



28 May 2018

NSL Sales and Marketing Update

HIGHLIGHTS

- Company secures increased sales prices of 7% from BMM and 4% from Minera
 - Customers increase order quantities above the normal standard size
 - Improved commercial terms reflects NSL's growing reputation as a producer of premium quality filter cake product
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NSL Consolidated Limited (ASX: NSL) ("NSL" or "the Company") is pleased to advise that it has secured improved sales pricing and increased order volumes with two of the Company's key customers Minera Steel & Power Pvt Ltd ("Minera") and BMM Ispat Ltd ("BMM") respectively.

During the course of May, the Company has actively engaged in negotiations to improve the commercial terms relating to its iron ore concentrate sales.

The strong stance taken, including delaying deliveries, has yielded positive results for the Company with both sales price and order size increases, and positive results for our customers with larger order sizes providing more certainty on deliveries.

On conclusion of the favourable negotiations, the Company has now received a 10,000 tonne and 8,000 tonne order to be sold at a 4% and 7% premium to Minera and BMM's previous orders respectively. In addition, these order quantities exceed the standard 4,000 tonne norms.

NSL's Managing Director and CEO, Cedric Goode, commented, "NSL's ability to successfully negotiate improved commercial terms with our key steel mill customers demonstrates the growing market demand for our premium product.

Further, it is also pleasing for our shareholders that we are able to capitalise on improving steel market conditions at this time. As we continue to solidify our position as a reliable supplier of a premium product to the domestic Indian market, we are always working to further improve commercial terms with key and new customers."

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