



AmericanPacific

BORATES LIMITED

## Investor Update

19 August 2020



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#### **COMPETENT PERSON – FORT CADY**

The information in this release that relates to Exploration Results and Mineral Resource Estimates is based on information prepared by Mr Louis Fourie, P.Geo of Terra Modelling Services. Mr Fourie is a licensed Professional Geoscientist registered with APEGs (Association of Professional Engineers and Geoscientists of Saskatchewan) in the Province of Saskatchewan, Canada and a Professional Natural Scientist (Geological Science) with SACNASP (South African Council for Natural Scientific Professions). APEGs and SACNASP are a Joint Ore Reserves Committee (JORC) Code 'Recognized Professional Organization' (RPO). An RPO is an accredited organization to which the Competent Person (CP) under JORC Code Reporting Standards must belong in order to report Exploration Results, Mineral Resources, or Ore Reserves through the ASX. Mr Fourie has 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 a CP as defined in the 2012 Edition of the JORC Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves. Mr Fourie consents to the inclusion in this presentation of the matters based on their information in the form and context in which it appears.

The information in this release that relates to the conversion of Mineral Resources to Ore Reserves has been prepared by Tabetha A. Stirrett of RESPEC Consulting Inc. Mrs. Tabetha A. Stirrett, P. Geo of RESPEC Consulting Inc. is a member in good standing of the Association of Professional Engineers and Geoscientists of Saskatchewan (Member #10699) and a member of the American Institute of Professional Geologists (CPG) (#11581). APEGs and CPG are a Joint Ore Reserves Committee (JORC) 'Recognised Professional Organization' (RPO). Mrs. Stirrett has 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 a CP as defined in the 2012 Edition of the JORC Australasian Code for Reporting of Exploration Results, Mineral Resource and Ore Reserves. Mrs. Stirrett consents to the inclusion in the release of the matters based on their information in the form and context in which it appears.

#### **COMPETENT PERSON – SALT WELLS**

The information in this release that relates to Exploration Targets, Exploration Results, Mineral Resources or Ore Reserves is based on information prepared by Richard Kern, Certified Professional Geologist (#11494). Richard Kern is a licensed Professional Geoscientist registered with AIPG (American Institute of Professional Geologists) in the United States. AIPG is a Joint Ore Reserves Committee (JORC) Code 'Recognized Professional Organization' (RPO). An RPO is an accredited organization to which the Competent Person (CP) under JORC Code Reporting Standards must belong in order to report Exploration Results, Mineral Resources, or Ore Reserves through the ASX.

Richard Kern has 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 a CP as defined in the 2012 Edition of the JORC Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves. Richard Kern consents to the inclusion in the release of the matters based on their information in the form and context in which it appears.



**AmericanPacific**

BORATES LIMITED

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AmericanPacific  
BORATES LIMITED



# 1. Investment Highlights

**American Pacific Borates Limited is an ASX listed company** focused on becoming a globally significant specialty fertiliser producer.

## Exceptional Project Metrics\*

**Post-tax, unlevered NPV<sub>8</sub> US\$1.97bn**

**Post-tax, unlevered IRR 39%**

**EBITDA US\$438M**

### Low Upfront Capex

Phase 1A requires only US\$50m in capex to generate EBITDA of US\$20m per annum

### Low Technical Risk

Ore body previously mined and proven off the shelf process route

### Very High Margin

Underpinned with by-product credits, logistics and high priced markets on door step

### Multi Revenue Streams

Two major revenue streams reduces reliance on one product

### Visible Revenues

Production targeted for CY21 with construction activities commenced

### Significant Strategic Value

Very few sources of additional supply into growing markets

### Multi generational

Life of mine at over 20 years with additional Resource upside

### Globally Significant

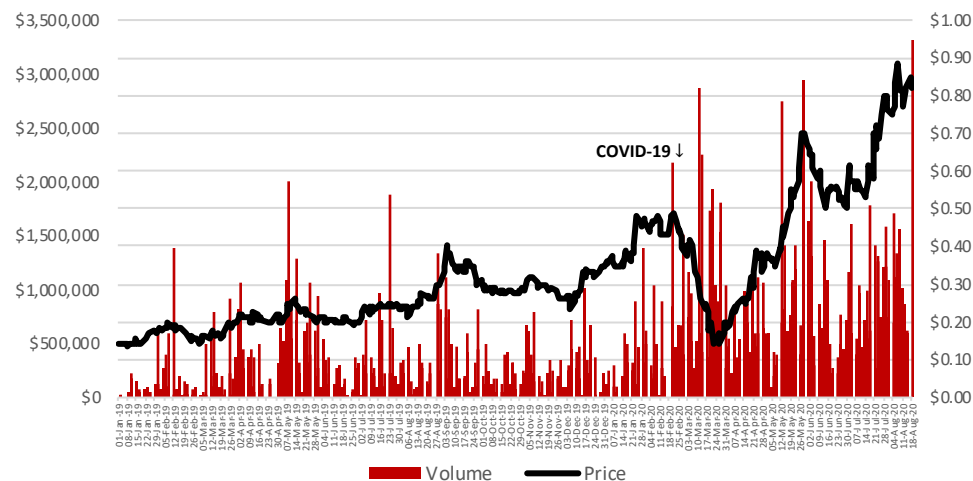
Targeted EBITDA in full production of US\$438m per annum

## 2. American Pacific Borates Limited

### Corporate Information

ASX Ticker	ABR
Share Price at 18 August 2020	A\$0.82
Shares on Issue	318m
Options (20c, 25c, 30c, 40c, 50c & 60c strike)	56m
Fully Diluted Shares	374m
Undiluted Market Cap.	A\$260m
Cash at Bank – 30 June 2020	A\$38.7m
Major shareholders:	
ABR Management (total)	28%
Mayfair Ventures	14%

### Share Price



### Key Executives

#### David J Salisbury

*Chairman, B.Sc (Electrical Engineering), MBA*

David is a qualified electrical engineer with over 40 years' experience in the global mining industry. He is US based and a former Rio Tinto executive who was President and CEO of Resolution Copper Company, Kennecott Minerals Company and Rössing Uranium Limited. He has been directly responsible for the development, construction and production of four mines.

#### Michael X. Schlumpberger

*Managing Director and CEO, BEng (Mining), MBA*

Mike is a qualified mining engineer with over 30 years' experience in industrial minerals. His background includes management, operations, and maintenance in all aspects of mining, processing, reclamation, and permitting. He has held senior roles with Potash Corporation of Saskatchewan, Passport Potash, and Highfield Resources, and has worked in the United States, Canada, and Europe.

#### Anthony Hall

*Executive Director, LLB(Hons), BBus, AGIA*

Anthony is a qualified lawyer with 20 years' commercial experience in venture capital, risk management, strategy and business development. He was Managing Director of ASX listed Highfield Resources Ltd from 2011 to 2016. During his tenure the company's market cap grew from \$10m to \$500m & over \$140m was raised to progress potash projects in Spain.

# 3. Borates

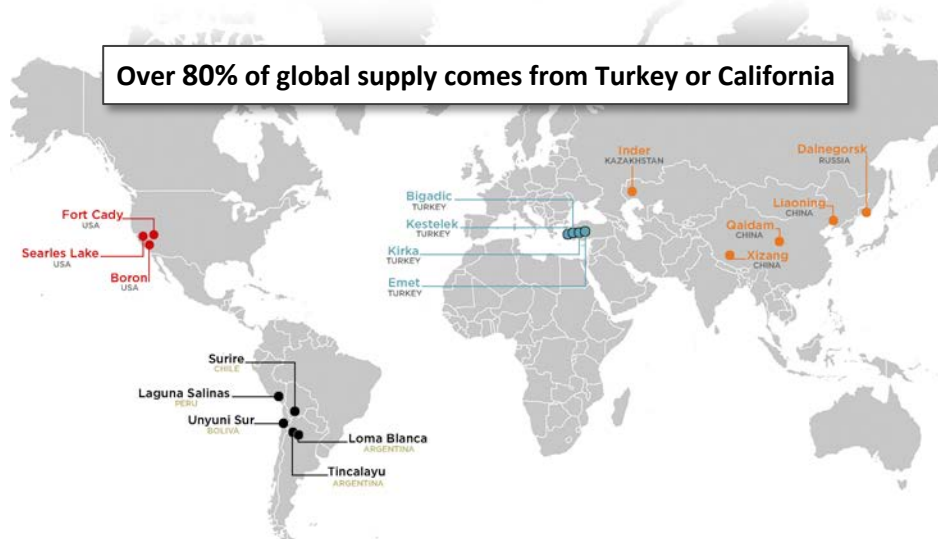
## Borates are essential for everyday living

- Borates are naturally-occurring minerals containing boron, the fifth element on the Periodic Table. Boron exists all around us, plants need boron to grow. People need borates too, in our diet as well as in many products necessary as part of our daily lives.
- Boron is classed as a strategic commodity in many countries including the US.

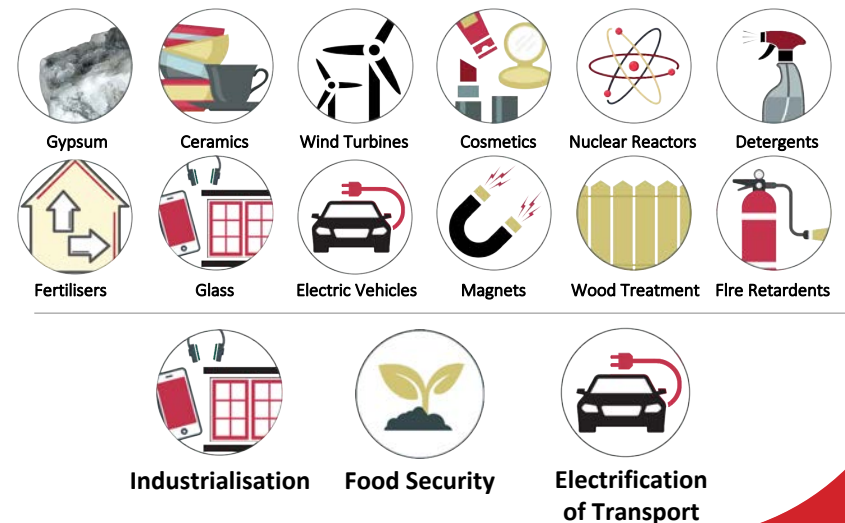
## Production of Borates

- Most global production of borates comes from mining and processing colemanite, borax or kernite ores.
- Some production comes from borate rich brines.
- **Fort Cady is a colemanite ore body.**

## Sources of Boron



## Demand for Boron





## 4. SOP

### SOP is primarily used as a specialty fertiliser

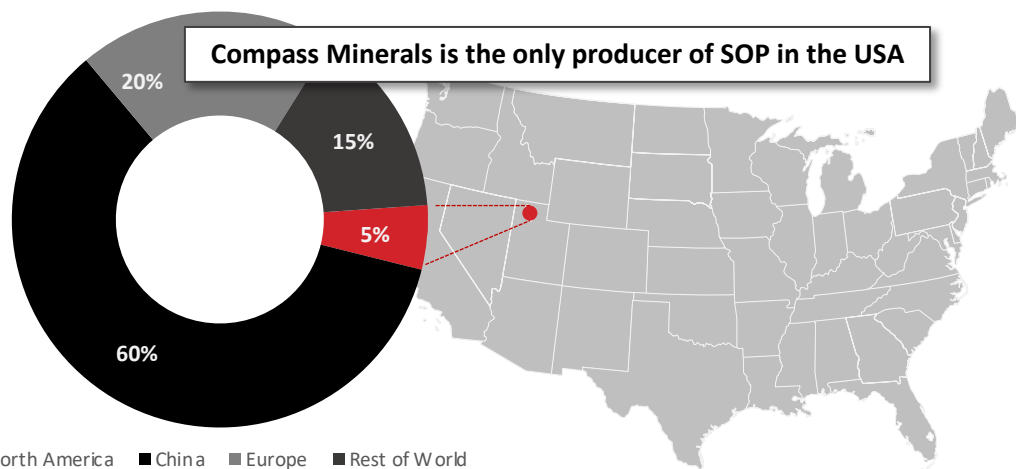
- SOP, potassium sulfate or  $K_2SO_4$  is a high value specialty fertiliser that combines both potash and sulfur.
- It is applied to crops that are either sensitive to chlorides making MOP or KCl problematic, or in areas where there is minimal rainfall and the build-up of chlorides in the soil is problematic.

### Production of SOP

- SOP is generally produced from Mannheim process that converts MOP and Sulfuric Acid into SOP and HCl, or from near surface aquifer units that contain potassium salts.
- Fort Cady is using the Mannheim process as it requires the HCl for its borate processing.

### Global SOP Capacity\*

Compass Minerals is the only producer of SOP in the USA



### Demand for SOP in the USA\*

#### Key Crops in SOP Applications

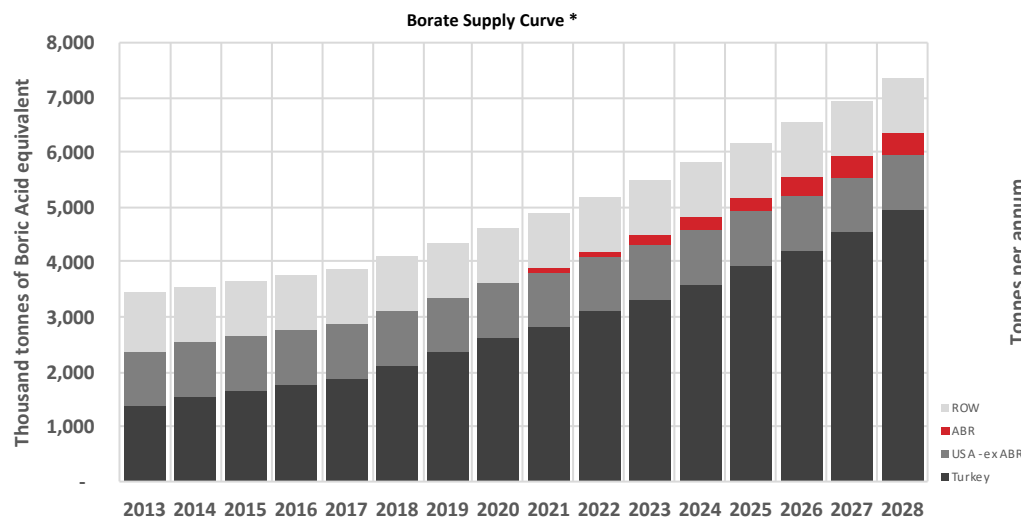
Sulfate of Potash is primarily used in and benefits crops in the following categories:

Chloride Sensitive		High Value		High Sulfur Demand	
Potatoes	Tobacco	Alfalfa	Cotton	Soybeans	Sunflower
Avocado	Berries	Pome Fruits	Stone Fruits	Peanut	Canola
Citrus	Other F&V	Coffee	Other Fruits		

# 5. Customer Markets

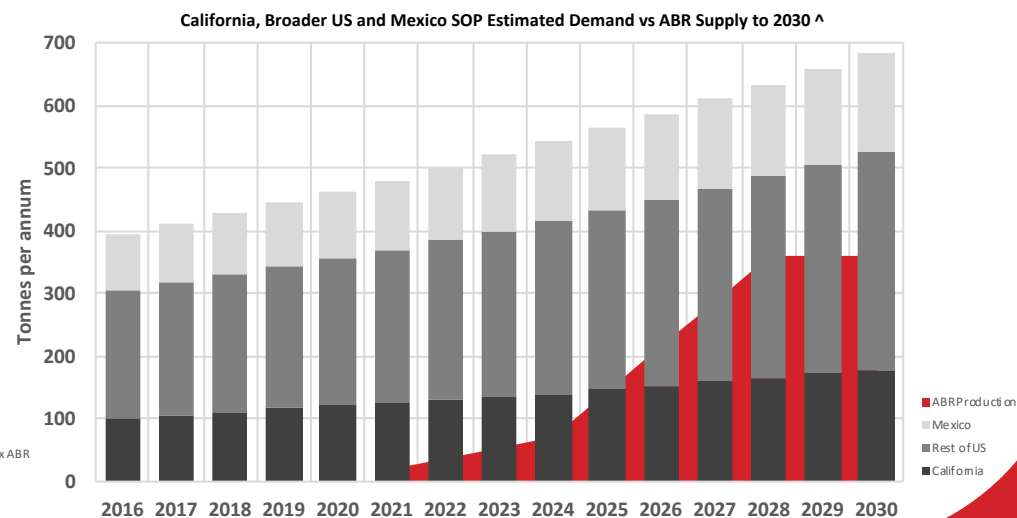
## BORATES – Duopoly market with very few global sources of borates

- The global boric acid equivalent market is around 4.5m tonnes per annum. Around 20% of this market is for fertiliser application with boron being the second most consumed micro nutrient in North America by value.
- Turkish Government owned Eti Maden controls the marginal unit of supply and will continue to meet demand.
- Eti Maden appears to be the only borate producer with meaningful additional capacity capable of meeting additional supply requirements.
- Rio Tinto Borates (majority of US production) appears to be operating at full capacity with flat supply for over eight years.



## SOP – Growing demand in the North America specialty fertiliser market

- The global SOP market is around 7m tonnes per annum – all of which is used in the specialty fertiliser market.
- The US is a net importer of SOP with the market growing at around 5% CAGR. The Californian market is over 120ktpa.
- Compass Minerals is the only US producer of SOP and is one of the highest cost producers in the world, with average operating costs of past five years over US\$630 / tonne.
- There is sufficient increase in demand forecasted to enable ABR and Compass to jointly supply the North American market with ABR's production profile.





## 6. Fort Cady Borate Mine Overview

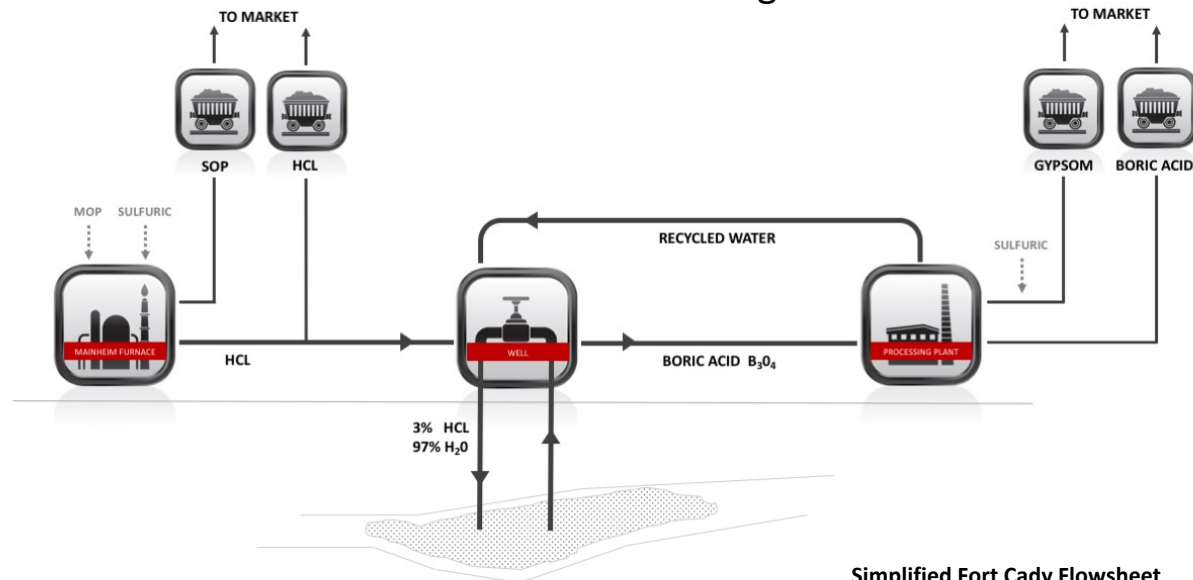
### All Products Generated From Well-Established Processing Methods

#### Boric Acid production:

- High purity product (99.9%).
- Standard industrial chemical processing methods including solvent extraction and crystallization.
- Zero liquid discharge circuit = no tailings.
- Process optimisation works completed April 2019.

#### SoP production:

- Mannheim Process (used globally in over 50% of SOP production).
- Well understood, widely used process facility.
- “Off the shelf” equipment.
- Production of hydrochloric acid for use in Boric Acid mining.



Simplified Fort Cady Flowsheet

## 7. Fort Cady eDFS

**American Pacific Borates Limited** released its enhanced DFS in April 2020, with exceptional project metrics:

Fort Cady Project (Boric Acid and SOP Production)	
Phase 1A Only	
Capex	US\$50.3 million
NPV <sub>8</sub>	US\$224.3 million
IRR	35.9%
EBITDA in first full year of production	US\$19.6 million
Phase 1A & 1B Only	
Capex (Phase 1B only)	US\$156.0 million
NPV <sub>8</sub>	US\$773.8 million
IRR	32.4%
EBITDA in first full year of production	US\$73.2 million
Phase 1 & 2 Only	
Capex (Phase 2 only)	US\$268.3 million
NPV <sub>8</sub>	US\$1.709 billion
IRR	37.8%
EBITDA in first full year of production	US\$242.2 million
Full Project (Phases 1, 2, & 3)	
Capex (Phase 3 only)	US\$263.2 million
NPV <sub>8</sub>	US\$1.965 billion
IRR	39.4%
EBITDA in first full year of production	US\$438.4 million

Production Targets	Enhanced DFS (April 2020)	
	Boric Acid (metric tonnes)	SOP (metric tonnes)
Phase 1A	8,165	36,287
Phase 1B	73,482	36,287
Phase 2	163,293	145,150
Phase 3	163,293	145,150
<b>Total (3 Phases)</b>	<b>408,233</b>	<b>362,874</b>

ABR confirms all material assumptions underpinning the production target and corresponding financial information continue to apply and have not materially changed as per Listing Rule 5.19.2. ABR confirms all material assumptions and technical parameters underpinning the Resource Estimate and Reserve continue to apply and have not materially changed as per Listing Rule 5.23.2

\* refer ASX release of 16 April 2020. ^ Peak Capex – Total capital required that is not cashflow funded

## 7. Fort Cady eDFS

### Sensitivity analysis based on US peer operating costs

- Project still has a Post-tax, unlevered NPV<sub>8</sub> of over US\$1.36bn if operating costs of US peers are used as selling price assumptions.

Fort Cady	
BA Received Price Assumption (based on Rio Tinto 5 year average operating costs)	US\$569/metric tonne
SOP Received Price Assumption (based on Compass 5 year average operating costs)	US\$633/metric tonne
<b>Base Case Enhanced DFS</b>	
NPV <sub>8</sub>	<b>US\$1.368 billion</b>
IRR	<b>31.7%</b>
<b>Accelerated Case DFS</b>	
NPV <sub>8</sub>	<b>US\$1.454 billion</b>
IRR	<b>31.9%</b>

RioTinto



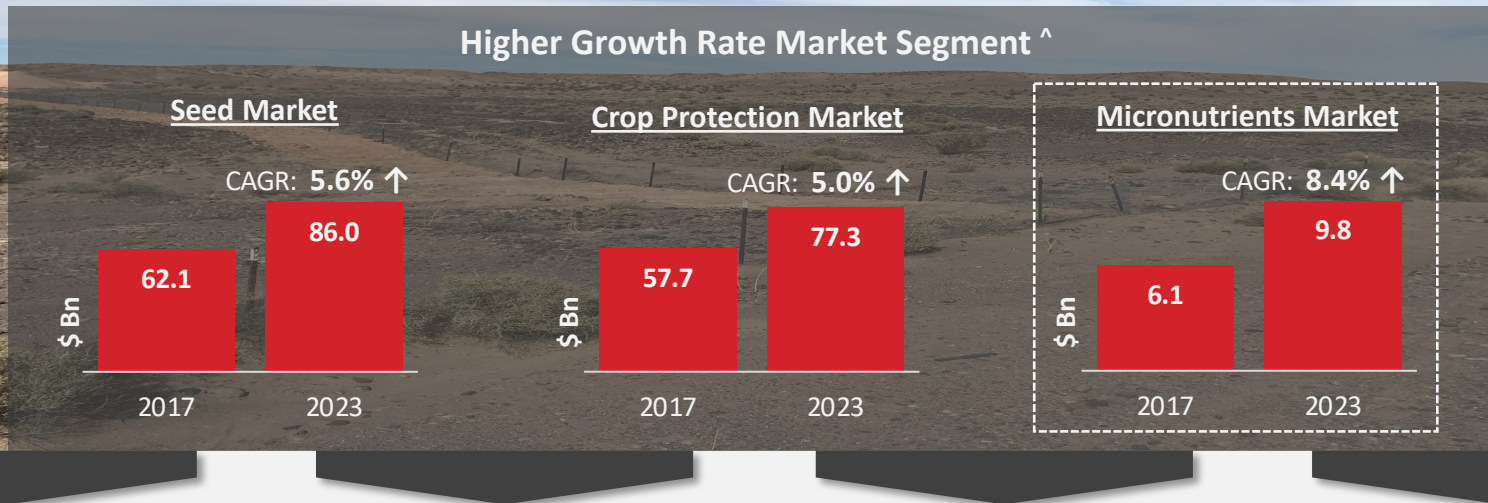
	2015	2016	2017	2018	2019	AVERAGE
	(US\$/tonne)					
<b>Rio Tinto Borates</b>						
Operating Cost/tonne BA equiv	634	568	565	551	526	<b>569</b>
Annual Production/tonne BA equiv	822	886	893	884	898	<b>877</b>
<small>(source: Rio Tinto Annual Reports)</small>						
<b>Compass Minerals</b>						
Operating Cost/tonne SOP*	638	640	614	634	639	<b>633</b>
Annual Production/tonne SOP	282	284	297	328	288	<b>296</b>
<small>(source: Compass Annual Reports)</small>						

\* Compass Minerals reports operating costs for all North American fertilisers. The significant majority of specialty fertiliser production is SOP. As a result, it is assumed that the reported operating costs are a reasonable proxy for SOP production.



## 7. Fort Cady eDFS

### Additional new drivers of value to the Project



An **accelerated phase option included**, where Phases 1B & 2 would be built concurrently. This scenario would lift financial metrics to:

- NPV<sub>8</sub> to US\$2.1bn\*;  
and
- IRR to 39.6%.

Targeted **opex in full production of negative US\$19.96 per tonne** of boric acid after by-product credits.

**Multiple revenue streams** with revenue split in full production estimated to be:

- 54.0% boric acid;
- 43.2% SOP; and
- 2.8% gypsum.

Potential **upside with focus on high value specialty fertiliser mix** of boron and SOP.

## 8. Market Entry Strategy

### Right sized, structured and phased project



# 9. Operational Update – Construction

## Construction Ongoing

### Update:

- Site works ramping up
- Water and energy infrastructure in place
- Some equipment arrived on site
- Detailed engineering and construction drawings ongoing
- First production remains on track for Q3, CY2021



Photos taken on 3 August 2020 of SX equipment arriving on site



## 9. Operational Update – Organisational Capability

### Transitioning from developer to producer

#### Update:

- New Chairman appointed on 1 August 2020 with substantial development, construction and operational experience
- Two additional key hires expected to be made this Quarter
- Philosophy continues to be modest owners' team to manage construction managers



## 9. Operational Update – Sales and Marketing

### Ongoing discussions with branding strategy ramping up

#### Update:

- Company expecting to sell five key products
  - Boric acid for industrial use
  - Boric acid for agricultural use
  - SOP
  - “enriched” SOP (SOP+B)
  - gypsum
- Branding strategy expected to be approved this month
- Crop trials on enriched SOP progressing
- Market entry strategies in train
- Target market is California



Photo of crop trials being conducted by University of Connecticut



## 9. Operational Update – Financing Activities

### Phase 1A fully financed subject to shareholder vote

#### Update:

- AGM targeted for early October to approve US\$30m convertible note financing
- Attention now turning to US sources of debt financing for additional phases
- Positive early discussions
- Dual listing on NYSE continues to be under consideration



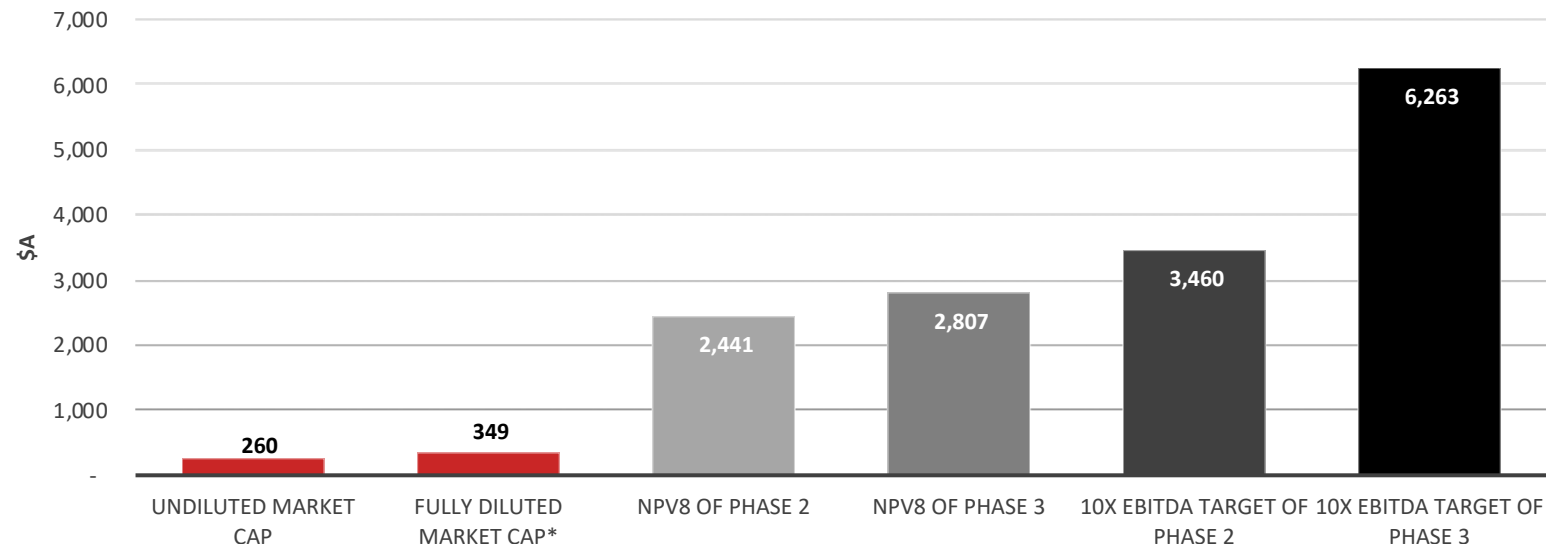


## 9. Operational Update – Company Marketing

### Focus on closing the gap between market cap and project value

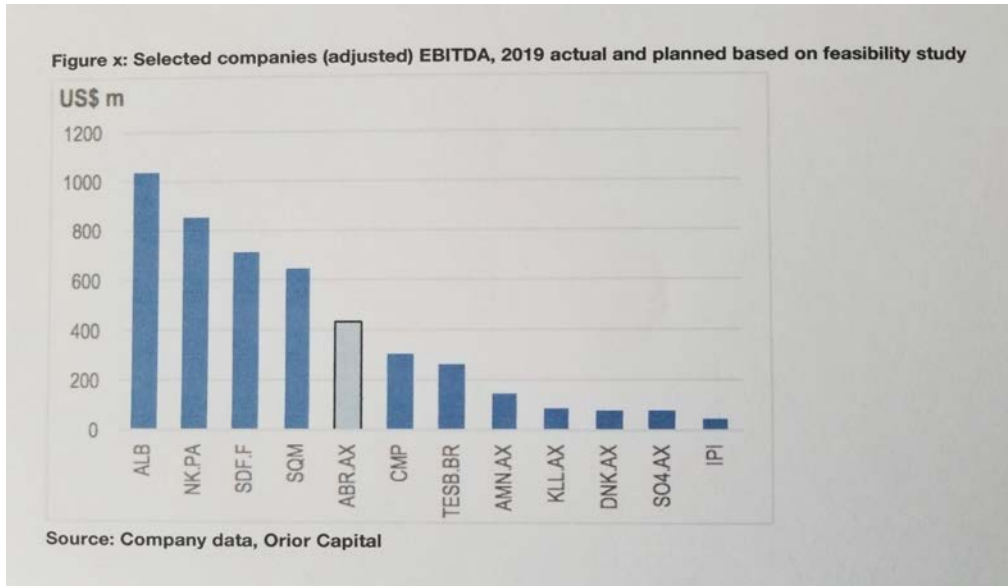
#### Update:

- US investor relations' firm engaged
- With permits obtained focus turns to seeking to close the gap between project value and market cap

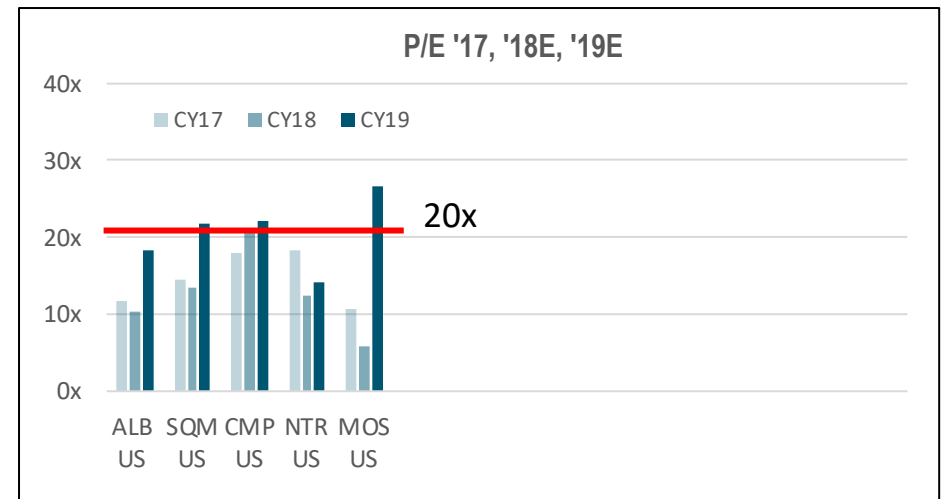
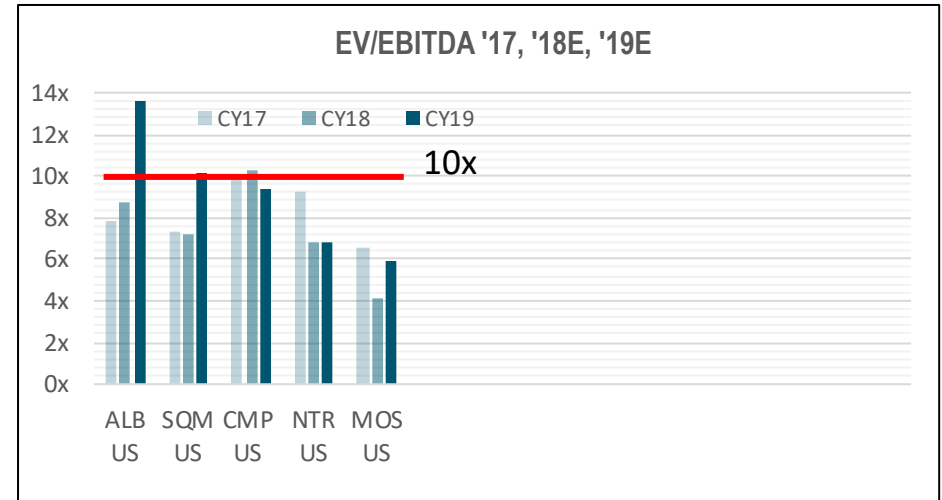


# 9. Operational Update – Project Context

**Fort Cady Borate Mine is targeting US\$438m EBITDA in first full year of production**



Graph prepared by Orior Capital showing actual EBITDA v targeted EBITDA of selected companies



EV / EBITDA multiples and PE multiples of US listed producers

# 10. Fort Cady eDFS (Key Metrics)\*

## Key Financial Metrics for the Fort Cady Borate Mine by Phase

Fort Cady Project (Boric Acid and SOP Production) <sup>1</sup>	
Phase 1A Only	
Capex	US\$50.3 million
NPV <sub>8</sub>	US\$224.3 million
IRR	35.9%
EBITDA in first full year of production	US\$19.6 million
Phase 1A & 1B Only	
Capex (Phase 1B only)	US\$156.0 million
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NPV <sub>8</sub>	US\$1.965 billion
IRR	39.4%
EBITDA in first full year of production	US\$438.4 million

## Summary of Production by Phase for the Fort Cady Borate Mine

	Enhanced DFS (April 2020)			Modified DFS (January 2019)		
	Capex (US\$m)	Boric Acid (metric tonnes)	SOP (metric tonnes)	Capex (US\$m)	Boric Acid (metric tonnes)	SOP (metric tonnes)
Phase 1A	50.3	8,165	36,287	36.8	5,443	36,287
Phase 1B	156.0	73,482	36,287	111.4	76,204	-
Phase 2	268.3	163,293	145,150	191.4	163,293	36,287
Phase 3	263.2	163,293	145,150	186.6	163,293	36,287
<b>Total (3 Phases)</b>	<b>737.9</b>	<b>408,233</b>	<b>362,874</b>	<b>526.2</b>	<b>408,233</b>	<b>108,862</b>

## Operating Cost Estimates BA

Phase 3	
US\$ per metric tonne of BA	
C1 Costs	
Utilities	56.49
Consumables	349.57
Labour	59.64
Equipment Lease	2.11
Maintenance	13.10
Sustaining Capex	15.68
Wellfield Development	11.02
(SOP by-product credit)	-600.00
(HCl by-product credit)	-0.55
(Gypsum by-product credit)	-38.98
<b>Total C1 Costs</b>	<b>-131.93</b>
C2 Costs	
Licensing and Royalties	6.90
Depreciation	90.37
<b>Total C2 Costs</b>	<b>97.27</b>
C3 Costs	
G&A	14.70
<b>Total C3 Costs</b>	<b>14.70</b>
<b>Total Opex</b>	<b>-19.96</b>

## Operating Cost Estimates SOP

Phase 3	
US\$ per metric tonne of SOP	
C1 Costs	
Utilities	63.55
Consumables	393.27
Labour	67.09
Equipment Lease	2.37
Maintenance	14.73
Sustaining Capex	17.64
Wellfield Development	12.40
(BA by-product credit)	-843.75
(HCl by-product credit)	-0.62
(Gypsum by-product credit)	-43.86
<b>Total C1 Costs</b>	<b>-317.17</b>
C2 Costs	
Licensing and Royalties	7.76
Depreciation	101.67
<b>Total C2 Costs</b>	<b>109.43</b>
C3 Costs	
G&A	16.54
<b>Total C3 Costs</b>	<b>16.54</b>
<b>Total Opex</b>	<b>-191.21</b>

<sup>1</sup> ABR confirms all material assumptions underpinning the production target and corresponding financial information continue to apply and have not materially changed as per ASX Listing Rule 5.19.2.

\* Refer ASX Release of 16 April 2020



# 11. Summary

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**EBITDA US\$438M**

### Low Upfront Capex

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### Very High Margin

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### Significant Strategic Value

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### Multi generational

Life of mine at over 20 years with additional Resource upside

### Globally Significant

Targeted EBITDA in full production of US\$438m per annum



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