



# FY14 Results Presentation

August 2014

# Agenda



FY14 OVERVIEW

FINANCIAL REVIEW

OPERATIONAL REVIEW

OUTLOOK & SUMMARY

APPENDICES

# FY14 – overview



- Challenging market conditions in minerals sector continued throughout FY14
- Positive signs of improvement were evident during 4Q14
  - o Month-on-month increases in Minerals revenue from 3Q14
  - o 21% increase in the number of REFLEX rental instruments on hire from 3Q14
  - o Increasing throughput and revenue generated by REFLEX HUB
  - o Growing number of SRUs on hire, with further increases expected in early FY15
- Strong activity continued within the oil and gas sector – record divisional revenue
  - o financial performance adversely impacted by the product containment incident
- FY14 results impacted by a number of one-off balance sheet adjustments and non-recurring items – resulting in a net loss of \$3.2m
- Solid balance sheet, well positioned for FY15

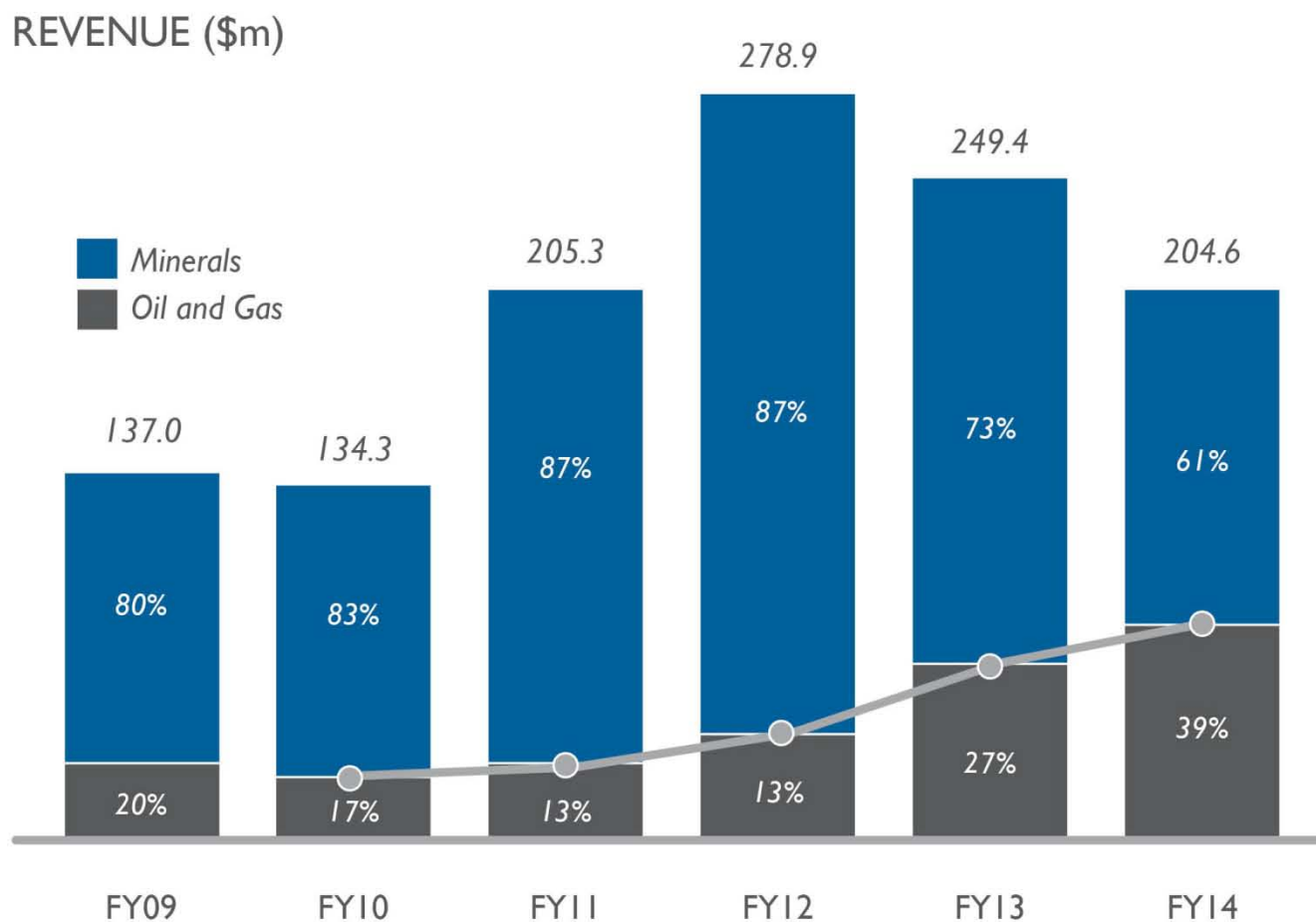
# FY14 key metrics



| (\$m)                   | FY14  | FY13  | Var.  |
|-------------------------|-------|-------|-------|
| Statutory revenue       | 183.5 | 232.8 | ↓ 21% |
| Combined revenue*       | 204.6 | 249.4 | ↓ 18% |
| EBITA                   | (2.8) | 35.2  | -     |
| EBITDA                  | 4.8   | 42.9  | ↓ 89% |
| NPAT                    | (5.3) | 19.4  | -     |
| EPS (cents)             | (2.5) | 9.2   | -     |
| Operating cash flow     | 2.9   | 39.0  | ↓ 92% |
| Gearing (ND / (ND + E)) | 18.5% | 22.3% | ↓ 17% |
| Net assets              | 176.9 | 188.4 | ↓ 6%  |
| Number of employees     | 567   | 604   | ↓ 6%  |

\* Includes 30% of VES International JV revenue

# Combined revenue \$204.6m

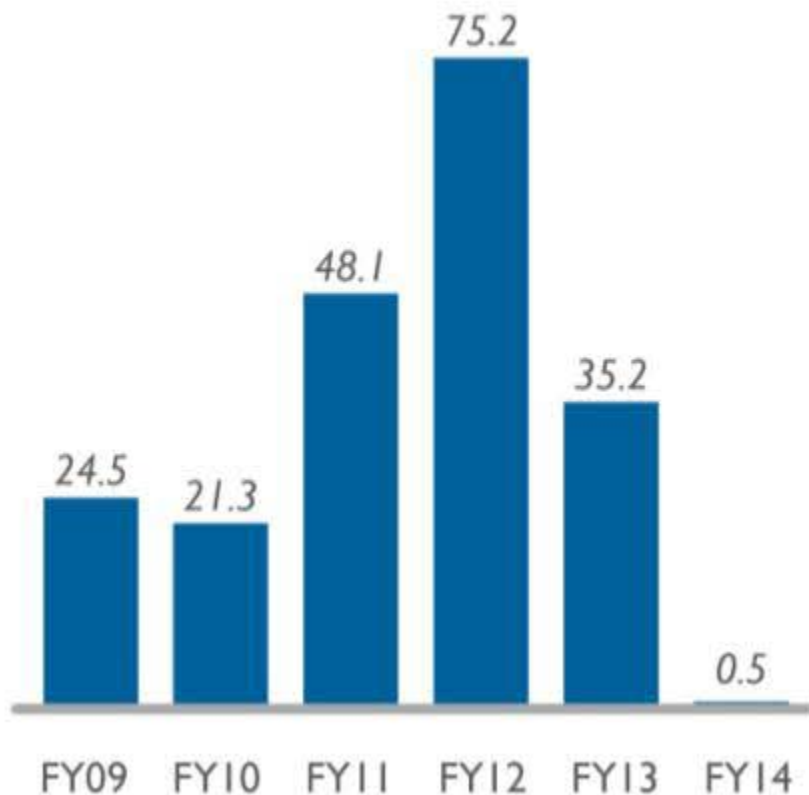


*Includes share of VES JV revenue \$21.1m (FY13: \$16.6m)*

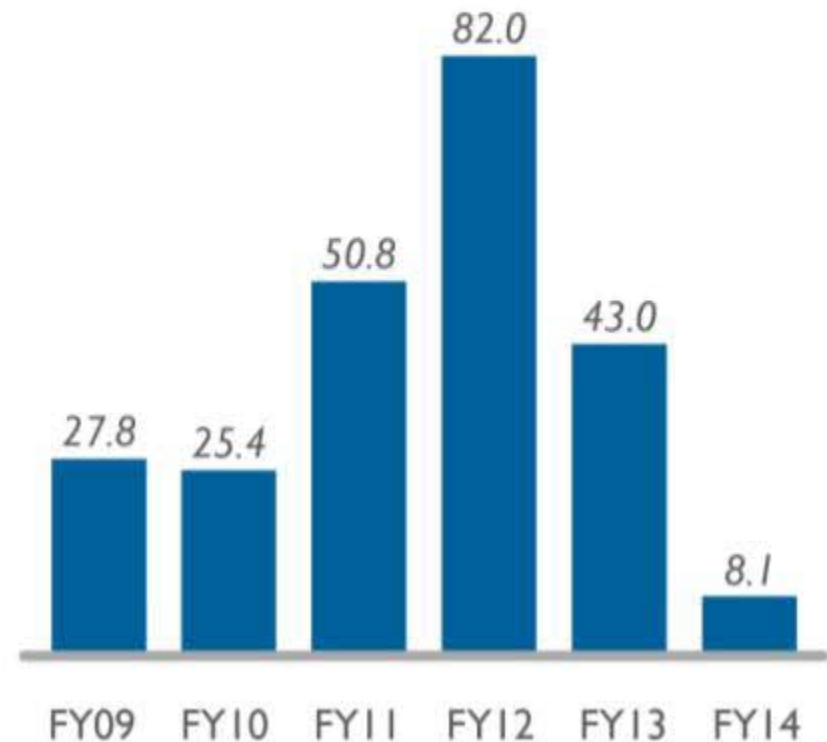
# Normalised EBITA/EBITDA



NORMALISED EBITA (\$m)



NORMALISED EBITDA (\$m)



*Includes 30% equity accounted VES International JV NPAT. Strong EBITDA margins in the JV of 37% (FY13: 31%).  
Imdex share of result impacted by amortization , depreciation and tax charges.*



## Financial Review

# FY14 EBITA segment result



| (\$m)                           | FY14<br>Including<br>One-offs | FY14<br>One-offs | FY14<br>Normalized | 1H14<br>Normalized | 2H14<br>Normalized | Total<br>Normalized |
|---------------------------------|-------------------------------|------------------|--------------------|--------------------|--------------------|---------------------|
| AMC Oil & Gas                   | (18.23)                       | (15.77)          | (2.46)             | (0.97)             | (1.49)             | (2.46)              |
| Oil & Gas R&D (Instrumentation) | (3.71)                        | (1.15)           | (2.56)             | (0.98)             | (1.58)             | (2.56)              |
| VES JV                          | 0.72                          | 0.00             | 0.72               | 0.27               | 0.44               | 0.72                |
| Oil & Gas - incl VES JV         | (21.23)                       | (16.92)          | (4.31)             | (1.68)             | (2.63)             | (4.31)              |
| Minerals                        | 1.58                          | (9.02)           | 10.60              | 7.13               | 3.48               | 10.60               |
| Corporate                       | 16.86                         | 22.69            | (5.83)             | (3.06)             | (2.77)             | (5.83)              |
| Combined EBITA                  | (2.78)                        | (3.24)           | 0.46               | 2.39               | (1.92)             | 0.46                |

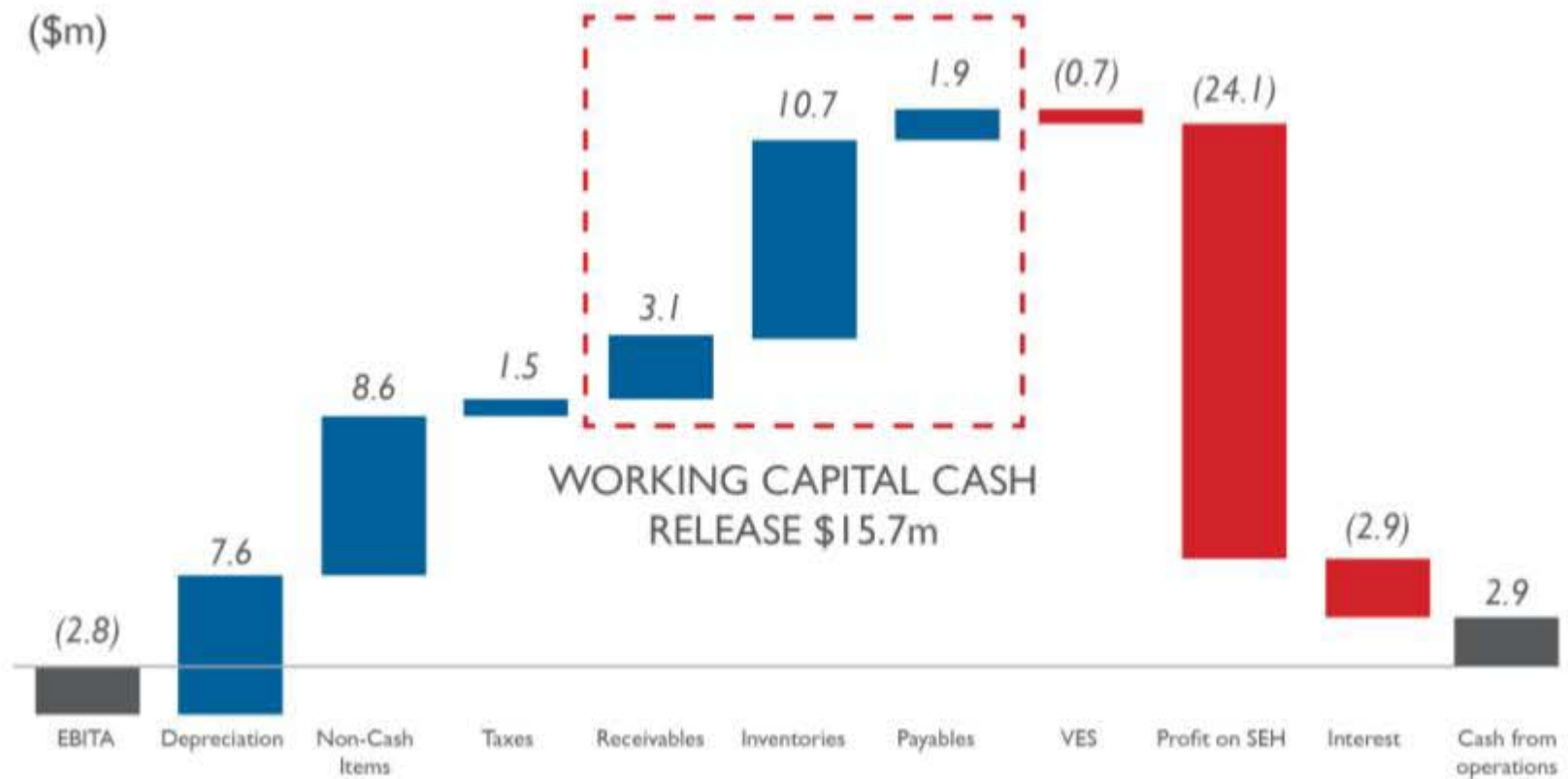
*The FY14 result includes profit on partial sale of investment in SEH (\$24.1m), one-off balance sheet adjustments (\$18.2m), together with costs and provisions relating to product containment incident (\$9.1m)*

# Balance sheet



| \$m                                           | Jun 14       | Jun 13       |
|-----------------------------------------------|--------------|--------------|
| Net Cash                                      | 10.1         | 10.0         |
| Receivables                                   | 39.8         | 45.2         |
| Inventory                                     | 42.6         | 53.4         |
| Investment in SEH                             | 14.7         | 26.5         |
| VES                                           | 26.3         | 25.6         |
| Fixed Assets                                  | 47.2         | 40.7         |
| Intangibles                                   | 62.3         | 67.4         |
| Other assets / deferred tax                   | 19.8         | 17.1         |
| <b>Total assets</b>                           | <b>262.8</b> | <b>285.9</b> |
| Payables                                      | 17.3         | 25.8         |
| Bank loans                                    | 49.7         | 63.5         |
| HP finance                                    | 0.4          | 0.5          |
| Other liabilities, provisions and current tax | 18.5         | 7.6          |
| <b>Total equity</b>                           | <b>176.9</b> | <b>188.5</b> |
| (CA - Inventory)/CL                           | 1.37         | 1.35         |
| CA/CL                                         | 2.46         | 2.49         |
| Gearing (ND / (ND + E))                       | 18.5%        | 22.3%        |

# Working capital management



- \$2.9m of cash generated from \$2.8m of EBITA loss
- Working capital release due to improvements in stock and debtor levels

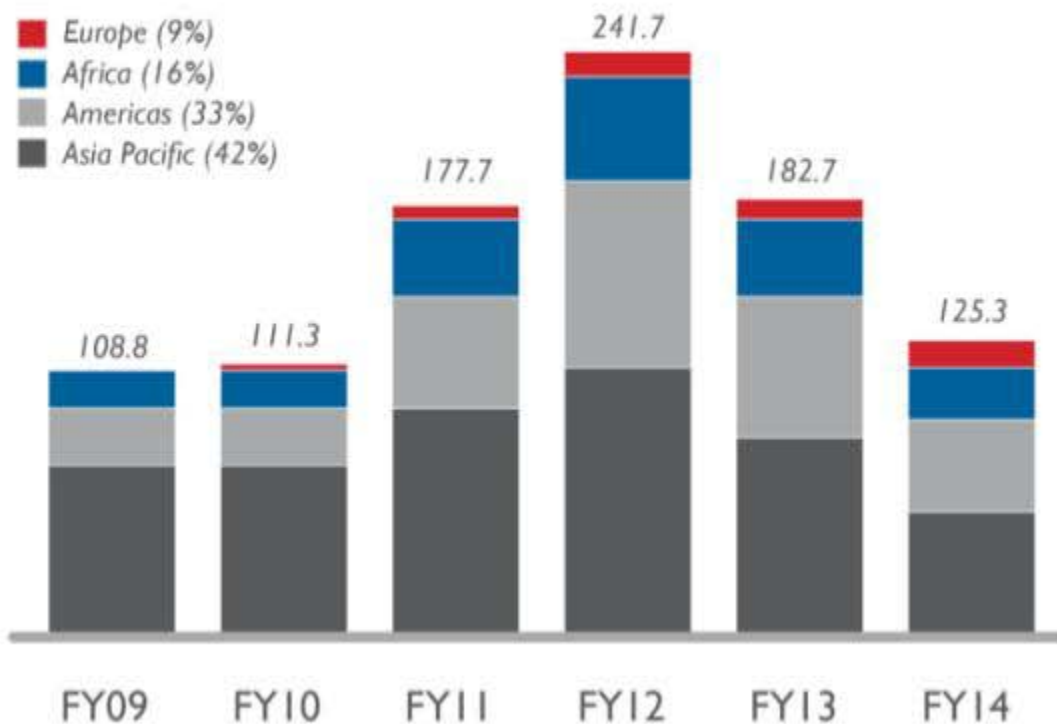


## Operational Review – Minerals Division

# Minerals Division



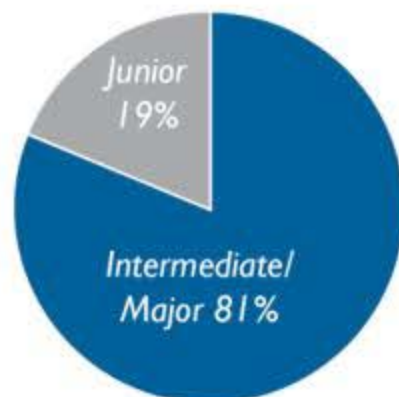
## REVENUE (\$m)



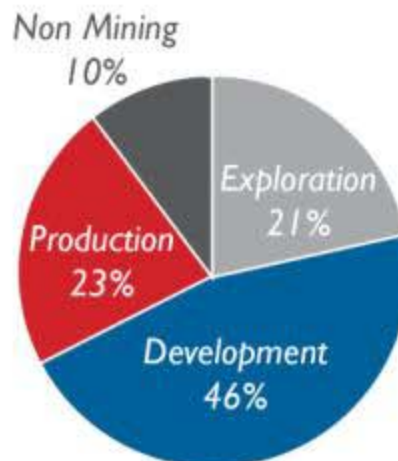
# Revenue base - Minerals



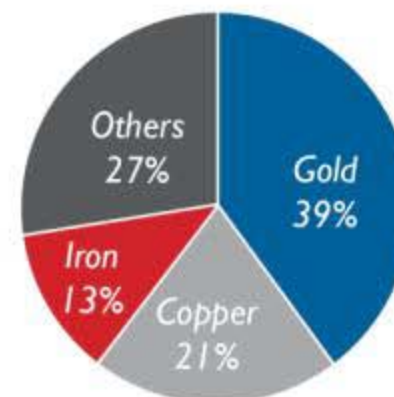
CUSTOMER



PROJECT PHASE



COMMODITY



~60% from gold and copper

~70% from development and production with growing proportion from non mining

~81% from major and intermediate customers

**Customer Type** defined as annual revenue::

Major – Greater than US\$500m

Intermediate – Greater than US\$50m

Junior – Less than US\$50m

**Drilling Phase** defined as follows:

Exploration - Pre-inferred resource/greenfields

Development - Post-inferred resource moving towards indicated and measured resource

Production - In-Pit / Underground drilling , mine life extension drilling programmes, resource delineation drilling, grade control, dewatering, etc.

Non-Mining - Drilling in the Construction/Civil Industry, Non-Mining Waterwell and Non-Mining HDD.

# Minerals Division highlights



- Continued product development during the cycle
- Expansion of customer base, together with greater exposure to resource companies and the production phase of the mining cycle
- Increased exposure and capabilities within non mining applications, including HDD and waterwell markets
- Development of underground and heli-portable SRUs and positive customer feedback from field trials
- Increased throughput and continuing positive feedback with the marketing of REFLEX HUB

# Unique sumless technology



INCREASING NUMBER OF SRUs  
ON HIRE

## KEY DRIVERS:

- Increasing environmental regulations & awareness
- Reducing cost of operations
- Increasing drilling efficiency
- Increasing focus on safety of personnel
- Exploration at remote, challenging or sensitive sites
- Reduced water consumption



Traditional drilling fluid sumps



No sumps – closed loop system

AMEC  
ENVIRONMENT  
AWARD WINNER

July 2014



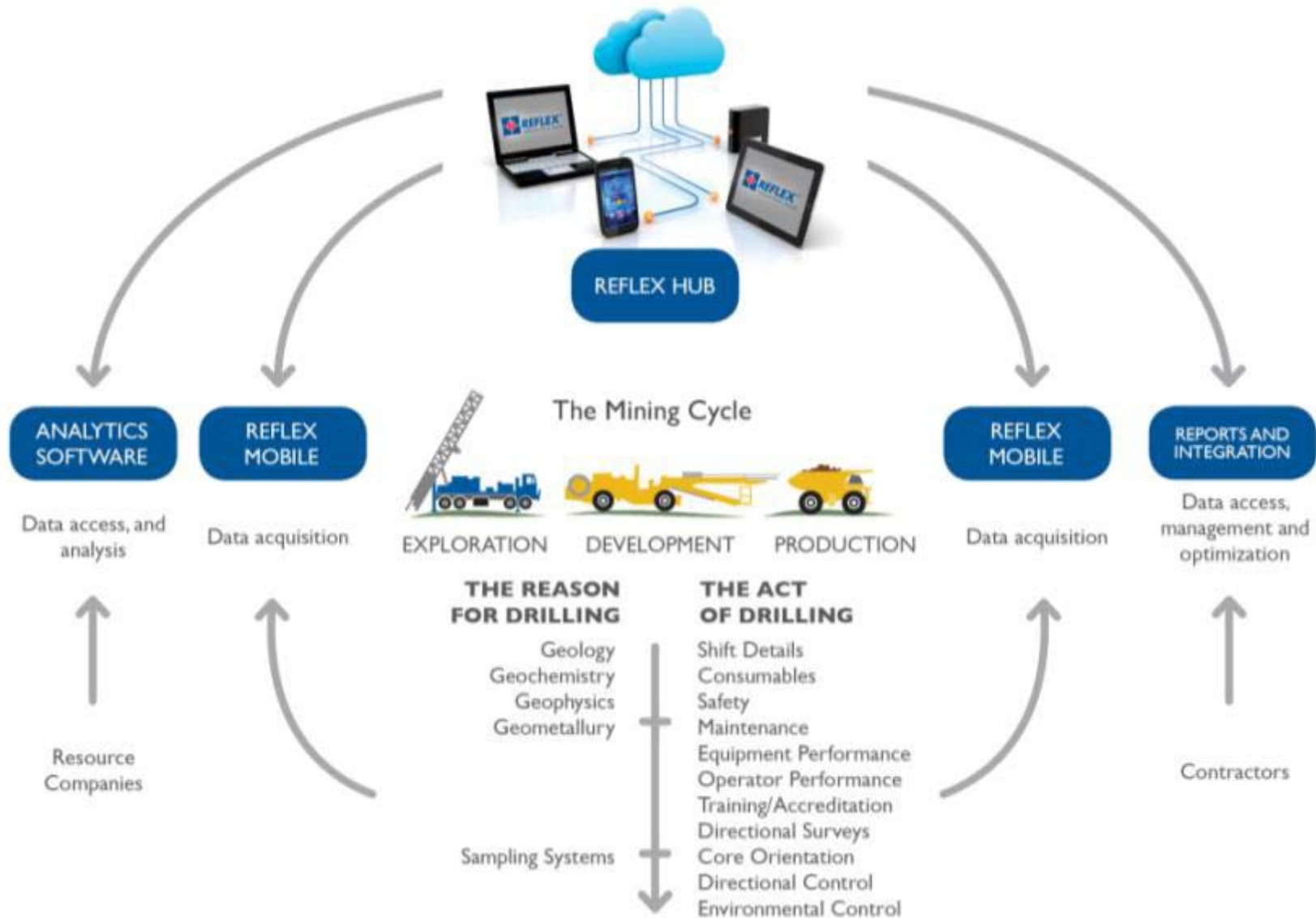
CUSTOMERS ARE EMBRACING ENVIRONMENTAL & ECONOMIC BENEFITS



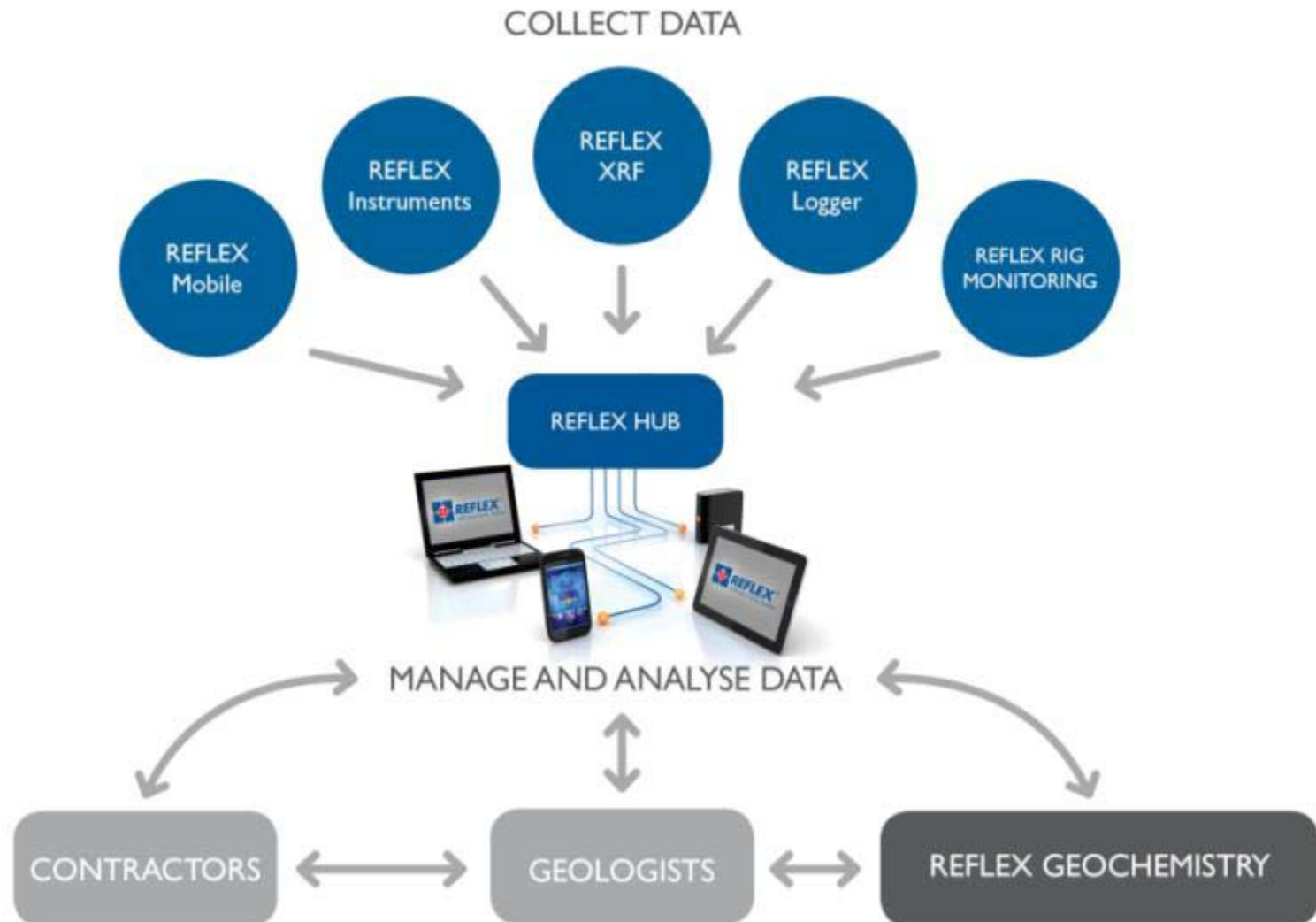
RioTinto



# The REFLEX HUB



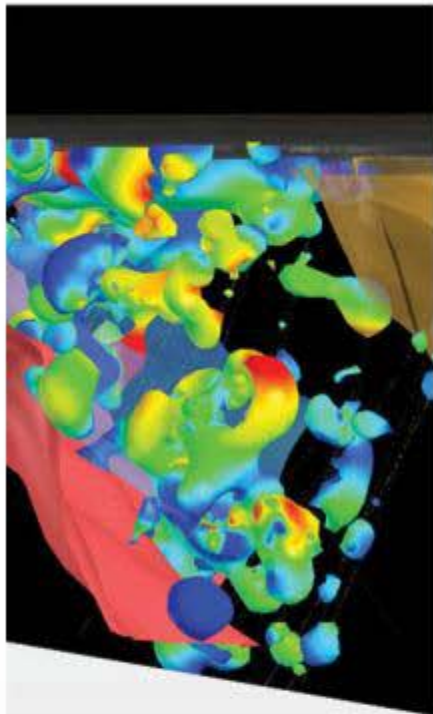
# Seamless & integrated



# REFLEX HUB customers positive



# The REFLEX competitive advantage



Multi-disciplinary  
skill set



Market penetration –  
diverse markets and  
customer base



Established global  
presence

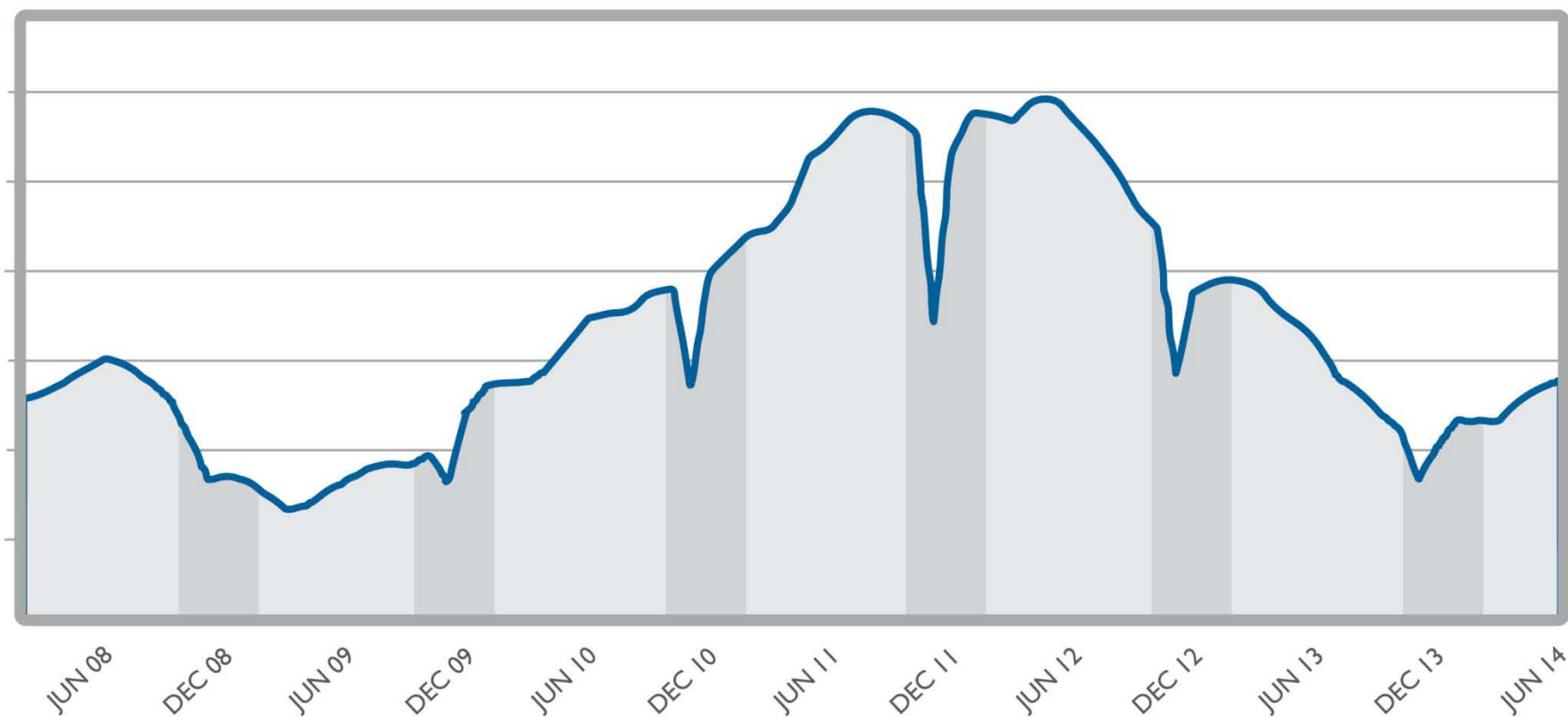


Leading technology  
developed within total  
industry context

# REFLEX Barometer



## NUMBER OF INSTRUMENTS ON RENT



- Monthly reductions from July 12 peak to December 13 reflecting cyclical slowdown
- Up month-on-month for last 3 months, reflecting bottom of cycle
- The typical seasonal shut down is throughout December and January

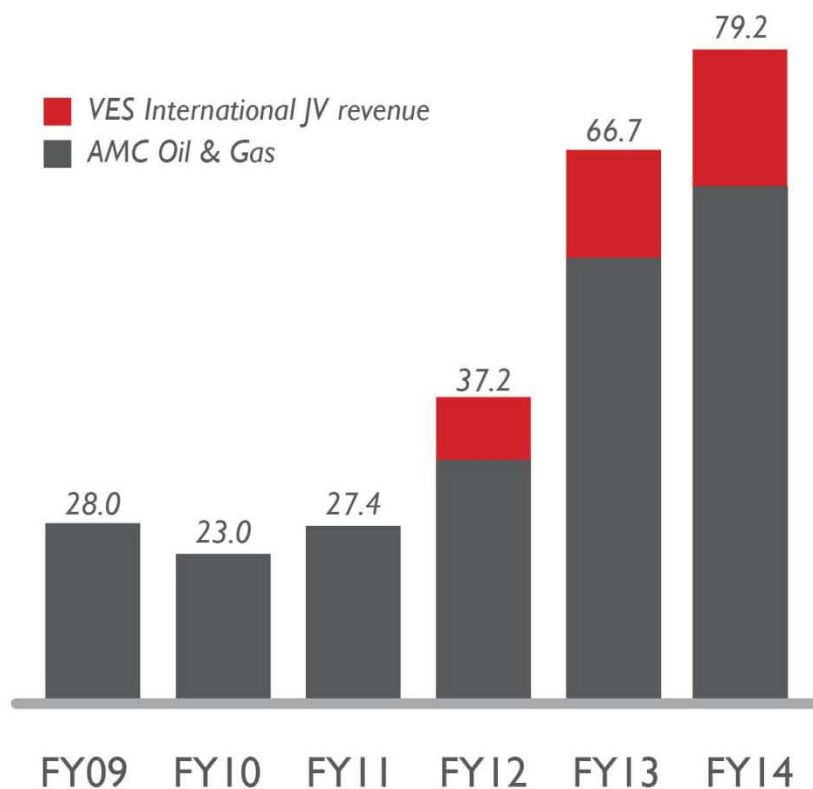


## Operational Review – Oil & Gas Division

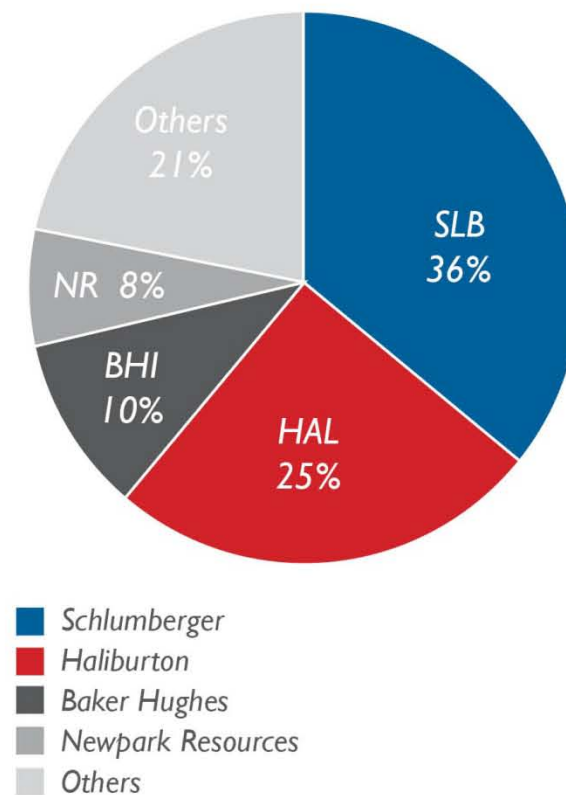
# Oil & Gas Division



COMBINED REVENUE (\$m)



MARKET SHARE



Source: Spears & Associates Oilfield Report (October 2013)

# Oil & Gas Division highlights



- New CEO of AMC Oil & Gas appointed
- Record revenue levels for Oil & Gas, reflecting ongoing investment in the development of the Division – 39% of combined revenue
- Further investment in equipment, working capital and talented personnel to support ongoing growth
- Continuing strong revenue and EBITDA performance by the VES joint venture
- Imdex Technology successfully relocated from Germany to California in the USA
- Investment in InFlex (previously known as the Target INS) resulting in the most accurate and fastest downhole survey instrument in the oil & gas industry

# VES JV



| (\$m) unaudited                   |     | FY14        | FY13         |
|-----------------------------------|-----|-------------|--------------|
| <b>Revenue (100%)</b>             | USD | <b>63.7</b> | <b>56.9</b>  |
| <b>EBITDA (100%)</b>              | USD | <b>23.5</b> | <b>17.8</b>  |
| Depreciation (100%)               | USD | (7.6)       | (6.1)        |
| <b>EBITA (100%)</b>               | USD | <b>15.9</b> | <b>11.7</b>  |
| Interest (100%)                   | USD | (0.9)       | (0.7)        |
| Amortisation (100%)               | USD | (7.8)       | (10.9)       |
| Tax (100%)                        | USD | (5.9)       | (7.0)        |
| <b>NPAT (100%)</b>                | USD | <b>1.3</b>  | <b>(6.9)</b> |
| Imdex 30% share                   | USD | 0.4         | (2.1)        |
| Imdex 30% share                   | AUD | 0.4         | (2.0)        |
| Other *                           | AUD | 0.3         | 3.3          |
| <b>Share of associate profits</b> | AUD | <b>0.7</b>  | <b>1.3</b>   |

\*FY13 includes \$3.0 million profit on dilution

Acquisition accounting finalised in FY13 with additional \$3.3m non-cash amortisation and \$1.5m tax charge

# VES joint venture



30% investment in VES joint venture



Strong performance in FY14,  
ongoing organic growth  
FY15 and beyond



Continued development of Inflex  
technology – formerly Target INS

# Robust oil and gas market



AMC Recycling Unit AMC 1500-R



AMC De-watering System

Focused on Europe, Middle East, East Africa & Asia Pacific

Strong markets - oil & gas, geothermal & civil industries

Drilling fluids market forecast to grow >20% to US\$13.5 billion\*

Solids control & waste management market forecast to grow >15% to US\$4.3 billion\*

\* Spears & Associates Oilfield Report (October 2013)



## Outlook & Summary

# FY14 operational summary



- Development during minerals cycle maintained product leadership and competitive advantage
- Positive signs of improvement evident during 4Q14
- Diversified customer base and revenue generated by new technologies
- Increasing number of SRUs on hire
- Blue chip companies investing in REFLEX technologies for the long-term
  - o Monthly annuity revenue stream being developed
- Increasing exposure and capabilities within non-mining applications
- Substantial opportunities for long-term growth in oil and gas sector
- Strong operational leadership to drive growth profile in FY15 and beyond

# FY15 – the outlook is positive



- Evidence of increasing activity and growing optimism for Minerals Division
- Increased interest in new technologies, provides an attractive platform for further revenue growth through FY15 and beyond
- Alignment with customers focused on maximising efficiency and productivity.
- Activity within the energy sector remains robust and continues to offer substantial year-on-year growth opportunities for Oil & Gas Division
- Market for drilling fluids and associated equipment globally is approximately US\$18 billion and growing
- Strongly positioned to capitalise on a number of opportunities within core markets; forecasting improved results for FY15

# FY15 – key areas of focus



- Investing in Imdex's oil and gas business to accelerate growth
- Marketing new technologies to new and existing customers globally
- Increasing annuity revenue streams via REFLEX HUB
- Supporting customers to increase the productivity and efficiency of their operations
- Increasing exposure and capabilities within non mining applications, including HDD and waterwell markets
- Leveraging Imdex's specialist expertise and product development capabilities
- Increasing market share in previously under-penetrated regions
- Strong cost discipline and prudent working capital management
- Identification of select strategic market opportunities and acquisitions, i.e. \$3m equity acquisition of 2iC Australia Pty Ltd (2iC) currently in progress

# The growth phase

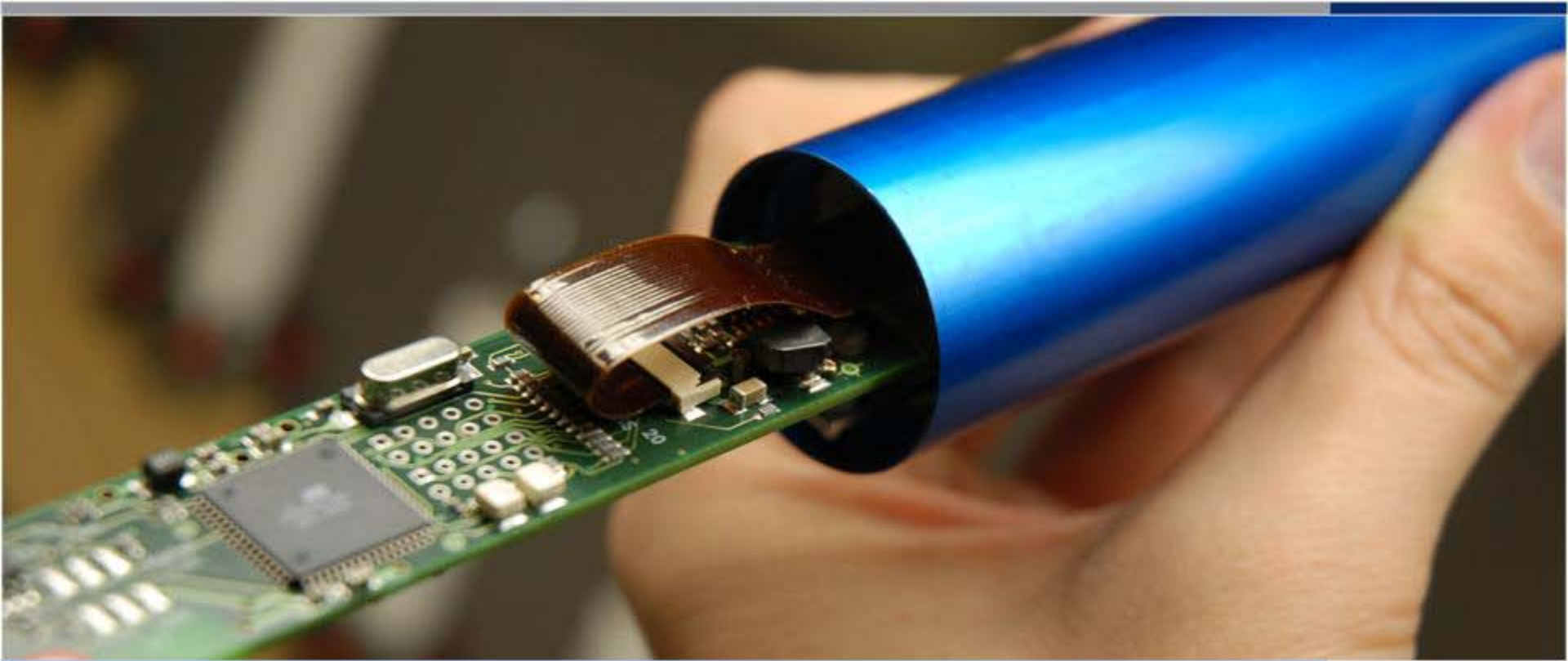


Significant investment in new technologies and personnel

*Minerals and Oil & Gas Services*



*Strategic introduction of* **NEW TECHNOLOGIES**  
*to customers enabling them to* **LOWER COSTS**  
*and* **INCREASE EFFICIENCIES**



## Appendix

# Business overview



## REFLEX INSTRUMENTS

REFLEX's range includes downhole survey and core orientation instrumentation, together with data collection and management software, which enable the seamless integration of field operational data – readily accessed from any location.

The company's technologies are acknowledged for their reliability, ease of use and accuracy. REFLEX customers know more, get information faster and mine smarter.

Complementing these advanced technologies is REFLEX's unrivalled expertise in the analysis and interpretation of geo-scientific data.



## AMC MINERALS

AMC Minerals manufactures and supplies quality drilling fluids, chemicals and equipment to customers within the mining, water-well, HDD, civil and tunnelling industries worldwide.

The company provides customer-specific solutions and on-site support to optimise the efficiency of operations – it has the flexibility to respond and adapt quickly to the needs of all customers.

Customers trust AMC as a partner for unrivalled support, quality products and environmental solutions.



## AMC OIL & GAS

AMC Oil & Gas manufactures and supplies quality drilling fluids, products and completion chemicals, and equipment to customers within the conventional and unconventional oil and gas markets worldwide.

The company provides customer-specific solutions and on-site support to optimise the efficiency of operations. AMC has the flexibility to respond and adapt quickly to the needs of all customers – from small operations to the largest drilling programs.

# Minerals growth opportunities FY15



| MARKET PENETRATION                                                                               | MARKET DEVELOPMENT                                                     | NEW PRODUCT DEVELOPMENT                                                                                     | DIVERSIFICATION                                               |
|--------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------|
| Ongoing development of existing range of AMC drilling fluids / equipment and REFLEX technologies | AMC fluids & REFLEX technologies – HDD & civil construction industries | Solids removal equipment – surface, underground & heli-portable – significant opportunities in the Americas | New REFLEX technologies – HDD & civil construction industries |
| Transitioned from regional to brand structure to increase customer focus                         | AMC fluids & REFLEX technologies – underpenetrated regions             | New REFLEX technologies – REFLEX TN14 Gyrocompass, XRF, Connect, EZ-Gyro & REFLEX Rig Monitoring            | New REFLEX HUB suite of products – resource companies         |
| Strengthened operational leadership                                                              |                                                                        | New REFLEX HUB suite of products                                                                            |                                                               |
|                                                                                                  |                                                                        | In-field geoanalysis (DET – CRC)                                                                            |                                                               |

# SRUs – what are the benefits?



*Heli-portable SRU - Flinders Ranges, South Australia*



*Surface SRU - South Africa*

## KEY BENEFITS:

- Supplex technology – ground sumps are eliminated
- Minimal drilling footprint
- Lower site set up & remediation costs
- Access to environmentally sensitive sites
- Reduced water consumption
- Efficient solids removal
- Optimal mud conditions
- Ability to drill at inaccessible or confined sites
- Lower mud costs
- Less wear & tear to drilling components
- Efficient cuttings management & lower disposal costs
- Lower safety & contamination risk

# SRUs – quantifying the benefits



\$20,700 SAVINGS PER RIG PER MONTH  
SRU, Pilbara, Western Australia



WATER COSTS REDUCED BY 90%  
UG-SRU, Wallaby, Western Australia



DRILLING FOOTPRINT REDUCED BY 70%  
HP-SRU, Flinders Ranges, South Australia



MUD WASTE CARTAGE COSTS REDUCED BY 96%  
SRU, Morobe, Papua New Guinea

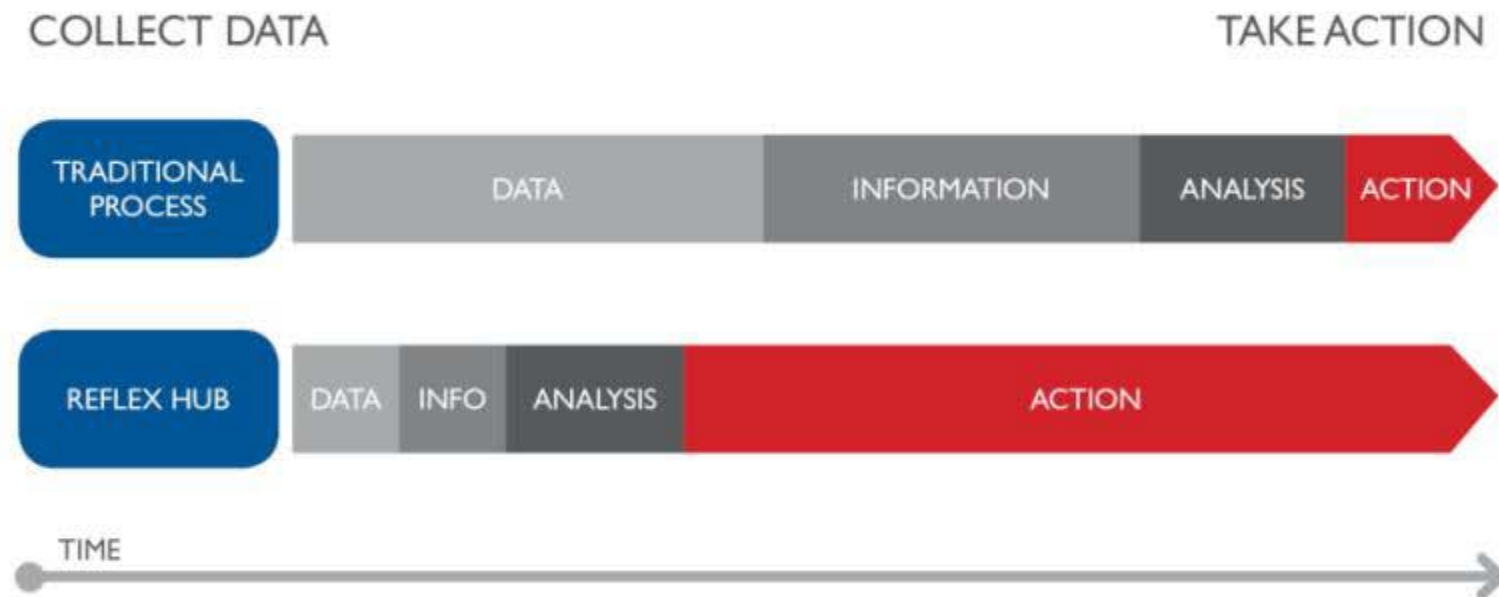


WATER USAGE REDUCED BY 75%  
SRU, Nevada, USA



ENABLED SITE ACCESS  
SRU, Private Farmland, Western Australia

# REFLEX HUB increasing efficiencies



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