



# FY20 highlights

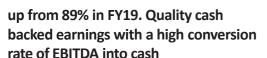
**REVENUE** 

\$2.04B

up 4% on the back of new projects, partially offset by contract cessations

**OPERATING CASH CONVERSION** 

96%



**EBITDA** 

**\$444M** 



up 7% due to exceptional operational performance in challenging conditions. \$12.8M positive impact from AASB16 adoption

**ROACE** 

16.6%

maintained ROACE of over 16% with continued focus on capital discipline

EBIT(A)

\$212M



reduced by 2.5% due to increased depreciation. Q4 impacted by COVID-19 and other business challenges

**NET LEVERAGE** 

1.3x



down 0.1x on 1H20, further strengthened the balance sheet to position for growth

NPAT(A)

\$110M



reduced by 14% due to EBIT reduction, increased interest and increase in the effective tax rate from normalisation of taxation expense

**FULL YEAR DIVIDEND PER SHARE** 

7.0 cents

including a 3.5 cents interim dividend and a 3.5 cents final dividend, both fully franked

FY19 figures are proforma figures which include 100% of Barminco and AUMS for a full 12 months and exclude amortisation and any one-off or non-underlying items; FY20 figures are underlying and exclude amortisation and any one-off or non-underlying items as disclosed in Perenti's FY20 full year results presentation dated 24 August 2020; ROACE is defined as underlying EBIT(A) / sum of average receivables, inventories, PP&E less trade payables for the relevant period; Net Leverage is defined as Net Debt / underlying EBITDA



# We are a global mining services provider

**OPERATING IN** 

11 Countries

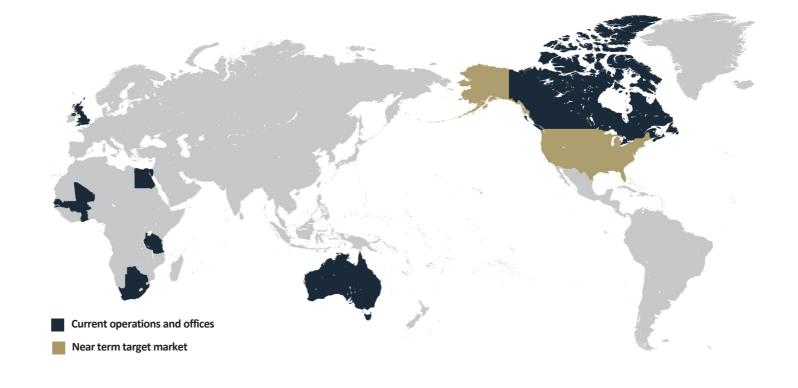
Continents

YEARS OF EXPERIENCE

30+

**SCALE OF BUSINESS** 

55+ Global projects **7,700** People\*



\* People numbers are rounded from 7,729 as at June 2020



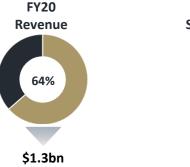


# Our portfolio of iconic mining services brands

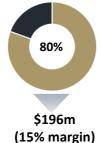




 A market leader in global hard-rock underground mining, specialising in rapid high-speed mine development, production, diamond drilling, vertical development, design planning and scheduling, and equipment supply and maintenance













- Our surface mining operations span both Australia and Africa
- In Australia we offer drilling services including exploration and production drilling, blasting services and geotechnical services
- In Africa, AMS offers complete surface mining services including exploration, mine planning and production



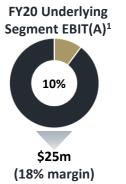






- Provides support services to the mining and oil and gas sector, including mineral analysis, assaying services and supply & logistics
- The largest contributor is BTP which provides equipment rental, maintenance and used equipment and parts sales





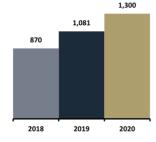
<sup>1</sup> FY20 Underlying Segment EBIT(A) shows segment contribution before Group Functions cost of \$35m.



# Market leader in underground mining services through our Barminco business

### Significant growth in revenue

- Record revenue of \$1.3bn in FY20
- Average annual growth of 22%<sup>1</sup> since FY18



30 years of providing expert mining solutions globally

Team of approximately 130 specialist engineers<sup>2</sup>

Larminco

#### Key clients are major global miners









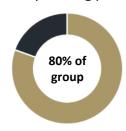






## **Exceptional earnings and margins**

- FY20 EBIT(A) of \$196m
- Industry leading profit margin

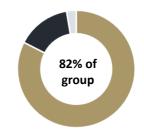


**EBIT(A) MARGIN** 

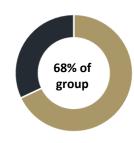
**15%** 



<sup>\$4.4</sup>bn orderbook<sup>3</sup>
(as at June 2020)









<sup>&</sup>lt;sup>1</sup>Average annual growth calculated on a compound basis, 2018 and 2019 revenue figures are proforma which include 100% of Barminco and AUMS for a full 12 months <sup>2</sup>Includes engineers who hold management positions

<sup>&</sup>lt;sup>3</sup>Orderbook is calculated in line with the disclosures on slide 10 of this presentation

# Stable, long-term customer relationships

Perenti has a strong track record of contract renewals and extensions as customers typically use a single contractor over the mine life

Client	Project <sup>1</sup>	Туре	2000	2005	2010	2015	2020	2025	2030+
NORTHWANTA STREET BARRICK NEWMONT	<sup>2</sup> Superpit	Surface	<b>♦</b>	<b>♦</b>		<b>\rightarrow</b>	<b>♦</b>		
GOLD FIELDS	St Ives	Surface		<b>♦ ♦</b>	<b>♦</b> •	$\Diamond$	$\Diamond$		
ANGLOGOLDASHANTI	Sunrise Dam	Underground		<b>♦</b>	<b>♦ ♦</b>	<b>(</b>	<b>\</b>	$\Diamond$	
WESTERN AREAS LTD	Flying Fox	Underground			$\Diamond \Diamond$	$\Diamond$ $\Diamond$ $\Diamond$	$\Diamond$		
<b>ConsMin</b>	Woodie Woodie	Surface			♦♦ ♦	<b>♦ ♦</b>	$\Diamond$		
CENTAMIN	Sukari	Underground				$\Diamond$	<b>♦</b>	$\Diamond$	
GOLD FIELDS	Agnew	Underground				<b>♦</b>	<b>\</b>	<b>♦</b>	
Piacentini&Son MINING & EARTHMOVING	Huntly	Surface					<b>♦</b>		
ANGLOGOLDASHANTI	Iduapriem	Surface				<b>♦ ♦</b> (	<b>&gt; &gt; -</b>		
WESTERN AREAS LTD	Spotted Quoll	Underground				<b>♦ ♦</b>	<b>♦</b>		
MMG	Dugald River	Underground				<b>***</b>	<b>\</b>	$\Diamond$	
Evolution	Mungari	Surface					<b>♦</b>		
Roxgold	Yaramoko & Bagassi South	Underground					<b>♦</b> •		
180	Nova Bollinger	Underground					<b>*</b>	$\Diamond$	
		■ Term Contracted	■ Contract Rollovers	and Variations Under I	Negotiation	Mine Life Remainin	g ◆ Contract Rer	newal • Extension	on Option 4

<sup>&</sup>lt;sup>1</sup> Not an exhaustive list of Perenti's client relationships or projects. <sup>2</sup> In November 2019, Barrick Gold Corporation sold its interest in Kalgoorlie Consolidated Gold Mines ("KCGM") to Saracen Mineral Holdings Limited. In December 2019, Newmont Goldcorp sold its interest in KCGM to Northern Star Resources. <sup>3</sup> Mine Life Remaining based on Wood Mackenzie report dated September 2020. <sup>4</sup> Extension Option is an option with Perenti's client to extend at the client's election.



# Enabling operational continuity during COVID-19

**CHARTER FLIGHTS** 

70

**OUR PEOPLE MOVED** 

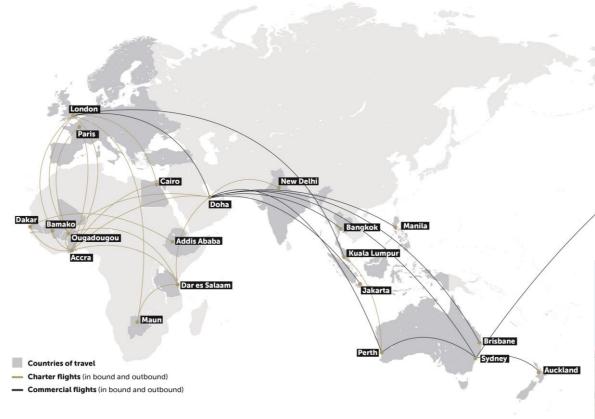
987

GOVERNMENT AND OTHERS MOVED

127

**DEDICATED** 

## Logistics Team







# Delivering our 2025 group strategy





# Technology driven future

We are investing in new technologies to drive safety, productivity and sustainability

Focused on leading the global mining services industry in technological capabilities

Completion of what is believed to be a world first, with the remote operation of a loader working underground in FY20

**Unmanned aerial vehicles** 



**Robotics for sample preparation** 



**Auto sampler system** 



Remote operation centre



**Battery electric light vehicles** 



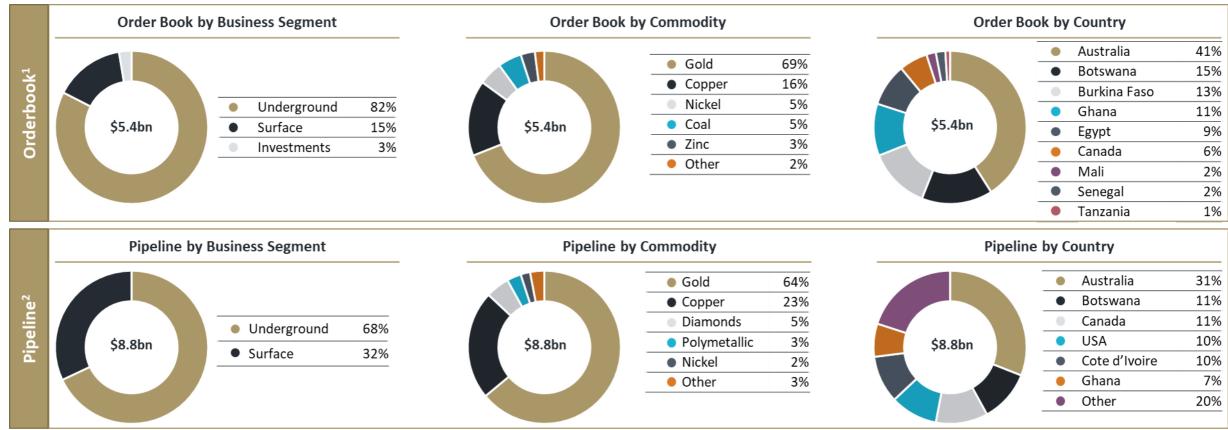
**Drilling automation** 





# Strong order book and pipeline at June 2020

## Our strong order book and large tendering pipeline underpins earnings and growth opportunities



<sup>&</sup>lt;sup>1</sup> Order book as of June 30, 2020, is remaining aggregate contract value between 1 July 2020 –30 June 2026. US\$ revenues are converted using an exchange rate of US\$0.69:A\$1 given revenue from certain contracts received in US\$. Order book is defined as our order book for mining services contracts. It is calculated based on monthly run-rate revenue, assuming that the contract continues to completion (including contractual extension options), without assuming any renewals and assuming contractual rates remain constant and there are no significant work stoppages or interruptions in production. <sup>2</sup> As of June 30, 2020. Represents Perenti's pipeline of identified opportunities to tender for a mining services contract in the next 24 months. Potential revenue opportunity is based on management estimates assuming all of these contracts are put out to tender on terms consistent with management's experience and based on data made available by mine owners.



# **Key takeaways**

- Owner of iconic mining services brands with 30 year history
- Market leader in underground
- Long term relationships through quality contracts and extensions
- Excellent cash conversion and appropriate leverage given stable earnings
- \$8.8bn pipeline expected to deliver growth in FY22 and beyond
- Growth opportunities skewed to underground, gold projects in quality jurisdictions
- Execution of 2025 strategy which is delivering results





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