

AUSDRILL

Macquarie WA Forum

15 October 2018

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Non-IFRS Financial Information

This Presentation uses non-IFRS financial information including EBITDA, EBIT, Group EBITDA and Group EBIT which are used to measure both group and operational performance. A reconciliation of non-IFRS financial information to profit before tax is included in the Barminco Acquisition and Equity Raising Investor Presentation lodged with the ASX on 15 August 2018. Non-IFRS measures have not been subject to audit or review. Certain of these measures may not be comparable to similarly titled measures of other companies.

\$ refers to Australian Dollars



Who we are

Diversified mining services company with over 5,000 people working in 10 countries on some of the world's largest mining projects.

What we do

Provide mining and drilling services, mobile equipment and supplies so our customers can get more out of the ground.

How we do it

Customers for life

Family sticks together

Chase the opportunity

Find a way

We are more than a company.

We are a family.

People from around the globe working together to deliver value for our stakeholders.

AUSDRILL CUSTOMERS

Recent Highlights

- Strong financial and safety performance
- Delivered strong earnings growth for the second year running
- Declared a fully franked final dividend of 3.5 cents per share¹, taking the total dividend for FY18 to 7.0 cents per share¹
- Strong balance sheet with ~\$200 million in undrawn debt facilities and cash reserves of \$137.3 million - gearing of 25.7%
- Agreed the strategic acquisition of Barminco, which remains subject to conditions including a shareholder vote on 25 October 2018
- Barminco transaction completion conditions are well advanced
- \$250 million² equity raise successfully completed
- Ausdrill (excluding Barminco) is targeting 20 30% underlying profit growth for FY19

² Before transaction costs



¹ Includes a 2.0 cents per share special dividend

Pro forma Profit and Loss and **Business Update**

	A	A	B	<u> </u>	Total	
\$Million	ASL	Barminco	AUMS 100%	Adj		
Sales revenue	887.3 ¹	586.1	290.4	- !	1,763.80	
EBITDA	177.4	139.6	99.0	-45.7 📵	370.2	
EBITDA margin²	17.5%	20.0%	34.1%	-	21.0%	
EBIT(A)	102.9	82.4	61.9	-45.7 📵	201.5	
EBIT(A) margin ²	9.1%	10.3%	21.3%	-	11.4%	
NPAT(A)	61.1	51.6	44.7	-36.6 📵 l	120.8	
NPAT(A) margin²	4.4%	5.0%	15.4%	-	6.8%	
Underlying NPAT(A)	45.2	39.5	44.7	-23.5	105.9	
Underlying NPAT(A) margin ²	2.6%	2.9%	15.4%	- I	6.0%	
Note: May not add due to rounding						

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FY18 Overview

Ausdrill

- Strong financial performance delivering exceptional profit growth
- Margins continue to improve through efficiencies and sale benefits. Ramp-up and mobilisations costs on five new projects were significant in the period

Barminco

- Financial outcomes underpinned by excellent operational performance
- Strong performance across all projects, scope increasing at key projects

FY19 Progress

- Integration planning well advanced and expected to provide a smooth transition under Mark Norwell
- New Ausdrill business performing to budget to end of September

² Excludes equity accounted profits



¹ Ausdrill based on sales revenue only

Pro forma Profit and Loss and Business Update (notes)

Pro forma FY18 income statement has been derived from the FY18 audited financial statements of Ausdrill and Barminco, and adjusted to reflect the impact of the acquisition and Entitlement Offer as if both had occurred on 30 June 2017. As a result, the pro forma FY18 income statement excludes the impact of the one-off gain recognised on acquisition upon remeasurement of Ausdrill's existing 50% share in African Underground Mining Services ("AUMS") and any transaction costs incurred, both of which would be adjusted in the calculation of New Ausdrill underlying earnings given one-off nature

- A Presented on a statutory reported basis, as reflected in each company's respective audited financial statements, i.e. inclusive of equity accounted share of net profit from AUMS
- B Pro forma adjustment to recognise 100% of AUMS results
- C Elimination of equity accounted share of net profit after tax from AUMS included in each company's statutory income statement
- D Consists of note C and pro forma adjustment to reflect impact on net interest expense from interest savings from the repaid Ausdrill Notes¹, additional interest expense on RCF drawdown, interest income foregone from cash utilised, additional interest expense (non-cash) recognised on fair value remeasurement of the Barminco Notes² and reversal of Barminco's FY18 income tax benefit recognised from prior year tax losses, net of tax effect of other pro forma adjustments
- E Adjustments to derive underlying earnings, i.e. inclusive of one-off claim settlement benefit, net foreign exchange gains, transaction costs under Ausdrill and shareholder management and consultancy fees under Barminco

Also refer to slides 28, 29, 37, 38 and 39 of the Barminco Acquisition and Equity Raising Investor Presentation lodged with the ASX on 15 August 2018 for further detail and for reconciliations from statutory to underlying earnings

² Barminco's Senior Secured Notes due May 2022 ("Barminco Notes")



Ausdrill's Senior Unsecured Notes due November 2019 ("Ausdrill Notes")

Pro forma FY18 Balance Sheet

	A	A	B	©		
\$Million	Ausdrill	Barminco	AUMS	AUMS adj.	Trans. adj.	New Ausdrill
Cash and cash equivalents	137.3	80.3	33.3	=	(110.4)	140.4
Receivables	230.5	83.5	44.5	-	-	358.4
Inventories	212.6	20.7	50.1	=	-	283.4
Property, plant and equipment	664.3	124.9	90.6	-	-	879.8
Intangibles (including Goodwill)	-	259.0	-	213.9	293.0	765.9 ¹
Other assets	123.0	138.3	(142.5)	=	(9.0)	109.9
Total assets	1,367.8	706.6	76.0	213.9	173.5	2,537.8
Payables	122.8	72.6	30.5	-	12.2	238.0
Interest bearing liabilities ²	404.6	481.9	41.7	-	(304.8)	623.3
Derivative financial instruments	=	19.7	=	=	-	19.7
Other liabilities	65.6	38.33	3.8	25.9	49.3	183.1
Total liabilities	593.0	612.4	76.0	25.9	(243.2)	1,064.1
Share capital	624.6	-	-	=	490.4 ①	1,114.9
Reserves	(12.5)	-	-	-	-	(12.5)
Retained earnings	162.6	-	-	188.0 🕒	20.6	371.2
Shareholders' equity	774.8	-	-	188.0	511.0	1,473.7
Prop. cons. Net debt ⁴	267.3	425.5	-	=	(194.4)	502.6
Prop. cons. Net debt/underlying EBITDA4	1.4x	2.5x	n/a	n/a	n/a	1.4x
Gearing ⁴	25.7%	n/a	n/a	n/a	n/a	25.4%
Note: May not add due to rounding						_

Note: May not add due to rounding

- New Ausdrill will maintain its robust balance sheet to seize growth opportunities as they present
- Ausdrill Notes will be repaid as soon as practicable after completion, with Barminco Notes expected to remain in place in the near term
- \$165 million of undrawn facilities plus \$140 million of cash reserves provide significant liquidity for New Ausdrill
- Gearing at ~25% and Net Leverage at 1.4x

¹ Refer to slide 16

² Interest bearing liabilities presented are net of capitalised borrowing costs – refer to slide 17

³ Includes Barminco shareholder loan as per statutory accounts but will be eliminated on consolidation post acquisition – refer to Note I

⁴ Net debt inclusive of derivative financial instruments and net of capitalised borrowing costs. Also refer to slide 17

Pro forma FY18 Balance Sheet (notes)

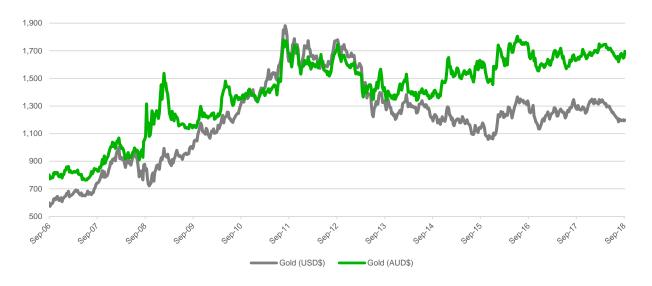
The New Ausdrill pro forma 30 June 2018 balance sheet has been derived from the FY18 audited financial statements of Ausdrill and Barminco, and adjusted to reflect the impact of the acquisition and Entitlement Offer as if both had occurred on 30 June 2018

- A Presented on a statutory reported basis, as reflected in each company's respective audited financial statements, i.e. inclusive of investment in AUMS recognised as an equity accounted joint venture
- B Pro forma adjustment to recognise 100% of AUMS net assets (i.e. on a proportionately consolidated basis) and eliminate investment in equity accounted joint ventures
- C Pro forma adjustment to recognise fair value adjustments on Ausdrill's existing 50% share in AUMS. Under accounting standards, Ausdrill is required to recognise its 50% share of net assets in AUMS at fair value (including recognition of identifiable intangible assets and goodwill) at the acquisition date. The accounting for the step acquisition of Ausdrill's existing 50% share in AUMS results is a gain recognised in Ausdrill's income statement post acquisition of \$188.0m based on management's indicative analysis (subject to change based on finalisation of the purchase price accounting ("PPA")). Actual intangibles will be calculated as at completion based upon the then prevailing Ausdrill share price. To the extent that Ausdrill's share price at completion is greater than TERP, it is Ausdrill's intention to impair any additional goodwill created which would be offset by the gain recognised post acquisition by New Ausdrill upon the re-measurement of Ausdrill's existing 50% equity interest in AUMS at fair value
- D Net reduction in cash reflecting the net proceeds from the equity raising (net of approximately \$25.5m of transaction costs, including Barminco's transaction costs), partial repayment of the Ausdrill Notes and cash consideration paid to Barminco vendors
- E Indicative customer contract and relationship intangible assets as well as goodwill recognised on acquisition of Barminco. This balance is indicative only and subject to change upon finalisation of PPA post acquisition, including the treatment of transaction costs, duties and management incentives
- F Net reduction in DTA reflecting the de-recognition of Barminco's carried forward tax losses on acquisition, partially offset by the recognition of Ausdrill's carried forward tax losses previously not recognised
- G Contingent liabilities recognised on acquisition of Barminco in accordance with accounting standards, partially offset by a reduction in liabilities to be settled pre-acquisition
- H RCF drawdown for the partial repayment of the Ausdrill Notes and payment of transaction costs, write-off of unamortised borrowing costs, reduction in the Barminco Notes (including associated capitalised borrowing costs) upon re-measurement at fair value on acquisition. The fair value adjustment for the Barminco Notes is indicative only and will be subject to change based on the trading price of the notes and the prevailing AUD:USD exchange rates at completion
- I Deferred tax liabilities in respect of the customer intangibles recognised as part of PPA on acquisition of Barminco, as well as the acquisition of the loan receivable currently held by Barminco vendors as part of the transaction and therefore this balance will eliminate with the Barminco shareholder loan of \$10.8m on consolidation
- J \$244.3m (net of transaction costs) new shares issued as part of the Entitlement Offer and \$246.1m new shares issued to Barminco vendors
- K Net increase in retained earnings of \$20.6m from recognition of Ausdrill carried forward tax losses, partially offset by transaction costs (including employee bonus payments) and write-off of unamortised borrowing costs on repayment of the Ausdrill Notes.

Also refer to slides 30, 31 and 37 of the Barminco Acquisition and Equity Raising Investor Presentation lodged with the ASX on 15 August 2018



Current Environment and Outlook



- Africa is presenting good organic growth opportunities in gold, bauxite, manganese and potash that will potentially enable us to further expand our portfolio
- Australian drilling activities have stabilised, with significant new investment projects expected in the medium term, particularly in gold, iron ore and lithium
- Demand for equipment rental, parts and services continues to grow
- Gold price remains robust. New Ausdrill maintains a high quality, low cost client base



Barminco Transaction Merits - A compelling acquisition

- Creates Australia's clear #2, and leading listed pure-play, mining services company
- ✓ Pro forma FY18 underlying EPS(A)¹ accretion of over 28% (excluding synergies)
- ✓ Strengthens market leading position in international underground hard-rock contract mining

... strategically

✓ Balances geographic exposure between Australia and Africa

... financially

✓ Consolidates AUMS, streamlining governance and providing clear operational control

... operationally

- ✓ Delivers a lower capital intensity, higher return business
- ✓ Enhances future global growth opportunities
- ✓ Equity consideration creates alignment between Ausdrill and Barminco vendors.
- ✓ Equity raising facilitates repayment of the Ausdrill Notes to maintain prudent leverage
- ✓ Strengthens Ausdrill's position in the S&P/ASX200 index

¹ EPS(A) is calculated excluding transaction costs, synergies and amortisation of intangibles. It includes discontinued operations, the impact of the acquisition, issue of shares to Barminco vendors, the equity raising and associated TERP adjustment, pro forma repayment of the Ausdrill Notes, utilisation of deferred tax assets and other adjustments. Refer to slice 5 and 18



Barminco Transaction Merits (cont'd)

Underlying TERP adj. EPS(A) (cents)²



Underlying

ROACE (%)4

9.9%

Ausdrill

460bps_{14.5%}

New Ausdrill



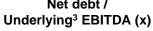


Underlying³ EBIT(A) margin (%)



DPS

(cents)



Underlying³

EBITDA margin (%)

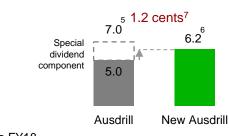
+190bps

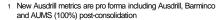
18.3%

Ausdrill

20.1%

New Ausdrill

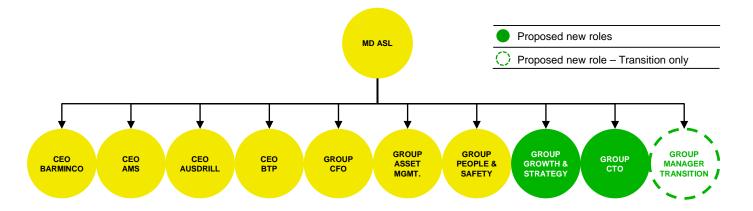




- 2 EPS(A) is calculated excluding transaction costs, synergies and amortisation of intangibles. It includes discontinued operations, the impact of the acquisition, issue of shares to Barminco vendors, the equity raising and associated TERP adjustment, pro forma repayment of the Ausdrill Notes, utilisation of deferred tax assets and other adjustments. Refer to slide 5, 6 and 18
- 3 Ausdrill is on a proportionately consolidated underlying basis (including 50% contribution from AUMS). Refer to slide 5, 6 and
- 4 Return on average capital employed = Proportionately consolidated underlying EBIT(A) / sum of average of proportionately consolidated FY17 and FY18 receivables, inventories, PP&E less trade payables. ROACE for New Ausdrill based on pro forma balance sheet as of 30 June 2018
- 5 Ausdrill's full year dividend of 7.0 cents per share comprises 3.5 cent interim plus 1.5 cent final (for a 5.0 cent per share total ordinary dividend) plus a 2.0 cent per share special dividend
- 6 Assuming a 40% payout ratio applied to underlying NPAT(A)
- 7 Excludes FY18 special dividend



Barminco Integration Update



- Organisation structure designed to focus on customer delivery and growth
- Business critical employees and key relationship managers incentivised to remain through remuneration structures
- Integration planning well progressed key team members identified including integration manager
- Management focused on ensuring New Ausdrill adopts the best of breed structure, people and culture to better serve clients and maximise returns



Group MD – Mark Norwell

Profile

- Mark has more than 20 years' experience in the mining services sector, with a strong understanding of the increasingly global nature of the mining services industry. He has led operations, strategy and growth across several international jurisdictions including North America, South America and Africa
- Key strengths being operational excellence, international experience and Tier 1 business acumen
- Held multiple senior roles with Thiess, Leighton Contractors and HWE Mining
- Most recently, EGM Strategy and Growth at Thiess and a member of Thiess' executive leadership team

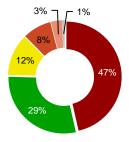
Key Focus Areas

- Safety of our people
- Significant focus on client relationships and ensuring project delivery
- Drive acquisition integration and maximising value of New Ausdrill
- Development of strong organisational leadership and culture



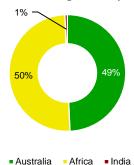
The New Ausdrill

Sales revenue by business activity - post transaction (pro forma) 1,2

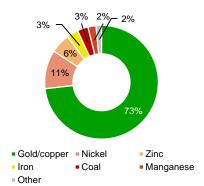


- ■Underground mining ■Surface mining
- Drilling services Equipment services
- ■Diamond drilling ■Other

Sales revenue by country - post transaction (pro forma)^{1,2}



Sales revenue by commodity - post transaction (pro forma) 1,2



Expanded portfolio of leading mining clients³











































- 1 Ausdrill based on sales revenue
- 2 Post transaction revenue is 100% of AUMS and Barminco's underground mining segment
- 3 Not exhaustive. List includes existing clients of Ausdrill, Barminco and AUMS

Note: figures in chart may not add due to rounding



Indicative Goodwill and Intangibles

Total intangibles	Intangible assets and goodwill of approximately \$765m ¹ in the acquisition arises from				
	 difference between total purchase consideration and Barminco fair value of identifiable assets acquired and liabilities assumed 				
	- the re-measurement of Ausdrill's existing 50% equity interest in AUMS at fair value				
Surplus intangible write-off	The current intangibles balance is indicative only and calculated assuming the value of Ausdrill equity issued to Barminco vendors is the TERP of \$1.63 per share				
	Actual intangibles will be calculated as at completion based upon the then prevailing Ausdrill share price. To the extent that Ausdrill's share price at completion is greater than TERP, it is Ausdrill's intention to impair any additional goodwill created which would be offset by the gain recognised post acquisition by New Ausdrill upon the re- measurement of Ausdrill's existing 50% equity interest in AUMS at fair value				
Allocation between intangible assets and goodwill	Intangible assets and goodwill of approximately \$765m ¹ is indicatively allocated as:				
	 \$270m¹ to customer related intangibles, which will be amortised 				
	 \$495m¹ to goodwill, that will be impairment tested annually 				
Annual amortisation	Customer related intangible assets will be amortised on a contract life basis				
	Pro forma FY18 customer related intangibles amortisation is expected to be approximately \$40m¹ and remain at a similar level for three years, before declining				
No impact on dividend	 Dividends are calculated based on NPAT(A) and hence no impact is expected from customer related intangibles amortisation 				
Subject to review	Intangible assets and goodwill are indicative and subject to change upon finalisation of the acquisition and purchase price accounting in the first twelve months				

¹ The impact of the purchase price accounting has not been completed, which will impact future depreciation and amortisation charges which impact on Ausdrill's NPAT



Pro forma FY18 Capitalisation¹

- 1 This represents a statement of current intentions. Ausdrill will make final decisions on which debt instruments are repaid and when after consultation with lenders. If the acquisition does not complete, the net proceeds will be used to pay down Ausdrill debt or may be returned to shareholders (subject to any approvals required), or a combination of both
- Reduction in the Barminco Notes upon remeasurement at fair value at acquisition in accordance with accounting standards. The fair value adjustment reflects the implied discount based on the SGX traded price of the Barminco Notes and AUD:USD exchange rate as at 30 June 2018
- 3 No cash currently drawn, however \$3.6m of bank guarantees and transaction banking facilities have been applied against this balance
- 4 Partial repayment of the Ausdrill Notes through revolver drawdown and funding of transaction costs
- 5 Includes hire purchase liabilities, bank loans, derivative financial liabilities and capitalised borrowing costs
- 6 Net of capitalised borrowing costs
- 7 Gearing calculated as net debt / (net debt plus shareholders' equity)
- 8 Basic weighted average FY18 shares outstanding
- 9 Comprises 150.7m shares issued to Barminco vendors and 170.0m shares issued in equity raising

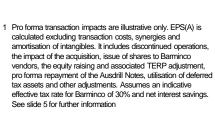
10 Ausdrill intends to retain the Barminco revolver in place, subject to a change of control provision

30 June 2018 \$Million	Ausdrill	Barminco	AUMS	Trans. adj.	New Ausdrill
Ausdrill Notes	405.0	-	-	(405.0)	-
Barminco Notes	-	468.0	-	(17.8)2	450.3
Revolver (drawn)	-	_3	-	106.24	106.2
Other ⁵	(0.4)	33.5	41.7	11.8	86.5
Gross debt ⁶	404.6	501.6	41.7	(304.8)	643.0
Cash	(137.3)	(80.3)	(33.3)	110.4	(140.4)
Net debt ⁶	267.3	421.3	8.4	(194.4)	502.6
Shareholders' equity	774.8	n/a	n/a	699.0	1,473.7
Prop. consolidated gross debt	425.4	522.4	-	(304.8)	643.0
Prop. consolidated net debt	271.5	425.5	-	(194.4)	502.6
Prop. consolidated: Gross debt / underlying EBITDA (x)	2.3x	3.1x	n/a	n/a	1.8x
Prop. consolidated: Net debt / underlying EBITDA (x)	1.4x	2.5x	n/a	n/a	1.4x
Gearing ⁷	25.7%	n/a	n/a	n/a	25.4%
Shares on issue (m)	351.88	n/a	n/a	320.79	672.5
Revolver (undrawn)	200.0	71.4 ^{3,10}	-	(106.2)4	165.2

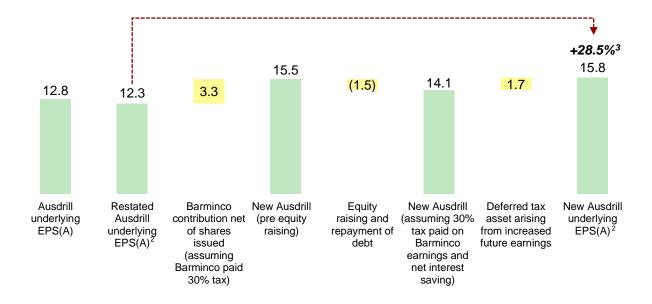


Pro forma FY18 Earnings per Share Impact¹

EPS(A) (cents)



- 2 In accordance with AASB 133, Ausdrill pre transaction EPS(A) has been restated based on an adjustment factor to take into account the bonus element of the Entitlement Offer
- 3 These forward looking statements are not guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of Ausdrill, its directors and management, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. See slide 2



As Ausdrill and Barminco have independently made positive outlook statements for FY19, pro forma underlying FY19 EPS(A) is expected to be at solid growth on underlying pro forma FY18³

