

# tharisa

# **ANNUAL RESULTS** for the year ended 30 September 2018

Discover Develop Deliver

## HIGHLIGHTS

RECORD PRODUCTION YEAR<br/>FOR ALL PGM AND CHROME<br/>PRODUCTSFREE CASH FLOW PER SHARE<br/>US\$ 18.9 cents<br/>(FY2017: US\$ 19.0 cents)

#### **REEF MINED**

<u>4.9 Mt</u>

down 3.0% (2017: 5.0 Mt)

REVENUE

<u>US\$406.3 m</u>

up 16.3% (2017: US\$349.4 m)

**PROFIT BEFORE TAX** 

<u>US\$65.0 m</u>

down 28.6% (2017: US\$91.0 m) **PGM PRODUCTION** (5PGE+Au)

<u>152.2 koz</u>

up 6.0% (2017: 143.6 koz)

**OPERATING PROFIT** 

<u>US\$72.5 m</u>

down 26.3% (2017: US\$98.4 m)

**HEADLINE EARNINGS PER SHARE** 

US\$ 19 cents

down 13.6% (2017: US\$ 22 cents) CHROME CONCENTRATE PRODUCTION

<u>1.4 Mt</u>

up 8.8% (2017: 1.3 Mt)

**EBITDA** 

<u>US\$101.9 m</u>

down 11.8% (2017: US\$115.6 m)

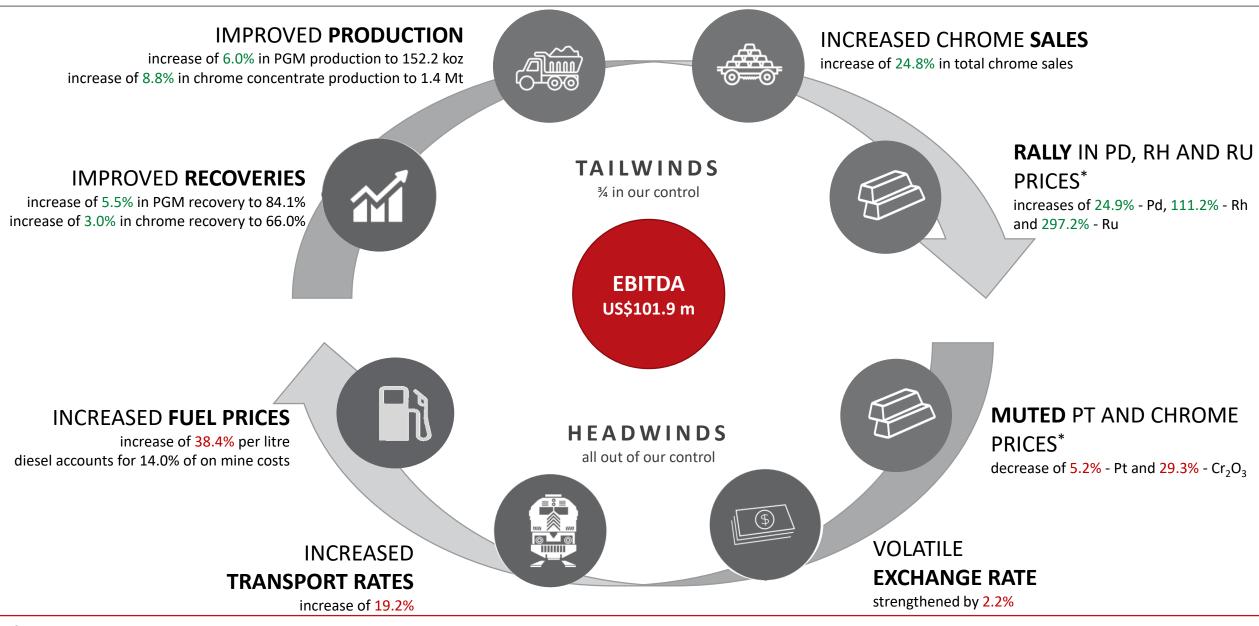
**PROPOSED TOTAL DIVIDEND**\*

US\$ 4 cents

20.5% of NPAT (2017: US\$ 5 cents) Interim dividend of US\$ 2 cents and final dividend of US\$ 2 cents

SECURED OPTIONALITY IN TWO EXPLORATION PROJECTS ON MINERAL RICH GREAT DYKE

# FY2018 IN REVIEW



tharisa

SAFETY AND SUSTAINABILITY



LOST TIME INJURY FREQUENCY RATE





**4** ENGINEERING LEARNERSHIPS **21** INTERNS AND GRADUATES <u>82</u>

ADULT EDUCATION AND TRAINING LEARNERS



# tharisa

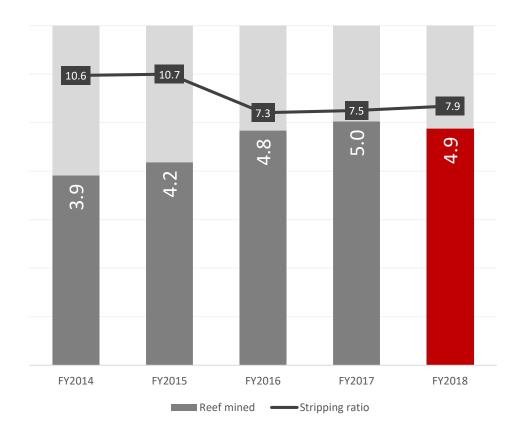
# PRODUCTION

Discover Develop Deliver

# **PRODUCTION - MINING**

#### REEF MINED

[Mtpa]

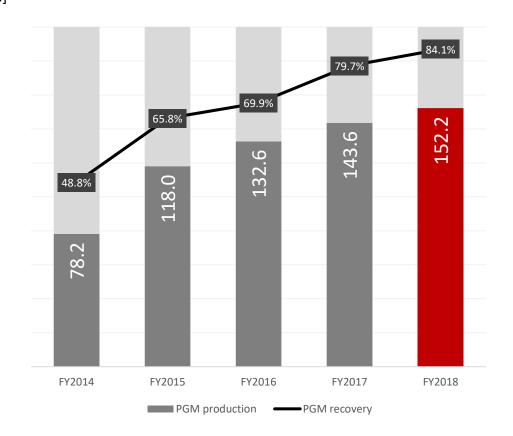


- Reef mined decreased by 3.0% from FY2017
- Stripping ratio improved year on year
- Comprehensive maintenance programme implemented to return fleet to OEM standards, which reduced availability in FY2018
- Fleet capable of moving +1.3 Mm<sup>3</sup> of waste per month and +430 ktpm of reef
- Transitioning to 24 hour, four shift operations, which will increase production capability by approximately 15%
- FY2019 will focus on improving efficiencies in drill and blast operations

# **PRODUCTION - PGM**

#### PGM PRODUCTION

[kozpa]



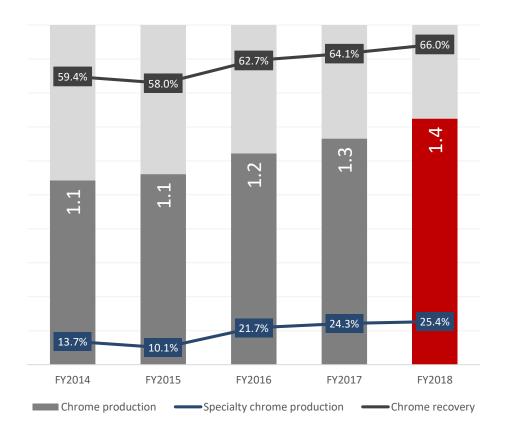
- PGM production increased by 6.0% to 152.2 koz
- PGM rougher feed grade of 1.51 g/t (FY2017: 1.56 g/t)
- Improved recoveries by 5.5% to 84.1%, against a target of 80.0%
- Phase 1 of PGM optimisation implemented at the Voyager Plant
- Phase 2 of PGM optimisation to be implemented in FY2019



# **PRODUCTION - CHROME**

## CHROME PRODUCTION

[Mtpa]



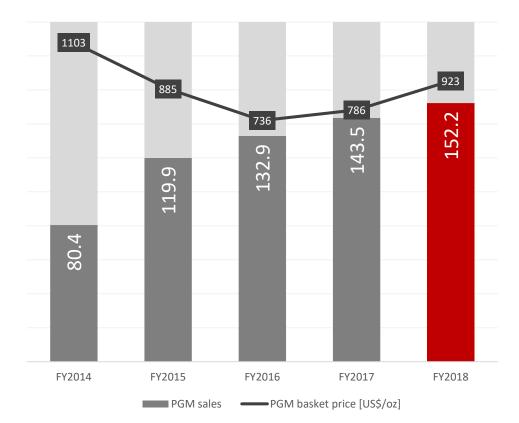
- Chrome concentrate production increased by 8.8% to 1.4 Mt
- Cr<sub>2</sub>O<sub>3</sub> ROM grade of 18.2% (FY2017: 17.8%)
- Chrome recoveries improved by 3.0% to 66.0%, above the target of 65.0%
- Specialty grade chrome concentrate production increased by 13.8% to 367.7 kt



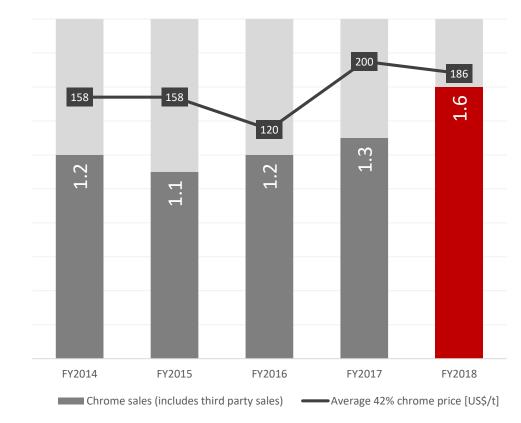
|       | PGM BASKET PRICE     |        | 42% CHROME CIF PRICE |              | SPECIALTY GRADE PRODUCTION |              |
|-------|----------------------|--------|----------------------|--------------|----------------------------|--------------|
| SALES | US\$923/oz           | 个17.4% | US\$186/t            | <b>↓7.0%</b> | 367.7 kt                   | <b>13.8%</b> |
|       | (FY2017: US\$786/oz) |        | (FY2017: US\$200/t)  |              | (FY2017: 323.1 kt)         |              |

#### PGM CONCENTRATE SALES

[kozpa]

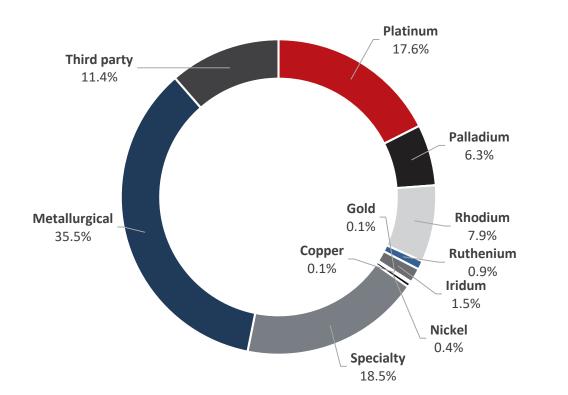


# CHROME CONCENTRATE SALES [Mtpa]



#### REVENUE CONTRIBUTION

EX WORKS BASIS



- Leverage business model through trusted supply chain
- Direct relationships with customers and end users
- Diversified customers for our products
- Geographic customer spread extends beyond Asia



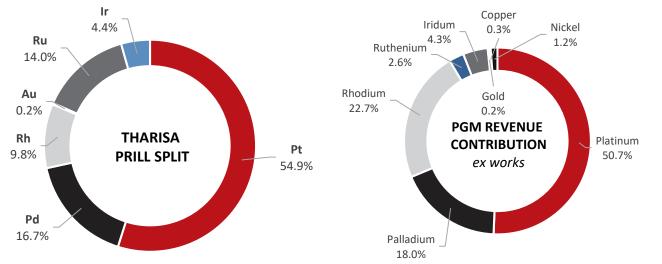
# tharisa



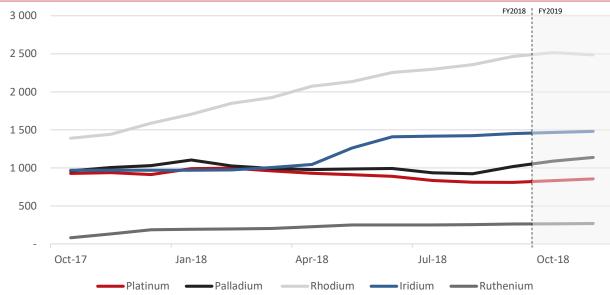
# PGM MARKET

#### PGM DEMAND AND SUPPLY

- Vital industrial metals largely used in automotive catalytic converters, other drivers of demand include jewellery, industrial uses and investment
- Platinum demand is expected to marginally weaken in 2018, while forecast demand for palladium and ruthenium is set to increase
- Further advances in the deployment of fuel cell technologies are likely to see a rise in platinum demand
- Increased promotion of platinum jewellery in China



#### MARKET PRICES



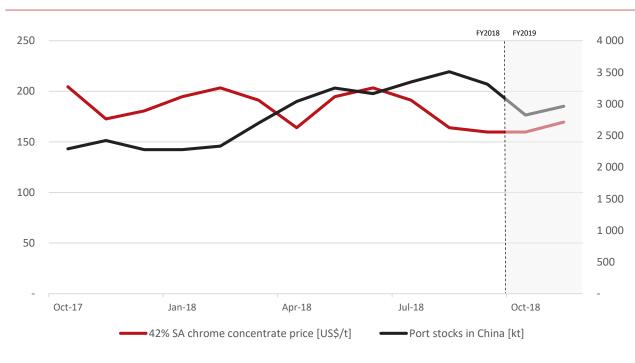
#### CHANGE IN AVERAGE MARKET PRICE FROM FY2017 TO FY2018

| Platinum  | ↓5.2%   |
|-----------|---------|
| Palladium | 个24.9%  |
| Rhodium   | 个111.2% |
| Iridium   | 个40.9%  |
| Ruthenium | 个297.2% |

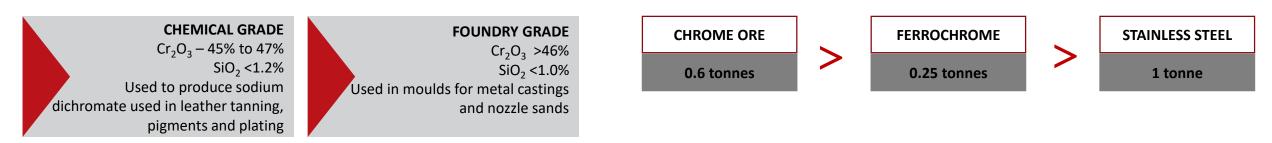
# CHROME MARKET

#### DEMAND AND SUPPLY

- Demand for metallurgical grade chrome concentrate is mainly driven by its use in the manufacture of stainless steel
- China is wholly dependent on imports of chrome ores
- Spot chrome prices traded between US\$156/t and US\$240/t, current market pricing is US\$165/t
- Chrome stocks at Chinese ports remain below the 3.0 Mt mark at 2.8 Mt – almost two and half months' supply
- Indonesian installed annual stainless steel melt capacity of 2.0 Mt, with a further 1.0 Mt being brought online



#### MARKET PRICES AVERAGE MONTHLY



# tharisa

# FINANCIAL REVIEW

Discover Develop Delive



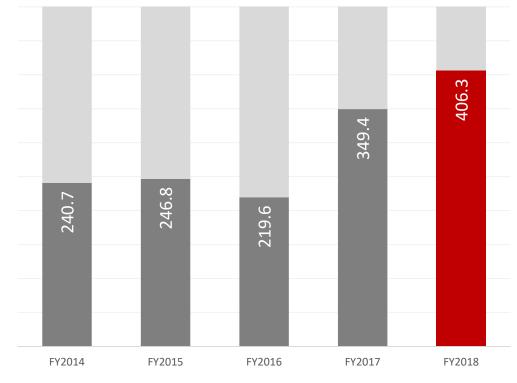
**HEALTHY** MARGINS

**WELL STRUCTURED** BALANCE SHEET STRONG CASHFLOW GENERATION DISCIPLINED CAPITAL ALLOCATION DIVIDEND PAYER

### REVENUE

#### GROUP REVENUE

[US\$ million]



Group revenue

- Higher sales volumes for both PGM and chrome concentrates
- Increase in specialty grade chrome concentrate sales +US\$50/t premium on an equivalent CIF basis
- PGM basket price increased to US\$923/oz
- Third party agency and trading first full year
- Decrease in chrome concentrate prices at US\$186/t

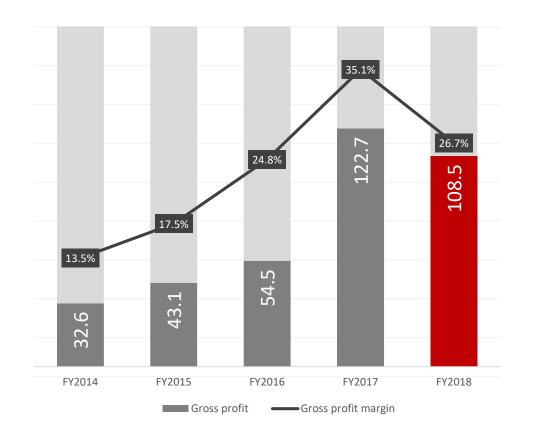
The Group has early adopted:

- > IFRS 9 Financial instruments
- > IFRS 15 Revenue from contracts with customers
- > IFRS 16 Leases

## **GROSS PROFIT**

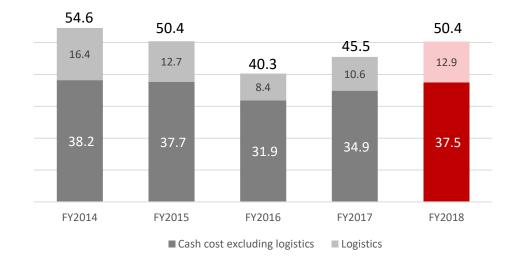
#### **GROSS PROFIT**

[US\$ million]

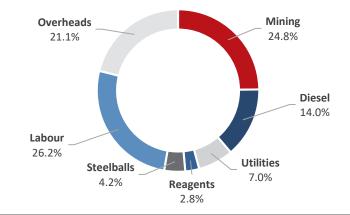


|                        | FY2018    |        |                       | FY2017    |        |                       |
|------------------------|-----------|--------|-----------------------|-----------|--------|-----------------------|
| Segmental analysis     | PGMs      | Chrome | Agency and<br>trading | PGMs      | Chrome | Agency and<br>trading |
| Revenue                | 117.4     | 250.4  |                       |           | 252.9  | 5.6                   |
| Gross profit           | 29.2      | 75.7   | 3.6                   | 36.2      | 86.2   | 0.3                   |
| Gross profit margin    | 24.9%     | 30.2%  | 9.4%                  | 39.8%     | 34.1%  | 5.4%                  |
| Sales volume           | 152.2 koz | 1.4 Mt |                       | 143.5 koz | 1.3 Mt |                       |
| Shared cost allocation | 50.0%     | 50.0%  |                       | 35.0%     | 65.0%  |                       |

#### CONSOLIDATED CASH COST PER TONNE MILLED [US\$/t milled]



#### **OPERATING COST ANALYSIS – EX WORKS**



- Consolidated cash cost per tonne milled including logistics increased by 10.8% from FY2017
- Mining inflationary cost pressures:
  - South African PPI +6.2%
  - Increase in fuel prices +38.4%
  - Increase in transport costs +19.2%
  - Volatile ZAR:US\$ exchange rate strengthened by 2.2%
- Increase in administration costs due to transition to owner mining and associated costs (safety, training, time and attendance, procurement, human resources)

| By product basis – Tharisa production       |                     | FY2018               | FY2017               |
|---|---------------------|----------------------|----------------------|
| All in sustaining cost per Pt ounce         | US\$/oz             | 125.3                | (296.1)              |
| All in sustaining cost per 42% chrome tonne | US\$/t              | 117.4                | 114.0                |
|   |                     |                      |                      |
|   |                     |                      |                      |
| Mining costs                                |                     | FY2018               | FY2017               |
| Mining costs<br>Mining cost per cube        | US\$/m <sup>3</sup> | <b>FY2018</b><br>8.2 | <b>FY2017</b><br>7.9 |

#### **RESILIENT BUSINESS MODEL BENEFITING FROM IMPROVED PRODUCTION VOLUMES AND RECOVERIES**

# PROFITABILITY

20.5%

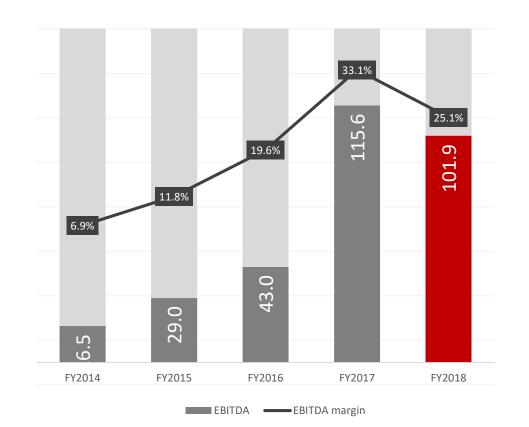
15%

19

--- Dividend policy

#### EBITDA

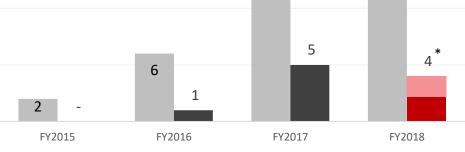
[US\$ million]



#### HEPS AND DIVIDENDS [US\$ cent]

16.3% 15% 22 10%

Dividend



| US\$ millions    | FY2016 | FY2017 | FY2018 |
|------------------|--------|--------|--------|
| Dividend payment | 2.6    | 13.0   | 10.4   |

\*Includes interim dividend of US\$ 2 cents

HEPS

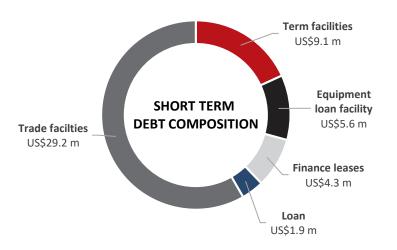
#### tharisa

# **BALANCE SHEET**

| US\$ millions                  | FY2018 |
|--------------------------------|--------|
| Total interest bearing debt    | 77.4   |
| Long term                      | 27.3   |
| Short term                     | 50.1   |
| Cash and cash equivalents      | 66.8   |
| Debt to total equity ratio     | 25.8%  |
| Net debt                       | 10.6   |
| Net debt to total equity ratio | 3.3%   |
| Net current assets             | 91.7   |
| Cost of capital (real)         | 8.0%   |
| Return on equity               | 14.9%  |

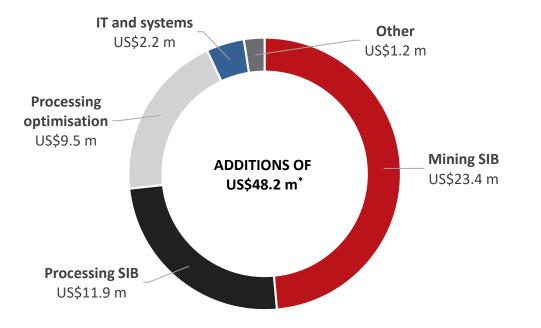


- Refinanced senior debt facility
- Redeemed B Class preference shares
- Term loan and normal corporate facilities
- OEM financing facilities
- Trade finance facilities



# INVESTMENTS

#### CAPITAL

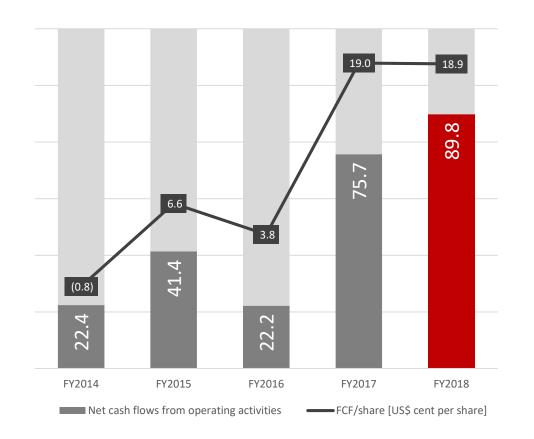


- Investments:
  - Karo Mining Holdings 26.8% investment of US\$4.5 million equity accounted and commitment for exploration programme of US\$8.0 million
  - Salene Chrome 90% option accounted for as "other financial asset"; commitment for exploration programme of US\$3.2 million



\* Including right of use assets (i.e leases)

#### NET CASH FLOWS FROM OPERATING ACTIVITIES [US\$ million]



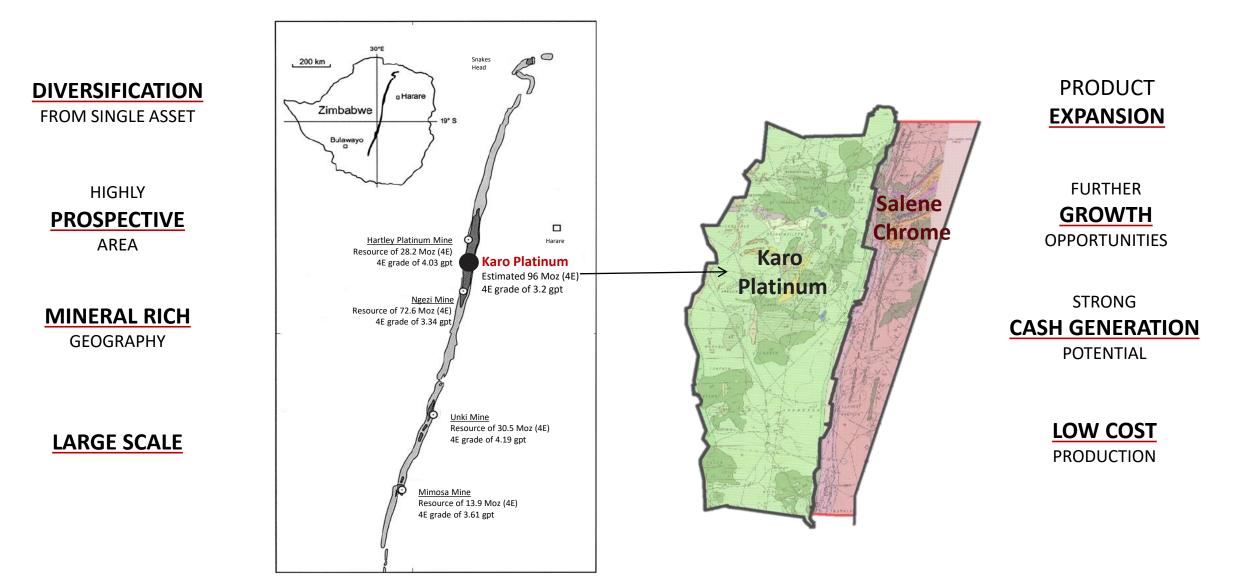
| US\$ millions                         | FY2018 |
|---------------------------------------|--------|
| Cash flow from operating activities   | 89.8   |
| Investing cash flows                  | (60.4) |
| Additions to PPE                      | (40.5) |
| Net business combination              | (21.8) |
| Financing cash flows                  | (11.5) |
| Net increase in cash                  | 17.9   |
| Cash at the end of the period         | 66.8   |
| Free cash flow per share (US\$ cents) | 18.9   |

# tharisa

# STRATEGY IMPLEMENTATION

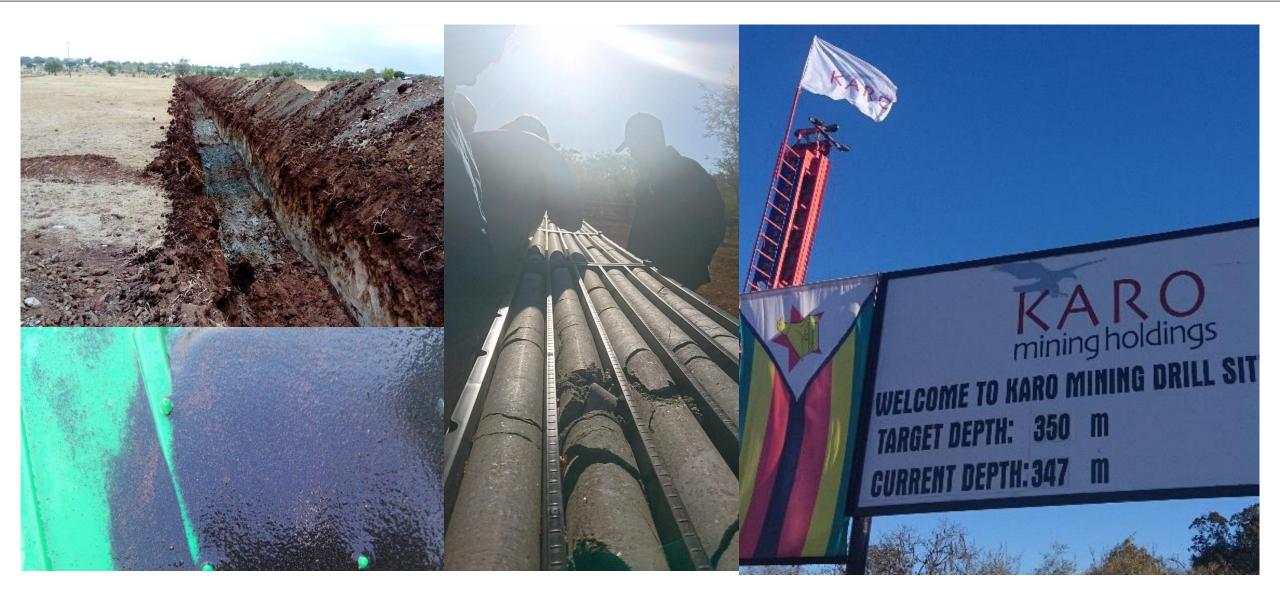
Discover Develop Deliver

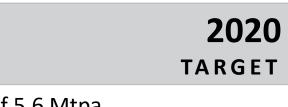
## **EXPLORATION PROJECTS**



Source: https://www.researchgate.net/figure/Generalized-geology-of-the-Great-Dyke-and-locations-of-platinum-mines-and-prospects\_fig1\_235917128 and Company Data

### **DEVELOPMENT PERMITS AWARDED**





ROM of 5.6 Mtpa PGMs of 200 kozpa Chrome concentrates of 2.0 Mtpa

### FY2019 GUIDANCE

ROM of 5.2 Mtpa PGMs of 160 kozpa Chrome concentrates of 1.5 Mtpa

FY2018 ACTUAL

ROM of 4.9 Mtpa PGMs of 152.2 kozpa Chrome concentrates of 1.4 Mtpa

# DELIVERING VISION 2020

#### GRADE IMPROVEMENT

- Opening full mining strike length
- Maintain correct multireef layer profile
- Culture of continuous improvement
- > Ensure stable feed grades for processing

#### PGM OPTIMISATION

- > Improving PGM recoveries at Voyager Plant by upgrading current circuits, installing new capacity
- > Phase 1 completed
- > Phase 2 commissioning FY2019



#### FOURTH STAGE CRUSHING

- Additional crushing circuit at Genesis Plant to increase plant throughput
- > Commissioned post FY2018



#### **VULCAN PLANT**

- > Fine chrome recovery plant
- > Proprietary process developed by Arxo Metals
- > DFS completed
- > FEED has commenced

# RESEARCH AND DEVELOPMENT

- Successfully increasing the metal recoveries at the Genesis and Voyager Plants through continuous improvement
- The development of the Challenger Plant to recover specialty grade chrome concentrates
- Commissioning of 1 MW PGM DC smelter and first production of PGM rich alloy
- Development of the Vulcan fine chrome recovery process and commissioning of a demonstration plant
- Collaboration with North West University on various R&D projects

Development of our **beneficiation** capabilities

Development of **niche products** from our minerals

> Development of **new markets** and uses





tharisa

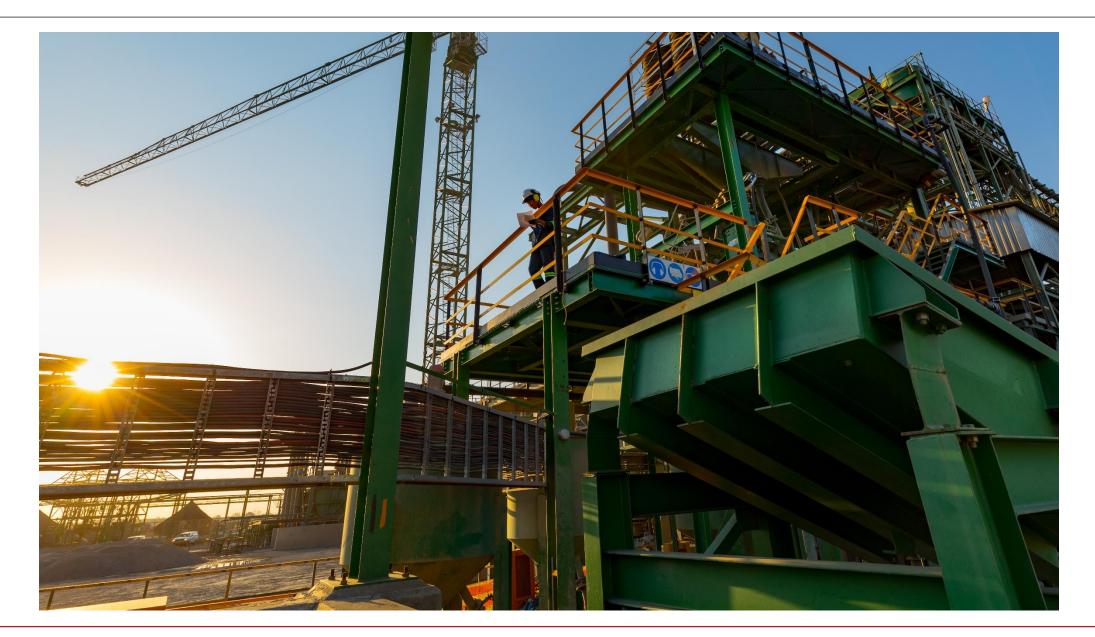
## DELIVERING ON OUR STRATEGY

| LEADING NATURAL<br>RESOURCES GROUP                          | INNOVATION   | OPTIMISATION<br>INITIATIVES                                 | LEVERAGING<br>EXISTING<br>PLATFORMS   | CAPITAL DISCIPLINE  |
|---|--|---|---|---|
| Globally significant,<br>diversified low cost<br>operations | Innovative research and<br>development feeding<br>organic growth | Maximise value<br>extraction through<br>process engineering | Marketing, sales and<br>logistics platform<br>Expansion into multi -<br>commodities<br>Geographic diversity | Annual dividend policy of<br>minimum 15% NPAT<br>Capital allocation to low<br>risk projects |



Production guidance of 160 koz of PGM concentrate and 1.5 Mt of chrome concentrates for FY2019

QUESTIONS



# DISCLAIMER

These Presentation Materials are for information purposes only and must not be used or relied upon for the purpose of making any investment decision or engaging in any investment activity. Whilst the information contained herein has been prepared in good faith, neither Tharisa plc (the 'Company') and its subsidiaries (together, the 'Group') nor any of the Group's directors, officers, employees, agents or advisers make any representation or warranty in respect of the fairness, accuracy or completeness of the information or opinions contained in this presentation and no responsibility or liability will be accepted in connection with the same. The information contained herein is provided as at the date of this presentation and is subject to updating, completion, revision, verification and further amendment without notice.

These Presentation Materials contain forward-looking statements and information in relation to the Group. By its very nature, such forwardlooking statements and information require the Company to make assumptions that may not materialise or that may not be accurate. Such forward-looking information and statements involve known and unknown risks, uncertainties and other important factors beyond the control of the Company that could cause the actual performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking information and statements. Nothing in this presentation should be construed as a profit forecast. Past share performance cannot be relied on as a guide to future performance.