

20 November 2024

Investor Presentation

Perenti Limited (ASX: PRN) ('Perenti' or 'the Company') is pleased to provide the following Investor Presentation to be used during the Euroz Hartleys Industrials Forum and several upcoming investor meetings.

Authorised by:
Mark Norwell
Managing Director & CEO

- END -

Investor enquiries:
Jono van Hazel
Head of Investor Relations – Perenti
jono.vanhazel@perentigroup.com | +61 411 564 969

Media enquiries:
Paul Ryan
Managing Director, Financial Communications – Sodali & Co
paul.ryan@sodali.com | +61 409 296 511



Euroz Hartleys Industrial Forum

November 2024

Important notice and disclaimer



This presentation and these materials (together the “Presentation”) have been prepared by Perenti Limited ABN 95 009 211 474 (ASX:PRN) (“Perenti”) as a summary of Perenti’s operations and results for the purposes of a presentation to existing or potential investors in Perenti. By participating in this Presentation or reviewing or retaining these materials, you acknowledge and represent that you have read, understood and accepted the terms of this Important Notice and Disclaimer.

This Presentation should be read in conjunction with Perenti’s periodic and continuous disclosure announcements that have been lodged by Perenti with the Australian Securities Exchange (“ASX”).

This Presentation is not intended as an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any security in the United States or any other jurisdiction.

This Presentation may contain forward looking statements concerning projected earnings, revenue, growth, order book, pipeline, outlook or other matters (“Projections”) for the financial year ending 30 June 2025 or beyond. Any such Projections are based on assumptions which may differ materially from the actual circumstances which may arise. Actual results may differ from Projections and such variations may be material. You should not place undue reliance on any Projections, which are based only on information currently available to Perenti. Perenti undertakes no obligation to update any Projections for events or circumstances that occur subsequent to the date of this Presentation or to keep current any of the information provided. Past performance is no guarantee of future performance.

Recipients of this Presentation are advised that the information contained in this Presentation is not legal, tax, accounting, investment or financial product advice and should not be used as the basis for making investment decisions or other decisions in relation to Perenti or its securities.

This Presentation is not a disclosure document, is for information purposes only and does not constitute an offer to issue, or arrange to issue, securities or other financial products. Perenti has no obligation to tell recipients if it becomes aware of any inaccuracy in or omission from the information in this Presentation. This Presentation has been prepared without taking into account the investment objectives, financial situation or particular needs of any particular person.

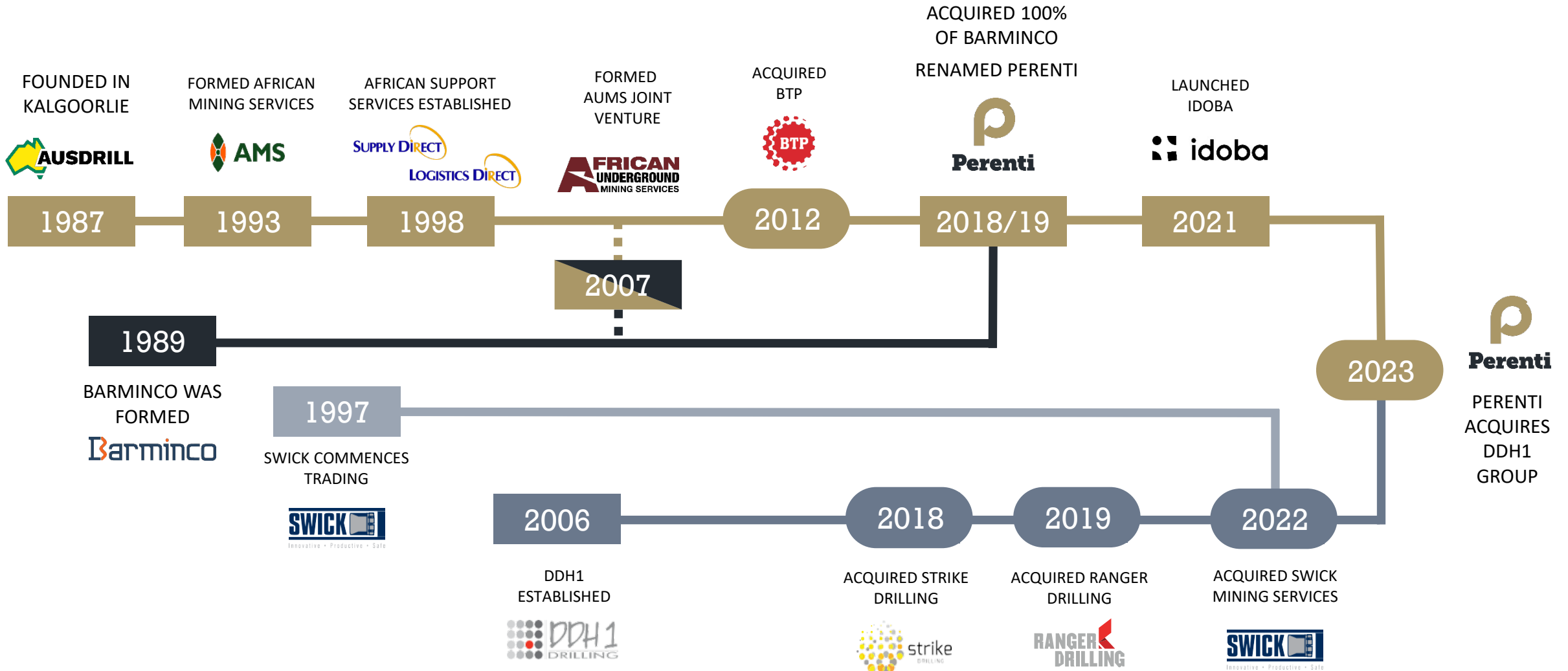
You should consult your own advisors as to legal, tax, financial and related matters and conduct your own investigations, enquiries and analysis concerning any transaction or investment or underwriting or other decision in relation to Perenti.

This Presentation, including opinions set out in it, is based on information compiled or prepared by Perenti from sources believed to be reliable, although such information has not been verified in all instances. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions or conclusions contained in this Presentation. To the maximum extent permitted by law, none of Perenti, its directors, employees, advisors or agents, nor any other person, accepts any liability, including without limitation any liability arising out of fault or negligence, for any loss arising from the use of the information contained in this Presentation. In particular, no representation or warranty, express or implied, is given as to the accuracy, completeness, likelihood of achievement or reasonableness of any forecasts, Projections or prospects referred to in this Presentation.

This Presentation may use non-IFRS financial information including EBITDA, EBITDA margin, EBIT(A), EBIT(A) margin, EBIT, NPAT(A) (as well as the same measures stated on an underlying or proforma basis), net debt. These measures are used to measure both group and operational performance. A reconciliation of non-IFRS financial information to IFRS financial information is included in the presentation. Non-IFRS measures have not been subject to audit or review. Certain of these measures may not be comparable to similarly titled measures of other companies and should not be construed as an alternative to other financial measures determined in accordance with Australian accounting standards.

§ refers to Australian Dollars.

History of consolidation and growth



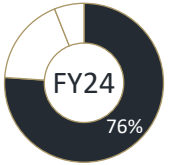
Underground experts and diversified mining services

Perenti CONTRACT MINING



- A global leader in underground hard-rock mining with 30+ years experience
- Demonstrated history of reaching or exceeding productivity targets
- Established relationships with clients focused on operational excellence

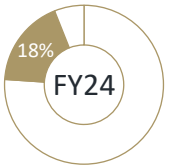
REVENUE CONTRIBUTION



Perenti DRILLING SERVICES



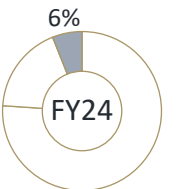
- Specialist drilling capability across the value chain (exploration, development, production)
- Commodity agnostic with a high exposure to production drilling
- Modern, well-maintained fleet of 299 rigs (top 3 in the world)



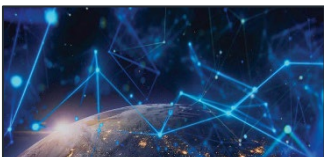
Perenti MINING SERVICES



- A portfolio of businesses, including low capital intensity services
- Trusted by leading companies in the sale, rebuild and rental of equipment
- Supply and logistics capability, including underground support and mining consumables



idoba

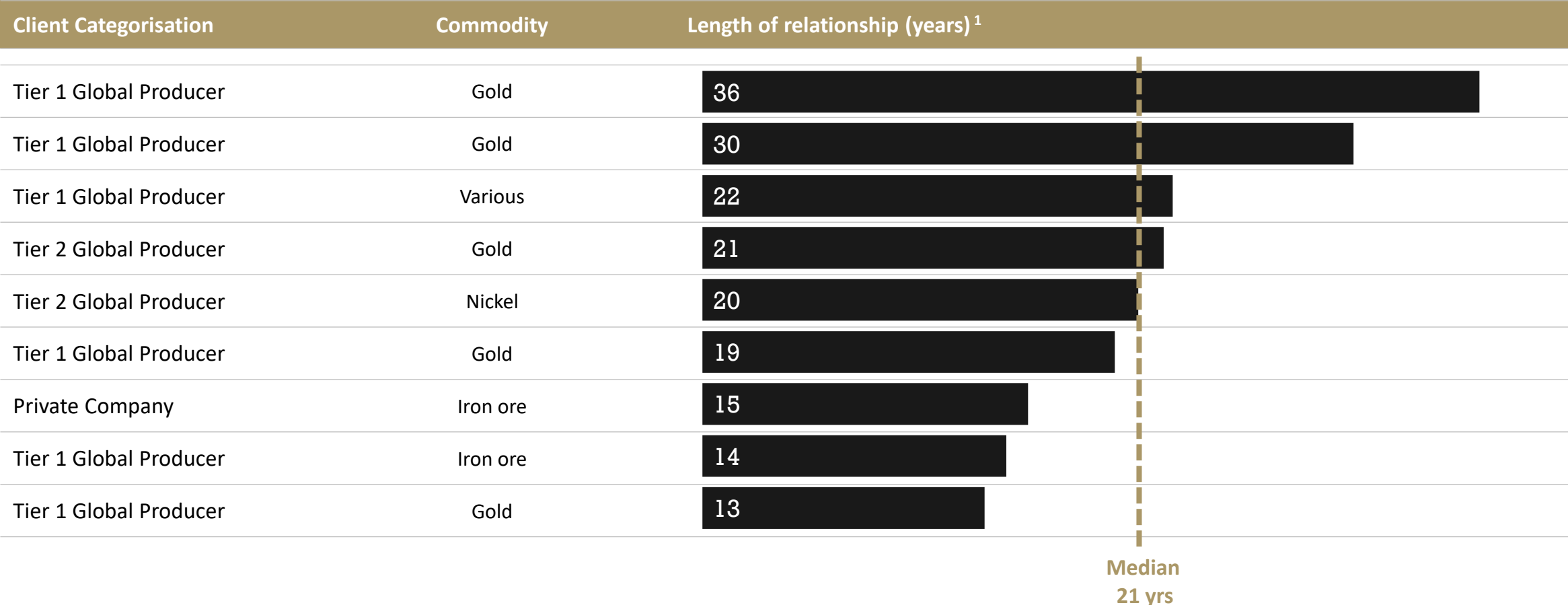


- Technical and technological capabilities to navigate the increasing complexity of mining
- Bringing together AI, data analytics and mining know-how to optimise mining
- Product development focused on internal Perenti business performance

Long-term relationships with global mining clients



Our best client relationships prioritise collaborative delivery of long-term value.



Source: Perenti. Note: Information as at November 2024.
 1. Not an exhaustive list of Perenti’s client relationships, top customers are based on length of relationship.



Underground Mining

- Declining grades, deeper deposits & increasing geological complexity
- Deep orebodies require skilled operators and technical capability
- Underground mining has a lower surface footprint, reducing environmental and social impacts
- Barmingo and AUMS are recognised industry experts in underground hard-rock mining



Growth in Africa

- Africa is richly endowed with mineral wealth
- Global investment rated companies are increasing exposure to Africa
- Perenti has 30+ years' experience operating in Africa
- Botswana is rated investment grade by both S&P and Moody's and other jurisdictions are improving



Rising Demand

- Positive drilling outlook signalled by increased ECM activity for exploration projects
- Exploration for new deposits is critical to meet rising demands
- Increased capital appetite for exploration typically precedes exploration activity



Decarbonisation & Electrification

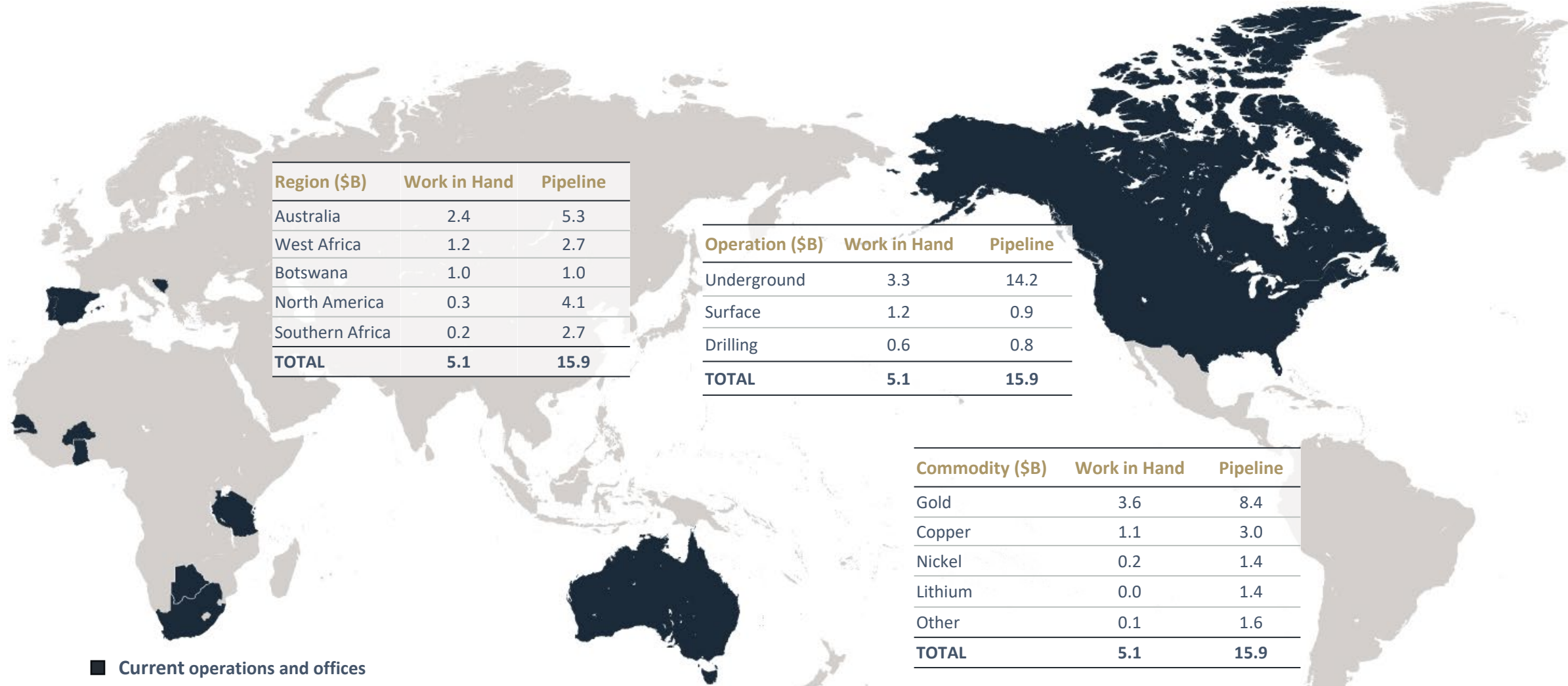
- Clients are requiring this to maintain their social license to operate
- Trialling new methods and electrically driven systems provides an early mover advantage
- Modified mine plans can lead to efficiency gains and lower operating costs – mining know-how is required
- Collaboration with clients is critical



Data & Analytics

- AI, automation & data analytics are transforming mining operations
- Increasing need for 'real-time' insights and integration of automation and robotics
- Sensor expansion requires specialist technicians
- Interconnectivity of multiple systems a requirement in modern mining

Looking Ahead: Work in Hand and Pipeline



Region (\$B)	Work in Hand	Pipeline
Australia	2.4	5.3
West Africa	1.2	2.7
Botswana	1.0	1.0
North America	0.3	4.1
Southern Africa	0.2	2.7
TOTAL	5.1	15.9

Operation (\$B)	Work in Hand	Pipeline
Underground	3.3	14.2
Surface	1.2	0.9
Drilling	0.6	0.8
TOTAL	5.1	15.9

Commodity (\$B)	Work in Hand	Pipeline
Gold	3.6	8.4
Copper	1.1	3.0
Nickel	0.2	1.4
Lithium	0.0	1.4
Other	0.1	1.6
TOTAL	5.1	15.9

■ Current operations and offices

Note:

- Southern Africa includes Tanzania, South Africa and Namibia.
- West Africa includes Ghana, Burkina Faso, Senegal and Cote d'Ivoire.
- North America includes Canada and the USA.

People: The foundation of our business

- Our people are the foundation of our business, underpinning our performance and positive reputation.
- Developing our people builds both capability and a strong culture of excellence which in-turn supports implementation of our strategy.
- Investment in employee development continued in FY24, including 923 apprenticeship and traineeship programs and 201 staff leadership programs.
- Perenti is responsible for creating the working environment for all our employees to safely conduct their roles in a fulfilling manner.
- Implementation of the Safety Taskforce findings are underway within each Division, including:
 - Leadership development
 - Improving training delivery and effectiveness for our people
 - Enhanced approach to critical risk management
 - Knowledge sharing based on a culture of learning
 - Increased assurance and verification



Group Executive Committee



Experienced team with decades of contracting experience



Mark Norwell
MANAGING DIRECTOR AND CEO



Michael Ellis
CHIEF FINANCIAL OFFICER



Gabrielle Iwanow
PRESIDENT CONTRACT MINING



Ben Davis
PRESIDENT DRILLING SERVICES



Raj Ratneser
PRESIDENT MINING SERVICES



Sarah Coleman
PRESIDENT idoba



Paul Muller
CHIEF CORPORATE SERVICES OFFICER



Cameron Bailey
CHIEF STRATEGY OFFICER

FY24 Results: Exceptional free cash flow



REVENUE

\$3.34B

▲ 16% on FY23

Addition of the DDH1 group and solid operational performance.

EBITDA

\$645M

▲ 17% on FY23

EBITDA was in line with revenue and improved margin.

EBIT(A)

\$314M

▲ 19% on FY23

Record group EBIT(A) was successfully delivered due to the addition of DDH1 and margin improvement.

EBIT(A) MARGIN

9.4%

▲ 23 bps on FY23

Margins have lifted due to better operational performance and reduced Corporate overheads.

NPAT(A)¹

\$166M

▲ 26% on FY23

Record NPAT(A) consistent with the EBIT(A) performance and improved tax outcome related to the DDH1 acquisition.

FREE CASH FLOW²

\$184M

▲ \$67.2M on FY23

Outstanding cash flow from operating performance and redistribution of idle capital to offset expenditure.

LEVERAGE³

0.7x

▼ 19% on FY23

Higher underlying EBITDA and reduced net debt.

FINAL DIVIDEND

4 cents per share

Strong cash generation has allowed declaration of a final dividend.

This takes the full year dividend to 6 cents per share.

Note: EBITDA, EBIT(A) and NPAT(A) are underlying and EBIT(A) and NPAT(A) are before amortisation of Customer Related Intangibles and before non-controlling / minority interests.

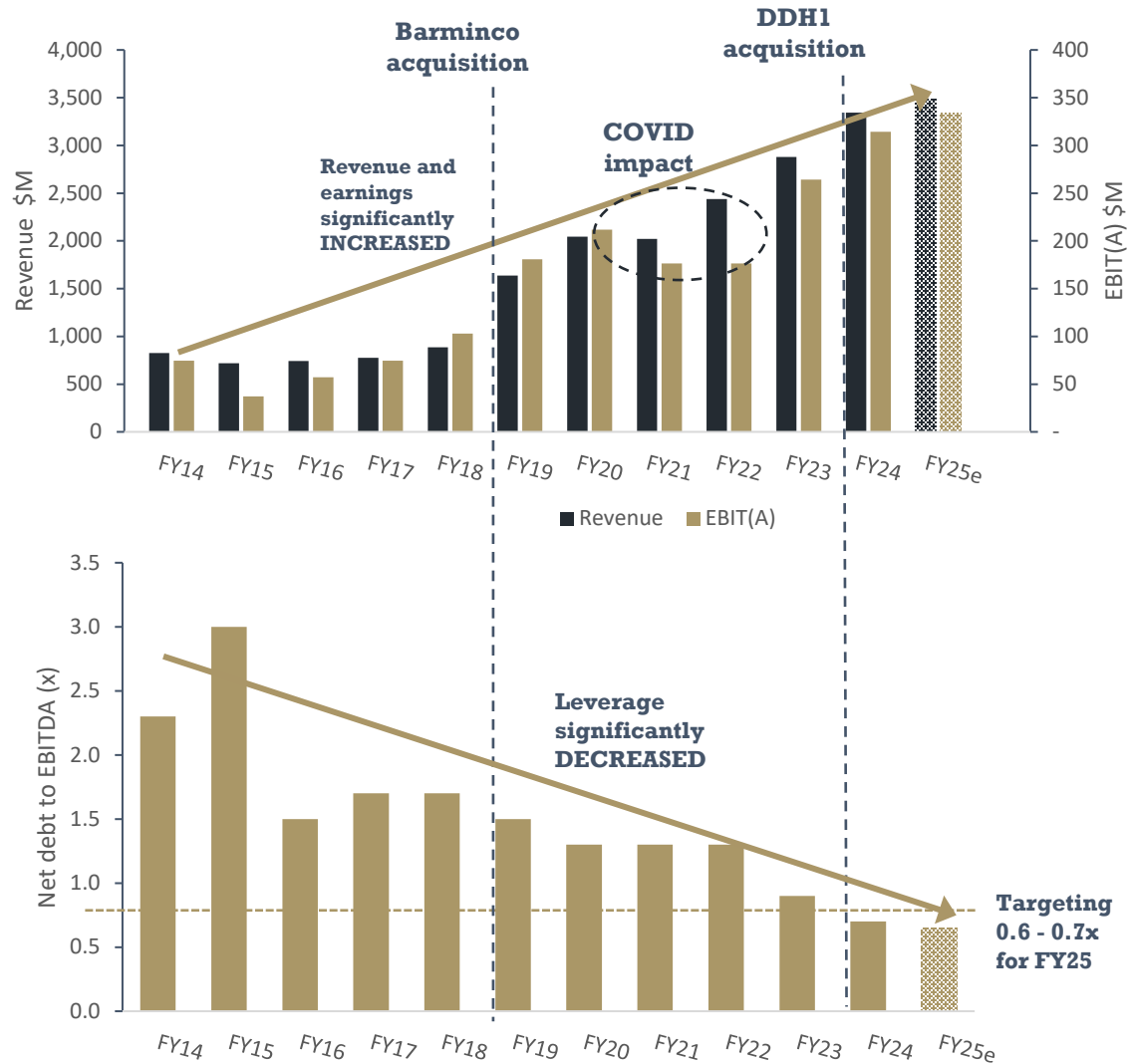
1. NPAT(A) is 100% Perenti

2. Free cash is defined as net cash inflow from operating activities after interest, tax and net of all capital expenditure. Note definition has changed from FY23.

3. Net Leverage is defined as Net Debt / Underlying EBITDA.

4. All figures subject to rounding and as a result may not add up.

Positioned to capture the growing market opportunity



- Growth in revenue and earnings has built scale and resilience in the Perenti business.
- At the same time, leverage has been reduced, driving upgraded credit ratings and providing future optionality.
- Barriers to entry remain greater for underground mining in comparison to surface mining.
- Barmenco and AUMS are recognised globally as pioneers in rapid decline underground mining.
- Contract Mining has scale and diversification across multiple countries and projects, reducing sensitivity to any single project.
- Drilling Services has the third largest drilling fleet globally, positioning it to benefit as utilisation increases.
- The diversified business and balance sheet strength is now delivering reliable free cash flow allowing:
 - Funding of capital expenditure to sustainably grow earnings;
 - Dividends and buybacks to return value to shareholders;
 - Ongoing reduction in gross debt to reduce interest costs.

Note: FY25e assumes mid-point of guidance ranges.

FY25: Guidance based on achievable targets



REVENUE **\$3.4B to \$3.6B**

EBIT(A) **\$325M to \$345M**

LEVERAGE **0.6x to 0.7x**

CAPEX¹ **~\$330M**

FREE CASH² **>\$150M**

HOW WE WILL DELIVER

- Safe delivery of our services, targeting no life changing events.
- Continue to win and extend projects that deliver sustainable growth.
- Generation of free cash flow as a priority.
- Maintain disciplined approach to capital allocation.
- Continue to seek efficiency across all divisions and functions.
- Optimise corporate overheads to improve margins.

Note: All figures are on 100% basis and based on underlying results

1. Capex is defined as Net Capex which is stay in business capital plus growth capital, net of proceeds from disposal of fleet and assets.
2. Leverage is defined as Net Debt / Underlying EBITDA
3. Free cash is defined as operating cash after interest, tax, and net of all capital expenditure.

Strong investment proposition



Barminco and AUMS are recognised globally as industry leaders in underground mining with a 95% success rate of contract extensions.



Drilling Services now operates the third largest drill fleet globally, delivering strong free cash flow even in 'soft' market and will benefit from an increase in exploration activity.



Reliable earnings, more akin to annuity style earnings, are delivered from long-term relationships, operational excellence, and a history of consistent performance for our clients.



New projects are assessed through a decision matrix that considers; asset quality, operational risk, alignment of values, cash generation for shareholders and the financial strength of clients.



Significant growth during recent years is now delivering free cash flow to return value to shareholders in the form of dividends, buybacks and debt reduction, with consistent cash generation an ongoing focus.

Thank you



Expect More



APPENDIX: Underlying financials



Group (\$M)	FY23	FY24
Revenue	2,880.1	3,342.0
EBITDA	552.6	644.6
EBIT(A)	264.1	314.2
NPAT(A)	131.8	165.8
Cash Conversion	95%	98%
Net Debt	499.0	469.5
Leverage	0.9	0.7

Mining Services and idoba (\$M)	FY23	FY24
Revenue	198.3	201.7
EBITDA	35.8	53.0
EBIT(A)	7.3	25.4
EBIT(A) Margin	3.7%	12.6%

Drilling Services (\$M)	FY23	FY24
Revenue	202.6	598.1
EBITDA	34.4	110.1
EBIT(A)	14.7	50.6
EBIT(A) Margin	7.3%	8.5%

Contract Mining (\$M)	FY23	FY24
Revenue	2,479.3	2,542.2
EBITDA	538.0	524.8
EBIT(A)	304.1	287.3
EBIT(A) Margin	12.3%	11.3%

Underground (\$M)	FY23	FY24
Revenue	2,020.9	2,089.7
EBITDA	418.4	413.8
EBIT(A)	256.7	244.5
EBIT(A) Margin	12.7%	11.7%

Surface (\$M)	FY23	FY24
Revenue	458.4	452.5
EBITDA	119.6	111.0
EBIT(A)	47.4	42.7
EBIT(A) Margin	10.3%	9.4%

APPENDIX: FY24 revenue breakdown

Revenue by Project (%)	Group	Underground	Surface	Mining Services ¹	Drilling Services
Top Project	6%	10%	33%	79%	8%
Top 2 – 10 projects	40%	58%	67%	11%	35%
Top 11-20 projects	23%	27%	–	7%	19%
All others	31%	5%	–	3%	39%

Revenue by Country (%)	Group	Underground	Surface	Mining Services ¹	Drilling Services
Australia	51%	46%	–	85%	93%
West Africa ²	28%	29%	67%	3%	–
Botswana	11%	10%	33%	–	–
North America	5%	7%	–	–	6%
Southern Africa ³	5%	7%	–	12%	–
UK / EU	0.3%	–	–	–	2%

Revenue by Commodity (%)	Group	Underground	Surface	Mining Services ¹	Drilling Services
Gold	62%	73%	66%	–	40%
Copper	13%	12%	33%	–	7%
Nickel	9%	13%	–	–	13%
Iron ore	4%	–	–	25%	15%
Lithium	0.4%	–	–	–	4%
Other	11%	2%	–	74%	20%

Note:

1. Top project represents BTP, Top 2-10 projects represents Supply Direct, Top 11-20 projects represents Logistics Direct.
2. West Africa includes Ghana, Burkina Faso and Senegal.
3. Southern Africa includes Tanzania and South Africa.