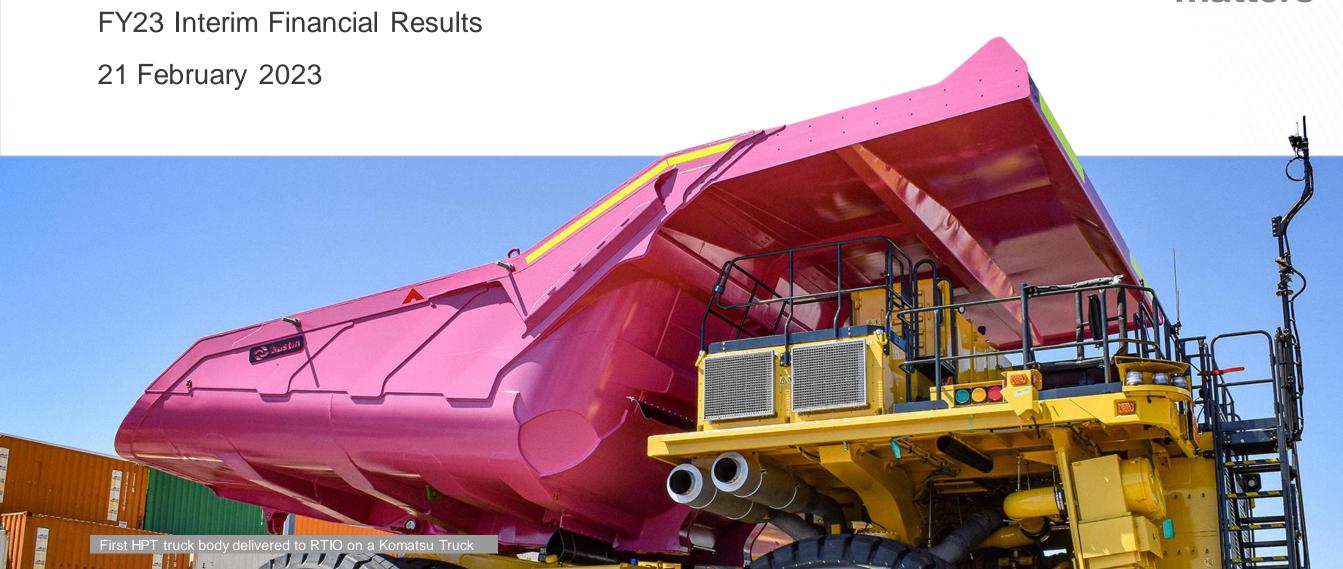
Austin Engineering Ltd



design **matters**



Agenda

- **Interim Results Overview**
- **About Austin**
 - Who we are
 - Our 40-Year Journey
 - What we do
 - Where we operate
 - Our recent customers
 - Why we are different
 - Our markets
- **Financial Results**
- **Global Strategy**
- **Outlook and Guidance**
- Sustainability
- **Management Team**





Key financial highlights



- Revenue up 43% to \$114.1 million driven by ~50% average order book increase in the half.
- EBITDAup 22% to \$12.2 million in line with historical seasonal split.
- NPAT \$5.4 million up 3% impacted by tax assets in Australia and Chile.
- Operating cashflow \$13.3 million driven by profitability and improved trading terms.
- Net debt \$4.6 million following Mainetec acquisition costs (\$13 million) offset by cashflow.
- Business operating on zero net wip reducing future cash impact of growth.
- Order book up 40% and H2 FY23 revenue 100% covered by firm orders.
- Capacity expansion in Indonesia, Chile and Australia complete for utilisation in H2.
- Mainetec performing well over first four months post-acquisition, adding \$13.7 million to revenue.
- Perth truck body business improving performance.
- Interim dividend suspended to exploit strong growth opportunities.
- Full year guidance confirmed with strong start in H2 for revenue and profit.

For further explanation of highlights, refer to ASX announcement dated 21 February 2023.

All numbers referenced throughout this presentation and the associated ASX announcement of the same date are on a normalised, continuing operations basis and comparisons are on a PCP basis.

Zero net wip is wip less customer deposits. www.austineng.com

H1 FY2023 Highlights



Revenue

\$114.1m

Up 43% from \$79.9m in PCP

EBITDA*

\$12.2m

Up 22% from \$10m to PCP

Net Debt

\$4.6m

Includes Mainetec acquisition

Order Book

Up 40.2%

Compared to PCP

Operating Cashflow

\$13.3m

NPAT

\$5.4m

Up 3% pcp.

 $\textbf{Note:} \ \mathsf{EBITDA} \ \mathsf{numbers} \ \mathsf{are} \ \mathsf{normalised} \ \mathsf{for} \ \mathsf{comparison} \ \mathsf{purposes}.$

H1 EBITDA has risen to \$12.2m driven by 43% increase in Revenue 14 12.2 12 10 10 Impact of Austin 2.0 8 \$M 6.3 5.4 4.7 3.3 0.7 H1FY18 H1FY19 H1FY20 H1FY21 H1FY22 H1FY23

 $^{^{\}star}$ Normalised basis – Continuing operations

Who we are



Austin supplies customised equipment to large global mining clients, mining contractors and original equipment manufacturers. Our innovative solutions maximise productivity and payload for our clients.



17

Locations across six continents, including partners.



YEARS TO VEARS TO THE PROPERTY OF THE PROPERTY

40+ years

Engineering and manufacturing mining equipment

13

Partner final assembly companies

5

Operating sites across four continents

~1,090

Employees and contractors worldwide

4

Number of 'home markets'

Our 40-year journey





Brisbane, Australia

1982

Austin is founded



Perth, Australia

Acquired JEC



Casper, USA

Acquired Westech



La Negra, Chile

Acquired Conymet



Batam, Indonesia

Commenced operations



Global Operation

Austin is rebranded



Worldwide

Austin 2.0 commenced





Mainetec joins Austin

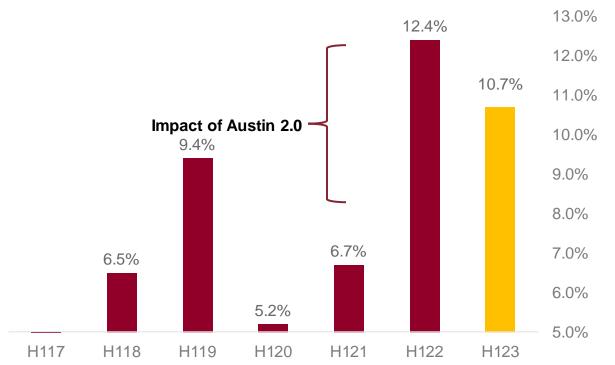
Mackay, Australia

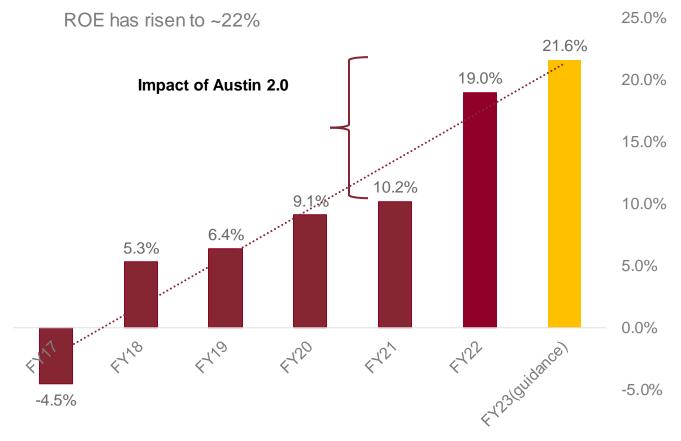


Batam, Indonesia

Facility expansion







*FY23 is based on full year NPAT guidance.

^{*}Data is normalised for comparison purposes and continuing



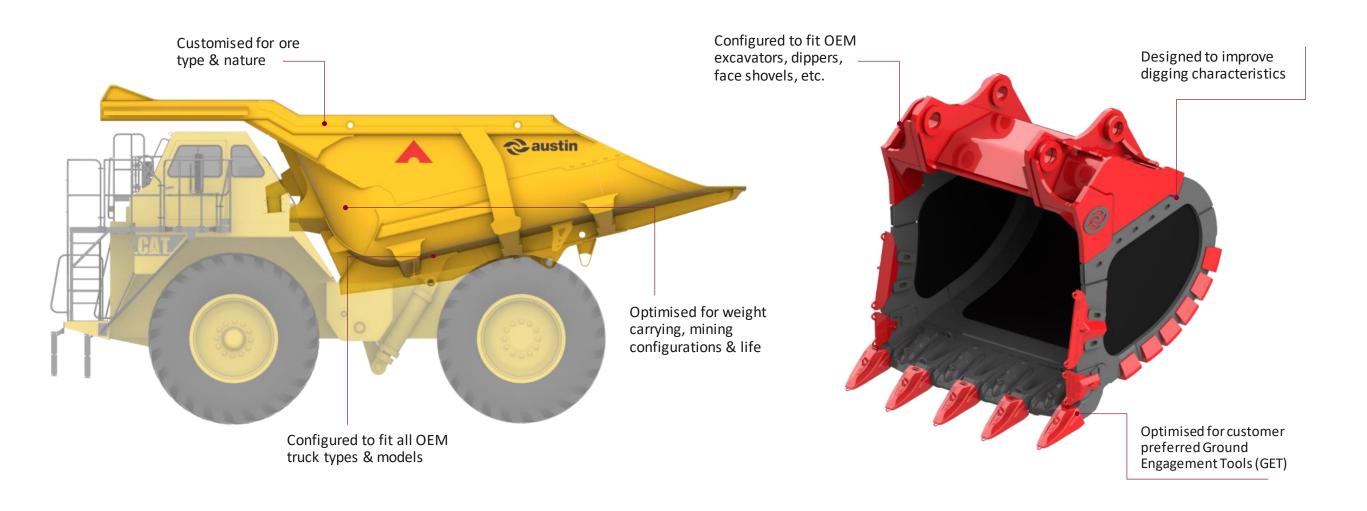
About Austin



What we do

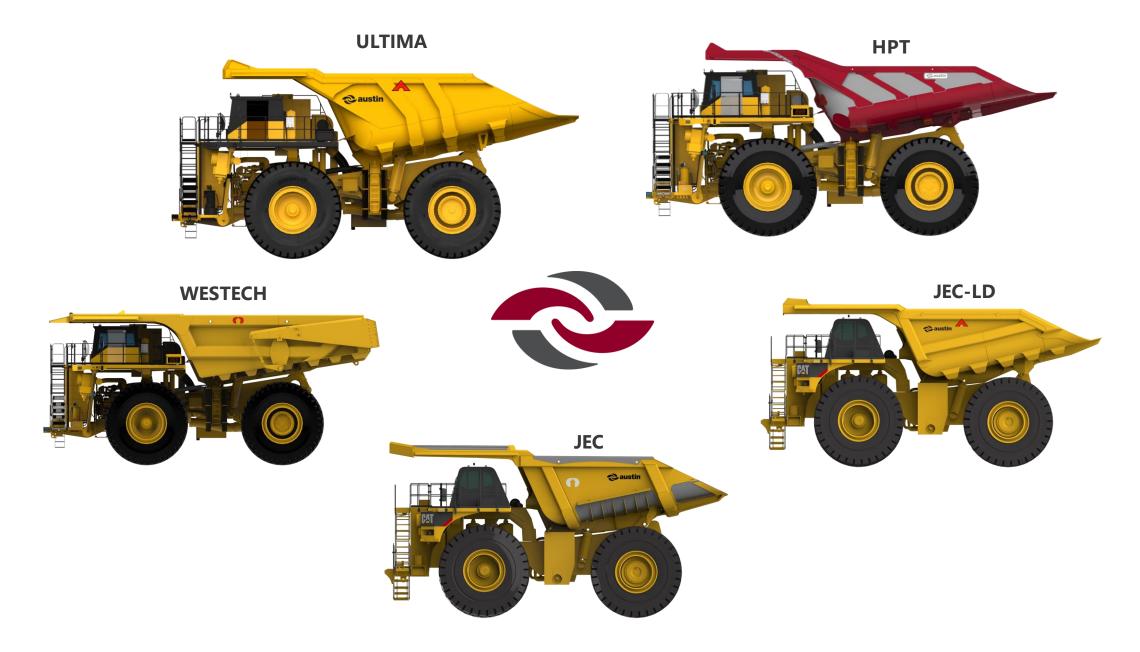


We are an industrial business producing world class customised wear products for the mining industry



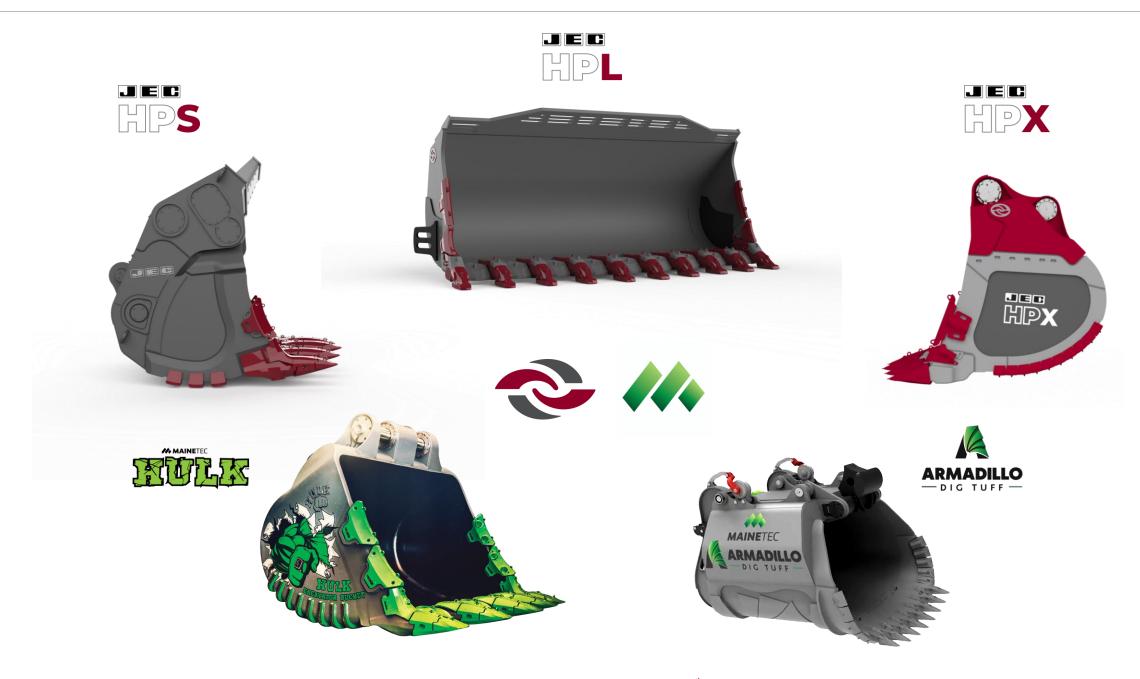
Five truck tray types for different applications





Leading range of mining buckets for many applications





What we do



Tyre Handler



Water Tank



Ore Chute*

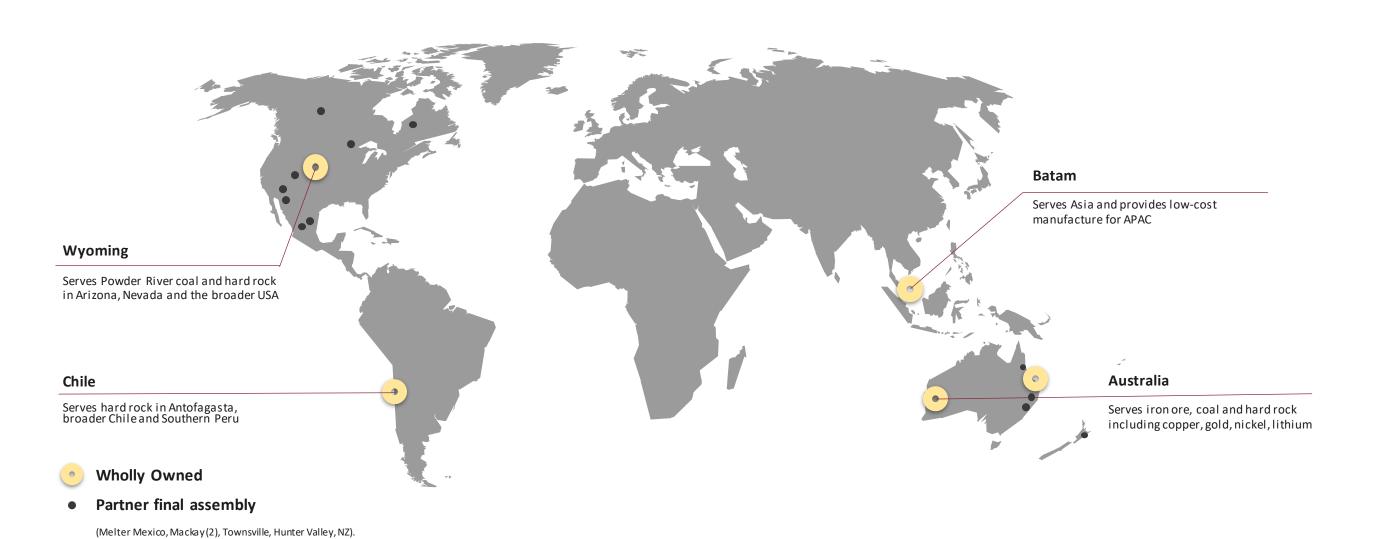


^{*}Ore Chutes are designed by Nordic Minesteel Technologies and built under licence for Freeport mine in Indonesia.

Where we operate



The major mining jurisdictions of the world are our home markets, currently covering circa 65% of global truck tray market.



Our recent customers



Customer map showing major orders over the last 6 months



Why we are different

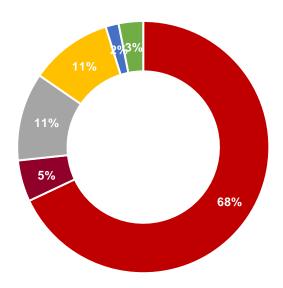


Product Focused Operational Strategy **85**% Of revenue was associated with products

- Austin is a world leader that has innovated products and the industry and has a strong brand in major markets.
- Austin is an industrial business building standard product types with more reliable revenue and earnings outlook.
- Austin has high IP levels building customised products that are optimized for a specific mine and operator to improve mining efficiency.
- Products are made to order, fast turnover consumables critical to most types of mining worldwide. Average truck body turnover is 3-8 years depending on market.
- · Short product lead times mean that input cost changes can be rapidly accommodated in pricing.
- Austin's order book is related to mine throughput and therefore less affected by CAPEX investment cycles.



- Buckets
- Other products
- Shop maintenance/repairs
- Site maintenance/repairs
- Other services









Data is at end of FY22 and has not been updated for Mainetec

Why we are different

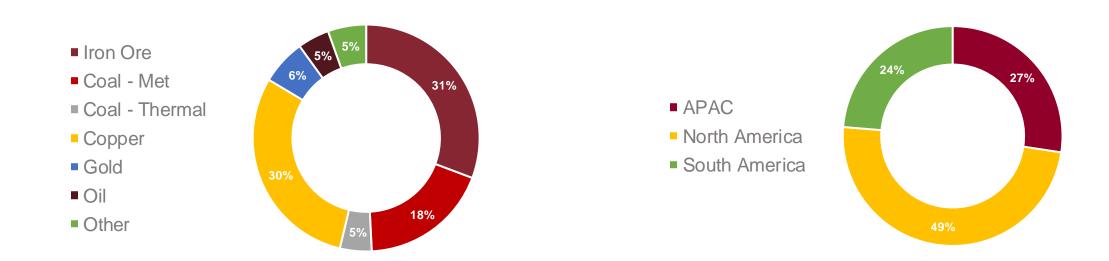


Global Diversification of Operations

Diversified

Revenue throughout key global markets

- Austin is strategically located in the key mining areas of the world that are both accessible and have high product demand.
- Most mines in the world transport ore from pit to process by truck. This drives demand for bodies and buckets.
- Austin sells products to many of the world's tier one miners and below, reducing customer commodity or market concentration.
- Austin continues to see solid demand despite economic headwinds.



Data is at end of FY22 and has not been updated for Mainetec

Our markets



Global Mining Truck Tray Market	~18% Market share worldwide	 3rd party data suggests world market for 100 tonne+ trucks is circa 20,000 in total. Austin estimates over 3,000 replacement truck bodies and 500 buckets are required p.a. Austin is the world brand leader but with a market share estimated at circa 18% indicating growth opportunity for innovative new products that reduce mining costs and increase efficiency.
		 Australia followed by North America are the two biggest truck body markets in the world and home to Austin's two biggest facilities.
		Australia is the single biggest market for truck trays in the world based on truck fleet size and replacement practices.
Australian Mining Truck Tray Market	23% Market share in Australia	 WA is the biggest truck body market in Australia (46%) followed by QLD (29%) and NSW (21%).
		 Australian market is characterised by highly demanding customers focused on efficiency and total cost of ownership requiring sophisticated suppliers.
		• (as a result) Equipment replacement cycles are generally shorter in Australia leading to higher equipment replacement.
		 Austin delivers mining equipment across the spectrum of products but primarily in hard rock where high equipment wear is a feature. Key materials are led by iron ore in Western Australia but including coal in USA and Australia, oil sands in Western Canada, copper, nickel, zinc, lithium and others.
Global Commodity Market Tailwinds	74% Revenue exposed	 Recovering demand across the industry has led to strong mineral prices in almost all sectors driving miners to focus on maximising output.
warket Failwings	to hard rock mining	 Key Austin 'home' markets in USA and Chile are performing well and above historic norms due to significant changes in these businesses. Australia still seeing significant disruption due to labour issues post pandemic.
		Australia, the single largest market in the world for truck bodies with market remaining strong in almost all sectors.

www.austineng.com





Financial Performance: (Continuing Operations)

12 months ending (Normalised)		1H23*	1H22*	VAR %
Revenue	\$M	114.1	79.9	43%
EBITDA	\$M	12.2	10.0	22%
EBITDA margin	%	10.7%	12.5%	-14%
Depreciation and amortisation	\$M	(3.0)	(2.6)	14%
EBIT	\$M	9.2	7.3	25%
EBIT margin	%	8.0%	9.2%	-12%
Net interest expense	\$M	(0.7)	(0.3)	106%
РВТ	\$M	8.5	7.0	21%
Tax Expense	\$M	(3.1)	(1.7)	77%
NPAT	\$M	5.4	5.2	3%

- Revenue up 43% to \$114.1 million and up 26% on a like for like (LFL) basis, with Austin's 2.0 business strategy driving higher sales in all regions, a wider product offering and acquisition of Mainetec.
- EBITDA up 22% to \$12.2 million and up 7% on a LFL basis in line with seasonal split.
- D&A and Net Interest expense increase is due to the Mainetec acquisition.
- Effective tax rate across the Group is 36% due to Western Australia's operational performance. Actual tax paid in the period is \$2.3 million from US & Indonesia.
- NPAT up 3% to 5.4 million.

^{* 1}H22 has been restated for discontinued operations & normalised for FX

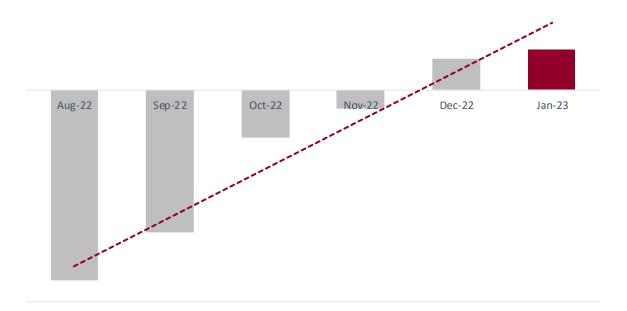
^{* 1}H23 EBITDA has been normalised FX and Mainetec integration cost



Perth business performance

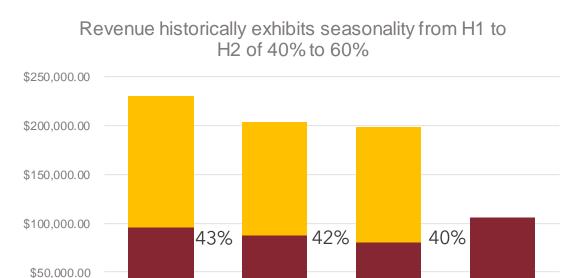
- Perth based business now on a strong performance improvement trend.
- Workshop has been dedicated to truck tray production.
- Investment in a new plasma cutter to eliminate breakdowns due for completion by April reducing sub-contract costs.
- Notified of a major order that will bring facility back to high utilisation for the rest of the calendar year.
- Labour availability issues likely to remain a significant issue for the foreseeable future.

Relative margin. Performance improvement trend (Perth trays).



First half revenue and profit reflects major customers buying patterns



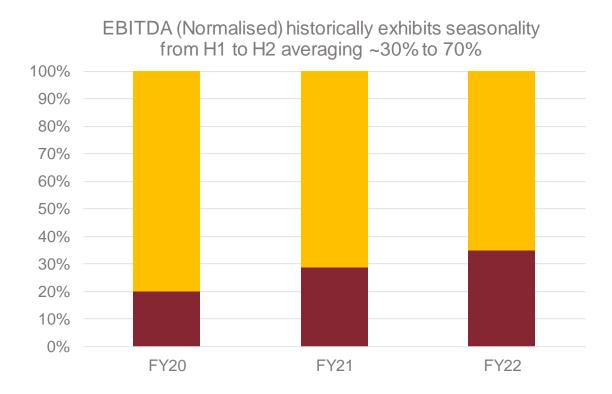


Seasonality driven by buying patterns of certain major customers regionally that reorder at the end of the CY

FY22

FY23

FY21



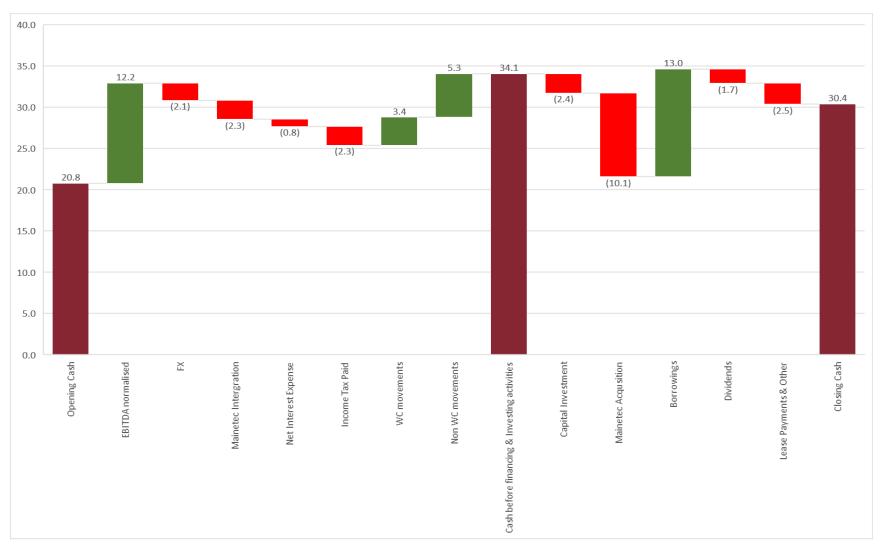
Seasonality driven by buying patterns of certain major customers regionally that reorder at the end of the CY, and higher H2 revenue improving margins.

FY20

\$-



Operating cashflow was strong at \$13.3 million



- Strengthen cash by \$9.6 million.
- Cash from operating activities improved \$18 million over past 12 months.
- \$3.4 million working capital inflow driven by increase customer advance payments.
- \$2.4 million capital investment in the period for Indonesia, Chile and Western Australia.
- Borrowings increase of \$13 million for the Mainetec acquisition. Significant net debt reduction in half.
- Lease repayments of \$2.5 million.

Cash flows reflect continuing and discontinued operations, as such certain amounts will not reconcile to performance statements above, which are shown on a continuing basis



Balance Sheet and Other Items

Working Capital

\$M	1H23	FY22
Work-in-progress	25.2	20.5
Raw materials	35.7	19.5
Finished goods	2.3	0.4
Total inventory	63.2	40.4
Trade receivables	39.0	48.6
Accrued revenue	7.9	5.9
Total receivables	46.9	54.5
Trade & other payables	53.8	48.4
Customer advance payments	25.8	12.5
Total payables	79.6	60.9
Net Working Capital	30.6	34.0

- **Zero Work in Progress** driven by focus on terms of trade. Customer advance payments of \$25.8 million, offsetting working in progress inventory of \$25.2 million. Indicates strong future cash flows even as business grows.
- Bulk buying has increased raw material stocks by \$16.8 million but majority invoiced to customer before payment due.
- Shift of customer trading terms to ex-works has improved receivables collections



Balance Sheet and Other Items

Net Debt

\$M	1H23	FY22
Total Assets	260.0	214.1
Total Shareholders Funds	111.1	107.3
Net Debt*	4.6	1.2
Net Debt to Net Debt plus Equity*	4.1%	1.1%

- Total Assets up by \$46 million due to
 - Cash up \$9.6 million
 - Inventory bulk purchases
 - Mainetec assets acquired
- Net debt of \$4.6 million has reduced since the Mainetec acquisition debt of \$13 million (excludes \$18 million of liabilities relating to long-term property leases and Mainetec deferred consideration of \$6.7 million and hire purchases of \$0.8 million).
- Low balance sheet leverage with debt to equity ratio at 4.1%. Confidence that business will be net cash in the second half.

Net Debt excludes Mainetec deferred consideration & IFR16 leases



Sector Analysis

Asia-Pacific		H1FY2023	H1FY2022
Revenue (continuing operations)	\$M	64.9	43.6
EBITDA	\$M	4.8	7.1
EBITDA margin	%	7.5%	16.3%







Austin Australia (Perth)

- Major customer delayed orders early in half but capacity taken by other customers increasing diversity
- Major customer confirmed orders in Dec 22/Feb 23 means order book strong in H2
- Australia operational improvement well underway (see p.19)
- Following Mainetec acquisition WA facilities re-organised into dedicated bucket and tray facilities. Completed in November
- Batam production augmenting labour capped WA capacity
- · Australia returned to profitability at end of half
- New HPT truck tray has been successful with ~120 bodies ordered to date and the first delivered to a customer.

Austin Indonesia

- Indonesian operations performing well after significant investment and can improve in H2.
- Revenue was up 62% as the focus on the location as a manufacturing hub continues.
- Deliveries to Indonesia, Africa, Central Asia and Australia provides good customer and geographic diversity.
- Production capacity increased by 70% and opened 1 January.
- Advanced manufacturing equipment now fully implemented thereby supporting increased volumes, better labour utilisation and improved product quality.
- Shipping costs for heavy deck cargo (such as trays and buckets) has halved since the peak during covid meaning that full equipment is now cost effective shipping into higher cost and labour constrained regions. This change will likely see revenue continue to increase.

Austin Mainetec

- Mainetec acquisition added \$13.7 million (over 4.5 months) to revenue in H1 and is on track to meet the full year forecast.
- Operational changes and the start of the synergy benefits around lower material costs underway with full implementation likely from April 2023 as bulk ordered steel is delivered to operations.
- Austin Mainetec started first production in a single, dedicated centre of excellence for mining buckets, at the 'Draper' facility on 1 November 2022 just 6 weeks after the acquisition was finalised. This facility has also helped to simplify the 'Chisholm' facility enabling it to improve productivity.
- Mainetec buckets, parts and upgrades are now being offered in the Americas which was seen as a significant synergy benefit of the merger by using Austin's routes to market.



Sector Analysis

North America		H1 FY2023	H1 FY2022
Revenue (continuing operations)	\$M	32.6	23.6
EBITDA	\$M	5.6	1.2
EBITDA margin	%	17.1%	5.1%

- The North American business has continued to improve strongly following significant improvements to competitiveness, production efficiency and a strategic market focus with revenue up 38% and EBITDA up 363%.
- Margins are lower compared to H2 2022 due to some seasonality in the business driven by client ordering patterns, which has been seen in previous years, poor weather conditions in the winter in Wyoming which significantly affects production and which, has been especially intense this year. As a result a stronger second half is expected.
- USA business now expected to run at a historically high utilisation rate until at least the end of the CY.







Sector Analysis

South America		H1 FY2023	H1 FY2022
Revenue (continuing operations)	\$M	16.6	12.7
EBITDA	\$M	1.7	1.6
EBITDA margin	%	10.5%	13.0%

- Operational efficiency improvements implemented from 2021 have continued to ensure that
 Austin Chile remains profitable and has driven a higher order success rate. Revenue in the
 half was up 31% although the EBITDA margin halved as a result of some operational issues
 including long term failure of major production equipment, and capacity constraints.
- During the half a re-organisation and investment in the facility will increase capacity by ~100% and was commissioned at end of January 2023. A new plasma cutter has been ordered and will be commissioned by April which will improve processing capacity and reliability.
- Order book is secured against budget for H2 with order book up circa 200% pcp with greater diversity of customer. A major customer has extended a long running contract with new truck tray deliveries due in the second half.



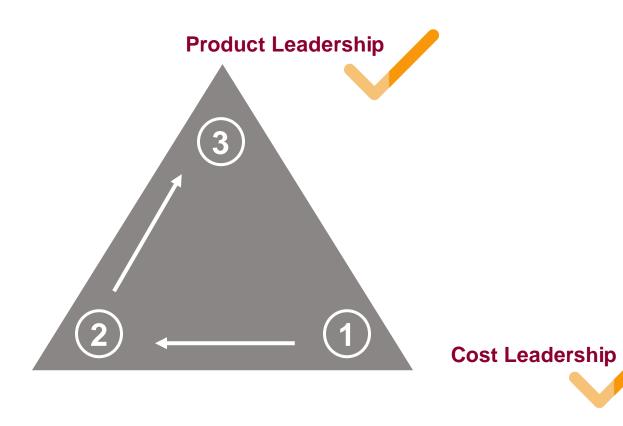




Global strategy launched July 2021



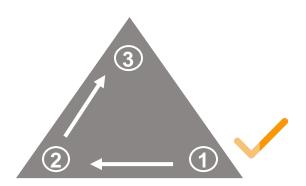
Global strategy remains unchanged and is delivering major benefits to revenue and margins.



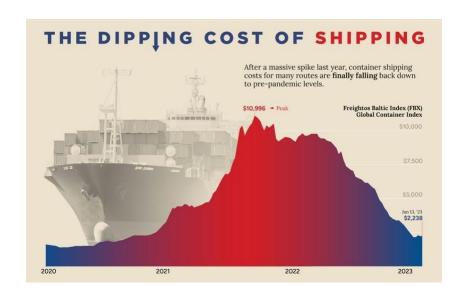
Manufacturing Leadership

Global strategy is working and driving Pwin





Cost Leadership



Cost base reduction has helped drive average margins;

- Overheads have stabilised whilst revenue has risen 48% in H1.
- Mainetec cost base reduced through support integration.
- Further regional optimisation is planned particularly in 'Back Office'.

Labour availability in main markets driving capacity expansion in Indonesia

- Excess capacity now routinely being sourced in Indonesia where no labour capacity restrictions exist.
- Progressively products are being moved to the Indonesian hub to meet customer growth demands.

Freight rates have halved in last 18 months making Batam even more cost effective

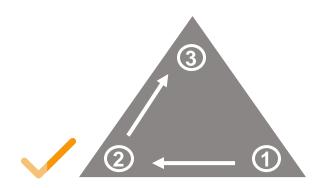
- Deck cargo rates mean full body shipping is now an option many locations.
- Large mining buckets (high labour content) can now be economically shipped to RoW.

Terms of Trade improvements moving business to zero working capital needs.

- Order deposits now equal work in progress.
- Steel deliveries on extended payment terms starting to eliminate cash needs ahead of product deliveries.
- Future growth will not require less cash needs to fund wip than historically.

Manufacturing strategy is increasingly driving benefits





Manufacturing Leadership

Austin 2.0 'Hub & Spoke' manufacturing strategy is now operating;

- Advanced manufacturing equipment now fully operational in Indonesia.
- Complete truck trays now being delivered into Australia to enhance local capacity.
- Truck tray sub-assemblies for Australia now routinely built in Indonesia.
- New dedicated mining bucket facility under development in Indonesia.
- Tyre handlers now built to stock in Indonesia in a dedicated area.
- Application to North America now under development.

~\$10m invested in updated manufacturing equipment and to increase capacity

- · Capacity increases in Indonesia, Chile, and Australia now fully operational.
- Revenue growth has driven need to replace unreliable equipment. Complete in April 2023.

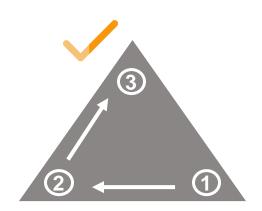
Steel demand now aggregated across Indonesia, Australia and Chile with sourcing tendered globally;

- Steel costs now a cost differentiator important when steel up to 90% of operating cost base.
- Mainetec global steel supplies commence April 2023. Key synergy benefit.
- USA more complex due to tariffs but big opportunity. Now under development.

^{~\$10}m refers to total capital investment spent or committed since Austin 2.0 started 18 months ago.

Investment in products has generated rapid returns





Phase 3 (FY 2023 impact)
Product Leadership

HPT truck tray launched with over ~120 committed already;

- 2 major customers have switched to HPT lightweight trays.
- Customer interest is high and substantial numbers of new HPT trays expected to be sold this year
- Austin now has 5 different tray configurations fulfilling differing customer needs.

Austin-Mainetec Hulk and JEC buckets are selling well.

Certain products now being made to stock

- Customers often need fast turnarounds rather than months common in the industry. Austin will offer days.
- Stock build means production in Indonesia and then stored in Australia and USA for sale.

Digital solution for predicting bucket and truck tray wear a 'First' in the Industry

- Mainetrack digital wear tracking system is being effectively used in one of the largest miners.
- System is being extended for truck trays and application will start in H2.
- System predicts when products will meet end of life which greatly improves mine planning.

Mainetec integration delivering



Acquisition Integration now largely complete

Cost based synergy benefits

- Steel cost savings by leveraging
 Austin's buying power started but accelerates from April 2023 as new material is delivered
- Labour cost savings by leveraging
 Austin's advanced manufacturing
 and 'hub and spoke' supply system
 starts late in H2.
- Reduction in overhead duplication implemented.

Market based synergy benefits

- Marketing of dipper buckets and iTrip systems in the Americas underway.
- Mainetrack condition monitoring software has been upgraded to work with truck trays. Major miner to commence testing.
- Increased presence in East Coast market is improving customer relations and support.



Outlook & Guidance



FY23 Market Guidance



Outlook

- Austin confirms its guidance for full year NPAT of \$24 million plus Mainetec contribution
 - Mainetec contribution will be confirmed as trading experience increases through the year.
- Austin has recorded a strong start to the second half with January 2023 revenue of \$28 million and EBITDA of \$6.2 million.
- The Company's orderbook stood at \$158.5 million and meets full year budgeted revenue
 - Business units are reporting strong H2 2023 order books, with a strong pipeline forming for FY2024.
 - Embedded order book margin has increased significantly over the past year.
- Guidance has been made on the following basis (as stated previously):
 - Constant FX rates based on end FY22 actuals.
 - Result will be normalised to eliminate one off costs including for acquisitions.
 - No significant impacts from input cost volatility, although Austin has measures in place to manage this.
 - No material synergy benefits from Mainetec purchase expected in H1 as integration progresses.



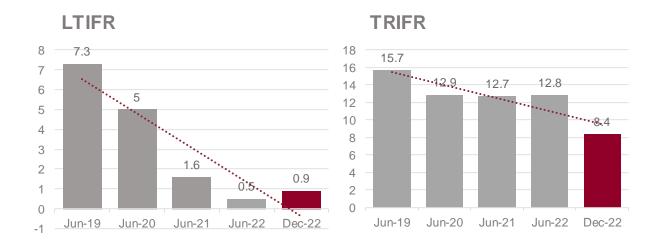
Sustainability





Safety

Safety statistics



- Lost Time Injury Frequency Rate (LTIFR) 12 month rolling average continues a positive trend with the continued focus on proactive initiatives and effectiveness of our critical controls. Slight upward trend in H1 FY23 from one additional LTI for this period over the previous year, conversely offset with an improvement in TRIFR for the same period.
- Total Recordable Injury Frequency Rate (LTIFR) 12 month rolling average has declined in H1 FY23 following 3 steady years. This is a good sign that the proactive initiatives are delivering positive outcomes.

Safety Leadership

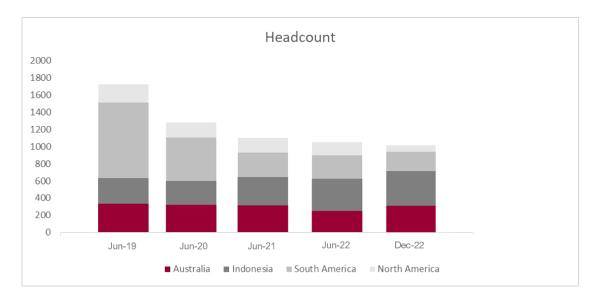
- During H1 FY23 Austin maintained and continued to improve the Critical Control Effectiveness Monitoring Program (CCEMP) rolled out in FY21.
- The implementation of the employee engaged LIFE Saving Controls supported by LIFE Standards is now complete. The LIFE Saving Controls, LIFE Standards and CCEMP are aligned to focus on our greatest risks. The first round of assessments against the LIFE Standards are complete and the resulting Gap Analysis will form the basis of continuous improvement.
- Fostered SHE Leadership at all levels in Austin through engagement and curiosity in how work is done continues helping to improve the safety of work.
- Provided Safety & Health technical support.

The above initiatives continues to lead to continued improvements in our traditional measurements of safety performance.



People

Headcount



- Headcount remained stable at 1,090 as at 30 December 2022 from 1,050 at 30 June 2022.
- Increases in Asia-Pacific to meet strong production demand in Indonesia.
- The acquisition of Mainetec in Australia offsetting a minor reduction in Perth as production eased prior to forecast increased activity for the second half.
- South America eased a little ahead of forecast increase as the expansion of covered workspace is completed early in 2023 and
- North America remain relatively stable.
- Headcount includes both permanent and flexible staff as well as those on labour hire arrangements.

Growth in Communities

- Of our total global workforce (including labour hire) of 1,090 at 30 December 2022, more than 80% of the workforce in each of our facilities globally is sourced from local communities.
- Austin's supply chain is heavily linked to local communities, with over 75% of nonsteel purchases local sourced from areas we operate within.
- Austin is active in the communities it operates in. Some examples of recent programs include:
 - Sponsorship participation and donations made from all global businesses to local causes for example:
 - Batam Indonesia support for local schools
 - Western Australia's continued support of the charity ride to support the Harry Perkins Institute.
 - We continue to attend business and careers expos as part of increasing community and school engagement focus.



Environment

Austin is committed to operating in a manner that acknowledges and proactively manages the issues most material to the long-term sustainability of its business, the environment, and the communities in which it operates. This commitment is driven by Austin's Core Values, which are integral to the business and culture.

Austin's FY22 Sustainability Report is available on its website.

- Austin's Western Australian operations consistently recycles around 94% of its waste, with less than 6% going to landfill. With over 90% of waste recycled internationally and less than 10% going to landfill, as well as increasing recycling of by-products beyond scrap steel through in situ scrap deposit bins;
- Undertaken analysis on several products Austin manufactures to understand the carbon footprint and provide an opportunity to work with customers to choose more sustainable options for future orders;
- Implemented technology to reduce scrap steel by improving operational processes;
- Designed and engineered lighter truck bodies with an average 2% fuel burn reduction, this equates to an average approximate carbon dioxide reduction of 48,000kg per truck over the average life of each body. Additionally, lighter bodies have other advantages, such as reduced tyre wear and longer tyre lives, which eliminates the need to dispose of tyres; and
- Starting to invest in energy-efficient lighting, modern welding equipment, and modern manufacturing technology to further reduce both waste and energy usage in our future.







Management Team



Board of Directors





JIM WALKER
NON-EXECUTIVE CHAIRMAN



CHRIS INDERMAUR
INDEPENDENT NONEXECUTIVE DIRECTOR



SY VAN DYK
INDEPENDENT NON-EXECUTIVE
DIRECTOR



DAVID SINGLETON

CHIEF EXECUTIVE OFFICER AND

MANAGING DIRECTOR



LINDA O'FARRELL
INDEPENDENT NON-EXECUTIVE
DIRECTOR

Executive Management





DAVID SINGLETON
CHIEF EXECUTIVE OFFICER AND
MANAGING DIRECTOR



VINCENT D'ROZARIO
CHIEF OPERATING OFFICER



GRAHAM BACKHOUSECHIEF STRATEGY OFFICER



DAVID BONOMINICHIEF FINANCIAL OFFICER



KIRSTEN CADLE
GENERAL COUNSEL



KATINA NADEBAUM COMPANY SECRETARY



BRAD HIGGINS GENERAL MANAGER INDONESIA



JOHNNY GREER GENERAL MANAGER NORTH AMERICA



CHRIS ORMSTON GENERAL MANAGER AUSTRALIA



CAREN RUBIO
GENERAL MANAGER
SOUTH AMERICA



BRETT HAMPSON GENERAL MANAGER MAINETEC



DAN SANDERSONGENERAL MANAGER
AUSTBORE



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