

## Quarterly Activities Report

### For the period ending 30 June 2024

#### Financial Highlights:

- Quarterly revenue of \$5.8 million<sup>1</sup> up 10.8% on previous quarter, with underlying EBITDA<sup>2</sup> of \$0.9 million<sup>1</sup> up 21.5% on previous quarter.
- FY24 revenue of \$23.2 million<sup>1</sup> down 12.0% on PCP.
- FY24 Underlying EBITDA<sup>2</sup> of \$3.5 million<sup>1</sup> down 2.8% on PCP.
- Positive operating cashflow of \$1.5 million with cash and cash equivalents of \$4.7 million<sup>1</sup>.

#### Operational Highlights:

- Wubin Emulsion Facility restart completed and in production.
- Ammonium Nitrate (AN) storage and handling revenues committed for 1,500t.
- Western Energetics in commercial discussions for contracted volumes.
- Maglok awarded \$1.3 million Government contract.

**Aquirian Limited (ASX: AQN) ('Aquirian' or 'the Company')** is pleased to report its quarterly activities for the three months ending 30 June 2024.

Total revenue for the period was \$5,791,952<sup>1</sup>, a 15.4% decrease, while underlying EBITDA<sup>2</sup> of \$890,318<sup>1</sup>, was a 15.7% decrease compared to the prior corresponding period (PCP).

Total FY24 revenue was \$23,163,888<sup>1</sup>, a 12.0% decrease, while FY24 underlying EBITDA<sup>2</sup> of \$3,477,951<sup>1</sup> was a 2.8% decrease compared to the PCP.

The underlying financial results exclude the non-cash expense of \$1.3 million<sup>1</sup> related to the strategic review of the Cybem Services business. The Group exited the engineering and heavy vehicle workshops with \$0.8 million<sup>1</sup> for write-down/disposal of parts and equipment, and \$0.5 million<sup>1</sup> is associated with goodwill impairment. The goodwill impairment value sits outside of EBITDA<sup>2</sup>. The non-cash adjustment was advised in the period ending 31<sup>st</sup> March 2024 activity report.

The Company's balance sheet remains strong, with net assets of \$11.4 million<sup>1</sup>.

Operating cash flow of \$1.5 million<sup>1</sup> was consistent with the previous quarter, with the Company's cash and cash equivalents of \$4.7 million<sup>1</sup>. Net debt is \$9.3 million, a reduction of \$0.4 million<sup>1</sup> from the previous quarter.

The quarter's financials were impacted by the strategic decision to exit the Cybem mechanical and engineering workshops, lower underground fleet utilisation and non-restart expenses associated with the Wubin ammonium nitrate emulsion facility.

**Managing Director – Greg Patching commented:**

*"This quarter was significant for Aquirian as we realigned our business to focus on our strategic pillars of energetics and technology. We completed the exit from the engineering and heavy vehicle workshops, which reduced our resource needs and improved our capital management position. A milestone was the safe and successful reactivation of the Wubin Emulsion Facility due to the outstanding work of our quality energetics team. The facility is now generating revenue from our ammonium nitrate storage and handling offerings on time and within budget. The Wubin facility is an integral part of our technology and energetics strategy, bringing us closer to our customers by enabling more predictable and beneficial blast fragmentation outcomes."*

## **Western Energetics**

In the last quarter, our company successfully recommenced the Wubin Emulsion plant ahead of schedule and without any significant hurdles. The facility is currently producing, with commercial discussions ongoing for contract volumes.

We've seen considerable interest in Wubin, with several customers visiting the facility and showing interest in toll manufacturing, product supply, and storage. Logistics providers are also exploring opportunities to use some of our available 150ha land at site.

We also announced that Western Energetics has reached confidential terms for ammonium nitrate (AN) storage and handling with a prominent industry partner for all the available capacity at Wubin. With this agreement in place and the growing interest, Western Energetics has initiated a study to expand Wubin's AN capacity.

The Wubin Western Energetics acquisition is integral to our technology and energetics strategy. It will enable us to offer customers a unique solution for optimising blast holes and blast outcomes, bringing us closer to customers and positioning our business for long-term growth.



(Figure 1: Wubin Emulsion Plant)

### Mining Services:

Overall, the **Mining Services** division had a steady quarter, with the products and technology team delivering another consistent quarter. While the Collar Keeper® System continues to gain traction with customers, we have progressed the development of the manual Collar Keeper® System for Sandvik drill rigs, with trials expected in the coming quarter. The ability to provide our technology to Sandvik drill rigs significantly increases the available market for this unique technology.

The opencut rental fleet continued to be highly utilised. However, demand remained subdued in some underground rental fleets. The Company expects this reduced demand in the underground fleet to continue throughout Q1 FY25.

Maglok was awarded a Government contract (circa \$1.3 million revenue) in the quarter which underpins the order book for FY25.

Energetics storage manufacturing continued to experience strong demand and has a solid order book for Q1 FY25.

The heavy equipment and engineering workshops were exited during the quarter as an outcome of the strategic review. This decision allows us to align capital allocation and resources to our core pillars, Collar Keeper System and Western Energetics. The Company continues to focus on the field service team and growth opportunities.

## People Services

The **People Services** division performed well, with recruitment experiencing increased demand. Labour availability remains the biggest challenge to growth. Training continued to experience a steady demand for classroom activities.

## Corporate

The Company remains in a sound financial position with cash and cash equivalents of \$4.7 million<sup>1</sup>.

Aquirian made operating activity payments of \$161,503 to related parties and their associates during the quarter. These payments relate to the remuneration agreement for the Managing Director, Executive Director, and Non-Executive Directors. In addition, the Company made investing activity payments of \$41,148 to related parties in line with the Executive Director's remuneration agreement concerning the development of the Collar Keeper® System.

-ENDS-

This announcement has been approved for release by the Managing Director of the Company.

### Investor Enquiries

Greg Patching  
Managing Director  
Aquirian Limited  
[greg.patching@aquirian.com](mailto:greg.patching@aquirian.com)  
+61 8 6370 5400

Stephen Moloney  
Corporate Storytime  
[stephen@corporatestorytime.com](mailto:stephen@corporatestorytime.com)  
+61 (0)403 222 052

## About Aquirian

Aquirian is a specialised mining services company that provides drill and blast solutions to mining clients. It offers innovative products and services to optimise blast hole outcomes, improve cost and production efficiencies, and enhance environmental performance.

The Company has a solid national and international presence, with in-house capabilities and extensive relationships developed over many years of working in mining services globally. Western Energetics is a wholly owned subsidiary of Aquirian, with its facility strategically located to provide storage, logistic and energetic solutions to Western Australia's mining industry.

<sup>1</sup> Unaudited financial results

<sup>2</sup> EBITDA refers to earnings before interest, taxation, depreciation, and amortisation costs.

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

AQUIRIAN LIMITED

**ABN**

634 457 506

**Quarter ended ("current quarter")**

30 June 2024

| Consolidated statement of cash flows |                                                       | Current quarter<br>\$A'000 | Year to date<br>(12 months)<br>\$A'000 |
|--------------------------------------|-------------------------------------------------------|----------------------------|----------------------------------------|
| <b>1.</b>                            | <b>Cash flows from operating activities</b>           |                            |                                        |
| 1.1                                  | Receipts from customers                               | 7,148                      | 28,779                                 |
| 1.2                                  | Payments for                                          |                            |                                        |
|                                      | (a) research and development                          | -                          | -                                      |
|                                      | (b) product manufacturing and operating costs         | (3,164)                    | (11,625)                               |
|                                      | (c) advertising and marketing                         | (14)                       | (55)                                   |
|                                      | (d) leased assets                                     | (86)                       | (395)                                  |
|                                      | (e) staff costs                                       | (1,679)                    | (7,971)                                |
|                                      | (f) administration and corporate costs                | (643)                      | (2,060)                                |
| 1.3                                  | Dividends received (see note 3)                       | -                          | -                                      |
| 1.4                                  | Interest received                                     | 1                          | 14                                     |
| 1.5                                  | Interest and other costs of finance paid              | (75)                       | (351)                                  |
| 1.6                                  | Income taxes paid                                     | -                          | 64                                     |
| 1.7                                  | Government grants and tax incentives                  | -                          | -                                      |
| 1.8                                  | Other (provide details if material)                   | -                          | -                                      |
| <b>1.9</b>                           | <b>Net cash from / (used in) operating activities</b> | <b>1,488</b>               | <b>6,400</b>                           |

|            |                                                       |                |                 |
|------------|-------------------------------------------------------|----------------|-----------------|
| <b>2.</b>  | <b>Cash flows from investing activities</b>           |                |                 |
| 2.1        | Payments to acquire or for:                           |                |                 |
|            | (a) entities                                          | -              | -               |
|            | (b) businesses                                        | -              | -               |
|            | (c) property, plant and equipment                     | (637)          | (12,470)        |
|            | (d) investments                                       | -              | -               |
|            | (e) intellectual property                             | (566)          | (1,261)         |
|            | (f) other non-current assets                          | -              | -               |
| 2.2        | Proceeds from disposal of:                            |                |                 |
|            | (a) entities                                          | -              | -               |
|            | (b) businesses                                        | -              | -               |
|            | (c) property, plant and equipment                     | 162            | 1,465           |
|            | (d) investments                                       | -              | -               |
|            | (e) intellectual property                             | -              | -               |
|            | (f) other non-current assets                          | -              | -               |
| 2.3        | Cash flows from loans to other entities               | -              | -               |
| 2.4        | Dividends received (see note 3)                       | -              | -               |
| 2.5        | Other (provide details if material)                   | -              | -               |
| <b>2.6</b> | <b>Net cash from / (used in) investing activities</b> | <b>(1,041)</b> | <b>(12,266)</b> |

|             |                                                                                         |              |              |
|-------------|-----------------------------------------------------------------------------------------|--------------|--------------|
| <b>3.</b>   | <b>Cash flows from financing activities</b>                                             |              |              |
| 3.1         | Proceeds from issues of equity securities (excluding convertible debt securities)       | -            | -            |
| 3.2         | Proceeds from issue of convertible debt securities                                      | -            | -            |
| 3.3         | Proceeds from exercise of options                                                       | -            | -            |
| 3.4         | Transaction costs related to issues of equity securities or convertible debt securities | -            | -            |
| 3.5         | Proceeds from borrowings                                                                | -            | 10,000       |
| 3.6         | Repayment of borrowings                                                                 | (565)        | (2,723)      |
| 3.7         | Transaction costs related to loans and borrowings                                       | -            | -            |
| 3.8         | Dividends paid                                                                          | -            | -            |
| 3.9         | Other (provide details if material)                                                     | -            | -            |
| <b>3.10</b> | <b>Net cash from / (used in) financing activities</b>                                   | <b>(565)</b> | <b>7,277</b> |

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

|            |                                                                              |              |              |
|------------|------------------------------------------------------------------------------|--------------|--------------|
| <b>4.</b>  | <b>Net increase / (decrease) in cash and cash equivalents for the period</b> |              |              |
| 4.1        | Cash and cash equivalents at beginning of period                             | 4,851        | 3,322        |
| 4.2        | Net cash from / (used in) operating activities (item 1.9 above)              | 1,488        | 6,400        |
| 4.3        | Net cash from / (used in) investing activities (item 2.6 above)              | (1,041)      | (12,266)     |
| 4.4        | Net cash from / (used in) financing activities (item 3.10 above)             | (565)        | 7,277        |
| 4.5        | Effect of movement in exchange rates on cash held                            |              |              |
| <b>4.6</b> | <b>Cash and cash equivalents at end of period</b>                            | <b>4,733</b> | <b>4,733</b> |

|            |                                                                                                                                                                             |                                    |                                     |
|------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|-------------------------------------|
| <b>5.</b>  | <b>Reconciliation of cash and cash equivalents</b><br>at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | <b>Current quarter<br/>\$A'000</b> | <b>Previous quarter<br/>\$A'000</b> |
| 5.1        | Bank balances                                                                                                                                                               | 4,733                              | 4,851                               |
| 5.2        | Call deposits                                                                                                                                                               |                                    |                                     |
| 5.3        | Bank overdrafts                                                                                                                                                             |                                    |                                     |
| 5.4        | Other (provide details)                                                                                                                                                     |                                    |                                     |
| <b>5.5</b> | <b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>                                                                                            | <b>4,733</b>                       | <b>4,851</b>                        |

|           |                                                                                         |                                    |
|-----------|-----------------------------------------------------------------------------------------|------------------------------------|
| <b>6.</b> | <b>Payments to related parties of the entity and their associates</b>                   | <b>Current quarter<br/>\$A'000</b> |
| 6.1       | Aggregate amount of payments to related parties and their associates included in item 1 | 162                                |
| 6.2       | Aggregate amount of payments to related parties and their associates included in item 2 | 41                                 |

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                 |                                                    |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------|----------------------------------------------------|
| <b>7.</b><br><b>Financing facilities</b><br><i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i><br><i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>Total facility<br/>amount at quarter<br/>end<br/>\$A'000</b> | <b>Amount drawn at<br/>quarter end<br/>\$A'000</b> |
| 7.1    Loan facilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 20,300                                                          | 14,265                                             |
| 7.2    Credit standby arrangements                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                 |                                                    |
| 7.3    Other (please specify)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                 |                                                    |
| 7.4 <b>Total financing facilities</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 20,300                                                          | 14,265                                             |
| 7.5 <b>Unused financing facilities available at quarter end</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                 | 6,035                                              |
| 7.6    Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                 |                                                    |
| <p>Loan Facilities</p> <ol style="list-style-type: none"> <li>1. A finance facility of \$7.75 million is held with the National Australia Bank and relates to equipment financing at various terms and rates. Terms range up to 60 months and interest rates range from 2.6% - 6.8%. The facility is secured via a registered GSA over the equipment purchased under their relevant agreements, and additionally the Aquirian Group (Group) provides a general security agreement in respect to the Group's existing and future assets.</li> <li>2. A long-term bank loan with the National Australia Bank for the acquisition of the Cybem Mechanical Services business. The loan bears a floating interest rate in line with the business lending rate, plus a margin of 2.15%. The loan is secured by a GSA over the Group's existing and future assets. The loan is repayable in quarterly instalments until it's expiry in April 2027</li> <li>3. A long-term bank loan with the National Australia Bank for the acquisition of the Wubin Ammonium Nitrate Emulsion Facility. The loan bears a floating interest rate in line with the business lending rate, plus a margin of 2.93%. The loan is secured by a GSA over the Group's existing and future assets. The loan is repayable in monthly instalments commencing in September 2024 until it's expiry in August 2031.</li> <li>4. A finance facility of \$0.75 million is held with Toyota Finance Australia and relates to equipment financing at various terms and rates. Terms range up to 60 months. The facility is currently being used for two operating leases. The individual financing agreements are secured against the assets being financed.</li> </ol> |                                                                 |                                                    |
| <b>8.</b><br><b>Estimated cash available for future operating activities</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <b>\$A'000</b>                                                  |                                                    |
| 8.1    Net cash from / (used in) operating activities (item 1.9)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1,488                                                           |                                                    |
| 8.2    Cash and cash equivalents at quarter end (item 4.6)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 4,733                                                           |                                                    |
| 8.3    Unused finance facilities available at quarter end (item 7.5)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 6,035                                                           |                                                    |
| 8.4    Total available funding (item 8.2 + item 8.3)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 10,768                                                          |                                                    |
| 8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | N/A                                                             |                                                    |
| <i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                 |                                                    |

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: N/A

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: .....24<sup>th</sup> July 2024.....

Authorised by: .....By the board.....  
(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.