



Swick Mining Services Ltd

FY14 AGM Presentation
14th November 2014

ASX:SWK

www.swickmining.com

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Unless otherwise stated all the currency disclosures in this presentation are Australian Dollars.

Information included in this presentation is dated 13 November 2014.

Company Overview

- Top ten global mineral drilling provider operating in Australia, US , Canada and Europe
- Currently ranked 5th by Market Capitalization
- Currently ranked 4th by revenue
- Track record of innovation leading to competitive advantage in what we do
- Focused on customer service, productivity and total value to customers
- Focused on creating a highly skilled workforce with a strong culture of service
- Have a strong focus to return value to our customers *and* our shareholders by increasing productivity



Corporate Snapshot

■ Corporate structure

- ASX: SWK - Listed Nov 2006
- Shares outstanding: 216.7m
- Share Price 13 Nov 14: \$0.255
- Market Cap 13 Nov 14: \$55.1m

■ Board and Executive Management

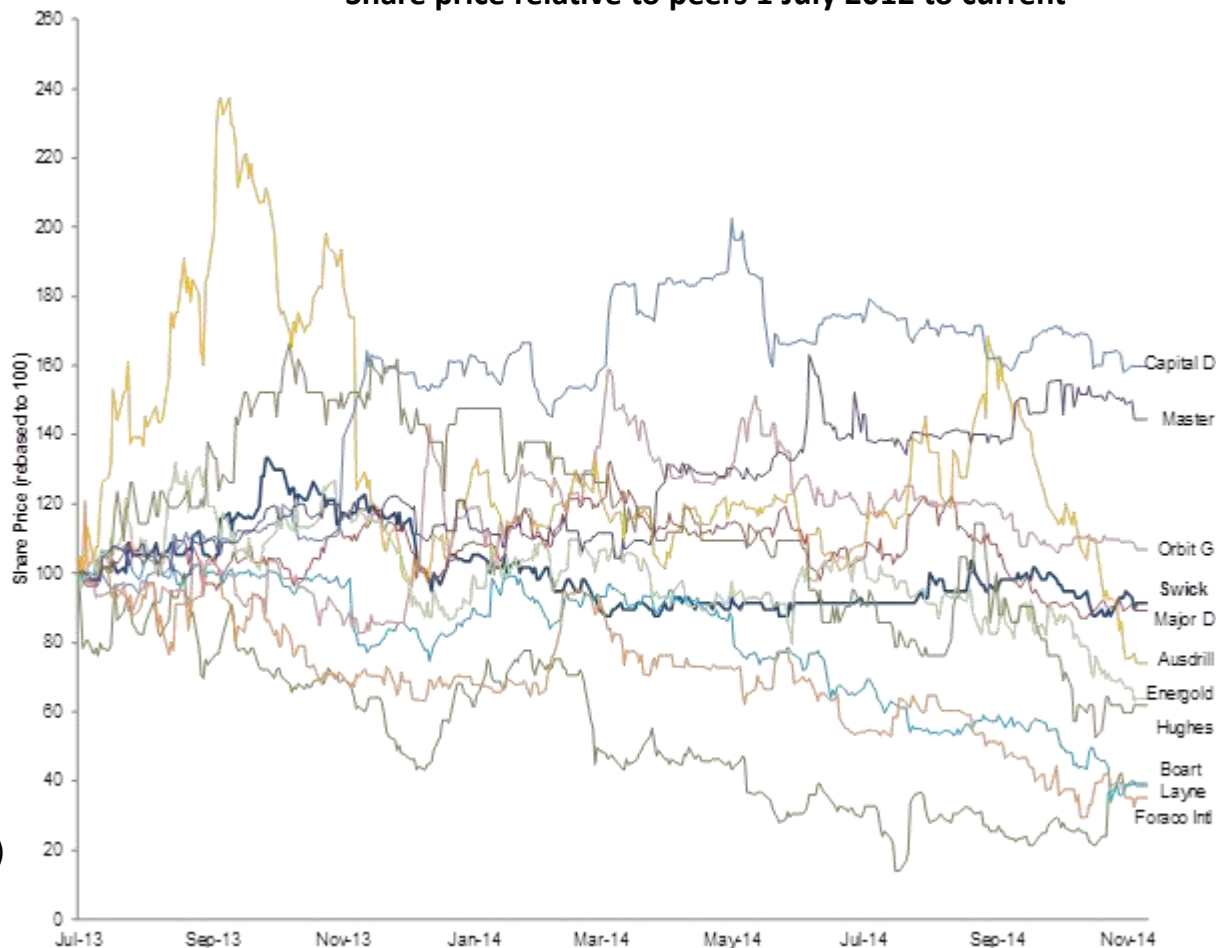
- Andrew Simpson - NEC
- Kent Swick - MD
- Phil Lockyer - NED
- David Nixon - NED
- Ian McCubbing – NED
- Vahid Haydari – CEO
- David Prestney– CFO (Acting)

■ Substantial shareholders*

- Kent Swick (15.1%)
- Perennial Investments (12.3%)
- Simone A Lourey (10.2%)
- Northcape Capital (6.5%)
- Rosanne Swick (6.4%)
- Highclere International (5.9%)
- Schroder Investment Mgt (5.6%)

*As at 30th September 2014

Share price relative to peers 1 July 2012 to current



Division Overview



Drilling: Underground Delineation
 Rig Type: Swick Mobile Drill
 Sectors: Gold, Base Metals
 Sites: Operating Mines
 Advantage: Reliability, Productivity, Safety, Total Value
 Range: + 1000m
 Fast Fact: World's leading drill rig
 Fleet Size: 67 Rigs (56 Asia Pacific & 11 International).

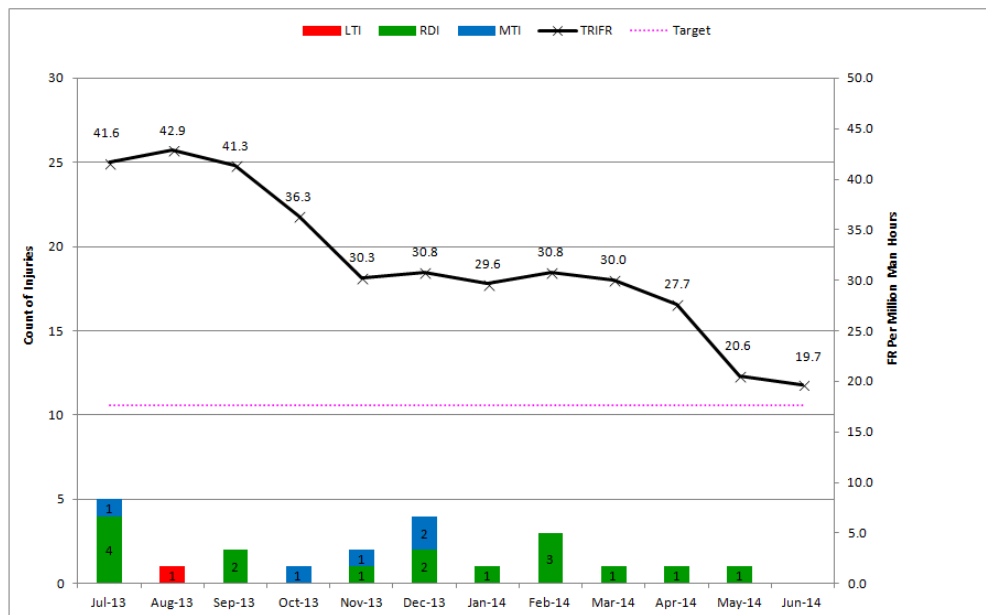


Drilling: Reserve Definition & Expl.
 Rig Types: Swick RC Drills
 Sectors: Base Metals, Bulks, Gold
 Sites: Brownfield & Greenfield
 Range: + 400m
 Fast Fact: Award Winning Rig Design
 Fleet Size: 7 Rigs
 (6 Swick & 1 tracked Schramm)

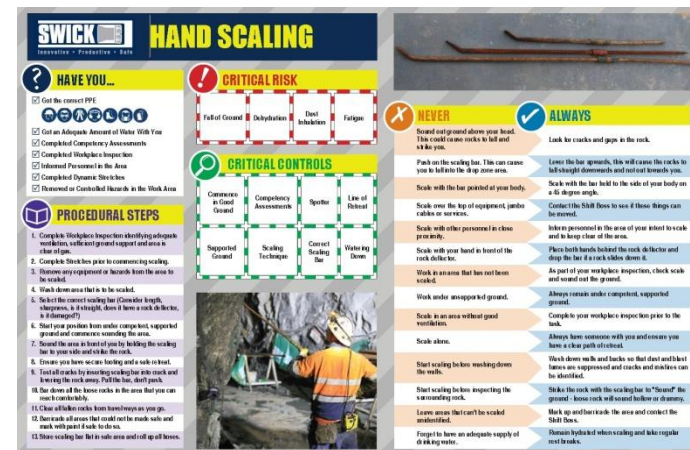


Drilling: Production (Blast)
 Rig Type: Sandvik Solo's
 Sectors: Gold, Base Metals
 Sites: Brownfield
 Range: +50m
 Fast Fact: Offer Contracting & Management Services
 Fleet Size: 4 Rigs
 +(3 client rigs under mgmt)

Safety in FY14 – A very positive year



- Companywide TRIFR continued to trend down over 50% YOY
- Visible Workplace Checklists and Snapshots of Procedures
- At the rig video procedures introduced
- Physiology and bio-mechanics study of manual handling tasks
- Critical Control Plans introduced



Results Overview FY2014

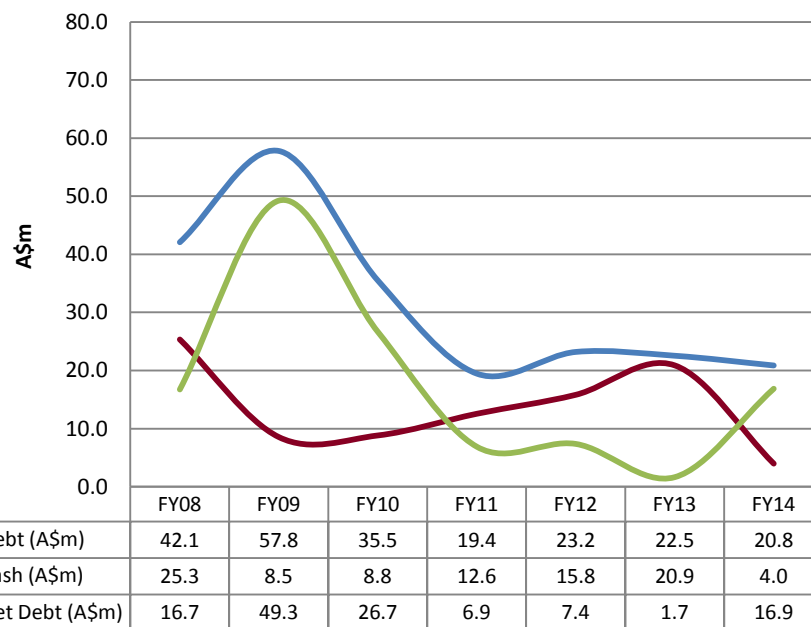
Operational Performance	FY14	FY13	% Change
Total Metres Drilled	1,138,401	1,412,803	-19%
Total Rigs in Fleet (Period end)	81	78	4%
Total Rigs in Use (Period End)	55	54	2%
Consolidated Revenue (\$m)	117.2	145.6	-19%
Consolidated Revenue per Metre (\$/metre)	102.93	103.02	0%
Total Employees	604	615	-2%
Financial Performance	FY14	FY13	% Change
Revenue (\$m)	117.2	145.6	-19%
EBITDA (\$m)	16.4	30.2	-46%
EBIT (\$m)	3.2	15.8	-80%
Net Profit After Tax (\$m)	1.5	11.3	-86%
Earnings Per Share - cents	0.71	4.85	-85%
EBITDA %	14.0%	20.7%	-33%
EBIT %	2.7%	10.8%	-75%
NPAT %	1.3%	7.8%	-83%
Net Assets (\$m)	108.0	109.8	-2%
Cash (\$m)	4.2	20.9	-80%
Debt (\$m)	20.8	22.5	-7%
Net Debt (\$m)	16.7	1.6	941%
Operating Cashflow (\$m)	11.5	36.3	-68%
Free Cashflow (\$m)	-9.8	15.0	-166%

* some table numbers may not add due to rounding

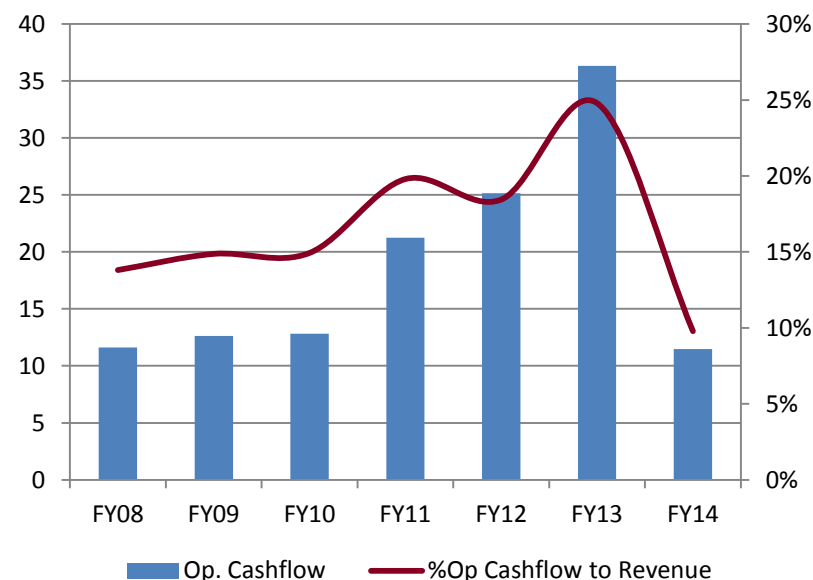
- Total metres ↓ 19% YOY
- Revenue ↓ 19% YOY
- EBITDA ↓ 46% YOY
- EBITDA % ↓ 33% YOY
- NPAT ↓ 86% YOY
- Tough Operating Environment
- Significant discounts offered to clients (avge 10%)
- Strategic Initiatives continued
- Invested in Orexlore AB
- Invested in HQ property
- Continued Buyback in 1H 14

Balance Sheet - Strategic Capital Allocation

Gearing /Net Debt



Operational Cashflow



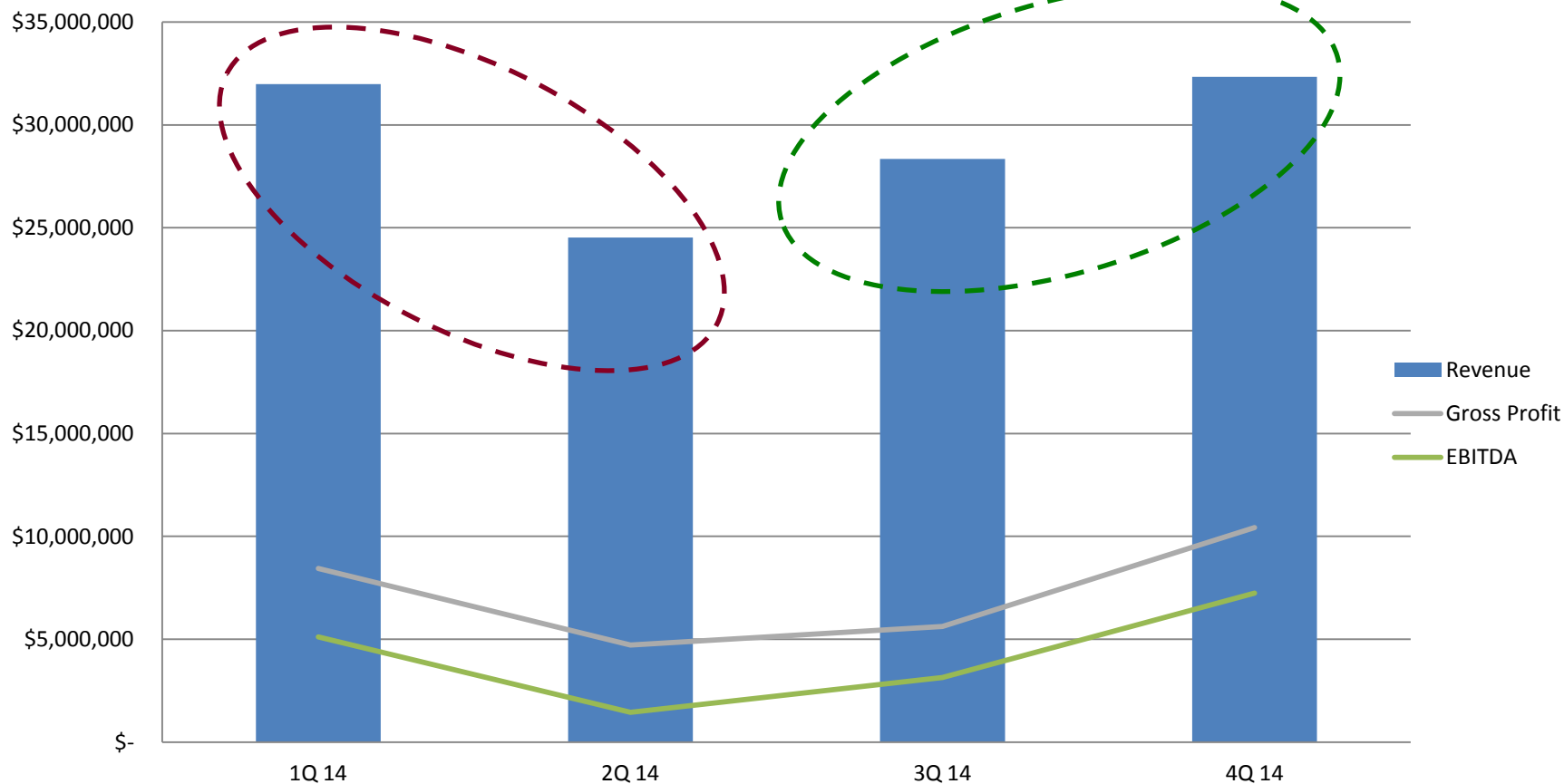
- Investing in internal R&D to meet the Company's Strategic Objective
- Share Buyback undertaken during the first half of FY14 – total over 18 month period of ~21.5m shares (9%)
- Returning capital to shareholders via dividends and share buy back
- Strategic Investment in future Mineral Information Technology – Orexplore AB

FY14 – A tale of two halves

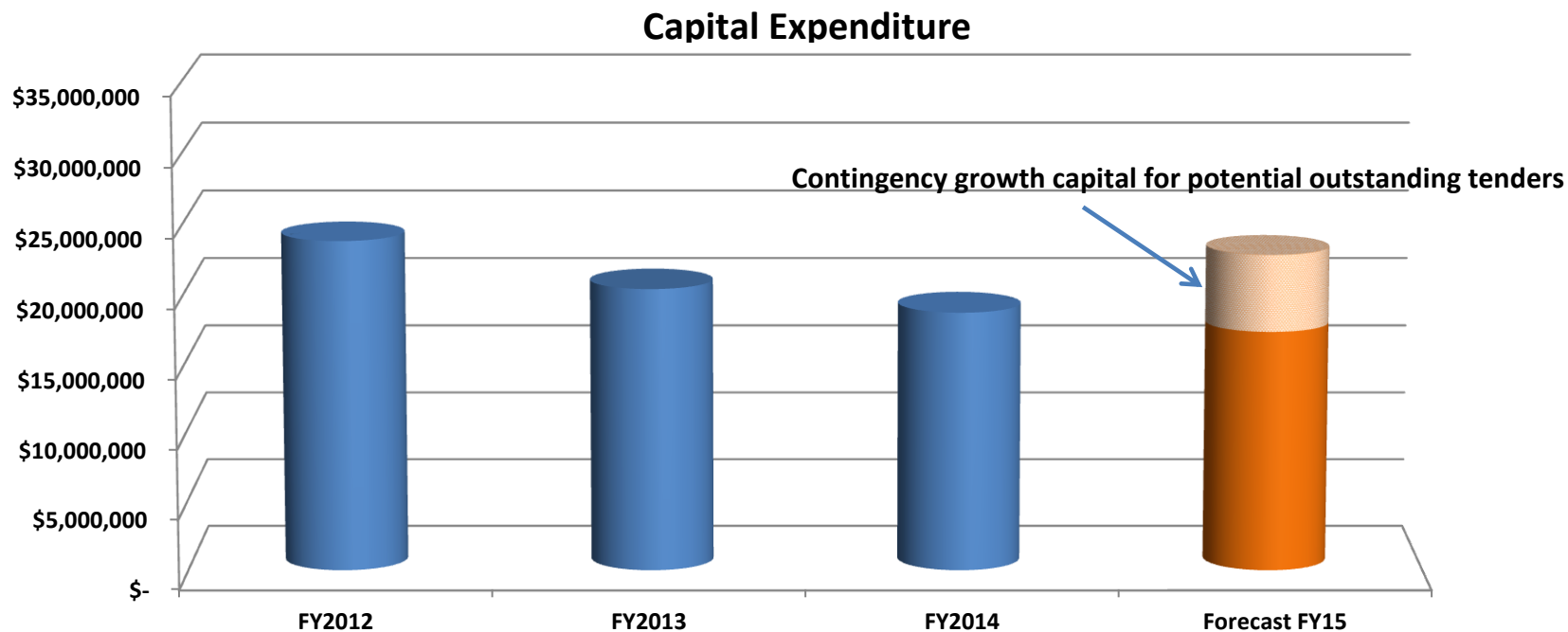
FY14 by Quarter

Revenue Dropping at ~\$1m per month

New Contract Awards, additional rigs mobilised H2

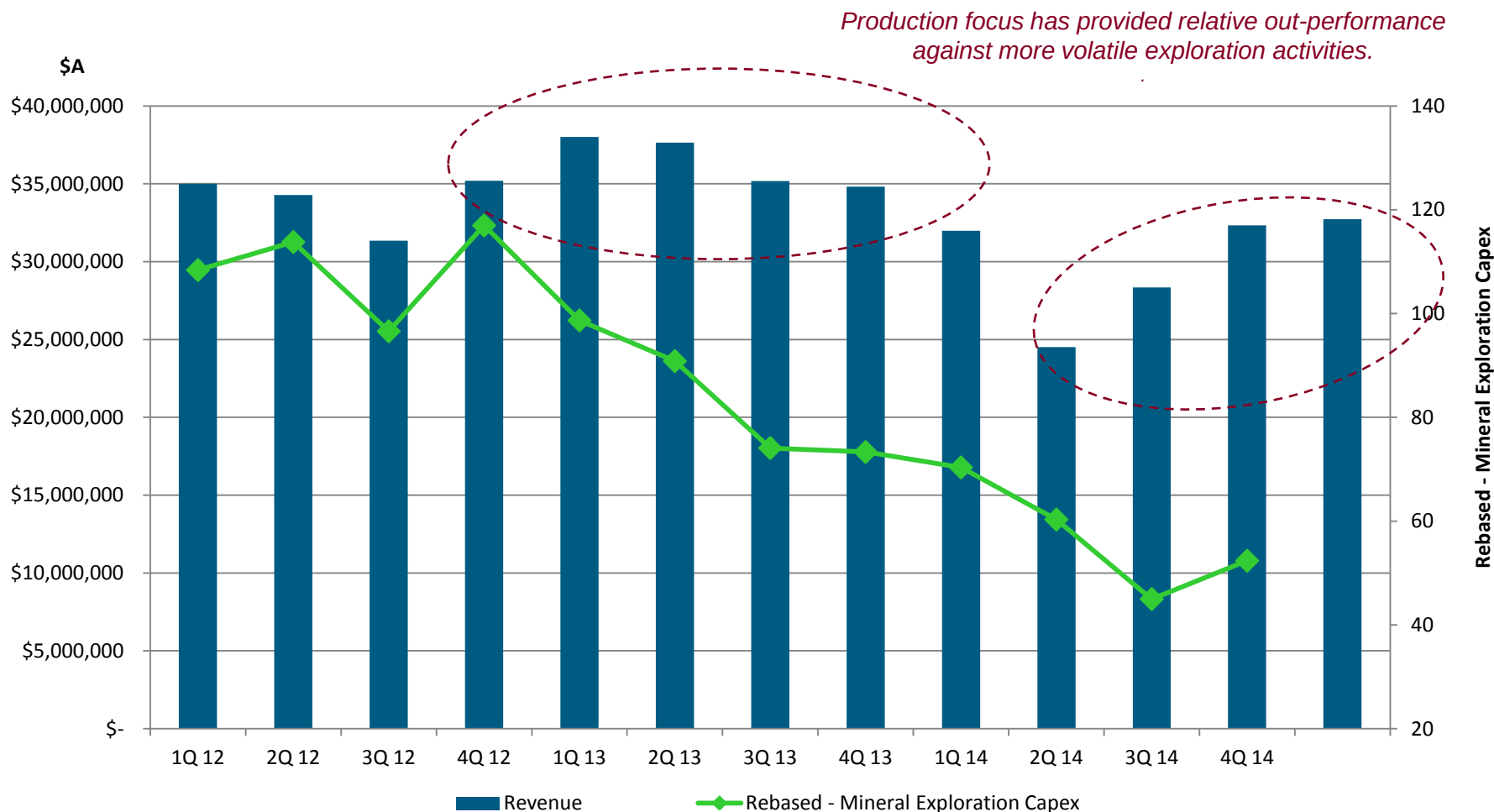


Capital Expenditure



- Orexplore commitment FY15 ~ AUD \$1m
- Rig Integration Project commences 3Q 15 ~ \$3.8m over FY15 (14 rigs upgraded – 7 per quarter)
- Contingency of \$5m for five additional UD builds dependant on tender results.

Swick Objective is Resistance to the Exploration Cycle

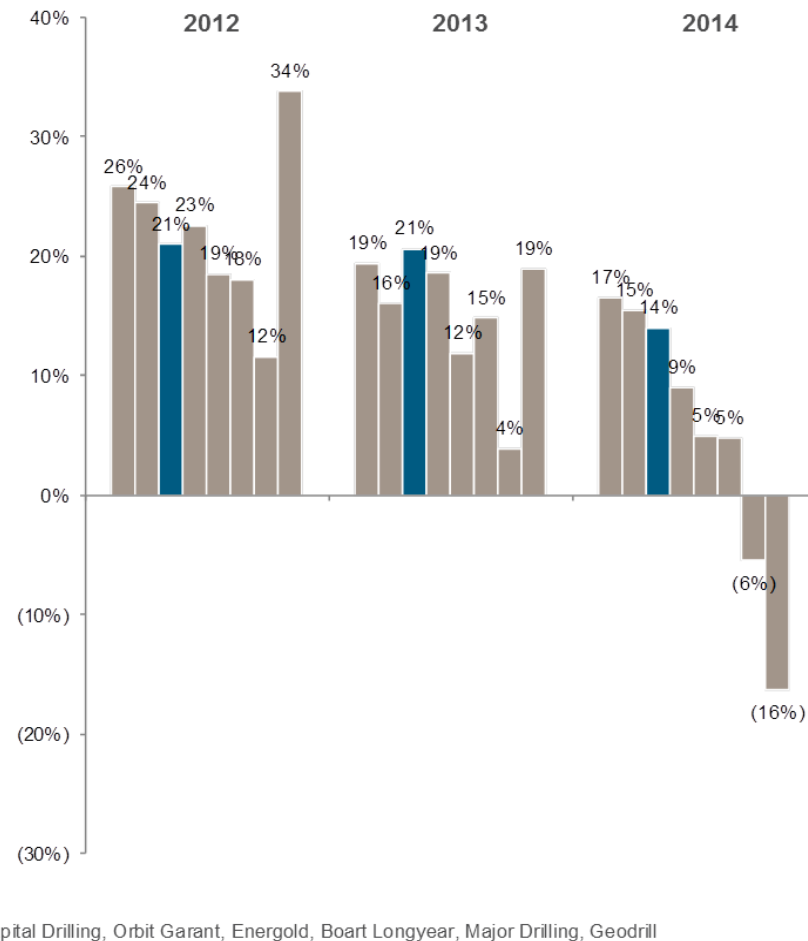


Swick's Strategy to Decouple from Peer Performance

NPAT / Revenue Relative to Peers



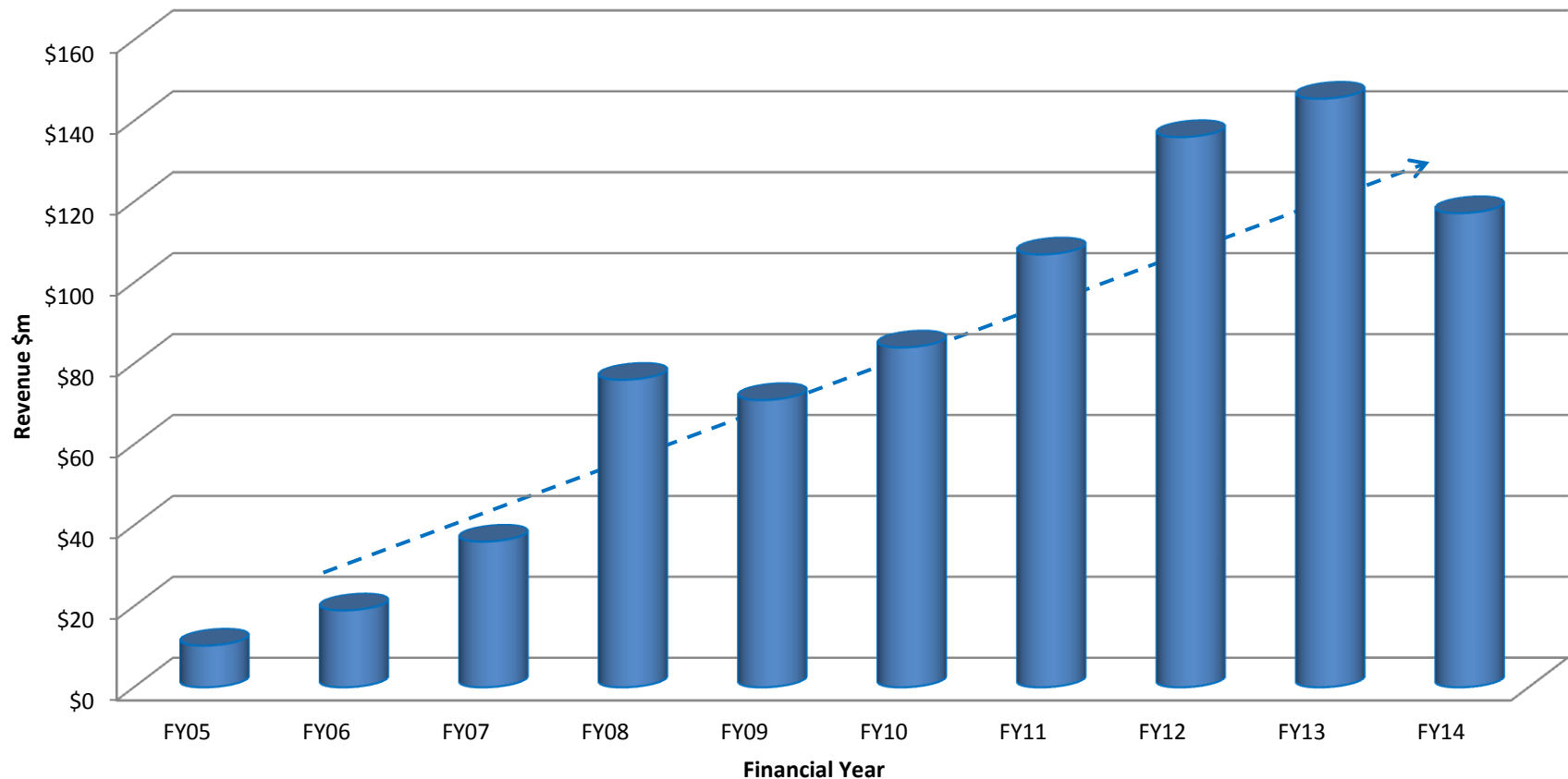
EBITDA / Revenue Relative to Peers



History of Organic Revenue Growth

Since introducing the mobile underground diamond drill in June 2004, SWK has achieved;

- Compound Annual Growth Rate of 28%
- Absolute Growth > 1000%



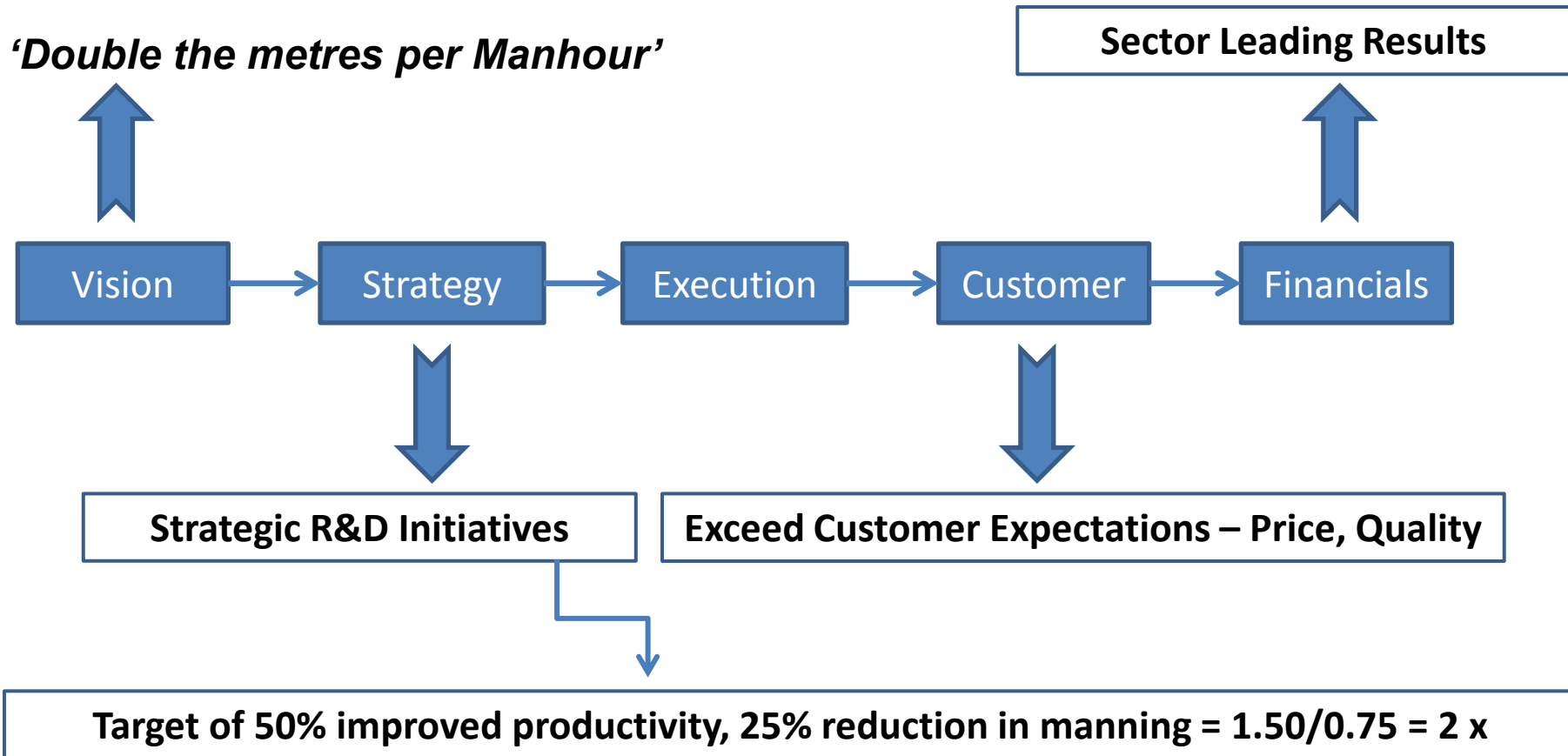
Strategic Value Creation

‘Providing lower costs to our clients will yield better results for our shareholders’

At Swick we believe that –

- Market Share is critical – but with the right clients
- Long term margin is achieved internally not externally
- Safety is an investment not a cost
- Productivity is never optimised
- Non-productive time can be reduced
- Equipment can be more reliable, more powerful and more versatile
- Employees can always be more efficient
- Our drilling methods can always be improved
- Innovation is a Strategy
- The Strategic Journey is as important as the Goal

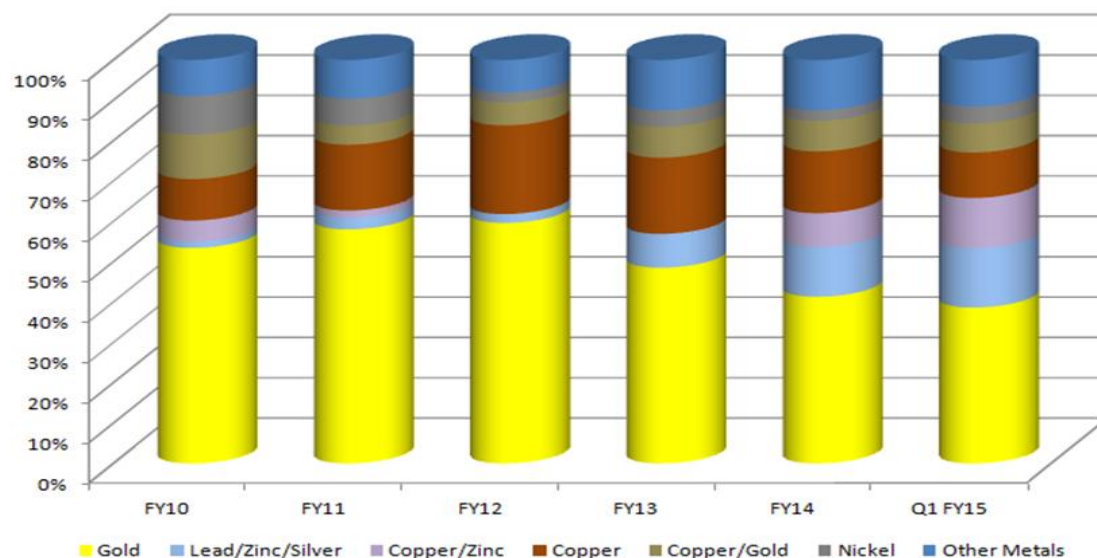
The Strategic Value Chain



1Q FY15 Operational Update

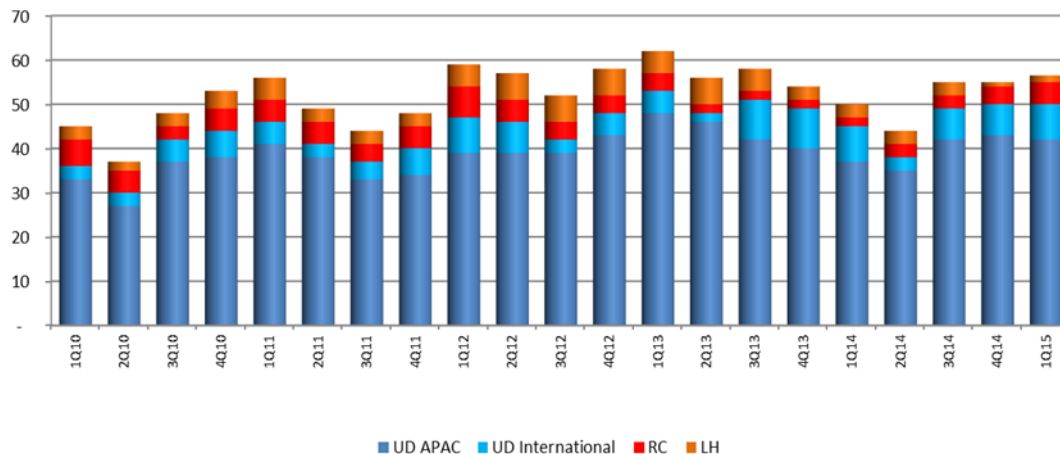
Operational Performance	1QFY15	1QFY14	% Change
Total Metres Drilled	330,288	312,252	6%
Total Rigs in Fleet (Period end)	81	81	0%
Total Rigs in Use (Period End)	57	50	14%
Consolidated Revenue (\$m)	32.7	32.0	2%
UD Metres Drilled	242,794	214,143	13%
UD Rigs in Fleet (Period end)	67	67	0%
UD Rigs in Use (Period End)	50	45	11%
Total Employees	619	556	11%

- Total Revenue up 2% on prior corresponding period (pcp)
- Total rigs in use up 14% on pcp to 57 from a fleet of 81
- Meters drilled up 13% for Underground Rigs and 6% overall compared to pcp
- Commodity spread continues to move away from Gold in line with decline in this sector

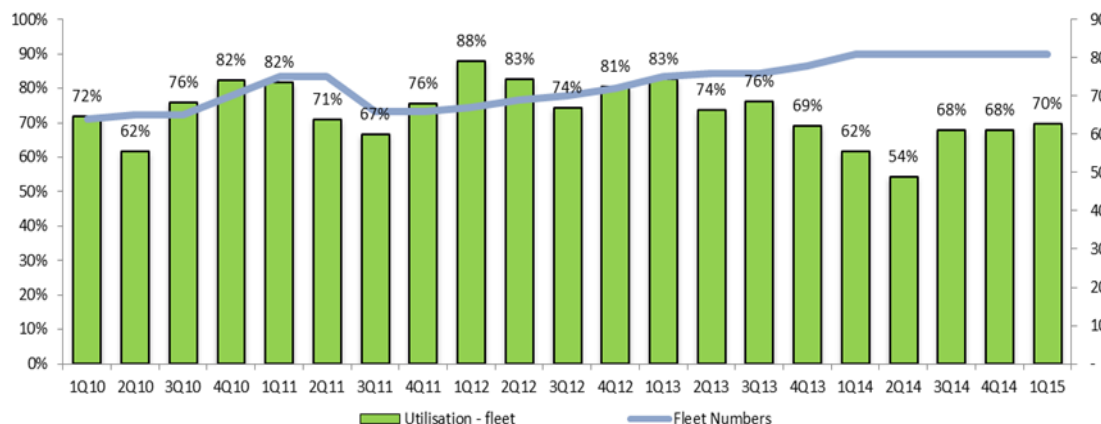


Rigs at Work and Fleet Utilisation

Rigs in Work (No.)



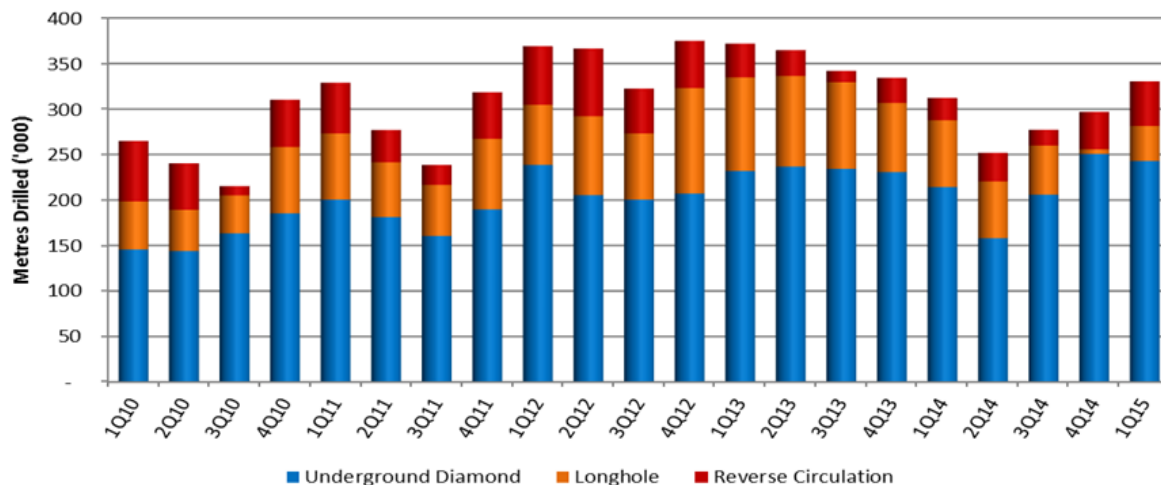
Fleet Utilisation %



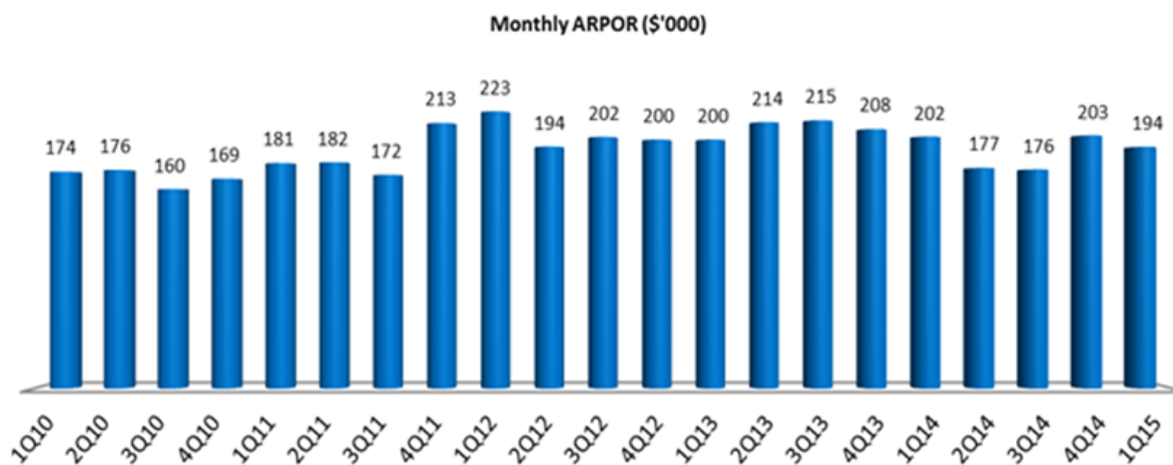
At End of Q1 FY15;

- Fleet Utilisation at 70%, up from 62% for the pcip.
- UD fleet at 75% utilisation, up from 67% for the pcip.
- RC fleet at 71% utilisation, up from 29% for the pcip.
- LH fleet at 21% utilisation, down from 43% for the pcip.
- Numerous tendering opportunities remain
- Operating at 24 mine sites for 20 mining clients globally.

Metres Drilled and Average Revenue Per Operating Rig



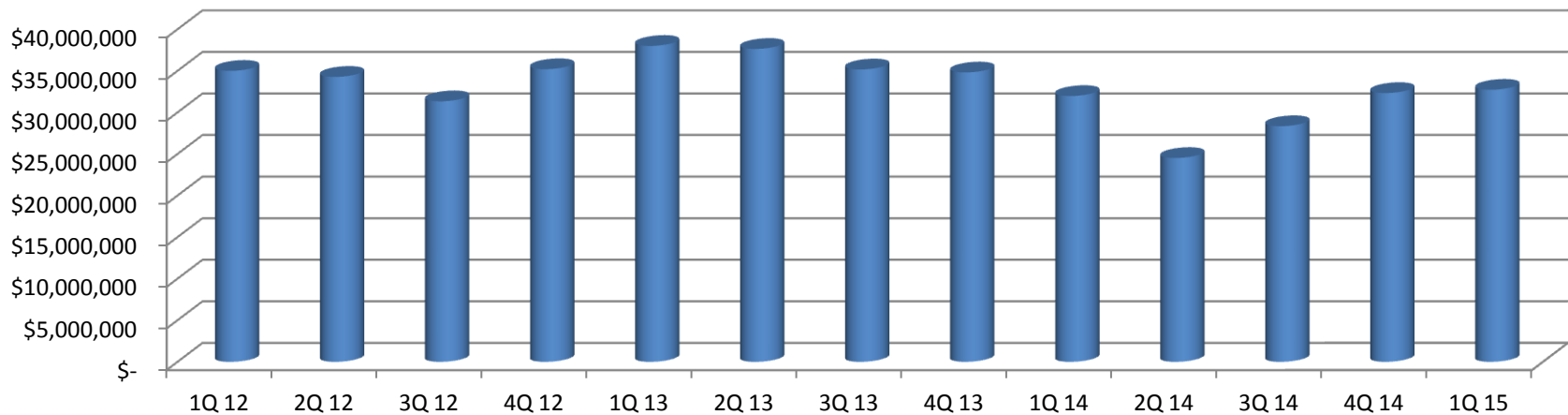
- 1Q FY15 metres drilled up 6% to 330,300 meters on pcp. By Division UD 13% up, LH 48% down and RC 100% increase.
- Investment in R&D targeted on UD division which represents over 85% of total revenue
- 1QFY15 period there was some de-mobilization and re-mobilization activity which led to a slightly lower ARPOR for the period.



Order Book as at 30 September 2014 stands at \$162m, however the Company advises that it is awaiting results on many significant tenders that have the potential to materially increase the work in hand.

Outlook for FY15

Revenue



- Due to inherent uncertainty in the drilling markets, Swick is cautious about updating guidance at this stage.
- Market remains volatile and competitive, however activity levels appear to be improving.
- There is potential for improved rig utilisation in the second half if successful with outstanding tenders.
- Rig Integration Project (technology embedded on rig) commences Jan 2015 all rigs to upgraded by June 2017



Thank You