# WESTERN AREAS LTD

# **Euroz Securities Institutional Conference**

14 March 2017



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The information within this PowerPoint presentation was compiled by Western Areas management, but the information as it relates to mineral resources and reserves was prepared by Mr. Dan Lougher and Mr. Andre Wulfse. Mr. Lougher and Mr. Wulfse are full time employees of Western Areas Ltd. Mr. Lougher and Mr. Wulfse are members of Australian Institute of Mining and Metallurgy (AusIMM) and have sufficient experience which is relevant to the style of mineralisation and type of deposit under consideration and to the activity which they are undertaking to qualify as Competent Persons as defined in the 2012 Edition of the 'Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves' (2012 JORC Code). Mr. Lougher and Mr. Wulfse consent to the inclusion in this presentation of the matters based on the information in the form and context in which it appears.

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Corporate → Operations → Growth & → Nickel Market Exploration

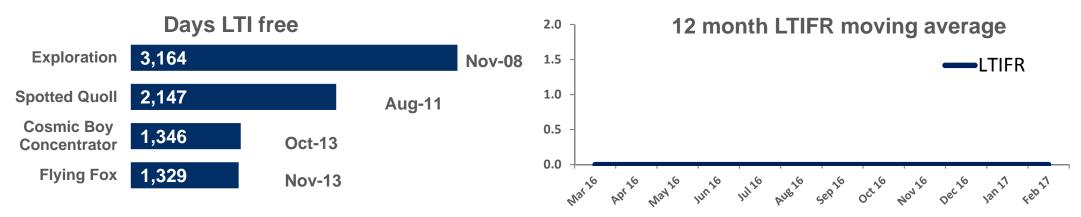


## **WESTERN AREAS ARE SAFE AREAS**









# Safe operations make efficient operations



## **CORPORATE OVERVIEW**

### High quality assets

- Highest grade, low cash cost nickel producer
- Operational cashflow positive at current prices

### No debt, clean balance sheet, low costs

- Further flexibility with an undrawn ANZ facility
- Low unit cash cost producer

### Organic growth options

- Strong near-mine and regional exploration
- Cosmos exploration and Odysseus PFS

### Positioned for nickel recovery

- A\$1/lb lift in nickel price = circa A\$35m EBITDA
- New and improved offtake contracts executed

ASX code	WSA
Share price	2.34
Shares outstanding (m)	272.2
Market Cap (A\$m) <sup>1</sup>	636.9
Cash (A\$m) <sup>2</sup>	103.8

Cosmos Nickel Complex 567kt Ni resources

PFS underway

#### Flying Fox

12kt Ni mined FY16 44kt Ni reserves 102kt Ni resources

#### **Spotted Quoll**

15kt Ni mined FY16 91kt Ni reserves 112kt Ni resources



# A leading mid-tier base metal producer



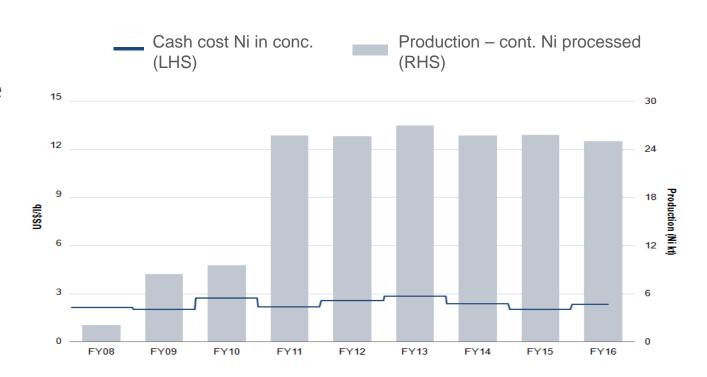
## **KEY TAKEAWAYS – HALF YEAR**

- LTIFR remains at ZERO with 1,057 LTI days free as of 22 February 2017
- Cash at Bank A\$103.8m
- Debt free balance sheet
- 11,607 nickel tonnes in concentrate produced
- 11.437 nickel tonnes contained in concentrate sold
- EBITDA of A\$29.4m:
  - Increase of 58% over 1HFY16, despite sale volume reduced by 1,077 nickel tonnes
  - Increase of 36% over 2HFY16, despite sale volume reduced by 842 nickel tonnes
- Reported Net Profit After Tax (NPAT) of A\$0.5m:
  - A\$20.6m improvement on 1HFY16 NLAT
  - January 2017 nickel price fall impacted after tax earnings by A\$2.9m
- Pre-financing Cashflow of A\$22.5m (Operating Cashflow less all capex):
  - A\$42.0m improvement on 1HFY16
  - Significant reduction in capital expenditure of A\$24.6m versus 1HFY16
- Realised 1HFY17 nickel price of A\$6.59/lb (increase of 16% from 1HFY16), but nickel price volatility remains
- FY17 Guidance Metrics improved (see slide 12)
- New and improved Offtake Agreements signed which commenced 1 February 2017



### **CONSISTENT LOW COST PRODUCER**

- FY17 GUIDANCE METRICS
  IMPROVED
- LTIFR ZERO over 3 yrs LTI free
- Spotted Quoll mine tracking toward record production
- Unit cash cost of production at A\$2.44/lb (US\$1.84/lb) of nickel in concentrate
- Mill continued to perform well above nameplate capacity
- Exceptional consistency and 6 years without a guidance miss



# A management team which consistently delivers guidance



# **FY17 GUIDANCE UPGRADED**

Metric	Updated FY17 Guidance	Original FY17 Guidance
Mine Production (Nickel tonnes in Ore)	25,000 to 26,000	22,500 to 24,500
Nickel tonnes in Concentrate Production	22,000 to 23,000	20,200 to 22,000
Unit Cash Cost of Production (Nickel in Concentrate)	A\$2.35/lb to A\$2.50/lb	A\$2.40/lb to A\$2.75/lb
Sustaining Capex	No Change	A\$22.0m to A\$24.0m
Forrestania and Regional Exploration	No Change	A\$8.0m
Odysseus PFS	No Change	A\$2.0m

#### **Comments**

- Production improvements reflect higher grade mainly from Spotted Quoll with reduced dilution and blasting innovations;
- Unit cash cost of production an outcome of higher production, improved grade and cost out initiatives;
- Sustaining capital includes the last major one-off item of capex at either mine ventilation shaft for A\$6m; and
- Odysseus PFS due for release in the March quarter



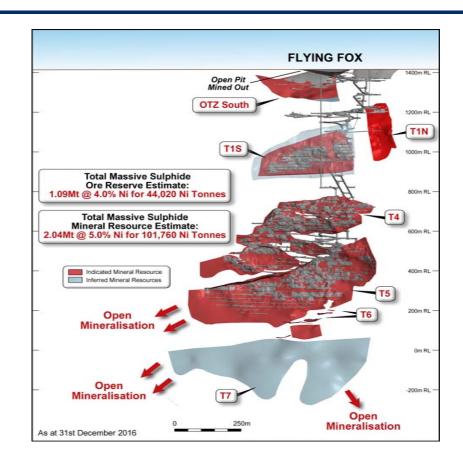


### **FLYING FOX MINE**

Reserve	1.09Mt @ 4.0%
Contained nickel	44,020 Ni tonnes
Resource	2.04Mt @ 5.0%
Contained nickel	101,760 Ni tonnes
Mine life	5 years

#### **Key points**

- FY16 production 12,432 Ni tonnes
- Reserve life has a demonstrated history of replenishment
- Added OTZ South Massive Zone 182,898t @ 4.1% Ni for 7,417 nickel tonnes
- Recent drilling into T5 and T6 domain has been encouraging, including 6.3m @ 8.0% Ni
- Has been operating for over 10 years



### WSA's foundation asset within Forrestania

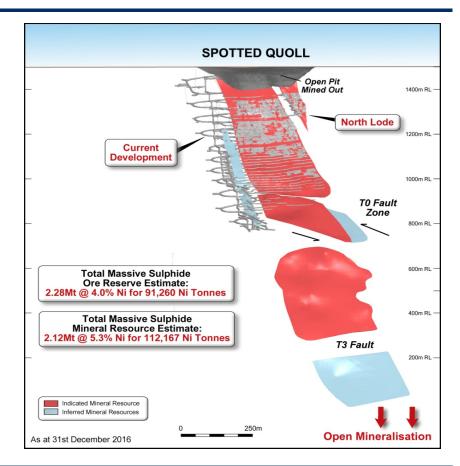


# **SPOTTED QUOLL MINE**

Reserve	2.28Mt @ 4.0%
Contained nickel	91,260 Ni tonnes
Resource	2.12Mt @ 5.3%
Contained nickel	112,167 Ni tonnes
Mine life	+8 years

#### **Key points**

- Has never recorded an LTI
- FY16 record annual production 15,175 Ni tonnes
- Discovered by WSA in 2007, 6km south of Flying Fox
- Remains open at depth and to the North
- Production has outperformed reserve tonnes and grade consistently
- Top down mining with paste fill



# WSA Explored, Discovered and Developed



### FORRESTANIA NICKEL CONCENTRATOR

#### **Concentrator Summary**

- Mill processed an annual record of 616k tonnes of ore in FY16, for 25,009 nickel tonnes
- 12% above name plate capacity of 550,000 tpa
- Concentrate grades of between 14.0% to 15.5% Ni
  - Premium blending product (Fe/Mg ratio >15:1)
  - Desirable to smelters

#### **Export Infrastructure and Logistics**

- Export concentrate transported to Esperance Port in half height containers and through to China
- Shipping contract in place, FOB Terms
- BHPB Nickel West concentrate delivered to Kambalda



# WSA produces a high quality and in demand nickel concentrate



### **OFFTAKE CONTRACTS**

#### **New Contracts Executed**

- Most competitive tender process in WSA's history
- New contract terms will improve financial returns
- WSA's long term strategic plan executed to integrate with an end user (stainless steel) and capture additional value
- WSA has become a lead innovator with nickel concentrates.

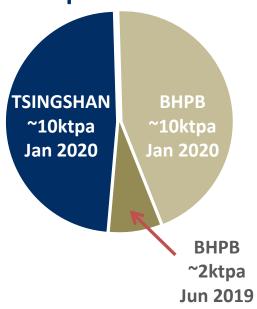
#### **About Tsingshan Group**

- China's largest stainless steel producer
- Estimated to consume 25% of China's nickel demand
- Revenue of RMB85 billion in 2015, 20,000 employees
- Contracted through associated Singaporean entity Golden Harbor International Pte Ltd

#### **About Roasting**

- WSA first tested its concentrate in 2012 and 2013 with Tsingshan
- Creates a high grade Nickel Oxide that can be blended with Laterite ore
- By-products of sulphuric acid for stainless steel
- Most concentrates do not suit roasting due to no by-product credits such as Cobalt, Copper and PGE's
- Proven process that opens up opportunities with Tsingshan

### **New & Improved Contracts**



### **INNOVATION – BATTERY MARKET**

#### Mill Recovery Enhancement Project (MREP)

- Project status is under review, with long lead items purchased circa 6 month construction period if approved and around A\$16m left to be spent
- MREP has the option to produce a high grade sulphide (approx 45% Ni)
- MREP can also be modified to produce sulphate crystals using ION exchange:
  - 3 lab simulation tests completed all with improving results
- Potential offtake partner discussions for sulphide and sulphate commenced over a year ago

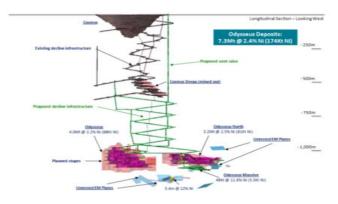






# **BUILDING THE PLATFORM**







### **Exploration and Growth**

- Cosmos Nickel Complex
- Western Gawler JV
- Forrestania

### **Development**

- **Odysseus PFS**
- **New Morning**
- Mill Recovery Enhancement

#### **Production**

- **Spotted Quoll**
- Flying Fox
- Cosmic Boy Concentrator

# A portfolio with production and growth optionality



### ORGANIC GROWTH PROFILE

#### Large holding in 2 significantly endowed nickel provinces Forrestania Operations – Western Australia

- New Morning project Near mine leveraging existing infrastructure with studies underway
- History of reserve/resource extension
- Mill Recovery Enhancement Project lift metallurgical recoveries by 3-5%
- Evaluating Lithium potential at the Forrestania tenements

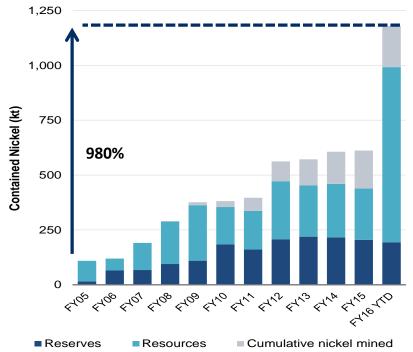
#### Cosmos Nickel Complex / Odysseus – Western Australia

- Existing resources and infrastructure (previous Glencore/ Xstrata/Jubilee Mines operation)
- Odysseus PFS near completion and significant high grade intersections
- First pass drilling at Neptune successful

#### Western Gawler - South Australia

- First mover advantage
- Intrusive style and geologically similar to Nova

# Historic reserves & resources



# WSA has a track-record of discovery and development



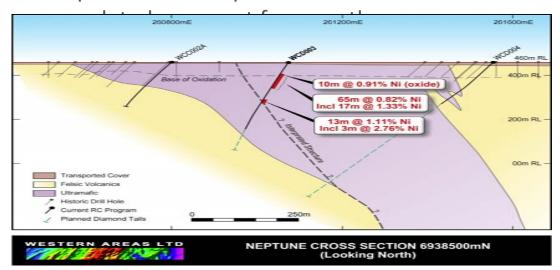
### **COSMOS EXPLORATION - NEPTUNE**

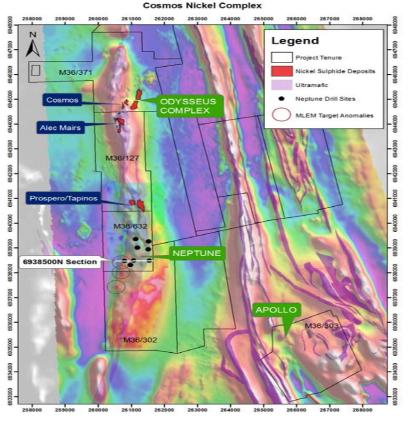
#### **Status**

WSA and Tjiwarl traditional owners have worked together and approved the first drill program, following anomalies detected through MLEM

### **Drilling Results**

- First drill program completed with encouraging results
- RC pre-collars completed and diamond core tails to be





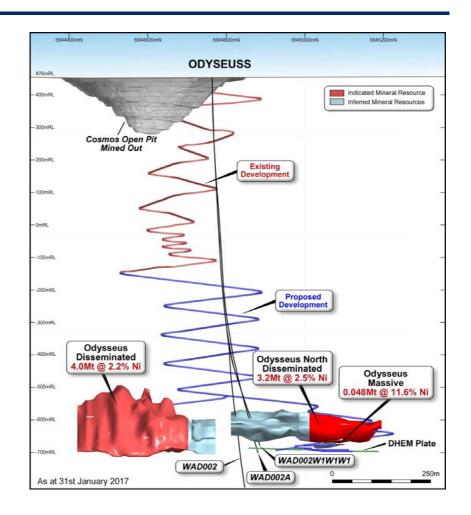
Cosmos Nickel Project - Electromagnetics (Ch35) overlaying magnetics (TMI RTP 1vd)

# **ODYSSEUS PRE-FEASIBILITY STUDY**

Significant undeveloped resource containing massive sulphides, matrix sulphides and high grade disseminated sulphides

#### **Pre-feasibility Study Nearing Completion:**

- March guarter 2017 completion:
- Significant savings >30% identified from Xstrata results in both operating costs and capex;
- Review mining method, mining schedule and UG infrastructure
- Produce concentrate grade in line with FNO grades and improve nickel recovery
- Review metallurgical testwork and flow sheet to optimise processing plant
- Further optimise capital and operating cost assumptions
- Explore contractor versus owner operator alternatives and leverage FNO experience
- Full definitive feasibility study planned for CY2017, assuming Board approval of the PFS





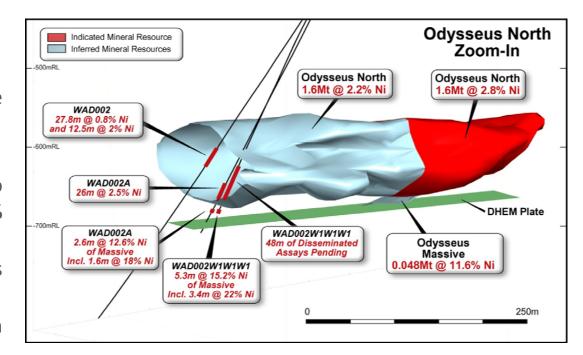
# ODYSSEUS NORTH EXPLORATION RESULTS

#### **Program Design**

- Drill Inferred Resource at ODYN with 2 goals:
  - Increase Indicated Resource category
  - Test high grade potential of Odysseus massive sulphide

#### **Drilling Outcome**

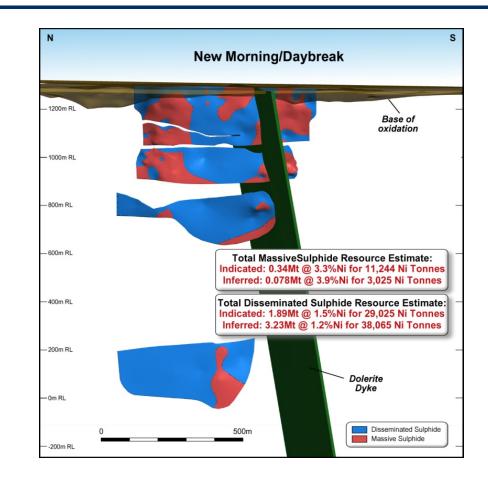
- New high grade zone discovered with two significant intersections, best being **5.3m** @ **15.2**% Ni, including 3.4m @ 22.0% Ni
- Represents upside opportunity to Odysseus studies not included in PFS
- DHEM modelled plate 160m South of existing high grade Inferred Resource of 0.5Mt at 11.6% Ni
- Significant high grade disseminated intersections that should convert a substantial portion of Inferred to Indicated category, including 26.0m @ 2.5% Ni and 48.0m (awaiting assays)





# **NEW MORNING / DAYBREAK**

- 2.5km from Flying Fox and 2.8km from Spotted Quoll
- All material approvals in place, potential major capex savings and accessible from either mine
- Open Pit and shallow underground studies commenced
- BioHeap testwork ongoing to evaluate heap leach criteria
- Massive sulphide Resource of 418kt @ 3.4% for 14,249 nickel tonnes
- Low grade resource (at 0.5% Ni COG) of 5.1m tonnes @ 1.3% for 67,090 nickel tonnes





# **WESTERN GAWLER JOINT VENTURE**

#### **Greenfields Exploration**

- Large strategic holding (4,450km²)
- Camp scale opportunities
- Majority 100% owned
  - With Strandline farm in agreement WSA earning up to 90%

#### **Right Address**

- Prospective under explored belt
- Analogous to Fraser Range
- Targeting poly-metallic base metal and gold mineralisation

#### **Right Rocks**

- Mafic/Ultramafic intrusive rocks
- Magmatic nickel sulphides confirmed in multiple locations (Petrology)

#### **Right Signatures**

Anomalous values returned from drilling





# **EXPLORATION SUMMARY – WESTERN GAWLER**

#### Broad scale prospectivity for Ni/Cu and Gold

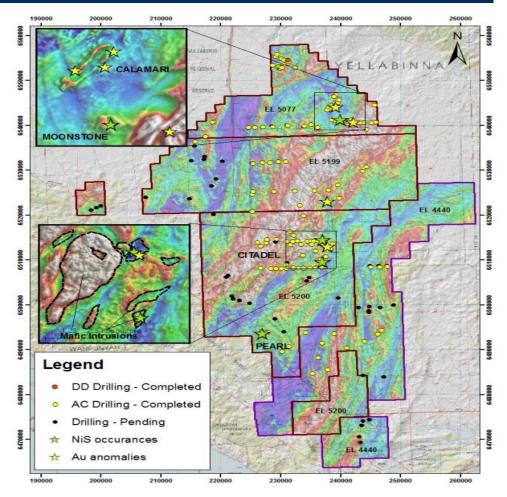
#### Successful first phase of exploration

- Broad spaced drilling complete
- Mafic/Ultramafic intrusions identified
- Coincident magnetic and gravity anomalies identified such as Pearl, Citadel, Moonstone, Calamari

#### Planned exploration (next six months)

- Currently completing gravity and ground EM surveys at Pearl and Citadel
- Finalise targeting with AC/RC drilling to commence in June quarter FY17
- Confirm lithology with focus on base metals and gold

#### **Community – Proactive engagement to support activities**



Exploration drilling overlaying magnetics (RTP)





# **GEO-POLITICAL FORCES, BUT STRONG DEMAND**

#### Pre Indonesian Ore Ban Relaxation

- 2017 heading for a deficit of between 70-75k nickel tonnes
- Recent 300 series stainless steel growth in China has been around 13%

#### Indonesia relaxes the laterite ore export ban implemented in 2014

- Limited information on the new legislation released
- This is not a reversal of the ban and exports allowed under certain circumstances
  - The volume of ore that can be exported is being finalised
  - Exporter must show plans and demonstrate progress to constructing in-country processing facilities
  - Only impacts ore <1.7% nickel
  - Exporters must prove 30% of low grade is processed in-country
  - Rules on majority ownership transfer over 10 years

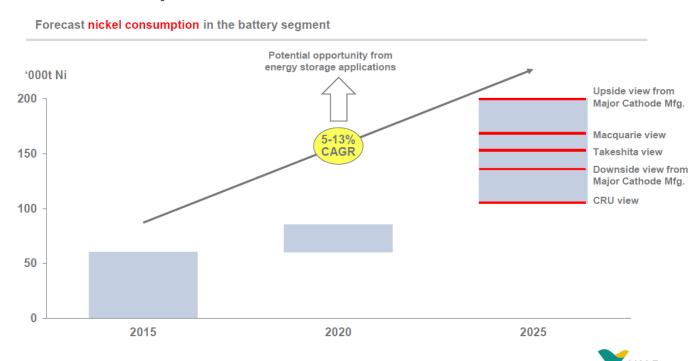
#### Philippines has announced significant nickel mine closures and suspensions

- Mining and Resources Secretary Lopez announces closures and suspensions that could impact 50% of domestic laterite nickel exports
- Concerned about mining in Water Sheds
- Strong opposition from mining groups and appeal process underway
- Only President Duterte can reverse the decision to date he has been a vocal supporter of Lopez



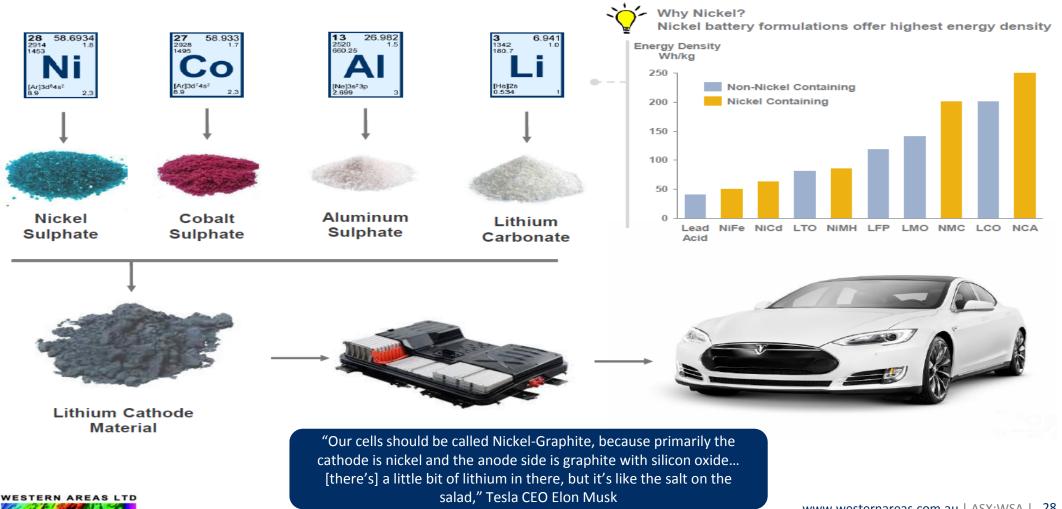
### **GROWING EMERGING MARKET – ELECTRIC VEHICLES**

- Nickel is increasingly being included in battery formulations as it leads to higher energy density batteries. Approximately 50kgs Ni in each Tesla EV.
- Nickel demand from batteries is expected to grow at faster pace than seen historically, from ~50kt in 2015 to 150-200kt by 2025





# NICKEL IS A KEY INGREDIENT IN LITHIUM-ION BATTERIES (~50KG NI PER CAR)



# WESTERN AREAS VALUE EQUATION

Strong leverage to turnaround in nickel price through current operations and organic projects

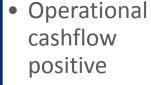
 Zero Lost Time Injuries in past 36 months

Safety

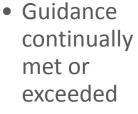


Lowest Quartile Cash Costs

Highest Grade **Nickel Globally** 



Cashflow Positive



**Strong Track** Record of Delivery



• Pipeline of growth opportunities



 Fundamentals and forecasts positioned to rebound

Nickel Price Primed for Upside



• Strong "can do" management

History of Discovery and Development

 No debt with significant financial flexibility

**Strong Balance** Sheet





