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RPM GLOBAL

FY2024 HALF YEAR REVIEW

6 MONTHS TO DECEMBER 2023

Streamsong golf course & resort built on rehabilitated mining land

RPMGLOBAL

50⁺ YEARS



**GLOBAL
CLIENT BASE**



**SOFTWARE
ADVISORY &
TRAINING**

**ADVANCING
MINING**

125 COUNTRIES

**ALL COMMODITIES
& MINING METHODS**



**DEEP MINING
EXPERTISE**

**DIGITAL
CONNECTED MINE**



**21 OFFICES
WORLDWIDE**



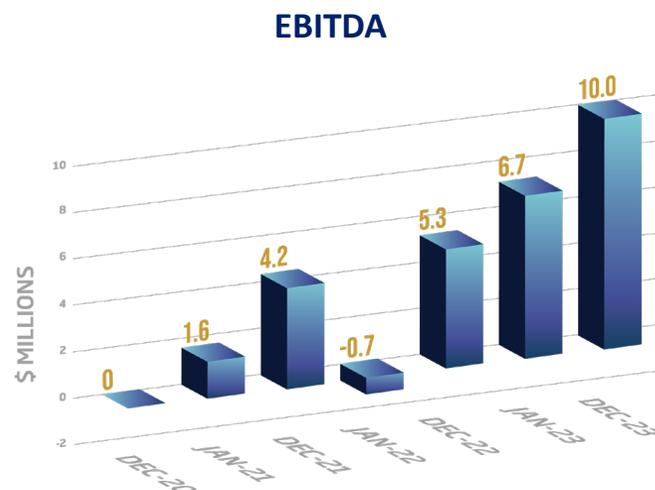
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FIRST HALF FINANCIAL SUMMARY

The first half of the 2024 financial year set a new record for the company in terms of revenue and profitability and was in-line with expectations.

The change from perpetual to subscription licensing continues to provide both operating and financial leverage to the business.

A\$m	1H24	2H23	\$ Var	% Var	1H23	\$ Var	% Var
Software Division	38.5	35.6	2.9	8%	30.5	8.0	26%
Advisory Division	17.5	16.1	1.4	9%	15.2	2.3	15%
Other Income	0.3	-	0.3	n/a	1.0	(0.7)	(70)%
Gross Revenue	56.3	51.7	4.6	9%	46.7	9.6	21%
Direct Costs	(4.3)	(3.5)	(0.8)	(23)%	(3.3)	(1.0)	(30)%
Net Revenue	52.0	48.2	3.8	8%	43.4	8.6	20%
Expenses	(42.0)	(41.5)	(0.5)	(1)%	(38.1)	(3.9)	(10)%
EBITDA	10.0	6.7	3.3	49%	5.3	4.7	89%
Depreciation and Amortisation	(2.5)	(2.6)	0.1	4%	(3.0)	0.5	17%
Restructure, Finance and Fair Value	-	(0.9)	0.9	n/a	(0.7)	0.7	n/a
Profit Before Tax	7.5	3.2	4.3	134%	1.6	5.9	369%
Income Tax	(0.7)	(0.7)	-	-	(0.4)	(0.3)	(75)%
Net Profit	6.8	2.5	4.3	172%	1.2	5.6	467%



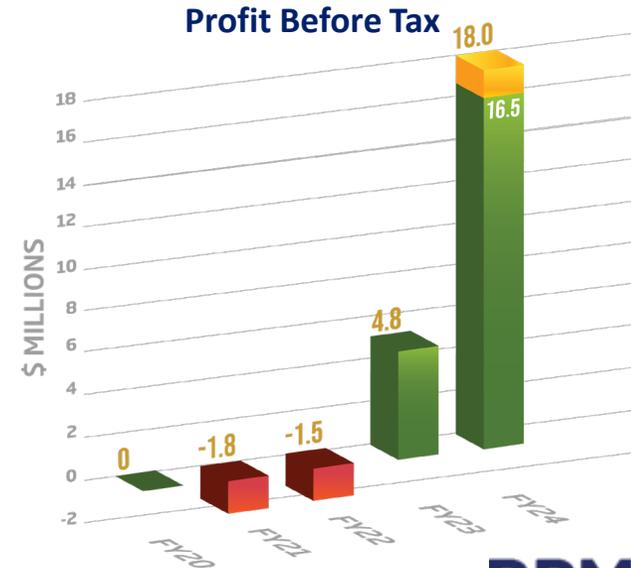
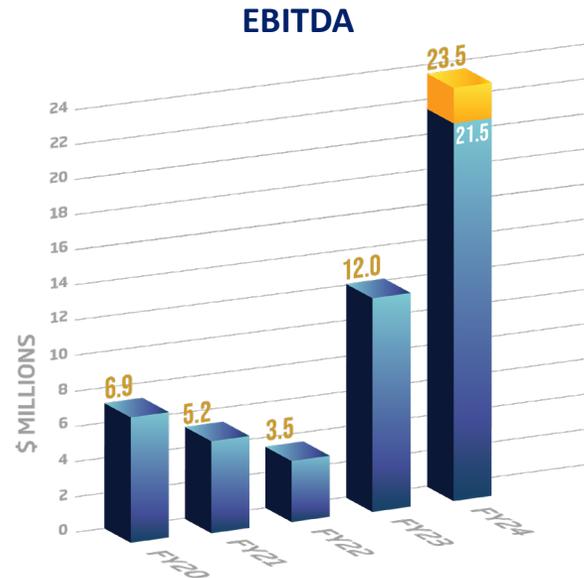
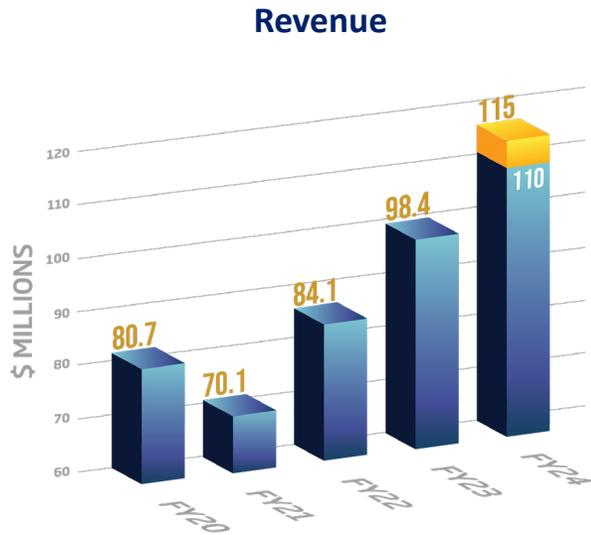
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FY2024 FINANCIAL GUIDANCE

The company reaffirms its previous guidance which was provided on November 13, 2023.

- Total Revenue is projected to be in the range of \$110 million to \$115 million (FY2023: \$98.4 million)
- EBITDA is projected to be in the range of \$21.5 million to \$23.5 million (FY2023: \$12 million)
- Profit Before Tax is projected to be in the range of \$16.5 million to \$18.0 million (FY2023: \$4.8 million)

As a reminder, management incentives are not included in forward guidance until they are considered as “likely to be achieved” and in the past this has not occurred until late in the second half of the financial year.



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RPMGLOBAL SOFTWARE



1 ENTERPRISE PLATFORM

12 ACQUISITIONS



ISO27001 & ISO9001
CERTIFIED



58⁺ MILLION IN ANNUAL RECURRING REVENUE

\$203⁺ MILLION INVESTMENT IN TECHNOLOGY



13 LANGUAGES SUPPORTED

8 PRODUCT VERTICALS



30 SOFTWARE PRODUCTS

9 OF THE TOP 10



GLOBAL MINERS USE RPM SOFTWARE

FY2024 SOFTWARE INSIGHTS (YEAR-TO-DATE)

The Total Contracted Value (TCV) of software subscriptions and perpetual licences with new maintenance sold year to date is \$30.0 million.

Software TCV sales continue to be heavily weighted towards the second half of the financial year.

The APAC and EMEA regions continue to grow strongly while the rebuild of the Americas software sales team is steadily progressing.

Annually Recurring Revenue (ARR) at the current exchange rates is \$58 million. On a constant currency basis (using the 30 June 2023 exchange rates) ARR would be \$57 million (June 30, 2023: \$55 million).

Year-to-Date ARR churn has remained steady at 3%.

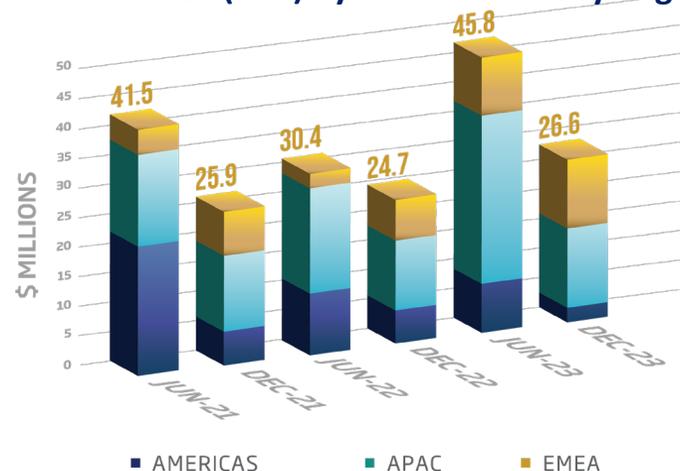
As at the date of this presentation, the company has \$144.0 million in pre-contracted, non-cancellable software and maintenance revenue which will be recognised in future financial periods.

A\$m	1H24	2H23	\$ Var	% Var	1H23	\$ Var	% Var
<i>Subscriptions *</i>	21.3	22.4	(1.1)	(5)%	16.9	4.4	26%
<i>Perpetual Licences</i>	1.1	1.8	(0.7)	(39)%	1.1	-	-
<i>Maintenance/Support</i>	6.5	6.5	-		7.2	(0.7)	(10)%
<i>Consulting</i>	6.5	4.9	1.6	33%	5.3	1.2	23%
<i>Other Income **</i>	3.1	-	3.1	n/a	-	3.1	n/a
Software Revenue	38.5	35.6	2.9	8%	30.5	8.0	26%
Direct Third-Party Costs	(1.4)	(1.2)	(0.2)	(17)%	(0.8)	(0.6)	(75)%
Net Revenue	37.1	34.4	2.7	8%	29.7	7.4	25%
Operating Expenses	(16.2)	(15.5)	(0.7)	(5)%	(14.4)	(1.8)	(13)%
Contribution	20.9	18.9	2.0	11%	15.3	5.6	37%

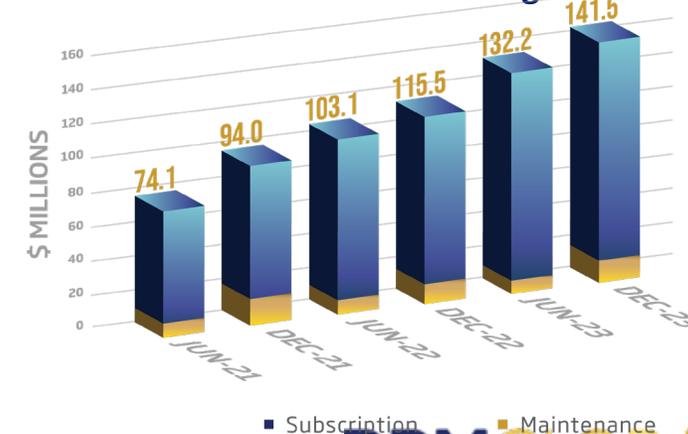
* In 2H23 one customer exercised their non-standard termination for convenience right and paid out the balance of the committed term of their agreement, which had the effect of bringing forward subscription revenue of \$2.4 million from FY2024 into FY2023

** \$3.1 million received in 1H24 from the once off sale of a potential future royalty stream has been reported in "Other Income".

Software Sales (TCV) by Half Year and by Region

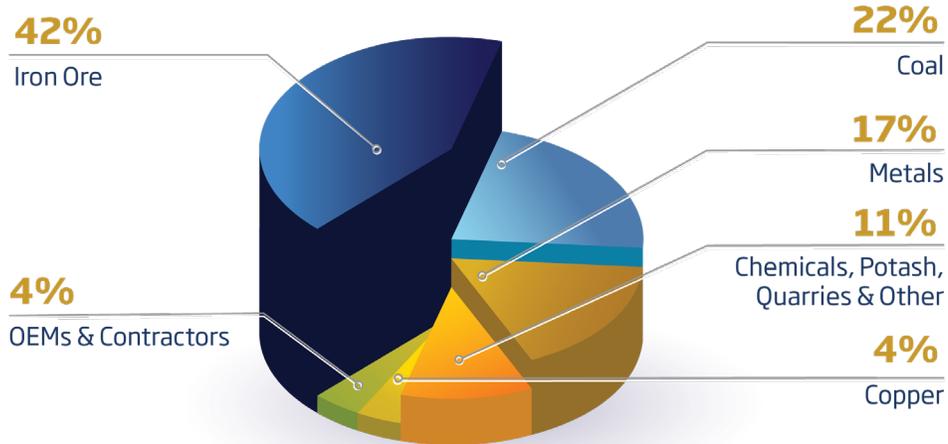


Pre-contracted non-cancellable software revenue backlog

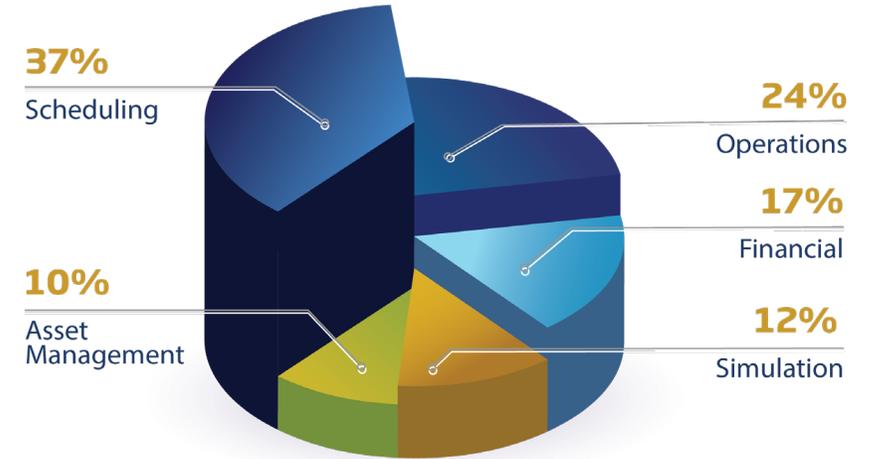


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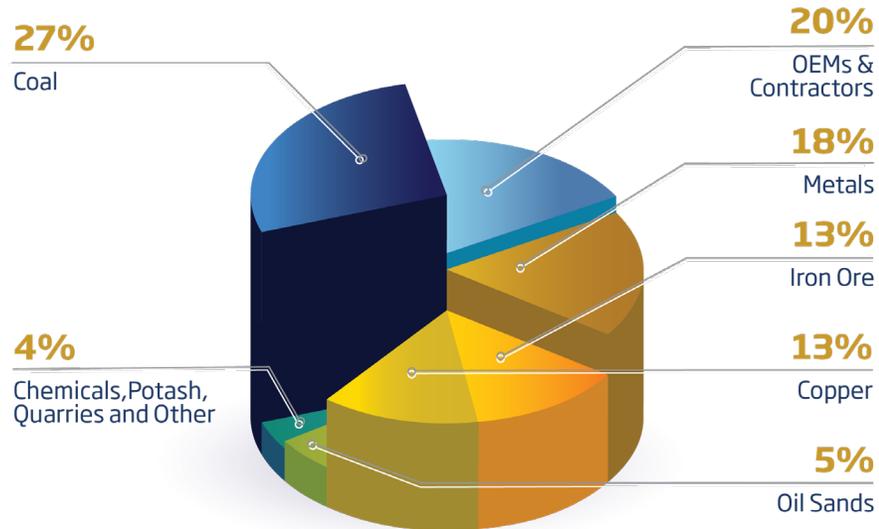
1H24 Software Sales (TCV) by Commodity



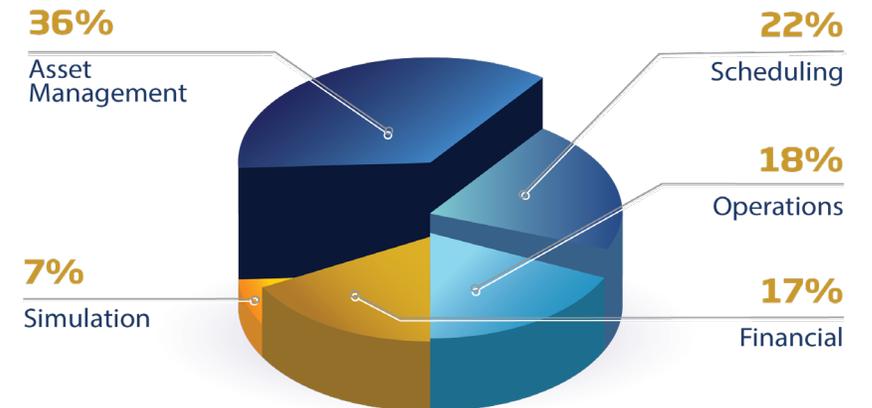
1H24 Software Sales (TCV) by Product Suite



ARR by Commodity



ARR by Product Suite



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FRIST HALF STRATEGIC SOFTWARE HIGHLIGHTS

A tier 1 miner signed a 5-year subscription to the products they have been using and invited us to participate in a global procurement process for mobile mining equipment maintenance systems. We now have a Global Framework Agreement in place with this miner to support future software purchases.

A large mining company in the United Arab Emirates made a 7-year subscription to AMT. This region is investing heavily in mining infrastructure and operations.

We closed our largest ever Environmental Data Vault sale and our largest ever MinVu sale.

The Beta version of our new Open Pit Design tool was delivered to our European customer for testing.

AMT Mobile went live at a tier one miner, a major mining OEM and one of the worlds' largest mining contractors.

ShiftManager went live at one of the world's largest underground coal mines.

The company has entered into two new development arrangements with two of the world's largest global miners, one for XECUTE and one for AMT.

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NEW PRODUCT ADOPTION (JULY 2023 – FEBRUARY 2024)

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SCHEDULING

EXECUTION

ASSET MANAGEMENT

DESIGN

FINANCE

ESG

SIMULATION

RPMGLOBAL ADVISORY

\$12+ BILLION OF DEBT FINANCING
ACROSS 20 PROJECTS FOR COMMERCIAL BANKS & ECLA IN LAST 10 YRS



MINING SPECIFIC
ESG
DIVISION

ASSISTING FINANCIERS ON
\$8.2 BN OF BATTERY AND CRITICAL MINERALS FUNDING

\$60 BILLION EQUITY MARKET TRANSACTIONS

WORKING FOR ALL MAJOR MINING
PRIVATE EQUITY FIRMS

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

WORKING WITH THE **TOP 10** LEADING GLOBAL COMMERCIAL AND INVESTMENT BANKS

PARTNERING WITH ALL KEY SOVEREIGN WEALTH FUNDS

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ADVISORY

Advisory Sales have increased half on half by 20% driven globally by increasing lender activity in the battery and critical minerals space and a strong resurgence in equity support work associated with M&A transactions.

Large mining study work, sourced primarily in emerging markets, increased by 18% half on half.

The Advisory division has taken a leading role in supporting financiers of all types who are investing in the worlds' energy transition by aligning both our recruitment and partner strategy to provide a scalable bench to support the unique demands in the energy transition space.

The combined technical and ESG service offering of the Advisory division for financiers has underpinned significant growth in activity and is further driving recruitment activity.

A\$m	1H24	2H23	\$ Var	% Var	1H23	\$ Var	% Var
Australia/Asia	10.9	9.7	1.2	12%	9.2	1.7	18%
Americas	4.2	3.8	0.4	11%	3.9	0.3	8%
ESG	2.4	2.6	(0.2)	(8)%	2.1	0.3	14%
Advisory Revenue	17.5	16.1	1.4	9%	15.2	2.3	15%
Direct Third-Party Costs	(3.0)	(2.4)	(0.6)	(25)%	(2.5)	(0.5)	(20)%
Net Revenue	14.5	13.7	0.8	6%	12.7	1.8	14%
Operating Expenses	(11.1)	(10.6)	(0.5)	(5)%	(9.9)	(1.2)	(12)%
Contribution	3.4	3.1	0.3	10%	2.8	0.6	21%

Advisory Sales by Division and Book of Work



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OUTLOOK

The company's outlook remains very positive based on the following:

The company believes its software products and advisory services continue to capture market share from their competitors.

Pleasingly the software pipeline has been replenished after the strong finish to FY2023. The Asset Management products continue to be selected and implemented by the world's major mining companies and XECUTE is quickly becoming the “go-to” mining operations software product for tier two miners and has begun to be piloted inside the tier one global miners.

We believe XECUTE will begin to rival AMT in terms of market acceptance and revenue generation in the years ahead.

Progress and market share of the company's software products has strengthened in the important Asian region.

The Advisory division has built an enviable reputation in the lenders engineering and battery minerals space where they are being engaged around the world on the most innovative and leading-edge projects. The transition to a lower carbon economy continues to provide growth opportunities for our Advisory team particularly our ESG professionals.

- With a strong balance sheet, healthy cashflow, and competitive advisory and software offerings, we continue to be excited and optimistic about the years ahead.

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Attachments

CASHFLOW

The company's cashflow is always weighted towards the second half of the year due to:

- Maintenance revenue becomes due and payable on the 1st of January each year and therefore payments are received in the second half of the financial year.
- 70% of annually recurring software subscriptions are due in the second half of the financial year.
- Short-term incentives are accrued in 2H but are paid out in 1H of the following financial year.

In 1H24 \$7.8 million was spent on the company's share buyback.

As at 15 February 2024 the company's cash balance was \$28.5 million and it has no debt.

\$'m	1H24	2H23	1H23
Net Cash Opening	34.8	22.3	34.5
Cash from Operations	(5.4)	16.2	(4.0)
Rent	(1.5)	(1.6)	(1.5)
Payments for:			
Property Plant & Equipment	(0.4)	(0.5)	(0.9)
Restricted Cash	(0.5)	-	(0.4)
Acquisitions	-	(0.3)	(0.7)
Proceeds from:			
Exercise of Options	0.6	0.2	0.6
Share Buyback	(7.8)	(2.3)	(5.2)
Sale of Future Royalty Stream	3.1	-	-
Net Increase/(Decrease) in Cash	(11.9)	11.7	(12.1)
FX Restatement	0.4	0.8	(0.1)
Net Cash Closing	23.3	34.8	22.3

BALANCE SHEET

The company has now finished amortising its larger acquisitions and only has \$1.4 million more left to amortise over the next 4 years.

In H124 the company utilised \$4.0 million of its prior years Australian tax losses and still has \$43.7 million of tax losses carried forward in Australia and negligible franking credits.

A\$m	Dec 23	Jun 23	\$ Var	% Var
Cash	23.3	34.8	(11.5)	(33)%
Receivables and Work-in-Progress	30.2	26.7	3.5	13%
Property, Plant and Equipment	9.3	10.2	(0.9)	(9)%
Intangibles	28.4	28.8	(0.4)	(1)%
Deferred Tax	3.3	3.3	-	-
Prepayments, Deposits, etc.	11.1	11.3	(0.2)	(2)%
Total Assets	105.6	115.1	(9.5)	(8)%
Trade and Other Payables	(6.4)	(12.9)	6.5	50%
Employee Benefit Provisions	(7.9)	(7.5)	(0.4)	(5)%
Unearned Income	(23.7)	(27.0)	3.3	12%
Lease Liabilities	(8.5)	(9.1)	0.6	7%
Tax and Other Liabilities	(0.9)	(0.6)	(0.3)	50%
Total Liabilities	(47.4)	(57.1)	9.7	17%
Share Capital	87.4	93.9	(6.5)	(4)%
Reserves and Accumulated Losses	(29.2)	(35.9)	6.7	19%
Total Equity	58.2	58.0	0.2	-



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 2023 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, 15 February 2024. 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 2023 released to the market on 15 February 2024 and RPM's Appendix 4E and Annual Report for the full year ended 30 June 2023 released on 28 August 2023.

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SOFTWARE STRATEGY

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



SOFTWARE PRODUCTS

XERAS
ENTERPRISE

ENTERPRISEOPTIMISER

AMT
IMAFS

MINEPLANNER
HAULSIM

XECUTE

FLEETOPTIMISER

MINVU

SHIFTMANAGER

