



# INTERIM RESULTS H1 2025



The Driller's Choice

# SUMMARY H1 2025

Revenue increased by 9%, driven largely by substantial growth in construction, which has positioned Mincon firmly within this industry throughout all our regions.

- Mining revenue declined as a result of difficult operating conditions in the African and APAC mining industry.
- Margin improvements in the period due to operational reviews, volume increase and supply chain improvements.
- Asset divestments and reduced borrowing improving borrowing/EBITDA ratio to well below 2:1.
- As inflation and interest rates ease, increased large construction activity is expected in H2 2025, with Mincon well placed to benefit.

	Total	Continuing Operations		
	H1 2025 €'000	H1 2025 €'000	H1 2024 €'000	Change %
<b>Revenue</b>	<b>74,053</b>	<b>74,048</b>	<b>68,011</b>	<b>9%</b>
<b>Gross Margin</b>	<b>21,983</b>	<b>21,997</b>	<b>17,356</b>	<b>27%</b>
<i>Gross Margin %</i>	<i>30%</i>	<i>30%</i>	<i>26%</i>	
<b>EBITDA</b>	<b>9,618</b>	<b>8,332</b>	<b>4,535</b>	<b>84%</b>
<i>EBITDA %</i>	<i>13%</i>	<i>11%</i>	<i>7%</i>	
<b>Operating Profit</b>	<b>5,374</b>	<b>4,088</b>	<b>249</b>	<b>1542%</b>
<i>Operating Profit %</i>	<i>7%</i>	<i>6%</i>	<i>0%</i>	

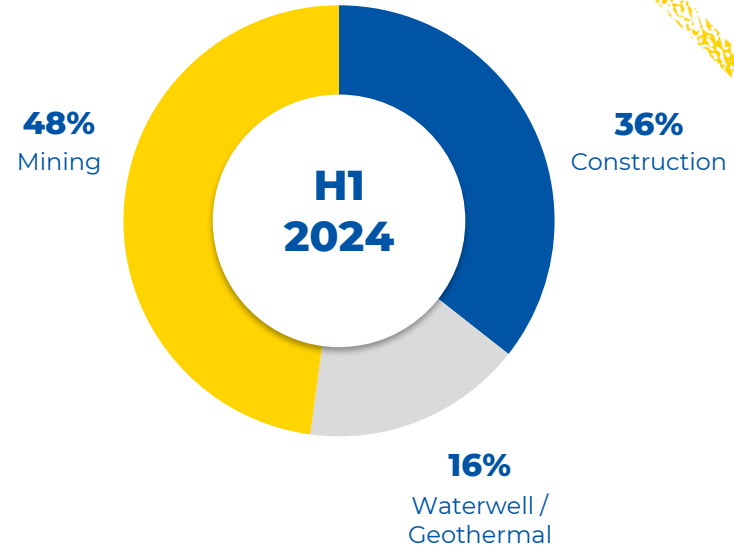
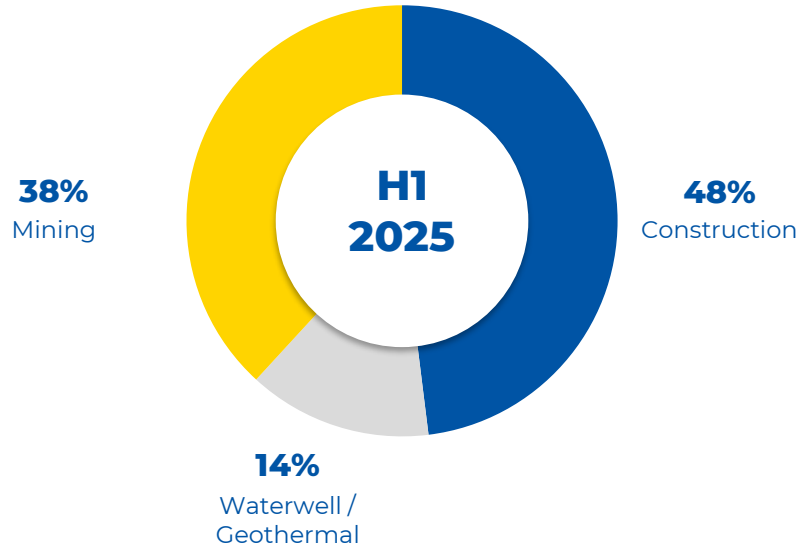
H1 2025

# **BUSINESS REVIEW**



# INDUSTRY SALES ANALYSIS

## REVENUE BY SEGMENT



# CONSTRUCTION SECTOR

## 47% growth in H1 2025 versus H1 2024

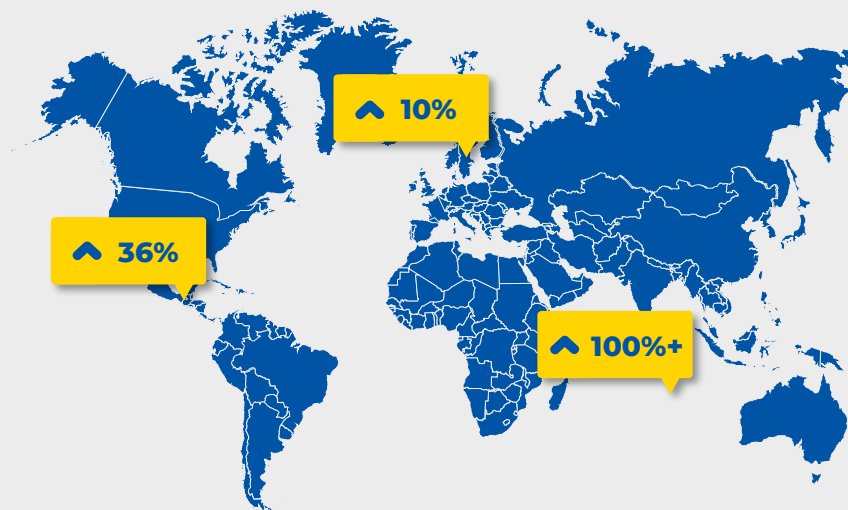
**Our revenue in the industry became more globally diversified as investments were made to secure projects across our Africa and APAC regions.**

We began invoicing construction revenue for two significant projects in Australia during H2 2024, with invoicing completed in the first half of 2025.

The first major port project in Africa was secured and invoiced in Q2 2025, with ongoing support in H2 2025.

Construction revenue in the America's and EME region experienced a recovery in H1 2025, following a contraction in H1 2024 due to elevated interest rates. The recovery was driven by a large number of smaller projects across both regions rather than one off significant construction projects.

### YOY CONSTRUCTION REVENUE CHANGE BY REGION



# MINING SECTOR

## Mining revenue contraction by 13% in H1 2025

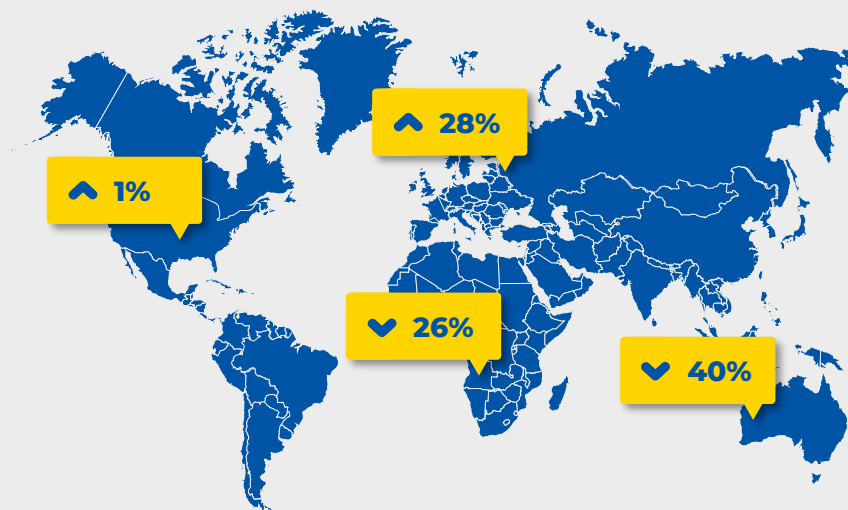
**Our largest mining region, the Americas, experienced flat growth compared to H1 2024. North America grew by 18%, while South America contracted by 29% due to the end of a large low margin Chilean contract in Q2 2024.**

The contraction of mining revenue in the Africa region was due to reduced product supply to certain customers with slower payment histories and a major client transitioning from open-pit to underground mining.

In the APAC region, mining revenue decreased due to heightened competition, a very wet first quarter in Northeast Australia, and reduced exploration drilling activity.

Increased customer activity in the Middle East was the primary factor driving our mining revenue increase in the EME region.

## YOY MINING REVENUE CHANGE BY REGION



# WATERWELL/GEOTHERMAL SECTOR

## Waterwell / Geothermal revenue contracted by 9% in the period

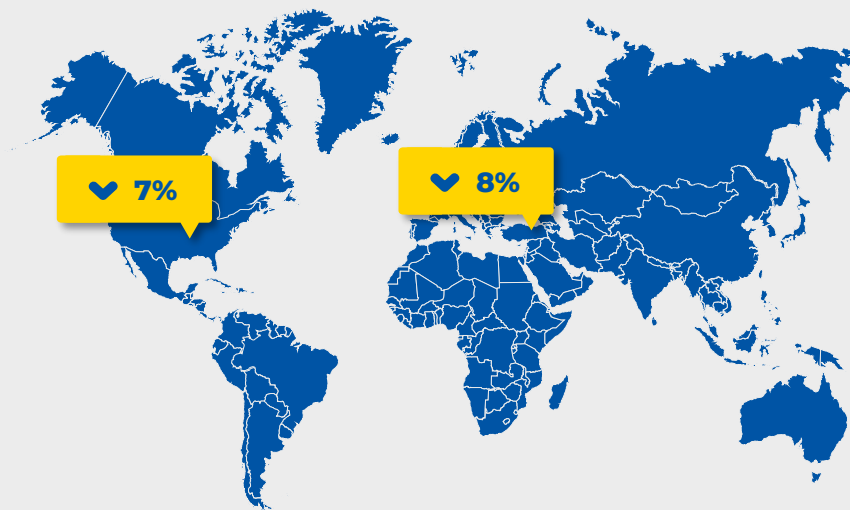
Revenue contraction in the Geothermal/Waterwell industry in the period was primarily driven by the performance of the European market.

This market slowed in Q2 2024, resulting in reduced revenue through the rest of that year, largely attributable to decreased residential and commercial construction activity in Northern Europe, a trend that continued into Q1 2025.

With the reduction in interest rates, geothermal revenue began to recover in Q2 2025.

The waterwell industry in North America has limited growth potential, with fluctuations occurring annually; as a result, we distribute our products through distributors in this industry.

## YOY WATERWELL/GEOTHERMAL REVENUE CHANGE BY REGION



H1 2025

# FINANCIAL PERFORMANCE





# INCOME STATEMENT

Revenue increased by 9%, driven largely by substantial growth in construction, which has positioned Mincon firmly within this industry throughout all our regions.

- A thorough review of operations lead to an improvement in some manufacturing margins, the review is ongoing into H2 2025.
- Expanding the sourcing of raw materials and increasing the outsourcing of more standardised, lower-margin products in specific areas is beginning to improve our profit margins, although efforts in these areas are still ongoing.
- Increases in revenue and volumes from large construction projects in Africa and the APAC regions contributed to the improvement of margins.
- Currency fluctuations impacted the Group's H1 2025 results through an FX loss, primarily because of substantial non-euro balance sheet items from Europe-USA intercompany trade.

	Total	Continuing Operations		
	H1 2025 All Operations	H1 2025	H1 2024 All Operations	Change
	€'000	€'000	€'000	%
Sales Mincon Products	59,825	59,820	54,828	9%
Sales Bought in Products	14,228	14,228	13,183	8%
<b>Revenue</b>	<b>74,053</b>	<b>74,048</b>	<b>68,011</b>	<b>9%</b>
Cost Of Sales	(52,070)	(52,051)	(50,655)	3%
<b>Gross Margin</b>	<b>21,983</b>	<b>21,997</b>	<b>17,356</b>	<b>27%</b>
<i>Total Gross Margin %</i>	30%	30%	26%	
<b>EBITDA</b>	<b>9,618</b>	<b>8,332</b>	<b>4,535</b>	<b>84%</b>
<i>EBITDA %</i>	13%	11%	7%	
Operating Costs	(16,609)	(17,909)	(17,107)	5%
<b>Operating Profit</b>	<b>5,374</b>	<b>4,088</b>	<b>249</b>	<b>1542%</b>
<i>Operating Profit %</i>	7%	6%	0%	
Non-operational Costs	(2,965)	(3,042)	(1,116)	173%
<b>Profit Before Tax</b>	<b>2,409</b>	<b>1,046</b>	<b>(867)</b>	<b>221%</b>
Tax	(704)	(377)	(116)	
<b>Profit After Tax</b>	<b>1,705</b>	<b>669</b>	<b>(983)</b>	<b>168%</b>

# BALANCE SHEET

Reduced investment and the release of certain assets due to outsourcing and the operational review that is continuing in H2 2025.

➤ An investment of €1.8 million to update factory machinery in H1 2025. A similar investment planned for H2 in hammer automation.

➤ Cash of €2.3 million was released into the business in H1 2025 through the sale of capital equipment, including the divestment of the building that previously housed Mincon's carbide manufacturing operations in Sheffield, UK.

➤ New borrowing was less than €0.5 million for PPE, and total borrowing decreased by more than €3.7 million, resulting in a borrowing/EBITDA ratio of well below 2:1.

	H1 2025	FY 2024	Change	Change
Balance Sheet	€'000	€'000	€'000	%
Intangible Assets and Goodwill	38,670	40,099	(1,429)	
Property Plant and Equipment	47,888	50,945	(3,057)	
Other Non-current Assets	2,515	2,547	(32)	
<b>Total Non-current Assets</b>	<b>89,073</b>	<b>93,591</b>	<b>(4,518)</b>	<b>(5%)</b>
Inventory	68,041	67,335	706	
Trade and Other Receivables	26,272	24,480	1,792	
Other Current Assets	10,656	11,009	(353)	
Cash - Current Accounts	11,175	15,027	(3,852)	
<b>Total Current Assets</b>	<b>116,144</b>	<b>117,851</b>	<b>(1,707)</b>	<b>(1%)</b>
<b>Total Assets</b>	<b>205,217</b>	<b>211,442</b>	<b>(6,225)</b>	<b>(3%)</b>
Loans and Borrowings	19,189	23,770	(4,581)	
Other Liabilities	2,590	3,561	(971)	
<b>Total Non-current Liabilities</b>	<b>21,779</b>	<b>27,331</b>	<b>(5,552)</b>	<b>(20%)</b>
Current Liabilities				
Loans and Borrowings	15,342	13,913	1,429	
Trade and Other Payables	11,614	9,170	2,444	
Accrued and Other Liabilities	10,447	8,713	1,734	
<b>Total Current Liabilities</b>	<b>37,403</b>	<b>31,796</b>	<b>5,607</b>	<b>18%</b>
<b>Total Liabilities</b>	<b>59,182</b>	<b>59,127</b>	<b>55</b>	<b>0%</b>
<b>Total Equity</b>	<b>146,035</b>	<b>152,315</b>	<b>(6,280)</b>	<b>(4%)</b>
<b>Total Shareholders' Equity and Liabilities</b>	<b>205,217</b>	<b>211,442</b>	<b>(6,225)</b>	<b>(3%)</b>

# CASH FLOW

Working capital absorbed a significant amount of cash in H1 2025, however this is expected to ease in H2 2025.

- An increase in inventory was partially attributed to higher raw material due new and expanded supply chain.
- During the period, higher inventory levels of Mincon products were manufactured and held in anticipation for significant construction projects in H2 2025.
- Debtors increased mainly due to significant invoicing activity in June 2025 within the construction industry, however a decline in the number of debtor days is expected by year end.
- We used cash from operations to pay a final year dividend for 2024 of €2.2 million in June 2025.

Cashflow	H1 2025	H1 2024	Change
<b>Cash Flows from Operating Activities</b>	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>
<b>Profit/(Loss)</b>	<b>1,705</b>	<b>(983)</b>	
Depreciation and Amortisation	4,244	4,429	
Other Non-cash Movements	2,136	1,092	
<b>Cash from Operating Activities</b>	<b>8,085</b>	<b>4,538</b>	<b>3,548</b>
Changes in Inventories	(4,139)	1,055	
Changes in Trade Receivables	(3,062)	(3,541)	
Changes in Other Assets	(197)	574	
Changes in Trade Payables and Accruals	4,132	2,291	
<b>Cash Generated from Operating Activities</b>	<b>4,819</b>	<b>4,917</b>	<b>(97)</b>
Net Interest	(1,083)	(1,222)	
Taxes (Paid)/Refunded	(1,023)	(1,630)	
<b>Net Cash from Operating Activities</b>	<b>2,713</b>	<b>2,065</b>	<b>649</b>
Purchase/Sale of PPE	545	(2,221)	
Investment in Intangibles	(485)	(303)	
Acquisitions, Current and Historical	(195)	(202)	
<b>Net Cash Used in Investing Activities</b>	<b>(135)</b>	<b>(2,726)</b>	<b>2,591</b>
Dividends Paid	(2,231)	(2,231)	
Loan Facilities (Net)	(3,750)	(1,847)	
<b>Net Cash Provided in Investing Activities</b>	<b>(5,980)</b>	<b>(4,078)</b>	<b>(1,903)</b>
FX Effect on Cash	(450)	25	
Cash at the Beginning of the Period	15,027	20,482	
<b>Cash at the End of the Period</b>	<b>11,175</b>	<b>15,768</b>	<b>(4,593)</b>

H1 2025

# PRODUCT DEVELOPMENT



# GREENHAMMER



**The system is ready to start a year long 24/7 cost per foot on a copper mine drilling contract in Arizona**

- The support and drilling team is in place, and we have a service facility close to the mine.
- A major opportunity due to the critical mass of rigs and copper mines in the area.
- The initial focus on copper mines is timely due to its strategic importance as a resource.

**Remains a transformational opportunity for Mincon as well as the hard rock surface mining industry, especially with regard to reducing industry costs and achieving emissions reduction targets**



# SUBSEA MICROPILE PROJECT

Progress update and presentation at our AGM in May was very well received

- Successful anchor installation in Orkney carried out in April.
- All went according to plan with drilling of 3 micropiles to a depth of 16.5m each carried out on schedule in a single shift.
- Installation carried out with the assistance of the Orkney Harbour Authority and local marine services.
- Subsea Micropiles have secured strategic funding from Scottish National Investment Bank and Marubeni-Itochu Steel Company from Japan.
- This funding is a measure of the strategic National importance of offshore wind in both Countries and a good indication of early stage opportunities.



H1 2025

# OUTLOOK





# OUTLOOK H2 2025

## REVIEW OF OPERATIONS ONGOING INTO H2 2025

- Operational reviews will continue into the second half of the year, with anticipated margin improvements reflecting the positive outcomes achieved in this area.
- By lowering the manufacturing investment through more outsourcing, we anticipate an improved return on capital within the business.
- As inflation decreases and interest rates ease, we anticipate an increase in large construction projects beginning in the second half of 2025, and the relevant Mincon teams are currently engaging in discussions to secure these opportunities.

Any forward-looking statements made in this document represent the Board's best judgment as to what may occur in the future. However, the Group's actual results for the current and future financial periods and corporate developments will depend on a number of economic, competitive and other factors, some of which will be outside the control of the Group. Such factors could cause the Group's actual results for future periods to differ materially from those expressed in any forward-looking statements included in this document.





H1 2025

# Q&A

