



# Swick - On the move

Institutional roadshow presentation

June 2011

# Corporate Snapshot



#### Structure

Shares on issue: 237M

Last price: \$0.41Market cap: \$97M

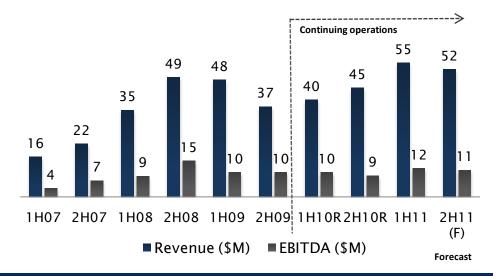
#### Board

- Andrew Simpson Non-Executive Chairman
- Kent Swick Managing Director
- David Nixon Non-Executive Director
- Joe Ariti Non-Executive Director
- Phil Lockyer Non-Executive Director
- Ian McCubbing Non-Executive Director

#### Substantial shareholders

- Kent Swick (13.5%)
- Perennial Investments (9.3%)
- Rosanne Swick (8.7%)
- Northcape Capital (7.2%)
- AMP Capital Investors (5.4%)





# **Company Overview**



- Perth based, mineral drilling company operating in Australia, the US and Canada.
- Fleet of 67 rigs used in hard-rock drilling primarily in gold, base metals and bulk commodities.
- Developing a global drilling brand through service differentiation and innovative efficient rigs.
- Currently on-site with Newmont, Goldfields, St Barbara Mines, Aditya Birla, Rio Tinto and Vale among others.



Underground Longhole: 7 rigs incl. 3 client operated rigs



Surface RC: 7 rigs



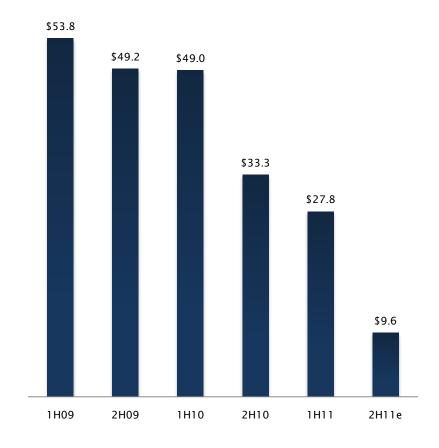
Underground diamond: 53 rigs 6 rigs awaiting build/rebuild - major components on hand

# **Operating Summary**



- Utilisation (67%) and improving rapidly across all rig types.
- Drilling rates are firming as the market for services tightens.
- Company on track to meet market expectations for FY11.
- Current order book of \$230m.
- Expect +25% EBITDA growth in FY12.
- Group's balance sheet de-geared with gross debt of \$20m by year end.
- Significant capacity to expand fleet from inventory and operating cashflow.

#### Net Debt (\$m)

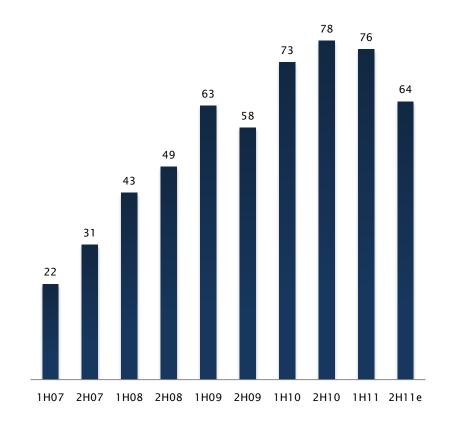


### 2H11 Achievements



- Sale of Surface Diamond Division for \$17m in cash.
- Contract wins with two new clients in North America.
- Swick Mining Services Canada Inc. awarded "Best New Business Venture" at Sudbury Chamber of Commerce 2011 Business Excellence Awards.
- Forecast net debt at 30 June 2011 of \$10m - Debt repayment of \$22m and cash increase of \$1m for FY11.
- 15% increase in order book to \$230m.

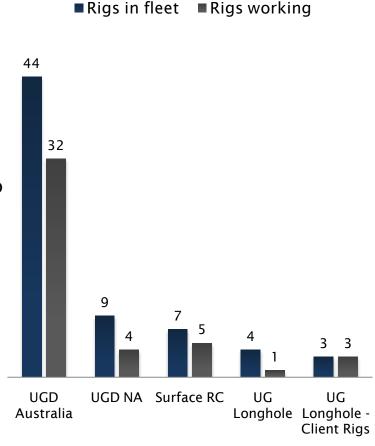
#### Rigs in fleet



# Rig Fleet



- 67 operating rigs of which 45 are currently in work equating to 67% utilisation.
- Underground Diamond (UGD) Australia is experiencing increasing demand from current customers together with new opportunities. We are well placed to meet demand with available rigs.
- Current fleet numbers do not reflect the ability to increase the UGD fleet by 6 rigs.
- In addition to the operational fleet we have 3 old rigs awaiting major rebuild and 3 new rigs where major components have already been purchased. Expected capital cost is \$2.5m.
- Surface RC fleet is fully contracted for 1H12.
   100% utilisation from July 2011.
- Underground Longhole remains a steady revenue stream with potential to expand as we seek to grow management services for client assets.

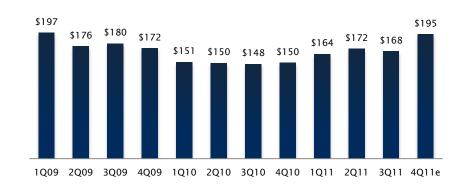


# Improving Trends

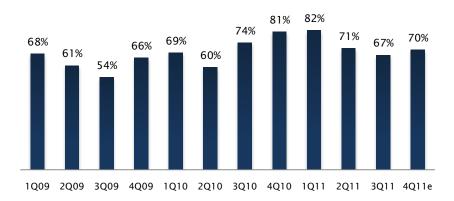


- Average Revenue Per Operating Rig (ARPOR) combined with the utilisation data provides investors with a better insight into the economic performance of the fleet.
- ARPOR has shown a steady improvement since the low in 3Q10 and is in the final quarter is expected to reach the highest level since 1Q09.
- ARPOR to increase over FY12 as legacy contracts roll off and are replaced with current market rates.
- Utilisation over the last six months has been disappointing having been affected by slowed mobilisation due to weather issues throughout Australia.
- Current contracts indicate utilisation to increase above 80% by the end of 1Q12 with a further uplift in following quarter.

#### ARPOR (\$'000) per month



#### Utilisation

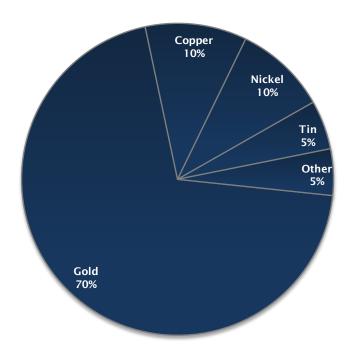


# **Good Visibility**



- Our current order book stands at a record \$230m.
- We expect our existing work in hand to contribute 80% of budgeted revenue in FY12 and 40% in FY13.
- Our tender pipeline continues to improve and we expect further strengthening in our order book in 1H12.
- In the fourth quarter we expect to record revenue in the region of \$27m.
- We expect revenue to reach \$130m in FY12.

#### FY12 Global Commodity exposure

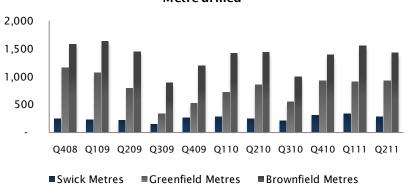


### **Environment**

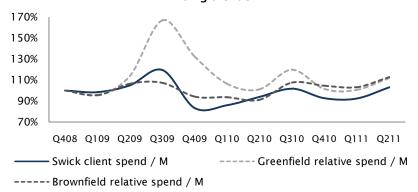


- Demand for drilling services is improving in both North America and Australia.
- The North American market is strengthening more rapidly than Australia with most operators expecting to be close to full utilisation by the end of 2011.
- Clients are gaining confidence and we have a number of clients adding rigs to existing programs.
- After minor improvements in pricing through 2010, contract terms are now improving as the market tightens.

#### Australian drilling statistics versus Swick Metre drilled



#### Australian drilling statistics versus Swick Pricing trends



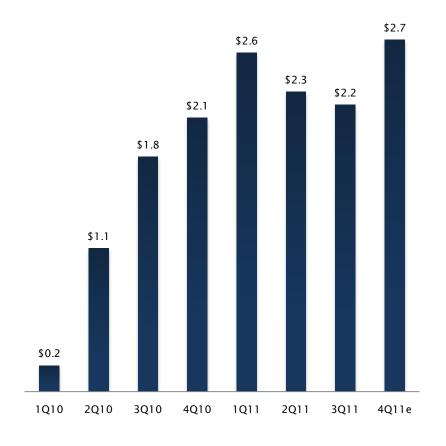
Source: Australian Bureau of Statistics

### North America



- We now have 75 employees in this region and expect to generate over US\$5m EBITDA in FY12.
- All nine of our North American rigs will be in work by the end of 1Q12, compared to an average of four in FY11.
- New contracts requiring a minimum of two rigs have been awarded by Tagish Lake Gold in the Yukon Territory of Canada.
- We expect further demand to come from our cornerstone client Newmont and a number of other companies currently tendering for underground drilling services
- It is anticipated that we will have to send additional drill rigs to North America in the near term to satisfy demand.

#### Revenue per quarter (\$M)



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Information included in this presentation is dated 5 June 2011.