



HALF YEAR FY24 RESULTS

19TH FEBRUARY 2024

BABYLON PUMP & POWER LTD

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ABOUT BABYLON PUMP & POWER LTD



BUILDING A PORTFOLIO OF SPECIALTY, ESSENTIAL SERVICES
HIGHLY VALUED BY MAJOR RESOURCES COMPANIES



Specialised water management equipment and services



Unique rental offerings to assist clients in their carbon reduction efforts



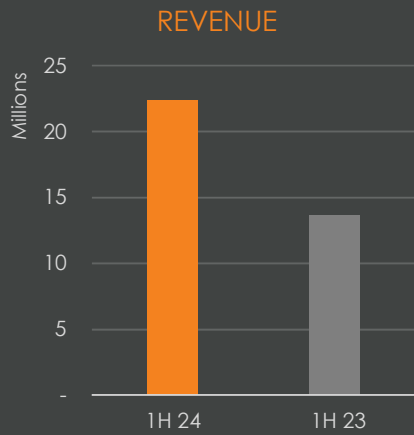
Rental of portable temporary hybrid power



Critical engine rebuilding services to keep clients operating efficiently

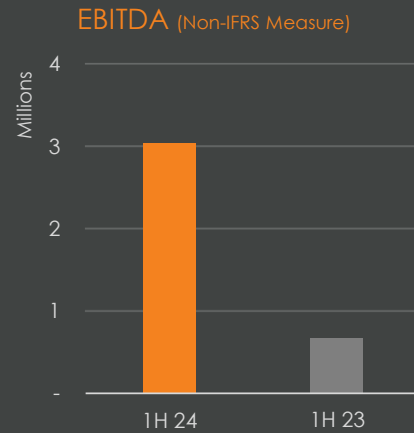


HALF YEAR FY24 FINANCIAL HIGHLIGHTS



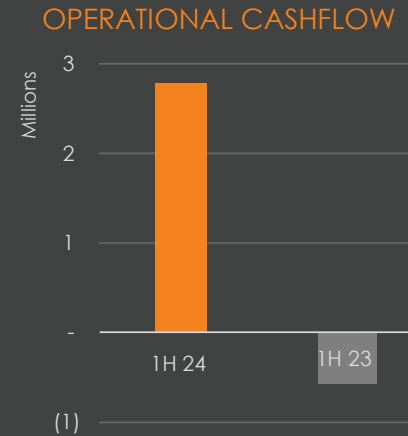
\$22.4m

Up **64%** from \$13.7m PCP



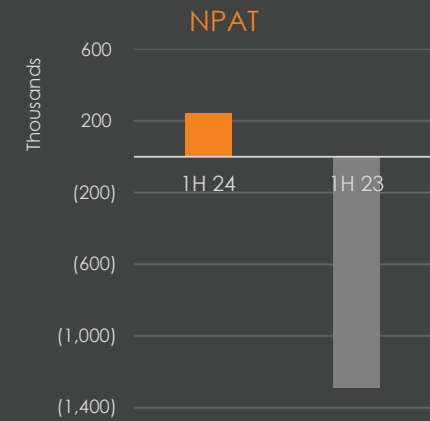
\$3.0m

Up **351%** from \$0.7m PCP



\$2.8m

Up from (\$577k) PCP



\$0.2m

Up from (\$1.3m) PCP

Growth trajectory driven by market demand and improving margins



Continued **EBITDA** growth momentum



Investment in **fleet and service** expansion



Maintaining positive **operating cash flow**

HALF YEAR FY24 FINANCIAL SNAPSHOTS



Profit & Loss A\$'000	H1 FY 2024	H1 FY 2023	% Growth
Operating revenue and other income	22,402	13,689	64%
Operating and indirect costs	19,356	13,013	
EBITDA	3,046	676	351%
Interest expense	871	440	
Depreciation and amortisation	1,932	1,526	
NPAT	243	(1,290)	119%

Balance Sheet A\$'000	December 2023	December 2022
Cash & cash equivalents	379	1,243
Trade & other receivables	6,884	5,758
Property, plant & equipment	13,482	14,073
Inventories, goodwill & other assets	15,881	14,952
Total Assets	36,626	36,026
Trade payables	6,154	4,933
Other payables	2,166	2,733
Lease liabilities	3,867	3,383
Deferred consideration	1,256	2,453
Borrowings	11,407	11,732
Other	974	459
Total Liabilities	25,824	25,693
Net Assets	10,802	10,333

Deferred consideration on schedule to be fully paid by June 2024

Borrowings primarily consist of drawings from:

- \$5.6m NAB asset finance facility
- \$4.1m NAB invoice finance facility
- \$3.0m NAB import trade finance facility

Weighted average interest rate is 5.0%

DELIVERING IMPROVED PERFORMANCE ACROSS OUR BUSINESS



Improved financial performance in H1

- Strong growth in EBITDA and Operating Cash Flow across the Group
- Group EBITDA **improved 350%** in H1 FY24 vs H1 FY23
- **NPAT improved 119%** over previous corresponding period



Advancing rental & water management strategy

- Successful introduction of **new passive evaporation technology** with rental units deployed to major gold mining client
- New **Standalone Hybrid Power** units added to fleet in H1 FY24
- Growing test pumping capabilities - major projects completed in WA and NT



Profitability improvement across all segments

- Rental segment EBITDA growing at higher rate than revenue growth
- Maintenance segment strategic initiatives **delivering 267% EBITDA growth**
- Further consolidation of operational facilities in H2 FY24 is expected to reduce overheads and improve profitability



Growing asset base and improving balance sheet

- Deferred consideration on schedule to be fully paid **freeing \$0.2m per month of cash flow** to invest in growth initiatives from June 2024
- Approved bank finance facilities available to support growth

RENTAL SEGMENT CONTINUES TO GROW

- Rental segment **revenue up 57%** compared to previous corresponding period (“pcp”)
- Rental segment **EBITDA up 64%** over pcp
- Organic growth in rental revenue driven by expansion of asset base; new services to include:
 - Standalone Hybrid Power Systems
 - Sprayer-less passive evaporation technology
- Rental growth has been predominantly in the **gold** and **iron ore** sectors
- Growth in pumping rental fleet underpinned by in-house asset builds to reduce costs
- Evaluating opportunities to grow capabilities and rental assets through acquisition



Specialty Rental Water & Power

MAINTENANCE SEGMENT DELIVERS STRONG RESULTS

- Maintenance **revenue up 67%** over pcp
- Maintenance **EBITDA up 267%** over pcp
- Recurring works for large miners is providing greater visibility and improving margins
- Growth in revenue and profitability seen in both WA and QLD
- Stable, flat structure providing stability as workshop throughput has increased
- Continuing to reduce and optimize segment stock and inventory to unlock cash for working capital



Maintenance Services

ENERGY EFFICIENT ASSISTED EVAPORATION

- Sprayer-less design **reduces contact with potentially corrosive liquids**
- Energy saving water management – **lower power consumption** per m³ evaporated
- Lower environmental impact with **no overspray**
- More reliable operations and **very low maintenance requirement** with no external pumps or spray nozzles
- Very low maintenance requirement provides for **ongoing labour savings**
- Compound emissions reduction by **powering with stand-alone hybrid power units**
- Lower power requirement, smaller fans and no spraying **reduces noise output**



Transition to Lower Emissions

STAND-ALONE HYBRID POWER SYSTEMS

- 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 **to reduce emissions** through decreased or replaced diesel fuel requirement
- Designed for **rapid and easy** deployment
- Designed and **built in Australia** for Australian conditions
- **Reliable power** anywhere and anytime with remote operational monitoring
- Provides clients with **direct savings** from lower refuelling costs and maintenance requirements than traditional power supply options
- First rental project has been **in operation since September 2023**



Transition to Green Energy

GROUP OUTLOOK



Increasing sector demand and streamlined business focus will continue trajectory of improved earnings and overall business growth.

Improving Balance Sheet

Eliminating deferred compensation and managing borrowings



Growing Profits Across Segment

Group achieves **178% improvement** in EBITDA margin over previous comparable period



Providing Critical Services

Water management and sustainable remote power are critical for Australian mines throughout lifecycle

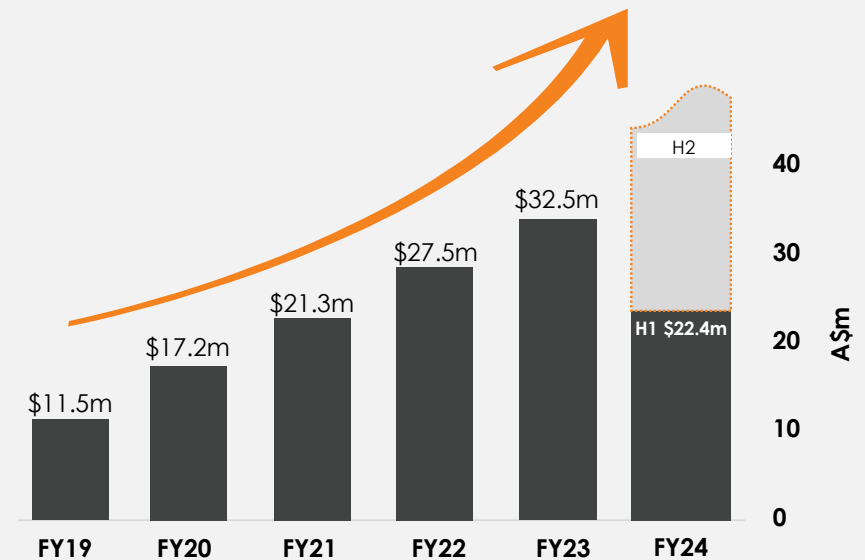


Innovative Offerings

Providing sustainable rental offering with hybrid power and passive evaporation systems to reduce client's carbon output



Revenue Growth



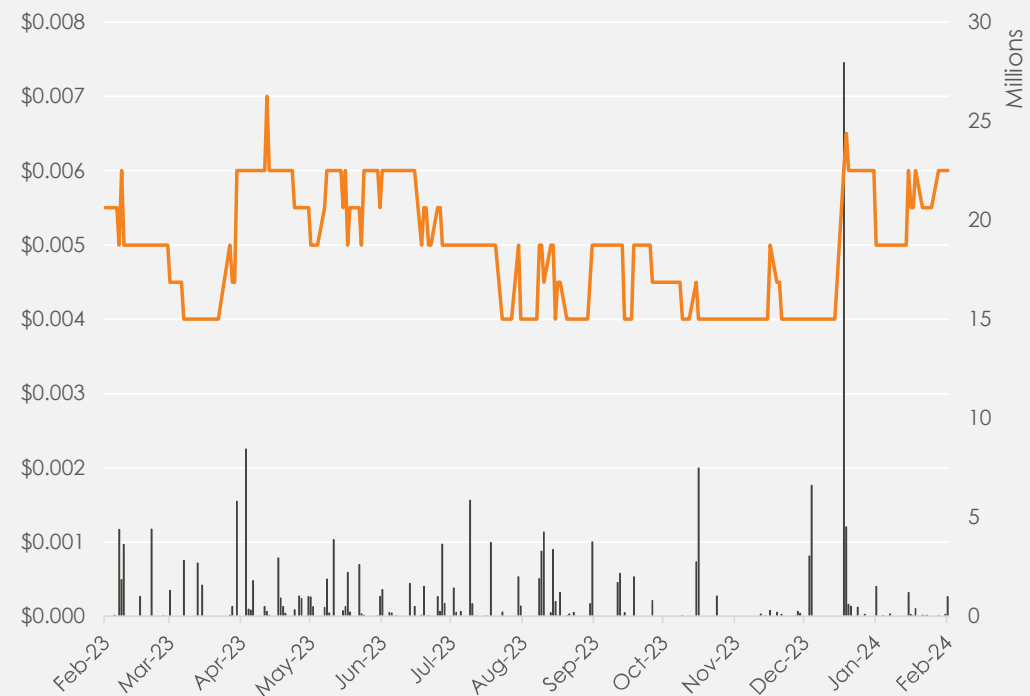
CORPORATE SNAPSHOT



ASX Code	BPP
Ordinary Shares	2,500m
*Performance Rights	226m
Market cap (@ 0.6 cents)	\$15.0m
Board & Management Ownership	7.8%
Top 20 Holdings	49%

Major Shareholders	
Belgravia Strategic Equities Pty Ltd & other entities controlled by Geoff Lord	24.7%
Resource Water Group Pty Ltd (RWG vendor)	3.0%
Retzos Executive Pty Ltd	2.7%
Chesapeake Capital Ltd	2.2%

12-month Share Price Performance



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



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