



2022 Full Year Results Presentation

PAUL HOUSE, CEO
PAUL EVANS, CFO

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**IMDEX is a leading
global mining-tech company.**

**We enable clients to find,
define and mine orebodies
with precision and at speed.**

Presentation Overview

FY22 HIGHLIGHTS AND PERFORMANCE

INDUSTRY AND MARKET UPDATE

GROWTH OPPORTUNITIES

FY23 FOCUS AREAS OUTLOOK

APPENDICES

FY22 Highlights and Performance



Photo by David Flores
IMDEX Country Manager – Argentina



FY22 Financial Highlights

① **29%**

RECORD REVENUE

Up 26.5% on a constant currency basis

Strong demand in all regions

(FY22 \$341.8m v FY21 \$264.4m)

① **39%**

RECORD EBITDA

Up 33.8% on a constant currency basis

Strong leverage of our global network

(FY22 \$104.9m v FY21 \$75.5m)

① **41%**

NPAT

Effective tax rate 28.5%

(FY22 \$44.7m v FY21 \$31.7m)

31%

EBITDA MARGIN

Third consecutive year of EBITDA margin expansion

(FY22 30.7% v FY21 28.5%)

\$24m

NET CASH

Includes funding MinePortal acquisition and Datarock investment

(FY22 \$24.2m v FY21 \$47.4m)

3.4CPS

FULL YEAR DIVIDEND

Final 1.9 cps, interim 1.5 cps
30% NPAT payout ratio

(FY22 3.4 cps v FY21 2.4 cps)

FY22 Operational Highlights



0.77

**LTIFR
IMPROVED FROM 1.85**

Improved safety engagement as a leading indicator



15%*

**IMPROVED EMPLOYEE
ENGAGEMENT**

Enhanced employee value proposition



11.9

**SUSTAINALYTICS LOW
RISK ESG RATING**

Released first Sustainability Report in September 2021



27%

**ROCK KNOWLEDGE
SENSORS ON HIRE**

IMDEX HUB-IQ™ connected revenue up 58%

SUPPLY CHAIN IMPROVEMENTS

- Mitigated risks for drilling optimisation fluids and high-tech sensor components
- Inventory volumes peaked 3Q22 and started to ease in 4Q22
- Production of gyro-related technologies in FY22 exceeded FY21

R&D PRODUCT OUTPUTS

- Released IMDEX OMNI™ sensor and next generation IQ-LOGGER™
- Released next generation fully-automated aiSIRIS software
- Delivered premium IMDEX HUB-IQ™ chargeable SaaS module for Quality Assurance
- Progressed BLAST DOG™ to commercial prototype phase and secured first commercial contract

SOLUTIONS SELLING SUCCESS

- 44% of top 250 clients with >3 products, up from 33%
- Increasing demand for IMDEX solution selling in the Americas

STRATEGIC INVESTMENTS

- Acquired MINEPORTAL™ 3D visualisation software to accelerate growth within mining production
- Investment in Datarock to expand rock knowledge capabilities through image analysis and AI

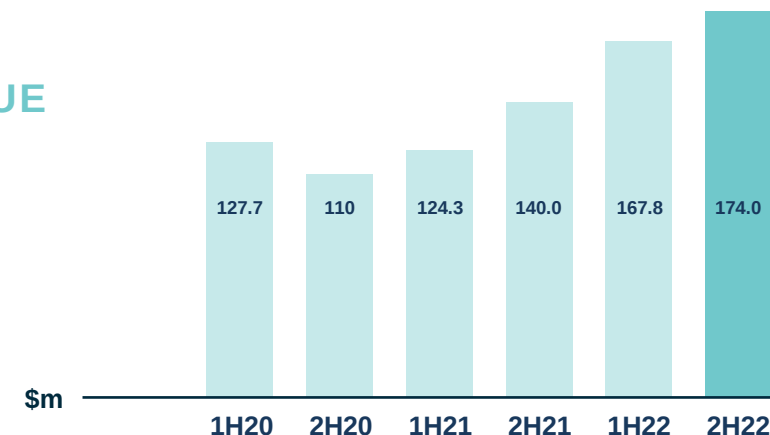
FY22 FINANCIAL PERFORMANCE

Key Metrics

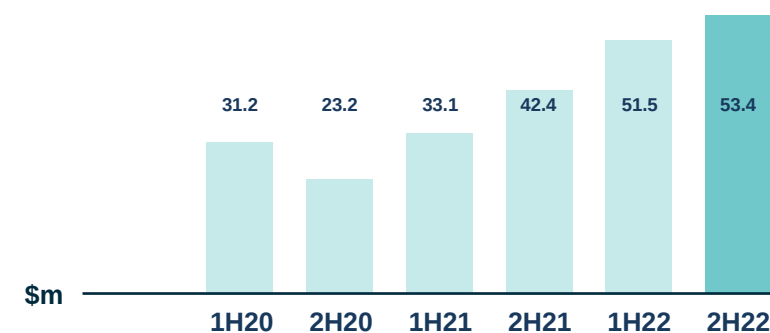
\$m (unless indicated otherwise)	FY22	FY21	VAR%
Revenue	341.8	264.4	29.3
EBITDA ¹	104.9	75.5	38.9
EBITDA ¹ Margin %	30.7	28.5	7.7
NPBT	62.6	44.5	40.7
NPAT	44.7	31.7	41.0
EPS (cents)	11.3	8.0	41.3
Pre-Tax Operating Cash Flow ²	69.0	64.0	7.8
Pre-Tax Operating Cash Flow Per Share (cents)	17.4	16.1	8.1
Net Assets (at 30 June)	297.2	253.1	17.4
Net Cash ³ (at 30 June)	24.2	47.4	-48.9
ROE (%)	16.2	13.3	21.8
ROCE (%)	19.3	15.5	24.5
Full Year Fully Franked Dividend (cents)	3.4	2.4 ⁴	41.7
Full Time Employees (at 30 June)	622	521	19.4

1. Stated before a net expense of \$2.9m, being an impairment loss on COREVIBE IP, inventory and associated fixed assets of \$14.1m offset by the related \$11.2m estimated deferred consideration no longer payable (FY21 - \$2.9m gain on deferred consideration fair value adjustment for Flexidrill and AusSpec).
2. The pre-tax operating cash flow to EBITDA conversion rate was lower than the pcg due to allowances made for longer supply chain lead times. Outside of this, the working capital investment was in line with historical levels. Net cash further reduced due to the acquisition of MinePortal and the 30% investment into Datarock
3. Cash less external borrowings (excluding lease liabilities)
4. Excluding a special dividend of 0.4 cents per share

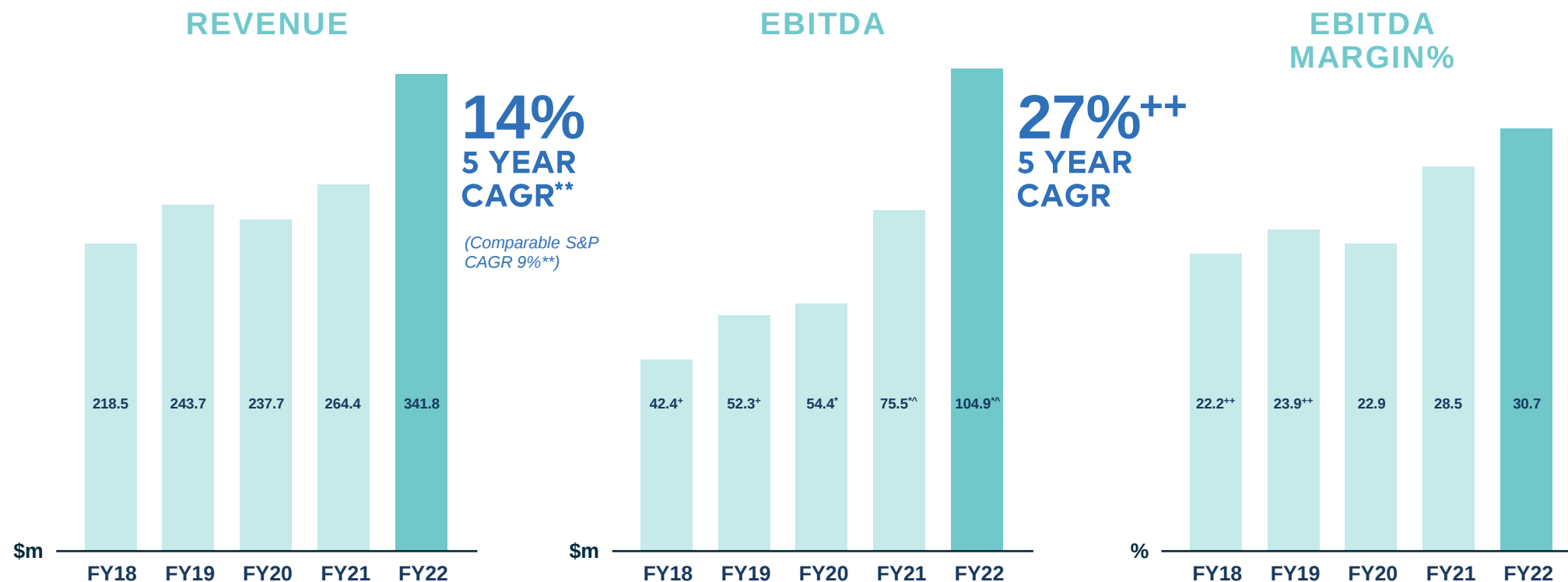
REVENUE



EBITDA¹



Strong Financial Platform



* Including AASB 16
+ Excluding AASB 16

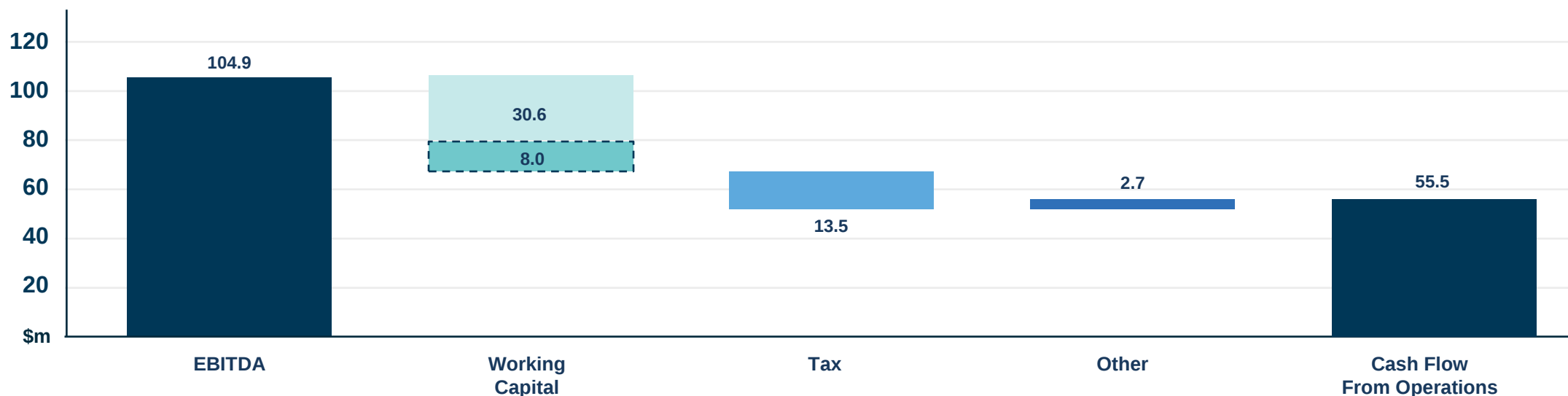
[^] Stated before a net expense of \$2.9m, being an impairment loss on COREVIBE IP, inventory and associated fixed assets of \$14.1m offset by the related \$11.2m estimated deferred consideration no longer payable (FY21 - \$2.9m gain on deferred consideration fair value adjustment for Flexidrill and AusSpec)

** IMDEX uses S&P Market Intelligence global exploration expenditure for nonferrous metals as an industry benchmark for growth

⁺⁺ Notionally adjusted for inclusion of the impact of AASB 16

Cash Generation

EBITDA TO CASH FLOW FROM OPERATIONS

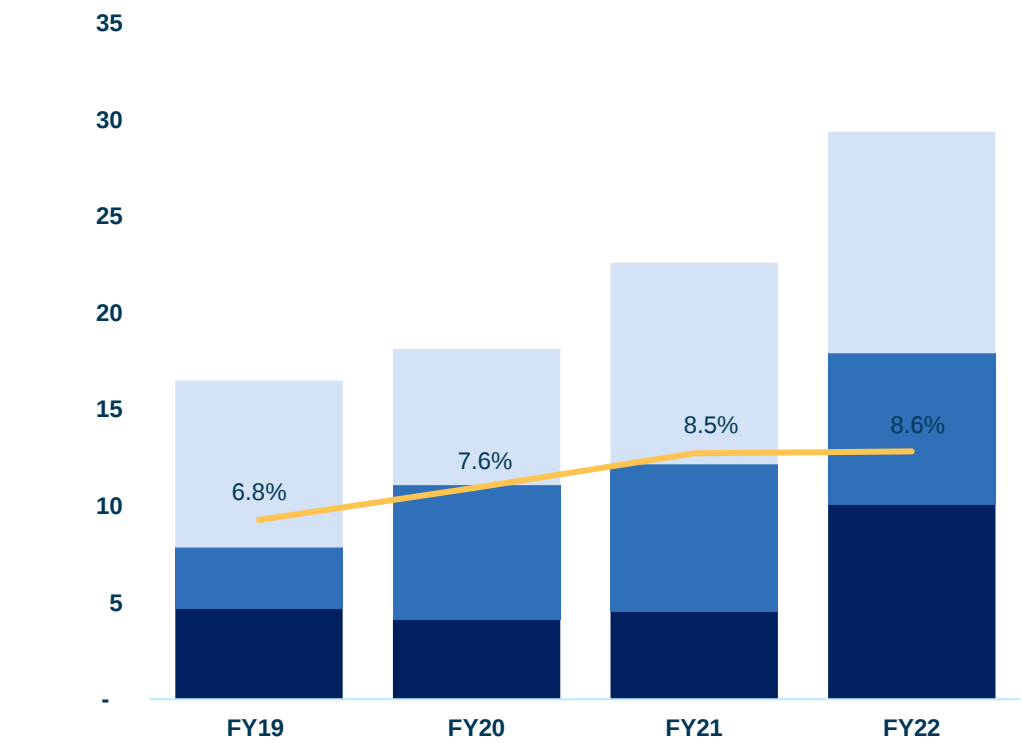


- Increase in working capital to support client demand and mitigate supply chain risks
- Inventory volumes increased throughout 1H22, peaked in 3Q22 and started to ease in 4Q22
- After adjusting for supply chain risk mitigation the increase in working capital is in line with historical performance

Business Volume Growth
Supply Chain Risk Mitigation

Commitment Technology Leadership

TOTAL R&D SPEND* (\$m)



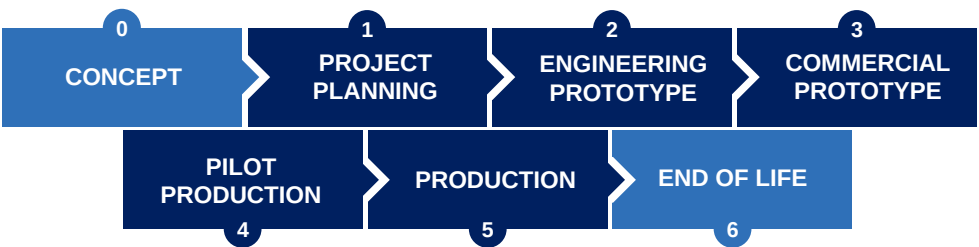
GRAPH KEY

- Expensed R&D and capitalised software development costs as a % of revenue
- Horizon 1
- Horizon 2
- Horizon 3

DISCIPLINED R&D CAPITAL ALLOCATION

- HORIZON 1** - Developing the next generation of our existing product suite to maintain and grow our core market (impacting revenues in current year)
- HORIZON 2** – Developing new products supporting and adjacent to our core (impacting revenues in 2 – 3 years)
- HORIZON 3** – Developing transformational technologies for new and existing markets (impacting revenues in 3 – 5 years)

DISCIPLINED STAGE GATE DEVELOPMENT PROCESS



*Total R&D spend includes expensed R&D plus capitalised software development costs (FY22 \$3.2m, FY21 \$2.1m and FY20 \$0.7m)

Balance Sheet

\$m (unless indicated otherwise)	30 JUNE 2022	30 JUNE 2021
Cash	36.4	58.5
Receivables	73.3	58.2
Inventory	57.1	41.5
Fixed Assets ¹	83.7	78.6
Intangibles ²	97.8	92.9
Investment in an associate ³	5.0	0
Other Assets / deferred tax	40.3	36.4
Total Assets	393.6	366.1
Payables	34.7	37.9
Borrowings	12.2	11.1
Other liabilities, provisions and current ⁴	49.5	64.0
Total Equity	297.2	253.1
ROE	16.2%	13.3%
ROCE	19.3%	15.5%

16.2%

RETURN ON EQUITY

19.3%

RETURN ON CAPITAL EMPLOYED

3.4cps

FULL YEAR DIVIDEND IN LINE WITH
HISTORICAL 30% NPAT PAYOUT RATIO

CONTINUED INVESTMENT
IN LEADING TECHNOLOGIES

1. Includes leases assets of \$28.2m in June 2022 (\$33.0m June 2021).

2. Includes intangibles of \$16.2m arising from the acquisition of MINEPORTAL.

3. 30% initial interest in Datarock Holdings

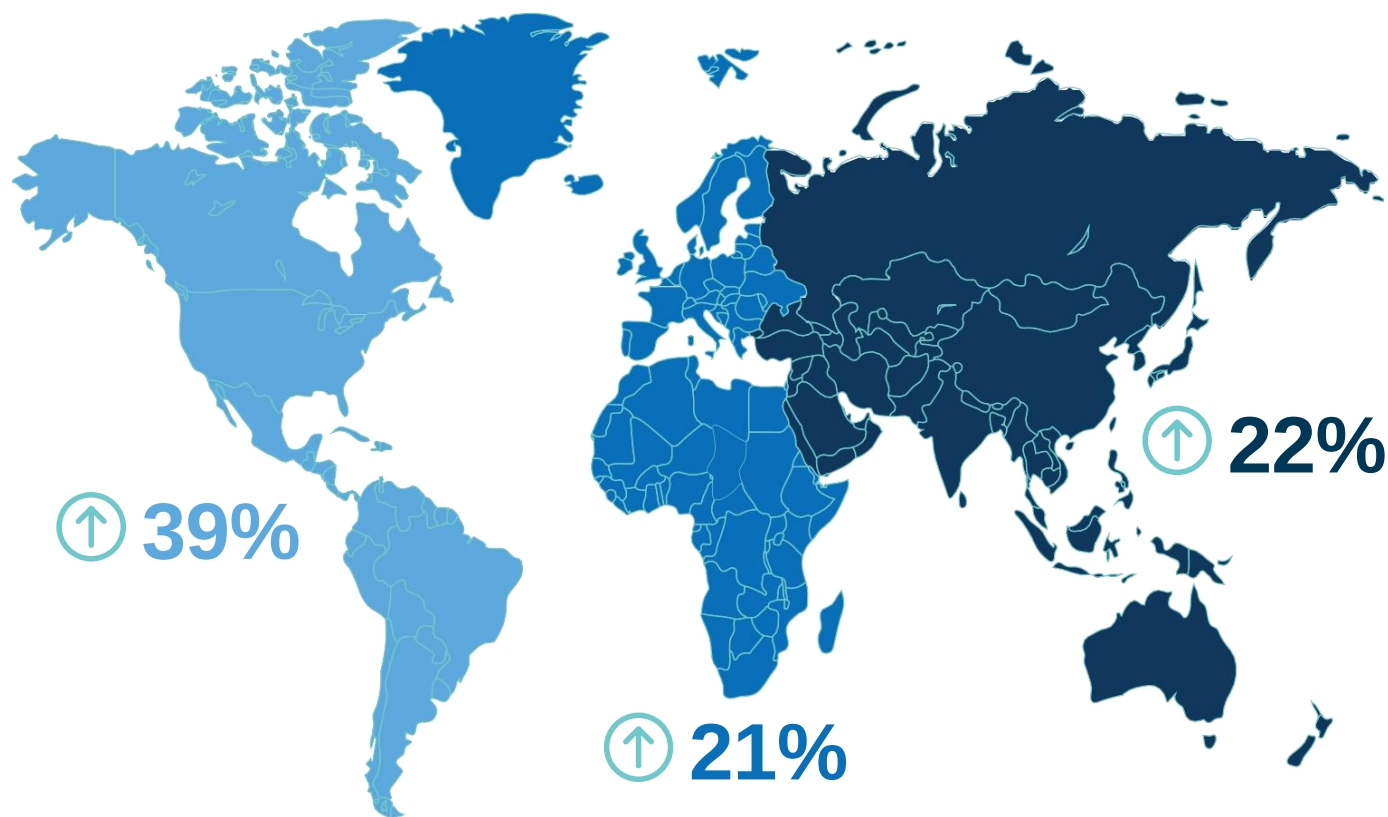
4. Includes lease liabilities of \$34.6m (\$38.9m June 2021) and deferred consideration for the purchase of AusSpec \$1.5m and Flexidrill \$1.4m (FY21: AusSpec \$2.5m and Flexidrill \$12.2m)

Industry and Market Update



Around Our Regions

FY22 REVENUE GROWTH BY REGION



NORTH AMERICA

Clients are well funded driving the strong growth trajectory
Rig and labour shortages continue to impact operations
Strong demand for IMDEX solutions

SOUTH AMERICA

Activity increased in 2H22
Strong demand for IMDEX solutions, particularly fluids

AFRICA

Increasing client activity, particularly in 4Q22

EUROPE

Steady client activity, minimal impact from Russian market withdrawal

AUSTRALIA

Clients are well funded driving strong growth trajectory
Rig and labour shortages continue to impact operations

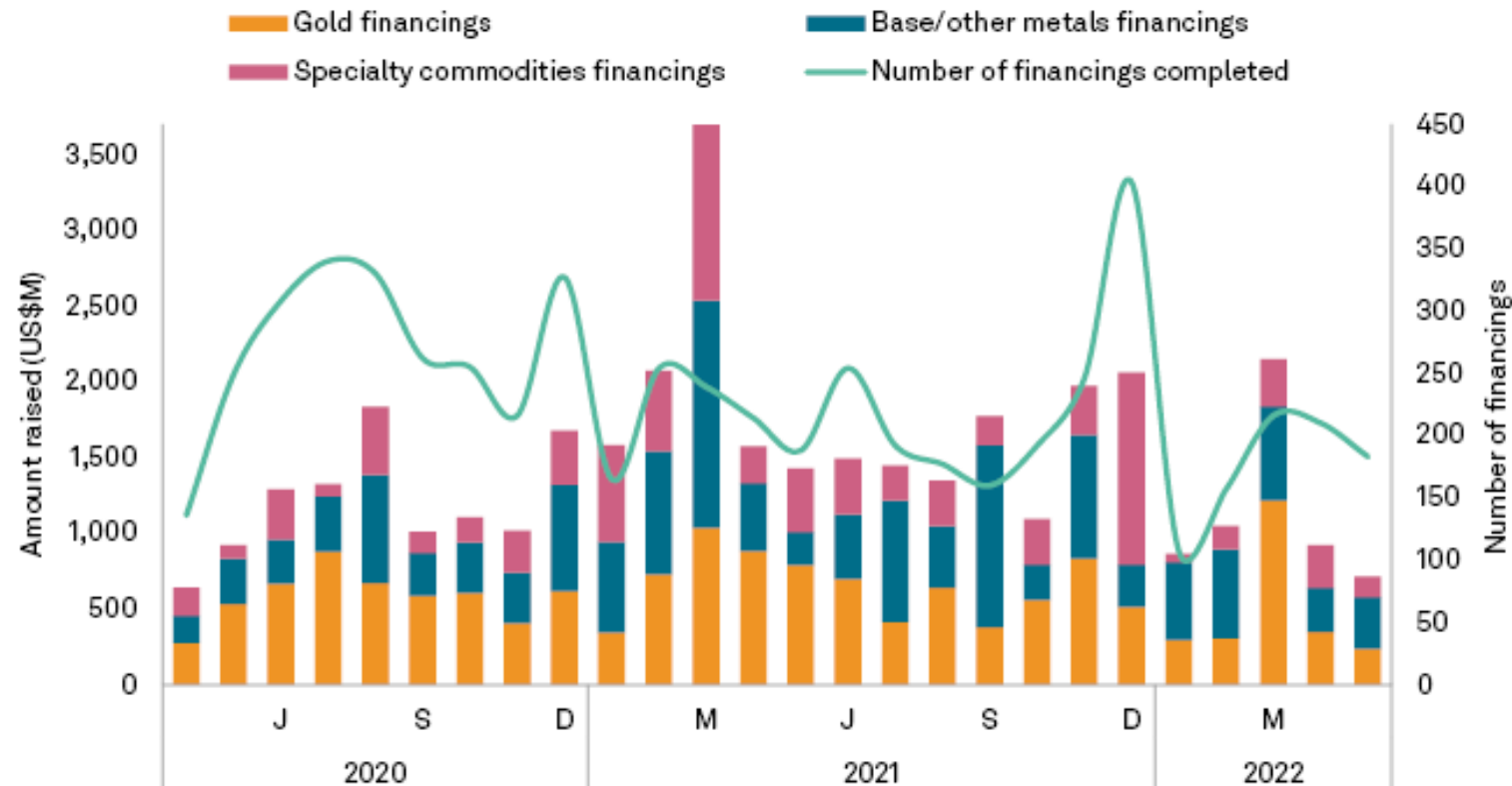
ASIA

Steady client activity and demand, increasing in 2H22

Strong Industry Fundamentals

JUNIOR AND INTERMEDIATE FINANCINGS

APRIL 2020 – MAY 2022



Data as of June 8, 2022 Source: S&P Global Market Intelligence

- Large, mid-cap and junior resource companies all remain well-funded and committed to current programs, despite some easing in capital raising volumes
- Continued demand and extraction of mineral resources with diminishing reserves
- New discoveries are likely to be at depth resulting in larger drilling campaigns
- Global commitment towards net zero emissions and increasing demand for critical metals
- Increasing demand for secure real-time rock knowledge data and solutions to support remote and automated operations

Market Constraints Easing For IMDEX

ACCESS TO MINE SITES

Ability to redirect R&D capital allocation in response to client demand

Ability to accelerate projects that will provide additional and sustainable revenue to IMDEX

SUPPLY CHAINS

Multiple supply contingencies

Global distribution hubs

Increased inventory holding in short-term to meet demand and mitigate longer delivery times

LABOUR SHORTAGES

Attractive employee value proposition

People light business model

Global business – access to employees in diverse regions

Growth Opportunities



Photo by David Flores
IMDEX Country Manager - Argentina

Drivers to Deliver Our Strategy

1. TECHNOLOGY LEADERSHIP

Targeted R&D to win market share

2. EXTENSION INTO MINING PRODUCTION

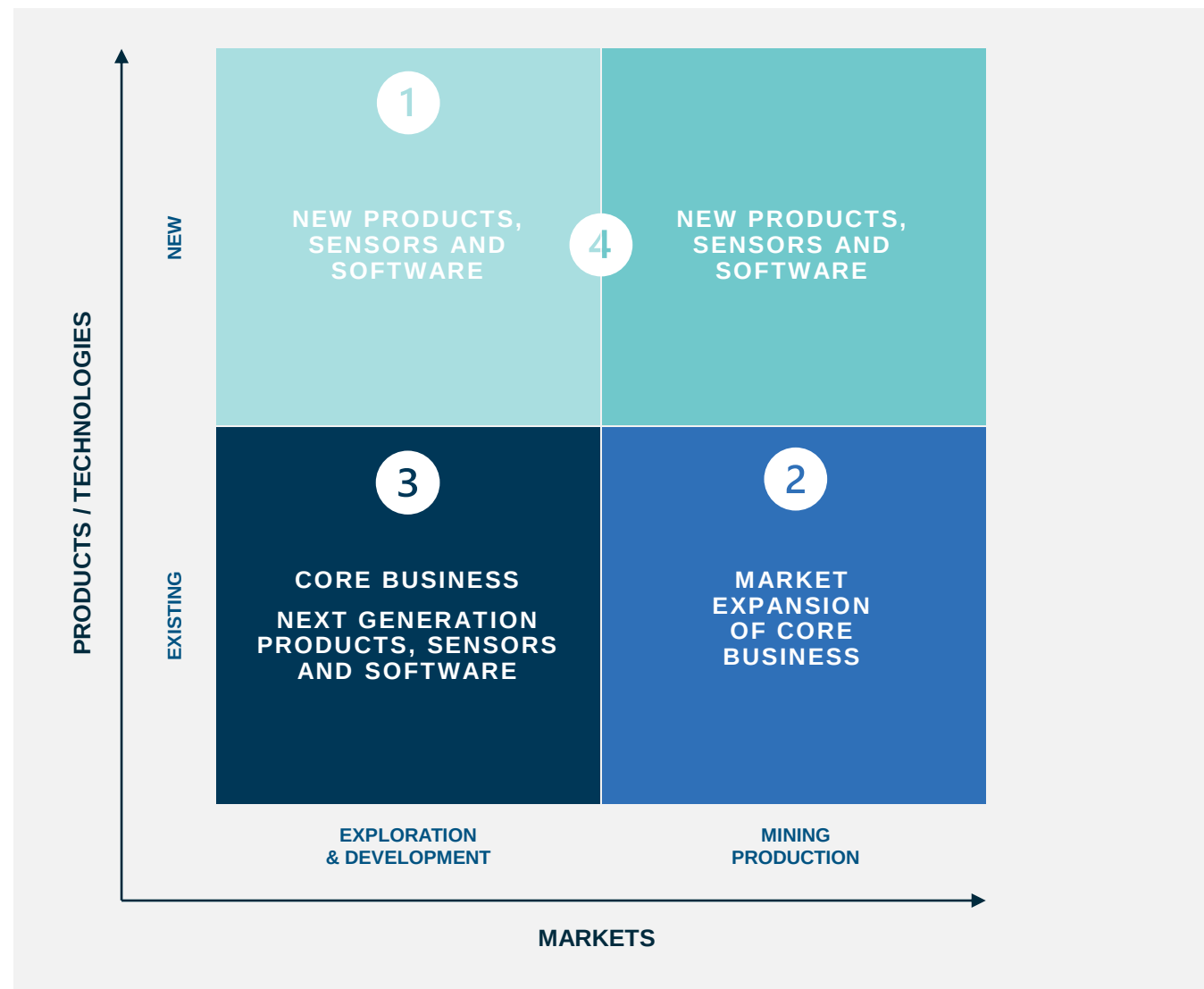
Leverage our core competencies into this adjacent market where it is the same ore body and the same client and is less subject to cyclical impact

3. IMDEX INTEGRATED SOLUTION SALES

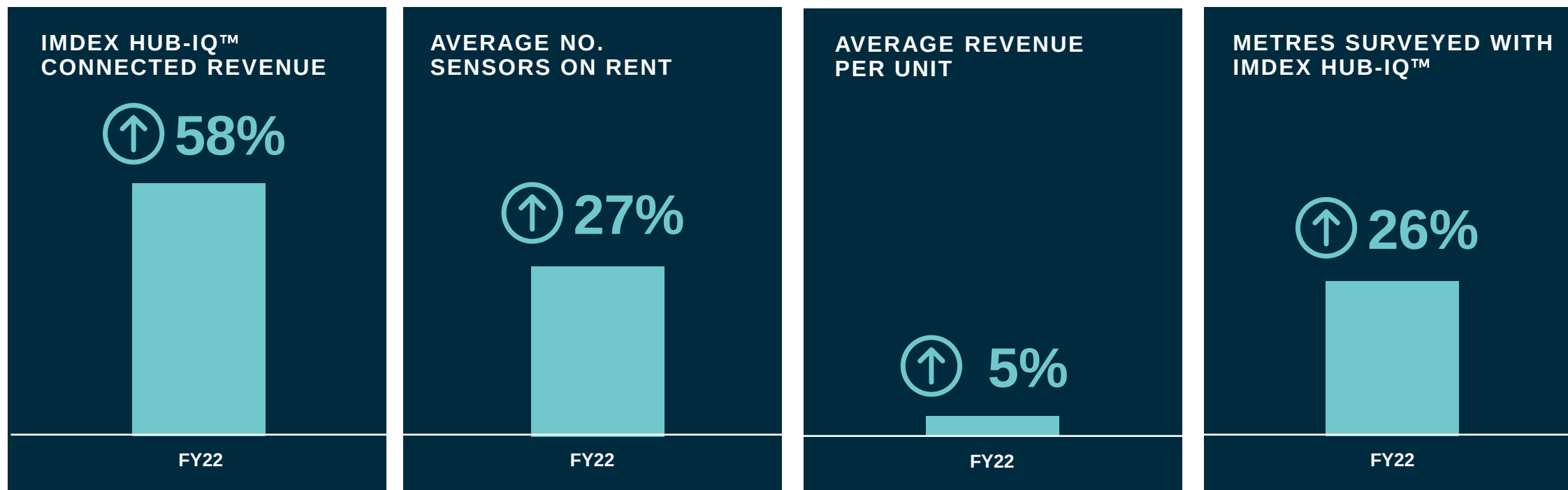
Optimised solutions for orebodies to maximise client value and IMDEX revenue

4. ON STRATEGY ACQUISITIONS

Emerging or established technologies and software that complement existing revenue



1. Technology



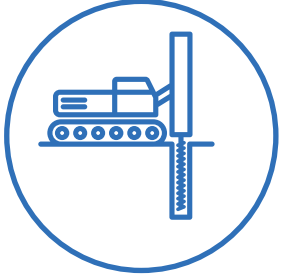
- IMDEX HUB-IQ™ connected clients up 44% from 42%
- Clients connected to IMDEX HUB-IQ™ generate additional recurring revenue for IMDEX

- Strong client activity in all regions
- Increasing demand for critical data

- New technologies provide greater value to clients and generate 3 to 5 times more revenue per sensor

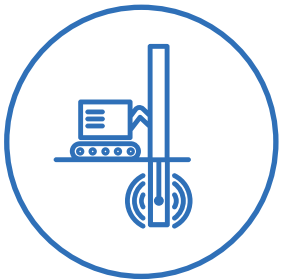
- 223 million v 177 million metres surveyed

2. Extension into Mining Production



DRILLING OPTIMISATION PRODUCTS

- BHS is a higher margin fluid product used to stabilise blast holes
- Further BHS trials are underway with underground commercial prototypes in Africa, Asia and Australia
- First significant commercial contract signed with tier-1 resource company in South Africa
- Opportunities exist for surface applications with BHS



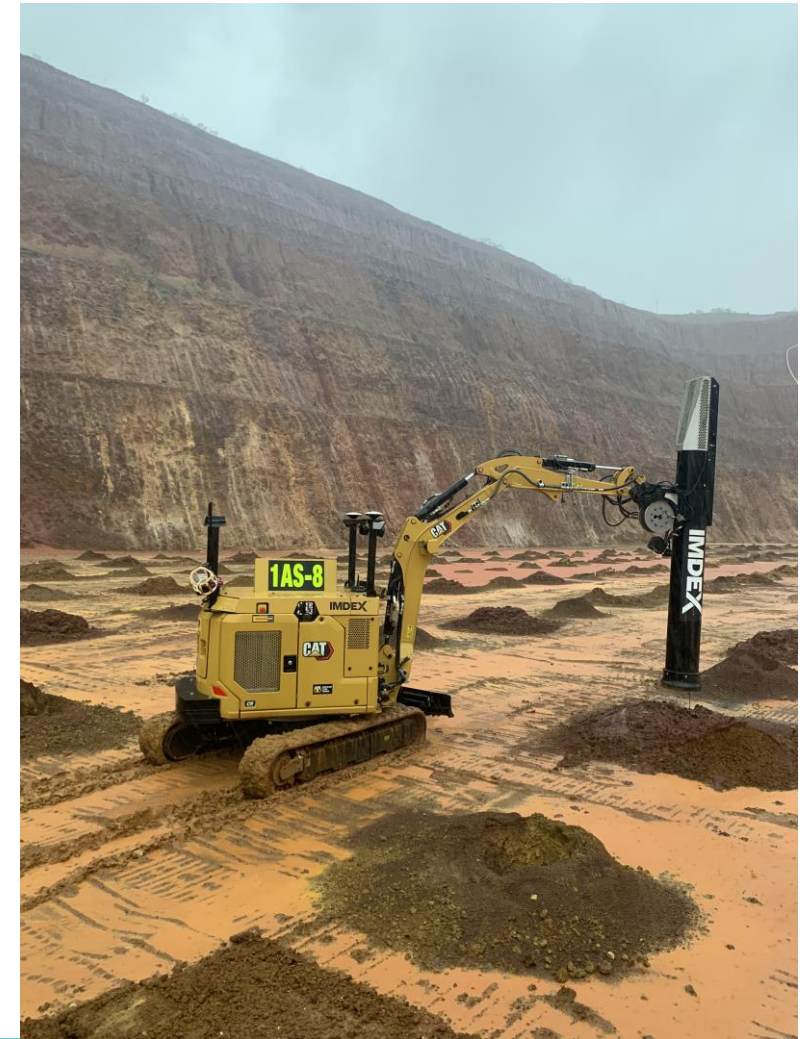
ROCK KNOWLEDGE SENSORS

- IMDEX BLAST DOG™ moved from engineering prototype to commercial prototype in 4Q22.
- First significant commercial contract with tier-1 resource company in the Pilbara



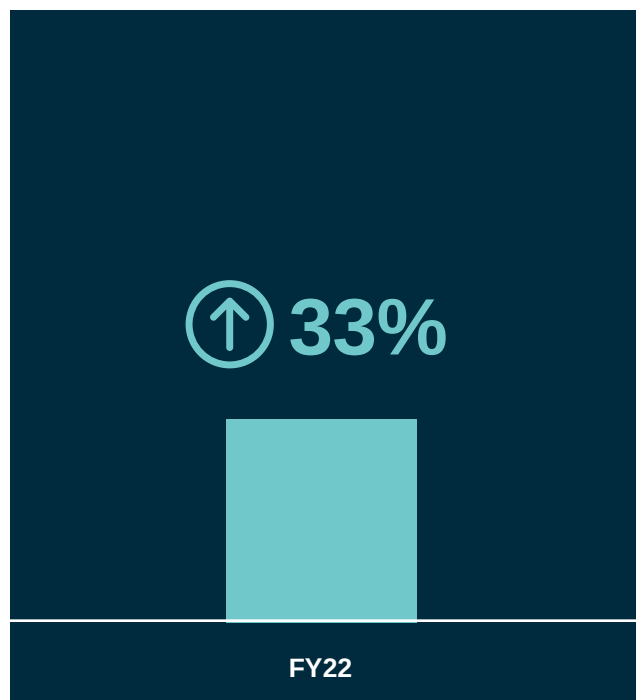
REAL-TIME DATA AND ANALYTICS

- Integrating MinePortal automated data and 3D visualisation integrated into BLAST DOG™ trials
- Establishing IMDEX unified data science platform



3. IMDEX Integrated Solution Selling

TOP 250 CLIENTS WITH
>3 IMDEX PRODUCTS



- 44% of top 250 clients have >3 products up from 33%
- Delivering solutions rather than individual products
- Breadth of integrated product offering unlocks value



4. Strategic Acquisitions

AUSSPEC ACQUISITION

JULY 2020

Spectra analysed
with aiSIRIS™ software up 62%

Released next generation fully
automated aiSIRIS™ software

DATA CLOUD ACQUISITION

SEPTEMBER 2021

MINEPORTAL™ software
instrumental in demonstrating the
value of BLAST DOG™ to customers

Integrating software with IMDEX
HUB-IQ™ for display and analysis of
data and answer products

Engaged development team lead
and building a team in Vancouver

DATAROCK INVESTMENT

NOVEMBER 2021

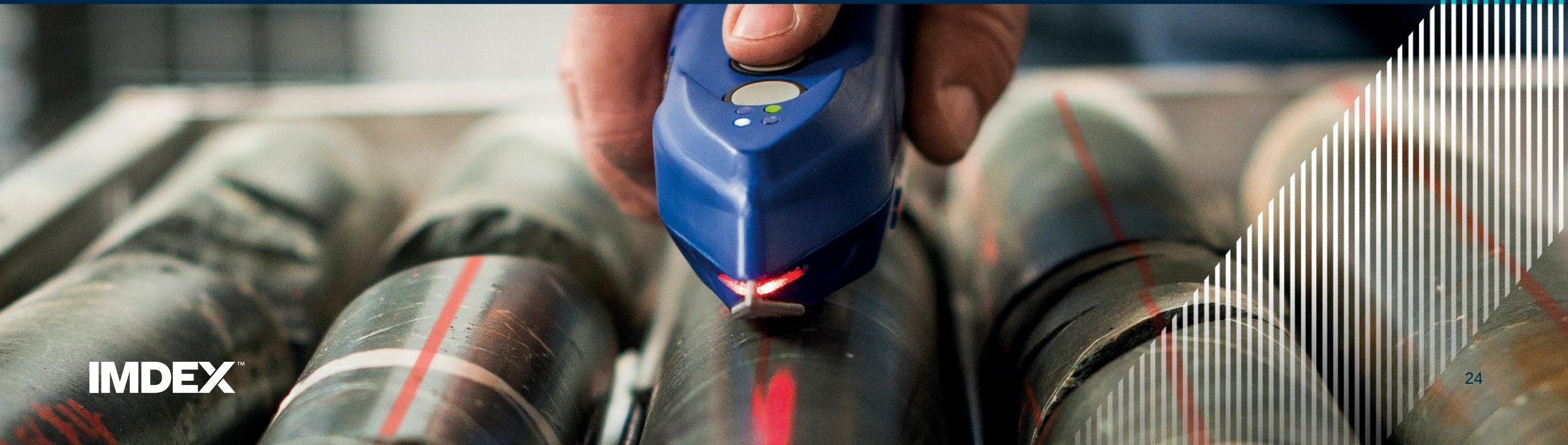
On track with agreed strategy

Processed and analysed >1m
metres of new drill core imagery

SaaS revenue increasing with roll
out of product portfolio

Product development roadmap is
ahead of schedule

FY23 Focus Areas and Outlook



FY23 Focus Areas

**PROTECT
OUR PEOPLE
AND DEVELOPING
OUR TEAM**

**INCREASED INVESTMENT
IN IMDEX MINING
TECHNOLOGIES AND
SOFTWARE**

**INVESTMENT IN OUR
CORE AND MAINTAIN
OUR DISCIPLINED
APPROACH TO PRODUCT
PORTFOLIO**

**INVEST IN DIGITAL 2.0 TO
OPTIMISE COST BASE,
BUILD SCALE AND
FURTHER ENHANCE
CUSTOMER EXPERIENCE**



Outlook

STRONG START TO FY23

- Strong demand across the IMDEX product portfolio
- Supply chain pressures easing for IMDEX

LONG-TERM DEMAND DRIVERS REMAIN STRONG

- Labour availability and supply chain pressures expected to remain for the balance of FY23
- Clients reporting strong order books and ongoing exploration budgets
- Increasing demand for real-time ore body knowledge

IMDEX IS POSITIONED TO BENEFIT

- Growth opportunities exist in our core exploration and development market
- Extension into mining production on track, signed first commercial contract
- Continued pipeline of technologies under development
- Digital 2.0 program on track to optimise costs

A wide-angle photograph of a massive open-pit mine, likely in Argentina, showing terraced levels of the excavation. In the foreground, a small body of water reflects the sky. The background features rugged, snow-capped mountains under a clear blue sky.

**“We believe mining is essential
to every aspect of modern life.
Our opportunity, indeed our responsibility, is to
change the global minerals industry forever.”**

PAUL HOUSE, IMDEX CEO

Thank you.

For further information, please contact

Kym Clements

Investor Relations Officer

kym.clements@imdexlimited.com



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Appendices

Appendices

CORPORATE PROFILE

INDEX BUSINESS OVERVIEW

A MINING-TECH COMPANY

OUR ESTABLISHED GLOBAL BUSINESS

OUR INTEGRATED SOLUTIONS

OUR OPPORTUNITY TO DELIVER VALUE ACROSS THE
MINING VALUE CHAIN

ROCK KNOWLEDGE

OUR VALUE PROPOSITION

BUILDING OUR SAAS REVENUE

OUR STRONGER REVENUE PROFILE

ESG

DIGITAL TRANSFORMATION

STRONG CORE BUSINESS

INDEX VALUES

Our Board of Directors

COMMITTED TO DRIVING SUSTAINABLE GROWTH



Mr Anthony Wooles
Non-Executive Chairman



Ms Sally-Anne Layman
Non-Executive Director



Mr Ivan Gustavino
Non-Executive Director



Ms Trace Arlaud
Non-Executive Director



Mr Kevin Dundo
Non-Executive Director

Executive Leadership Committee



Mr Paul House
CEO



Mr Paul Evans
CFO



Mr Shaun Southwell
COO



Ms Michelle Carey
Chief of Product Management
and Marketing



Mr John Hickey
CTO



Ms Kiah Grafton
Chief of People



Mr Michael Tomasz
IMDEX General Counsel



Mr Dave Lawie
Chief Geoscientist

Company Overview

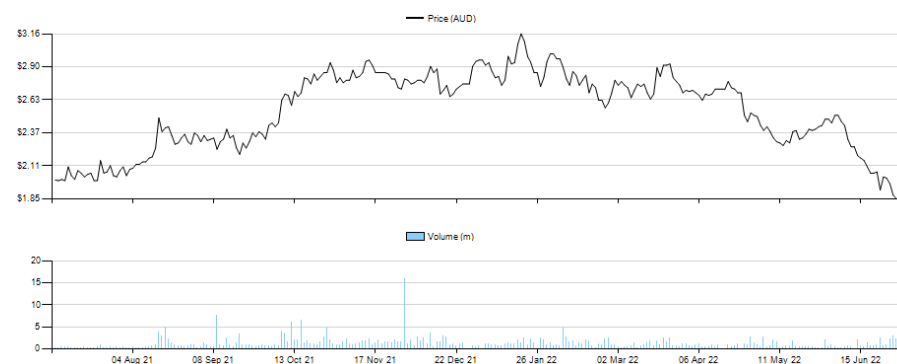
CORPORATE INFORMATION AT 30 JUNE 2022

ASX Code	IMD
Share Price	\$1.84
Issued Shares	396.5m
Market Capitalisation	\$729.6m

SHARE PRICE AND VOLUME

01 Jul 2021 - 30 Jun 2022

Price & Volume for IMD.ASX



LARGEST SHAREHOLDERS AT 30 JUNE 2022

	%
L1 Capital Pty Ltd	10.4
Fidelity Management & Research Company LLC	4.5
Yarra Funds Management Limited	4.4
QVG Capital Pty Ltd.	3.4

SHARES BY LARGEST GEOGRAPHY

	%
Australia	65%
North America	22%

SHAREHOLDER COMPOSITION

	%
Institutional	85%
Retail	2%

INDEX Business Overview



Strong Core Business Model

A STRONG FINANCIAL PLATFORM

EBITDA margin expansion YOY
Strong operational cash generation with ability to reinvest
Net cash position
People light, capex light

OUTPERFORMING INDUSTRY GROWTH

5-year revenue CAGR 14%
5-year EBITDA CAGR 27%
Core business model profitable throughout past industry cycles

ABILITY TO ACCELERATE ORGANIC GROWTH

Maintain technology leadership
Extension into adjacent mining production market
Integrated solution sales including hardware and software

ESTABLISHED GLOBAL CLIENT NETWORK

An unparalleled global footprint, present on 70% of sites
66% of top 250 customers have been with IMDEX for >5 years

MARKET LEADING TECHNOLOGIES

Unique IP and cloud-connected technologies
Unrivalled integrated product offering
Commitment to ongoing R&D
Commodity agnostic

WORLD-CLASS R&D AND GEOSCIENCE CAPABILITIES

>80 leading mechanical, electrical, chemical and software engineers
Dedicated IMDEX test sites

EXPERIENCED AND DIVERSE LEADERSHIP TEAM

Building a high engagement culture with the ability to attract and retain talent

ENHANCING SUSTAINABLE OPERATIONS

Dedicated Committee driving ESG strategy inside and outside of IMDEX
Sustainability forms part of disciplined R&D stage gate process

Our Established Global Business



OPERATING IN
ALL KEY MINING
REGIONS OF
THE WORLD

SALES IN
100+
COUNTRIES

LEGEND

- IMDEX Facilities not including distributors
- Exploration & Mining Projects

Our Integrated Solutions

DRILLING OPTIMISATION PRODUCTS



Our Drilling Optimisation suite of products enhance drilling productivity while improving safety and the impact on the environment

- Drilling Fluids
- Solids Removal Units
- Remote Fluid Testing Technologies
- Rig Alignment Technologies
- Drilling Productivity Technologies

**SALES AND
PERFORMANCE
BASED RENTAL
REVENUE**

ROCK KNOWLEDGE SENSOR



Our best-in-class sensors originate critical data on the four elements of rock knowledge – location, grade, mineralogy and texture

- Downhole Survey Sensors
- Core Orientation Sensors
- Gamma Logging Sensors
- Structural Orientation Sensors
- In-Field Sampling and Analysis

**RECURRING
RENTAL
REVENUE
(PaaS)**

REAL-TIME DATA AND ANALYTICS

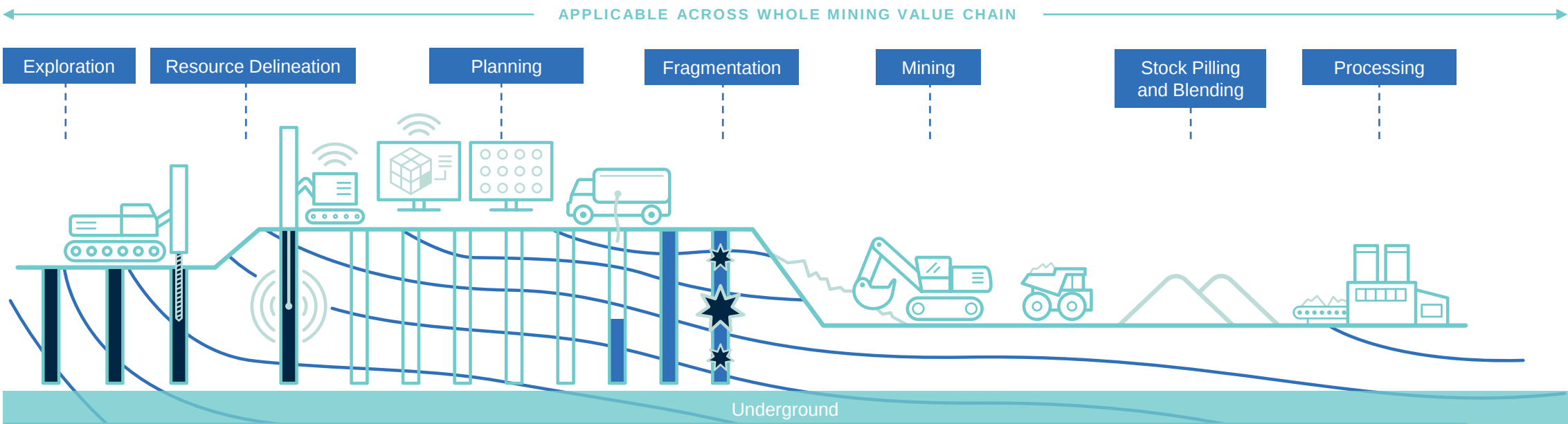
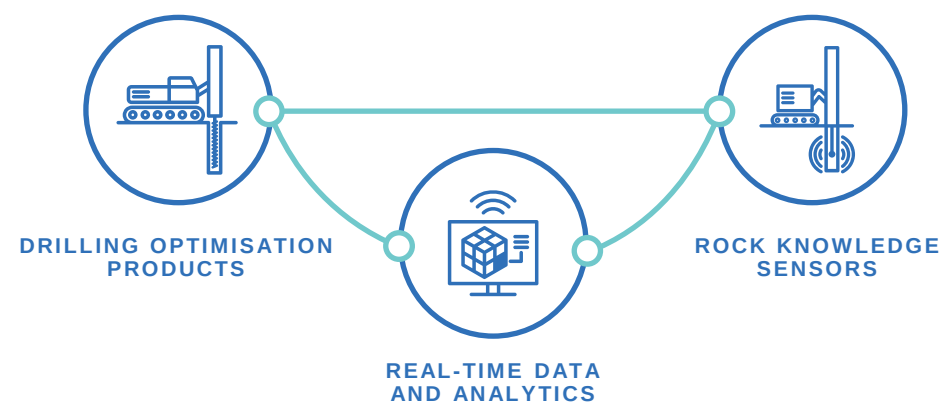


Our cloud platform and market leading geoscience analytical software enrich data and enable real-time decisions to be made further upstream

- Cloud-based Data Collection and Validation Platform (IMDEXHUB-IQ™)
- Advanced reporting software (IMDEX Mobile™)
- Geoscience analytics software (ioGAS™)
- Interpretive mineralogy software (aiSIRIS™)
- 3D visualisation software (MinePortal)
- Image analysis software (Datarock)

**LICENCING AND
SUBSCRIPTION
REVENUE
(SaaS)**

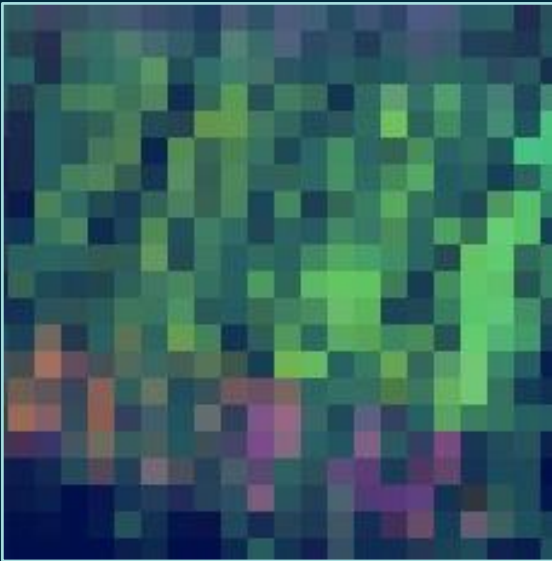
Our Opportunity to Deliver Across the Mining Value Chain



Opportunity to gain in situ knowledge upstream where it provides greater value

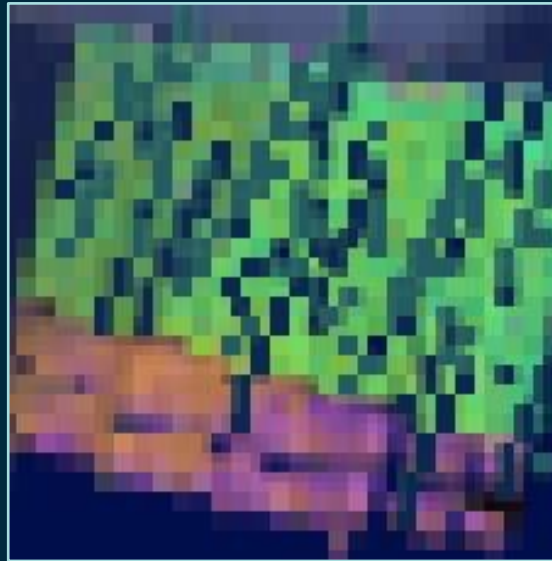
Why Real-time Rock Knowledge is Important

**MANY \$BN MINING
INVESTMENT DECISIONS
ARE MADE HAVING
SAMPLED ONLY 1%
OF 1% OF THE ORE BODY**

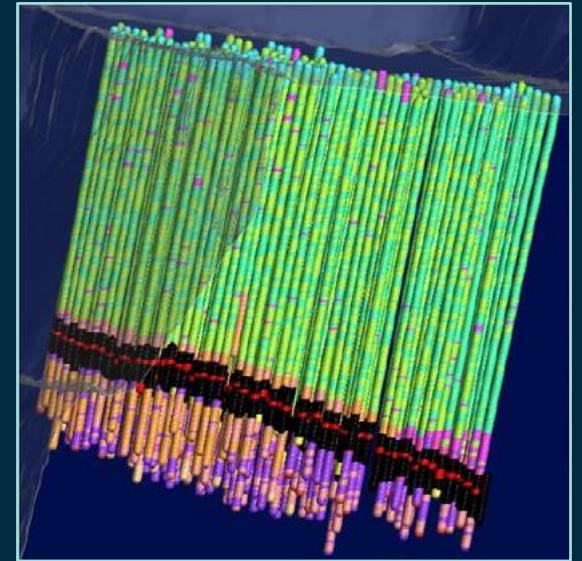


Rock knowledge is an understanding of location, texture, grade and mineralogy

It answers the questions where to drill next and how processing can be optimised



We enable the timely delivery of quality data, giving clarity on the nature of the rock to allow real-time decisions to be made, rather than having to wait weeks or months



Our Value Proposition

**TIMELY
INFORMATION
FOR CRITICAL
DECISION MAKING**



QUALITY DATA

- Industry leading sensors
- QA/QC at point of data collection
- Digital workflows remove risk of human error
- AI and machine learning remove human subjectivity



REPRESENTIVITY

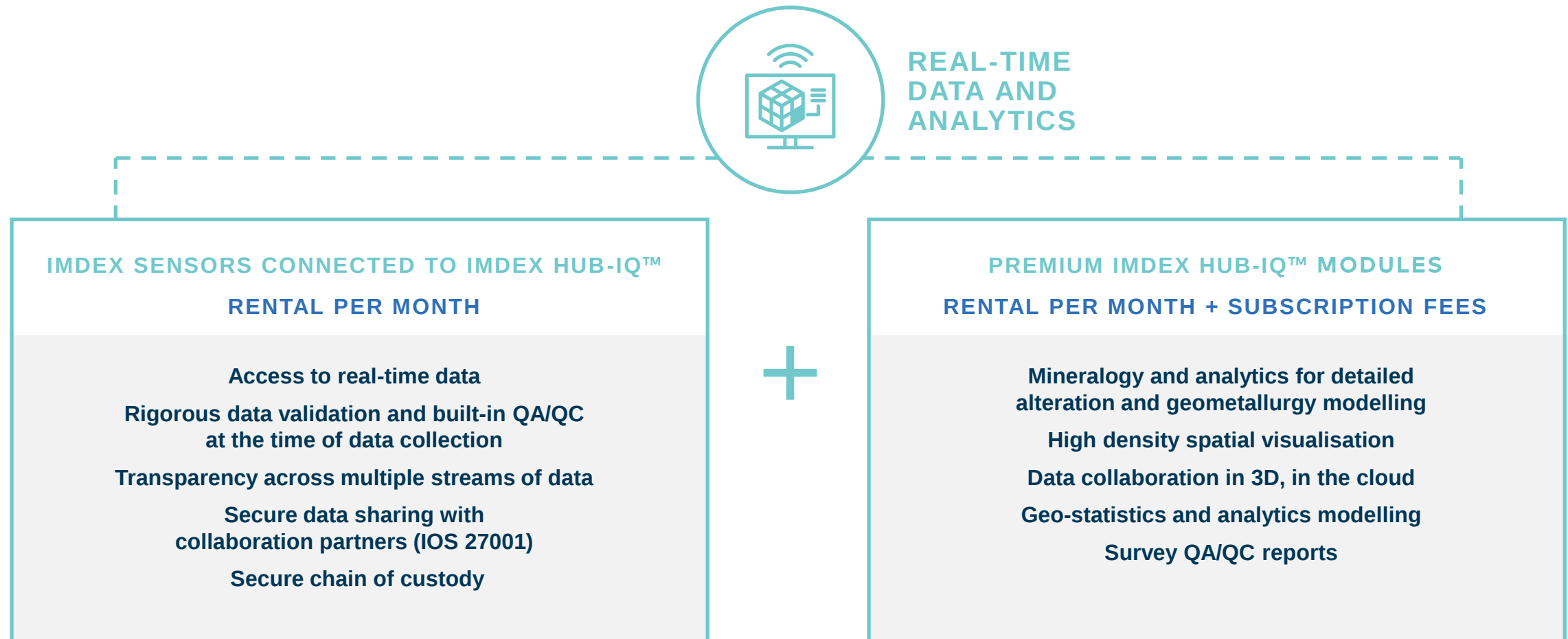
- Cost effective methods allowing data to be collected for every metre drilled
- Repeatable sensor-based data (IoG)



TIME SAVINGS

- Actionable information in real-time
- Driller operable instrumentation
- Autonomous operations
- More efficient digital workflows

Building on Our SaaS Revenue Model



Our ESG Objectives and Focus Areas

OUR OBJECTIVES	MATERIAL TOPICS	INDEX LEAD
Drive the Sustainability of the Global Minerals Industry	Innovation Technology Solutions, Thought Leadership & Associations	Michelle Carey Chief of Product Management & Marketing
Ensure a Safe and Inclusive Global Workplace	People Health, Safety & Wellbeing, Diversity, Inclusion & Cross Culture, People & Culture	Kiah Grafton Chief of People
Contribute to a Low Emissions Future	Environment Climate Resilience, Operational Emissions, Water & Effluents, Land Disturbance & Rehabilitation	Shaun Southwell Chief Operating Officer
Support Economic Development and Our Local Communities	Society Sustainable Earnings Growth Local Support & Engagement	Paul Evans Chief Financial Officer
Uphold Ethical and Sustainable Business Practices	Governance Corporate Governance & Risk Human Rights & Modern Slavery Privacy & Data Security	Michael Tomasz General Counsel & Co. Secretary



Forever curious



We go beyond



Together we thrive



We're global game changers

Digital Transformation

Optimising our cost to serve, building scalable systems and enhancing customer experience

DIGITAL 1.0 (FY19 – FY21)*

Global digital revenue platform for sensors

HRIS platform

Global Customer Care platform

ISO27001 Information Security Management System Certification

Global implementation of Office 365

DIGITAL 2.0 (FY22 – FY24)*

Global digital revenue platform for sales and software

eCommerce capability

IMDEX website upgrade

Enhanced data warehouse and business intelligence capability



*A selection of the project scope only

IMDEX Values

Forever curious.



We believe in shaping the future of mining through the relentless pursuit of technologies and services that question the status quo, address our customers' challenges and set new benchmarks for what can be achieved in our industry.

We listen to our people and customers to develop new technologies.

We step up and challenge the status quo.

We give our people the space to be curious and create.

We are informed by industry trends to be open to new ideas.

We go beyond.



We are passionate about creating positive customer experiences that deliver successful outcomes for our customers now and into the future. We achieve this by working in partnership with our customers, actively listening to their needs and delivering genuine value through efficient solutions.

We optimise our customers' experience.

We place our customers' needs first and foremost, delivering on our promises.

We encourage customer ownership and involvement.

We create value for our customers through collaboration and innovation.

Together we thrive.



We are a global team of diverse and talented people, who empower each other to be our best selves. We harness our strengths by combining our knowledge across boundaries in a positive and accountable workplace.

We hold each other accountable and take ownership for our actions.

We advocate for the safety and wellbeing of our people in everything we do.

We recognise and acknowledge each other's successes.

We back each other as a united team, by sharing learnings and expertise between departments and across borders.

We're global game changers.



Our rich global experience and diverse thinking drives all development within IMDEX. It enables us to solve unique problems for global customers reducing environmental and social impacts to shape a better global industry. We reduce the environmental impact of our activities to shape a better global industry.

We embrace flexible thinking for the benefit of our people, customers and the societies in which we operate.

We serve our customers globally by leveraging our diverse teams and enabling inclusive decision making.

We connect our expertise to customers to add values.