# **BELL POTTER**

Analyst Hamish Murray 613 9235 1813

#### Authorisation

Damien Williamson 613 9235 1958

## Recommendation Buy (unchanged) Price

\$0.99 Target (12 months)

\$1.55 (previously \$1.50)

#### **GICS Sector**

#### **Capital Goods**

Expected Return	
Capital growth	56.6%
Dividend yield	1.8%
Total expected return	58.4%
Company Data & Ratios	
Enterprise value	\$766.5m
Market cap	\$538.6m
Issued capital	544.1m
Free float	75.4%
Avg. daily val. (52wk)	\$2.6m
12 month price range	\$0.73-1.245

Price Performance							
	(1m)	(3m)	(12m)				
Price (A\$)	0.89	1.01	1.00				
Absolute (%)	11.86	-1.49	-0.88				
Rel market (%)	8.40	-9.94	-23.81				

#### **Absolute Price**



SOURCE: IRESS

BELL POTTER SECURITIES LIMITED ABN 25 006 390 772 AFSL 243480

# **Emeco Holdings** (EHL)

## Life moves pretty fast

## Refinancing deal 8.5% accretive to FY22e

EHL has announced that it will issue A\$250m of Senior Secured notes to refinance its existing US denominated debt. The notes will have a have a fixed coupon rate of 6.25% versus the current effective hedged rate of 9.86%, resulting in ~\$9.0m per annum of interest savings (8.5% accretive to FY22e Underlying EPS) and extending the debt maturity to Jul'26 (previously Mar'24).

We expect the actual payback to be ~2 years after accounting for the issuance fees (BPe 5m), repayment premium of 4.625% (~11m) and costs related to closing hedging positions early (BPe ~4m).

### Surge in coal prices presents upside

EHL has reiterated its guidance for FY21e Operating EBITDA to be between \$235-238m (BPe \$237.9m), although we believe coal prices should see EHL go top of range. Prices of metallurgical and thermal coal have increased by +62.3% and +37.1% respectively since the guidance was first provided on the 23<sup>rd</sup> April, incentivising increased operating utilisation of the eastern fleet (60% of 1H21 Operating EBITDA).

Sustained elevation of coal prices would likely speed up redeployments of latent equipment on the east coast (BPe ~\$15-20m of annualised Operating EDITDA) and increase operating utilisation, presenting upside to FY22e consensus estimates.

### Investment view: Reiterate Buy recommendation

We have updated our forecasts for the refinancing which is due to settle at the start of FY22e, resulting in upgrades to our Underlying EPS estimates of +7.7% and +8.4% in FY22e and FY23e respectively.

Buoyant east coals coal markets and continued strength in gold and iron ore continue to present a strong outlook for FY22e. We believe EHL's strong balance sheet, heightened FCF profile, underutilised asset base and diversified commodity exposure is undervalued at market prices (6.8x FY22e P/E). We reiterate our Buy recommendation with a revised Price Target of \$1.55ps (previously \$1.50ps).

Earnings Forecast					
June Year end	2020	2021e	2022e	2023e	
Sales (\$m)	540.4	604.2	667.9	698.2	
Underlying EBITDA (\$m)	254.4	237.9	264.4	277.9	
NPAT (reported) (\$m)	66.1	33.4	65.7	90.3	
NPAT (Adjusted) (\$m)	86.8	66.1	79.7	90.3	
EPS (Adjusted) (¢ps)	26.5	12.0	14.6	16.6	
EPS growth (%)	13.5%	-54.9%	22.4%	13.4%	
PER (x)	3.7	8.3	6.8	6.0	
EV/EBITDA (x)	3.0	3.2	2.9	2.7	
Dividend (¢ps)	0.0	1.8	4.7	5.4	
Yield (%)	0.0%	1.8%	4.7%	5.5%	
Franking (%)	0%	100%	100%	100%	
FCF Yield (%)*	16.3%	9.1%	12.5%	23.1%	
ROE (%)	24.3%	11.4%	13.7%	14.0%	

SOURCE: BELL POTTER SECURITIES ESTIMATES, \*FY22E FCF IS ADJUSTED FOR REFINANCING COST

# **Key charts**

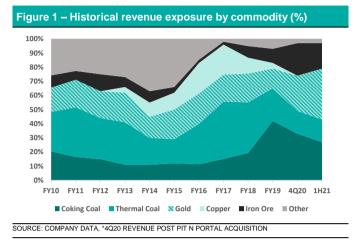
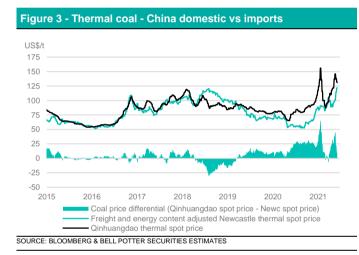
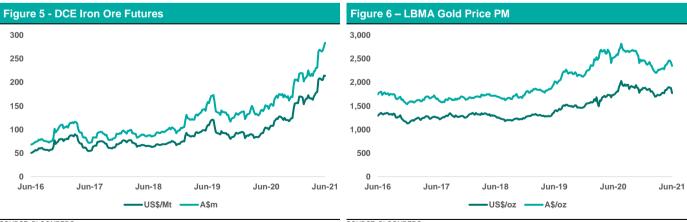


Figure 2 – BPe Operating EBITDA by segment 270 -0.2 264.4 5.3 -34.5 0.4 20.9 260 254 4 250 21.2 -2.5 237.9 240 230 220 210 200 Pit N Portal FT20 \$\*21e FY220 PithPorta alian renta Corporate Workshop core SOURCE: COMPANY DATA







SOURCE: BLOOMBERG

**BELL POTTER** 

SOURCE: BLOOMBERG

## **Business Overview**

### **Company Description**

Emeco Holdings (EHL) is a leading provider of earthmoving equipment rental and maintenance services to the Australian mining industry via its two operating segments, as outlined below:

Australian Rental: Provides rental solutions on a fleet of ~1,000 production and ancillary vehicles via its Emeco and Matilda channels. Rental contracts are tailored to customers, whether they require a fully-maintained or a customer maintained fleet, or supplementary vehicles. Maintenance can be provided via on-site workshops or mobile repair, and EHL provides its proprietary EOS technology to maximise equipment productivity and utilisation.

**Australian Workshops:** Provides in-house capabilities to rebuild major components for the internal fleet, as well as offering retail maintenance services to external customers. The service is provided via its Force brand, which was acquired in November 2017, and has since been expanded from four workshops to seven.

### **Investment Thesis**

We currently have a Buy recommendation on EHL and a target price of \$1.55 per share. Our Target Price is derived from a ROIC methodology that determines an indicative FY21e EV/EBITDA of 4.5x. Our major assumptions to our valuation include: (1) post-tax WACC of 11.5%; (2) long-term growth rate of 2.0%; and, (3) market gearing of 29.7%.

We expect 1H21 to be a cyclical low for earnings, with the EHL set to benefit from a vaccine-led recovery in global industrial production over the next 12 months. We continue to believe EHL's strong balance sheet, heightened FCF profile, underutilised asset base and diversified commodity exposure is undervalued at market prices (6.8x FY22e P/E).

## **Risks to Investment Thesis**

Key risks to the stock include, although are not limited to:

- COVID-19: The substantial impact of COVID-19 on the global and domestic economies is creating uncertainty in global share markets. The forecasts in the report may be subjected to significant changes if this situation continues for an extended period of time.
- Commodity price risk: Customer production and capital expenditure decisions are typically made based upon commodity prices that are inherently cyclical. Lower than expected prices, or adverse changes in demand to any of the key commodities to which EHL is exposed to may have an adverse effect on demand for EHL's services;
- Declines in volumes of earth moved in mining: While demand for commodities is the major driver for volumes of earth moved, any exogenous changes to mining such as declines in stripping ratios or changes to mining operations that reduce the volumes of earth moved in mining, may negatively affect EHL's rental business;
- Supply of used and new equipment: EHL requires access to both new and used equipment to renew and grow its fleet. While EHL can be the benefactor of demand related shortages of equipment and parts, particularly with the rebuild capacity of its workshops, it may be adversely affected if it can't secure adequate supplies of machines and parts at appropriate prices and quality;
- Demand for rental equipment: Changes in preferences to how customers meet their variable and core fleet requirements could occur if their attitudes to capital allocation change, the value proposition of the rental model deteriorates, or the supply of

## **BELL POTTER**

equipment increases on the market at lower prices. Any change to customer demand for rental equipment in their operations could adversely affect EHL's performance;

- Acquisition risks: EHL has undertaken several acquisitions in the last three years, and has stated that it will continue to evaluate acquisition opportunities going forward. There is a risk that EHL will not be able to execute acquisitions as previously stated, with risks to integration, retention of key people, realisation of synergies and delivery of pro forma financial forecasts;
- Changes to competition: Any entry of new competitors, overcapacity of supply or aggressive pricing behaviour of existing competitors may lead to a decrease in utilisation rates and/or margins;
- **Customer Relationships:** Customer contracts typically range between 3 and 36 months, meaning retaining existing, and winning new customers is critical to the continued growth of the business. Loss of customer contracts and/or failure to secure new customers may materially impact asset utilisation;
- **Key personnel risk:** EHL's business relies on its key management personnel to grow the business and retain customer contracts. The unexpected loss of key management personnel, particularly related to recent acquisitions may impact operational and financial performance;
- Debt servicing and financing risk: EHL's senior secured notes totalling US\$322.1m mature on the 30 March 2022 and will therefore need to be renewed, refinanced, or rescheduled prior to that date. Any material deterioration in EHL's financial performance could adversely affect its ability to refinance or restructure theses notes;
- International trade disputes: US tariffs on China have adversely impacted commodity markets. Any major trade disputes could be a risk to demand for commodities, and therefore impact EHL's financial performance; and,
- **Regulations:** Any adverse changes in regulations that affect EHL's underlying customers business models such as additional environmental regulations or regulations relating to climate change, could adversely affect demand for EHL's rental solutions.

## **BÉLL POTTER**

Emeco Holdings	Recommendation	Buy
as at 24 June 2021	Price	\$0.99
	Target (12 months)	\$1.55

Table 1 - Financial summary

## Emeco Holdings (EHL)

June Year End					
Profit & Loss (A\$m)	2019	2020	2021e	2022e	2023e
Rental income	363.3	388.0	359.4	385.9	399.7
Maintenance services	99.5	113.1	118.8	124.6	127.2
Sale of machines and parts	1.7	4.1	2.7	2.7	2.7
Mining services revenue		35.2	123.3	154.7	168.7
Sales revenue	464.5	540.4	604.2	667.9	698.2
Change	21.9%	16.3%	11.8%	10.6%	4.5%
Gross Profit	<b>244.8</b> 52.7%	284.4	272.1	<b>298.9</b> 44.8%	<b>312.9</b> 44.8%
Gross Margin Other income	52.7% 6.5	52.6% 3.6	45.0% 0.7	44.8% 0.7	44.8% 0.7
Operating expenses	(37.3)	(33.7)	(34.8)	(35.2)	(35.6)
Operating EBITDA	(07.0) 214.0	(55.7) 254.4	(34.0) 237.9	(66.2) 264.4	(00.0) 277.9
Change	43.3%	18.9%	-6.5%	11.1%	5.1%
Depreciation & Amortisation	89.3	115.0	121.3	130.5	130.9
EBIT	124.6	139.4	116.6	133.9	147.0
Net Interest	(54.2)	(52.6)	(40.5)	(20.0)	(18.0)
Pre-tax profit	70.5	86.8	76.1	113.8	129.1
Tax expense	-	-	(14.6)	(34.1)	(38.7)
tax rate	-	-	19%	30%	30%
Underlying NPAT (excl. FX)	70.5	86.8	66.1	79.7	90.3
Net FX and hedge gains	(11.3)	2.5	4.6	-	-
Abs. & extras. (post-tax)	(25.5)	(23.1)	(32.7)	(14.0)	-
Reported Profit (cont. Ops)	33.7	66.1	33.4	65.7	90.3
Discontinued Operations					
Loss/Gain	0.3	(0.0)	-	-	
Reported Profit (incl. disc)	34.0	(ö.ö) 66.1	33.4	65.7	90.3
Cashflow (A\$m)	2019	2020	2021e	2022e	2023e
Operating EBITDA	214.0	254.4	237.9	264.4	277.9
Change in working capital	5.2	(29.4)	7.4	(4.3)	(1.3)
Tax Paid	-	-	-	-	-
Net Interest Expense	(52.8)	(47.6)	(38.5)	(20.0)	(18.0)
Other	3.1	4.6	0.5	1.6	-
Operating cash flow	169.5	182.0	207.3	241.6	258.6
Capex	(180.5)	(118.8)	(150.5)	(130.4)	(130.1)
Lease liabilities	(4.9)	(10.4)	(10.3)	(4.4)	(4.4)
Free Cash Flow Dividends paid	(15.9)	52.8 -	46.5	106.9 (21.2)	124.2 (28.3)
Acquisitions	(94.0)	(60.9)		(21.2)	(20.3)
Disposals	23.4	9.9	3.4		
Share Issues	-	63.2	146.1		-
Change in borrowings	(48.8)	97.0	(289.4)	-	
Other	0.2	0.0	(17.8)	(18.5)	
Net Change in Cash	(135.2)	162.0	(111.2)	67.1	95.9
Balance Sheet (A\$m)	2019	2020	2021e	2022e	2023e
Cash	36.2	198.2	87.0	154.1	250.0
Receivables	87.3	113.8	109.4	122.6	127.0
Inventory	6.3	14.8	15.3	17.0	17.6
Other current assets	7.6	6.5	8.2	6.6	6.6
Current assets	<b>137.4</b> 579.7	333.2 629.2	219.8 663.6	<b>300.4</b> 668.6	<b>401.3</b> 672.6
Right-of-Use Assets	515.1	44.1	48.4	48.4	48.4
Intangibles	9.1	10.3	10.3	9.5	9.1
Other non-curr assets	42.5	71.8	33.9	33.9	33.9
Non Current Assets	631.3	755.4	756.2	760.4	764.0
Total Assets	768.7	1,088.6	976.1	1,060.8	1,165.3
Short term debt	4.0	123.0	27.6	27.6	27.6
Creditors	83.7	89.2	92.7	103.4	107.1
Provisions	7.1	10.6	10.5	10.5	10.5
Other current liabilities	11.5	10.9	20.5	47.0	85.8
	106.3	233.7	151.4	188.6	231.1
Current Liabilities				200.2	
Long term debt	463.9	497.0	272.0	288.2	288.2
Long term debt Provisions		497.0 0.6	0.7	200.2	288.2 0.7
Long term debt Provisions Other	463.9 0.4 -	0.6 -	0.7 13.0	0.7 -	0.7 -
Long term debt Provisions Other Non Current Liabilities	463.9 0.4 - 464.3	0.6 - <b>497.6</b>	0.7 13.0 <b>285.7</b>	0.7 - <b>288.8</b>	0.7 - <b>288.8</b>
Long term debt Provisions Other Non Current Liabilities Total Liabilities	463.9 0.4 - 464.3 570.6	0.6 - 497.6 731.3	0.7 13.0 <b>285.7</b> <b>437.1</b>	0.7 - 288.8 477.5	0.7 - 288.8 519.9
Long term debt Provisions Other Non Current Liabilities Total Liabilities Net Assets	463.9 0.4 - 464.3 570.6 198.1	0.6 - 497.6 731.3 357.2	0.7 13.0 285.7 437.1 538.9	0.7 - 288.8 477.5 583.4	0.7 - 288.8 519.9 645.4
Long term debt Provisions Other Non Current Liabilities Total Liabilities Net Assets Share capital	463.9 0.4 - 464.3 570.6 198.1 931.2	0.6 - <b>497.6</b> 731.3 357.2 1,024.4	0.7 13.0 <b>285.7</b> <b>437.1</b> <b>538.9</b> 1,171.5	0.7 - 288.8 477.5 583.4 1,171.5	0.7 - 288.8 519.9 645.4 1,171.5
Long term debt Provisions Other Non Current Liabilities Total Liabilities Net Assets Share capital Reserves	463.9 0.4 - 464.3 570.6 198.1	0.6 - 497.6 731.3 357.2	0.7 13.0 285.7 437.1 538.9	0.7 - 288.8 477.5 583.4	0.7 - 288.8 519.9 645.4
Long term debt Provisions Other Non Current Liabilities Total Liabilities Net Assets Share capital Reserves Retained earnings	463.9 0.4 - 464.3 570.6 198.1 931.2 1.4	0.6 - <b>497.6</b> <b>731.3</b> <b>357.2</b> 1,024.4 1.2	0.7 13.0 <b>285.7</b> <b>437.1</b> <b>538.9</b> 1,171.5 2.4	0.7 - 288.8 477.5 583.4 1,171.5 2.4	0.7 - 288.8 519.9 645.4 1,171.5 2.4
Long term debt Provisions Other Non Current Liabilities Total Liabilities Net Assets Share capital Reserves	463.9 0.4 - 464.3 570.6 198.1 931.2 1.4 (734.5)	0.6 	0.7 13.0 <b>285.7</b> <b>437.1</b> <b>538.9</b> 1,171.5 2.4 (634.9)	0.7 - 288.8 477.5 583.4 1,171.5 2.4 (590.5)	0.7 - 288.8 519.9 645.4 1,171.5 2.4 (528.4)
Long term debt Provisions Other Non Current Liabilities Total Liabilities Net Assets Share capital Reserves Retained earnings	463.9 0.4 - 464.3 570.6 198.1 931.2 1.4 (734.5)	0.6 	0.7 13.0 <b>285.7</b> <b>437.1</b> <b>538.9</b> 1,171.5 2.4 (634.9)	0.7 - 288.8 477.5 583.4 1,171.5 2.4 (590.5)	0.7 - 288.8 519.9 645.4 1,171.5 2.4 (528.4)

\* 2022e FCF Yield is adjusted for debt refinancing costs

Recommendation					В
Shares on issue (m)					544
Market cap (\$m)					538
Target Price (A\$ps)					\$1.5
Accumutions (av DND)	2040	2020	2021e	2022e	2023
Assumptions (ex-PNP) Written down value (WDV)	2019 577.5	570.5	574.4	580.3	587
Avg fleet utilisation (%)	90.0%	90.5%	85.3%	89.2%	90.5
Avg. operating utilisation (%)	63.9%	64.4%	59.2%	62.5%	65.5
Valuation Ratios	2019	2020	2021e	2022e	2023
Underlying EPS (¢ps)	23.4	26.5	12.0	14.6	16.
% change	86.8%	13.5%	-54.9%	22.4%	13.4
P/E (x)	4.2	3.7	8.3	6.8	6.
EV/EBITDA (x)	3.6	3.0	3.2	2.9	2.
EV/EBIT (x)	6.1	5.5	6.5	5.7	5.
NTA (\$ps)	0.63	0.94	1.03	1.05	1.1
P/NTA (x)	0.7	1.0	1.0	1.1	1.
Book Value (\$ps)	0.66	0.97	1.05	1.07	1.1
Price/Book (x)	1.6	1.1	1.0	0.9	0.
DPS (¢ps)	-	-	1.8	4.7	5.
% pay-out	0.0%	0.0%	15.0%	32.1%	32.5
Yield (%)	0.0%	0.0%	1.8%	4.7%	5.5
Franking (%)	0%	0%	100%	100%	100
WANOS (m/share)	301.5	327.2	514.8	544.1	544.
Performance Ratios	2019	2020	2021e	2022e	202
Revenue growth (%)	21.9%	16.3%	11.8%	10.6%	4.5
EBITDA growth (%)	43.3%	18.9%	-35.3%	38.9%	4.9
EBITDA margin (%)	46.1%	47.1%	39.4%	39.6%	39.8
EBIT growth (%)	49.9%	11.8%	-12.3%	49.5%	13.4
OCF Realisation	137.4%	100.5%	134.0%	123.1%	116.9
FCF Realisation	-47.0%	79.8%	139.0%	102.2%	137.5
FCF Yield %*	-5.3%	16.3%	9.1%	12.5%	23.1
ROE (%)	35.6%	24.3%	11.4%	13.7%	14.0
ROIC (%)	22.2%	20.1%	15.9%	18.4%	21.0
Fixed Asset Turnover	0.95	0.91	0.94	1.00	1.
Capex/Depreciation Interest Cover	2.07 2.30	1.11 2.65	1.30 2.88	1.01 6.68	1. 8.
Current Ratio	1.29	1.43	1.45	1.59	1.
Net Debt/EBITDA	2.31	1.43	0.91	0.61	0.:
Net Debt/Equity (%)	245.0%	120.3%	40.2%	27.7%	10.2
Segments	2019	2020	2021e	2022e	202
Segments Australian Rental	2019	2020	2021e	2022e	202
	<b>2019</b> 401.7	<b>2020</b> 425.1	2021e 398.4	2022e 426.6	
Australian Rental					
Australian Rental Segment revenue	401.7		398.4		441. -
Australian Rental Segment revenue Intersegment elims	401.7 -	425.1 -	398.4 -	426.6 -	441. - <b>441</b> .
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs	401.7 - <b>401.7</b>	425.1 - <b>425.2</b>	398.4 - <b>398.4</b>	426.6 - <b>426.6</b>	441. - <b>441.</b> 183.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses	401.7 - <b>401.7</b> 167.7	425.1 - <b>425.2</b> 165.3	398.4 - <b>398.4</b> 173.0	426.6 - <b>426.6</b> 180.3	441. - <b>441</b> . 183. <b>257</b> .
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA	401.7 - <b>401.7</b> 167.7 <b>234.0</b>	425.1 - <b>425.2</b> 165.3 <b>259.9</b>	398.4 - <b>398.4</b> 173.0 <b>225.4</b>	426.6 - <b>426.6</b> 180.3 <b>246.3</b>	441. - <b>441</b> . 183. <b>257</b> .
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%)	401.7 - <b>401.7</b> 167.7 <b>234.0</b>	425.1 - <b>425.2</b> 165.3 <b>259.9</b>	398.4 - <b>398.4</b> 173.0 <b>225.4</b>	426.6 - <b>426.6</b> 180.3 <b>246.3</b>	441. - <b>441.</b> 183. <b>257.</b> 58.4
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Workshops	401.7 - 401.7 167.7 234.0 58.3%	425.1 - <b>425.2</b> 165.3 <b>259.9</b> 61.1%	398.4 - <b>398.4</b> 173.0 <b>225.4</b> 56.6%	426.6 - <b>426.6</b> 180.3 <b>246.3</b> 57.7%	441. - <b>441.</b> 183. <b>257.</b> 58.4
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Workshops Segment revenue	401.7 - <b>401.7</b> 167.7 <b>234.0</b> 58.3%	425.1 - <b>425.2</b> 165.3 <b>259.9</b> 61.1%	398.4 - <b>398.4</b> 173.0 <b>225.4</b> 56.6%	426.6 - <b>426.6</b> 180.3 <b>246.3</b> 57.7%	441. - <b>441.</b> 183. <b>257.</b> 58.4 184. (95.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims	401.7 - <b>401.7</b> 167.7 <b>234.0</b> 58.3% 114.7 (51.9)	425.1 - <b>425.2</b> 165.3 <b>259.9</b> 61.1% 163.8 (83.8)	398.4 - <b>398.4</b> 173.0 <b>225.4</b> 56.6% 165.2 (82.7)	426.6 - <b>426.6</b> 180.3 <b>246.3</b> 57.7% 179.2 (92.6)	441. - <b>441.</b> 183. <b>257.</b> 58.4 184. (95. <b>88.</b>
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs	401.7 - 401.7 167.7 234.0 58.3% 114.7 (51.9) 62.8	425.1 - 165.3 <b>259.9</b> 61.1% 163.8 (83.8) <b>80.0</b>	398.4 - <b>398.4</b> 173.0 <b>225.4</b> 56.6% 165.2 (82.7) <b>82.5</b>	426.6 - <b>426.6</b> 180.3 <b>246.3</b> 57.7% 179.2 (92.6) <b>86.6</b>	441. - <b>441.</b> 183. <b>257.</b> 58.4 184. (95. <b>88.</b> 79.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses	401.7 - <b>401.7</b> 167.7 <b>234.0</b> 58.3% 114.7 (51.9) <b>62.8</b> 58.2	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8	398.4 - <b>398.4</b> 173.0 <b>225.4</b> 56.6% 165.2 (82.7) <b>82.5</b> 74.4	426.6 - <b>426.6</b> 180.3 <b>246.3</b> 57.7% 179.2 (92.6) <b>86.6</b> 78.1	441. - 441. 183. 257. 58.4 184. (95. <b>88.</b> 79. <b>8.</b>
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA	401.7 	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2	398.4 - <b>398.4</b> 173.0 <b>225.4</b> 56.6% 165.2 (82.7) <b>82.5</b> 74.4 <b>8.1</b>	426.6 - <b>426.6</b> 180.3 <b>246.3</b> 57.7% 179.2 (92.6) <b>86.6</b> 78.1 <b>8.5</b>	441. - 441. 183. 257. 58.4 184. (95. <b>88.</b> 79. <b>8.</b>
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%)	401.7 	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2	398.4 - <b>398.4</b> 173.0 <b>225.4</b> 56.6% 165.2 (82.7) <b>82.5</b> 74.4 <b>8.1</b>	426.6 - <b>426.6</b> 180.3 <b>246.3</b> 57.7% 179.2 (92.6) <b>86.6</b> 78.1 <b>8.5</b>	441. - <b>441.</b> 183. <b>257.</b> 58.4 184. (95. <b>88.</b> 79. <b>8.</b> 9.8
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Mining Services Assumptions	401.7 	425.1 <b>425.2</b> 165.3 <b>259.9</b> 61.1% 163.8 (83.8) <b>80.0</b> 74.8 <b>5.2</b> 6.5%	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8%	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8%	441. - <b>441.</b> 183. <b>257.</b> 58.4 184. (95. <b>88.</b> 79. <b>8.</b> 9.8 9.8
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue from ext. custs Operating expenses	401.7 	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 26.3	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7	441. - <b>441.</b> 183. <b>257.</b> 58.4 (95. <b>88.</b> 79. <b>8.</b> 9.8 9.8 168. <b>168.</b> 130.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Mining Services Assumption Revenue assumption Revenue from ext. custs Operating EBITDA	401.7 	425.1 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 26.3 9.0	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0 30.2	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 154.7	441. - 441. 183. 257. 58.4 184. (95. 88. 79. 8. 9.8 168. 168. 168. 130. 38.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue from ext. custs Operating expenses	401.7 	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 26.3	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7	441. - 441. 183. 257. 58.4 184. (95. 88. 79. 8. 9.8 168. 168. 168. 130. 38.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%)	401.7 - 401.7 167.7 234.0 58.3% 114.7 (51.9) 62.8 58.2 4.6 7.4% - - - - - -	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 6.5% 35.3 35.3 35.3 35.3 35.3 9.0 25.5%	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 123.3 9.30 224.5%	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 155.7 154.7 155.7 154.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.	441. - - 441. 183. 257. 58.4 (95. 88. 79. 8. 9.8 184. (95. 8. 9.8 184. 184. (95. 8. 9.8 168. 130. 38. 22.5
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Half Yearly Sales revenue	401.7 	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 26.3 9.0 25.5% 1H20 246.5	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0 30.2 24.5% 1H21 298.6	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 119.1 35.6 23.0% 1H22e 327.3	441. - - 441. 183. <b>257.</b> 58.4 (95. <b>88.</b> 79. <b>8.</b> 9.8 168. <b>168.</b> 130. <b>38.</b> 22.5 <b>1142</b> 345.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating expenses Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue from ext. custs Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Half Yearly Sales revenue Change	401.7 - 401.7 167.7 234.0 58.3% 114.7 (51.9) 62.8 58.2 4.6 7.4% - - - - - - - - - - - - -	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 26.3 9.0 25.5% 1H20 246.5 9.9%	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0 30.2 24.5% 1H21 298.6 21.2%	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 154.7 154.7 19.1 35.6 23.0% 1H22e 327.3 9.6%	441.          -
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue from ext. custs Operating EBITDA EBITDA margin (%) Half Yearly Sales revenue Change	401.7 	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 26.3 9.0 25.5% 1H20 246.5	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0 30.2 24.5% 1H21 298.6	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 119.1 35.6 23.0% 1H22e 327.3	441 - 441. 183 257. 58.4 184. (95. <b>88.</b> 9.8 9.8 168. 130. <b>38.</b> 22.5 168. 130. <b>38.</b> 22.5 1122 345. 5.5 5
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EXPTDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating EXPTDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue assumption Revenue from ext. custs Operating eXPENSES Operating EBITDA EBITDA	401.7 - 401.7 167.7 234.0 58.3% 114.7 (51.9) 62.8 58.2 4.6 7.4% - - - - - - - - - - - - -	425.1 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 26.3 9.0 25.5% 1H20 246.5 9.9% 122.1 18.8%	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 123.3 93.0 30.2 24.5% 1H21 298.6 21.2% 117.9 -3.5%	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.	441. - 441. 183. 257. 58.4 184. (95. 88. 9.8 9.8 9.8 168. 130. 38. 22.5 1162. 345. 5.5 1366 7.3
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue from ext. custs Operating EBITDA EBITDA margin (%) Half Yearly Sales revenue Change	401.7 - 401.7 167.7 234.0 58.3% 114.7 (51.9) 62.8 58.2 4.6 7.4% - - - - - - - - - - - - -	425.1 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 26.3 9.0 25.5% 1H20 246.5 9.9% 122.1	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0 30.2 24.5% 1H21 298.6 21.2%	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 155.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.	441. - 441. 183. 257. 58.4 184. (95. 88. 9.8 9.8 168. 168. 168. 130. 130. 38. 22.5 5.5 5.5 136 7.3 (65.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue assumption Revenue from ext. custs Operating EBITDA EBITDA margin (%) Half Yearly Sales revenue Change Deprec. & amort.	401.7 - 401.7 167.7 234.0 58.3% 114.7 (51.9) 62.8 58.2 4.6 7.4% - - - - - - - - - - - - -	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 (5.2 6.5% 35.3 35.3 35.3 35.3 26.3 9.0 25.5% 1H20 246.5 9.90 246.5 9.90 246.5 9.90 246.5 9.90 246.5 9.90 246.5 9.90 246.5 9.90 246.5 9.90 246.5 9.90 246.5 9.90 25.5%	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0 30.2 24.5% 1H21 298.6 21.2% (58.2) 59.7	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7	441. - 441. 183. 257. 58.4 184. (95. 88. 9.8 9.8 168. 130. 38. 22.5 5.5. 5.5. 5.5. 136 7.3 (65. 7.1
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EXPTDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue assumption Coperating EBITDA EBITDA margin (%) Half Yearly Sales revenue Change Deprec. & amort. EBITDA	401.7 - 401.7 167.7 234.0 58.3% 114.7 (51.9) 62.8 58.2 4.6 7.4% - - - - - - - - - - - - -	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 35.3 35.3 26.3 9.0 25.5% 1H20 246.5 9.9% 246.5 9.9%	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0 30.2 24.5% 1121 298.6 21.2% (58.2)	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 154.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.7 155.	441. - 441. 183. 257. 58.4 184. (95. 88. 79. 8. 9.8 168. 130. 38. 22.5 1366 7.3 (65. 71 (9.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue from ext. custs Operating EBITDA EBITDA margin (%) Half Yearly Sales revenue Change EBITDA Change Deprec: & amort. EBIT Net Interest	401.7 - 401.7 167.7 234.0 58.3% 114.7 (51.9) 62.8 58.2 4.6 7.4% - - - - - - - - - - - - -	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 35.3 26.3 9.0 25.5% 1H20 246.5 9.9% 122.1 18.8% (54.4) 67.8 (54.4) 67.8	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0 30.2 24.5% 123.3 93.0 30.2 24.5% 117.9 -3.5% (58.2) 59.7 (26.6) 33.1	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 154.7 154.7 19.1 35.6 23.0% 11422e 327.3 9.6% 127.2 7.9% (65.2) 61.9 (11.0) 50.9	441. - 441. 183. 257. 58.4 184. (95. 88. 79. 8. 9.8 168. 130. 38. 22.5 136. 1422 345. 5.5 136. 7.3 (65. 71 (9.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating eXPENSE Operating eXPENSE Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Comparison Compar	401.7 - 401.7 167.7 234.0 58.3% 114.7 (51.9) 62.8 58.2 4.6 7.4% - - - - - - - - - - - - -	425.1 - 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 35.3 26.3 9.0 25.5% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 246.5 9.9% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5% 1H20 25.5%	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 93.0 30.2 24.5% 1123 93.0 30.2 24.5% 117.9 -3.5% (58.2) 59.7 (26.6) 33.1 (1.7)	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 19.1 35.6 23.0% 1422e 327.3 9.6% 127.2 7.9% (65.2) 61.9 (11.0) 50.9 (11.0) 50.9 (15.3)	441. - 441. 183. 257. 58.4 184. (95. 88. 79. 8. 9.8 168. 130. 38. 22.5 136. 130. 38. 22.5 136. 7.3 (65. 5.5 71 (9. 9.2 136. 7.3 (65. 7.1 136. 7.3 (65. 7.1 136. 7.3 (65. 7.1 136. 7.3 (65. 7.1 136. 7.3 (65. 7.1 136. 7.3 (65. 7.1 136. 7.3 (65. 7.1 136. 7.3 (65. 7.1 136. 7.3 (65. 7.1 136. 7.3 (65. 7.1 (9.5) 7.3 (65. 7.1 (9.5) 7.3 (65. 7.1 (9.5) 7.3 (65. 7.1 (9.5) 7.3 (65. 7.1 (9.5) 7.3 (65. 7.1 (9.5) 7.1 (9.5) 7.3 (65. 7.1 (9.5) 7.1 (9.5) 7.3 (65. 7.1 (9.5) 7.1 (9.5) 7.3 (65. 7.1 (9.5) 7.1 (9.5) 7.3 (65. 7.1 (9.5) 7.1 (9.5) 7.1 (9.5) 7.1 (9.5) 7.1 (9.5) 7.1 (9.5) 7.1 (9.5) 7.1 (9.5) 7.1 (9.5) 7.1 (9.5) (9.5) 7.1 (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.5) (9.
Australian Rental Segment revenue Intersegment elims Revenue from ext. custs Operating EBITDA EBITDA margin (%) Workshops Segment revenue Intersegment elims Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Mining Services Assumptions Revenue assumption Revenue from ext. custs Operating expenses Operating EBITDA EBITDA margin (%) Half Yearly Sales revenue Change EBITDA Deprec. & amort. EBIT Net Interest Pre-tax profit	401.7 - 401.7 167.7 234.0 58.3% 114.7 (51.9) 62.8 58.2 4.6 7.4% - - - - - - - - - - - - -	425.1 425.2 165.3 259.9 61.1% 163.8 (83.8) 80.0 74.8 5.2 6.5% 35.3 35.3 35.3 26.3 9.0 25.5% 1H20 246.5 9.9% 122.1 18.8% (54.4) 67.8 (25.8) 42.0 -	398.4 - 398.4 173.0 225.4 56.6% 165.2 (82.7) 82.5 74.4 8.1 9.8% 123.3 123.3 93.0 30.2 24.5% 1H21 298.6 21.2% (58.2) 59.7 (26.6) 33.1 (1.7) 5.0%	426.6 180.3 246.3 57.7% 179.2 (92.6) 86.6 86.6 78.1 8.5 9.8% 154.7 154.7 154.7 154.7 154.7 154.7 19.1 35.6 23.0% 11422e 327.3 9.6% 127.2 7.9% (65.2) 61.9 (11.0) 50.9	2023 441. - 183. 257. 58.4 184. (95. 88. 79. 8. 9.8 9.8 168. 130. 38. 22.5 5. 5. 5. 5. 5. 5. 7. 3 (65. 7.3 (65. 71) (9. 62. 7.3 (65. 7.3) (65. 7.1) (9. 6. 6. 7. 10. 6. 7. 7. 7. 8. 7. 7. 7. 7. 7. 7. 7. 7. 7. 7. 7. 7. 7.

Price

\$0.99

## **BELL POTTER**

SOURCE: BELL POTTER SECURITIES ESTIMATES

## **BÉLL POTTER**

#### **Recommendation structure**

Buy: Expect >15% total return on a 12 month view. For stocks regarded as 'Speculative' a return of >30% is expected.

**Hold:** Expect total return between -5% and 15% on a 12 month view

Sell: Expect <-5% total return on a 12 month view

Speculative Investments are either start-up enterprises with nil or only prospective operations or recently commenced operations with only forecast cash flows, or companies that have commenced operations or have been in operation for some time but have only forecast cash flows and/or a stressed balance sheet.

Such investments may carry an exceptionally high level of capital risk and volatility of returns.

**Bell Potter Securities Limited** ABN 25 006 390 772 Level 29, 101 Collins Street Melbourne, Victoria, 3000 Telephone +61 3 9256 8700 www.bellpotter.com.au

### **Research Team**

Prosperity Tower, 39 Queens Road

Central, Hong Kong, 0000

Telephone +852 3750 8400

Room 1701, 17/F

	Staff Member	Title/Sector	Phone	@bellpotter.com.au
on a	TS Lim	Joint Head of Research/Banks	612 8224 2810	tslim
rded	Chris Savage	Joint Head of Research/Industrials	612 8224 2835	csavage
% is	Analysts			
	John Hester	Healthcare	612 8224 2871	jhester
en -5%	Tanushree Jain	Healthcare	612 8224 2849	tnjain
	Elyse Shapiro	Healthcare	613 9235 1877	eshapiro
	Steven Anastasiou	Industrials	613 9235 1952	sanastasiou
na	James Filius	Industrials	613 9235 1612	jfilius
	Sam Haddad	Industrials	612 8224 2819	shaddad
er start-up	Alex McLean	Industrials	612 8224 2886	amclean
ctive	Hamish Murray	Industrials	613 9235 1813	hmurray
d	Jonathan Snape	Industrials	613 9235 1601	jsnape
n flows, or	Damien Williamson	Industrials	613 9235 1958	dwilliamson
l	Sam Brandwood	Industrials	612 8224 2850	sbrandwood
tion for	David Coates	Resources	612 8224 2887	dcoates
cash	Stuart Howe	Resources	613 9235 1856	showe
heet.	Brad Watson	Resources	618 9326 7672	bwatson
	Joseph House	Resources	613 9235 1624	jhouse
	Associates			
risk and	Olivia Hagglund	Associate Analyst	612 8224 2813	ohagglund
	Michael Ardrey	Associate Analyst	613 9256 8782	mardrey
Bell Potter	Securities (HK) Limited	Bell Potter Securities (US) LLC	Bell Potter Secur	ities (UK) Limited

ell Potter Securities (US) LLC Floor 39 444 Madison Avenue, New York NY 10022, U.S.A Telephone +1 917 819 1410

lell Potter Securities (UK) Limited 16 Berkeley Street London, England W1J 8DZ, United Kingdom Telephone +44 7734 2929

#### The following may affect your legal rights. Important Disclaimer:

This document is a private communication to clients and is not intended for public circulation or for the use of any third party, without the prior approval of Bell Potter Securities Limited. In the USA and the UK this research is only for institutional investors. It is not for release, publication or distribution in whole or in part to any persons in the two specified countries. In Hong Kong, this research is being distributed by Bell Potter Securities (HK) Limited which is licensed and regulated by the Securities and Futures Commission, Hong Kong. In the United States, this research is issued and distributed by Bell Potter Securities (US) LLC which is a registered broker-dealer and member of FINRA. Any person receiving this report from Bell Potter Securities (US) LLC and wishing to transact in any security described herein should do so with Bell Potter Securities (US) LLC.

This is general investment advice only and does not constitute personal advice to any person. Because this document has been prepared without consideration of any specific client's financial situation, particular needs and investment objectives ('relevant personal circumstances'), a Bell Potter Securities Limited investment adviser (or the financial services licensee, or the representative of such licensee, who has provided you with this report by arrangement with Bell Potter Securities Limited) should be made aware of your relevant personal circumstances and consulted before any investment decision is made on the basis of this document.

While this document is based on information from sources which are considered reliable, Bell Potter Securities Limited has not verified independently the information contained in the document and Bell Potter Securities Limited and its directors, employees and consultants do not represent, warrant or guarantee, expressly or impliedly, that the information contained in this document is complete or accurate. Nor does Bell Potter Securities Limited accept any responsibility for updating any advice, views opinions, or recommendations contained in this document or for correcting any error or omission which may become apparent after the document has been issued

Except insofar as liability under any statute cannot be excluded. Bell Potter Securities Limited and its directors, employees and consultants do not accept any liability (whether arising in contract, in tort or negligence or otherwise) for any error or omission in this document or for any resulting loss or damage (whether direct, indirect, consequential or otherwise) suffered by the recipient of this document or any other person.

#### Research Policies

For Bell Potter's Research Coverage Decision Making Process and Research Independence Policy, please refer to our company website:

https://bellpotter.com.au/research-independence-policy/

#### Disclosure of interest:

Bell Potter Securities Limited, its employees, consultants and its associates within the meaning of Chapter 7 of the Corporations Law may receive commissions. underwriting and management fees from transactions involving securities referred to in this document (which its representatives may directly share) and may from time to time hold interests in the securities referred to in this document.

#### ANALYST CERTIFICATION

Each research analyst primarily responsible for the content of this research report, in whole or in part, certifies that with respect to each security or issuer that the analyst covered in this report; (1) all of the views expressed accurately reflect his or her personal views about those securities or issuers and were prepared in an independent manner and (2) no part of his or her compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by that research analyst in the research report.

## **BELL POTTER**