

12 December 2024

Investor Presentation - Updated

Austin Engineering Limited (ASX: ANG, 'Austin' or 'the Company') attaches an updated version of its investor presentation dated 12 December 2024 entitled 'Morgans Briefing'.

The peer comparison data on previously released slides 25 and 26 has not been independently verified by Austin. Accordingly, Austin has withdrawn the information and investors should not rely on the data.

-ENDS-

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Announcement Authorisation

This announcement was authorised by the CEO of Austin and is not market sensitive.

About Austin Engineering

Austin is a global engineering company. For over 50 years, Austin has partnered with mining companies, contractors and original equipment manufacturers to create innovative engineering solutions that deliver productivity improvements to their operations.

Austin is a market leader in the design and manufacture of loading and hauling solutions, including off-highway dump truck bodies, buckets, water tanks and related attachments, supporting both open-cut and underground operations. Complementing its proprietary product range are repair and maintenance services performed in our workshops and on clients' mine sites, and spare parts.

Through Austin's own design and engineering IP and range of tailored products, it delivers solutions for all commodity applications and drives increased efficiencies in productivity and safety in both open cut and underground mining operations.

Austin's products can create more sustainable mining operations by delivering the lowest cost per tonne to end user, reducing fuel usage per material carried.

The Company is headquartered in Perth and has operations around the world in Australia, USA, Chile and Indonesia serving many of the major mining sites in the world both directly and through local partners.

Austin Engineering Ltd

Morgans briefing.
12th December 2024





Why We Win

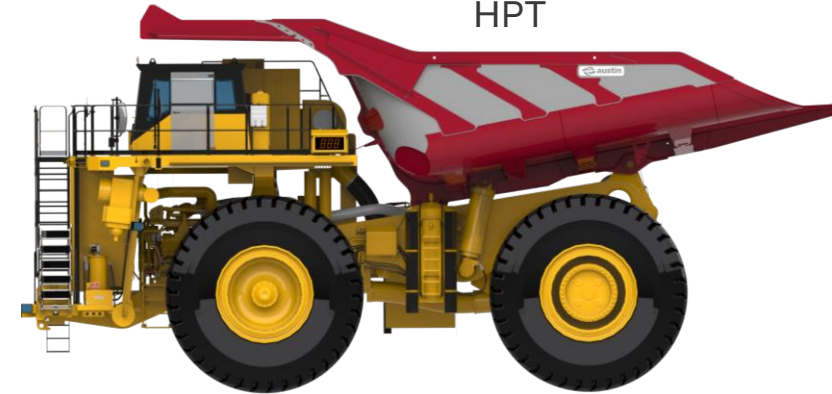


We are the Number 1 customised truck tray builder in the world. 

ULTIMA



HPT



WESTECH



JEC-LD

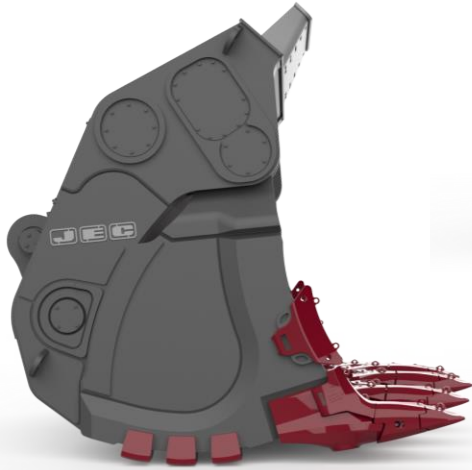


JEC



Mining buckets match to trays – we are growing fast.

JEC
HPS



JEC
HPL



JEC
HPX



MAINTEC
HULK



ARMADILLO
DIG TUFF



Recent sale of an Austin-designed dipper to North America is a significant development milestone



Other products are becoming increasingly important...



Tyre Handler

Water Tank

Ore Chute*



Underground Tray

HT Frames



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

Customers include many of the industry 'blue chips'



Imperial **RioTinto** BARRICK

KOMATSU

Peabody

Newmont™ **Teck**

SSR MINING **MARIGOLD** **SUNCOR**

Canadian Natural **NEVADA**
GOLD MINES

KOMATSU

CODELCO

SG
mining

ANTAMINA

COLLAHUASI

Teck

P
PUCOBRE

ANTOFAGASTA
MINERALS

GLOBAL

EL ABRA

Sierra Gorda scm®

SQM

lundin mining

CAPSTONE
COPPER

FIRST QUANTUM
MINERALS

Perenti

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HANCOCK
PROSPECTING

BHP

NEWCREST
MINING LIMITED

MACA

YANCOAL
兗州煤業澳大利亞有限公司

OCEANA
GOLD

B2GOLD

FMC **FREEPORT-McMoRAN**
COPPER & GOLD

HEXINDO

THIESS

FIM **PT FREEPORT INDONESIA**

TÜPRAG

BOUYGUES
CONSTRUCTION

RUC
Cementation
MINING

L&H
TECHNOLOGIES

KINROSS

MINERAL
RESOURCES

NRW
Holdings

HITACHI

KOMATSU

RioTinto

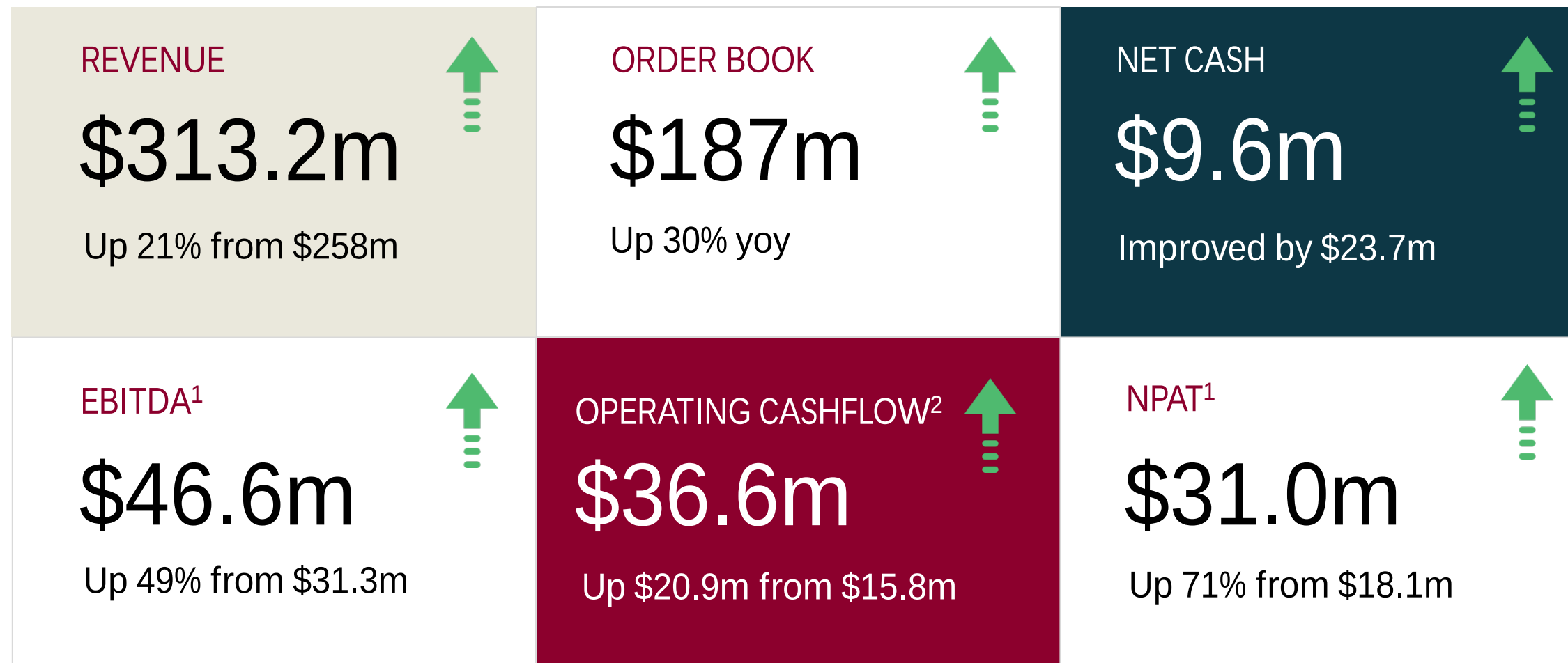
GLENCORE



Performance Speaks for Itself

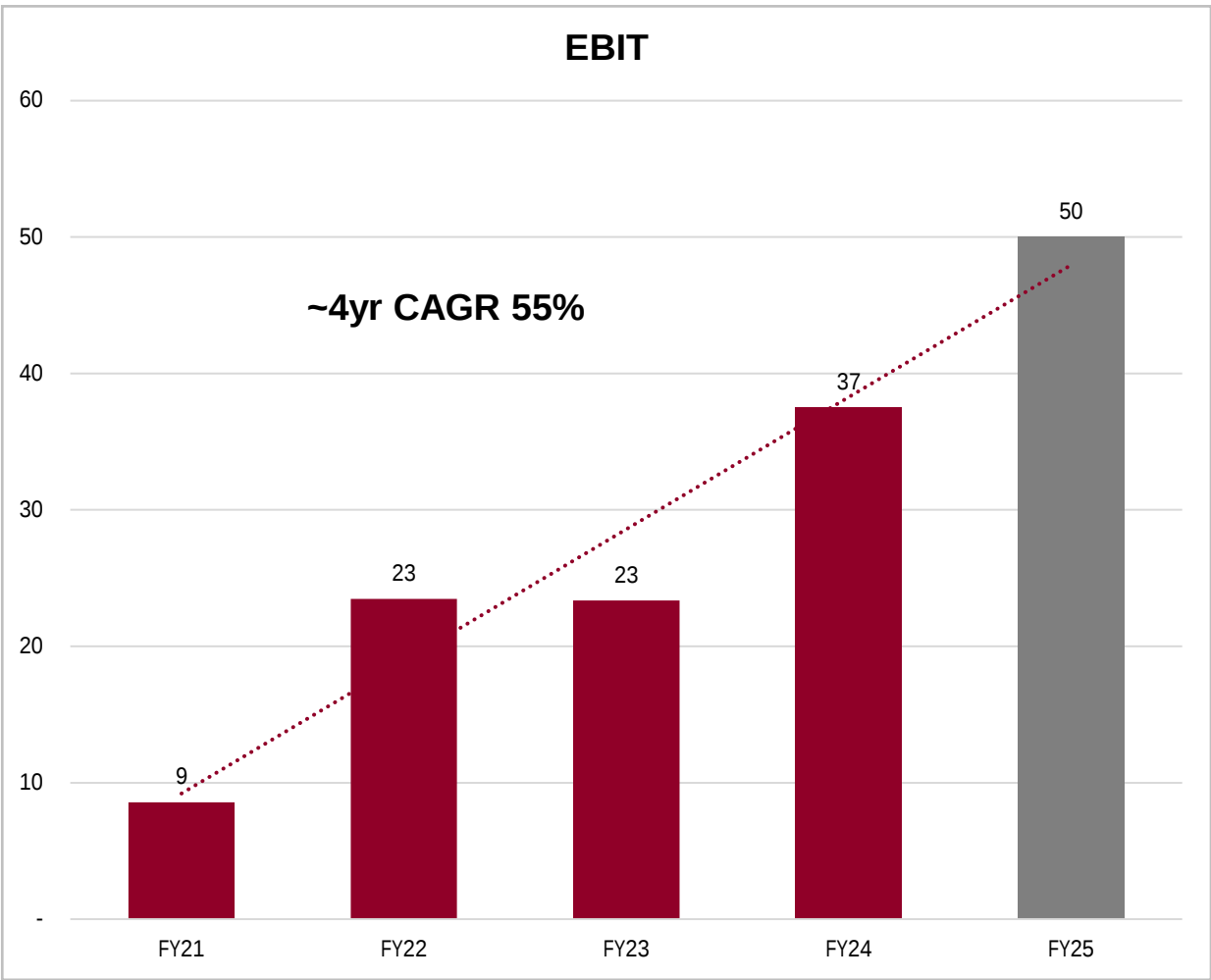
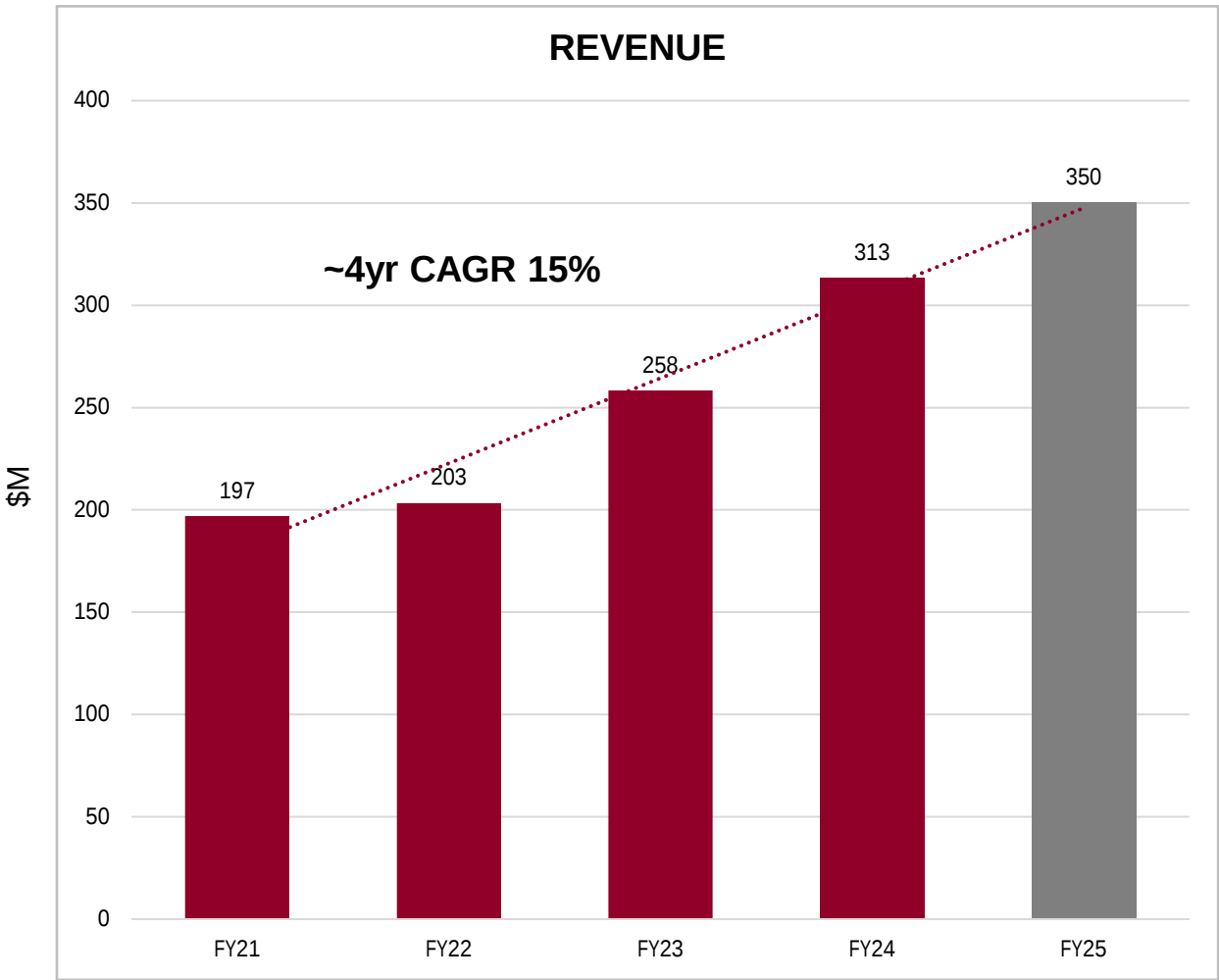


FY24 Results Highlights - Strong, annual revenue and margin growth



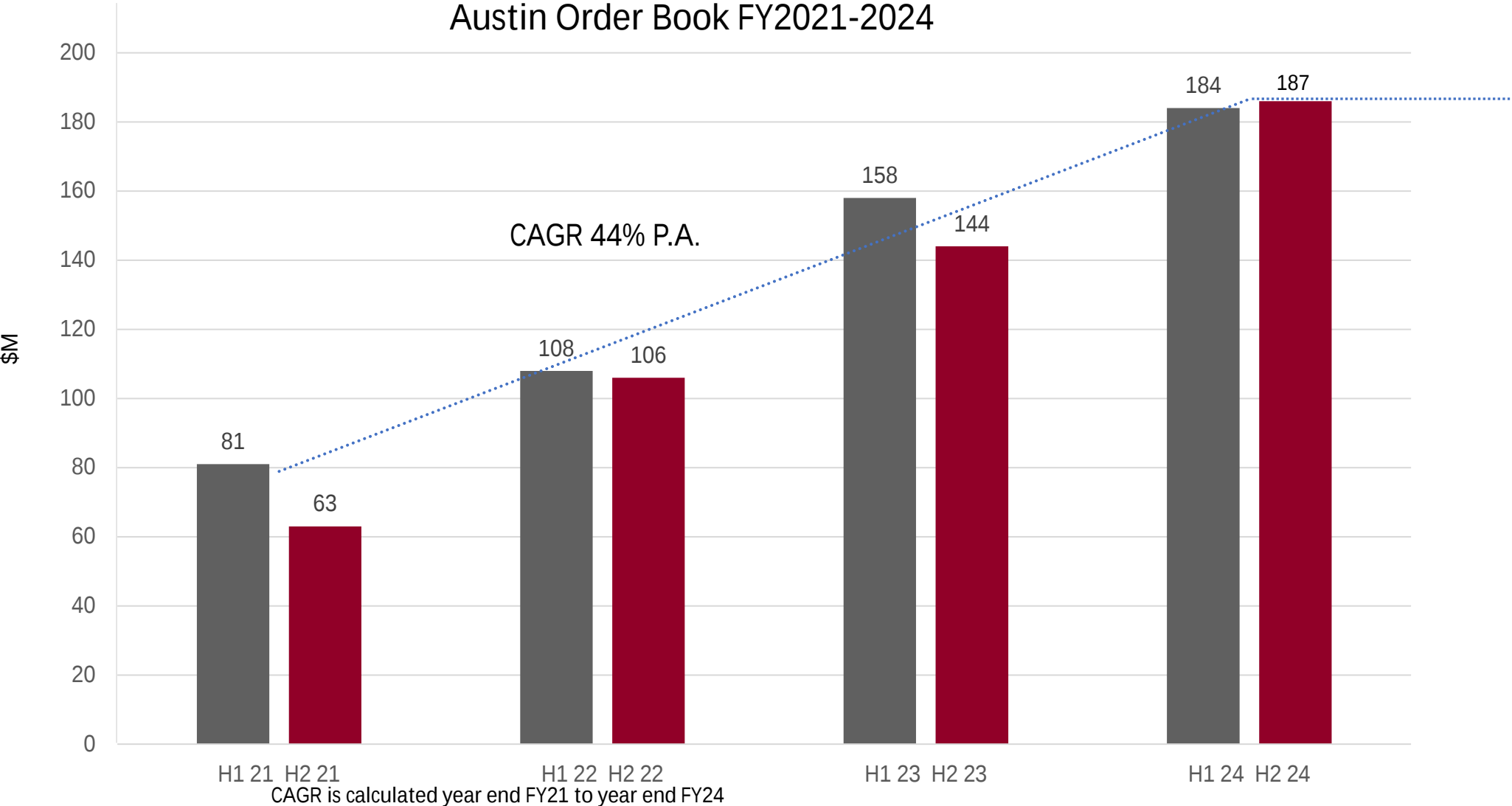
- All comparisons above are to the prior corresponding period ie: full year FY23.
- ¹FY24 are statutory except for EBITDA, and NPAT, which was normalised for FX and Singapore tax expense.
- ²FY24 operating cash flow is for continuing operations. FY23 operating cashflow is for the full Group including discontinued operations.

Austin 2.0 has delivered a ~55% per annum increase in earnings from FY21 to FY25 (forecast)



FY25 is a guidance forecast number. See AGM presentation October 2024

Order book - has been growing at 44% CAGR and should drive multi-year revenue high in FY25

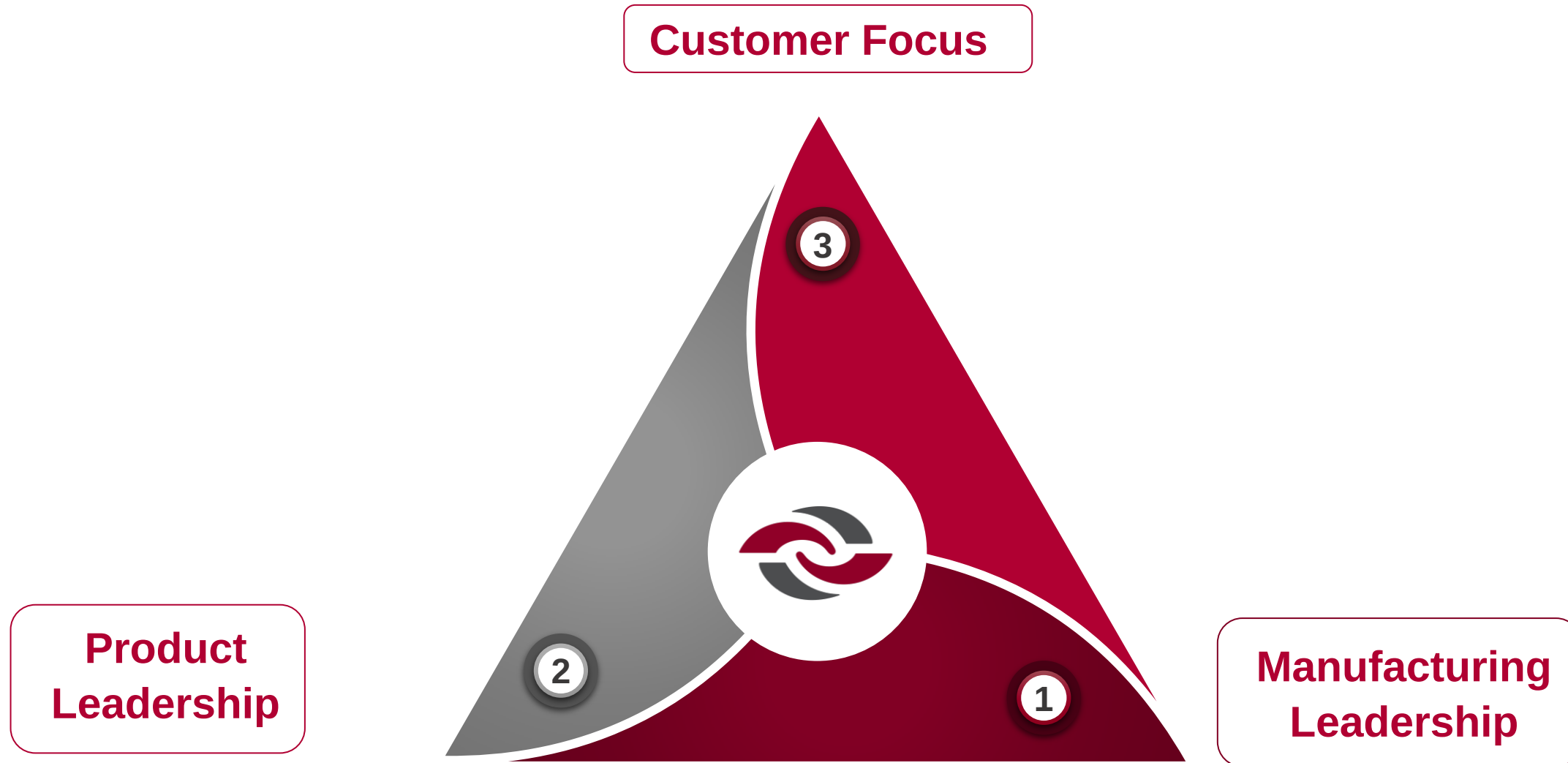




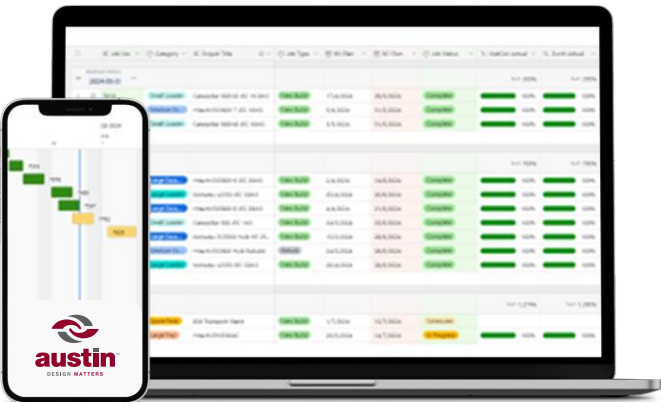
Our Growth Pathways



Strategy – success of the strategy means that we are doubling down in all areas



Manufacturing Excellence – leveraging scale for sustainable competitive advantage



**COMMON MANUFACTURING
SYSTEMS GLOBALLY**



**CAPACITY EXPANSION
THROUGH EFFICIENCY**



**UNIFYING TO A
SINGLE ERP SYSTEM**



**AUSTBUY MATERIAL
PLANNING**

Product Leadership – new and improved products in development

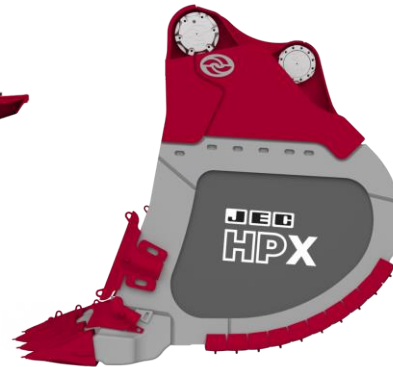
OUR LIGHTEST EVER TRUCK TRAY

HP T

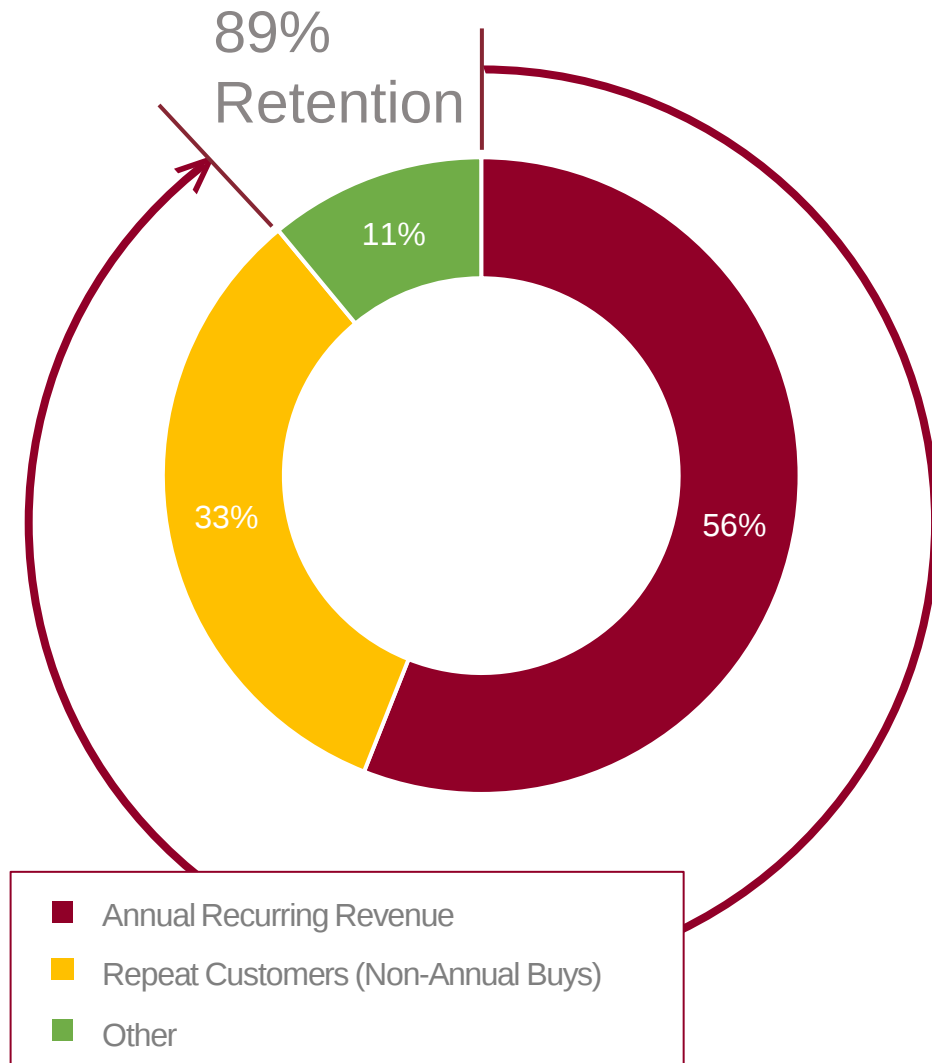


OUR BEST EVER BUCKETS

HP SERIES



Installed base drives truck tray revenue certainty...



USA
1670 Bodies

~\$90Mpa

APAC
1170 Bodies

~\$60Mpa

Accessible market for replacement trays is estimated to be up to 7x current production levels.



~20,500 Trucks



~3500 Annual Replacement



~500 Current production level

This slide relates to Austin's 'Home Markets' which are located around its main production centres. External data indicates approximately 20,500 trucks of 100 tonnes capacity and above are operational. Austin estimates 3500 replacements required pa based on its assessment of wear life in different commodities and regions and should be regarded as an estimate only.

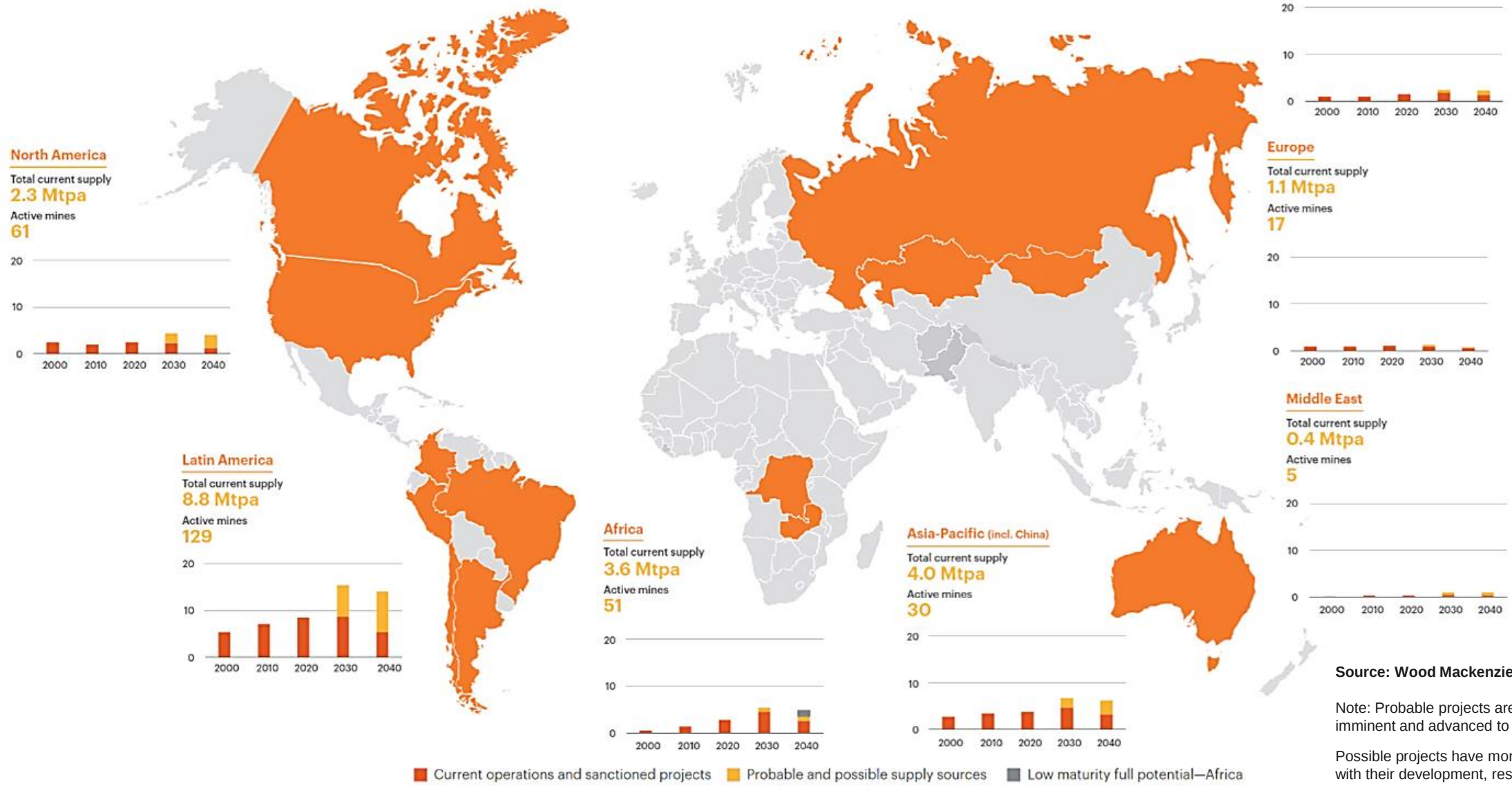
Chile Facility, La Negra



USA & Chile – right place, right time for copper!



Where is future supply coming from?
(Supply, Mtpa)



Source: Wood Mackenzie: Q2 2024.

Note: Probable projects are those that are not considered sufficiently imminent and advanced to include in the base case.

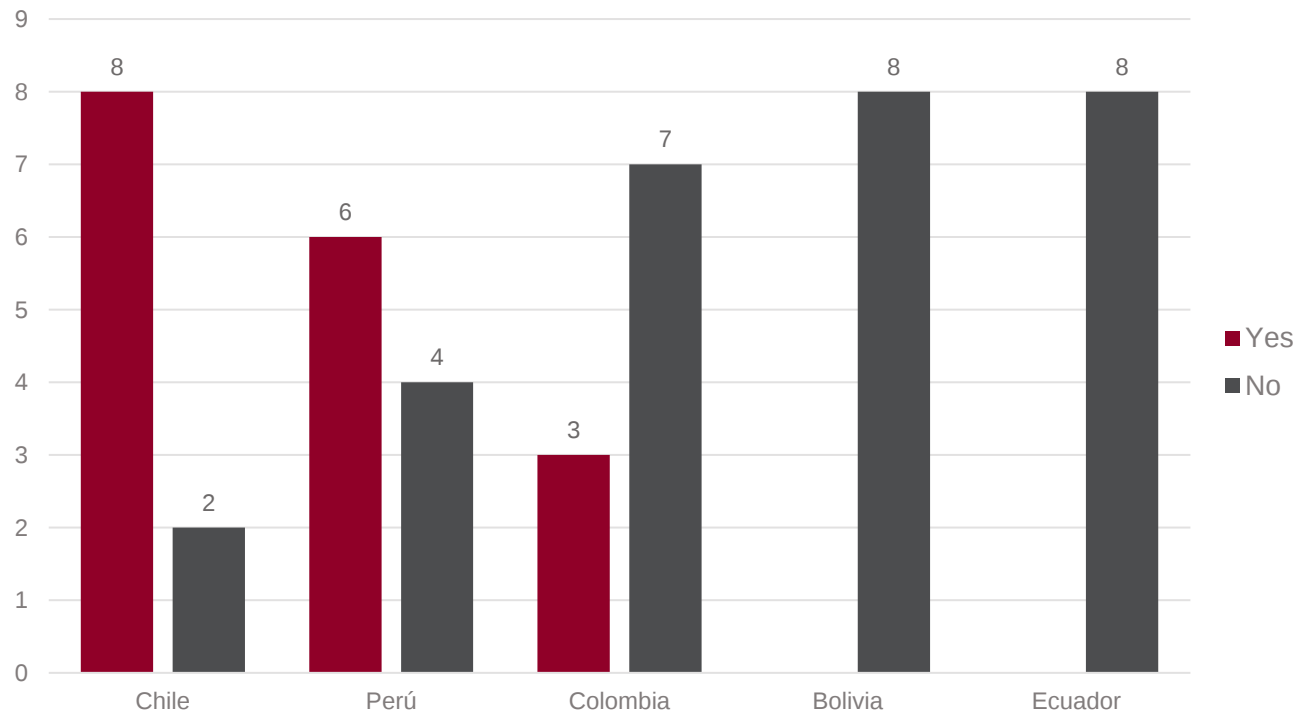
Possible projects have more significant risks associated with their development, resulting in longer lead times.

Austin is close to the world's two largest copper regions

• Copper Production in South America

1. Chile (5,550,000 tons per annum.)
 - World's largest copper producer
 - Responsible for ~28% of total global production
2. Peru (3,175,000 tons per annum).
 - World's second largest copper producer
 - Responsible for ~12% of total global production

Mines where Austin has truck trays in operation

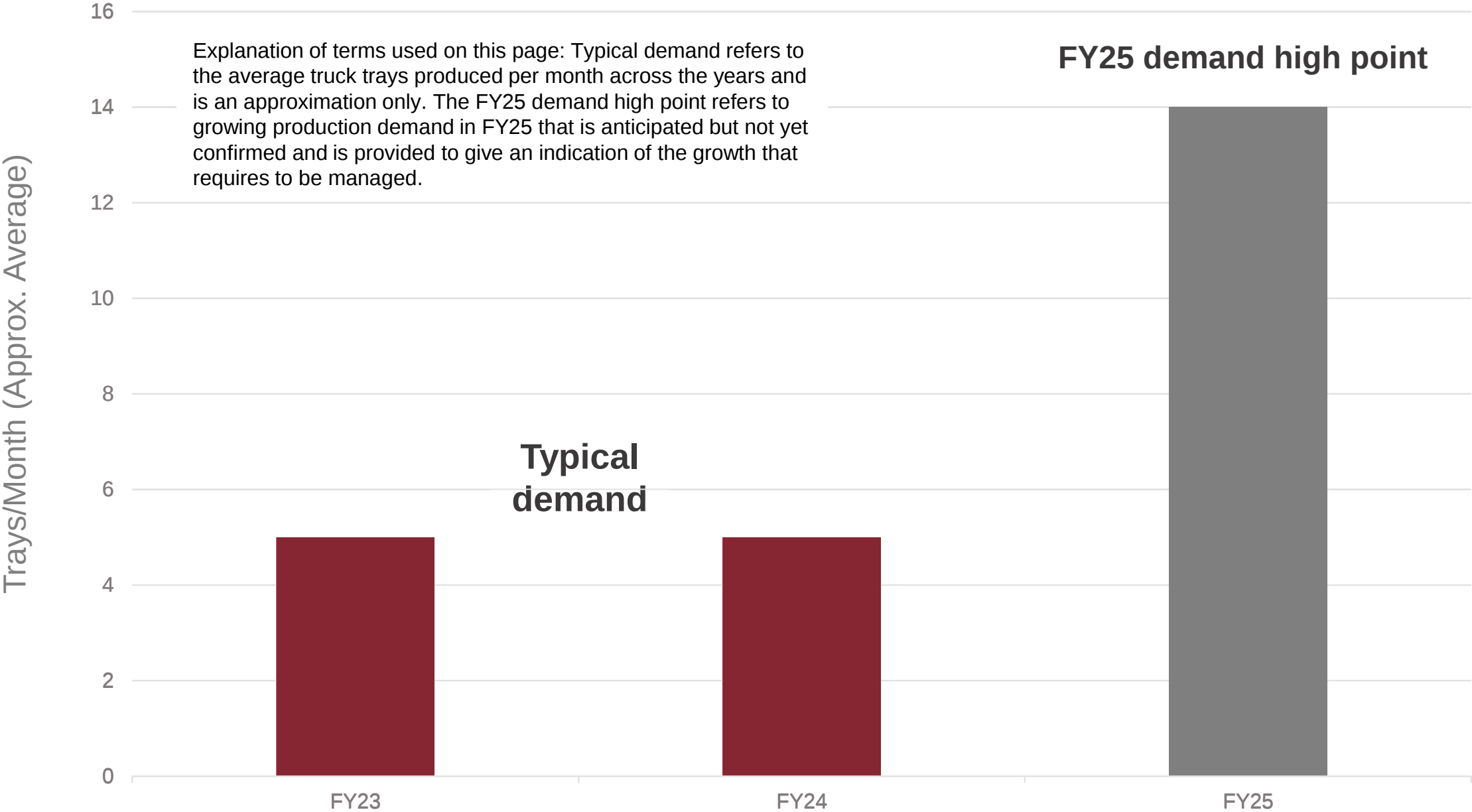


Main South American Copper producers



Con tecnología de Bing
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Chile demand growth moving to record levels in FY25

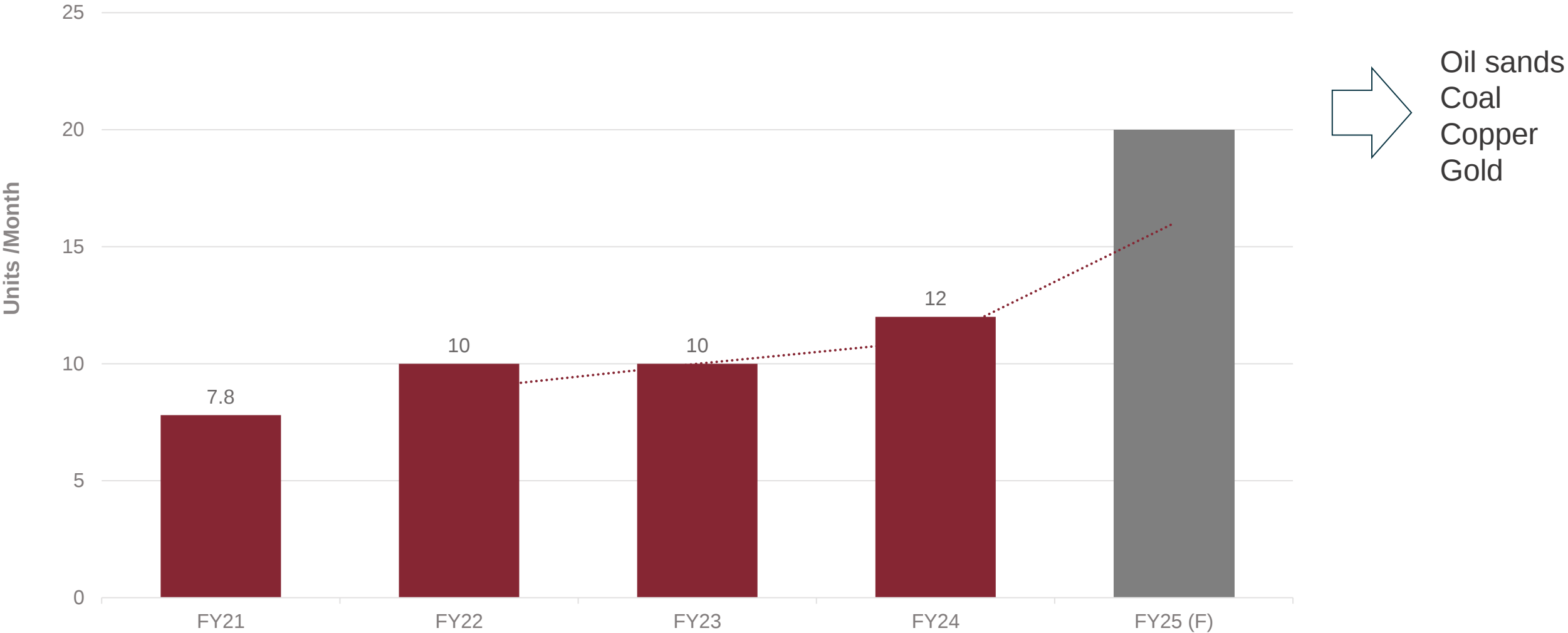


USA truck tray growth - total addressable market estimated at over 400 trays +* required per annum



*The total addressable market (TAM), as estimated by Austin based on available global data, and is an approximation only. Data excludes trays for new trucks and is an additional major market that Austin serves.

USA growth driven by multi commodity led demand and the replacement cycle for wear items

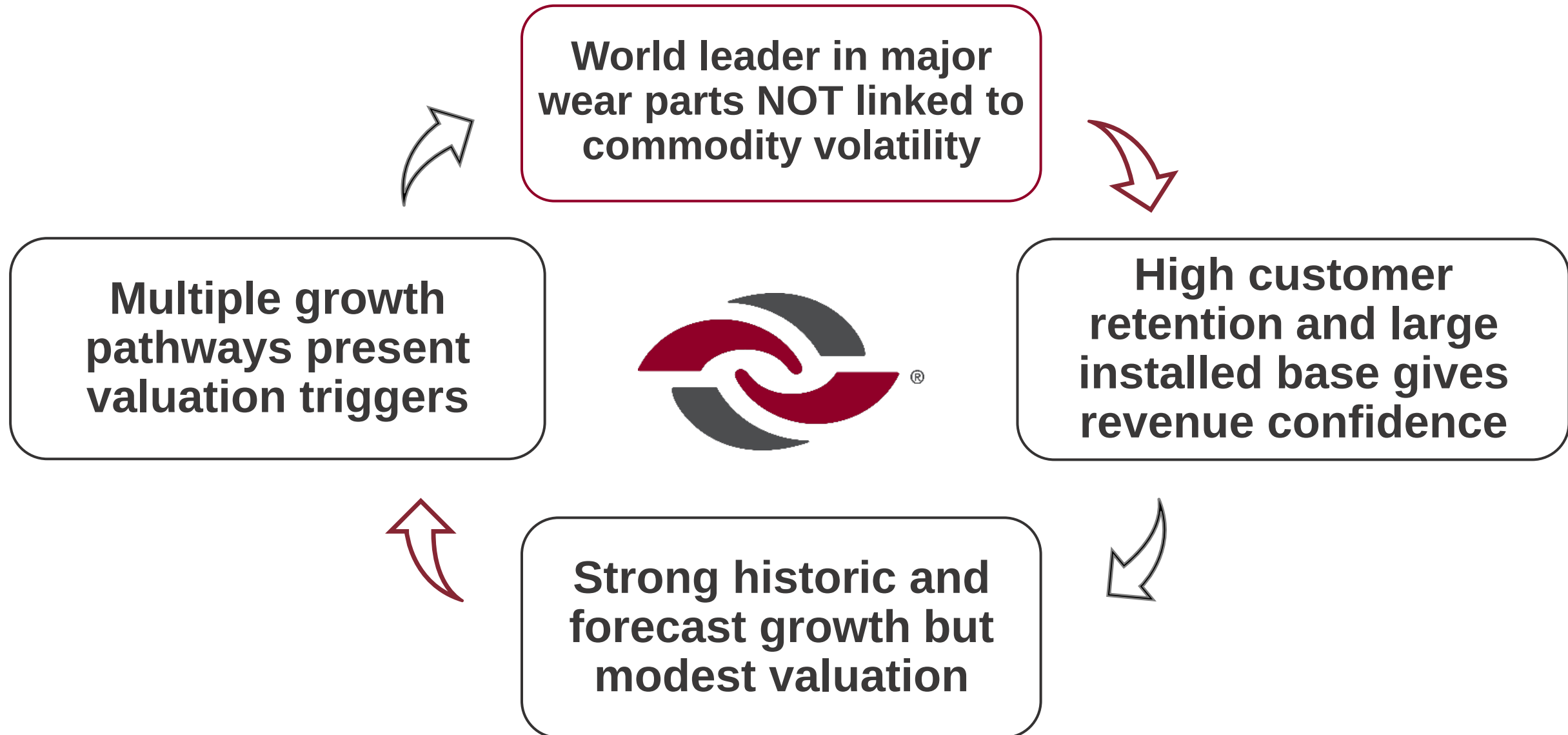


Units per month represent an average of truck trays, water tanks, and buckets produced each month, except for FY25(F), which reflects a peak annual figure as the business expands.



Why buy Austin?







design matters | austineng.com