HD Hughes Drilling

the experience, expertise and equipment to get the job done



Investor Presentation

March 2015



Executive Summary

Financial

- Sales Revenue has increased to \$54.5m in 1H15 from \$39.1m in 1H14.
- NPAT has increased to \$6.5m in 1H15 from \$4.5m in 1H14.
- Cash Flow from Operations has increased to \$11.5m in 1H15 from \$3.8m in 1H14.
- Cash Flow Conversion rate of 90% in 1H15.

Operating

- Awarded significant new contracts with BHP, Glencore, Mineral Resources, FMG, Water Corporation, Sirius Resources, and tier one local governments.
- Awarded contract extensions with Ramelius Resources, BMA Poitrel, Anglo American, Jellinbah Resources and Yarrabee Coal Company.
- Express Hydraulics is the drill rig refurbishment provider of choice in the Bowen Basin for the Blue Chip Mine Operators.

Strategic

- Continue to open up new markets for Reichdrill.
- Added Hughes Equipment Hire division to the Group.
- Expanding the service offering of Express Hydraulics.
- Broadening exposure to oil and gas market.
- Focused on providing cost saving solutions for our customers.



Company Overview

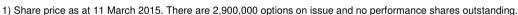




Register Composition

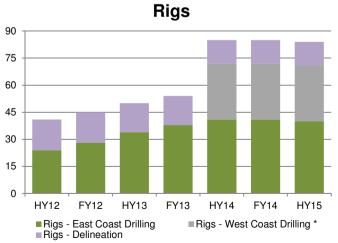
Corporate Profile

Capital Structure Australian Exchange Ticker: ASX:HDX Share price(1) 15.5 cents Shares on issue(1) 209.0m **Market capitalisation** \$32.4m Debt⁽²⁾ \$42.0m Cash(2) (\$4.6m) **Enterprise value** \$69.8m

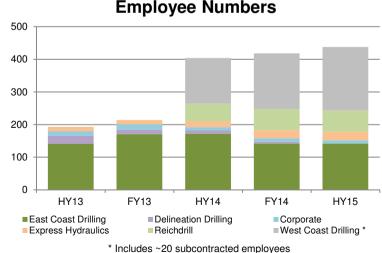


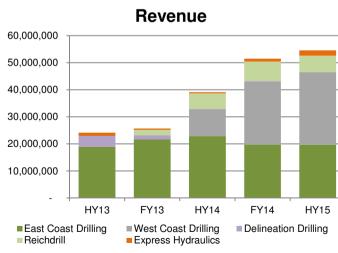
²⁾ Debt & cash balance as at 28 February 2015. Cash net of overdraft.





* 23 owned rigs and 8 hired rigs





^{*} Only 3 month revenue contribution from JSW in HY14



Key Assets & Operations

East Coast Contract Drilling

Reichdrill

Express Hydraulics

Hughes Equipment Hire

West Coast Contract Drilling



QUALITY DRILLING EQUIPMENT A DIVISION OF HUGHES DRILLING LTD



Business Overview

Kev Assets &

Operations

Production drilling: Blast hole drilling in pit for open cut coal.

Manufacture, sales and distribution of Reichdrill drilling rigs, drilling consumables and spares.

Sales and distribution of drilling consumables and spares. Drill rig service and maintenance provider. Hire of mobile compressors of varying volumes and pressures and 6-in-1 welding units.

Production related blast hole drilling, grade control, delineation drilling, mine dewatering, paste and UG service holes, casing advance, geo-thermal, BOP and water services.

38 Production Rigs:

- 18 x Reichdrill C750D
- 18 x Reichdrill C700G
- 2 x Reichdrill C550DII

4 x Terex GD5000

15 Delineation Rigs:

- 2 x Boart Longvear LF90
- 3 x Boart Longyear LF90D
- 1 x Boart Longyear LF230

- 1 x Ingersoll Rand T4

- 1 x McCulloch 800 MKII

- 1 x Warman 600
- 1 x Warman 650 Hybrid
- 1 x Atlas Copco CS14
- 3 x Atlas Copco CT14
- 1 x Atlas Copco ROC306

Global client base:

- USA
- Canada
- Australia
- France
- North West Africa
- Southern Africa
- Former Soviet Union
- Indonesia
- South East Asia

Distributors for:

- Reichdrill
- Torquato
- Sullivan Palatek
- Thompson International
- Halco
- Ryco
- N&N Drilling
- Vanair
- Donaldson Filtration
- Bob Bit
- Omega
- Longhorn Drilling

40 Compressors:

- 6 x 375cfm/150psi
- 16 x 900cfm/150psi
- 6 x 1300cfm/150psi
- 4 x 1150cfm/150psi
- 3 x 210cfm/150psi
- 1 x Vanair 80cfm
- 4 x 1150/900cfm / 350/500psi

5 Welding Units:

- 1 x Vanair 6-in-1
- 4 x Vanair 5-in-1

Several makes of handheld pneumatic drilling tools

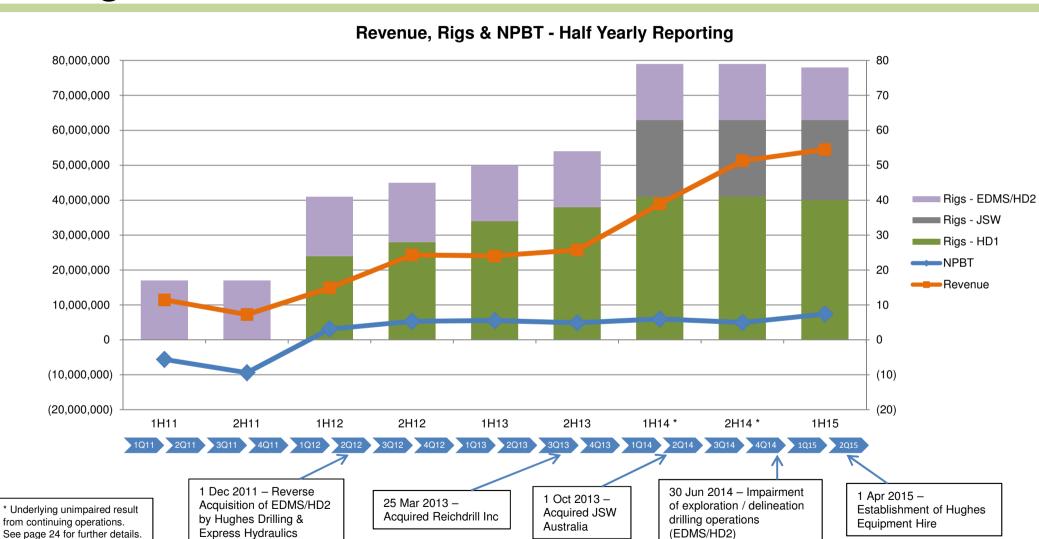
31 Rigs:

- 2 x Reichdrill C700D
 - 2 x Strange Drilling SD1000
- 1 x Strange Drilling SD200
- 1 x Strange Drilling SD400
- 1 x Strange Drilling SD800
- 1 x Strange DrillingSD850
- 1 x Globe Drill SD350
- 2 x Globe KAL500-CP8
- 1 x Miller Mining SD450
- 1 x UDR RCD450
- 2 x UDR RCD250
- 3 x Atlas Copco TH60-70DH 1 x Atlas Copco RD20 (1#)
- 4 x Atlas Copco D65 (4#)
- 4 x CAT CPA XTEND (2#)
- 1 x Vermeer D100x120
- 1 x Cubex QRX920 (1#)
- 1 x Specialist Rig
- 1 x Hydco Intl 1200H

(Note: Eight (8#) rigs on hire)

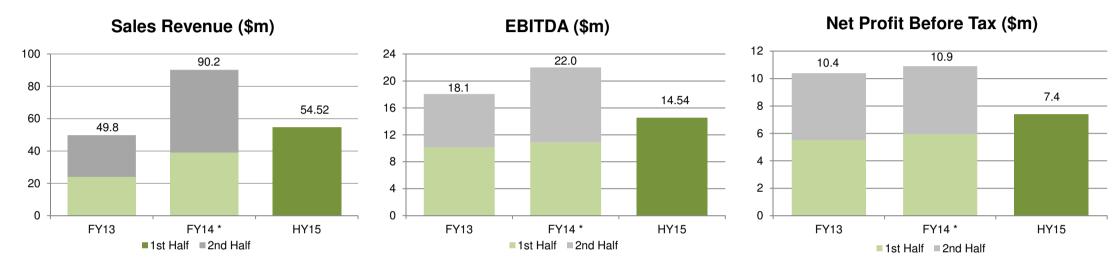


Significant Milestones

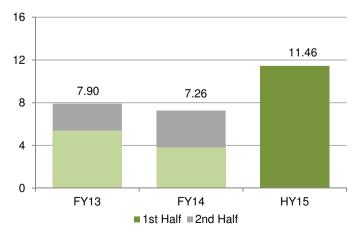




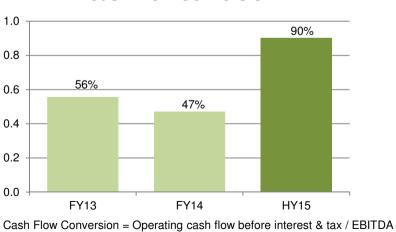
Historical Performance



Operating Cash Flow (\$m)



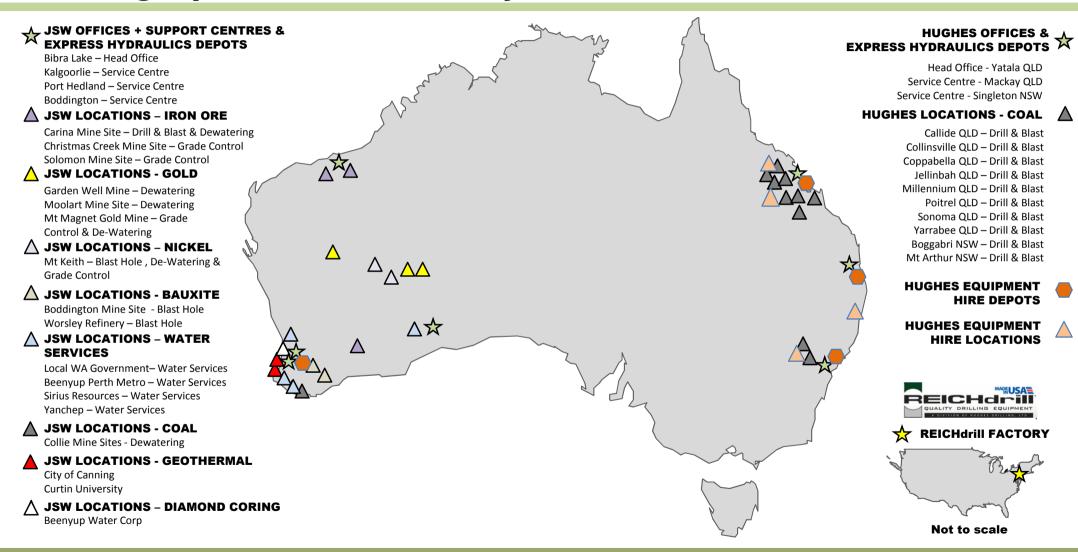
Cash Flow Conversion



* Underlying unimpaired result from continuing operations. See page 24 for further details.



Geographic & Commodity Diversification





Financial Overview





1H15 Performance

Revenue

1H15 growth reflects:

- Stable East Coast Contract Drilling revenue.
- Full 6 month revenue contribution from West Coast Contract Drilling.

Margins

 EBITDA and subsequent margins maintained through proactive management of operating costs.

Continuing operations from established clients

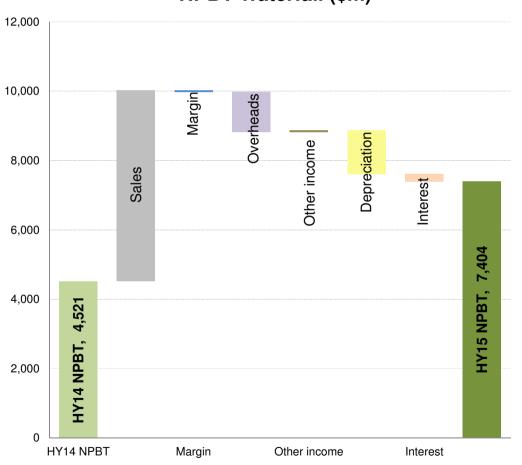
- East Coast Production Drilling: Stable blue chip client base with mines generally lower on the cost curve. Low counter party risk.
- Reichdrill: Revitalisation/renewal of the global distribution network (USA, Africa, Indonesia, South America) is delivering an order book dominated by third party clients (USA and Africa in particular).
- West Coast Contract Drilling: Stable blue chip client base with mines generally lower on the cost curve. Low counter party risk. Solid forward order book.
- Express Hydraulics has established itself in Central Queensland as the premier drill rig repair and maintenance centre. Revenue continues to grow month on month with key clients being Peabody and Rio Tinto.

| Profit & Loss | 31 Dec 2014 | 31 Dec 2013 | % Change |
|---------------|-------------|-------------|----------|
| Revenue | 54.5 | 39.1 | 39.5% |
| EBITDA | 14.5 | 10.2 | 42.3% |
| EBITDA Margin | 26.7% | 26.1% | 2.0% |
| EBIT | 9.1 | 6.0 | 51.1% |
| EBIT Margin | 16.6% | 15.3% | 8.4% |
| NPBT | 7.4 | 4.5 | 63.8% |
| NPAT | 6.5 | 4.5 | 44.7% |
| NPAT Margin | 12.0% | 11.6% | 3.4% |



Net Profit Before Tax Analysis





| NPBT movement due to: | | | | |
|-----------------------|----------------|--|--|--|
| Sales increase | \$ 5.5m | | | |
| Margin decrease | \$0.04m | | | |
| Overhead increase | \$1.2m | | | |
| Other Income increase | \$0.05m | | | |
| Depreciation increase | \$1.3m | | | |
| Interest increase | \$0.2m | | | |



Balance Sheet

Increase in inventory reflects:

- Growth of production drilling contracts.
- Growth of Water Boring contracts.
- · Growth in Express Hydraulics work in progress.
- Addition of Reichdrill inventory and growth to match increase spare parts sales.

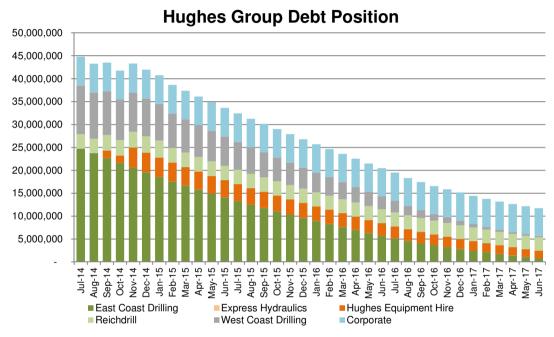
Average age of rig fleet:

- Average age of rig fleet is 3.9 years.
- Average rig life is 11 to 14 years.

| Balance sheet | 31 Dec 2014 | 30 Jun 2014 |
|-------------------------------|-------------|-------------|
| Cash and cash equivalents | 1.3 | 0.4 |
| Trade and other receivables | 18.4 | 18.1 |
| Inventories | 43.9 | 37.8 |
| Other | 2.0 | 0.2 |
| Current assets | 65.6 | 56.5 |
| Property, plant and equipment | 68.3 | 63.6 |
| Deferred tax asset | 3.7 | 4.2 |
| Intangible assets | 8.0 | 8.0 |
| Non-current assets | 80.0 | 75.8 |
| TOTAL ASSETS | 145.5 | 132.3 |
| Trade and other payables | 22.4 | 19.2 |
| Bank overdraft | 6.0 | 4.3 |
| Borrowings | 24.0 | 24.2 |
| Provisions | 2.4 | 1.8 |
| Current liabilities | 54.8 | 49.5 |
| Borrowings | 18.0 | 17.7 |
| Provisions | 0.7 | 0.5 |
| Non-current liabilities | 18.7 | 18.2 |
| TOTAL LIABILITIES | 73.4 | 67.7 |
| NET ASSETS | 72.1 | 64.5 |

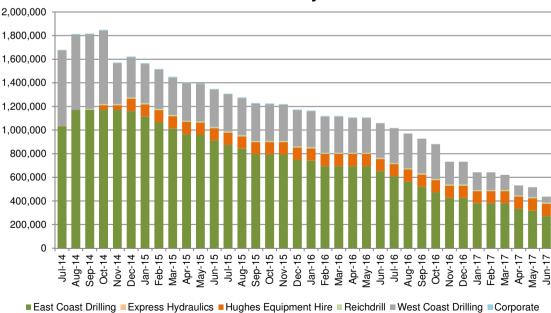


Debt Management



- Hughes' has maintained its continued focus on debt reduction, through the aggressive pay back of Equipment Hire Purchase finance.
- Additional low rate Hire Purchase finance facilities were utilised in 1H15 for the:
 - Establishment of the Hughes Equipment Hire Division \$4.4m
 - CAPEX on Drill Rigs \$4.5m.

Hughes Group Equipment Finance Repayment Summary





Cash Flow

1H15 Cash Flow

- Operating Activities: The net cash generated by operating activities increased to \$11.5m in 1H15 from \$3.8m in 1H14, this is due to:
 - Increased revenue base.
 - Stable 6 months of operations.
 - Proactive focus on cost management.
- **Investing Activities:** The net cash used in investing activities increased to \$11.9m in 1H15 from \$9.6m in 1H14 due to:
 - · CAPEX invested in the drill rig fleet.
 - CAPEX invested in the ancillary drilling equipment.
 - Establishment of the hire equipment fleet.
- **Financing Activities:** The net cash used in financing activities increased to \$0.3m in 1H15 from generating \$0.3m in 1H14, due to the net pay back of debt.

| Cash Flow | 31 Dec 2014 | 31 Dec 2013 |
|--|-------------|-------------|
| Receipts from customers | 54.9 | 36.8 |
| Payments to suppliers and employees | (41.8) | (31.5) |
| Other | (1.7) | (1.6) |
| Net cash (used in) / generated by operating activities | 11.5 | 3.8 |
| Purchase of plant and equipment | (11.9) | (6.8) |
| Proceeds from sale of plant and equipment | - | 0.4 |
| Net movement in intangible assets | - | - |
| Net cash acquired from subsidiary | - | (0.7) |
| Payment for acquisition of subsidiary | - | - |
| Loans advanced to related party | - | (2.5) |
| Net cash used in investing activities | (11.9) | (9.6) |
| Net proceeds from issue of shares | - | - |
| Non controlling interest contribution | - | - |
| Payment for capital raising costs | - | (0.2) |
| Proceeds from borrowings | 9.0 | 9.6 |
| Repayment of borrowings | (9.3) | (9.3) |
| Net cash (used in) / generated by financing activities | (0.3) | 0.3 |
| Net (decrease) / increase in cash and cash equivalents | (0.7) | (5.5) |
| CASH AT THE BEGINNING OF YEAR | (3.9) | 4.7 |
| CASH AT THE END OF THE YEAR | (4.7) | (0.8) |



Review of Operations

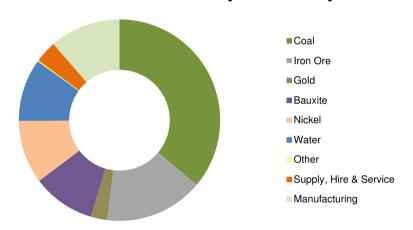


Reichdrill rigs were used at the Kumba Iron Ore project (Kolomela Mine) in Potsmasburg, South Africa. This was the first historic blast at the mine site freeing two million tonne (4.6ha) of waste product, drilling 6.5" (165mm) DHH holes.

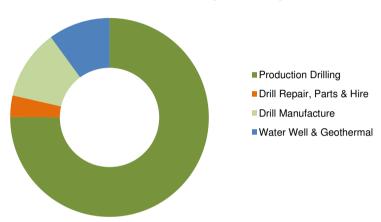


Operational Diversification

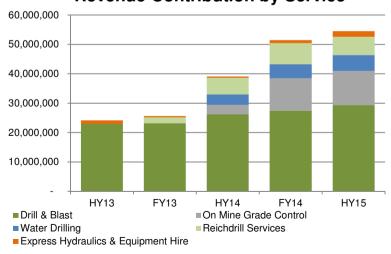
Revenue Contribution by Commodity



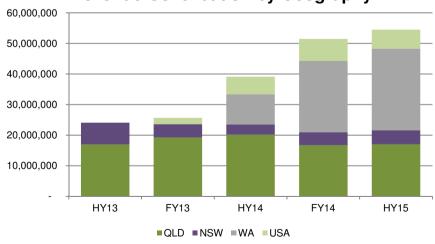
Revenue Contribution by Drilling Sector



Revenue Contribution by Service



Revenue Contribution by Geography





Client Diversification















Fortescue
The New Force in Iron Ore

Downer EDi **Mining**



















ANGLO AMERICAN

MACMAHON







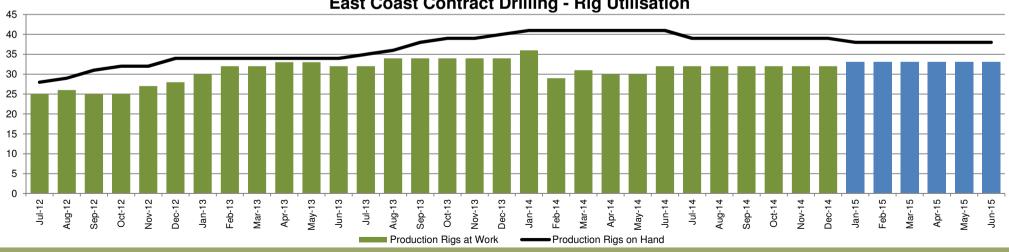






East Coast Contract Drilling (Hughes Drilling)

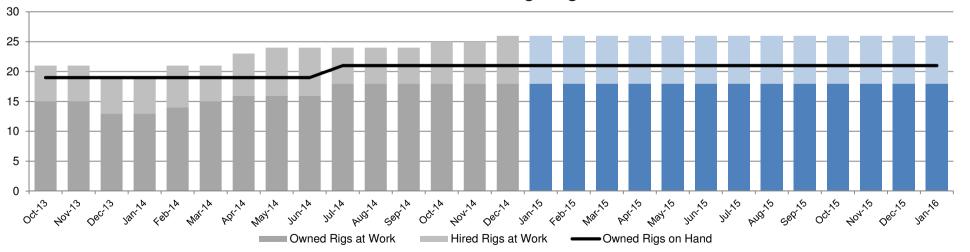
| Client | Mine | Region | Core/Coal Type | Number of Rigs | Contract Expiry |
|---|--------------|------------------------|----------------------|----------------|-----------------|
| TBA | TBA | Bowen Basin, QLD | Soft coking, thermal | 2 | Mar-17 |
| Glencore | Collinsville | Bowen Basin, QLD | PCI, thermal | 2 | Jun-17 |
| Anglo Coal (Callide Management) | Callide | Bowen Basin, QLD | PCI, thermal | 2 | Dec-15 |
| BHP Billiton Mitsubishi Alliance | Poitrel | Bowen Basin, QLD | HCC / SHCC | 2 | Aug-16 |
| Downer EDI Mining | Boggabri | Gunnedah Basin, NSW | Export thermal | 7 | Nov-16 |
| Peabody Energy | Millennium | Bowen Basin, QLD | PCI, coking, thermal | 3 | Mar-16 |
| TBA | TBA | Bowen Basin, QLD | PCI, coking, thermal | 1 | Dec-15 |
| Jellinbah Mining | Jellinbah | Bowen Basin, QLD | PCI, SSCC | 5 | Apr-18 |
| Leighton Contractors | Sonoma | Bowen Basin, QLD | HCC, export thermal | 5 | Dec-15 |
| Yancoal | Yarrabee | Bowen Basin, QLD | PCI, export thermal | 1 | Dec-17 |
| TBA | TBA | Surat Basin, QLD | Export thermal | 1 | Dec-15 |
| BHP Billiton | Mt Arthur | Hunter Valley, NSW | Export thermal | 1 | Sep-15 |
| TBA | TBA | Hunter Valley, NSW | Export thermal | 1 | Sep-15 |
| East Coast Drilling - Total Operational Product Rigs under Contract | | | | 33 | · |
| Rigs currently being refurbished | J | | | 5 | |
| Total East Coast Drilling Rigs | Fast | Coast Contract Drillin | na - Ria Utilisation | 38 | |





West Coast Contract Drilling (JSW Australia)

| Client | Mine | Region | Core/Coal Type | Number of Rigs | Contract Expiry |
|---|-----------------------|-------------------------|---|----------------|-----------------|
| BHP Billiton | Boddington | South Western Australia | Bauxite (Blast Hole Drilling on Mine) | 6 | Feb-16 |
| BHP Billiton | Mt Keith | Northern Goldfields | Nickel (Blast Hole & GC Drilling on Mine) | 4 | Feb-16 |
| Mineral Resources | Carina | Yilgarn | Iron Ore (Blast Hole Drilling on Mine) | 3 | Jun-16 |
| Water Corporation WA | Various | South Western Australia | Reinjection & Production Bores | 2 | Jun-15 |
| Local WA Government | Various | South Western Australia | Geothermal & Production Bores | 2 | Jun-15 |
| KCGM / Ramelius Resources | Super Pit / Mt Magnet | Goldfields | Extraction & Monitoring Bores | 1 | Jun-15 |
| Curtin University (UWA & CSIRO) | Curtin University | Perth Metro | Geosequestration Bores | 1 | Jun-15 |
| Sirius Resources | Nova / Bollinger | Goldfields | Nickel (Water Services on Mine) | 1 | Jan-16 |
| Regis Resources | Garden Well | | Water Services | 1 | Feb-16 |
| FMG | Solomon Mine | Pilbara | Iron Ore (Grade Control on Mine) | 5 | Dec-16 |
| Mt Magnet Gold NL | Mt Magnet | Midwest | Gold (Grade Control on Mine) | 1 | Jun-15 |
| West Coast Drilling - Total Operational Product Rigs under Contract | | | 27 | | |
| Rigs currently being refurbished | | | | 6 | |
| Total West Coast Drilling Rigs West Coast Contract Drilling - Rig Utilisation | | | 33 | | |





Reichdrill Inc

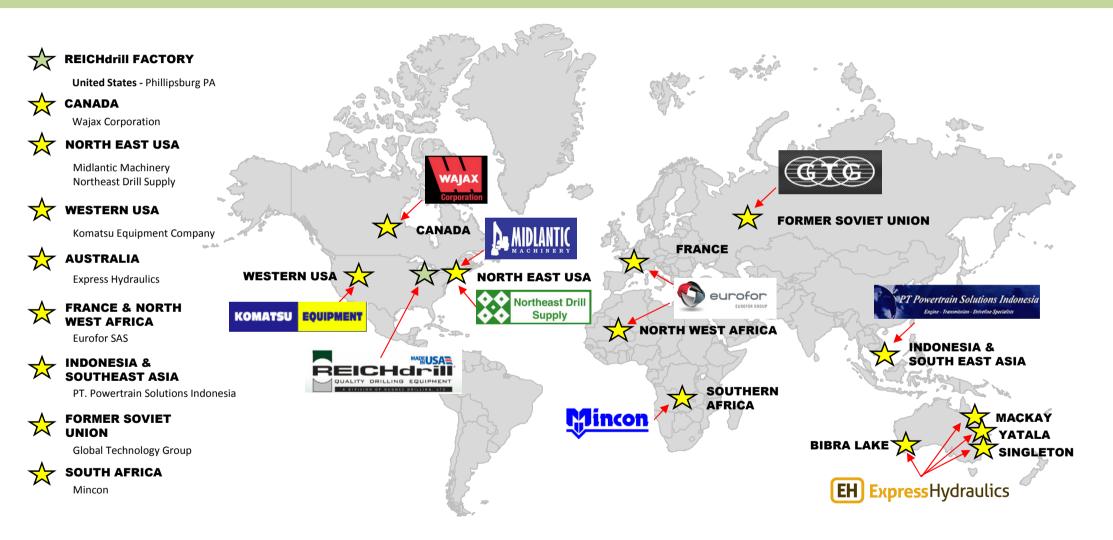
- Reichdrill has been manufacturing a complete line of rotary and DTH drilling equipment for use in the water well, oil and gas exploration, quarrying, construction and mining industries since the late 1940s.
- · Reichdrill has been focusing on:
 - Re-engaging with previous and existing customers.
 - Attracting new customers from existing and new territories.
 - Appointing new distributors that will push and support the product.
 - Mincon covering Sub Equatorial Africa
 - Wajax Equipment covering all Canadian Provinces
 - P.T. Powertrain Solutions covering Indonesia
 - · Midlantic Machinery covering Central Pennsylvania, Maryland and Northern Virginia
- These new distributors will work closely with Reichdrill and are committed to promoting the Reichdrill rigs in the new territories.
- In addition to these new distributors and new territories increasing its global footprint through other direct sales and marketing.
- Reichdrill spare part sales has increased over the period, which is a result of the above.
- Reichdrill sold 7 rigs in 1H15, and currently has a record number of rigs quoted to customers, however, with the depressed commodity prices, the conversion from quoting rigs to sale of rigs has slowed significantly.







Global Distributors – Reichdrill Rigs





Express Hydraulics

- Express Hydraulics continues to expand through a focused business strategy to offer mine owners not just the option of a contract driller, but the option to owner-operate REICHdrill rigs with the back-up of Express Hydraulics' full rig service agreement
- Express Hydraulics expanded footprint on the eastern seaboard has meet growing customer needs, and the increase in revenue contribution reflects this.
- Express Hydraulics has benefited from the rig operators holding off on replacing aging rigs with new rigs, and the subsequent increase in repairs and maintenance needed to keep the operational





- The Operational Hubs are:
 - Yatala
 - main inventory store, CNC operations, heavy fit out, hydraulic and overhaul capabilities
 - Mackay
 - QLD operational base which holds fast moving inventory for Hughes and customer operations
 - · Spare parts and consumables
 - Rig rebuilding and servicing capabilities
 - All mining ancillary equipment rebuilding and servicing capabilities
 - All hydraulic rebuilding and servicing needs
 - Hunter Valley NSW operational base which holds fast moving inventory for Hughes and customer operations













Hughes Equipment Hire

- Driven by client demand, the Hughes Group is now offering Sullivan Palatek compressors for hire.
- The hire fleet comprises of all new Sullivan Palatek compressors, 40 in total (various sizes and configurations)
- The compressors have been funded via the Westpac Hire Purchase facility.
- The Hughes Group secured its first long term hire agreement with a Blue Chip Mine Operator in September 2014, with 11 units now on hire for an initial 12 month term.
- The Hughes Group also has had a number of compressors on short term hire since September 2014.







Notes to Financials

Non-IFRS Financial Information

Hughes Drilling Limited results are reported under International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board. The Company disclosures certain non-IFRS measures that are not prepared in accordance with IFRS and therefore are considered non-IFRS financial measures. The non-IFRS measures should only be considered in addition to and not as a substitute for, other measures of financial performance prepared in accordance with IFRS.

^ The term 'underlying unimpaired' used within this document, is a non-IFRS profit measure which refers to the statutory result for the full-year ended 30 June 2014 excluding the loss from impaired delineation drilling operations (which includes impairment charges related to the carrying values of exploration delineation drill rigs and goodwill recognised in the original EDMS Coal exploration delineation drilling business). This measure is important to management as an additional way to evaluate the Company's performance. The underlying profit measure is unaudited.

Underlying unimpaired NPAT and underlying unimpaired EPS are non-IFRS earnings measures which do not have any standardised meaning prescribed by IFRS and therefore may not be comparable to NPAT or EPS as presented by other companies. Underlying unimpaired NPAT represents NPAT excluding the after tax loss from impaired delineation drilling operations. Underlying unimpaired EPS represents EPS excluding the after tax loss from impaired delineation drilling operations.

| (\$m) | FY14 | HD2 | FY14 underlying unimpaired |
|-----------------------------------|------|-------|----------------------------|
| Revenue | 90.6 | 0.3 | 90.2 |
| Cost of Goods Sold | 60.1 | 1.4 | 58.6 |
| Gross Profit | 30.5 | (1.1) | 31.6 |
| Overheads | 9.7 | - | 9.7 |
| Bad Debt Written Off (Tom Browne) | 0.7 | 0.7 | - |
| Impairment – Goodwill | 4.0 | 4.0 | - |
| Impairment – PP & E | 1.6 | 1.6 | - |
| EBITDA | 14.5 | (7.4) | 21.9 |
| Depreciation | 9.8 | 1.8 | 8.0 |
| EBIT | 4.7 | (9.2) | 13.9 |
| Interest | 3.0 | 0.1 | 3.0 |
| NPBT | 1.6 | (9.3) | 10.9 |
| Tax | 0.2 | - | 0.2 |
| NPAT | 1.4 | (9.3) | 10.7 |
| Earnings per share (cents) | 0.7 | | 5.3 |



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