



BUILDING TO THE FIRST BILLION

BELL POTTER UNEARTHED CONFERENCE
MADER GROUP LIMITED | 12 FEBRUARY 2024



MADER

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Who We Are

Mader is 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
2,900+
Skilled employees

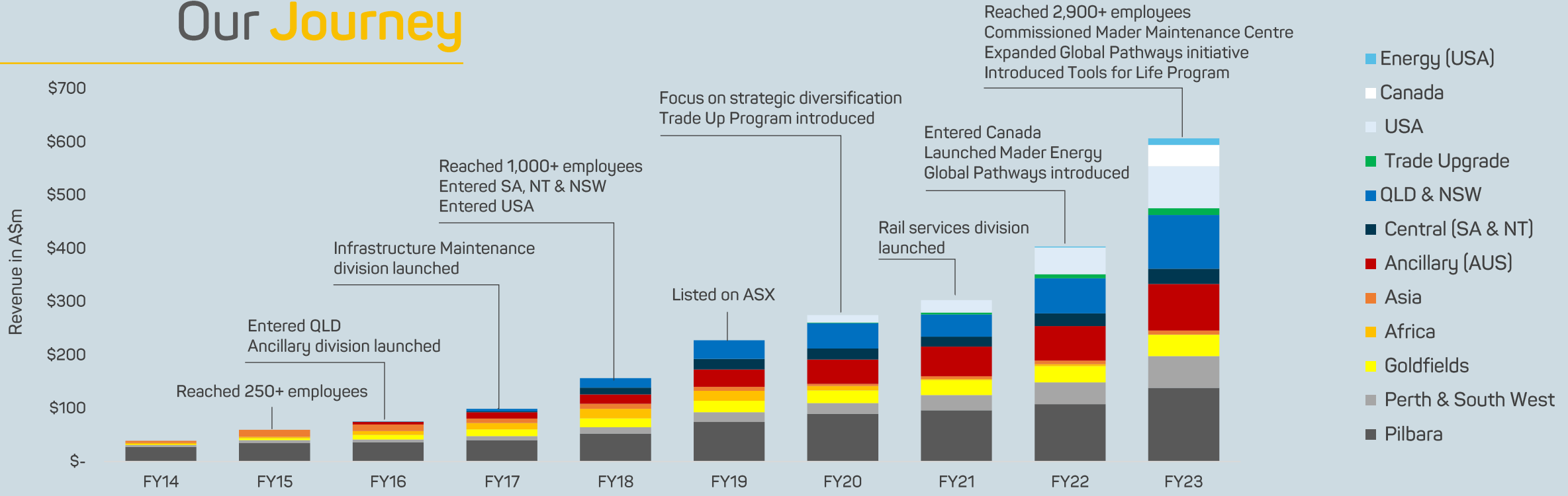
Support vehicles
1,100+
Throughout the world

Supported
530+
Locations

Wide network
380+
Customers

Operated in
8
Countries

Our Journey





What We Do

We deliver 'tap on, tap off' specialist services designed to help our customers make light work of heavy equipment maintenance.

Heavy Mobile
Equipment

Fixed
Infrastructure

Transport
& Logistics

Power Generation
& Marine

Energy
Sector

Specialist **technical services** covering...

Globally Diversified Portfolio

Track record of replicating the business model in new addressable markets



Organic Focus

100% organic
growth

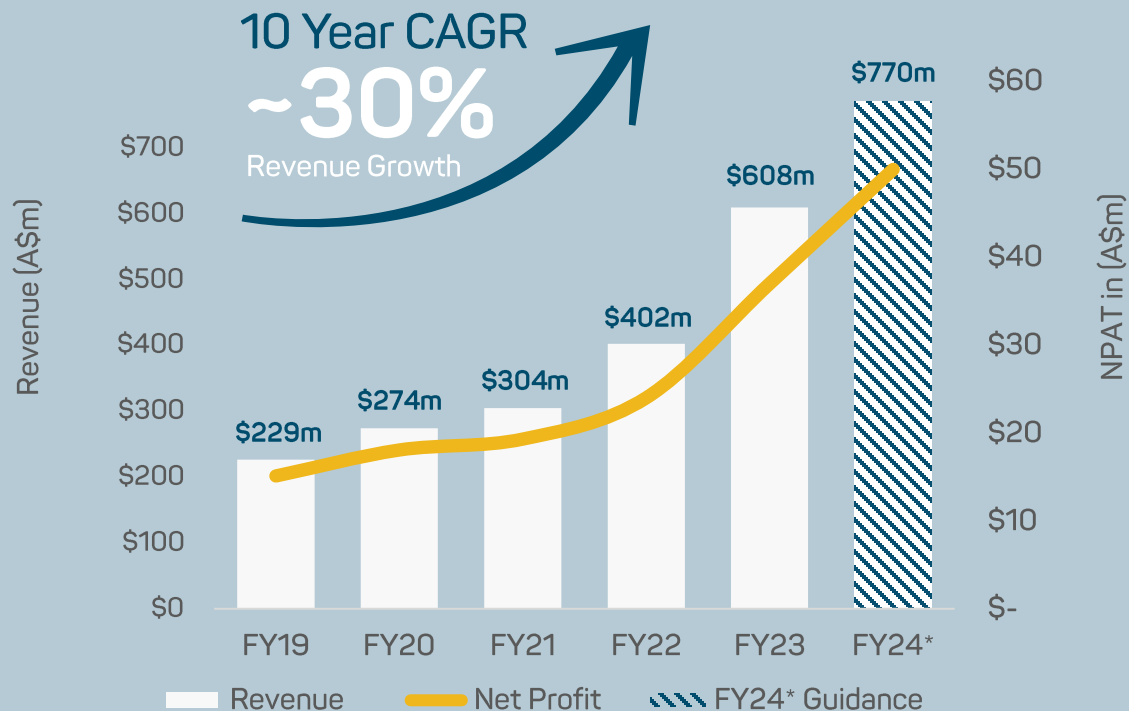
Stable margins and
disciplined capital
allocation

Strong operating
cashflows

Relatively low
capital intensity

High Growth Agenda

Current market conditions have provided Mader with the confidence to forecast FY24 revenue of at least **\$770m** delivering NPAT of at least **\$50m**



*Based on delivery of the Group's FY24 revenue and NPAT guidance.

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

Geographical diversification

Targeting new regions around the world

Service diversification

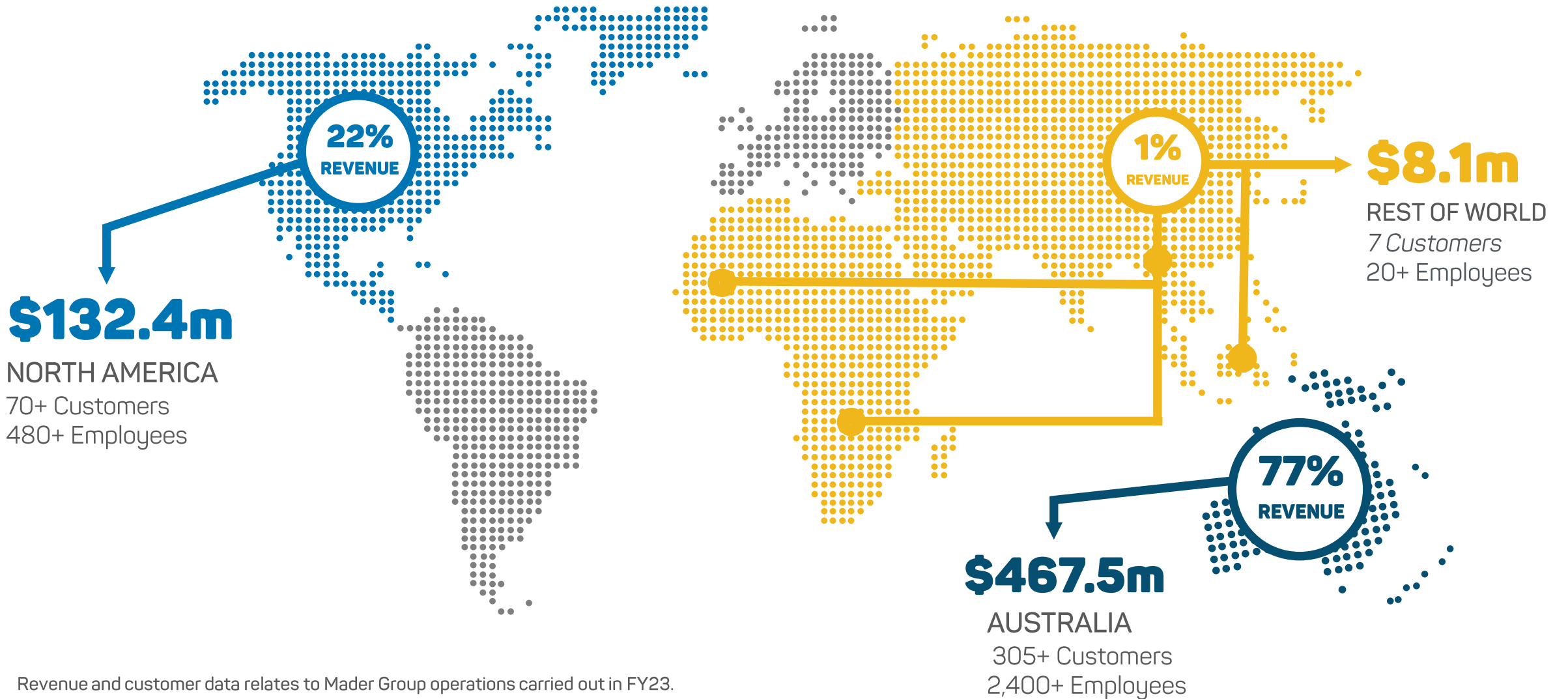
Targeting new markets and service offerings



Geographical Diversification

MADER GROUP LIMITED

Multiple Beachheads to Target Growth



Revenue and customer data relates to Mader Group operations carried out in FY23.



North America Scaling Growth

Field Techs
400+

Service Trucks
230+ Mine Spec

Customers
70+ USA & Canada

States & Provinces
37 USA & Canada

Mader Energy
launched to target
energy sector

Fully organic
start-ups



OEM Agnostic
Mechanical Maintenance

Significant
Growth Prospects
& Wide Talent Pool

Unrestricted
By State Borders &
Franchise Limitations

Operating in
6 out of 10 of the highest mineral
producing states in the US

Source: USGS, US Department of the Interior 2022.

Commodity Market
3 billion metric tonnes of raw
unprocessed mined material

Aggregates market
Valued at US\$132 billion

Source: Construction Aggregates:
Global Strategic Business Report 2020



A blue-tinted photograph of an industrial facility, likely a refinery or chemical plant. Large pipes and machinery are visible. Two workers wearing hard hats and safety gear are standing on a metal platform, looking at a laptop. The scene is set against a clear sky.

Building to the first billion

MADER GROUP LIMITED

The Building Blocks



Culture



200+

Employees headed on overseas adventures through the **Global Pathways** program in FY23



40+

Heart-pumping experiences delivered by internal adventure division, **Three Gears**



Leadership development



150+

Team Leaders across global operations



200+

Technicians graduated from **Trade Upgrade Program** since inception (2019)

Resources & Minerals



AUSTRALIA

2.2B ROM

Sites engaged in FY23: 300+
Total mines & projects: 538

NORTH AMERICA

7.6B ROM

Sites engaged in FY23: 110+
Total mines & projects: 3,545



REST OF WORLD

8.8B ROM

Sites engaged in FY23: 10
Total mines & projects: 4,474

Source: GlobalData Intelligence Centre for total site operations, 2022 Mines & Project data.

Infrastructure Maintenance

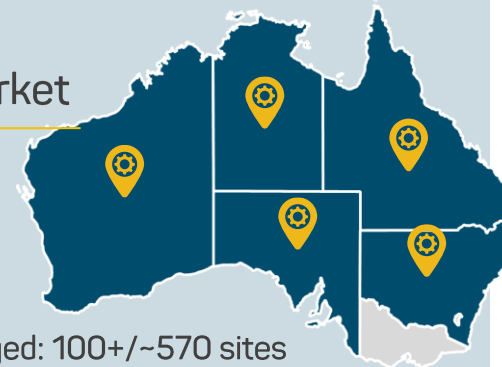
Processing Infrastructure
Crushers, screens, conveyors, stackers



Non-Processing Infrastructure
Workshops, mining camps, project management



Australian market



Current sites engaged: 100+/~570 sites
(construction & operation phase)

Source: Mines & Projects Database – Global Data 2023.

The Building Blocks



Energy Market

Natural gas compression is essential to the production and transportation of natural gas. The mechanical process is required at several stages, particularly in the upstream and midstream sectors



Production at the wellhead



Storage & distribution



Gas processing facilities



Transportation (pipelines)

Interstate Pipeline

~1,700 gas compressor stations support the pipeline network, totalling ~35 million horsepower

Source: U.S. Energy Information Administration Database



Transport & Logistics

234.6B 
Tonne kilometres of freight moved by road in Australia

29% 
Of Australia's total freight is carried by road

80% 
Iron ore and coal exports comprise over 80% of Australia's domestic rail freight

32,000KM+ 
Kilometres of railway across Australia

Carried by road and rail...



Livestock



Petroleum Products



Bulk Cartage



Mined Materials

Source: Bureau of Infrastructure and Transport Research Economics Statistical Report 2022. Australian Government.

Emerging Markets

Exploring the business model's viability in new large addressable markets



Revenue diversification
Introducing new revenue streams through diversification



Industry and geographical expansion
Extending service delivery across multiple industry verticals, and geographies

Research and development
Conducting research into emerging markets, opportunities and gaps



Unlocking a Global Workforce

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



Significant number of employees have already signed up to **overseas adventures!**



Two way transfers between **Australia ↔ North America** underway

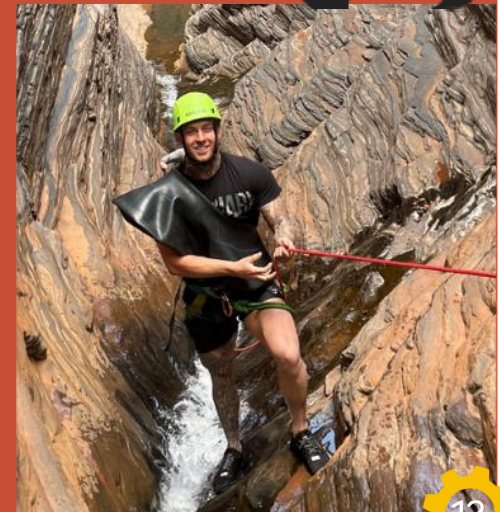


Access to **international talent pools** and the best technicians worldwide



TAKING IT UP A COG WITH...

THREE GEARS



Significant Revenue Streams

The compounding effect of replicating our business model in multiple significant addressable markets in parallel.



Ancillary Services



Power Gen & Marine



Infrastructure Maintenance



Resources



Rail



Transport & Logistics



Energy

\$1Billion+
TARGETED ANNUAL REVENUE*

*Targeted Annual Revenue of \$1B+ is an aspirational FY26 target based on the continued replication of Mader's proven business model in large addressable markets.

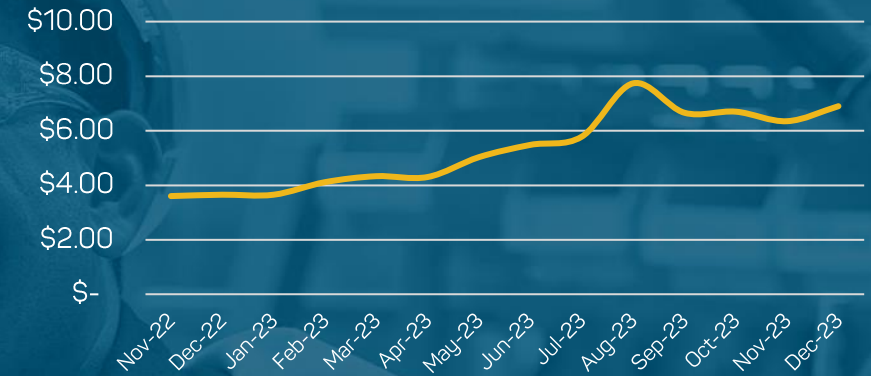
Investment Case

Market Cap
\$1.25B
At market close
9 February 2024

Shares
200m
on issue*

Share Price
\$6.26
At market close
9 February 2024

Share Price



PROVEN
TRACK
RECORD

DISRUPTIVE
BUSINESS
MODEL

UNIQUE
WORKPLACE
CULTURE

SUSTAINABLE
GROWTH
PROSPECTS

LARGE
ADDRESSABLE
MARKETS

POSITIVE
INDUSTRY
TRENDS

CAPITAL
LIGHT
OPERATIONS

SIMPLE BALANCE
SHEET &
FINANCIAL
FLEXIBILITY

*Undiluted issued capital, excludes 9.84m FY24 and FY26 Performance Rights and 1.8m FY24 Share Appreciation Rights.



Appendices

MADER GROUP LIMITED

Board of Directors



Luke Mader

Founder &
Executive Chair

Founder of Mader, Luke is trade qualified with over 25 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

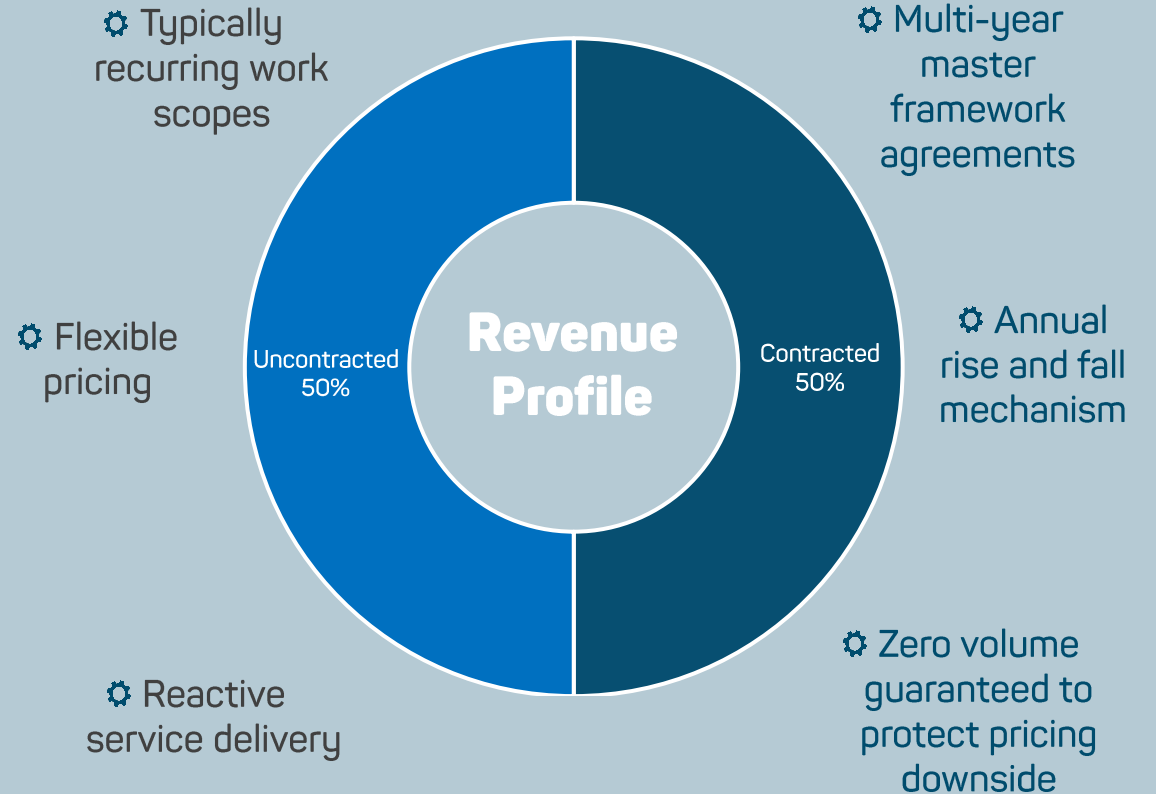
- ⚙ Mobile Plant Maintenance
- ⚙ Rapid Response Teams
- ⚙ Excavator Support Teams
- ⚙ Drill Support Teams
- ⚙ Equipment Shutdown Teams
- ⚙ Maintenance Projects
- ⚙ Training and Mentoring
- ⚙ Rostered Support

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



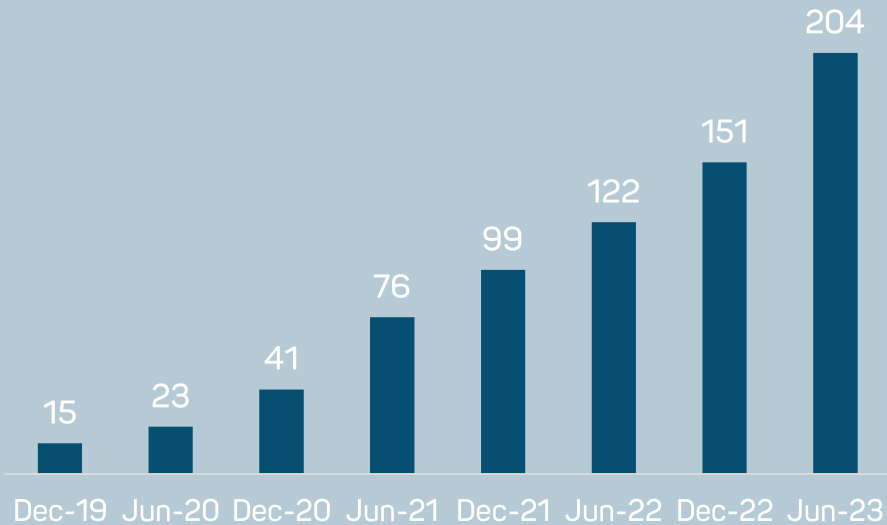


Planning for the Future

Our Trade Upgrade 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 370+ apprentices into our Trade Upgrade Program since inception in 2019.

Trade Up Program Participants
(active in program)



 **204**
ACTIVE

 **370**
INDUCTED
SINCE 2019

 **3%**
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.

SPONSORSHIPS



Got involved in the local community, sponsoring the Mount Isa Rodeo. QLD, Australia

CHARITY



Participated in a seventh MACA Cancer 200: Ride for Research and raised more than \$75,000 for cancer research. WA, Australia

TOOLS FOR LIFE



Introduced the Tools for Life, 'Intro to Mining Sessions' from Perth-based Mader Maintenance Centre. WA, Australia