



# Investor Update

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Presented by  
Andrew Booth, CEO



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# Financial Performance



# FY23 H1 Highlights

## Record Half Year Operating Revenue Growth

- Revenue from continuing operations increased +31.5%
- EBITDA result of \$0.87m (FY22 H1: \$0.29m)
- Positive cash flow from operations
- Actively assessing strategic growth opportunities to drive scale and revenue diversification
- Deepening our valuable blue chip customer relationships
- Investing in new product development which will deliver revenue diversification and scale opportunity





# Half Year Results Overview

Demonstrated results across key metrics

## EBITDA

**\$0.87m**

\$0.29m at H1 FY22

**+206% on Prior Year**

## Product Sales Margin

**50.4%**

44.5% at H1 FY22

Product Sales Margin derived from Revenue from Continuing Operations

## Net Profit

**\$0.77m**

\$0.13m at H1 FY22

**+492% on Prior Year**

## Total Revenue

**\$7.239m**

**+30.1% on Prior Year**

Total Revenue = Revenue from Ordinary Activities incl. R&D

**Substantially  
debt free**

## Cash Balance

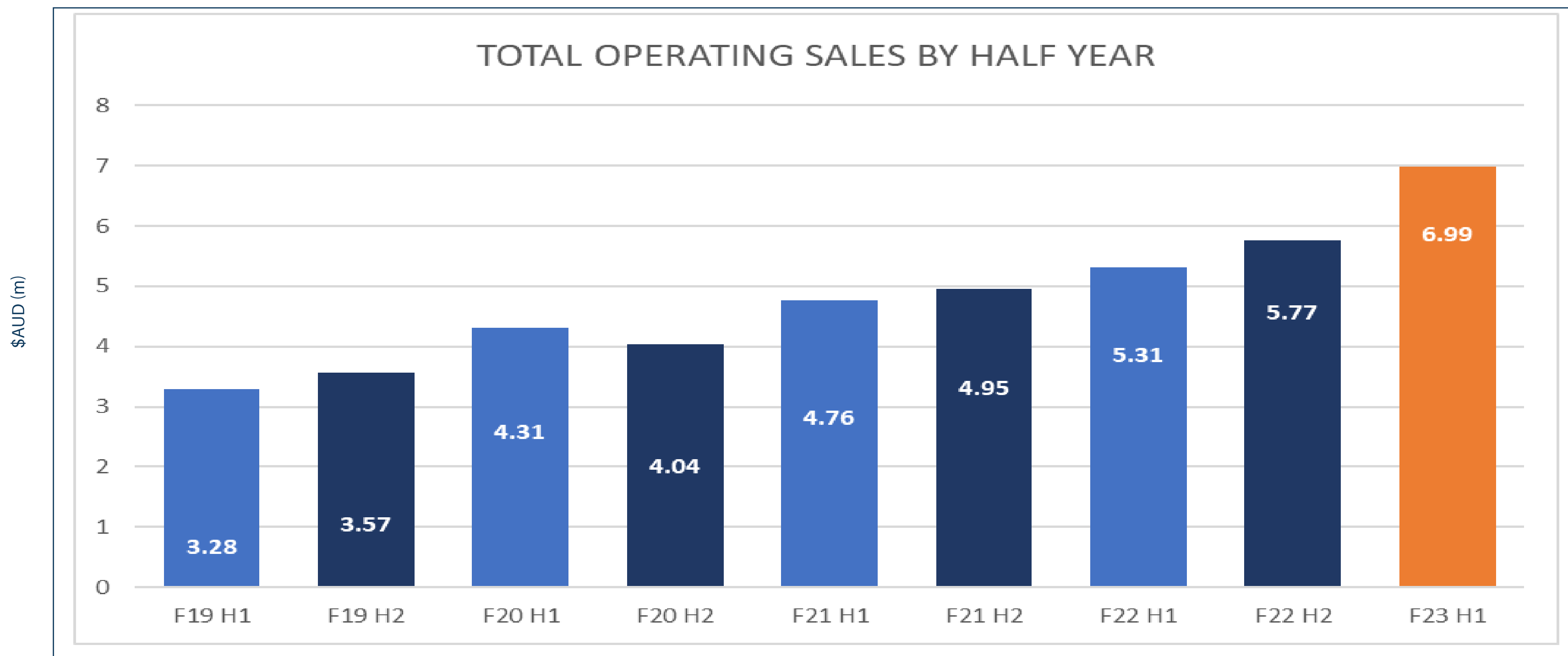
**\$2.14m**

\$1.57m at H1 FY22

**+36% on Prior Year**

# FY23 H1 Operating sales

FY23 First Half result is +31.5% on Prior Comparable Period



Operating Sales = Revenue from Continuing Operations



# Product and Customer Overview



# Current Core Products

Product solutions for a range of situations



**Wet Wheel End**

**for Light Commercial Vehicles**

Fully Sealed Integrated Brake System (SIBS)  
With Failsafe Capability



**Wet Driveline Brakes**

**for Light Medium and Heavy Vehicles**

Fully Sealed Integrated Brake System (SIBS)  
With Failsafe Capability



# Safety & Sustainability is at our Core

Brakes in **40+** Countries & planned further expansion of global footprint



**SAFETY COMES**  
FIRST IN EVERYTHING WE DO



**ZERO EMISSION BRAKES**  
ENVIRONMENTAL PROTECTION



**COMMITTED TO INNOVATION**  
LEADERS FOR OVER 20 YEARS IN  
WET SEALED BRAKE TECHNOLOGY





# Helping our customers address their ESG goals

ABT Sealed Integrated Brake Solutions (SIBS), address all aspects of ESG providing solutions for where the environment and safety is paramount.

**100% Sealed Brakes** protect the environment by eliminating all brake dust emissions emitted and improving air quality



**Failsafe brakes** mitigate against unintended vehicle movements in high risk settings

**Operational improvement** & considerable cost savings on brake or wheel end maintenance



Proportion of emissions emitted by a diesel vehicle



# Customers and end users

ABT continues to grow its blue chip customer base





# Global Demand Analysis & Opportunity Outlook 2030

- The global underground mining market is anticipated to grow ~18% CAGR 2022 - 2030
- Rapid industrialisation in developing nations
- And increasing implementation of IoT are the factors boosting market growth.
  - = increasing demand for metal, minerals, and coal
- Increasing investment by major mining companies for underground mining is estimated to boost the market growth





# Heavy Vehicle Strategy



SIBS HV - ENABLING  
THE NEXT GENERATION  
OF HAULAGE EQUIPMENT





# ABT SIBS HV Range

Enabling The Next Generation of Haulage Equipment

- Mining Operators are downsizing to smaller, faster, more fuel efficient vehicles<sup>1</sup> to deliver environmental and productivity gains.
- These fleets will accelerate EV adoption in Ore Haulage<sup>2</sup>.
- **ABT Heavy Vehicle Strategy targets 'Mine Spec' solutions for road trucks in the form of Failsafe Emergency as well as ruggedised Operational Excellence by preventing contamination from the braking system.**
- The SIBS HV Range comprises 2 Solutions:
  - 1) HV19 Driveline Failsafe Emergency Brake
  - 2) SIBS 20t Wheel End Brake





# ABT SIBS HV Range

## Enabling The Next Generation of Haulage Equipment

### 1) HV19 Driveline Failsafe Emergency Brake: <sup>1</sup>

An additional Park Brake system to the OEM.

Provides confidence in brake activation with a fully sealed brake mechanism protected from contamination.

### 2) SIBS 20t Wheel End Brake:

**(operational excellence by isolating contamination from the braking system):**

Replaces the OEM Rear Axle Braking System (comprising the service brake and the park brake) .

With a Sealed Brake Mechanism providing confidence in both service brake and park brake function.

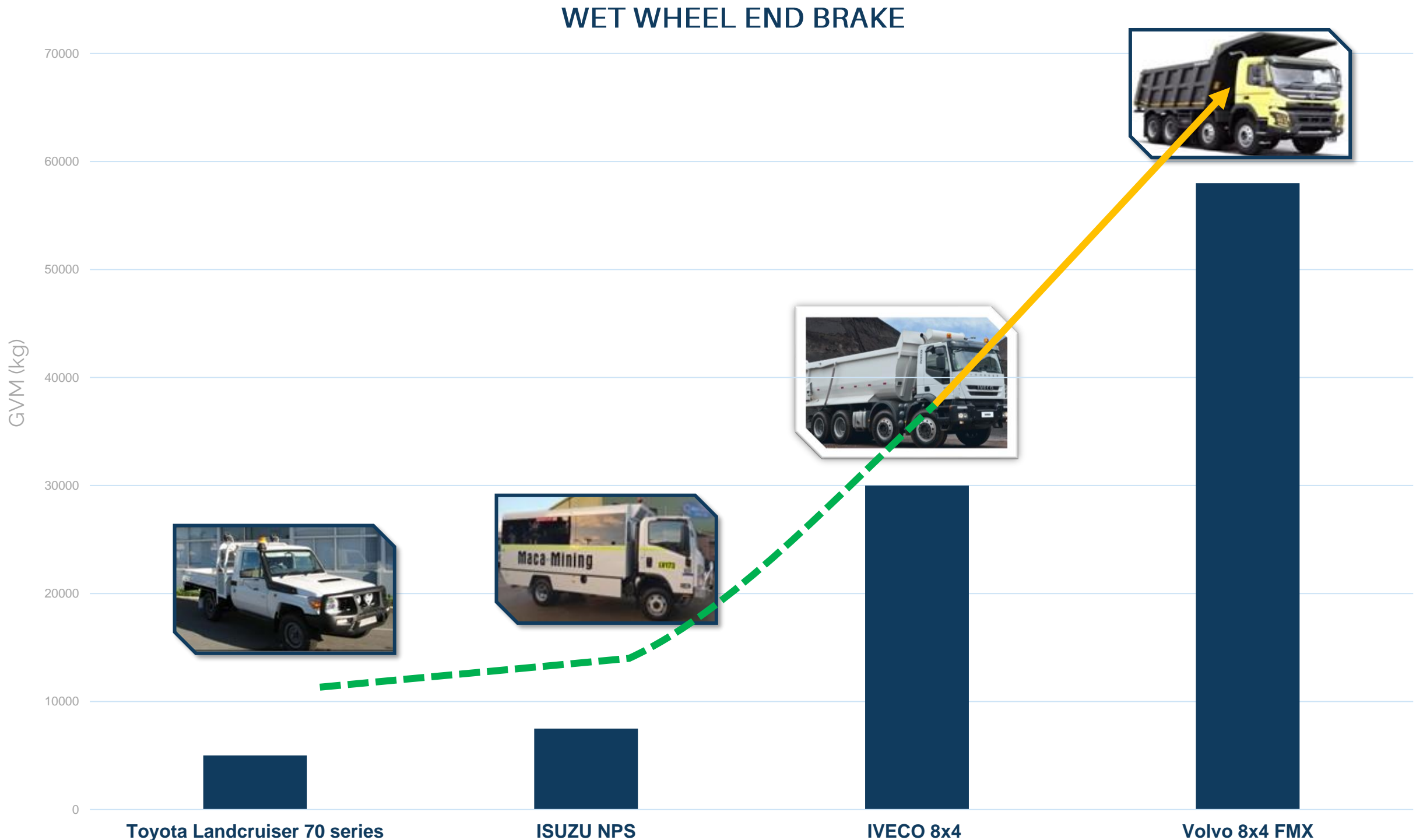


Corrosion and contamination within mining result in the standard Original 'open' brakes requiring more frequent service intervals. ABT have successfully addressed this operational issue with the fully sealed *SIBS* aiming to deliver optimised maintenance intervals for this braking system to increase vehicle uptime.



# Evolution of SIBS – From Light Vehicles to Heavy Vehicles

SIBS – Sealed Integrated Braking System



The HV SIBS wheel end brake = a 58t GVM for the Volvo FMX and based on the continued evolution of ABT's Sealed Integrated Braking System.



# ABT Heavy Vehicle SIBs

Problems requiring a solution	ABT Solution
Damage suffered by OEM braking systems in harsh off-road environments; strike impact and dust ingress	Sealed / enclosed ABT brake (SIBS)
High frequency Maintenance and Parts Replacement	ABT Brakes offer extended Life and Maintenance regime
Heavy vehicle brake fade and bearing overheating	Enclosed ABT wet brake runs cooler
Brake dust emissions	ABT has Zero Emissions



# JOINT PRODUCT DEVELOPMENT AGREEMENT

## SEALED INTEGRATED BRAKING SYSTEM (SIBS) FOR VOLVO HAUL TRUCK

In November 2022, Advanced Braking Technology Limited announced it had entered into a product development agreement with Glencore Australia Holdings Pty Ltd for the development of a heavy vehicle Sealed Integrated Braking System ('SIBS') for the Volvo FMX Haul Truck.



- Glencore based this development on a strategy to downsize fleets to smaller lighter vehicles in operations globally - primarily in a Peruvian Mine - Volcan, where there is a large fleet of Volvo FMX vehicles operating underground.
- February 2023 Glencore announced an intent to divest their 23% Investment Stake in Volcan and have suspended all projects linked to this operation.
- Glencore have funded 85% of the ABT Heavy Vehicle SIBS development costs to date.
- The Agreement remains on foot and has been varied to permit ABT to more rapidly commercialise the ABT Heavy Vehicle SIBS via the removal of exclusivity with Glencore.
- Glencore retains the right to enter into a sales contract (with preferential pricing) upon successful validation.



# JOINT PRODUCT DEVELOPMENT AGREEMENT

## SEALED INTEGRATED BRAKING SYSTEM (SIBS) FOR VOLVO HAUL TRUCK



- Variations to the Glencore Agreement permit ABT to more rapidly commercialise the SIBS
  - Meaning ABT can enter into sales contracts with other parties,
  - ABT are engaged in discussions with other major mining companies regarding their participation in the development project.
  - Mining Operators have expressed interest in the ABT HV SIBS to support smaller, lighter more efficient vehicles. Why?
    - *The Volvo FMX offers both a Capital and Operational Cost Benefit*
    - *ABT HV SIBS Brake 'Ruggedises' the vehicle to provide unprecedented confidence in function and maximises vehicle uptime for a superior ROI.*
- ABT engagement directly with the operator of Volcan - Compania Minera SAA regarding the ABT Heavy Vehicle SIBS.
- ABT Heavy Vehicle SIBS concept engagement with other Glencore Minerals and Metals divisions in Australia and Region.



# Strategy and Outlook



# ABT 2023 - Foundation for Growth

- Financial Strength
- IP Using SIBs Design
- ABT Team
- Scalability
- Sustainable Profitability
- Blue Chip Customer Base
- International Market Growth
- Strong Supplier Base
- Strong supportive Key Investors/Shareholders



# Thankyou for attending

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