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RPMGLOBAL

HALF YEAR REVIEW

FY2023 (21 March 2023 Update)

RPMGLOBAL

50⁺ YEARS



**GLOBAL
CLIENT BASE**



**SOFTWARE
ADVISORY &
TRAINING**

**ADVANCING
MINING**

125 COUNTRIES

**ALL COMMODITIES
& MINING METHODS**



**DEEP MINING
EXPERTISE**

**DIGITAL
CONNECTED MINE**

**22 OFFICES
WORLDWIDE**

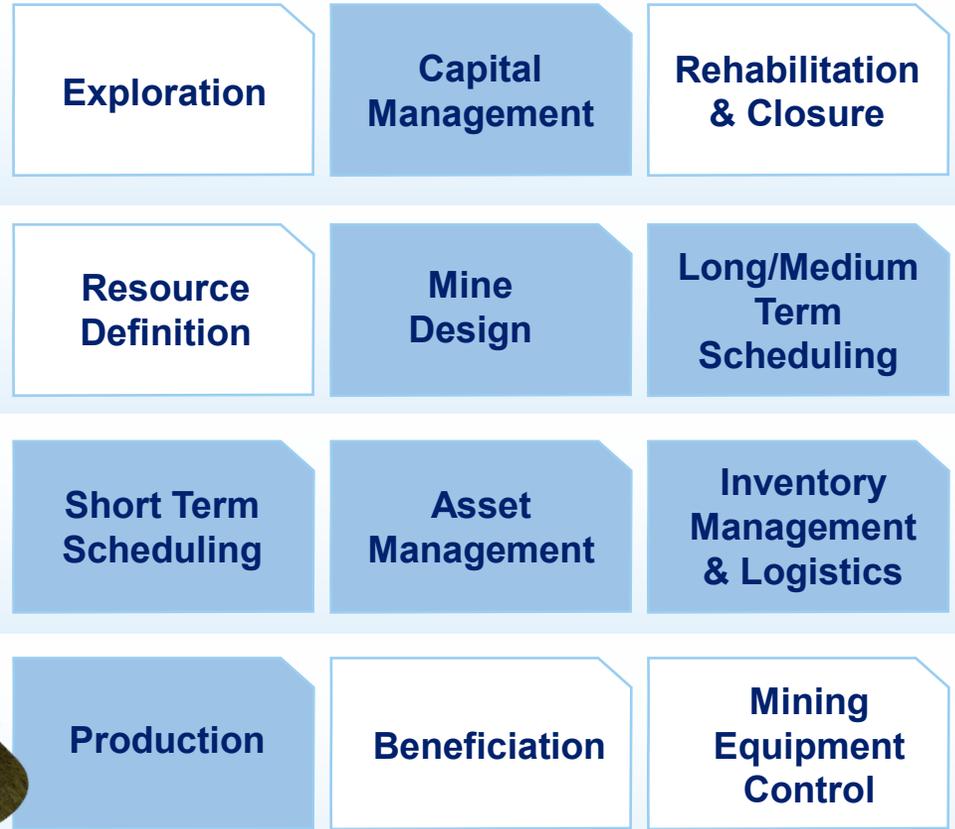
SOFTWARE STRATEGY

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Deliver simplified, standardised, integrated, optimised, cloud based, Commercial-off-the-Shelf solutions built using open standards

Provide innovative software solutions which deliver a step change in mining productivity

Transition existing cloud and enterprise solutions to full SaaS software offerings



HIGH LEVEL FY2023 EBITDA GUIDANCE

The company reaffirms its EBITDA guidance of \$14.2 million (excluding Merger and Acquisition costs of \$0.4 million).

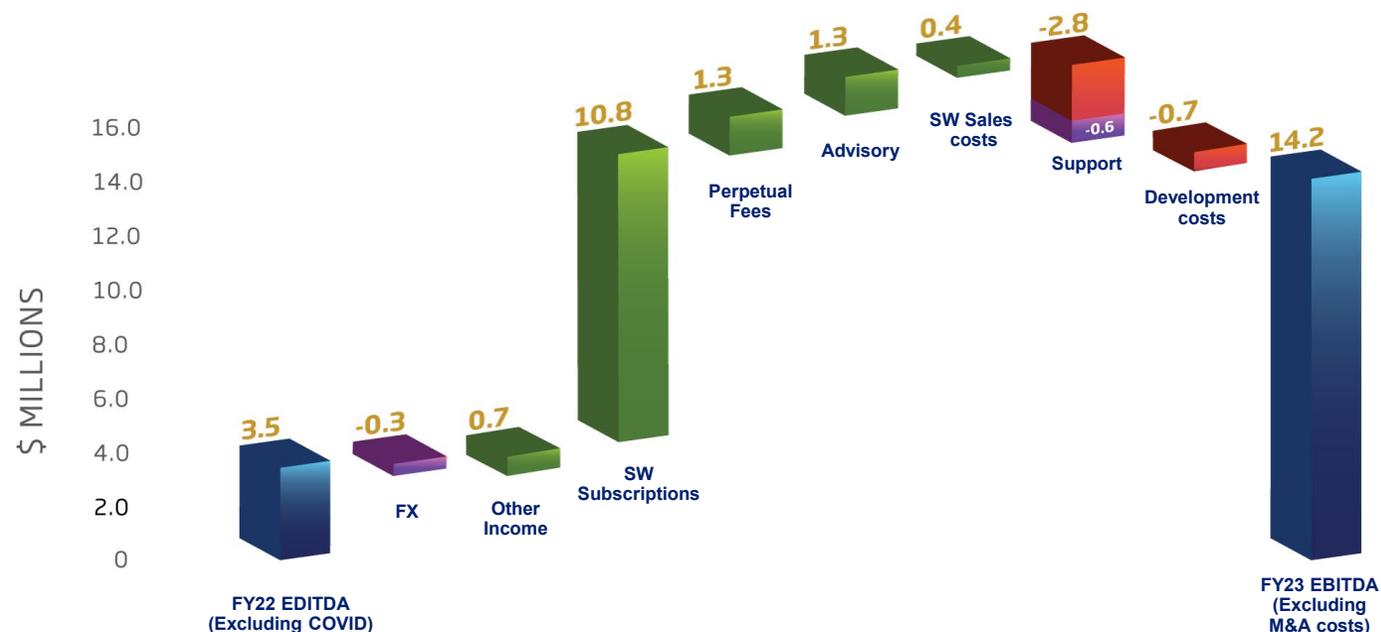
The key financial changes to the previous guidance are:

- A Ukrainian company withdrew its force majeure notice on an Advisory project payment resulting in \$0.7 million being reported in other income.
- Based on the “country collection risk” software pipeline, perpetual licenses are expected to lift by \$1.3 million.
- Restructuring of software roles in the Americas has resulted in a \$0.4 million benefit in the second half of the year.
- Support revenue reduced by \$0.6 million due to the South African ZAR’s fall against the Australian dollar.
- Support revenue reduced by a further \$1.3 million after four larger customers moved off perpetual licenses to subscription licenses.
- Software development costs are now expected to be \$0.7 million higher in FY2023 following a drop in employee attrition.

FY2023 expected Merger and Acquisition Costs

- Splashback \$0.25 million (net of revenue).
- M&A advisory services \$0.15 million.

FY2023 EBITDA Guidance



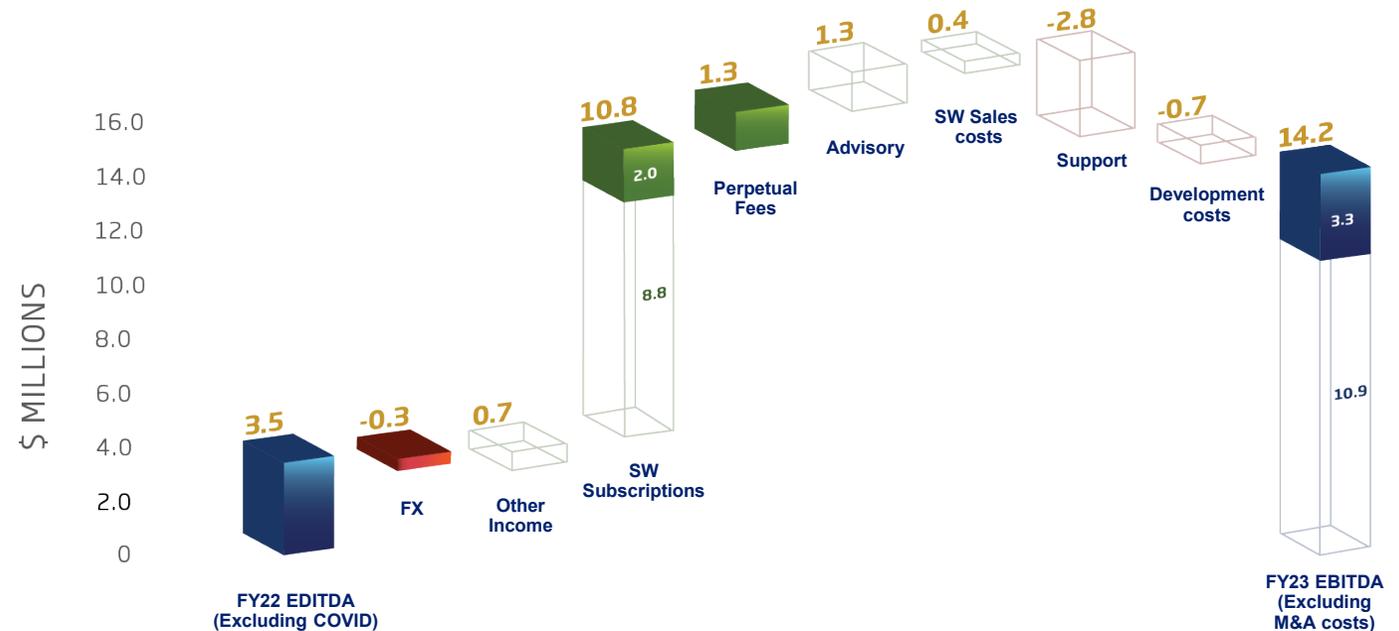
HIGH LEVEL FY2023 EBITDA GUIDANCE – FURTHER CLARITY

By way of further explanation on the FY2023 EBITDA guidance on the previous page, the graph to the right provides a view of what has already been done to date (transparent boxes) and what still needs to be done (coloured boxes) to achieve guidance:

- The company still needs to contract \$2 million worth of recognisable FY2023 subscription revenue and \$1.3 million of perpetual license revenue.
- The Advisory division has now sold enough revenue to achieve its target.
- The changes required to “lock in” the guidance for “Other Income”, “Software Sales Costs” and “Development Costs” have all been made.
- The annual software maintenance renewal process is now essentially complete.
- The red box represents the FX gains recorded in H1 compared to FY2022 FX gains. The annual FX number will only be known at year end.

While there is still more work to be done (\$3.3 million), quarter four is historically the company’s largest software sales quarter by an order of magnitude.

FY2023 EBITDA Guidance



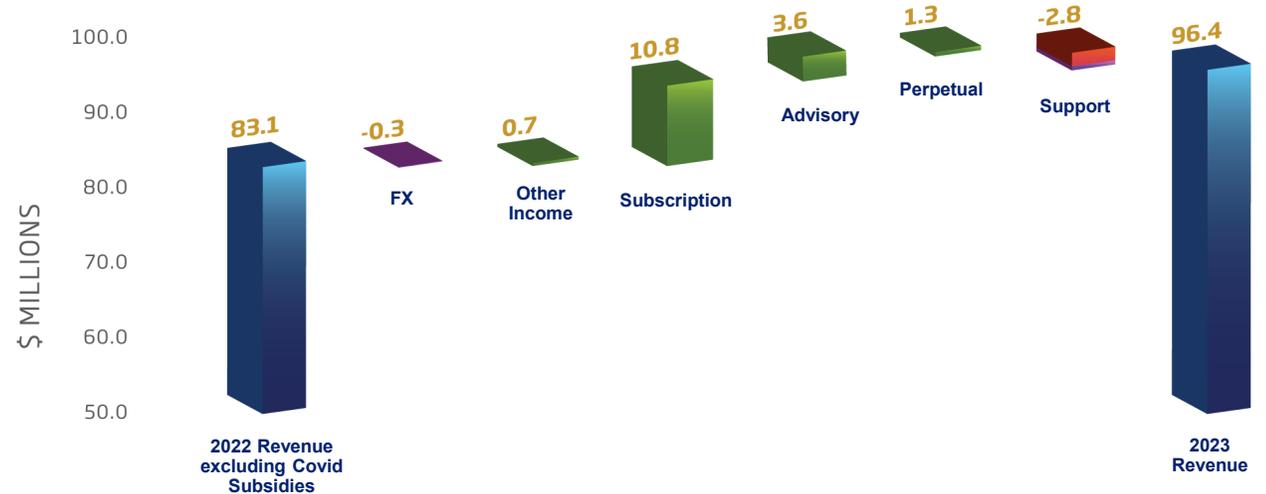
HIGH LEVEL FY2023 REVENUE GUIDANCE

The company now expects Total Revenue for FY2023 to be \$96.4 million (down \$4.6 million from the previous guidance of \$101 million).

The key financial changes to the revenue guidance not covered in the previous slide are:

- The "war on talent" has made it difficult to hire staff with the prerequisite skill sets which is limiting the company's revenue growth.
- For this reason, Advisory revenue is down \$1.3 million from the previous guidance.
- It has been even more difficult in the Software Consulting division which is now expecting to see revenue in line with FY2022 (down \$3.4 million on the previous guidance).
- To meet demand, the company is having to use subcontractors which is pushing up the company's third-party costs.

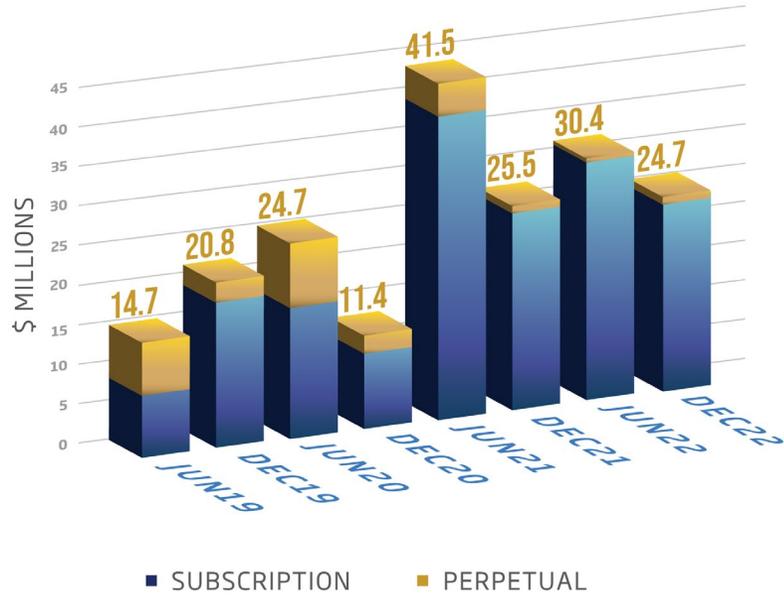
Revenue Guidance



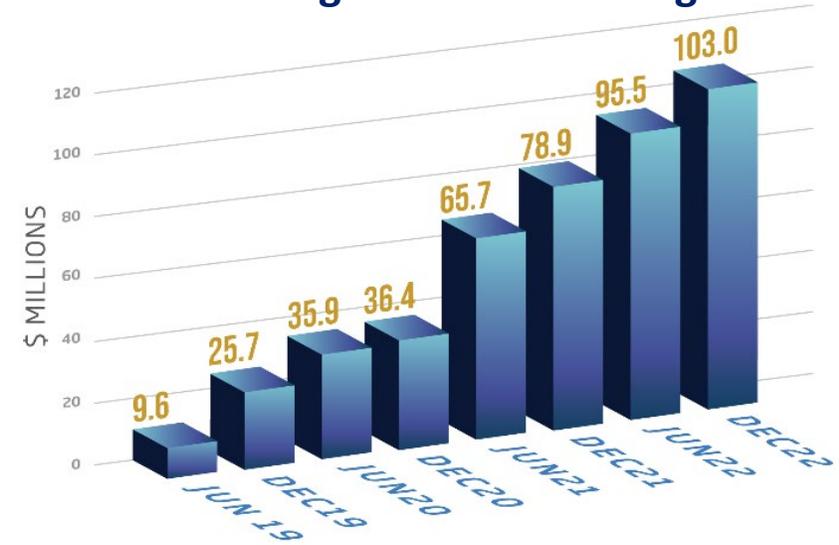
SOFTWARE TOTAL CONTRACT VALUE (TCV)

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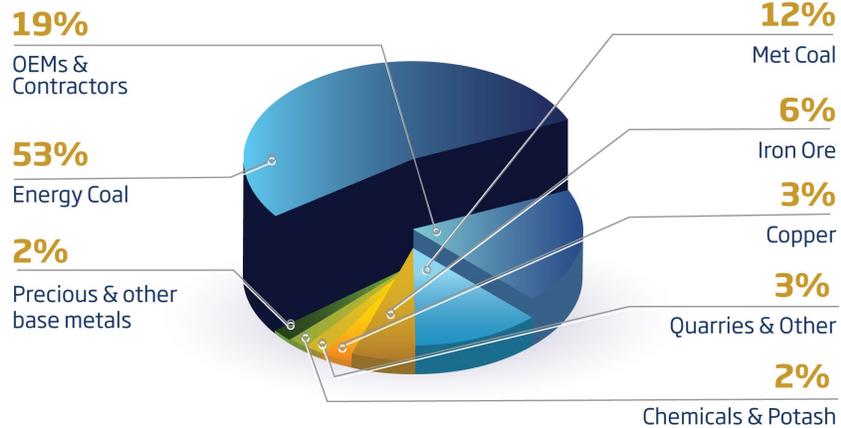
TCV Sales



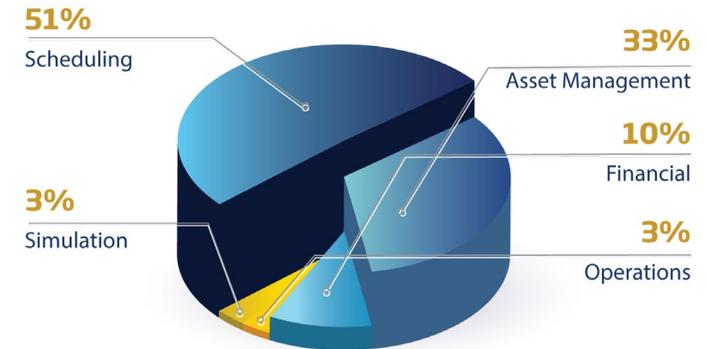
Unrecognised TCV Backlog



H1 2023 TCV by Commodity



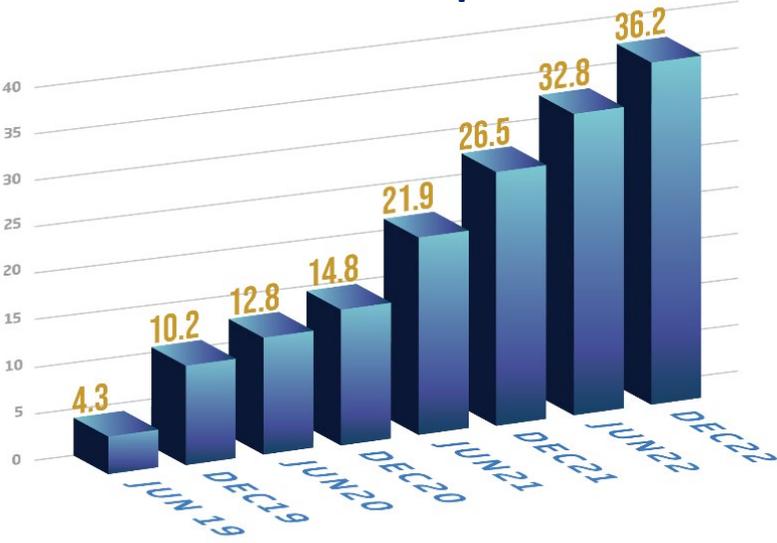
H1 2023 TCV by Product Suite



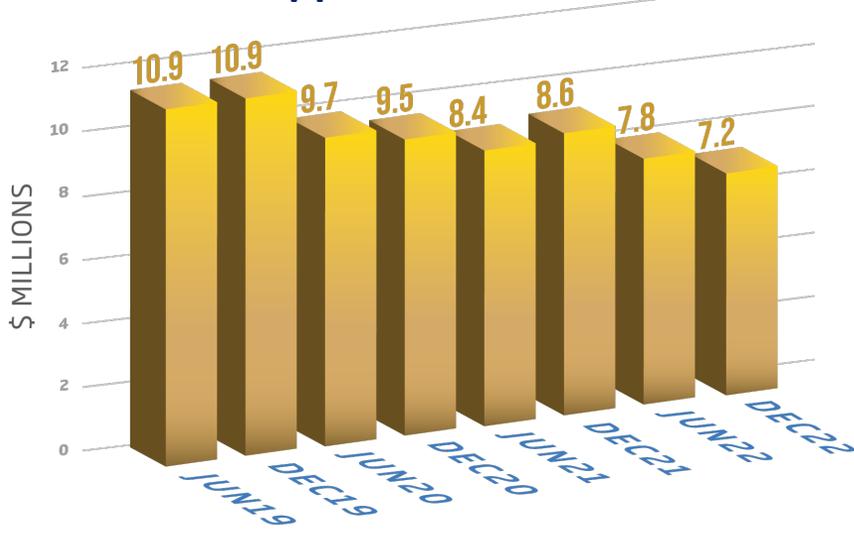
ANNUALLY RECURRING REVENUE (ARR)

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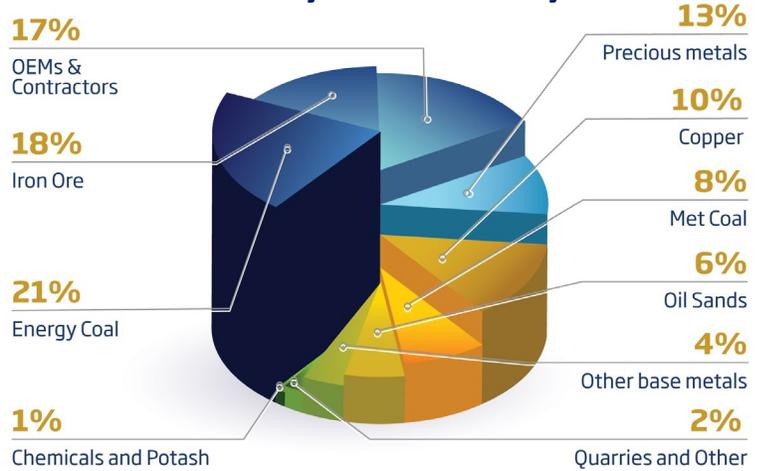
Software Subscription ARR



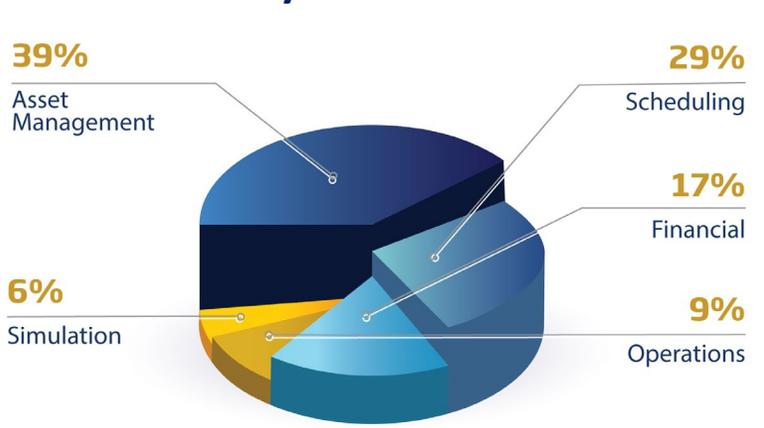
Support Revenue



ARR by Commodity



ARR by Product Suite



FY2023 EXPENSE INSIGHTS

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- With the relaxation of Covid restrictions, the company invested \$2.1 million in H1 physically reconnecting with its customers and employees (some for the first time) to foster positive, long-term relationships.
- With record software development investment over the last three years, coupled with product acquisitions, it was important to meet physically with our customers and employees to demonstrate just how far our software products have come.
- With this one-time reset now behind us, we expect travel/accommodation/marketing events expenditure to revert to more normal annual (pre-Covid) levels of approximately \$3.0 million.
- Software Development headcount increased by 10% during FY2022 resulting in an annual FY2023 step-off run rate of \$17.9 million. First quarter natural attrition saw H1 costs drop by \$0.5 million and H2 costs by \$0.6 million. Attrition dropped off almost completely in the second quarter and that trend has continued this calendar year.
- The impact of development salary increases on the FY2023 result is \$0.4 million. Assuming the continued low employee attrition rate, we now expect development costs to be \$17.2 million this financial year (pre M&A of \$0.2 million).
- The company has spent \$0.6 million year-to-date to eliminate \$1.7 million in annual salary costs (average payout 18 weeks).

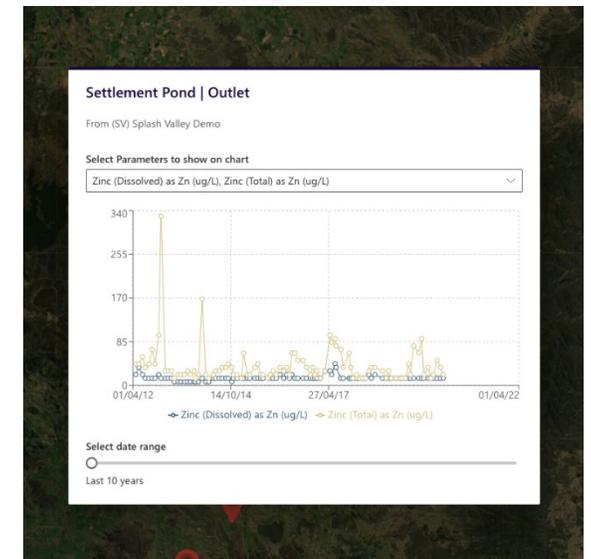
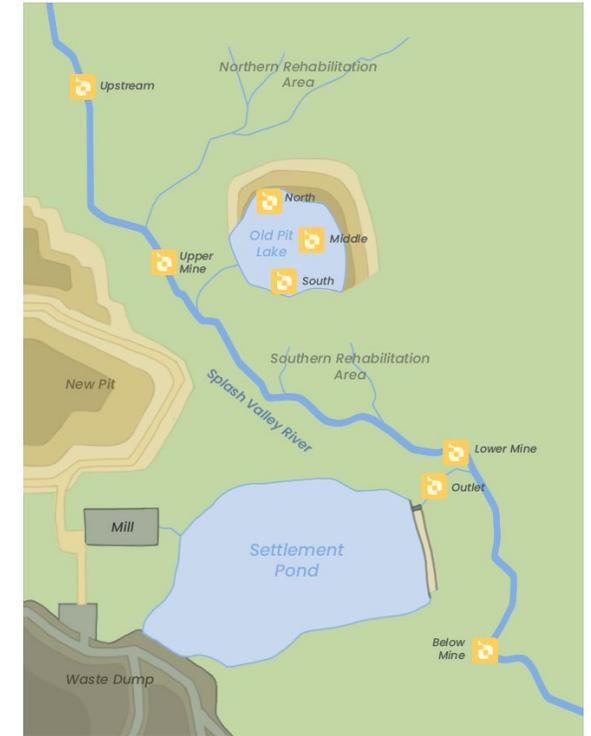
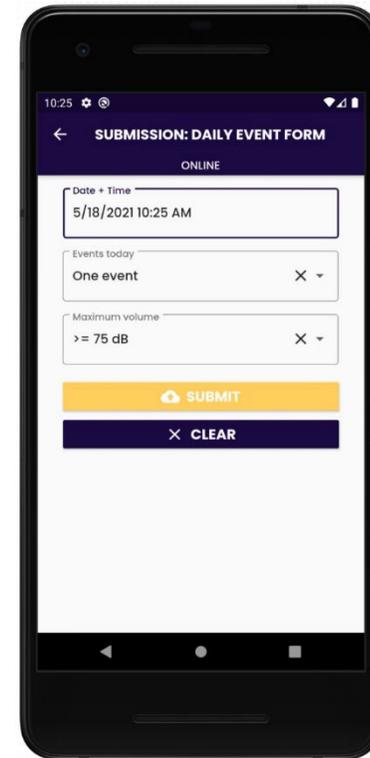
FY2023 STRATEGIC HIGHLIGHTS

So far, this financial year RPM has:

- Acquired private Tasmanian Software as a Service (SaaS) company Splashback Solutions, a leading SaaS solution for storing, analysing, managing and reporting environmental data.
- Broadened its client base in the battery and critical mineral space, including working for some of the world's largest car and battery cell manufacturers.
- Launched the first accredited carbon literacy training course for extractive industries certified by the Carbon Literacy Project, a UN-acknowledged program.
- Sold its Underground Coal Solution (with its new gas drainage module) to two of Australia's leading Underground Coal Mining companies.
- Completed its first two sales of Enterprise Optimiser, its new multi-site, multi-period optimiser software solution.
- Completed development and use acceptance of its new AMT mobile product.
- Won three ShiftManager conversions from its only competitor in the Shift Management and Reporting space.
- Been invited to participate in a global procurement process with its AMT product.

SPLASHBACK ACQUISITION

- In November 2022 the company acquired private Tasmanian Software as a Service (SaaS) company - Splashback Solutions, the owners and developers of a SaaS solution for storing, analysing, managing and reporting environmental data.
- Splashback had fifteen customers and annual revenue of \$0.07 million.
- Customers use the product to automatically capture data off sensors, via mobile devices where the data is secured in the cloud and then automatically fed into systems or provided to third party stakeholders.
- In recent times the mining industry has seen a growing call for greater transparency between mining organisations and key stakeholder groups. Given Splashback was designed specifically as an environmental data collaboration platform, it makes it an ideal solution to facilitate this transparency to occur.
- The Splashback development team have very strong full-web-stack development skills which are having a positive impact across the company's other product suites.
- The Splashback product has been renamed RPM EnviroDataVault and added to RPM's ESG suite of software products.



NEW PRODUCT CUSTOMER ADOPTIONS (FY2023 1H)

DESIGN & SCHEDULING



OPERATIONS



ASSET MANAGEMENT



PHU BIA MINING

FINANCE



OPTIMISATION



SIMULATION



Shell Global Solutions



GOLD FIELDS



HUMMINGBIRD RESOURCES



MINERAI DE FER QUÉBEC
QUÉBEC IRON ORE



ESG



GRANGE RESOURCES



Derwent Estuary Program



RPMGLOBAL ADVISORY

\$60 BILLION EQUITY
MARKET TRANSACTIONS

WORKING FOR ALL MAJOR MINING   
PRIVATE EQUITY
FIRMS

SUPPORTING  **9 BILLION**
MINING STUDIES 
FOR OVER OF INVESTMENT DECISION



MINING SPECIFIC
ESG
DIVISION

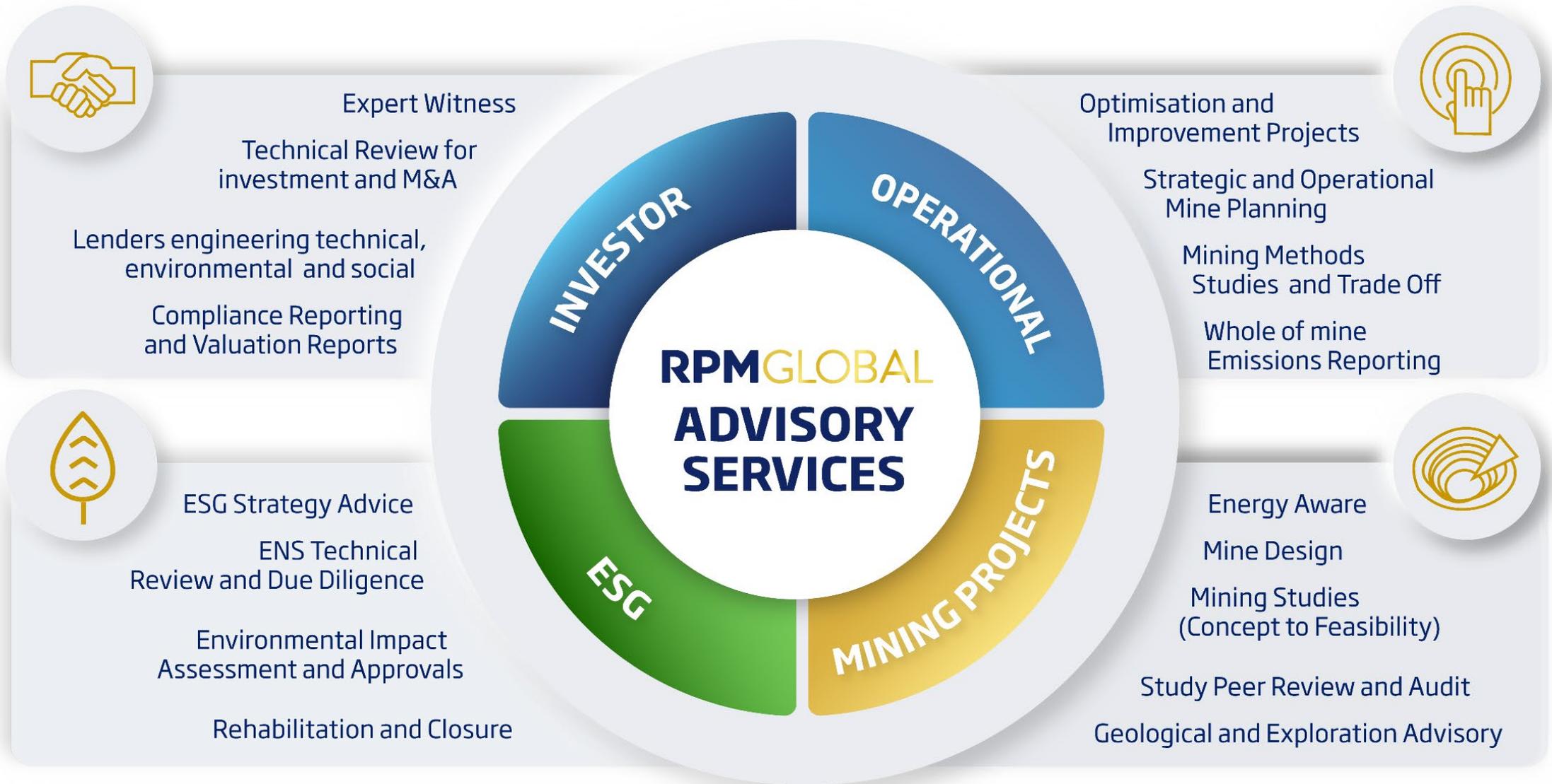
PARTNERING
WITH ALL KEY
SOVEREIGN WEALTH FUNDS



WORKING WITH THE
TOP 10
LEADING GLOBAL COMMERCIAL
AND INVESTMENT BANKS

\$7.1 BILLION OF DEBT
FINANCING
ACROSS 11 PROJECTS FOR COMMERCIAL BANKS AND ECLA IN LAST 5 YEARS

   **3**
ESG ACQUISITIONS

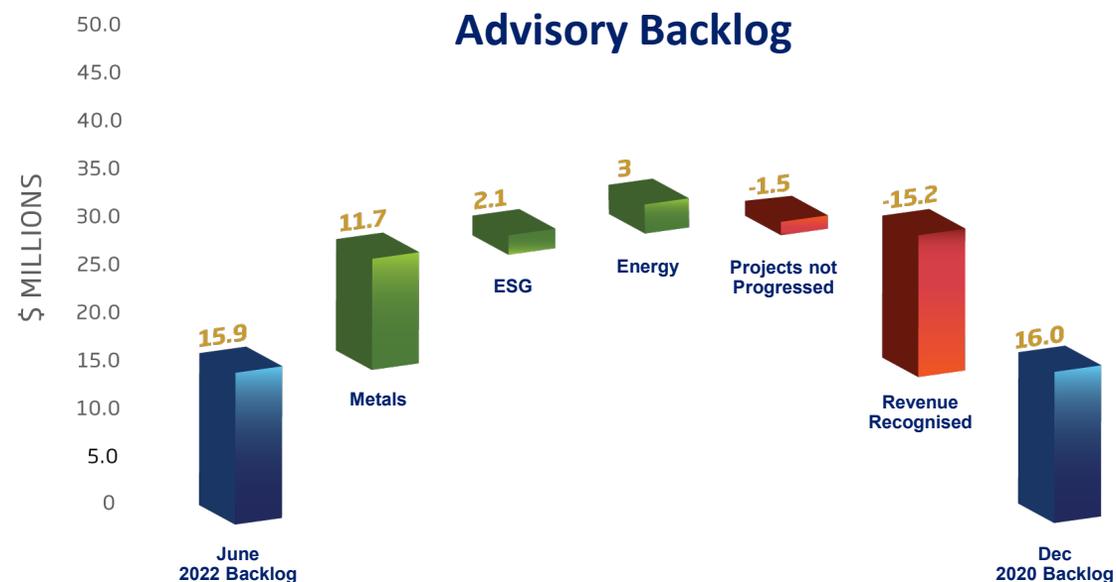


ADVISORY

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- The Metals team had another impressive half with strong growth in the Americas market following a change of leadership.
- We continue to secure and grow our lenders' engineering services capability, which is being underpinned by our ESG skills being included in a combined offering to mining financiers globally.
- This division maintained its sales momentum from last year and has a healthy backlog of pre-contracted work with approximately six months of revenue already contracted.
- Note: First half 2023 costs included \$0.4 million of Blueprint costs (acquired in Sept 2021) which are not in the corresponding half year.

			\$		% Var			
A\$m	1H23	2H22	Var	Var	1H22	\$ Var	% Var	
Metals	9.4	8.3	1.1	13%	7.9	1.5	19%	
Energy	3.8	3.5	0.3	9%	3.8	-	0%	
ESG	2.0	2.0	-	0%	1.1	0.9	82%	
Advisory Revenue	15.2	13.8	1.4	10%	12.8	2.4	19%	
Direct Expenses	(2.5)	(1.8)	(0.7)	39%	(1.6)	(0.9)	56%	
Net Revenue	12.7	12.0	0.7	6%	11.2	1.5	13%	
Operating Expenses	(9.9)	(10.4)	0.5	(5)%	(9.1)	(0.8)	9%	
Contribution	2.8	1.6	1.2	75%	2.1	0.7	33%	



OUTLOOK

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The company is:

- Excited about the magnitude of the opportunities which are entering the company's software pipeline.
- Pleased with the progress it is making in the important Indonesian market and anticipates strong growth in Southern Asia.
- Continuing its momentum in the Shift Execution, Planning and Reporting space and believes it can continue this momentum.
- Becoming universally recognised as the premier Commercial Off the Shelf Mobile Mining Equipment Lifecycle Costing and Forecasting software supplier to the industry. This recognition is driving increasing levels of interest including from global miners who are considering AMT as their mobile enterprise equipment asset management system of choice.
- Seeing increased interest in its next generation of mobile solutions which digitise forms and processes used by technicians and planners operating remotely across mining sites.

With a strong balance sheet, healthy cashflow, plenty of M&A opportunities, competitive Advisory and Software offerings, we continue to be excited and optimistic about the years ahead.

Attachments

FINANCIAL SUMMARY

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A\$m	1H23	2H22	\$ Var	% Var	1H22	\$ Var	% Var
Software Division	30.5	28.2	2.3	8%	27.8	2.7	10%
Advisory Division	15.2	13.9	1.3	9%	12.7	3.2	25%
Other Income	1.0	0.2	0.8	n/a	0.3	0.7	n/a
Gross Revenue	46.7	42.3	4.4	10%	40.8	5.9	14%
Direct Costs	(3.3)	(2.5)	(0.8)	(32)%	(2.4)	(0.9)	(38)%
Net Operating Revenue	43.4	39.8	3.6	9%	38.4	5.0	13%
Operating Expenses	(29.5)	(31.3)	1.8	6%	(26.9)	(2.6)	(10)%
Development Expenses	(8.6)	(9.2)	0.6	7%	(7.3)	(1.3)	(18)%
Net Operating Expenses	(38.1)	(40.5)	2.4	6%	(34.2)	(3.8)	(11)%
Underlying Operating EBITDA	5.3	(0.7)	6.0	n/a	4.2	1.1	26%
Depreciation & Amortisation	(3.0)	(2.9)	(0.1)	(3)%	(3.0)	-	0%
Restructure/Russia/Ukraine	(0.6)	(1.1)	0.5	45%	-	(0.6)	n/a
Government Subsidies	-	-	-	-	1.0	(1.0)	n/a
Net Finance and Fair Value Costs	(0.1)	-	(0.1)	n/a	(0.1)	-	0%
Operating Profit/(Loss) Before Tax	1.6	(4.7)	6.3	n/a	2.1	(0.5)	(24)%
Income Tax	(0.4)	(1.1)	0.7	64%	(0.7)	0.3	43%
Profit/(Loss) After Tax from Continuing Operations	1.2	(5.8)	7.0	n/a	1.4	(0.2)	n/a
Profit from Discontinued Operations	-	-	-	0%	0.5	(0.5)	n/a
Profit/(Loss) After Tax	1.2	(5.8)	7.0	n/a	1.9	(0.7)	(37)%

BALANCE SHEET

A\$m	Dec 22	Jun 22	\$ Var	% Var
Cash	22.3	34.5	(12.2)	(35)%
Receivables and Work-in-Progress	22.9	24.9	(2.0)	(8)%
Property, Plant and Equipment	11.4	4.0	7.4	185%
Intangibles	29.2	29.2	-	0%
Deferred Tax	3.2	3.3	(0.1)	(3)%
Prepayments, Deposits, etc.	9.5	10.3	(0.8)	(8)%
Total Assets	98.5	106.2	(7.7)	(7)%
Trade Payables	(4.8)	(12.2)	7.4	(61)%
Employee Benefit Provisions	(7.2)	(7.2)	-	0%
Deferred and Contingent Consideration	(0.3)	(0.1)	(0.2)	200%
Unearned Income	(17.8)	(23.0)	5.2	(23)%
Lease Liabilities	(10.4)	(3.2)	(7.2)	225%
Tax payable	(0.6)	(0.4)	(0.2)	50%
Total Liabilities	(41.1)	(46.1)	5.0	(11)%
Share Capital	96.0	100.4	(4.4)	(4)%
Reserves and Accumulated Losses	(38.6)	(40.3)	1.7	(4)%
Total Equity	57.4	60.1	(2.7)	(4)%

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CASHFLOW

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- The company's cashflow is always weighted towards the second half of the year because:
 - Maintenance revenue become due and payable on the 1st of January each year and therefore payments are received in the second half of the year.
 - 70% of annually recurring software subscriptions are due in the second half of the year.
- In the first half of FY2023 \$5.2 million was spent on the company's share buyback.
- As at the 23rd of February 2023 the company's cash balance was \$27.5 million.

\$'m	1H23	2H22	1H22
Net Cash Opening	34.5	32.3	44.8
Cash from Operations	(3.8)	4.4	(7.5)
Rent	(1.7)	(1.7)	(1.9)
Payments for:			
Property Plant & Equipment	(0.8)	(0.4)	(0.5)
Self-Insurance Cell	(0.4)	-	-
Acquisitions	(0.8)	(0.5)	(3.8)
	(2.0)	(0.9)	(4.3)
Proceeds from:			
Exercise of Options	0.6	0.4	1.2
Share Buyback	(5.2)	(1.4)	-
Divestments	-	-	0.2
Net Increase/(Decrease) in Cash	(12.1)	0.8	(12.3)
FX Restatement	(0.1)	1.4	(0.2)
Net Cash Closing	22.3	34.5	32.3

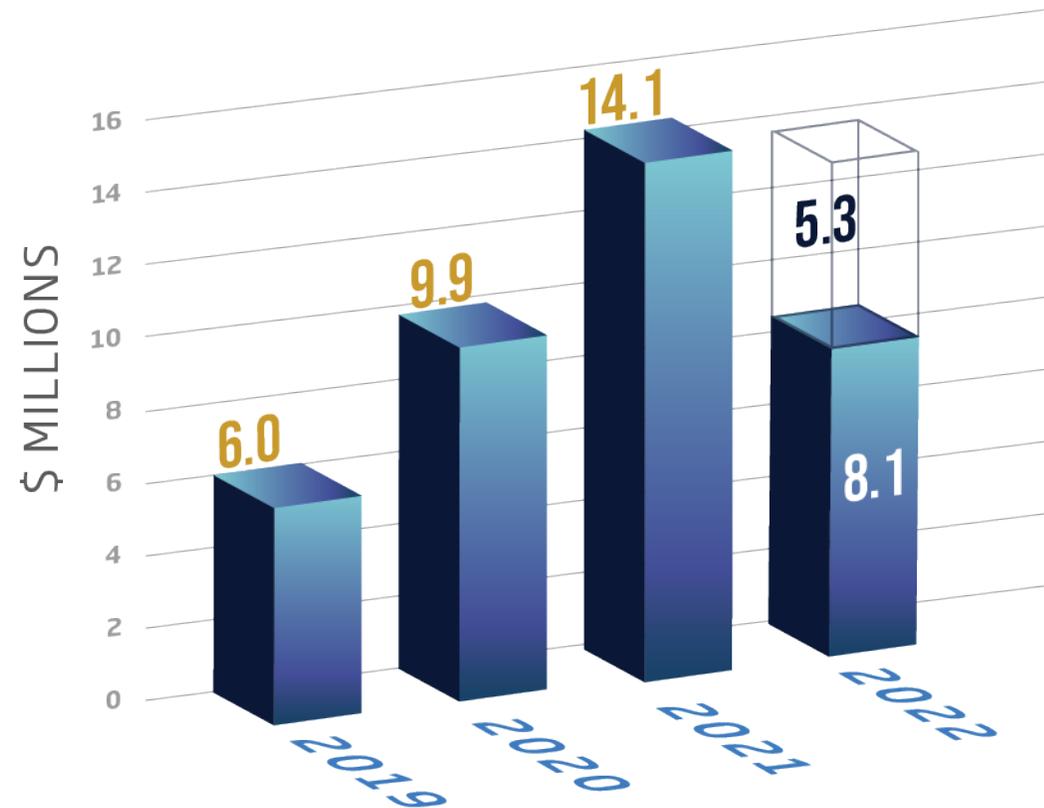
THE VALUE OF CUSTOMER RECEIPTS RECEIVED IN H2 OVER THAT RECEIVED IN H1

The adjacent graph shows the additional value of customer receipts received by the Company in the second half of each financial year (over and above those received in the first half).

Because almost all maintenance revenue and the majority of software subscription revenue is invoiced (and therefore collected) in the second half of the financial year, the Company receives significantly more customer payments in H2 than it does in H1.

For comparison purposes in 2022 we reported that two customers had failed to pay their subscription fees (when they were due and payable in H2 of the year) totalling \$5.3 million as represented by the transparent box. These amounts were paid in the following half.

FINANCIAL YEARS 2019 – 2022





The material in this presentation is a summary of the results of the RPMGlobal Holdings Limited (RPM) group of companies for the six months ending 31 December 2022 including historical financial information from the prior half year's results as announced to the market and an update on RPM's business and activities and is current at the date of preparation, 24 February 2023 (and as updated with slides 5 and 21 on 21 March 2023). Events (including changes to any of the data and information that RPM used in preparing this presentation) may have occurred since that date which may impact on the information contained in this presentation and make them unreliable. RPM is under no duty to update this presentation though it reserves the right to do so.

Further details are provided in RPM's Appendix 4D - Half Yearly Results - 31 December 2022 released to the market on 24 February 2023 and RPM's Appendix 4E and Annual Report for the full year ended 30 June 2022 released on 29 August 2022.

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