

# Announcement

## Q1-FY24 Business Update

3 October 2023

RPMGlobal Holdings Limited (ASX: RUL) [RPM®] is pleased to provide the following update to the market on RPM business performance in the first quarter of financial year 2024 (Q1-FY24).

For Q1-FY24 Total Contracted Value (TCV) derived from software sales was \$13.2 million a \$8.0 million (154%) increase over the corresponding quarter in financial year 2023 (Q1-FY23: \$5.2 million). Annually recurring revenue (ARR) from software license and maintenance at the end of the first quarter was \$56.0 million. The pre-contracted, non-cancellable software license and maintenance revenue to be recognised across future years as at the end of Q1-FY24 was \$133.4 million.

During Q1-FY24, the company signed a trusted supplier global framework agreement (GFA) with a global tier-1 miner. Whilst the GFA itself is not considered by management to be a market sensitive contract (including for the purposes of the ASX Listing Rules), the GFA provides a strategic benefit to RPM by providing a platform of pre-agreed terms and conditions to enable future software purchases by that tier-1 mining group to be made quickly and efficiently at any time over its term through to 31 December 2028. The first software subscription order signed by RPM under this GFA included \$2.27 million of new software TCV as well as cementing an additional 60-month, \$6.36 million commitment by this tier-1 miner to a further five years of use of their existing RPM suite of software solutions right across their global operations. It also provides RPM with a strong foundation to close current sales opportunities already in the sales pipeline for shorter terms.

The company's Advisory division has also had a strong start to the financial year with demand exceeding expectations with the Book of Work balance increasing from \$18.4 million at the start of the quarter to \$24.2 at the end of the quarter, a 32% increase. Demand for Advisory services resulted in RPM selling \$15.8 million in advisory services in the quarter, up \$6.5 million (71%) over the corresponding period (Q1 – FY23, \$9.2 million). Several of these engagements are long-term in nature (greater than 12 months). Support for battery and critical mineral financing continues to increase as a proportion of total sales for the division, and the demand outlook for advisory services remains very strong.

As a result of this stronger than expected start to the financial year by both the software and advisory divisions, management have upgraded FY24 guidance (from that previously disclosed to the market on 28 August 2023):

- Total revenue is projected to now be in the range of \$107.0 million to \$112.0 million (previously projected to be in the range of \$105 million to \$110 million (FY2023: \$98.4 million));
- Underlying EBITDA is now projected to be in the range of \$18.5 million to \$20.5 million (previously projected to be in the range of \$17.5 million to \$19.5 million (FY2023: \$15.0 million before management incentives));
- Profit before Tax is now projected to be in the range of \$13.5 million to \$15.0 million (previously projected to be in the range of \$12.5 million to \$14.0 million (FY2023: \$9.2 million before management incentives)).

Authorised by:

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### About RPM:

RPMGlobal Holdings Limited (ASX: RUL) [RPM®] was listed on the Australian Securities Exchange on 27 May 2008 and is a global leader in the provision and development of mining software solutions, advisory services and professional development to the mining industry.

RPM has been advancing the global mining industry through the provision of innovative software solutions and deep domain expertise for more than 50 years. The company brings together its technology, mining advisory

and professional development services to support mining clients extract more value at every stage of the mining lifecycle. In partnership with the industry, RPM has delivered safer, cleaner and more efficient operations in over 125 countries.

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