

ersonal use only

RPMGLOBAL

FY2021 FULL YEAR REVIEW

12 MONTHS TO JUNE 2021



RPMGLOBAL



GLOBAL CLIENT BASE

COAL & ENERGY, IRON ORE,
COPPER, GOLD & METALS,
DIAMONDS, OIL, POTASH,
PHOSPHATE



50⁺ **125**
YEARS COUNTRIES

22 **OFFICES**
WORLDWIDE

OUR DIFFERENCE



SOFTWARE
ADVISORY &
TRAINING

DEEP DOMAIN EXPERTISE

INNOVATION & SUSTAINABILITY



DIGITAL CONNECTED MINE

1 **INTEGRATED**
PLATFORM SOLUTION
FOR THE ENTIRE MINING VALUE CHAIN

MAXIMISE
PROFITABILITY &
PERFORMANCE



CLOUD
ENTERPRISE, MOBILE & SAAS

SOFTWARE



DESIGN



SCHEDULING



FINANCE



ASSET
MANAGEMENT



SIMULATION



OPERATIONS



OPTIMISATION

1 Exploration and
Resource Definition

3 Mine Scheduling

6 Stockpiling, Trains
and Ship loading

2 Mine Design

4 Mine Operations

5 Extraction

7 Production and
Benefication

8 Closure and
Rehabilitation

ADVISORY

Page 3



MINING PROJECTS
SERVICES



INVESTOR
SERVICES



OPERATIONAL
SERVICES



ESG SERVICES

DIVERSIFIED CLIENT BASE

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



FINANCIAL RESULTS FOR CONTINUING OPERATIONS (EXCLUDING GEOGAS)

- RPM reported net revenue of \$63.2 million for FY2021 down \$3.8 million (6%) from FY2020 (\$67.0 million). However, \$43.9 million of software sold during the year was not recognised in the reported FY2021 results and will be reported in future years.
- In a year dominated by COVID, RPM sold \$47.7 million in Total Contracted Value (TCV) subscription software revenue up \$13.2 million (38%) on the previous year (2020: \$34.5 million).
- On the 1st of July 2021, RPM had \$65.7 million in pre-contracted software subscription revenue which will be recognised in future years up \$29.8 million from a year earlier (\$35.9 million).
- RPM's Annual Recurring Revenue (ARR) from software subscriptions at the beginning of FY2022 is \$21.9 million up \$9.2 million from the year prior.
- RPM again increased its internal investment in software development expending \$13.2 million up \$1.6 million from FY2020. Most of this incremental investment was targeted at moving the company's products to the cloud.
- Operating expenses (excluding development costs) reduced \$4.6 million (9%) year on year in response to the impact of COVID.
- Underlying Earnings before Interest, Tax, Depreciation, and Amortisation (EDITDA) grew 25% to finish the year at \$5.5 million (FY2020: \$4.4 million).
- With the disposal of the GeoGAS business in August 2021 the company wrote off \$4.9m in GeoGAS's Goodwill in the FY2021 accounts.
- Cash inflows from operations for FY2021 was \$7.9 million.
- The Company maintains a strong balance sheet with over \$44.6 million of cash in the bank (30 June 2021) and no debt after having paid \$2.2 million to the previous owners of Revolution and IMAFS.

FINANCIAL SUMMARY

A\$m	2021	2020	\$ Var	% Var
Subscriptions	15.5	10.0	5.5	55%
Annual Software Support	17.9	20.6	(2.7)	(13)%
Perpetual Licences	5.2	6.9	(1.7)	(25)%
Advisory and Consulting Services	27.8	36.0	(8.2)	(23)%
Direct Costs	(3.2)	(6.5)	3.3	51%
Net Operating Revenue	63.2	67.0	(3.8)	(6)%
Operating Expenses	(48.2)	(52.8)	4.6	9%
Development Expenses	(13.2)	(11.6)	(1.6)	(14)%
Government Subsidies etc.	3.7	1.8	1.9	106%
Net Operating Expenses	(57.7)	(62.6)	4.9	8%
Underlying Operating EBITDA excluding GeoGAS	5.5	4.4	1.1	25%
Depreciation & Amortisation	(6.9)	(6.3)	(0.6)	(10)%
Foreign Exchange Losses	(0.3)	(0.3)	-	0%
Net Finance and Fair Value Costs	(0.1)	(0.2)	0.1	50%
Operating Loss Before Tax	(1.8)	(2.4)	0.6	25%
Income Tax	(0.6)	(0.9)	0.3	33%
Loss After Tax from Continuing Operations	(2.4)	(3.3)	0.9	27%
Profit/(Loss) from Discontinued Operations - GeoGAS	(3.1)	2.6	(5.7)	n/a
Loss After Tax	(5.5)	(0.7)	(4.8)	(686)%

BALANCE SHEET

A\$'m	2021	2020	\$ Var	% Var
Cash	44.6	40.0	4.6	12%
Receivables and WIP	15.9	16.1	(0.2)	(1)%
Property, Plant and Equipment	1.7	2.1	(0.4)	(19)%
Right-of-Use Assets	5.5	4.4	1.1	25%
Intangibles	25.7	31.4	(5.7)	(18)%
Deferred Tax	2.6	2.7	(0.1)	-
Prepayments, Deposits, etc	8.4	6.3	2.1	33%
GeoGAS Net Assets Held for Sale	0.5	-	0.5	100%
Total Assets	104.9	103.0	1.9	2%
Trade Payables	(12.9)	(10.3)	(2.6)	25%
Provisions	(6.1)	(5.5)	(0.6)	11%
Contingent Consideration	(0.2)	-	(0.2)	(100)%
Unearned Income	(18.0)	(18.7)	0.7	(4)%
Lease Liabilities	(6.1)	(4.8)	(1.3)	27%
Tax payable	(0.2)	(0.4)	0.2	(50)%
Total Liabilities	(43.5)	(39.7)	(3.8)	10%
Share Capital	98.6	94.4	4.2	4%
Reserves and Accumulated Losses	(37.2)	(31.1)	(6.1)	20%
Total Equity	61.4	63.3	(1.9)	(3)%

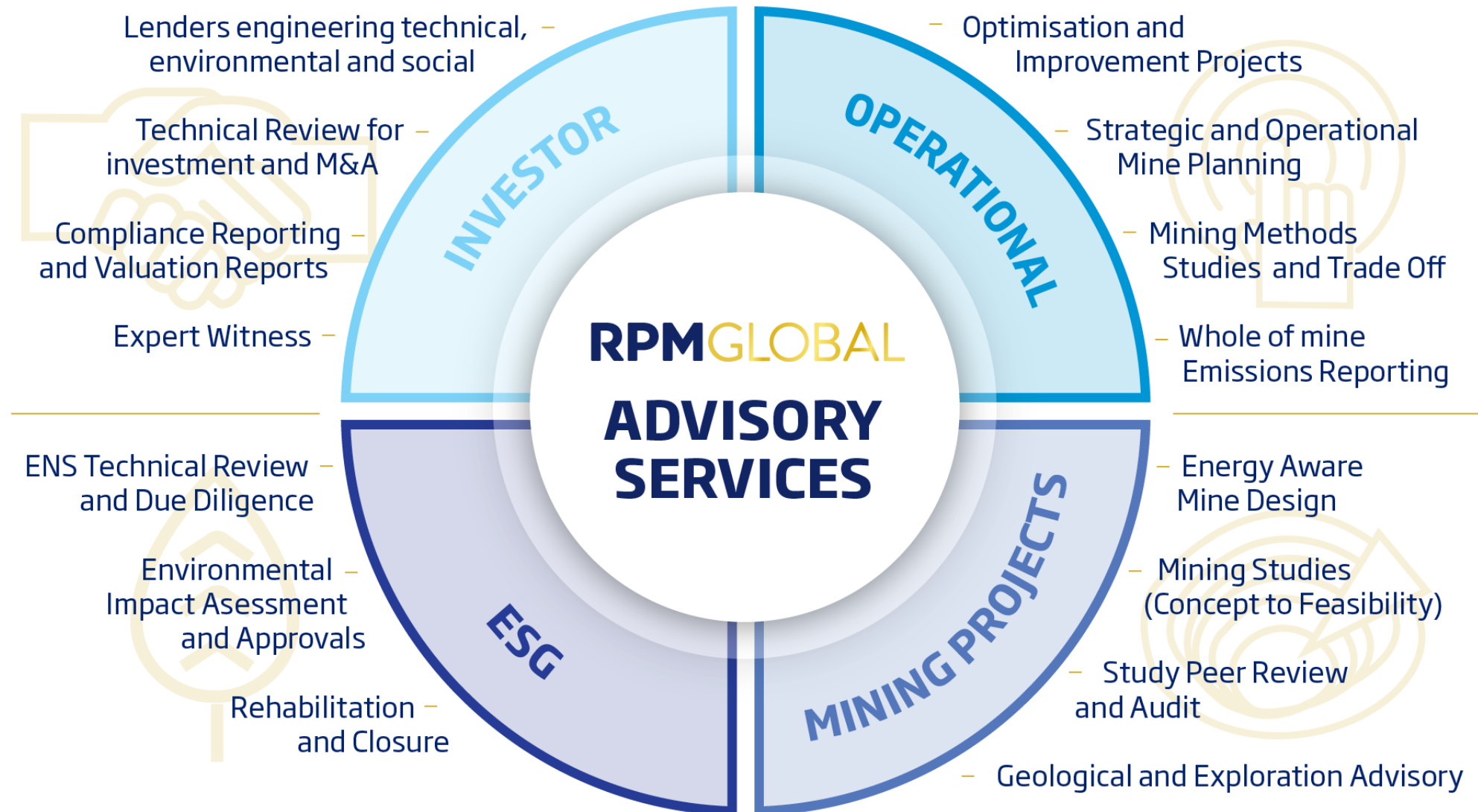
CASHFLOW

\$'m	2021	2020
Net Cash Opening	40.0	28.2
Cash from Operations	7.9	15.8
Rent	(3.0)	(2.9)
Payments for:		
Property Plant & Equipment	(0.9)	(1.3)
Software Acquisitions	(2.2)	(2.9)
	(3.1)	(4.2)
Proceeds from:		
Exercise of Options	3.2	4.6
Net Increase in Cash	5.0	13.3
FX Restatement and GeoGAS	(0.4)	(1.5)
Net Cash Closing	44.6	40.0

ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG)

- The Company recognises the increased importance of ESG considerations, both globally and within the mining industry.
- The Company is very focused on advancing its own ESG principles, capabilities and credentials.
- Further, RPM is being looked to by its clients to provide leadership in the area of ESG within mining and to deliver technical innovation in both its ESG service offerings and technology solutions.
- In July 2021, RPM acquired Nitro Solutions Pty Ltd, an Australian ESG mining advisory business. At the same time, the Company centralised all of its ESG professionals together into one division under one leader.
- In August 2021, the company announced it was selling its 100% non-core coal focused business GeoGAS, as it was not aligned with RPM's long term strategic direction to assist the mining industry in reducing its carbon footprint in the same manner as many other industry participants have of late.
- Management are actively looking at other acquisition opportunities in the ESG space as it looks to provide the mining industry with a comprehensive dedicated mining ESG offering.
- Demand for mining ESG services is strong and being able to now offer these services to our global customer base as part of our growing ESG offering is already proving to be beneficial.

HOLISTIC MINING SERVICES



GEOGAS DIVESTMENT

- The company will divest its non-core GeoGAS business on 31 August 2021 via a Management Buyout (MBO) for the net value of GeoGAS's assets as at 30 June (\$500,000).
- Owning GeoGAS does not align with RPM's long term strategic direction or support our desire to be an ESG industry leader while acting in a sustainable and socially responsible manner.
- The company has historically twice tested the market's interest in the GeoGAS business and in both cases the offers received were significantly less than what the Board considered fair value at the times offers were made. The current appetite for acquiring a 100% coal focused business is weak at best and continues to deteriorate over time.
- Continuity and quality of service for GeoGAS' customers (who are also RPM customers) was paramount in the Board's support for an MBO. The Board also very carefully balanced the natural desire to maximise a divestment price and/or to continue to run the business for short term profit returns against its longer-term responsibilities to act in a sustainable and socially responsible manner whilst ensuring continuity of service for GeoGAS' clients. While the GeoGAS business is small it does perform an important service for coal mining companies and therefore it is important that customers continue to receive the highest level of quality of service already being delivered by the team who know the products, services and service levels required.
- RPM has historically carried out all of the GeoGAS's corporate functions (including company returns, accounts payables, billing, accounts receivables, payroll tax returns, pay-as-you-go withholding, business activity statements, goods and service tax, fringe benefits tax, banking, recruitment, termination, payroll, timesheets, industrial relations support, workers compensation, contract review and negotiation, leases, insurance, IT systems and support, marketing, legal dispute resolution etc.). Note, along with depreciation and amortisation, none of these costs have previously been included in GeoGAS's reported results and the new GeoGAS owners will need to fund these costs themselves going forward (following a short transition period handover from RPM).
- The Board believes that RPM's ownership of GeoGAS, was making it less attractive for companies to invest in RPM and therefore having a negative impact on the company's long-term sustainability and growth. The divestment of GeoGAS means the company once again operates two complementary businesses, Software and Advisory.

ADVISORY DIVISION

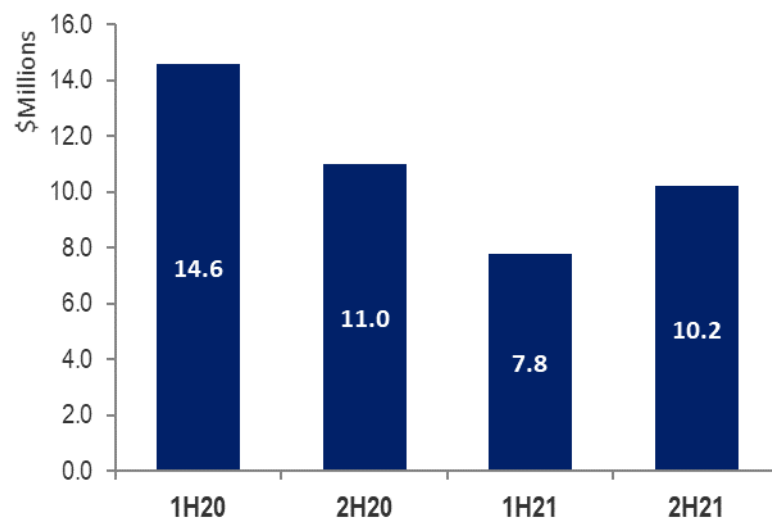
International travel restrictions negatively impacted our ability to undertake site visits

The 2021 year was a year of two halves, with revenue dropping by 29% in the first half and increasing 31% in the second half

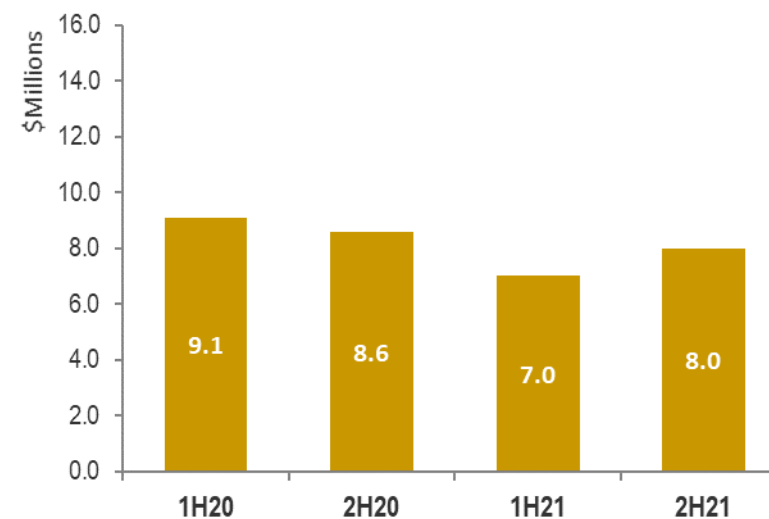
In July we purchased our first services business in 13 years

A\$m	2021	2020	\$ Var	% Var
Advisory Revenue	18.0	25.6	(7.6)	(30)%
Direct Expenses	(2.4)	(5.3)	2.9	55%
Net Revenue	15.6	20.3	(4.7)	(23)%
Operating Expenses	(15.0)	(17.7)	2.7	15%
Contribution	0.6	2.6	(2.0)	(77)%

Revenue by Half Year



Operating Costs by Half Year



SOFTWARE DIVISION

The TCV from software subscription sales was \$47.7 million up \$13.2 million (38%) on the previous year.

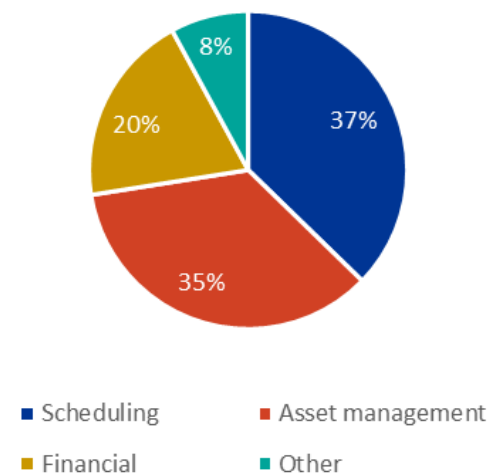
After a tough first half due to COVID, consulting revenue grew 12% in the second half of the year.

Operating expenses dropped by 4% due to reductions in travel, accommodation and conferences.

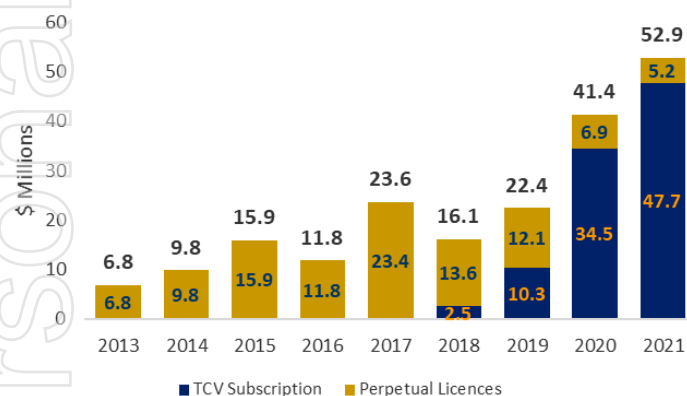
All development costs are expensed.

A\$m	2021	2020	\$ Var	% Var
Subscriptions	15.5	10.0	5.5	55%
Perpetual Licences	5.2	6.9	(1.7)	(25)%
Support	17.9	20.6	(2.7)	(13)%
Consulting	10.2	11.5	(1.3)	(11)%
Software Revenue	48.8	49.0	(0.2)	(0)%
Direct Expenses	(0.8)	(1.4)	0.6	(43)%
Net Revenue	48.0	47.6	0.4	1%
Operating Expenses	(23.7)	(24.6)	0.9	(4)%
Gross Contribution	24.3	23.0	1.3	6%
Software Development	(13.2)	(11.6)	(1.6)	14%
Contribution	11.1	11.4	(0.3)	(3)%

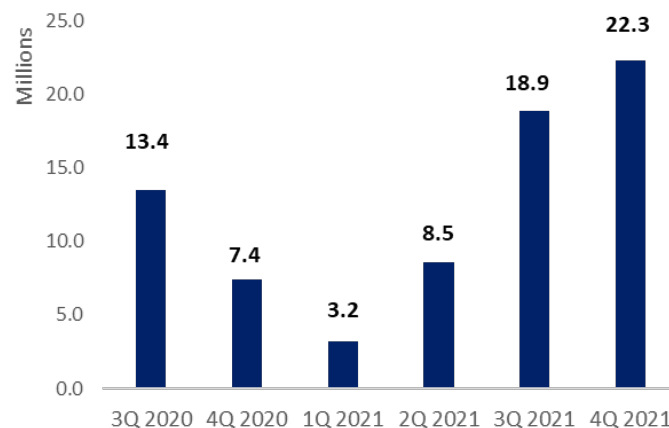
2021 TCV by Product



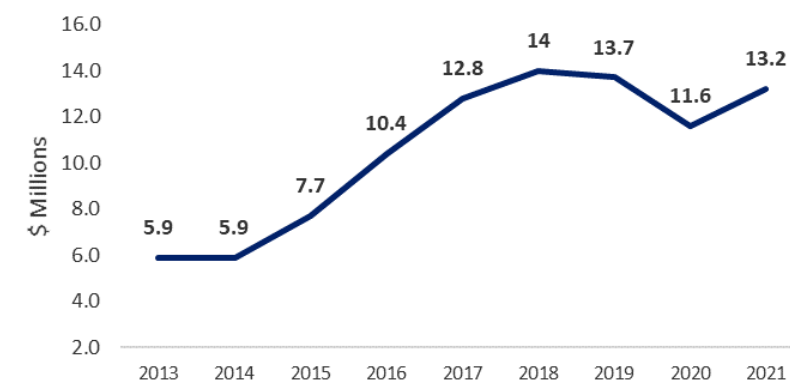
Software Sales Split



Software Sales by Quarter



Research & Development Expense

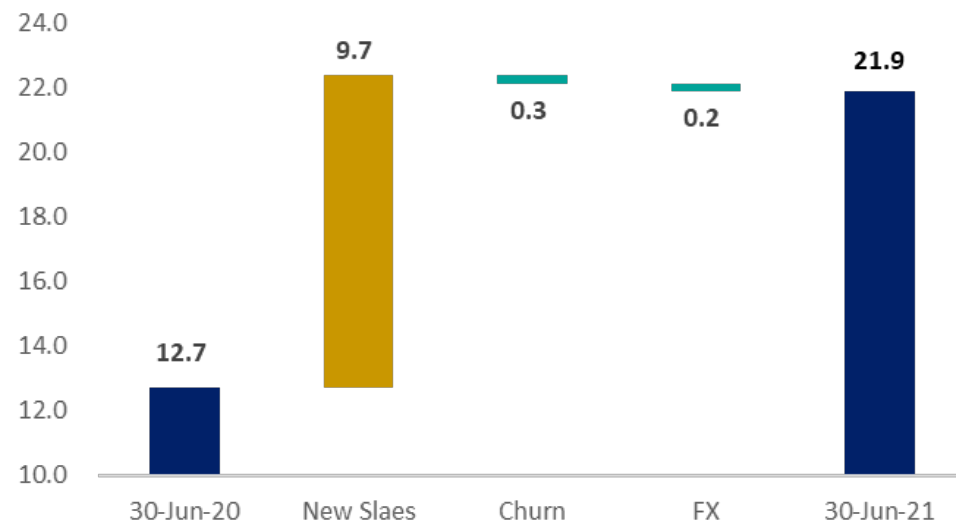


ANNUALLY RECURRING REVENUE - SUBSCRIPTIONS

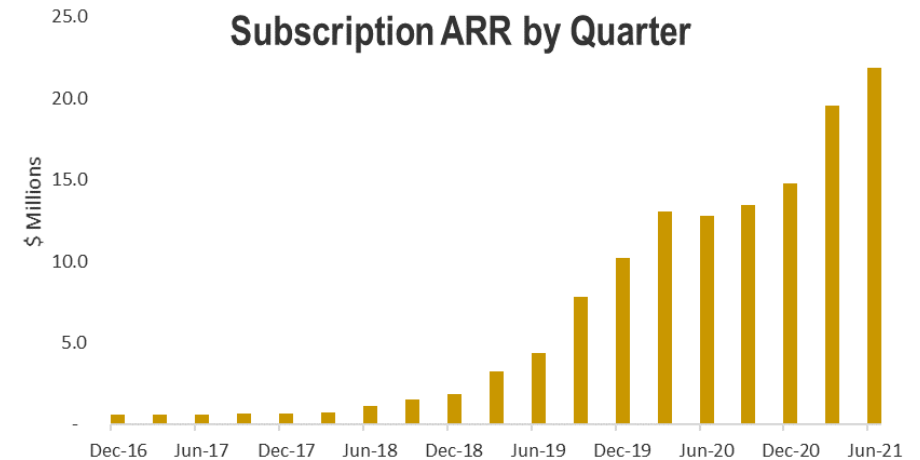
The ARR step off for FY2022 is \$21.9 million up \$9.2 million from the previous year.

Over 87% of subscription terms (committed duration of subscription revenue) are now over three years in length.

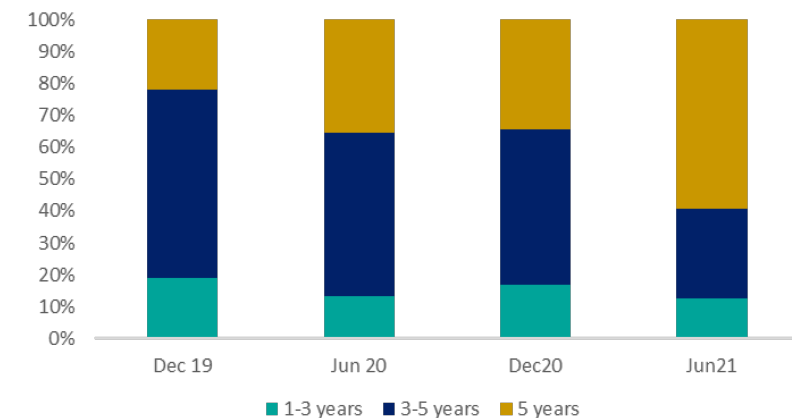
Subscription ARR



Subscription ARR by Quarter



Subscription Term Length

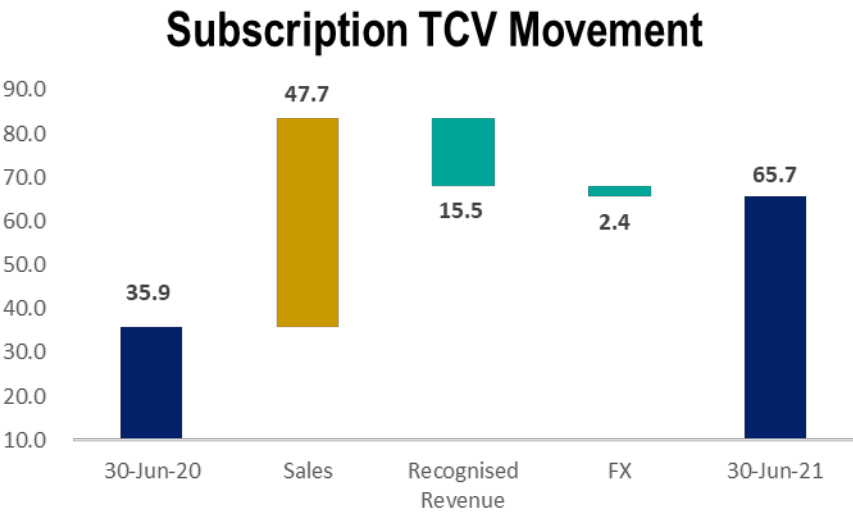


TOTAL CONTRACT REVENUE - SUBSCRIPTIONS

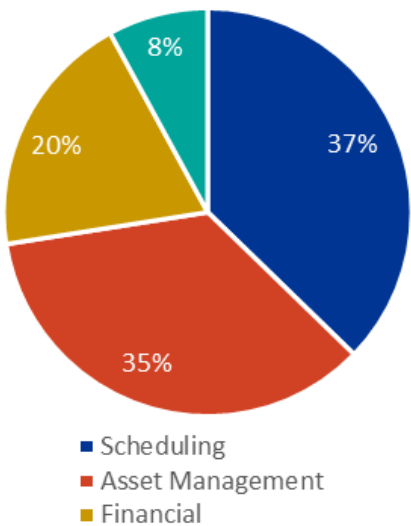
At the end of June 2021 the contracted TCV backlog was \$65.7m.

There are no termination for convenience clauses in any TCV subscription revenue referenced by the Company.

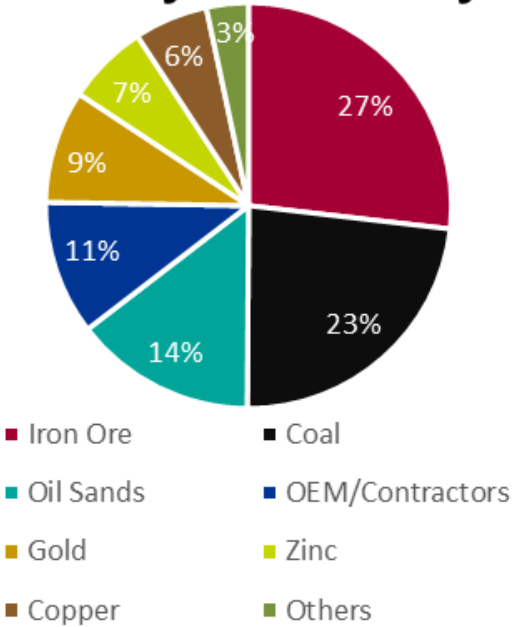
Sales by software product group are spread relatively evenly.



TCV by Product Group



TCV by Commodity



SOFTWARE STRATEGY

Deliver a complete Commercial-off-the-Shelf **Enterprise Planning Framework** built on open industry standards.

Release simplified, standardised, **integrated and optimised** solutions for different commodities and mining methods which cover the full mining value chain.

Provide software solutions that deliver a step change in mining productivity through **investments in innovation**.

Provide **cloud based** delivery for all of our software products.



FINANCE



ASSET
MANAGEMENT



SIMULATION



DESIGN



SCHEDULING



OPERATIONS

RPMGLOBAL

12 LANGUAGES
SUPPORTED



10 
ACQUISITIONS

SOFTWARE DEVELOPMENT
ISO9000 CERTIFIED

300% **GROWTH**
IN ANNUAL
RECURRING REVENUE



\$140M⁺
INVESTMENT
IN TECHNOLOGY







1 ENTERPRISE
PLATFORM

OPERATIONAL SOFTWARE HIGHLIGHTS

- The Revolution Mining and IMAFS teams have released more software since we acquired them than they have ever before including RPM's Scheduling Optimisation Tool (SOT)'s new Strategic Optimiser for Open Pits and Complexes.
- Our Dynamic Lifecycle Costing product (AMT) had a standout year. With the help of our customers, we released three new modules (Budgeting Permissions, Shutdown/Turnaround and Budget Risk Management). We have also made good progress on a state-of-the-art mobile application which will be released this calendar year.
- During the year we finished the last of our commodity specific XPAC Scheduling Solutions (Underground Coal and Underground Potash) so we can now focus on getting this suite of 12 products to the cloud.
- After working with a customer, we released "XECUTE Staged Stockpiles". Our products have always been best-in-class in terms of product blending during the mining operation and now we are best-in-class in stockpile blending. This product has laid the foundation for our full Pit-to-Port optimisation product which will be released during FY2022.
- One of our key imperatives is to advance mining's drive to decarbonise which has seen us introduce support for electric, hybrid and hydrogen vehicles across our product suites.
- The breadth and depth of our innovative software offering resulted in 39 new customers signing new product contracts with us since the start of FY2021. Whilst all of these customers have purchased software to address a specific need, our expectation is that over time they will purchase more of what they have just purchased and roll out additional products from our integrated suite of products



Advancing to the Cloud

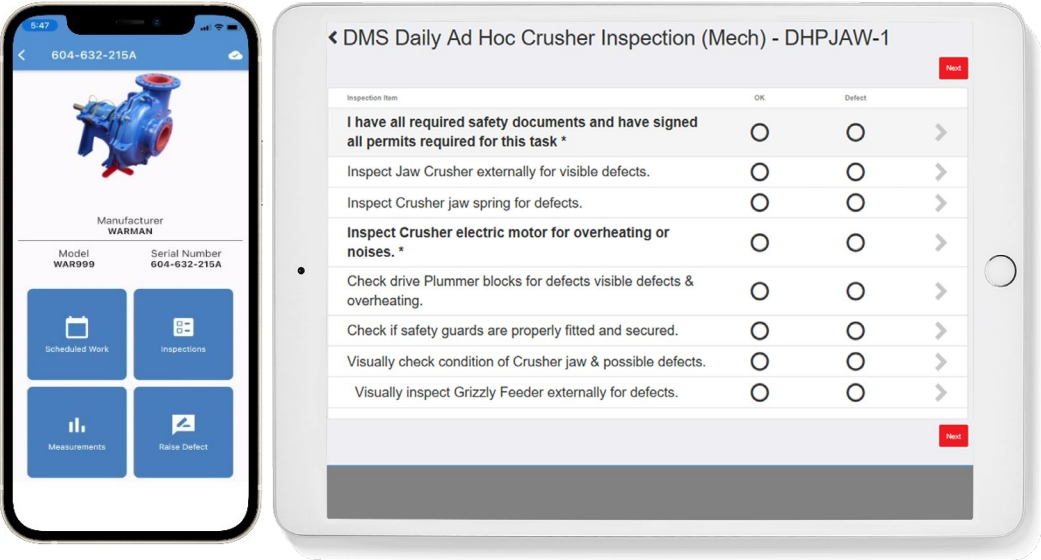
	Desktop	Enterprise	Cloud		
			Infrastructure as a Service	Platform as a Service	Software as a Service
 Design			DSD SDO		
 Scheduling			SOT		RAAS
 Simulation	HAULSIM		SIMULATE		
 Operations			MinVu	SHIFTMANAGER	
 Finance			XERAS ENTERPRISE		
 Asset management		AMT	AMT4SAP		IMAFS

NEW PRODUCT ADOPTION

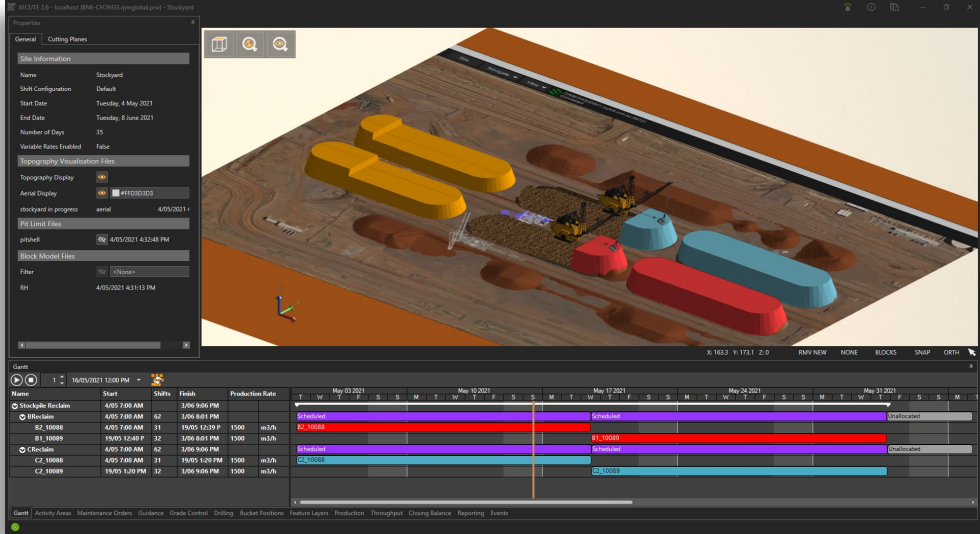
DESIGN & SCHEDULING	ROY HILL	KAZZINC	koura	Teck	Mosaic	Nathan River Resources	GRANGE RESOURCES	KESTREL COAL RESOURCES
	PT. BAYAN RESOURCES, Tbk	AngloAmerican Technical & Sustainability	DALLAGLIO	COEUR MINING™	KCGM	exxaro		
ASSET MANAGEMENT	BHP	RioTinto	maca	Tractafric equipment	CAT	KOMATSU	GRANGE RESOURCES	CENTAMIN
			Cementation				MMG	MOPANI
FINANCE	SOUTH32	WESTGOLD RESOURCES LIMITED	GLENCORE Copper	Teck	GLENCORE Zinc	exxaro	OCEANAGOLD	
			BARRICK	McEWEN MINING				
SIMULATION	GLENCORE Copper	AngloAmerican Technical & Sustainability	TELLUS Mining Productivity	ANGLO AMERICAN	Quellaveco	SOUTH32	WestTrac	CAT
	BHP	Peabody	Oldcastle	KOMATSU			Hastings Deering	CAT
							Sotreq	CAT
							FINNING	CAT
OPERATION	AngloAmerican Los Bronces	SUNCOR ENERGY	Cameco	Canadian Natural				
					SaaS	AngloAmerican	Teck	BHP
OPTIMISATION	MINE CANADIAN MALARTIC	STO Société de transport de l'Outaouais	Evolution MINING	GLENCORE Canada	OZ MINERALS	Oyu Tolgoi	RTC	IRON ORE COMPANY OF CANADA
	ANGLO GOLD ASHANTI	CANADIAN ROYALTIES INC.	ROBEX	BARRICK	BHP	windsor	MMG	MINING PLUS
							sti maintenance	

SOFTWARE RELEASES FY2022

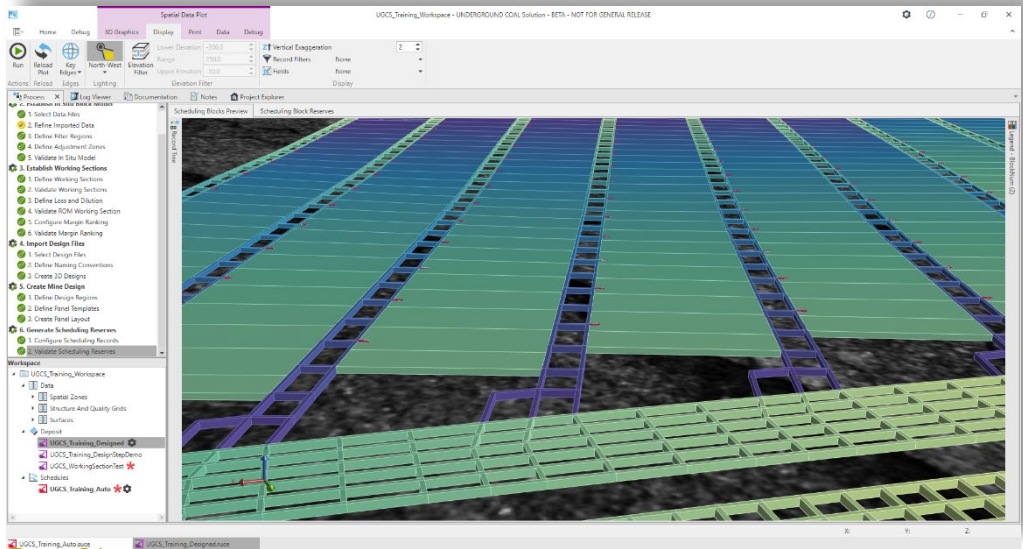
Advanced AMT Mobile



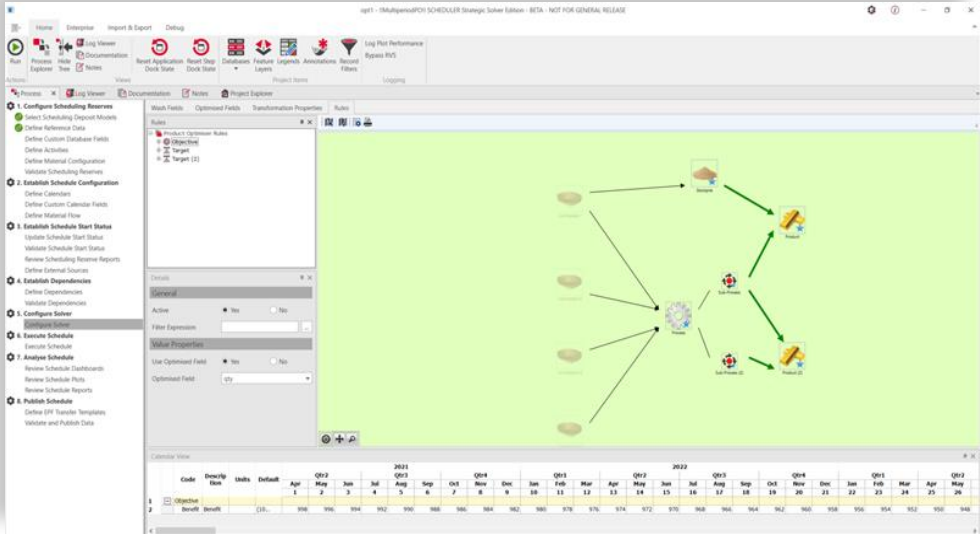
Pit-To-Port Optimiser



Gas Drainage



Multiple Period Product Optimiser



OUTLOOK

- There is no doubt that the COVID delta variant is impacting businesses negatively particularly in terms of 'on-again off-again' lock downs around the world. These lockdowns affect us and our customers especially as they relate to closing deals, undertaking advisory site visits and implementing software.
- Having said that, there is momentum in the mining industry, metal miners are investing in their operations, there is strong demand for ESG services and companies are looking to technology to enable them to operate their mines more profitably and remotely.
- Our advisory division has started the year well and we expect them to have a strong year.
- Supporting our mining clients with their ESG requirements is also front and centre of our strategy and we expect to build out the ESG advisory team further and make further progress on incorporating ESG support into our product suite.
- The company invested another \$16.0 million on its software products during FY2021 so we have a more complete and richer set of products than we did this time last year.
- During FY2022 we will release four valuable new software products (Pit-to-Port, AMT Mobile, Multi-Period Scheduling Optimiser, and Gas Drainage) along with support for Hydrogen vehicles. We will also continue moving our software products to the cloud.
- With a strong balance sheet, healthy cashflow, plenty of M&A opportunities, competitive advisory and software offerings, new software products in the pipeline and more sales opportunities than we have ever seen, we are excited and optimistic about the year ahead.

The material in this presentation is a summary of the results of the RPMGlobal Holdings Limited (RPM) group of companies for the full year ending 30 June 2021 including historical financial information from the prior financial 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, 24 August 2021. 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 4E and Annual Report for the full year ended 30 June 2021 released on 24 August 2021.

This presentation provides information in summary form only and is not intended to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor.

No representation, express or implied, is made as to the fairness, accuracy, completeness or correctness of information contained in this presentation, including the accuracy, likelihood of achievement or reasonableness of any forecasts, prospects, returns or statements in relation to future matters contained in the presentation ("forward-looking statements"). Such forward-looking statements are by their nature subject to significant uncertainties and contingencies and are based on a number of estimates and assumptions that are subject to change (and in many cases are outside the control of RPM and its Directors and Officers) which may cause the actual results or performance of RPM to be materially different from any future results or performance expressed or implied by such forward-looking statements.

Due care and consideration should be undertaken when considering and analysing RPM's financial performance. All references to dollars are to Australian Dollars unless otherwise stated.

To the maximum extent permitted by law, neither RPM nor its related corporations, Directors, Officers, employees or agents, nor any other person, accepts any liability, including, without limitation, any liability arising from fault or negligence, for any loss arising from the use of this presentation or its contents or otherwise arising in connection with it. This presentation should be read in conjunction with other publicly available material including but not limited to RPM's Appendix 4E and Annual Report for the full year ended 30 June 2021 released on 24 August 2021. Further information including historical results and a description of the activities of RPM is available on our website, www.rpmglobal.com.

RPMGlobal and the RPM software products and services referenced in this presentation are the registered and unregistered trademarks of RPMGlobal Holdings Limited. The material in this presentation is the copyright of RPMGlobal Holdings Limited and may not be re-used or relied upon in whole or in part without the prior written consent of RPM.