

# SECOND QUARTER OF THE 2023 FINANCIAL YEAR

Webcast Presentation — October 27, 2022



PREMIUM PRODUCT  
TIER 1 JURISDICTION  
HIGH QUALITY INFRASTRUCTURE

**CHAMPION IRON** 

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This Presentation contains certain information and statements, which may be deemed "forward-looking information" within the meaning of applicable securities laws (collectively referred to herein as "forward-looking statements"). Forward-looking statements are statements that are not historical facts and are generally, but not always, identified by the use of words such as "plans", "expects", "is expected", "budget", "scheduled", "estimates", "continues", "forecasts", "projects", "predicts", "intends", "anticipates", "aims", "targets" or "believes", or variations of, or the negatives of, such words and phrases or state that certain actions, events or results "may", "could", "would", "should", "might" or "will" be taken, occur or be achieved. Inherent in forward-looking statements are risks, uncertainties and other factors beyond the Company's ability to predict or control.

## SPECIFIC FORWARD-LOOKING STATEMENTS

All statements in this Presentation, other than statements of historical facts, that address future events, developments or performance that Champion expects to occur are forward-looking statements. These statements may include, but are not limited to, management's expectations regarding: the partnership with Innu Takuikun Ushat Mak-Utenam and Comité sectoriel de main d'œuvre de l'Industrie des mines, to implement training programs aimed at increasing collaboration between Innu partners and Champion; the Company's Phase II expansion project, its expected transitional operating costs, commercial production, lower recovery circuit rates, economic benefits, impact on nameplate capacity and milestones; the potential to upgrade the Bloom Lake iron ore concentrate to a higher grade with lower contaminants and the feasibility study evaluating the reprocessing and infrastructure required to commercially produce a 69% Fe DR pellet feed product and its completion timeline; the feasibility study evaluating the re-commissioning of the Pointe-Noire Iron Ore Pelletizing Facility to produce DR grade pellets and its anticipated completion date; the Kami Project's feasibility study, its purpose and anticipated completion date; Champion's positioning to service the industry's transition to EAFs and focus on DR quality products; the future declaration and payment of dividends and the timing thereof; the shift in steel industry production methods and expected rising demand for higher-grade iron ore products, including DR products, using reduction technologies and the Company's related transition of its product offering; GHG and CO<sub>2</sub> emission reduction initiatives, objectives, targets and expectations; and the Company's growth and opportunities generally.

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Although Champion believes the expectations expressed in such forward-looking statements are based on reasonable assumptions, such forward-looking statements involve known and unknown risks, uncertainties and other factors, most of which are beyond the control of the Company, which may cause the Company's actual results, performance or achievements to differ materially from those expressed or implied by such forward-looking statements. Factors that could cause the actual results to differ materially from those in forward-looking statements include, without limitation: the results of feasibility studies; changes in the assumptions used to prepare feasibility studies; project delays; continued availability of capital and financing and general economic, market or business conditions; fluctuations in foreign currency exchange rates; general economic, competitive, political and social uncertainties; market disruptions, including pandemics or significant health hazards, severe weather conditions, natural disasters, terrorist activities, financial crises, political crises, wars and other military conflicts (including the ongoing military conflict between Russia and Ukraine), or other major events, or the prospect of these events; future prices of iron ore; increased public concern about the environmental impact of the Company's products or their perceived safety; decreased social acceptance and increased social action to reduce the use of fossil fuels, which may negatively impact consumer perception; cyber events or attacks (including ransomware, state sponsored and other cyberattacks); failure of plant, equipment or processes to operate as anticipated; delays in obtaining governmental approvals, necessary permitting or in the completion of development or construction activities; the impact of COVID-19 on the global economy, the iron ore market and Champion's operations, including the effectiveness of Champion's efforts to respond to the COVID-19 pandemic, the pace of economic recovery when the COVID-19 pandemic subsides and the heightened impact it has on many of the risks described herein and in other reports Champion files with the Canadian Securities Administrators (the "CSA") and the Australian Securities and Investments Commission (the "ASIC"); as well as those factors discussed in the section entitled "Risk Factors" of the Company's 2022 Annual Information Form, the risks and uncertainties discussed in the Company's management's discussion and analysis for the financial year ended March 31, 2022 and the risks discussed in other reports Champion files with the CSA and the ASIC, all of which are available on SEDAR at [www.sedar.com](http://www.sedar.com), the ASX at [www.asx.com.au](http://www.asx.com.au) and the Company's website at [www.championiron.com](http://www.championiron.com). 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 forward-looking statements. Accordingly, readers should not place undue reliance on forward-looking statements.

## ADDITIONAL UPDATES

The forward-looking statements in this Presentation are based on assumptions management believes to be reasonable and speak only as of the date of this Presentation or as of the date or dates specified in such statements. Champion undertakes no obligation to update publicly or otherwise revise any forward-looking statements contained herein, whether as a result of new information or future events or otherwise, except as may be required by law. If the Company does update one or more forward-looking statements, no inference should be drawn that it will make additional updates with respect to those or other forward-looking statements. Champion cautions that the foregoing list of risks and uncertainties is not exhaustive. Investors and others should carefully consider the above factors as well as the uncertainties they represent and the risks they entail.

## NON-IFRS AND OTHER FINANCIAL MEASURES

Certain financial measures used by the Company to analyze and evaluate its results are non-IFRS financial measures or ratios and supplementary financial measures. Each of these indicators is not a standardized financial measure under the IFRS and might not be comparable to similar financial measures used by other issuers. These indicators are intended to provide additional information and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS. The non-IFRS and other financial measures included in this Presentation are EBITDA, adjusted net income, EBITDA margin, adjusted EPS, total cash cost or C1 cash cost, AISC, cash operating margin, cash profit margin, net average realized selling price per dmt sold or net average realized FOB selling price per dmt sold, gross average realized selling price per dmt sold or gross average realized FOB selling price per dmt sold and operating cash flow per share. When applicable, a quantitative reconciliation to the most directly comparable IFRS measures is provided in section 20 - Non-IFRS and Other Financial Measures of the Company's management's discussion and analysis for the three-month and six-month periods ended September 30, 2022 available on SEDAR at [www.sedar.com](http://www.sedar.com), the ASX at [www.asx.com.au](http://www.asx.com.au) and the Company's website at [www.championiron.com](http://www.championiron.com).

On June 20, 2019, Champion released the results of the Feasibility Study for the Bloom Lake Phase II expansion project reported in the National Instrument 43-101 - Standards of Disclosure for Mineral Projects ("National Instrument 43-101") technical report entitled "Bloom Lake Mine - Feasibility Study Phase 2" by BBA Inc., Soutex and WSP Canada Inc., having an effective date of June 20, 2019 and filed on August 2, 2019 (the "Phase II Feasibility Study"). Champion is not aware of any new information or data that materially affects the information included in the Phase II Feasibility Study and confirms that all material assumptions and technical parameters underpinning the estimates in the Phase II Feasibility Study continue to apply and have not materially changed. The Phase II Feasibility Study is available on SEDAR at [www.sedar.com](http://www.sedar.com), the ASX at [www.asx.com.au](http://www.asx.com.au) and Champion's website at [www.championiron.com](http://www.championiron.com).

Mr. Vincent Blanchet (P.Eng.), Geological engineer at Quebec Iron Ore Inc., a wholly-owned subsidiary of the Company, is a "qualified person" as defined by National Instrument 43-101 and has reviewed and approved the disclosure of the scientific and technical information contained in this Presentation. Mr. Blanchet's review and approval does not include statements as to the Company's knowledge or awareness of new information or data or any material changes to the material assumptions and technical parameters underpinning the Phase II Feasibility Study. Mr. Blanchet is a member of the Ordre des Ingénieurs du Québec.

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Reference to P62: Platts TSI IODEX 62% Fe CFR China; P65: Platts IO Fines 65% Fe CFR China.

This Presentation has been authorized for release to the market by the CEO of Champion, David Cataford.

All amounts are in Canadian dollars unless otherwise stated.

# CONFERENCE CALL PARTICIPANTS



**DAVID CATAFORD**  
*Chief Executive Officer*



**MICHAEL O'KEEFFE**  
*Executive Chairman*



**ALEXANDRE BELLEAU**  
*Chief Operating Officer*



**DONALD TREMBLAY**  
*Chief Financial Officer*



**MICHAEL MARCOTTE**  
*Senior Vice-President  
Corporate Development  
and Capital Markets*

# FY2023 SECOND QUARTER HIGHLIGHTS

CHAMPION IRON 

TSX: CIA | ASX: CIA | OTCQX: CIAFF



**2,857,300 WMT**  
CONCENTRATE PRODUCED

**2,793,400 DMT**  
CONCENTRATE SOLD

**78.6%**  
ORE RECOVERY



**\$65.9/DMT**  
TOTAL CASH COST<sup>1</sup>

**\$81.9/DMT**  
ALL-IN SUSTAINING COST<sup>1</sup>



**\$300.6M**

REVENUES

**\$84.3M**

EBITDA<sup>1</sup>

**\$29.3M**

ADJUSTED NET INCOME<sup>1</sup>

**\$0.06**

ADJUSTED EPS<sup>1</sup>



**\$277.4M**

CASH & SHORT-TERM  
INVESTMENTS

**\$473.8M**

SHORT-TERM AND  
LONG-TERM DEBT<sup>2</sup>

**\$309.0M**

AVAILABLE AND UNDRAWN LOANS<sup>3</sup>



**\$0.10**

PER SHARE DIVIDEND DECLARED IN CONNECTION WITH THE SEMI-ANNUAL RESULTS  
FOR THE PERIOD ENDED SEPTEMBER 30, 2022

Notes: <sup>1</sup> Non-IFRS financial measure, ratio or other financial measure. Refer to the disclaimer at the page 2 of this presentation | <sup>2</sup> Short-term and long-term debt face value includes US\$240M Revolving Facility, \$54M from Investissement Québec, US\$44.4M from Caterpillar Financial Services and \$30M from FTQ | <sup>3</sup> Undrawn loans included US\$160M Revolving Facility, US\$25.3M from Caterpillar Financial Services, \$45M from FTQ and \$10M from Investissement Québec.



# SUSTAINABILITY FOCUSED

- No occurrence of any major environmental issues and overall improvement in health and safety statistics, compared to the previous quarter
- In collaboration with public health officials, completed preventive surveillance and workshops related to the detection of airborne contaminants
- Completed portable fire management equipment usage training for all of our workers and on-site business partners

QUEBEC IRON ORE + CONTRACTORS				
FISCAL 2023				
	FY22	Q1	Q2	YTD
Total Recordable Injury Frequency Rate (TRIFR)	4.29	3.23	<b>2.96</b>	<b>3.10</b>
Disability Injury Severity Rate (DISR)	31.44	15.24	<b>14.61</b>	<b>14.93</b>



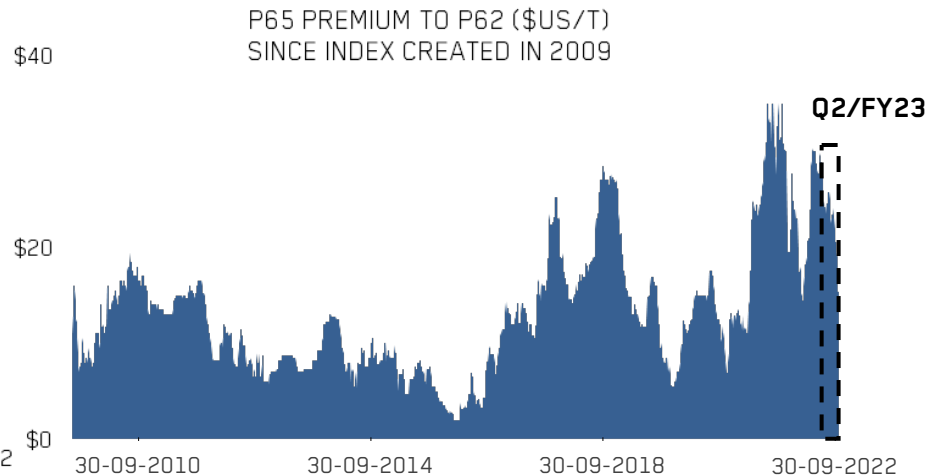
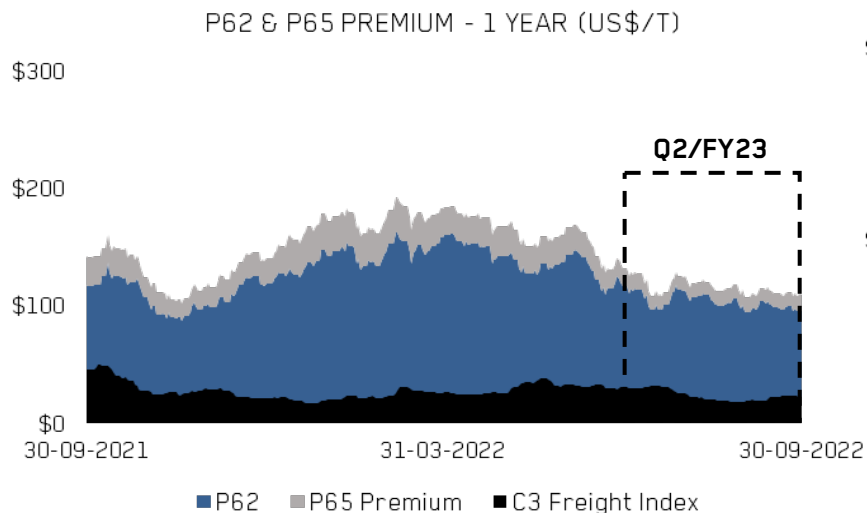
# COMMUNITY & SUSTAINABILITY

- As part of an annual commitment and in line with our Company's values, organized workshops and commemoration activities on the National Day for Truth and Reconciliation on September 30, 2022, aimed at familiarizing Champion's employees with the Innu culture
- Organized fundraising in Fermont and Montréal attracting record participation, with more than 240 individuals running or walking in an event benefiting Cancer Fermont, as well as a significant donation to l'Envol-Maison de la Famille Sept-Îles
- Formed a partnership with Innu Takuaihan Uashat Mak Mani-Utenam and Comité sectoriel de main d'oeuvre de l'Industrie des mines, to implement training programs aimed at increasing collaboration between Innu partners and Champion



# INDUSTRY OVERVIEW

- The benchmark P62 iron ore index declined over 25% from the previous quarter, mainly attributable to weakened global economic conditions and reduced steel output in China amid Covid lockdowns and reduced activity in the property sector
- The high-grade iron ore P65 index premium declined in the period in tandem with lower steel profit margins globally, but remained above historical averages as the steel industry maintains focus to reduce carbon emissions
- The C3 freight index declined 21% from the previous quarter, mainly attributable to lower bunker fuel prices, and easing congestion at Chinese ports





# OPERATIONAL & FINANCIAL RESULTS

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CHAMPION IRON 

TSX: CIA | ASX: CIA | OTCQX: CIAFF





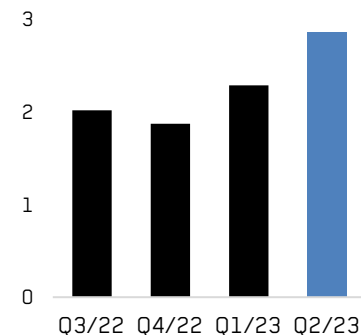
# OPERATIONS OVERVIEW

- Record iron ore production and sales up 37% and 43% year on year, respectively, were positively impacted by the commissioning of the Phase II expansion at Bloom Lake
- Lower recoveries reflected the anticipated impact of the commissioning of the Phase II concentrator
- The lower strip ratio is in line with the revised mine plan in connection with transitional incremental feed requirements during the Phase II ramp-up period

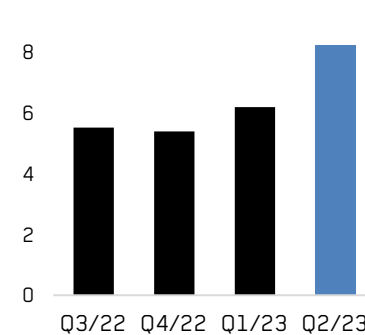
FINANCIAL PERIODS	Q3/22	Q4/22	Q1/23	Q2/23
Iron ore concentrate produced (M wmt)	2.01	1.87	2.28	2.86
Iron ore concentrate sold (M dmt)	1.83	1.89	2.01	2.79
Waste mined and hauled (M wmt)	5.44	5.07	5.61	4.57
Ore mined and hauled (M wmt)	5.52	5.39	6.19	8.21
Strip ratio	0.99	0.94	0.91	0.56
Head grade Fe (%)	30.6	30.3	31.0	29.5
Fe recovery (%)	83.9	82.7	80.2	78.6
Product Fe (%)	66.2	66.2	66.1	66.1

Note: Financial periods

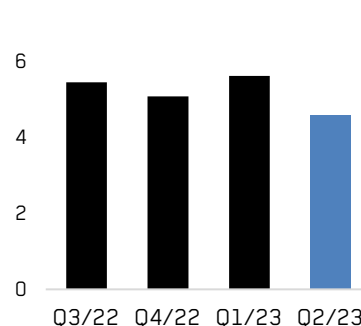
Iron Ore Concentrate Produced (Mwmt)



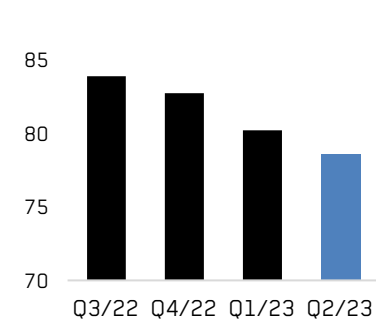
Ore Mined and Hauled (Mwmt)



Waste Mined and Hauled (Mwmt)



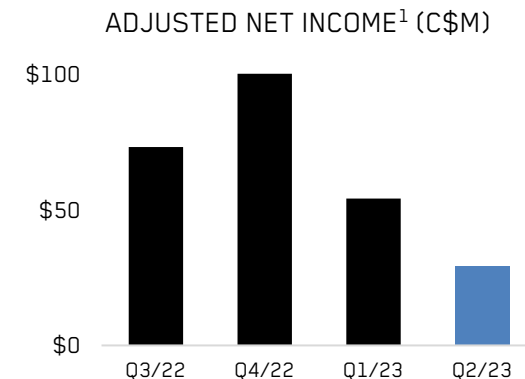
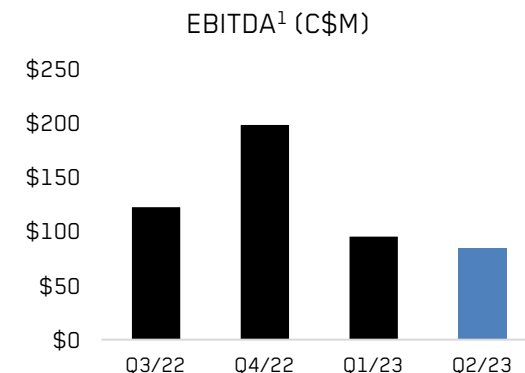
Fe Recovery (%)



# FINANCIAL HIGHLIGHTS

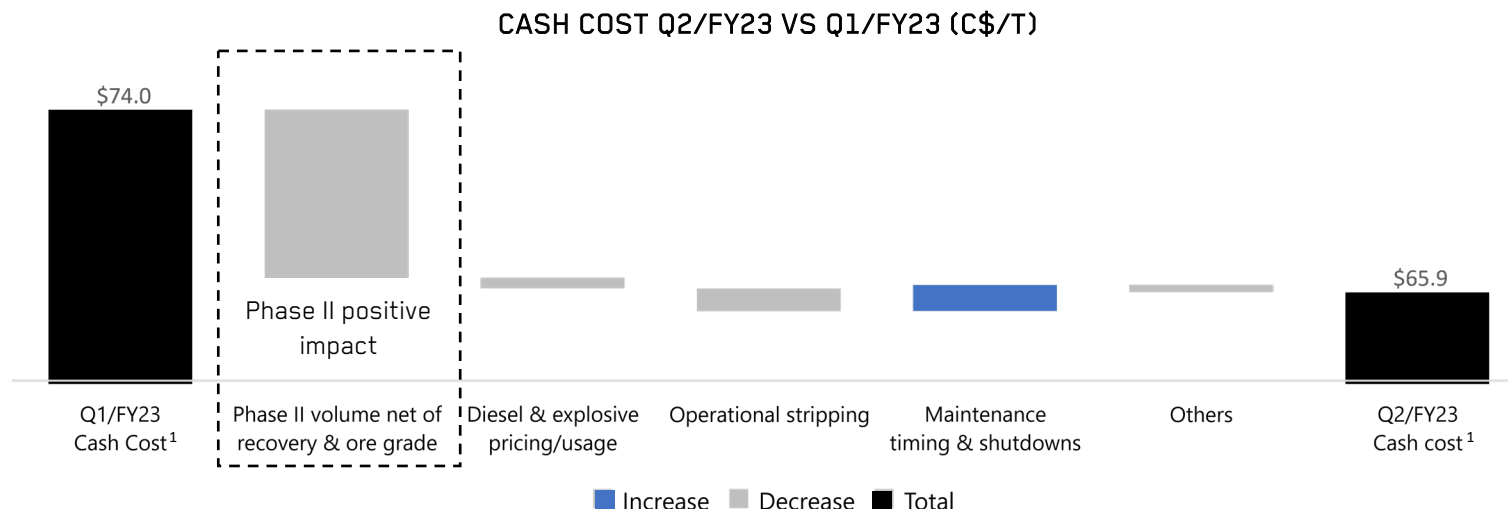
- Revenues of \$300.6M, EBITDA<sup>1</sup> of \$84.3M and adjusted EPS<sup>1</sup> of \$0.06
- Financial results positively impacted by higher iron ore volumes sold, more than offset by decreasing iron ore prices, expected transitional start-up costs and lower recovery in relation to Phase II, scheduled seasonal tailings work programs and global inflationary pressures

FINANCIAL PERIODS (\$ MILLION)	Q3/22	Q4/22	Q1/23	Q2/23
Revenues	253.0	331.4	279.3	300.6
EBITDA <sup>1</sup>	122.1	197.9	94.9	84.3
Operating income	109.2	173.7	74.5	55.9
Net income	68.0	115.7	41.6	19.5
Adjusted net income <sup>1</sup>	73.0	121.3	54.1	29.3
Net cash flow (used in) from operations	104.6	4.3	-32.2	87.1
Earnings per share - basic	0.13	0.23	0.08	0.04
Adjusted earnings per share - basic <sup>1</sup>	0.14	0.24	0.10	0.06
Gross average realized selling price (\$/dmt) <sup>1</sup>	195.0	207.1	190.4	157.0
Net average realized selling price (\$/dmt) <sup>1</sup>	138.1	175.3	138.7	107.6
Total cash cost (\$/dmt) <sup>1</sup>	59.5	60.0	74.0	65.9
All-in sustaining cost (\$/dmt) <sup>1</sup>	76.0	70.5	93.5	81.9
Cash operating margin (\$/dmt) <sup>1</sup>	62.1	104.8	45.2	25.7
Cash operating margin (%) <sup>1</sup>	45.0%	59.8%	32.6%	23.9%



# TRANSITIONAL COSTS IN PHASE II RAMP-UP

- Quarterly cash cost<sup>1</sup> per tonne positively impacted by the increase in iron ore volumes sold in relation to the Phase II project and lower operational stripping
- Additional production volumes from the Phase II project, once in commercial production, are expected to normalize transitory operating costs per tonne



Note: <sup>1</sup> Non-IFRS financial measure, ratio or other financial measure. Refer to the disclaimer at the page 2 of this presentation.



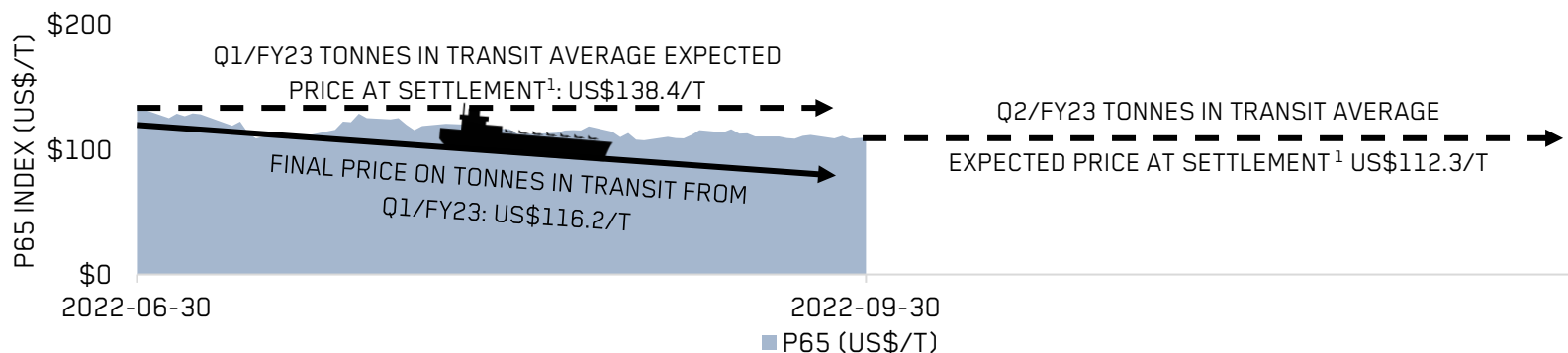
# PROVISIONAL PRICE ADJUSTMENT

- 0.67M tonnes which were subject to provisional pricing at the end of Q1/FY23 realized final prices during the quarter
- Q2/FY23 negative provisional pricing adjustment of -US\$14.8M represents a negative impact of US\$5.3/dmt on the average realized price for tonnes sold in the period

PROVISIONAL IMPACT Q2/FY23							
Final price on tonnes in transit at Q1/FY23	-	Q1/FY2 Average expected price at settlement date <sup>1</sup>	×	Tonnes in transit at Q1/FY23 (Mdmt)	=	Provisional impact on Q2/FY23	÷
US\$116.2/t		US\$138.4/t		0.67		-US\$14.8M	

PER TONNE SOLD		
Tonnes sold in Q2/FY23 (Mdmt)	=	Provisional impact per tonne sold in Q2/FY23
2.79		-US\$5.3/t

- A gross forward provisional price of US\$112.3/t was determined for the 1.28Mt subject to provisional price at the end of Q2/FY23

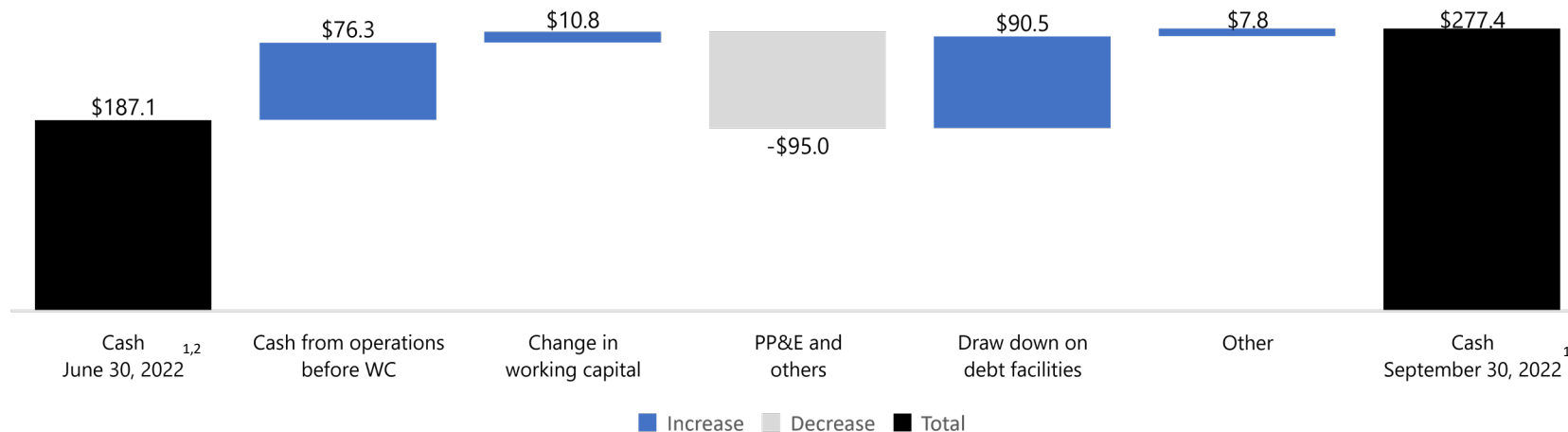


Note: <sup>1</sup> Expected price based on P65 Index forward prices

# CASH CHANGE DETAILS

- Operating cash flow before working capital of \$76.3M, resulting in an increase in cash equivalent of \$90.3M to \$277.4M, quarter on quarter
- Cash and short-term investments impacted by structural investments towards the Phase II commissioning, Property, Plant & Equipment (PP&E), including seasonal tailings work, and investments to accommodate higher production volumes
- Additional draw down on debt facilities to support working capital management and long-term structural investments at Bloom Lake

**CASH CHANGE FROM JUNE 30, 2022, TO SEPTEMBER 30, 2022**



Notes: <sup>1</sup> Non-IFRS financial measure, ratio or other financial measure. Refer to the disclaimer at the p.2 | <sup>2</sup> Cash in the figure includes cash and cash equivalent, and short-term investments

# BALANCE SHEET POSITIONED FOR GROWTH

## STRONG LIQUIDITY POSITION



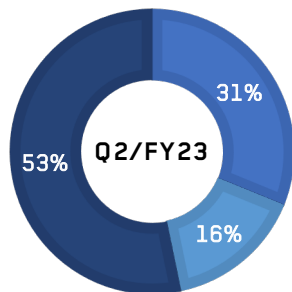
**\$277.4M** Cash & S-T investments

**\$138.9M** Working capital <sup>1,2</sup>



**\$473.8M** Short-term & Long-term debt <sup>3</sup>

**\$309.0M** Available & undrawn loans <sup>4</sup>



■ Cash and cash equivalents ■ Working Capital

■ LTD Face value <sup>3</sup>



## CONTINUED CAPITAL RETURN STRATEGY

- A dividend of \$0.10 per ordinary share declared on October 26, 2022 (Montréal time), in connection with the semi-annual results for the period ended September 30, 2022
- Registered shareholders at the close of business in Australia and Canada on November 8, 2022, will be entitled to receive payment of the dividend on November 29, 2022

Additional information available at [www.championiron.com](http://www.championiron.com)





# GROWTH PROJECTS

**CHAMPION IRON** 

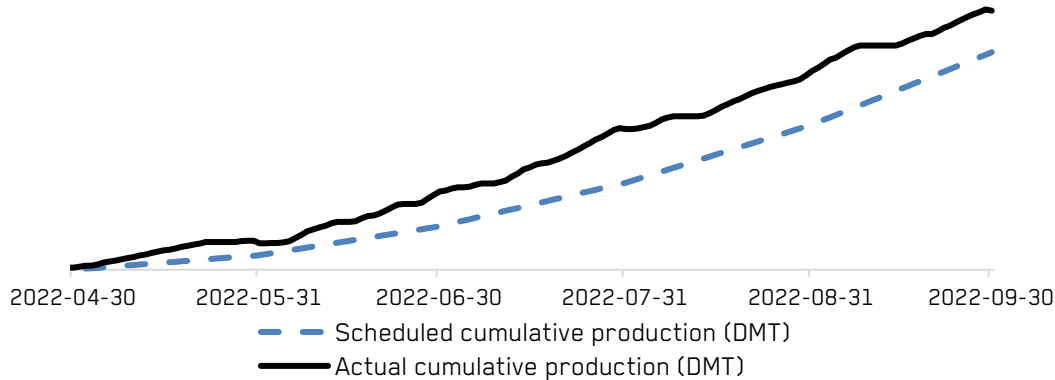
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# PHASE II – RAMPING-UP AS SCHEDULED

- Phase II project’s cumulative production in the period compares favorably to the scheduled ramp-up production assumptions
- Last major on-site work program in relation to the Phase II equipment has been completed in the period and commissioning activities continue as scheduled
- Commercial production remains scheduled to commence by the end of calendar 2022, enabling the project to reach nameplate capacity in calendar 2023

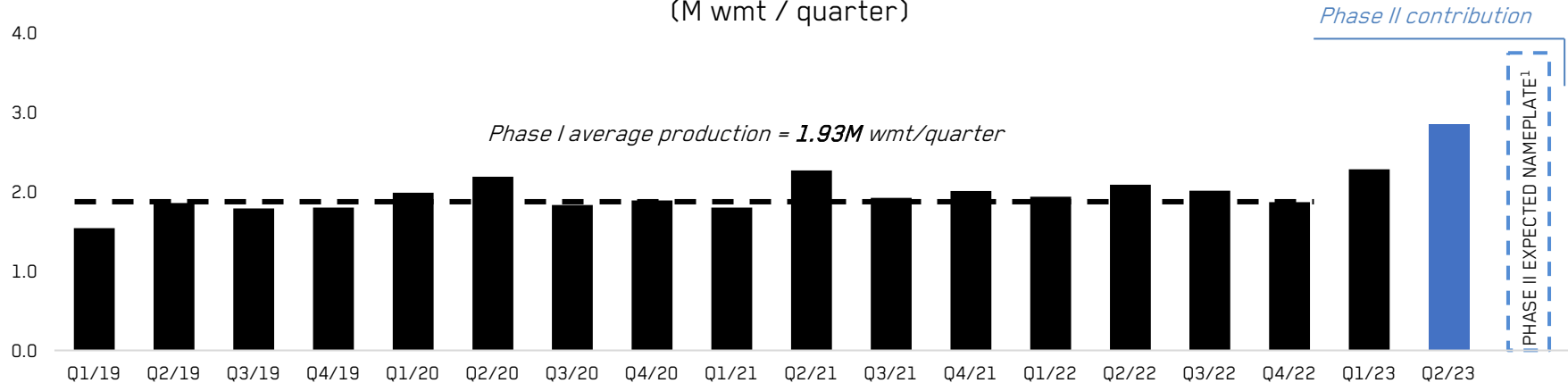
Phase II expansion project  
Cumulative production vs. scheduled ramp-up



# SIGNIFICANT PRODUCTION INCREASE

- Benefiting from the Bloom Lake Phase II project's contribution in the period, the Q2/FY23 production results represent an increase of 46.8% over the Phase I average quarterly production results since commissioning in 2018
- Additional production contribution from Phase II is expected as the project reaches commercial production expected by the end of the 2022 calendar year and nameplate capacity in calendar 2023

Iron ore concentrate produced  
(M wmt / quarter)





# GREEN STEEL SUPPLY CHAIN SOLUTIONS

- Champion is well positioned to service the steel industry's transition to Electric Arc Furnaces (EAF) with its growth projects focused on Direct Reduction (DR) quality iron ore products
- Study evaluating the reprocessing and infrastructure required to commercially produce a 69% Fe DR grade pellet feed product
- Advancing the Kami project's feasibility study, including its capability to produce DR grade pellet feed
- Feasibility study to evaluate the investments required to re-commission the Pointe-Noire pellet plant and produce DR grade pellets



NEAR-TERM



Conceptual Flotation Plant



H1/2023



Kami project



H2/2023

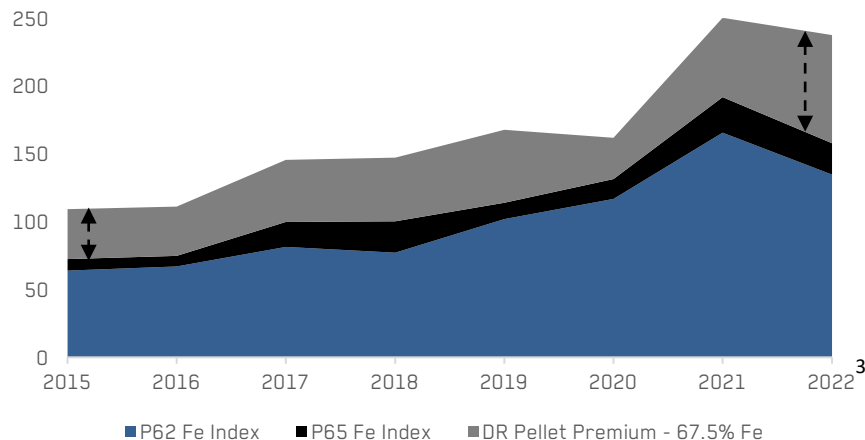


Pointe Noire Pelletizing Facility

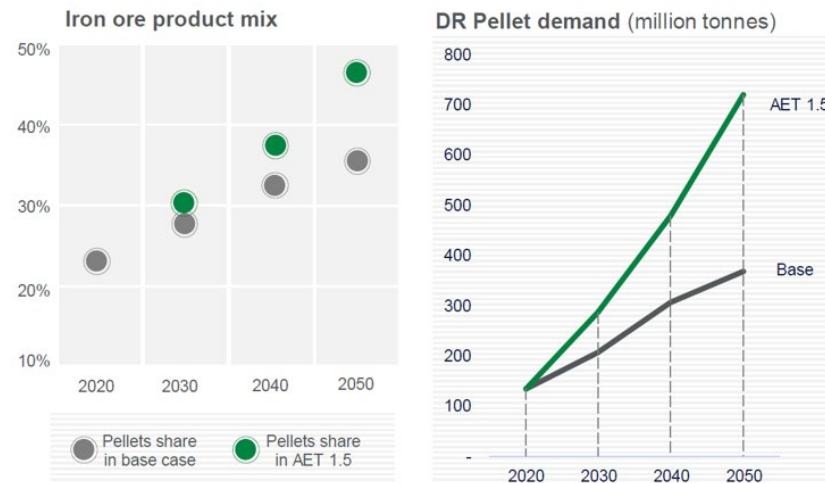
# RISING DR PELLETS PREMIUMS

- Recent economic cycles demonstrate lower volatility for DR pellet premiums compared to iron ore index prices (P62 & P65)
- Rising demand and limited supply for DR products resulted in rising DR pellet premiums currently at US\$75.5/t<sup>1</sup> over the P65 index price
- Iron ore pellets demand is expected to significantly increase as the steel industry seeks to decarbonise, leading to a potential increase in demand for DR pellets of nearly 240% by 2050, and nearly 500% under an accelerated energy transition (AET) required to limit global warming to 1.5 °C<sup>2</sup>

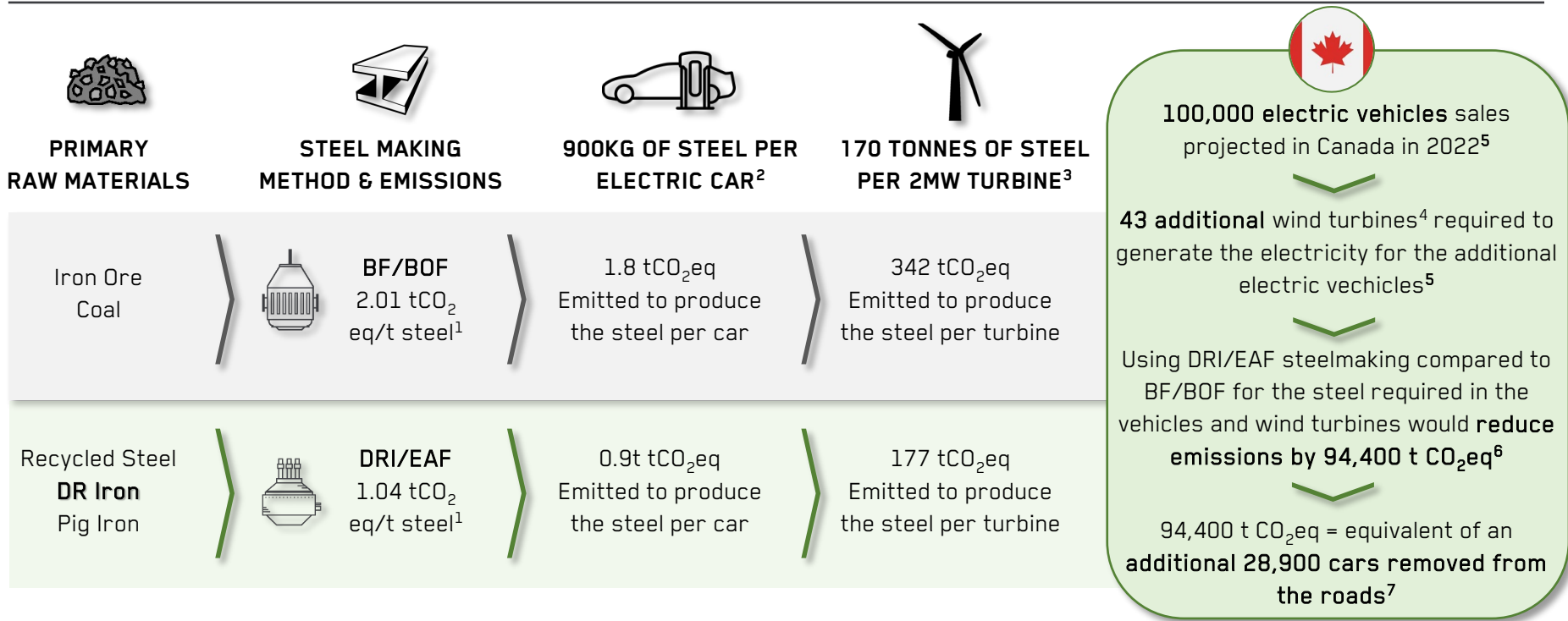
P62, P65 & DR PELLETS PRICE HISTORY (US\$/TONNE)



WOOD MACKENZIE PERSPECTIVE ON THE DR PELLETS DYNAMICS



# DR PRODUCTS ARE A GREEN STEEL SOLUTION

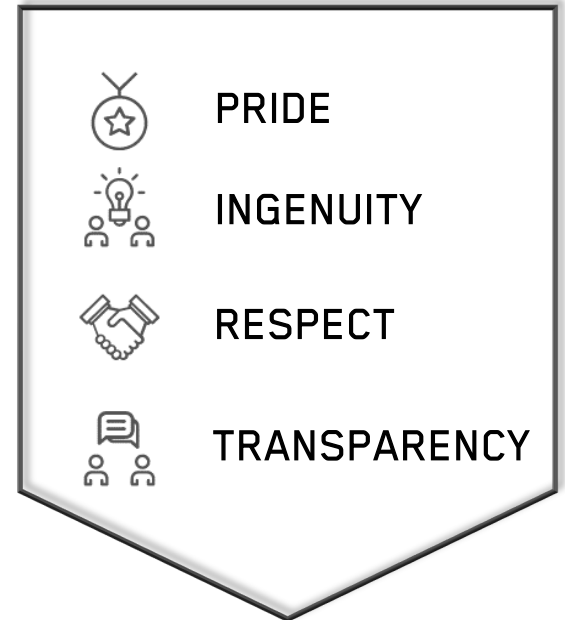


Champion is positioned to service the steel industry transition with its growth projects focused on Direct Reduction (DR) quality iron ore products, further lowering the steelmaking carbon intensity and enabling the production of high grade steel products

# THANK YOU TO OUR STAFF



**UPHOLDING OUR VALUES FOR A SUSTAINABLE FUTURE**





# THANK YOU!

# CHAMPION IRON

Contact us for more information:

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