



ASX Release

4 November 2021

INVESTOR WEBINAR PRESENTATION

Specialist resources services provider Babylon Pump & Power Limited ("Babylon" or "the Company"), (ASX: BPP), is pleased to announce its participation in the ShareCafe Small Cap "Hidden Gems" Webinar, to be held Friday 5th of November 2021 from 12:30pm AEDT / 9:30am AWST.

Executive Chairman Michael Shelby will provide an overview of the Company's strong blue-chip client base including BHP, Alcoa and South 32, as well as its strong quarterly results, reporting record revenue for Q1FY22 of \$7.3M, up 38% on previous the quarter.

This webinar can be viewed live via Zoom and will provide viewers the opportunity to hear from, and engage with, a range of ASX-listed leading micro/mid cap companies.

To access further details of the event and to register at no cost, please copy and paste the following link into your internet browser:

https://us02web.zoom.us/webinar/register/5416151767246/WN_o2yDaRggRoKA0hvS8pldow

A recorded copy of the webinar will be made available following the event.

A copy of the investor presentation to be delivered during the webinar is attached.

For more information, please contact:

Michael Shelby

Executive Chairman

+61 (0) 8 9454 6309

mshelby@babylonpumpandpower.com





BABYLON
PUMP & POWER LTD



**INVESTOR PRESENTATION
SHARECAFE “HIDDEN GEMS” WEBINAR
5TH NOVEMBER 2021**



IMPORTANT NOTICE AND DISCLAIMER

This presentation has been prepared by Babylon Pump & Power Limited (“**Babylon**”) (ASX: BPP) for information purposes only.

This presentation is not a product disclosure statement or prospectus for the purposes of the Australian *Corporations Act 2001* (Cth), nor does it constitute financial product or investment advice or a recommendation, offer or invitation by any person or to any person to sell, purchase or otherwise invest in securities in BPP in any jurisdiction. Neither this presentation nor anything in it shall form the basis of any contract or commitment.

This presentation contains general information only and does not take into account the investment objectives, financial situation and particular needs of individual investors. Investors should make their own independent assessment of the information in this presentation and obtain their own independent advice from a qualified financial adviser, lawyer, accountant, tax or such other adviser as considered appropriate having regard to their objectives, financial situation and needs before taking any action.

The information in this presentation includes historic information about the performance of BPP and securities in BPP. That information is historic only, and is not an indication or representation about the future performance of BPP or securities in BPP. You should not place undue reliance on any such information.

No representation or warranty, express or implied, is given as to the accuracy, completeness, reliability or adequacy of any statements, estimates, opinions or other information, or the reasonableness of any assumption or other statement, contained in this presentation. Nor is any representation or warranty, express or implied, given as to the accuracy, completeness, likelihood of achievement or reasonableness of any forecasts, forward-looking statements or potential returns contained in this presentation. Forward-looking statements include, but are not limited to, information which reflects management's expectations regarding BPP's future growth, results of operations (including, without limitation, capital expenditures), performance (both operational and financial) and business prospects and opportunities. Often, forward-looking statements include words such as “plans”, “expects” or “does not expect”, “is expected”, “budget”, “scheduled”, “estimates”, “forecasts”, “intends”, “anticipates” or “does not anticipate” or “believes” or variations of such words and phrases or statements that certain actions, events or results “may”, “could”, “would”, “might” or “will” be taken, occur or be achieved.

Forecasts, forward-looking statements or potential returns only reflect subjective views held by BPP, and are based on certain assumptions made by BPP, as at the date specified in the relevant information and are by their nature subject to significant uncertainties and contingencies, many of which are outside the control of BPP. Although management believes that the assumptions made and the expectations represented by such information are reasonable, there can be no assurance that forward-looking statements will prove to be accurate. Actual events and results may vary from the events or results expressed or implied in such statements. Given these uncertainties, you should not place undue reliance on any such statements

Subject to any continuing obligations under applicable law or any stock exchange listing rules, in providing the information in this presentation, BPP does not undertake any obligation to publicly update or revise any forward-looking statements or to advise of any change in events, conditions or circumstances on which any such statement is based.

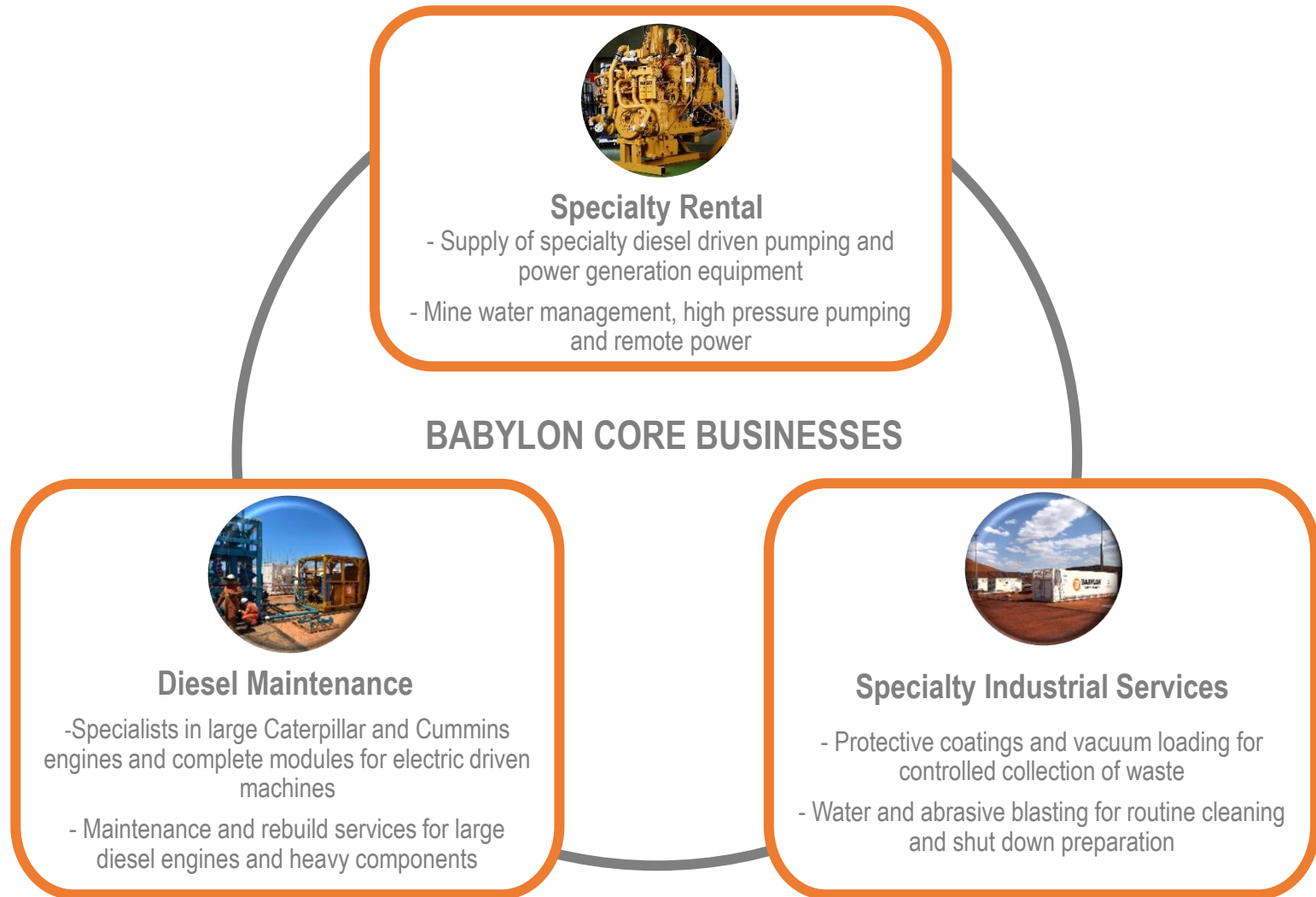
To the maximum extent permitted by law, BPP and its related bodies corporate, directors, officers, employees, advisers and agents disclaim all liability and responsibility (including without limitation any liability arising in negligence, statute or otherwise) for any direct or indirect loss or damage which may arise or be suffered by any person through use or reliance on anything contained in, or omitted from, this presentation. An investment in BPP securities is subject to investment and other known and unknown risks, some of which are beyond the control of BPP. BPP does not guarantee any particular rate of return or the performance of BPP securities.

The distribution of this presentation including in jurisdictions outside Australia, may be restricted by law. Any person who receives this presentation must seek advice on and observe any such restrictions.

A RAPIDLY GROWING SPECIALIST MINING SERVICES PROVIDER



Delivering multiple specialised complementary offerings to the resource sector, all with high barriers to entry



CORPORATE SNAPSHOT

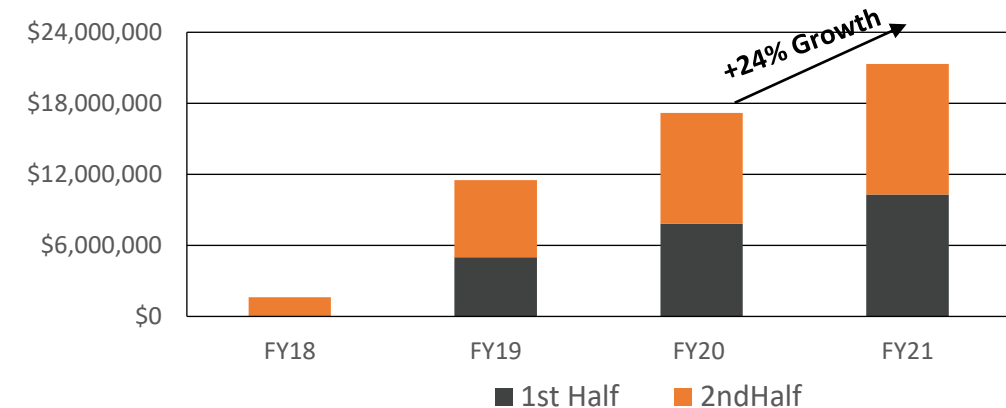


ASX Code: BPP	
Ordinary Shares	1151m
Performance Rights	116m
Market cap (@ 1.4 cents)	\$16m
Average Monthly Volume (shares)	46m
Top 20 Holdings	49%
Cash & Undrawn Debt Facilities (as at 30 Sept 2021)	\$5.1m

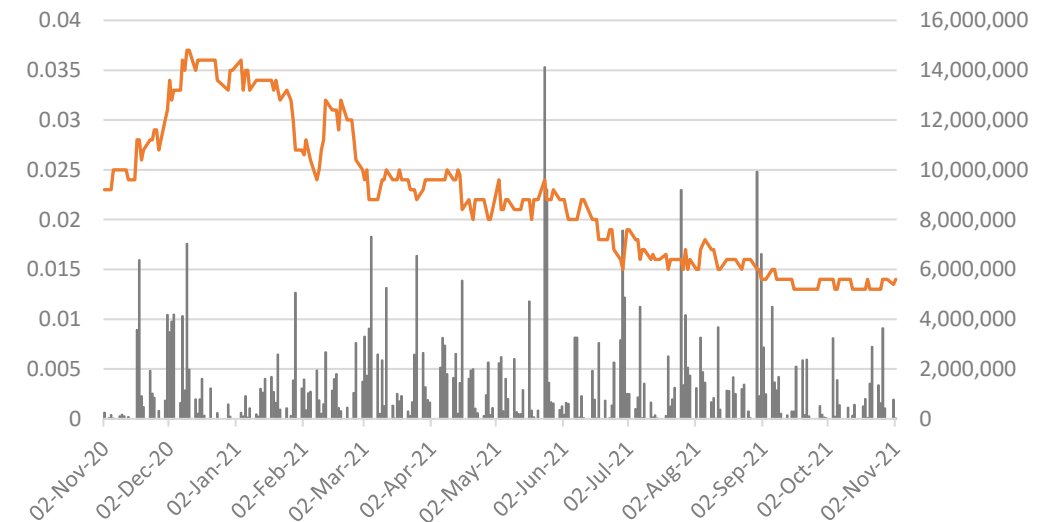
Financial Snapshot	Q4 FY21 (\$M)	Q1 FY22 (\$M)	% Change on Q4 FY21
Operational Revenue	\$5.6	\$7.3	+38%
Positive Operating Cashflow	\$0.15	\$0.2	+33%

Substantial & Major Shareholders	
G & N Lord Superannuation Pty Ltd & other entities controlled by Geoff Lord	16.6%

Total Revenue (Year-on-Year)



Share Price Performance & Volume



EXPERIENCED TEAM



Michael Shelby
Executive Chairman

- Co-founder of Babylon in February 2017
- Over two decades of experience in oil & gas, mining and specialty rental markets spanning commercial, technical and project management roles
- Previously GM at Resource Equipment (ASX:RQL) and was primarily responsible for growing the oil & gas service business from inception until its takeover in 2015 for \$116m
- Holds a Bachelor of Science in Chemical Engineering from Louisiana State University
- Completed an MBA program at the Melbourne Business School and the AICD Directorship Course



Patrick Maingard
Executive Director

- Co-founder of Babylon in February 2017
- Over 30 years of management experience with a strong SME background with Director and Managing Director portfolios
- Previously Director/co-owner of plastics manufacturing business Omni with key customers including Bunnings, Reece Plumbing, Masters,
- Australian Defence Force, Constellation Wines and Matrix Asia Pacific
- Holds a MSc Management from Oxford University and is a graduate member of the Australian Institute of Company Directors



Louise Bower
Non-Executive Director

- A Chartered Accountant, Ms Bower has accumulated 27 years' experience in senior executive roles across varied industry sectors and jurisdictions including Australia, South Africa and the United Kingdom.
- Ms Bower is currently Non-Executive Director at Perth-based DUG Technology Ltd (ASX: DUG) - a technology company providing high-performance computing with a strong foundation in applied physics.



Michael Kenyon
Non Exec. Director & Company Secretary

- Extensive senior finance experience with a range of private and public companies over the past 24 years
- Previously CFO of Pacific Energy (ASX:PEA) prior to its \$470m takeover by QIC in 2019 and before that CFO of Resource Equipment (ASX:RQL)
- Currently CFO and Company Secretary for Resource Development Group (ASX:RDG) and WA Kaolin (ASX:WAK)
- Holds a Bachelor of Business degree from Edith Cowan University, is a qualified Chartered Accountant, a graduate member of the Australian Institute of Company Directors and a certificated member of the Governance Institute



Craig Batterham
National General Manager

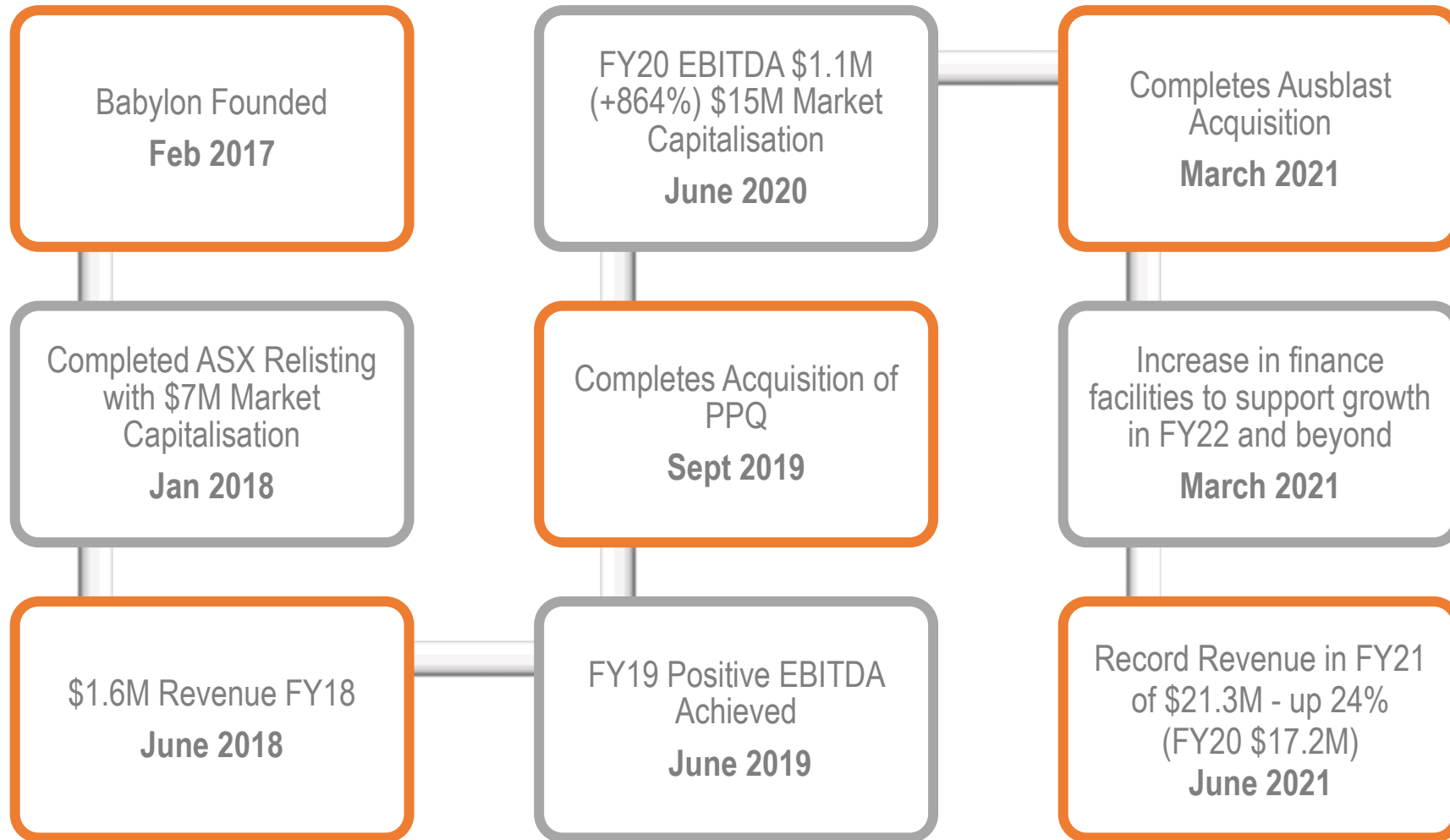
- Strong history with major resources players
- Working as an Operations Director for rental equipment and maintenance group Worx Equipment
- Prior to this as Asset Operations Manager for mining services giant Thiess



Laurie Phillips
Project Manager

- Over 25 years' experience in the mining, energy and industrial sectors
- Previously General Manager of Equipment Solutions at BTP, one of Australia's largest suppliers of heavy mobile mining equipment.
- Has served as Business Development Manager for TSX-listed remote workforce facilities provider Black Diamond Group
- General Manager of Australian and Indonesia-focussed power and water services group Resource Equipment Limited.

BPP JOURNEY - SIGNIFICANT MILESTONES



Organic Growth & Acquisitions to Multiply Market Cap in Coming Years

GROWING TIER 1 CLIENT BASE

Babylon services the iron ore, gold, nickel, and oil & gas sectors with significant opportunities in infrastructure, alternative energy and other commodities in Western Australia and in Queensland through its subsidiary Primepower QLD.



FY21 HIGHLIGHTS TO DRIVE FY22 GROWTH

Completed acquisition of assets from Tilbrook Ryder Investments Pty Ltd

- Rental assets mobilising through Primepower Queensland and increased asset utilisation to improve FY22 profitability

Completed acquisition of Pilbara Trucks Pty Ltd trading as Ausblast

- FY22 Contract wins for Ausblast will boost Industrial Services segment utilising existing assets
- Significant quoting to new and existing clients expected to further drive the segment in FY22 and beyond

Significant investment in core engines for diesel maintenance service exchange programs

- Positions Babylon for larger, more profitable contracts with recurring works
- Immediate benefit in FY22 from recent contract wins with future benefit forecast based from recurring works
- Multiple service contracts with recurring work for top tier operators are in final negotiations

FY22 GROWTH PROSPECTS



1) SPECIALTY RENTAL

Growth Outlook

- Continued investment in FY21 in high horsepower pumps providing return in FY22 with greater asset utilisation
- Expanded rental footprint in Queensland with projects mobilising in Q1 FY22
- Ongoing rental contracts at Barrow Island, BHP, FMG and Koolan Island providing steady return while contract engagement is providing for more site opportunities



- Second extension of Power Generation Contract with BHP Iron Ore in FY21 and site presence has provided the company with opportunities to quote for more work for FY22
- Dewatering assets acquired during the year deployed to Koolan Island under a long term contract
- Air assets deployed long term to support drilling contractor
- Pump rental fleet expanding as component assets are assembled and readied for market H1FY22

2) DIESEL EQUIPMENT MAINTENANCE

Growth Outlook

- Record levels of enquiry with significant quotes for rebuild programs FY22-FY23 outstanding
- Service exchange engines completed in FY21 contributing to revenue in Q1 FY22 as multiple service exchange engines have already secured customer commitments
- Initiatives to secure long term recurring maintenance programs have resulted in project wins with Alcoa, Yancoal and Griffin to complement existing work with iron ore miners such as FMG and Citic Pacific



- Organisational improvements at Primepower QLD will centralise operational planning and back-office functions for immediate savings and increased efficiency
- Investment in field service vehicles and personnel in Q1 FY22 will increase revenue and enhance frontline business development with increased site presence in WA & QLD

3) SPECIALTY INDUSTRIAL SERVICES

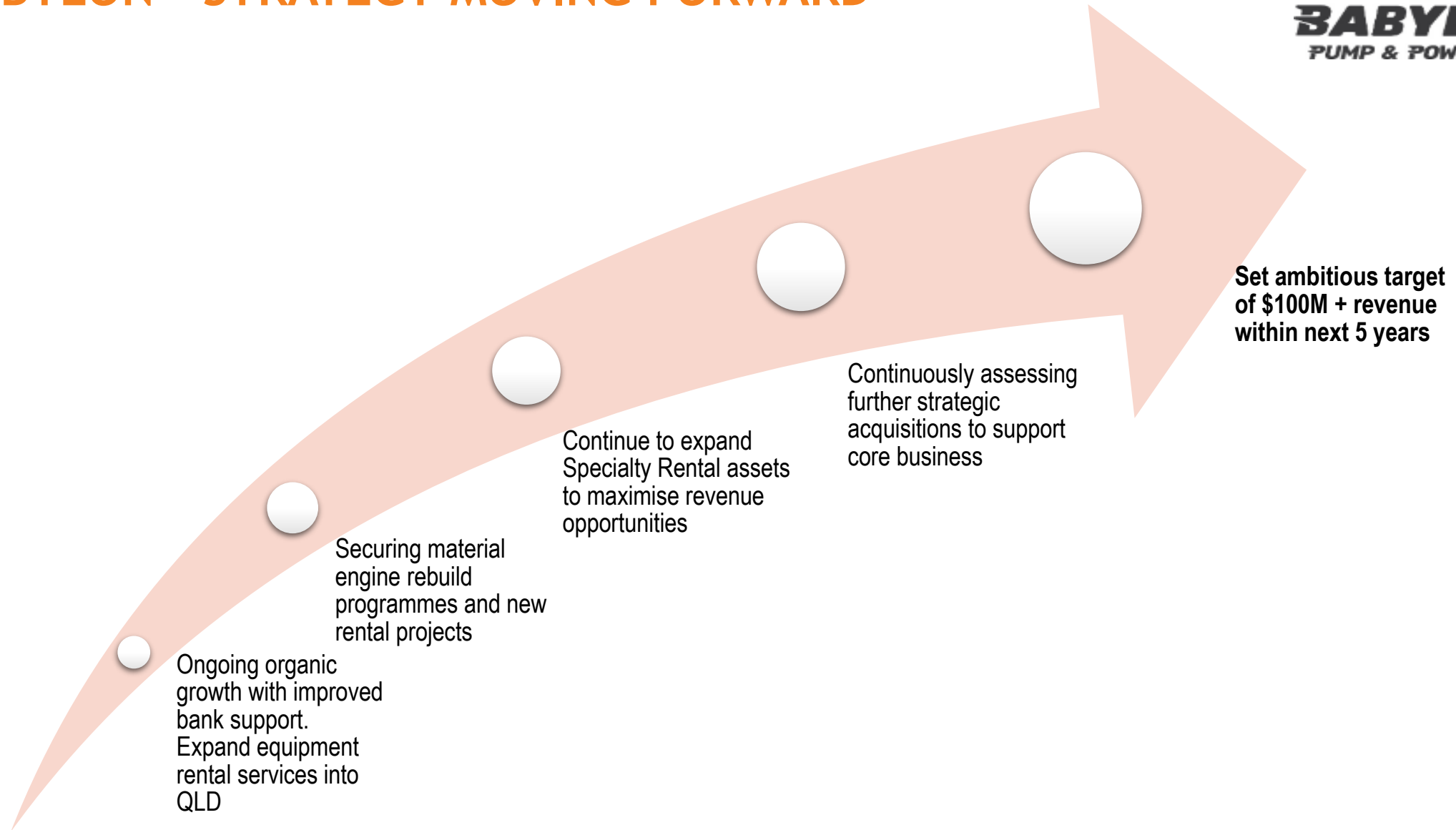
Growth Outlook

- Increasing asset utilisation is delivering results in H1 FY22 and high levels of client enquiry are positioning the segment for continued growth through FY22 and beyond
- Projects have expanded from traditional iron ore base to other minerals including lithium and oil & gas works for FY22
- Multiple significant tenders and proposals are outstanding for works, positioning this business unit to become a significant contributor to group profit in FY22
- Dedicated Business Development Manager in place for FY22 to drive growth and diversification of client base



- FY22 shutdown works with partners scheduled on new sites including Roy Hill and multiple Rio Tinto and BHP sites
- Asset valuation at completion resulted in \$1.8m gain offsetting goodwill in FY21
- Long lead times and high capex requirement for new assets present a high barrier to entry for others

BABYLON - STRATEGY MOVING FORWARD



POSITIVE OUTLOOK

Key growth drivers have not changed

- Market demand for asset maintenance and need for specialty solutions in resource sectors

Demand for specialty services & rental equipment increasing in FY22

- Existing specialty fleet will be utilised with new rental and specialty services project work in FY22 at gold, lithium and iron ore producers

COVID restrictions are increasing the lead time for new gear

- This provides a further incentive to rebuild existing equipment and rent specialty service equipment

Barrier to new entrants

- Equipment lead times coupled with high CAPEX requirement provide barrier for new entrants in specialty services

Locally based workforce

- No cross-country or international FIFO workers, which has minimised workforce disruption from COVID travel restrictions

Continuing support of primary bank lender

- Increase in finance facilities completed in FY21 to support growth in FY22 and beyond

INVESTMENT HIGHLIGHTS

- ▶ EXPERIENCED OPERATIONAL AND MANAGEMENT TEAM
- ▶ RECORD REVENUE AND ENQUIRY LEVELS
- ▶ INVESTED IN THE BUSINESS TO POSITION FOR FUTURE GROWTH
- ▶ ROBUST CASH POSITION TO FUND FURTHER EXPANSION
- ▶ INCREASING UPTAKE FROM SOME OF THE WORLD'S LARGEST MINING CLIENTS
- ▶ HIGH BARRIER TO ENTRY LIMITS COMPETITORS





Babylon Pump & Power Limited

74 Harrison Road
Forrestfield WA 6058

Michael Shelby | Executive Chairman

mshelby@babylonpumpandpower.com