

RungePincockMinarco 2013 Annual Results Presentation

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Runge Pincock Minarco

Agenda

Overview of RPM

FY2013 Achievements

Financial Results

Software Strategy

Outlook



Overview of RPM

Runge Pincock Minarco

Runge Pincock Minarco

(RPM)

We are:

The largest publicly traded independent group of mining technical experts in the world.



Mining Value Chain – Where we fit

Advisory Services

Exploration management & advice | Geological modelling | Resource definition | Due diligence studies | Feasibility studies | Reserve definition | Environmental & social services | Expert witness & legal support | Asset advisory support | Valuation, appraisal & fairness opinion



Global Client Base

Global Diversified
Resource Leaders



RioTinto



GlencoreXstrata

Global Commodity
Leaders

Coal & Energy



Iron Ore



Copper, Gold and Metals



Oil, Potash, Diamonds, Other



Regional Leaders

Americas



Asia/CIS



Australia



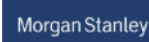
Africa



JV & Contract Leaders



Financial Institutions

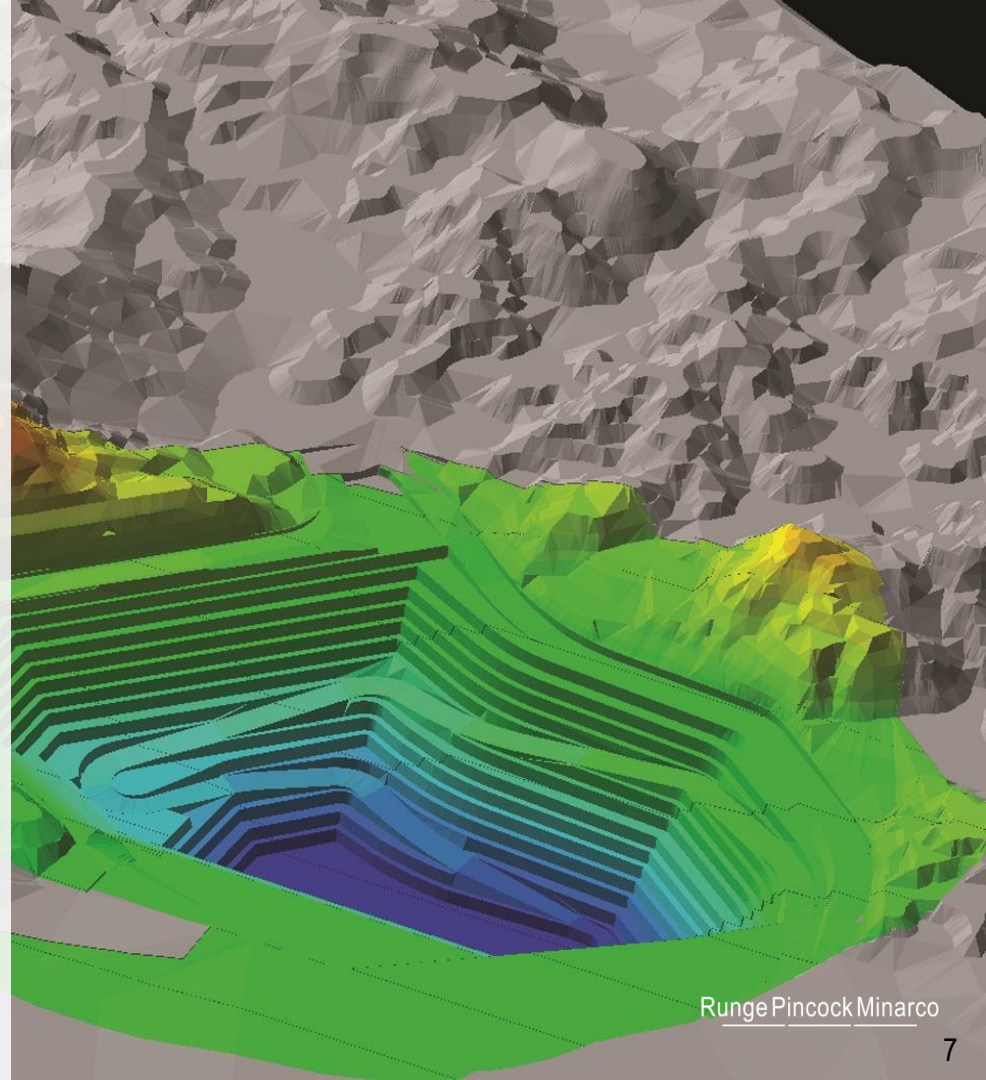


Key Strategic Imperatives

To continue to be a trusted advisor to the equity markets, banking sector, multinational miners and major regional mining companies.

To be recognised as the leading operational enterprise software vendor to the mining industry.

To offer commodity based planning solutions tailored to commodity type and mining method.



FY2013 Achievements

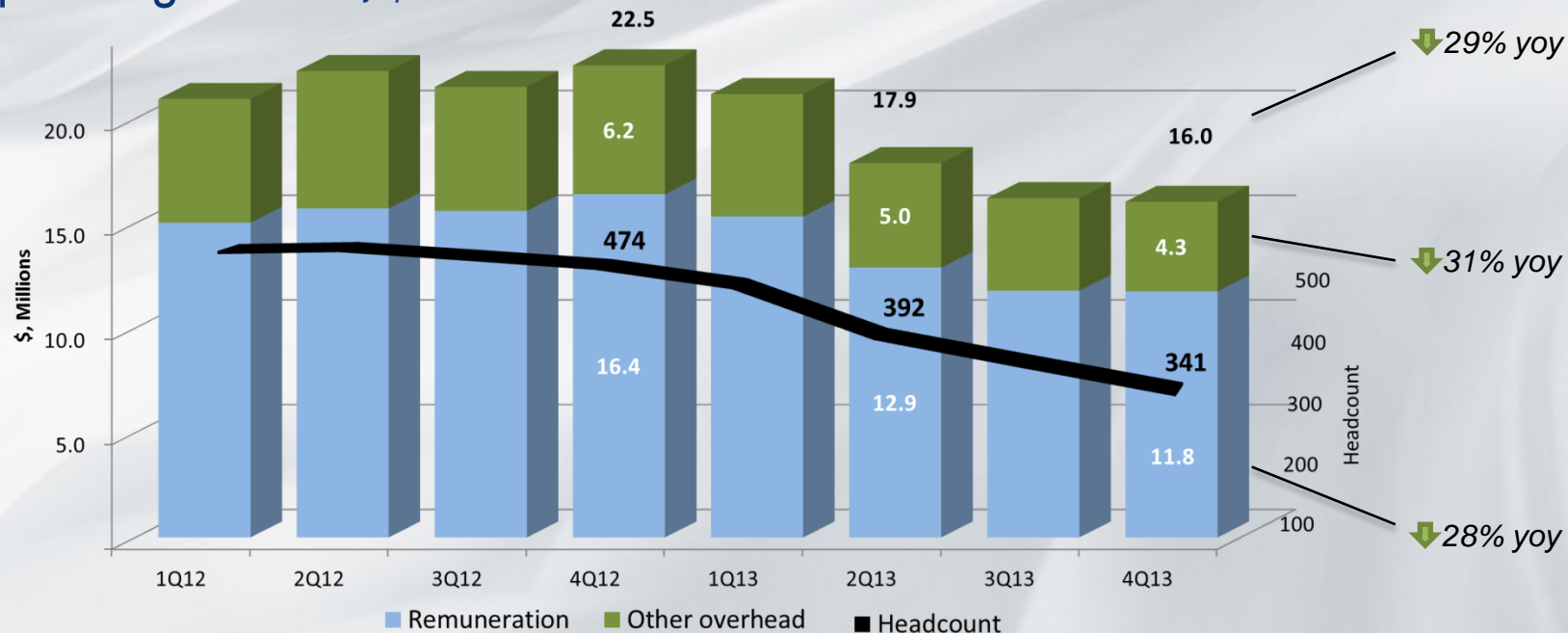
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Organisational Renewal

- Corporate rebranding completed
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- Underperforming divisions closed
 - Corelate Capital
 - GeoGAS Brisbane laboratory
 - Malaysian development centre
 - Latin American Advisory consolidated with Nth America
- Staffing
 - Alignment of performance pay systems with shareholder returns
 - Global Technical Standards framework rolled out
- Cost out review
 - Corporate and admin staff down 38%
 - Overhead costs reduction of 31% (run rate)
- Successful completion of capital raising



Operating costs* by quarter



Headcount	Jun-12	Dec-12	Jun-13	Y on Y, %
Consulting & software development	355	310	267	↓ 25%
Corporate & administration	119	93	74	↓ 38%
Total	474	392	341	↓ 28%

* Excludes foreign exchange gains and losses and impairment of receivables

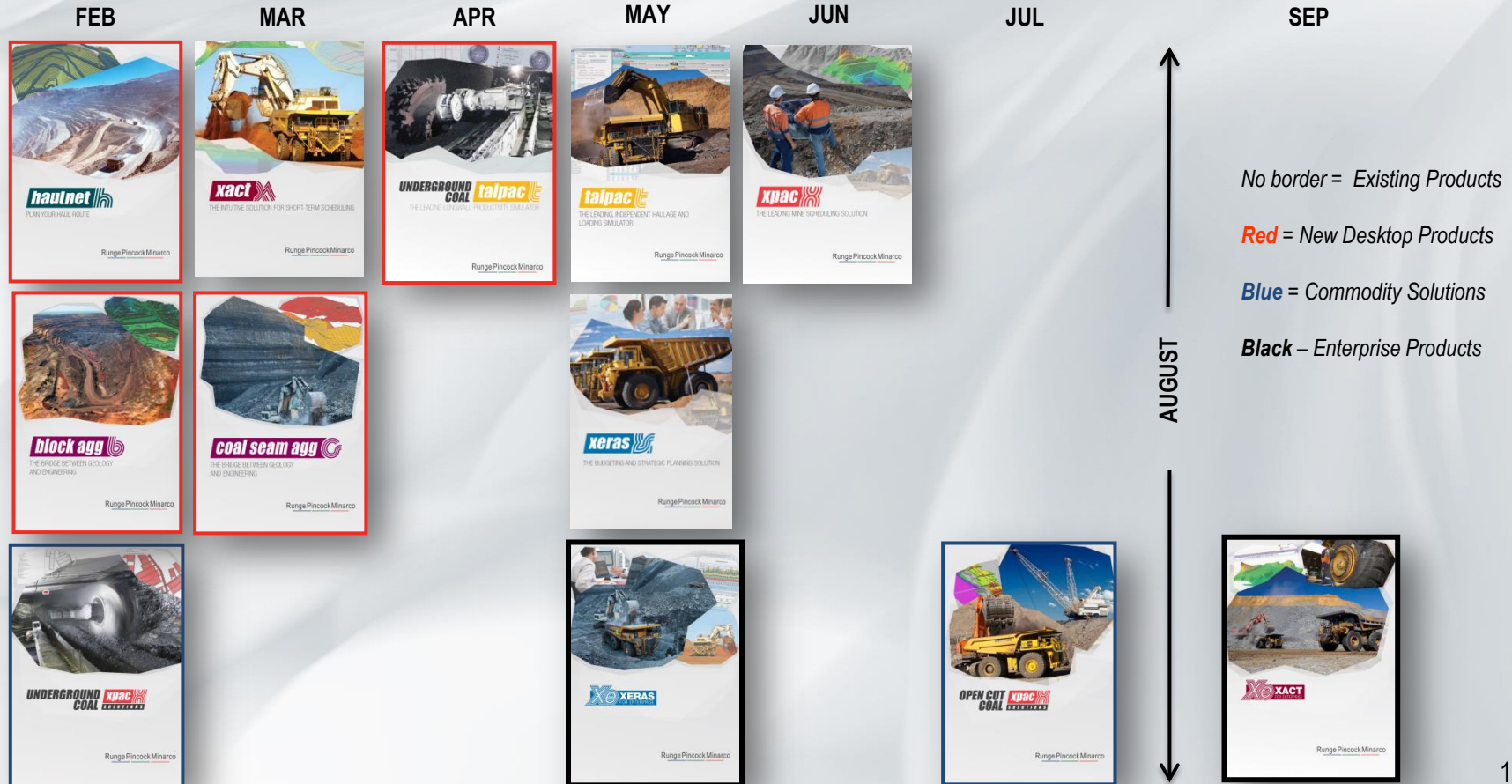
Business Development

- Strategic relationships expanded
 - Geological Mine Design vendors
 - SAP
 - Fleet Management vendors
 - Accenture
- Distribution agreements in place
 - India: Joint venture with Deepak
 - Russia and CIS: N-Vision
 - Mongolia: IT Experts



Product launches – Calendar Year 2013

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Financial Results

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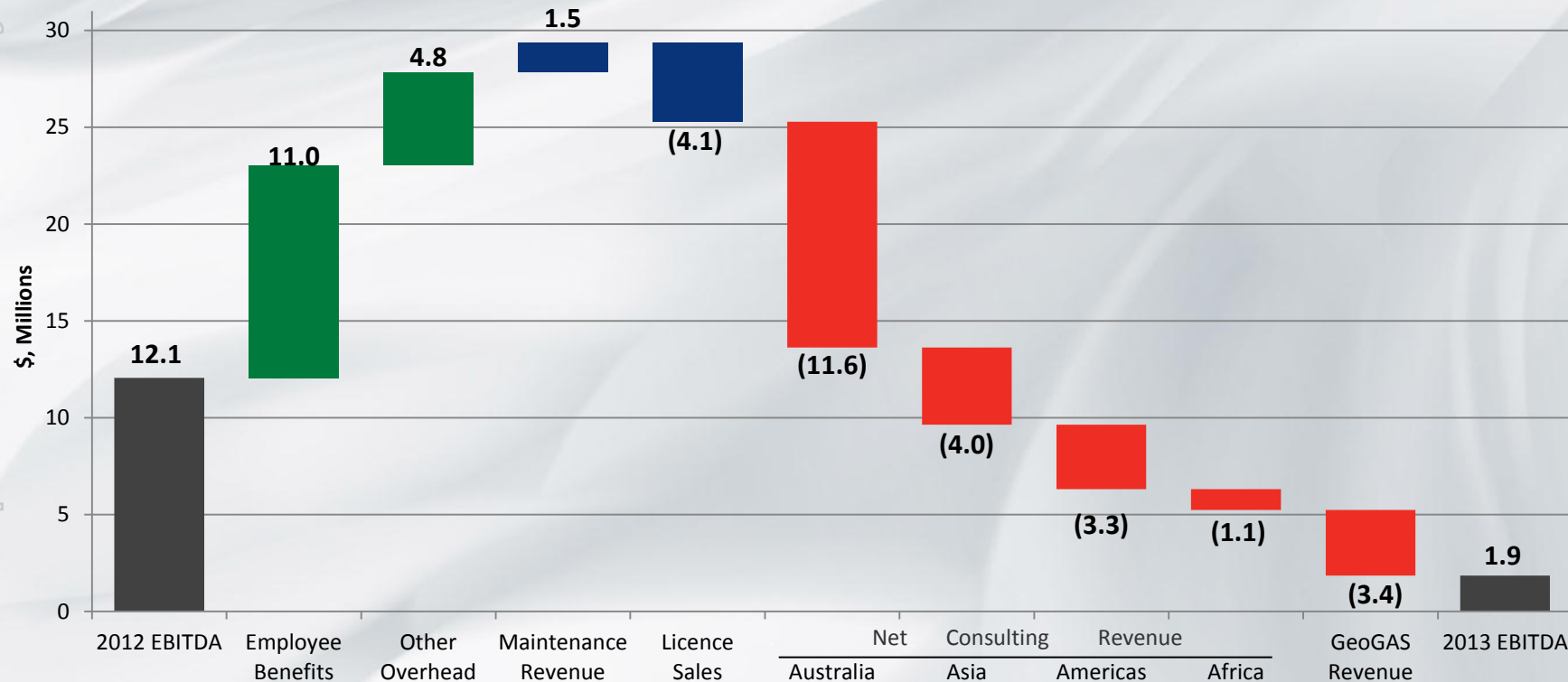
Financial Overview FY13

		FY13	FY12	FY11	FY10
Net operating revenue	\$'m	73.9	99.4	86.0	72.7
Operating expenses	\$'m	(72.0)	(87.4)	(74.7)	(65.3)
Operating EBITDA	\$'m	1.9	12.0	11.3	7.4
Significant items	\$'m	(5.4)	2.0	(1.0)	-
Reported NPAT	\$'m	(7.6)	6.2	3.6	2.3
Earnings per share (cents)	cents	(5.9)	5.0	2.9	1.8
Dividends per share (cents)	cents	-	3.0	2.0	1.0
Net Cash/(Debt) (\$'m)	\$'m	6.9	7.1	3.9	(1.3)

Financial Overview FY13 *by half*

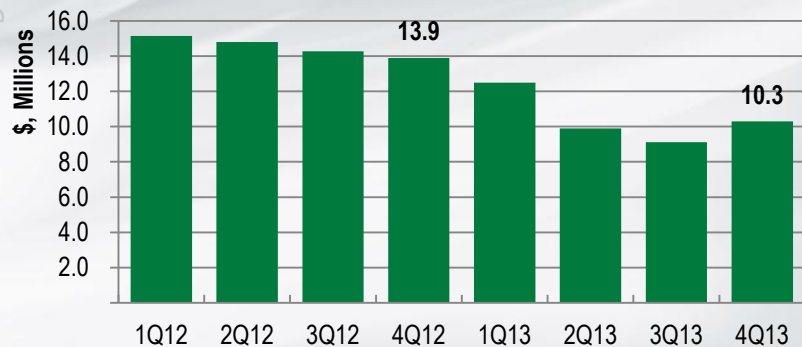
A\$m	2H13	1H13	2H12	1H12
Net operating revenue	33.5	40.4	51.0	48.4
Operating expenses	(32.3)	(39.7)	(44.4)	(43.0)
Operating EBITDA	1.2	0.7	6.6	5.4
Depreciation & amortisation	(1.8)	(2.0)	(2.6)	(2.7)
Operating EBIT	(0.6)	(1.3)	4.0	2.7
Net finance costs	(0.2)	(0.3)	(0.2)	(0.3)
Significant items	(1.3)	(4.1)	-	2.0
Income tax benefit/(expense)	(0.9)	1.1	(1.3)	(0.7)
Reported NPAT	(3.0)	(4.6)	2.5	3.7
EBITDA Margin	3.6%	1.7%	12.9%	11.2%
Net Cash/(Debt)	6.9	(6.5)	7.1	0.8

Operating EBITDA Bridge *(Excluding Impairment and Restructure)*

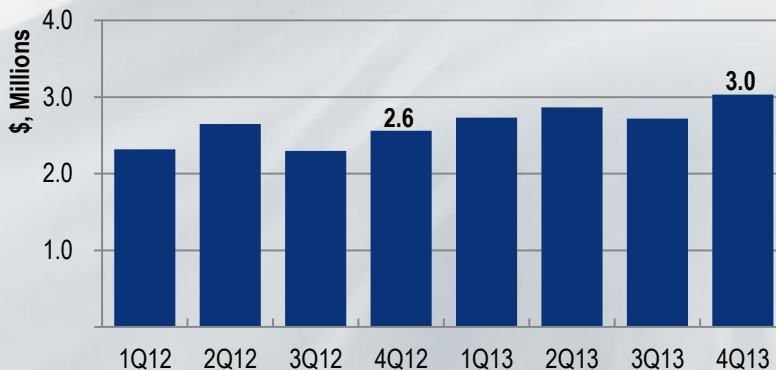


Revenue Analysis *by quarter*

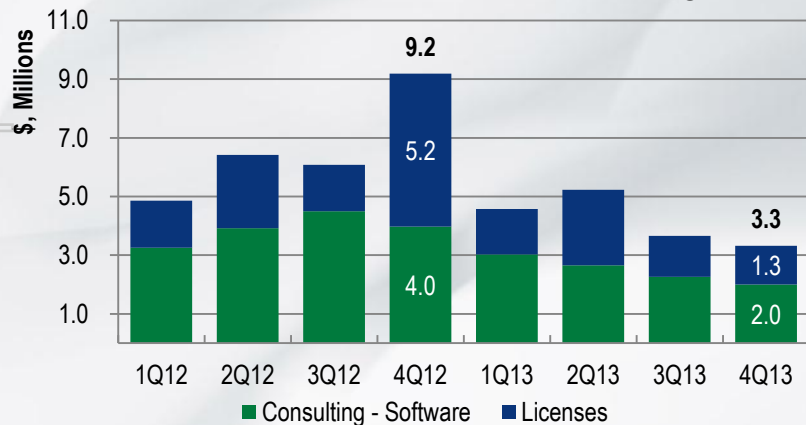
Advisory Consulting



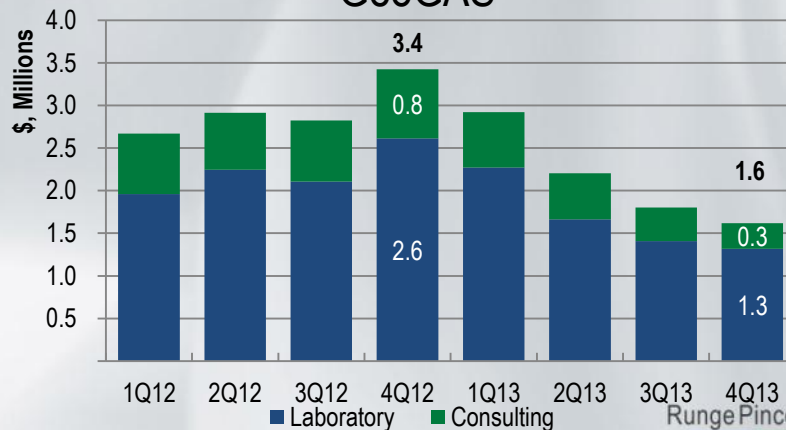
Maintenance



Software Licence & Consulting

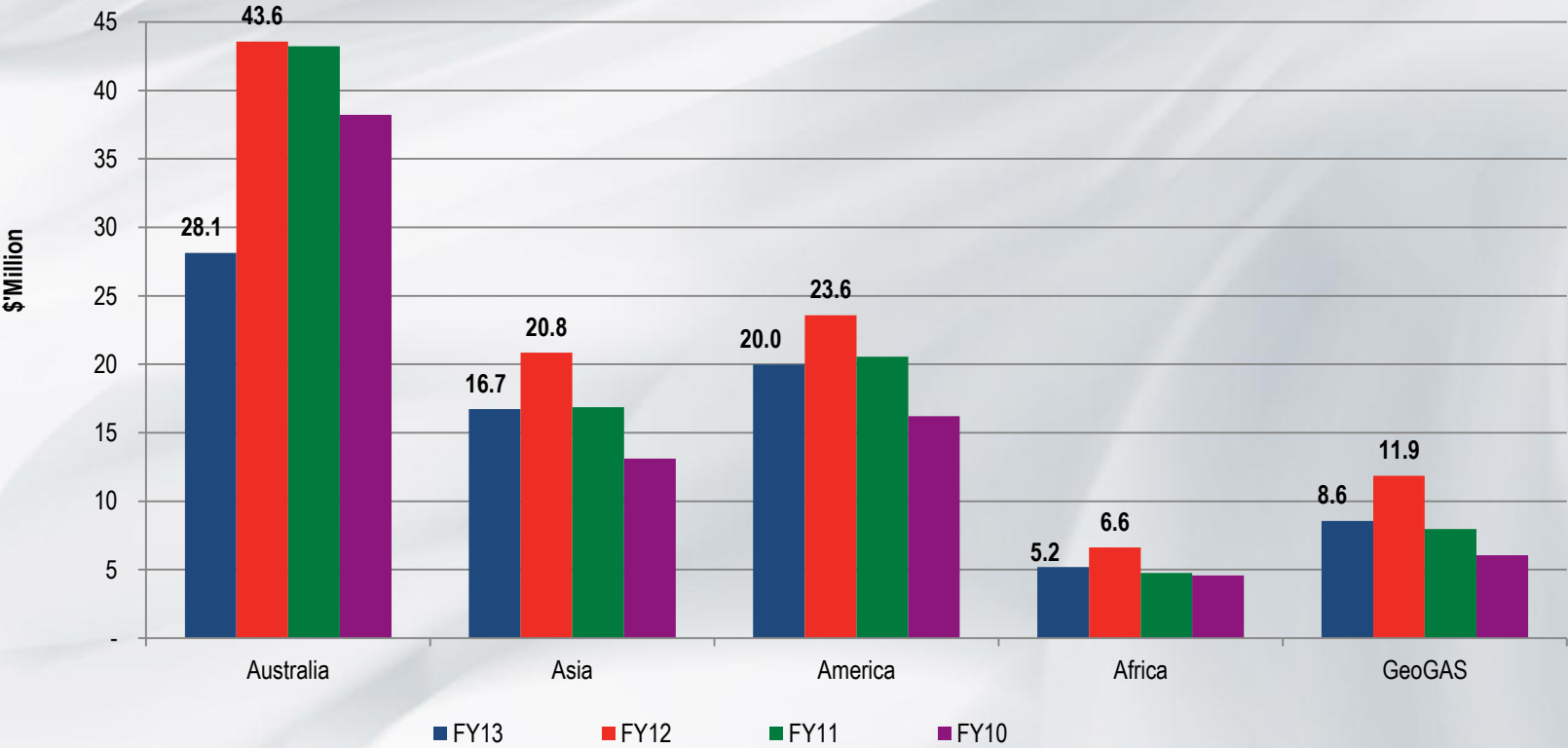


GeoGAS



Regional Revenue Mix *(External sales revenue by region)*

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Cashflow

<i>\$' Million</i>	2H13		1H13		2H12		1H12	
Opening Cash Balance	6.0		12.1		9.9		9.3	
Movement in working capital	7.2		(2.9)		11.5		3.7	
Interest and Tax	(1.2)		(2.3)		(1.4)		(1.6)	
Effects of exchange rates	0.7	6.7	(0.2)	(5.4)	0.4	10.5	(0.6)	1.5
Bonus & leave on termination	(0.5)		(3.4)		(1.0)		(2.1)	
Restructure payments	(1.4)		(1.3)		-		-	
Capital expenditure	(0.6)	(2.5)	(1.0)	(5.7)	(1.9)	(2.9)	(3.3)	(5.4)
Dividends	-		(2.5)		(1.3)		(1.2)	
Keyman Insurance proceeds	-		-		-		2.0	
Capital raising	9.2		-		-		-	
Proceeds / (repayment) of borrowings	(12.5)	(3.3)	7.5	5.0	(4.1)	(5.4)	3.7	4.5
Closing Cash Balance	6.9		6.0		12.1		9.9	
Borrowings	-		(12.5)		(5.0)		(9.1)	
Net cash/(debt)	6.9		(6.5)		7.1		0.8	

Software Strategy

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Software Strategy

Objective – Enterprise Software Solutions

- Provide enterprise solutions for mine scheduling, simulation and budget/forecasting through full integration with the other major software vendors in the industry
- Provide complete alignment between production and maintenance scheduling

Objective – Standardisation and Simplification

- Construct specific “Commodity Based Solutions” based on standard mining methods

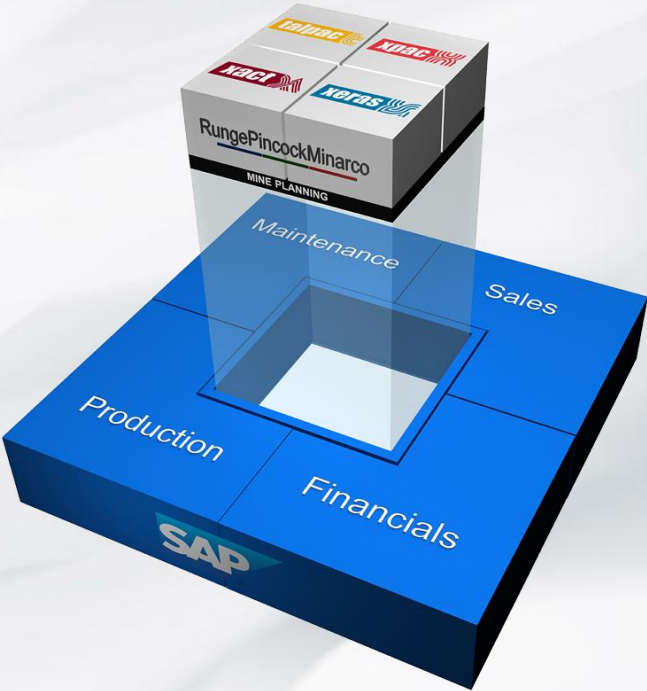


SAP Partnership

- We started working with SAP on our Enterprise solutions in 2012
- SAP have endorsed our solutions through active involvement in the development cycle
- We have aligned ourselves with their integration standards
- We have released XERAS for Enterprise and XACT for Enterprise
- We have a global engagement with SAP



Enterprise Software and SAP



XERAS for Enterprise – Budgeting and Forecasting



XACT for Enterprise – Operational Productivity Management



End-to-End integration across the mining chain

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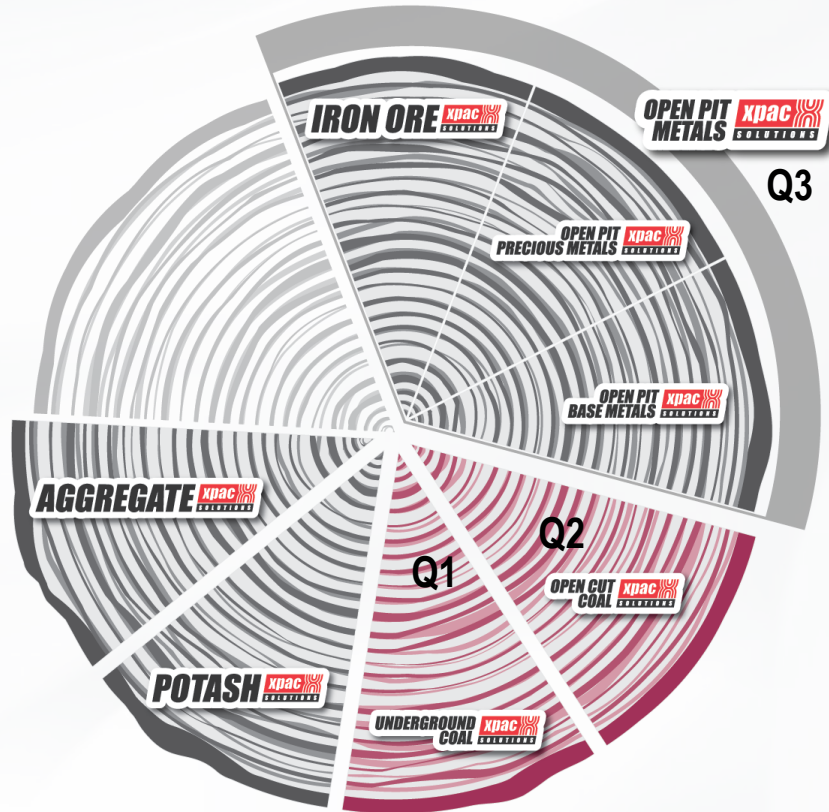


Commodity Based Solutions

- Holistic Commercial-Off-the-Shelf planning solutions that are fully configurable.
- Specifically designed to support standardisation, simplification, transparency and ease of use across mining operations
- Use a 'follow the bouncing ball approach'
- Configurable nature and visual representation allow users to quickly build accurate operational mine planning models



Commodity Based Solutions



Outlook

Runge Pincock Minarco

Outlook

We expect:

- Productivity to remain the key focus of the industry
- Advisory conditions to remain soft and pricing pressure to continue
- Emerging markets to provide more prominent, larger project opportunities
- Benefits of cost restructuring will be reflected in this years results
- Software growth underpinned by release of Enterprise and Commodity solutions, with support from strategic partners



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