

Babylon Pump & Power Limited



2020 AGM Presentation
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ASX: BPP



BABYLON
PUMP & POWER LTD

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A Rapidly Growing Specialist Mining Services Provider



Babylon Pump & Power Limited (“Babylon”) (ASX:BPP) was established in February 2017 and listed on the ASX in January 2018

For FY20 Babylon reported revenue of c\$17.2M up 49% over the previous year and EBITDA of c\$1.1M up 864% over the previous year

Babylon is operating a bespoke business model focusing on two complementary areas in high demand in the resources sector:

Specialty Rental

- Rental of specialty diesel driven pumping and power generation equipment
 - Portable diesel generators up to 1.25MW capable of being synchronized for larger power requirements
 - Pumps up to 1200hp with advanced control systems for remote monitoring and operation

Diesel Maintenance

- Maintenance and rebuild services for large diesel engines and heavy components
- Specialist in Caterpillar and Cummins large diesel engines

As part of the Company’s growth strategy, Babylon continues to evaluate opportunities for acquisition while focusing on responsible organic growth in both areas of operation

Corporate Snapshot

FY20 Financial Performance – Summary Financials	FY20 (\$)	FY19 (\$)
Revenue	17,199,633	11,509,158
Reported EBITDA	1,059,070	109,914
Net Operating Cashflow	906,478	(1,373,210)

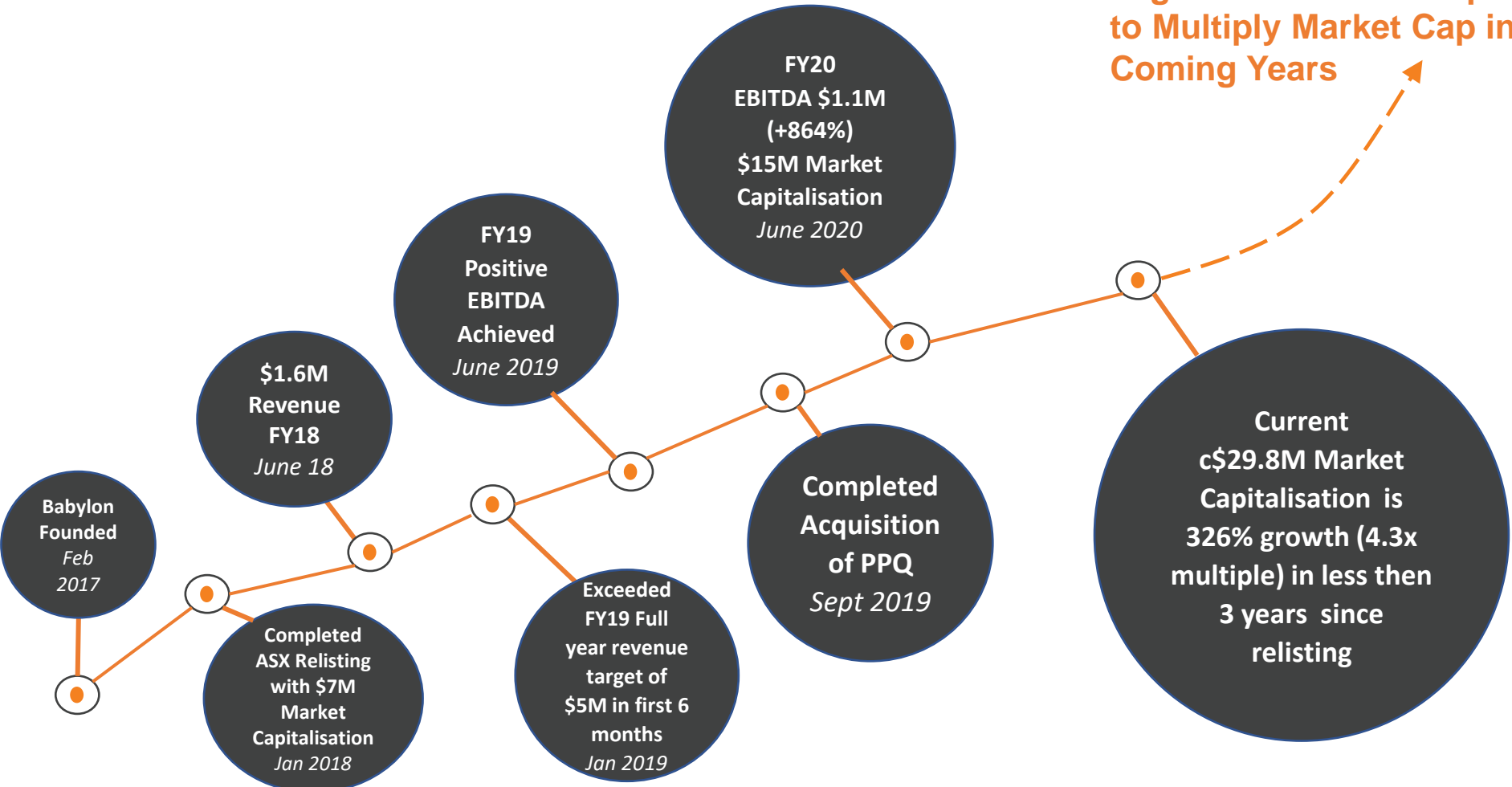
FY20 Summary Financials
EBITDA \$1.1 million (+864% change)
Net Operating Cashflow \$0.9 million (+166% change)
Net Tangible Assets \$6.0 million (+328% change)

ASX Code: BPP (current)	
Ordinary Shares	851,519,776
Market cap (@ 3.5 cents)	\$29.8m
Average Monthly Volume (shares)	11.4m
Trading Range since Listing (cents)	1.3 – 3.8
Top 20 Holdings	58%

Directors & Senior Management	
Michael Shelby	Executive Chairman
Patrick Maingard	Executive Director
Michael Kenyon	Non Exec. Director and Company Secretary
Geoff Lord	Strategic Advisor to the Board
Mark Lagemann	Operations Manager
Alan Ings	Chief Financial Officer
Substantial Shareholders	
G & N Lord Superannuation Pty Ltd / Geoff Lord	
FGI Holdings Pty Ltd	

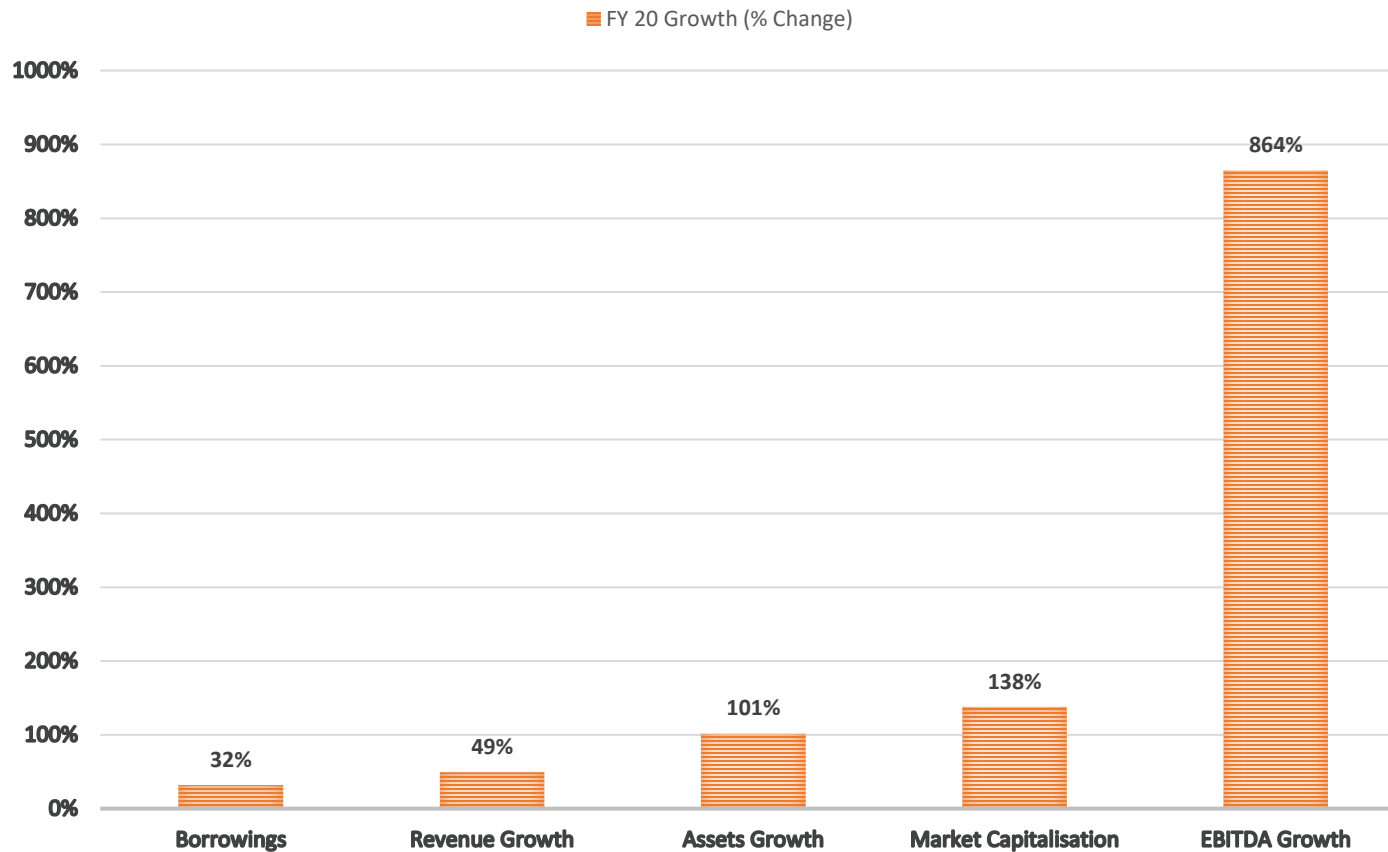
BPP Journey - Significant Milestones

Organic Growth & Acquisitions
to Multiply Market Cap in
Coming Years

BPP Positive Growth Trajectory

FY20 KEY GROWTH MEASURES



Operations Update

Primepower Queensland Growth Opportunities

- Record revenue and throughput achieved during period of COVID restrictions
- Continuing investment to increase workshop capacity
- Early stages of working through core engine inventory to increase service exchange capability
- Increasing tradesmen headcount to support high demand for services – developing younger workers
- Proposals for major rental opportunities outstanding to impact late FY21 and onwards
- Easing of COVID restrictions will allow for pursuit of more rental opportunities from Mackay base

Babylon Operations Growth Opportunities

- Recruitment of experienced sales team in FY21 to develop rental and diesel maintenance opportunities
- Expansion of rental fleet with strategic acquisition of assets in October 2020
- Component rebuild work increasing tempo of cash cycle whilst maintaining margins
- Site services to increase in support of engine rebuild works
- Repeat orders from Tier 1 clients underpin workshop capacity and provide evidence of quality of offering whilst client list grows to include Alcoa, Citic Pacific and other major equipment owners
- Constant evaluation of acquisition opportunities to support specialty rental growth

BPP Platform for Growth

Geographic coverage – base of operations in WA and QLD cover major resource markets

Blue-chip client base – currently have “foot in the door” working direct for major resource producers and top tier service companies

Broad commodity exposure – currently operating in iron, gold, nickel, coal and oil & gas markets

Technical rebuild expertise – decades of technical experience with both Caterpillar and Cummins platforms with ability to offer services on both coasts

Divisional growth – proven success adding specialty rental to maintenance services clients and maintenance services to rental clients

Purchasing power and contract synergies – growing scale to warrant bulk ordering to achieve efficiencies and increase margins

Low corporate overhead – significantly increased scale of operations without any increase in corporate overhead (3-person board + 1 full time corporate employee)

Supportive shareholder base – shareholders have supported through convertible loans and share purchase plans

Thank You Q&A

