

# Company Update – Euroz Conference.



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**June 2025**





# Who we are

**40+ years**

Engineering and  
manufacturing mining  
equipment



**Circa 90%**

Recurring revenue stream



**22%**  
**Return on Equity**  
FY24



**~1,446**

Employees and  
contractors worldwide

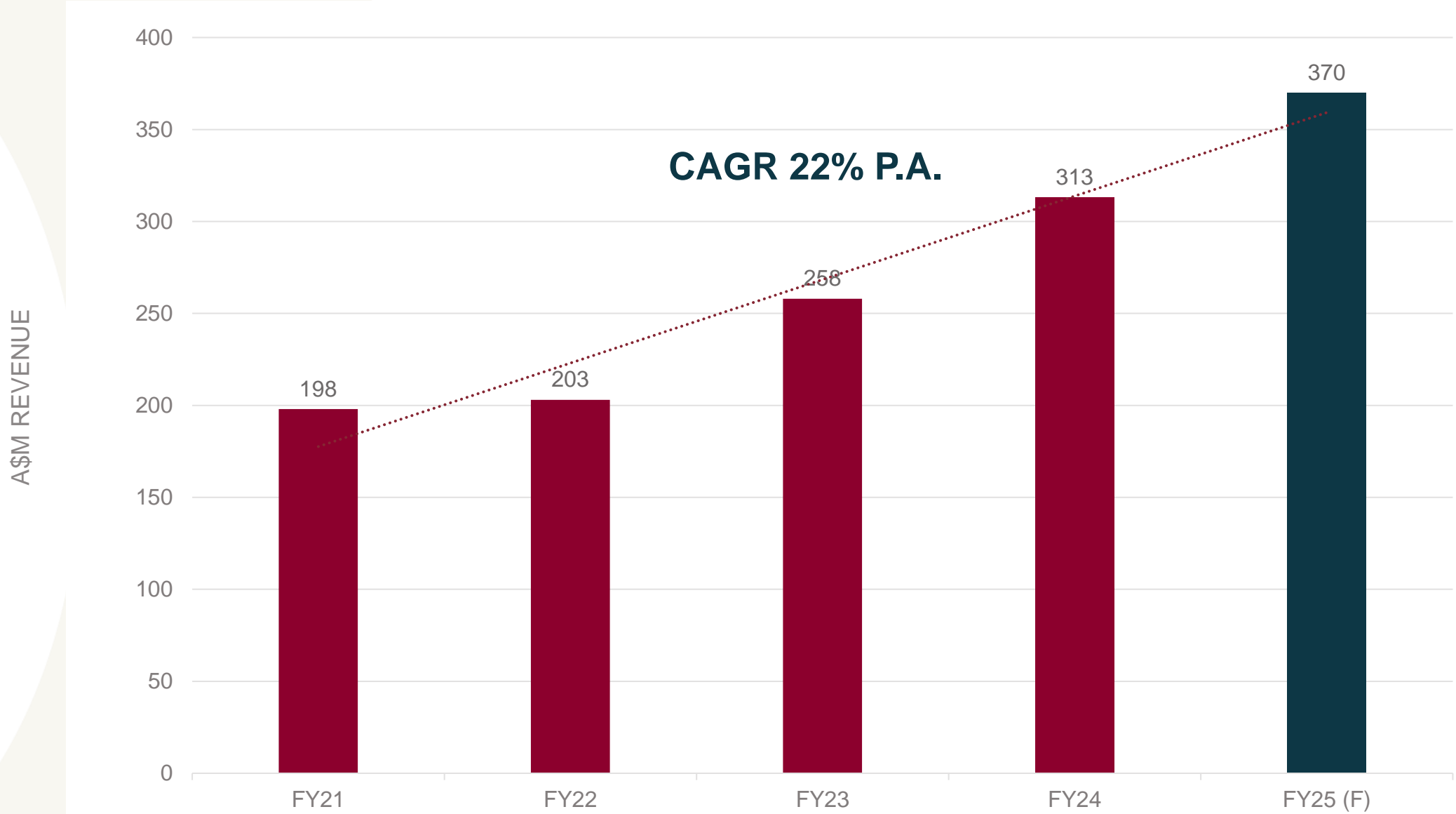
Austin designs and manufactures customised dump truck bodies, buckets, water tanks, tyre handlers, and other ancillary products used in the mining industry.

Austin's products deliver high returns on investment to customers through performance enhancement compared with OEM products.

Austin is the largest global producer of customised truck bodies and is developing strong growth in the mining buckets sector that delivers similar performance improvements.

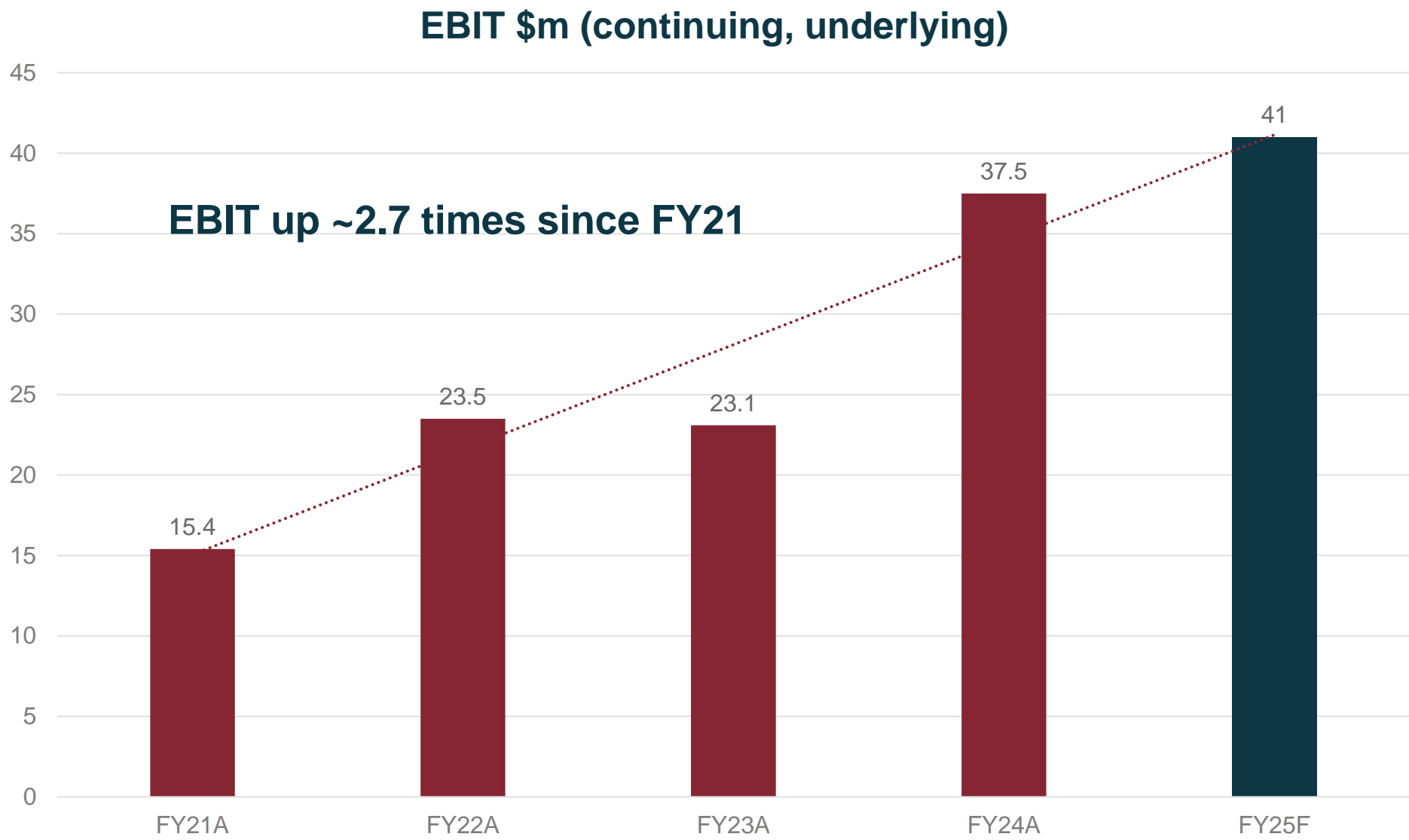
# Revenue up 18% - Growth strategy continues to deliver..

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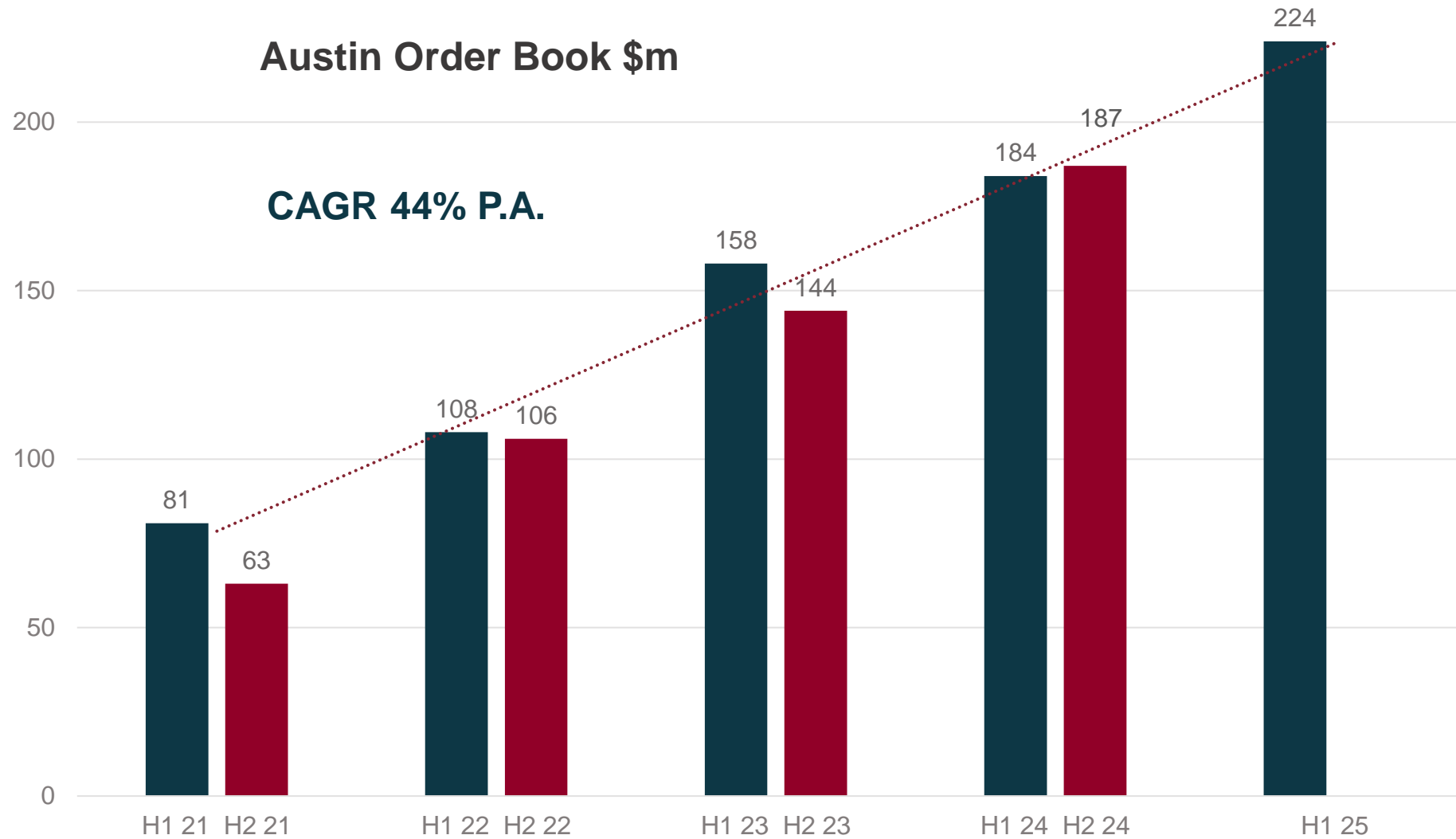


# EBIT – Bold strategy has delivered significant earnings benefit..

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# Order book - has been growing at 44% CAGR and continues to support further growth..





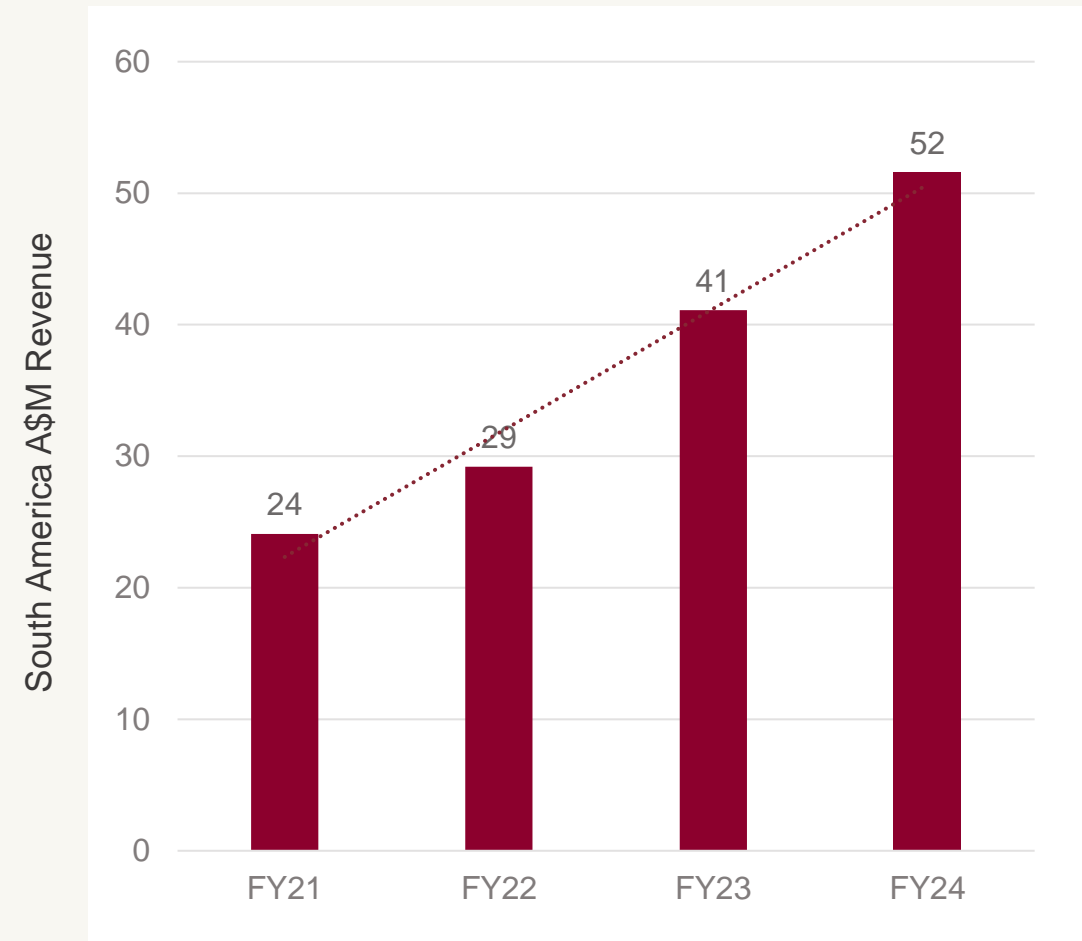
## Sector Analysis

David Singleton, Chief Executive Officer  
and Managing Director

## Sector Analysis Chile



- Production for major new customer underway but volume growth has been challenging and also affected existing customer throughput.
- Operational leadership supporting but will take time to establish facility at higher production tempo.
- Opportunity to utilise capacity in other locations to support during the transition to higher output.
- Steel stocks elevated against lower production output.
- Market conditions in Chile and Peru appear very strong with copper investment elevated.



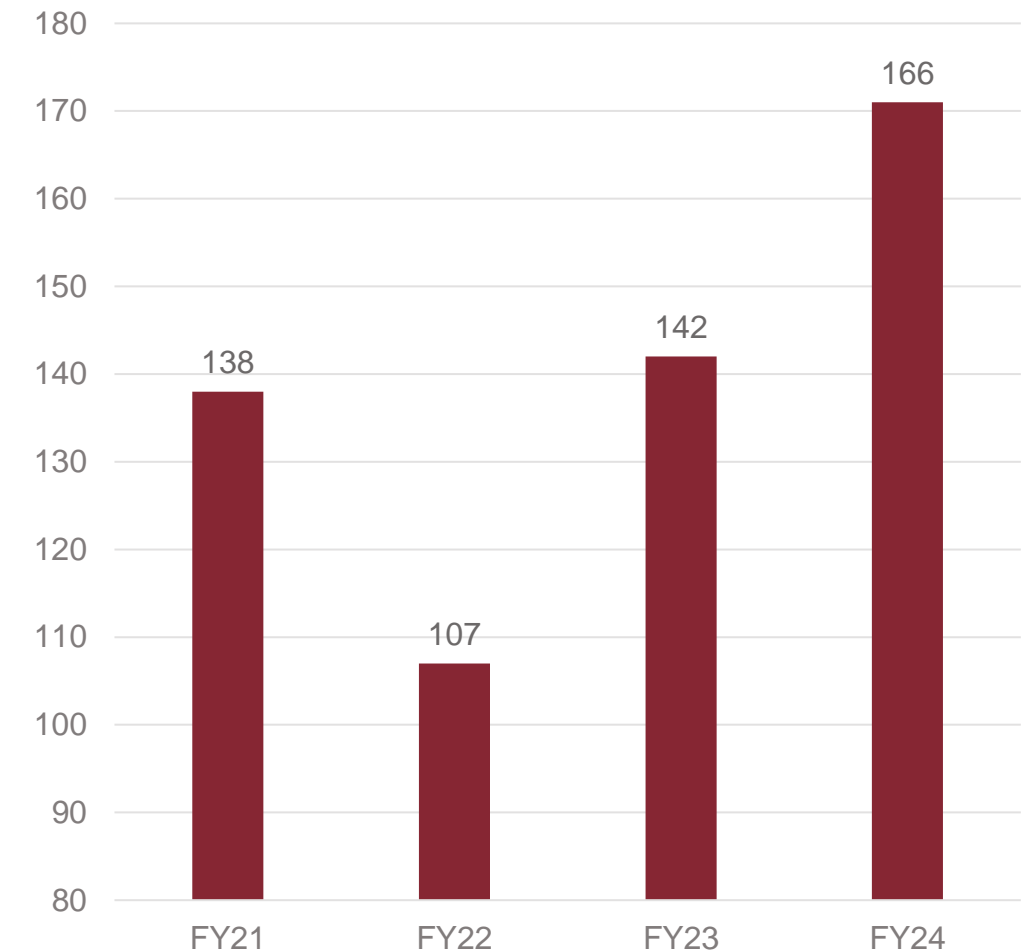


## Sector Analysis Asia Pacific



- Market demand remains moderate with significant opportunities ahead.
- Truck tray builds strong but now with significant reserve capacity for growth as efficiency improves
- Bucket new build and rebuild market remains challenging in Australia.
- AustBuy successful leveraging downward pressure on input costs.
- Steel stocks in Batam will be at target by year end but remain higher in Australia.

APAC A\$M Revenue



\*FY23 EBITDA numbers are normalised, FY24 statutory.

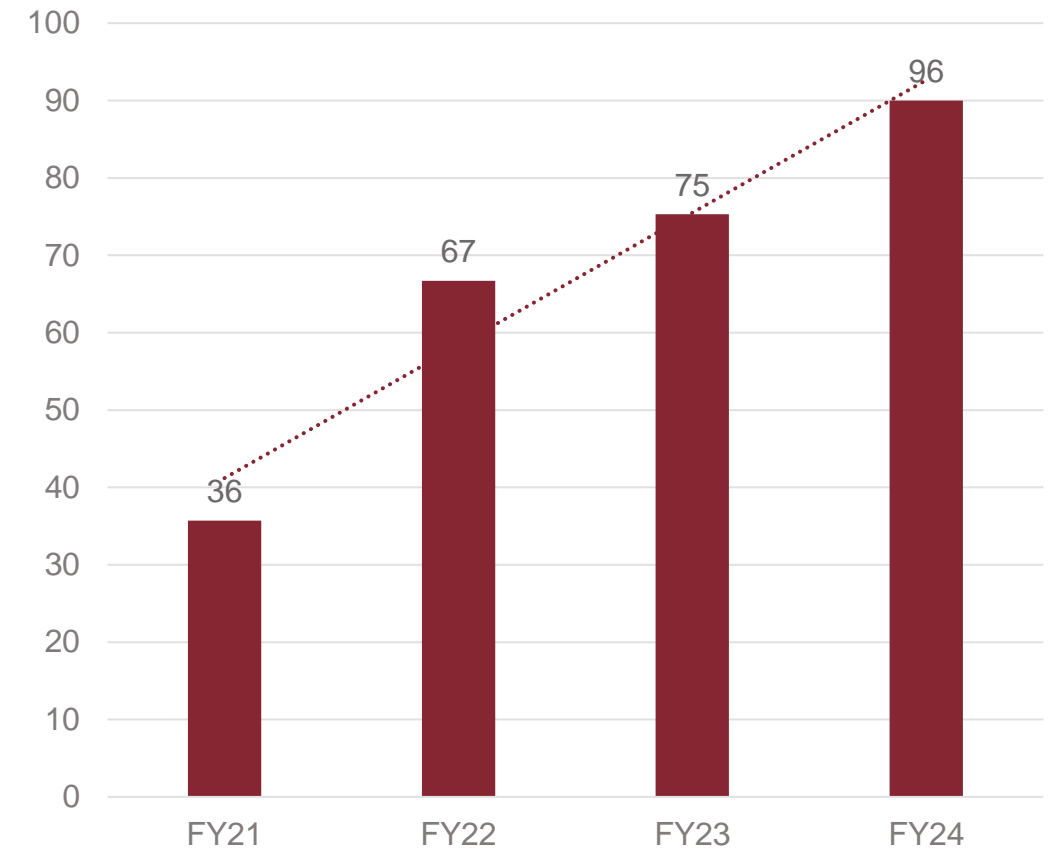


## Sector Analysis North America



- USA order book goes from strength to strength – strong ‘local’ tailwinds.
- New customers added which gives confidence that installed base increase will continue sales momentum.
- Investing in further market growth – significant opportunities remain.
- New facility commissioned and in production end April and now being optimised. Upgrades to existing plant also operational.
- Increased costs through the expansion phase have affected margins but focus now is to progressively get back to target margin.
- Tariff disruption is not affecting the business and is not expected to given changes to supply chain completed.
- North America has ~1700 truck Austin trays in service hauling ~28 million tonnes per day. High installed base infers a strong replacement market over many years.

N. America A\$M Revenue



\*FY23 EBITDA numbers are normalised

# North America – insulated against tariff risk, with strong macroeconomic tailwinds for mining growth

- **Tariff insulation provides improved competitiveness<sup>1</sup>**
- Austin has made a significant investment to build domestic production capacity in both the USA and Canada.



In the US, Austin has a manufacturing facility in Casper, Wyoming

- All US steel is sourced domestically; no reliance on imported steel
- In late 2024, Austin ceased importation of sub-assembly trays from Mexico to the US, and is now fully vertically integrated in the US
- **Accordingly, Austin is not subject to any tariffs on provision of trays to US customers**



**In Canada, Austin has developed a new truck tray sub-assembly supply chain route using Canadian contractors for sub-assembly builds**

- These supplier and partnership arrangements are sufficient to **service Austin's customer orders and demand in Canada without any tariff implications**

1. See announcement "Austin's US Business Shielded from US Tariff Impacts" – 3 February 2025

# North America – strong macroeconomic tailwinds for mining growth

Trump Administration policies driving secular growth in mining

## FAST-41 Mining Projects

(April 2025)

*Multiple major projects have received fast-tracked permitting initiative for mining and associated infrastructure projects.*

 = existing Austin client



LithiumAmericas



- **Trump Executive Orders (Jan-Apr 2025)**
  - Expedite domestic mineral production by declaring a national emergency
  - Directs Federal Agencies to prioritise permitting and give financial support
  - Established the National Energy Dominance Council to oversee implementation
- **Revitalising the US Coal Industry (Apr-25)**
  - Designated coal as a 'mineral'
  - Directed Federal Agencies to prioritise Federal coal leasing and permitting

1. See announcement "Austin's US Business Shielded from US Tariff Impacts" – 3 February 2025







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## Outlook & Guidance

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# **FY25 Full Year Guidance** – continued strong growth with new market opportunities ahead.

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- **FY25 full revenue of circa ~\$370m up ~18% from FY24**
- **Underlying FY25 EBIT of ~\$41 million up ~8% from FY24**

1. See ASX announcement dated 11 June 2025 titled "FY25 Trading Update"



**austin**<sup>TM</sup>

DESIGN MATTERS