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# Agenda



09:00	Introduction	Jeremy Dibb, Corporate Development & Investor Relations	
09:05	Strategic overview	Michael Carvill, Managing Director	
09:15	Delivering consistent production and growth	Ben Baxter, Chief Operating Officer Higino Jamisse, Operations Manager Gary Short, Project Director	
10:10	Market outlook	Eamonn Keenan, General Manager Marketing	
10:25	Country & community relations	Gareth Clifton, Country Manager Mozambique	
10:35	Shareholder returns & capital allocation	Tony McCluskey, Finance Director	
10:50	Summary	Michael Carvill, Managing Director	
11:00	Q&A		



# Growing from a position of strength



# **GROWTH**

>20% production growth by 2021

# MARGIN EXPANSION

- Driven by increased utilisation of installed asset base
- Additional monazite product stream

# SHAREHOLDER RETURNS

- New dividend policy of >20% of Profit After Tax from 2019
- Potential for special dividends or shareholder buybacks

# Mineral sands are essential to modern life



### > Titanium feedstocks (ilmenite and rutile)

- > 90% of demand for titanium feedstocks is for the manufacture of TiO<sub>2</sub> pigment
- ➤ TiO<sub>2</sub> pigment imparts whiteness and opacity in the manufacture of paints, plastics and paper
- Also used in titanium metal production and welding applications

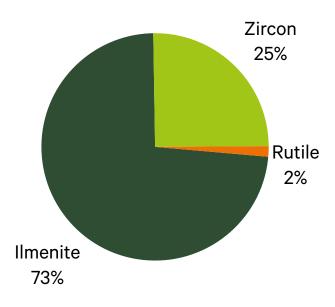
### > Zircon

- An important raw material for the ceramics industry for decorative wall and floor tiles and sanitary ware
- Consumed in the foundry and refractory industries and in a growing number of chemical applications

### > Demand driven by:

- ➤ Global GDP growth
- > Urbanisation in emerging markets

### Revenue split (H1 2018)



# Kenmare is an established producer



# ➤ 4<sup>th</sup> largest producer of TiO<sub>2</sub> feedstocks

- > 7% of global TiO<sub>2</sub> feedstock supply
- World's largest ilmenite supplier

### > Located in Mozambique

- > 10 years of operations, 30 years in Mozambique
- ➤ 100+ years life of mine
- > 5% of Mozambique's exports (2017)
- ➤ Meaningful contribution to the local economy

### > Significant capital investment

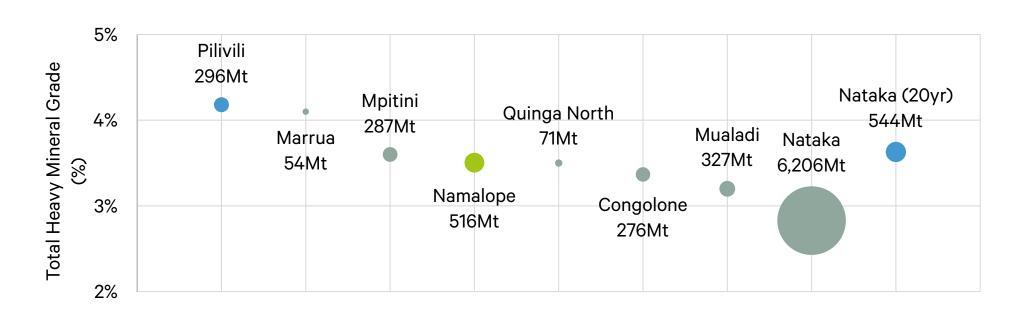
- Capital expenditure of US\$1,250 million
- ➤ Balance sheet value US\$790 million
- ➤ Declared insurance value of US\$816 million





# Moma is a long life mine with sustained grades

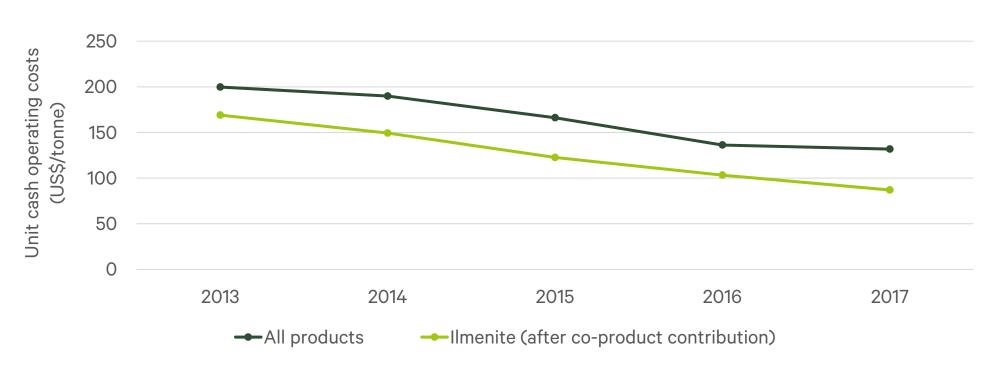




- More than 100 years life of mine at Moma
- High grade deposits in Pilivili and Congolone
- ➤ High grade area in Namalope (+5% HMC grades) for a small plant (WCP C)
- Large, high grade resource within Nataka, providing >20 years of mine life

# Cash operating costs





- > Strong trend of reducing unit costs since 2013
- > Easy wins now delivered
- Significant unit cost leverage at higher production volumes
- Targeting ilmenite production of 1.2 million tonnes per annum from 2021

# Why 1.2 million tonnes per annum?



# > Fully utilises our existing assets

- Currently production of Heavy Mineral Concentrate is limited by mining capacity
- ➤ Whereas, the Mineral Separation Plant has a capacity of 1.2 million tonnes per annum of ilmenite
- > Therefore it is cost effective to increase mining capacity

### > Unit cost benefits

> Higher volumes spread high fixed costs (75-80%) – reducing unit costs

### > Stabilises cash flow

Low cost operations are crucial to maintaining positive free cash-flow through the cycle

# Route to sustaining 1.2 million tonnes per annum



**GROWTH** 

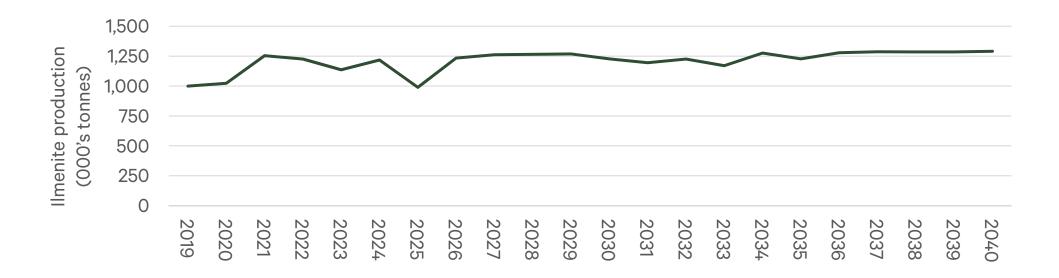
**MARGIN EXPANSION** 

**MARGIN EXPANSION** 

# INCREASED MINING CAPACITY

INCREASED GRADES

INCREASED UTILISATION



# Well funded to deliver growth and shareholder returns



# **INTERNAL CASH FLOW GENERATION**

US\$47.5 million EBITDA (H1 2018)

LOW NET **DEBT** 

US\$9.1 million (30/06/2018)

**SIGNIFICANT CASH AVAILABLE** 

US\$84.2 million (30/06/2018)

# 2018 guidance (provided 11 January 2018)



		2017 Actuals	2018 Guidance		
Production					
Ilmenite	tonnes	998,200	900,000-1,000,000		
Zircon	tonnes	74,000	65,000-72,000		
of which primary	tonnes	48,600	42,000-46,000		
of which secondary	tonnes	25,400	23,000-25,000		
Rutile	tonnes	9,100	7,000-8,000		
Costs					
Total cash operating costs	US\$m	142	133-147		
Cash costs per tonne of finished product	US\$/t	132	130-143		

### Q3 2018 Operations Update

- ➤ Ilmenite production to be mid-low end of guidance
- Zircon production expected to be mid-guidance
- Unit costs to be slightly beyond the high end of guidance, principally due to lower production volumes and higher power costs



# 100+ Year Life of Mine

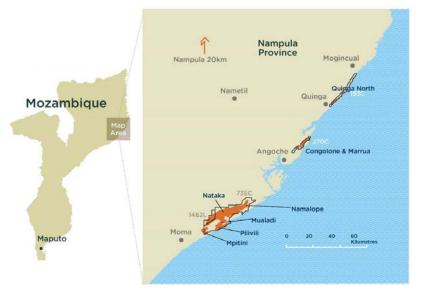


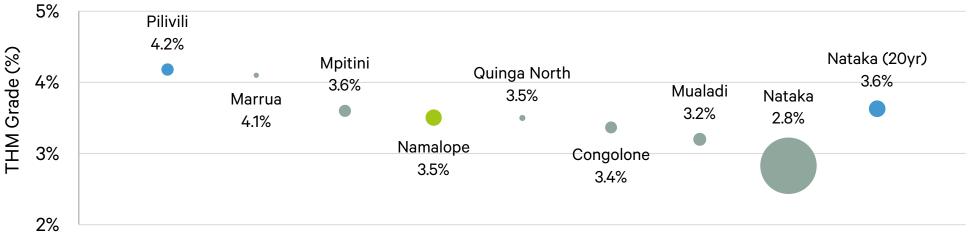
### Moma is not one orebody; 8 billion tonnes of resources

- Differing ore zones:
  - > Grades, size, mineral assemblage
- Increasing orebody knowledge has improved understanding of:
  - > Water table, slimes, hardness

### Optimised long term plan, focussing on:

- ➤ Namalope: Maximising production
- > Pilivili: Highest grade, free flowing sands, good co-products
- ➤ Nataka: Introducing a 20 year high grade path within the ore zone



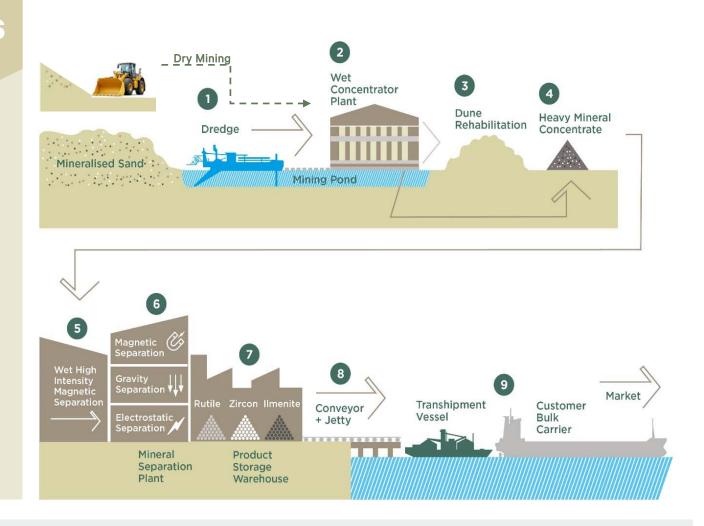


# Operations schematic



# **KEY MOMA FEATURES**

- World class resource base
  - Low cost, bulk mining operation
  - > Hydro-generated power
  - ➤ Natural off-shore harbour
  - > Easy access to market
- Environmentally sound operations:
  - Mining process without chemicals
  - Progressive rehabilitation processes



# Maximising the value of Moma



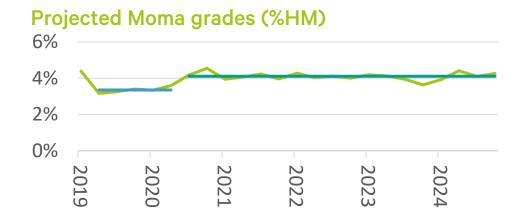
### ➢ Goal:

- Fully utilise MSP installed capacity
- > Deliver additional HMC
- > Respond to a temporary grade decline

### Outcomes:

- > Reach 1.2Mt ilmenite production
- > Produce at lowest possible unit cost

# GROWTH Gary Short, Projects Director Development projects: WCP B Upgrade WCP C development WCP B to Pilivili



### **MARGIN EXPANSION**

- Higino Jamisse, Operations Manager
- Maximising the value of the existing assets
- Focusing on initiatives that improve:

Throughputs

Utilisation

Recovery



# Sustainable operating practices



### > Safety

- > Excellent improvement in 2018 performance
  - Focus on risk assessment and personal accountability
- ➤ Increased community safety awareness programmes, particularly around road traffic and mine risks

### Environmental

➤ No significant environmental incidents

### Malaria

- Prevention improved, 11% reduction in 2017 and 10% YTD 2018
- Comprehensive programme:
  - Education, improved spraying, prophylaxis, bed nets

### **Lost Time Injury Frequency Rate**



### Community safety engagement



# Optimising current operations



### **MARGIN EXPANSION**

### **MARGIN EXPANSION**

### **MARGIN EXPANSION**

# INCREASING THROUGHPUT

# RAISING UTILISATION

# HIGHER RECOVERY

- Dry mining
- Dredge automation
- Projecto Oitenta
- Mine planning

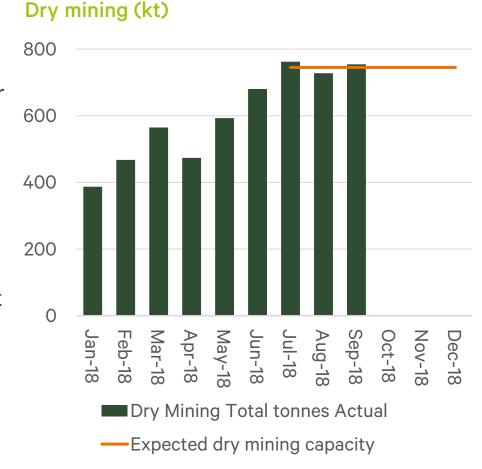
- Zircon projects
- Monazite production
- > Heavy Mineral Concentrate (HMC) production remains a near-term constraint to final product output
- Maximising Mineral Separation Plant (MSP) recoveries will lift output
- Higher production levels reduce unit cost of production

# Increasing throughput



## > Increased dry mining in 2018

- > Seeking to keep wet concentrator plants full
- ➤ Also provides flexibility and mitigates harder mining conditions when encountered
- Enhanced dredge hourly production feedback:
  - > Improves supervision and decision making
- Dredge automation
  - Automated control of dredges and wet plant
  - > Targeting 5% throughput increase
  - First dredge automation project underway at WCP B, commissioning end H1 2019



# Throughputs Production Margin Expansion

# Raising utilisation



- Strategic aim to increase mine utilisation from 70% to 80%
- Projecto Oitenta (Project 80%)
  - Mechanical improvements on dredges
  - Advanced maintenance practices including condition monitoring
  - Reduced standing time during tailings management
  - Further training and development of artisans
- Improved mine planning processes are increasing operating hours
  - Revised infrastructure and tails planning process
  - Enhanced slimes management in paddocks providing clean process water

### Training academy



**Utilisation** ↑

Production 1

**Margin Expansion** 

# Higher recovery



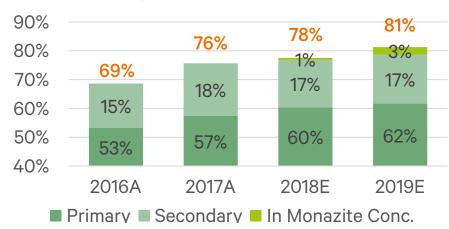
### > Zircon recovery projects

- > Increasing recovery
- Increasing transition of zircon into higher grade products
- > Further projects to come

### ➤ Monazite concentrate product

- Combining of 3 existing tailings streams to create a new saleable product
- > Expected +12kt of concentrate per annum
- Low incremental operating costs
- Significant zircon and rutile component, increasing final product recoveries
- US\$6 million capital project, <2 year payback</p>
- > Targeting commercial production in 2018

### Overall zircon product recoveries



Monazite project construction



Recoveries 1

**Production** ↑

**Margin Expansion** 



# Context & approach



### > Kenmare operates an Owners Team to oversee all projects

- > Strong and diverse team with global experience
- > Presence at Moma and the offices of our Engineering, Procurement and Construction Management (EPCM) contractor
- > Experienced mineral sands and global projects EPCM contractor Hatch Engineering
- Pursuing a hybrid model that reflects Kenmare's value to risk profile
- Quantitative approach to estimating:
  - Project costs
  - Contingency
  - > Schedule
  - > Utilising Hatch in-house Quantitative Risk Assessment
- WCP B upgrade successfully executed by Owners Team and Hatch
  - Safe with zero lost time injuries (LTI's)
  - ➤ On time, within budget

# Phased project development approach



# **Corporate Investigation**

- Due Diligence exercises
- Trouble-shooting

# Current project pipeline

**Scoping Study** 

- Preliminary project economics
- Mineralogy
- Early metallurgical test-work
- Nataka Concept (complete H1 18)

**Pre-Feasibility Study** 

Early Mine Design Costing Studies Mineralogy / mining method scouting

Nataka PFS

**Definitive Feasibility Study** 

Contractor Liaison Feasibility Study input Feasibility Study test-work

WCP B to PiliviliDFS

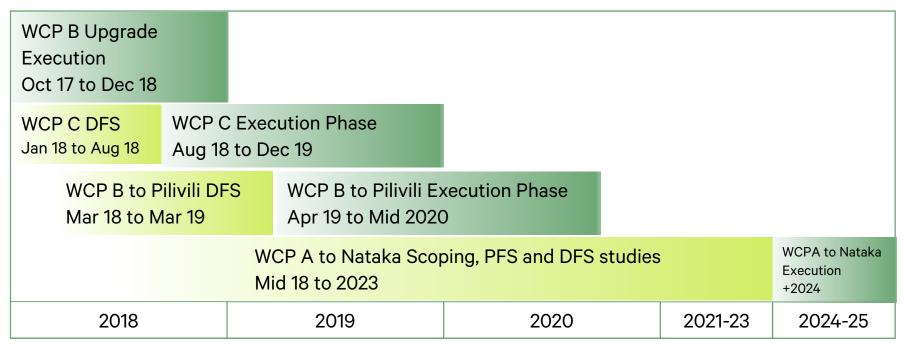
Construction & Commissioning

Project direction & execution Plant construction, Mine start-up Plant commissioning & hand-over

- WCP C (starting)
- WCP B Upgrade (commissioning)

# Project timeline





PFS: Prefeasibility study

DFS: Definitive feasibility study

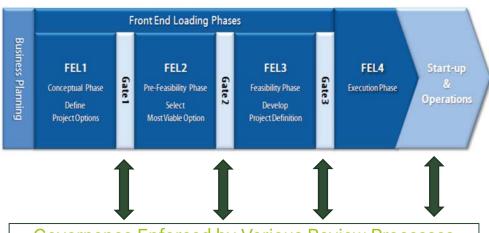
> Progressive workload with phased studies prior to execution

# Reporting / review / project governance



- ➤ Hatch gate review process at end of each stage:
  - Independent peer review
  - > Risk assessment
- Regular progress meetings
  - > Daily management interaction
  - > Steercom meetings
  - > Regular reports and dashboards
- Documented project scope and change management
- Systems to support accurate earned value reporting
- Hatch and Owners Team project control systems

# Front End Loading Framework (Provides Structured Phased Approach)

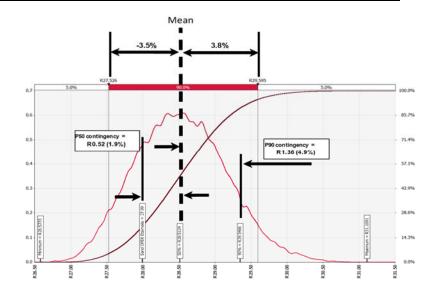


Governance Enforced by Various Review Processes and Specific end of Phase Gate Reviews

# Quantitative approach to project risk analysis



- Contingency is determined from understanding the uncertainties associated with:
  - Estimate, schedule and project Risk
- ➤ Hatch project risk calculation:
  - Project estimate review in multidisciplinary workshop
  - Compare project to a database of Hatch delivered project timelines and costings, as well as standard project milestones
  - Assign risk to each line item of the proposed project, building a detailed contingency breakdown for each project workstream
  - Generate a distribution of likely cost outcomes for the project
  - ➤ Estimates cost at a given probability level e.g. 90% chance of delivery at US\$ Y cost



### **Risk considerations:**

- Area or facility availability
- Productivity uncertainty
- Adverse environmental conditions
- > Equipment availability
- Materials availability
- Geotechnical conditions
- Availability of data or information
- Other specific factors

# In summary



# Kenmare will deliver high quality projects by:

- ➤ Ensuring good value delivery with suitable contract models using a dedicated Owners Team and experienced EPCM contractor
- Follow a phased project delivery model ensuring capital spend is focussed and efficient
- ➤ Minimise project risk through:
  - ➤ Building appropriate knowledge using study phasing prior to execution decision
  - > A detailed governance and project controls process
  - > Developing in-depth project contingency

SAFE ON TIME ON BUDGET



# Progressing development projects



### **GROWTH**

# WCP B UPGRADE

### **TIMELINE**

H2 2018

### STAGE

In commissioning

### CAPITAL

<US\$16 million</li>

### **GROWTH**

# WCP C DEVELOPMENT

### **TIMELINE**

H2 2019

### STAGE

Execution underway

### **CAPITAL**

<US\$45 million</li>

# **MARGIN EXPANSION**

# WCP B MOVE

### **TIMELINE**

H2 2020

### **STAGE**

DFS underway

### CAPITAL

• c. US\$100m

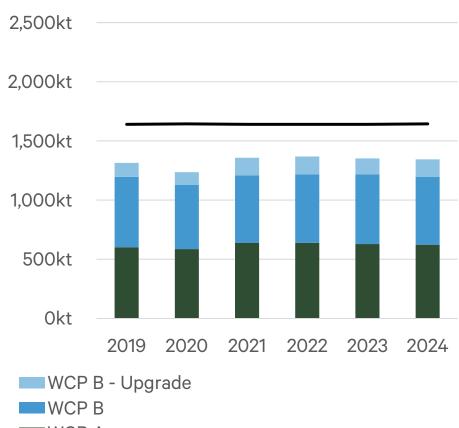
Growing production to 1.2 million tonnes per annum of ilmenite

# WCP B upgrade (2018)



- > Delivers additional 130kt HMC per annum
  - ➤ Increasing capacity 20% to 2,400tph
- > Lowest capital intensity
  - Utilises existing WCP space and related infrastructure
  - ➤ Minimal additional operating costs
  - ➤ Unit costs fall by 8-12%
- Well executed project: Safe, on time and below budget
  - > In commissioning
  - ➤ Demonstrated capability to deliver 2,400tph
  - > Final phase works underway
  - Expected to be 25% below US\$16 million budget

### WCP B upgrade additional HMC contribution



WCP A

—HMC to produce 1.2mt Ilmenite

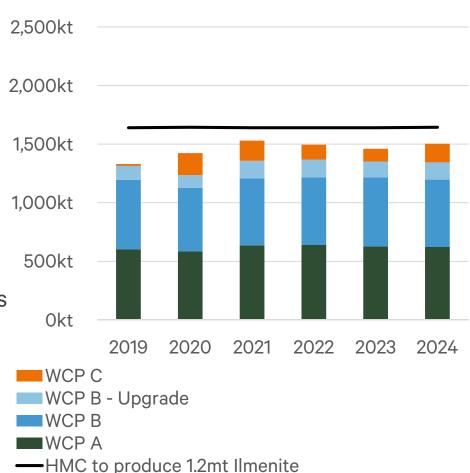
# Construction of WCP C (2019)



### > Delivers additional 150kt HMC per annum

- Mines ore previously not accessible
- ➤ High quality bespoke dredge
- > 500tph WCP designed and to be built by industry experts
- ➤ Respected EPCM engineer managed by Kenmare Owners team
- > Capital costs up to US\$45 million
- Operating costs:
  - ➤ Located close to the MSP; low pumping costs
  - Leverages existing fixed cost base and infrastructure
  - ➤ High grades reduce unit costs by 4-6%
  - ➤ Commissioning end 2019
  - > 20 year life of mine identified

### WCP C additional HMC contribution



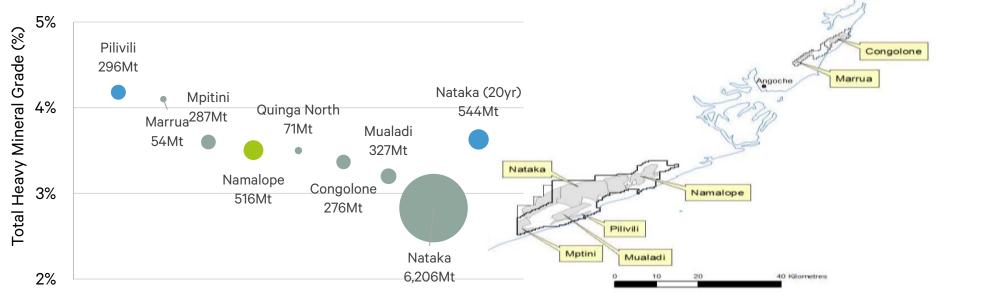
# WCP B move to Pilivili: Achieving 1.2Mt ilmenite



Quinga

- > WCP B scheduled to move to a new orebody in H2 2020
- Various orebody locations considered, each with distinct characteristics (size, grade, mineralogy, slimes, location and topography etc)
- Pilivili has the best grades in Moma portfolio, particularly in the initial years of operation

Pilivili is a large resource with low slimes grades, providing ease of mining and processing



# WCP B move to Pilivili (2020)

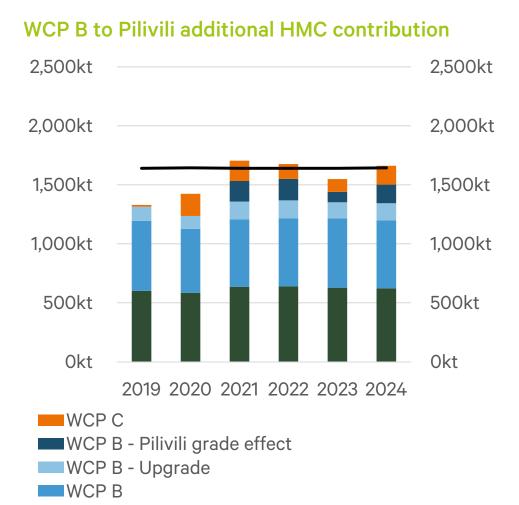


# Contributes an average additional130ktpa of HMC per annum

➤ Delivers a 1.2 million tonne per annum ilmenite production

# Current pre-DFS study

- ➤ US\$100 million capital project
- Relocation equipment and road construction
- > Site establishment costs in Pilivili
- > HMC product transport system
- ➤ Reduced unit operating costs 5-7%



# Maintaining 1.2Mt ilmenite production



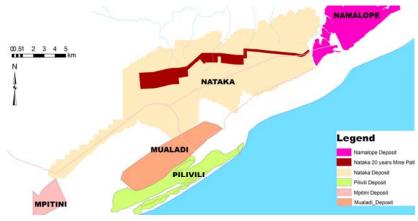
#### WCP A to Nataka (2025):

- Move necessary as Namalope mining completed
- Conceptual studies completed
- ➤ High grade 20 year path identified:
  - > 24% higher HM grades
  - ➤ Higher slimes will require upfront desliming circuit:
    - Uplifts excavated ore grade by further 21%
    - ➤ 4-4.5% final feed grade
- Project requirements: Additional mining capacity, slimes thickening & storage, and HMC transportation
- > PFS to be completed in 2019

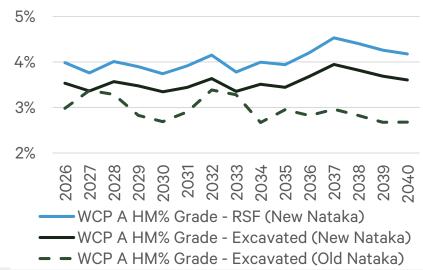
#### ➤ Additional mining capacity needed (2028):

➤ Likely building in additional rougher capacity at WCP B as head feed grades start to fall in Pilivili

#### **Deposit locations**



#### Nataka grade development (% HM)



# 5 year capital cost guidance

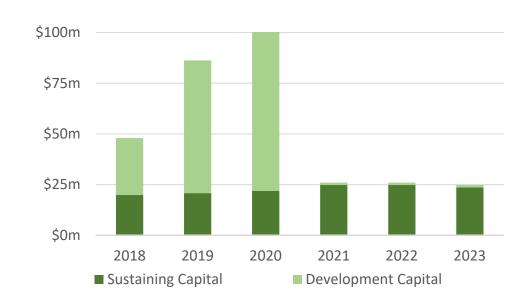


#### Sustaining capital

- 2018: Full-year guidance US\$22m maintained
- > Expected US\$20-25m to 2025

#### Development capital

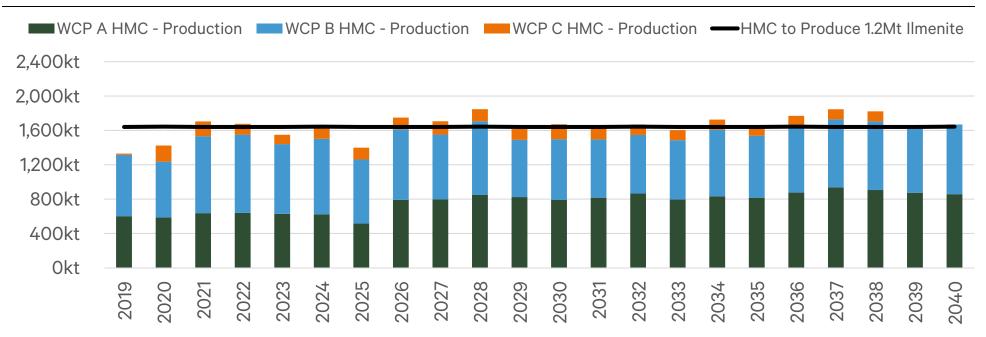
- 2018: Previous full year guidance of US\$19m maintained for:
  - WCP B upgrade, monazite project and mine development feasibility studies
- ➤ Newly approved WCP C Dredge Mining Project:
  - ➤ US\$45m total project cost
  - > US\$9m to be spent in H2 2018
- > 2019-2023
  - ➤ US\$36m WCP C
  - > c. US\$100m WCP B move to Pilivili
  - > c. US\$8m Studies for Nataka
- Capital required for WCP A move to Nataka in 2024-2025
- Additional mining capacity will require capital in 2028



<b>Development Capital</b>	2018	2019	2020	2021	2022	2023
<b>Development Studies</b>	3	3	2	1	1	1
WCP B Upgrade	10	0	0	0	0	0
Monazite Project	6	0	0	0	0	0
WCP C at Namalope	9	35	1	0	0	0
MSP Improvements	0	3	3	0	0	0
WCP B to Pilivili	0	25	75	0	0	0
Total Development Capital	28	66	81	1	1	1

# Conclusion: Maintaining 1.2Mt for +20yrs





#### ➤ A long term 1.2Mt operation is established by 2021:

- Using existing assets, the approved WCP C (2019), and expanded WCP B capacity (2028)
- > 2025 gap c.100kt ilmenite during relocation of WCP A to Nataka (subject to studies and further optimisation)

#### > Moma operations now at full capacity for 20+ years and so remains a stable low cost operation

- Falling to US\$120 US\$130/t (2018 real terms) from 2021 until WCP A moves to Nataka in 2025
- > Large capital events are deferred as much as possible



# Attractive market dynamics



# **DEMAND GROWTH**

- Demand is closely linked to global GDP growth
- Driven by urbanisation in emerging markets
- Not reusable

# SUPPLY CHALLENGES

- Ilmenite inventories keeping market balanced
- Ilmenite prices at ~50% of peak level
- Strong zircon price recovery driven by tight supply

# LEADING PRODUCER

- Diversified customer base
- Ilmenite suitable for sulphate & chloride pigment
- Ilmenite is upgradeable

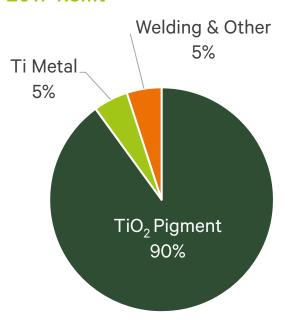
#### Titanium feedstock markets



- > TiO<sub>2</sub> pigment is used in a wide range of everyday products such as paints, plastics, paper, inks & fibres
  - Non-recyclable and difficult to substitute, supporting demand growth
- Two TiO<sub>2</sub> pigment production methods (sulphate & chloride)
  - > Stronger growth expected for chloride pigment
- > Titanium metal strong growth outlook driven by aerospace

	TiO2 Pigment	Titanium Metal	Welding & Other
End-Uses	paint, coatings, inks, plastics	aerospace, medical, industrial & defence applications	welding rods & electrodes
Key Properties	whiteness opaque non-toxic inert	high strength to weight ratio, corrosion resistant, high melting point	arc ignition
Feedstocks Consumed	all	high-grade	high-grade

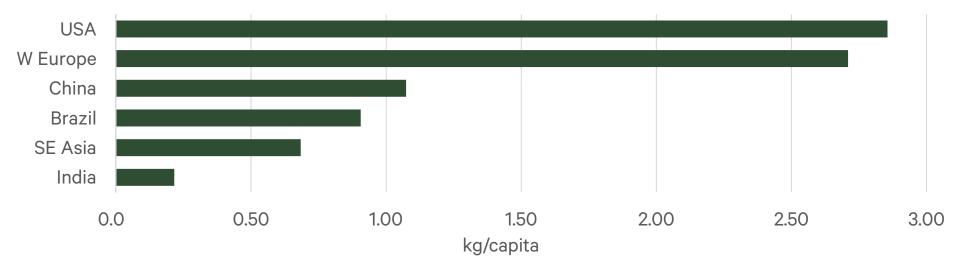
# Feedstock usage 2017 7.3mt



# Emerging market pigment demand growing rapidly



#### 2017 regional pigment consumption



- > "Quality of life" product, consumption grows as income levels increase
- > Benefits from late stage economic cycle demand, driven by increasing per capita GDP & urbanisation trends
- > Typical consumption of 2.5 3kg per capita in developed western economies
- Large population developing economies are set for strongest pigment demand growth
  - Chinese per capita consumption is less than half the US
  - Indian is less than 1/10th of US

# China pigment industry evolution



#### Chinese pigment production has been growing rapidly

- > ~350kt in 2000 to ~3mt in 2017 (~14% CAGR)
- > Total production of ~2.2mt in 2017: ~140kt chloride
- >90% is sulphate route

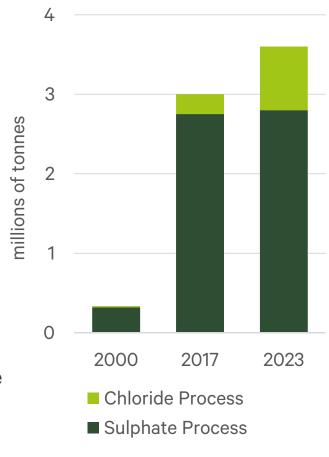
#### > Future growth will be predominantly chloride

- Chinese government encouraging rapid adoption of chloride pigment technology
- ➤ Significant pigment plant capacity additions in 2019-2020
- > Ilmenite upgrading capacity growing to meet requirements

#### Imported ilmenite required

- Chinese domestic ilmenite is largely unsuitable for chloride pigment production
- Imported ilmenite with low impurities will be required
  - Kenmare ilmenite is a preferred feed to existing Chinese upgrade plants
  - Well-positioned to supply new upgrading plants

#### Chinese pigment capacity



# TiO<sub>2</sub> feedstock supply challenges



#### Continued demand growth

Feedstock demand is estimated to grow at 2.3% CAGR from 2017 – 2023

#### > Sulphate ilmenite

- 2018 surplus of sulphate ilmenite has led to some softening of prices
- ➤ Sulphate ilmenite market expected to tighten over the course of 2019

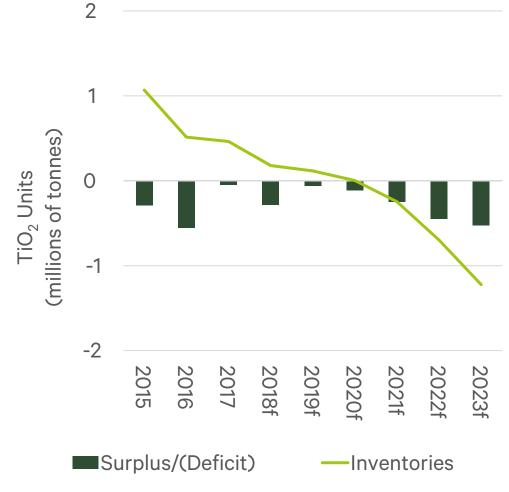
#### Chloride feedstocks

- ➤ Tight chloride feedstocks market outlook
- Positive for chloride ilmenite demand and pricing outlook

#### > Total feedstock market

Supply deficit balanced by inventory drawdown until 2020

#### Inventories to be drawn by 2020



#### Zircon market



#### Growing demand

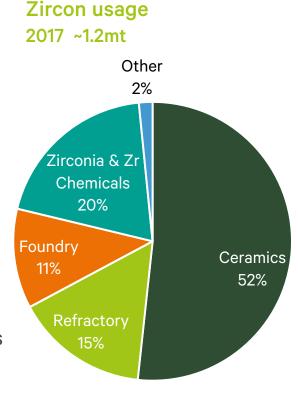
- ➤ Similar demand drivers as pigment with strong emerging market exposure
- Ceramics consumption in large population economies is growing strongly
  - > Digital printing & large format tiles are positive for demand
- > Zirconia & zirconium chemical demand is growing strongly
- > Steady demand from refractory, foundry & casting sectors

#### Limited potential supply response

- > Zircon is a high value co-product of titanium minerals mining
  - Supply is less responsive leading to some price volatility
- Challenging supply outlook due to orebody depletions & mine closures
- Quality constraints & lower in-situ zircon in undeveloped deposits

#### Outlook

- > Pricing well supported by favourable supply/demand dynamics
- > Limited scope for further major substitution but thrifting is possible



# Strong market position



#### Leading producer

- ➤ 4<sup>th</sup> largest TiO<sub>2</sub> feedstock producer, 6<sup>th</sup> largest zircon producer 2017 ~7.3mt TiO<sub>2</sub> Units
  - ➤ Largest ilmenite supplier
- > Diverse customer base in all regional markets

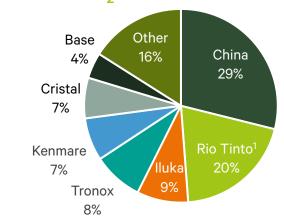
#### Favoured products

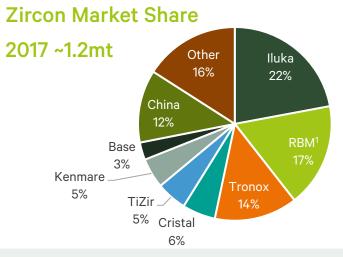
- > Kenmare ilmenite suitable for:
  - > Sulphate & chloride pigment
  - Upgrading to high-grade feedstocks
- Differentiated product suite to suit customer requirements

#### Marketing approach

- Long mine life supports long term customer relationship
- Mix of long term volume contracts at market prices & spot sales
- Direct sales to customers, reducing costs
- Introduction of new products e.g. monazite

# Total TiO2 feedstock market share 2017 ~7.3mt TiO<sub>2</sub> Units







# Mozambique overview



#### **Location map**





#### Quick facts (2017)

Capital Maputo Government type **Nominal GDP** Net FDIs / GDP 10.0% **GDP Growth** 6.6% Population

Presidential Democratic Republic

US\$34.9 billion

29 million

#### International natural resources companies operating in Mozambique

There are currently over 60 natural resources companies operating in Mozambique, with several international names having local operations:





















# Kenmare's contribution to Mozambique



- > US\$63 million in taxes paid in the last 5 years
  - ➤ US\$12.3 million in taxes paid in 2017
  - Corporation tax payments will begin shortly as accumulated losses are utilised
- > US\$72 million spent with local suppliers in 2017
  - ➤ Local procurement policy to maximise local spend approved and being implemented
- Moma project referred to by Government of Mozambique to promote investment in international forums

# Socio-economic impact of Moma



#### > Infrastructure Development

- > Access to power & clean water
- > Improved transportation & telecommunications
- > Improved housing conditions

#### **Economic Development**

- > Increased income levels
- ➤ More diverse products available in local markets
- ➤ New business opportunities

#### ➤ Socio-Cultural Development

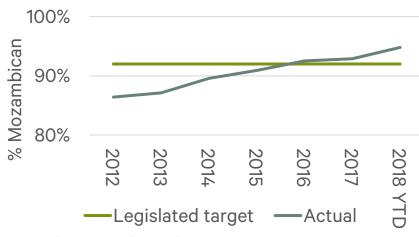
- > Enhanced access to education (primary, secondary and vocational schools)
- > Access to better health care services (information, clinic construction, medical consultation, malaria, HIV/AIDS, etc.)

#### Localisation



- Targeted 92% of workforce Mozambican by 2016 achieved
  - ➤ 2<sup>nd</sup> voluntary target now aiming for 95%
- Operator levels completely Mozambican
- Artisan levels successful transition
  - Apprenticeships & Technical development programmes
  - Training academy for skills development (all artisans)
- ➤ Increasing number of Mozambicans in management and supervisory positions:
  - > Academic and professional programmes

#### Localisation at Kenmare



#### Localisation by job category



# Kenmare training programmes



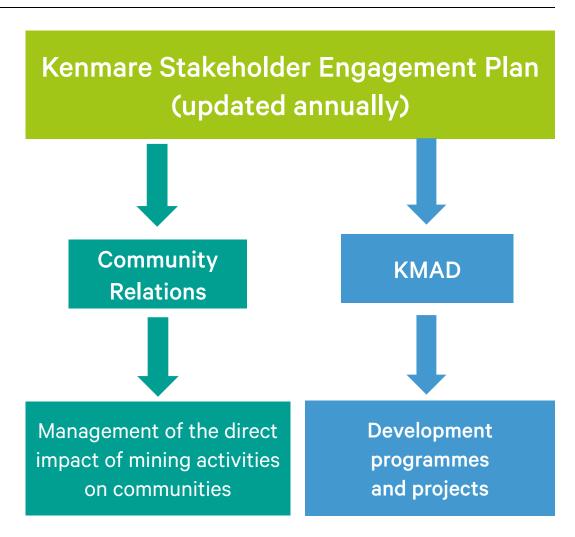
Programme	# (2013 – 2018)
Supervisor Development Programme	296
Internships	163
Graduate Development Programme	91
Technical Development Programme	57
HME Operator Development Programme	45
Maintainer Development Programme	44
New Manager Development Programme	33
Apprenticeship Programme	27
Bursary and Educational Assistance	20

# **Our Community Engagement Strategy**



#### > Kenmare's aims:

- Maximize benefits to the local community from the Moma Mine
- ➤ Generate long-term sustainable economic opportunities & facilitate socio-cultural activities
- Mitigate possible negative impacts of the Mine



# **Kenmare Community Relations**



#### > Formal meetings

- > Every 2 months
- Forum for parties to share information, discuss concerns/issues and solutions
- ➤ Attended by representatives of government and different social structures of community

#### > Informal meetings

- > Day to day meetings and interactions to address upcoming issues or concerns and grievances management
- Ongoing crop compensation process
- > Resettlement

## Kenmare Moma Development Association - KMAD



- Three year strategic development plans
- Detailed annual action plan agreed and signed with the community, local government and NGOs
- Three main focus areas:
- Economic Development and Livelihood
  - Income Generating Activities, food security/agriculture
- > Healthcare Development
  - Capacity building of healthcare staff, improved infrastructure, community health & awareness about HIV, water and sanitation
- **Education Development** 
  - Capacity building of teachers, furniture & school infrastructure, education materials & equipment, vocational training, environmental awareness of the community, sport

# KMAD - Economic Development and Livelihood













# KMAD – Healthcare Development









# **KMAD – Education Development**













# Capital allocation & shareholder returns



# SUSTAINING & DEVELOPMENT CAPITAL

- Low sustaining capital costs
- High returning development projects (IRR's >25%)
- Lower unit costs

# DEBT SERVICING

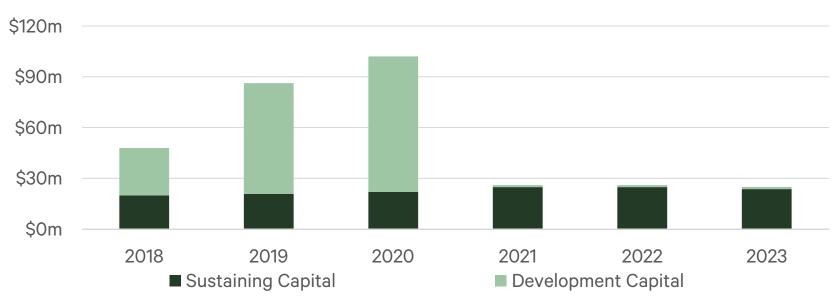
- Prudent gross debt
- Significant cash available
- Low net debt

# SHAREHOLDER RETURNS

- Minimum 20% of profit after tax
- Objective to pay higher capital returns from 2021
- Maiden dividend in 2019

# Sustaining & development capital





- > Graph shows sustaining and development capital<sup>1</sup> required to produce 1.2mtpa ilmenite (plus coproducts) from 2021
  - > Development capital mainly comprises mining investment: WCP B upgrade (in commissioning), WCP C construction and WCP B move.
  - > Also includes capital for monazite (2018) and some MSP improvements (2019 & 2020).
- > Studies underway for move of WCP A in 2025, no execution cost included above.
- Medium term sustaining capital US\$20 US\$25 million per annum

## Debt objectives



- > Key debt objective to maintain robust balance sheet
- > Low absolute debt
  - > US\$81 million of principal currently outstanding
  - > H1 2018 EBITDA US\$47.5 million i.e. 0.85x gross debt/EBITDA annualised
- > Aim to maintain a prudent cash balance
  - > Cash resources of US\$84 million at 30 June 2018
  - ➤ Will retain sufficient cash for WCP A move in 2025
- > Low net debt
  - > US\$9 million at 30 June 2018
- > Seeking to increase flexibility of facilities
  - ➤ More appropriate to an operating asset
  - Current debt facilities are amortising with cash sweep

# **Existing debt facilities**



- Effectively one tranche of debt with tenor to February 2022
- Semi-annual repayments of US\$9.5 million started on 1 February 2018
- All debt USD denominated
- > Interest currently:
  - > 4.75% + 6m US LIBOR until 2020
  - > 5.50% + 6m US LIBOR thereafter
- > Cash sweep mechanism
  - > Payable 1 Feb. & 1 Aug. each year
  - 25% of Cash Available Restricted Payments as set out in Finance Agreements<sup>2</sup>

#### **Debt principal outstanding**

Lender	US\$ million	%
KfW	1.5	2
AfDB	2.3	3
Absa	9.8	12
FMO	12.6	16
EAIF	15.5	19
EIB	39.3	48
Total	81.0	100

#### Debt principal repayments (US\$ million)<sup>1</sup>



# Shareholder returns - dividend policy



#### Dividend policy

commitment to pay a minimum 20% of profit after tax

#### **>** Subject to:

- Market conditions, debt and capital requirements
- Minimum safe level of cash likely higher during periods of capital expenditure

#### Maiden dividend

- ➤ Payable following H1 2019 results
- > Subject to corporate reorganisation and capital reduction

#### Expected higher capital returns from 2021

- Following completion of development projects
- > May come in the form of special dividend or share buy-backs

## Key steps to shareholder returns

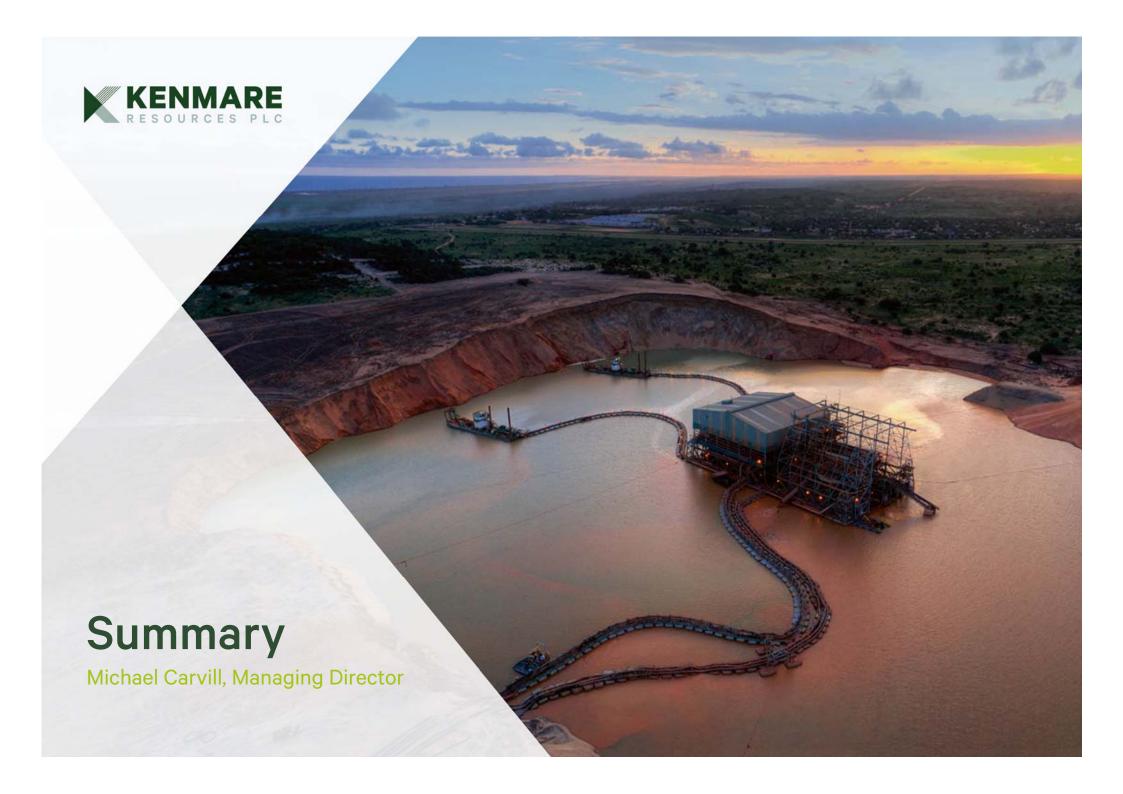


#### > Capital reduction

- ➤ Purpose to extinguish PLC¹ retained losses
- > Expected timeline:
  - Circular to be sent to Shareholders in Nov.
  - > EGM in Dec. to propose extinguishment of retained losses
  - ➤ High Court hearing early in 2019

#### Group reorganisation

- > Purpose to optimise flow of payments within Kenmare Group
- Key steps:
  - > Agreement with Lenders
  - ➤ Reduce holding of intermediate companies PLC¹ to become 99.9% direct owner of Moma Subsidiaries²
  - > Extinguish retained losses in Moma Subsidiaries<sup>2</sup>



# **Building on our strategy**



### **GROWTH**

>20% production growth by 2021

# MARGIN EXPANSION

- Driven by increased utilisation of installed asset base
- Additional monazite product stream

# SHAREHOLDER RETURNS

- New dividend policy of >20% of Profit After Tax from 2019
- Potential for special dividends or shareholder buybacks



# **Depreciation**



Asset categories	Cost 31/12/17 US\$ million	H1 2018 Depreciation US\$ million
Unit of production	1,060	14.7 <sup>1</sup>
Straight line - average 15 years	55	1.3
Total	1,115	16

- Depreciation charge split based on asset values: 35% mining and 65% processing
- Basis for straight line depreciation varies depending on estimated useful life and timing of replacement of assets
- Sustaining capex estimated at \$20 million \$25 million per annum
  - > 2017 split: 20% UoP<sup>2</sup> & 80% straight line
- > WCP C capex US\$45 million split 95% UOP2 basis & 5% straight line basis
- > WCP B move capex ~US\$100 million (pre-DFS estimate) principally UoP<sup>2</sup> basis

#### **Taxation**



- Two separate tax regimes: mining company (KMML¹) and processing company (KMPL²)
- > KMML<sup>1</sup> mining company, sells HMC<sup>3</sup> to processing company (KMPL<sup>2</sup>)
  - ➤ HMC³ is sold to KMPL² at transfer price in the Mining Licence Contract i.e. mining cash costs plus 15% adjusted for movement in finished product prices each year relative to base year (2007):
    - > Transfer price in H1 2018 was mining cash costs plus 40%
    - Mining cash costs are approx. 50% of total group cash costs
  - > 3% royalty applies on value of HMC<sup>3</sup> sold to KMPL<sup>2</sup>
  - Corporation tax rate is 35%:
    - Losses forward were fully utilised in 2018
    - Depreciation is equivalent to capital allowances
- > KMPL<sup>2</sup> processing company, sells final products to customers
  - > IFZ fee 1% of total revenue