

Mid Period Update

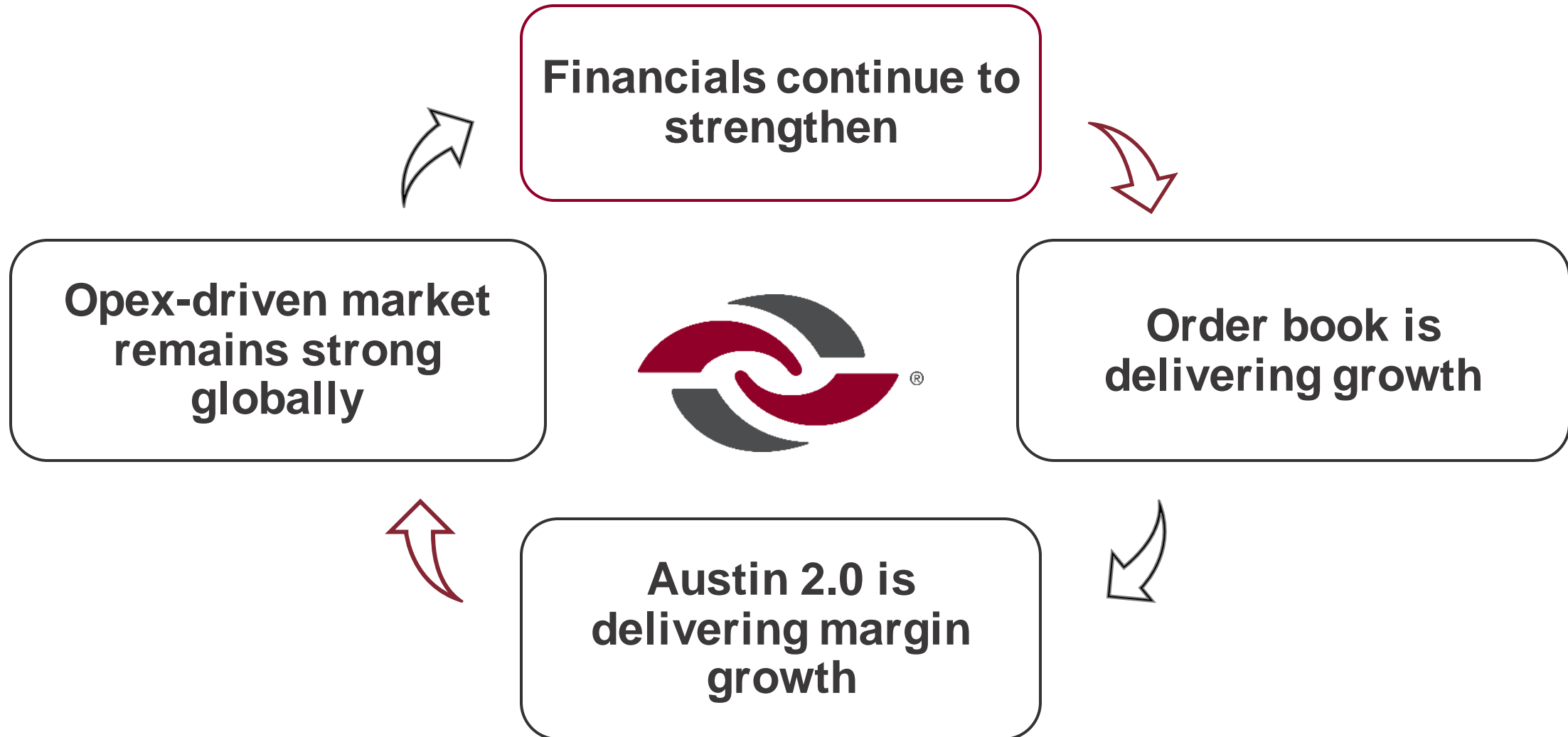


design
matters™

November 2023



Building differentiation in the short and medium-term



NPAT

\$10m - \$12m
~ double yoy

Revenue

\$120-140m
~14% up yoy.

Cashflow

Zero net debt
in FY24

Order Intake

Strong order flow predicted
across all regions,
including Perth

Our 40-year journey



Brisbane, Australia
1982
Austin is founded



Perth, Australia
2004
Acquired JEC



Casper, USA
2007
Acquired Westech



La Negra, Chile
2009
Acquired Conymet



Batam, Indonesia
2011
Commenced operations



Global Operation
2017
Austin is rebranded



Worldwide
2022
Austin 2.0 commenced

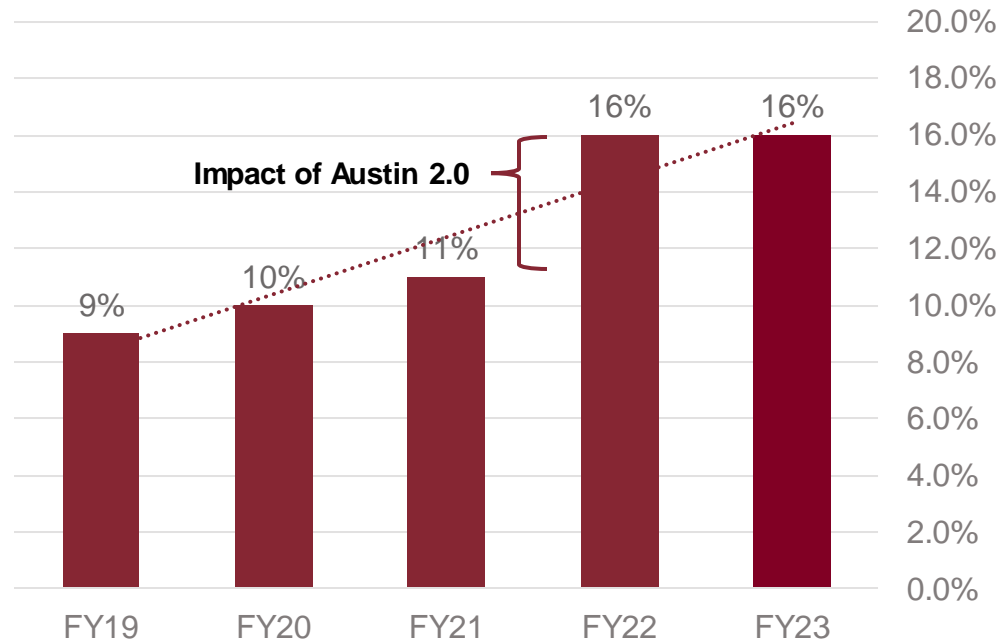


Mackay, Australia
2022
Mainetec joins Austin

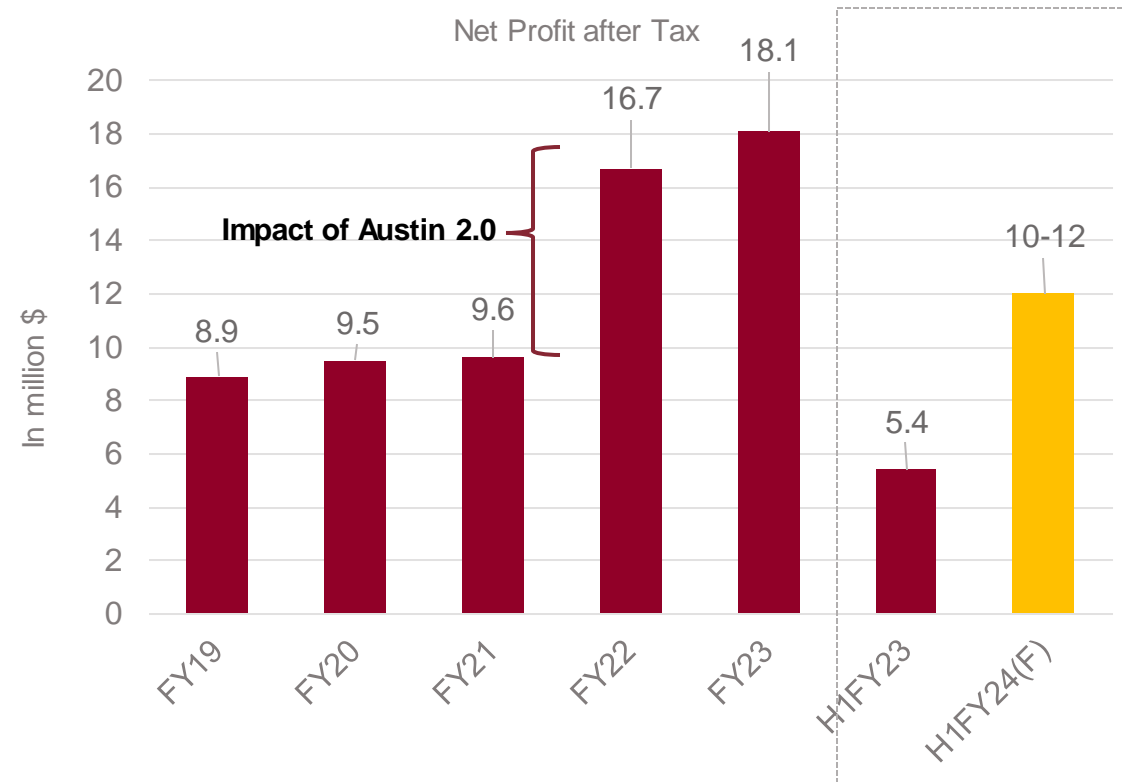


Batam/La Negra
2023
Facility expansion

Return on Equity (RoE)



*Data is normalised and from continuing operations for comparison purposes. % are rounded to nearest whole numbers.



Results are normalised and continuing operations. The FY23 normalisations are as detailed in the associated FY23 Results ASX release dated 28 August 2023. H1FY24 is as per AGM guidance.

Australia returning to profit - strong order book building.



Tray manufacturing moved to Batam. Australia focused on mining buckets.

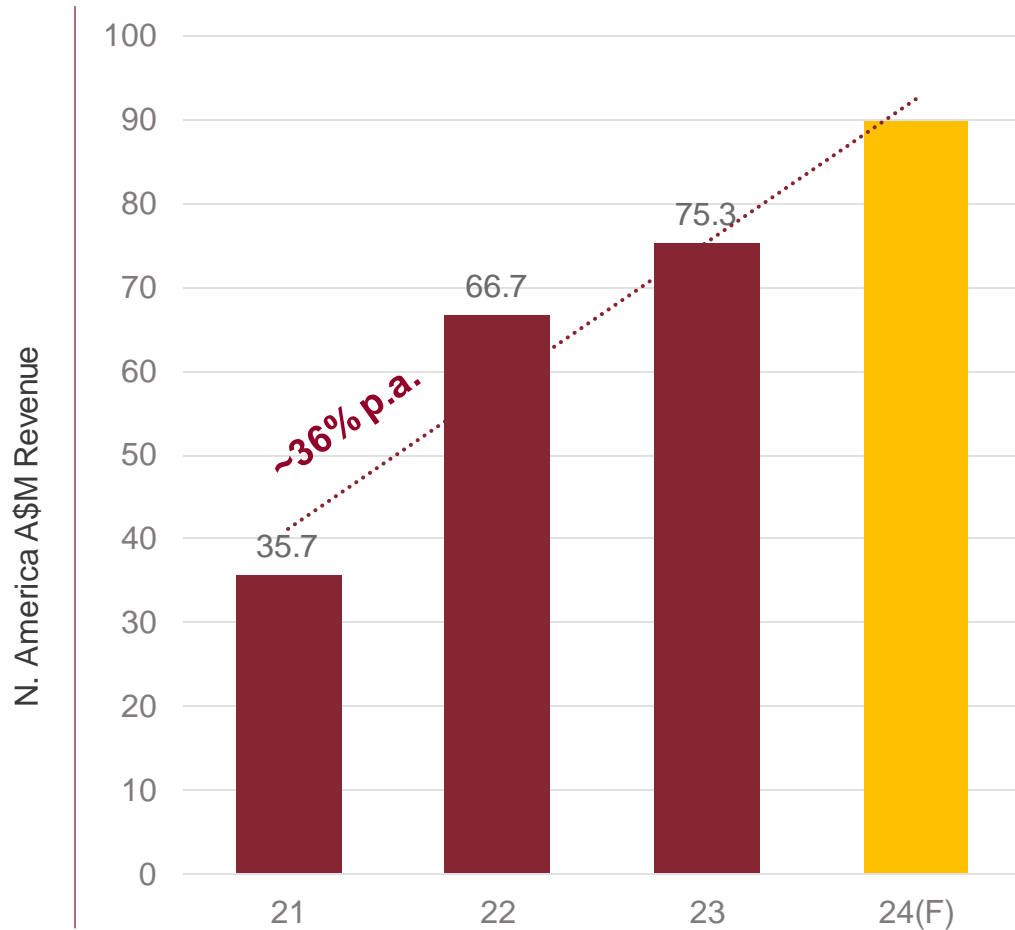


Mainetec Mackay is at capacity.

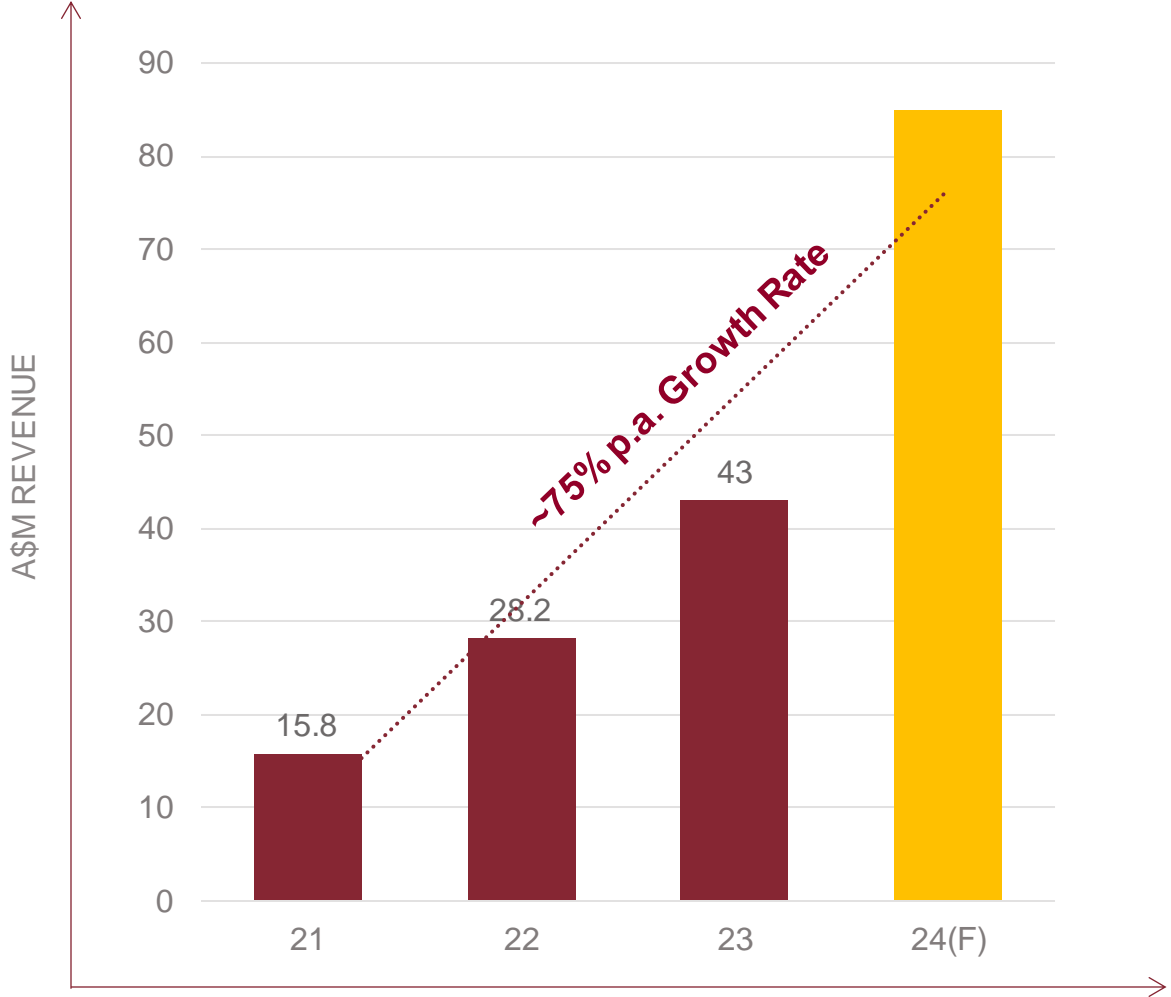


Austbore operating well.

N. America growth success requires capacity expansion – Wyoming state US\$20m grant and loan package awarded.



Project 30 is driving “Hub Batam” to record levels – market forecasts suggest further growth likely



Batam-driven cost reductions have been “game changers”

WATER TANK



DIPPER BUCKET

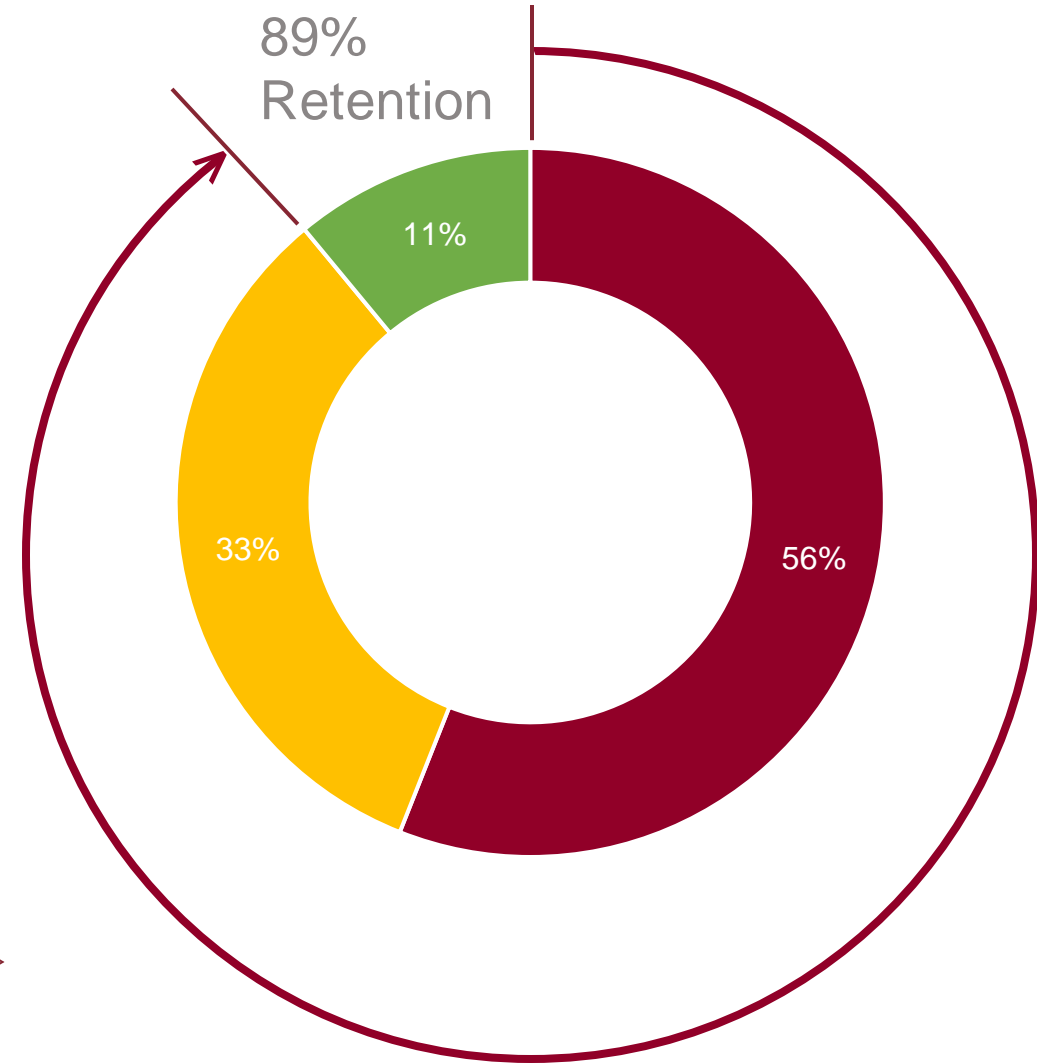
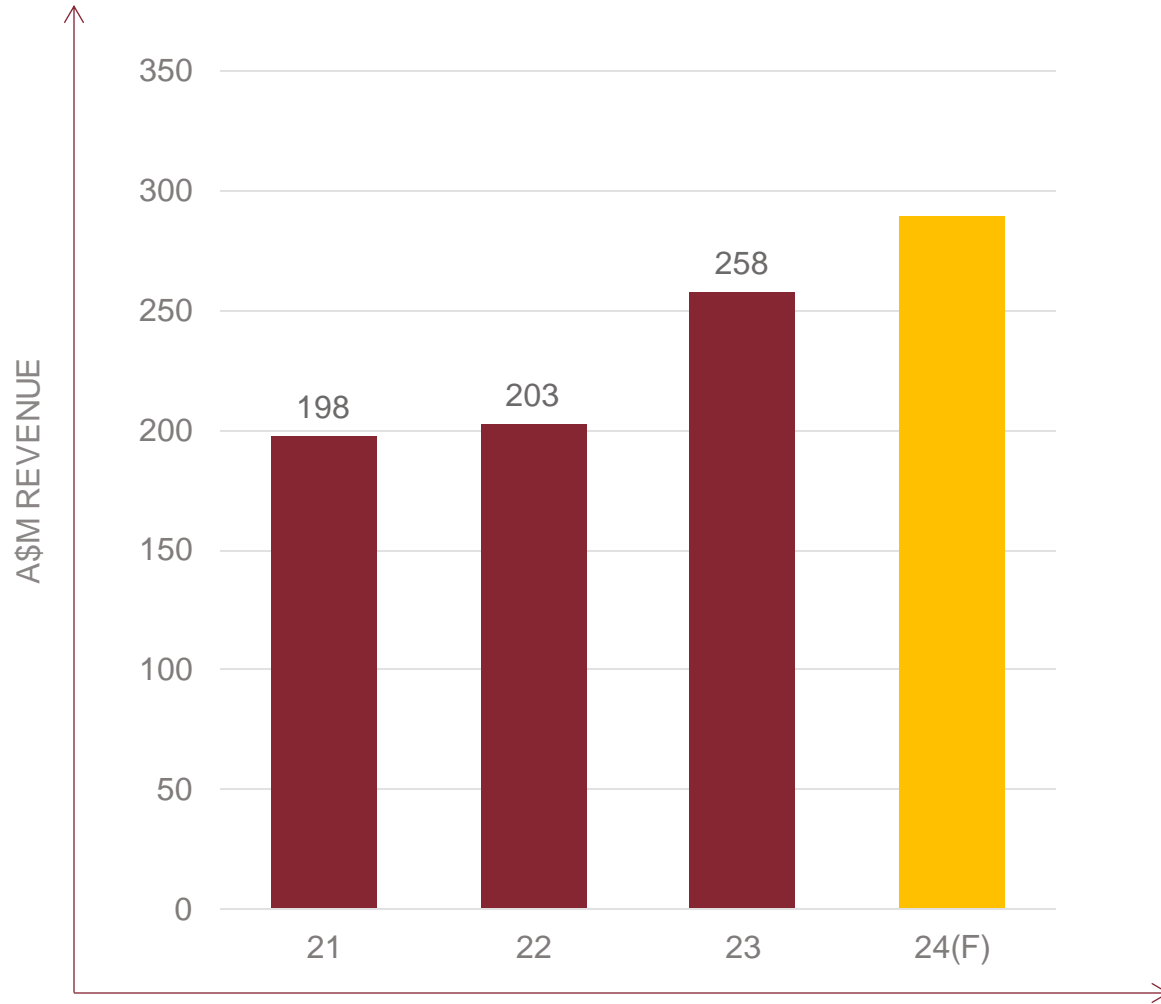


TRUCK TRAY



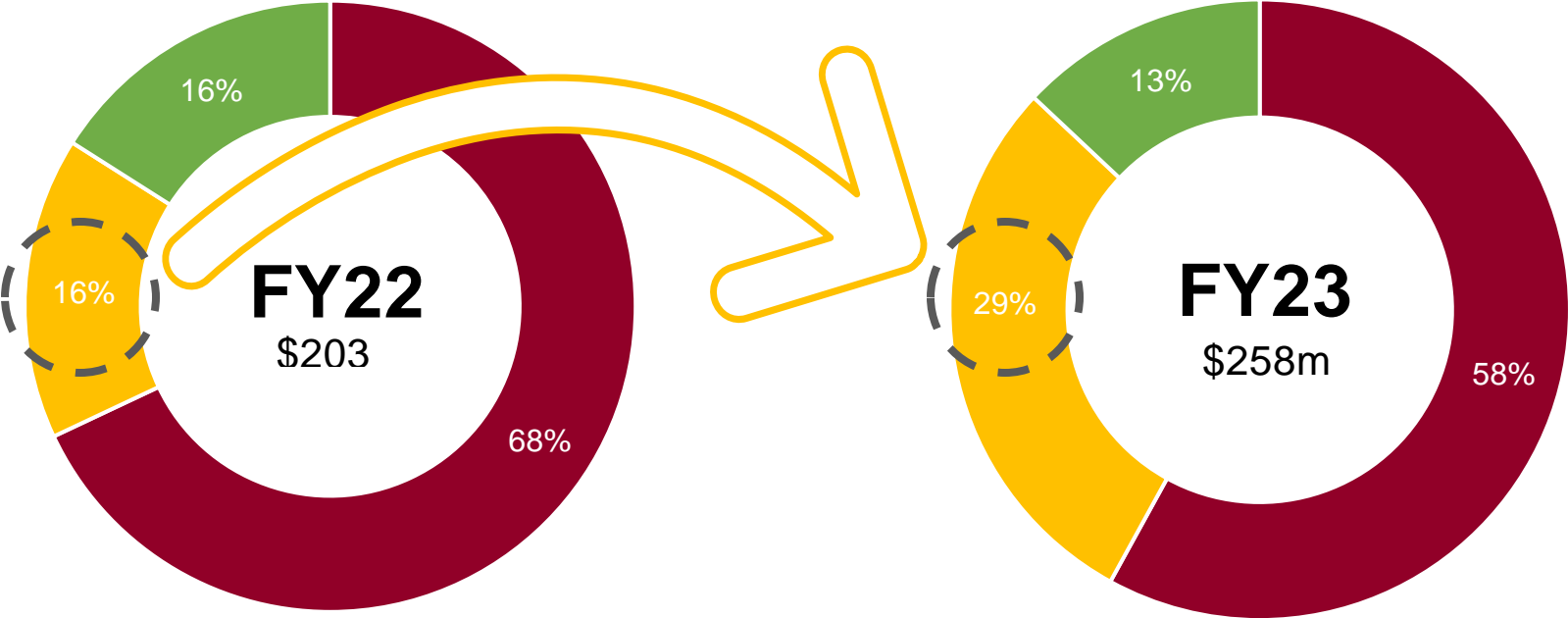
Global Strategy

Revenue growth strong - market analysis indicates much more can be achieved



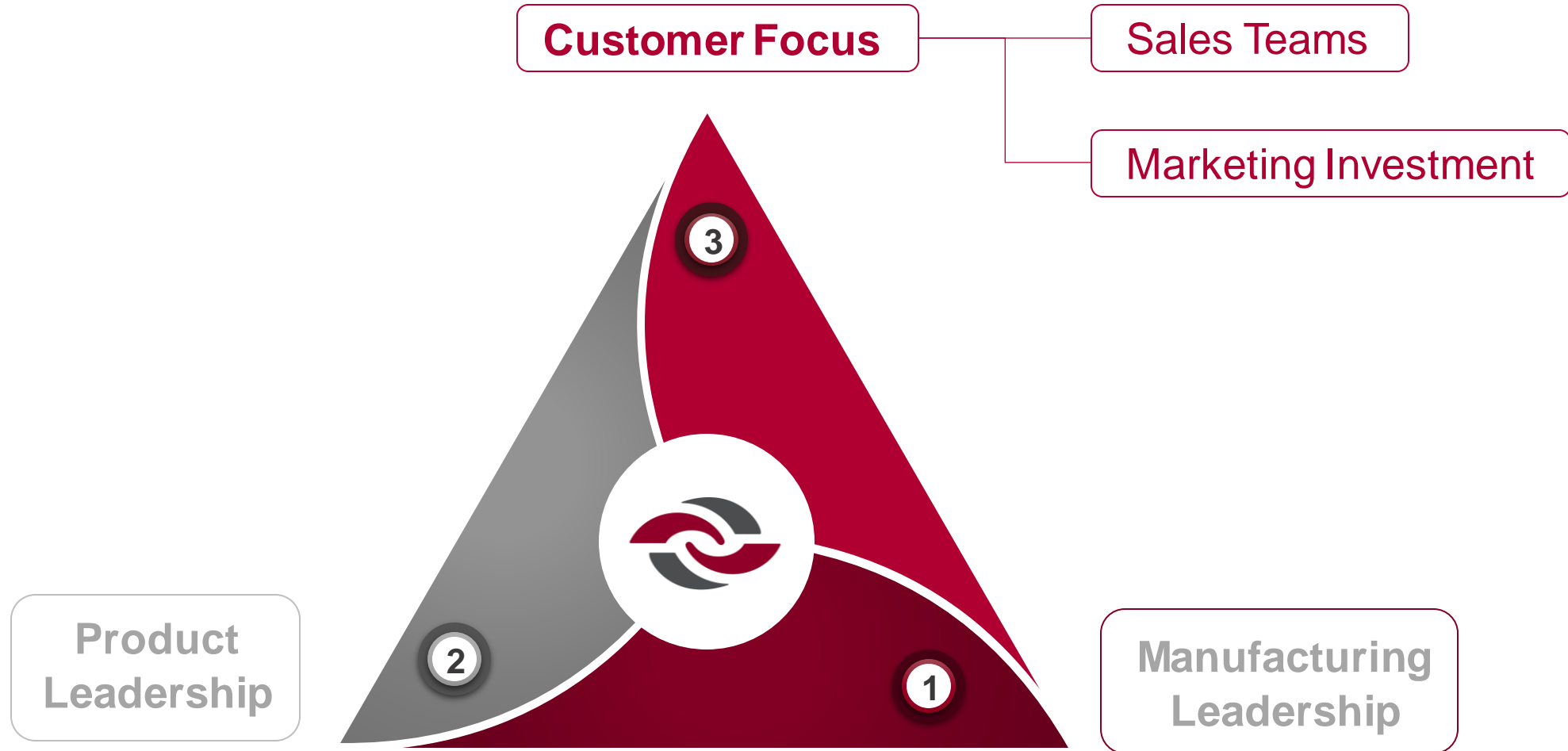
FY24 is for comparison purposes only and should not be regarded as formal guidance

Product diversity mix is improving aided by Mainetec – key to further growth

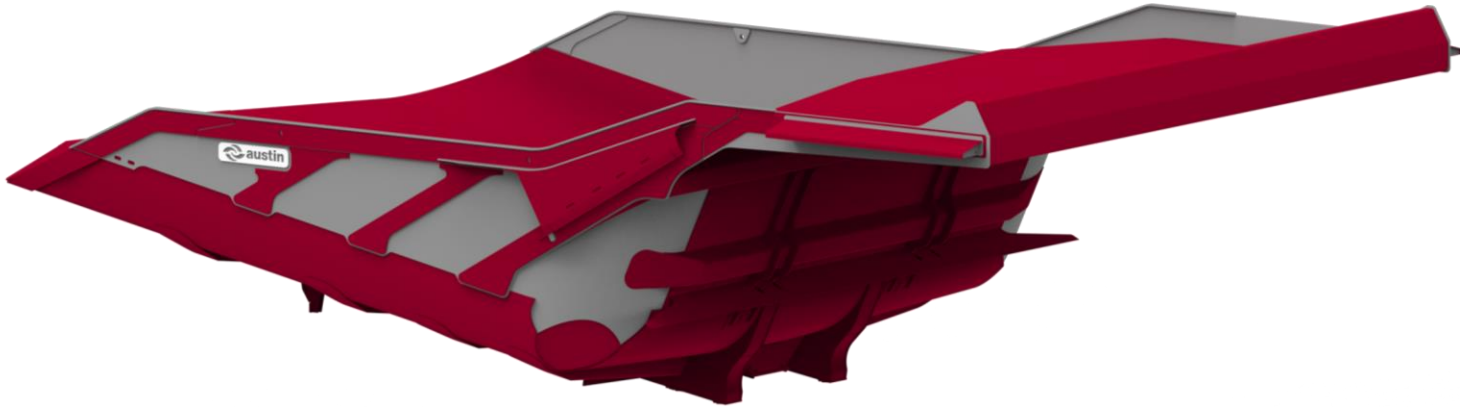


- Truck Bodies
- Buckets and other products
- Repairs and Maintenance

Austin 2.0 moves to the next phase of building on the product and manufacturing base with renewed sales focus



OUR LIGHTEST EVER **TRUCK TRAY**




HPT

OUR BEST EVER **BUCKET**



HP **SERIES**

We are building defensible competitive advantage



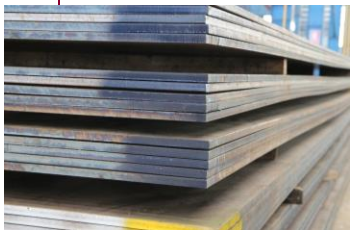
What can we expect next



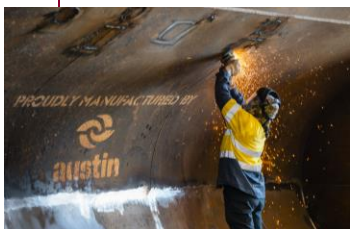
Australia margin back to target run rate by fy end. Order book strength.



Batam & USA manufacturing expansion driven by strong growth.



AustBuy will contribute as a significant profit centre.



Strong cashflow will be a feature of the business.



design matters | austineng.com