



# **Investor Presentation**

November 2022

# Disclaimer



This Presentation (the "Presentation") has been prepared and issued by Kenmare Resources plc (the "Company" or "Kenmare"). While this Presentation has been prepared in good faith, the Company and its respective officers, employees, agents and representatives expressly disclaim any and all liability for the contents of, or omissions from, this Presentation, and for any other written or oral communication transmitted or made available to the recipient or any of its officers, employees, agents or representatives.

No representations or warranties are or will be expressed or are to be implied on the part of the Company, or any of its respective officers, employees, agents or representatives in or from this Presentation or any other written or oral communication from the Company, or any of its respective officers, employees, agents or representatives concerning the Company or any other factors relevant to any transaction involving the Company or as to the accuracy, completeness or fairness of this Presentation, the information or opinions on which it is based, or any other written or oral information made available in connection with the Company.

This Presentation does not constitute or form part of, and should not be construed as, an offer, invitation or inducement to purchase or subscribe for any securities of the Company nor shall it or any part of it form the basis of, or be relied upon in connection with, any contract or investment decision relating to such securities, nor does it constitute a recommendation regarding the securities of the Company.

This Presentation is as of the date hereof. This includes certain statements. Presentation estimates and projections provided by the Company with respect to the anticipated future performance of the Company or the industry in which it operates. Such statements, estimates and projections reflect various assumptions and subjective judgments by the Company's management concerning anticipated results, certain of which assumptions and judgments may be significant in the context of the statements, and projections made. estimates assumptions and judgments may or may not prove to be correct and there can be no assurance that any projected results are attainable or will be realised. In particular, certain statements in this Presentation relating to future financials, results, plans and expectations regarding the Company's business, growth and profitability, as well as the general economic conditions to which the Company is exposed, are forward looking by nature and may be affected by a variety of factors. The Company is under no obligation to update or keep current the information contained in this Presentation, to correct any inaccuracies which may become apparent, or to publicly announce the result of any revision to the statements made herein and any opinions expressed in the Presentation or in any related materials are subject to change without notice.

All monetary amounts refer to United States dollars unless otherwise indicated.

# The world's largest ilmenite supplier



#### Overview: Kenmare Resources

#### Moma Mine in Mozambique

- > 15 years of production with >30 years in Mozambique
- > >100 years of Mineral Resources at current production rate
- Low environmental impact >90% of electricity from renewable source (hydropower)
- Meaningful contribution to the local and national economy

#### Market-leading position

- Four product streams: ilmenite, zircon, rutile and mineral sands concentrate (monazite)
- Kenmare production represents 8% of global supply
- Key raw materials in the manufacture of paints, paper and plastic

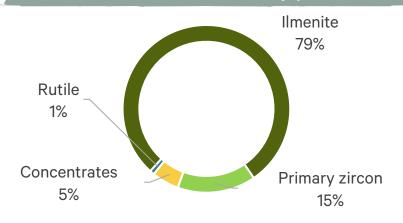
#### Significant capital investment

- Capital expenditure of ~US\$1.4bn to date
- Three development projects delivered between 2018 and 2020 to increase production to ~1.2 million tonnes per annum (Mtpa) of ilmenite, plus associated co-products

### Wet Concentrator Plant B mining at Pilivili



### Kenmare's 2021 revenue by product



# Creating sustainable competitive advantage



Strategic priorities and H1 2022 performance

OPERATE RESPONSIBLY

- Safe and engaged workforce
- Thriving communities
- Healthy natural environment
- Trusted business

O.OO LOST TIME INJURY FREQUENCY RATE -RECORD LOW

DELIVER LONG LIFE, LOW COST PRODUCTION

- >100 years of Mineral Resources provides significant growth potential
- 1<sup>st</sup> quartile revenue/cost target
- >20 year mine path visibility

\$429/t
RECORD AVERAGE
SALES PRICE

**ACHIEVED** 

ALLOCATE CAPITAL EFFICIENTLY

- Balance sheet strength
- Shareholder returns
- Develop value accretive growth opportunities

+51%
INCREASE IN INTERIM DIVIDEND/SH VS 2021

# Positioned to deliver long-term value



### Macroeconomic outlook and the impact on Kenmare's product markets

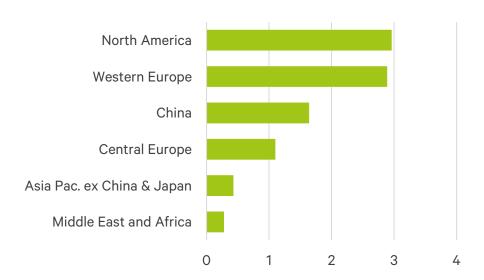
#### Global uncertainty

- Short-term global outlook is unpredictable
- Heightened inflation is leading to intervention by Central Banks and Governments, adding to risk of recession

#### Kenmare's fundamentals remain strong

- Kenmare's order book for H2 is largely committed
- However long-term demand for titanium feedstocks is linked to global economic growth and forecasts have been reducing
- Nonetheless supply constraints for all of Kenmare's products are continuing, supporting product pricing
- There is also significantly higher TiO<sub>2</sub> pigment consumption per capita in developed western economies – developing economies with large populations underpin demand growth
- Kenmare is continuing to target a first quartile position on the industry revenue to cost curve, supporting cash flow generation throughout the commodity price cycle

### $^{-}$ 2021 TiO $_{2}$ pigment consumption (kg/capita) $^{1}$



Positive medium and long-term fundamentals for product markets, underpinned by supply constraints

# Strong earnings and compelling interim dividend



### H1 2022 operational and financial highlights



Capital projects update



2022

2021

### Net debt

### RUPS<sup>2</sup>

# \$66m

# In operation

(31.12.2021: \$83m)

Began mitigating disruptions in May



2019

2019

2020



2019

2020

2020



# Nataka study



2022

2021

2021

2022

# **Up 51%**

(H1 2022: USc11.0/sh) (H1 2021: USc7.3/sh)

PFS expected to be completed in 2022

**In progress** 

2020

2019

2022

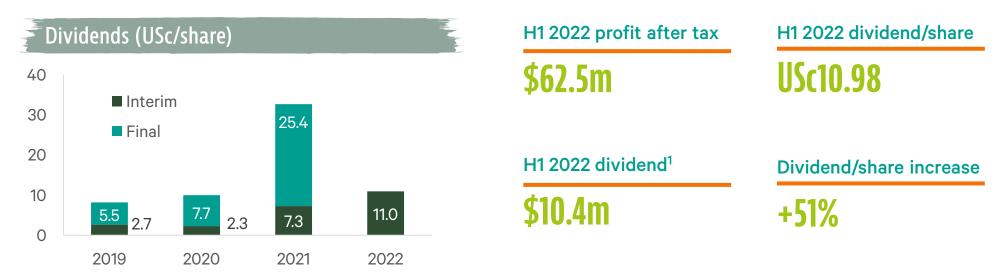
<sup>1.</sup> Free on board (FOB) – received prices less shipping costs

<sup>2.</sup> Rotary Uninterruptible Power Supply (reducing reliance on diesel generators and reducing CO<sub>2</sub> emissions materially)

# Interim dividend per share up 51%



#### Shareholder returns



- Kenmare is targeting a dividend payout ratio of 25% of Profit After Tax in 2022, maintaining the 2021 ratio
- H1 2022 dividend per share up 51% (H1 2021: USc7.29/sh) vs profit after tax up 30%, benefitting from share buy-back completed in Dec 2021
- Kenmare is targeting a one-third/two-thirds interim/final dividend split, as usual
- 2022 final dividend will be a balancing payment to meet the dividend policy

### H1 2022 dividend is higher than 2019 and 2020 full year dividends

# Operational review



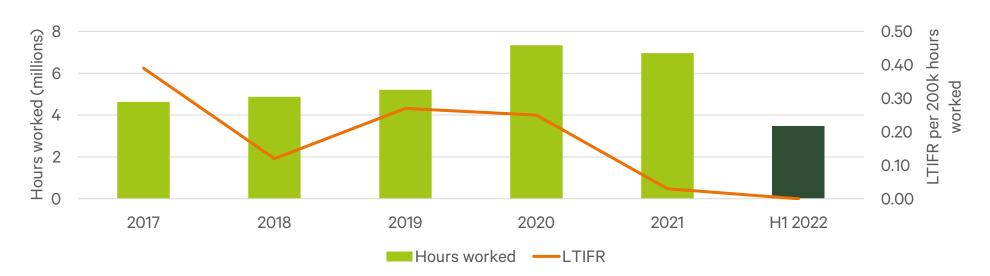


# Strong safety performance continuing in 2022



Zero Lost Time Injuries in H1 2022

### Kenmare's industry-leading LTIFR



#### Continuing focus on safety performance

- Almost 12 million hours worked without a Lost Time Injury to late September 2022
- One Lost Time Injury recorded in Q3 2022 LTIFR of 0.03 to 30 September 2022
- Strong performance related to hazard identification, risk assessments, and site leadership's focus on safety standards and levels of engagement

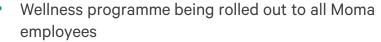
# Sustainability goals continue to be advanced

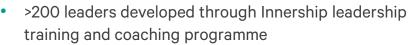


### H1 2022 sustainability update













- Moz Parks' construction of industrial park underway
- First tranche of 30 female students graduated from KMAD-sponsored Technical Training College



Healthy natural environment

- Agroforestry expansion trial underway to increase quality of rehabilitation
- Energy Efficiency Manager appointed
- New waste management firm appointed to increase recycling on site



Trusted business

- 100% of significant suppliers audited to drive improvements in sustainability standards
- First round of training on Voluntary Principles on Security and Human Rights completed with public security forces

# Stronger production from late May 2022



### Production and shipments review

#### H1 2022

- HMC production was impacted by two tropical storms in Q1 and increased slimes¹ during H1
- Slimes levels were stabilised by May 2022, leading to stronger HMC production from late May onwards
- Production of all finished products decreased by 10% vs H1 2021, broadly in line with the 9% reduction in HMC processed
- Shipments decreased by 29% vs H1 2021, due mainly to poorer weather conditions and reduced shipping capacity due to Bronagh transshipment vessel in dry dock from mid-May to late-August

#### Q3 2022

- llmenite production achieved an average run rate of 1.2 Mtpa in Q3
- Shipments increased by 48% in Q3 vs Q2, as the Bronagh J returned to site
- Q4 is anticipated to be the strongest quarter for production and shipments
- Kenmare is expected to achieve the bottom of 2022 production guidance

### Q3 2022 summary

**HMC** production

443,900t

+7%

Q3 2021: 413,400t

**Primary zircon** 

26,500t

+10%

Q3 2021: 15,700t

**Concentrates** 

13,000t

+9%

Q3 2021: 11,900t

#### **Ilmenite**

304,700t

-3%

Q3 2021: 314,400t

#### **Rutile**

2,600t

-4%

Q3 2021: 2,700t

#### **Shipments**

285,600t

-11%

Q3 2021: 322,600t

<sup>1.</sup> Extremely fine particles, <50 microns in size

# Nataka Pre-Feasibility Study (PFS) in progress



#### Overview of current status of Nataka PFS

#### Nataka is the largest ore zone in Moma's portfolio

- Nataka contains 79% of Moma's total 6.3 bnt Mineral Resources
- WCP A is expected to begin mining Nataka in 2025 and WCP C in 2030
- WCP A will be relocated by dredging a corridor to a 20-year high grade path

#### **Current status**

- Work is continuing on the PFS for the Nataka ore zone expected to be completed in late 2022 with a market update in Q1 2023
- As part of the PFS, WCP A is expected to have a desliming circuit installed to more efficiently mine the Nataka ore zone
- Some elements of the PFS are significantly advanced; so work towards the Definitive Feasibility Study (DFS) has commenced in those areas, including on the desliming circuit
- Results for this part of the DFS are expected in Q1 2023 and, on an accelerated timeline, the installation of the desliming circuit at WCP A could occur in 2024
- Initial estimates suggest the capital cost of the move is not likely to be less than \$225m

### Wet Concentrator Plant A



### Nataka hydromining trial area



# RUPS delivering benefits



Rotary Uninterruptible Power Supply project in operation

Estimated cost of RUPS

target by 2024

**Emissions reduction** 

**\$20m** 

-12%

#### RUPS successful at mitigating supply disruptions

- The RUPS is improving power stability for the Mineral Separation Plant (MSP) and is expected to further reduce Kenmare's emissions
- Kenmare previously used diesel generators to power the MSP during the rainy season to avoid the impact of power dips, but the RUPS will provide protection throughout the year
- The RUPS is the main contributor to Kenmare's 12% emissions reduction target by 2024
- The RUPS is expected to benefit operating costs through reduced diesel consumption and improve utilisation and recoveries

# **RUPS** building



### $\bar{\phantom{a}}$ Board visiting the RUPS in February 2022



# Market update

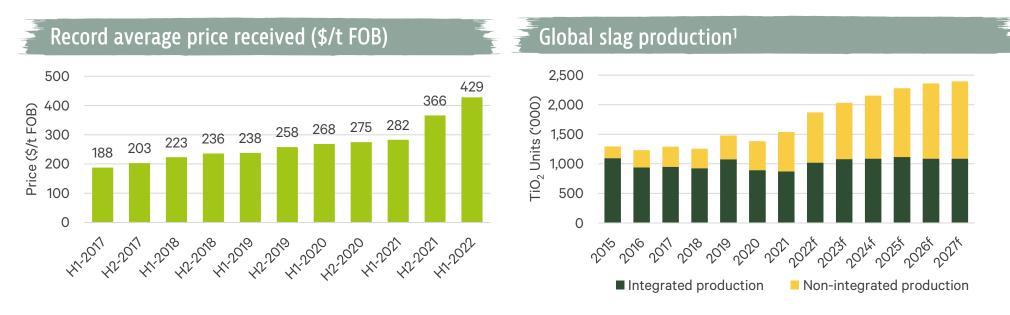




# Strong market conditions prevailed in H1 2022



H1 2022 titanium feedstocks market overview



### High feedstock prices supported by increasing ilmenite beneficiation

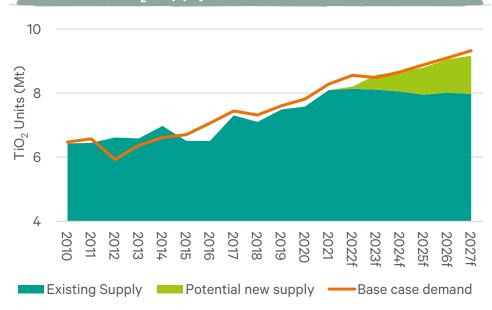
- Demand for titanium feedstocks strengthened in H1 2022, allowing Kenmare to achieve consecutive price increases in Q1 and Q2 and a record average received price of \$429/t
- This was supported by growing global slag production, as non-integrated ilmenite is required for beneficiation into high-grade chloride products
- Kenmare is a preferred beneficiation supplier due to its high product quality
- > Significant beneficiation capacity continues to be brought on-stream, supporting near/medium-term demand for Kenmare ilmenite

# Global inventories at lowest point in >10 years

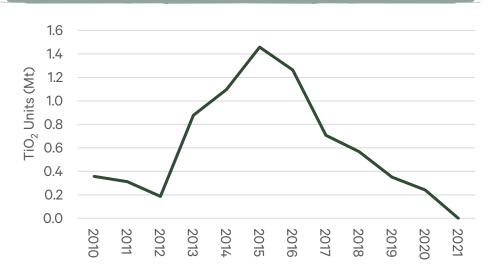


Supply/demand market balance

### Forecast TiO<sub>2</sub> supply/demand market balance<sup>1</sup>



### $\bar{}$ Excess industry inventories (Mt TiO $_2$ units) $^1$



#### Constrained supply supporting positive pricing environment

- In recent years there has been a supply gap that has been met through previously built inventories
- Consequently, in H1 2022 inventories were below normal levels
- Higher prices are incentivising additional supply from lower quality ilmenite and ilmenite concentrates this new production is expected to meet demand in the coming years before a supply deficit emerges again in 2026
- Any delays to potential new projects would result in an earlier supply deficit

<sup>1.</sup> Source: Internal estimates

# Pricing momentum has continued in H2 2022



Q3 2022 market summary

#### **Titanium feedstocks**

- Pricing for Kenmare's products increased again in Q3 and order book for Q4 is largely committed
- However, pigment demand weakened through the quarter, affected by Chinese and European market conditions
- Demand for titanium feedstocks is expected to moderate in 2023 as longterm demand for ilmenite is linked to global economic growth and market forecasts have been reducing
- Kenmare believes the fundamentals of its product markets remain robust due to low inventories in the global supply chain and limited new production

#### **Zircon**

- Demand for Kenmare's zircon products remained strong in Q3, although the zircon market has been exhibiting similar dynamics to the pigment market
- Demand in China is weak and European ceramics producers have been impacted by higher energy costs
- However zircon supply remains constrained and prices outside of China are stable – Kenmare sells the majority of its zircon to customers in Europe

### Titanium feedstocks



### Zircon



# Outlook



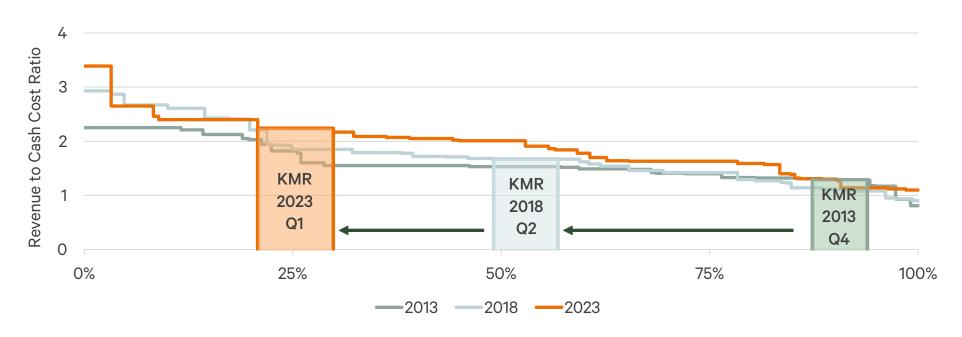


# Targeting a first quartile margin position



Kenmare is well-positioned to deliver strong free cash flow

## Industry revenue to cash cost curves



- Kenmare is targeting a first quartile position on the industry revenue to cost curve
- This is expected to deliver increased cash flow stability
- Provides ability to remain cash flow positive throughout the commodity price cycle

# Building on our strategy



Strategic performance and targets



### H1 2022 performance

- Lowest ever LTIFR of 0.00
- RUPS in operation



- Record average received price achieved
- EBITDA margin of 58%



- Interim dividend per share up 51% vs H1 2021
- \$17.3m reduction in net debt

### 2022 targets

- Continue to maintain strong safety performance
- Meet a broad range of ESG targets
- On track to achieve 2022 production guidance
- Maintaining cost control in an inflationary environment
- Nataka PFS expected
- Balance sheet continuing to strengthen by year-end

# **Appendices**





# Mineral sands: essential to modern life



Two core product streams: titanium feedstocks and zircon

#### Titanium feedstocks (ilmenite and rutile)

- TiO<sub>2</sub> pigment imparts whiteness and opacity in the manufacture of paints, plastics and paper
- Non-recyclable and difficult to substitute

#### Zircon

- An important raw material for the ceramics industry for wall tiles, floor tiles and sanitary ware
- Favoured for whiteness, opacity, high melting point and shock resistance
- Emerging market zircon and pigment demand growing rapidly

#### Pigment is "quality of life" product, consumption grows as income levels increase

- Significantly higher TiO<sub>2</sub> pigment consumption per capita in developed western economies
- Large population developing economies are set for strongest pigment and zircon demand growth

Titanium feedstocks industry revenues p.a.

\$4 5hn

**Zircon industry** revenues p.a.

\$1.7hn

## Kenmare's products used in quality-of-life items







Paper





**Paints** 





Plastics and rubber

Glazes and enamels

Fabrics and textiles

Demand for TiO<sub>2</sub> feedstocks and zircon is driven by global GDP growth and urbanisation in emerging markets

# A globally significant titanium minerals deposit



#### Overview: Moma Titanium Minerals Mine

#### Tier 1 resource base

- > >100 years of Mineral Resources at production rate of ~1.2 Mtpa
- Moma is comprised of multiple ore zones 6.3
   billion tonnes of Mineral Resources
- Current mine plan runs beyond 2040

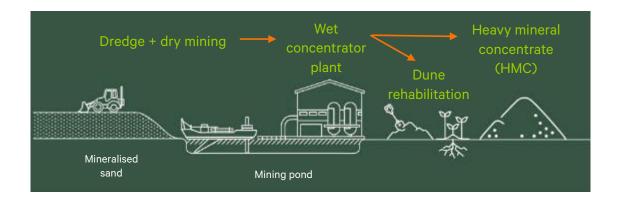
#### Low cost, bulk mining operation

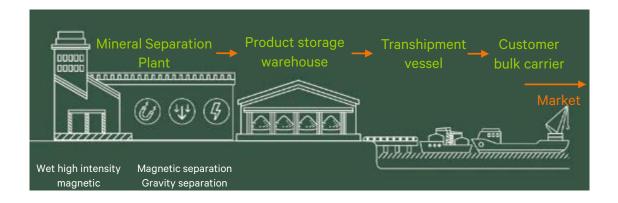
- Mature operation in production since 2007
- Three Wet Concentrator Plants (WCPs) in operation – two mining the Namalope ore zone and one mining at Pilivili
- Dedicated on-site port facilities

#### Low environmental impact

- Primarily hydro-generated electricity (>90% of electricity demand in 2021)
- Progressive rehabilitation of mined areas
- No toxic chemicals used

# Operational process outline





# 2022 production guidance



2022 guidance provided on 13 January 2022

Production		2022 Guidance	H1 2022 Actual	2021 Actual
Ilmenite	tonnes	1,125,000-1,225,000	499,700	1,119,400
Primary zircon	tonnes	54,400-63,200	26,500	56,300
Rutile	tonnes	9,500-11,500	4,000	8,900
Concentrates <sup>1</sup>	tonnes	40,300-46,800	20,500	43,900
Costs				
Total cash operating costs	\$m	190-210	101.2	193
Cost per tonne	\$/tonne	148-171	184	157

- On track to achieve 2022 production guidance for all finished products, albeit at the bottom of the guidance ranges following a challenging H1
- Shipments expected to be lower than production due to the scheduled dry dock of the Bronagh J transshipment vessel between mid-May and late August 2022
- > Total cash operating costs are anticipated to increase in 2022 due to higher tonnes mined and inflation
- Expected capital expenditure of \$28.5m on development projects and studies, with sustaining capital of \$33m

<sup>1.</sup> Concentrates includes secondary zircon and mineral sands concentrate.

# Slimes management measures taking effect



Managing increasing slimes impacts Area of impact Mitigation measure Investigation underway to **Dredging** improved dredge cutting and (harder mining, higher cost supplementary mining) throughputs Analysing benefits of bringing forward WCP A desliming circuit **Wet Concentrator Plant** Increased slimes (recirculation, lower recoveries & HMC quality) Clean water helping capacity, recoveries and quality Flocculation and dredging **Tailings** (settling capacity to clarify ratio creating more paddock process water) settling capacity

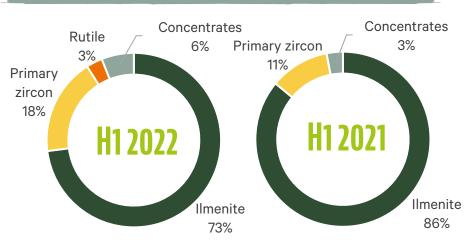
# EBITDA margin increased to 58%



H1 2022 income statement

	<b>H1 2022</b> \$ million	
Revenue (FOB)	182.1	167.8
Freight costs	15.2	10.4
Revenue (CIF)	197.3	178.2
Cost of sales & other operating costs	(122.3)	(119.5)
Operating profit	75.0	58.7
Net finance & foreign exchange cost	(6.4)	(8.1)
Profit before tax	68.6	50.6
Tax	(6.1)	(2.6)
Profit after tax	62.5	48.0
EBITDA	105.5	82.3

## Revenue (FOB) by product (%)



- 9% increase in revenue (FOB), benefitting from 52% increase in average received price and higher value product mix, partially offset by 29% lower sales volumes
- Record H1 EBITDA and profit after tax, up 28% and 30% respectively vs H1 2021
- > EBITDA margin of 58% (H1 2021: 49%)

Record H1 revenue and profits, benefitting from strong prices and high value product mix

# Record average sales price achieved



### H1 2022 pricing and shipping review

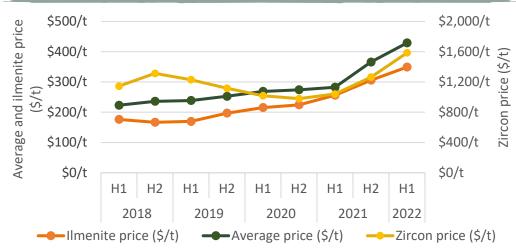
#### Strong market conditions continued in H1 2022

- 52% increase in average price received (FOB) to \$429/t in H1 2022 (H1 2021: \$282/t)
  - Ilmenite price up 36% on H1 2021 and 14% on H2 2021
  - Primary zircon price up 52% on H1 2021 and 25% on H2 2021
- Average sales price also benefitted from high value product mix

#### **Lower shipments**

- 29% decrease in total shipment volumes to 424,300t in H1 2022 (H1 2021: 594,100t)
- Reduced shipping capacity due to poorer weather conditions, the Bronagh J vessel undergoing its fiveyearly dry dock, and some customer vessels delays
- ➤ The absence of the Bronagh J in Q2 was partially offset by the strong performance of the Peg transshipment vessel, which delivered record cycle times

# Product price movements (\$/t, FOB)



### FRevenue (CIF) bridge (\$m)



<sup>1.</sup> Free on board (FOB) - received prices less shipping costs

# 7% decrease in net ilmenite unit cost



### H1 2022 cash operating costs reconciliation<sup>1</sup>

	Unit		H12022	H12021
Cost of sales	\$m		95.2	100.3
Other operating costs excluding freight	\$m		11.9	8.8
Total costs less freight			107.1	109.1
Depreciation	\$m		(30.5)	(23.5)
Share-based payments	\$m		(3.2)	(2.1)
Product stock movements	\$m		27.8	3.8
Adjusted cash operating costs	\$m	+16%	101.2	87.3
Finished product production	tonnes	-10%	550,700	612,100
Total cash operating cost per tonne	\$	+29%	184	143
Total cash operating costs less co-products revenue (FOB)	\$m	-17%	52.6	63.3
Ilmenite production	tonnes	-11%	499,700	559,000
Total cash cost per tonne of ilmenite	\$	-7%	105	113

- 16% (\$13.9m) increase in total cash operating costs, due primarily to:
  - Increased labour costs (\$4m)
  - Increased electricity, fuel and chemicals costs (\$4m) due to higher pricing for both diesel and power
  - ➤ Increased production overheads (\$2m) due to increased rehab costs, higher insurance premiums and road repairs following storm damage
  - Increased mining royalties and IFZ taxes (\$1m) based on increased revenues
- 29% increase in cash operating cost per tonne due to lower production volumes
- Net ilmenite unit cost reduced to \$105/t (H1 2021: \$113/t) due primarily to change in product mix (increased high value coproducts)

### Net ilmenite unit cost benefitted from increased co-product revenues

<sup>1.</sup> Analysis reconciles Income Statement to cash operating cost to run business

# Further net ilmenite cost reduction expected in H2



### Production and unit cost profile



- Total cash operating cost per tonne of \$184/t in H1 2022, a 29% increase (H1 2021: \$143/t), but unit costs are expected to reduce in H2 2022 due to higher anticipated production volumes
- Net ilmenite unit cost of \$105/t, a 7% decrease (H1 2021: \$113/t), due to increased co-product revenues and benefitting from high value product mix in H1 2022

# Net debt reduced by \$17.3m



### H1 2022 balance sheet review

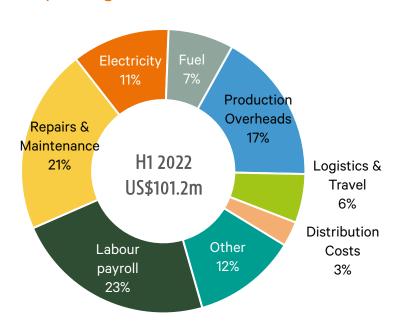
	30-Jun-2022 \$ million	31-Dec-2021 \$ million	Balance sheet strengthened: \$17.3m decrease in net debt to \$65.5m given robust operational cashflow
Property, plant & equipment	936.9	956.7	PPE included additions of \$24.2m, less mine closure
Inventories	91.2	60.2	adjustment (\$13.5m) and depreciation (\$30.5m)
Trade & other receivables	67.8	74.7	Inventories up \$31m, comprising increased finished
Cash	30.7	69.1	products (\$27.8m) and consumable spares (\$3.2m)
Total assets	1,126.5	1,160.7	Receivables down \$6.9m due to timing of shipments net of prepayments movement
Equity & reserves	968.9	930.6	Cash of \$30.7m after dividend (\$24.1m) and debt
Bank loans	93.2	148.1	repayments (\$55.7m), including:
Leases	1.7	2.2	> \$15.7m of Term Loan Facility
Creditors & provisions	62.7	79.8	> \$40m Revolving Credit Facility (RCF) repaid in full
Total equity & liabilities	1,126.5	1,160.7	➤ RCF available for redraw

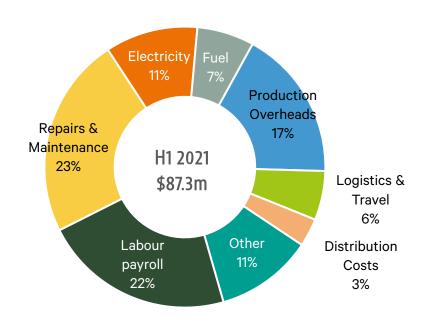
## Balance sheet expected to continue to strengthen in H2 2022

# H1 2022 total cash operating costs



### Total cash operating costs breakdown





#### 16% increase due primarily to:

- Increased labour and payroll costs (\$3.9m), including pay rates, headcount and FX adverse movement on Metical
- Increased production overheads (\$2.2m), including consultancy fees, insurance, rehabilitation and road maintenance following storm damage
- Increased electricity costs (\$2.2m), driven by a volume and price increase compared to H1 2021
- Increased fuel costs (\$1.8m), driven by a 7.5% volume decrease and 26% price increase compared to H1 2021
- Increased repairs and maintenance costs (\$1.1m), due primarily to inflation
- > Other costs include HMC royalty and Industrial Free Zone taxes, which increased in line with increased revenues

# Follow Kenmare on social media



Facebook, Twitter and LinkedIn



- Kenmare has profiles on Facebook, Twitter and LinkedIn, which feature regular updates on our corporate social responsibility initiatives, operational and development milestones, news flow and more
- Click the name of the social network to visit out profiles and connect with Kenmare: Facebook, Twitter and LinkedIn



