



BABYLON
PUMP & POWER LTD

AGM PRESENTATION 2023 RESULTS AND OUTLOOK

BABYLON PUMP & POWER LTD

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FY23 FINANCIAL ACHIEVEMENTS

Operating Revenue

\$32.5m

Up 18% from \$27.5m PCP



Normalised EBITDA*

\$2.8m

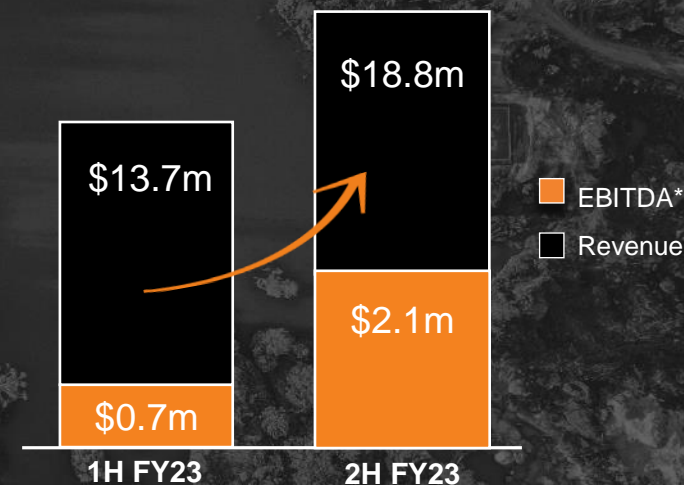
Up 349% from (\$1.1m) PCP



Operating Cashflow

\$2.3m

Up 750% from \$0.3m PCP



Growth trajectory driven by market demand and improving margins



Strong **EBITDA** growth momentum



Investment **in fleet and service** expansion



Compound **30% revenue growth**

*Normalised EBITDA as described in Slide 5

FY23 STRATEGIC ACHIEVEMENTS



Maintained excellent safety and ESG performance

- LTI free with TRIFR of zero
- Carbon neutral operations through offset program
- Strengthened Board with the appointment of Chris Radin



Realised synergies to improve profitability

- Consolidation of WA operational bases into a single purpose-built facility driving efficiency
- Streamlined maintenance segment delivering improved profitability



Focus on rental / water management

- Key strategic acquisitions of RBH Engineering and Resource Water Group expanded rental and water management capability
- Both acquisitions performing to expectations and providing accretive earnings



Poised for further strategic and earnings accretive acquisitions

- Identified and initiated discussions on other potential rental acquisitions that are highly complementary to existing business segments



FY23 FINANCIAL SNAPSHOT

<i>Normalised Profit & Loss A\$'000</i>	FY 2023	FY 2022	% Growth
Operating revenue and other income	32,501	27,517	18%
Operating and indirect costs	28,694	28,641	
EBITDA	3,807	(1,124)	439%
less other income from write-back ⁽¹⁾	(1,000)		
Normalised EBITDA	2,807	(1,124)	349%
Interest expense	1,362	1,301	
Depreciation and amortisation	3,933	2,785	
Normalised NPAT	(2,488)	(5,210)	52%

(1) Reversal of \$1m other income from write-back of Pilbara Trucks Pty Ltd deferred consideration

<i>Balance Sheet A\$'000</i>	June 2023	June 2022
Cash & cash equivalents	1,565	2,241
Trade & other receivables	5,758	4,360
Property, plant & equipment	14,073	10,709
Inventories, goodwill & other assets	14,630	11,711
Total Assets	36,026	29,021
Trade & other payables	7,666	6,030
Lease liabilities	3,383	814
Deferred consideration	2,453	1,153
Borrowings	11,732	15,561
Other	459	476
Total Liabilities	25,693	24,034
Net Assets	10,333	4,987

FY24 YEAR-TO-DATE ACHIEVEMENTS



Improving financial performance

- Deferred consideration and borrowings reduced by \$0.8M
- **Steady improvement of EBITDA trajectory over FY23**
- Continued positive operational cashflow supporting asset growth and debt reduction

Advancing rental & water management strategy

- Test pumping wins in WA & NT providing consistently high utilisation
- **Successful commissioning of our first Stand-Alone Hybrid Power System at a major gold mining client**
- \$1.5M of rental assets added to fleet including hybrid power and specialist pumps

Delivering operational results

- **LTI and TRIFR remain at zero for over two years**
- Maintaining ISO9001/14001/45001 certification
- Maintaining high utilisation of rental assets
- Diversifying client base across geography and by mineral resource

OUTLOOK FOR GROWTH

Babylon is positioned to improve trajectory of earnings and overall business growth focused on providing critical services to the resource sector.

Reducing Client Emissions

Investing in portable hybrid power systems to provide innovative rental solutions to the resources sector



Providing Critical Water Solutions

Passive evaporation systems consume less power to solve excess water issues



Growing Rental Fleet

Organic growth of fleet coupled with acquisitions to grow rental asset base



Targeting Higher Margins

Growing work with top tier clients continues to drive improved maintenance service margins

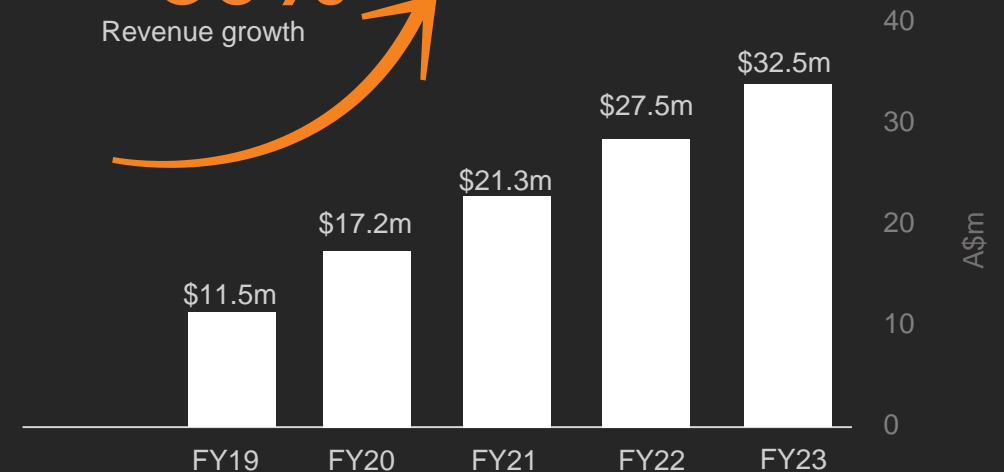


Revenue Growth

4 Year CAGR

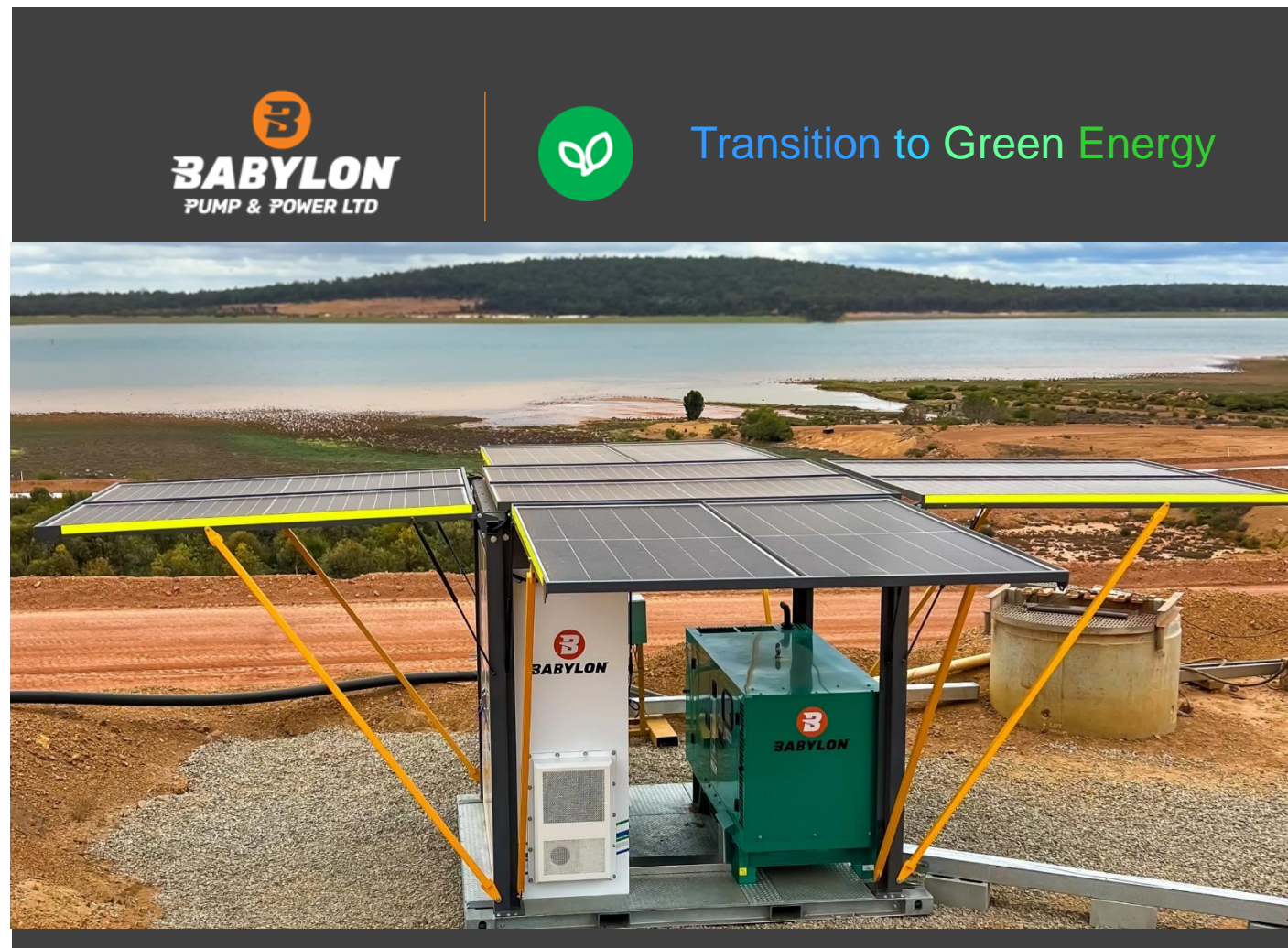
~30%

Revenue growth



STAND-ALONE HYBRID POWER SYSTEMS

- First unit deployed and operating in the field with blue-chip mining client
- Growing fleet as multiple units are scheduled to arrive in Q2 FY24
- Redeployable hybrid power generation to replace diesel generators on client sites – integrated package of solar, inverter, control system, battery storage plus backup generator unit
- Introduced into specialty rental fleet to assist clients in their journey to net zero emissions through reduced or replaced diesel fuel requirement
- Designed for rapid and easy deployment
- Designed and built in Australia for Australian conditions
- Provides clients with direct savings from lower refuelling costs and maintenance requirements than traditional power supply options
- Suitable for use where noise restrictions apply



CORPORATE SNAPSHOT

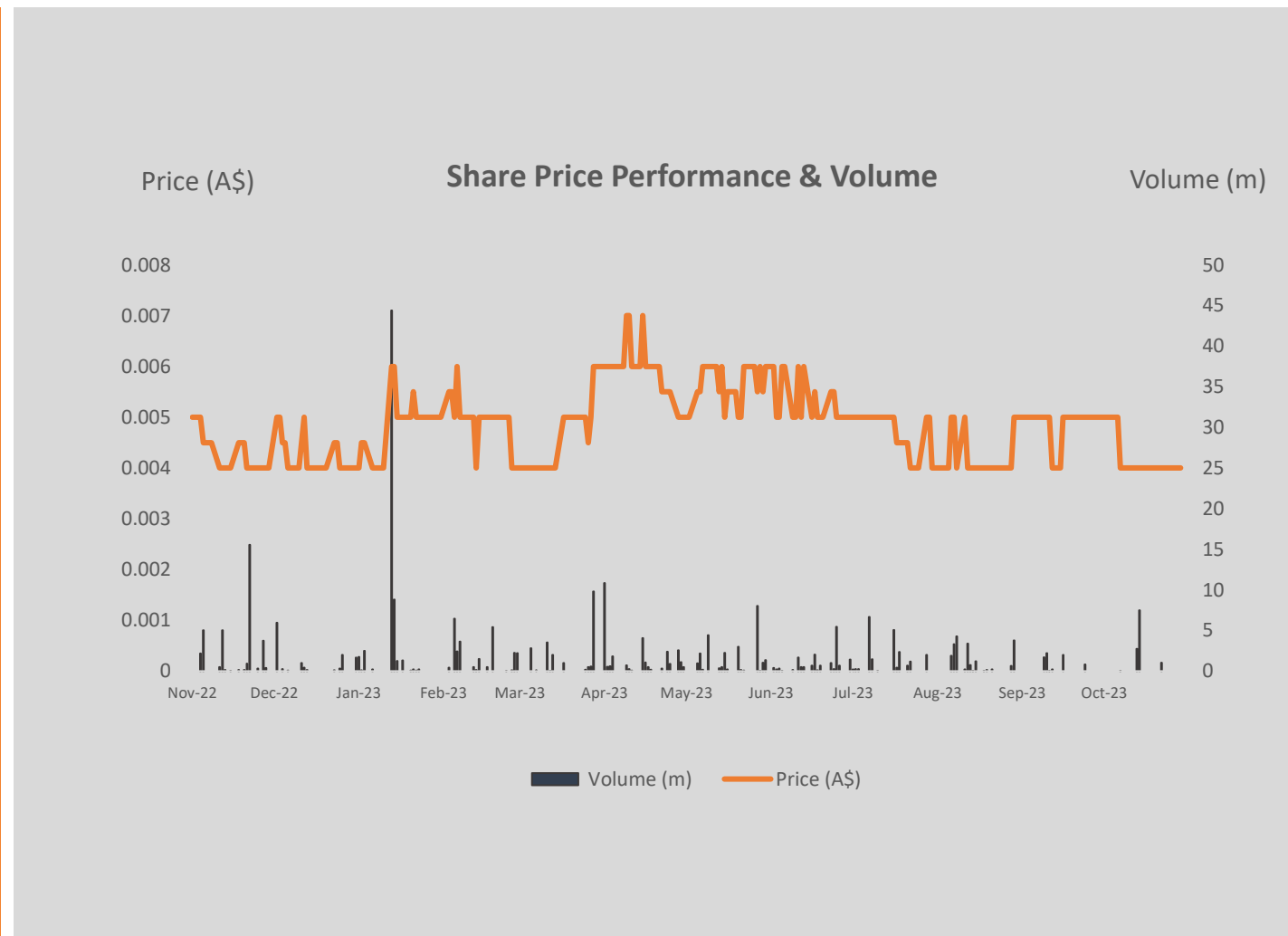


ASX Code: BPP

Ordinary Shares	2,470m
*Performance Rights	162m
Market cap (@ 0.4 cents)	\$9.9m
Board & Management Ownership	6.8%
Top 20 Holdings	49%

Major Shareholders

Belgravia Strategic Equities Pty Ltd & other entities controlled by Geoff Lord	24.2%
Resource Water Group Pty Ltd (RWG vendor)	3.0%
Retzos Executive Pty Ltd	2.7%
Chesapeake Capital Ltd	2.2%



BOARD OF DIRECTORS



James Cullen
Non-Executive Chairman

Jamie has over 20 years' experience in the resources sector. He is the current CEO of Pacific Energy Limited and has been CEO of three resource companies that have been acquired under takeover transactions for significant premiums (Pacific Energy, Resource Equipment Ltd and PCH Group Ltd).



Michael Shelby
Managing Director

Co-Founder of Babylon, Michael has over 20 years' experience in the resource sector and was previously the GM at Resource Equipment Ltd.



Patrick Maingard
Non-Executive Director

Patrick has over 30 years of management experience with a strong SME background with Director and Managing Director portfolios. Patrick is well versed with the business having been an Executive Director of the business at listing.



Louise Bower
Non-Executive Director

Louise has 27 years' experience in senior executive roles across various industry sectors and jurisdictions including Australia, South Africa and the United Kingdom. Currently a Non-Executive Director of DUG Technology Ltd and Lycopodium Ltd.



Chris Radin
Non-Executive Director

Chris has accumulated 30 plus years' experience across equipment rental, capital equipment, industrial and retail markets, holding Senior Executive and Managing Director roles over the past 20 years.



MICHAEL SHELBY Managing Director



1 Port Place, High Wycombe WA 6057



+61 477 088 341



mshelby@babylonpumpandpower.com



babylonpumpandpower.com