

# ILUKA

# Value For Customers – Value For Investors

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# **Deliver Sustainable Value**

### Strong Market Fundamentals

Mineral sands demand linked to urbanisation, rising living standards, increasing array of applications

### Value Driven Marketing Model

Direct customer relationships Price driven by value in use Focussed on sustainable pricing

### Quality Mineral Sands Assets

Australia and Sierra Leone operations Product mix weighted to premium zircon and high grade titanium dioxide

### Capital Discipline Framework

Strong balance sheet, disciplined capital allocation

Focus on shareholder returns via dividend framework

### **Project Pipeline**

Sustaining and growth projects in Australia, Sierra Leone and Sri Lanka

### 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**



- 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



- 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**



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# **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 oreLowertonnes requiredchlorine input

# Lower waste generation

Environmental and cost benefits

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





# Valuable Heavy Mineral Decline



#### Assemblage of Global Mineral Sands Resources



#### 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



# Zircon Market Structural Deficit



Lack of quality mineral sands projects, particularly with high zircon assemblage, and depletion of current operations (which includes lluka)

### Global Zircon Supply Outlook





Production outlook only includes new projects with funding approval.

Source: Iluka and TZMI

# High Grade Titanium Deficit



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 Titanium Deficit



Absent a supply side response, High Grade Chloride feedstock production starts to decrease from 2019....

....Yet even if feedstock was available to restart today's idled capacity, and Jazan ramped up, supply still fails to keep up with predicted demand.

#### Global High Grade Chloride Titanium Feedstocks Supply Outlook\*



# **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

**Rutile and US Pigment Prices, from 2018** 



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



# **Sustainable Pricing Model**



## Sustainable pricing based on value in use

### **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.

# **Pipeline of Growth Projects**

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#### **Eneabba Mineral Sands** Ambrosia, Wimmera, Atacama. **South Australia** South Australia Victoria Recovery, Western Australia Other Satellite deposit to existing J-A Mine move to Ambrosia brought Zircon and rare earth project forward to 2019 to smooth zircon operation Monazite-rich stockpile from Feasibility study commenced production historic mining Feasibility study commenced Test pit completed and customer Construction and earth works Feasibility study commenced Potential to add material zircon samples prepared progressing production Simple process proposed with low capital expenditure Lanti and Gangama Sembehun, SR1 restart, Balranald, Sierra Leone Western Australia **New South Wales** expansions, Sierra Leone Expansion to new deposit Scoping study commenced Rutile and zircon rich deposits Doubling of mining capacity at Currently undergoing value Potential for ~120ktpa of Development of innovative Lanti and Gangama operations underground mining method via optimisation work synthetic rutile directional drilling Both scheduled for **Optimisation studies** Subject to appropriate commissioning in 2019 Final field trial subject to Board completing H2 2019 commercial arrangements decision in H2 2019

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# **Iluka's Contracting Approach**



### We seek a shared commitment to the future

### **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 lluka'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



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