Your Partner For Chloride Feedstocks

Matthew Blackwell, Head of Marketing and Procurement
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All figures are expressed in Australian dollars unless stated otherwise.
Deliver Sustainable Value

**Strong Market Fundamentals**
Mineral sands demand linked to urbanisation, rising living standards, increasing array of applications

**Quality Mineral Sands Assets**
- Australia and Sierra Leone operations
- Product mix weighted to premium zircon and high grade titanium dioxide

**Project Pipeline**
- Sustaining and growth projects in Australia, Sierra Leone and Sri Lanka

**Value Driven Marketing Model**
- Direct customer relationships
- Price driven by value in use
- Focussed on sustainable pricing

**Capital Discipline Framework**
- Strong balance sheet, disciplined capital allocation
- Focus on shareholder returns via dividend framework

**World-class Iron Ore Royalty**
- Royalty stream from BHP’s Mining Area C hub in Western Australia
- Growth from BHP’s South Flank development
Iluka’s Asset Portfolio

60 years experience in mineral sands exploration, project development, mining, processing and marketing
Quality Mineral Sands Operations

Cataby, Western Australia
- Large chloride ilmenite rich deposit
- 150km north of Perth
- Ilmenite to feed synthetic rutile kiln
- Synthetic rutile offtake contracts underpin returns
- Significant zircon and rutile production
- 8.5 year mine life, with potential 4 year extension

Jacinth-Ambrosia, South Australia
- World’s largest zircon mine
- Discovered in 2004, mining commenced 2010
- Iluka’s major source of zircon production
- Mining completing at Jacinth deposit in 2H19
- Move to Ambrosia deposit accelerated to smooth production
- Studies commenced for potential satellite mine at Atacama

Sierra Rurile, Sierra Leone
- Began operations 1960s
- Acquired by Iluka in December 2016
- World’s largest rutile mine
- Large, long life operations (~20 years)
- Two mining areas: Lanti and Gangama
- Planned closure of dredge operation completed Q1 2019
Iluka’s Marketing Model of Value Creation

- **Zircon and titanium products are not exchange traded commodities**
- **Direct marketing and customer relationships**
  - Direct channels to market
- **Global logistics network**
  - Hub and spoke distribution model
  - Warehouses positioned close to key markets
  - Multilingual / multinational salesforce
- **Product innovation and technical support**
  - Product specifications important to customers and drive value
  - Products developed to meet evolving industry demands
- **Value in use pricing Sustainable approach**
  - Focus on delivering sustainable prices
  - Prices negotiated with customers based on value in use and other factors
- **Industry monitoring and analysis**
  - Focus on understanding markets and customers
  - Industry knowledge and analysis creates competitive advantage
- **Reputation for quality, consistency and delivery**
  - Well recognised brand
  - Highly regarded with quality products and service
High Grade Titanium Feedstock Advantage

- Natural rutile and synthetic rutile have a higher titanium grade than other feedstocks
- Iluka’s high grade products considered to have high ‘value in use’ for pigment producers

High grade feedstock advantages in pigment production:

- Lower ore tonnes required
- Lower chlorine input
- Lower waste generation

Environmental and cost benefits

Input and outputs based on feedstock of pigment plant, per tonne of pigment:

- 30% less ore than ilmenite
- 7x less chlorine
- 6x less waste

Legend:
- Ilmenite
- Chloride Slag
- Synthetic Rutile
- Natural Rutile
**Valuable Heavy Mineral Decline**

The mineral sands industry challenge:

1. Need technical solutions for unconventional ore bodies and product specifications
2. Exploration to find better ore bodies
3. Achieving prices that generate sufficient return on investment but not so high as to incentivise substitution and thrifting

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Assemblage of Global Mineral Sands Resources

<table>
<thead>
<tr>
<th>HM Grade</th>
<th>Current and Combined Operations</th>
<th>Active Investigation</th>
<th>Limited Information</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Trash</td>
<td>Sulphate Ilmenite</td>
<td>Chloride Ilmenite</td>
</tr>
<tr>
<td></td>
<td>Rutile/zircon assemblage decreasing</td>
<td>Rutile (and other high grade TiO2)</td>
<td>Zircon</td>
</tr>
<tr>
<td></td>
<td>Combined RZ in HM (RHS)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Potential Supply

Source: Iluka and company reports, 2016
Absent a supply side response, High Grade Chloride feedstock production starts to decrease from 2019....

Global High Grade Chloride Titanium Feedstocks Supply Outlook*

* High Grade Chloride Feedstocks include Rutile, Synthetic Rutile, Chloride Slag and UGS. Production outlook only includes new projects with funding approval. Assumes capacity utilisation rates at upgrading facilities held constant.

Source: Iluka andTZMI
High Grade Titanium Pricing Dynamics

Recent decoupling of rutile and pigment prices due to supply tightness in very high grade feedstock market

1. Pigment and rutile prices have historically moved together with lag of 6 to 12 months

2. Pigment price growth eased in 2018 while rutile price growth continued with further growth expected

3. Rutile market dynamics no longer mimic other titanium feedstocks - instead pricing driven by rutile supply tightness

Rutile and US Pigment Prices, from 2008

Rutile and US Pigment Prices, from 2018

Global Rutile Supply Outlook

1,000 2,000 3,000 4,000
1,000 2,000 3,000 4,000
1,000 2,000 3,000 4,000


US Pigment US$/t

US Pigment (LHS) Rutile (RHS)

Refer detail

US$/t

Q1-2018 Q1-2019

1,000 2,000 3,000 4,000

US Pigment

Rutile

4%

21%

Q1-2018 Q1-2019

kt TiO₂

Supply tipping point from 2017

Excludes Iluka’s Sembehun and Balranald projects

Source: Iluka and TZMI
Sustainable Pricing Model

Zircon Pricing Model
Iluka introduced Zircon Reference Price in 2016
• Provides transparency for customers
• Actual price paid function of location, quantity, quality, purchase history etc

Titanium Pricing Model
Titanium feedstock prices negotiated with each customer
• Pricing based on specifications, relative economic value for receiving plant
High grade feedstock has natural advantage in production processes and Iluka’s main products have high ‘value in use’
• Lower transportation costs per Ti unit
• Less waste creation = lower disposal costs
• Less consumables = lower costs
Innovative contracting mechanisms to provide certainty for customers and protect Iluka’s margins

Notes: Zircon Reference Price is based on a 2 tonne bag of Zircon Premium, DAT, ex-China warehouse. Price differential between Zircon (Premium and Standard) and Zircon (all products) varies based on the price of each product and the mix of products sold in each period.
<table>
<thead>
<tr>
<th>Location</th>
<th>Project Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Zr</strong></td>
<td></td>
</tr>
<tr>
<td>Ambrosia, South Australia</td>
<td>Mine move to Ambrosia brought forward to 2019 to smooth zircon production</td>
</tr>
<tr>
<td></td>
<td>Construction and earth works progressing</td>
</tr>
<tr>
<td>Wimmera, Victoria</td>
<td>Zircon and rare earth project</td>
</tr>
<tr>
<td></td>
<td>Feasibility study commenced</td>
</tr>
<tr>
<td></td>
<td>Test pit completed and customer samples prepared</td>
</tr>
<tr>
<td>Atacama, South Australia</td>
<td>Satellite deposit to existing J-A operation</td>
</tr>
<tr>
<td></td>
<td>Feasibility study commenced</td>
</tr>
<tr>
<td></td>
<td>Potential to add material zircon production</td>
</tr>
<tr>
<td><strong>Ti</strong></td>
<td></td>
</tr>
<tr>
<td>Lanti and Gangama expansions, Sierra Leone</td>
<td>Doubling of mining capacity at Lanti and Gangama operations</td>
</tr>
<tr>
<td></td>
<td>Both scheduled for commissioning in 2019</td>
</tr>
<tr>
<td>Sembehun, Sierra Leone</td>
<td>Expansion to new deposit</td>
</tr>
<tr>
<td></td>
<td>Currently undergoing value optimisation work</td>
</tr>
<tr>
<td></td>
<td>Optimisation studies completing H2 2019</td>
</tr>
<tr>
<td>SR1 restart, Western Australia</td>
<td>Scoping study commenced</td>
</tr>
<tr>
<td></td>
<td>Potential for ~120ktpa of synthetic rutile</td>
</tr>
<tr>
<td></td>
<td>Subject to appropriate commercial arrangements</td>
</tr>
<tr>
<td>Eneabba Mineral Sands Recovery, Western Australia</td>
<td>Monazite-rich stockpile from historic mining</td>
</tr>
<tr>
<td></td>
<td>Feasibility study commenced</td>
</tr>
<tr>
<td></td>
<td>Simple process proposed with low capital expenditure</td>
</tr>
<tr>
<td>Other</td>
<td></td>
</tr>
<tr>
<td>Balranald, New South Wales</td>
<td>Rutile and zircon rich deposits</td>
</tr>
<tr>
<td></td>
<td>Development of innovative underground mining method via directional drilling</td>
</tr>
<tr>
<td></td>
<td>Final field trial subject to Board decision in H2 2019</td>
</tr>
</tbody>
</table>
Collaborating with our customers we have re-set the contracting landscape

- Moved away from the value-destructive ‘cap and collar’ agreements of the past
- Focused on mechanisms that move with the market
- Customer support for our new approach is yielding benefits for both contracting parties
  - Reduced volatility in pricing
  - Better line of sight to pricing for both Iluka and our customers
  - Fairness in pricing to ensure customers are not disadvantaged with Iluka’s products appropriately valued
  - Security of supply to customers with guarantees of offtake for Iluka
- Iluka now has higher confidence on project returns which supports our investment decisions
China’s Contracting Must Evolve

Many Chinese titanium companies still buy on short term agreements

• Buying on short term agreements
  • Does not provide security of supply
  • Does not provide best prices over the long term

Adopting new approaches will support your growth…

• Longer term contracting results in a Joint Commitment
  • Supplier assured of sales and Buyer gets security of supply
  • Supports better planning for both companies

• On average prices should be better
  • At times prices will be higher or lower than spot
Iluka Will Help You Grow

We seek a shared commitment to the future

- Feedstock production is complicated
  - Difficult to find quality deposits
  - Capital intensive to develop

- Iluka is committed to this market and investing for the future

- Iluka can provide the high-quality, high TiO$_2$ products you need to grow

Let us be your partner in chloride feedstocks and we grow together!
Your Partner For Chloride Feedstocks
Matthew Blackwell, Head of Marketing and Procurement
澳禄卡--您在氯化钛白原料方面的合作伙伴

Matthew Blackwell，市场营销和采购部负责人

Cataby，西澳大利亚
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澳禄卡资源有限公司

18
实现可持续性价值

强大的市场基础
矿产需求与城镇化、不断提升的生活标准、不断增加的应用相关联

优质矿砂资产
澳大利亚及塞拉利昂的经营状况
偏重优质锆石和高级二氧化钛的产品组合

项目管道
澳大利亚、塞拉利昂和斯里兰卡的可持续项目及增长型项目

受价值驱动的营销模型
直接客户关系
受使用价值驱动的价格
关注可持续性定价

资本自律框架
强大的资产负债表及符合自律的资本分配
通过股息框架关注利益相关者回报

世界级铁矿特许权使用费
特许权使用费来自必和必拓公司（BHP）在西澳大利亚的C矿区中心
BHP南翼开发项目的发展
在矿山开采、项目开发、采矿、加工及市场营销方面积累60年的经验
优质矿砂经营

**Cataby项目，西澳大利亚**
- 大型氯铁矿床
- 距离珀思150km
- 钛铁矿用于供应人造金红石窑
- 人造金红石承购合同作为回报基础
- 重要锆石和金红石生产
- 采矿时间为8.5年,可续展4年

**Jacinth-Ambrosia矿山，南澳大利亚**
- 世界上最大的锆石矿山
- 2004年发现该矿山,2010年开始采矿活动
- 澳禄卡锆石生产的主要来源
- 2019年下半年完成Jacinth矿床的采矿工作
- 加快向Ambrosia矿床的转移,以保证顺利生产
- 在Atacama开始潜在卫生矿山研究

**Sierra Rutile，塞拉利昂**
- 20世纪60年代开始经营活动
- 由澳禄卡于2016年12月收购
- 世界上最大的金红石矿山
- 大规模长期经营（约20年）
- 两大矿区：Lanti和Gangama
- 计划于2019年第1季度完成挖泥作业
澳禄卡价值创造的营销模型

关键特征

锆石和钛产品并非交易所交易的商品
直接市场渠道

直接营销及客户关系

行业监控及分析

全球物流网络

使用价值 定价可持续性方法

对客户及驱动价值具有重要性的产品规范
为满足不断变化的行业需求而开发的产品

对优质产品和服务高度重视

公认的品牌

区域及轮幅分布魔心
仓库位置临近关键市场
多语种/跨国销售队伍

将重点放在了解市场及客户上
利用行业知识及分析能力打造有竞争力的优势

关注可持续性价格的实现
基于使用价值及其他因素与客户协商价值

产品创新及技术支持

在质量、持续性及交付方面的声誉
高品质钛原料的优势

- 天然金红石和人造金红石的钛品位比其他原料要高。
- 澳禄卡的高品位产品被认为对颜料生产商具有很高的“使用价值”

颜料生产中的高品质钛原料的优势

**需要较低的矿石吨位**  **较低的氯化物输入**  **较低的废物产生**

环境及成本利益

基于颜料工厂原料的输入及输出，按颜料吨数

- 比钛铁矿少30％的矿石
- 少7倍氯化物
- 少6倍废物

- 钛铁矿
- 氯化物残渣
- 人造金红石
- 天然金红石
目前及综合运营
正在进行的调查
有限信息

矿砂资源聚集

 HM 品位

0%
1%
2%
3%
4%
5%

暂时供应量

垃圾
硫酸盐钛铁矿
氯化物钛铁矿
金红石（及其他高品位TiO2）
锆石
HM 中的组合 RZ（RHS）

矿砂工业遇到的问题：
1. 需要非传统矿体技术解决方案及产品规范
2. 探索发现更好的矿体
3. 实现可获得投资回报保证的营收但同时又不至于引发对产品造成替代和更换
高品质钛资源缺乏

在供应侧响应不足的情况下，高品质氯化物原料生产量自2019年开始下降......
高品位钛定价动态

最近，由于较好品位原料市场的供应量紧张，金红石和钛白粉价格出现了脱钩现象

1. 过去，颜料及金红石价格一直在发生浮动，滞后6至12个月
   2. 2018年，颜料价格增长速度放缓，而金红石价格增长速度一直持续，预计未来仍会增长
   3. 金红石市场动态不像其他钛原料-与之相反的是，其定价受金红石供应量紧张的驱动

从2008年开始的美国颜料价格

从2018年开始的美国颜料价格

全球金红石供应量愿景

来源：澳禄卡和TZMI

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1. 过去，颜料及金红石价格一直在发生浮动，滞后6至12个月
   2. 2018年，颜料价格增长速度放缓，而金红石价格增长速度一直持续，预计未来仍会增长
   3. 金红石市场动态不像其他钛原料-与之相反的是，其定价受金红石供应量紧张的驱动

从2008年开始的美国颜料价格

从2018年开始的美国颜料价格

全球金红石供应量愿景

来源：澳禄卡和TZMI
可持续性合理定价模型

锆英砂定价模型
澳禄卡于2016年引入锆石参考价格
• 对客户透明
• 实际支付价格，位置、数量、质量及采购历史等的功能

锆石（优质和标准）
锆石（所有产品）

钛原料定价模型
与每位客户协商钛原料价格
• 基于接收厂规范、相关经济价值定价
高品位原料在生产流程方面具有天然优势，澳禄卡主产品的“使用价值”较高
• 每个钛单元的运输费用较低
• 较少的废物产生＝较低的处置成本
• 较少的耗材＝较低的成本
创新的合约机制可实现客户的选择性，保护澳禄卡的利润率

锆石的参考价格已得到可持续性价格增长

注：锆石的参考价格基于一袋（2吨）优质锆石，在终点地交货，按中国仓库的交货价格。根据每个期间内出售的每种产品及产品组合，及锆石（优质和标准）及锆石（所有产品）之间的价差存在差异。
成长型项目管道

**锆**

- **Ambrosia, 南澳大利亚**
  - 提出于2019年将矿山转移到Ambrosia，以保证锆石顺利生产
  - 施工和土方工程正在进行中

- **Wimmera, 维多利亚**
  - 钛石及稀土项目
  - 开始可行性研究
  - 完成测试坑，准备客户样品

- **Atacama, 南澳大利亚**
  - 现有J-A运营的卫星矿床
  - 开始可行性研究
  - 增加材料锆石生产的可能性

**钛**

- **Lanti和Gangama扩展, 塞拉利昂**
  - Lanti和Gangama运营地的采矿能力翻番
  - 两地均安排在2019年调试

- **Sembehun, 塞拉利昂**
  - 扩展到新矿床
  - 目前正在开展价值优化工作
  - 2019年下半年开展优化研究

- **重新启动SR1, 西澳大利亚**
  - 开始范围研究
  - 约120ktpa人造金红石的储藏量
  - 受相应的商务安排的约束

**其他**

- **Eneabba矿砂回收, 西澳大利亚**
  - 富含独居石的历史采矿原料
  - 开始可行性研究
  - 提出简易流程，资本支出低

- **Balranald, 新南威尔士**
  - 富含金红石和锆石的矿床
  - 编写通过直接钻探的创新地下采矿法
  - 受2019年下半年董事会决定的最终现场试验
澳禄卡的合同方法

与我们重新设置合同前景的客户协商

• 从过去破坏价值的“看涨期权和期权上下线”协议中转移

• 关注随市场而动的机制

• 对我们新方法提供的客户支持可对合同双方产生利益
  • 减少价格浮动
  • 为澳禄卡及我们的客户定价提供更好的视线
  • 定价合理，确保客户在有效评估的澳禄卡产品方面不会处于不利地位
  • 保证对客户的供货安全，向澳禄卡提供承购保证

• 澳禄卡对项目汇报信心较大，这可对我们的投资决定提供支持
中国的合约制度必须发展

许多中国公司仍按短期协议采购

- 按短期协议采购
  - 不提供供货保证
  - 不提供长期最优价格

采用新方法可对您公司的发展提供可持续支持......

- 长期合约制可带来共同承诺
  - 供应商保证销售量，买方获得供货保证
  - 对两家公司提供更好的规划支持

- 平均价格应该更优
  - 价格始终高于或低于现货价格
澳禄卡将帮助您成长

我们寻求对未来的共同承诺

• 原料生产变复杂
  • 难于找到优质矿床
  • 资本集中开发

• 澳禄卡致力于该市场及为未来投资

• 澳禄卡可提供您发展所需的含二氧化钛高的优质产品

让我们在氯化钛白原料方面携起手来，共同成长！
您在氯化物原料方面的合作伙伴

Matthew Blackwell，市场营销和采购部负责人