





FULL YEAR CONSOLIDATED RESULTS

FOR THE 12 MONTHS ENDED 31 DECEMBER 2021





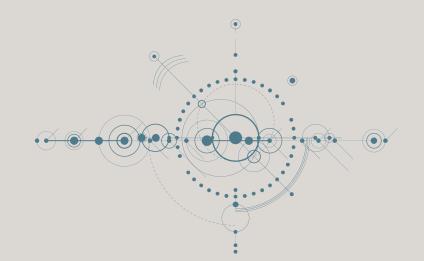
# PRESENTED BY

Danie Pretorius CEO

Koos Jordaan Director

Roelof Swanepoel COO

André van Deventer CFO









**Business overview** 



Technology overview



Operational overview



Financial overview



Q&A and closing





# BUSINESS OVERVIEW DANIE PRETORIUS, CEO

#### THE MINING MACRO TRENDS



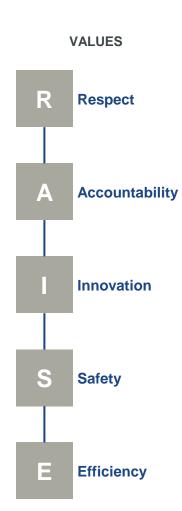
- Embedding ESG into the organisation
- Licence to operate and community involvement
- War on talent
- Unlocking value through technology, innovation and big data
- Operating in the new super cycle and market volatility experienced





#### DELIVERING OUR GROUP STRATEGY





#### **OUR PURPOSE**

"We Challenge the status quo to provide our clients with specialised, adaptive one-stop-service drilling solution"

#### **OUR STRATEGY**

Create true shareholder value

Optimise returns on current and new investments

Create a safe working environment and responsible leadership

Diversify the business to reduce risk and create additional revenue

Expand Services into new regions to increase weighted utilisation

#### 292

#### PEOPLE

- Create a high performance culture
- Alignment of people to future structure – "Fit for purpose"
- Organisational structure optimisation
- Community support
- Diversification of workforce

#### OPTIMISATION

& PROFITABILITY



- Optimise fleet utilisation
- More of a turnkey approach
- Recycle and reuse



STRATEGIC PILLARS

#### TECHNOLOGY

- Leading technology SBS, MTB
- Automation & remote drilling
- Data integration & sharing
- Partnerships with client to develop bespoke technology solutions
- Green energy focus

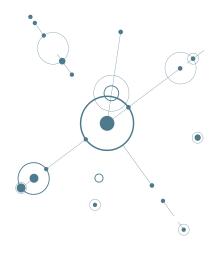


- Creating shareholders value & excellent ROCE
- Organic growth through geographic expansion
- New service & bespoke solutions
- Diversification aligned with core services & industry
- Inorganic growth through appropriate M&A



## HIGHLIGHTS







Strong revenue growth in 2021



Achieved ROCE target



Mobile Tunnel Borer (MTB) awarded a contract

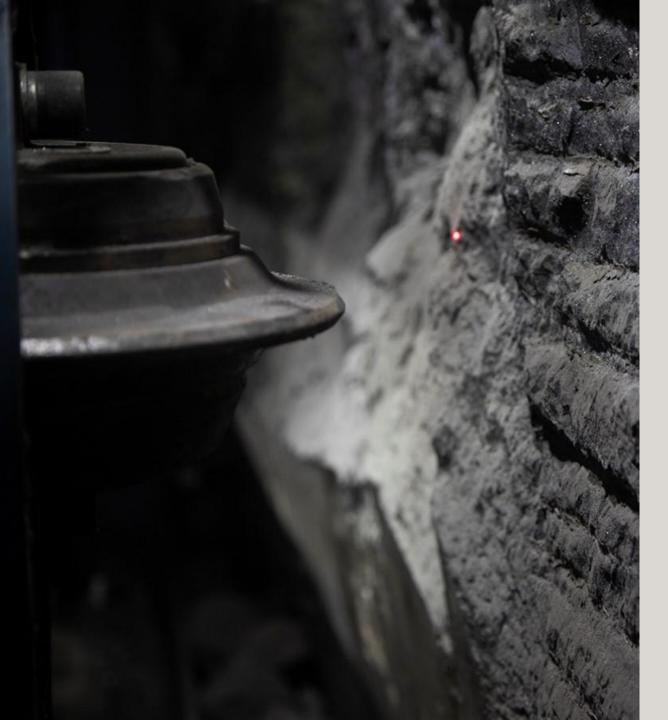


Strong pipeline



Excellent plant utilisation











# TECHNOLOGY OVERVIEW

KOOS JORDAAN, DIRECTOR

#### RAISE BORING



- R&D
  - LP 100
  - Remote Operated shaft support
  - EV track carriers for Raise Borers
  - New Box hole Boring machine in development
  - Monitoring of DHE while in operation
- Continuous Improvement
  - Remote drilling
  - Training Simulator
  - Directional drilling



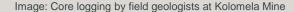


#### **EXPLORATION DRILLING**



- Mine dewatering
- Geophysics wireline logging
  - Calliper log
  - Optical televiewer
  - Lithology logs
- Geotechnical logs
  - RQD (Rock quality designation)
  - Elasticity
  - Fractures
- Surface and UD rig development
  - Robotic Rod and tube handling
  - Solid removal system
  - Water recirculation
  - Electrical and hybrid
  - · Remote and semi autonomous control



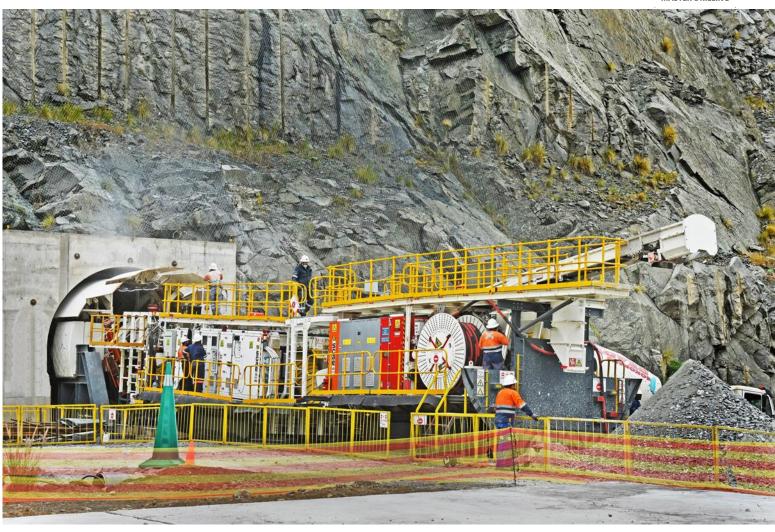


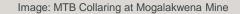


#### **TUNNELLING**



- Why mechanical excavation
  - Safe access
  - Continuous operation
  - ESG roadmap
- MTB (Mobile Tunnel Borer)
  - · Mobile and fast from A to B
  - Anglo American Mogalakwena
    - Start tunnelling
    - Scope
  - · Gen II
  - Study and engagement for twin decline access
- C&B (Cut and Break) technology
  - · De Beers and Element 6
  - Low energy and flexible
  - Applications







#### **SHAFT BORING**



- Why shaft boring?
  - Productivity
  - Safety (exposure & # of personal)
  - ESG roadmap
- SBS (Shaft Boring System)
  - Hard rock and deep access
  - Partnership with IDC
  - Funding secured
  - First system in manufacturing
  - Royal Bafokeng Platinum Styldrift mine
    - Scope
    - Working on LOI to award
    - Site investigation and readiness
  - Study work and adaptations



Image: Inspecting the shaft face during experimental testing, with the SBS cutterhead above

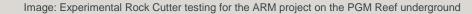


#### **MINING**



- Why and How?
  - None explosive
  - Continuous operation and remote access
  - Orebody dictates method
  - Phased and collaborative approach
  - ESG roadmap
- Projects
  - ARM (African Rainbow Minerals)
    - Scope
    - Research and experimentation complete
    - In manufacturing followed by surface testing
  - Northam Platinum
    - · Concluding feasibility study
  - Harmony
    - Feasibility study in progress







#### **DIGITISATION**



#### A&R Group

- Proximity detection EMESRT level 9 Automatic intervene by machine to prevent unsafe interaction
- 250 000 people and equipment monitored in South Africa and rest of Africa
- Insights into safety behaviour and operational performance
- Missing person locator

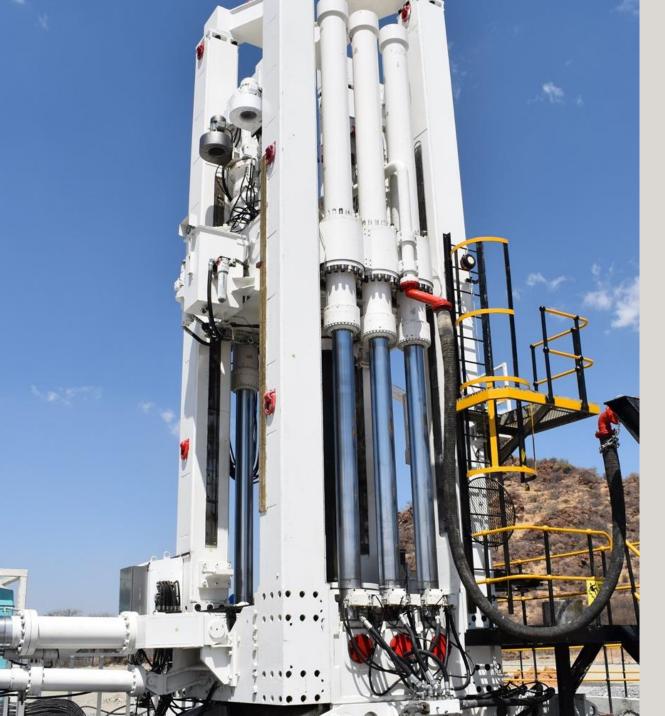
#### AVA Solution

- Data-driven mine management solution
- Load and haul tracking and monitoring
- New developments in Logistics Tracking material from pit to ports
- Growth into Brazil, Peru, USA, Central Africa, Indonesia and Malaysia



Image: An A&R proximity detection device fitted to a Wheel Loader onsite







# **OPERATIONAL REVIEW**

ROELOF SWANEPOEL, COO

# **OUR PEOPLE**



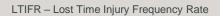


# SAFETY





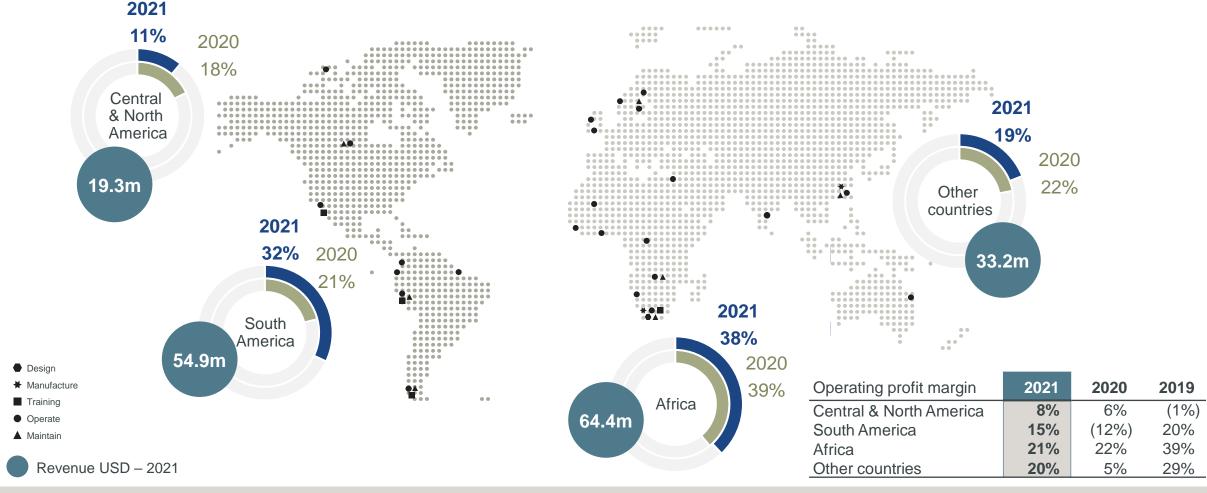






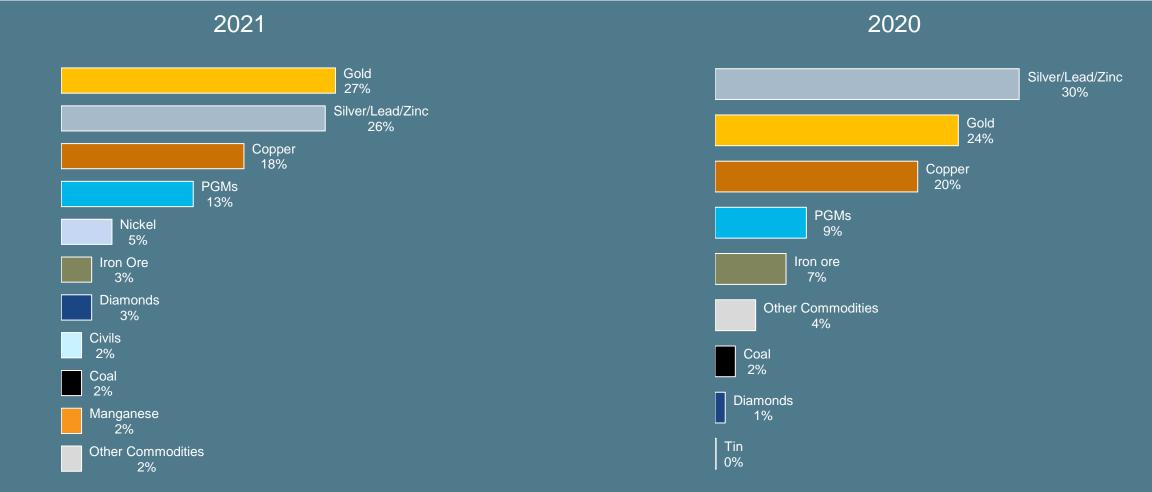
#### GEOGRAPHIC REVENUE DIVERSIFICATION





## COMMODITY REVENUE DIVERSIFICATION





# ARPOR SUMMARY PER ANNUM



	2021	2020	2019
Total Raise bore rigs	150	145	143
Utilisation %	70%	60%	64%
Fleet Mix ARPOR (USD)	120 111	105 715	111 135
> Large Raise bore rigs	90	86	84
Utilisation %	82%	69%	69%
ARPOR (USD)	136 586	119 191	126 103
< Large Raise bore rigs	60	59	59
Utilisation %	50%	45%	57%
ARPOR (USD)	81 150	75 657	85 285
Total Slim rigs	58	58	30
Utilisation %	55%	48%	70%
ARPOR (USD)	31 493	30 237	69 292

APROR: Average monthly revenue per operating rig



## **ORDERBOOK MOVEMENT**



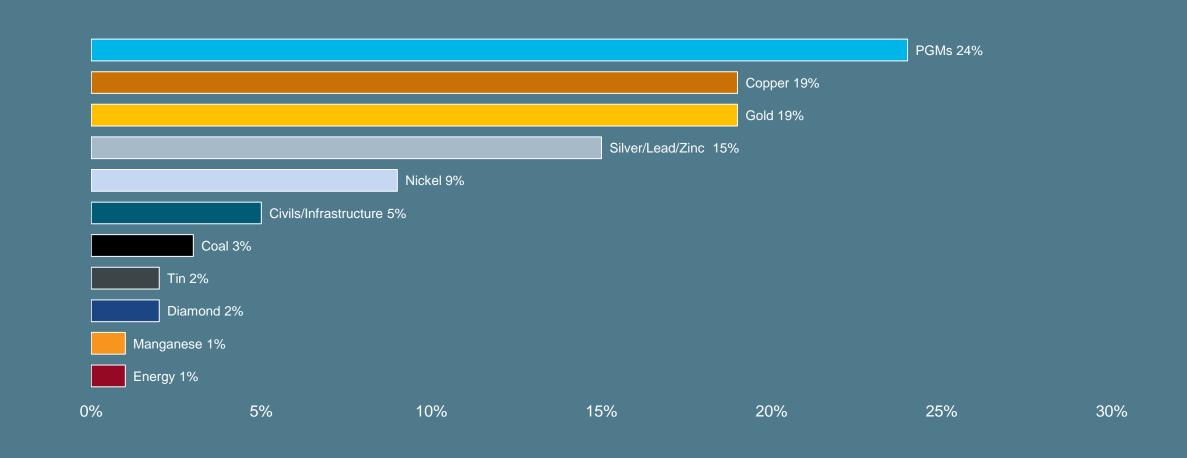


Joint Ventures included



## AWARDED ORDERS BY COMMODITY



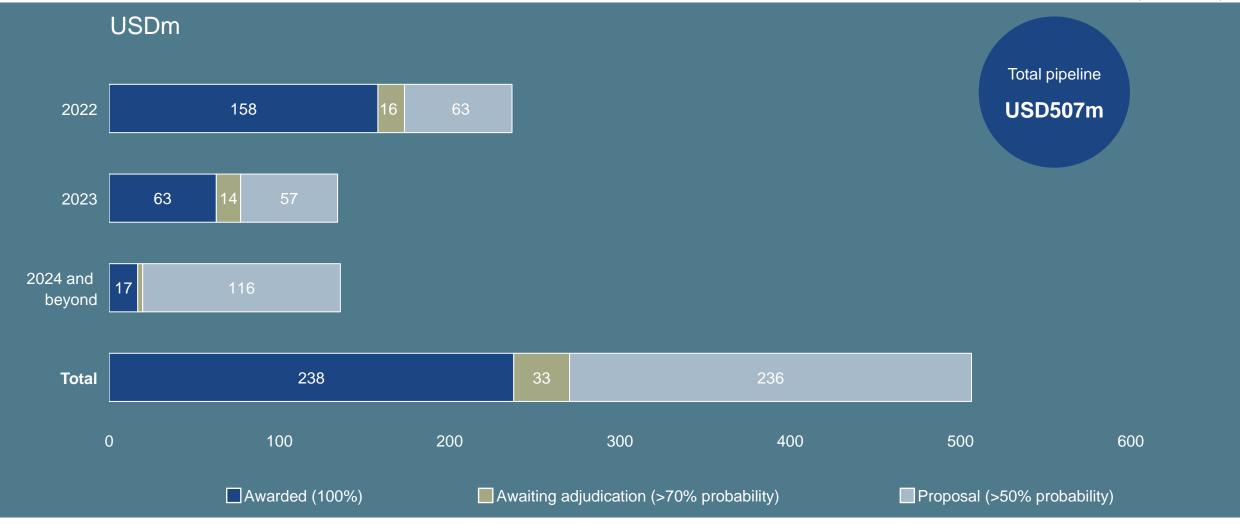


Joint Ventures included



## **PIPELINE**





Joint Ventures included





# FINANCIAL OVERVIEW ANDRÉ VAN DEVENTER, CFO

## HIGHLIGHTS FOR THE PERIOD





USD revenue increased by **40%** 

USD HEPS increased by **396%** 

ZAR HEPS increased by **348%** 

Cash generated from operations amounted to

**USD32.5m** 

Gearing ratio improved to **5.8%** 

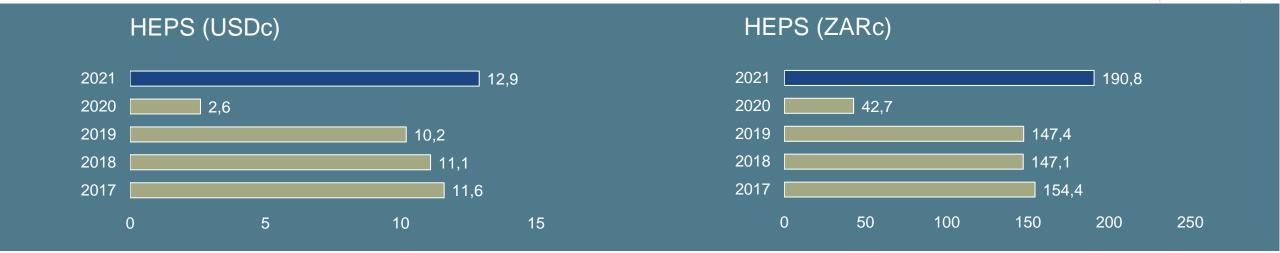
Healthy working capital cycle to support the uptick experienced in the market





## HEADLINE EARNINGS PER SHARE







## **EBITDA**

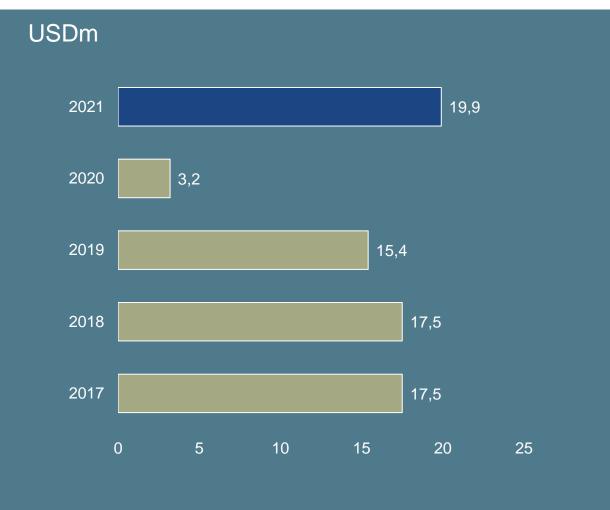






## PROFIT AFTER TAX







# STATEMENT OF FINANCIAL POSITION



	2021	2020	
	USDm	USDm	Comment
Assets			
Total non-current assets	172.8	166.7	Increase in non-current assets of USD28.9m - more details on slide 38
Total current assets	117.3	98.4	Strategically investing in working capital cycle to mitigate supply chain challenges - more details on slide 35
Total assets	290.1	265.1	
Equity			
Equity	176.6	166.4	
Non-controlling interest	9.8	9.7	
Total equity	186.4	176.1	
Liabilities			
Total non-current liabilities	19.6	40.4	Gearing ratio improved to 5.8% and healthy net interest-bearing debt/EBITDA of 0.26
Total current liabilities	84.1	48.6	Full balance outstanding with ABSA Bank reflected as current as at 31 December 2021
Total liabilities	103.7	89.0	
Total equity and liabilities	290.1	265.1	

# STATEMENT OF COMPREHENSIVE INCOME



	2021	2020	
	USDm	USDm	Comment
Revenue	171.8	123.1	Return to pre-Covid-19 conditions
Cost of sales	(123.2)	(95.2)	Aligned with uptick in commodity cycle
Gross profit	48.6	28.0	
Other operating income	6.0	2.9	Improved machine utilisation – especially the larger machines
Other operating expenses	(25.0)	(20.6)	Improved ARPOR for entire fleet
Operating profit	29.7	10.3	Record EBITDA since listing
Investment income	0.5	0.3	Positive contribution from associate and joint venture companies
Finance costs	(2.6)	(3.0)	,
Share of profit/(loss) from equity accounted investment	0.5	(0.2)	
Profit before taxation	28.1	7.5	
Taxation	(8.2)	(4.3)	_
Profit for the year	19.9	3.2	



## IMPACT OF CURRENCY ON PROFIT BEFORE TAXATION





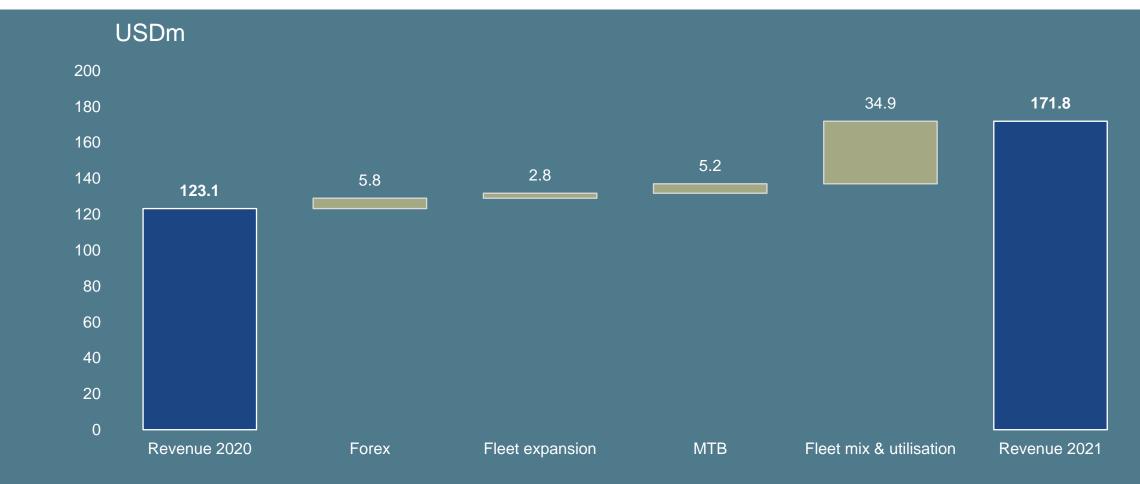
# STATEMENT OF CASH FLOWS



	2021	2020	
	USDm	USDm	Comment
Net cash inflow from operating activities	32.5	25.5	EBITDA cash conversion of 110%
Net cash outflow from investing activities	(24.2)	(9.0)	Investment in property, plant and equipment – USD18.8m
Net cash outflow from financing activities	(10.5)	(10.7)	
Total cash (outflow)/inflow for the period	(2.2)	5.8	Investment in associates and a joint venture – USD6.3m
Cash at the beginning of the period	(1.2)	19.5	Strategically investing in working capital cycle to mitigate supply chain challenges
Effect of exchange rate movement on cash balances	24.8	(0.5)	
Total cash at end of the period	21.4	24.8	Repayment of interest-bearing debt – USD9.8m

## REVENUE WATERFALL BREAKDOWN





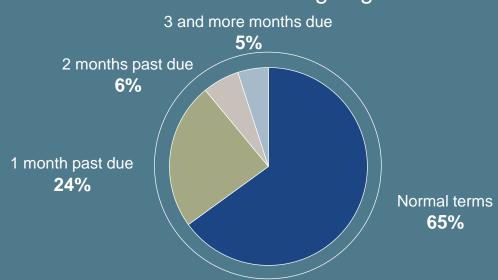


## WORKING CAPITAL BREAKDOWN



USDm	2021	2020	Movement
Inventory	33.6	24.6	9.0
Trade and other receivables	54.5	43.8	10.7
Trade and other payables	35.5	26.9	8.6

#### Trade receivable ageing



# **BALANCE SHEET RATIOS**



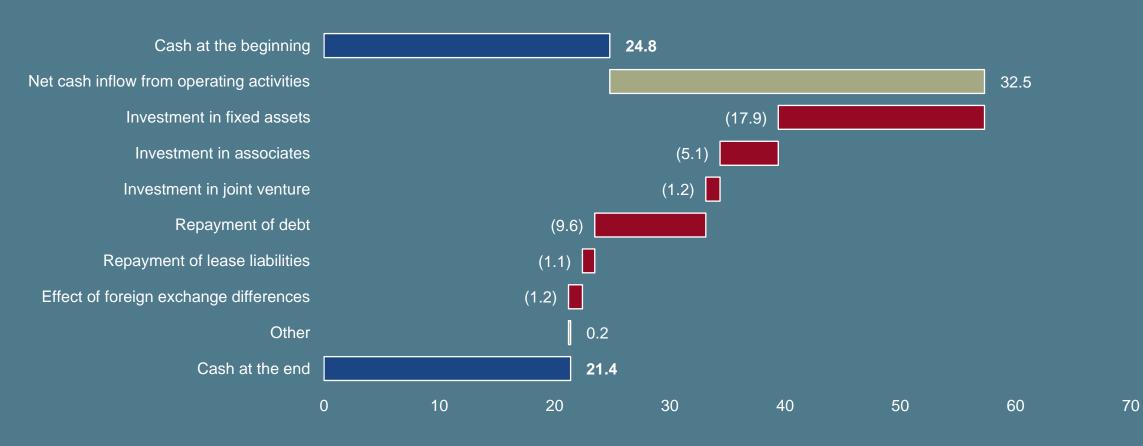
	2021	2020	2019
Return on capital employed (EBITDA)	18.9%	9.1%	12.9%
Return on capital employed (EBIT)	13.4%	5.7%	9.7%
Working capital ratio (days)	103.7	123.2	127.2
Gearing ratio (debt/equity)	5.8%	10.3%	22.5%



#### **CASHFLOW WATERFALL**

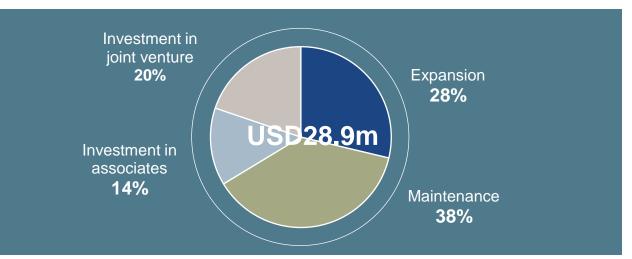


#### USDm



## **CAPITAL SPEND**





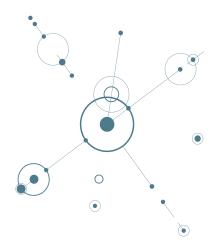
	2021
Land and buildings	1%
Plant and machinery	60%
Motor vehicles	4%
Software licence agreements	1%
Investment in associates	14%
Investment in joint venture	20%





#### **OVERVIEW**







Healthy pipeline



Continued focus on working capital management



Continued focus on geographical expansion



Increased diversification

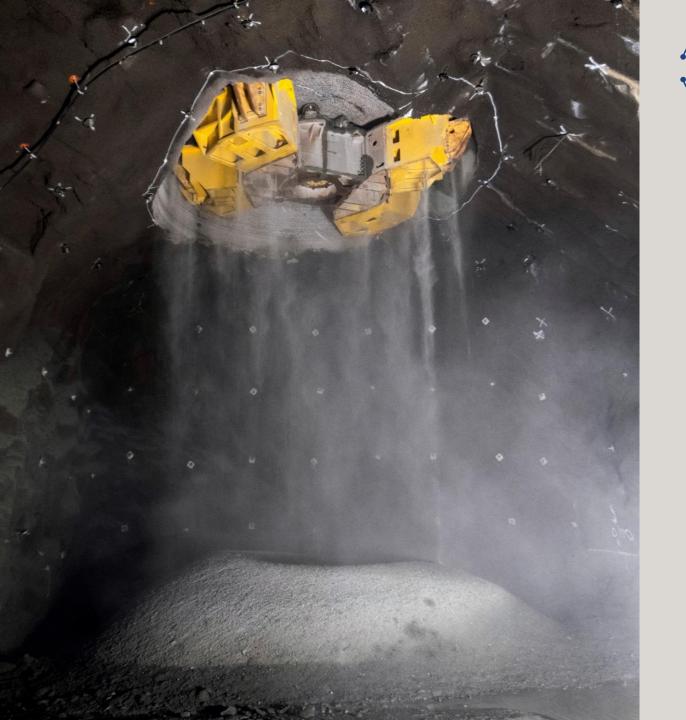


Technology development to remain relevant



Remain vigilant to address future challenges and economic ramp up







**CLOSING AND Q&A** 

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#### CORPORATE INFORMATION



#### MASTER DRILLING GROUP LIMITED

Registration number: 2011/008265/06 Incorporated in the Republic of South Africa

JSE share code: MDI ISIN: ZAE000171948

#### REGISTERED AND CORPORATE OFFICE

4 Bosman Street PO Box 902 Fochville, 2515 South Africa

#### **DIRECTORS**

#### **Executive**

Daniël (Danie) Coenraad Pretorius André Jean van Deventer Barend Jacobus (Koos) Jordaan Gareth (Gary) Robert Sheppard

#### Non-executive

Hendrik (Hennie) Roux van der Merwe Andries Willem Brink Akhter Alli Deshmukh Hendrik Johannes Faul Mamokete Ramathe Shane Trevor Ferguson Chief executive officer and founder Financial director and chief financial officer Executive director Chief operating officer

Chairman and independent non-executive Independent non-executive Independent non-executive Independent non-executive Independent non-executive Independent non-executive Non-executive

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#### **INDEPENDENT AUDITORS**

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#### SHARE TRANSFER SECRETARIES

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