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# RPMGLOBAL

HALF YEAR REVIEW

FY2022



# RPMGLOBAL

**50<sup>+</sup> YEARS**



**GLOBAL  
CLIENT BASE**



**SOFTWARE  
ADVISORY &  
TRAINING**

**ADVANCING  
MINING**

**125 COUNTRIES**

**ALL COMMODITIES  
& MINING METHODS**



**DEEP MINING  
EXPERTISE**

**DIGITAL  
CONNECTED MINE**

**24 OFFICES  
WORLDWIDE**

# SOFTWARE



DESIGN



SCHEDULING



FINANCE



ASSET  
MANAGEMENT



SIMULATION



OPERATIONS



OPTIMISATION



SUSTAINABILITY

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# ADVISORY



MINING PROJECTS  
SERVICES



INVESTOR  
SERVICES



OPERATIONAL  
SERVICES



ESG SERVICES

# DIVERSIFIED CLIENT BASE

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## Global Resource Leaders

**GLENCORE**



**RioTinto**

**BHP**



## Global Commodity Leaders

### Coal & Energy



### Iron Ore



### Gold, Copper & Metals



### Oil sands, Potash & Diamonds



## Global Mining Contractors



## Original Equipment Manufacturers & Dealers



## JV Partners



## Financial Institutions



# ACQUISITIONS

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2014

2015

2016

2017

2018

2020

2021

# 1H22 REVENUE METRICS vs PREVIOUS SIX MONTHS (2H21)

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**TOTAL REVENUE**  
**\$40.5<sup>M</sup>**

**UP**  
**12%**

**SUBSCRIPTIONS**  
**\$11.5<sup>M</sup>**  
**26%**

**ADVISORY**  
**\$12.8<sup>M</sup> UP**  
**27%**

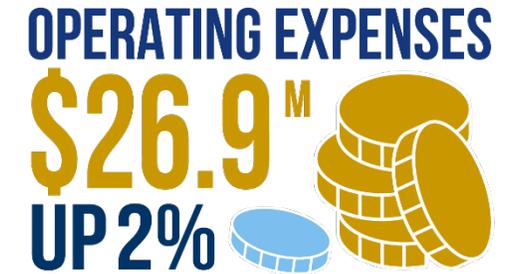
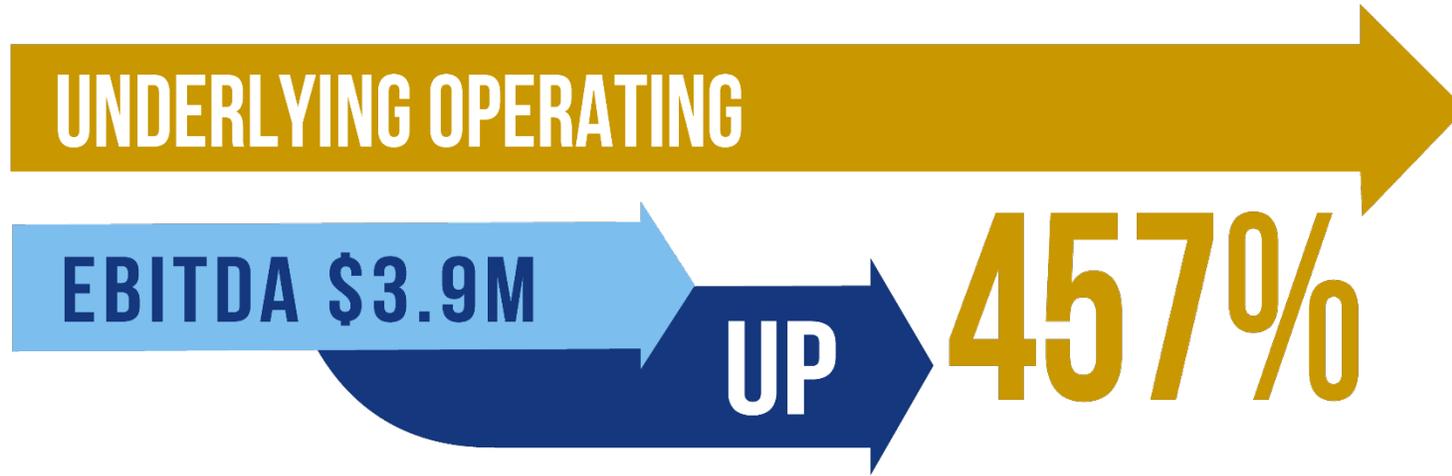
**MAINTENANCE**  
**\$8.6<sup>M</sup> UP**  
**2%**

**PERPETUAL LICENCES**  
**\$1.3<sup>M</sup>**  
**DOWN \$2.1 MILLION**

**SOFTWARE CONSULTING**  
**\$6.4<sup>M</sup>**  
**19%**

# 1H22 FINANCIAL METRICS vs PREVIOUS SIX MONTHS (2H21)

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# RPMGLOBAL SOFTWARE



**1** ENTERPRISE  
PLATFORM

**11**   
ACQUISITIONS



ISO27001 & ISO9000  
**CERTIFIED**

**330**<sup>%</sup> GROWTH  
IN ANNUAL  
RECURRING REVENUE

**\$140M**<sup>+</sup>  
INVESTMENT  
IN TECHNOLOGY

**12** LANGUAGES  
SUPPORTED



**8** PRODUCT  
VERTICALS



**40** SOFTWARE  
PRODUCTS

**5** SAAS   
PRODUCTS

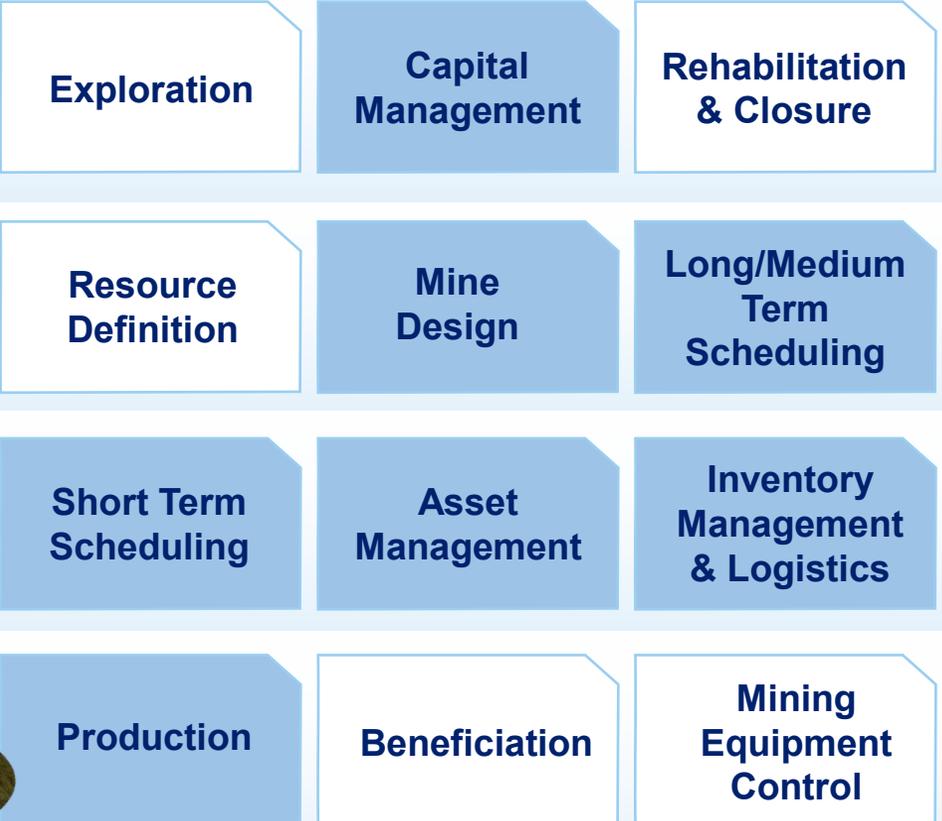
# SOFTWARE STRATEGY

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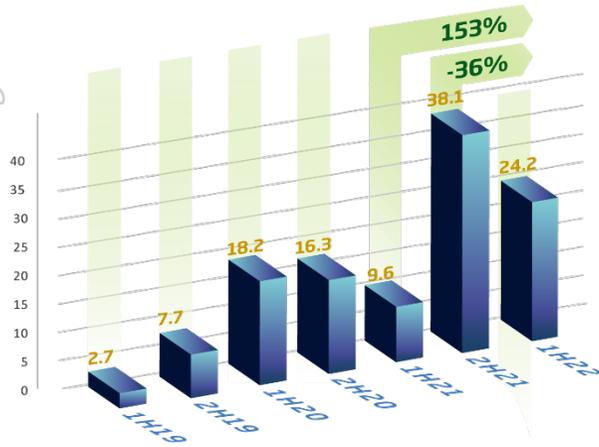
Deliver simplified, standardised, integrated, optimised, cloud based Commercial-off-the-Shelf solutions built using open standards

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

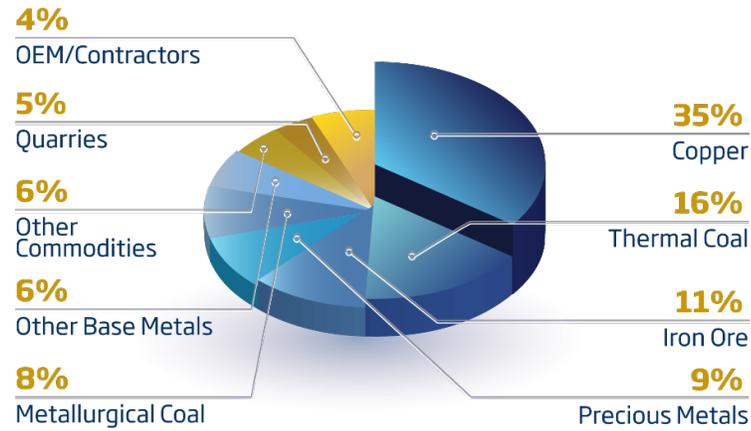
Transition existing cloud and enterprise solutions to full SaaS software offerings



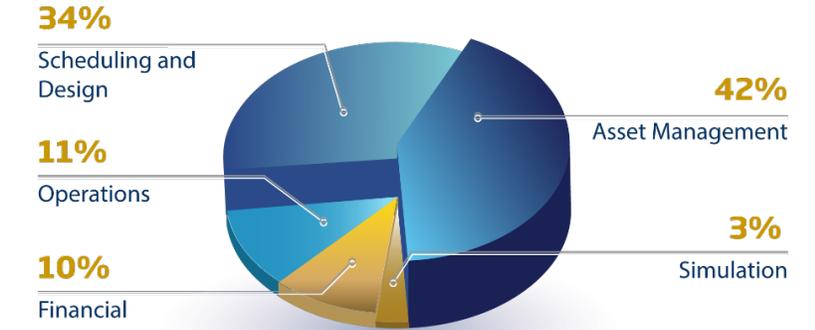
### Subscription TCV Sales



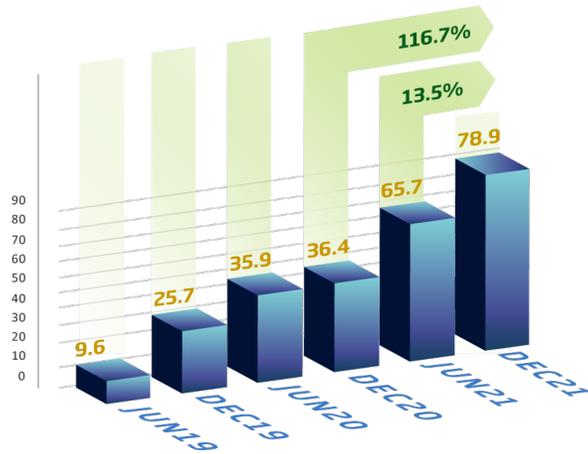
### TCV by Commodity



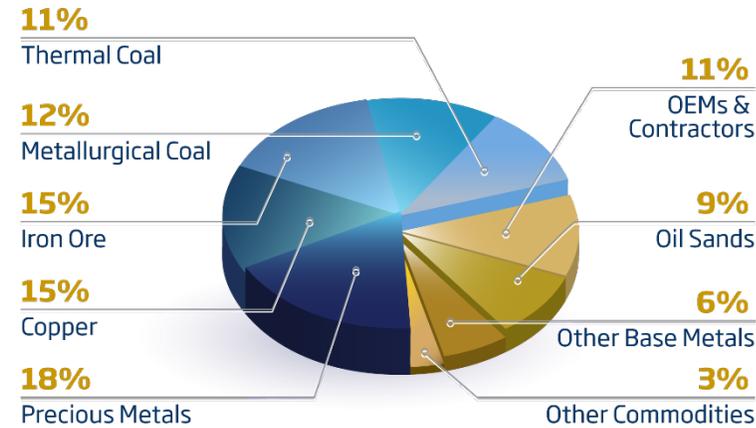
### TCV by Product Group



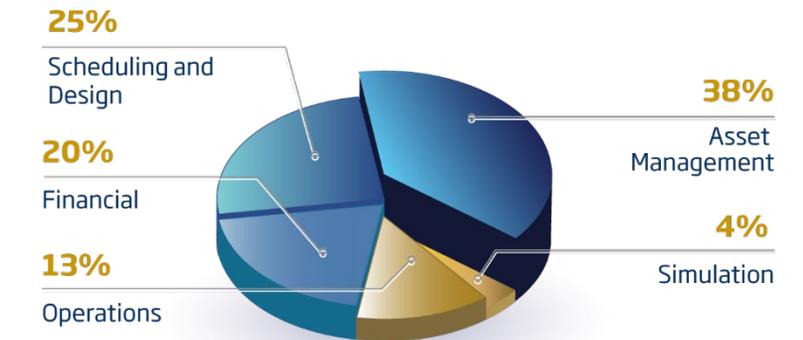
### Unrecognised TCV



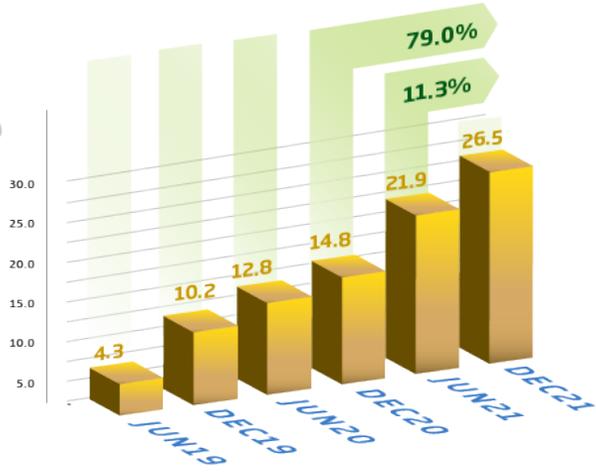
### Unrecognised TCV by Commodity



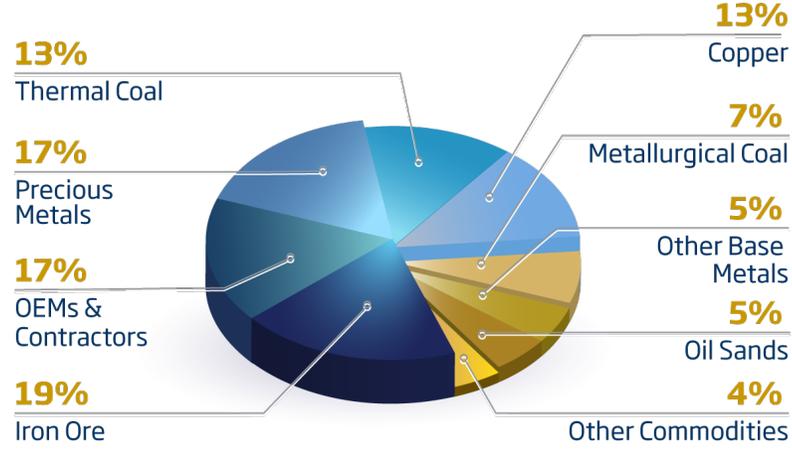
### Unrecognised TCV by Product Group



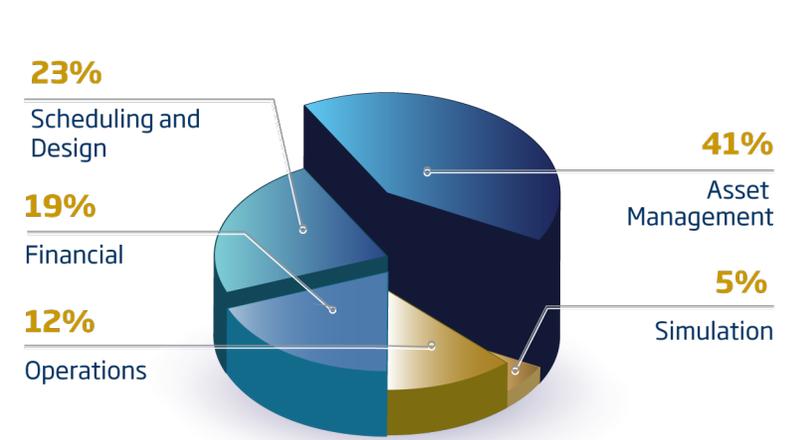
### Subscription ARR



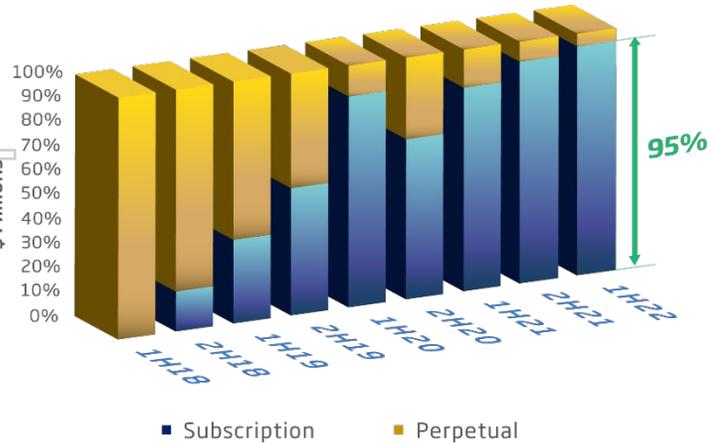
### ARR by Commodity



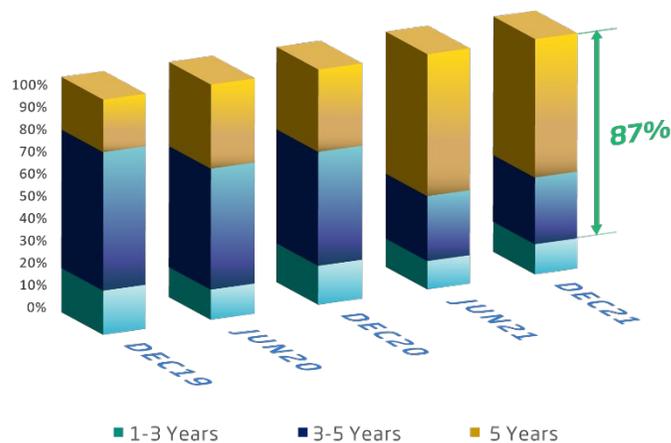
### ARR by Product Group



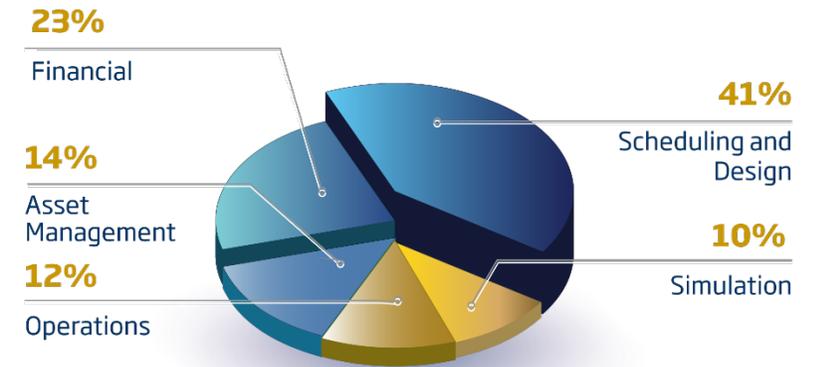
### Software Sales Mix



### Subscription ARR by Term



### Maintenance Revenue by Product Group



# ENTERPRISE OPTIMISER

## Status: Product Released to Market

### Key Features of the Solution:

- Optimises Net Present Value for a full network of mines including the supply chain
- Supports two alternative optimisation techniques (sequential and full)
- Uses Mixed Integer Linear Programming algorithms
- Highly scalable to handle complex integrated supply chains
- Has the ability to quickly evaluate and report multiple strategic options
- Spatially aware and user configurable
- Commercial-off-the-shelf product with no custom development required



# ADVANCED AMT MOBILE

Status: In Beta testing with a tier 1 global miner

Key Features of the Solution:

- Bidirectional real time integration with SAP and AMT
- Uses Google Flutter mobile framework and supports both Apple and Android platforms
- Visual and intuitive web-based checklist definition for mobile work, safety and inspection activities
- Real time activity updates
- Innovative notifications functionality



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# UNDERGROUND GAS DRAINAGE

Status: In Development - planned release June 2022

Key Features of the Solution:

- Fully automated design process with the ability to manually refine and optimise mine designs
- Ability to incorporate gas drainage considerations into the mine design and associated production schedules
- Capable of scheduling drilling and drainage requirements independently of one another
- Creates a visible dependency between gas drainage and production
- Advanced animation and associated reporting



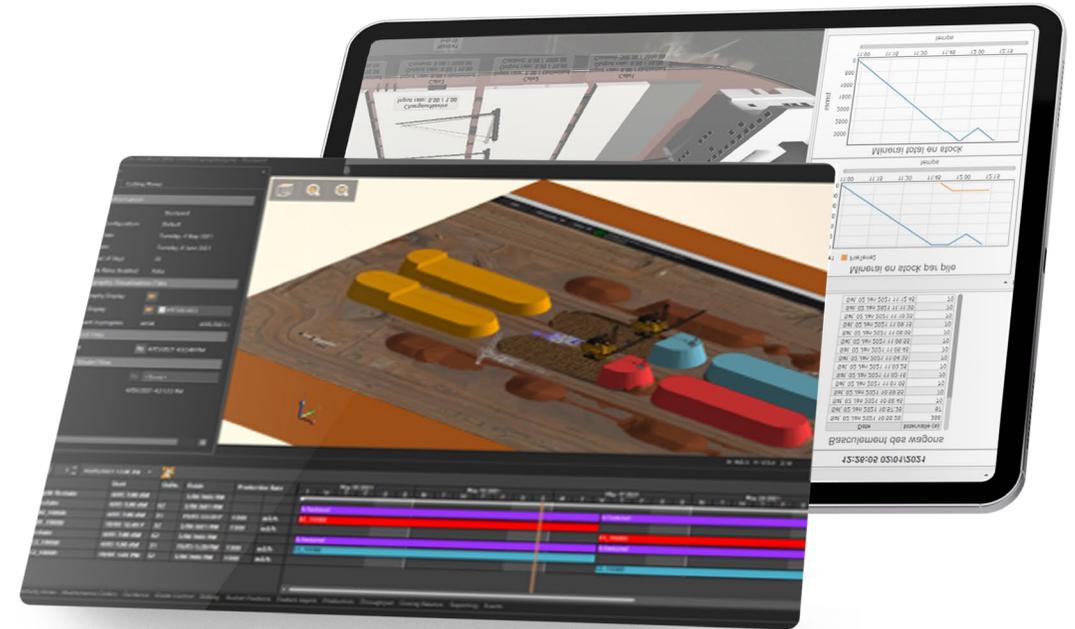
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# PIT-TO-PORT OPTIMISER

**Status:** In development with a foundation customer

Key Features of the Solution:

- Combines and optimises the material flows between multiple sites through to the port
- Automatically incorporates data from external sources, such as rail schedules, shipping schedules and inventory management systems
- Enhances our “Demand Chain Optimiser” product by ensuring the logistics process meets customer demand
- Enables live planning of material movements within the logistics operation
- Will be supported by new simulation capability



# EMISSIONS MANAGER

**Status:** In implementation with a foundation customer

We have acquired the exclusive intellectual property rights to sell this established emissions management software product into the mining industry.

Key Features of the Solution:

- 100% SaaS
- Automated capture of emissions data
- Produces streamlined NGER compliant reports
- Provides visibility of current and future emissions at a granular level



# NEW PRODUCT ADOPTION (JULY 2021 – FEBRUARY 2022)

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**DESIGN & SCHEDULING**

**OPERATIONS & EXECUTION**

**ASSET MANAGEMENT**

**FINANCE**

**SIMULATION**

**OPTIMISATION**

# RPMGLOBAL ADVISORY

**\$60 BILLION EQUITY**  
MARKET TRANSACTIONS

WORKING FOR ALL MAJOR MINING     
**PRIVATE EQUITY FIRMS**

SUPPORT FOR **\$15 BILLION** SUCCESSFUL  
MINING M&A DEALS



MINING SPECIFIC  
**ESG**  
DIVISION

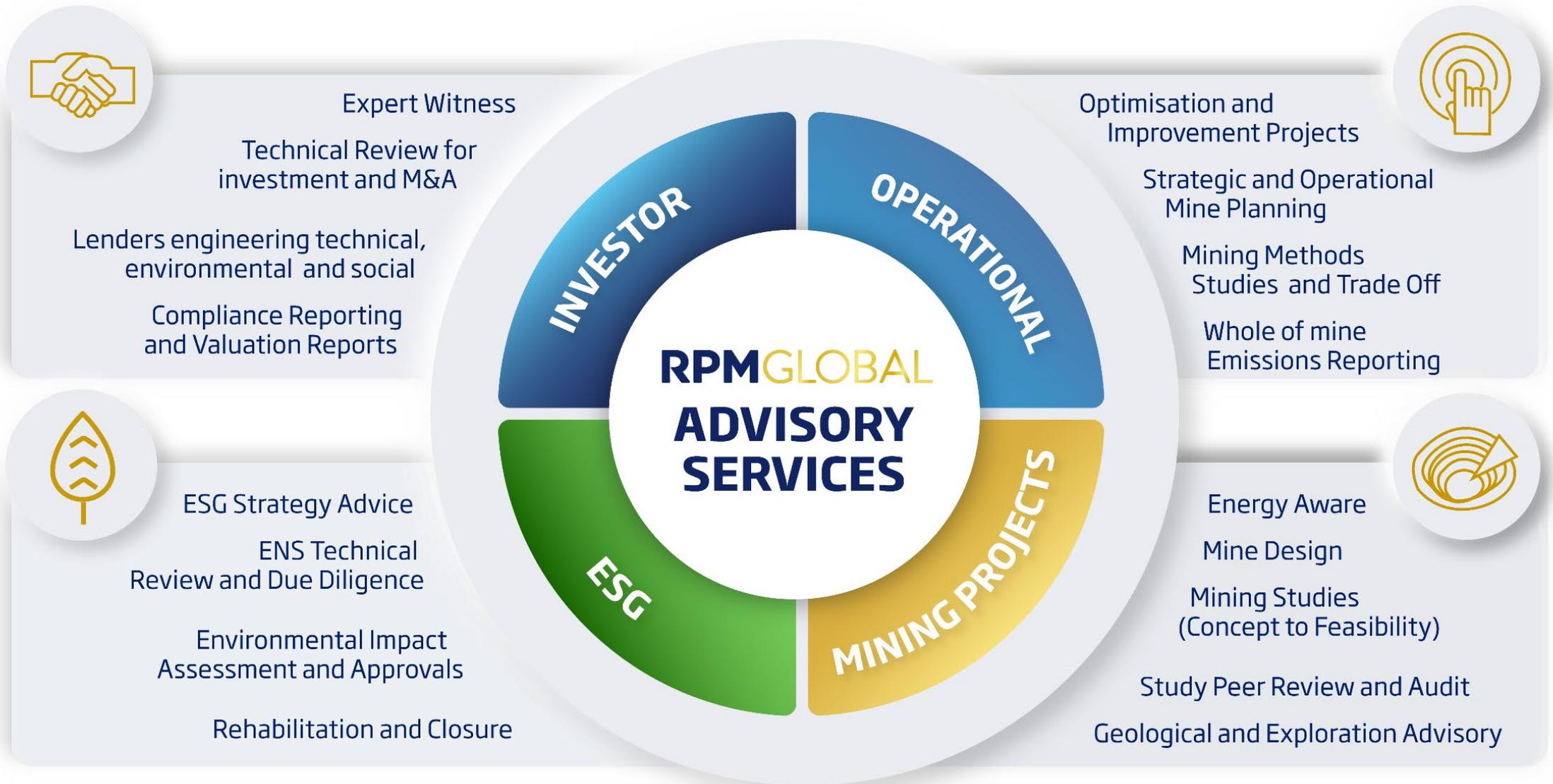
**PARTNERING**  
WITH ALL KEY  
SOVEREIGN WEALTH FUNDS



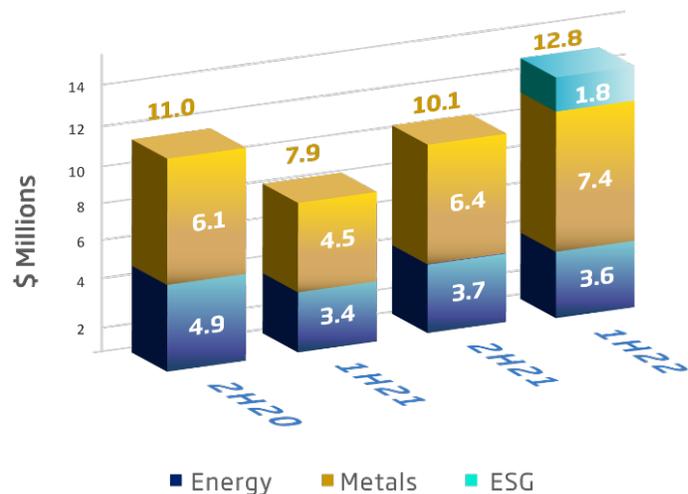
WORKING WITH THE  
**TOP 10**  
LEADING GLOBAL COMMERCIAL  
AND INVESTMENT BANKS

**\$ 6 BILLION** OF DEBT  
FINANCING  
ACROSS 10 PROJECTS FROM COMMERCIAL BANKS IN LAST 5 YEARS

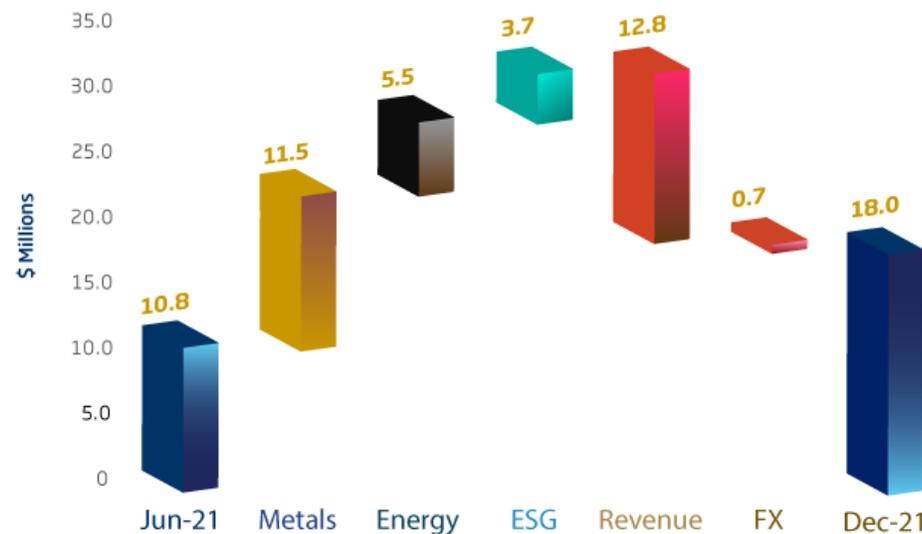
  **2**  
**ACQUISITIONS**



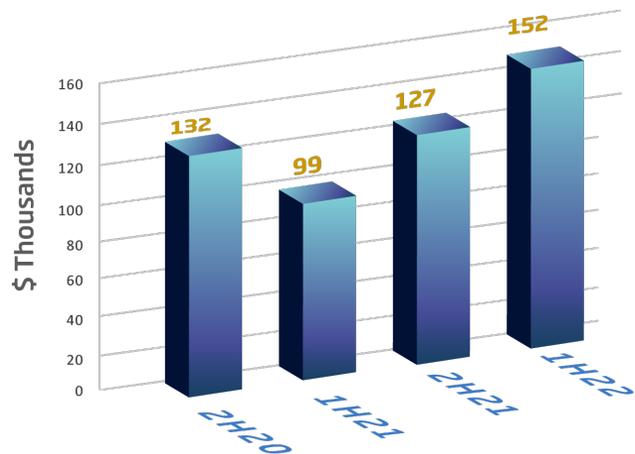
### Advisory Revenue by Division



### Advisory Backlog



### Advisory Revenue Per Employee



A\$m	1H22	2H21	\$ Var	% Var	1H21	\$ Var	% Var
Metals	7.4	6.4	1.0	16%	4.5	2.9	64%
Energy	3.6	3.7	(0.1)	(3)%	3.4	0.2	6%
ESG	1.8	-	1.8	100%	-	1.8	100%
<b>Advisory Revenue</b>	<b>12.8</b>	<b>10.1</b>	<b>2.7</b>	<b>27%</b>	<b>7.9</b>	<b>4.9</b>	<b>62%</b>
Direct Expenses	(1.6)	(1.6)	-	0%	(0.8)	(0.8)	100%
<b>Net Revenue</b>	<b>11.2</b>	<b>8.5</b>	<b>2.7</b>	<b>32%</b>	<b>7.1</b>	<b>4.1</b>	<b>58%</b>
Operating Expenses	(9.1)	(8.0)	(1.1)	14%	(7.0)	(2.1)	30%
<b>Contribution</b>	<b>2.1</b>	<b>0.5</b>	<b>1.6</b>	<b>320%</b>	<b>0.1</b>	<b>2.0</b>	<b>2000%</b>

# OUTLOOK

- The new ESG division has added substantial ESG depth to our Advisory offering and we expect this to continue as we add ESG focused software products into the business.
- Our software sales pipeline continues to grow as our product range and customer base expands.
- We expect a real lift in software sales once mining countries open their borders and our people can again travel to mine sites. Selling complex software solutions to global companies is best done in person rather than via a computer screen.
- We expect each of the five new software products that will be released during this calendar year to provide meaningful sales revenue.
- Mining companies are accelerating their endeavours to move their technology solutions into the cloud. Because of our first mover advantage we are well positioned to benefit most from this structural change.
- With a strong balance sheet, healthy cashflow, plenty of M&A opportunities, competitive advisory and software offerings and new software products about to be released, we continue to be excited and optimistic about the year ahead.

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# Attachments

# FINANCIAL SUMMARY

A\$m	1H22	2H21	\$ Var	% Var	1H21	\$ Var	% Var
Subscriptions	11.5	9.1	2.4	26%	6.4	5.1	80%
Annual Software Support	8.6	8.4	0.2	2%	9.5	(0.9)	(9)%
Perpetual Licences	1.3	3.4	(2.1)	(62)%	1.8	(0.5)	(28)%
Advisory and Consulting Services	19.1	15.2	3.9	26%	12.5	6.6	53%
Direct Costs	(2.4)	(2.1)	(0.3)	(14)%	(1.0)	(1.4)	(140)%
<b>Net Operating Revenue</b>	<b>38.1</b>	<b>34.0</b>	<b>4.1</b>	<b>12%</b>	<b>29.2</b>	<b>8.9</b>	<b>30%</b>
Operating Expenses	(26.9)	(26.3)	(0.6)	(2)%	(21.9)	(5.0)	(23)%
Development Expenses	(7.3)	(7.0)	(0.3)	(4)%	(6.2)	(1.1)	(18)%
<b>Net Operating Expenses</b>	<b>(34.2)</b>	<b>(33.3)</b>	<b>(0.9)</b>	<b>(3)%</b>	<b>(28.1)</b>	<b>(6.1)</b>	<b>(22)%</b>
<b>Underlying Operating EBITDA</b>	<b>3.9</b>	<b>0.7</b>	<b>3.2</b>	<b>457%</b>	<b>1.1</b>	<b>2.8</b>	<b>255%</b>
Depreciation & Amortisation	(3.0)	(3.5)	0.5	14%	(3.4)	0.4	12%
Foreign Exchange Gains/(Losses)	0.3	0.7	(0.4)	(57)%	(1.0)	1.3	130%
Government Subsidies etc.	1.0	0.4	0.6	150%	3.3	(2.3)	(70)%
Net Finance and Fair Value Costs	(0.1)	(0.1)	-	0%	-	(0.1)	n/a
<b>Operating Loss Before Tax</b>	<b>2.1</b>	<b>(1.8)</b>	<b>3.9</b>	<b>n/a</b>	<b>-</b>	<b>2.1</b>	<b>n/a</b>
Income Tax	(0.7)	(0.4)	(0.3)	(75)%	(0.2)	(0.5)	(250)%
<b>Loss After Tax from Continuing Operations</b>	<b>1.4</b>	<b>(2.2)</b>	<b>3.6</b>	<b>n/a</b>	<b>(0.2)</b>	<b>1.6</b>	<b>n/a</b>
Profit/(Loss) from Discontinued Operations	0.5	(4.2)	4.7	n/a	1.1	(0.6)	(55)%
<b>Profit/(Loss) After Tax</b>	<b>1.9</b>	<b>(6.4)</b>	<b>8.3</b>	<b>n/a</b>	<b>0.9</b>	<b>1.0</b>	<b>(111)%</b>

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# BALANCE SHEET

A\$m	DEC21	JUN21	\$ Var	% Var
Cash	32.4	44.6	(12.2)	(27)%
Receivables and WIP	22.4	15.9	6.5	41%
Property, Plant and Equipment	5.8	7.2	(1.4)	(19)%
Intangibles	30.1	25.7	4.4	17%
Deferred Tax	2.7	2.6	0.1	4%
Prepayments, Deposits, etc	8.2	8.4	(0.2)	(2)%
GeoGAS Net Assets Held for Sale	-	0.5	(0.5)	(100)%
<b>Total Assets</b>	<b>101.6</b>	<b>104.9</b>	<b>(3.3)</b>	<b>(3)%</b>
Trade Payables	(6.3)	(12.9)	6.6	(51)%
Provisions	(6.6)	(6.1)	(0.5)	8%
Deferred and Contingent Consideration	(0.6)	(0.2)	(0.4)	200%
Unearned Income	(16.9)	(18.0)	1.1	(6)%
Lease Liabilities	(4.8)	(6.1)	1.3	(21)%
Tax payable	(0.6)	(0.2)	(0.4)	200%
<b>Total Liabilities</b>	<b>(35.8)</b>	<b>(43.5)</b>	<b>7.7</b>	<b>(18)%</b>
Share Capital	101.5	98.6	2.9	3%
Reserves and Accumulated Losses	(35.7)	(37.2)	1.5	4%
<b>Total Equity</b>	<b>65.8</b>	<b>61.4</b>	<b>4.4</b>	<b>7%</b>

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# CASHFLOW

- The company's cashflow is always weighted towards the second half (2H) because:
  - All maintenance revenue is due on the 1<sup>st</sup> of January and therefore most payments are received in 2H
  - 70% of annually recurring software subscriptions are due in 2H
  - Full year incentives are paid in 2H following the release of the company's full year results
- In the first half of this year, \$3.9 million in cash was paid out for three acquisitions.

\$'m	1H22	2H21	1H21
Net Cash Opening	44.8	32.8	40.0
<b>Cash from Operations</b>	<b>(7.7)</b>	12.6	(4.7)
<b>Rent</b>	<b>(1.8)</b>	(1.5)	(1.5)
Payments for:			
Property Plant & Equipment	<b>(0.3)</b>	(0.4)	(0.5)
Acquisitions	<b>(3.9)</b>	(0.2)	(2.0)
	<b>(4.2)</b>	(0.6)	(2.5)
Proceeds from:			
Exercise of Options	<b>1.2</b>	0.3	2.9
Divestments	<b>0.2</b>	-	-
<b>Net Increase/(Decrease) in Cash</b>	<b>(12.3)</b>	10.8	(5.8)
FX Restatement	<b>(0.1)</b>	1.2	(1.4)
<b>Net Cash Closing</b>	<b>32.4</b>	<b>44.8</b>	<b>32.8</b>



*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 2021 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 and time of its preparation, 2.30pm on 21 February 2022. 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 2021 released to the market on 21 February 2022 and RPM's Appendix 4E and Annual Report for the full year ended 30 June 2021 released on 24 August 2021.*

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