# **BUILDING TO THE FIRST BILLION**

EUROZ HARTLEYS ROTTNEST ISLAND CONFERENCE MADER GROUP LIMITED | 8 MARCH 2023





# Who We Are

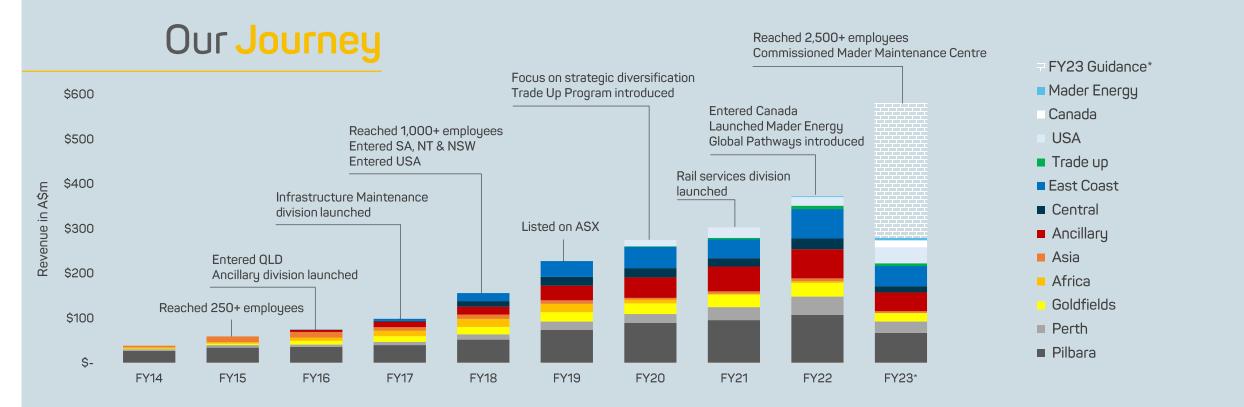
Mader is a leading global provider of specialist technical services across multiple industries. We are dedicated to helping customers enhance their operations through optimal asset performance.



Support vehicles 1,000+ Throughout the world Supported W 520+

Wide network 335+ Customers









# What We Do

We deliver 'tap on, tap off' specialist services designed to help our customers make light work of heavy equipment maintenance.













Organic Focus

Consistent returns to shareholders

Stable margins and disciplined capital allocation

Strong operating **cashflows** 

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Transport 📥

& Logistics

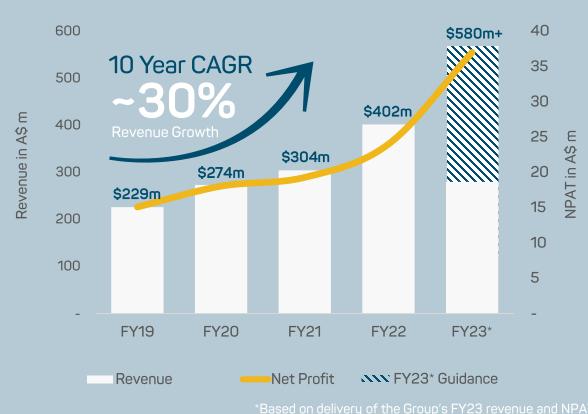
**Relatively low** capital intensity

2

# High Growth Agenda

Current market conditions have provided Mader with the confidence to forecast FY23 revenue of at least \$580m delivering NPAT of at least \$37m

#### **Financial Forecast**



#### Foundation laid for growth

Strong, flexible business model and continuous business improvement

### Targeted growth in North America



A significant pillar in our long-term growth strategy



Targeting new regions around the world



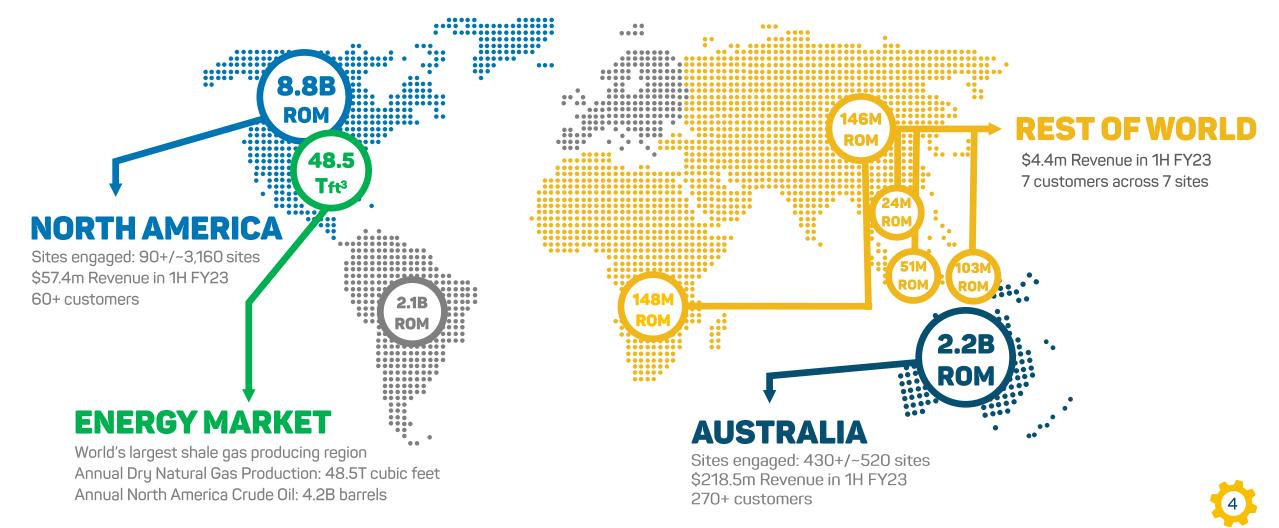
# Geographical Diversification MADER GROUP LIMITED

## **Growth Opportunities and Addressable Market**

Sites engaged: Sites Mader Group services versus total operational sites ROM: Run of Mine Production in Metric Tonnes

MADE

Sources: GlobalData Intelligence Centre for total site operations, 2022 site data and North America Gas & LNG Market Outlook. "US Crude Oil Market Update – H2 2021 Report" Global Data.





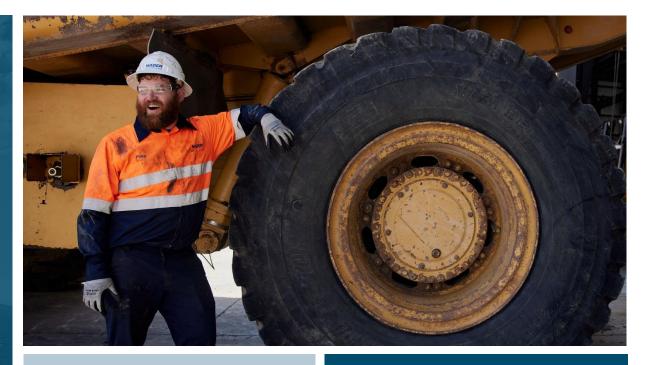
# Field TechsService Trucks170+100+Spec

Customers 50+

# States 25+

Mader Energy launched to target energy sector

#### Fully organic start-ups



**OEM Agnostic** Mechanical Maintenance Significant Growth Prospects & Wide Talent Pool

Unrestricted By State Borders & Franchise Limitations

Commodity Market

3 billion metric tonnes of raw

unprocessed mined material

**Operating in 6 out of 10** of the highest mineral producing states

Source: USGS. US Department of the Interior 2022

#### Aggregates market Valued at US\$132 billion

5

Source: Construction Aggregates: Global Strategic Business Report 2020

# MADER Canada Scaling Growth

Supporting Customers

#### Profitable within 6 months

Fully Organic Start Up Key pillar Global Pathways Program

**100+** Technicians Mobilised

Substantial Local recruitment efforts

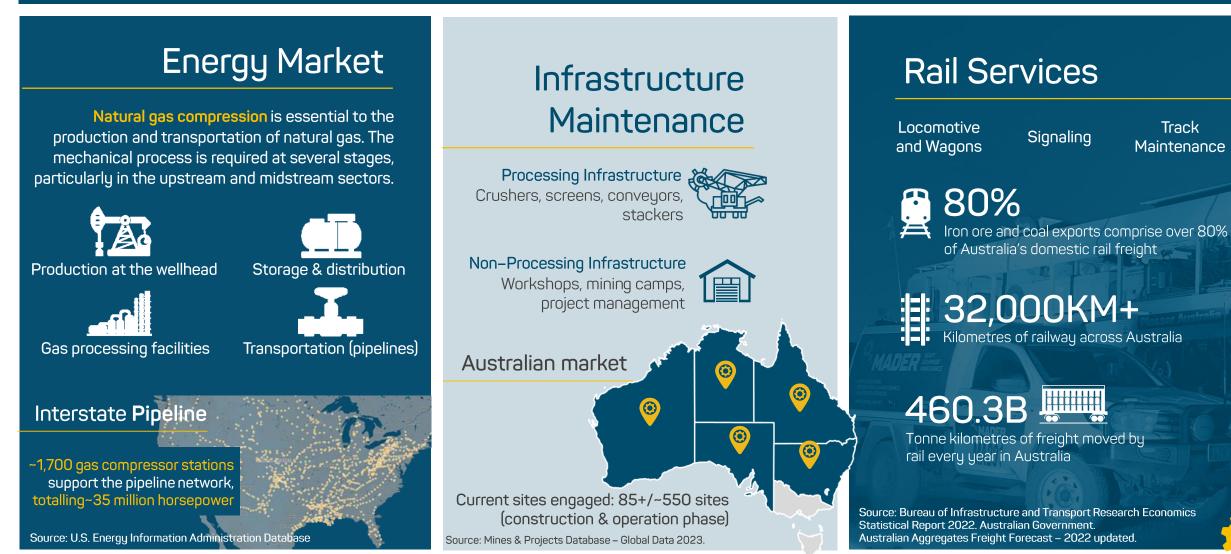
## **Populous** Large **Talent Pool** Mining Centres Diverse Sizable Market Commodity Markets **High Growth Potential** Significant Commonwealth Relationship Access to Working Visas Growth Prospects

6

# Industry Diversification MADER GROUP LIMITED

### Building blocks – industry verticals





## Building blocks – industry verticals



8

# Transport & Logistics

234.6B

Tonne kilometres of freight moved by road in Australia



**29%** Of Australia's total bulk and non-bulk freight is carried by road

#### Carried by road...



Petroleum Products

Bulk Cartage 🛛 荧 M

Mined Materials

#### 20% Current contribution to Mader Group revenue...



Light Vehicle Maintenance

Ancillary Services

Electrical Services

Boilermaking & Fabrication

Line Boring

Equipment Cleaning

Tyre Fitting

Trade Assistants & Servicepeople

# Power Generation & Marine

Generators powering Australia...



Australia's Marine Industry



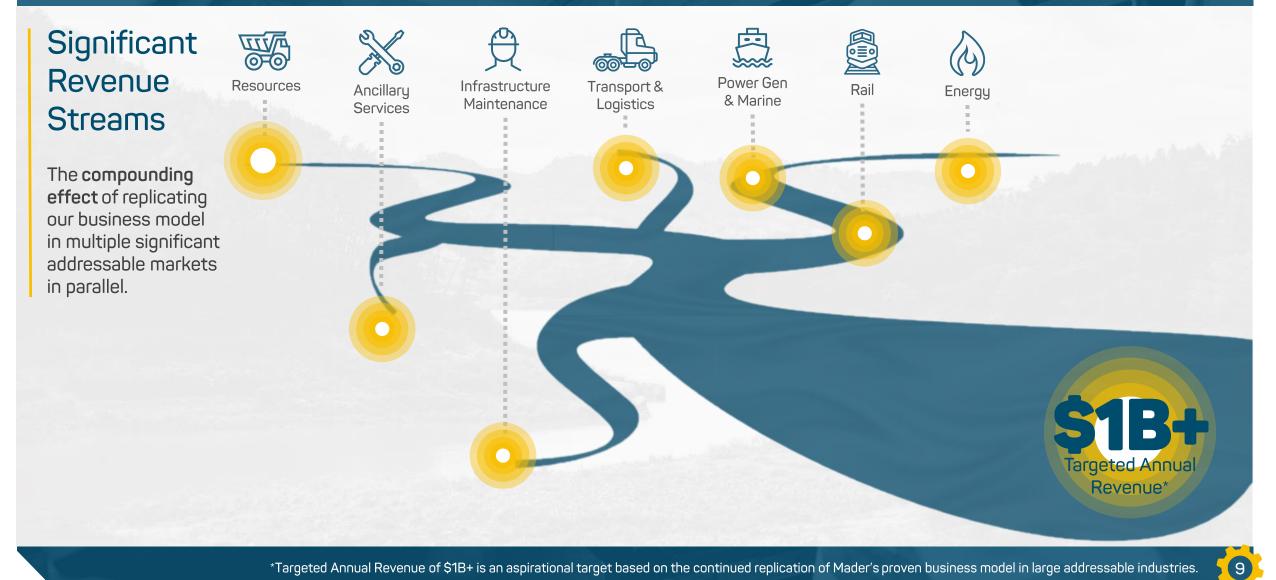


Source: Bureau of Infrastructure and Transport Research Economics Statistical Report 2022. Australian Government.

Source: Bureau of Infrastructure and Transport Research Economics Statistical Report 2022. Australian Government.



## Just Getting Started



\*Targeted Annual Revenue of \$1B+ is an aspirational target based on the continued replication of Mader's proven business model in large addressable industries.



# Culture and People MADER GROUP LIMITED

# Unlocking a Global Workforce

Global Pathways is a program that connects skilled technicians with incredible opportunities across the world.



Access to international talent pools and the best technicians worldwide

Significant number of employees have already signed up to overseas adventures!

Two way transfers between Australia North America underway

# TAKING IT UP A COG WITH... THREE GEARS



and the second sec





THREE GEAI



# Variety. Flexibility. Opportunity.



MADER

#### REWARDING QUALITY BUILDING MATESHIP

## Unique Culture Beyond the Job

### Exciting Career Pathways

#### AWARD RECOGNITION

LARGE BUSINESS OF THE YEAR 2022 AWARD WINNER RISE BUSINESS AWARDS SPONSORED BY BUSINESS NEWS

> EMPLOYER OF CHOICE 2022 AWARD WINNER AUSTRALIAN BUSINESS AWARDS

WORKPLACE FLEXIBILITY 2022 EXCELLENCE AWARDEE AUSTRALIAN HR AWARDS

EMPLOYER OF THE YEAR 2021 AWARD WINNER RISE BUSINESS AWARDS SPONSORED BY BUSINESS NEWS

13

## Flexible Lifestyle Tailored Rosters

## Growing Industry Leaders

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