

IMDEX Limited  
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19 November 2019

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

Dear Sir/Madam

**UBS Australasia Conference 2019**

Please find attached the UBS Australasia Conference 2019 Presentation to be presented later today.

Yours faithfully

**Imdex Limited**

A handwritten signature in blue ink, appearing to read "P. Evans", with a long horizontal flourish extending to the right.

**Paul Evans**

Company Secretary

# IMDEX presentation

## UBS Australasia Conference 2019

NOVEMBER 2019

PAUL HOUSE – CHIEF OPERATING OFFICER  
PAUL EVANS – CHIEF FINANCIAL OFFICER & COMPANY SECRETARY

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# IMDEX at a Glance

A leading global Mining-Tech company



Outperforming  
market growth

Exciting pipeline of  
new technologies

Compelling  
opportunities for  
sustainable revenue  
and earnings  
growth

REVENUE CAGR

**19%**

EBITDA CAGR

**37%**

FY17 – FY19

FY19 EBITDA MARGIN

**21%**

STRONG COMPETITIVE  
POSITION

STRONG NET CASH  
POSITION

**\$23.2m**

AS AT 30 JUNE 2019

STRONG MARKET  
PRESENCE ON

**70%**

OF MINERAL DRILLING  
PROJECTS GLOBALLY

SALES IN 102  
COUNTRIES

MARKET CAP

**\$543.3m**

AS AT 30 SEPT 2019

INSTITUTIONAL  
INVESTORS

**65%**

1Q20 RECORD  
REVENUE

# What Our Technologies Do

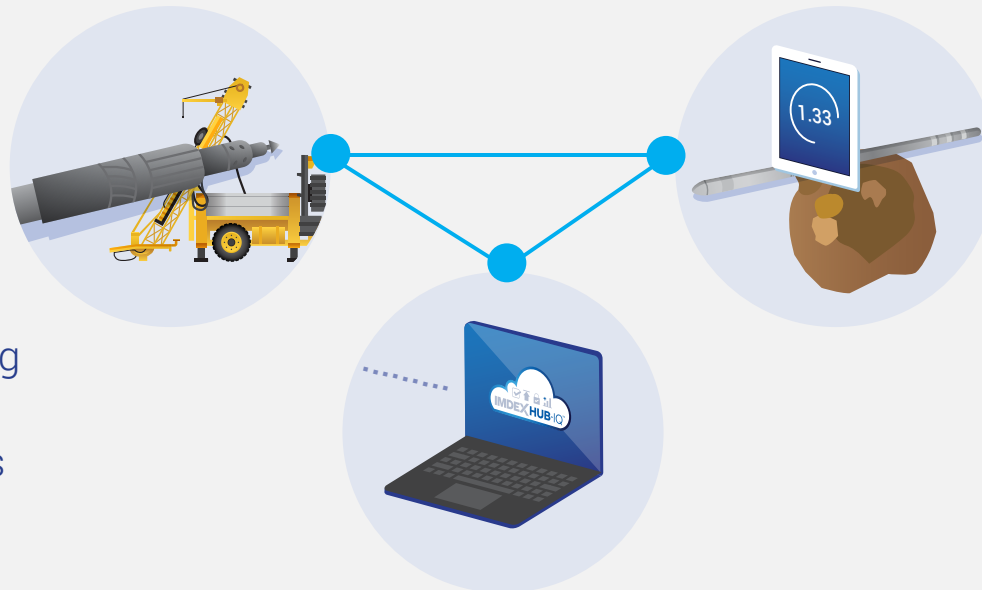
## Enable successful cost-effective operations



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

### Drilling faster & smarter

- Drilling productivity and rig alignment technologies
- Automated and remote drilling fluid testing technologies
- Data collection and paperless reporting software



### Accurate subsurface data

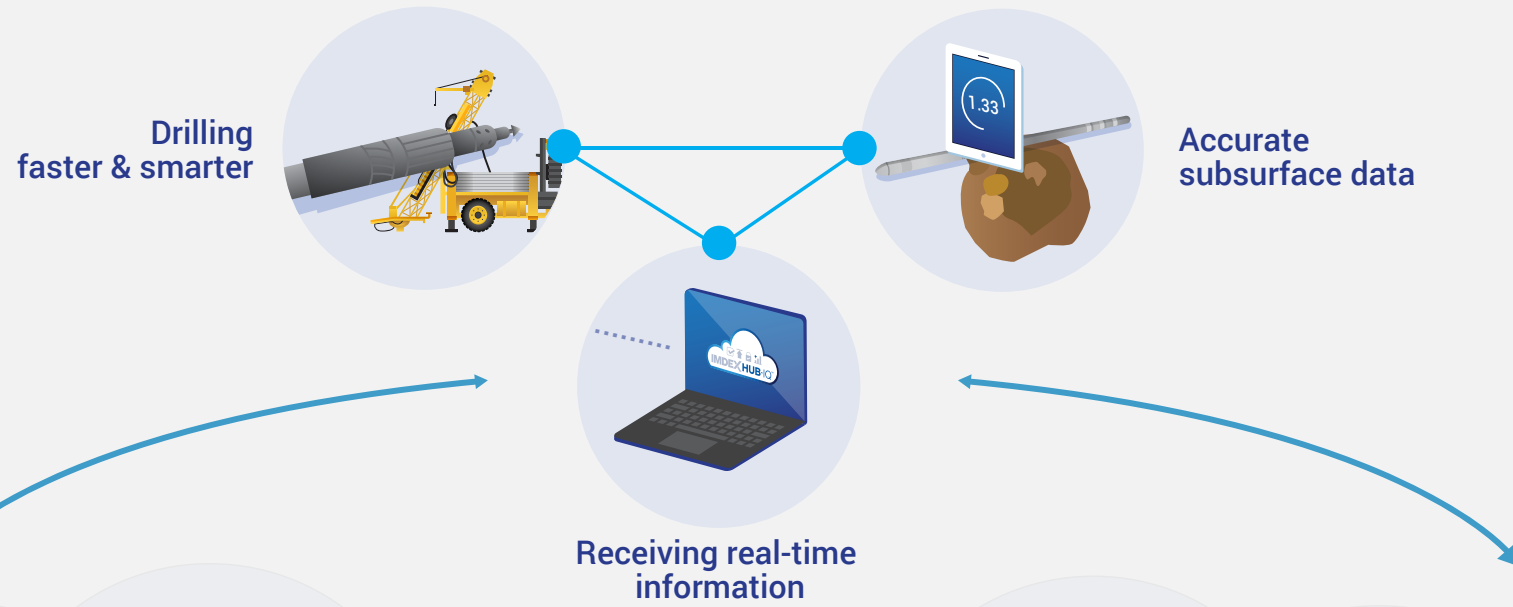
- Downhole survey sensors
- Core orientation and gamma logging technologies
- In-field sampling and analysis technologies

### Receiving real-time Information

- Secure cloud-based services
- Real-time subsurface visualization
- Interpretive software – geological data

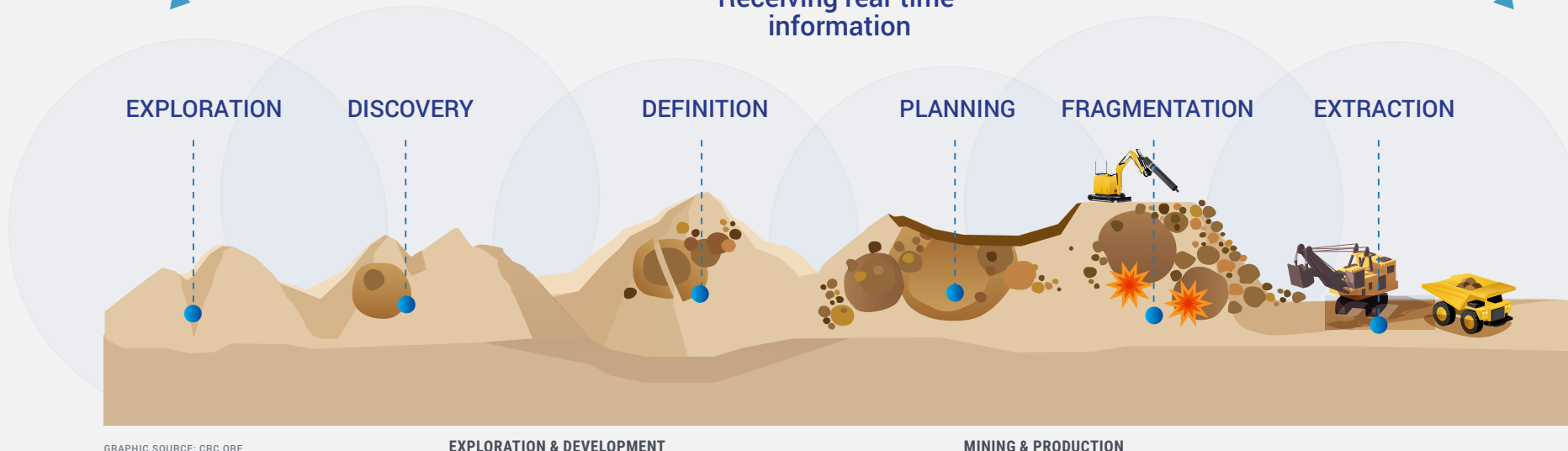
# IMDEX Technologies

Applicable across the whole mining value chain



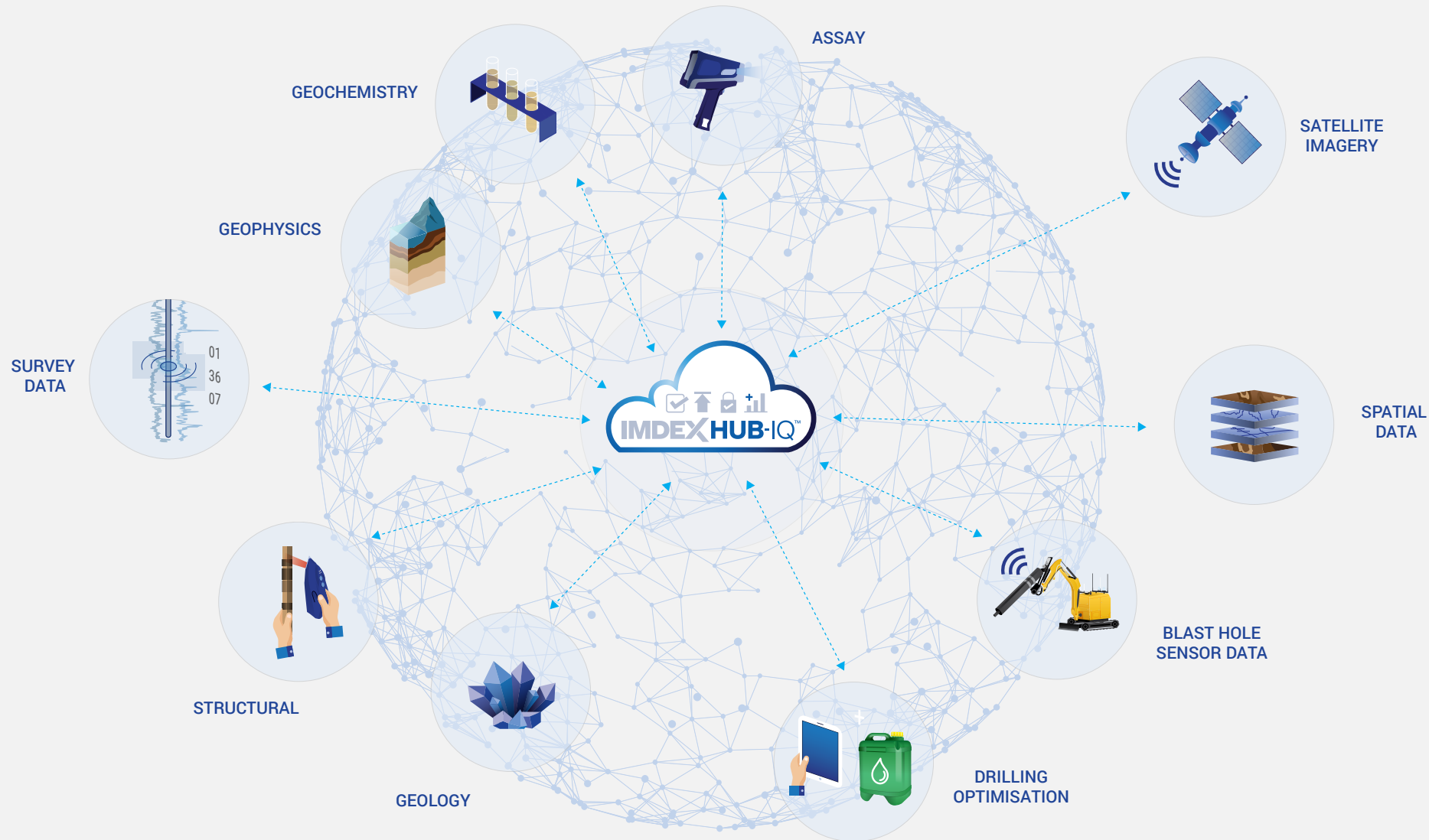
“It’s about drilling faster and smarter and knowing your rocks in real-time.”

DR MICHELLE CAREY  
GENERAL MANAGER  
IMDEX PRODUCT DEVELOPMENT



# IMDEX Integrated Solutions

## Strong competitive position



**COMPREHENSIVE  
RANGE OF  
END-TO-END  
CONNECTED  
SOLUTIONS**

**STRONG IP  
PROTECTION**

**HIGH BARRIERS  
TO ENTRY**

# Record Quarterly Revenue

## Improving quality of rental offering



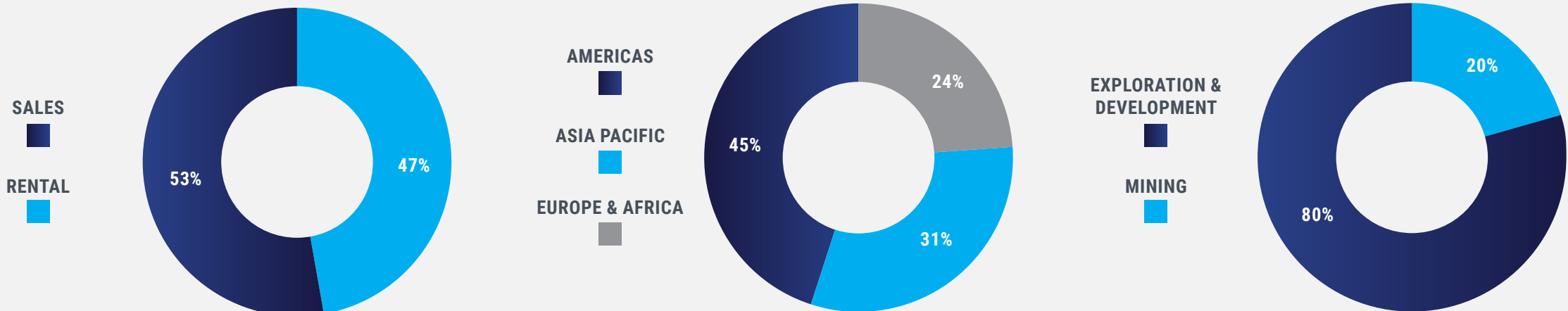
### Revenue

1Q20 up on 1Q19

Maintained gross margins

- Steady growth globally
- Increasing recurring rental revenue
- New technologies provide additional value to clients and generate higher rental rates
- Increasing revenue from mining and production phase

### FY19 REVENUE



# Compelling Opportunities



**INDEX**<sup>™</sup>

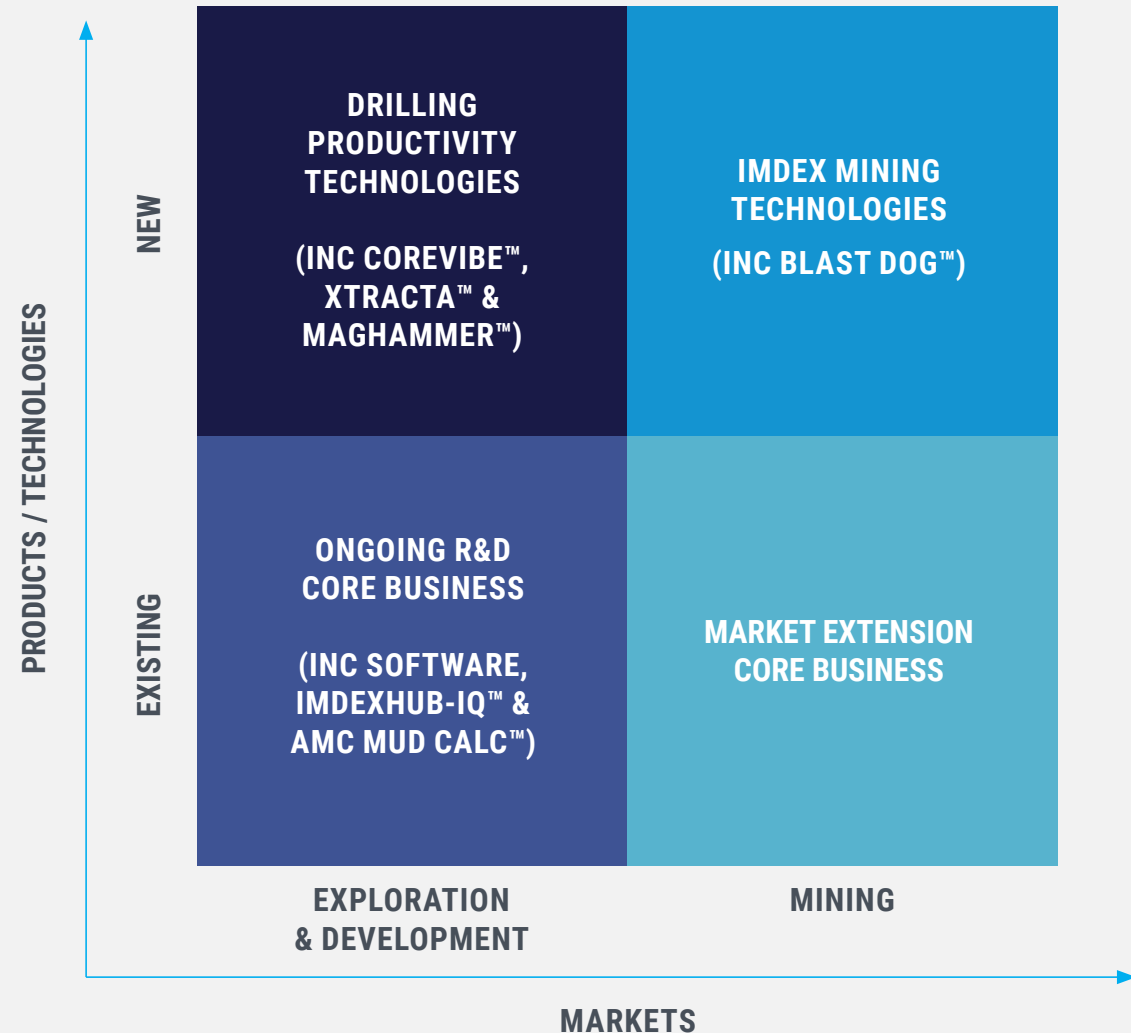


# Strategy

Compelling opportunities for sustainable growth

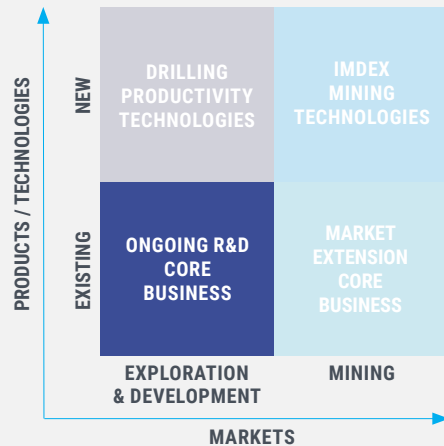


- Growing our core business by enhancing technical leadership, technical integration and increasing share of client spend
- Further extension into larger adjacent mining market to build non-cyclical revenue



# Ongoing R&D Core Business

Connecting and enhancing our traditional technologies



“If I can get instantaneous information as I’m drilling the ground to understand what to put into our mine plans and into how we work with our trucks, diggers and logistics plans, that is the real unlock for us as a business.

What we see as the macro opportunity is the ability to actually link decisions across the value chain.”

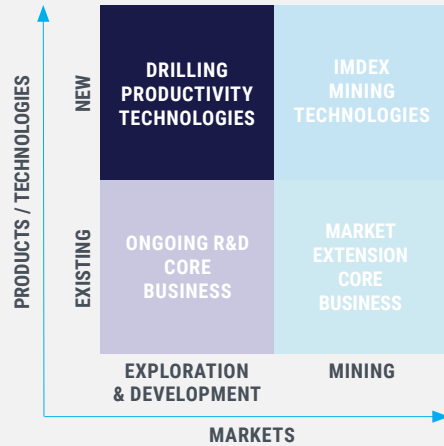
RAG UDD  
BHP’S GLOBAL HEAD OF TECHNOLOGY  
TRANSFORMATION

**49%**  
OF TOP 100 CLIENTS  
ARE CONNECTED TO  
IMDEXHUB-IQ™

CONNECTED CLIENTS  
GENERATE  
**60%**  
MORE REVENUE  
FOR IMDEX THAN  
NON-CONNECTED  
CLIENTS

# Drilling Productivity Technologies

## Product Extension



### COREVIBE™

- Client Benefits**
- High frequency energy pulse assisted drilling for wireline coring
  - >30% increase in productivity
  - Up to 90% increase in penetration rates

- Progress Update**
- Units on rent 1Q20
  - Trial pipeline in Australia and North America full
  - Pilot production on track



### XTRACTA™

- Client Benefits**
- Allows drillers to change the bit when core is retrieved – no need to pull rods
  - The hole is always cased, maintaining hole integrity
  - Significant productivity and safety benefits

- Progress Update**
- Commencing client trials 2Q20
  - Pilot production on track



### MAGHAMMER™

- Client Benefits**
- Combines rotary diamond drilling with fluid driven percussive drilling
  - Achieves high penetration rates compared to conventional coring
  - Significant safety, cost and environmental benefits

- Progress Update**
- Development at IMDEX test site in NZ
  - Commercial trials 3Q20

# Drilling Productivity Technologies

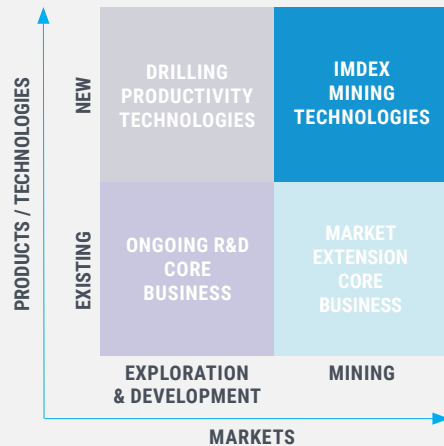
## Product extension investment rationale



<p>Attractive addressable coring rig market: COREVIBE™ ~1800* XTRACTA™ ~3000*</p> <p><small>*Based on current coring rig utilisation rates</small></p>	<p>MAGHAMMER™ initially targeting high speed pre-collar drilling through deep cover to the coring zone, ~1000 RC rigs globally</p>	<p>Strong industry demand for greater productivity - from drilling contractors and resource companies</p>	<p>Unique technologies with strong IP protection</p>
<p>Complements IMDEX's integrated solutions</p> <p>Will not cannibalise existing product offering</p>	<p>New Drilling Productivity technologies suit IMDEX rental model</p>	<p>Ability to leverage existing cost base, client network and infrastructure globally</p>	<p>Manufacturing and distribution fits well within capabilities</p>

# Mining Technologies

## Market Extension - Blast DOG™



Co-development project with Orica – the world's largest provider of commercial explosives and innovative blasting systems. Together we are optimising blasting outcomes based on high-resolution 3D material models and material tracking in the pit.

### BLASTDOG™



#### Client Benefits

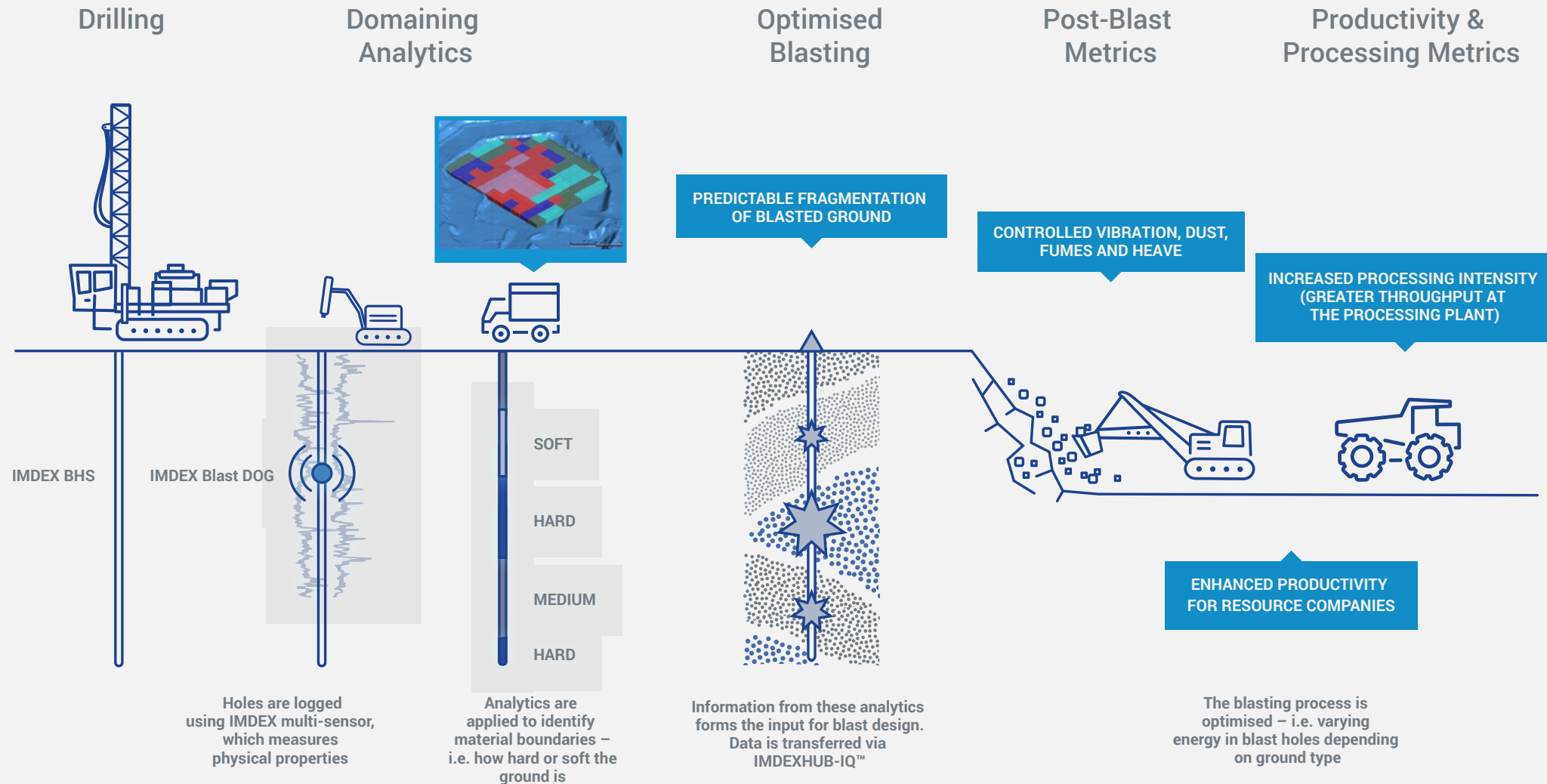
- Maximises revenue by increasing mine to mill efficiency
- Predictable fragmentation of blasted ground
- Greater throughput at the processing plant
- Less dilution
- Controlled vibration, dust, fumes and heave
- Enhances safety

#### Progress Update

- Conducting trials with global resource companies in Australia and the US
- Trials include precious and base metals and bulk commodities
- Revenue generation 4Q20

# Mining Technologies - Blast DOG™

## Optimised blasting and material tracking



# Mining Technologies

## Market extension investment rationale



Substantial addressable market, ~700 operating mines

Strong demand for productivity increases

Leverages existing technology and engineering expertise

Potential to provide substantial additional sustainable rental revenue

Ability to leverage existing infrastructure globally

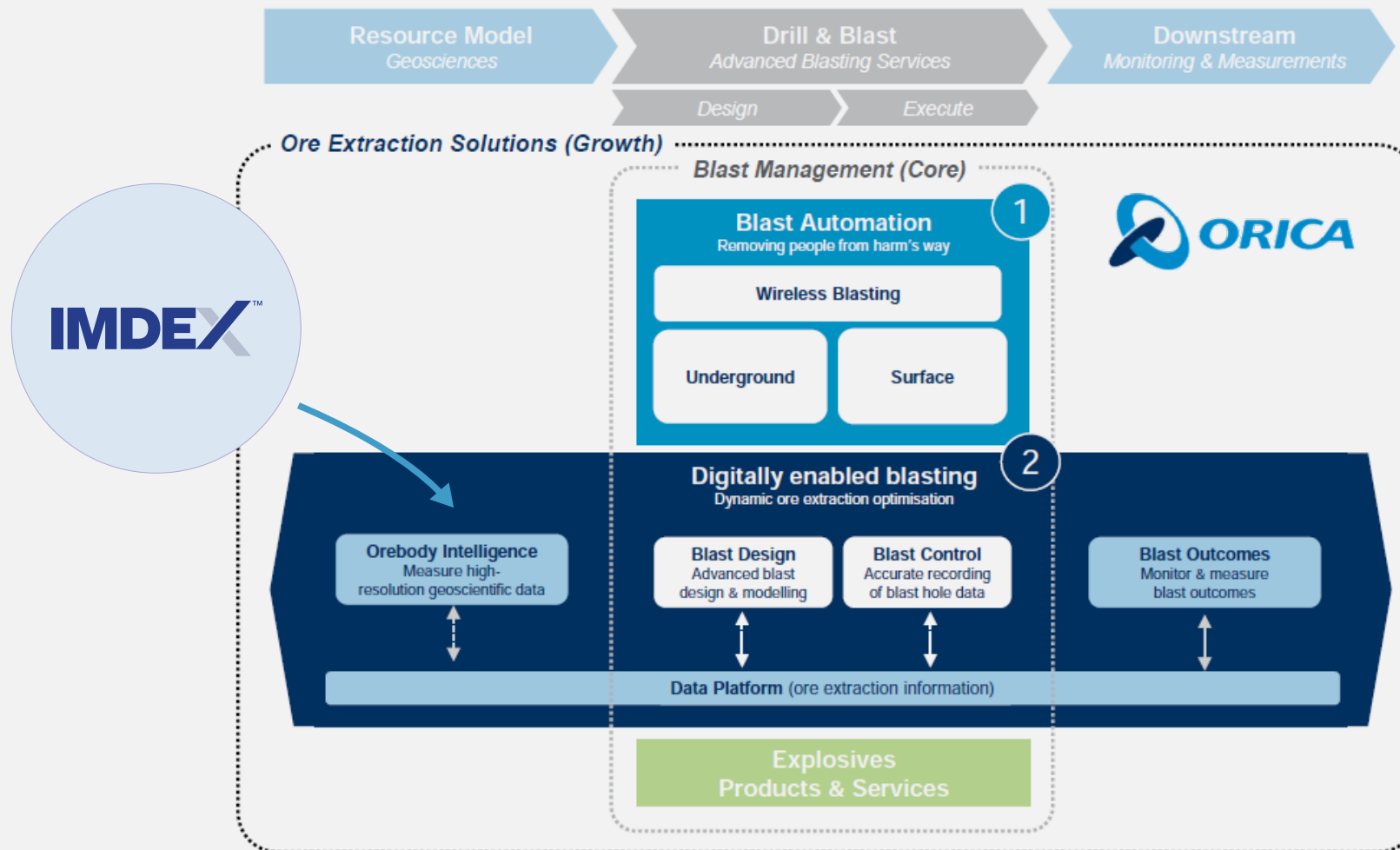
Strong support from industry partners – Orica, Anglo American and Teck Resources





# Orebody Intelligence

IMDEX provides high-resolution geoscientific data



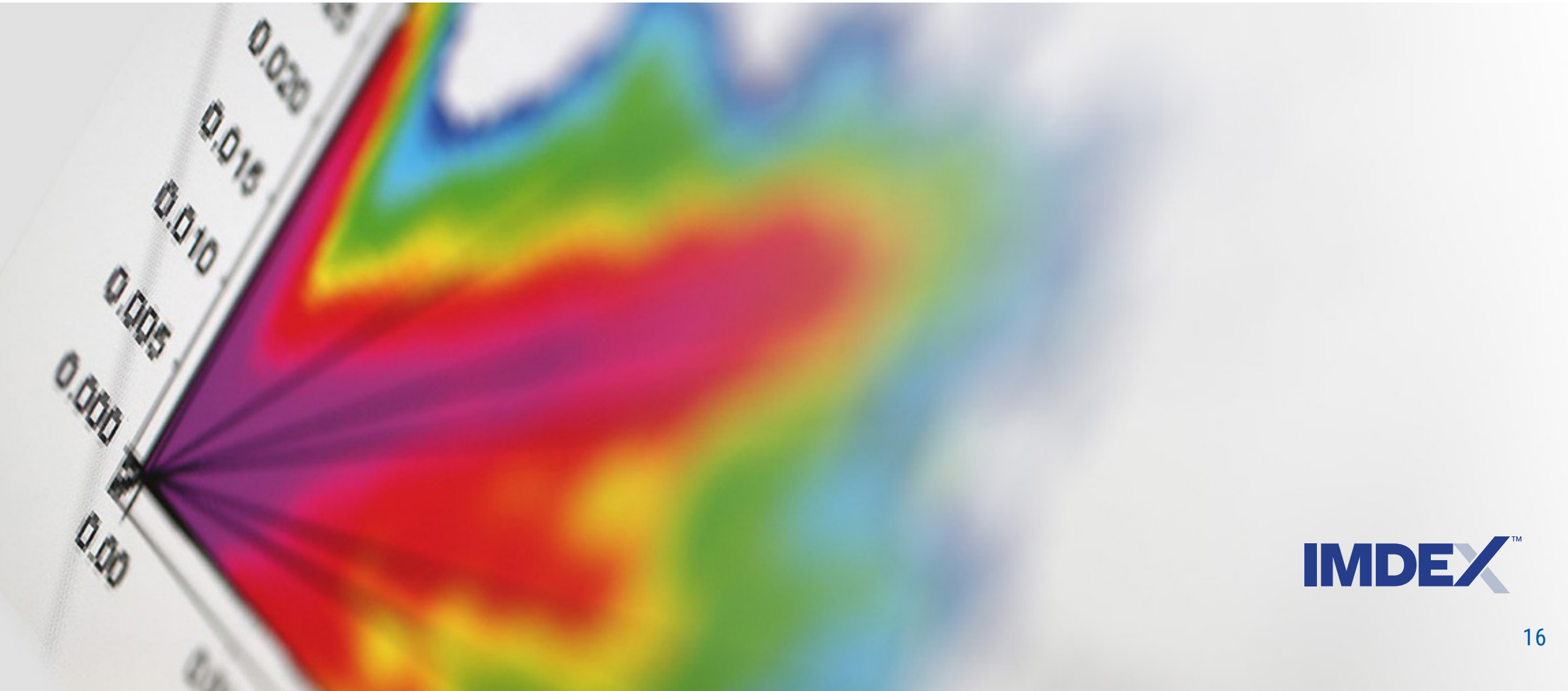
Source: Orica 2019 Investor Day Presentation

“We’re excited to be working in collaboration with IMDEX, our customers Anglo, Teck and the broader industry on this project, bringing together world-leading experience and expertise to revolutionise drill and blast operations across the global mining industry.”

ANGUS MELBOURNE  
ORICA’S CHIEF COMMERCIAL  
AND TECHNOLOGY OFFICER



# Outlook & Summary



# Positive Growth Outlook

## A strong start to FY20



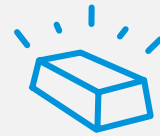
Record 1Q20 revenue  
– increasing activity reflected  
in IMDEX's growing rental fleet



Resource companies – embracing  
innovation and new technologies  
to lower cost, increase safety and  
achieve greater productivity



Major and intermediate  
resource companies –  
increasing expenditure to  
replace reserves



Stronger gold price and uplift in  
capital raisings globally



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



Four new IMDEX technologies  
– additional revenue in FY20,  
recurring commercial revenue  
from FY21

# Summary

Positioned to deliver attractive returns



Strong financial platform – improving recurring revenue and cash flow from operations, ability to increase shareholder returns



Compelling opportunities for sustainable revenue and earnings growth – core business and market extension



Outperforming market growth – market leading patent protected technologies that act as a barrier to entry



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



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



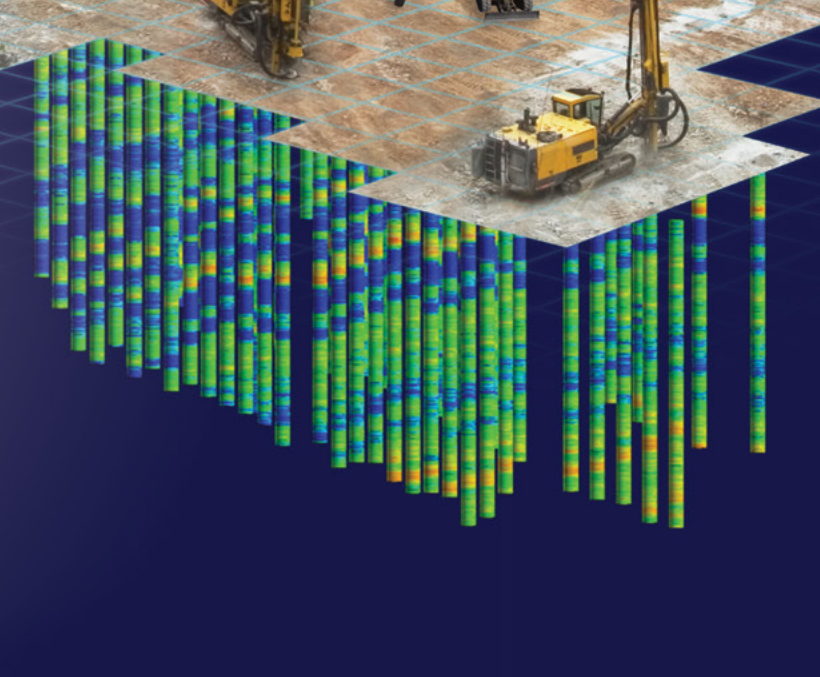
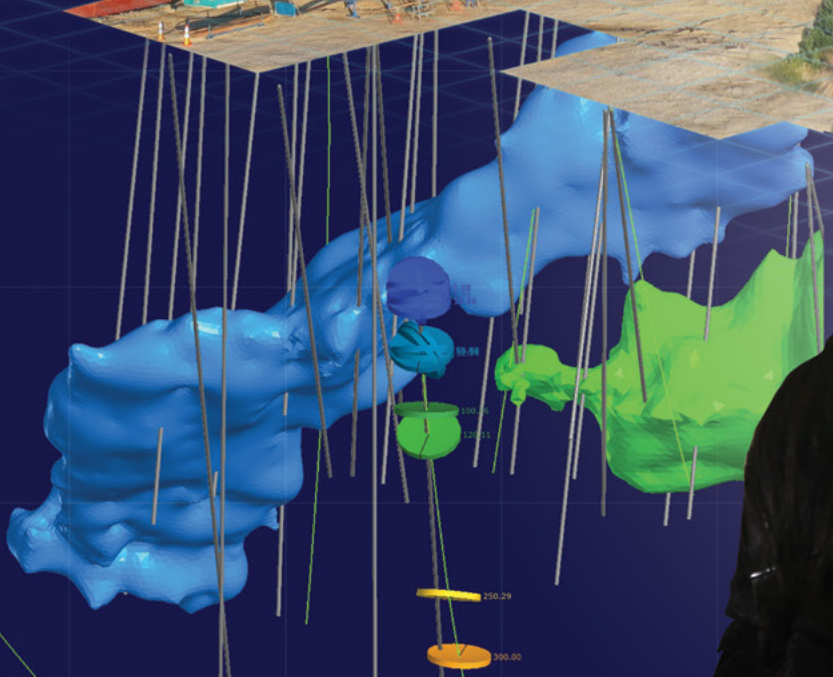
Strong leadership team – successful track record of developing and commercialising technologies in all market conditions





EXPLORATION  
& DEVELOPMENT

MINING





# 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:

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IRO & CORPORATE COMMUNICATIONS  
[KYM.CLEMENTS@IMDEXLIMITED.COM](mailto:KYM.CLEMENTS@IMDEXLIMITED.COM)

**IMDEX**<sup>TM</sup>

# Appendices



# Company Snapshot

## As at 30 September 2019



### CORPORATE INFORMATION

ASX listed	IMD
Share price	\$ 1.40
Issued shares	m 388.1
Market cap	\$m 543.3

### SHARE REGISTER ANALYSIS OF TOP 50 SHAREHOLDERS

Institutions	64.75%
Employees, directors & company related parties	3.11%
Private shareholders	6.09%
Brokers & banks	14.63%

### SHARE PRICE – 12 MONTH TREND



### LARGEST SHAREHOLDERS

	SHARES (m)	%
Morgan Stanley Australia	37.54	9.67
Yarra Capital Management	34.75	8.96
Fidelity Investments	29.25	7.54
L1 Capital	22.05	5.68

# 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



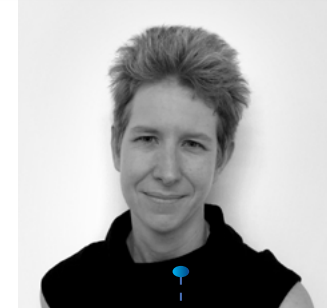
**Paul Evans**  
CFO & Company  
Secretary



**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

# ESG

## Achievements & Areas of Focus



### SAFETY

- Improving safety performance
- Enhancing visible safety leadership
- Improving systems and compliance
- Implementing technology solutions – iAuditor
- Enhancing employee training and education

### SOCIAL

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

### ENVIRONMENTAL

- Increasing number of solids removal units on rent – smaller site footprint and significant water reduction
- Market a range of bio-degradable drilling fluids

### GOVERNANCE

- 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

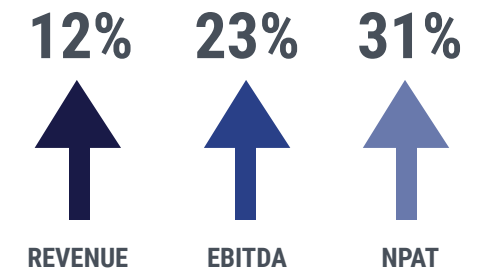
# Key Metrics

## A strong financial platform



	FY19 \$m	FY18 \$m	VAR \$m
Revenue	243.7	218.5	25.2
EBITDA	52.3	42.4	9.9
EBITDA margin %	21%	19%	2%
NPAT	27.6	21.1	6.5
EPS (cents)	7.4	5.7	1.7
Operating cash flow	35.2	15.9	19.3
Net assets	220.0	186.1	33.9
Net cash (as at 30 June)	23.2	7.9	15.3
Fully-franked interim dividend (cents)	0.8	-	0.8
Fully-franked final dividend (cents)	1.4	-	1.4
Full-time employees (no. at 30 June)	511	529	(18)

### FY19 FINANCIAL PERFORMANCE (V FY18)



### OPERATING CASH FLOW

**121%**

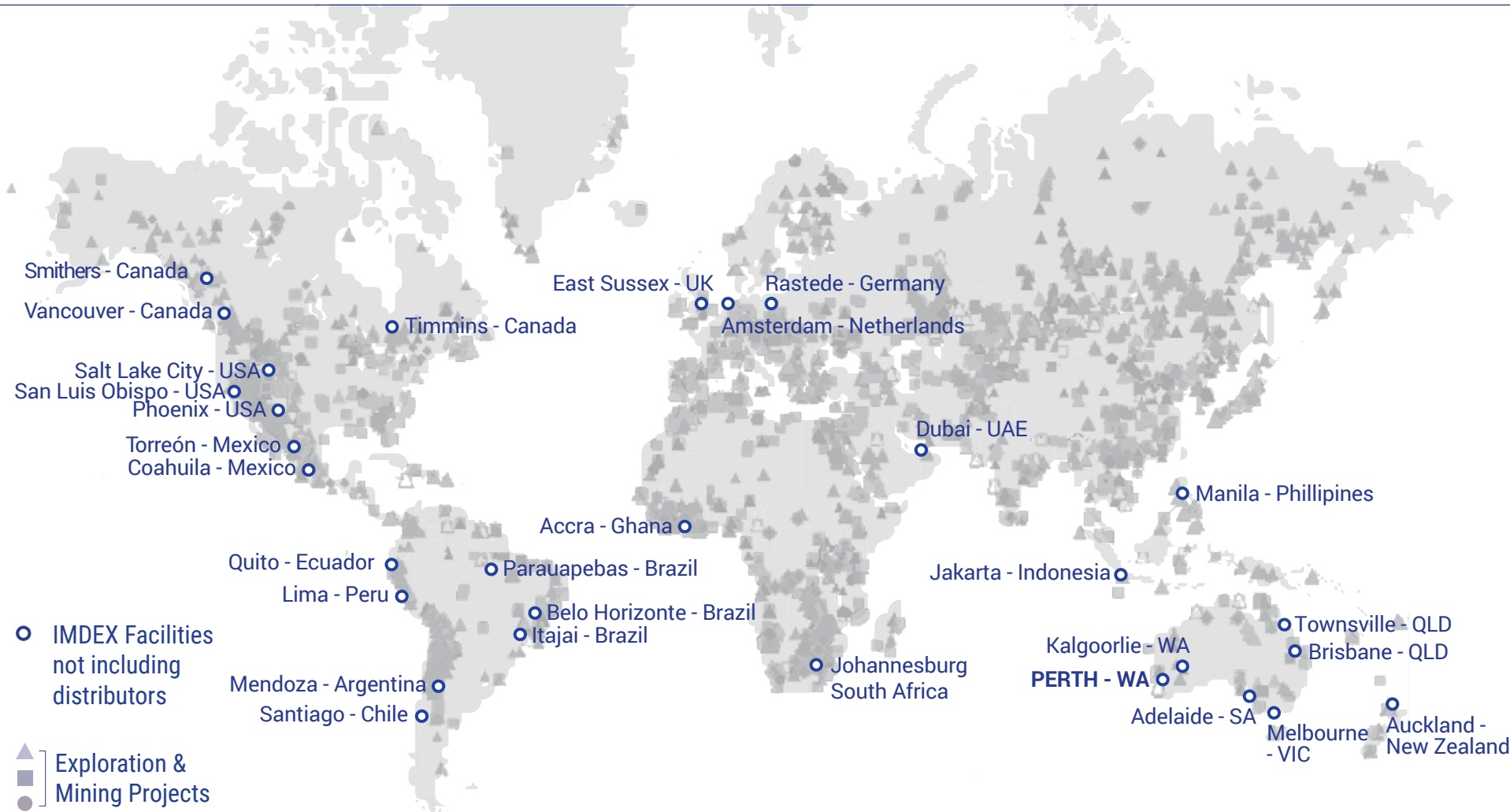


### NET CASH POSITION

**\$23.2M**

# Established Global Business

## In all the key mining regions of the world



**STRONG MARKET  
PRESENCE ON  
70%  
OF MINERAL  
DRILLING PROJECTS  
GLOBALLY**

**SALES IN  
102  
COUNTRIES**

# Clients & Industry Partners

## Long-standing collaborative relationships



### OUR CLIENTS

Drilling contractors and resource companies globally

#### INDUSTRY PARTNERS / THOUGHT LEADERSHIP

Teck



#### DIRECTLY SUPPORTING MAJOR MINING COMPANIES

BHP

RioTinto



GLENCORE



#### LONG-STANDING DRILLING CLIENTS

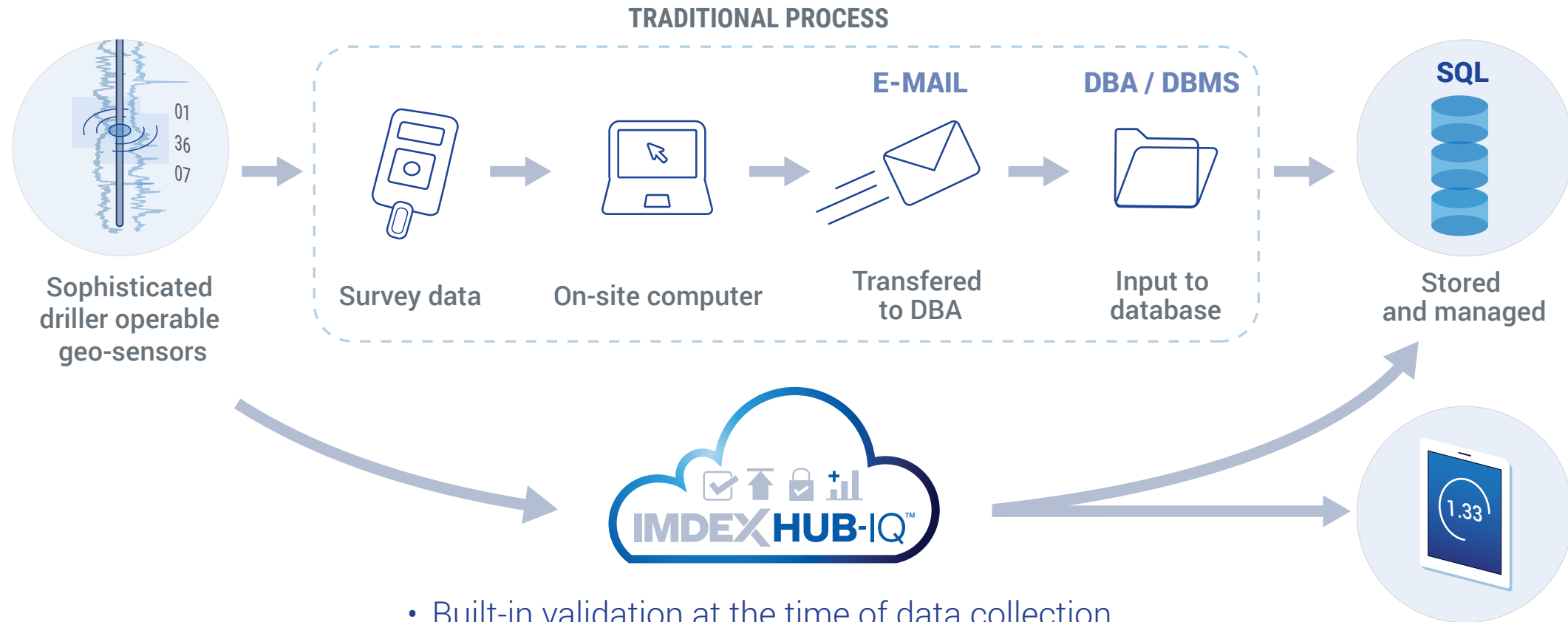


AUSTRALIAN  
SHAFT DRILLING

GEODRILL

# IMDEXHUB-IQ™

## Enabling instantaneous information

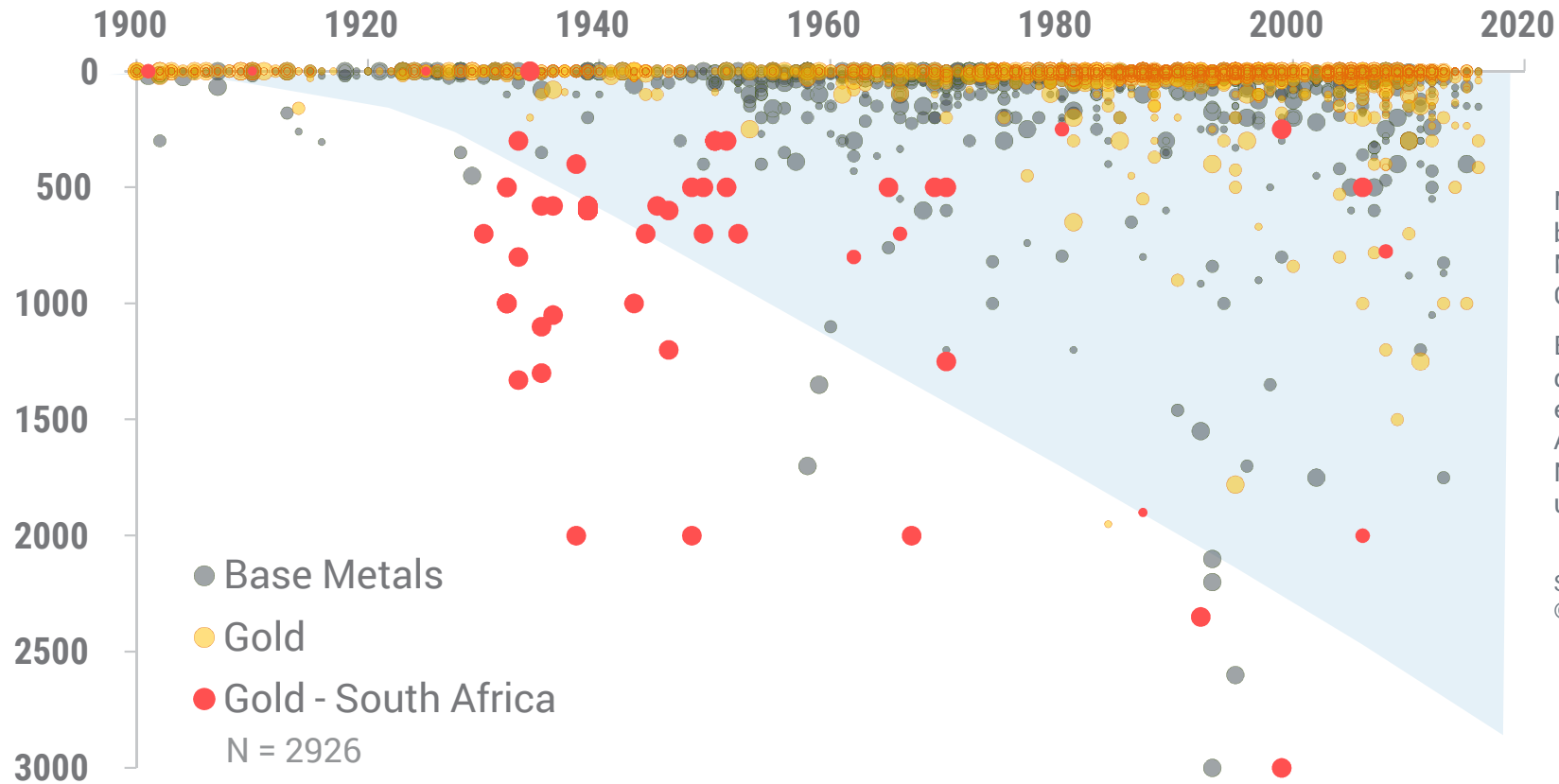


- Built-in validation at the time of data collection
- Secure chain of custody for your data
- Real-time access to data anywhere, anytime
- Data agnostic

# New Discoveries

## Deeper and under ground cover

INDUSTRY IS PROGRESSIVELY LOOKING  
UNDER DEEPER COVER OVER TIME



Note: Size of the  
bubble refers to  
Moderate, Major and  
Giant discoveries

Excludes satellite  
deposits within  
existing camps.  
Analysis excludes  
Nickel laterites and  
under-sea deposits

Source: MinEx Consulting  
© March 2017

DEPTH (METRES)

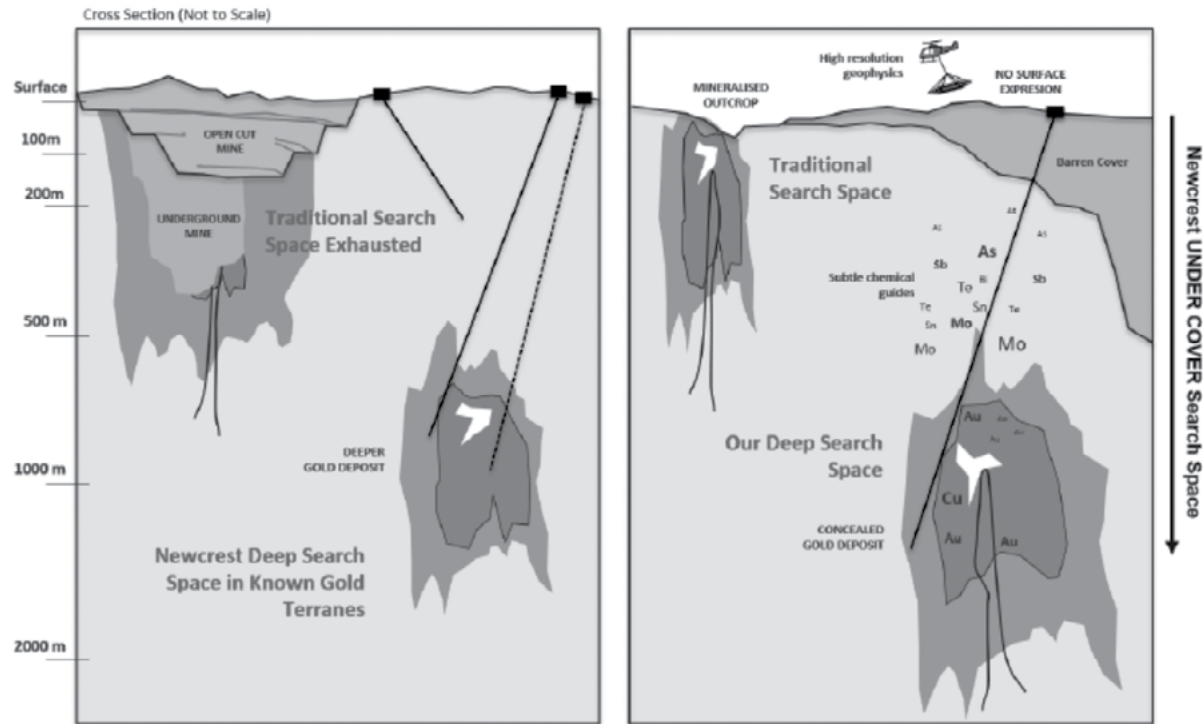
# Deeper Drilling

## Denver Gold Forum - September 2019



### 1. Looking Deeper in outcrop areas

### 2. Exploring under cover



Newcrest's unique mining capabilities opens up all search spaces

NEWCREST BRIEFING PACK  
SANDEEP BISWAS, MANAGING DIRECTOR & CEO

“One of our aspirations is to grow our asset base, ideally “through the drill bit” by focussing on brownfield and greenfield exploration opportunities globally.”

NEWCREST 2019 ANNUAL REPORT

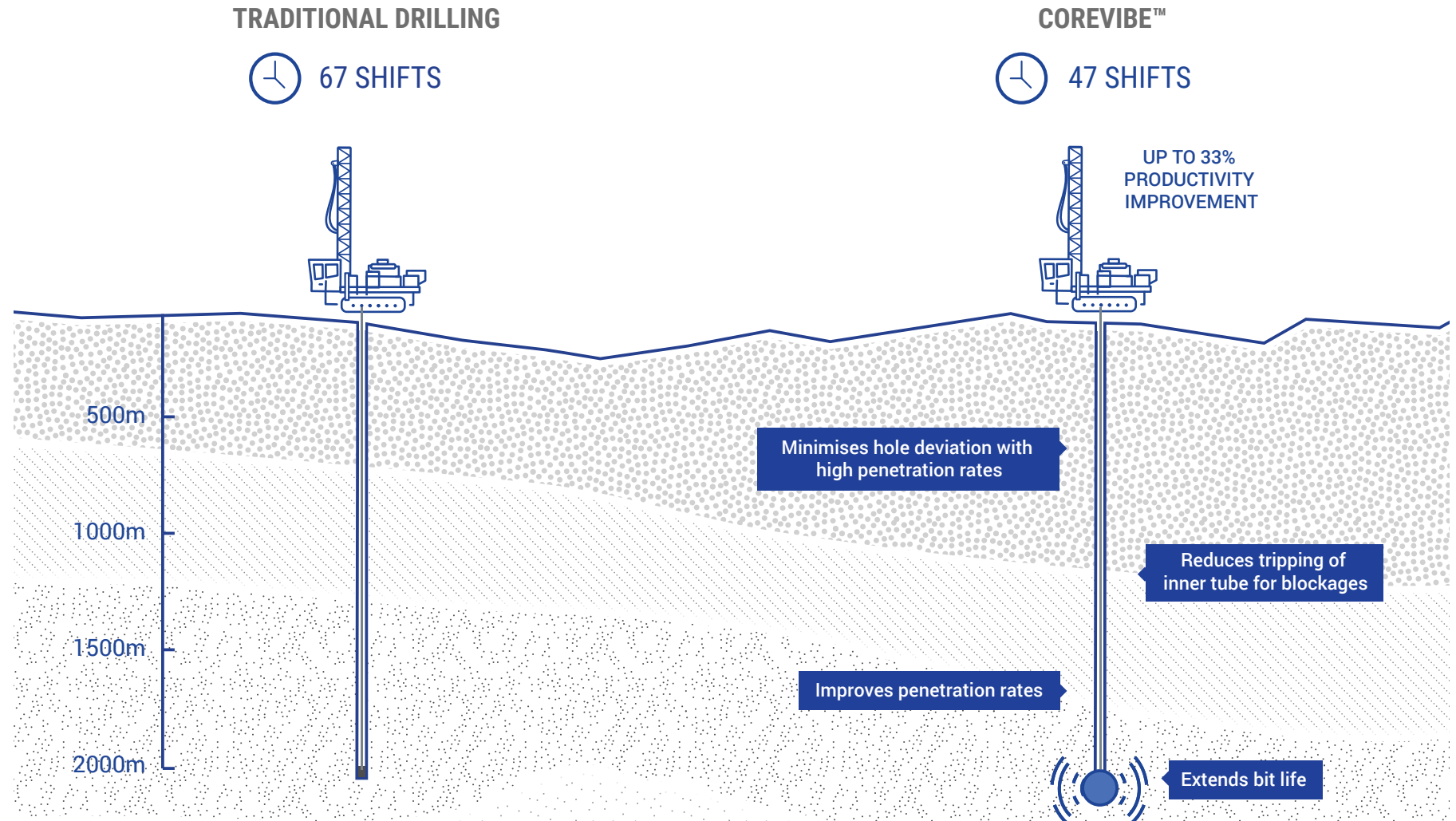


# COREVIBE™

## Significant productivity gains for clients



### HIGH FREQUENCY PULSE ASSISTED DRILLING FOR WIRELINE CORING OPERATIONS



# XTRACTA™

## Significant benefits for clients

---



**ALLOWS DRILLERS  
TO INSPECT OR  
CHANGE THE BIT  
EACH TIME THE CORE  
IS RETRIEVED**

No need to pull the rods to change bits  
- the hole is always cased, maintaining hole integrity

---



Increase  
Productivity



Reduce Risk  
of Injury



Reduce Hole  
Deterioration



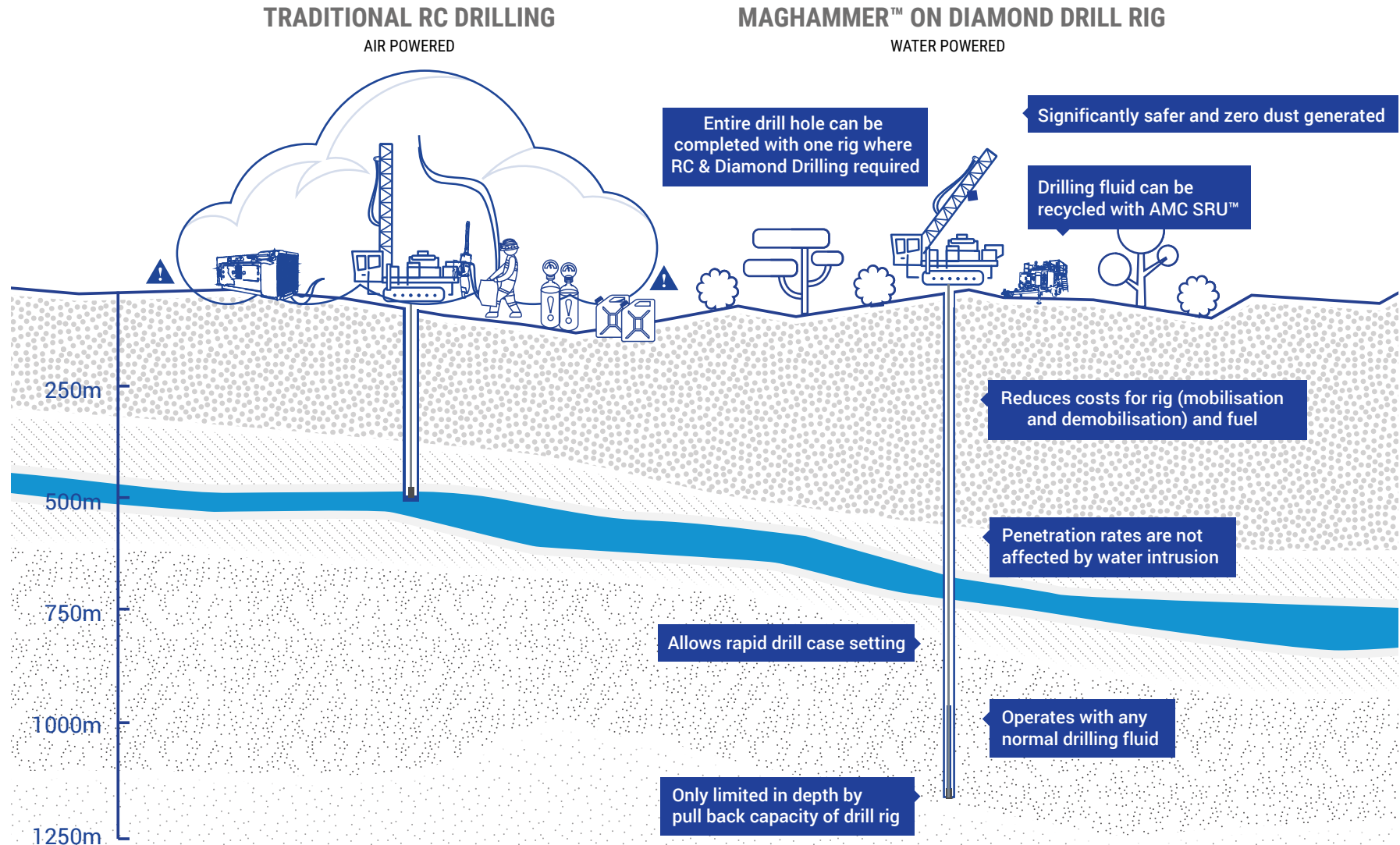
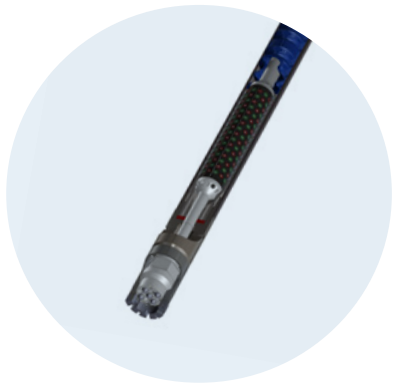
Drill  
Aggressively

# MAGHAMMER™

## Significant productivity & safety benefits for clients



### FLUID DRIVEN PERCUSSIVE DRILLING ON A DIAMOND DRILL RIG

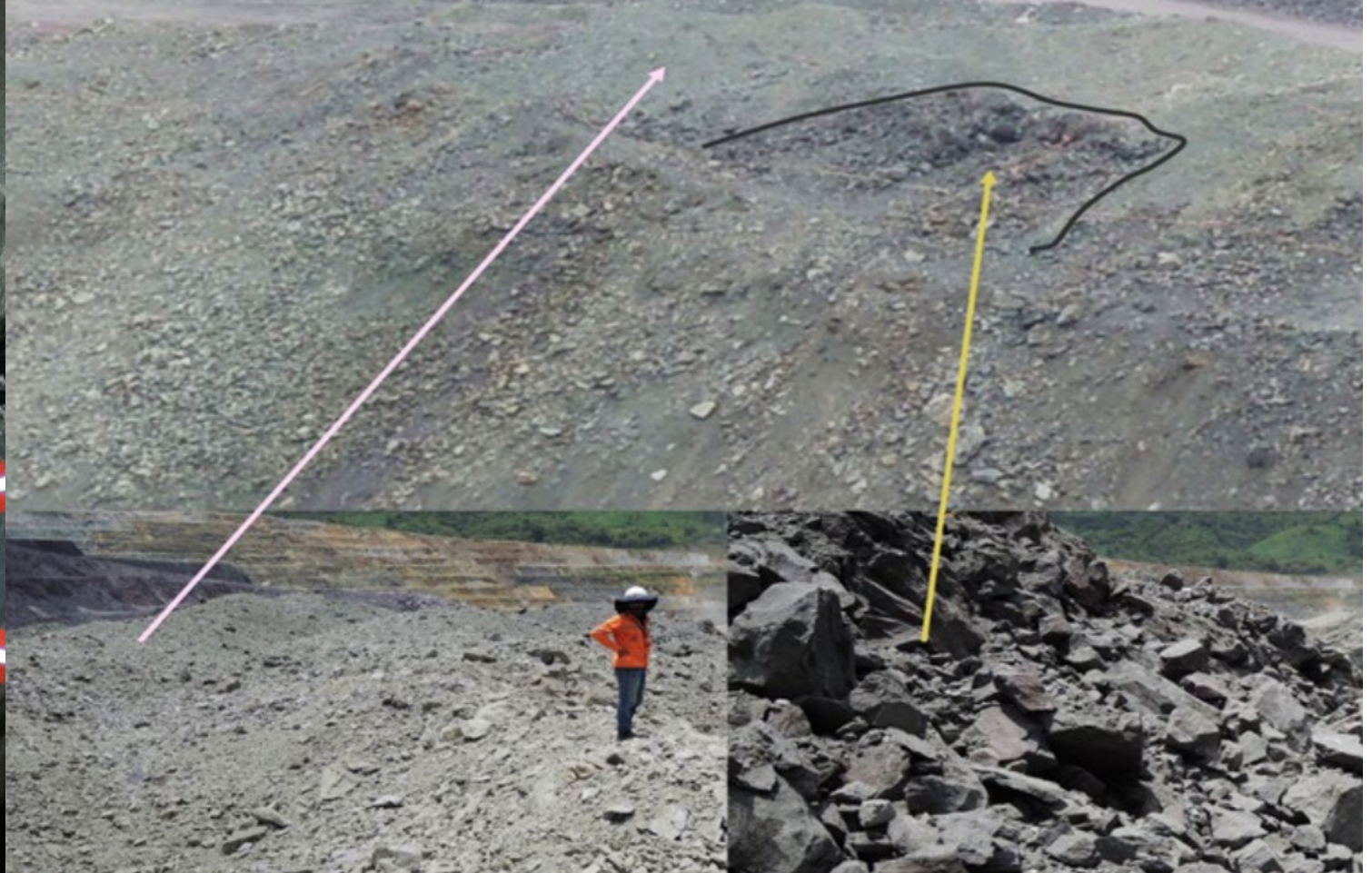


# Drill & Blast Industry Challenges

## Fragmentation



UNDERGROUND OPERATIONS



ABOVEGROUND OPERATIONS



# Drill & Blast Industry Challenges

## Structure



# Drill & Blast Industry Challenges

## Fume





# Drill & Blast Industry Challenges

## Manual, inefficient processes

