## IMDEX Limited ABN 78 008 947 813 216 Balcatta Road, Balcatta WA 6021 Australia PO Box 1262, Osborne Park WA 6916 Australia

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22 June 2020

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

Dear Sir/Madam

### **UBS Investor Presentation**

Please find attached the UBS Investor Presentation to be presented later today.

Authorised by

**Paul Evans** 

**Company Secretary** 

**Imdex Limited** 

# **UBS**Investor Presentation

**JUNE 2020** 

PAUL HOUSE - CHIEF OPERATING OFFICER
AND INCOMING CHIEF EXECUTIVE OFFICER
PAUL EVANS - CHIEF FINANCIAL OFFICER & COMPANY SECRETARY

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### Presentation Overview



**COMPANY OVERVIEW** 

**COVID19 EVENT - OUR RESPONSE AND OUR MARKET** 

**FUTURE INDICATORS AND OPPORTUNITIES** 

**HOW WE ARE GROWING OUR BUSINESS** 

**OUTLOOK AND SUMMARY** 



## **COMPANY OVERVIEW**

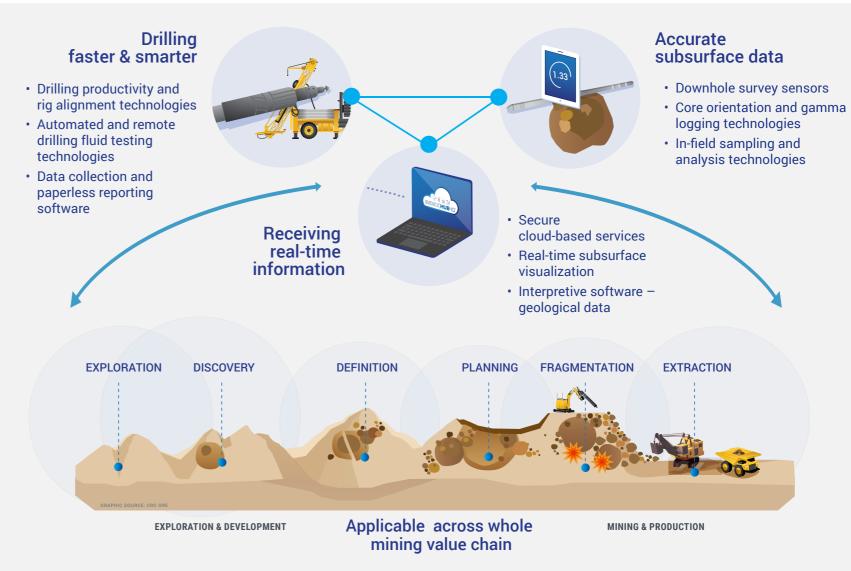
A leading global Mining-Tech company.

Enabling successful and cost-effective operations, from exploration to production.

# What Our Technologies Do Enable successful cost-effective operations



We develop cloud-connected sensors and drilling optimisation products to improve the process of identifying and extracting mineral resources globally.







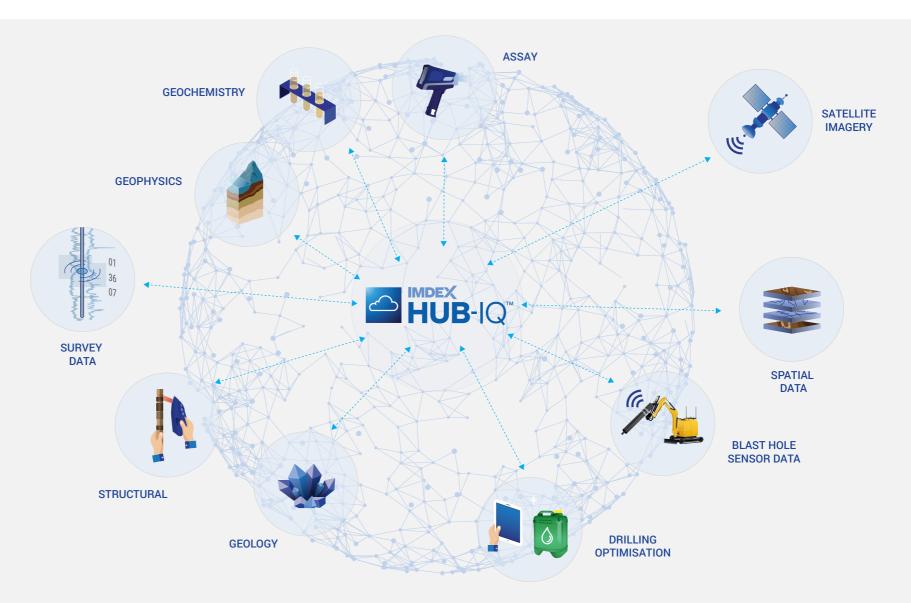
**STRONG IP PROTECTION** 

**LEADING TECHNOLOGIES** 

**END-TO-END** CONNECTED **SOLUTIONS** 

**FIRST-MOVER ADVANTAGE** 

**GLOBAL PRESENCE** 

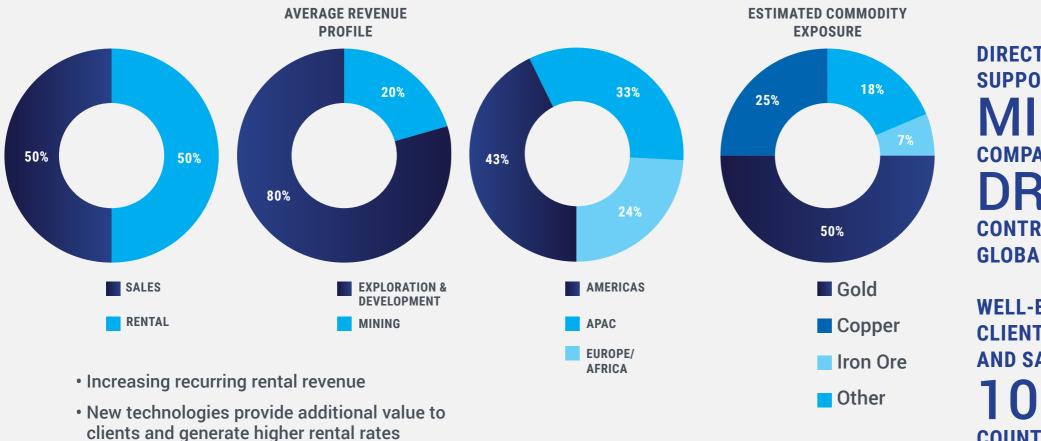


## **Business Model**Revenue, client and geographic profile

Increasing revenue from mining

and production phase - less cyclical





SUPPORTING MAJOR

MINING

COMPANIES AND

DRILLING

CONTRACTORS
GLOBALLY

WELL-ESTABLISHED CLIENT NETWORK AND SALES IN 102 COUNTRIES

## A Leading Mining-Tech Company Building solid and sustainable growth



## **CORE BUSINESS**

CONSISTENTLY OUTPERFORMING MARKET CONDITIONS

1H17 - 1H20 REVENUE CAGR

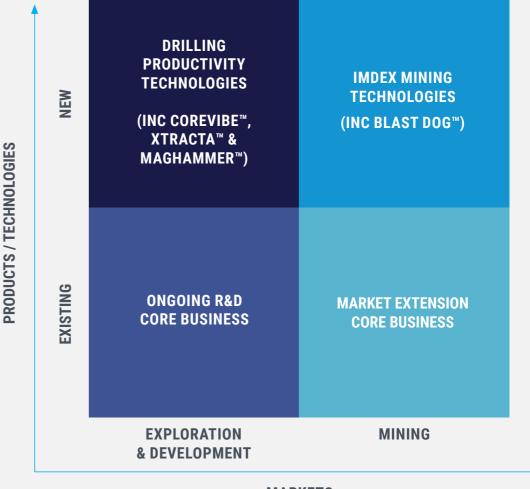
**16%** 

1H20 UNDERLYING EBITDA MARGIN

22%

TO%
OF MINERAL DRILLING
PROJECTS GLOBALLY





MARKETS

### Performance Update Strong growth YTD March 2020



1H20



3Q20



4Q20

STRONGEST DECEMBER AND HALF-YEARLY REVENUE

**SEVEN CONSECUTIVE HALVES OF** 

### **EBITDA GROWTH**

INCREASING PERCENTAGE OF RENTAL REVENUE – HIGHER GROSS MARGINS

**CASH FLOW FROM OPERATIONS** 

\$21м

NET CASH

\$25.5м

WORKING CAPITAL RATIO 30C FOR EVERY INCREMENTAL DOLLAR OF REVENUE STRONGEST MARCH

## REVENUE ON RECORD

**STRONGEST 3Q REVENUE ON RECORD** 

UP 11% on 3Q19

NUMBER OF INSTRUMENTS ON RENT AT 31 MARCH

UP 11% ON PCP

REVENUE AND EARNINGS
IMPACTED IN 4Q20 BY COVID19

COVID19 BUSINESS DISRUPTION STABILISED – LATE APRIL

### HEIGHTENED DEMAND AND OPPORTUNITY

FOR TECHNOLOGIES THAT SUPPORT REMOTE WORKING

MONTH-ON-MONTH IMPROVEMENT IN REVENUE AND EARNINGS

NUMBER OF INSTRUMENTS ON RENT AT 19 JUNE - 14% OFF PRE-COVID19 PEAK



## **COVID19 EVENT**

# Our Response and Our Market

### Our Response Two key commitments





## Protecting our People

- Crisis Management Teams in frequent contact with clients
- Adhering to recommendations by WHO, Government and health departments – globally
- All employees and immediate families
   24/7 access to Employee Assistance
   Program
- Seamless transition to employees working from home, leveraging Digital Transformation Program investment



- No impact to supply chain
- Manufacturing and service levels maintained to meet demand
- 100% client support delivered
- Cost management benefiting from digital transformation, focus on supply chain and match-fit program
- Strong balance sheet and net working capital
- CAPEX correlates with client demand
- Maintaining R&D competitive advantage

# Our Market Monitoring four key risks - current outlook positive

Region / Country



### **IMDEX COVID19 OPERATIONS CONTINUITY STATUS**

Region / Country	Preparedness	Restrictions	
		Start	End
Asia Pacific			
Australia - WA			
Australia - Qld			
Australia - NSW			
Australia - Vic		29-Mar	
Australia - SA			
New Zealand			
Indonesia		27-Apr	
Philippines		12-Mar	
North America			
Canada - Ontario			
Canada - Quebec			
United States - California		19-Mar	
United States - Utah			
United States - Nevada			
United States - Arizona			
Mexico		30-Mar	
South America			
Chile		18-May	
Brazil		Varies	
Peru		15-Mar	30-Jun
Argentina		19-Mar	30-Jun

negion / country	Frepareuness	nesti	Restrictions	
		Start	End	
Africa & Middle East				
South Africa		26-Mar		
Ghana				
Europe				
United Kingdom		24-Mar		
Germany		13-Mar		
No Lockdown	Individuals are encouraged to remain home as much as possible. Some restrictions apply, but IMDEX may continue to operate.			
No Lockdown (regulated)	Individuals are encouraged to remain home as much as possible. IMDEX may continue to operate subject to strict or explicit regulation on infection controls in the workplace.			
Soft Lockdown	Individuals are ordered to remain home as much as possible, but do not require a lawful excuse to leave the home. Some businesses are required to close, IMDEX may be able to continue to operate.			
Hard Lockdown (exempted)	Individuals must remain at home, and require a lawful excuse to go out (e.g. traveling to work). Nonessential businesses must close but IMDEX has an exemption to continue to operate.			
Hard Lockdown (not exempted)	Individuals must remain excuse to go out. IMDEX close workplace operation maintenance.	( has no exempt	ion and must	

Preparedness

Restrictions

### **COVID19 FOUR KEY RISKS**

- 1. Government mandated restrictions impacting exploration and mining
- 2. Company policy of clients
- 3. Response to secondary infections
- 4. Underlying mining industry fundamentals

### **KEY CHANGES IN LAST 8 WEEKS:**

- RAPID RECOVERY IN NORTH AMERICA
- SLOWER RECOVERY IN SOUTH AMERICA
- ORDERLY RESPONSE IN WEST AFRICA
- RESTRICTIONS LIFTING IN SOUTH AFRICA

## **External Response** What our clients are saying





Clients intend to sustain operations and are finding ways to keep operating

### Short-term focus on:







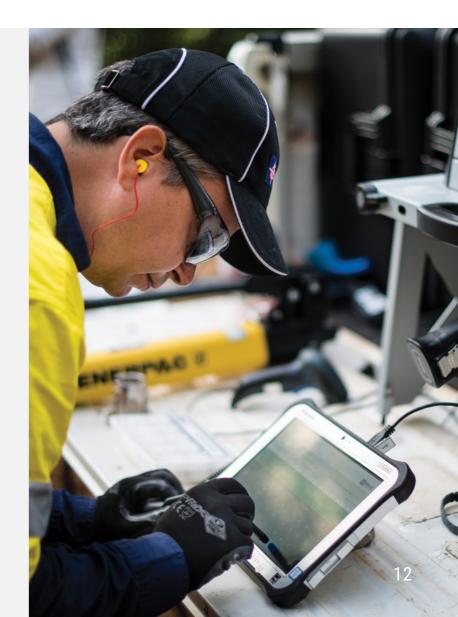
- Prioritizing near-mine and production projects - the majority of IMDEX's exposure
- Ensuring compliance with short-term **Government mandated restrictions**



Junior activity outlook is higher than expected, and rising compared to the last 3 years

This is outside of expectations, and driven by better than expected capital raising and strong commodity prices, most notably gold







# FUTURE INDICATORS AND OPPORTUNITIES

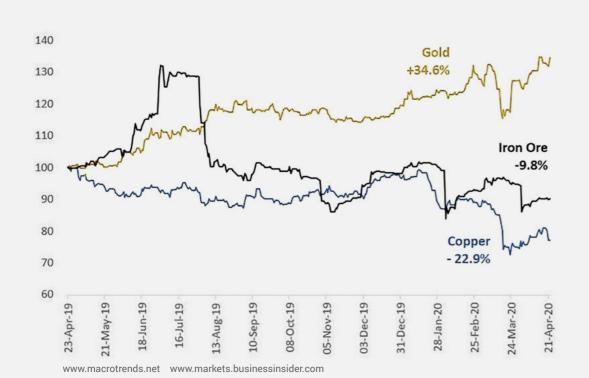
## **Future Indicators**Fundamentals unchanged



### S&P REVISED SHORT-TERM FORECAST FOR EXPLORATION ACTIVITY IN DIRECT RESPONSE TO COVID19 - 9 APRIL 2020

 CY20 DOWN ~29% ON CY19 (PREVIOUSLY UP 0% - 5%)

### IMDEX VIEW: FASTER RECOVERY THAN ANTICIPATED



The fundamentals underpinning IMDEX's business growth continue to be strong



The major and intermediate resource companies have strong balance sheets



Reserves are being depleted at a faster rate than discoveries



New discoveries are likely to be under cover and at depth resulting in larger drilling campaigns



Resource companies are embracing innovation and new technologies to lower costs, increase safety and achieve greater productivity



Commodity exposure 80% gold, copper and iron-ore

# Heightened Opportunities Accelerating positive structural change





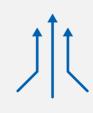
Demand for IMDEXHUB-IQ™ cloud-based technologies and software is increasing



Training via online learning platform IMDEX Academy



Solutions support clients to work remotely, efficiently, securely and safely – key components of IMDEX's value proposition



Establishing new efficient ways of working – internally and with clients – beneficial for the long-term



24/7 support via Customer Care Portal



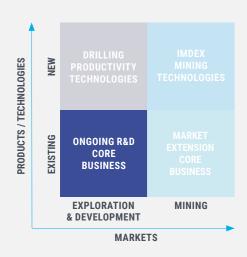
Lowering cost to manage business – gross and net margin improvement



# HOW WE ARE GROWING OUR BUSINESS







## 58 OF TOP 100

CLIENTS ARE CONNECTED TO IMDEXHUB-IQ™ **UP FROM 49 AT JUNE 19** 

IMDEXHUB-IQ™ CONNECTED CLIENTS GENERATE

## 60% MORE REVENUE

FOR IMDEX THAN NON-CONNECTED CLIENTS

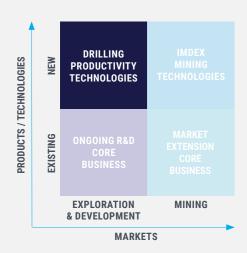
**IMDEXHUB-IQ™** CONNECTED **INSTRUMENTS** UP 53% ON PCP



## **Drilling Productivity Technologies**Product Extension



restarted





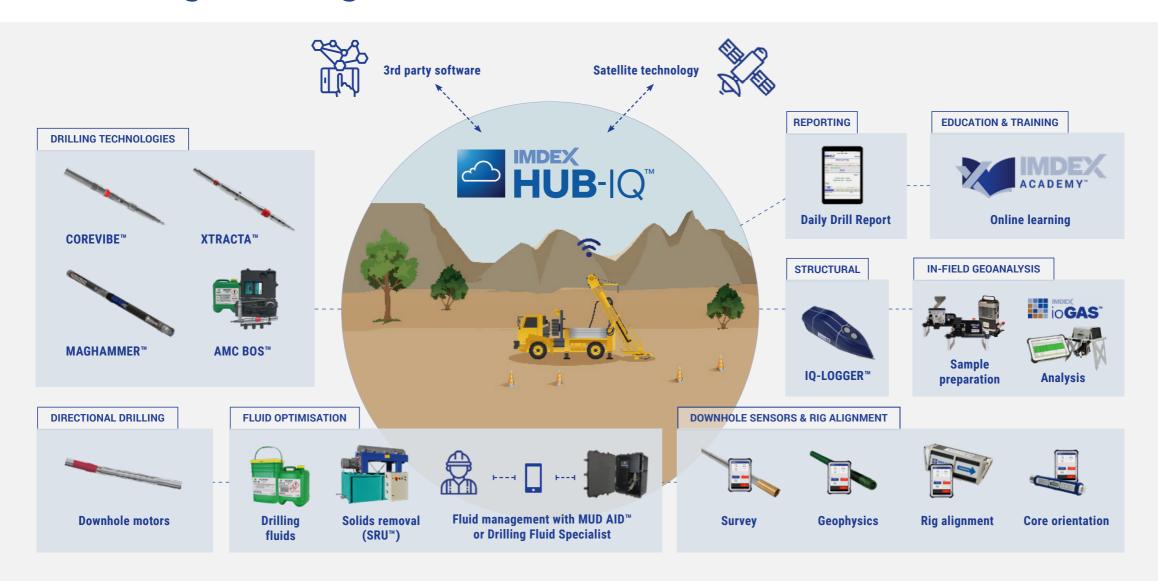
Achieves high penetration rates

Significant safety, cost and environmental benefits

compared to conventional coring

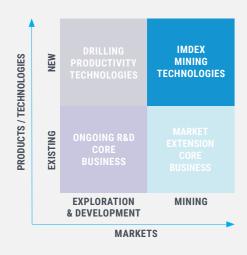
# The Optimised Drill Site Delivering clients greater economic value





### Mining Technologies Market Extension - BLASTDOG™



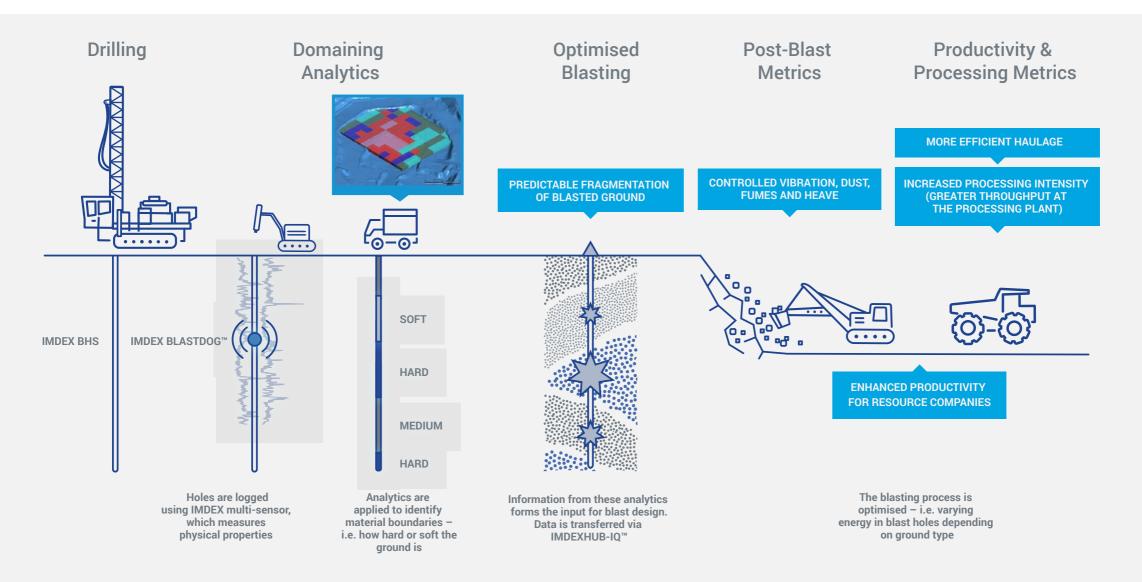


# Optimising blasting outcomes based on high-resolution 3D material models and material tracking in pit

**Client Benefits Progress Update**  Maximises revenue by increasing Set up test site near BLASTDOG™ mine to mill efficiency Brisbane Predictable fragmentation of Continuing to refine blasted ground sensors and undertake further testing Greater throughput at the processing plant Strong progress on automated data Less dilution integration and Controlled vibration, dust, fumes visualization and heave Enhances safety

## Mining Technologies - BLASTDOG™ Optimised blasting and material tracking





# Mining Technologies On track with development







### **IMDEX AMC BHS™**

- STABLISES
  BLAST HOLES
- REDUCES COSTLY RE-DRILLS
- REDUCES DUST

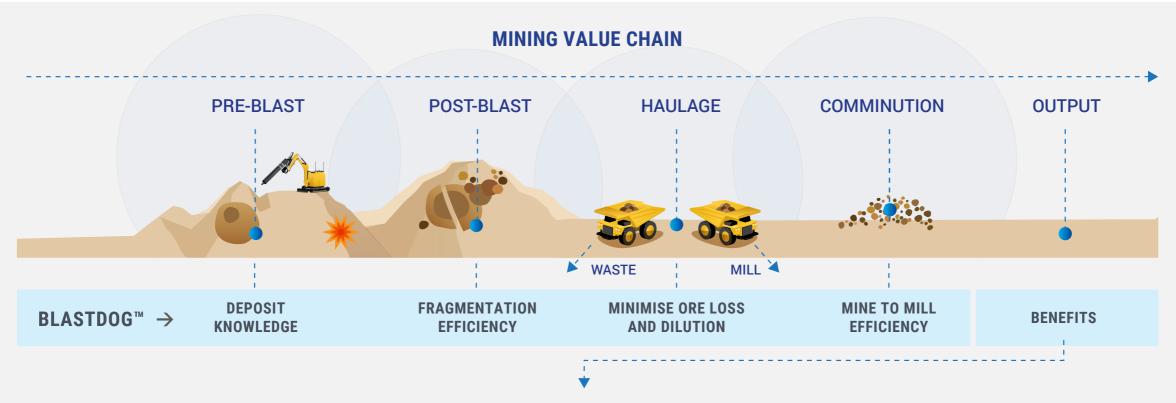
CURRENT TRIAL WITH IMDEX AMC BHS™

CURRENT TRIAL WITHOUT IMDEX AMC BHS™

**IMDEX AMC BHS™** 

## Mining Technologies - BLASTDOG™ Importance of total deposit knowledge





SIGNIFICANT PRODUCTIVITY, COST AND SAFETY BENEFITS INCLUDING A

"There have been numerous studies which have demonstrated that AG/SAG mill throughput can be increased by 15–20% as a result of changed blasting practices" ↑ 15 - 20%

GAIN IN MINE TO MILL EFFICIENCY

MCKEE 2013, Understanding Mine to Mill, CRCORE



## OUTLOOK & SUMMARY

# Positive Growth Outlook Solid underlying industry fundaments





Major and intermediate resource companies – strong balance sheets and focused on replacing reserves



Resource companies embracing technologies to find new ways of working



New discoveries under cover and at depth – more drilling and longer development times



Strong gold price

The gold industry must invest \$54bn in new production by 2025 on greenfield (new) projects and mine restarts over the next five years to maintain production at current levels, Wood Mackenzie reports. stockhead.com.au

## IMDEX Today A stronger resilience business





More sophisticated product portfolio - IMDEXHUB-IQ™ connected technologies and software



Increasing revenue from resource companies - directly and indirectly



Exciting pipeline of new technologies that enhance value and rock knowledge for clients



Increasing revenue from the production phase - less-cyclical



Digital transformation enabling new efficient ways of working for the long-term



Growing business at above industry rates

## Why IMDEX?

### Positioned to deliver attractive returns





Strong balance sheet and platform to delivery recurring revenue Strong cash flow from operations



Compelling opportunities for long-term revenue and earnings growth – core business and market extension



Market leading patent protected technologies that act as a barrier to entry and position business for further growth



Established global company

– ability to leverage extensive
client network and achieve
economies of scale

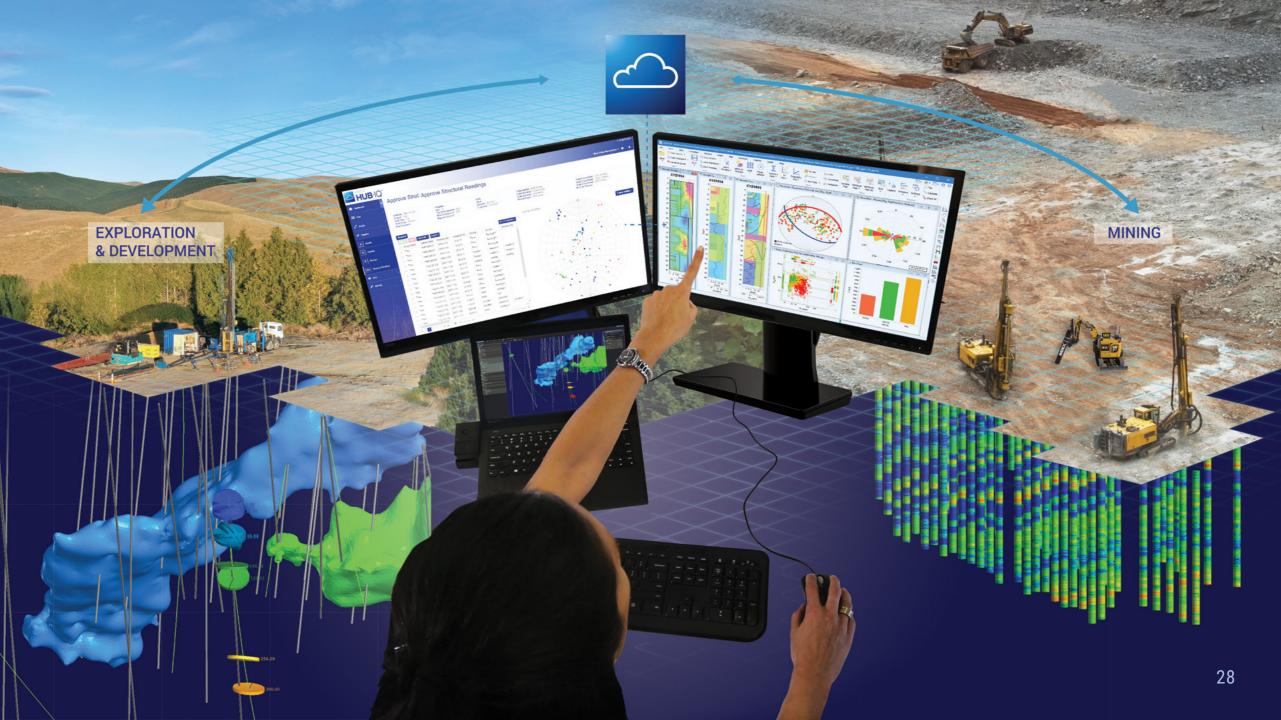


Expanding market share, driven by an unrivalled range of technologies and the benefits of being the first mover to cloud-enabled instruments



Strong leadership team

– successful track record of
developing and commercialising
technologies in all market
conditions



## Thank you

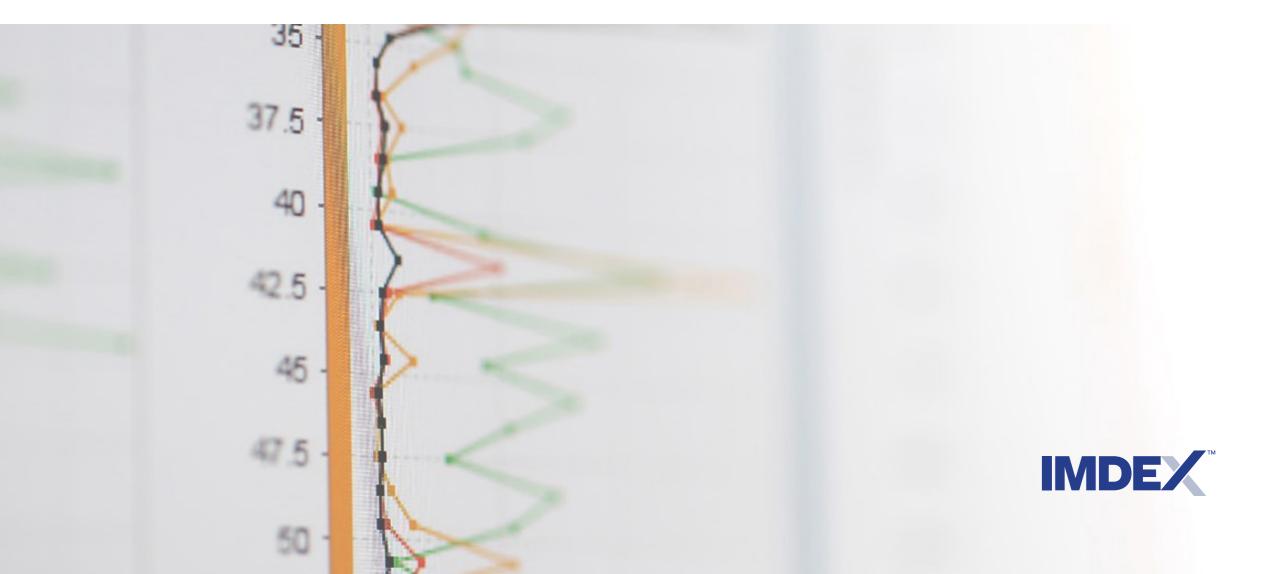
THIS PRESENTATION HAS BEEN PREPARED BY IMDEX LIMITED ("THE COMPANY"). IT CONTAINS GENERAL BACKGROUND INFORMATION ABOUT THE COMPANY'S ACTIVITIES CURRENT AS AT THE DATE OF THE PRESENTATION. IT IS INFORMATION GIVEN IN SUMMARY FORM AND DOES NOT PURPORT TO BE COMPLETE. THE DISTRIBUTION OF THIS PRESENTATION IN JURISDICTIONS OUTSIDE AUSTRALIA MAY BE RESTRICTED BY LAW AND YOU SHOULD OBSERVE ANY SUCH RESTRICTIONS. THIS PRESENTATION IS NOT (AND NOTHING IN IT SHOULD BE CONSTRUED AS) AN OFFER, INVITATION, SOLICITATION OR RECOMMENDATION WITH RESPECT TO THE SUBSCRIPTION FOR, PURCHASE OR SALE OF ANY SECURITY IN ANY JURISDICTION, AND NEITHER THIS DOCUMENT NOR ANYTHING IN IT SHALL FORM THE BASIS OF ANY CONTRACT OR COMMITMENT. THE PRESENTATION IS NOT INTENDED TO BE RELIED UPON AS ADVICE TO INVESTORS OR POTENTIAL INVESTORS AND DOES NOT TAKE INTO ACCOUNT THE INVESTMENT OBJECTIVES, FINANCIAL SITUATION OR NEEDS OF ANY PARTICULAR INVESTOR. THESE SHOULD BE CONSIDERED, WITH OR WITHOUT PROFESSIONAL ADVICE, WHEN DECIDING IF AN INVESTMENT IS APPROPRIATE. THE COMPANY HAS PREPARED THIS PRESENTATION BASED ON INFORMATION AVAILABLE TO IT, INCLUDING INFORMATION DERIVED FROM PUBLICLY AVAILABLE SOURCES THAT HAVE NOT BEEN INDEPENDENTLY VERIFIED. NO REPRESENTATION OR WARRANTY, EXPRESS OR IMPLIED, IS MADE AS TO THE FAIRNESS, ACCURACY, COMPLETENESS, CORRECTNESS OR RELIABILITY OF THE INFORMATION, OPINIONS AND CONCLUSIONS EXPRESSED ANY STATEMENTS OR ASSUMPTIONS IN THIS PRESENTATION AS TO FUTURE MATTERS MAY PROVE TO BE INCORRECT AND DIFFERENCES MAY BE MATERIAL. TO THE MAXIMUM EXTENT PERMITTED BY LAW, NONE OF THE COMPANY, ITS DIRECTORS, EMPLOYEES OR AGENTS, NOR ANY OTHER PERSON ACCEPTS ANY LIABILITY, INCLUDING, WITHOUT LIMITATION, ANY LIABILITY ARISING FROM FAULT OR NEGLIGENCE ON THE PART OF ANY OF THEM OR ANY OTHER PERSON, FOR ANY LOSS ARISING FROM THE USE OF THIS PRESENTATION OR ITS CONTENTS OR OTHERWISE ARISING IN CONNECTION WITH IT.

FOR FURTHER INFORMATION PLEASE CONTACT:

KYM CLEMENTS IRO & CORPORATE COMMUNICATIONS KYM.CLEMENTS@IMDEXLIMITED.COM



# Appendices



## IMDEX Board Committed to driving growth strategy





Mr Bernie Ridgeway Managing Director Ms Sally-Anne Layman Non-Executive Director Mr Anthony Wooles
Non-Executive Chairman

Mr Ivan Gustavino
Non-Executive Director

Mr Kevin Dundo Non-Executive Director

## **Executive Leadership Team**Successful track record





Bernie Ridgeway Managing Director



Paul Evans CFO & Company Secretary



Paul House Chief Operating Officer



Mathew Regan Chief Information and Transformation Officer



Michelle Carey
Global Manager – IMDEX
Product Development



Dave Lawie
Chief Geoscientist / Chief
Technologist - Mining Solutions



Tim Price
General Manager – IMDEX
Product Research



Sarah Standish IMDEX General Counsel



Kingsley Weber Human Resources Director



Derek Loughlin Global Business Development Director

# **Established Global Business**In all the key mining regions of the world





STRONG MARKET PRESENCE ON

70%
OF MINERAL
DRILLING PROJECTS
GLOBALLY

102
COUNTRIES

## **ESG**Achievements & Areas of Focus



### **SAFETY & QUALITY**

- Improving safety performance
- Enhancing visible safety leadership
- Improving systems and compliance
- Implementing technology solutions iAuditor and risk software
- Enhancing employee training and education
- Maintained ISO 9001 certification

### **ENVIRONMENTAL**

- Increasing number of solids removal units on rent –
   smaller site footprint and significant water reduction
- Marketing a range of bio-degradable drilling fluids
- Improving operational efficiencies for clients to reduce wastage and consumption

### **GOVERNANCE & ECONOMIC**

- Developed Conflict of Interest Policy and process for disclosing and managing conflicts
- Annual employee ethics training and certification
- Annual employee anti-bribery and anti-corruption training
- Implementing revised risk, compliance and legal framework
- Updated employee Code of Conduct and annual training
- Updated Speak-Up policy and reporting app
- Achieved ISO/IEC 27001:2013 creditation

### SOCIAL

- Implemented Supplier Code of Conduct to align with IMDEX's transparent, safe and ethical procurement practices
- Enhanced anti-bribery & anti-corruption framework

# **External Response**What our clients are saying



of course, the immediate test-case in our ability to adapt with pace is Covid-19 related, but as I mentioned earlier we think this rapid response to changing conditions may become the norm. And what Covid has shown us, is that we can do it...

We also re-shaped our products at some operations in a week to fit with changing customer requirements. I am absolutely loving the agile new Rio Tinto and there are some recent gains we want to lock in....

J-S JACQUES
CHIEF EXECUTIVE RIO TINTO
BANK OF AMERICA GLOBAL METALS, MINING AND
STEEL CONFERENCE
12 MAY 2020

operational and financial delivery were on plan despite the fact that the group's prime focus during the latter part of the quarter had been on ensuring the safety of Barrick's people, communities and business in the face of the novel coronavirus pandemic, while also coping with the restrictive conditions imposed by governments.

MARK BRISTOW CEO BARRICK 7 MAY 2020

efficiently ramp-up mining operations in a timely manner. As of May 4, 2020, operations representing approximately 90 percent of our planned 2020 production are operating.

NEWMONT 1Q20 RESULTS 5 MAY 2020 Our operations continue to run well. The changes we have put in place have resulted in the deferral of non-critical activity.

Our supply chains remain open and we have adequate supplies to operate and maintain critical equipment, with alternative suppliers identified for many of these.

Our financial position is strong....
This strong position, combined with our low-cost operations, means our business is resilient and expected to generate solid cash flow through the cycle.

We are in a differentiated position to be able to continue to provide regional jobs, products to customers and payments to suppliers. In doing so, we can help underpin continued economic activity.

BHP 21 APRIL 2020