

# H1 2022 Results Presentation

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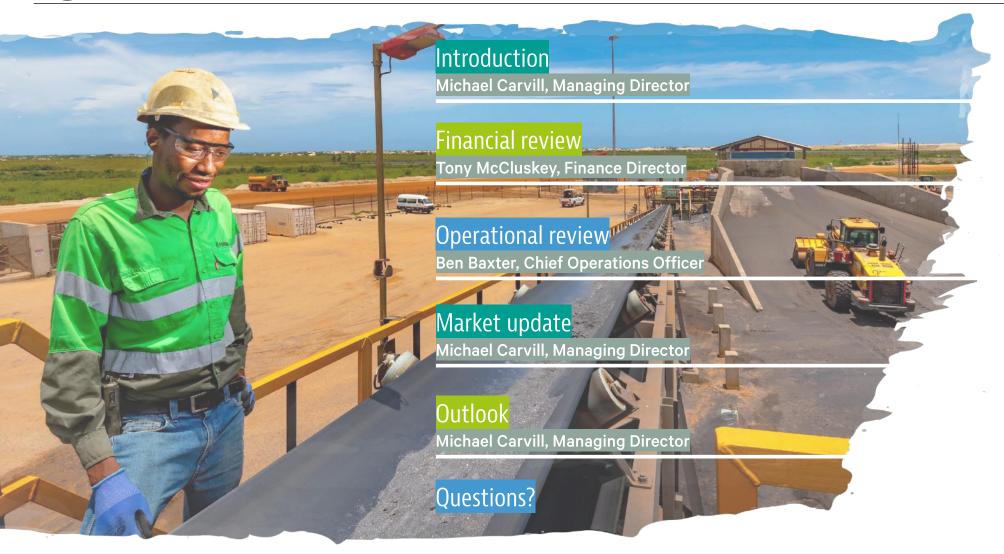
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All monetary amounts refer to United States dollars unless otherwise indicated.

# Agenda





# 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) and progressive rehabilitation employed
- Meaningful contribution to the local and national economy

#### Market-leading position

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

### Significant capital investment

- Capital expenditure of ~\$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



# >90% electricity from hydropower<sup>1</sup>



<sup>1.</sup> Hydropower sourced from Cahora Bassa dam via national power grid. Photo courtesy of Hidroeléctrica di Cahora Bassa

# 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

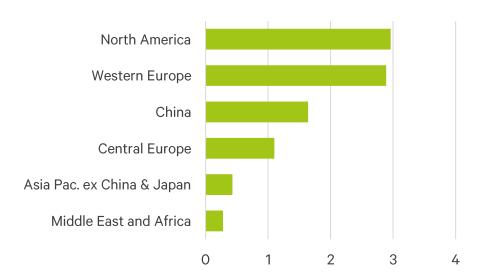
#### Global uncertainty

- 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

## $^{ au}$ 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



### Operational and financial highlights





Other financial highlights 3

Net debt

\$66m

(31.12.2021: \$83m)

Capital projects update

**RUPS**<sup>2</sup>

In operation

Began mitigating disruptions in May

Interim dividend per share

**Up 51%** 

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

In progress

PFS expected to be completed in 2022

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

 $<sup>2. \</sup> Rotary\ Uninterruptible\ Power\ Supply\ (reducing\ reliance\ on\ diesel\ generators\ and\ reducing\ CO_2\ emissions\ materially)$ 

# **Financial Review**







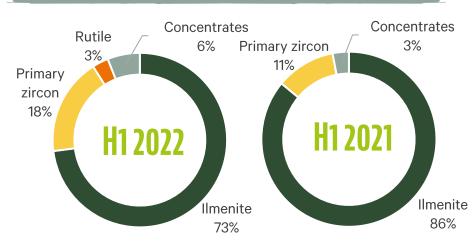
# EBITDA margin increased to 58%



H1 2022 income statement

	H1 2022	H1 2021
	\$ million	\$ 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



### Pricing and shipping review

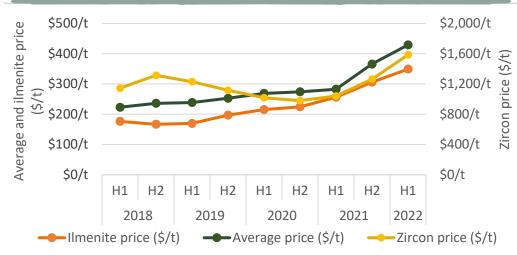
#### Strong market conditions continued in H1 2022

- 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)<sup>1</sup>



### Revenue (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		H1 2022	H1 2021
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

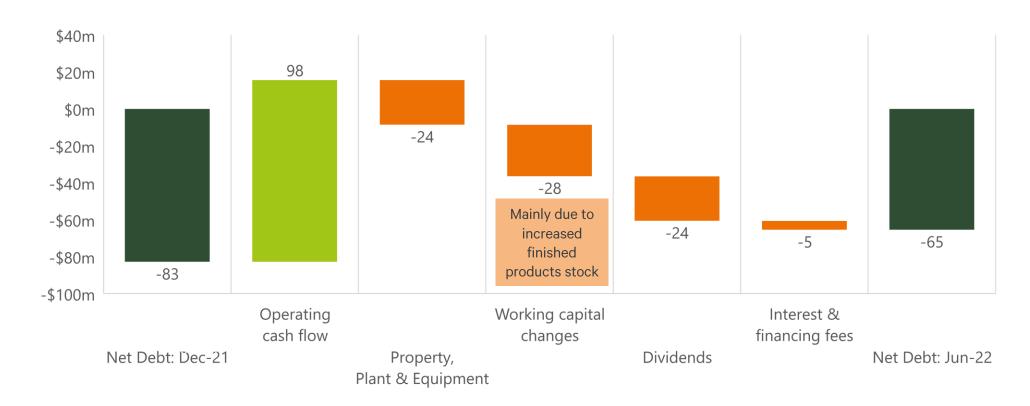
<sup>1.</sup> Analysis reconciles Income Statement to cash operating cost to run business

# Increased operating cash flow and reduced capex



Net debt/cash flows

### <sup>°</sup>H1 2022 cash bridge (\$m)



Strong operating cash flow facilitated all funding requirements including dividends

# Net debt reduced by \$17.3m



#### Balance sheet review

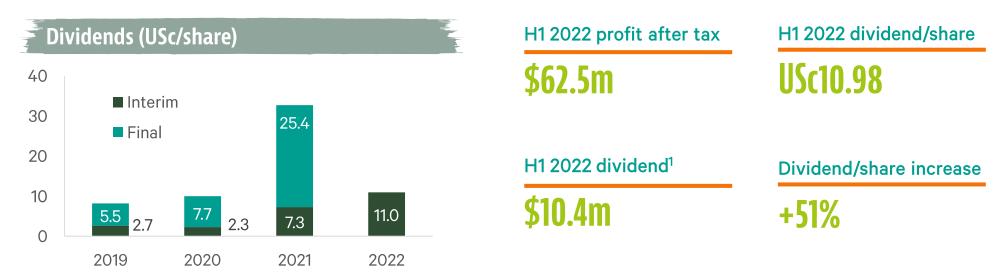
	30-Jun-2022 \$ million	31-Dec-2021 \$ million	>	Balance sheet strengthened: \$17.3m decrease in net debt to \$65.5m given robust operational cashflow
Property, plant & equipment	936.9	956.7	>	PPE included additions of \$24.2m, less mine closure
Inventories	91.2	60.2		adjustment (\$13.5m) and depreciation (\$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

# 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**





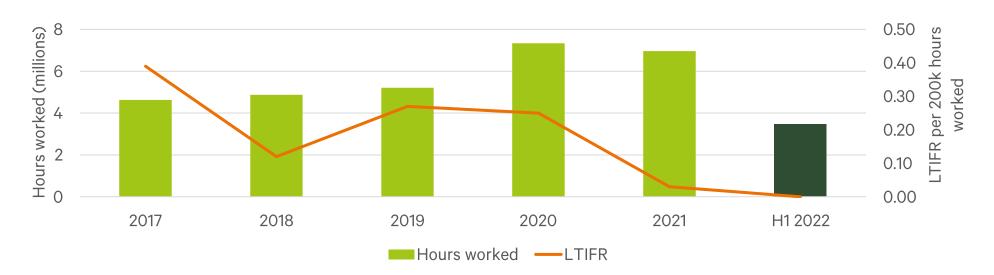


# Strongest safety performance continuing in 2022



Lowest ever Lost Time Injury Frequency Rate (LTIFR) to 30 June 2022

### Kenmare's industry-leading LTIFR



#### Continuing focus on safety performance

- LTIFR of 0.00 per 200k hours worked for 12 months to 30 June 2022
- Zero Lost Time Injuries recorded in H1 2022 10 million hours worked without a LTI milestone reached in June 2022
- Improved performance related to hazard identification, risk assessments, and site leadership's focus on safety standards and levels of engagement

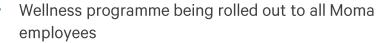
# Sustainability goals continue to be advanced



### H1 2022 sustainability update







>200 leaders developed through Innership leadership training and coaching programme



**Thriving communities** 

- 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 since late May



### H1 2022 production review

#### **Production**

- 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 to mid-August
- Cost-benefit analysis underway to evaluate bringing forward the WCP A desliming circuit included in the Nataka PFS
- Production of all finished products decreased by 10% vs H1 2021, broadly in line with the 9% reduction in HMC processed
- At this run rate, Kenmare is on track to achieve the bottom of 2022 production guidance

### **Shipments**

- Shipments decreased by 29% vs H1 2021, due mainly to poorer weather conditions and reduced shipping capacity
- Bronagh J transshipment vessel left site in mid-May for its five-yearly dry dock maintenance work – due to return to service in August
- There will be sufficient capacity to catch up on shipments once both vessels are operating – expected by H1 2023

#### **HMC** production

783,300t

-8%

H1 2021: 798,500t

#### **Primary zircon**

26,500t

-6%

H1 2021: 28,200t

#### **Concentrates**

20,500t

-1%

H1 2021: 20,700t

#### Ilmenite

499,700t

-11%

H1 2021: 559,000t

#### **Rutile**

4,000t

-5%

H1 2021: 4,200t

#### **Shipments**

424,300t

-29%

H1 2021: 594,100t

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

# Nataka 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**

- Successful hydromining trial completed and investigations now underway to complement this mining method with dredging
- Pre-Feasibility Study (PFS) on track to be completed in 2022, market update expected in early 2023
- Some elements of the PFS are significantly advanced so work towards the Definitive Feasibility Study (DFS) has commenced in those areas
- 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

Emissions reduction target by 2024

\$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



## Board visiting the RUPS in February 2022



# Market update

Michael Carvill, Managing Director

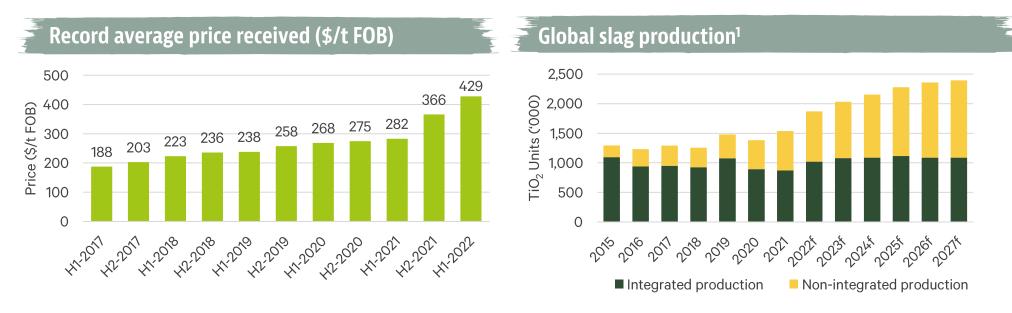




# Strong market conditions prevailed in H1 2022



H1 2022 titanium feedstocks market overview



### High feedstock prices supported by increasing ilmenite beneficiation

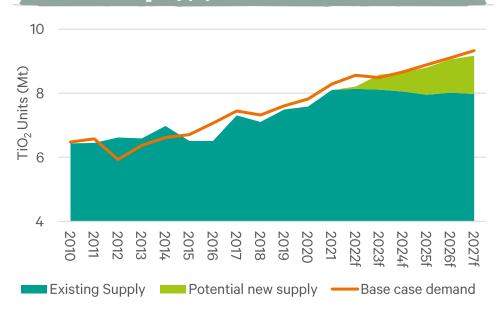
- Demand for titanium feedstocks strengthened in H1 2022, allowing Kenmare to achieve consecutive price increases in Q1 and Q2 and a record average received price of \$429/t
- This was supported by growing global slag production, as non-integrated ilmenite is required for beneficiation into high-grade 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

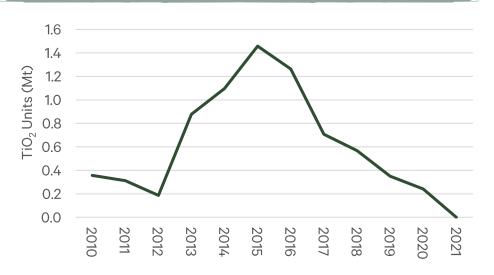


Supply/demand market balance

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



### Excess industry inventories (Mt TiO, units)<sup>1</sup>



#### 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 Q3 2022



Market outlook for titanium feedstocks and zircon

#### Titanium feedstocks

- Following a strong H1, pricing momentum has continued into Q3 and Kenmare's order book for H2 2022 is largely committed
- However, long-term demand for ilmenite is linked to global economic growth and market forecasts have been reducing
- Nonetheless, demand from Kenmare's customers remains robust and inventories remain below normal levels in the supply chain, supporting the positive market fundamentals for our products

#### **Zircon**

- The zircon market has continued its momentum from H1 2022 into Q3 2022
- Supply remains constrained and demand is strong, particularly in Europe
- The Chinese market has slowed primarily due to weak demand from the ceramics market as a result of the impact of severe COVID-19 lockdowns
- Zircon prices are expected to increase again in Q3 2022, except for in China where spot prices have moderated in recent weeks

## Titanium feedstocks



## Zircon



# **Outlook**



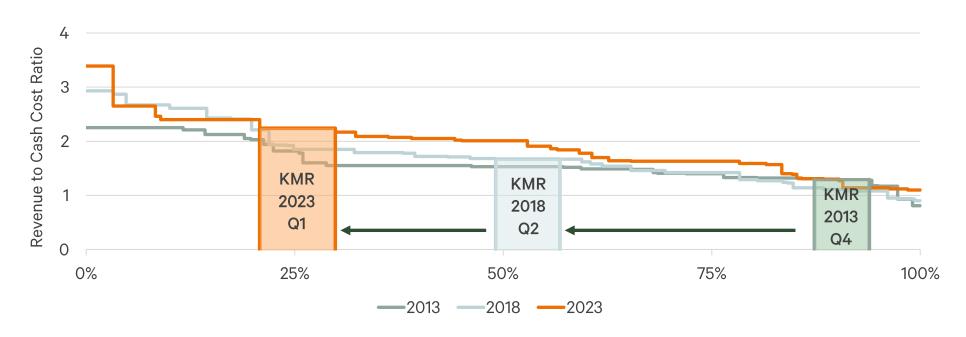


# Targeting a first quartile margin position



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 strongest ever 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.

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







Paper



Foods



**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

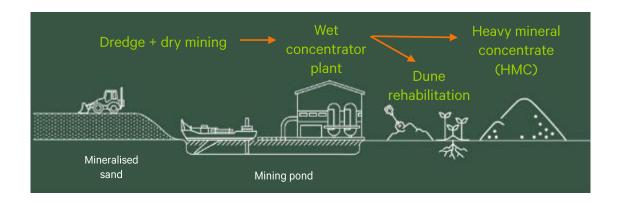
#### Low cost, bulk mining operation

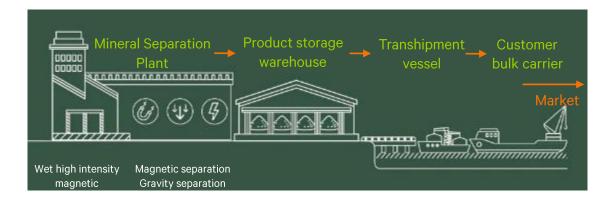
- Mature operation in production since 2007
- Three Wet Concentrator Plants (WCPs) in operation – two mining the Namalope ore zone and one mining at Pilivili
- Dedicated on-site port facilities

#### 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





# 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

# Financial robustness



### Flexible debt and trade facilities in place

	30-Jun-2022 \$ million	31-Dec-2021 \$ million	Interest rate	Term
Term Loan	94.3	110.0	LIBOR +5.4%	March 2025
Revolving Credit Facility	-	40.0	LIBOR +5% <sup>1</sup>	December 2023
Total debt	94.3 <sup>2</sup>	150.0		
Cash	30.7	69.1		

### Facilities summary

- Term Loan repayments commenced in Mar-22 and are comprised of seven half yearly payments (\$15.7m each)
- Revolving Credit Facility, fully repaid in H2 2022, available for redraw
- Other finance facilities in place for invoice discounting

# 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 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.

# Reduction in net ilmenite unit costs in H1 2022



### Production and unit cost profile

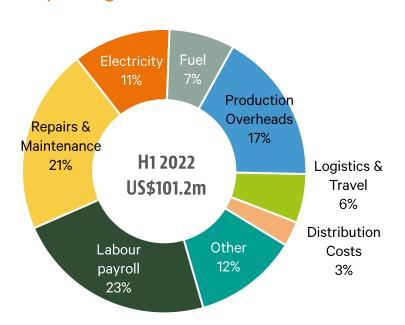


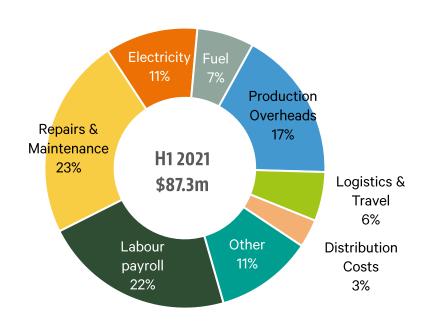
- Total cash operating cost per tonne of \$184/t in H1 2022, a 29% increase (H1 2021: \$143/t), but unit costs are expected to reduce in H2 2022 due to higher anticipated production volumes
- Net ilmenite unit cost of \$105/t, a 7% decrease (H1 2021: \$113/t), due to increased co-product revenues and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

# 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

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- 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



