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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

This image shows a red Austin truck tray filled with a large pile of brown material, likely mulch or wood chips, being transported on a dirt road. The Austin logo is visible on the side of the tray.



**WATER TANKS**

Lightweight design for additional payload and increased stability

This image shows a large, grey water tank mounted on a truck chassis. The tank has yellow safety stripes and the Austin logo. The text "stairway access tank" is visible on the side.



**BUCKETS**

Designed for faster cycle times and maximised machine efficiency

This image shows a close-up of a grey bucket with yellow teeth, attached to a machine. The Austin logo is visible on the bucket.



**TYRE HANDLERS**

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

This image shows a yellow tyre handler with a dual-arm mechanism, designed for handling large tyres. The Austin logo is visible on the side.

Design-Led  
**Solutions**

Customisation  
is our  
**Standard**

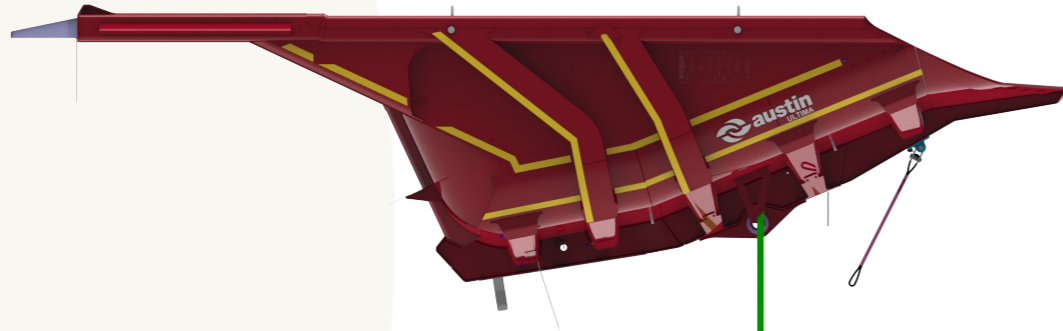
Global Reach  
**Local Focus**

Innovation  
that adds  
**Value**

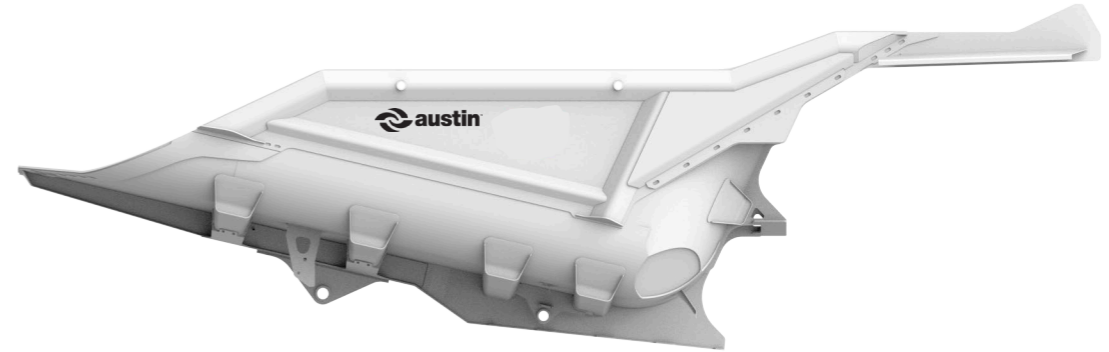
# Six truck tray types for different applications



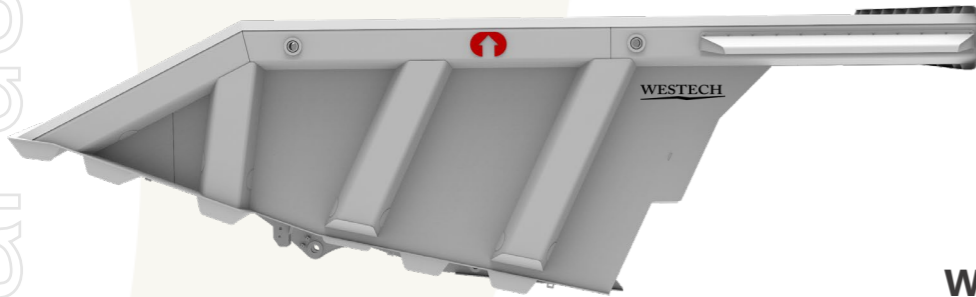
ULTIMA



HPT



WESTECH



JEC-LD



WESTECH  
PREMIER



JEC

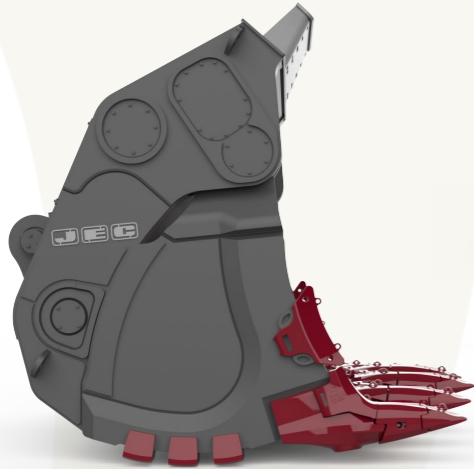


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# Leading range of mining buckets for many applications



JEC  
HPS



JEC  
HPL



JEC  
HPX



JEC  
HPU



MAINETEC  
HULK



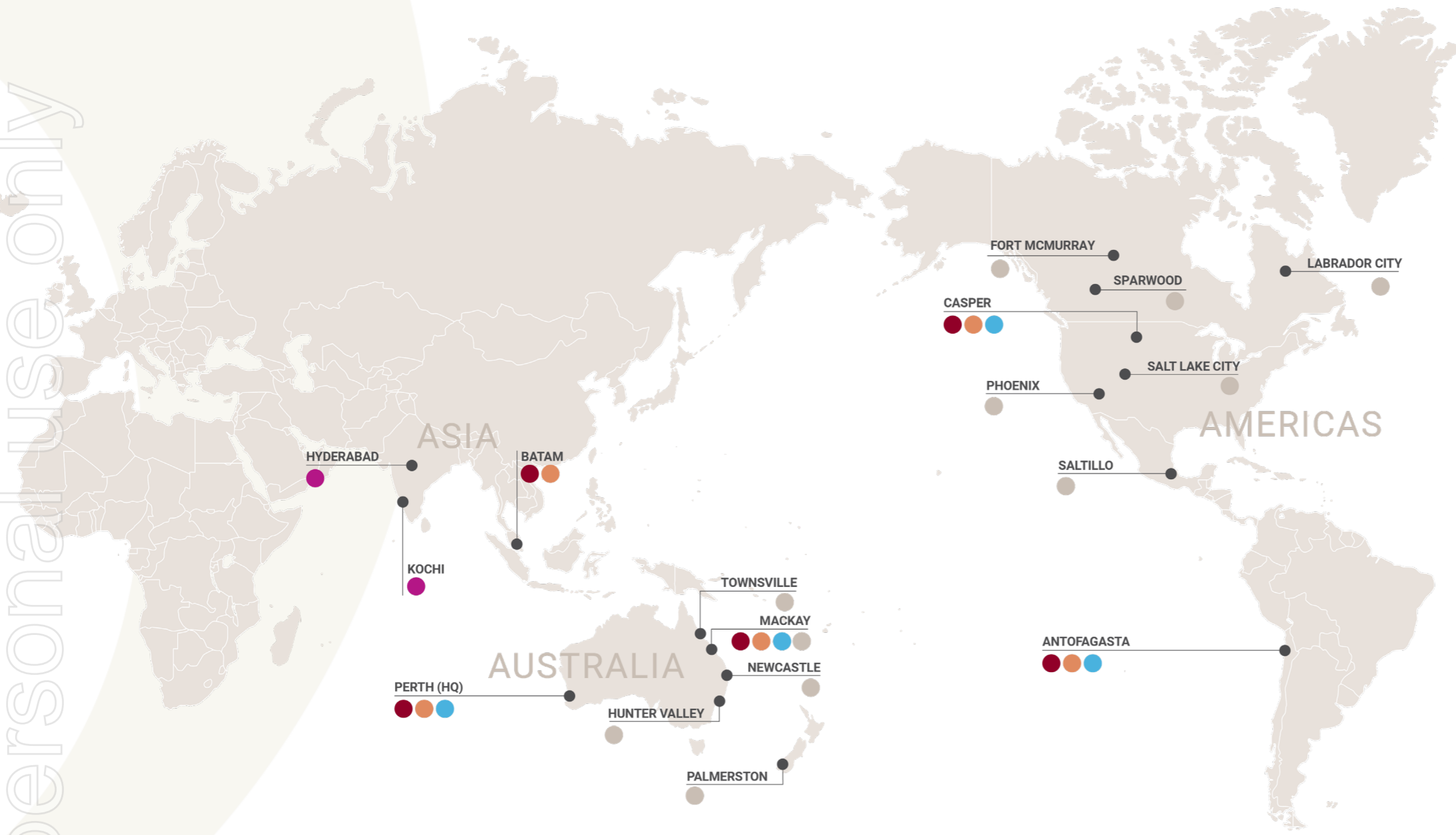
ARMADILLO  
DIG TUFF



# Where we are



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**workforce & facilities**

FY25 Total Workforce (employees and contractors)

- Western Australia **126**
- Queensland **89**
- North America **228**
- South America **408**
- Indonesia **765**

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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.

## **austIQ**<sup>™</sup>



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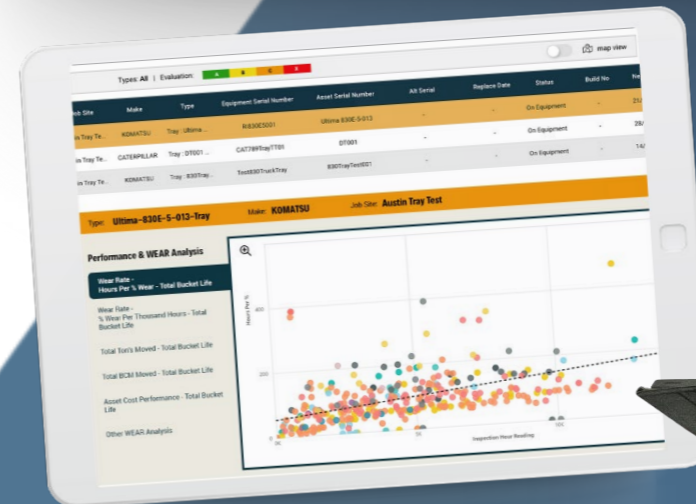
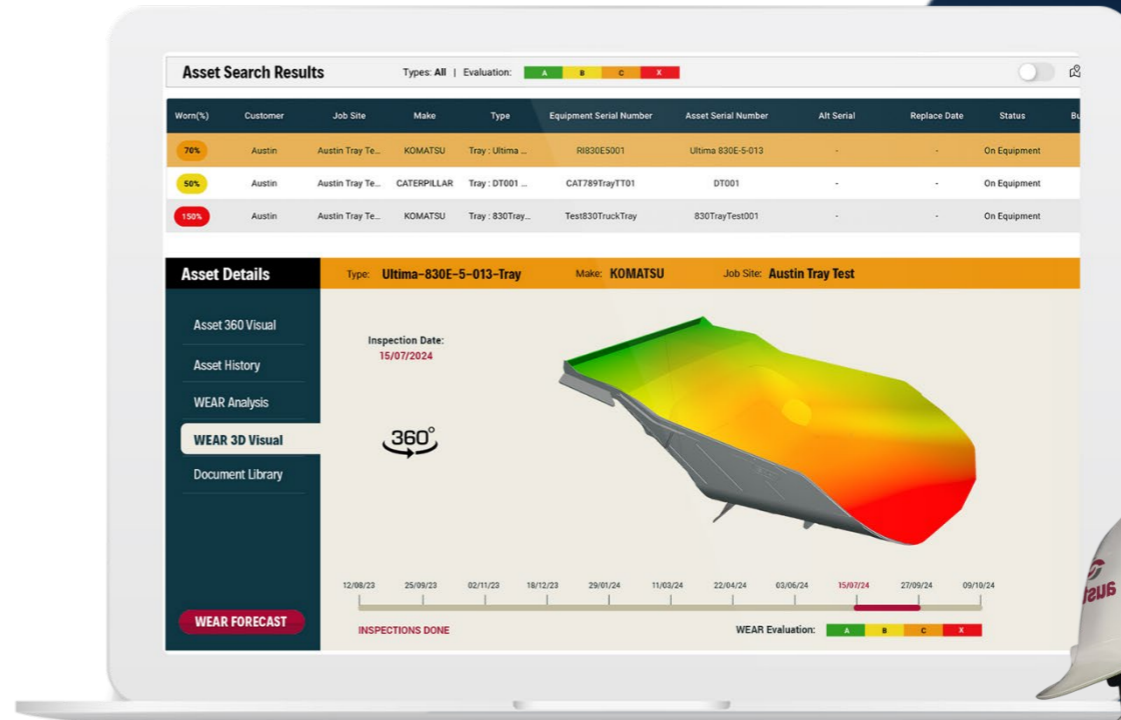
# What is **austIQ**™ ?



**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:

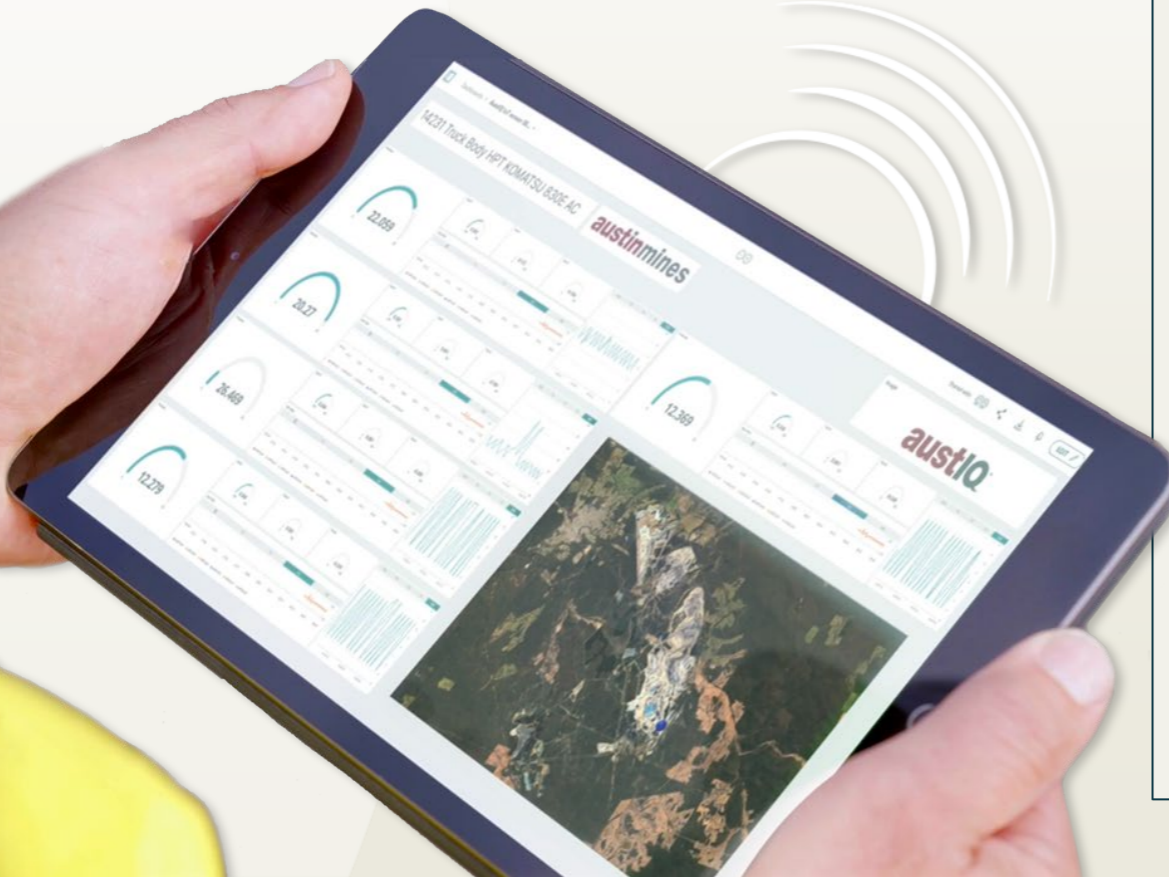
A condition monitoring eco-system for HME wearables which will allow for:

- 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



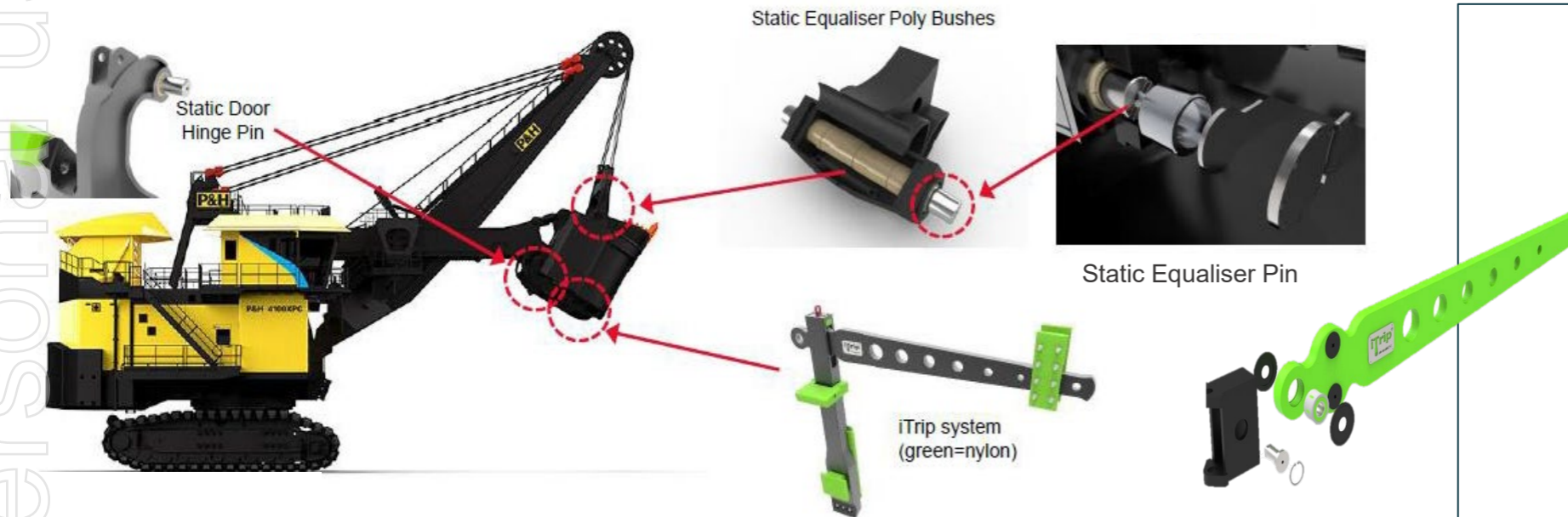
## The Need:

- 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.**

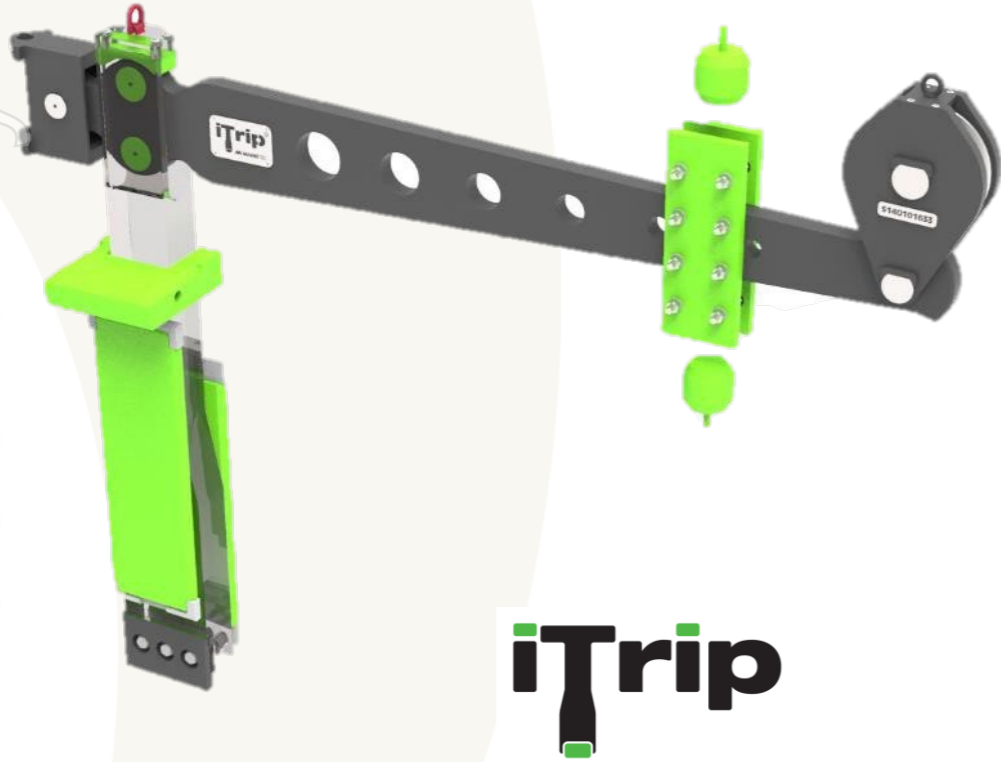
## The Solution: The iTrip

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).**



# Innovative Latching - The iTrip



**iTrip**

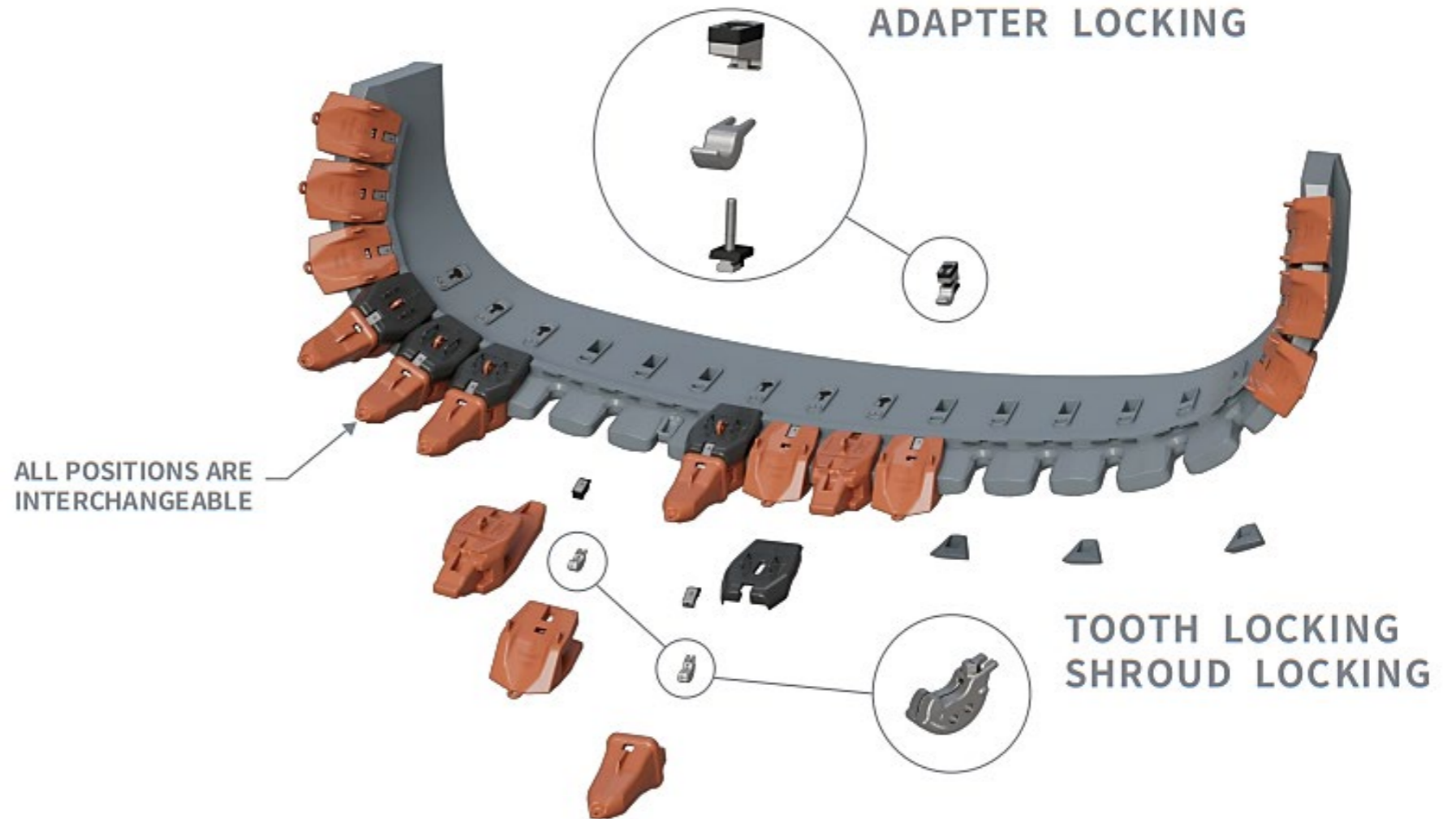
## Key Benefits

- 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

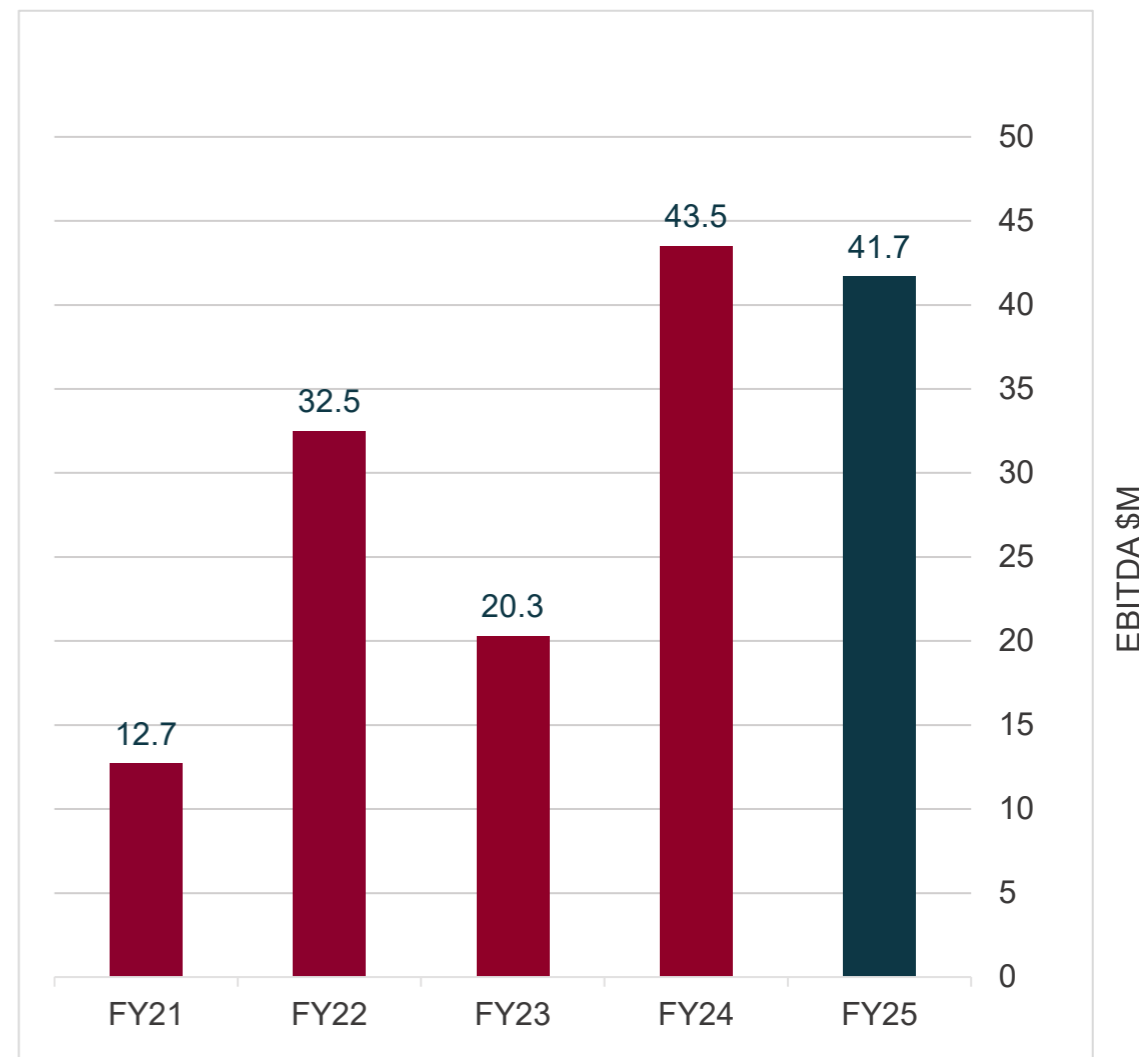
### NPAT

**\$26.3m**

Up 8.5% from \$24.3M

\*FY24 restated numbers

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



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# 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

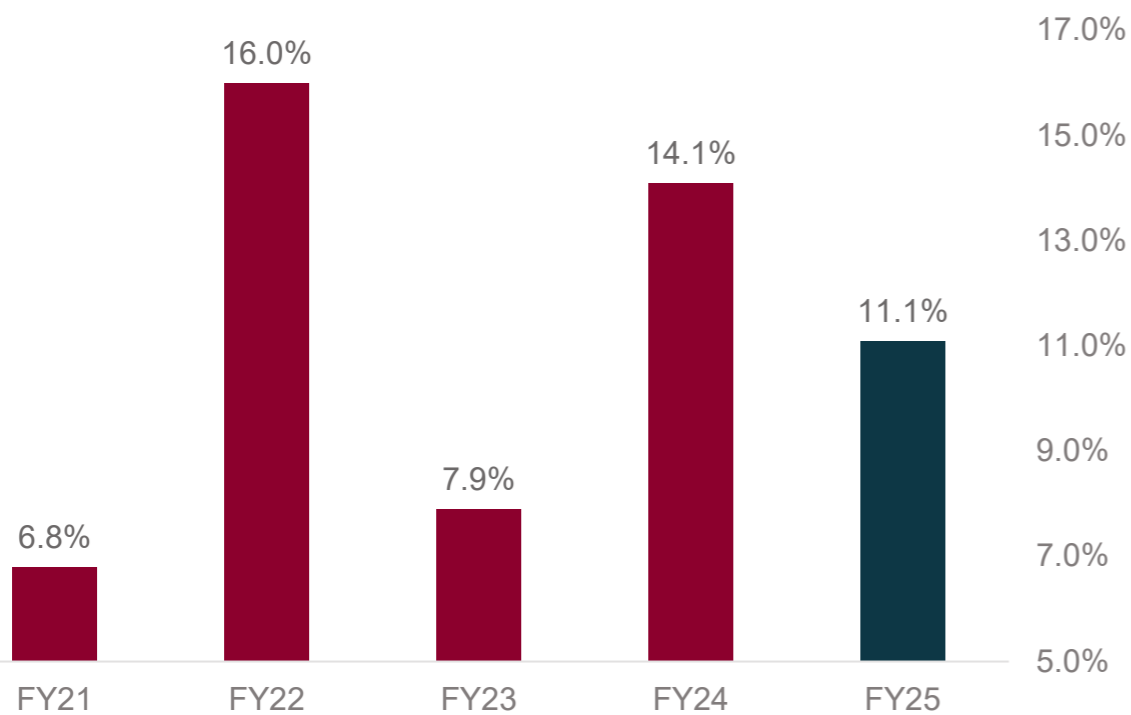


Casper, USA

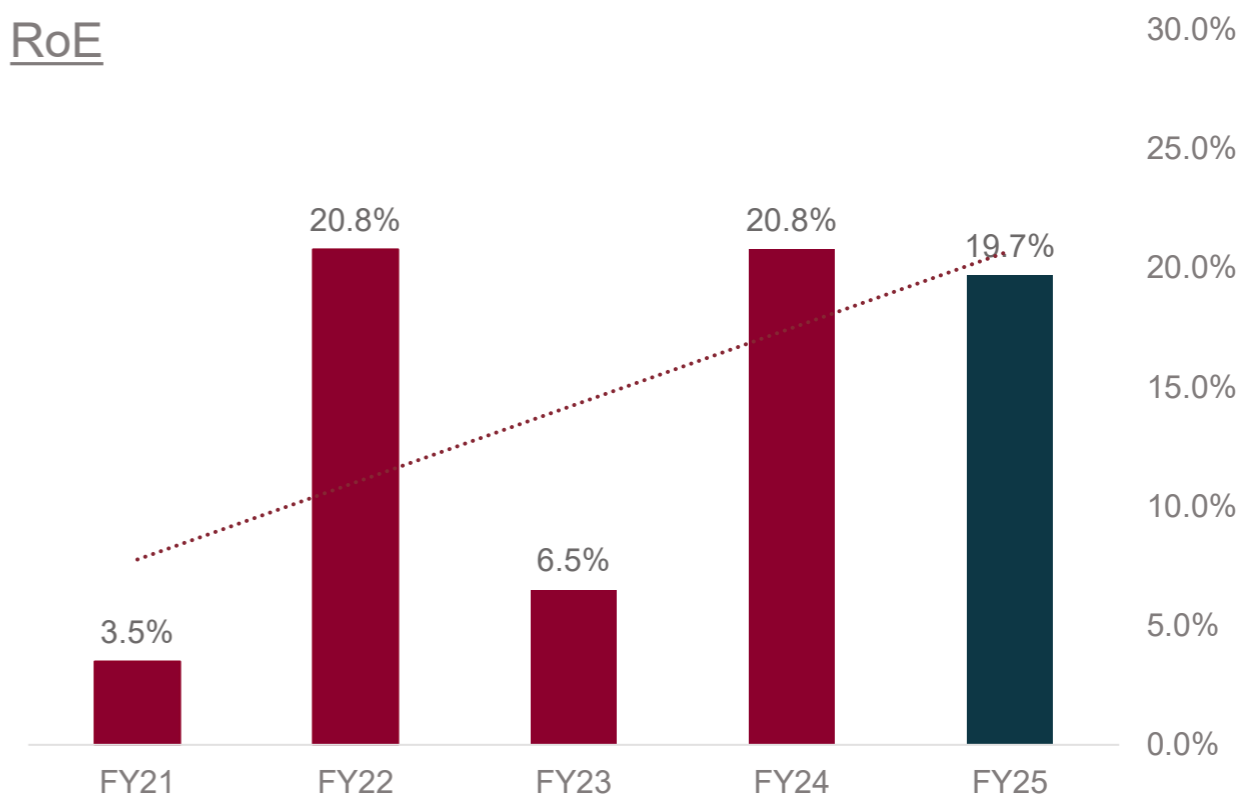
**2024**

Additional facility

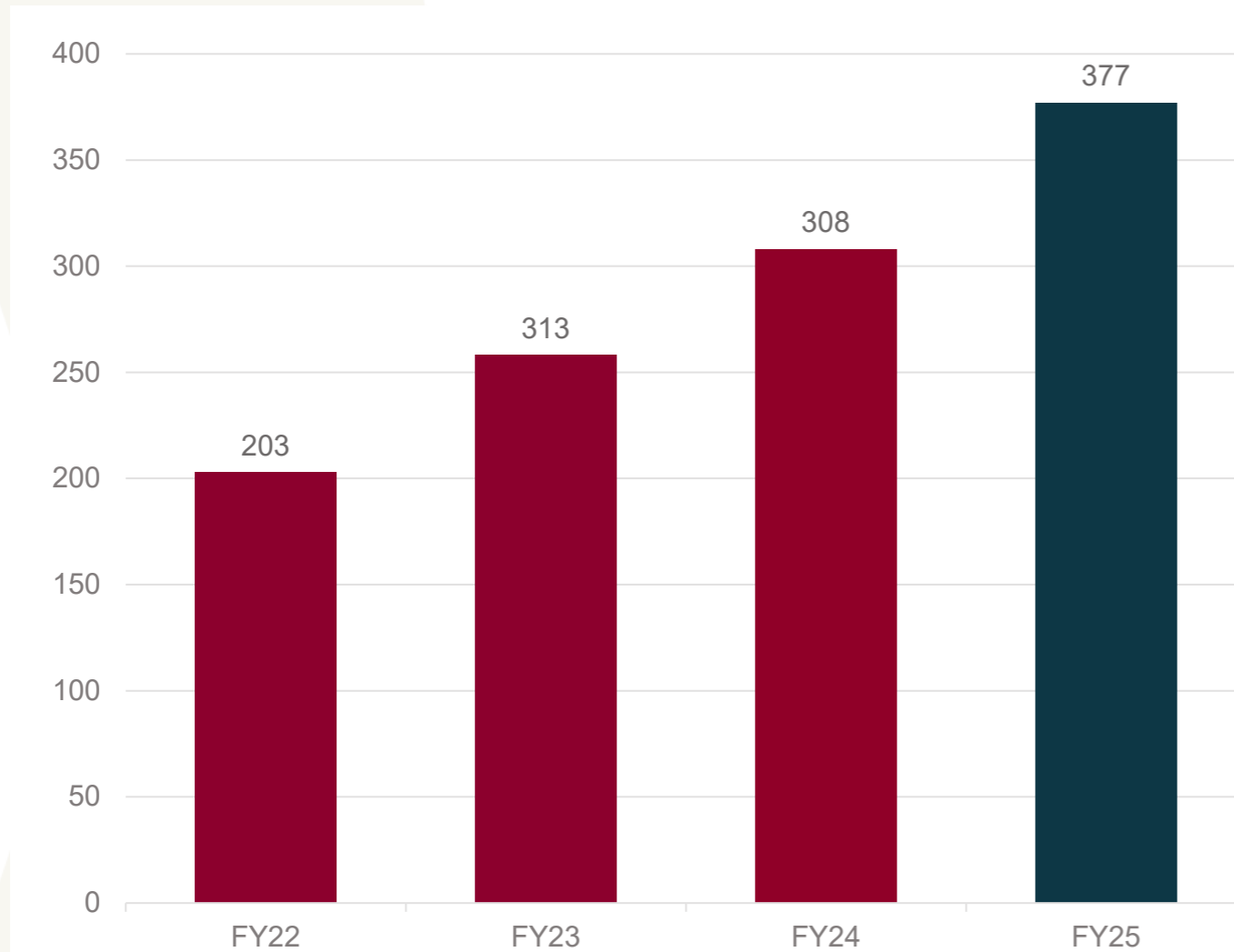
EBITDA% margins



RoE



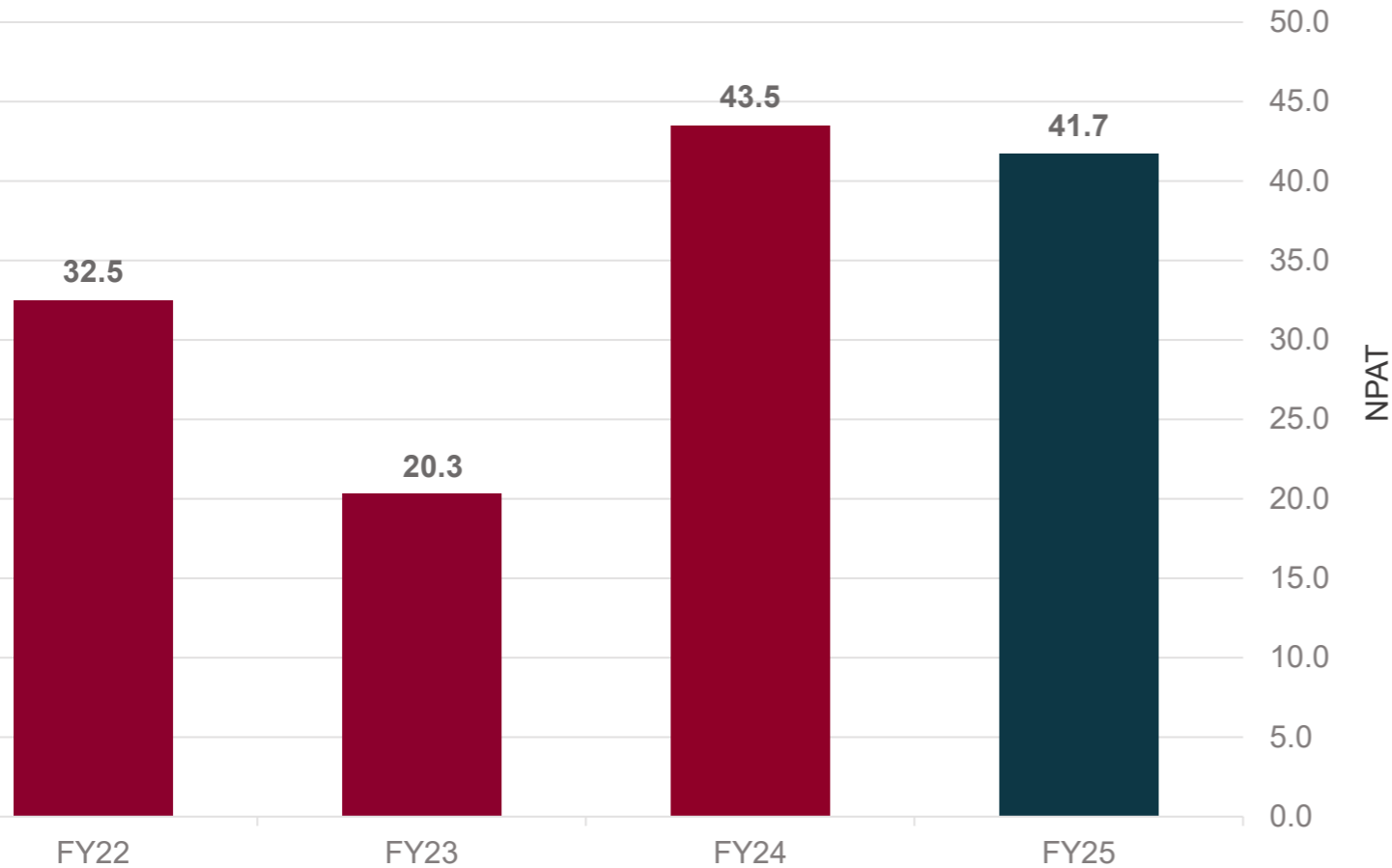
# Group revenue up 22% - driven by North America



- 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.

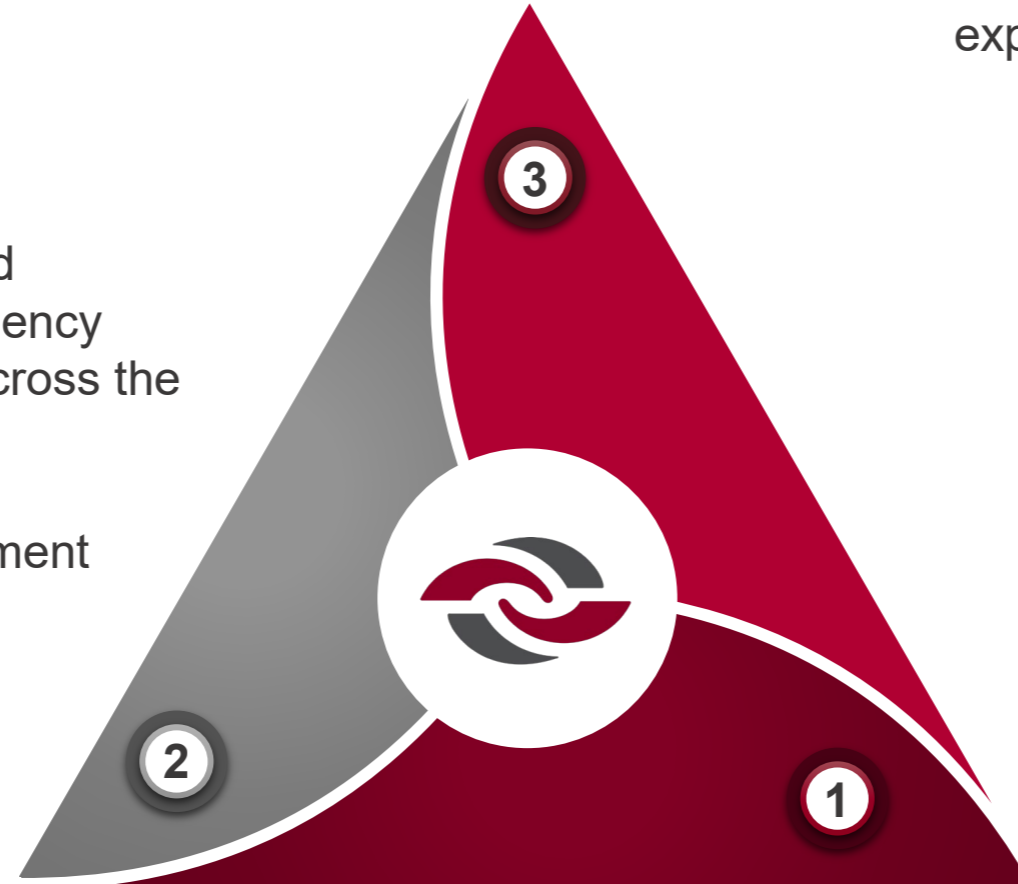
\* EBITDA is normalised for all years and include the Chile misstatement. All on a continuing basis.

# 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



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

## Manufacturing Leadership

- 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

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# Outlook & Guidance

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# FY26 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.

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Q & A



# 2025 Annual General Meeting

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

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