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### **Overview: Kenmare Resources**







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

- Representing 7% of global 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 in 2018
- Meaningful contribution to the local economy

### Significant capital investment

- Capital expenditure of US\$1.2 billion
- Balance sheet value US\$790 million



### Mineral sands: essential to modern life



### Two core product streams of minerals sands

#### 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

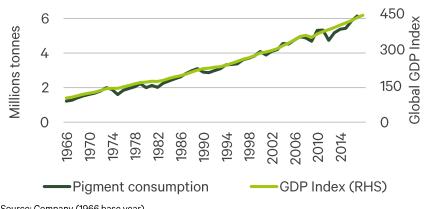
#### **Zircon**

- 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 & pigment demand growing rapidly

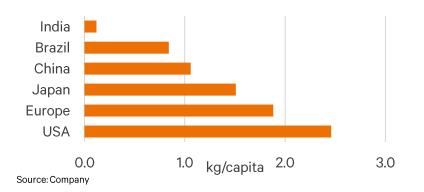
- Pigment is "quality of life" product, consumption grows as income levels increase
- Significantly higher TiO<sub>2</sub> pigment consumption per capita in developed western economies
- Large population developing economies are set for strongest pigment & zircon demand growth

### World GDP vs TiO<sub>2</sub> pigment consumption



Source: Company (1966 base year)

#### Regional pigment consumption (2017)



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

### Operational overview



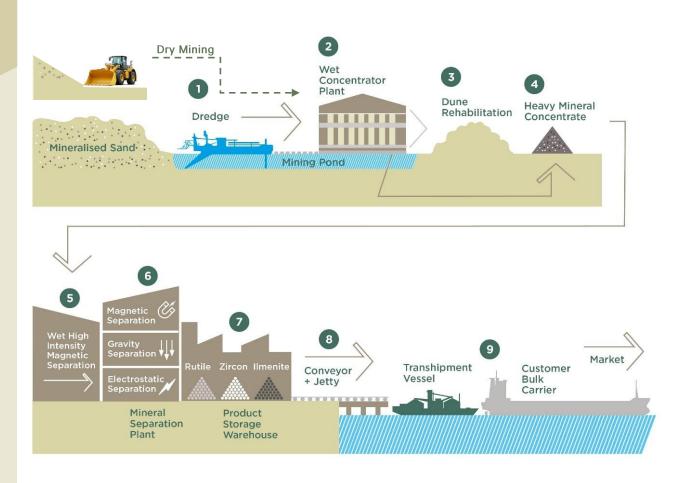
### **KEY MOMA FEATURES**

#### World class resource base

- > 100 year life of mine
- Low cost, bulk mining operation
- Primarily hydro-generated power
- Dedicated on-site export facilities

### Low environmental impact

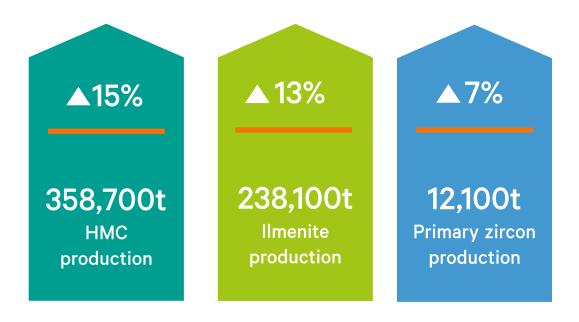
- Progressive rehabilitation of mined areas
- No chemicals used



### A robust start to the year



Q1 2019 vs Q1 2018: Highlights



- Continued strong safety performance LTIFR decreased to 0.08 per 200k man-hours worked, Kenmare's lowest ever level
- HMC production benefitted from increased contribution from WCP B following upgrade work in 2018
- > 80% increase in concentrates production to 10,100t compared to Q1 2018, largely as a result of the introduction of the mineral sands concentrate product
- > 34% decrease in total shipments of finished products to 176,500t compared to Q1 2018 due to adverse weather conditions, including Cyclone Idai, and unscheduled maintenance work 2019 total volumes are not expected to be affected

## Development projects on track



### Growing production to 1.2 Mtpa of ilmenite

2018

WCP B UPGRADE

STAGE:

Commissioned

CAPITAL:

<US\$16 million

2019

WCP C DEVELOPMENT

**STAGE:** 

**Execution underway** 

**CAPITAL:** 

<US\$45 million

2020

WCP B MOVE

**STAGE:** 

DFS expected H1 2019

**CAPITAL:** 

c. US\$100m

### WCP C: Q1 2019 update

- Fabrication of the dredge pontoons at the shipbuilders completed
- Construction of the WCP, starter pond and construction site are progressing in line with project delivery timeline
- Commissioning on track for Q4 2019



### Guidance achieved for the third consecutive year



#### Ilmenite production (000's tonnes)



### Primary zircon production (000's tonnes)



- ➤ Mid-point of original 2018 production guidance¹ exceeded for all products
- Heavy Mineral Concentrate (HMC) production up 4% on 2017, benefitting from increased supplementary dry mining, despite power interruptions and upgrade works to WCP B
- 2017 ilmenite production benefitted from the processing of HMC inventories not available in 2018
- Record monthly production of ilmenite in December 2018, achieving a run rate of 1.2 Mtpa

### Strong financial performance



2018 financial overview

#### Revenue

+26%

2018 US\$262.2m2017 US\$208.3m

#### **EBITDA**

+54%

2018 US\$93.3m2017 US\$60.5m

### Sales price<sup>1,2</sup>

+17%

2018 US\$229/t2017 US\$195/t

### **Profit After Tax**

+162%



### Cash costs<sup>3</sup>

+11%

2018 US\$145/t2017 US\$131/t

#### Net cash

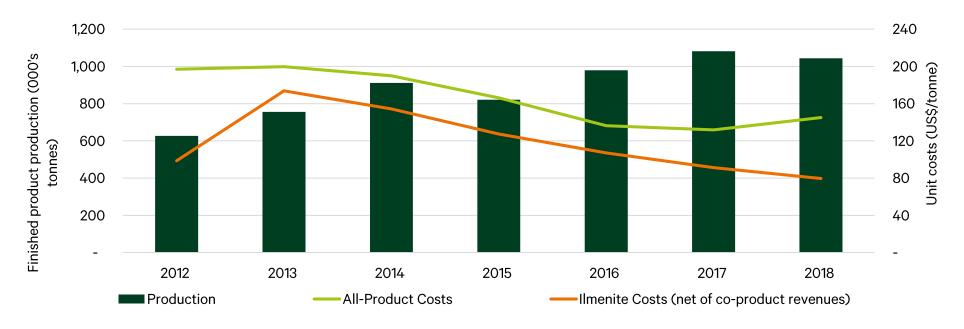
+US\$48m



## Targeting further unit cost reductions by 2021



### Production and cash operating cost per tonne seven year profile

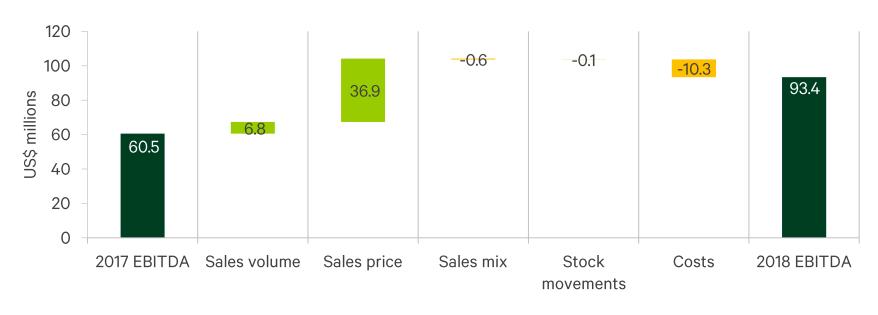


- Total cash operating cost of US\$145/tonne, slightly above the 2018 guided range of US\$130-143/tonne, as previously flagged
- > 13% decrease in total cash operating cost of ilmenite (net of co-product revenues) to US\$80/tonne in 2018 compared to 2017 due to higher volumes and prices of co-products
- Targeting total cash operating cost of US\$120-130/tonne (in 2018 real terms) from 2021, due to increased production levels

### EBITDA reflects stronger product markets



### EBITDA bridge 2017 to 2018



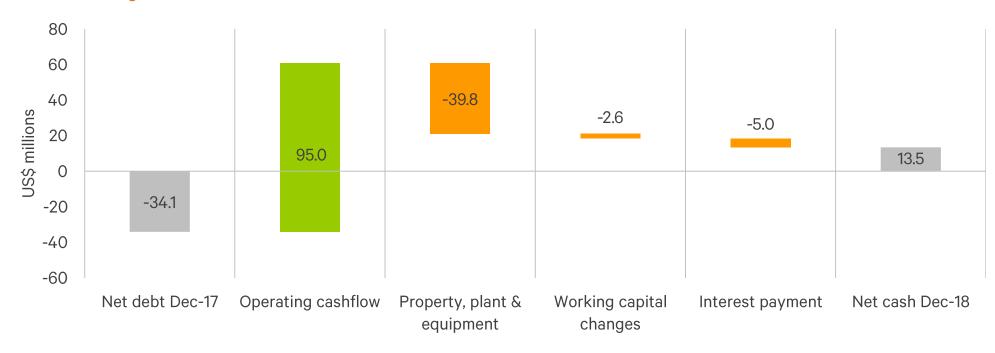
- EBITDA benefitted significantly from higher achieved prices for all products and increased sales volumes
- Sales mix reflects higher proportion of ilmenite sales, with lower EBITDA contribution than zircon
- Stock movements include movements in HMC and mineral stocks
- 11% increase in operating costs compared to 2017

54% increase in EBITDA in 2018 to US\$93.3m compared to 2017

## US\$13.5m net cash at year-end



### Net cash bridge 2017 to 2018



- Net cash of US\$13.5m at year-end 2018, compared to US\$34.1m net debt at year-end 2017
- 2018 capital spend of US\$39.8m comprised US\$19.5m sustaining capital and US\$20.3m development capital

#### US\$47.6m increase in net cash compared to year-end 2017

### Dividend policy announced



#### Shareholder returns

### **Dividend policy**

- Commitment to pay a minimum 20% of Profit After Tax
- Working towards maiden dividend in 2019

### Subject to:

- Market conditions, debt and capital requirements
- Higher cash balances likely to be maintained until capital development projects completed

### Final steps to maiden dividend:

Completing group reorganisation, including tax aspects, and addressing remaining applicable conditions to the payment of dividends with Lenders

### Expected higher capital returns from 2021

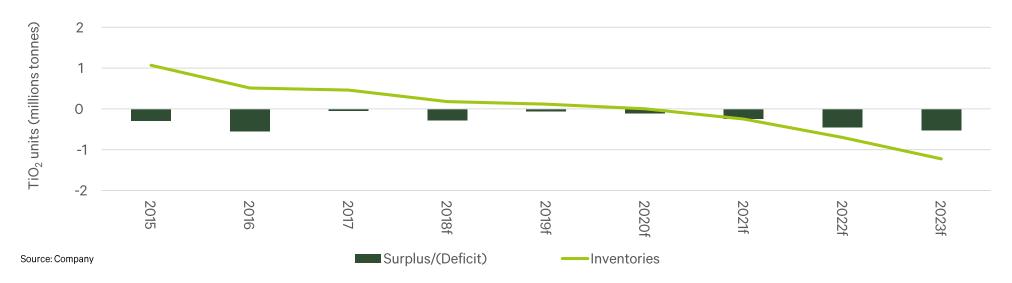
- Following completion of development projects
- May come in form of special dividend or share buy-backs



# Global TiO<sub>2</sub> inventories are low



### Forecast supply/demand market balance



### Current prices profitable for existing producers

- Average ilmenite prices up in 2018, but sulphate ilmenite prices softened in H2
- Strong co-product pricing drove increased Chinese domestic supply in 2018

### Strong fundamentals

- Global primary mine supply deficit since 2015 excess inventories built during the last cycle have balanced the market to date
- Supply from existing mines expected to decline through depletion
- Additional supply necessary in the short/medium term

### Positive outlook for all products



#### Q1 2019 markets update





#### Ilmenite

- Stronger demand for ilmenite products in Q1 2019 compared to Q1 2018
- Chinese demand for imported ilmenite was robust despite destocking and seasonal weakness in pigment industry
- Chinese pigment production remained stable but feedstock imports continued to decrease
- Reduction in imports is starting to be reflected in ilmenite spot prices in China
- Ilmenite market is expected to tighten further in Q2 2019 as northern hemisphere's painting season commences
- H2 2019 is also expected to be strong as pigment destocking concludes and ilmenite inventories continue to decrease

#### **Zircon**

- Market conditions remained stable in Q1 2019 after a period of strong growth in the first 9 months of 2018
- Chinese zircon concentrates market softened slightly due to an increase in supply
- Zircon market is expected to be steady in 2019, with positive long-term fundamentals



### 2019 guidance (provided 10 January 2019)



Production		2019 Guidance	2018 Actual
Ilmenite	tonnes	900,000-960,000	958,500
Primary zircon	tonnes	44,500-52,000	48,400
Rutile	tonnes	8,100-9,500	8,200
Concentrates <sup>1</sup>	tonnes	33,500-43,500	28,200

Costs			
Total cash operating costs	US\$ m	151-167	151.3
Cash costs per tonne of finished product	US\$/tonne	150-160	145

- Production is expected to moderate slightly, mainly due to expected lower grades mined
- Ilmenite shipment volumes are expected to be maintained, as finished goods inventory is drawn down
- Total cash operating costs in 2019 are anticipated to be higher than in 2018, the largest elements of which relate to increases in fuel price and labour costs
- Development capital costs are expected to be approximately US\$70 million
- Sustaining capital costs are expected to be approximately US\$23 million

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

### Five year capital cost guidance



### Sustaining capital

- 2019: guidance of US\$23m
- Expected US\$20-25m from 2020-2025

### **Development capital**

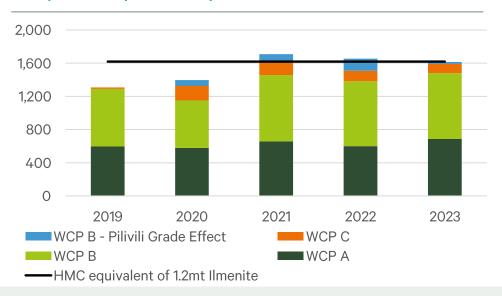
- 2019: guidance of US\$70m
  - Main elements are construction of WCP C and early works for WCP B move in 2020
- > 2020-2023:
  - > c. US\$75m WCP B move to Pilivili
  - > c. US\$5m primarily studies for Nataka

#### 2024 onwards

Capital required for execution of WCP A move to Nataka in 2024-2025 to be determined in PFS

2019	2020	2021	2022	2023
3	2	1	1	1
39	1	0	0	0
3	3	0	0	0
25	75	0	0	0
70	81	1	1	1
	3 39 3 25	3 2 39 1 3 3 25 75	3 2 1 39 1 0 3 3 0 25 75 0	3 2 1 1 39 1 0 0 3 3 0 0 25 75 0 0

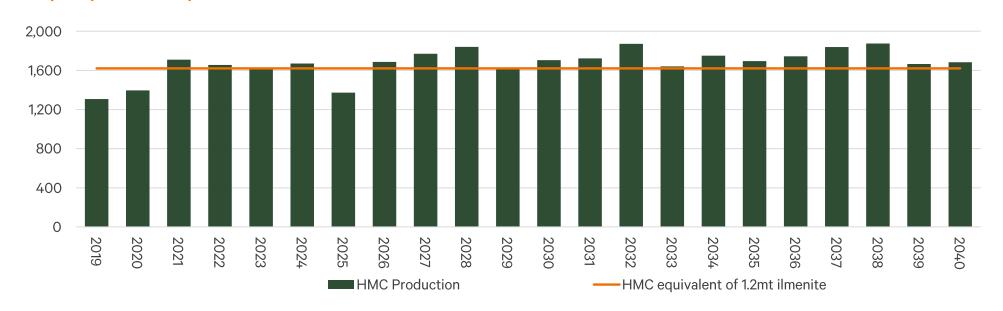
#### Five year HMC production profile (000's tonnes)



## Sustained production at higher levels from 2021



### 20 year production profile (000's tonnes)



### Moma operations at full capacity for 20+ years

Unit costs falling to US\$120-US\$130/t (2018 real terms) from 2021 until WCP A moves to Nataka in 2025

#### Margin expansion

Mineral sands concentrate project delivered on time and under budget in 2018, monetising historical tailings stream

#### Investing for cash flow stability

Lower unit costs protect margins through the cycle

## Growing from a position of strength



### **GROWTH**

- WCP B upgrade delivered on time and
  >25% below budget in 2018
- >20% production growth by 2021

# MARGIN EXPANSION

- EBITDA margin increased to 38% in 2018
- First mineral sands concentrate sales expected in 2019

# SHAREHOLDER RETURNS

- Net cash of US\$13.5m at year-end
   2018
- Dividend policy announced



### Sustainable operating practices



### Safety

- 67% decrease in Lost Time Injuries in 2018 compared to 2017 (from 9 to 3)
- LTIFR of 0.12 per 200k man hours worked in 2018
- Strong improvement due to increased focus on risk assessment and personal accountability
- Retained NOSA 5 star status for third consecutive year

### 95% Mozambican employees

- 2% increase in localisation of employees compared to 2017
- 100% of operator personnel and 87% supervisory personnel are Mozambican
- Increasing number of Mozambicans in management positions

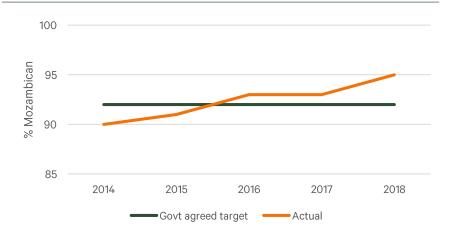
### Advancing women

- > 7% of workforce was female in 2018, compared to 5% in 2017
- Training initiatives in place to recruit more female employees – targeting 10% female workforce by 2020

### Lowest ever Lost Time Injury Frequency Rate



### Increasing localisation of Kenmare employees



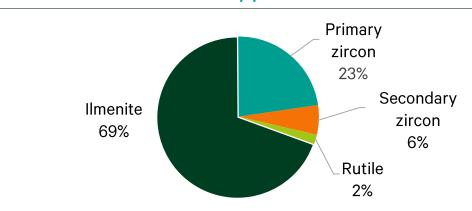
## Increased profitability



#### 2018 Income Statement review

	2018 US\$ million	2017 US\$ million
Revenue	262.2	208.3
Freight costs	(16.3)	(5.5)
Revenue (FOB)	245.9	202.8
Cost of sales & other operating costs	(199.3)	(179.8)
Operating profit	62.9	28.5
Net finance costs	(6.9)	(7.5)
Foreign exchange gain/(loss)	0.1	(2.5)
Profit before tax	56.1	18.5
Tax (expense)/credit	(5.2)	0.9
Profit after tax	50.9	19.4

### 2018 revenue contribution by product (%)



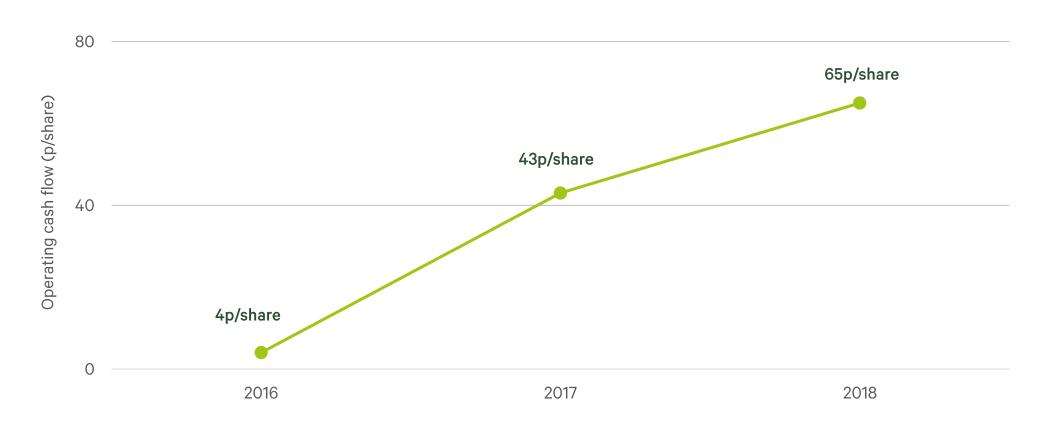
- 21% increase in revenues due to a combination of higher volumes (+3%) and prices (FOB) (+21%)
- > 11% increase in cost of sales and other operating costs, primarily due to increased sales volumes and higher costs
- increase in operating profit margin to 26%

Net profit margin rose to 21% in 2018

## Increasing cash flow generation



### Operating cash flow per share



51% increase in operating cash flow per share in 2018 compared to 2017

### Positive market momentum



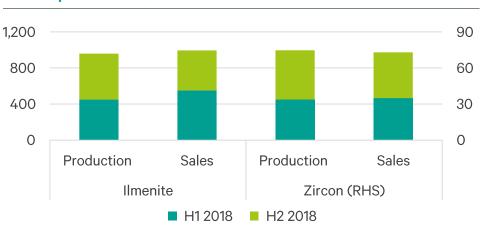
#### 2018 revenue review (FOB)

- > 21% increase in total revenue to US\$245.9m compared to 2017
- 3% increase in sales volumes to 1,074,400 tonnes a new annual record
- 2018 sales volumes weighted towards H1 2018 as strong ilmenite demand led to a drawdown of finished product inventories by 102,000 tonnes

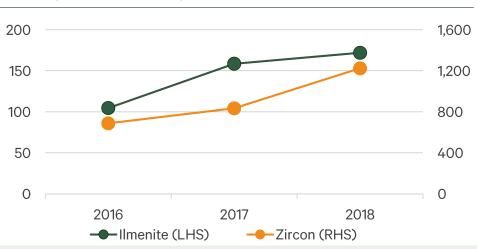
### Higher received prices for all products

- 17% increase in 2018 average price per tonnes shipped (FOB) to US\$229/t (2017: US\$195/t)
- Annual price increases received for all products
  - > 8% increase in ilmenite prices
  - > 47% increase in primary zircon prices
- Strong price momentum maintained for zircon products in 2018

### 2018 production/sales (000's tonnes)



### Strong annual pricing movement (US\$/t, FOB)<sup>1,2</sup>



<sup>1.</sup> Primary zircon includes a blend of Standard and Special Grade 2. Free On Board (FOB) – received prices excluding shipping costs

## Project timeline: low risk, phased approach





PFS: Pre-Feasibility study
DFS: Definitive Feasibility Study

- Progressive workload with phased studies prior to execution
- Project timeline is progressing on track and on or under budget

### Kenmare Moma Development Association (KMAD)



Established in 2004, KMAD is a not-for-profit organisation with the objective of implementing development Kenmare's programmes communities.

Examples of initiatives KMAD supported in 2018:

### **Economic Development and Livelihoods**

- Funding provided for 7 new businesses
- 43 small businesses supported

### **Healthcare Development**

- Over 11,000 people tested for malaria
- 16,782 mosquitoes nets distributed
- Pharmacy constructed in community health centre

### **Education Development**

- Training courses commenced at new KMADfunded Technical School
- Construction of 2 new classroom blocks







