

## Disclaimers

#### Competent Persons Statemen

The information in this presentation that relates to Process Testwork Results is extracted from the announcement entitled 'Premium Grade Water Soluble Sulphate of Potash Produced from Lake Way Salts' dated 18 September 2019. This announcement is available to view on www.so4.com.au. The information in the original ASX Announcement that related to Process Testwork Results was based on, and fairly represents, information compiled by Mr Bryn Jones, BAppSc (Chem), MEng (Mining) who is a Fellow of the AuslMM. Mr Jones is a Director of Salt Lake Potash Limited. Mr Jones has sufficient experience, which is relevant to the style of mineralisation and type of deposit under consideration and to the activity which he is undertaking, 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'. Salt Lake Potash Limited confirms that it is not aware of any new information or data that materially affects the information included in the original market announcement. Salt Lake Potash Limited confirms that the form and context in which the Competent Person's findings are presented have not been materially modified from the original market announcement.

#### **Production Targe**

The Lake Way 245ktpa Production Target stated in this presentation is based on the Company's Bankable Feasibility Study as released to the ASX on 11 October 2019. The information in relation to the Production Target that the Company is required to include in a public report in accordance with ASX Listing Rule 5.16 and 5.17 was included in the Company's ASX Announcement released on 11 October 2019. As announced on 15 June 2020, follow substantial progress in detailed engineering and vendor procurement, the capital expenditure budget was increased from A\$254m to A\$264m. The Company confirms that the material assumptions underpinning the Production Target referenced in the 11 October 2019 release and the updated capital expenditure budget referenced in the 15 June 2020 release continue to apply and have not materially changed.

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#### Authorisation

This announcement has been authorized for release by the Managing Director, Mr Tony Swiericzul

# Lake Way on the cusp of first SOP

On track for FY Q4'21 SOP sales

### **Key milestones:**

- December 2020: Salt harvesting commenced
- February 2021: Commissioning of NPI commenced
- March 2021: Front-end plant commissioning commences with introduction of first feed salts
- June Qtr 2021: First SOP production and sales
- Project capital budget remains unchanged at A\$264m
- February 28th, 2021 Process Plant was 95% complete on an earned value basis
  - Site concrete work including NPI and bagging infrastructure 100% complete
  - Structural steel 95% complete
  - Tanks/vessels 85% complete
  - Majority of remaining work is piping and electrical





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Aerial view of Lake Way Village and Processing Plant



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**SO4** 

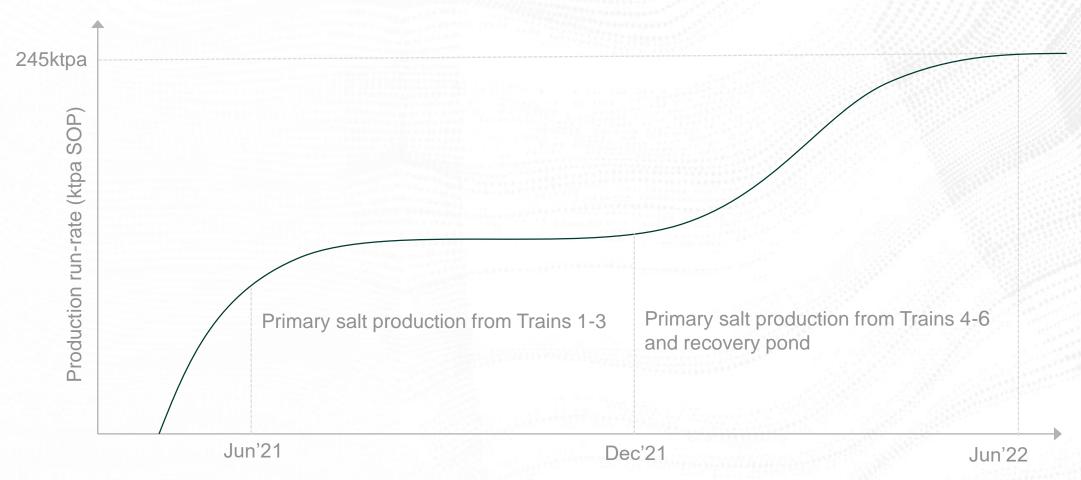
Product bagging facility erected



# Staged ramp up over FY'22

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245ktpa run-rate expected to be achieved in Q4 FY'22



Note: Schematic for illustrative purposes only

## New premium SOP product in the market



West Australian SOP supporting world agriculture

#### **SOP Precision**

- Premium quality SOP with class leading dissolution characteristics
   designed for fertigation applications
- Sold into the premium priced and fastest growing sub-segment of the SOP market
- 53% K2O, < 0.1% chloride, <</li>
  0.1% insoluble material, 95% dissolved in 60 seconds



#### **SOP Prime**

- High potassium content SOP suitable for direct application and compound (complex) NPK production
- Primarily sold in bulk in containers and vessels
- 53% K2O, < 1% chloride, 18% Sulphate



#### **SOP Premium**

- Top performing granular SOP for basal applications and bulk blending
- Granulation targeted to commence in FY'23
- 52% K<sub>2</sub>O, <0.1% chloride, granule particle size between 2-4mm with class leading crush strength

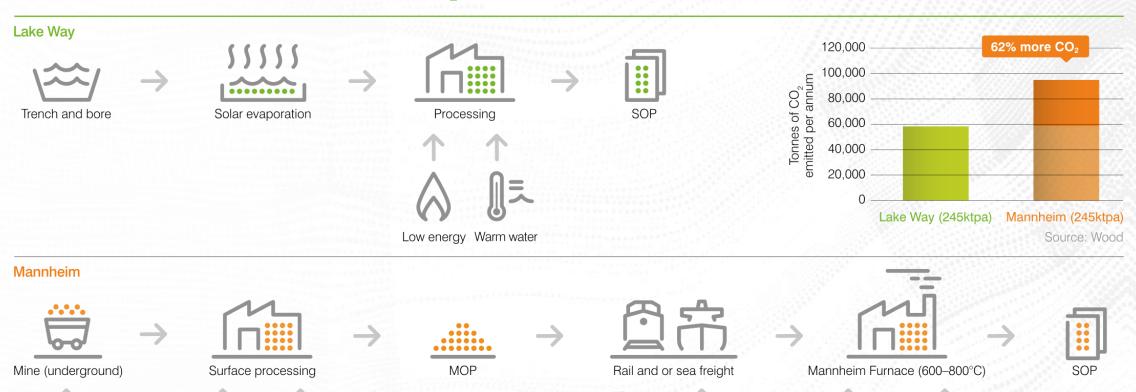


## A cleaner & greener way to produce SOP

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Mannheim equivalent produces 62% more CO<sub>2</sub><sup>1</sup> & hydrochloric acid by-product

Tailings 3:1



Electricity/Coal?

Oil

Gas/Energy

Warm water

Energy intensive

HCI

H<sub>2</sub>SO<sub>4</sub>

Gas/energy

<sup>&</sup>lt;sup>1</sup>Excludes implementation of Lake Way 5MW solar facility

# Optimised logistics route

Up to 200ktpa sold ex Fremantle

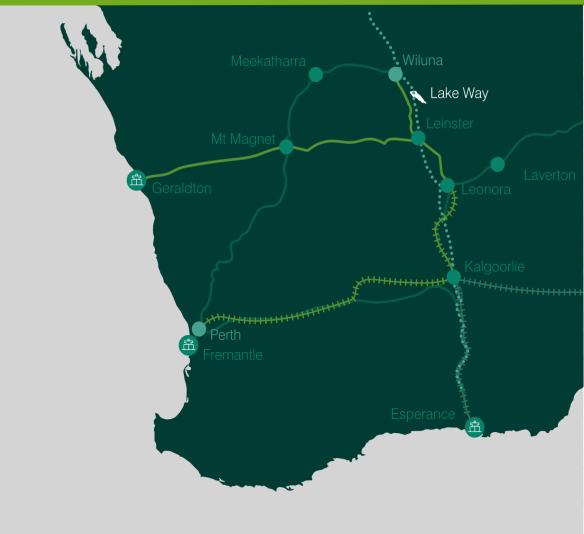
Up to 200ktpa of Lake Way SOP will be sold ex Fremantle port in sea containers loaded with:

- SOP in loose bulk
- 1 to 1.5t bulk bags and
- 25kg bags

Product exported from Fremantle will be transported to Leonora by road where it will be transferred onto rail for the remaining journey to Fremantle

### **Key benefits:**

- Access to broader global markets at no additional net cost<sup>1</sup>
- 2. Reduction in inventory working capital
- 3. Significant reduction in the logistics carbon footprint





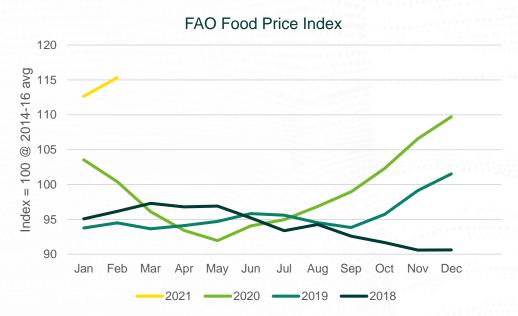
¹ Bagging and container premiums (verified by Argus) expected to offset incremental domestic logistics costs.

# Agriculture markets tightening

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Crop and fertiliser prices moving higher

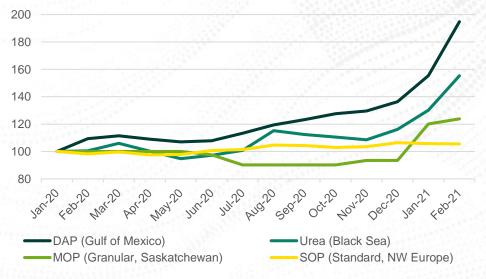
- Food and fertiliser prices moved higher in the second half of 2020
- The UN's FAO food index has risen for 9 consecutive months and has registered its highest monthly average since 2014



Source: United Nations Food and Agriculture Organisation

- Urea, DAP and MOP prices all followed food prices higher
- SOP prices have remained stable to date
- Potential for cost-push SOP price inflation from Mannheim producers as well as demand-led inflation

### Indexed DAP, Urea & MOP prices vs. SOP

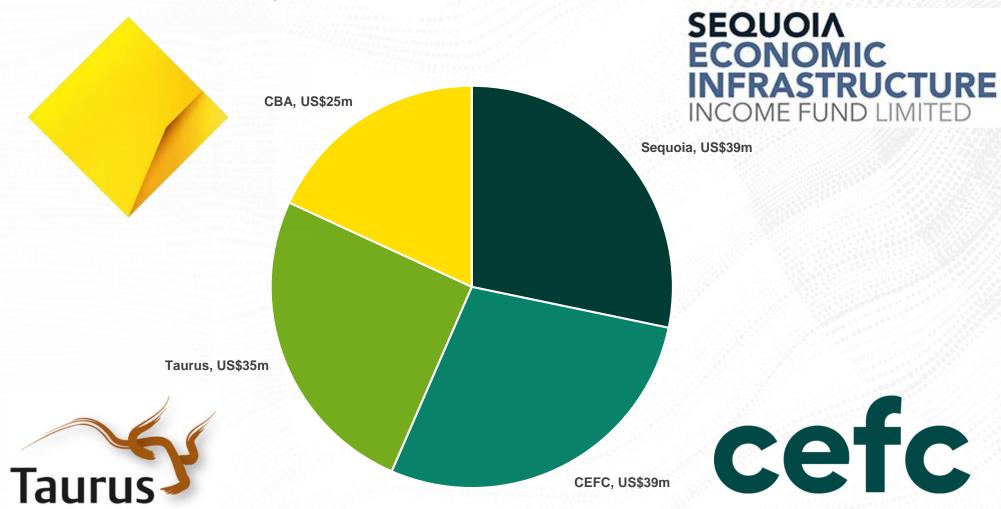


Source: CRU, SO4

## Senior Debt structure finalised

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Sequoia and CBA enter the US\$138m syndicate



## SO4 investment case

Product, value, margin, growth, delivery, upside

### In-demand product

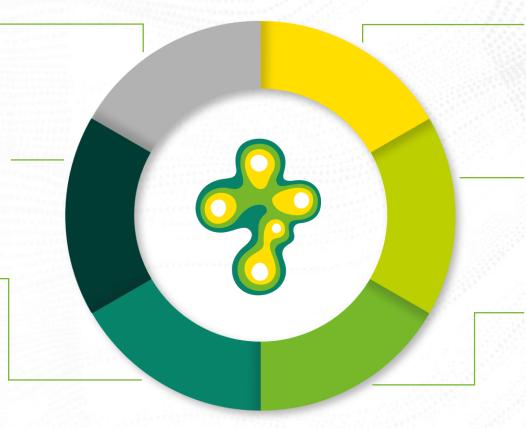
- Ongoing structural shift to lower chloride potassium sources
- High grade and water solubility enables premium price above benchmark and access to high growth market segments

#### Low capital intensity, quick to production

- Lake Way capital efficiency supported by established regional infrastructure
- First SOP sales scheduled Q2'21

### High and insulated margin

- Majority of SOP production comes from higher-cost secondary processing
- Primary (salt lake) SOP producers occupy the bottom third of the industry cost curve



## **SO4**

#### Scalable portfolio

- Lake Way ramping up to a run rate of 245ktpa in H2 FY'22
- Medium term goal of producing SOP across multiple lakes
- Strategic review currently underway to determine second lake project

#### **Execution capability**

- Management track record of delivering projects
- Tony Swiericzuk (ex Fortescue), Lloyd Edmunds (ex-Fortescue), Stephen Cathcart (ex-Fortescue)

#### Latent sources of value

- Multiple opportunities to improve Lake Way economics
- Numerous continuous improvement opportunities currently being implemented at Lake Way

# Thank you

### Enquiries

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