



Deswik[®]

CORPORATE OVERVIEW



OUR MISSION

**TO BE THE MINING
TECHNOLOGY PARTNER
OF CHOICE GLOBALLY,
BY EMPOWERING MINING
COMPANIES TO OPERATE
MORE EFFICIENTLY
THROUGH INTEGRATED &
INNOVATIVE SOLUTIONS.**

 **Deswik®**

FANATICAL CUSTOMER SERVICE

At Deswik we deliver what we promise. We pride ourselves on creating quality software, delivering a great customer experience, and getting meaningful results. We build lasting relationships with our customers. We are known for our responsiveness and our dedication to solving problems – our customers feel heard and valued.

CONTINUOUS IMPROVEMENT

Continuous improvement is in our DNA – we are always looking for faster and better ways to deliver solutions to our customers that add real value. The strong collaboration between our developers, consultants, customers and partners makes us unique and is key to generating new ideas and improving our software.

FEARLESS INNOVATION

We do things differently and challenge the status quo. We believe anything is possible, we love to push boundaries for ourselves and for our customers. We learn from our mistakes and the mistakes of others. Rather than follow their well-worn path, we experiment, push boundaries, and promote free thinking.

AGILITY

We are flexible and adapt quickly to changes in our industry, markets and customers. We understand that change is inevitable in today's rapidly changing marketplace and we embrace it. Our agile and lean approach to doing business means we are open to new ideas and ways of working, and we can react quickly to new opportunities and changing priorities.



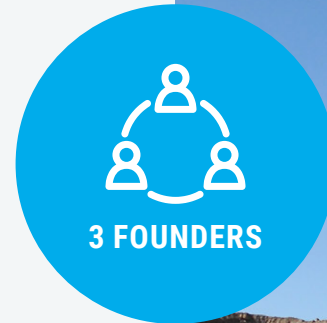
OUR
CORPORATE DNA

OUR STORY

DESWIK WAS CREATED IN 2008, WHEN THE THREE FOUNDERS SET OUT TO EXPAND ON THEIR VISION FOR MINE PLANNING AND SCHEDULING FOR ALL MINING SECTORS.

Deswik is their second successful business, underpinned by the founders' over 60 years of combined experience in mining software development.

In recent years Deswik has expanded internationally, providing quality outcomes for our customers around the world. This tremendous achievement was not simply the result of developing great software. This has been achieved by a culture of continuous improvement, strong reinvestment in our software, passionate and experienced employees, listening to our customers' needs, and engaging in key partnerships across our industry.





EMPLOYEES



OFFICES



**CONSULTANTS
TO DEVELOPERS**

OUR PEOPLE

DESWIK HAS OVER 270 TECHNICAL EXPERTS ACROSS 13 OFFICES WORLDWIDE. ADDITIONALLY WE DRAW ON THE EXPERTISE OF CAREFULLY SELECTED PARTNERS TO PROVIDE OUR CUSTOMERS WITH THE BEST POSSIBLE PRODUCTS AND SERVICES.

Our dedicated team of mining engineers and software developers provide solutions that deliver measurable value to our clients across all mining sectors.

Our strong consultant to developer ratio keeps our software relevant and purpose-driven. We believe our large and highly experienced consulting team is a key differentiator for both our software and services.

OUR OFFICES



NUMBER OF EMPLOYEES

SOFTWARE IS ONLY PART OF THE PUZZLE.

GAINING TRUE VALUE AND MAKING A SOFTWARE INVESTMENT A SUCCESS COMES FROM ENSURING PEOPLE, PROCESSES, AND TECHNOLOGY ARE FULLY ALIGNED AND WORKING TOGETHER AS AN OPTIMIZED SYSTEM.



TECHNOLOGY

Software products for mining engineers, geologists and surveyors that span across tech services departments and into operations.



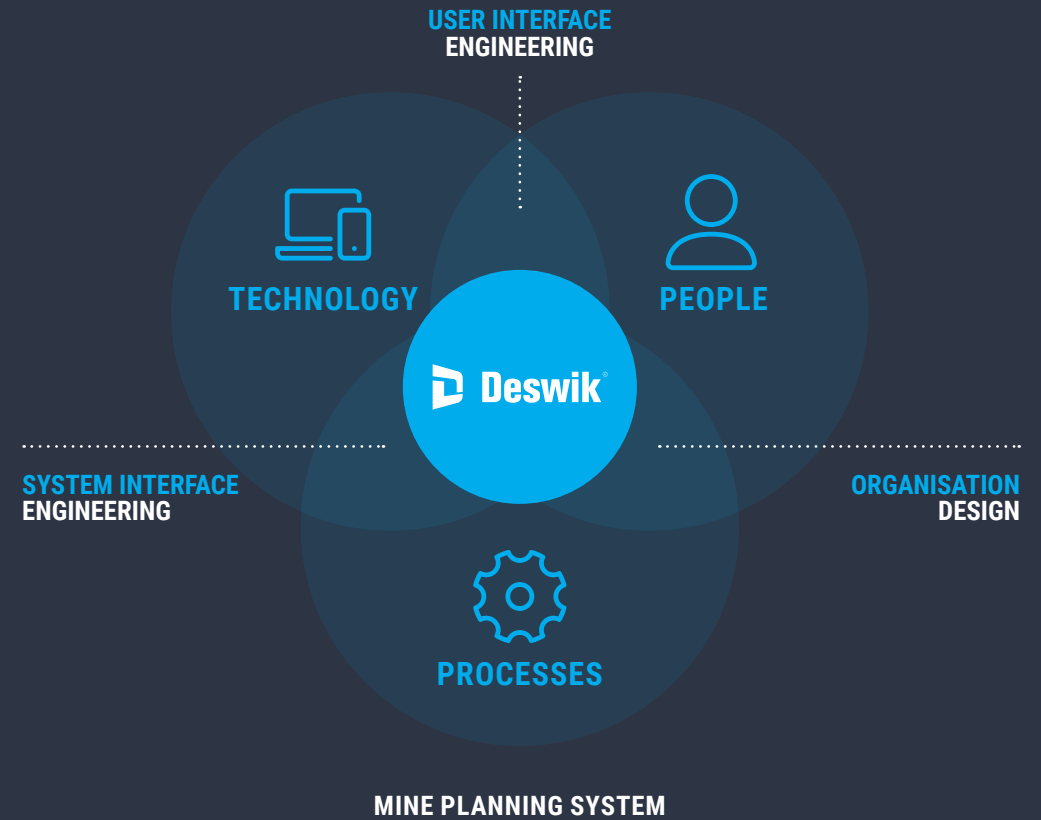
PEOPLE

Over 170 highly experienced engineers to implement and train in our software as well as provide pure consulting services.

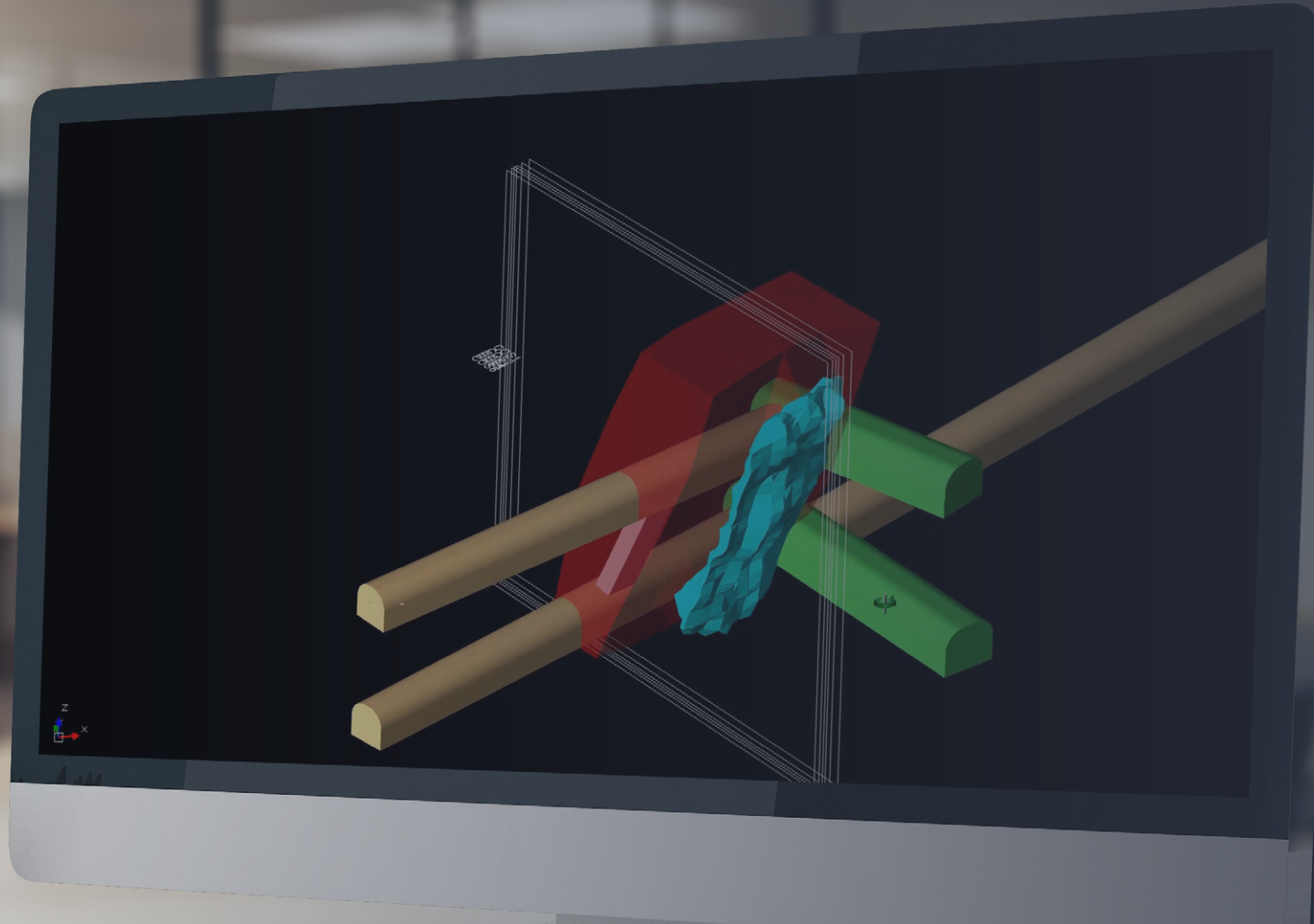


PROCESSES

Processes are naturally changed and optimized during implementation of our software due to reduced number of packages, interfaces and data manipulation. Our team can also advise on best practices and how to streamline processes.



OUR
CAPABILITY
(NOT JUST A SOFTWARE PROVIDER)



OUR
SOFTWARE



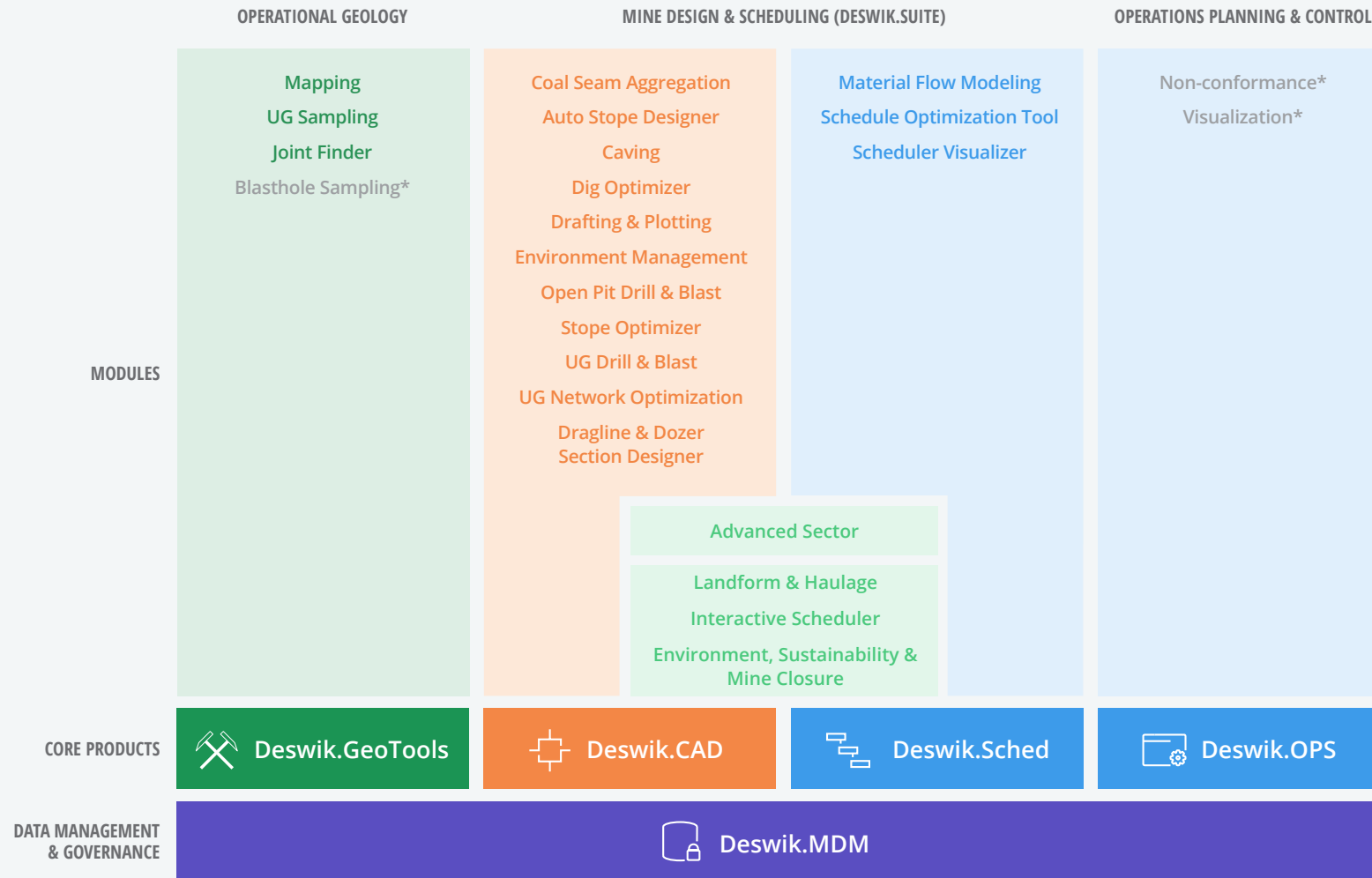
AN INTEGRATED PLATFORM

**WE DELIVER EFFICIENCY
FOCUSED SOLUTIONS
ACROSS THE MINE
PLANNING VALUE CHAIN
FOR ALL MINING SECTORS:**

- **OPEN PIT METALS**
- **UNDERGROUND METALS**
- **OPEN CUT COAL**
- **UNDERGROUND COAL**
- **BULK MINERALS**

 **Deswik**[®]

AN INTEGRATED PLATFORM ACROSS THE MINE PLANNING VALUE CHAIN

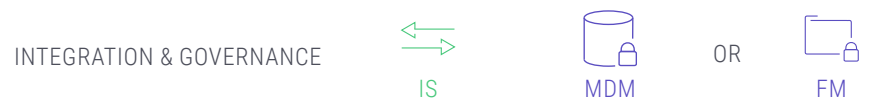
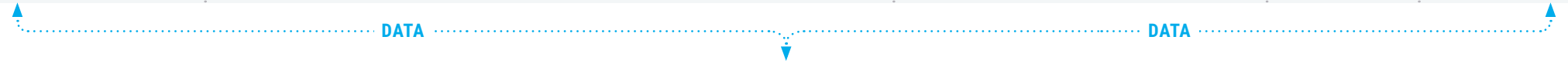


*under development

OPEN PIT METALS • PRODUCT PORTFOLIO

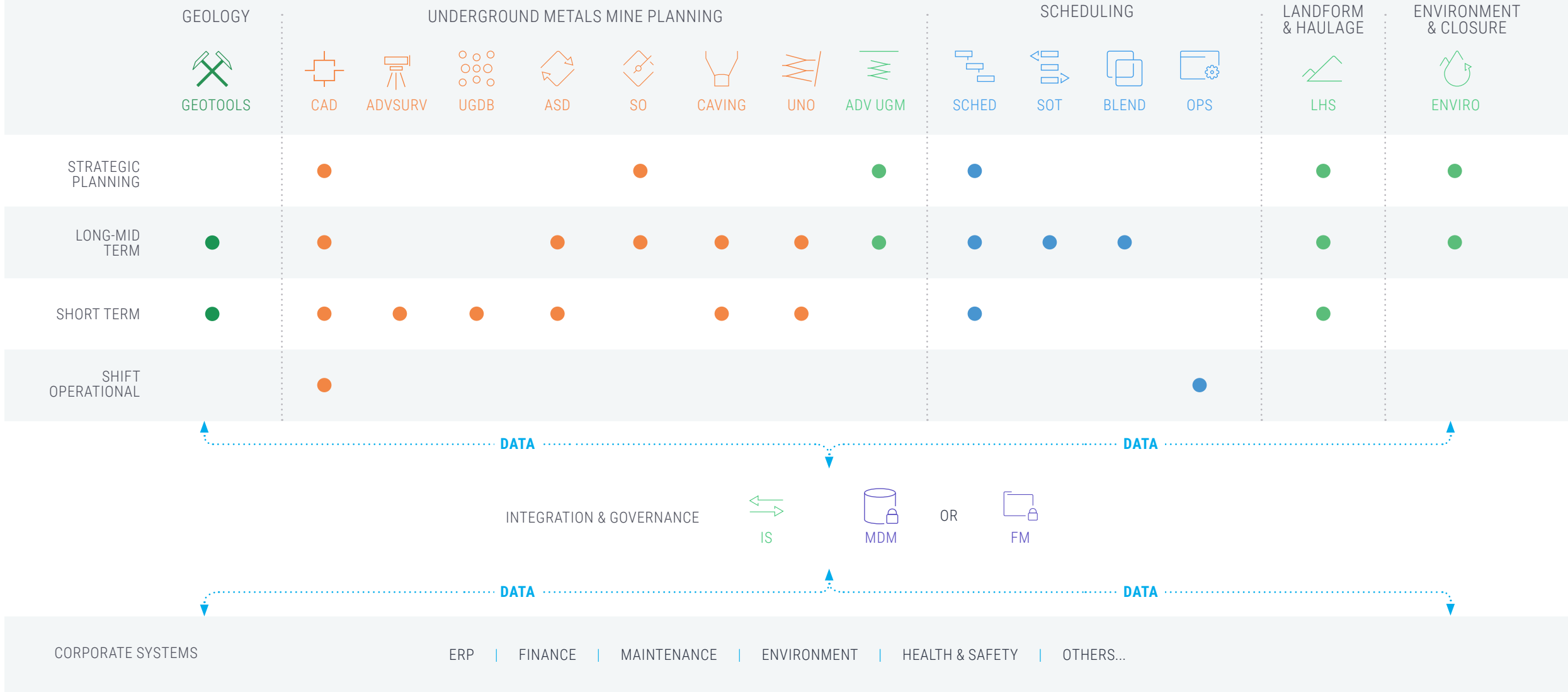


	GEOLOGY GEOTOOLS	OPEN PIT METALS MINE PLANNING					SCHEDULING		LANDFORM & HAULAGE	ENVIRONMENT & CLOSURE
		CAD	DO	OPDB	ADV OPM	OPSTS	SCHED	BLEND	LHS	ENVIRO
STRATEGIC PLANNING		●	●	●	●		●		●	●
LONG-MID TERM	●	●	●	●	●		●	●	●	●
SHORT TERM	●	●	●	●		●	●		●	
SHIFT OPERATIONAL		●				●				

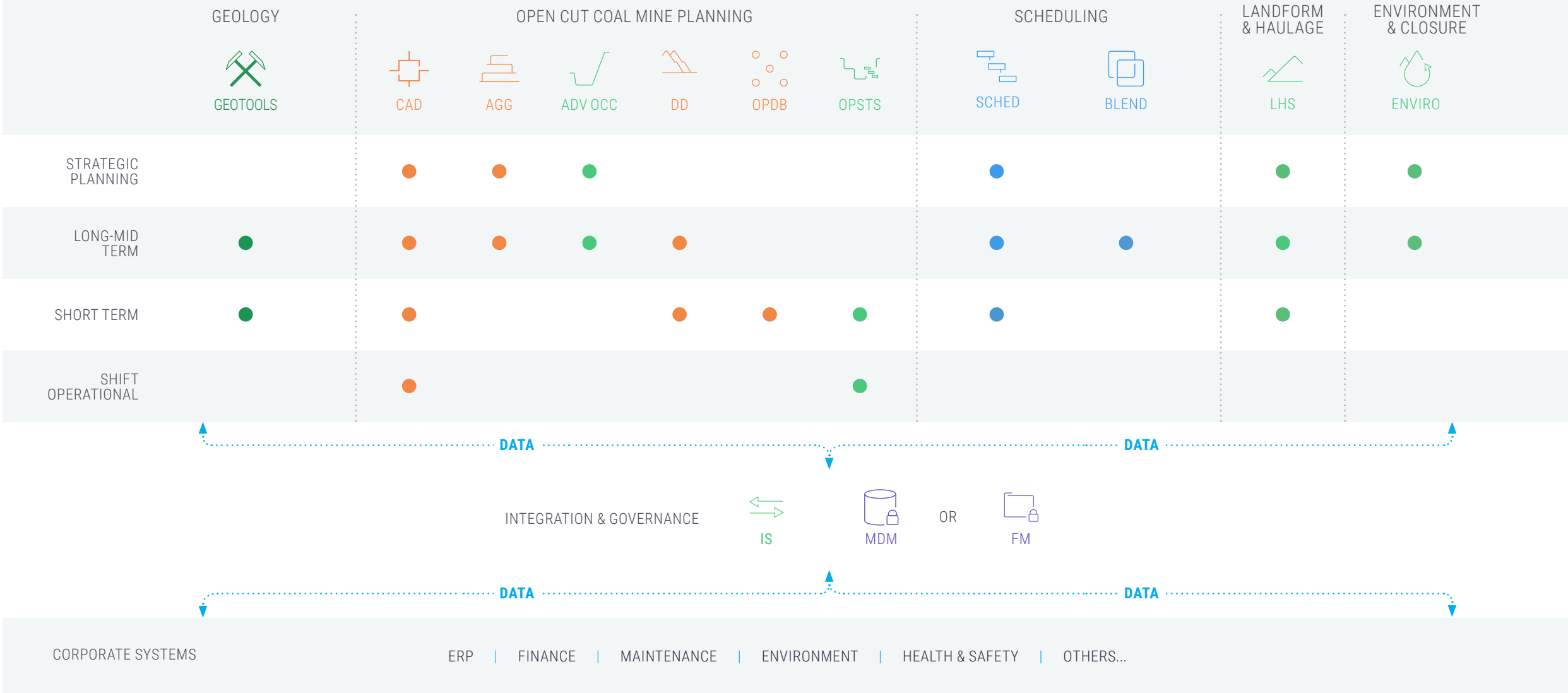


CORPORATE SYSTEMS	ERP	FINANCE	MAINTENANCE	ENVIRONMENT	HEALTH & SAFETY	OTHERS...
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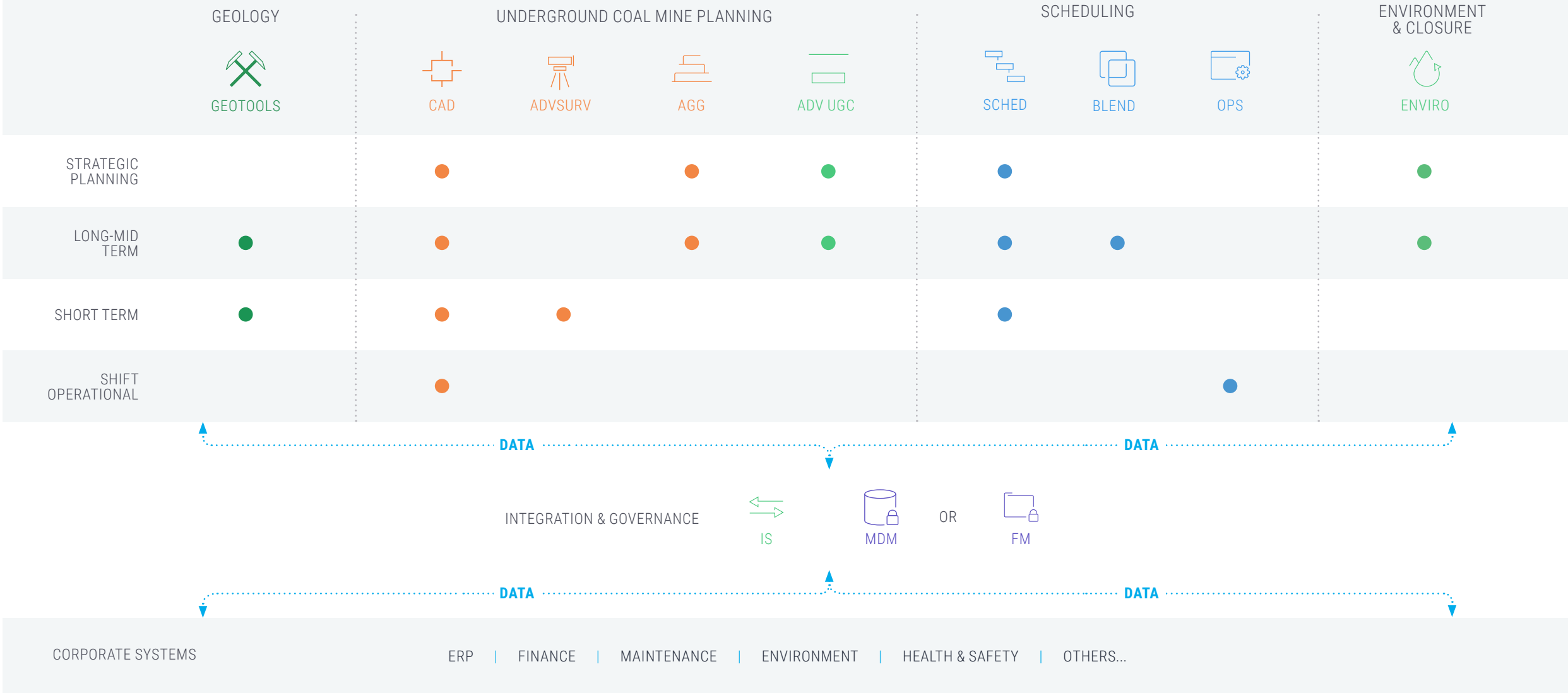
UNDERGROUND METALS • PRODUCT PORTFOLIO



OPEN CUT COAL • PRODUCT PORTFOLIO



UNDERGROUND COAL • PRODUCT PORTFOLIO





STANDARDIZATION

Support open data formats and data sharing within the mining ecosystem, adhere to global mining standards, maintain data integrity.



INTEGRATION

Streamline data & workflows across teams and systems, remove manipulation errors, remove silos, improve collaboration, understand impacts through visualization.



SIMPLIFICATION

Reduce the number of software packages, reduce data exchange & manipulation, remove custom scripting, enable task aggregation and process mapping.



OPTIMIZATION

Provide smart solutions enabling users to rapidly generate and evaluate multiple scenarios based on value.



AUTOMATION

Process data in a systematic way, remove subjectivity, reduce operating costs and scale with demand.

**TO DEVELOP AN INTEGRATED PLATFORM
THAT SUPPORTS MINE DIGITALIZATION
ACROSS ALL PLANNING HORIZONS AND
THE MINING VALUE CHAIN**

**OUR SOFTWARE GUIDING
PRINCIPLES**



WORKING TOWARDS
AN OPEN, INTEGRATED PLATFORM

TECHNOLOGY
PARTNERSHIPS



INDUSTRY
COLLABORATION



OUR
SERVICES

OUR TEAM OF OVER 170 EXPERIENCED CONSULTANTS HAS SIGNIFICANT OPERATIONAL AND PROJECT-BASED EXPERIENCE ACROSS ALL MINING SECTORS. WE HAVE THE CAPACITY TO MEET THE NEEDS OF BOTH LARGE AND SMALL MINE OPERATORS, PROJECT TEAMS, AND INVESTORS.

We ensure we have a thorough understanding of our clients' requirements and challenges before undertaking any project, and we couple this with best practice approaches gained through many years of consulting experience.

Armed with the latest software technology, we ensure that our project outputs are delivered faster and accurately and we have a proven track record of delivering measurable improvements in mine planning processes, operations and asset value.

CONSULTING SERVICES

**MINE PLANNING,
DESIGN &
SCHEDULING**

**EQUIPMENT
SELECTION &
OPTIMIZATION**

**SOFTWARE
IMPLEMENTATION
& REVIEWS**

**MINE
REHABILITATION,
WATER ANALYSIS
& CLOSURE**

**TECHNICAL
DUE DILIGENCE,
PEER REVIEWS,
& AUDITS**

**SCOPING,
PRE-FEASIBILITY
& FEASIBILITY**

**ONGOING
ENGINEERING
& TRAINING
SUPPORT**



MODULES



SECTORS



ONLINE TRAINING

**WE BELIEVE THERE IS MORE TO MINING SOFTWARE THAN JUST OWNING LICENSES.
USER EMPOWERMENT AND INDEPENDENCE IS KEY.**

Deswik provides comprehensive training courses for all our software products. These courses can be delivered at our offices, on customer sites, and in specific cases via online training. One-on-one advanced training and mentoring is also available.

Training is delivered by experienced mining engineers who can provide context. The ultimate focus of our training is to ensure our customers can produce results quickly, easily, and independently.

**TRAINING
SERVICES**

- **Quick and responsive**

“How-to” questions usually resolved on the same day.

- **Persistent support**

We keep working on issues until they are resolved, or the user can work around them.

- **Experienced support staff**

Trained engineers and professionals with experience in using Deswik software on real projects.

- **Access to client portal**

Updates, patches, online training, issue tracking system, and upcoming knowledge base.

- **Multiple ways to raise issues**

Phone calls, via the client portal, email, remote sessions.

CUSTOMER SERVICE



7 Support Centres



ONLINE HELP
In 10 Languages



300+
Help & Support Videos



OUR
CUSTOMERS



COMPANIES



OPERATIONS



SOFTWARE
LICENCES

Our software is used by many of the world's major mining companies.

Our customers vary in size from Tier 1 miners through to one mine companies and small consultancies.

**OUR
CUSTOMERS**



RioTinto

GLENCORE



BHP



BARRICK

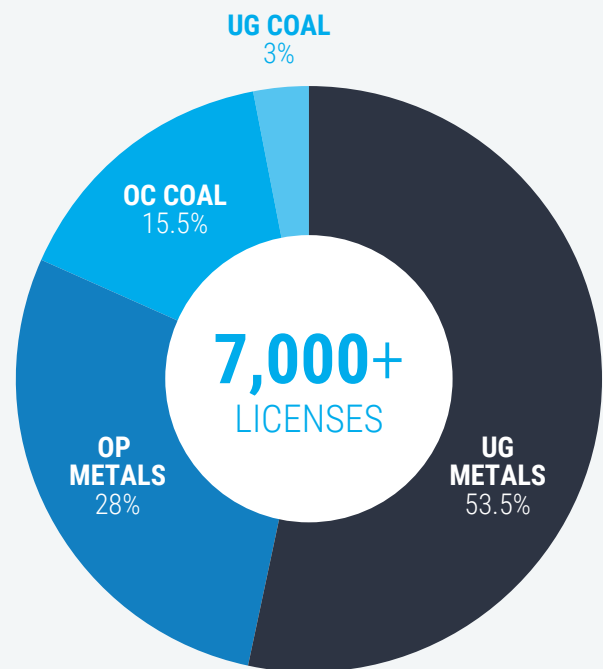
OUR
CUSTOMERS



50+
COUNTRIES

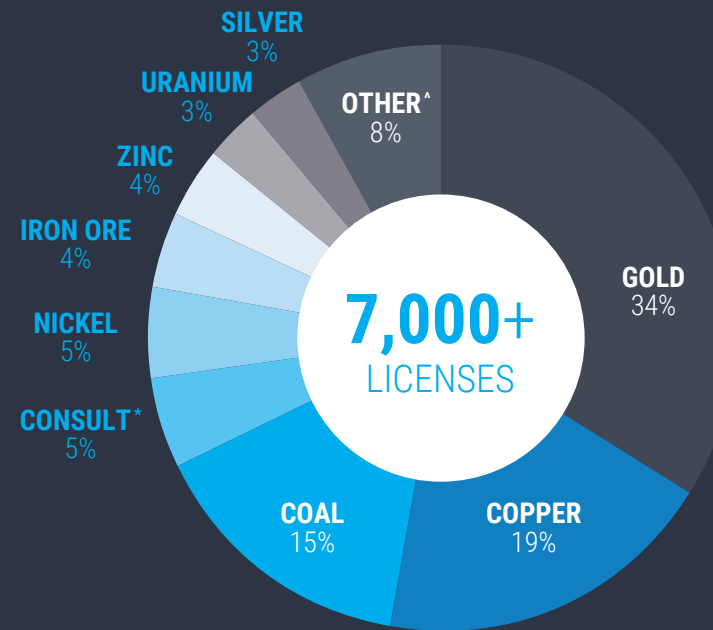
 INSTALLATION LOCATION

OUR
INSTALLS



LICENCES BY MINING SECTOR

UG: UNDERGROUND
OP: OPEN PIT
OC: OPEN CUT



LICENCES BY COMMODITY

*CONSULTANTS, WORKING ACROSS VARIOUS COMMODITIES

^OTHER, COMBINED VALUES FOR: MANGANESE (1%), DIAMONDS (1%), PLATINUM (1%), PHOSPHATE (1%), OTHERS (4%)

LICENCE USAGE



REINVESTING IN OUR
**SOFTWARE
& INDUSTRY**



Deswik's follow-through and commitment to development makes the difference between a good and an outstanding product.



**LEAD LONG-TERM
PLANNING ENGINEER
BARRICK GOLD**

PRODUCT INNOVATION

26%

TURNOVER REINVESTED

26% of our turnover is reinvested into enhancements, new products, and R&D activities.



CUSTOMER-DRIVEN INNOVATION

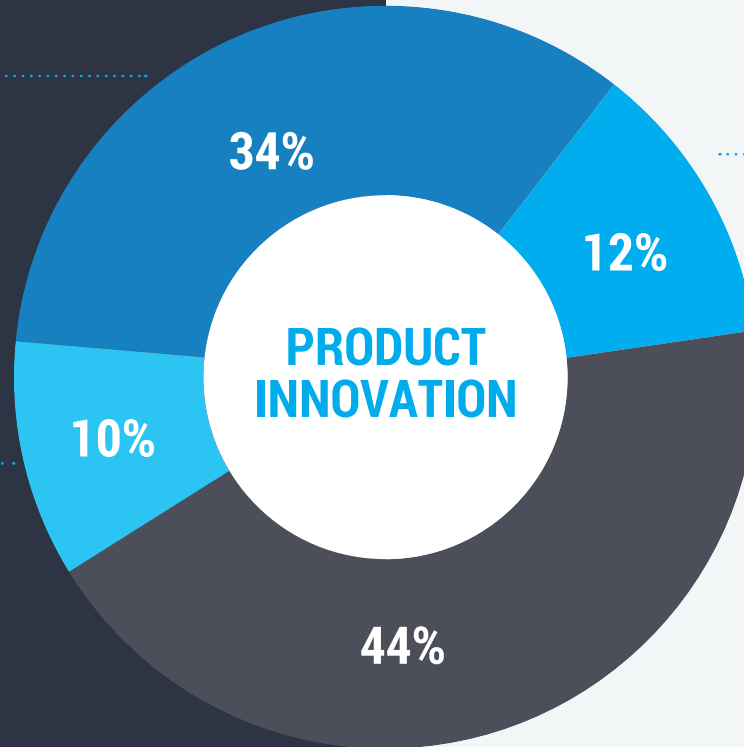
Our strong customer focus, close customer relationships, and solution-driven consulting form the core of the innovation engine for our software.



1.5:1

STRONG CONSULTANT TO DEVELOPER RATIO

Our strong consultant to developer ratio keeps our software relevant and purpose-driven. Our consultants work side-by-side with our software developers to solve our customers' challenges and provide a critical feedback loop throughout the software development process.



NEW PRODUCTS

Extending our software suite across the mine value chain

NEW TECHNOLOGY AND R&D

Focus on the future and new technology

OPTIMIZATION

Provide smart solutions enabling users to rapidly generate and evaluate multiple scenarios based on value

NEW FUNCTIONALITY ON EXISTING PRODUCTS

Continue to support our current products and existing customer base

PRODUCT INNOVATION



UNIVERSITIES



COUNTRIES



STUDENTS TRAINED

SUPPORTING THE NEXT GENERATION

Deswik works closely with renowned universities, through our Education Partnership Program, which enables future mining engineers to gain the right software skills to succeed in the mining industry.

As part of these partnerships Deswik provides software licenses, training material, tutorial videos, training and mentoring.

Deswik also sponsors university events and takes on engineering interns to help them gain valuable work experience.

EDUCATION
PARTNERSHIPS



RESEARCH

We fund and work closely with universities and industry-based research organizations with the purpose of further advancing mine planning methodologies and technologies.



ENTREPRENEURSHIP IN TECHNOLOGY

Deswik is a member of the River City Labs Accelerator program which provides funding, mentoring and support to start-ups in Brisbane, with a focus on developing new technology enterprises.



INVESTING IN THE FUTURE



 Deswik®

WHY
DESWIK?



**CREATED BY MINING
ENGINEERS FOR MINING
ENGINEERS**



**MATURE DESIGN AND
SCHEDULING SOLUTION**

Our competitors usually only specialize in one area or the other.



**ONLY SOLUTION WITH
TRULY INTEGRATED DESIGN
AND SCHEDULING**



**OUR SOFTWARE GETS IT
DONE QUICKER AND MORE
ACCURATELY**

Make smarter engineering decisions, faster.
Our software also models in greater detail.



**WORKS ACROSS ALL
SECTORS – OPM, UGM, OCC,
UGC, BULK MINERALS**

Licensing, skills, and combined model benefits.

**TECHNOLOGY THAT
ADDS VALUE**



GREAT CUSTOMER SUPPORT

- Engineers and professionals on the help desk who understand what you're trying to do.
- We actually fix your user issues and bugs while keeping you in the loop.



NEW VERSIONS AND PATCHES

- Four releases a year.
- Public patches every week, private patches as required.



WE SERIOUSLY INVEST IN OUR SOFTWARE*

- ALL maintenance fees reinvested in support personnel and maintenance activities.
- 40% of total software revenue is reinvested into enhancements, new products and R&D activities.

* numbers for FY19



VALUE FOR YOUR
MAINTENANCE
FEES



QUALITY IMPLEMENTATIONS ARE KEY TO SUCCESS

- Implementations are 40% of what our consultants do – we have learnt a lot...
- Varied experience across many different operations, commodities, planning horizons
- Not just an IT project. Our implementations are business improvement projects
- Change processes need planning. Project management, change management, and stakeholder engagement is key.

EXPERIENCED
CONSULTANTS



CONSULTANTS USE OUR SOFTWARE ON REAL CONSULTING PROJECTS

- Feedback loop into software development
- Keeps our software relevant for both short term and strategic work



AVERAGE 12+ YEARS MINING EXPERIENCE

- Focus on software & process improvement



THIRD LARGEST PLAYER IN THE MINE PLANNING SPACE*

- AND with more capability to deliver than any other
- Through agility, consultant headcount and experience, development firepower



HIGHLY SUSTAINABLE BUSINESS MODEL

- Profitable even throughout the mining downturn – very low overhead costs
- High growth profile funded by retained earnings only



REPUTATION FOR INNOVATION AND DELIVERING ON OUR PROMISES

* By headcount and active install-base



OF OUR NEW BUSINESS INVOLVES REFERRALS

CAPABILITY AND
CREDIBILITY



deswik.com