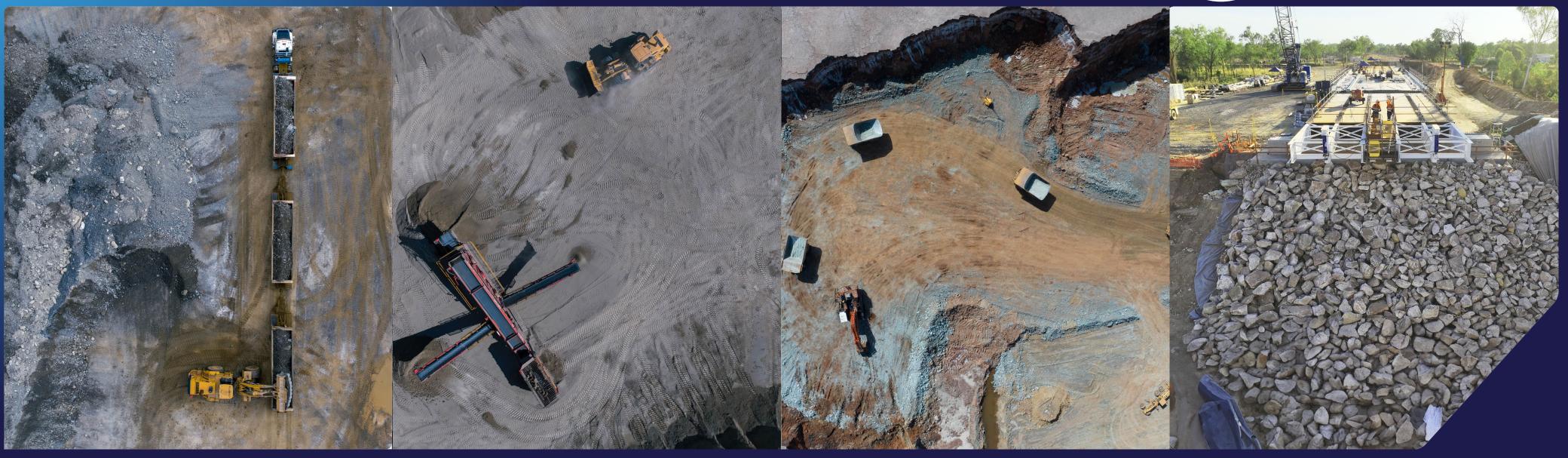


<sup>1.</sup> Pro Forma revenue offsets fuel tax credits and other income against costs of sales

# ABOUT MLG

# PROVIDING CRITICAL INFRASTRUCTURE TO MINERAL PROCESSING





BULK HAULAGE & SITE SERVICES

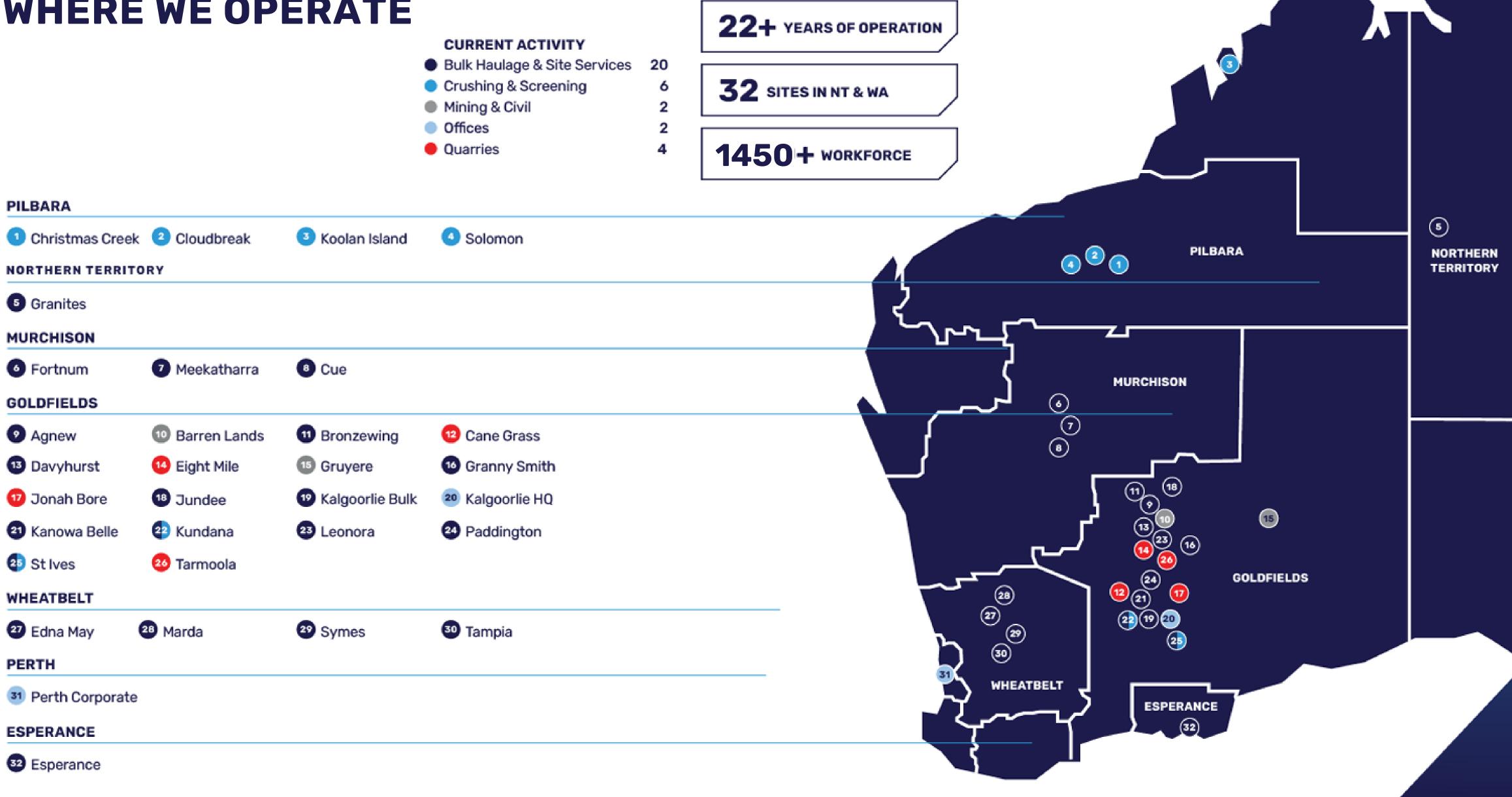
**CRUSHING & SCREENING** 

**CIVIL & MINING** 

**CONSTRUCTION MATERIALS** 



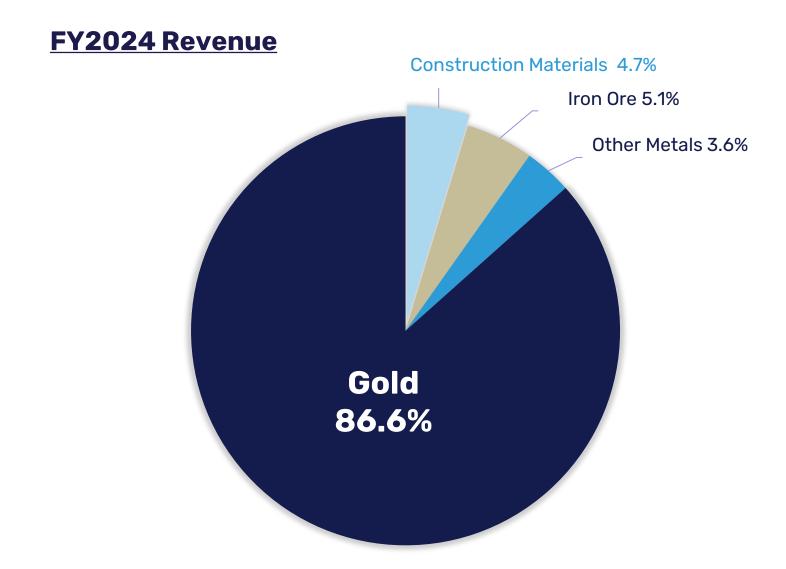






# REVENUE IS PRIMARILY DRIVEN FROM THE GOLD SECTOR

- Strong revenue growth from both organic expansion with existing customers and new contract wins
- Revenue weighted to large, low-cost gold miners

































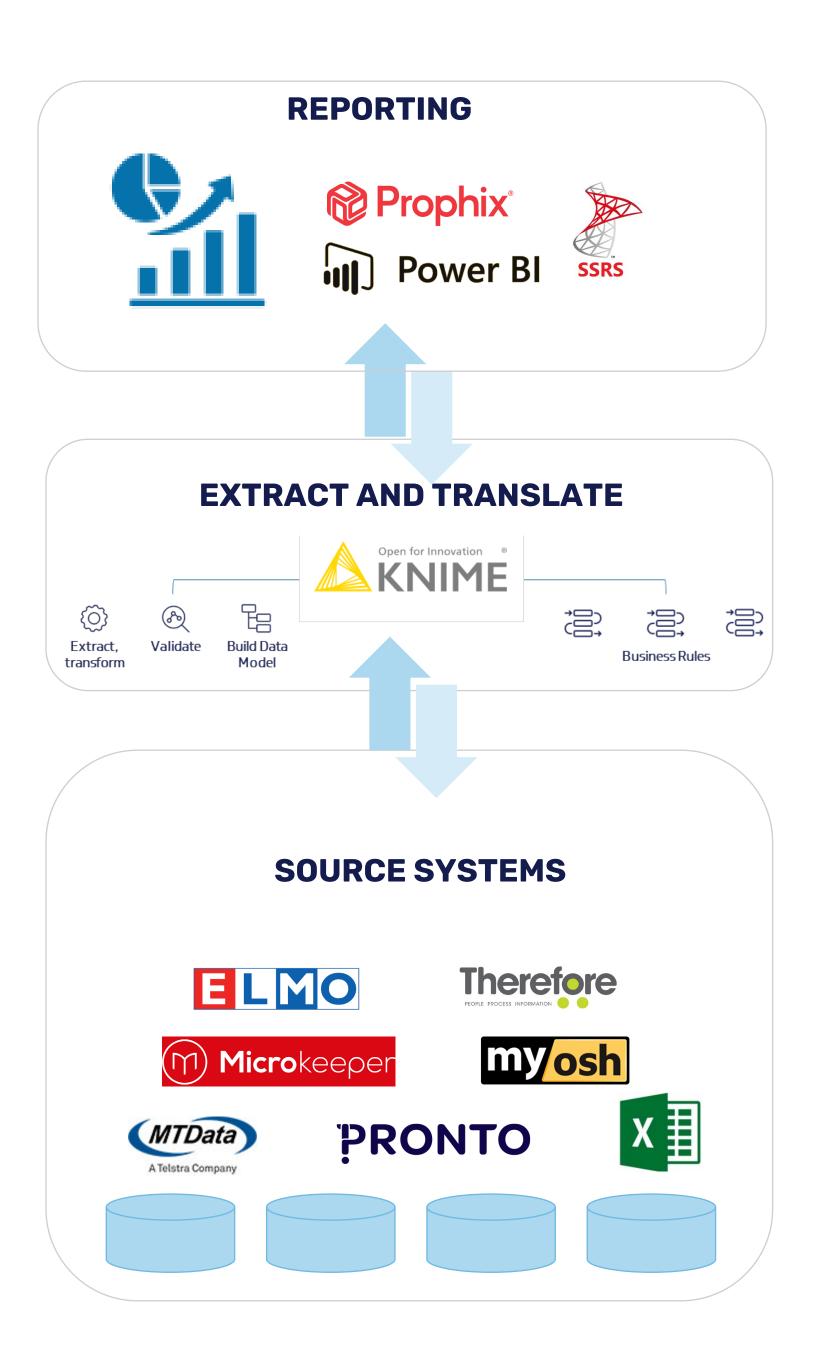






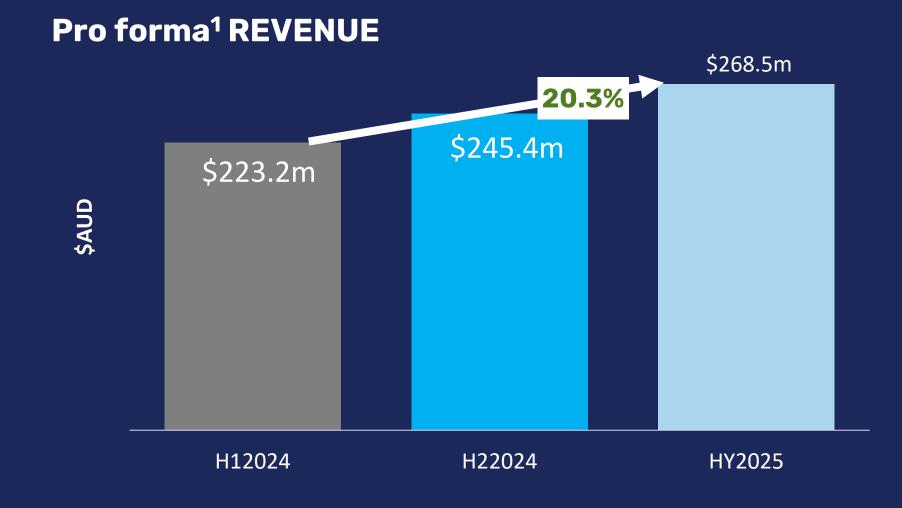
# TECHNOLOGY PLATFORM SUPPORTS IMPROVED DECISION MAKING

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>



# FINANCIAL PERFORMANCE

## FINANCIAL PERFORMANCE



### **Pro forma<sup>1</sup> EBITDA**



#### For the period ended 31 December 2024

\$000's	Notes
Mine Site Services and Bulk Haulage	
Crushing and Screening	
Export Logistics	
REVENUE	1
Costs of sales	1
Gross profit	
General and administration	
EBITDA	
Depreciation	
Loss on Sale of Assets	
EBIT	
<u>Margins</u>	
EBITDA	
EBIT	

Pro Forma Statutory	Pro Forma Statutory	Pro Forma Statutory
HY25	H2-24	H1-24
246,670	226,984	185,927
21,895	18,297	37,180
-	114	116
268,564	245,395	223,223
(227,778)	(208,963)	(184,147)
40,787	36,432	39,076
(11,494)	(9,664)	(10,551)
29,292	26,768	28,525
(19,444)	(18,920)	(15,268)
(1,164)	(178)	(765)
8,684	7,670	12,492
10.90%	10.90%	12.80%
3.20%	3.10%	5.60%

#### Notes:

1. Pro Forma revenue offsets fuel tax credits and other income against cost of sales

### **BALANCE SHEET**

- Net assets up 3.8% to \$135.8m
- Increase in NTA/share to 102c up 8.1%
- Acquisition of an accommodation facility in Kalgoorlie and new fleet has increased net debt to \$77.5m
- Gearing ratio<sup>1</sup> of **1.4x** (Expectation is for gearing to reduce through the second half)

<b>\$</b> 000's	31 Dec 2024	30 Jun 2024
Cash and cash equivalents	1,207	5,861
Trade and other receivables	66,865	67,456
Inventories	19,077	18,586
Total current assets	87,149	91,904
Property, plant and equipment	208,428	194,418
Other non-current assets	5,616	7,091
Total non-current assets	214,044	201,509
Total assets	301,193	293,412
Trade and other payables	57,328	66,006
Financial liabilities	32,539	24,213
Lease liabilities	3,169	3,305
Provisions	3,569	4,969
Total current liabilities	96,605	98,493
Financial liabilities	45,108	36,326
Lease liabilities	2,378	3,897
Other non-current liabilities	21,289	23,863
Total non-current liabilities	68,775	64,086
Total liabilities	165,380	162,579
Net assets	135,812	130,833

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



# DEBT FUNDED THROUGH EQUIPMENT FINANCE (ASSET BACKED)

Big 4 Banks, 67%

Finance Companies, 1%

OEM's, 32%

Net Debt (including operating leases) \$77.5m

Equipment Finance (including operating leases)

\$66.4m

Accommodation Facility

\$3.2m

Working Capital (\$19.8m Overdraft facility)

\$7.9m

### **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
- Available finance facilities in place with \$50.0m undrawn

# CASHFLOW AND CAPITAL EXPENDITURE

- Lower cashflow due to timing of debtor receipts (circa \$12.0m of overdue debtors at 31 December 2024 - fully collected in January)
- Targeted investment in additional fleet over last 8-9months to broaden capacity
- Total equipment capex of \$29.2m
  - New Granny Smith operation
  - Ramp up of Genesis operations
  - Expand fleet capacity for expected demand
- Higher sustaining capex as we reinvest into existing fleet
- Purchase of dedicated accommodation facility in Kalgoorlie \$3.5m (will offset rental costs of Kalgoorlie housing)

OPERATING CASHFLOW								
\$'000	HY25	HY24						
EBITDA	29,292	28,525						
Receipts from customers	293,614	235,811						
Payments to suppliers and employees	(280,829)	(212,644)						
Fuel tax credits	2,697	2,590						
Operating Cash Flows (before tax and Finance costs)	15,472	25,756						
Operating cash conversion	50.3%	90.3%						
Interest & Finance Costs	(747)	(1,137)						
Tax paid	-	-						
Operating Cashflow	14,716	24,619						

### **CAPITAL EXPENDITURE**

Total Capex	32.7m	18.6m
Accommodation Facility	3.5m	-
Growth Capex	16.1m	9.0m
Sustaining Capex	13.1m	9.6m

# OUTLOOK



- MLG's market position and fleet capacity is very well placed to support our clients demand for growth in production.
- Our focus is on the long-term sustainability of our profit margins and we continue to work towards optimising our portfolio to deliver sustainable margin improvement
- Potential for MLG to move up the value chain and provide a link for tier 2 producers to access processing in return for a share of gold profit.
  - Open pit mining
  - Leverage balance sheet for project funding
  - Control mine to processing
  - Access to processing
- Crushing and screening revenue expected to increase in second half with new projects having commenced
- Second half of financial year forecast to be stronger

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#### WEBSITE

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**ABN & ASX ABN** 53 102 642 366 **ASX** MLG

# APPENDIX



### **OUR TIMELINE**

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

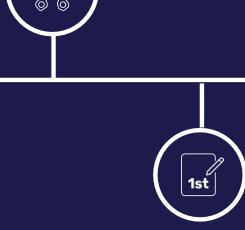
2007

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 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



## 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





149

Prime Movers

**620** Trailers/Dollys \$98.7m **WDV** 



22 Excavators \$5.7m **WDV** 



110 Loaders \$46.3m **WDV** 



17

Stackers

**WDV** Screens



14 Graders \$2.0m **WDV** 



Dozers

\$2.0m **WDV** 



13 **Dump Trucks** 

\$6.3m **WDV** 

Additional Fleet:

138

**Light Vehicles** 

\$3.2m

Containers, Tools and **Ancillary** 

\$5.3m **WDV** 

### Must provide a "service" No commitment to minimum tonnes Fixed and variable rates Client retains "termination for convenience" rights Capital payout terms for early termination (specific contracts) **SCOPE OF** SCHEDULE WORKS **OF RATES STANDARD** COMMERCIAL RISE AND FALL **TERMS FOR PROVISIONS** SERVICE Regular review process, MLG enterprise agreements RELATIONSHIP [EBA] for labour cost increments - Other costs - Regular review linked to MLG cost base

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

		Pro Forma Statutory	Pro Forma Statutory			Pro Forma Statutory			Pro Forma Statutory		
\$000's	Not es	HY25	FY24	FY24H2	FY24H1	FY23	FY23H2	FY23H1	FY22	FY22H2	FY22H1
Revenue											
Mine Site Services and Bulk Haulage	1	246,670	412,911	226,984	185,927	329,943	179,386	150,557	252,006	128,652	123,354
Crushing and Screening		21,895	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	268,564	468,618	245,395	223,223	375,210	203,676	171,534	286,841	146,698	140,143
Costs of sales	1,2	(227,778)	(390,479)	(208,963)	(181,516)	(320,753)	(173,005)	(147,748)	(243,978)	(124,572)	(119,406)
Gross profit		40,787	78,139	36,432	41,707	54,457	30,671	23,786	42,863	22,126	20,737
General and administration	2	(11,494)	(22,846)	(9,664)	(13,182)	(19,424)	(12,244)	(7,180)	(12,734)	(6,155)	(6,579)
EBITDA		29,292	55,293	26,768	28,525	35,033	18,427	16,606	30,129	15,971	14,158
EBITDA Margin		10.9%	11.8%	10.9%	12.8%	9.3%	9.0%	9.7%	10.5%	10.9%	10.1%
Depreciation		(19,444)	(34,188)	(18,920)	(15,268)	(23,373)	(12,458)	(10,915)	(21,300)	(10,408)	(10,892)
Loss on Sale of Assets		(1,164)	(943)	(178)	(765)	(6,963)	(6,890)	(73)	(86)	(86)	
EBIT		8,684	20,162	7,670	12,492	4,697	(921)	5,618	8,743	5,477	3,266
EBIT Margin		3.0%	4.3%	3.1%	5.6%	1.3%	(0.5%)	3.3%	3.0%	3.7%	2.3%
<b>Balance Sheet</b>											
Net Assets		\$135.8m	\$130.8m	n/a	\$126.1m	\$118.1m	n/a	\$119.0m	\$116.3m	n/a	\$113.5m
Net Debt (Inc Operating Leases)		\$77.5m	\$56.6m	n/a	\$52.0m	\$54.1m	n/a	\$65.2m	\$64.2m	n/a	\$63.0m
NTA/Share		<b>102</b> c	<b>100</b> c	n/a	94c	89c	n/a	89c	89c	n/a	85c

#### 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.