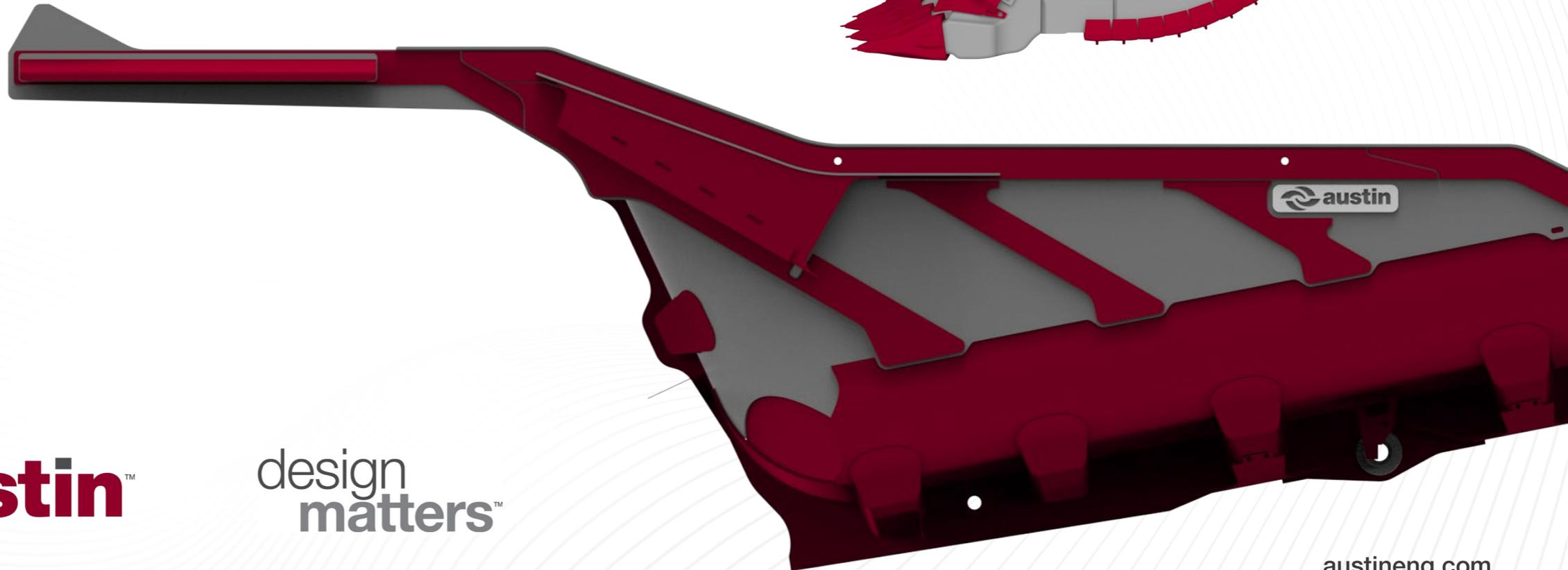


# 2022 Annual General Meeting

13 October 2022



design  
matters™

- 1. Chair's Address**
- 2. CEO & Managing Director's Address**
- 3. Formal Business**
  - Financial Statements and Reports Discussions/Questions
  - Discussion of Resolutions and Voting
  - Questions
- 4. Closing**



# Chairman's Address

## **Jim Walker**



# CEO & Managing Director Address

# **David Singleton**



**Driven overhead cost  
base down**

**\$8M**



## Steel costs (Relative)

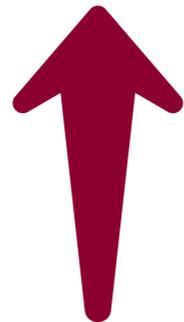
Australia & Indonesia offset  
100% market increases.

The Americas next!



## Production Efficiency

USA & Indonesia > 30%



## First profit

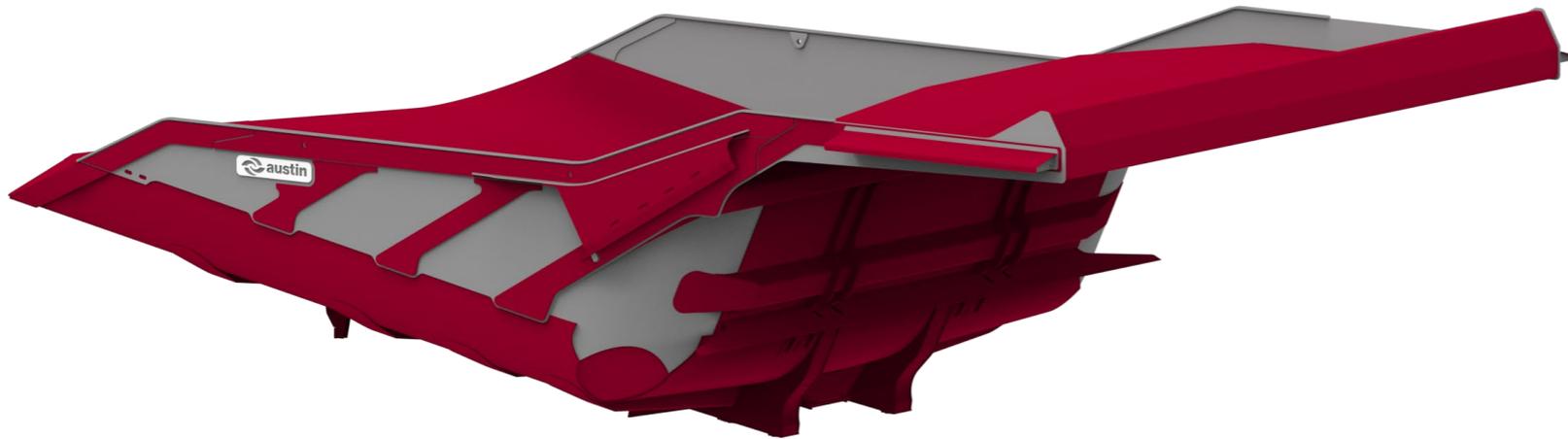
Chile 26% (EBITDA)



## Advanced Manufacturing

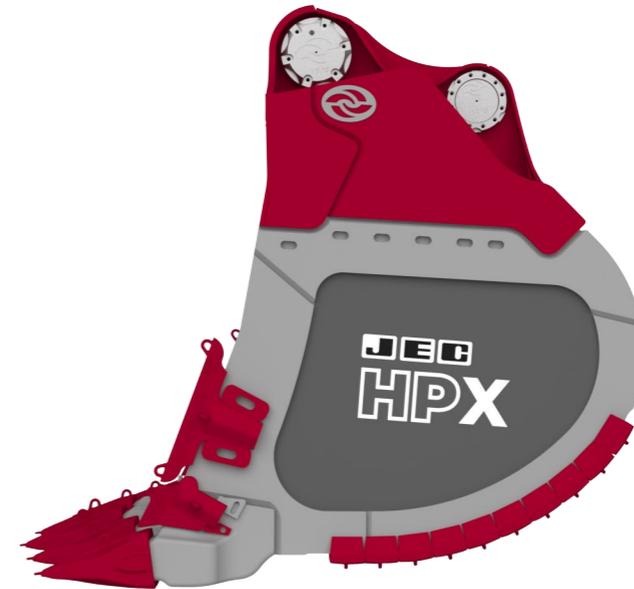
Indonesian quality to international level  
to enable hub and spoke future

# OUR LIGHTEST EVER **TRUCK TRAY**



  
**HP T**

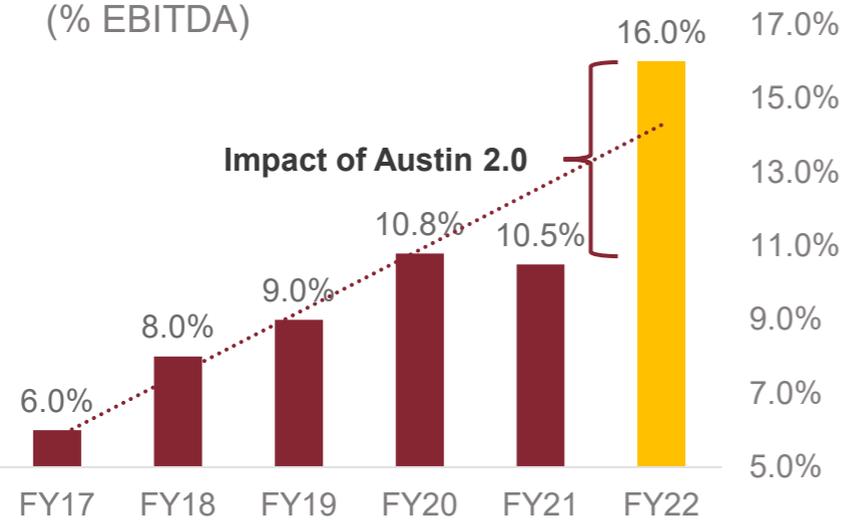
# OUR BEST EVER **BUCKET**



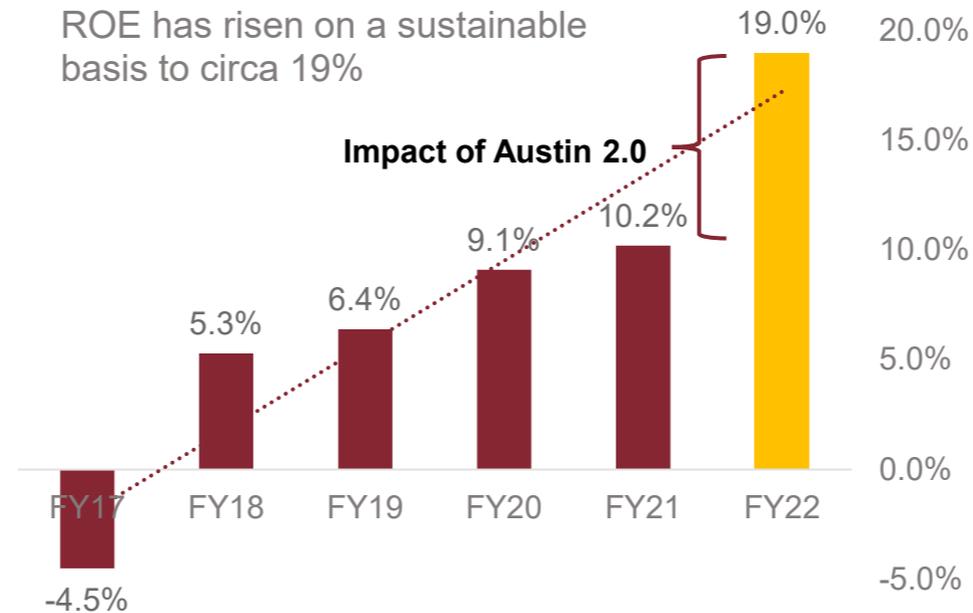
**HP** **SERIES**

# What have we delivered so far...

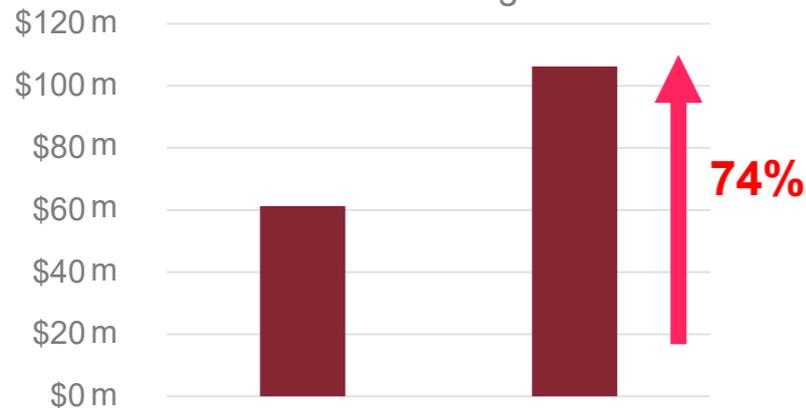
Step Change in Profitability  
(% EBITDA)



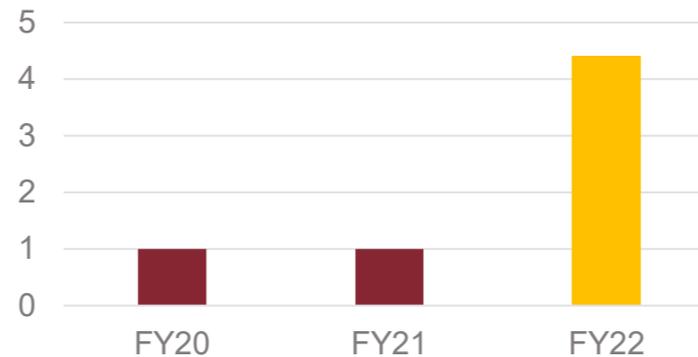
ROE has risen on a sustainable basis to circa 19%



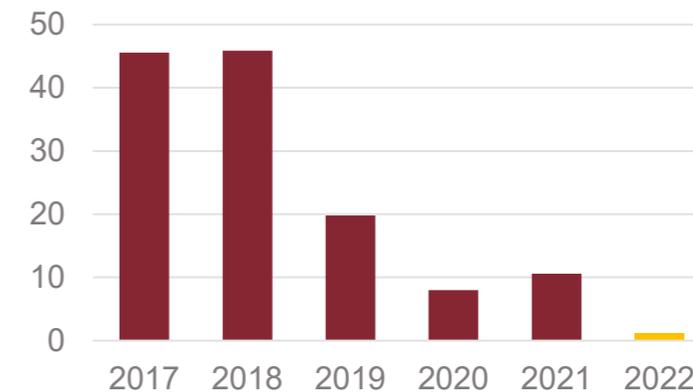
Y.O.Y order book growth



Buckets Produced  
(relative to base year)



Net Debt



AUD \$Millions

# What can we expect next...



**Cost base maintained**



**Manufacturing cost leadership**



**Site efficiency improvements  
especially Australia**



**Indonesian (Batam) manufacturing  
hub expansion**





## Multiple challenges

- **COVID-19** comes to WA
- **Labour** turnover high
- Input **costs** hit Australia hardest
- Victim of **bucket** success



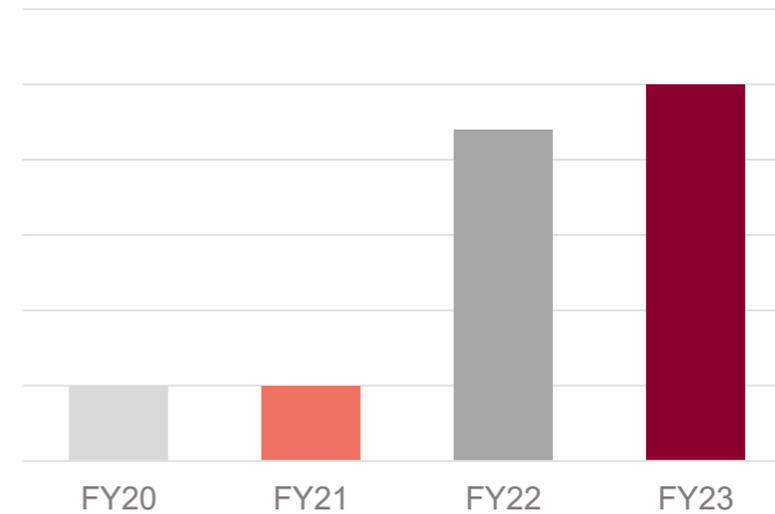
Establishment of Canada base was outside new strategy and financially difficult – it has been exited

# Mainetec enables our vision of Bucket leadership

## Broad range



## Broader customer base



Relative No. of Buckets sold or forecasted

# The importance of Mainetec...



Premium products  
driven 26% p.a.  
revenue growth



Australian leadership  
to access \$500m p.a.  
Americas market



Market leadership in  
Australia enables high  
product investments



Condition monitoring tools to enable major miners' vision

## Guidance Update

*Mainetec acquisition was completed on 10<sup>th</sup> October 2022 with an initial payment of \$11.1 million excluding costs.*

*Mainetec contribution is in-line with acquisition metrics with revenue of circa \$30 million and an EBITDA benefit of \$4.6million (for the period post-completion in FY23).*

*Initial synergy realisation includes overhead savings which are already underway with manufacturing workshop consolidation in Perth due to complete in November.*

*Manufacturing cost synergies of material and labour are now being actioned although long material lead times expecting to result in only partial delivery of benefits this year with full realisation in FY24.*

*Revenue synergies for sales of products into the Americas's already being actioned with some impact expected in FY23.*

To receive and consider the Financial Statements and the reports of the Directors and the Auditor for the financial year ended 30 June 2022.

## ADOPTION OF REMUNERATION REPORT

To consider and, if thought fit, pass the following ordinary resolution under section 250R(2) of the Corporations Act:

*“That the Remuneration Report (which forms part of the Directors’ report for the year ended 30 June 2022) be adopted.”*

Note: The vote on this resolution is advisory only and does not bind the Directors or the Company

## ADOPTION OF REMUNERATION REPORT

For: 338,930,585

Against: 1,171,225

Abstain: 1,074,375

At the Proxies' Discretion: 526,347

**Total Proxy Votes: 341,702,532**

## RE-ELECTION OF JIM WALKER AS A NON-EXECUTIVE DIRECTOR

To consider and, if thought fit, pass the following as an ordinary resolution:

“That Mr Jim Walker, who retires with effect from the end of the Annual General meeting in accordance with rule 3.6 of the Company’s constitution, and, being eligible, offers himself for re-election, be re-elected as a Director”

### RE-ELECTION OF JIM WALKER AS A NON-EXECUTIVE DIRECTOR

For: 326,149,992

Against: 14,400,052

Abstain: 839,641

At the Proxies' Discretion: 526,347

**Total Proxy Votes: 341,916,032**

## ELECTION OF LINDA O'FARRELL AS A NON-EXECUTIVE DIRECTOR

To consider and, if thought fit, pass the following as an ordinary resolution:

“That Ms Linda O’Farrell, who was appointed as a Director by the Board on 1 September 2022 and is retiring in accordance with rule 3.3 of the Company’s Constitution and, being eligible, offers herself for re-election, be re-elected as a Director of the Company.”

### ELECTION OF LINDA O'FARRELL AS A NON-EXECUTIVE DIRECTOR

For: 340,356,035

Against: 194,009

Abstain: 839,641

At the Proxies' Discretion: 526,347

**Total Proxy Votes: 341,916,032**

## INCREASE IN THE MAXIMUM AGGREGATE ANNUAL REMUNERATION OF NON-EXECUTIVE DIRECTORS

To consider and, if thought fit, pass the following as an ordinary resolution:

‘That, for the purpose of ASX Listing Rule 10.17, rule 10.2 of the Company’s Constitution and for all other purposes, the maximum aggregate amount of remuneration that may be paid to Non-Executive Directors for their services in any year be increased by \$100,000 from \$500,000 per annum to \$600,000 per annum.’

### INCREASE IN THE MAXIMUM AGGREGATE ANNUAL REMUNERATION OF NON-EXECUTIVE DIRECTORS

For: 332,209,993

Against: 8,708,075

Abstain: 258,117

At the Proxies' Discretion: 526,347

**Total Proxy Votes: 341,702,532**



MEETING CLOSED

# 2022 Annual General Meeting

13 October 2022

[austineng.com](http://austineng.com)