

# Emeco Holdings Limited Investor Conference Presentation

14 September 2021



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# EMECO OPERATIONS

Emeco is the largest heavy earthmoving mining equipment solutions provider in Australia, with leading positions in mining equipment rental, hard rock mining services and equipment maintenance



Australia's largest provider of open cut rental equipment



**Fleet size of ~770**



**360 Employees**



Australia's largest underground hard-rock rental business and leading mining services provider



**Fleet size of ~160**



**269 Employees**



Specialist mining equipment maintenance and rebuild service provider

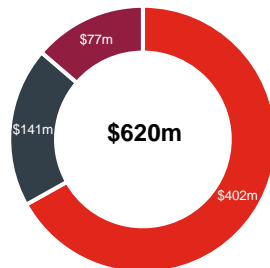


**9 Workshops across Australia**

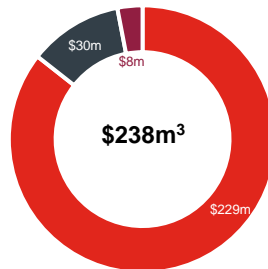


**393 Employees**

**FY21 Revenue<sup>1</sup>**



**FY21 EBITDA<sup>2</sup>**



■ Rental ■ Pit N Portal ■ Force



**Notes:**

1. Revenue from external customers only
2. Excludes corporate overheads
3. Includes corporate overheads



# FY21 FINANCIAL HIGHLIGHTS

## Revenue

**\$620m**

Continued growth in revenue, up 15% on FY20 with increased services revenue and full year Pit N Portal contribution

## Operating EBITDA<sup>1</sup>

**\$238m**

Strong earnings at the high end of guidance range of \$235-238m

## Free cash flow

**\$87m**

Continued strong cash generation, up 12% on FY20 before growth capex and will see further benefit from interest savings in FY22 onwards

## ROC<sup>2</sup>

**17%**

Resilient business model demonstrating strong returns, with an increase expected in FY22

## Debt refinancing

**\$250m**

9.25% US notes fully refinanced with \$A notes at 6.25% for five years, maturing in July 2026

## Interest savings<sup>3</sup>

**\$28m | 64%**  
per annum

Annual interest savings following Aug-20 debt reduction and Jun-21 full refinancing of US notes

## Leverage<sup>4</sup>

**0.9x**

Maintaining a strong balance sheet with net leverage below our long-term target of 1.0x

## Capital management

**\$11m**  
35% of 2H21 operating NPAT

Capital management includes 1.25 cent fully franked dividend and an on-market share buyback

### Notes:

1. Operating financial metrics are non-IFRS measures. Refer to Statutory to Operating reconciliations in the FY21 Annual Report
2. Return on capital (ROC) calculated as LTM Operating EBIT over average capital employed
3. Annual interest saving achieved from debt refinancing transactions in FY21, based on FY20 US notes interest cost of \$44m compared to pro forma cash interest expense for FY22 following \$A MTN notes issue, of \$16m
4. Net debt / Operating EBITDA
5. 2H21 operating NPAT of \$30.5m

# FY22 OUTLOOK

## Growth in earnings in all operating segments expected – comfortable with current FY22 consensus operating EBITDA



- Strong growth in earnings with margins expected to remain between 55-60%
- Eastern Region:
  - Earnings have stabilised and EBITDA growth expected in FY22, weighted to 2H
  - Up to 10% of FY20 earnings remain as idle capacity which will be recovered though FY22/23 as we selectively pursue projects that diversify our commodity mix and increase services in line with our strategy
  - Leads and tender pipeline includes gold and base metals projects
- Western Region
  - Continued strong growth underpinned by strong demand and a full year contribution from equipment moved from Eastern Region in FY21
  - Margin and utilisation improvement as equipment transitions from construction single shift to double shift fully maintained EOS production projects
  - Additional investment may be considered to support further growth in long tenured fully maintained projects



- Strong growth in earnings in FY22 and into FY23
- New project wins, including Qld Zinc and WA Gold project commence in 1H22
- Major underground projects move from development to production, with increasing margins reflected in earnings weighted to 2H
- Underground rental earnings growth as equipment from FY21 asset purchase is in strong demand
- Growth capex of \$10-\$15m will be invested to support new projects



- Growth in external revenue from retail work, particularly in the east coast
- Continued increase in underground maintenance (utilising Pit N Portal's network), field maintenance service and fabrication opportunities
- Expect internal activity levels to increase as utilisation in rental equipment recovers in FY22



# OUR STRATEGY

**Building a sustainable and resilient business generating long term value for shareholders**

## Strong balance sheet

- Maintain a healthy balance sheet with leverage below 1.0x
- Supporting resilience and the ability to withstand changes through the cycles
- Strong free cash flow generation providing capital allocation optionality to invest in the business and return capital to shareholders to maximise returns

## Widening the value proposition

- Expanded service offering, providing rental, fully maintained rental, value-added mining services, EOS technology and equipment rebuild services
  - Expansive operational capabilities across the business
  - Increased tenure with customers
  - Embedded on customer sites with EOS technology, maintenance personnel, mobile workshops, operators, geologists and engineers



## The lowest cost, highest quality provider

- Best-in-class operational capabilities to be the lowest cost and highest quality provider of mining equipment, supported by a skilled workforce of over 1,100 people and 9 strategically located workshops
- With the world's largest mining rental fleet (now underground and open cut with the addition of Pit N Portal), combined with Force's rebuild capability, Emeco provides cost and pricing advantages that enable us to capture market share

## Balanced and diversified portfolio

- Target a balanced customer and project mix to ensure no over-reliance on any customer, customer type, project, commodity or region
- Balanced commodity portfolio and commodity agnostic fleet
- Diverse suite of services and capabilities to add value to customers

# EXECUTING OUR STRATEGY

**In FY21 we made significant progress with the support of our shareholders and the unrelenting efforts our team as we navigated challenges, delivered for our customers, and executed on new opportunities**

## Strong balance sheet

- ✓ Recapitalised to reduce legacy US debt and subsequent refinance of US\$ notes with A\$ debt on more attractive terms
- ✓ Annual interest expense reduced by \$28m (64%) in FY22 vs FY20
- ✓ Leverage now below target 1.0x
- ✓ Strong free cash flows of \$87m before growth capex
- ✓ Introduced capital management policy of 25-40% of operating NPAT via dividends/buybacks
- ✓ 2H21 capital management package of \$11m (35% of operating NPAT)

## The lowest cost, highest quality provider

- ✓ With a continuous improvement drive, built on asset management capability including condition monitoring, predictive maintenance, reliability engineering and data analytics
- ✓ Investment in mid-life open cut and underground assets which meets strict return hurdles and supports our strategic goals
- ✓ 15% increase in the use of our own Force Workshop rebuilt components
- ✓ Expanded Workshop capabilities to drive our strategic competitive advantage of rebuilding equipment and components

## Widening the value proposition

- ✓ 8 new fully maintained rental projects
- ✓ Mining services revenue increased to 85% of PNP's portfolio (FY20: 72%)
- ✓ Commenced first surface mining services project utilising Emeco Rental fleet and EOS technology
- ✓ Service-related revenue increased to 72% (FY20: 66%)
- ✓ Evolved and successfully implemented EOS at three additional projects
- ✓ Ongoing investment in talent development and retention

## Balanced and diversified portfolio

- ✓ Gold exposure increased to 37% (FY20: 17%), coal reduced to 38% (FY20: 58%). Copper and Nickel are new commodity exposures that provide further growth opportunities
- ✓ Commodity agnostic fleet rebalanced to increase exposure to WA hard rock commodities
- ✓ Well diversified customer base with over 150 customers
- ✓ Average project tenure increased to 2.5 years

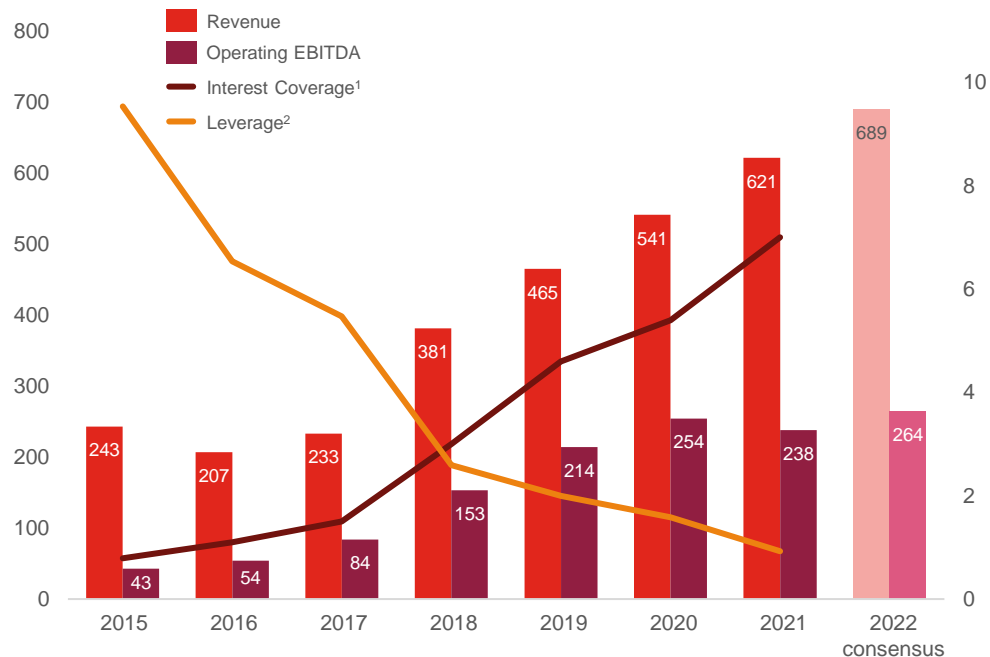
**Executing our strategy to build a more resilient and sustainable business**

# REPAIRED, REBUILT, REPOSITIONED

Today Emeco is a more sustainable and resilient business, with diversified operations and customers, a recapitalised and restructured balance sheet and a capital management policy

## Net debt, interest coverage and leverage

\$m (revenue & EBITDA, LHS); Ratio (interest coverage and leverage, RHS)



Over the past 6 years, we have rebuilt and grown revenue and profitability to significantly improve our financial strength and flexibility

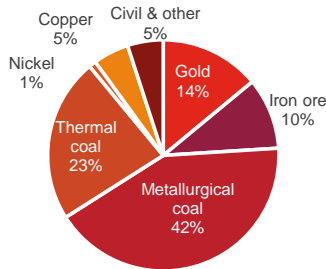
- Grown our rental fleet organically and via M&A, becoming the largest in the sector supported by a diversified commodity mix
- Completed successful acquisitions of Force and Pit N Portal diversifying from dry hire to services and increasing the addressable market
- Recapitalised the balance sheet with the support of our shareholders, lowering leverage
- Refinanced legacy US notes, materially lowering the cost of debt
- Capital management policy implemented

Notes: 1. Interest Coverage = EBITDA / Interest Expense; 2. Leverage = Net Debt / EBITDA



# TRANSFORMATION OF EMECO

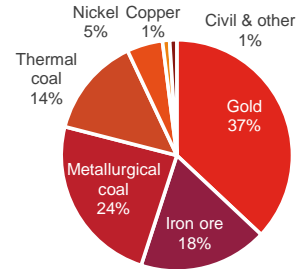
Emeco has significantly evolved its business model in the past 6 years to ensure that it is sustainable through the cycle, increasing average contract tenure from 6 months to 2.5 years



**Services:**  
Open cut rental

**-4.3%** **\$206m**  
3-yr average ROC Revenue

**14%** **6months**  
Services-related revenue Average contract tenure



**Services:**  
Open cut rental  
Underground rental  
Mining contracting (underground and surface)  
Onsite infrastructure  
Onsite maintenance  
Full equipment rebuilds  
Component rebuilds  
Equipment operators  
EOS technology  
Technical and engineering expertise

**19.6%** **\$620m**  
3-yr average ROC Revenue

**72%** **2.5years**  
Services-related revenue Average contract tenure

# A STRONG PLATFORM TO DELIVER SHAREHOLDER RETURNS

**We are well positioned to pursue selected investment opportunities aligned to our strategy as well as delivering on our capital management policy to deliver growth and returns for our shareholders**

- Business positioned to **generate strong cash flows** into the future to organically fund growth opportunities
- We will explore the following growth initiatives:
  - **Building on our core business** capability and scale
  - Further **widening the value proposition** to increase value for our customers and maximise tenure
  - Selectively targeting **commodity diversification**
  - Expanding **EOS and digitising** the business
- Investment guided by **strict return hurdles**, evidenced by strong returns achieved in recent years
- Surplus cash may be used to further strengthen the balance sheet



# Thank you

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