



BELL POTTER UNEARTHED CONFERENCE

MADER GROUP LIMITED | 6 FEBRUARY 2023



MADER



Who We Are

Mader are a leading global provider of specialist technical services across multiple industries. We are dedicated to helping customers enhance their operations through optimal asset performance.

Global workforce
2,500+
Skilled employees

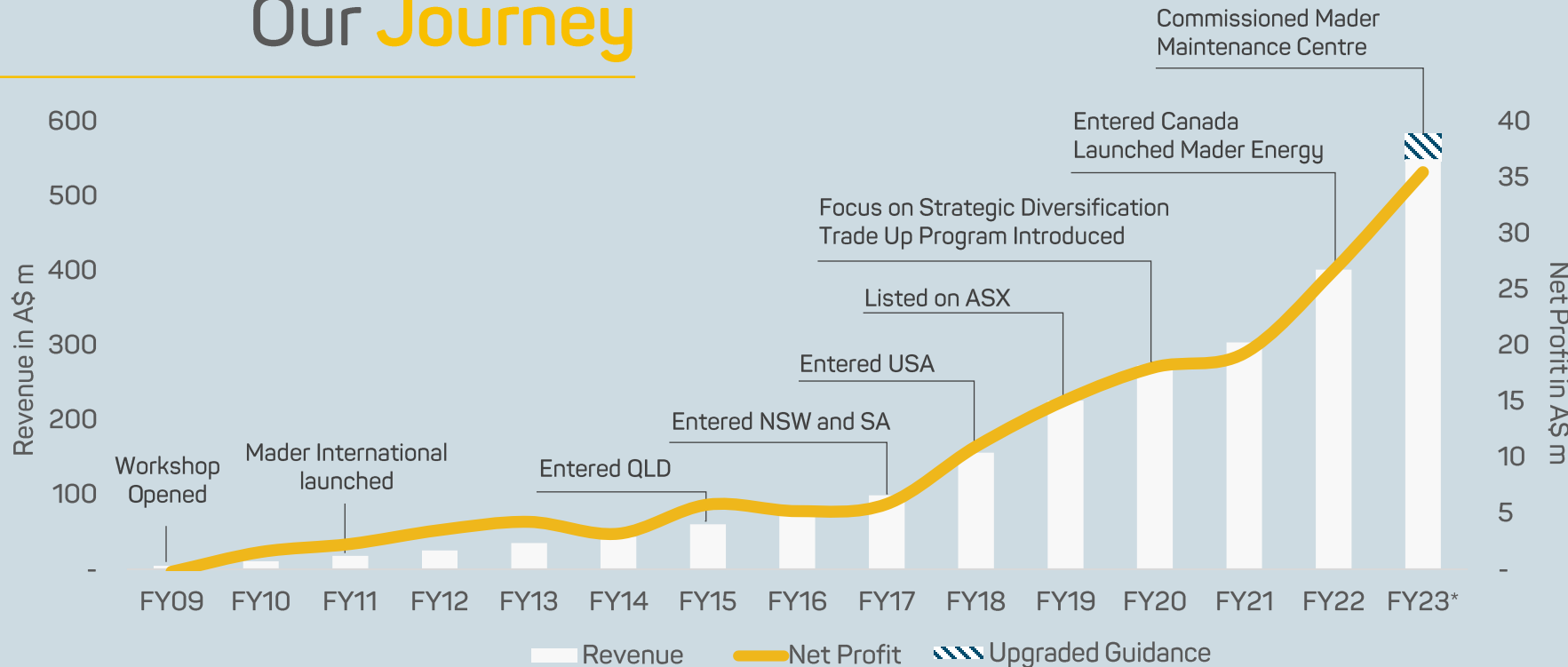
Support vehicles
1,000+
Throughout the world

Supported
520+
Locations

Wide network
335+
Customers

Operated in
5
Countries

Our Journey



*Based on delivery of the Group's FY23 revenue and NPAT guidance



What We Do

We deliver 'tap on, tap off' technical services designed to support our customers across multiple industries on a global scale.

Heavy Mobile
Equipment

Fixed
Infrastructure

Transport
& Logistics

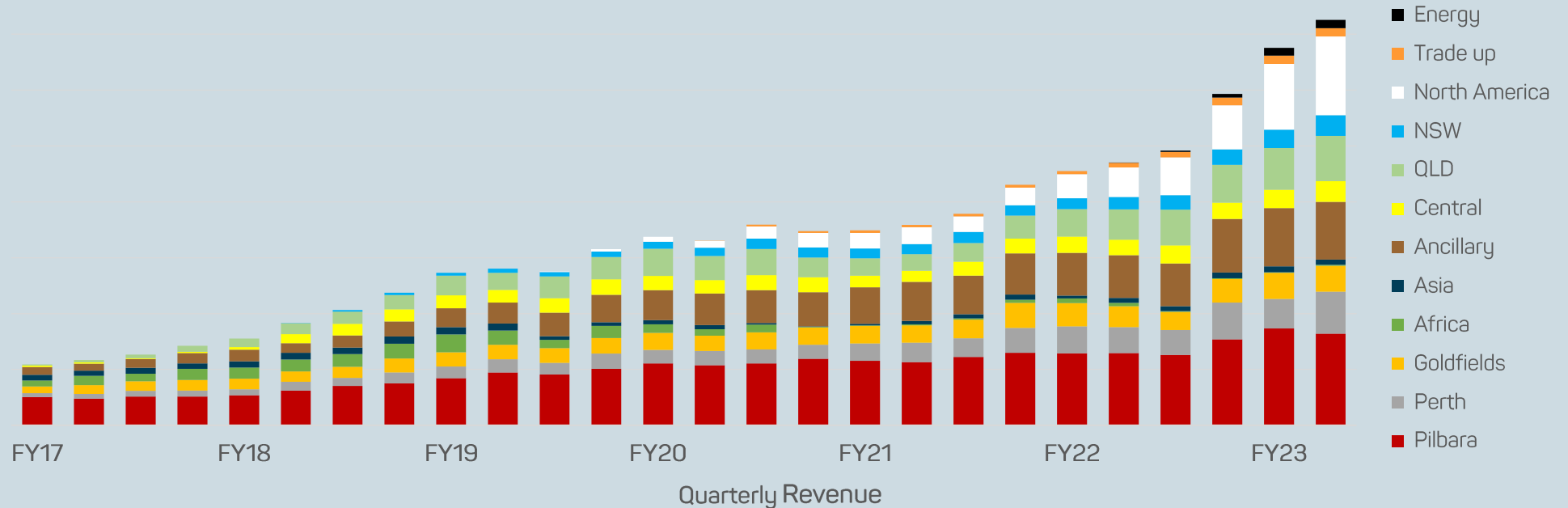
Power Generation
& Marine

Energy

Specialist **technical services** covering...

Globally Diversified Portfolio

Track record of replicating the business model in new industries and large addressable markets.



Proven growth strategy underpinned by...

Regional
Diversification

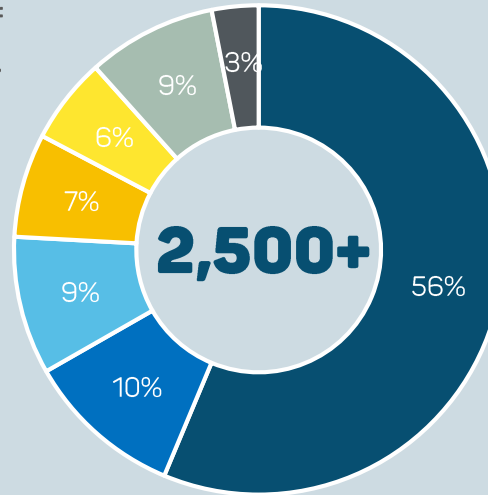
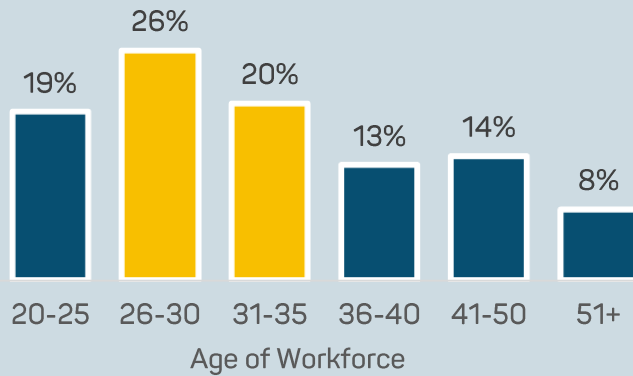
Introduction of new
Service Lines

Targeted
Acquisitions



Specialised Workforce

We lead the market in delivering safe and high quality expertise. Our pursuit of quality is backed by years of investment in our people and culture.



Breakdown of Team:

- Heavy Duty Diesel Mechanics
- Auto and HV Electricians
- HRT and LV Mechanic
- Apprentices
- Boilermakers
- Other
- Fixed Plant Mechanics

AWARD RECOGNITION

LARGE BUSINESS OF THE YEAR
2022 AWARD WINNER
RISE BUSINESS AWARDS
SPONSORED BY BUSINESS NEWS

EMPLOYER OF CHOICE
2022 AWARD WINNER
AUSTRALIAN BUSINESS AWARDS

WORKPLACE FLEXIBILITY
2022 EXCELLENCE AWARDEE
AUSTRALIAN HR AWARDS

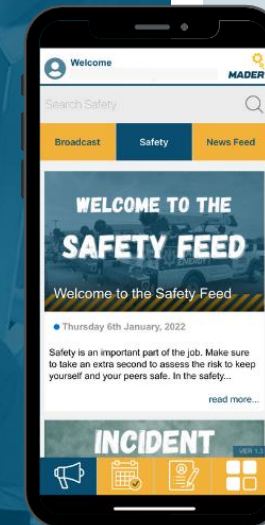
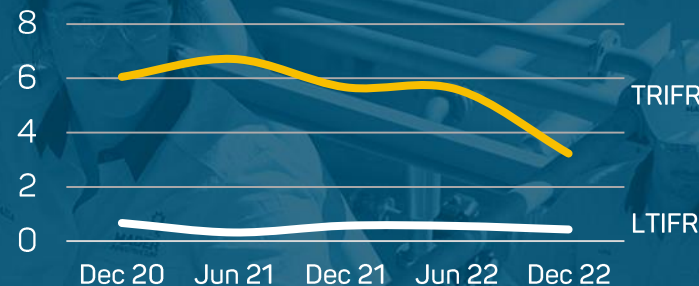


Our Safety Goal

"Ensuring the health and wellbeing of our people remains our top priority, and whilst we are pleased with our progress in this area, our journey towards zero harm continues."

– Justin Nuich, Executive Director and CEO

Injury frequency rates (per million hours worked)



Digital connectivity and safety-focused technology are key focuses for our business.

Keeping our people safe through the continual enhancement of our in Vehicle Monitoring System across the global fleet.



1H FY23 Highlights

Revenue

\$280.3m

Up 51% from
\$185.2m PCP 

EBITDA

\$33.8m

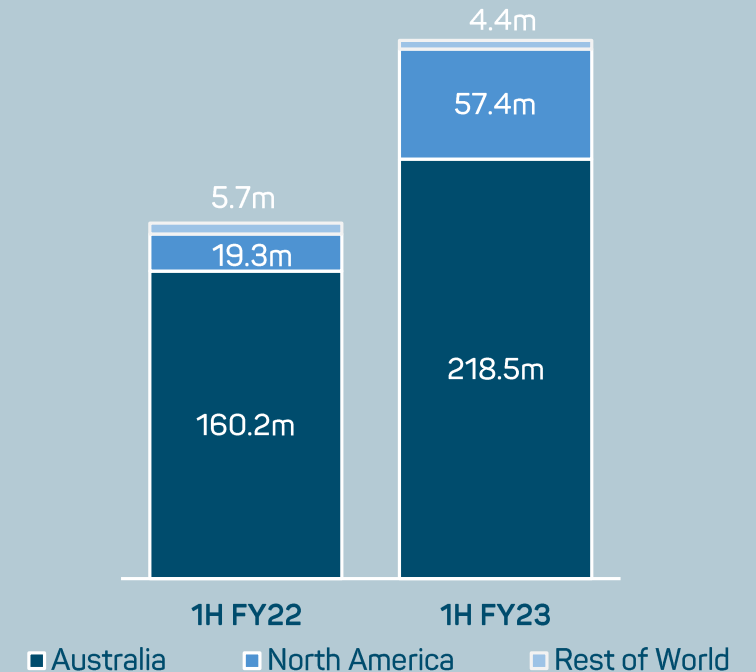
Up 60% from
\$21.2m PCP 

Net Debt

\$50.9m

An increase from \$26.7m
(June 22)

Revenue by Region (\$m's)



Note: All financial information presented is based on unaudited financial information.

GROWTH TRAJECTORY

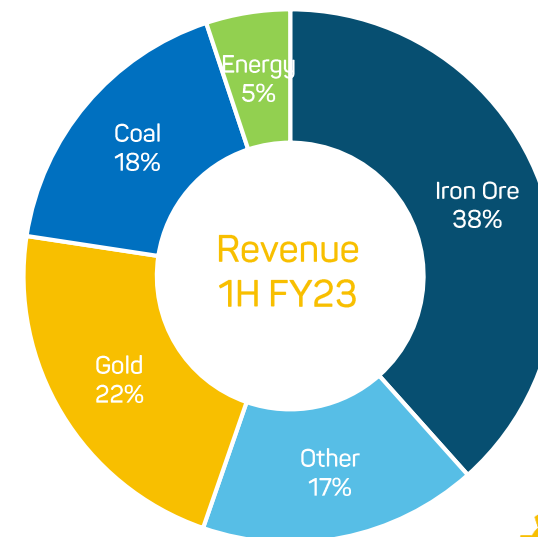
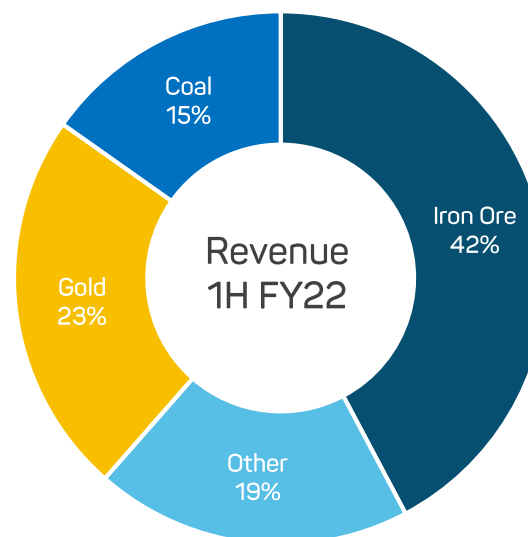
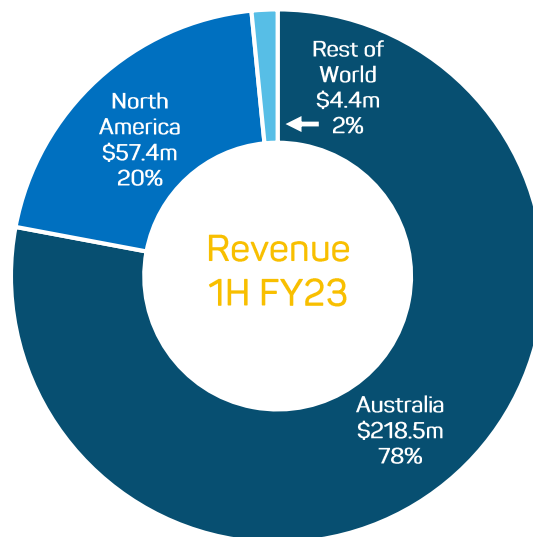
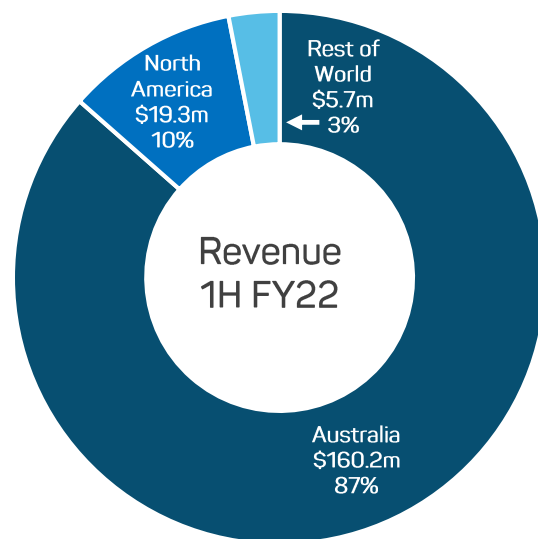
driven by **continued diversification** in new and existing markets

Sustained
strong
demand globally

Invested
in fleet
expansion

Diversified
global
service offerings

Diversified Operations



Australia

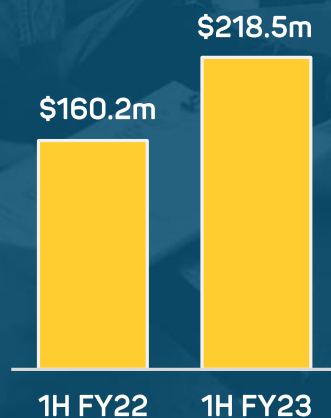
Revenue
36%↑
Growth in 1H FY23

Apprentices
159 Active in Mader's
apprenticeship
training programs

Infrastructure
92%↑ Revenue
growth
in 1H FY23

Ancillary
100%↑ Revenue
growth
in 1H FY23

Revenue (A\$)



North America

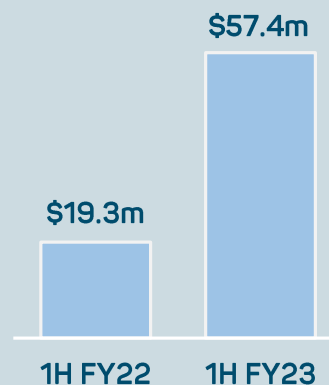
Revenue
198%↑
Growth in 1H FY23

States
25 Active
operations
in 1H FY23

Canada
Substantial headcount
growth through local and
offshore recruitment

Mader Energy
Organic-start up well
positioned for a
strong 2H FY23

Revenue (A\$)



Note: All financial information presented is based on unaudited financial information.

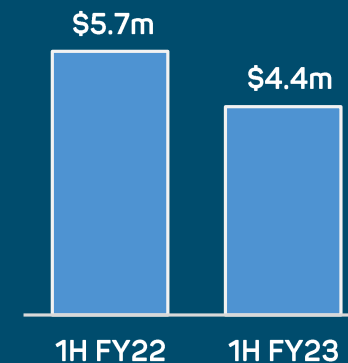
MADER

Rest of World

Revenue
20.7%↓
Decline in 1H FY23

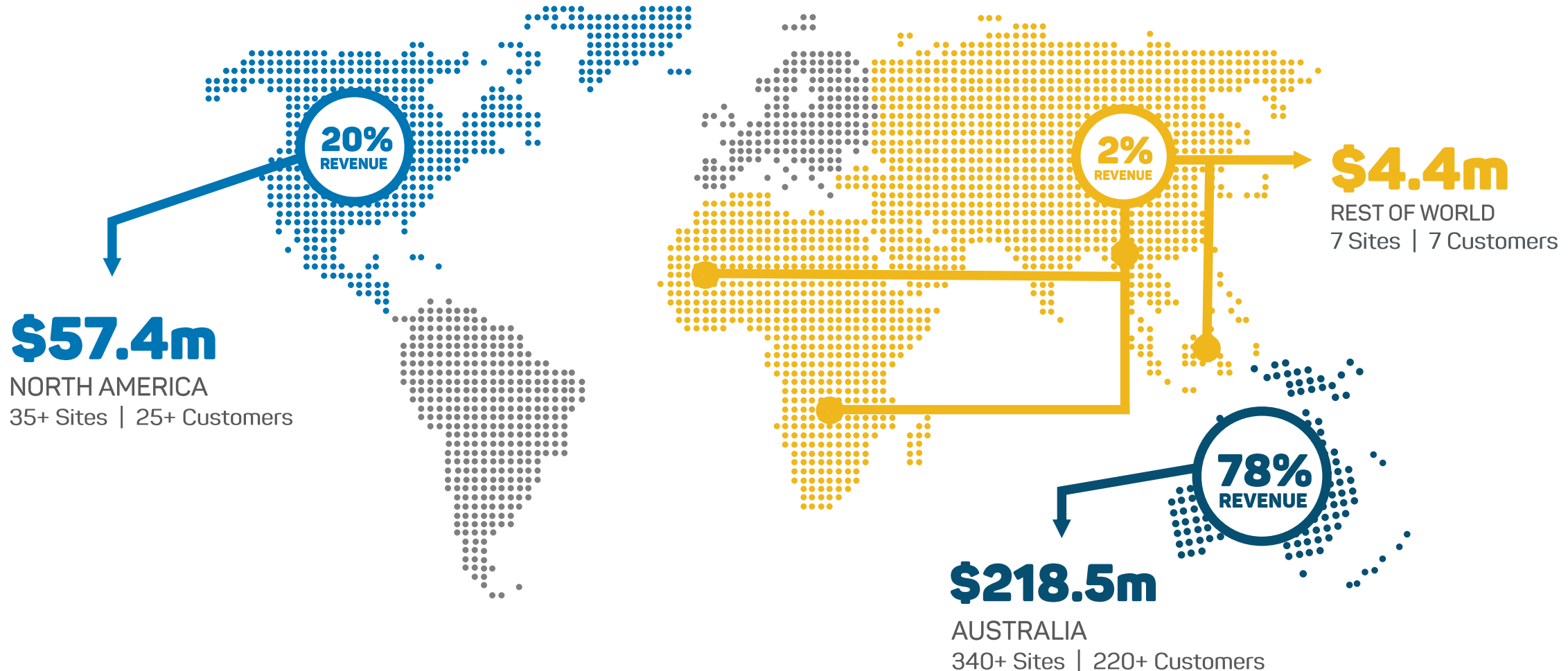
Countries
5 Active operations
in 1H FY23

Revenue (A\$)



Geographical Footprint in 1H FY23

Revenue, site and customer data relates to Mader Group operations carried out in 1H FY23

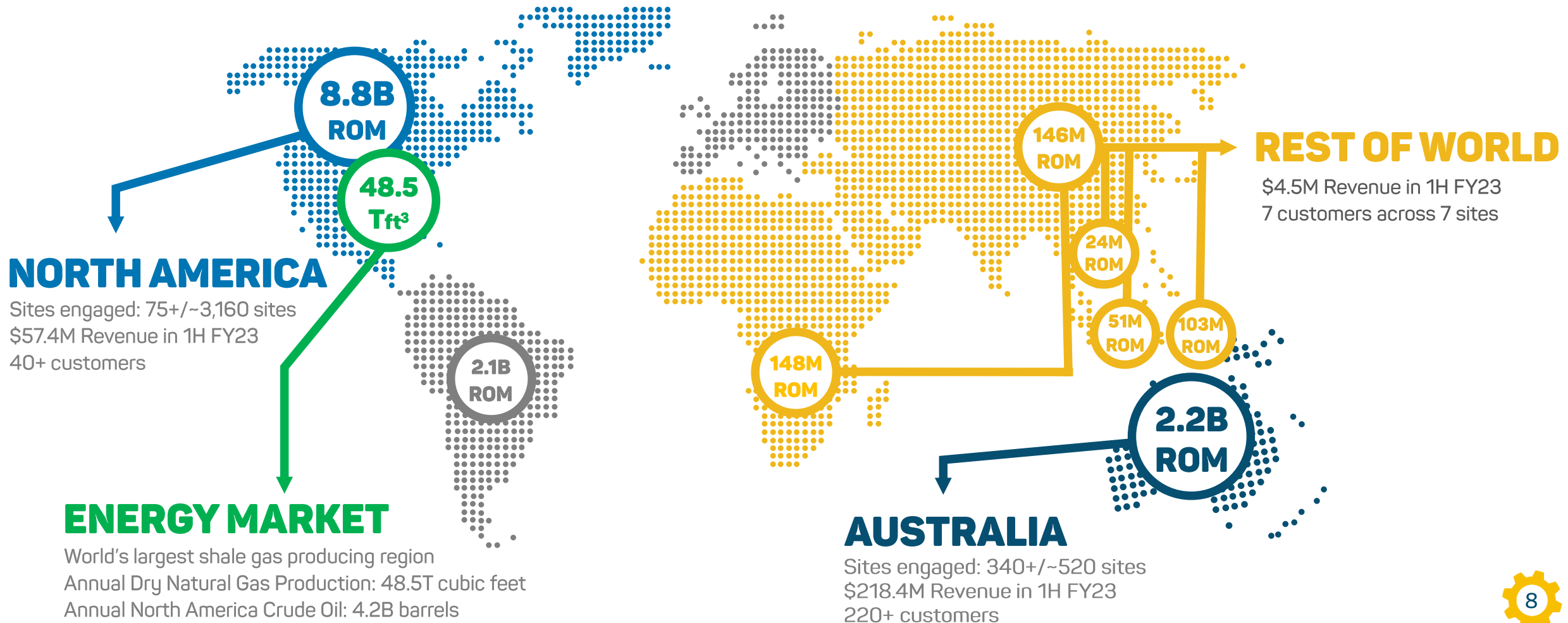


Growth Opportunities and Addressable Market

Sites engaged: Sites Mader Group services versus total operational sites
ROM: Run of Mine Production in Metric Tonnes



Sources: GlobalData Intelligence Centre for total site operations, 2022 site data and North America Gas & LNG Market Outlook. "US Crude Oil Market Update – H2 2021 Report" Global Data.



Unlocking a Global Workforce

Global Pathways is a program that connects skilled technicians with incredible opportunities across the world.



A significant number of Mader employees have signed up to overseas adventures to expand their skills and expertise.



The program provides Mader access to international talent pools, and the best technicians worldwide.



Two-way transfers between North America and Australia are underway, with transfers from Australia to Canada already commenced.



Structural Growth Drivers



PRIMARY GROWTH DRIVERS



North America



Energy



Infrastructure Maintenance

SECONDARY GROWTH DRIVERS



Rail Services



Ancillary



Power Generation & Marine

Foundation laid for growth drivers

Strong, flexible business model and continuous business improvement

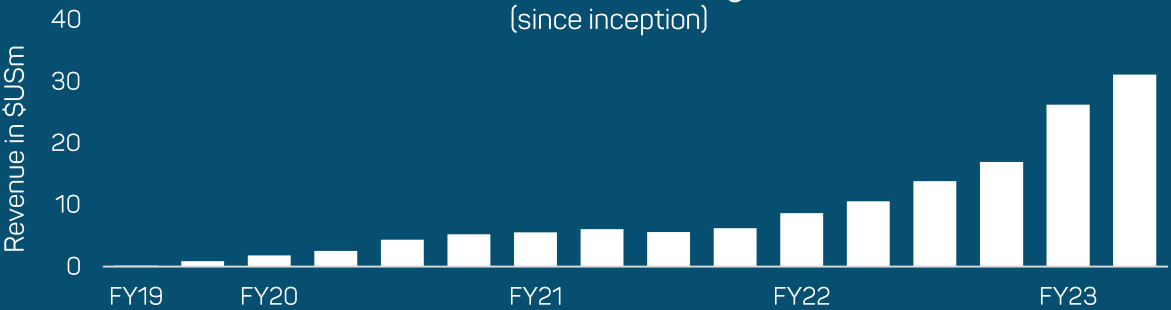


Continued diversification



New geographical markets and service offerings

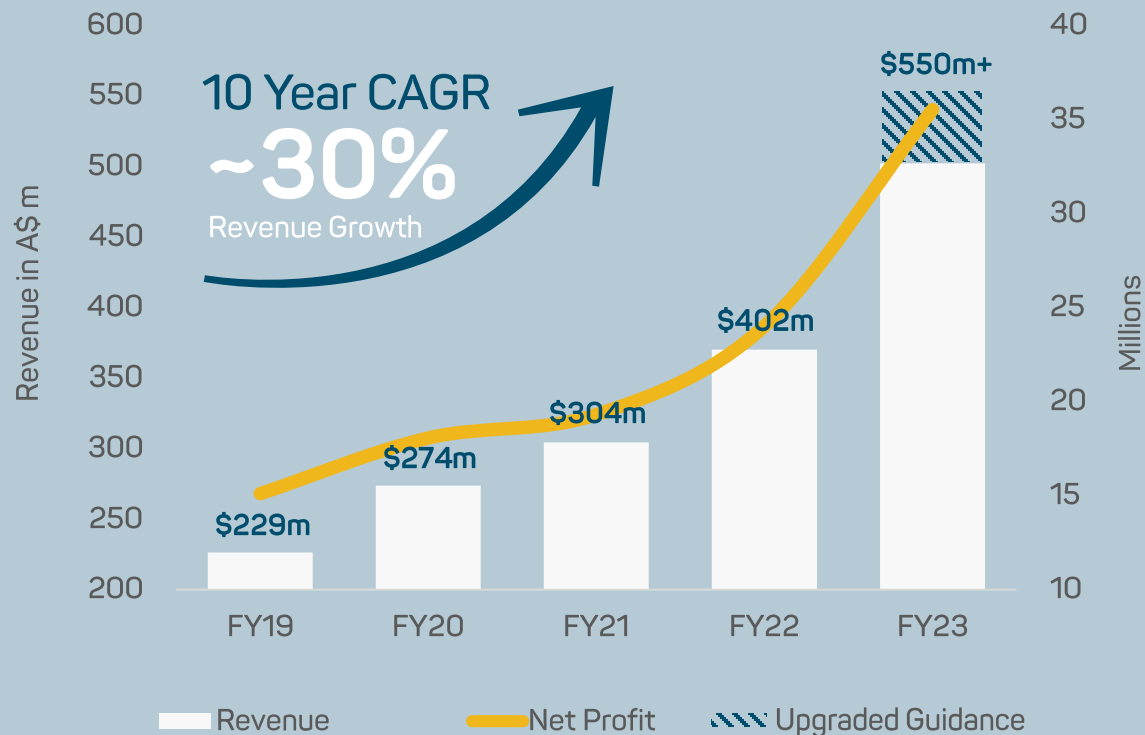
North America – Quarterly Revenue (since inception)



Group Outlook & Guidance

Current market conditions have provided Mader with the confidence to forecast FY23 revenue of at least **\$550m** delivering NPAT of at least **\$35.5m**

Financial Forecast



Foundation laid for growth



Strong, flexible business model and continuous business improvement

Targeted growth in North America



A significant pillar in our long-term growth strategy

Continued diversification



New geographical markets and service offerings

Strategic acquisition



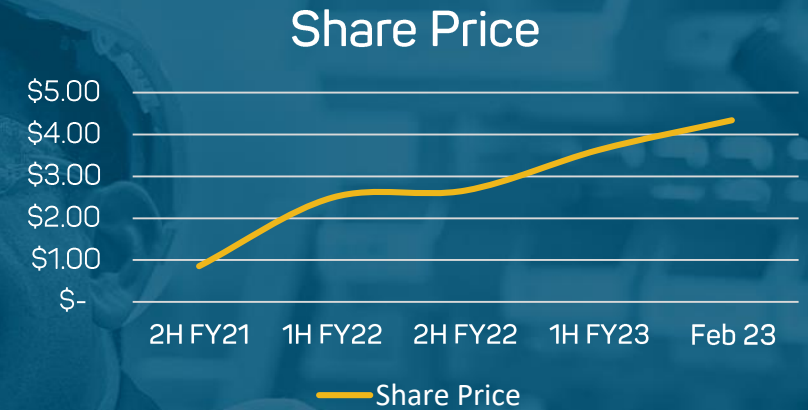
Targeting new revenue streams to deliver stable and growing returns for investors

Investment Case

Market Cap
\$868m
At market close
3 February 2023

Shares
200m
on issue

Share Price
\$4.34
At market close
3 February 2023



PROVEN
TRACK
RECORD

DISRUPTIVE
BUSINESS
MODEL

CAPITAL
LIGHT
OPERATIONS

SUSTAINABLE
GROWTH
PROSPECTS

LARGE
ADDRESSABLE
MARKETS

POSITIVE
INDUSTRY
TRENDS

UNIQUE
WORKPLACE
CULTURE

SIMPLE BALANCE
SHEET &
FINANCIAL
FLEXIBILITY



Appendices

MADER GROUP LIMITED

Board of Directors



Jim Walker

Non-Executive
Chairman

Jim has over 45 years' experience in the resources sector. He was the former Managing Director of WesTrac and a Director of Seven Group Holdings and National Hire Group. Jim is currently Chairman of Austin Engineering Ltd, MLG OZ Ltd and State Training Board (WA) and Motor Museum of WA.



Luke Mader

Founder &
Executive Director

Founder of Mader, Luke is trade qualified with 20 years' experience in the mining services industry. Luke leads Mader's strategic growth and development and has built Mader into a leading global provider of specialist technical services across multiple industries.



Justin Nuich

Executive Director &
Chief Executive Officer

Justin has over 20 years' experience in the mining and energy industries in Australia and globally. Currently Mader's Executive Director and CEO, Justin is well versed with the business having sat on the Board since January 2019.



Patrick Conway

Executive Director &
Director of Emerging
Businesses

Formerly the CEO and CFO of Mader, Patrick has been with the Company for over 8 years and has a background in Public Practice accounting and business advisory. Patrick plays a pivotal role in influencing the Group's strategic direction as the Director Emerging Business.



Craig Burton

Non-Executive
Director

Craig is a venture capital investor in emerging projects and businesses. He has a track record of providing financing backing and strategic advice to successful management teams and start-up entrepreneurs.



Our Services

Our selection of specialist services are designed to help customers make light work of heavy equipment maintenance

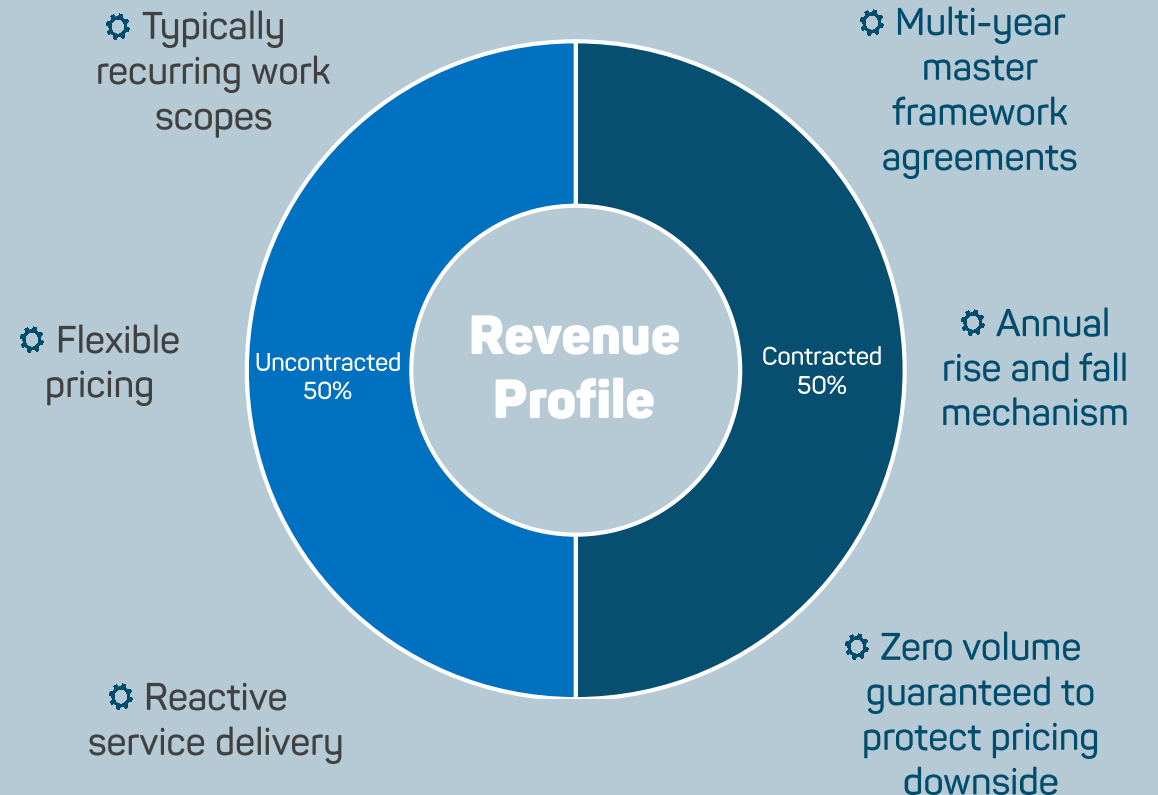
CORE MECHANICAL SERVICES

- ⚙ Mobile Plant Maintenance
- ⚙ Rapid Response Teams
- ⚙ Excavator Support Teams
- ⚙ Drill Support Teams
- ⚙ Equipment Shutdown Teams
- ⚙ Maintenance Projects
- ⚙ Training and Mentoring
- ⚙ Rostered Support

GROWTH STRATEGY

- ⚙ Infrastructure Maintenance
- ⚙ Fabrication and Line Boring
- ⚙ Electrical Maintenance
- ⚙ Marine and Power Generation
- ⚙ Rail Maintenance
- ⚙ Mader Clean Team
- ⚙ Oil and Gas Industries
- ⚙ Road Transport Maintenance

METHOD OF CUSTOMER ENGAGEMENT STABLE MARGINS PRICING PROTECTION



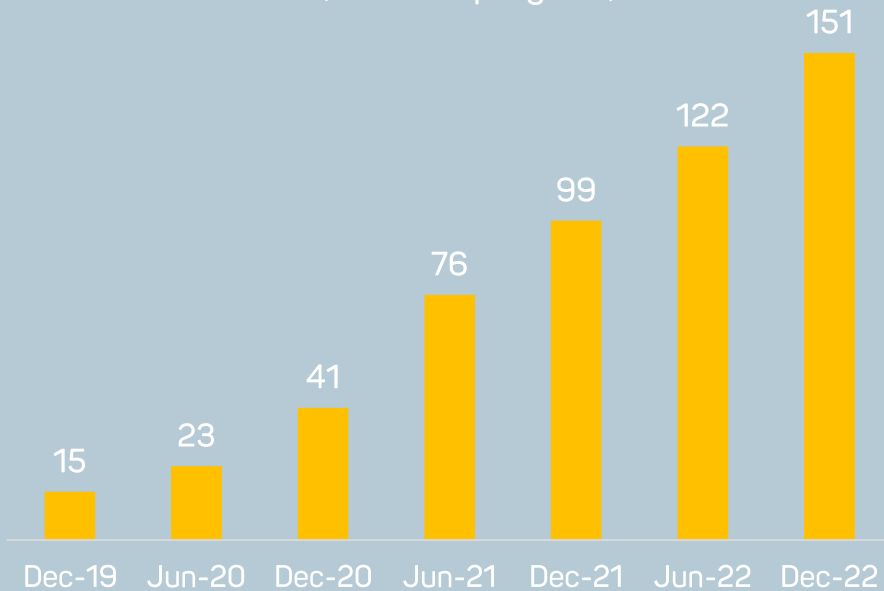


Planning for the Future

Our Trade Upgrade Apprenticeship Program aims to bridge the skills gap. Through this initiative, we work closely with our industry partners to feed quality tradespeople into mining across Western Australia and Queensland.

We are proud to have inducted **260+ participants** into our Trade Upgrade Apprenticeship Program since inception in 2019.

Trade Up Program Participants
(active in program)



89%
RETENTION



151
ACTIVE



260
INDUCTED
SINCE 2019



4%
FEMALE

Tools for Life



Tools for Life aims to equip individuals and communities with the tools they need to build a better future and succeed in life.

With a focus on **youth, education and support**, we are proud to be encouraging the future generation to identify available pathways and build sustainable careers within the industry.



Supported our charity partner, the Kijilamatambo School.
Solwezi, Zambia.



MACA Cancer 200 Ride for Research
WA, Australia



STEM/Engineering & Trades Career Expo
WA, Australia

Glossary



TRIFR	Total recordable injury frequency rate per one million hours worked
LTIFR	Lost time injury frequency rate per one million hours worked
HV Electrician	High Voltage Electrician
LV Mechanic	Light Vehicle Mechanic
HRT Mechanic	Heavy Road Transport Mechanic
1H FY23	The period 1 July 2022 to 31 December 2022
1H FY22	The period 1 July 2021 to 31 December 2021
PCP	The Prior Corresponding Period, being 1H FY22
CAGR	Compound Annual Growth Rate
NPAT	Net profit after tax
Net Leverage	Net Debt / annualised EBITDA
OCFBIT	Operating Cash Flow before interest and tax

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