

An aerial photograph of a dry riverbed. The riverbed is a wide, flat expanse of reddish-brown soil, showing some texture and shadows. It is flanked on both sides by dense, low-lying vegetation in various shades of green and yellow. The text 'RPMGLOBAL' is overlaid on the left side of the image, with 'RPM' in white and 'GLOBAL' in yellow.

**RPMGLOBAL**

**HALF YEAR REVIEW**

**FY2023**



# RPMGLOBAL

**50<sup>+</sup> YEARS**



**GLOBAL  
CLIENT BASE**



**SOFTWARE  
ADVISORY &  
TRAINING**

**ADVANCING  
MINING**

**125 COUNTRIES**

**ALL COMMODITIES  
& MINING METHODS**



**DEEP MINING  
EXPERTISE**

**DIGITAL  
CONNECTED MINE**



**22 OFFICES  
WORLDWIDE**

# SOFTWARE STRATEGY

Deliver simplified, standardised, integrated, optimised, cloud based, Commercial-off-the-Shelf solutions built using open standards

Provide innovative software solutions which deliver a step change in mining productivity

Transition existing cloud and enterprise solutions to full SaaS software offerings



**Exploration**

**Capital  
Management**

**Rehabilitation  
& Closure**

**Resource  
Definition**

**Mine  
Design**

**Long/Medium  
Term  
Scheduling**

**Short Term  
Scheduling**

**Asset  
Management**

**Inventory  
Management  
& Logistics**

**Production**

**Beneficiation**

**Mining  
Equipment  
Control**

# HIGH LEVEL FY2023 EBITDA GUIDANCE

The company reaffirms its EBITDA guidance of \$14.2 million (excluding Merger and Acquisition costs of \$0.4 million).

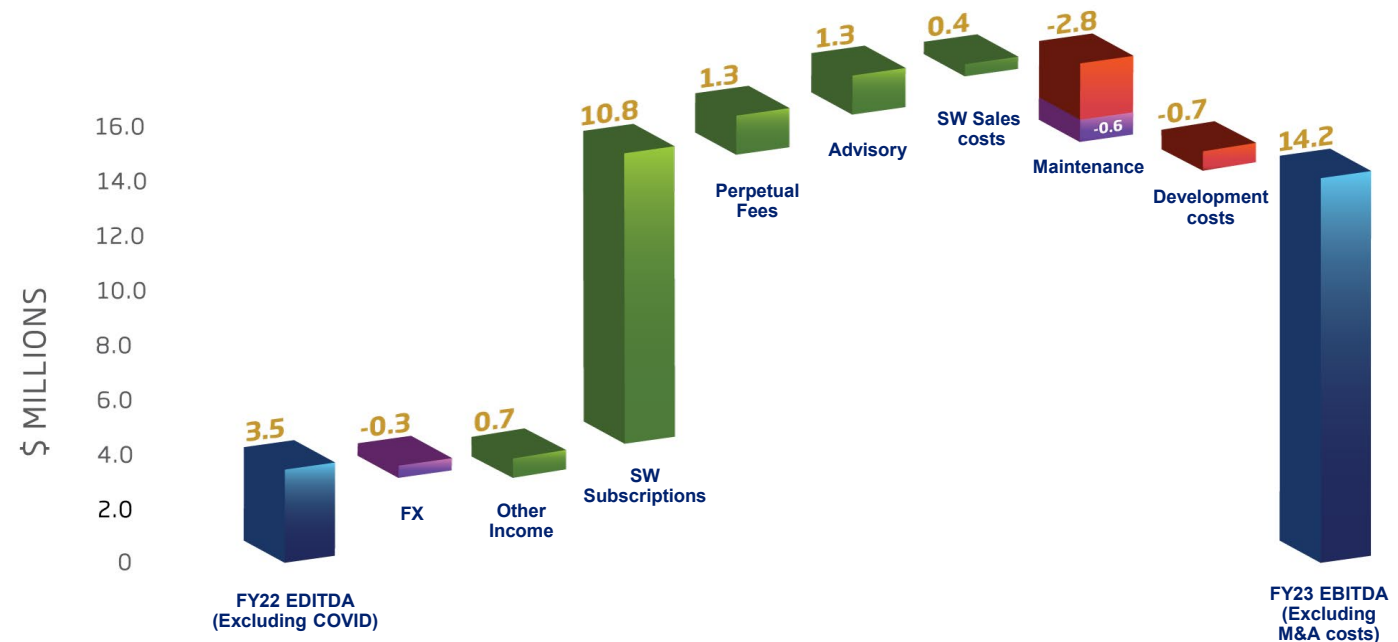
The key financial changes to the previous guidance are:

- A Ukrainian company withdrew its force majeure notice on an Advisory project payment resulting in \$0.7 million being reported in other income.
- Based on the “country collection risk” software pipeline, perpetual licenses are expected to lift by \$1.3 million.
- Restructuring of software roles in the Americas has resulted in a \$0.4 million benefit in the second half of the year.
- Maintenance revenue reduced by \$0.6 million due to the South African ZAR’s fall against the Australian dollar.
- Maintenance revenue reduced by a further \$1.3 million after four larger customers moved off perpetual licenses to subscription licenses.
- Software development costs are now expected to be \$0.7 million higher in FY2023 following a drop in employee attrition.

FY2023 expected Merger and Acquisition Costs

- Splashback \$0.25 million (net of revenue).
- M&A advisory services \$0.15 million.

## FY2023 EBITDA Guidance



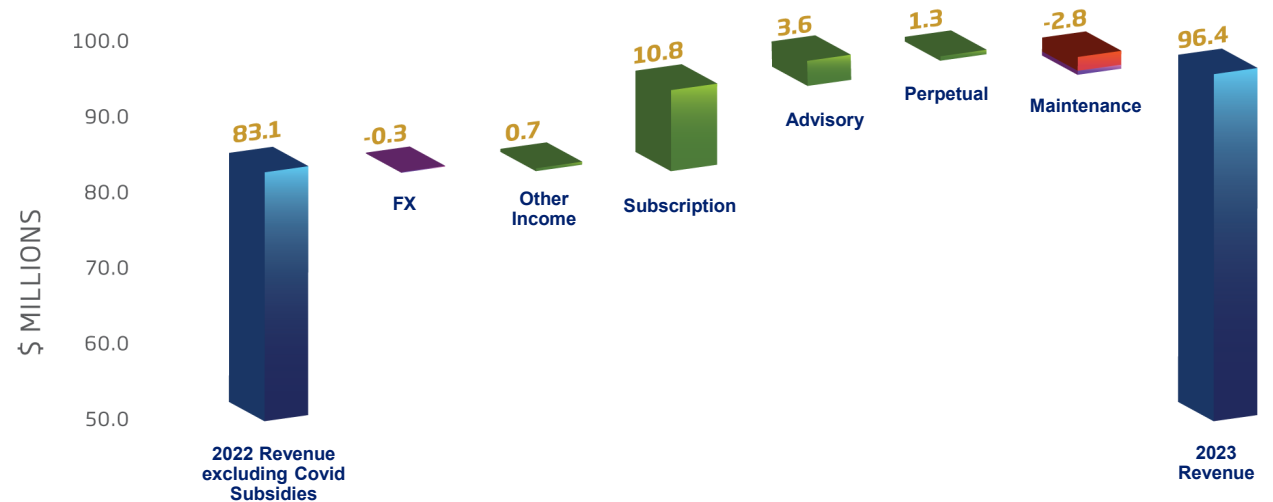
# HIGH LEVEL FY2023 REVENUE GUIDANCE

The company now expects Total Revenue for FY2023 to be \$96.4 million (down \$4.6 million from the previous guidance of \$101 million).

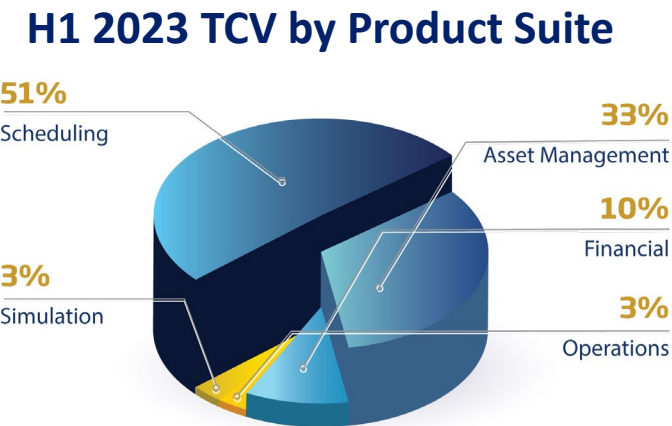
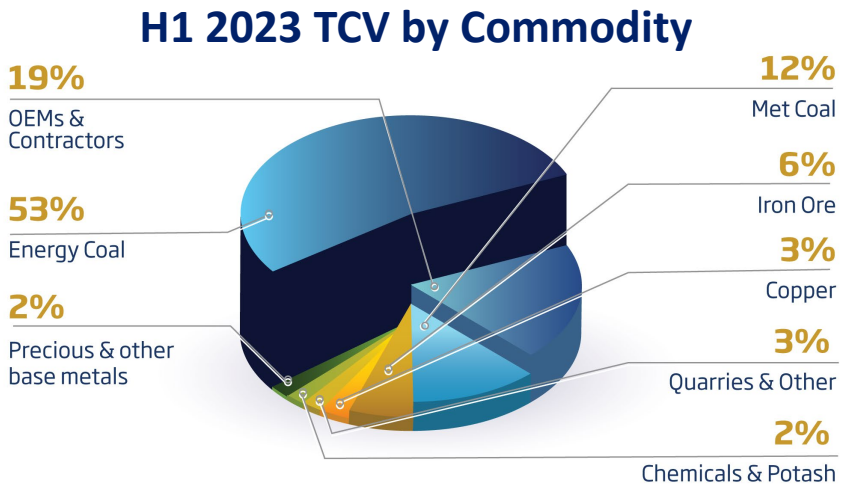
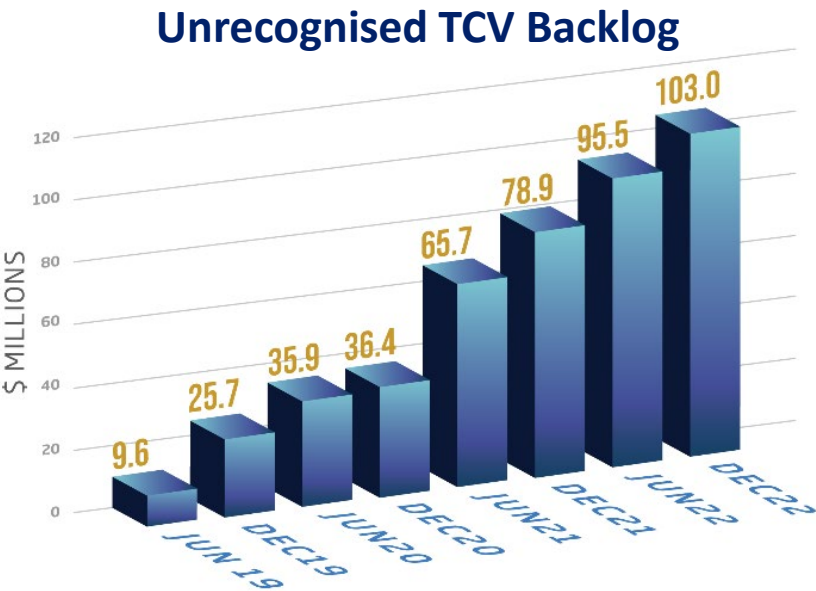
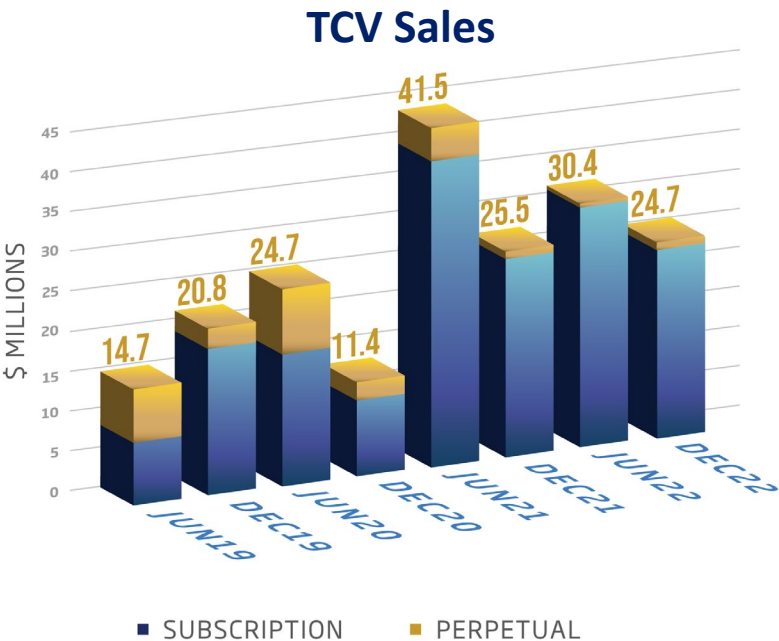
The key financial changes to the revenue guidance not covered in the previous slide are:

- The "war on talent" has made it difficult to hire staff with the prerequisite skill sets which is limiting the company's services revenue growth.
- For this reason, Advisory revenue is down \$1.3 million from the previous guidance.
- It has been even more difficult in the Software Consulting division which is now expecting to see revenue in line with FY2022 (down \$3.4 million on the previous guidance).
- To meet demand, the company is having to use subcontractors which is pushing up the company's third-party costs.

## Revenue Guidance



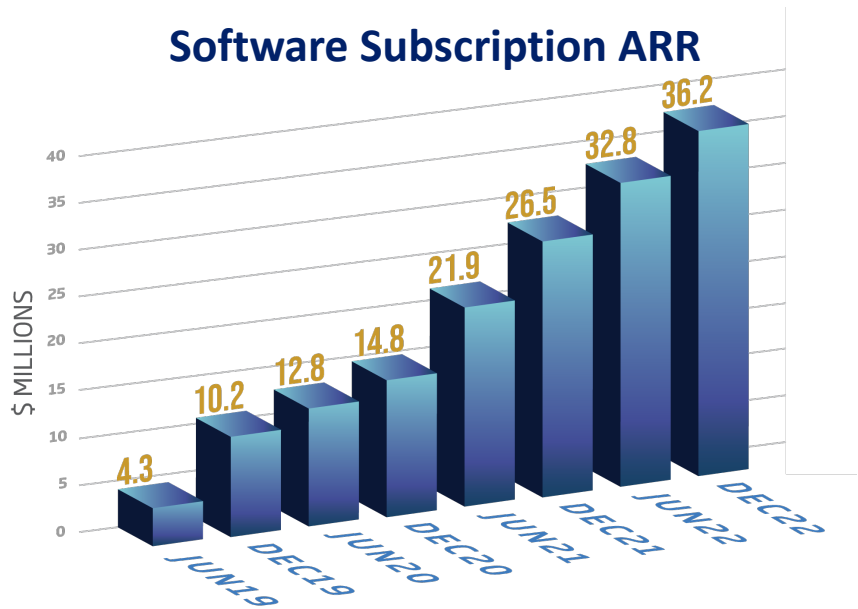
# SOFTWARE TOTAL CONTRACT VALUE (TCV)



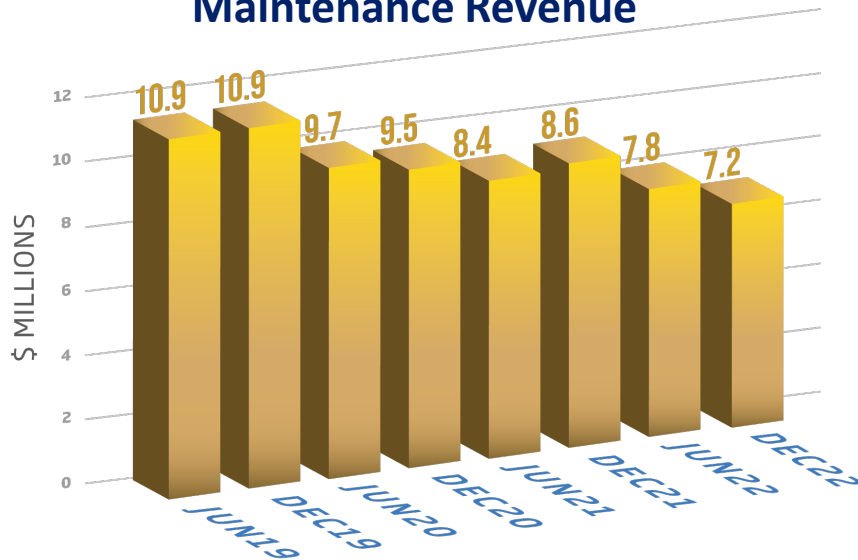


# ANNUALLY RECURRING REVENUE (ARR)

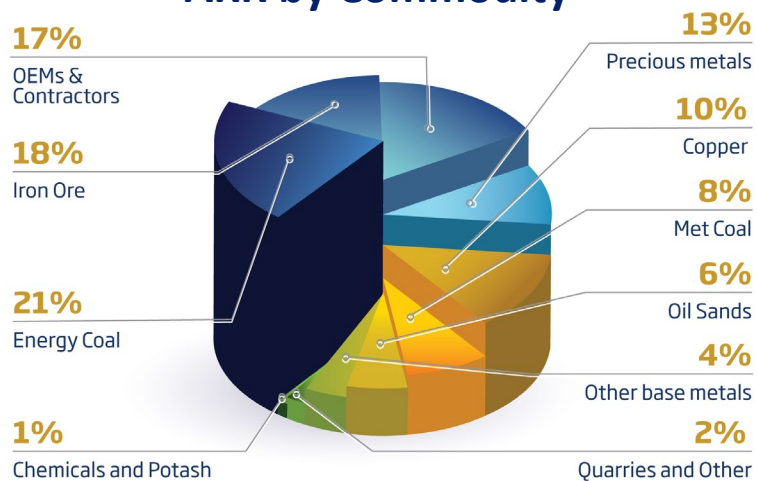
### Software Subscription ARR



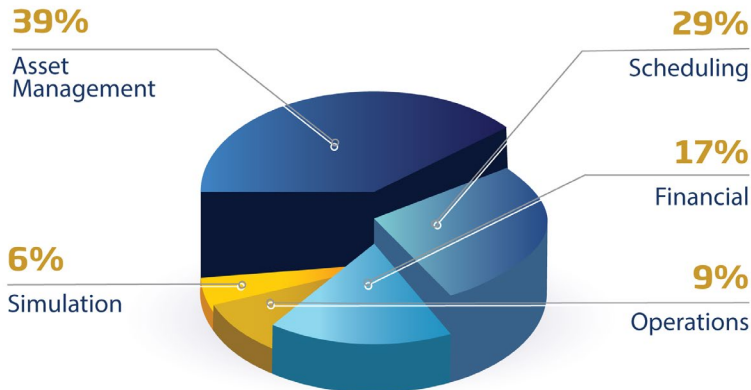
### Maintenance Revenue



### ARR by Commodity



### ARR by Product Suite



# FY2023 EXPENSE INSIGHTS

With the relaxation of Covid restrictions, the company invested \$2.2 million in H1 physically reconnecting with its customers and employees (some for the first time) to foster positive, long-term relationships.

With record software development investment over the last three years, coupled with product acquisitions, it was important to meet physically with our customers and employees to demonstrate just how far our software products have come.

With this one-time reset now behind us, we expect travel/accommodation/marketing events expenditure to revert to more normal annual (pre-Covid) levels of approximately \$3.0 million.

Software Development headcount increased by 10% during FY2022 resulting in an annual FY2023 step-off run rate of \$17.9 million. First quarter natural attrition saw H1 costs drop by \$0.5 million and H2 costs by \$0.6 million. Attrition dropped off almost completely in the second quarter and that trend has continued this calendar year.

The impact of development salary increases on the FY2023 result is \$0.4 million. Assuming the continued low employee attrition rate, we now expect development costs to be \$17.2 million this financial year (pre M&A of \$0.2 million).

The company has spent \$0.6 million year-to-date to eliminate \$1.7 million in annual salary costs (average payout 18 weeks).



# FY2023 STRATEGIC HIGHLIGHTS

*So far, this financial year RPM has:*

Acquired private Tasmanian Software as a Service (SaaS) company Splashback Solutions, a leading SaaS solution for storing, analysing, managing and reporting environmental data.

Broadened its client base in the battery and critical mineral space, including working for some of the world's largest car and battery cell manufacturers.

Launched the first accredited carbon literacy training course for extractive industries certified by the Carbon Literacy Project, a UN-acknowledged program.

Sold its Underground Coal Solution (with its new gas drainage module) to two of Australia's leading Underground Coal Mining companies.

Completed its first two sales of Enterprise Optimiser, its new multi-site, multi-period optimiser software solution.

Completed development and user acceptance of its new AMT mobile product.

Won three ShiftManager conversions from its only competitor in the Shift Management and Reporting space.

Been invited to participate in a Tier 1 global procurement process with its AMT product.

# SPLASHBACK ACQUISITION

In November 2022 the company acquired private Tasmanian Software as a Service (SaaS) company - Splashback Solutions, the owners and developers of a SaaS solution for storing, analysing, managing and reporting environmental data.

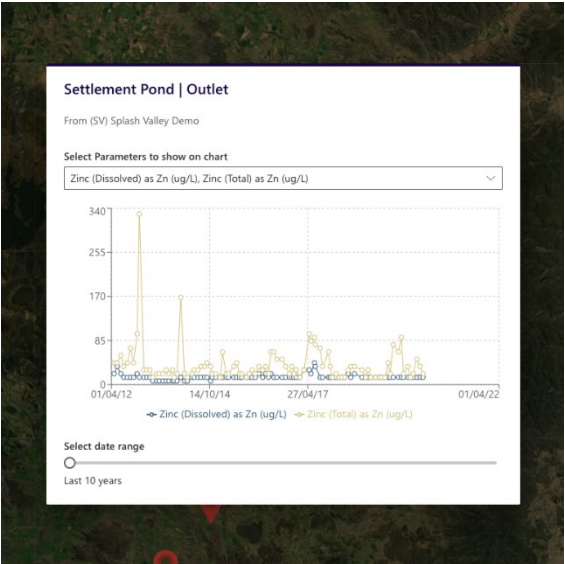
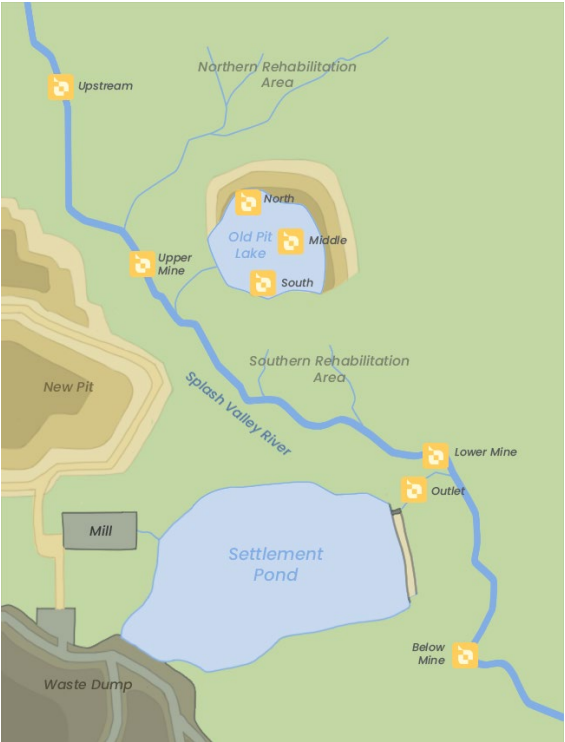
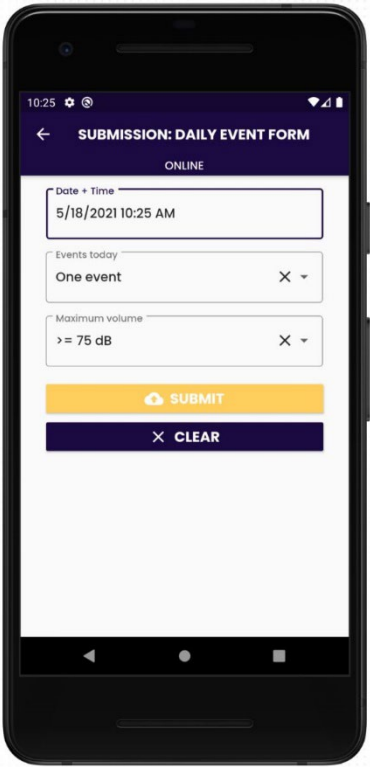
Splashback had fifteen customers and annual revenue of \$0.07 million.

Customers use the product to capture data off sensors, via mobile devices where the data is secured in the cloud and then automatically fed into systems or provided to third party stakeholders.

In recent times the mining industry has seen a growing call for greater transparency between mining organisations and key stakeholder groups. Given Splashback was designed specifically as an environmental data collaboration platform, it makes it an ideal solution to facilitate this transparency to occur.

The Splashback development team have very strong full-web-stack development skills which are having a positive impact across the company's other product suites.

The Splashback product has been renamed RPM EnviroDataVault and added to RPM's ESG suite of software products.





# NEW PRODUCT CUSTOMER ADOPTIONS (FY2023 1H)

## DESIGN & SCHEDULING



## OPERATIONS



## ASSET MANAGEMENT



PHU BIA MINING

## FINANCE



## OPTIMISATION



## SIMULATION



Shell Global Solutions



HUMMINGBIRD RESOURCES



MINERAI DE FER QUÉBEC  
QUÉBEC IRON ORE



## ESG



GRANGE  
RESOURCES



Derwent  
Estuary  
Program



# RPMGLOBAL ADVISORY

**\$60 BILLION EQUITY**  
MARKET TRANSACTIONS

WORKING FOR ALL MAJOR MINING     
**PRIVATE EQUITY FIRMS**

SUPPORTING  **9 BILLION**  
MINING STUDIES  FOR OVER  
OF INVESTMENT DECISION



MINING SPECIFIC  
**ESG**  
DIVISION

**PARTNERING**  
WITH ALL KEY  
SOVEREIGN WEALTH FUNDS

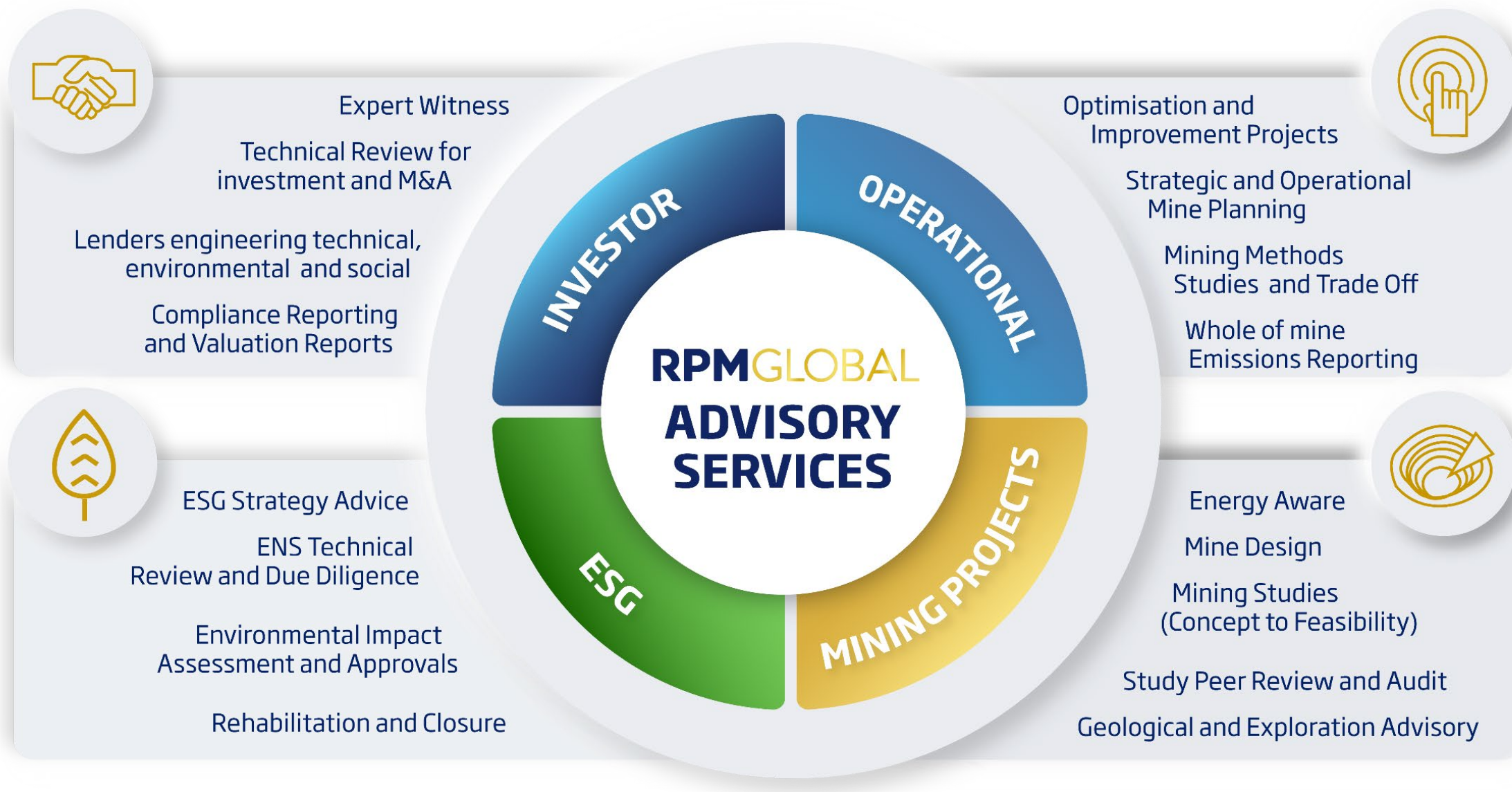


WORKING WITH THE  
**TOP 10**  
LEADING GLOBAL COMMERCIAL  
AND INVESTMENT BANKS

**\$7.1 BILLION** OF DEBT  
FINANCING  
ACROSS 11 PROJECTS FOR COMMERCIAL BANKS AND ECLA IN LAST 5 YEARS

   **3**  
ESG ACQUISITIONS





# ADVISORY

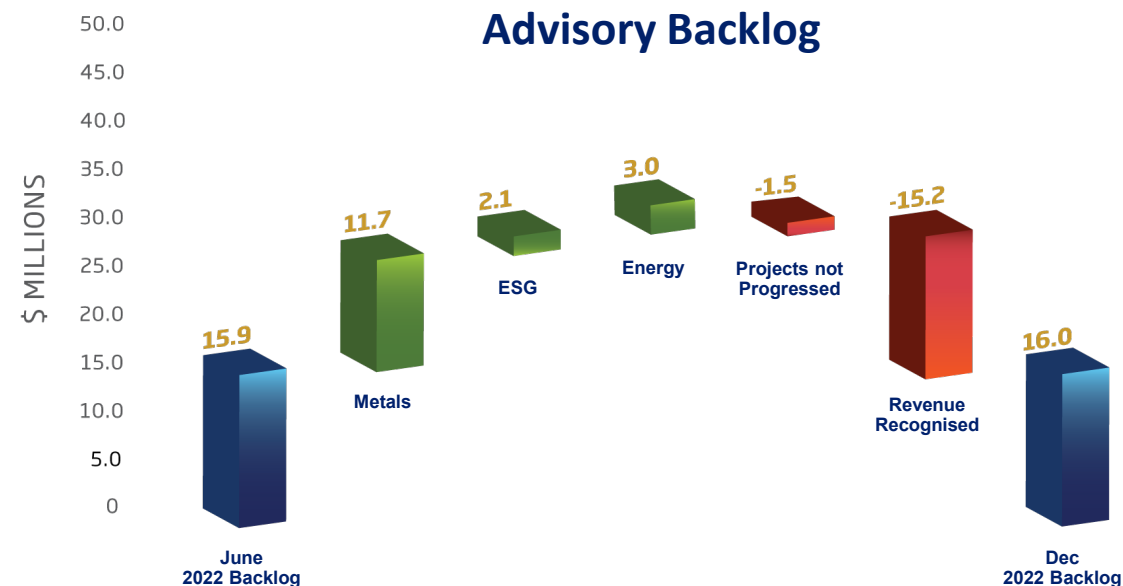
The Metals team had another impressive half with strong growth in the Americas market following a change of leadership.

We continue to secure and grow our lenders' engineering services capability, which is being underpinned by our ESG skills being included in a combined offering to mining financiers globally.

This division maintained its sales momentum from last year and has a healthy backlog of pre-contracted work with approximately six months of revenue already contracted.

Note: First half 2023 costs included \$0.4 million of Blueprint costs (acquired in Sept 2021) which are not in the corresponding half year.

A\$m	1H23	2H22	\$ Var	% Var	1H22	\$ Var	% Var
Metals	9.4	8.3	1.1	13%	7.9	1.5	19%
Energy	3.8	3.5	0.3	9%	3.8	-	0%
ESG	2.0	2.0	-	0%	1.1	0.9	82%
<b>Advisory Revenue</b>	<b>15.2</b>	<b>13.8</b>	<b>1.4</b>	<b>10%</b>	<b>12.8</b>	<b>2.4</b>	<b>19%</b>
Direct Expenses	(2.5)	(1.8)	(0.7)	39%	(1.6)	(0.9)	56%
<b>Net Revenue</b>	<b>12.7</b>	<b>12.0</b>	<b>0.7</b>	<b>6%</b>	<b>11.2</b>	<b>1.5</b>	<b>13%</b>
Operating Expenses	(9.9)	(10.4)	0.5	(5)%	(9.1)	(0.8)	9%
<b>Contribution</b>	<b>2.8</b>	<b>1.6</b>	<b>1.2</b>	<b>75%</b>	<b>2.1</b>	<b>0.7</b>	<b>33%</b>





# OUTLOOK

*The company is:*

Excited about the magnitude of the opportunities which are entering the company's software pipeline.

Pleased with the progress it is making in the important Indonesian market and anticipates strong growth in Southern Asia.

Continuing its momentum in the Shift Execution, Planning and Reporting space and believes it can continue this momentum.

Becoming universally recognised as the premier Commercial Off the Shelf Mobile Mining Equipment Lifecycle Costing and Forecasting software supplier to the industry. This recognition is driving increasing levels of interest including from global miners who are considering AMT as their mobile enterprise equipment asset management system of choice.

Seeing increased interest in its next generation of mobile solutions which digitise forms and processes used by technicians and planners operating remotely across mining sites.

With a strong balance sheet, healthy cashflow, plenty of M&A opportunities, competitive Advisory and Software offerings, we continue to be excited and optimistic about the years ahead.





# Attachments



# FINANCIAL SUMMARY

A\$m	1H23	2H22	\$ Var	% Var	1H22	\$ Var	% Var
Software Division	30.5	28.2	2.3	8%	27.8	2.7	10%
Advisory Division	15.2	13.9	1.3	9%	12.7	3.2	25%
Other Income	1.0	0.2	0.8	n/a	0.3	0.7	n/a
<b>Gross Revenue</b>	<b>46.7</b>	<b>42.3</b>	<b>4.4</b>	<b>10%</b>	<b>40.8</b>	<b>5.9</b>	<b>14%</b>
Direct Costs	(3.3)	(2.5)	(0.8)	(32)%	(2.4)	(0.9)	(38)%
<b>Net Operating Revenue</b>	<b>43.4</b>	<b>39.8</b>	<b>3.6</b>	<b>9%</b>	<b>38.4</b>	<b>5.0</b>	<b>13%</b>
Operating Expenses	(29.5)	(31.3)	1.8	6%	(26.9)	(2.6)	(10)%
Development Expenses	(8.6)	(9.2)	0.6	7%	(7.3)	(1.3)	(18)%
<b>Net Operating Expenses</b>	<b>(38.1)</b>	<b>(40.5)</b>	<b>2.4</b>	<b>6%</b>	<b>(34.2)</b>	<b>(3.8)</b>	<b>(11)%</b>
<b>Operating EBITDA</b>	<b>5.3</b>	<b>(0.7)</b>	<b>6.0</b>	<b>n/a</b>	<b>4.2</b>	<b>1.1</b>	<b>26%</b>
Depreciation & Amortisation	(3.0)	(2.9)	(0.1)	(3)%	(3.0)	-	0%
Restructure/Russia/Ukraine	(0.6)	(1.1)	0.5	45%	-	(0.6)	n/a
Government Subsidies	-	-	-	-	1.0	(1.0)	n/a
Net Finance and Fair Value Costs	(0.1)	-	(0.1)	n/a	(0.1)	-	0%
<b>Operating Profit/(Loss) Before Tax</b>	<b>1.6</b>	<b>(4.7)</b>	<b>6.3</b>	<b>n/a</b>	<b>2.1</b>	<b>(0.5)</b>	<b>(24)%</b>
Income Tax	(0.4)	(1.1)	0.7	64%	(0.7)	0.3	43%
<b>Profit/(Loss) After Tax from Continuing Operations</b>	<b>1.2</b>	<b>(5.8)</b>	<b>7.0</b>	<b>n/a</b>	<b>1.4</b>	<b>(0.2)</b>	<b>n/a</b>
Profit from Discontinued Operations - GeoGAS	-	-	-	0%	0.5	(0.5)	n/a
<b>Profit/(Loss) After Tax</b>	<b>1.2</b>	<b>(5.8)</b>	<b>7.0</b>	<b>n/a</b>	<b>1.9</b>	<b>(0.7)</b>	<b>(37)%</b>



# BALANCE SHEET

<b>A\$m</b>	<b>Dec 22</b>	<b>Jun 22</b>	<b>\$ Var</b>	<b>% Var</b>
Cash	22.3	34.5	(12.2)	(35)%
Receivables and Work-in-Progress	22.9	24.9	(2.0)	(8)%
Property, Plant and Equipment	11.4	4.0	7.4	185%
Intangibles	29.2	29.2	-	0%
Deferred Tax	3.2	3.3	(0.1)	(3)%
Prepayments, Deposits, etc.	9.5	10.3	(0.8)	(8)%
<b>Total Assets</b>	<b>98.5</b>	<b>106.2</b>	<b>(7.7)</b>	<b>(7)%</b>
Trade Payables	(4.8)	(12.2)	7.4	(61)%
Employee Benefit Provisions	(7.2)	(7.2)	-	0%
Deferred and Contingent Consideration	(0.3)	(0.1)	(0.2)	200%
Unearned Income	(17.8)	(23.0)	5.2	(23)%
Lease Liabilities	(10.4)	(3.2)	(7.2)	225%
Tax payable	(0.6)	(0.4)	(0.2)	50%
<b>Total Liabilities</b>	<b>(41.1)</b>	<b>(46.1)</b>	<b>5.0</b>	<b>(11)%</b>
Share Capital	96.0	100.4	(4.4)	(4)%
Reserves and Accumulated Losses	(38.6)	(40.3)	1.7	(4)%
<b>Total Equity</b>	<b>57.4</b>	<b>60.1</b>	<b>(2.7)</b>	<b>(4)%</b>

# CASHFLOW

The company's cashflow is always weighted towards the second half of the year because:

- Maintenance revenue become due and payable on the 1<sup>st</sup> of January each year and therefore payments are received in the second half of the year.
- 69% of annually recurring software subscriptions are due in the second half of the year.

In the first half of FY2023 \$5.2 million was spent on the company's share buyback.

As at the 23rd of February 2023 the company's cash balance was \$27.5 million.

<b>\$'m</b>	<b>1H23</b>	<b>2H22</b>	<b>1H22</b>
Net Cash Opening	<b>34.5</b>	32.3	44.8
<b>Cash from Operations</b>	<b>(3.8)</b>	4.4	(7.5)
<b>Rent</b>	<b>(1.7)</b>	(1.7)	(1.9)
Payments for:			
Property Plant & Equipment	<b>(0.8)</b>	(0.4)	(0.5)
Self-Insurance Cell	<b>(0.4)</b>	-	-
Acquisitions	<b>(0.8)</b>	(0.5)	(3.8)
	<b>(2.0)</b>	(0.9)	(4.3)
Proceeds from:			
Exercise of Options	<b>0.6</b>	0.4	1.2
Share Buyback	<b>(5.2)</b>	(1.4)	-
Divestments	<b>-</b>	-	0.2
<b>Net Increase/(Decrease) in Cash</b>	<b>(12.1)</b>	0.8	(12.3)
FX Restatement	<b>(0.1)</b>	1.4	(0.2)
<b>Net Cash Closing</b>	<b>22.3</b>	<b>34.5</b>	<b>32.3</b>



*The material in this presentation is a summary of the results of the RPMGlobal Holdings Limited (RPM) group of companies for the six months ending 31 December 2022 including historical financial information from the prior half year's results as announced to the market and an update on RPM's business and activities and is current at the date of preparation, 24 February 2023. Events (including changes to any of the data and information that RPM used in preparing this presentation) may have occurred since that date which may impact on the information contained in this presentation and make them unreliable. RPM is under no duty to update this presentation though it reserves the right to do so.*

*Further details are provided in RPM's Appendix 4D - Half Yearly Results - 31 December 2022 released to the market on 24 February 2023 and RPM's Appendix 4E and Annual Report for the full year ended 30 June 2022 released on 29 August 2022.*

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