## **Iluka Resources Limited**





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- · changes in exchange rate assumptions;
- · changes in product pricing assumptions;
- major changes in mine plans and/or resources;
- changes in equipment life or capability;
- · emergence of previously underestimated technical challenges; and
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This presentation uses non-IFRS financial information including mineral sands EBITDA, mineral sands EBITDA and Group EBITDA and Group EBIT which are used to measure both group and operational performance. A reconciliation of non-IFRS financial information to profit before tax is included in the supplementary slides. Non-IFRS measures have not been subject to audit or review.

#### **Mineral Resources Estimates**

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# Industry Outlook and Iluka's Approach



- 1. Industry Outlook
- 2. Market Update
- 3. Iluka's Approach

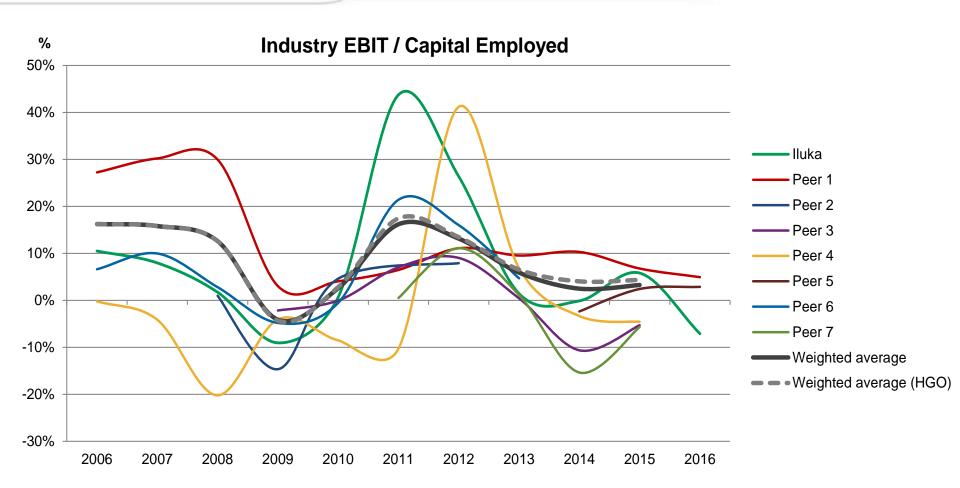




**Industry Outlook** 

## Industry Needs Better Returns



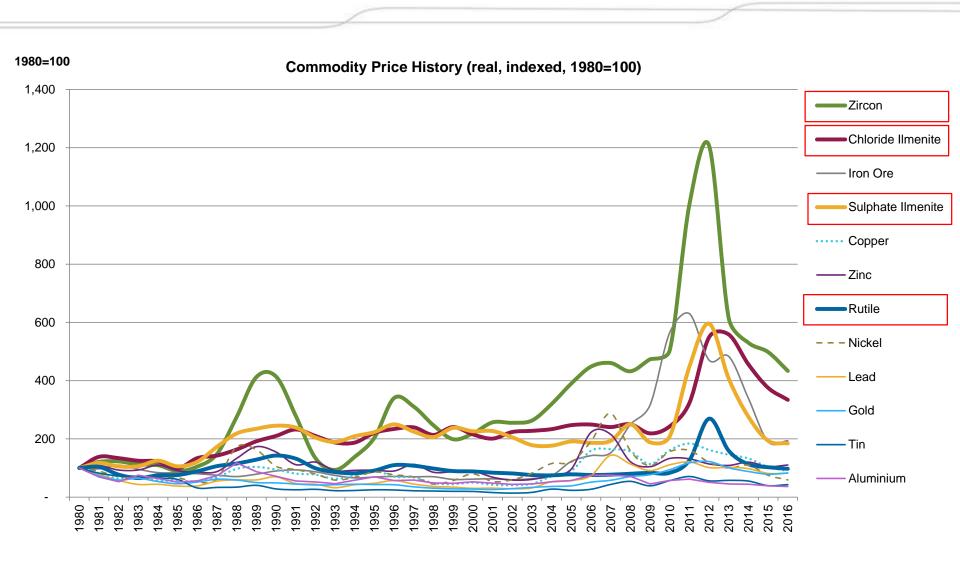


Source: S&P Capital IQ, company announcements

<sup>\*</sup> Weightings based on capital employed / operating assets Capital employed calculated as Net Debt + Equity where possible

## Prices Are Better Today

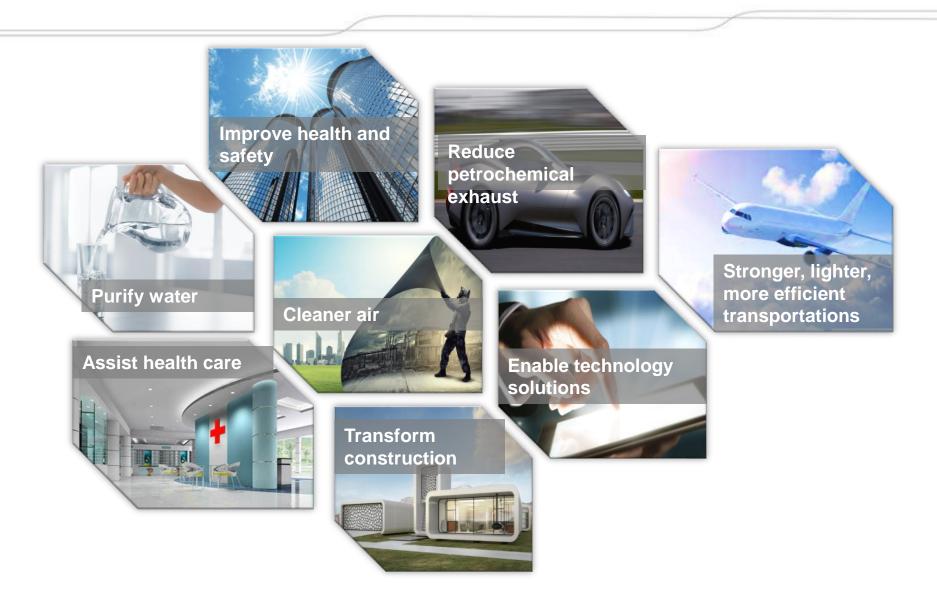




Source: TZMI, S&P Capital IQ, CEIC

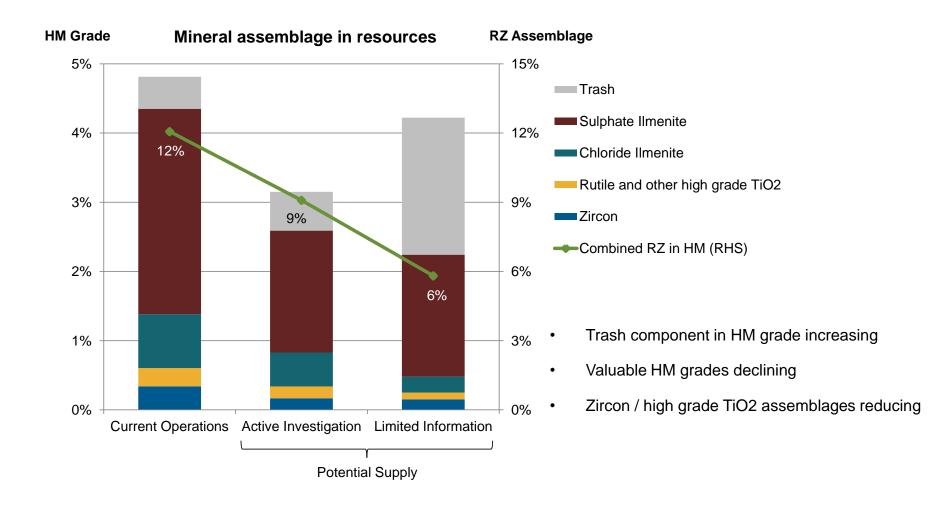
## Mega Trends Support Our Industry







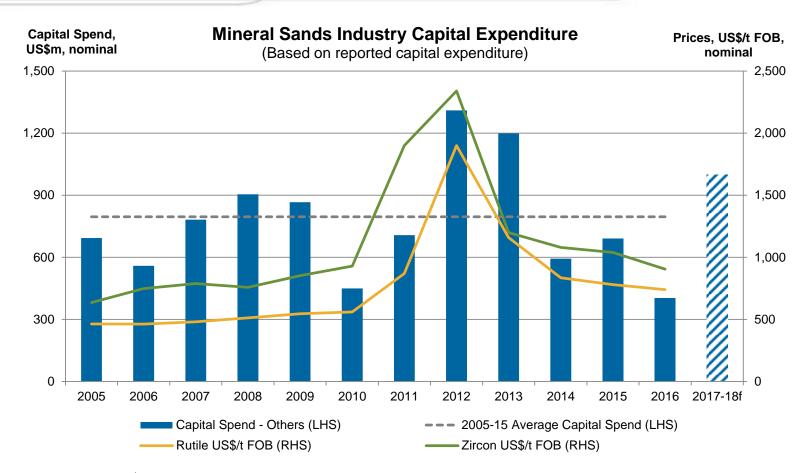




Source: Iluka 8

# Significant Industry Re-investment Required

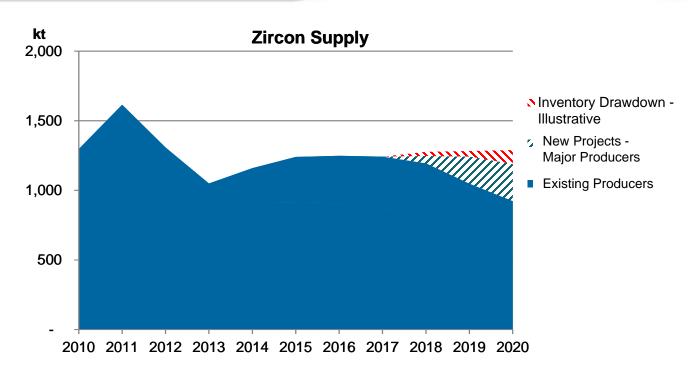




- Iluka estimates ~US\$1.6b to be spent on major projects (2016 2018) to sustain production
  - this estimate excludes maintenance capital
  - relates to major existing producers, not potential new players

## Zircon Market Supply Characteristics





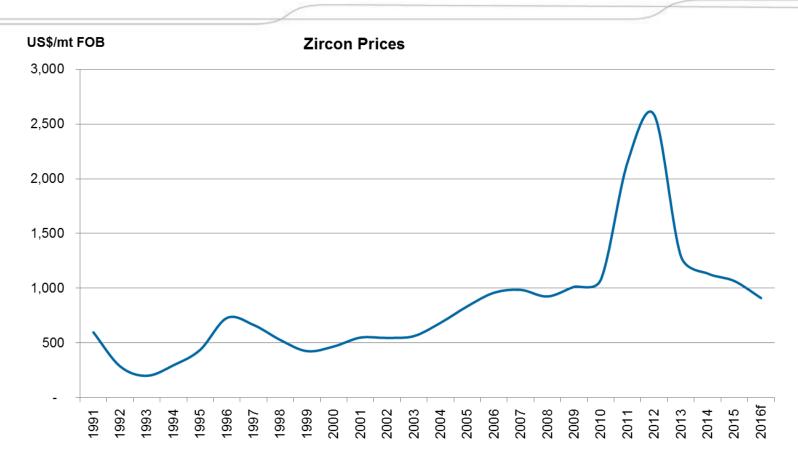
- Zircon from existing producers declining due to depletion and decline in grade and assemblage
- Minor producers not sufficient to fill structural supply gap
- Inventory largely held in the hands of Iluka can and will fill gap
- New zircon production dependent on co-product zircon from yet to be built TiO<sub>2</sub> mines

Source: Iluka

<sup>\*</sup>Zircon production from 2016 onwards excludes any finished goods inventory held at 31 December 2015, but includes zircon processed from concentrate stockpiles held by Iluka at the end of 2015

## Cyclical Effects





- · Belief that the peaks of the cycle guarantee viability of a project is no longer valid
  - recent peaks are shorter and induce substitution
  - a business case that is robust through the cycle is essential





Market Update

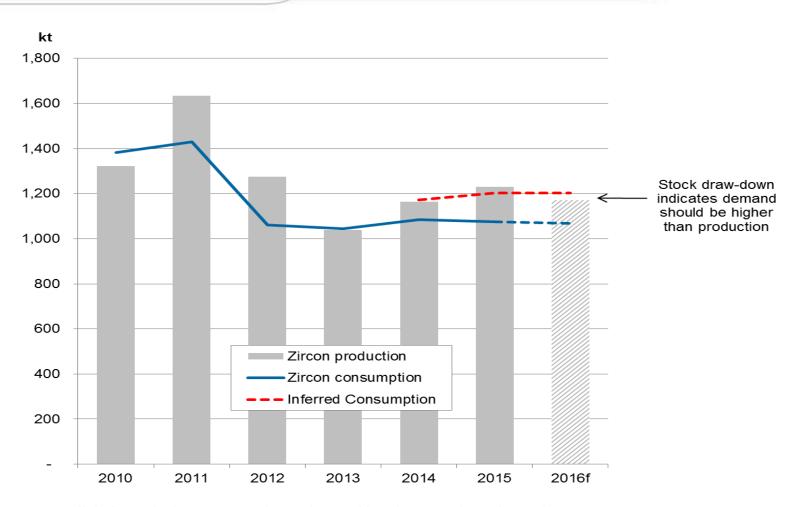
### Zircon Market – 2016 Overview



- Producer inventory levels normalised over 2016
- 2016 demand variable across sectors and regions consistent year on year
- Iluka weighted average price 20 per cent lower to US\$773/tonne
  - 15 per cent decline in first half as competitors cleared inventory
  - product mix changes with increased sales of zircon concentrate
- First zircon price rise for five years in third quarter 2016
  - partially achieved US\$60/tonne increase announced

## **Zircon End-Market Growth**





Iluka's analysis suggests zircon demand has been underestimated

## Zircon Market – 2017 Outlook



- Iluka estimates supply and demand now broadly balanced
- Strong initial 2017 volumes some evidence of restocking
- Implemented a US\$50/tonne price increase from 15 February
  - indications of broader supplier support
- First quarter 2017 volumes secured at higher prices
- Demand growth expected in 2017 and 2018

#### Titanium Feedstock Market



- Pigment market enters 2017 with favourable set of factors
  - historically low pigment inventories
  - industry wide pigment plant utilisation rates increasing
  - recent, multiple, pigment price increases
- Spot price enquiries increasing
- Confluence of events compounding inventory tightness
  - Pori fire; Panzhihua shutdown; shipping delays
- Iluka rutile price rises of up to four per cent in first half of 2017
- Deliberately contracted first half only (where able)
  - 40 per cent of Sierra Rutile volume contracted prior to merger
  - greater exposure to upside in 2017 than 2016





Iluka's Approach

#### **Business Overview**





#### Objective – to create and deliver shareholder value

- ~A\$2.8 billion market capitalisation; listed on Australian Securities Exchange
- Largest global producer of zircon; major producer of high grade titanium dioxide
- ~2300 direct employees
- Production assets in Australia and Sierra Leone
- Projects in Australia, Sierra Leone and Sri Lanka
- Investment in exploration, market development, innovation and technology
- Sustainability focus: governance; health; safety; environmental and community outcomes

## **Business Update**



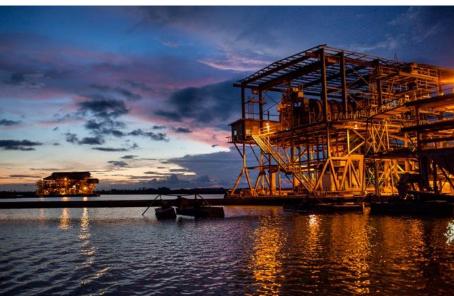
- Acquired Sierra Rutile Limited on 7 December 2016 transaction value of \$389 million
- Reported net loss after tax of \$224.0 million for FY 2016
  - includes non-recurring adjustments of \$182.8 million (after tax)
  - underlying Group EBITDA of \$150.5 million
- Net debt increased to \$506.3 million largely due to Sierra Rutile transaction
  - net debt as of 31 January 441.8 million
- US operations closed
- Continued evaluation of Cataby and Balranald projects
- Comprehensive review of business
  - non-production costs; operating assets; projects; ore reserves

## Sierra Rutile Acquisition



- Counter-cyclical investment with strategic rationale and financial merit
- Reserves support of 18.5 years large resource base capable of extending economic life further
- Iluka now the number one producer of rutile
- Operational improvement measures and production expansion options
  - expected to materially improve unit cash costs





## Sierra Leone



Capital	Freetown
Population	6.4 million
Government	Presidential republic
Politics	Two main political parties. Free democratic elections. Next election 2018.
Language	English (official), Krio (lingua franca)
Economy	GDP US\$4.5 billion (2015), GDP per capita US\$696 (2015)
Main Industries	Agriculture (rice, coffee, cocoa) Mining (diamonds, iron ore, rutile, bauxite)
Recent Events	<ul> <li>1991-2002 civil war</li> <li>Two peaceful elections subsequently</li> <li>Change of governing party and President</li> <li>Now ranked one of the most peaceful countries in Africa*</li> <li>2014-16 Ebola outbreak</li> <li>Economic growth significantly affected</li> <li>Sierra Rutile mine continued operations</li> </ul>



- Sierra Rutile is a significant source of private sector revenue and employment in Sierra Leone, ~2.4 per cent of GDP
- Integration on track focus on safety; operational improvements; improving product value capture
- Building on existing relationships with key stakeholders, including community and government

<sup>\*</sup>Source: Institute for Economics and Peace, 2016

## Cataby Project



- Large chloride ilmenite deposit with significant associated zircon and rutile production
  - ilmenite production to underpin continuation of synthetic rutile kiln 2 in South West
- Located 150km north of Perth, Western Australia
- Estimated life of ~8.5 years
- Annual average production over life of mine (thousand tonnes per annum, ktpa)
  - ~380 ktpa chloride ilmenite, equivalent to ~200 ktpa synthetic rutile
  - ~50 ktpa zircon
  - ~30 ktpa rutile
- Conventional mining method (open cut, dozer push and truck and shovel)
- Execute-ready stage; attractive financial characteristics
- Engaging with customers on off take arrangements on appropriate commercial terms



## Balranald Project



- Balranald is a large, deep, high grade rutile-rich deposit in Murray Basin, NSW
- Definitive feasibility study on a conventional mining approach completed
- Separate DFS using unconventional, underground mining method in progress
- Proprietary underground mining technology developed by Iluka
- Directional drilling technology with patented equipment and Iluka specific expertise
- Significant advantages
  - enables access to deep deposits (Balranald deposit is ~60 metres underground)
  - minimal environmental footprint versus conventional open cut mining
  - potentially less capital intensive
  - scalable operations and portfolio flexibility in the context of Sierra Rutile



## 2017 Key Activities and Outlook



- Sierra Rutile integration, operational improvements and evaluation of expansion projects
- Cataby project progression
- Phased evaluation of Balranald
- Operational settings to continue to be aligned to market conditions; inventory drawdown
- Support costs reduced
- Mineral sands market conditions improving
  - positive titanium feedstock dynamics
  - zircon price recovery; more balanced industry supply characteristics

## **Iluka Resources Limited**



