

#### **Investor Presentation**

December 2024



**QUALITY - SAFETY - RESULTS** 

# **Forward-Looking Statements**



This presentation includes certain information that may constitute "forward-looking information" under applicable Canadian securities legislation. All statements, other than statements of historical facts, included in this presentation that address future events, developments, or performance that the Company expects to occur (including management's expectations regarding the Company's objectives, strategies, financial condition, results of operations, cash flows and businesses) are forward-looking statements. Forward-looking statements are typically identified by future or conditional verbs such as "outlook", "believe", "anticipate", "estimate", "project", "expect", "intend", "plan", and terms and expressions of similar import. All forward-looking information in this presentation is qualified by this cautionary note.

Forward-looking information is necessarily based upon various estimates and assumptions including, without limitation, the expectations and beliefs of management related to the factors set forth below. While these factors and assumptions are considered reasonable by the Company as at the date of this document in light of management's experience and perception of current conditions and expected developments, these statements are inherently subject to significant business, economic and competitive uncertainties and contingencies. Known and unknown factors could cause actual results to differ materially from those projected in the forward-looking statements and undue reliance should not be placed on such statements and information.

Such forward-looking statements are subject to a number of risks and uncertainties that include, but are not limited to: the level of activity in the mining industry and the demand for the Company's services; competitive pressures; global and local political and economic environments and conditions; the level of funding for the Company's clients (particularly for junior mining companies); the Company's dependence on key customers; the integration of business acquisitions and the realization of the intended benefits of such acquisitions; efficient management of the Company's growth; exposure to currency movements (which can affect the Company's revenue in Canadian dollars); currency restrictions; safety of the Company's workforce; risks and uncertainties relating to climate change and natural disaster; the geographic distribution of the Company's operations; the impact of operational changes; changes in jurisdictions in which the Company operates (including changes in regulation); failure by counterparties to fulfill contractual obligations; disease outbreak; as well as other risk factors described under "General Risks and Uncertainties" in the Company's MD&A for the year ended April 30, 2024, available on the SEDAR+ website at <u>www.sedarplus.ca</u>. Should one or more risk, uncertainty, contingency, or other factor materialize or should any factor or assumption prove incorrect, actual results could vary materially from those expressed or implied in the forward-looking information.

Forward-looking statements made in this document are made as of the date of this document and the Company disclaims any intention and assumes no obligation to update any forward-looking statement, even if new information becomes available, as a result of future events, or for any other reasons, except as required by applicable securities laws.

# **Major Drilling: Company Overview**



#### - FUNDAMENTALS

- Leading provider of specialized drilling services to the mining industry, registered in over 20 countries, with a fleet of approx. 700 drills.
- Diversified portfolio of senior customers across North and South America, Asia, Africa, Australia, and Europe.
- Extremely well positioned for expected multiyear drilling upcycle led by higher gold and copper prices.
- TSX: MDI 52 Week Range: \$6.98 - \$10.39 Market Cap: ~\$730M Shares Outstanding: 81.8M 90 Day Avg. Trading Vol.: 92.3K

REGISTERED IN OVER ACROSS  $20^{(3)}$ COUNTRIES CONTINENTS >5,400<sup>(3)</sup>
COUNTRIES  $\sim$ 702<sup>(3)</sup>
EMPLOYEES DRILLS

copper prices. Q2 2025 HIGHLIGHTS \$189.3 GROSS REVENUE (M) 30.59%
BITDA<sup>1</sup> (M)
BITCASH (M)

3- Reflective of Expomin acquisition.

### **Investment Proposition**

**Specialized** 

**Operations** 

#### MAJOR Drilling

#### Ideally positioned to capture the mining upturn

- Significant barriers to entry met with right experience & modern fleet
- Operating in **challenging environments** where largest new discoveries likely found
- Leverage to multi-year exploration cycle, Au/Cu supply deficit provides opportunity
  Highly correlated to gold and copper with 64% of revenue derived from those commodities
- Contractor of choice, 88% of customers are senior/intermediate producers
- Strong relationships with largest mining companies worldwide
- Balance Sheet Sustainability

**Experienced** 

**Diversified**, Quality

**Customer Base** 

**Aligned To** 

Market

- Best capitalized drilling company in the mining sector
- Healthy balance sheet with strong cash flow generation ensures flexibility & resilience
- Management holds >1,000 years of combined experience & expertise
- **Management** History of **successful growth through M&A** and international diversification

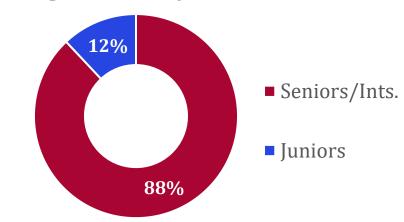
# **Diversified, Sustainable Revenue Sources**



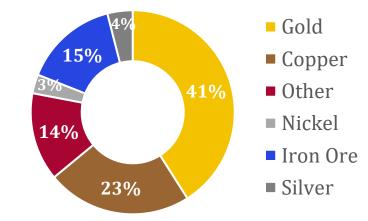
- Broad range of services, customers and leverage to premium commodities ensures sustainable revenue sources
- Major Drilling has historically been driven by a gold customer base, but the emergence of the battery metal demand has shifted the business mix.
- Similarly, MDI's broad range of capabilities ensure diversity of operations and revenue streams across project types.
- Customers are primarily well-funded senior & intermediate mining companies.
- Balance of operational revenue sources provides:
  - Stability of revenue through cycles.
  - Focus in markets with enhanced earnings potential.



#### **Drilling Revenue by Customer**







### **Contractor of Choice**



#### > Providing repeat services to the highest quality, investment grade customers

- Diversified repeat customer base with low turnover.
- Many larger customers consist of multiple 'independent' regional subsidiaries/projects.
- 88% of Major Drilling revenue is sourced from operations for senior and intermediate mining companies.

### **TOP CUSTOMERS**

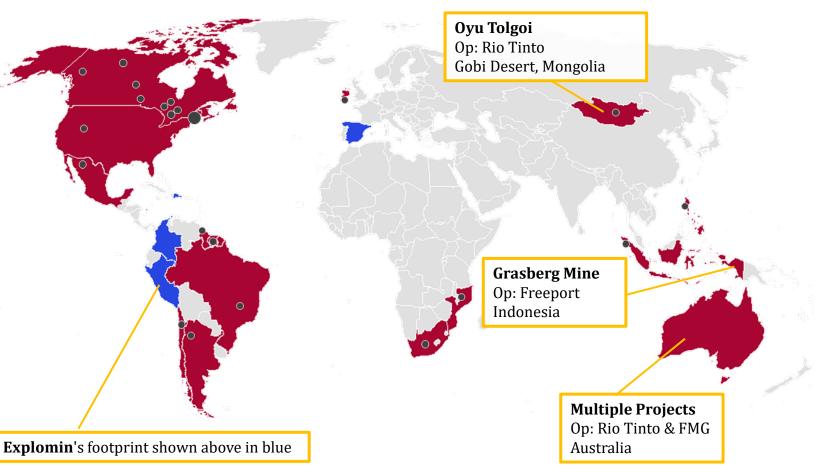


#### QUALITY - SAFETY - RESULTS

# **Operational Diversification**

### > Diversified operations spread globally in highest-return regions

- Registered in over 20 countries across 6 continents.
- MDI's operations and customers provide protection against market volatility through diversification.
- Global diversification provides opportunity to adjust exposure levels as markets change:
  - Ability to quickly mobilize a project for our top customers.
  - Decrease risk from single region issues.





MAJOR Drilling

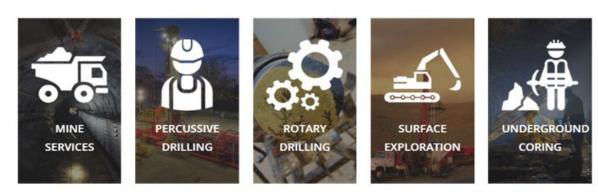
# **Specialized Drilling**

#### Surpassing customer expectations, industry leader in operational excellence and on-site safety

- Specialized drilling services have significant barriers to entry, focus on areas more difficult to access.
- Examples include:
  - Deep hole drilling
  - Arctic drilling
  - Helicopter portability
  - High altitude drilling
  - Remote locations
  - Top safety requirements











#### **OUALITY - SAFETY - RESULTS**

2009

Source - Company reports, TD Securities, Inc.

2010

Average Reserve Price

2011

2012

2013

2014

Gold Reserves (mm oz)

2015

\$563/oz \$711/oz \$818/oz \$968/oz \$1,186/oz \$1,361/oz \$1,214/oz \$1,204/oz \$1,118/oz \$1,124/oz \$1,197/oz \$1,198/oz \$1,223/oz \$1,224/oz \$1,247/oz \$1,2

2016

2017

2018

——Average Gold Grade (g/t)

2019

2020

2021

2022

600.000

500.000

400.000

300,000

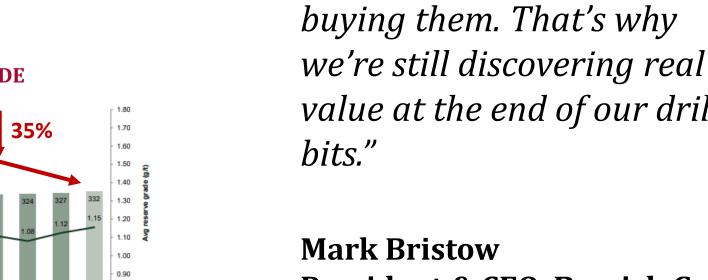
200.000

100,000

## **Gold Reserves Need to be Replenished**

- Senior gold companies generating strong cash flows, however, gold reserves declining due to lack of material exploration.
- Prioritizing value-adding grassroots exploration and • development programs.
- New reserves likely to be found in areas more difficult to ٠ access requiring specialized drilling.

LARGE CAP TOTAL GOLD **RESERVES & AVERAGE GRADE** 



value at the end of our drill

"While we look closely at all

new business opportunities,

ounces is always better than

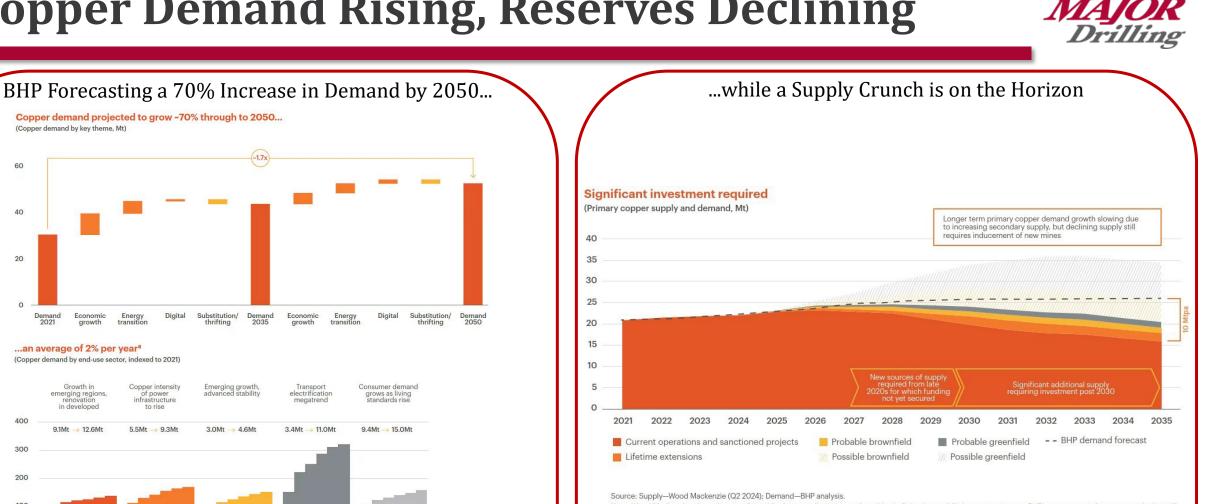
we believe finding our

**President & CEO, Barrick Gold** 



# **Copper Demand Rising, Reserves Declining**

2021-2050 CAGR



Note: Wood Mackenzie mine volumes adjusted for forecast disruption and smelting/refining losses. Lifetime extensions are BHP's assessment of current supply that will require significant "expansion capex" to maintain production levels (normally counted in Wood Mackenzie's Current Operations). Probable projects are those that are not considered sufficiently imminent and advanced to include in the base case. Possible projects have more significant risks associated with their development, resulting in longer lead times.

Source - BHP (https://www.bhp.com/-/media/project/bhp1ip/bhp-com-en/documents/news/2024/240930 bhpinsights howcopperwillshapeourfuture.pdf)

2021

Consumer/Other

-

x-axis scale

2050

Copper demand projected to grow ~70% through to 2050 ...

Energy

transition

Digital

Copper intensity

of power

infrastructure

to rise

5.5Mt -> 9.3Mt

Power infrastructure

Note: CAGR - compound annual growth rate. Source: BHP analysis

Economic

growth

... an average of 2% per year<sup>8</sup> (Copper demand by end-use sector, indexed to 2021)

Growth in

emerging regions

renovatio

in developed

9.1Mt -> 12.6Mt

Construction

(1) dr.

~1.7x

Demand

2035

Economic

growth

Transport

electrification

megatrend

3.4Mt -> 11.0Mt

Transport

1 (1)

Substitution/

thrifting

Emerging growth,

advanced stabilit

 $3.0Mt \rightarrow 4.6Mt$ 

Capital goods

Theme

(Copper demand by key theme, Mt)

60

40

20

0

400

300

200

100

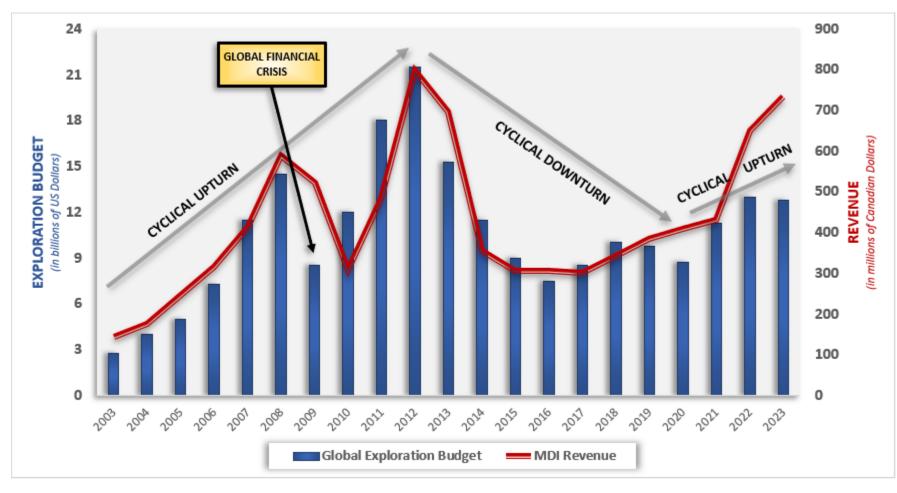
Demand

2021

# **Upcycle Unfolding like Previous One...**



#### Industry backdrop mirrors early 2000's upcycle



<sup>•</sup> Only at 60% of peak exploration.

- Excluding inflation, at same level of efforts as 2006.
- Industry still in discovery phase, with intense infill drilling needed to develop new mines.
- New deposits will come from complex drilling solutions, i.e. more specialized projects.

Source: S&P Global Market Intelligence

# **Upcycle Unfolding like Previous One...**



Last cycle escalation

1998-2004	2004	2005	2006	2007-2012
6-year lack of exploration	Senior gold companies increase exploration to address dwindling reserves	Junior gold financing available; increased drilling campaigns	Increased copper and base metal budgets to respond to China demand	Extensive definition drilling campaigns to build reserves by both gold and base metal companies

Where we are today

2013-2019	2020	2021	2022-2023	2024+
6-year lack of exploration	Senior gold companies increase exploration to address dwindling reserves	Junior gold financing available; increased drilling campaigns	Increased copper and base metal budgets to respond to electrification to replace fossil fuels	Extensive definition drilling campaigns to build reserves by both gold and base metal companies?

# ...and MDI is Optimally Positioned



#### > What's different for Major Drilling this time?

#### *2002*

- \$28M net debt, \$2M EBITDA and \$0 to invest.
- Minimal capex spent through downturn and fleet not maintained due to cash restraints.
- Minimal inventory levels on hand and subject to supplier constraints.

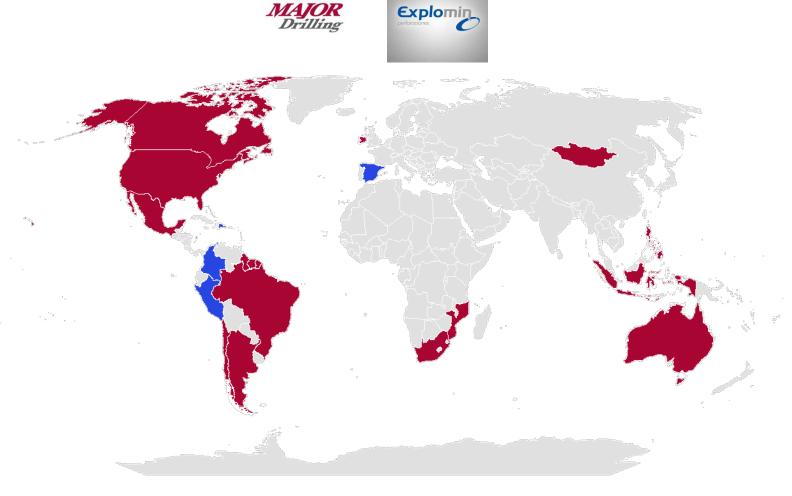
#### Today

- Entered downturn net cash on hand.
- ✓ Invested in fleet during downturn, kept infrastructure in place.
- ✓ Diversified revenue sources from seniors & juniors as well as surface and underground.
- ✓ Operational leverage to drive solid EBITDA growth.
- ✓ Healthy balance sheet to respond to growth opportunities.

# **Strategic Acquisition: Explomin Perforaciones**

- Strong reputation with ~90% of revenue derived from senior mining customers.
- Addition of 92 rigs

   49 underground + 43 surface
- Focus on underground & specialized drilling (high-altitude, deep hole, directional, etc.).
- Expands South American footprint by adding exposure to Peru, Colombia, while also adding the Dominican Republic and Spain.
- Commodity diversification with 40% of revenue from copper and 40% from gold.
- Stable revenue base with 40% coming from underground drilling.





# **Explomin Perforaciones: Financials**



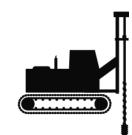
- Over the trailing twelve months (ended October 31, 2024), Explomin generated:
  - $\circ$  Revenue of US\$95M
  - $\circ$  EBITDA of US\$16M
- Purchase price consists of:
  - US\$63M upfront cash payment, funded through balance sheet strength.
  - Earnout payment of up to US\$22M should Explomin average annual EBITDA of US\$21M over a 3-year period.
- Purchase price is on a net-neutral basis (no cash, no debt with working capital adjustments).







#### **Drillside Geosolutions**



Drilling Analytics



Optimizing drill performance and safety by providing real-time data, including the ability to track drill function pressures, water usage, and much more.



Using turn-key data acquisition and interpretation services to meet each project's specific needs and objectives.

Borehole Survey Data





An integrated technology platform offering high-quality core imagery, geologist-centric digital core logging software, and AI tools to automate various logging tasks.



Note: Q2 2025 numbers are pre-Explomin acquisition.

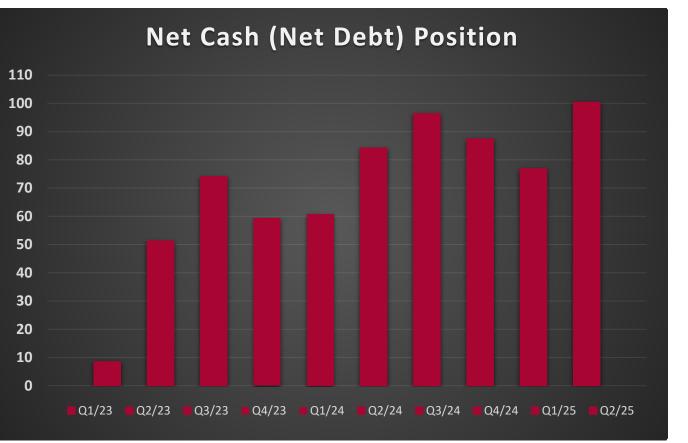
# **Balance Sheet Strength**

#### Clean balance sheet

#### **Robust Liquidity Position**

- Strong cash flow generation.
- No long-term debt.

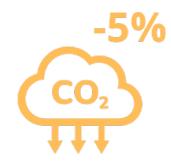
\$200M\$100.4MLIQUIDITYNET CASH POSITION	
Q2 2025	Q1 2025
100.4	85.9
200.0	185.5
100.4	76.9
81.8	81.8
	NET CASH POSITIO         Q2 2025         100.4         200.0         100.4





### **ESG: Culture of Sustainability**





Set a target to **reduce scope 1 and scope 2 GHG emissions by 5% by 2030** 



Launched our Decarbonization Action Plan



Began deploying the **Trailblazer AquaLink Remote Water Pump system** 



72% increase of women in the field during calendar 2023



56% of our Board of Directors was represented by women



Ryan Hanley Director, Corporate Development & IR IR@majordrilling.com

> MAJOR Drilling

7 M



	Q2 2025	Q2 2024
Revenue	\$189.3	\$207.0
Gross Margin	23.4%	25.3%
Adjusted Gross Margin <sup>1</sup>	30.5%	31.0%
General & Administrative Costs	\$18.4	\$17.6
EBITDA <sup>2</sup>	\$38.7	\$43.6
Net Earnings	\$18.2	\$23.7
Earnings per Share	\$0.22	\$0.29

Note - All values in millions \$CAD, except EPS, unless otherwise indicated.

1 - Adjusted gross margin excludes depreciation expense.

2- Earnings before interest, taxes, depreciation, and amortization.



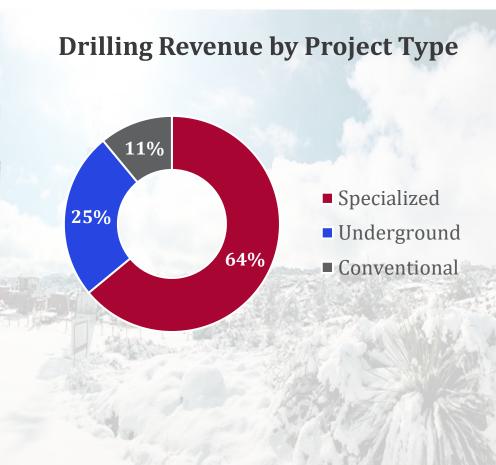
	02 2025	022025
	Q2 2025 # Rigs	Q2 2025 Utilization
Specialized	296	41%
Conventional	119	43%
Underground	195	47%
Total	610	43%

# **Majority of Activity Focused on Specialized**



- > Fleet activity reflects both market dynamics and Major Drilling strategy
- With future deposits coming from areas more difficult to access, there will be an increased need for specialized services in the future.





### **Revenue Breakdown**



#### **Drilling Revenue by Customer**

Seniors and intermediates continued with their expanded exploration.

#### **Drilling Revenue by Commodity**

Historically high % of copper drilling as demand from battery metals drives business.

