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11 March 2020

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

Dear Sir/Madam

**Euroz Securities Rottnest Island Institutional Conference 2020 Presentation**

Please find attached the Euroz Securities Rottnest Island Institutional Conference 2020 Presentation to be presented later today.

Authorised by

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 Limited**

# IMDEX presentation

## Euroz Securities

## Rottneest Island

## Institutional Conference

11 MARCH 2020

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

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# A leading Mining-Tech Company

Building solid and sustainable growth



## CORE BUSINESS

CONSISTENTLY OUTPERFORMING  
MARKET CONDITIONS

1H17 - 1H20  
REVENUE CAGR

↑ 16%

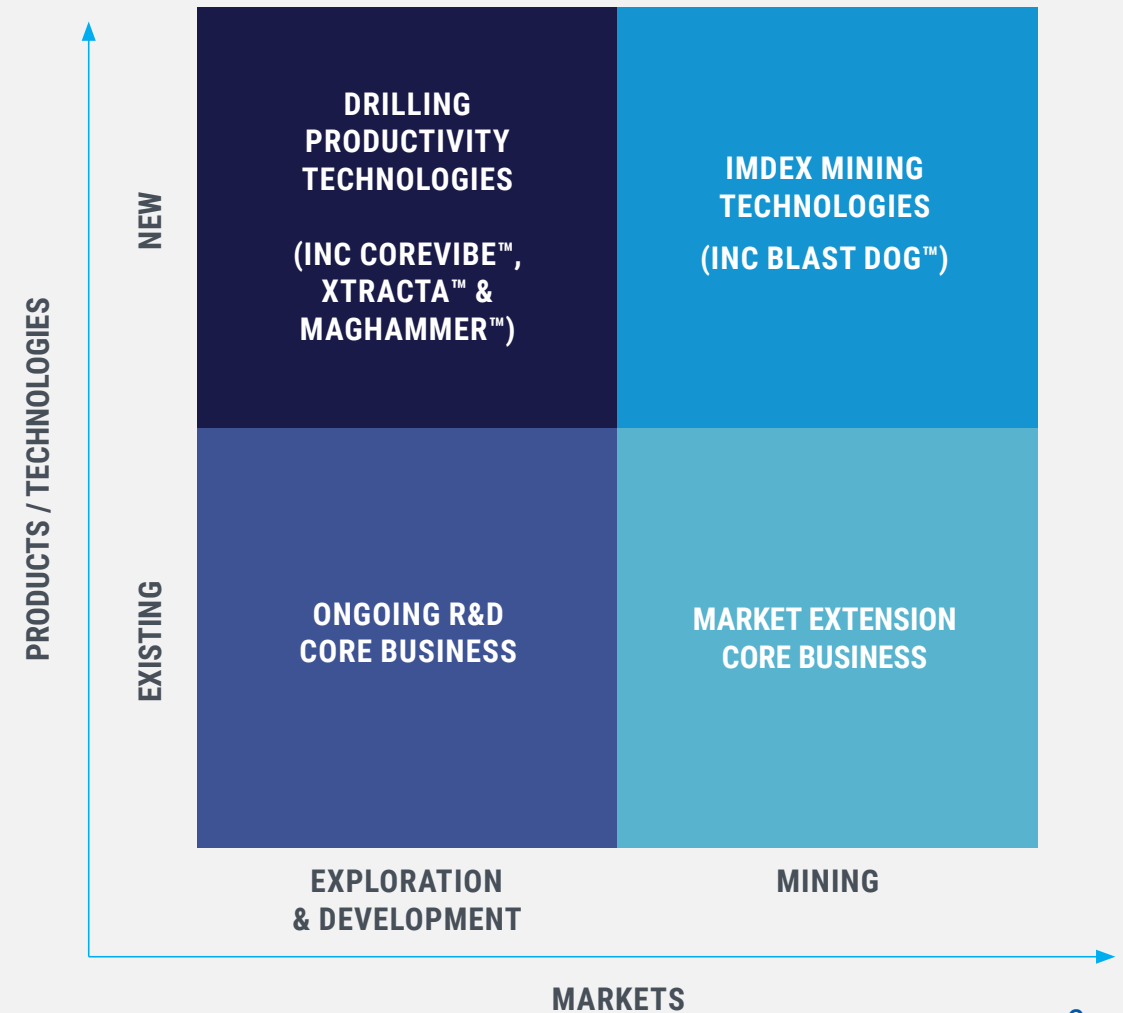
1H20 UNDERLYING  
EBITDA MARGIN

22%

STRONG MARKET  
PRESENCE ON

70%

OF MINERAL DRILLING  
PROJECTS GLOBALLY



# What Our Technologies Do

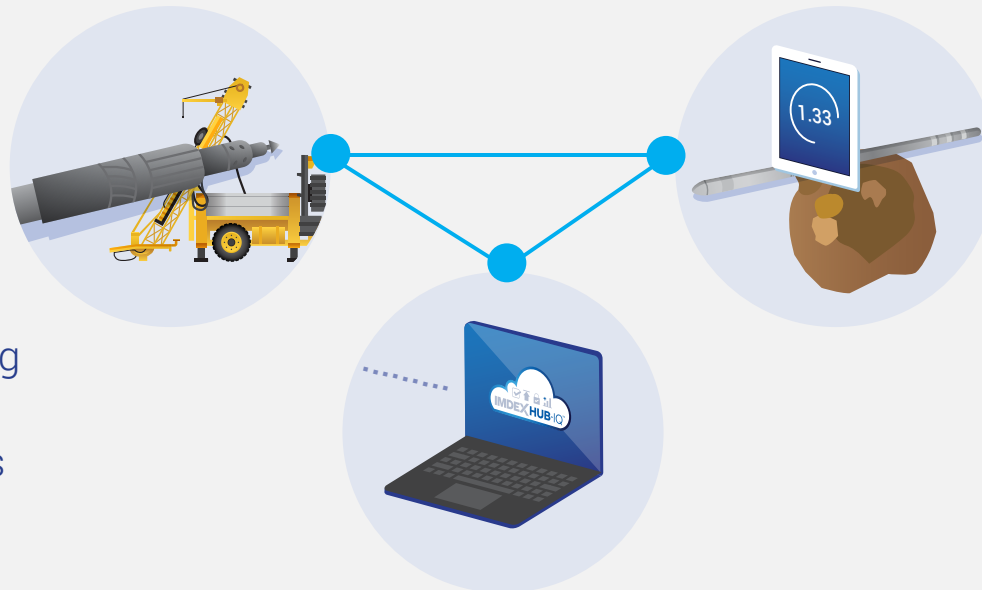
## Enable successful cost-effective operations



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

# HOW WE ARE GROWING OUR CORE BUSINESS

# Technical Leadership

IMDEXHUB-IQ™ enabling better decision making



## CONNECTING

TO IMDEXHUB-IQ™ AND ENHANCING TRADITIONAL TECHNOLOGIES

## 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

“By combining this data with clever analytics, artificial intelligence, machine learning and automation, we are making our business safer and more productive”

RIO TINTO

# Drilling Productivity Technologies

## Product Extension



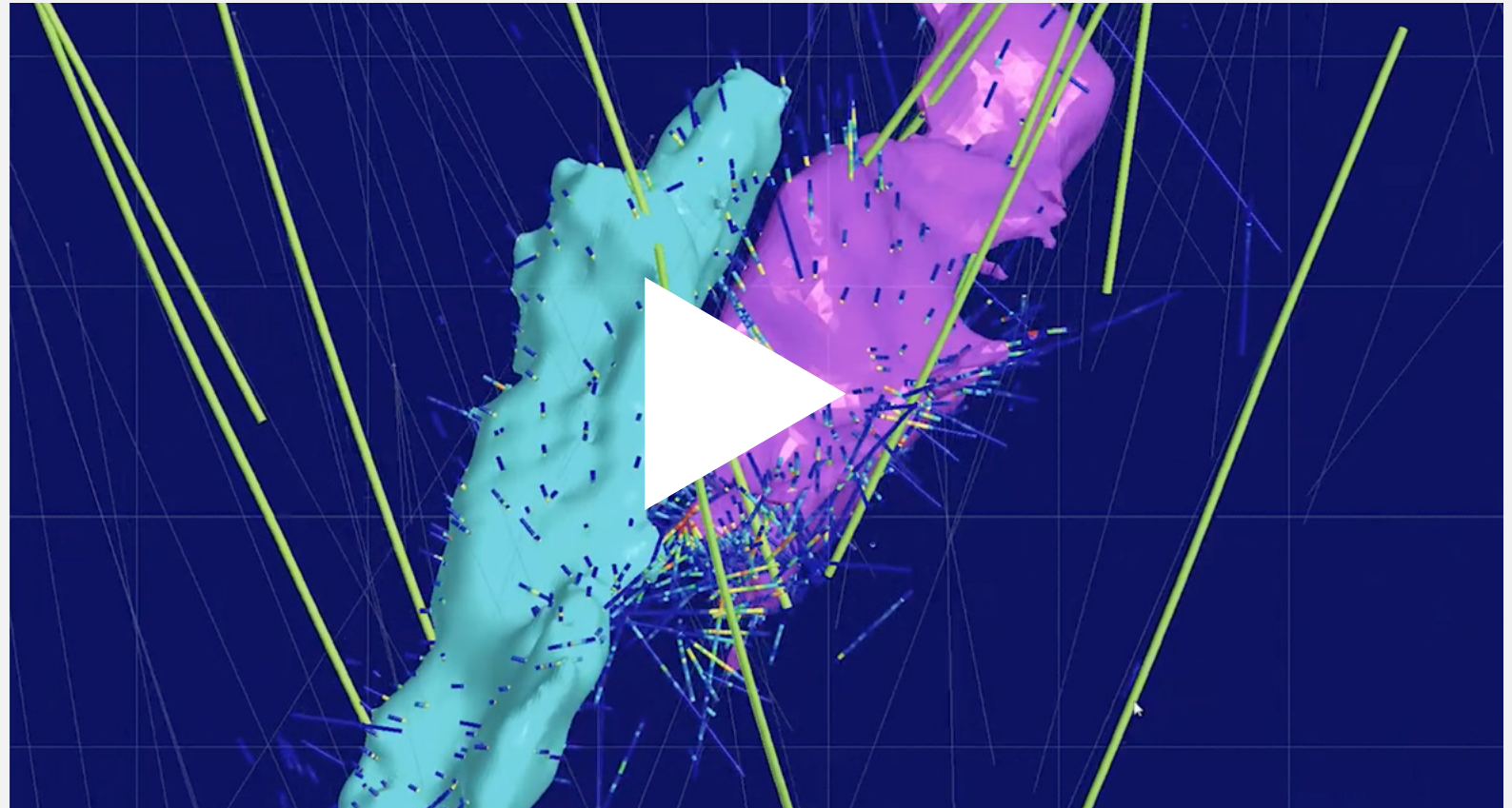
	Client Benefits	Progress Update
 <b>COREVIBE™</b>	<ul style="list-style-type: none"><li>• High frequency energy pulse assisted drilling for wireline coring</li><li>• &gt;30% increase in productivity</li><li>• Up to 90% increase in penetration rates</li></ul>	<ul style="list-style-type: none"><li>• Full pipeline of client trials</li><li>• Confident of converting trials to active rentals</li><li>• On-track with supply chain</li><li>• Revenue from 2H20</li></ul>
 <b>XTRACTA™</b>	<ul style="list-style-type: none"><li>• Allows drillers to change the bit when core is retrieved – no need to pull rods</li><li>• The hole is always cased, maintaining hole integrity</li><li>• Significant productivity and safety benefits</li></ul>	<ul style="list-style-type: none"><li>• Further client trials in 3Q20</li><li>• Pilot production on track</li><li>• Revenue from 4Q20</li></ul>
 <b>MAGHAMMER™</b>	<ul style="list-style-type: none"><li>• Combines rotary diamond drilling with fluid driven percussive drilling</li><li>• Achieves high penetration rates compared to conventional coring</li><li>• Significant safety, cost and environmental benefits</li></ul>	<ul style="list-style-type: none"><li>• Continuing development at IMDEX test site in NZ</li><li>• Client trials 4Q20</li><li>• Revenue from FY21</li></ul>

# Technical Integration

## Real-time 3D visualisation of borehole



IMDEXHUB-IQ™  
integrates with  
Seequent's Leapfrog  
Central software  
enabling real-time  
3D visualisation of  
drillhole data





# Technical Integration

## IMDEX SURVEY-IQ™



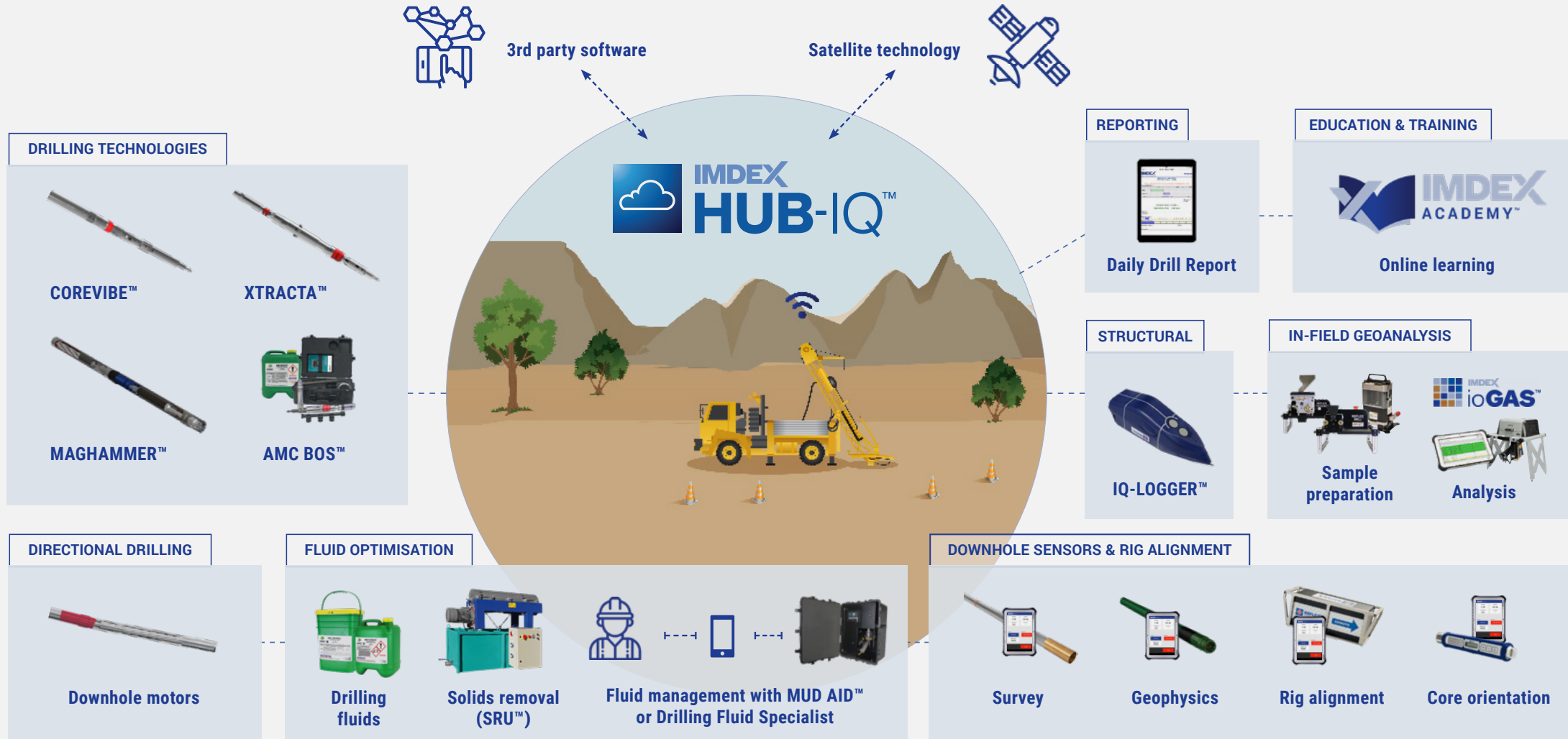
Control multiple sensors including the REFLEX EZ-GAMMA™, REFLEX GYRO SPRINT-IQ™ and REFLEX EZ-GYRO™ through one app



<https://reflexnow.com/imdex-survey-iq-overview/>

# The Optimised Drill Site

## Delivering clients greater economic value



# Case Study: Major Resource Company

## Drilling optimisation solution delivers significant savings



### THE PROJECT

3 service providers assigned to drill

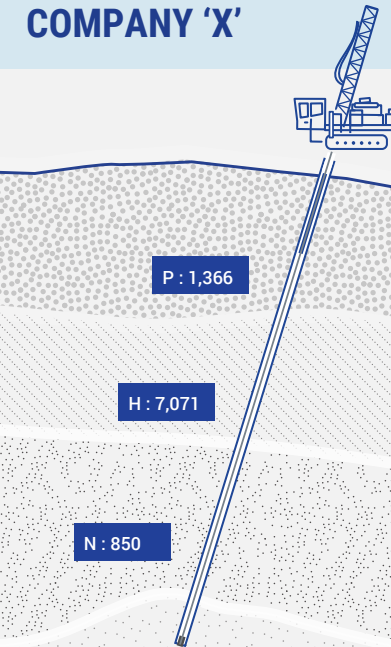
3 holes each on the same project

Duration:  
6-8 month trial

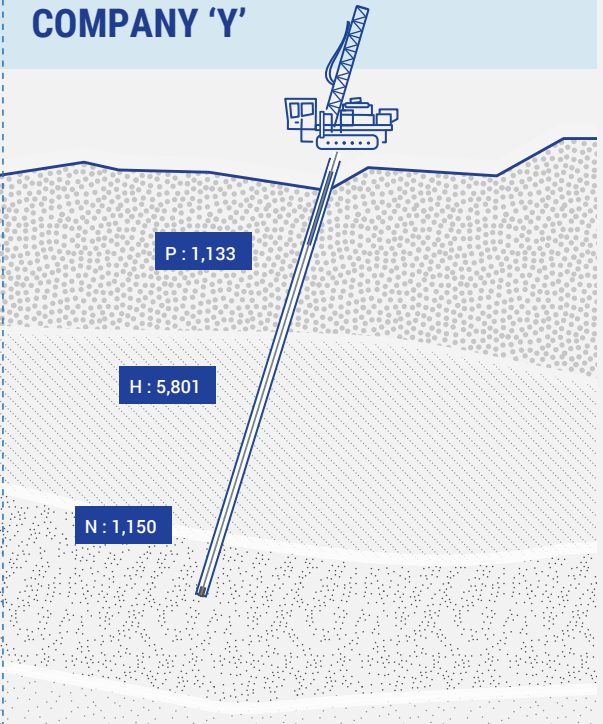
### IMDEX



### FLUIDS COMPANY 'X'



### FLUIDS COMPANY 'Y'



### THE SOLUTION

PRODUCT AND  
SUPPORT  
OFFERINGS:

ENGINEER SERVICES, DAILY  
DRILLING FLUIDS  
AMC MUD AID™  
AMC SOLIDS REMOVAL UNIT™ (SRU™)  
AMC BOS™ / AMC BOS FIX™

ENGINEER SERVICES, MONTHLY  
DRILLING FLUIDS

ENGINEER SERVICES, MONTHLY  
DRILLING FLUIDS

### THE RESULTS

COST PER FOOT:

**28,402 FT @ \$5.30**

**27,865 FT @ \$8.35**

**24,255 FT @ \$14.00**

# HOW WE ARE BUILDING LESS CYCLICAL REVENUE



# Mining Technologies - BLASTDOG™

On track with development



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

### Client Benefits

### Progress Update

#### BLASTDOG™



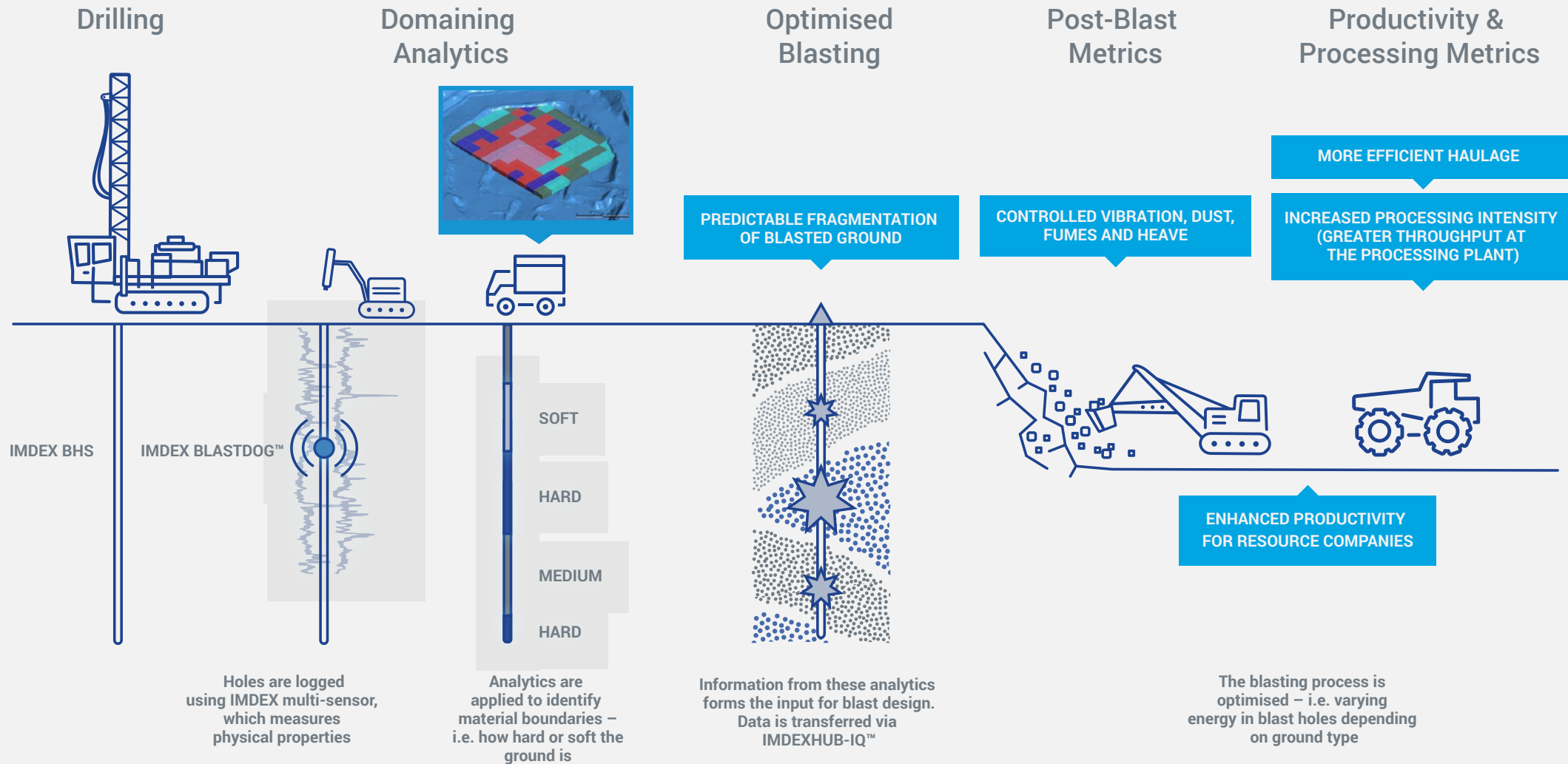
- Maximises revenue by increasing mine to mill efficiency
- Predictable fragmentation of blasted ground
- Greater throughput at the processing plant
- Less dilution
- Controlled vibration, dust, fumes and heave
- Enhances safety

- Trials completed in North America, South America and Australia
- Trials completed in gold, bulk commodities and copper
- The next 7 trial sites have been identified
- Autonomous robotic deployment unit progressing as planned
- Data computational processing development progressing as planned



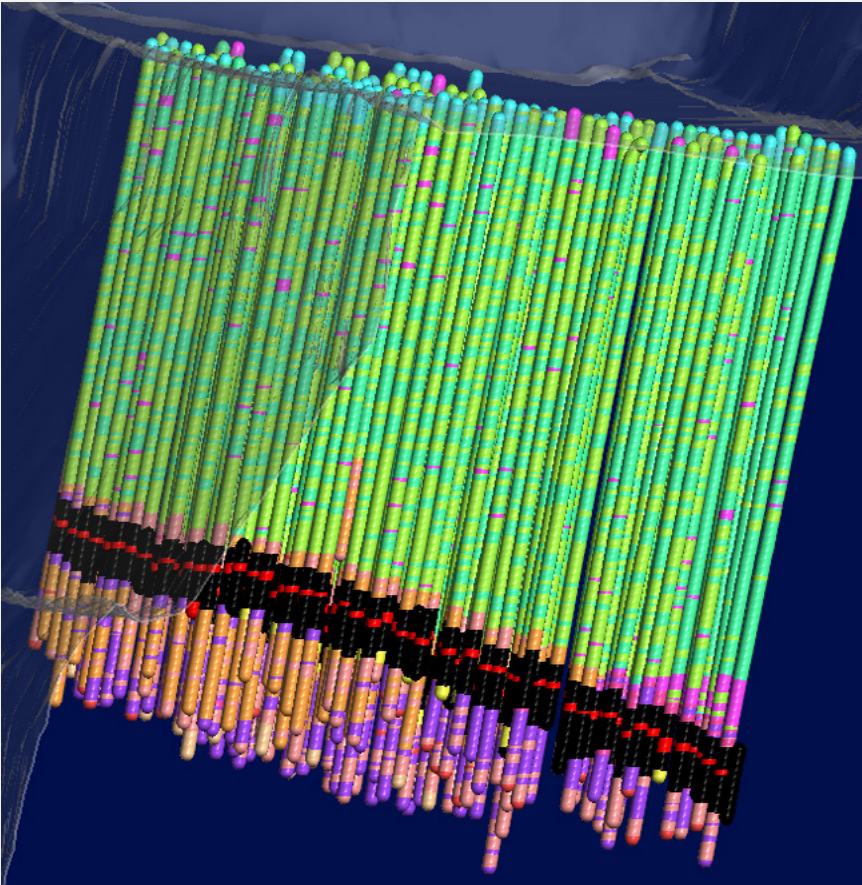
# Mining Technologies - BLASTDOG™

## Optimised blasting and material tracking

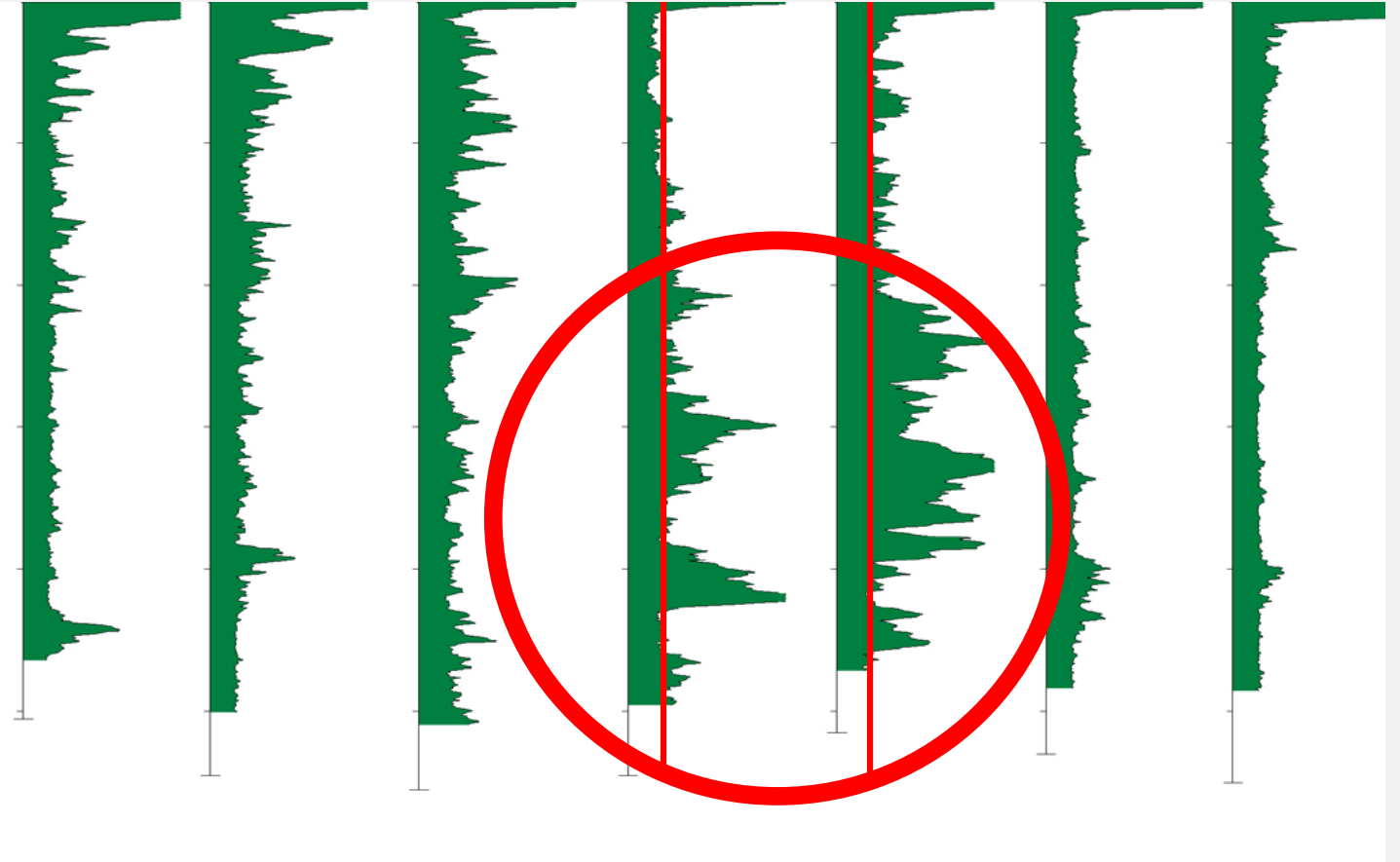


# Deposit Knowledge

## For optimised blasting



Identification of ore seam for  
optimized blast hole loading



Identification of true hole volume for  
optimized explosive planning

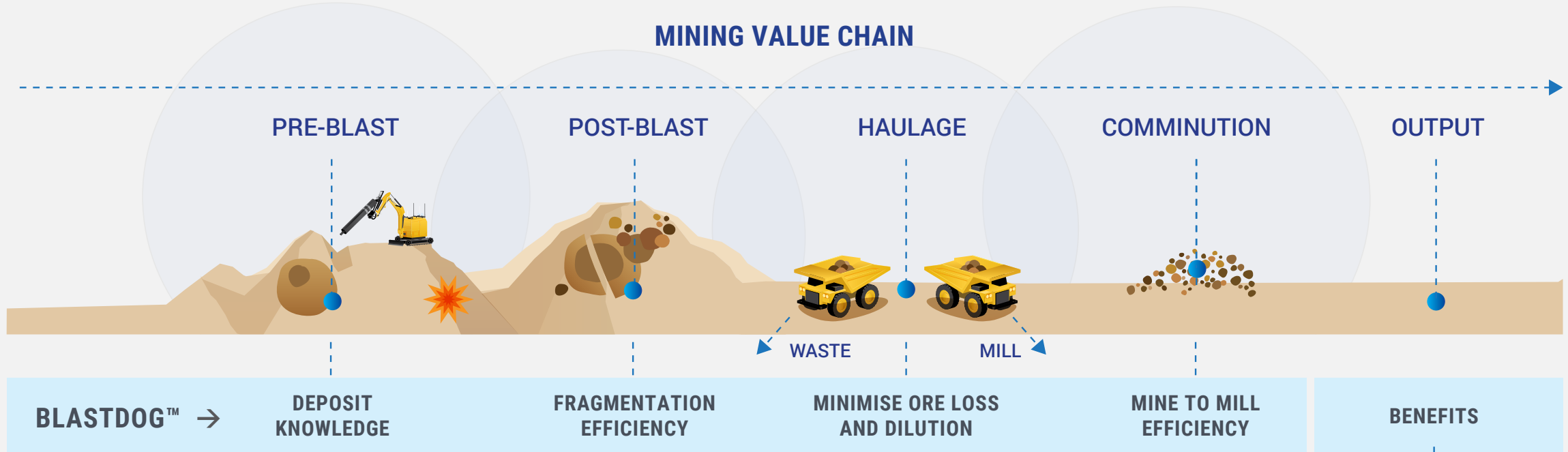


# Mining Technologies - BLASTDOG™

## Importance of total deposit knowledge



### MINING VALUE CHAIN



SIGNIFICANT PRODUCTIVITY, COST AND SAFETY BENEFITS INCLUDING A

**↑ 15 – 20%**  
GAIN IN MINE TO MILL EFFICIENCY

# 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



# Summary

Positioned to deliver attractive returns



Strong financial platform  
delivering recurring revenue  
Strong cash flow from operations  
Increasing 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

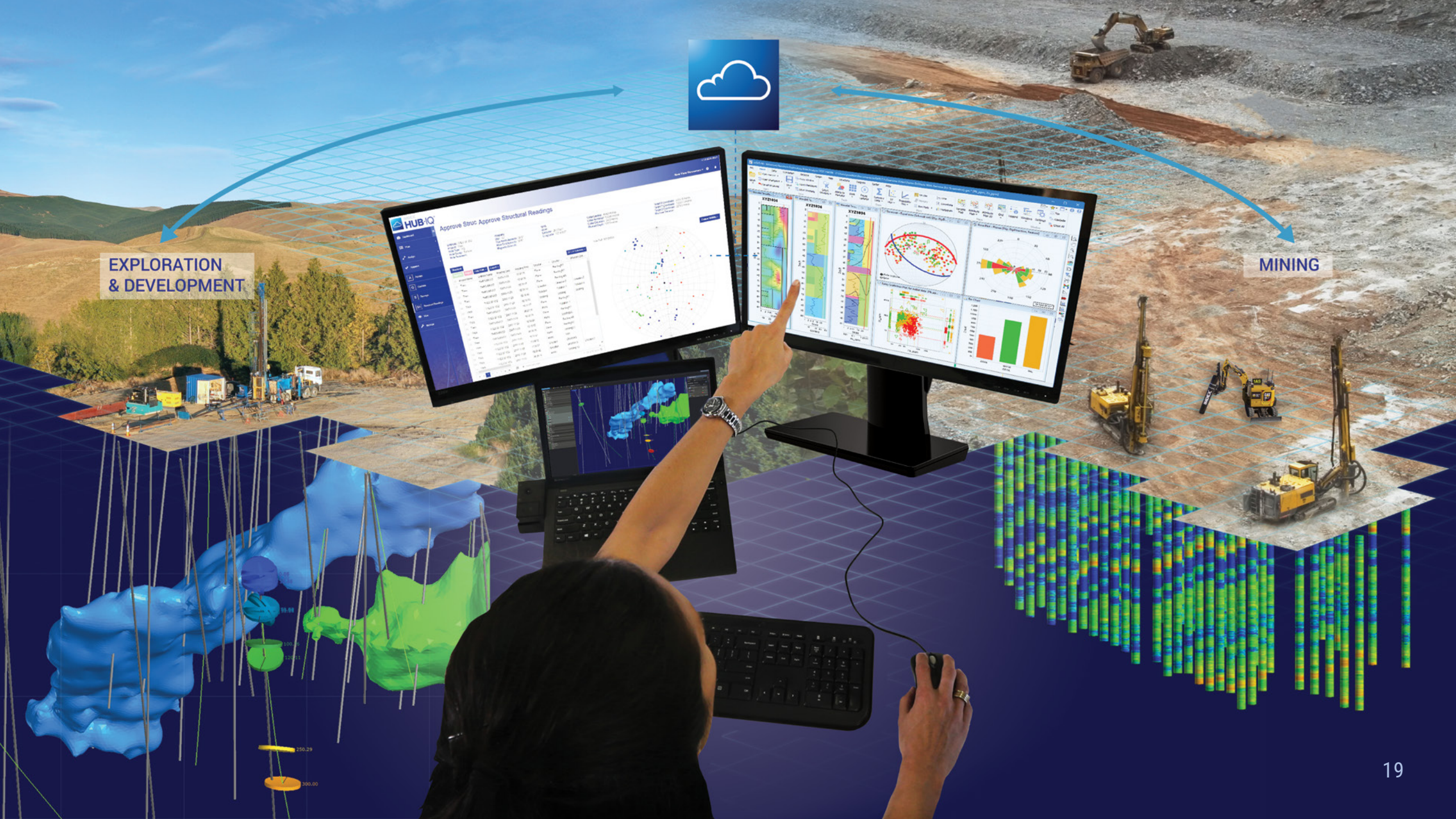


Expanding market share and  
margins, driven by an unrivalled  
range of technologies and the  
benefits of being the first mover  
to cloud-enabled instruments



Strong leadership team  
– successful track record of  
developing and commercialising  
technologies





EXPLORATION  
& DEVELOPMENT

MINING



# Thank you

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