28 FEBRUARY 2017

# HALF YEAR RESULTS 2017 AND STRATEGIC UPDATE



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This presentation contains "forward-looking information" within the meaning of applicable securities legislation. Forward-looking information is often characterized by words such as "plan", "expect", "budget", "target", "project", "intend", "believe", "anticipate". "estimate" and other similar words or statements that certain events or conditions "may" or "will" occur. Forwardlooking information may include, but is not limited to, the successful ramp-up of the Olaroz Project, and the timing thereof, the design production rate for lithium carbonate at the Olaroz Project, the expected brine grade at the Olaroz Project, the Olaroz project's future financial and operating performance including production, rates of return, operating costs, capital costs and cash flows, the comparison of such expected costs to expected global operating costs, the ongoing working relationship between Orocobre and the Provinces of Jujuy and Salta, the on-going working relationship between Orocobre and Olaroz project financiers Mizuho Bank and JOGMEC and the satisfaction of any lending covenants, the future financial and operating performance of the Company, its affiliates and subsidiaries including Borax Argentina, the estimation and realization of mineral resources at the Company's projects, the viability, recoverability and processing of such resources, timing of future exploration at the Company's projects, timing and receipt of approvals, consents and permits under applicable legislation, trends in Argentina relating to the role of government in the economy (and particularly its role and participation in mining projects), adequacy of financial resources, forecasts relating to the lithium, boron and potash markets, potential operating synergies between the Salinas Grandes and Cauchari projects and the Olaroz project, the potential processing of brines from the Cauchari Project and the incremental capital cost of such processing, expansion, growth and optimisation of Borax Argentina's operations, the integration of Borax Argentina's operations with those of Orocobre and any synergies relating thereto and other matters related to the development of the Company's projects and the timing of the foregoing matters.

Forward-looking information is subject to known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from those expressed or implied by such forward-looking information, including but not limited to the risk of further changes in government regulations, policies or legislation: that further funding may be required, but unavailable, for the ongoing development of the Company's projects; fluctuations or decreases in commodity prices; uncertainty in the estimation, economic viability, recoverability and processing of mineral resources: risks associated with development of the Olaroz Project; unexpected capital or operating cost increases; uncertainty of meeting anticipated program milestones at the Olaroz Project or the Company's other projects; general risks associated with the feasibility and development of the Olaroz Project and the Company's other projects; risks associated with investments in publicly listed companies, such as the Company; risks associated with general economic conditions: the risk that the historical estimates for Borax Argentina's properties that were prepared by Rio Tinto, Borax Argentina and/or their consultants (including the size and grade of such resources) are incorrect in any material respect: the inability to efficiently integrate the operations of Borax Argentina with those of Orocobre; as well as those factors disclosed in the Company's Annual Report for the year ended June 30, 2016 filed at www sedar.com.

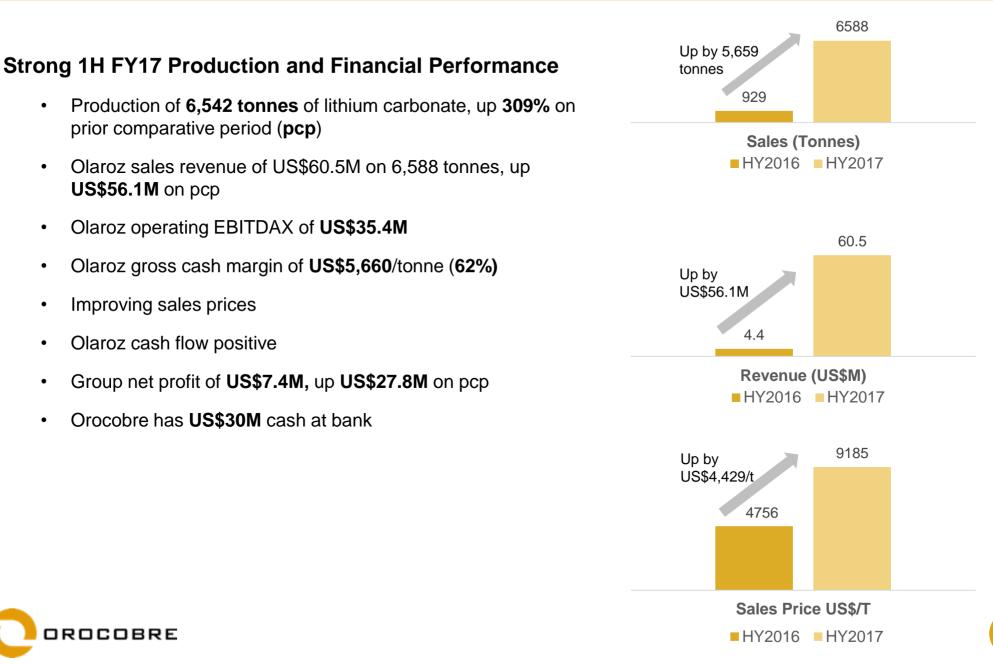
Forward-looking information is based on a number of assumptions and estimates that, while considered reasonable by the Company, may prove to be incorrect. Assumptions have been made regarding, among other things: the Company's ability to carry on its exploration and development activities at its projects and to continue production at Borax Argentina's properties, the timely receipt of required approvals, the prices of lithium, potash and boron, the ability of the Company to operate in a safe, efficient and effective manner and the ability of the Company to obtain financing as and when required and on reasonable terms. Readers are cautioned that the foregoing list is not exhaustive of all factors and assumptions which may have been used. Although the Company has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking information. there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that such information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on forward-looking information. The Company does not undertake to update any forward-looking information. except in accordance with applicable securities laws.

The technical information in this announcement has been prepared by Murray Brooker of Hydrominex Geoscience. Murray Brooker is a geologist and hydrogeologist and is a Member of the Australian Institute of Geoscientists. Murray has sufficient relevant experience to qualify as a competent person as defined in the 2012 edition of the Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves. He is also a "Qualified Person" as defined by Canadian Securities Administrators' National Instrument 43-101. Murray Brooker consents to the inclusion in this announcement of this information in the form and context in which it appears.

Additional information relating to the Company's projects is available on the Company's website in "Technical Report – Salar de Olaroz Lithium-Potash Project, Argentina" dated May 30, 2011, (the Olaroz Report), the "Technical Report – Salinas Grandes Project" dated April 30, 2010 and the "Technical Report – Salar de Cauchari Project, Argentina" dated April 30, 2010, respectively, which have each been prepared by John Houston, Consulting Hydrogeologist, together with, in the case of the Olaroz Report, Mike Gunn, Consulting Processing Engineer, in accordance with NI 43-101.



### **KEY NUMBERS 1H FY17**



### **GUIDANCE, GROWTH AND MARKETS**

#### FY17 Production Guidance Revised To 12,000 - 12,500 Tonnes From 15,000 Tonnes

- Total pond inventory levels appropriate but current inventory profile is restricting production rate at present.
   Production in 2H FY17 to be approximately 5,500 6,000 tonnes to allow desired grade and inventory profile to be achieved
- Significant production increase into 1H FY18. Further guidance to be provided later in this half year
- Operational understanding has taken longer than anticipated but no design impediments to prohibit nameplate being achieved

#### Simplified Growth Strategy Outlined by JV

- Olaroz expansion to double capacity to 35,000 tpa lithium carbonate production by end CY18
- Revised product mix 17,500 tpa Battery Grade and 17,500 tpa Industrial Grade of which 9,000 tpa to be used to feed 10,000 tpa Battery Grade lithium hydroxide plant in Japan
- Revised product mix leads to simplified expansion duplication of bores, ponds and primary circuit
- Fast-track construction of first module of 10,000 tpa lithium hydroxide plant in Japan fed by Olaroz Industrial product

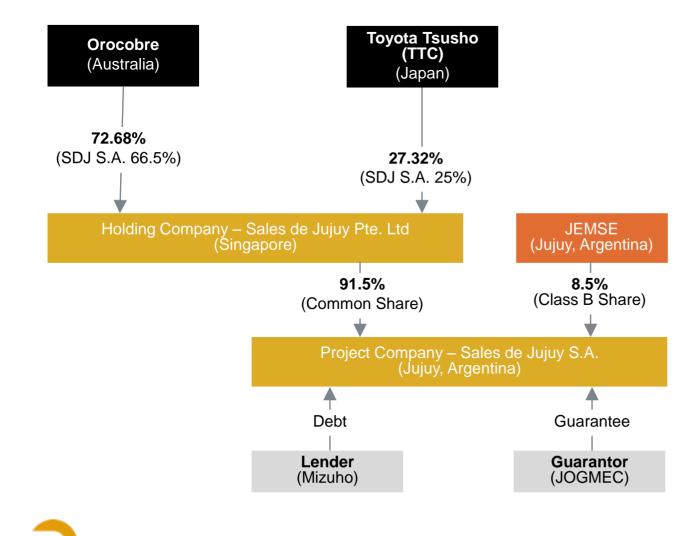
#### **Strong Lithium Market Fundamentals Persist**

- 33 current customers for Olaroz production (Japan, South Korea, Europe, USA and China)
- Strong demand for Industrial (99%) and Battery Grade (>99.5%) products
- Pricing firming to approximately \$10,000/T FOB this quarter
- Demand accelerating but significant headwinds for new production. Forecast supply will take longer than analysts' models predict leading to stronger for longer pricing

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# FINANCIALS

### **OLAROZ JOINT VENTURE STRUCTURE**



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- Group accounts are Equity accounted due to the control structure of Sales de Jujuy Pte Ltd
- Proportionally consolidated accounts have been prepared to indicate contribution of underlying operations
- The JEMSE and Toyota Tsusho interests in Sales de Jujuy Pte Ltd are recognised as a Non-Controlling Interests (NCI)

## **OLAROZ STRONGLY PROFITABLE IN FIRST HALF YEAR**

### **Proportionally Consolidated P & L**

US\$ million			Elim of		
Half year ended 31 December 2016	ORE Group	SDJ PTE (100%)	NCI (33.5%)	Equity accounting	Group Partial Consolidation
Revenue and other income	8.6	60.5	(20.2)	-	48.9
EBITDAX	(3.4)	35.4	(11.9)	-	20.1
Depreciation	(0.6)	(4.0)	1.3	-	(3.3)
EBITX	(4.0)	31.4	(10.6)	-	16.8
Finance income (costs)	1.4	(7.7)	2.6	-	(3.7)
ЕВТХ	(2.6)	23.7	(8.0)	-	13.1
Foreign currency losses	(0.1)	(1.2)	0.4	-	(0.9)
Share of net gains of joint venture	9.7	-	-	( 9.7)	-
Profit before tax	7.0	22.5	(7.6)	(9.7)	12.2
Income tax benefit/(expense)	0.4	(7.8)	2.6	-	(4.8)
Profit for the half-year after tax	7.4	14.7	(5.0)	(9.7)	7.4

#### **Olaroz financial highlights**

- Sales of 6,588 tonnes at average of US\$9,185/tonne
- Cash operating costs of US\$3,525/tonne (excluding royalties and head office costs)
- Gross cash margins of US\$5,660/tonne (62%)
- Depreciation costs of US\$607/tonne
- Financing costs include interest from project funding working capital facilities of US\$4.3M, accrued interest from shareholders loans of US\$2.3M and other US\$1.1M
- Income tax expense of US\$7.8M at an effective tax rate of 34.6% relates to a reduction of Deferred Tax Asset as the joint venture generates taxable income



### **Proportionally Consolidated Balance Sheet**

									Cash reduction of US\$4.5M
Proportionally consolidated balance sheet		Current ORE Group Consol	SDJ PTE 100%	Eliminate ORE Group PTE related Items	Elim NCI of PTE	Consolidated Group incl PTE	Consolidated Group incl PTE	% Variance movement for period	(excluding overdraft) was due to the net cash outflow from financing
US\$ million			31 Decemb			31-Dec-2016	30-Jun-16		and investing activities of (US\$14.6M), partially offset by
CURRENT ASSETS									cash inflows from operating
Cash and cash equivalents		30.7	1.6	_	(0.5)	31.8	36.3	-12.0%	activities of US\$10.7M
Financial assets		33.6	1.0	-	(0.5)	33.6		100%	
Trade and other receivables	•	7.4	6.1	-	(2.0)	11.5	8.9	29%	
Inventory	•	9.2	24.6	-	(8.2)	25.6	18.5	38%	Increase in inventory of US\$7.1M
VAT Receivable		0.2	18.7	-	(6.3)	12.6	11.9	6%	
Other		0.3	5.6	-	(1.9)	4.0	2.3	74%	relates mainly to increase in
Total Current Assets		81.4	56.6	-	(18.9)	119.1	77.9	53%	finished product on hand at Olaroz
NON-CURRENT ASSETS									at ORE's share.
Property, plant and equipment		15.2	328.9	-	(94.3)	249.8	250.1	0%	
Intangible asset	•	-	17.3	-	(5.8)	11.5	11.5	0%	
Investment in joint ventures		45.8	-	(45.8)	-	-	-	0%	Variance of other assets relates to
Inventory		0.7	11.5	-	(3.9)	8.3	7.6	9%	
Trade and other receivables		71.1	1.3	(63.1)	(0.4)	8.9	8.9	0%	reclassification of SBLC's from
VAT Receivable		1.9	10.4	-	(3.5)	8.8	8.2	7%	non-current to current assets
Other		8.1	1.2	-	(0.4)	8.9	53.3	-83%	
Total Non-Current Assets		142.8	370.6	(108.9)	(108.3)	296.2	339.6	-13%	
TOTAL ASSETS		224.2	427.2	(108.9)	(127.2)	415.3	417.5	-1%	
CURRENT LIABILITIES									
Trade and other payables	•	10.4	8.9	-	(3.0)	16.3	15.4	6%	
Loans and borrowings		1.2	71.6	-	(24.0)	48.8	51.3	-5%	
Other		0.4	10.9	-	(3.6)	7.7	6.7	15%	
<b>Total Current Liabilities</b>		12.0	91.4	-	(30.6)	72.8	73.4	-1%	Reduction of US\$9.7M due to
NON-CURRENT LIABILITIES									ORE's share of principal payment
Trade and other payables	•	0.7	1.0	-	(0.3)	1.4	1.2	17%	on project financing
Derivative		-	8.0	_	(2.7)	5.3	9.3	-43%	
Loans and borrowings		0.6	222.3	(63.1)	(53.3)	106.5	113.7	-6%	
Deferred tax liability	•	1.0	17.3	(00.1)	(5.8)	12.5	12.5	0%	
Provisions		9.7	-	-	-	9.7	9.5	2%	
Other	•	1.1	10.4	-	(3.5)	8.0	8.4	-5%	
<b>Total Non-Current Liabilities</b>		13.1	259.0	(63.1)	(65.6)	143.4	154.6	-7%	
TOTAL LIABILITIES		25.1	350.4	(63.1)	(96.2)	216.2	228.0	-5%	
NET ASSETS		199.1	76.8	(45.8)	(31.0)	199.1	189.5	5%	



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### **POSITIVE OPERATIONAL CASHFLOWS**

### **Proportionally Consolidated Cashflow**

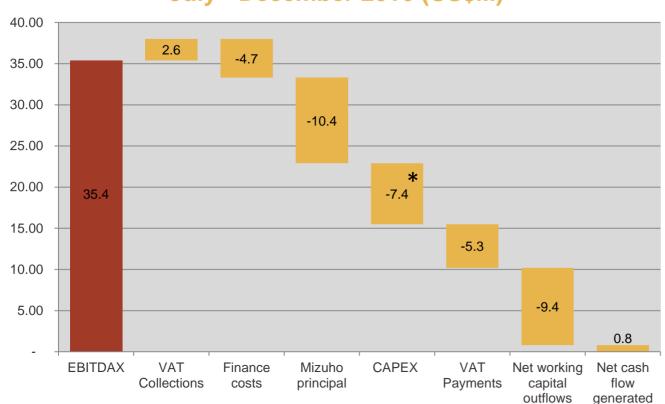
Proportionally Consolidated Cash Flow Statement	ORE Group	SDJ PTE 100%	Eliminate ORE Group SDJ	Elim NCI of SDJ (33.5%)	Consolidated Group incl	
31 December 2016 (US \$)			related items		SDJ	
CASH FLOWS FROM OPERATING ACTIVITIES						Strong cash inflows generated from the half-
Receipts from customers	7.0	61.0	_	(20.4)	47.6	year sales. Collection terms of 30 days from
Payments to suppliers and employees	- 10.9	(40.8)	-	13.7	(38.0)	shipment
Interest received	1.3	0.1	-	-	1.4	
Interest paid	- 0.6	(2.8)	-	0.9	(2.5)	
VAT recouped	0.2	2.6	-	(0.9)	1.9	
Other cash receipts	0.3	-	-	-	0.3	
Net cash provided by operating activities	(2.7)	20.1	-	(6.7)	10.7	VAT recouped from sales generated from July
CASH FLOWS FROM INVESTING ACTIVITIES						2015 to March 2016
Capitalised exploration & development expenditure	(0.1)				(0.1)	
Purchase of property, plant and equipment	(0.1)	(7.4)	-	2.5	(6.6)	
Proceeds from sale of property plant and equipment	(1.7)	(7.4)	-	2.5	(0.0)	Optimisation CAPEX at Olaroz and payment
Investment in joint venture	(0.4)	_	0.4	_	-	of FY16 accrued balance of US\$2.4M
Net cash used in investing activities	(2.2)	(7.4)	0.4	2.5	(6.7)	
-	(2.2)	(7.4)	0.4	2.0	(0.7)	
CASH FLOWS FROM FINANCING ACTIVITIES						Principal payment of US\$10.4M and interest
Proceeds from issue of shares	0.6	0.6	(0.4)	(0.2)	0.6	of US\$2M from project finance facility
Net proceeds from borrowings	(0.1)	(12.5)	-	4.2	(8.4)	
Loan to joint venture	(0.1)	-	-	-	(0.1)	
Net cash used in financing activities	0.4	(11.9)	(0.4)	4.0	(7.9)	Opening cash balance and closing cash
Net decrease in cash held	(4.5)	0.8	-	(0.2)	(3.9)	balance are net of overdraft facilities of (US\$0.7M and US\$0.1M) respectively
Cash and cash equivalents at beginning of year**	35.1	0.8	-	(0.3)	35.6	
Cash at end of year**	30.6	1.6	-	(0.5)	31.7	

\*Cash outflows from purchasing of property, plant, and equipment of US\$7.4M include payments of US\$2.4M related to CAPEX from FY16 carried over into the half year ended 31 December 2016

\*\*Cash and cash equivalents are shown net of overdraft facilities



### **OLAROZ CASH GENERATION AND USES**



### July - December 2016 (US\$M)

- Increases in production and sales during the half year resulted in strong operating cash inflows from EBITDAX
- VAT reimbursement for US\$2.6M related to the sales period from July 2015 to March 2016
- Financing costs and project finance principal and interest payments met without support from shareholders
- VAT payments of US\$5.3M relate to VAT incurring expenditure in the half year
- Net working capital outflows included:
  - US\$4.1 million increase in accounts receivable
  - US\$9.8 million increase in inventories and prepayments
  - US\$4.5 million decrease in accounts payable (excluding VAT and CAPEX payable at 30 June 2016)



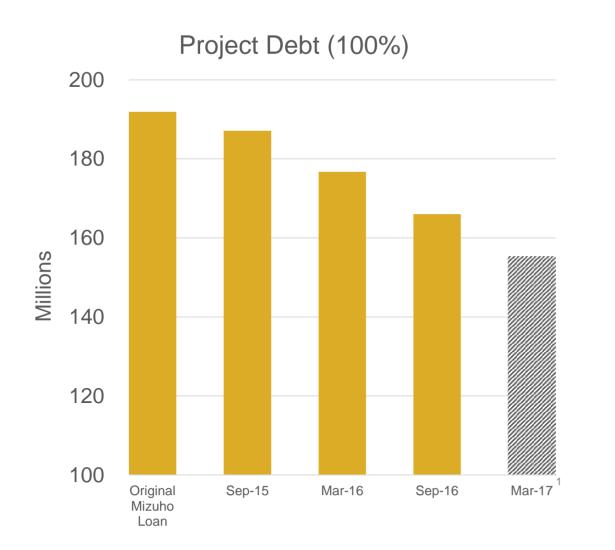
### VAT - APPROVALS AND RECEIPTS ACCELERATING



#### VAT BALANCE AS AT 31 DECEMBER 2016 (US\$ M)

- VAT recovery process has been fine tuned and VAT refund payments have accelerated
- Receipt of US\$2.6M of VAT refunds occurred during1H FY2017 while US\$5.3M VAT paid
- US\$1.5M of US\$9.9M VAT refund approved for payment has already been received to date with the balance expected to be paid by 30 June 2017
- The outstanding VAT balance of US\$24.1M is mainly related to the construction period and is expected to be fully recovered by 30 June 2018





- ~US\$37m principal of the Project Debt (19% reduction) repaid over the first 1.5 years
- Current Project Debt balance of ~US\$155M
- Project Debt repayments scheduled every six months to September 2024
- Project Debt incurs a low average interest rate of 4.25%
- No additional cash has been provided to the JV since March 2016
- All other debt facilities (SBLCs and shareholder loans) are internal or cash backed

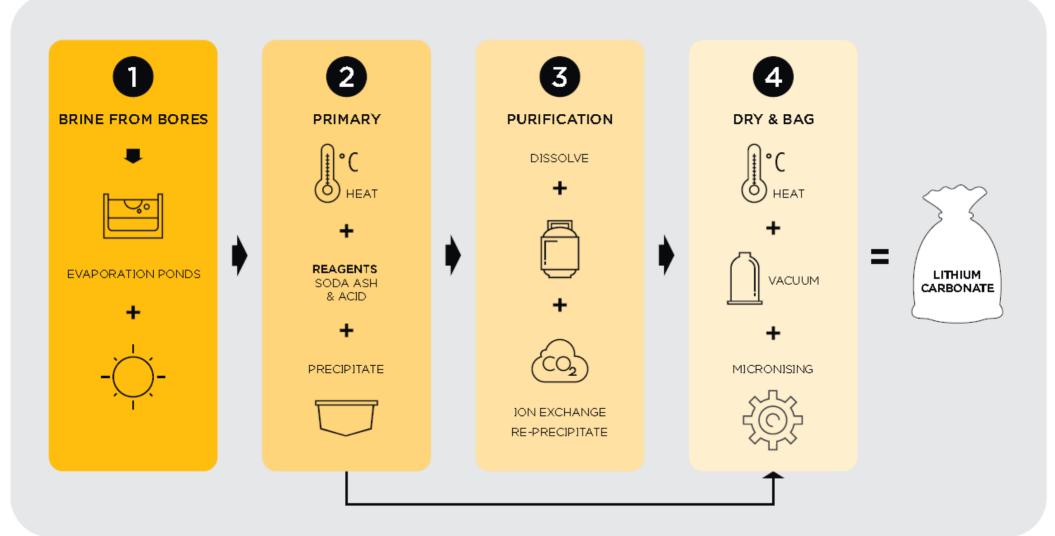


# OPERATIONAL PERFORMANCE & STRATEGIC UPDATE



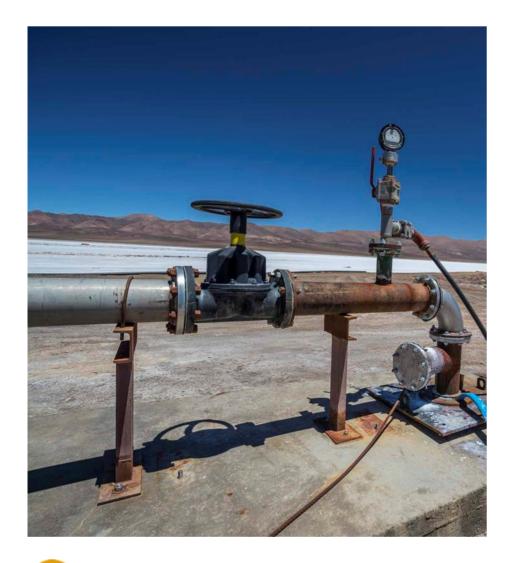
### REVISITING OUR PROCESS AND PROVIDING PERFORMANCE UPDATE

Operations now benefiting from two years of experience and learning





### **BRINE PRODUCTION FROM WELLS**



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#### Overview

- Lithium bearing brine is extracted with submersible pumps from bores/wells generally drilled to 200 metres depth
- Brine is pumped along pipelines to a liming plant where lime is added to the brine to raise pH and precipitate magnesium and then channelled to the first evaporation pond
- The rate of pumping from the wells has a direct correlation to the building of brine inventory in the ponds and is the start of the approximately nine month evaporation process in the ponds
- The DFS planned 18 wells operating at 10 litres per sec (I/s) with constant flow, plus two spare wells, total 20

#### Update

- 23 wells currently installed with a pumping capacity of 280 l/s
- The additional wells were drilled to create redundancy to cover for outage for maintenance reasons and to provide the ability to vary flow rates at different times in the year and flexibility in pond inventory management
- CY 17 pumping rate to average 200l/s

## **BRINE CONCENTRATION IN EVAPORATION PONDS**

#### Overview

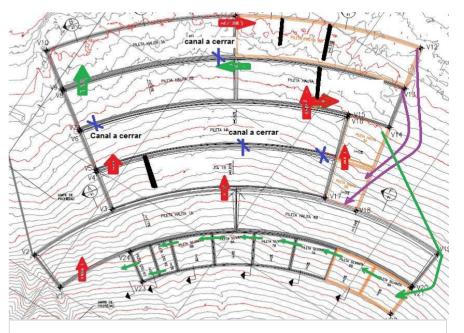
- The ponds cover 4.5 sq kms and have design advantages of a lower capital cost intensity and lower operating cost
- Over a period of approximately nine months brine is transferred from pond to pond and concentrated approximately 10 times to achieve a suitable to feed the lithium carbonate plant
- Pond inventory is now stabilised at approximately 40,000 tonnes of recoverable lithium carbonate equivalent

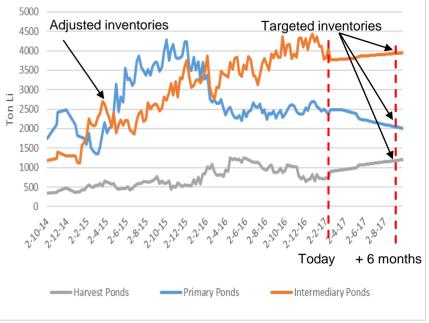
#### Update and impact to production guidance

- Recently, declining lithium concentrations in the final harvest ponds were noted. An investigation of production and pond inventory models against performance highlighted issues with the inventory models and flow on effects onto the production models
- The investigation concluded that overall lithium inventory is appropriate for design production rates but inventory distribution in the ponds has skewed away from the high grade harvest ponds and needs to be re-balanced to support design production rates
- The process will take up six months and involve a combination of
  - re-allocation of brine through the ponds
  - time for evaporation and

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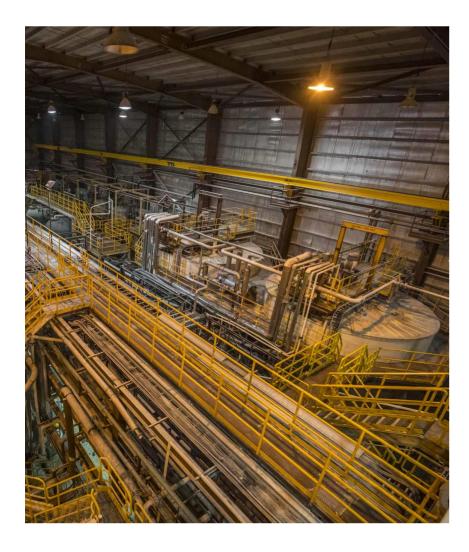
Consequently production for 2H FY17 will be 5,500 - 6,000t of lithium carbonate (FY17 12,000 - 12,500t), increasing significantly into 1H FY18





#### \* 1 tonne Li = 5.32 tonnes LCE

### PRIMARY CIRCUIT LITHIUM CARBONATE PRODUCTION



#### Overview

 Concentrated brine from ponds feeds the primary lithium carbonate circuit to produce an industrial grade product which is either sold or used as feed for the purification circuit

#### Update

- Maximum throughput achieved has been
   66 tpd dried and bagged (35% above nameplate)
- Plant has operated over extended periods at above nameplate capacity of 48 tpd
- Average product quality is 99.0% and has a strong market acceptance including as feedstock for lithium hydroxide production
- Forecast production rate is limited by lithium available from the ponds for 2H FY2017



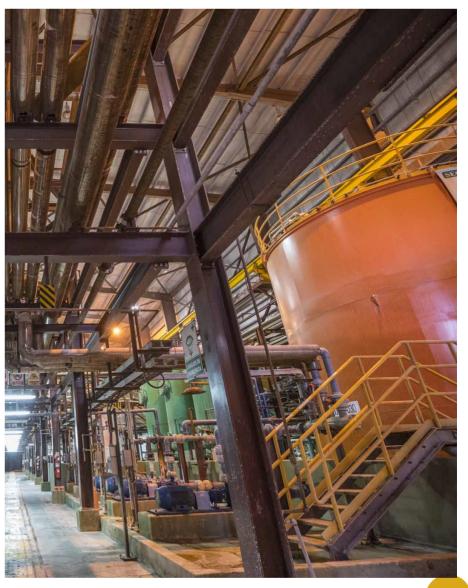
### THE PURIFICATION CIRCUIT

#### **Overview**

• Lithium carbonate from the primary circuit is used to feed the purification circuit

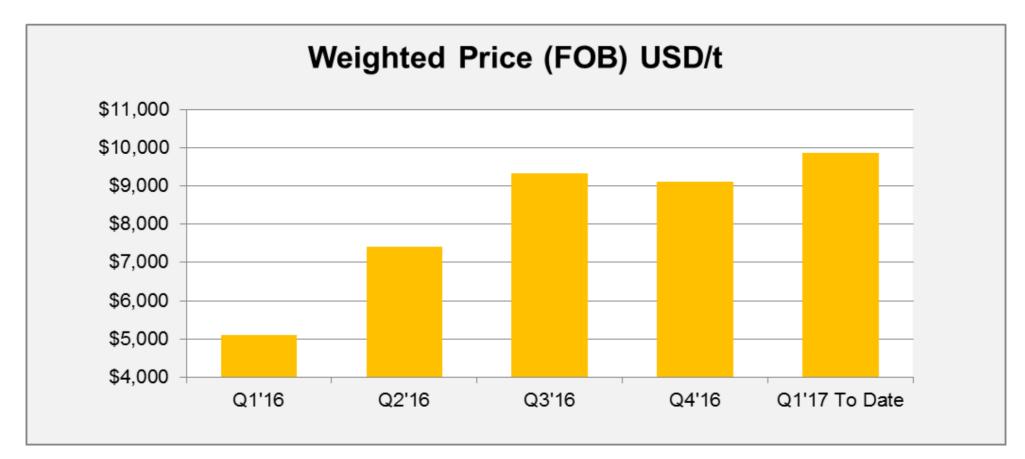
#### Update

- During the past year the circuit has been operated in campaigns to permit modifications of the circuit over time and profit maximisation
- Maximum production rate achieved has been 43 tpd (90% of design) and has run at 35-40 tpd (73-83% of nameplate) during campaigns
- Cyclones have been installed to increase production rate through increasing capacity of the thickener circuit. Commissioning is advanced with positive results achieved with 50% de-loading of the thickener and good settling characteristics maintained
- Objective is to achieve nameplate during coming months subject to brine feed availability from the pond system
- Consistent high purity quality product with specification of >99.5% and used in battery sectors





### **CUSTOMERS AND PRICING**



- 33 current customers (additional 35+ in testing, approval and negotiation phase)
- Geographically diverse customer base including Japan, South Korea, Europe, USA and China
- Selling into industrial, chemical and battery markets
- Average price received consistently improving as lower priced contracts are replaced with higher priced contracts



## **RAPID EXPANSION STRATEGY**

Orocobre and TTC plan a rapid expansion strategy to double current lithium carbonate production capacity to 35ktpa and to construct a 10ktpa lithium hydroxide plant in Japan

#### **Proposed product mix**

 17,500tpa Battery Grade from existing purification circuit, and 17,500tpa Industrial Grade, of which 9,000tpa will be used to feed the planned 10,000tpa\* lithium hydroxide plant in Japan

#### Benefits of the proposed product mix

- Lower risk simple duplication of bores, ponds and primary circuit
- Higher pricing lithium hydroxide price premium to be captured

#### **Capital Cost**

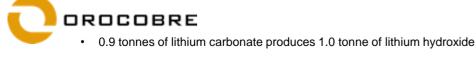
- Olaroz expansion estimated capex \$US160M lower capex with no duplication of purification circuit
- Lithium Hydroxide plant estimated capex \$US30M

#### **Funding and Subsidies**

- Anticipated access to Japanese supported project debt on similar terms to the existing Mizuho facility
- Subsidies available at both Japanese national and prefecture level to support the Lithium Hydroxide project

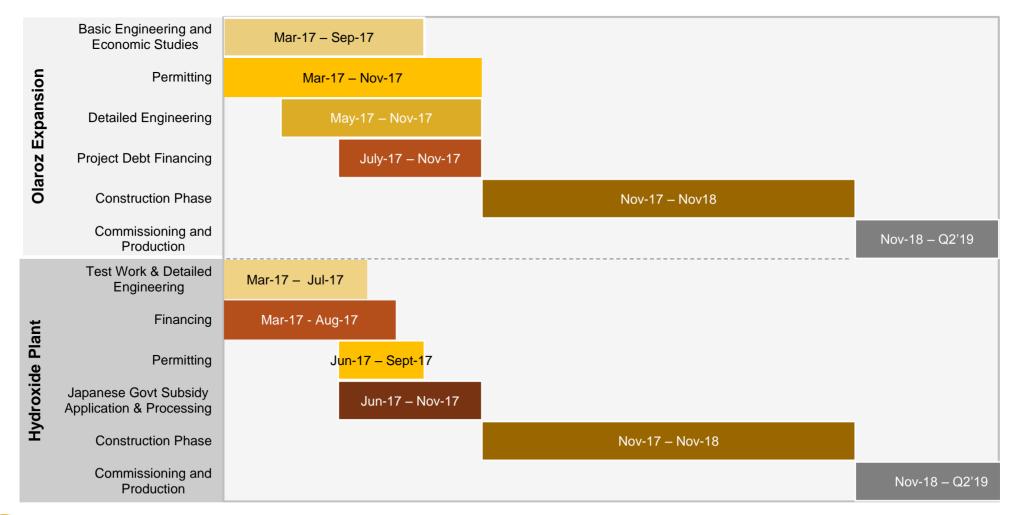
#### **Further Potential**

• Development of a second lithium hydroxide plant outside of Japan is being investigated



### **EXPANSION TIMETABLE**

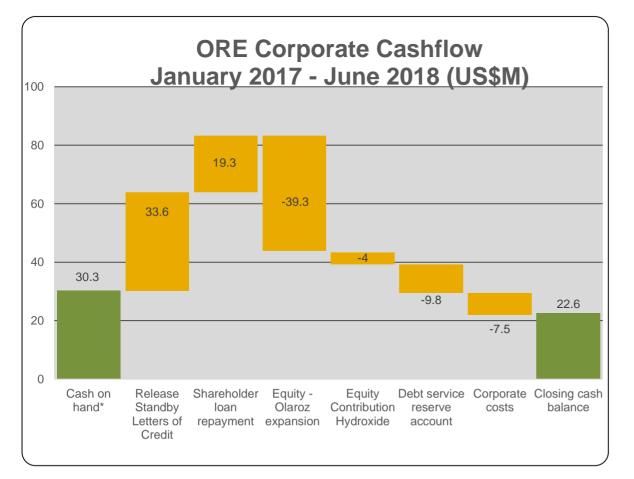
Stage 2 Olaroz expansion and construction of Lithium Hydroxide plant in Japan aiming, subject to approvals, for commissioning in late 2018 and in full production in 2019





# STRONG CASHFLOWS OVER NEXT 18 MONTHS TO FUND EXPANSION

- Strong Cashflows for Olaroz will enable Orocobre to fund its contributions to the expansion of Olaroz and the Lithium Hydroxide plant without the need for any equity raisings
- Deepest draw on Orocobre cash (June 2018) still leaves Orocobre with a comfortable cash balance after funding contributions to the expansion from cash at hand



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ORE Corporate Cashflow Summary	US\$M
Inflows	
Cash on hand at 31 December 2016	30.3
Release of Standby Letters of Credit to be released within the next 12 months	33.6
Shareholder loan repayment approximately 30% of shareholder loans repaid by 30 June 2018	19.3
Total inflows	83.2
Outflows	
ORE contribution to Olaroz expansion	39.3
ORE contribution for Lithium Hydroxide Plant	4.0
Debt Service Reserve Account	9.8
Corporate costs - approx.\$5m pa	7.5
Total outflows	60.6
Closing cash balance at 30 June 2018	22.6

### **EXPLORATION AND BORAX ARGENTINA**

#### Olaroz Basin - World class, multi-phase development with large, existing resource of 6.4MT of LCE

- Planned upcoming exploration of Olaroz salar at depth and laterally
  - Current resource delineated to only 200 metres depth
  - Drilling indicates depth extension to at least 400 metres
  - Geophysics indicates depth extension to at least 600 metres
  - o Additional exploration targets to north and south
- Opportunity to emulate multi-phase Atacama development
- Potential for further significant value creation

#### **Borax Argentina**

- Sales volumes were up 14%
- EBITDAX improved by US\$1.5M to loss of US\$0.1M
- Tincalayu expansion studies continue from 30 ktpa tonnes to 100-120 ktpa borax decahydrate equivalent

#### Advantage Lithium (AAL)

- Orocobre will hold ~35% of AAL after vending in 85,000 Ha of exploration assets
- AAL exploration program now funded with C\$20M Subscription Receipts issued (to close end March)
- Cauchari Project (50% ORE, 50% AAL) drilling to commence in April 2017
- Rapid exploration and development timeline
- Orocobre retains lithium tenements in Salinas Grandes, Argentina and other boron tenements with Borax Argentina

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# MARKETS

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Sipel

SALES DE

Sipel

VALES DE JUJUY S.A. UTHUN CARBONATE Protect of Argentine



SALES DE

SALES DE MUNY S.A.

Product of Argentinia

SALES DE JUJUY S.A. LITHIUM CARBONATE Product of Argentina

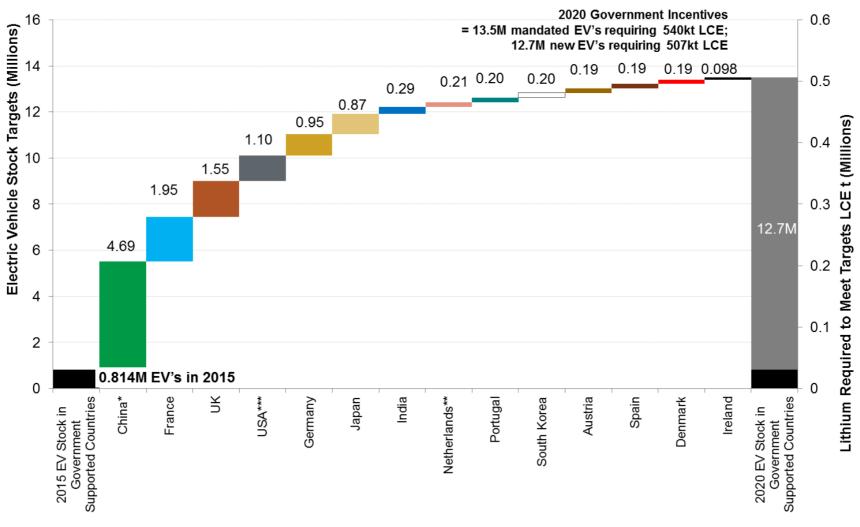
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### MANDATED EV TARGETS WILL REQUIRE INCREASED SUPPLY

Announced Government EV targets will require 507kt LCE between 2015 and 2020 to manufacture 12.7M new vehicles

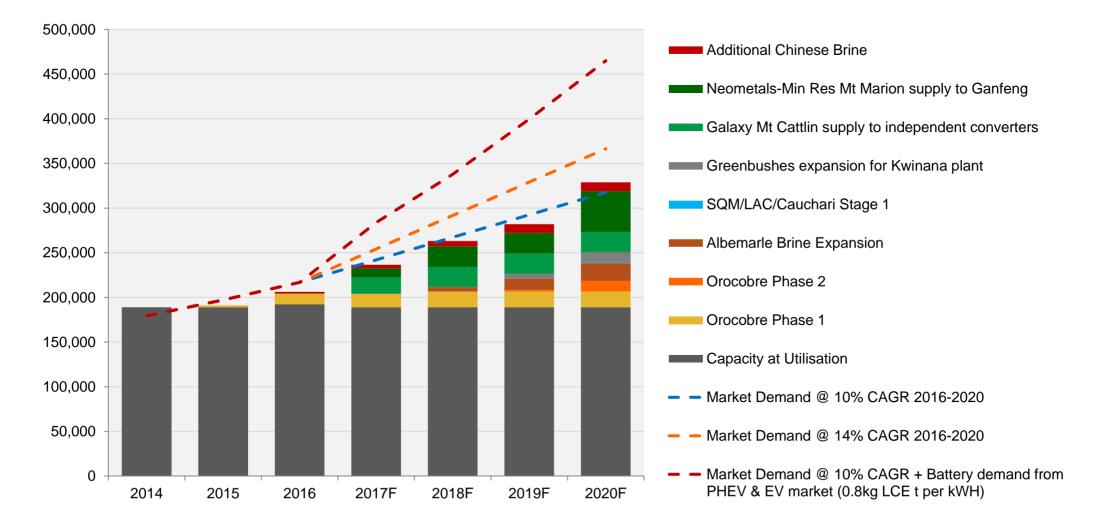




Source: International Energy Agency Global Outlook 2016 LCE required: assumes 50kWH per EV unit, 0.8kg of LCE per kWH

### **OROCOBRE MARKET VIEW**

### **Undersupply of Lithium Carbonate**





Maiden profit of US\$7.4M in first half year of commercial production

Established as a low cost, high margin producer with EBITDAX US\$35.4M

Rapidly progressing to doubling of production to 35,000 tonnes

10,000 tonne hydroxide plant in Japan to add significant value

Expansion plans to be funded without new equity

Lithium market to remain in deficit





### **NON-IFRS MEASURES**

- EBITDA, EBITX, and EBTX are non-IFRS financial information and have not been subject to audit by the Company's external auditor
- **EBITDAX** is 'Earnings before interest, tax, depreciation, amortisation and foreign exchange losses/gains'.
- **EBITX** is 'Earnings before interest, tax and foreign exchange losses/gains'.
- **EBTX** is 'Earnings before tax and foreign exchange losses/gains'. EBITDAX is used to measure segment performance and have been extracted from Note 24 'Segment Reporting of the annual report.
- Statutory profit/(loss) is profit/(loss) after tax attributable to owners of the parent.
- 'Proportional consolidation's a non-audited accounting method which includes items of income, expense, assets and liabilities in proportion to the company's percentage of
  participation in the joint venture.



## **NOTES TO SLIDES**

- ktpa is thousands of tonnes per annum
- NCI is non controlling interest
- **pcp** is previous corresponding period
- tpas tonnes per annum

#### Slide 7

- EBITDAX, EBITX, and EBTX are non audited, non IFRS measures, refer to slide in the appendix
- · Proportional consolidation is a non audited presentation of the financial statements for commentary purposes
- NCI" is the Non Controlling Interest which represents the portion of equity ownership in the Joint Venture not attributable to Orocobre Limited
- Finance cost of US\$7.7M include accrued interest from shareholders loans of US\$2.3M, interest from project funding and working capital facilities of US\$4.3M, and other finance costs of US\$1.1M.

#### Slide 25

- Source: International Energy Agency Global Outlook 2016
- This target includes 4.3 million cars and 0.3 million taxis and is part of an overall deployment target of 5 million cars, taxis, buses and special vehicles by 2020 (EVI, 2016b)
- Estimate based on a 10% market share target by 2020.
- Estimate based on the achievement of the 3.3 million EV target announced to 2025 in eight US states. All indicators in refer to US states, market share and stock share are assumed to account for 25% of the US car market and stock
- LCE required: assumes 50kWH per EV unit, 0.8kg of LCE per kWH

#### Slide 26

#### **Supply Notes:**

- Rest of the world 85% utilisation (including Greenbushes/Kwinana expansion) China 60% utilisation,
- Talison's supply considered in line with Kwinana plant construction
- FMC proposed first lithium hydroxide expansion (and any subsequent expansions) has a zero net effect on the LCE supply and demand picture as lithium carbonate is the feedstock
- Mt Marion: assume ramp up to 400kt concentrate processing capacity by 2020, accepting Ganfeng 60kt announced LCE conversion capacity; 5.5% grade = 7.9t concentrate per t LCE
- Mt Cattlin: assume ramp up to 200kt concentrate processing capacity by 2020, with 100% of production processed by independent converters; 5.5% grade = 7.9t concentrate per t LCE
- 10% mineral losses
- Sources: Company websites and Orocobre estimates.

#### **Demand Notes:**

• LCE Demand forecast assumes 0.8kg per kWH. Source: Lux Research Oct 2016



