



November 2025

AGM Presentation



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Who We Are



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

50+ years

Engineering and
manufacturing mining
equipment



14

Partner final assembly
companies



6

Operating sites across
four continents



1,616

Employees and
contractors worldwide



TRUCK TRAYS

Designed for high production, low cost per tonne hauling



WATER TANKS

Lightweight design for additional payload and increased stability



BUCKETS

Designed for faster cycle times and maximised machine efficiency



TYRE HANDLERS

Dual and tri-arm tyre handlers designed for long life, safety and efficiency

Design-Led
Solutions

Customisation
is our
Standard

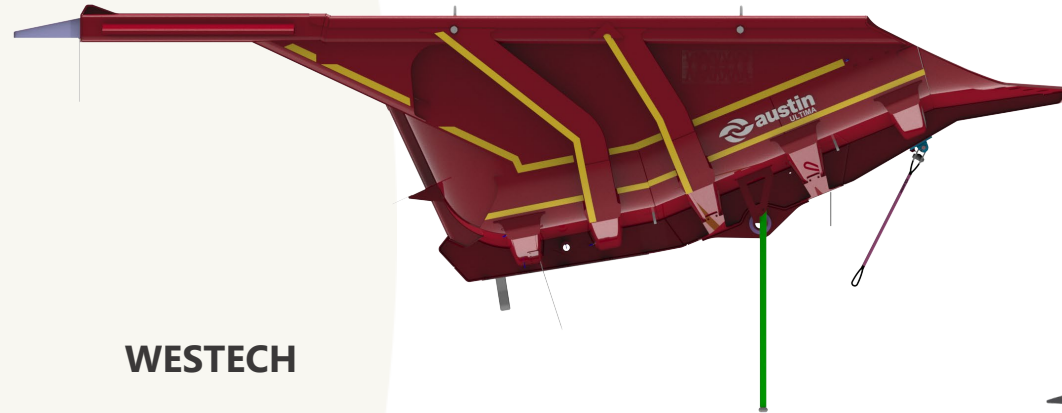
Global Reach
Local Focus

Innovation
that adds
Value

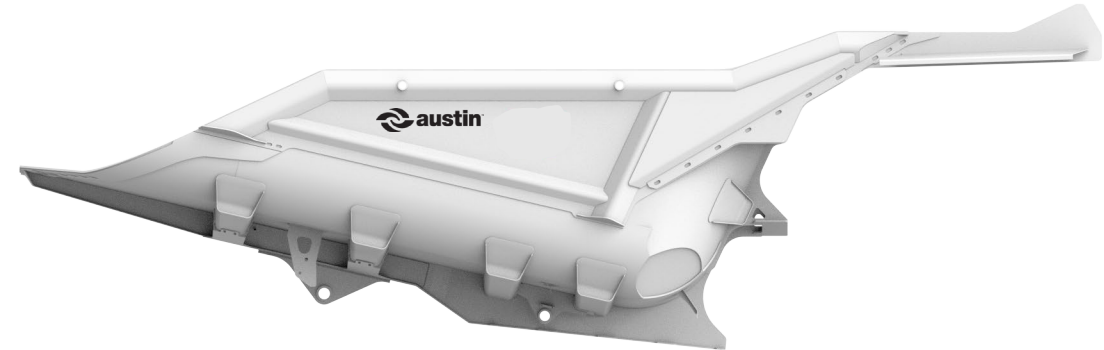
Six truck tray types for different applications



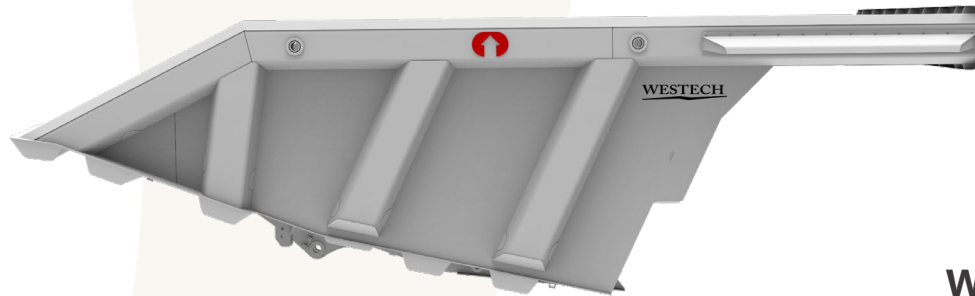
ULTIMA



HPT



WESTECH



JEC-LD



WESTECH
PREMIER



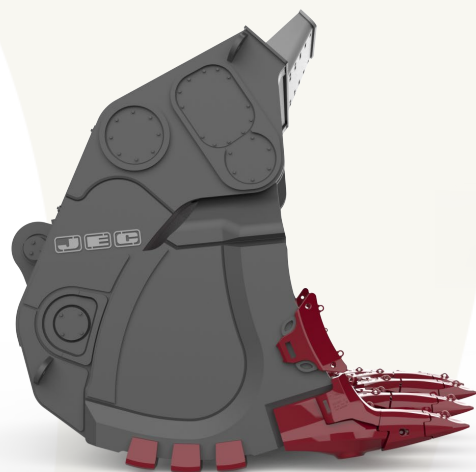
JEC



Leading range of mining buckets for many applications



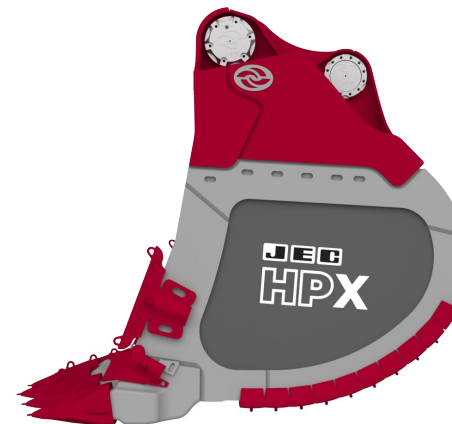
JEC
HPS



JEC
HPL



JEC
HPX



JEC
HPU



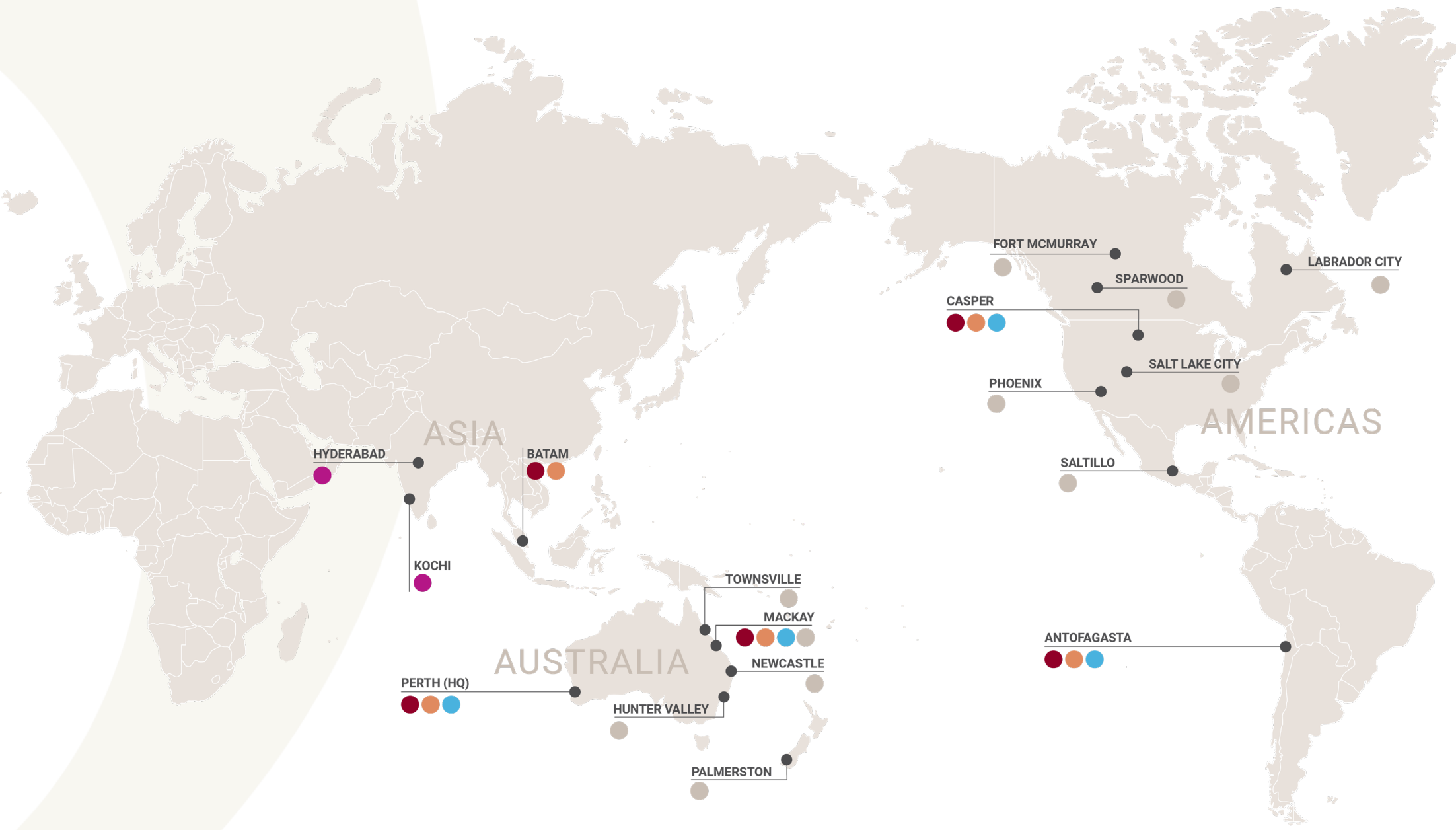
MAINETEC
HULK



ARMADILLO
DIG TUFF



Where we are



workforce & facilities

FY25 Total Workforce
(employees and contractors)

Western Australia
126

Queensland
89

North America
228

South America
408

Indonesia
765

Total Workforce
1,616



LEGEND

- Austin Operations Centre
- Austin Sales Centre
- Austin Design Centre
- Partner Operations Centre
- Sales/Supply Chain & Support Centre

SMARTER PAYLOADS. **SAFER** OPERATIONS.

Real-time wear and condition data
direct to your tablet or dashboard.

austIQTM



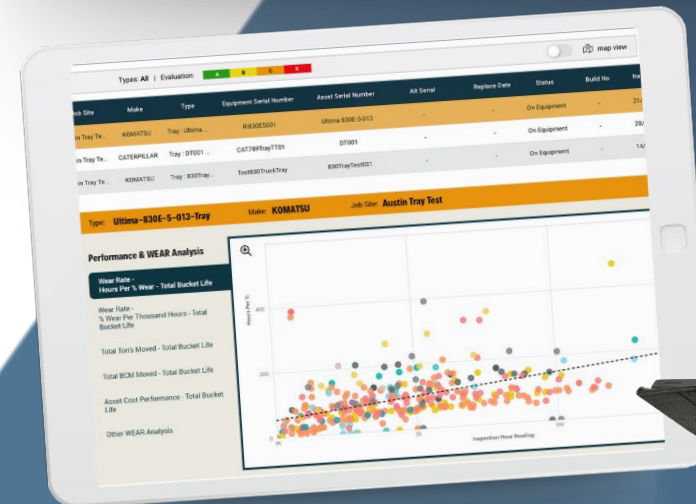
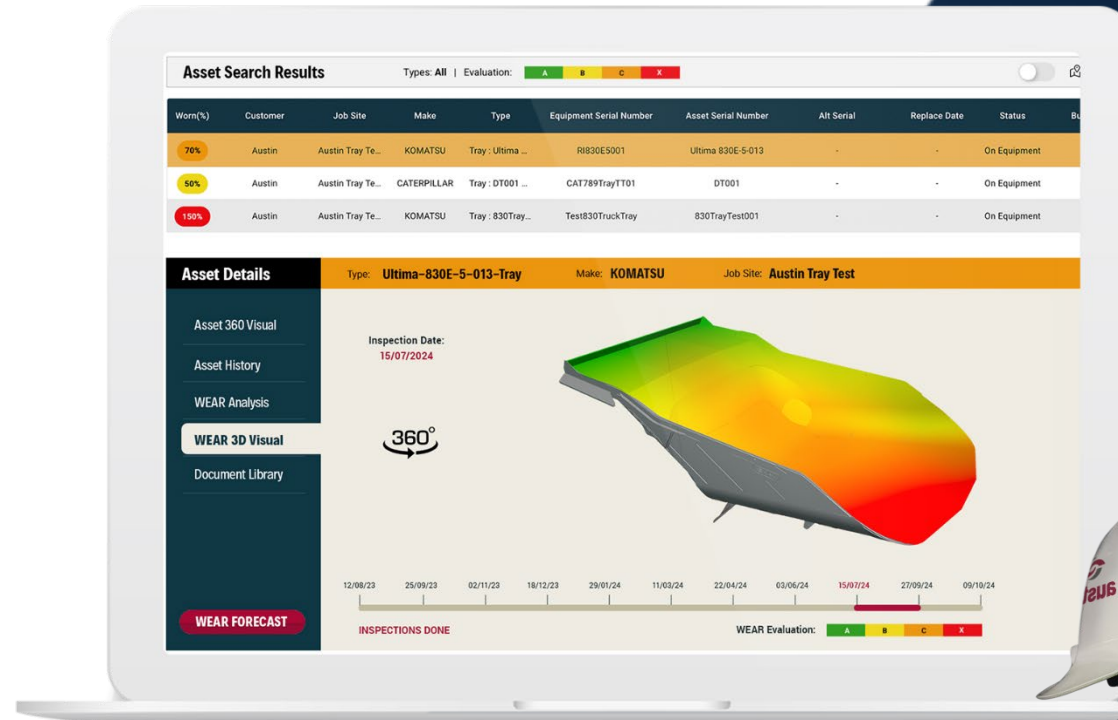
What is **austIQ**™ ?



AustIQ is a powerful application tool that enables complete through life asset management at your fingertips

- ✓ Comprehensive Fleet Management System
- ✓ Buckets, Trays and GET Management
- ✓ Undercarriage Management
- ✓ Boom and Stick management
- ✓ Application Based Inspections and Safety

This **complimentary service** includes system setup upon truck body or bucket delivery, a tablet, and on-site training for your condition monitoring team to ensure full life-cycle support.



austIQ™

The Need:

A condition monitoring eco-system for HME wearables which will allow for:

- More precise production planning and maintenance scheduling.
- Provide vital information for the asset replacement – timeline to replacement.

The Solution:

austIQ an advanced web-based platform which is a suite of tools designed to empower our customers to maximise asset performance, extend asset lifecycles and optimise operational efficiency

- **austIQ** was developed, using proprietary algorithms.
- Developed a **“nervous system”** to transform a seemingly “dumb” mass of steel into something that can provide important information.
- It gathers and processes valuable input for wear, vibration, impact G-force, cycle time and location.
- It delivers precise condition reports to aid in production, maintenance and replacement planning.



Innovative Latching - The iTrip



The Need:

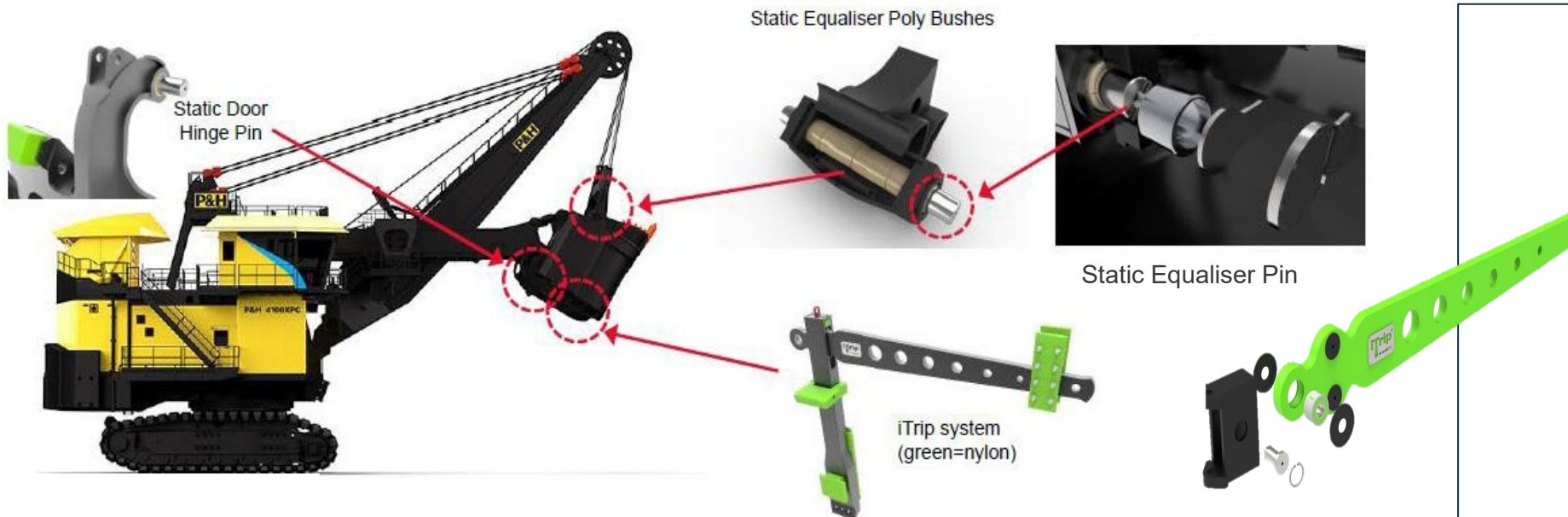
Dippers are replaced prematurely due to wear of key components

- A dipper campaign (hang time) is limited to the lifecycle of its critical components.
- Components include the **door latching system, door pins, and equaliser pin.**
- **Bush wear limits the life of these components.**

The Solution: The iTrip

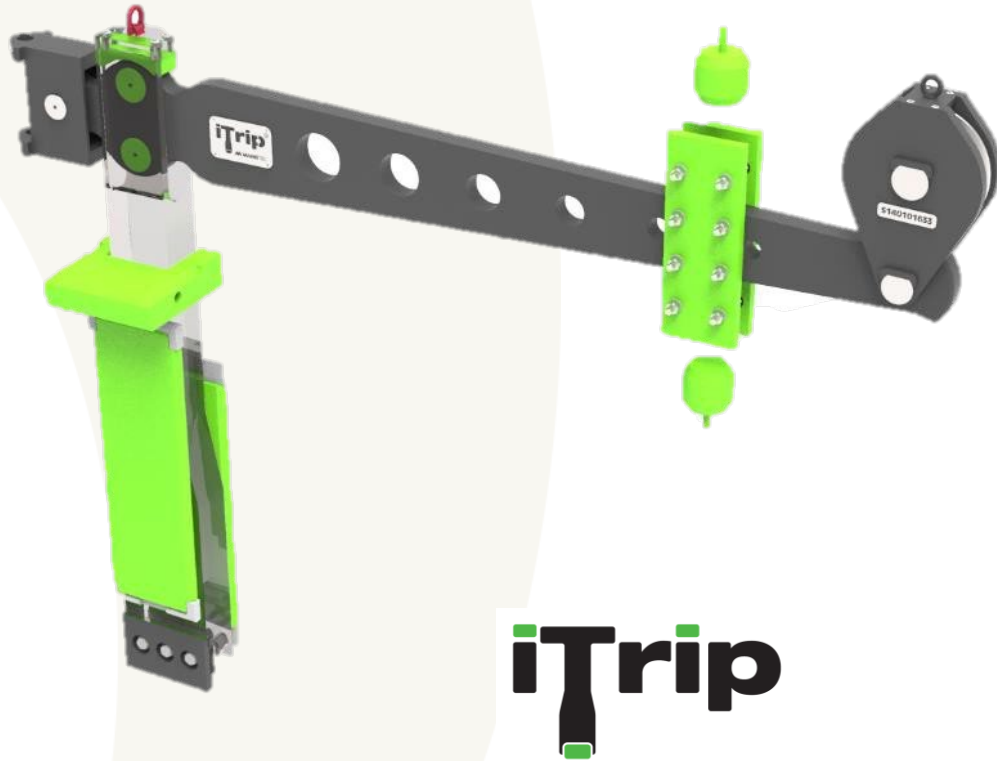
Eliminates wear of critical components.

- Fitment of the iTrip '*Equaliser and iTrip System*' to **double component life.**
- **Self-lubricating poly bushes** installed in door and equaliser.
- **Static pin installed to eliminate rotational wear.**
- **Steel components of the latch system replaced with nylon parts (iTrip).**



iTrip

Innovative Latching - The iTrip



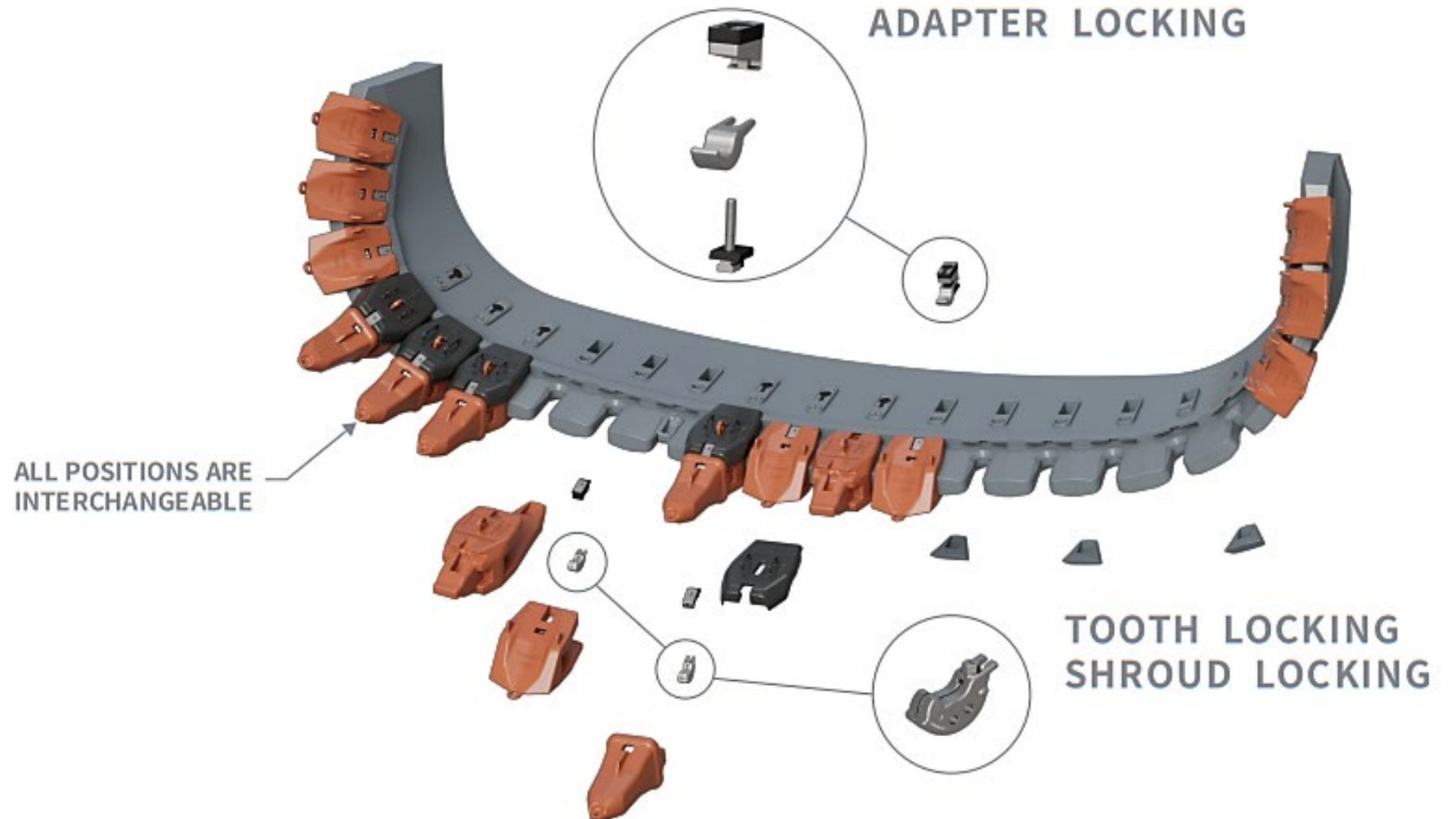
Key Benefits

- 72% reduction in maintenance hours
- Leading to increased safety
- 49% saving in maintenance component costs
- Compatible with all dipper makes

Get Smarter with GET Supply – Powered by Bierwith Forge



- ✓ Dipper Lip & Hammerless GET Solutions.
- ✓ Interchangeable tooth and shroud positions.
- ✓ Easier, faster, safer GET locking mechanism.



FY25 Results Highlights - Statutory



Strong annual revenue

Revenue

\$376.7m

Up 22% from \$308m

Operating Cashflow

\$2.6m

Compared to \$35.5m

EPS

Up 3.6%

4.29c per share

EBITDA

\$41.7m

Down 4.2%

Working Capital

\$68.5m

Up \$29.2m

Full year fully franked dividend

1.5c

Per share (FY24: 1.2c)

EBIT

\$31.8m

Down 5.5%

Return on Equity

19.7%

FY24 20.8%

Net Debt

\$12.8m

Compared to net cash
+\$9.6m at FY24

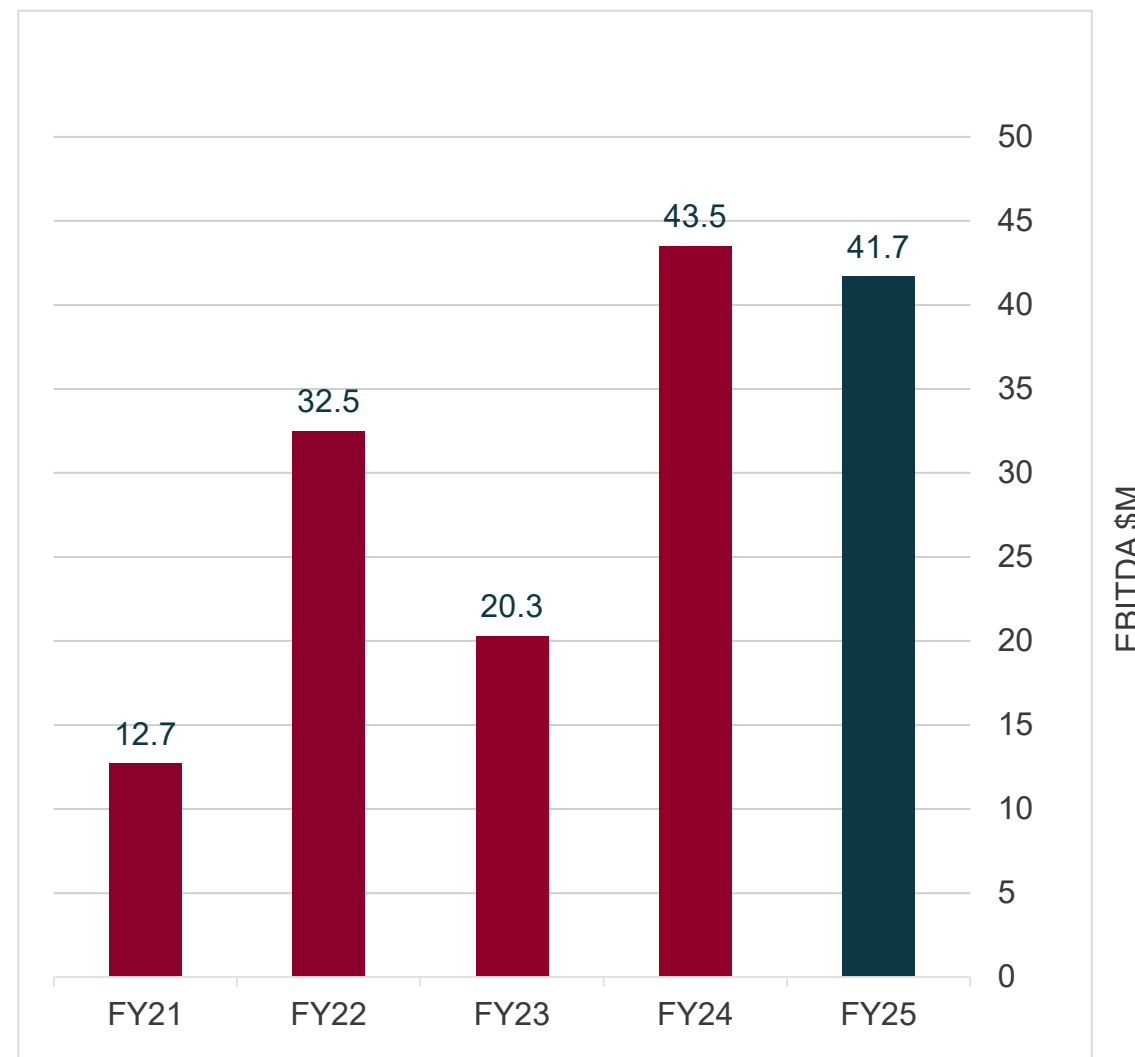
NPAT

\$26.3m

Up 8.5% from \$24.3M

*FY24 restated numbers

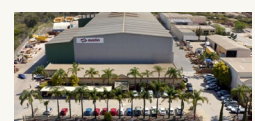
Comparisons are based on the prior corresponding
period (pcp) and continuing operations.



Our 40-year journey - business delivering globally



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



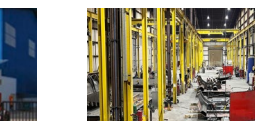
Global Operation
2017
Austin is rebranded



Mackay, Australia
2022
Mainetec joins Austin

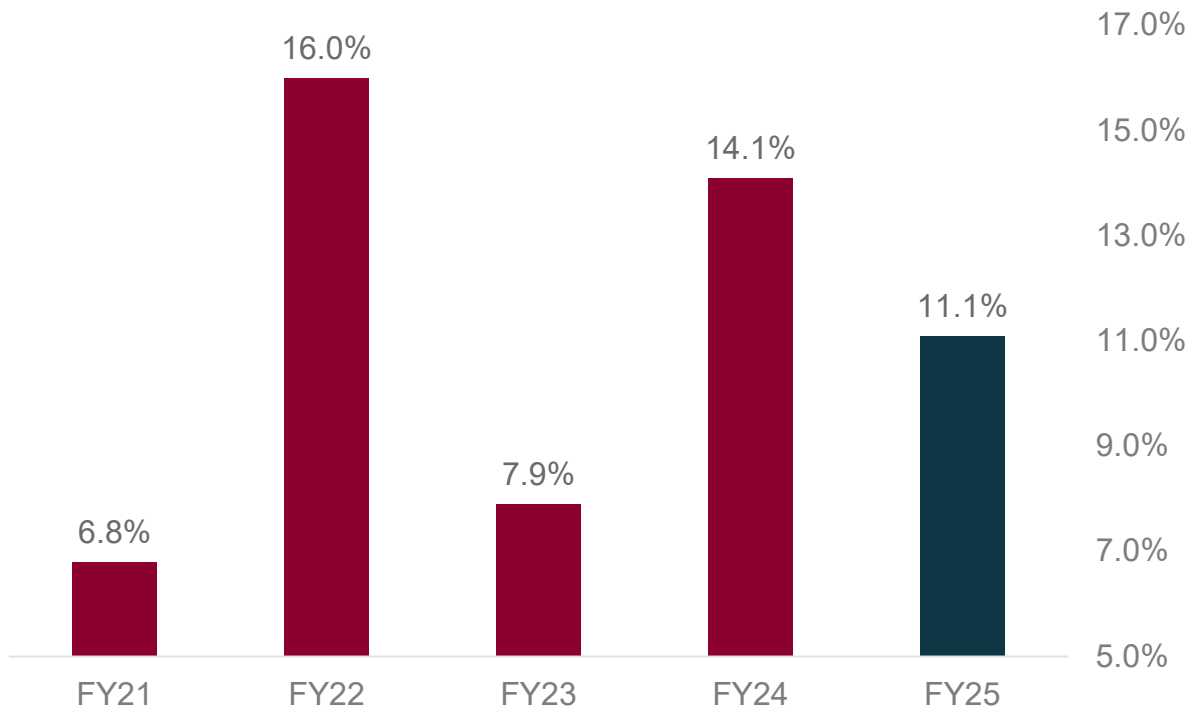


Batam and La Negra
2023
Facility expansion

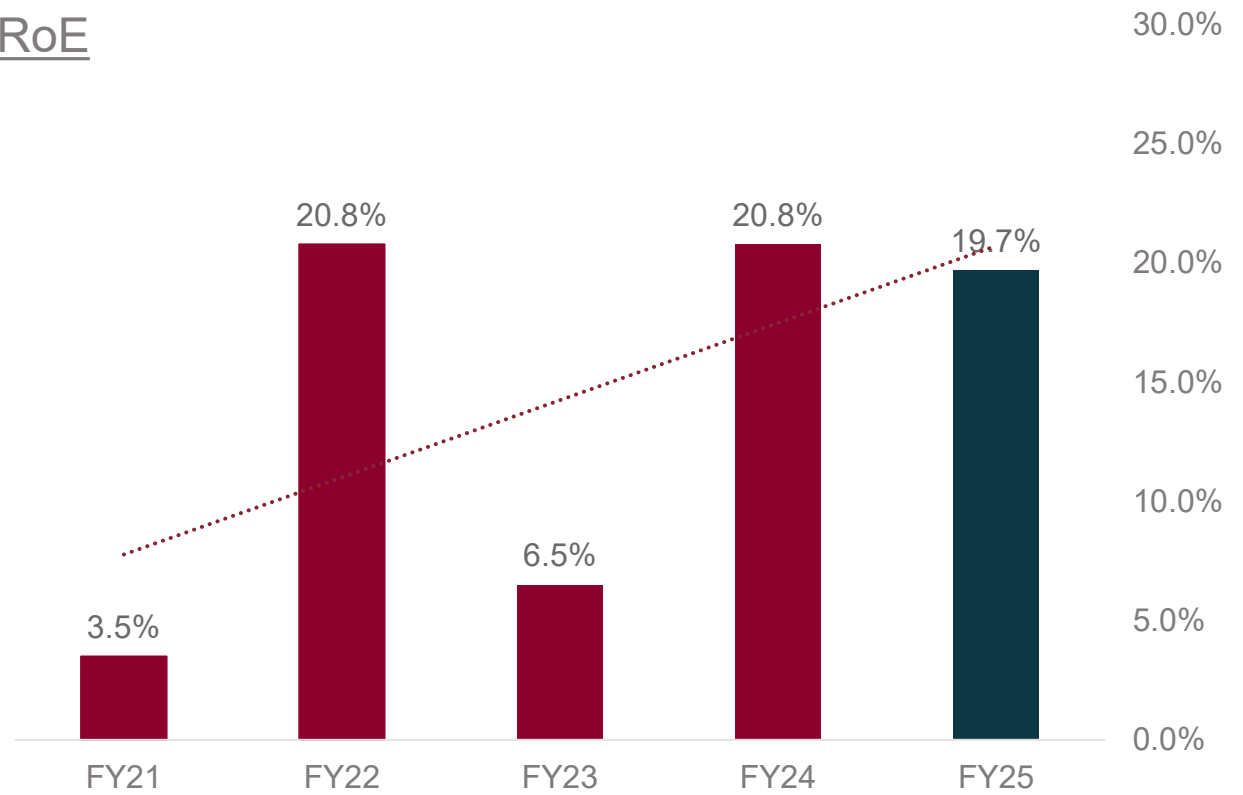


Casper, USA
2024
Additional facility

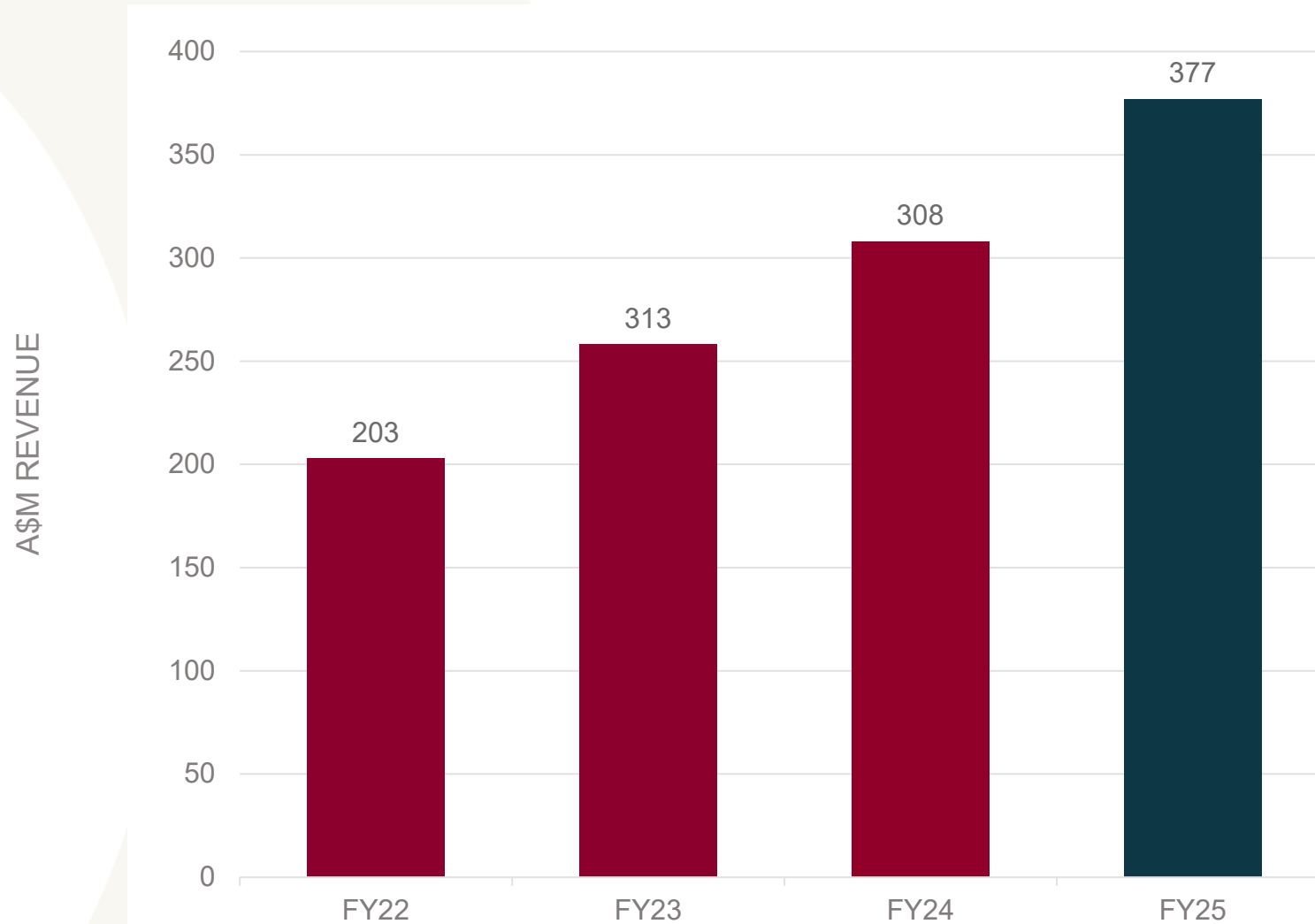
EBITDA% margins



RoE



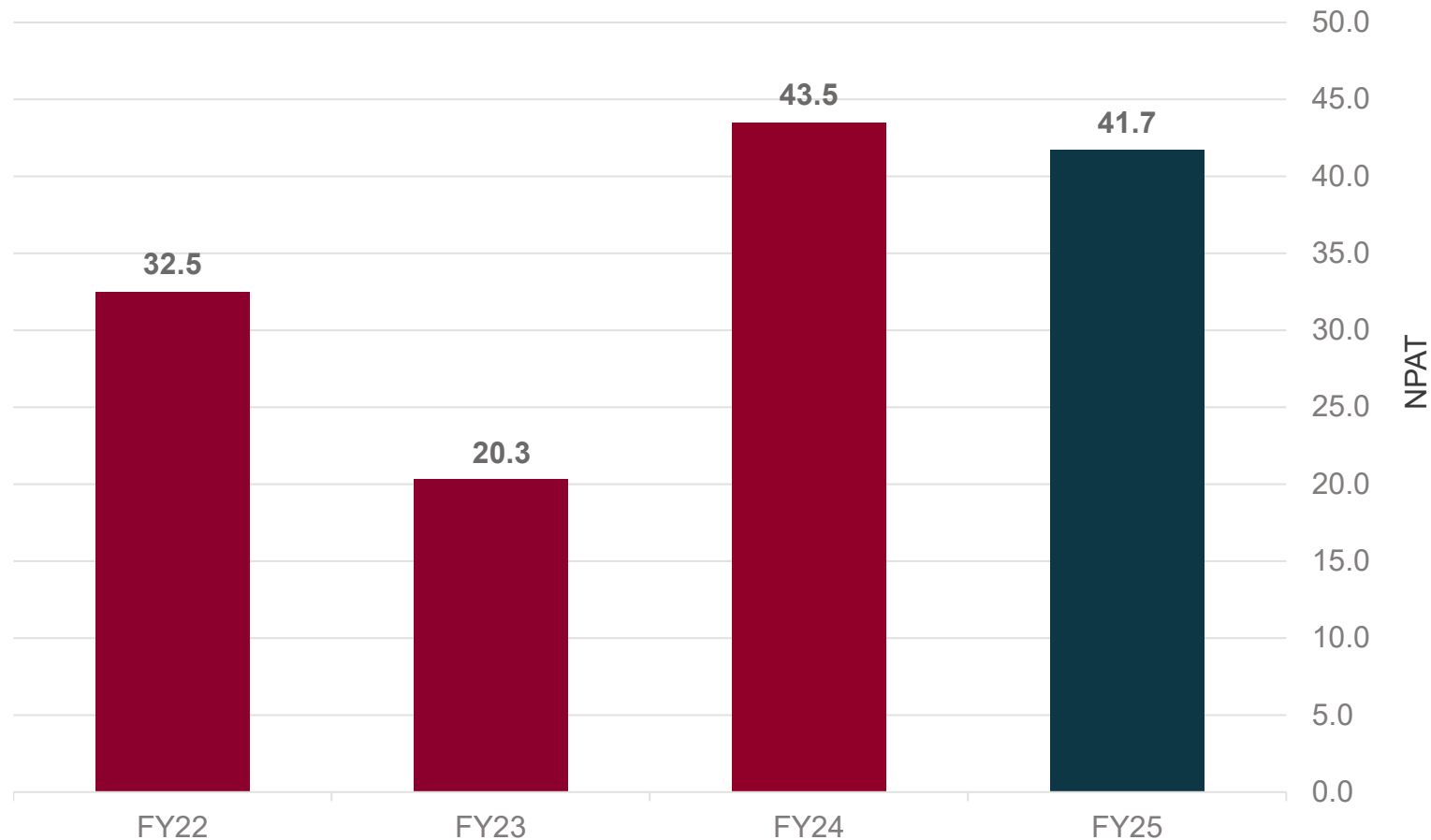
Group revenue up 22% - driven by North America



- The Group's revenue growth has been driven by North America's new facility expansion and order book that saw revenue increase by 54% to \$147 million.
- APAC revenue grew by 4% to \$173 million.
- South America revenue increased by 21% to \$56 million, due to new OEM orders and revenue correction of \$8.3 million.

* Revenue is on a continuing basis, includes misstatement adjustment for FY24 of \$(4.9m) and FY25 +8.3m .

Statutory EBITDA



- FY25 underlying EBITDA down 4.2% year-on-year
- APAC materially up on FY24, continuing to leverage Indonesia's production efficiency, improving bucket performance and AustBuy.
- North America profit improved, while margin was down by 4% due to extensive subcontractor use.
- South America profit performance was down 125% due to accelerated expansion to meet the requirements of OEM, affecting labour and steel productivity.

* EBITDA is normalised for all years and include the Chile misstatement. All on a continuing basis.

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

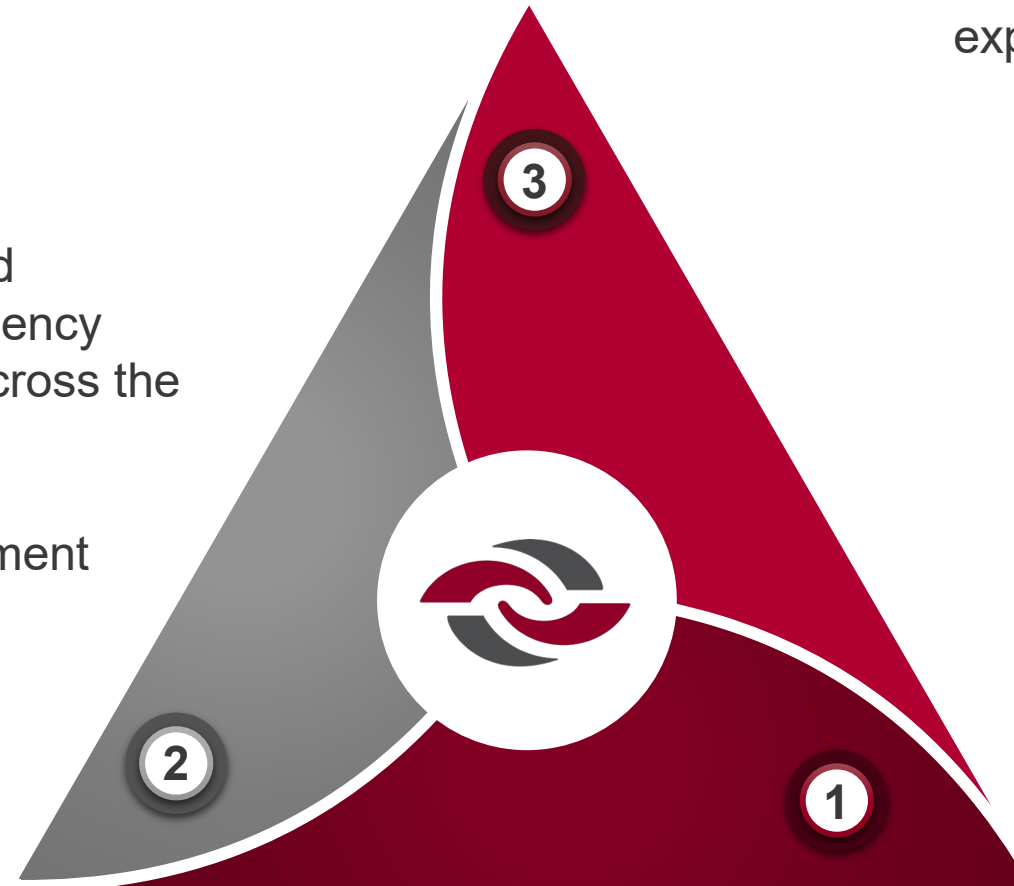


Customer Focus

- Investment in sales teams
- Marketing activity increased including more trade shows
- Customer support personnel expanded in Australia

- Focus on delivering customised products to deliver mining efficiency
- Mining bucket sales growing across the Group including for dippers
- AustIQ product launched
- Digital systems under development
- Design for manufacturing

Product Leadership



- Common operational systems being introduced across the board
- New ERP systems being deployed
- AustBuy leveraging business scale
- Implement KPI's tracked weekly

Manufacturing Leadership

Outlook & Guidance





Outlook

- **FY26 revenue of \$370m - \$380m**
- **FY26 underlying EBIT of \$30m - \$34m**

FY26 Challenges and Immediate Actions



- **Challenge** – Commercial viability issues with OEM contract impacting Chile and Indonesia.
- **Action** – Suspended further orders under contract pending improved terms.
- **Challenge** – Major Indonesian customer contract deferred to H2FY26 and softer Australian coal sector orders.
- **Action** – Aligned Indonesian workforce to match current demand levels.
- **Challenge** – Improve Chile operational and financial performance.
- **Action** – Appointed new leadership, deployed US team to implement better processes, increased oversight of team.
- **Challenge** – Excess steel consumption in Chile.
- **Action** – Improved steel management processes and controls.
- **Challenge** – Contract labour and outsourced work in North America.
- **Action** – With additional facility capacity insource work, train staff via weld school, lean manufacturing principles to reduce idle time and align experienced staff with less experienced staff in work crews.
- **Challenge** – Improve financial transparency across business.
- **Action** – Tightened reporting protocols, communications lines and implement real time KPI's.

Further FY26 Priorities



- **Safety** – focus on life saving controls, high potential incidents key leanings, field leadership and reduction in TRIFR.
- **People** – implement Lean Manufacturing education across business units, front line supervision training and staff engagement.
- **Operations** – continue the roll out of the *Austin Way*, Chile recovery plan, daily key performance management and cost controls.
- **Customers** – continue to strategically target key accounts, improve sales coverage, improve after sales / site support and geographic expansion.
- **Technology** – continue to invest in our system upgrade program and strategic customer support e.g. AustIQ.



Q & A



2025 Annual General Meeting

Thank you for attending – Please join us for tea and coffee