May 2024

# INVESTOR PRESENTATION



TSX: OGD

#### **Cautionary Statements**



#### **Forward-Looking Information**

Certain statements contained herein constitute "forward-looking statements" which reflect the current expectations of management regarding the Company's future growth, results of operations, performance, business prospects and opportunities based on information currently available to it. Wherever possible, words such as "may", "would", "could", "will", "anticipate", "bleive", "plan", "expect", "intend", "estimate", "aim", "endeavor" and similar expressions have been used to identify these forward-looking statements. These statements reflect management's current beliefs with respect to future events and are based on information currently available to management. Forward-looking statements involve significant known and unknown risks, uncertainties and assumptions. Many factors could cause actual results, performance or achievements to be materially different from any future results, performance or achievements, including, without limitation, those listed in the "Risk Factors" section of the company's public filings. Should one or more of these risks or uncertainties materialize, or should assumptions underlying the forward-looking statements contained herein are based upon what management currently believes to be reasonable assumptions, there can be no assurance that actual results, performance or achievements will be consistent with the forward-looking statements. Forward-looking statements. Forward-looking statements and optic statements are made as of the date hereof and Orbit Garant may not, and does not assume any obligation to, update or revise these forward-looking statements other than as specifically required by applicable law. For more information concerning the Company's risks and uncertainties, please refer to the Company's most recent MD&A and Annual Information Form which are available on <u>www.sedarplus.ca</u>.

#### **Non-IFRS Measures**

This presentation makes reference to certain non-IFRS measures, including EBITDA and Adjusted Gross Margin, that do not have standardized meanings prescribed by IFRS and could be calculated differently by other companies. The Company believes that these measures, when presented in conjunction with comparable IFRS financial measures, are useful to investors and other readers because the information is an appropriate measure to evaluate the Company's operating performance. Internally, the Company uses this non-IFRS financial information as an indicator of business performance. These measures are provided for information purposes, in addition to, and not as a substitute for, measures of financial performance prepared in accordance with IFRS. EBITDA is defined as net earnings (loss) before interest, taxes, depreciation and amortization. Adjusted gross margin is defined as contract revenue, less operating costs. Please refer to reconciliation in Appendix.

#### **Company Overview**



~ 1,000 Employees



## Underground & Surface Drilling

Regional offices: Sudbury, ON, Moncton, NB, United States, Chile and Guyana

Current field operations: Canada, Chile and Guyana









Field operations

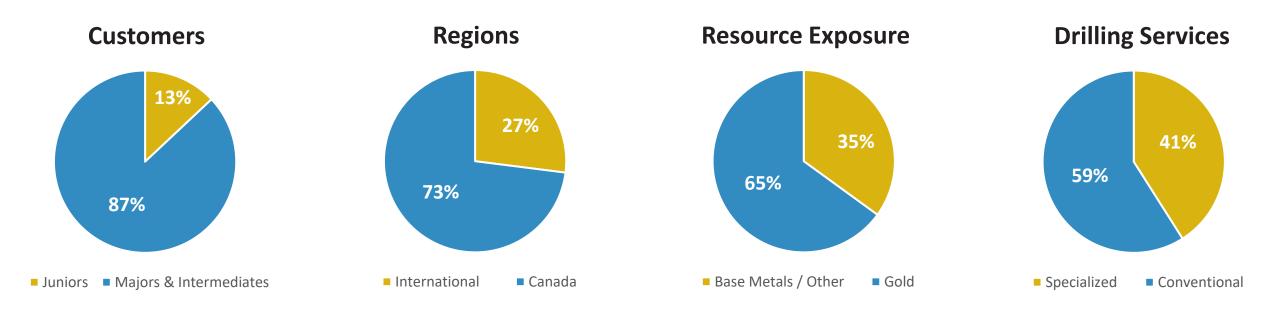






## Market Position (by % of revenue\*)





\* For the nine months ended March 31, 2024

Diversified revenue mix with a weighting towards gold and major / intermediate mining companies

## **Competitive Strengths**



- Long-established, leading Canadian-based mineral driller focused primarily on gold projects in Canada
- Combined surface and underground expertise / specialized drilling
- Senior management field experience
- Focus on continuous innovation
- Vertically-integrated manufacturing operations
- Strong health & safety and driller training programs
- Long-standing customer relationships
- Ability to service customers in South America

## Well positioned to continue building market share

#### **Drilling Services & Expertise**





- Standard diamond coring / core rod
- Standard / reverse circulation and grade control
- AWL PWL calibre
- Geotechnical drilling
- Directional core drilling

- Standard rod / core rod
- AWL HWL calibre
- Geotechnical drilling
- Directional core drilling

 Drilling projects that are in remote locations or, because of the scope, complexity or technical nature of the work, cannot be undertaken by smaller conventional drilling companies

#### Full service offering with expertise in specialized drilling

### **Continuous Innovation**



#### **Computerized Monitoring and Control Technology**

**Performance Highlights** 

#### **Additional Feature Benefits for Customers**

Greater accuracy Improved productivity (+30%) Fewer consumables Rig components last longer Easier to train personnel

Real-time, remote monitoring of drilling progress Ability to view core samples remotely



#### Competitive differentiation through continuous innovation



## Vertical Integration / Health & Safety / Driller Training





- Vertically integrated manufacturing operations provide competitive advantage
  - Ability to design and manufacture custom drill rigs and equipment for customers at a competitive cost with faster delivery
  - Key to continuous innovation (e.g. computerized control and monitoring technology)
  - In-house drill rig maintenance / modification supports optimum utilization rates and performance
- Health & Safety and Environmental practices align with, or exceed, the strict requirements of senior mining companies
- Driller training program based in Val-d'Or
- Ongoing training for new technologies, techniques and safety / environmental standards

UL 2724 ECOLOGO<sup>®</sup> Certified for suppliers of the mineral exploration industry

Superior quality, reliability and customer value

#### **Strong Customer Relationships**





Core competitive strengths support long-term customer relationships

#### **International Operations**

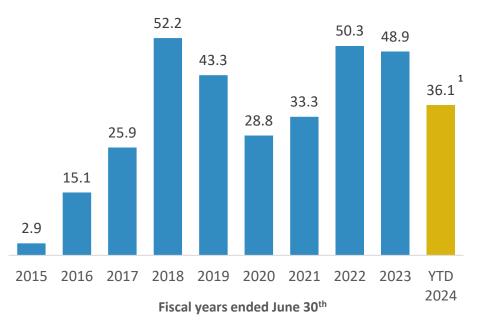
#### Chile / South America

- Operating subsidiary established in Chile (FY 2013)
- Acquisition of Captagua in FY 2016
- Strong platform for growth in Chile / South America •
- Increasing customer demand and improving performance •
- 18 surface drill rigs / 7 underground drill rigs (March 31, 2024)

#### West Africa

- Completed final drilling programs in West Africa during O2 2024
- Exit from West Africa primarily due to political instability and security concerns in Burkina Faso, and the investment required to generate an acceptable return in the country
- Exit from West Africa is expected to positively impact future margins

#### **International Revenue** (\$ millions)



International revenue of \$36.1 million in the first nine months of Fiscal 2024 1) represented an increase of \$1.5 million, or 4.3%, compared to \$34.6 million in the same period in Fiscal 2023.

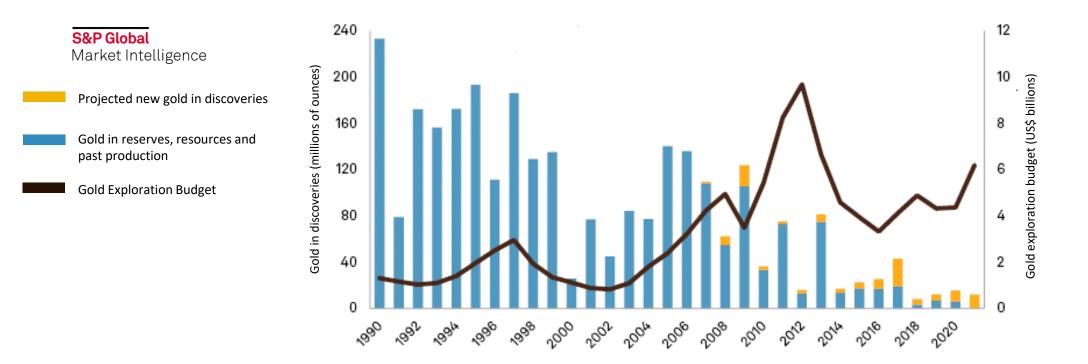
#### Surface and underground drilling expertise in South America



## Low Global Gold Discovery Rates



#### Global Gold Discoveries vs. Exploration Spending, 1990-2021

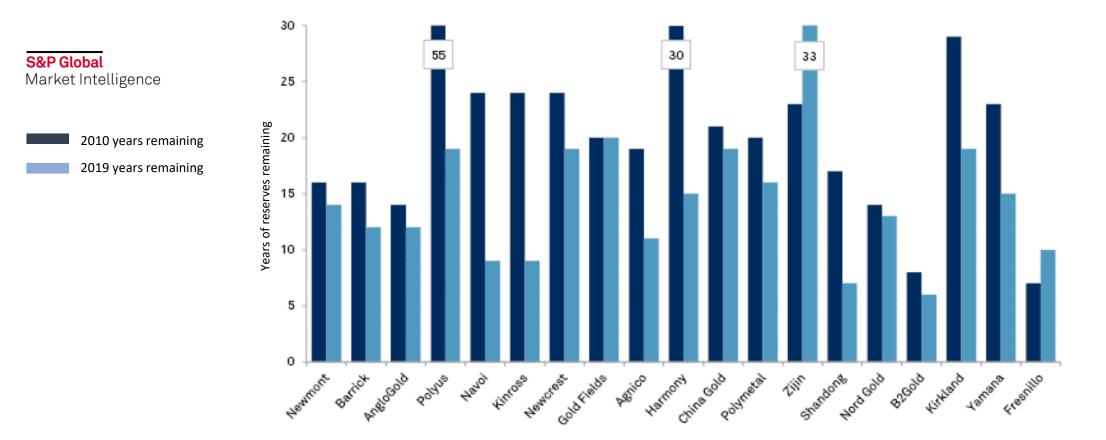


- Gold discovery rates are relatively low despite very high levels of exploration spending
- Major gold discoveries remain very rare

## **Declining Reserves in Global Gold Sector**



#### Major Gold Producers' Years of Reserves Remaining, 2010 vs. 2019



• The mineable reserves of most senior gold producers have dropped sharply, driving the need for significant spending on exploration and mine development

## **Global Exploration Budgets**

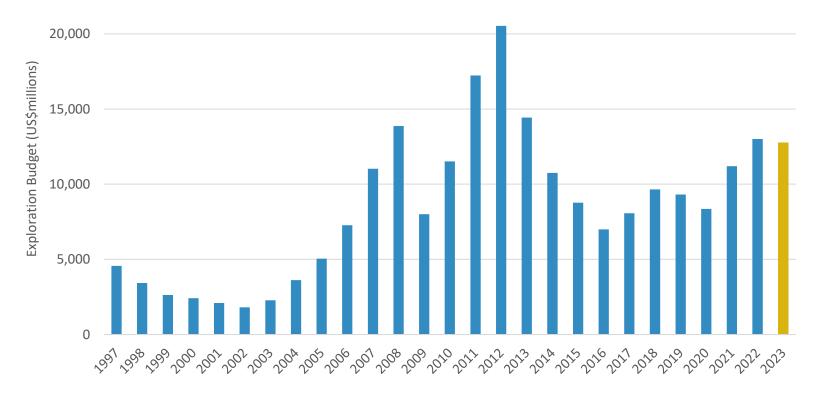


#### Annual nonferrous exploration budgets, 1997-2023

#### S&P Global

Market Intelligence

- 2023 aggregate global nonferrous exploration budgets are an estimated US\$12.8 billion
  - ~3% decline from 2022 levels
- Second highest annual level since 2013 despite year-over-year slowdown
- Monetary tightening and geopolitical tensions impacted financing activity in the mining sector, particularly for juniors
- Continued growth in exploration spending for the "green metals" (copper, nickel and lithium)
- 2024 budgets expected to be similar to 2023
  - Slight reduction expected if junior mining financing conditions remain difficult

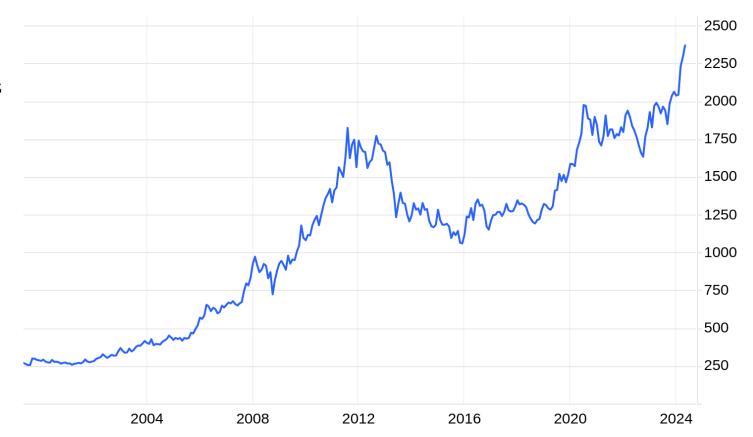


#### Exploration budgets have rebounded from lows in 2016 and the impact of COVID-19 in 2020

## Gold Price (USD\$) (May 10, 2024)



- Spot gold price reached record high above US\$2,400 per ounce in April 2024 and remains at near-record levels
- Current price of gold (~US\$2,370) is 87% above its trailing 5-year low in May 2019
- Strong price of gold supports access to capital for mining companies, and high levels of mineral exploration and development spending
- Gold-related operations accounted for 65% of Orbit Garant's revenue in the first nine months of Fiscal 2024



#### Strong incentive for gold miners to boost exploration and development budgets

## **Copper Price (USD\$)** (May 10, 2024)



- Copper price reached record level above US\$4.90 per pound in March 2022, and has increased in 2024
- Strong long-term demand outlook
  - Copper has an important role in the electrification of the global economy needed to achieve "net-zero" emissions targets
- Copper supply expected to lag demand over the long term
- Orbit Garant's Chilean operations provide exposure to copper

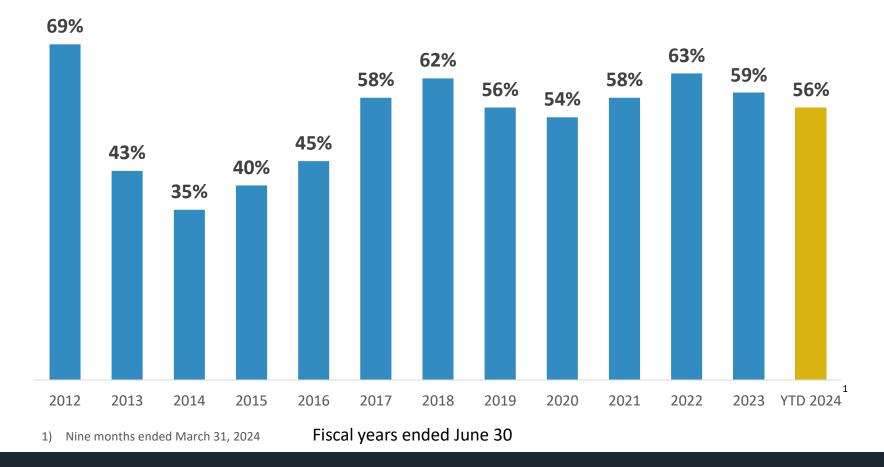


Strength in copper price supports profitability for miners and increased exploration / development spending

#### **Utilization Rates**



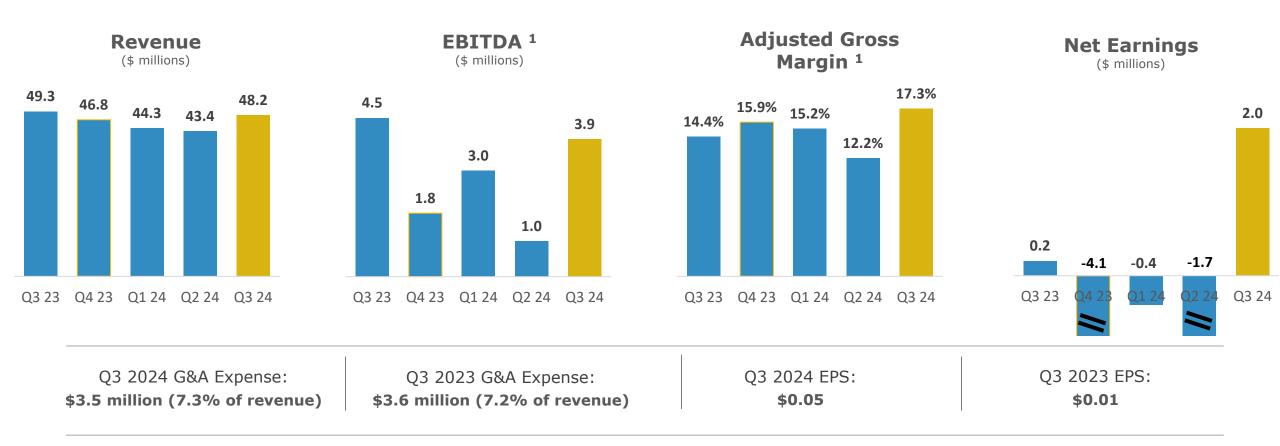
(Average Annual Utilization Rate %)



#### *Target utilization rate of ~75%*

## Q3 2024 Financial Review





1) Adjusted Gross Margin is a non-IFRS measure and is defined as contract revenue, less operating costs. EBITDA is a non-IFRS measure and is defined as net earnings (loss) before interest, taxes, depreciation and amortization. See "Reconciliation of Non-IFRS measures" in the Appendix of this presentation.

*Improved profitability in Q3 2024 as drilling activity in Canada normalized following temporary reductions, drilling activity in Chile increased, and there was no further activity in West Africa* 

## **YTD 2024 Financial Review**



(\$ millions, except margin % and per share amounts)	Nine months ended March 31, 2024	Nine months ended March 31, 2023
Revenue	135.9	154.2
Gross Profit	13.1	17.7
EBITDA <sup>1</sup>	8.0	17.3
Adjusted Gross Margin <sup>1</sup>	15.0%	16.3%
G&A expenses	11.6	11.3
Net earnings (loss)	(0.1)	3.4
Net earnings (loss) per share	\$0.00	\$0.09

1) EBITDA is defined as net earnings (loss) before interest, taxes, depreciation and amortization. Adjusted Gross Margin is defined as contract revenue, less operating costs. See "Reconciliation of Non-IFRS measures" in the Appendix of this presentation.

#### YTD 2024 performance impacted by temporary reduction of drilling activity in Canada

#### **Solid Balance Sheet**



(\$ millions)	As at March 31, 2024	As at June 30, 2023
Cash and cash equivalents	0.8	2.2
Total current assets	84.4	82.0
Total assets	131.2	127.6
Total current liabilities	35.7	31.6
Long-term debt and lease liabilities	34.5	33.0
Total shareholder equity	61.0	61.6
Working capital	48.8	50.4

On November 2, 2023, the Company entered into a fifth amended and restated credit agreement with National Bank in respect of its Credit Facility. The Company's Credit Facility consists of a \$30.0 million revolving credit facility, and a US\$5.0 million revolving credit facility guaranteed by Export Development Canada. The Credit Facility expires on November 2, 2026.

## **Strategic Direction: Bottom Line Orientation**



#### **Five-Point Plan**

- 1. Primary focus on Canadian gold drilling operations
- 2. Prioritize longer-term, specialized drilling contracts with major and intermediate customers
- 3. Opportunistic international contracts with high degree of cost and margin certainty
- 4. Continued investment in driller training / computerized drilling technology
- 5. Team-oriented leadership structure / foster collaboration and personal accountability



#### Focused on expanding adjusted gross margins

## **Investment Highlights**



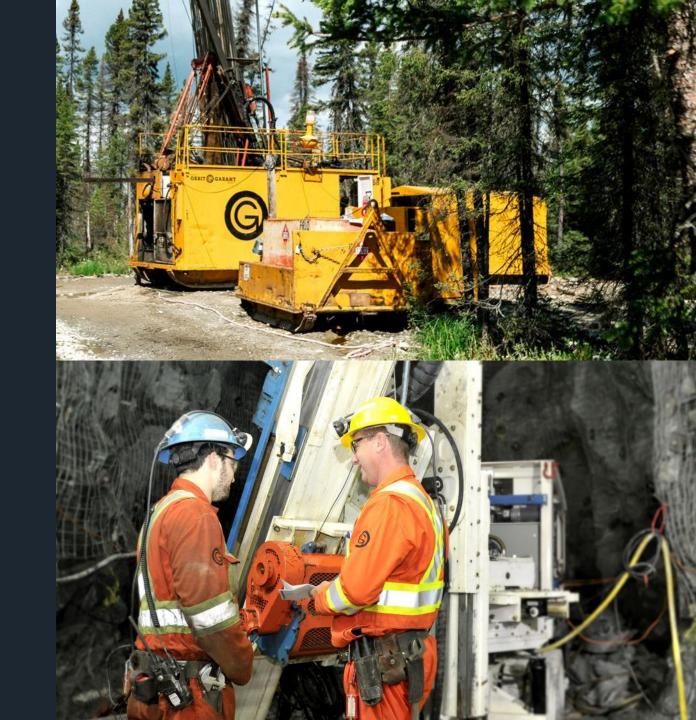
- Industry leader in mineral drilling innovation and specialized drilling (underground & surface)
- Comprehensive infrastructure with turn-key customer solutions and vertically-integrated manufacturing operations
- Long-term relationships with leading senior and intermediate mining companies
- Low-risk, diversified exposure to mining sector, which is benefiting from strong gold and copper prices
- Strong exposure to gold focused primarily on driving growth in Canadian gold drilling operations
- Active in Chile, the leading country in the world for copper production
- Exit from West Africa is expected to positively impact future margins

#### Well positioned to continue building market share and stakeholder value



## APPENDIX





#### **Capital Market Profile**





ANALYST COVERAGE:





Recent close (May 13, 2024): \$0.62

52-week high / low: \$0.91 / \$0.43

Market Cap: ~\$23 million

Shares Outstanding: 37,372,756

Fully Diluted: 39,562,756

Institutional / retail: ~ 40% / 60% (float)

Management own approximately 27% of shares outstanding providing strong alignment with shareholders

#### **Board of Directors**



Jean-Yves Laliberté <sup>12</sup> Chair of the Board of Directors	<ul> <li>More than 25 years of experience in finance and accounting with extensive experience in the mining sector</li> <li>Chair of Cartier Resources Inc. (previously served as Chief Financial Officer)</li> <li>Former Chief Financial Officer of Abitex Resources Inc. / Former Chief Financial Officer of Scorpio Mining Company</li> <li>Professional Chartered Accountant (CPA, CA) designation</li> </ul>
Pierre Alexandre President & CEO Director	<ul> <li>Co-founder and largest shareholder of Orbit Garant</li> <li>More than 36 years of experience in diamond drilling</li> <li>Expertise in operational planning and business development</li> </ul>
Mario Jacob <sup>1 2</sup> Director	<ul> <li>More than 20 years of experience in corporate finance, including substantial experience in Quebec's mining industry</li> <li>Co-founder and Managing Director of NCP Investment Management, and President and Director of Maximus Capital Inc.</li> <li>Currently a Director of Cartier Resources Inc., Dundee Sustainable Technologies Inc. and Soluroc inc.</li> <li>Certified director in Quebec, having received the Administrateur de sociétés certifié (ASC) designation in 2009</li> </ul>
André Pagé <sup>1 2</sup> Director	<ul> <li>More than 30 years of experience in capital markets, including senior roles in institutional sales</li> <li>Former Managing Director at Desjardins Capital Markets</li> <li>Former Managing Director for Institutional Sales at BMO Capital Markets</li> </ul>
Pierre Rougeau <sup>1 2</sup> * Director	<ul> <li>More than 30 years of experience in finance and business administration</li> <li>Former Chief Financial Officer / Executive Vice President at Richmont Mines Inc.</li> <li>Held senior executive roles at Abitibi Consolidated Inc. and AbitibiBowater Inc.</li> <li>Former investment banker at Geoffrion Leclerc Inc., Scotia Capital and UBS Warburg</li> </ul>
Nicole Veilleux <sup>1* 2</sup> Director	<ul> <li>Chartered Professional Accountant with more than 30 years of experience in finance, including extensive experience in the Quebec mining sector</li> <li>Former Vice President, Finance at Richmont Mines Inc.</li> <li>Former auditor at KPMG LLP and financial analyst at Norbord Inc. and le Fonds régional de solidarité de l'Abitibi Témiscamingue</li> </ul>

1. Member of Audit Committee (\* Denotes Committee Chair)

2. Member of Corporate Governance and Compensation Committee (\* Denotes Committee Chair)

## **Senior Management**



Pierre Alexandre President & CEO	<ul> <li>Co-founder and largest shareholder of Orbit Garant</li> <li>More than 37 years of experience in diamond drilling</li> <li>Expertise in operational planning and business development</li> </ul>
Sylvain Laroche Chief Operating Officer	<ul> <li>Joined Orbit Garant in 2006, assumed COO duties in December 2022</li> <li>Previously served as Orbit Garant's Corporate Manager</li> <li>Former Human Resources Manager and Operations Manager for Groupe Boisvert</li> <li>More than 20 years of experience in operations management, business development, and administration</li> </ul>
Daniel Maheu Chief Financial Officer	<ul> <li>Joined Orbit Garant in 2010; assumed CFO duties in May 2021</li> <li>Previously served as Orbit Garant's corporate controller, performing critical duties in finance and operations</li> <li>Held management positions at transport companies from 1998 to 2010, including Controller and CFO of two transportation companies</li> <li>Professional Chartered Accountant (CPA, CA) designation</li> </ul>



#### **Reconciliation of Non-IFRS Financial Measures**



"EBITDA": Net earnings (loss) before interest, taxes, depreciation and amortization. Management believes that EBITDA is an important measure when analyzing its operating profitability, as it removes the impact of financing costs, certain non-cash items and income taxes. As a result, Management considers it a useful and comparable benchmark for evaluating the Company's performance, as companies rarely have the same capital and financing structure.

(unaudited) (in millions of dollars)	3 months ended March 31, 2024	3 months ended March 31, 2023	9 months ended March 31, 2024	9 months ended March 31, 2023
Net (loss) earnings for the period	2.0	0.2	(0.1)	3.4
Add:				
Finance costs	0.9	0.9	2.6	2.4
Income tax (recovery) expense	(1.3)	0.7	(2.5)	3.2
Depreciation and amortization	2.3	2.7	8.0	8.3
EBITDA	3.9	4.5	8.0	17.3
Contract Revenue	48.2	49.3	135.9	154.2
EBITDA margin (%) <sup>(1)</sup>	8.2	9.2	5.9	11.2

(1) EBITDA, divided by contract revenue X 100

"Adjusted gross profit" and "adjusted gross margin": Contract revenue, less operating costs. Although adjusted gross profit and adjusted gross margin are not recognized financial measures defined by IFRS, Management considers them to be important measures as they represent the Company's core profitability, without the impact of depreciation expenses. As a result, Management believes they provide useful and comparable benchmarks for evaluating the Company's performance.

(unaudited) (in millions of dollars)	3 months ended March 31, 2024	3 months ended March 31, 2023	9 months ended March 31, 2024	9 months ended March 31, 2023
Contract revenue	48.2	49.3	135.9	154.2
Cost of contract revenue (including depreciation)	42.0	44.7	122.8	136.5
Less depreciation	(2.2)	(2.5)	(7.3)	(7.5)
Direct costs	39.8	42.2	115.5	129.0
Adjusted gross profit	8.4	7.1	20.4	25.2
Adjusted gross margin (%) (2)	17.3	14.4	15.0	16.3

(2) Adjusted gross profit, divided by contract revenue X 100