

Goldman Sachs Mineral  
Sands & Rare Earths Webcast

# Lynas Update

20 May 2020



# Disclaimer

This Presentation has been prepared by Lynas Corporation Limited (ABN 27 009 066 648) (Lynas or the Company) This Presentation contains summary information about Lynas and its subsidiaries (Lynas Group) and their activities current as at the date of this Presentation. The information in this Presentation is of general background and does not purport to be complete or to comprise all the information that a shareholder or potential investor in Lynas may require in order to determine whether to deal in Lynas shares. It should be read in conjunction with Lynas Group's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange (ASX), which are available at [www.asx.com.au](http://www.asx.com.au). This document is not a prospectus or a product disclosure statement under the Corporations Act (Cth) 2001 (Corporations Act) and has not been lodged with ASIC.

## **Not investment or financial product advice**

This Presentation is for information purposes only and is not financial product or investment advice or a recommendation to acquire Lynas shares and has been prepared without taking into account the objectives, financial situation or needs of individuals. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs and seek financial, legal and taxation advice appropriate to their jurisdiction. Lynas is not licensed to provide financial product advice in respect of Lynas shares. Cooling off rights do not apply to the acquisition of Lynas shares.

## **Financial data**

All dollar values are in Australian dollars (A\$) unless stated otherwise and financial data is presented within the year ending 30 June 2020 unless stated otherwise. Any pro forma historical financial information included in this Presentation does not purport to be in compliance with Article 11 of Regulation S-X of the rules and regulations of the US Securities and Exchange Commission.

## **Future performance**

Past performance information given in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance. This Presentation contains certain "forward-looking statements". The words "expect", "should", "could", "may", "will", "predict", "plan", "scenario", "forecasts", "anticipates" "estimates" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and

financial position and performance are also forward-looking statements. Forward-looking statements, opinions and estimates provided in this Presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. Such forward-looking statements including projections, guidance on future earnings and estimates are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. There can be no assurance that actual outcomes will not differ materially from these forward-looking statements.

## **Investment Risk and other risks**

An investment in Lynas shares is subject to investment and other known and unknown risks, some of which are beyond the control of Lynas Group, including risk factors associated with the industry in which Lynas Group operates, such as: nature of mineral exploration and production; mineral and ore reserves; operations risks; project development risks; market price and demand risk; credit and market risks; regulatory, political and environmental risks; tax and other risks generally relating to equity investment.

## **Not an offer**

This Presentation does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States. Any securities described in this Presentation have not been, and will not be, registered under the U.S. Securities Act of 1933 (the "Securities Act").

## **Disclaimer**

Lynas and its affiliates, officers, employees, agents and advisers have not authorised, permitted or caused the issue, dispatch or provision of this Presentation to any third party. Lynas, its related bodies corporate and their respective affiliates, officers, employees, agents and advisers to the maximum extent permitted by law, expressly disclaim all liabilities in respect of any expenses, losses, damages or costs incurred by you as a result of the information in this Presentation being inaccurate or due to information being omitted from this Presentation, whether by way of negligence or otherwise, and make no representation or warranty, express or implied, as to the fairness, currency, accuracy, reliability or completeness of information. The information in this Presentation remains subject to change without notice.

# Making significant progress on Lynas 2025 initiatives



**Mt Weld, WA: Production ramp up to meet forecast demand growth**



**Kalgoorlie, WA: Building a new Cracking & Leaching in WA**



**Malaysia: Investing in increased downstream processing, product range, recycling**



**United States: Filling a market gap with new separation and product finishing capability**

## FY20 Progress

- Increasing Dysprosium (Dy) and Terbium (Tb) content of SEG by blending Duncan ore into the feed
- Optimising circuit changes
  - Pre-leach to reduce carbonate levels in concentrate
  - Kiln drying of concentrate

- Option signed on industrial site in Kalgoorlie for new plant (Dec 2019)
- Kalgoorlie processing plant awarded Lead Agency status by the Government of Western Australia (Dec 2019)
- Major Project status awarded by the Australian Government (Feb 2020)

- La and Ce quality improvements delivered increased average selling price during the half year
- Completed circuit upgrades to further improve product quality

- Advanced plans for proposed Texas separation plant developed with Blue Line Corporation following signing of MOU on 20 May 2019



**Campaign 3 Pit looking North East**

# Lynas Kuantan RE Processing Facility - Cracking & Leaching Plant



# Restart of Malaysian operations with COVID-19 Protocols at both sites



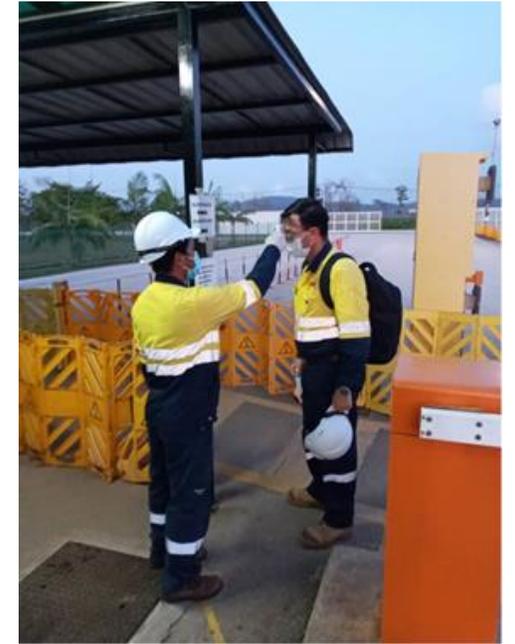
Arrival at front gate  
< 50% staffing



Social distancing  
in control room &  
other site  
facilities



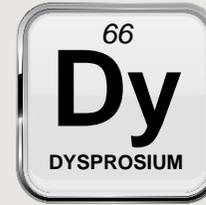
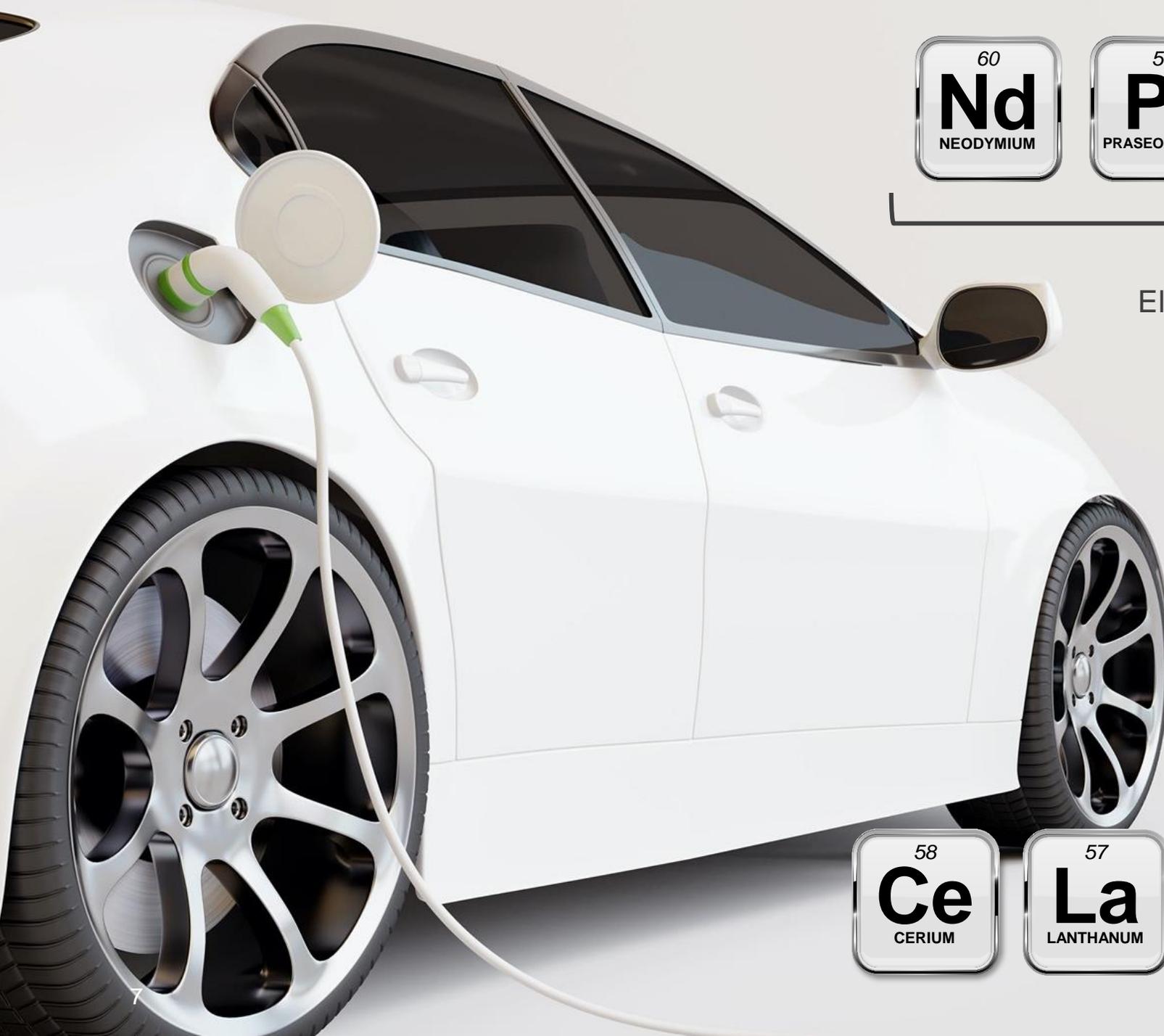
Disinfecting surfaces



Pre-start meeting



Temperature testing



Electric drives and generators  
Electric motors throughout vehicle

Rare Earths make vehicles  
lighter and more efficient

Rare Earths make vehicle  
emissions cleaner



Catalytic Converter  
*Reducing NOx, CO*

Hybrid NiMH battery

# Continued global demand for Rare Earths

- **Global market: Short term uncertainties related to COVID-19; long term growth expectations remain strong**
- **NdPr growth over the next 10 years**
  - Automotive: Major effect of COVID-19, but expected to be more limited for EVs
    - Predicted -20% Global sales in 2020
    - Increased government support for EVs
      - Proposed 500 billion Euro EU Recovery Fund
      - China extended subsidies for EVs
    - Seeing greater resilience in NE Asian auto markets e.g. Korea
      - Korea -6% in Q1 20, growing in April
  - Wind Energy growth expected to accelerate from 2021
  - Reports of new stock piling program in China for NdPr, Dy, Tb (first since 2017)
- **Lynas: Alternative to China gaining traction; Development of higher value added product**
- **COVID19 has increased appetite for RE supply chain alternatives to China:**
  - Lynas is engaging with end users and governments
- **Successful development of higher value products for La, Ce:**
  - New grades piloted in Q3 FY20; under qualification by selected customers.
  - Commercialisation starting in Q4 FY20, including for new applications
  - Opportunity for substantial margin improvement with decreased dependence on market prices.

# Sustainable Success. What does it take?

## Vertical Integration

Geology & Mining → Concentrator → Cracking & Leaching → Separation → Product Finishing → Product Development → Sales & Marketing

## Development of Intellectual Property

- Developed inhouse expertise
- Deeper than technical experts
- Technical support
- Takes time

## Supportive Financiers and Shareholders

- Long term view
- Extended ramp up
- Growth

## Hard Earned Market Position

- Bespoke product development
- Product qualification year(s) not months
- Supportive customers

## Community and Regulatory Support

- Community education about NORM
- Sustainable Producer – (ISO accreditation, LCA, Ecovadis “Gold level”)

## Competitive Cost Position

- High grade, long life orebody
- Capital efficiency
- Economies of scale

## Capable and Resilient People

- Will to win
- Develop & retain capability
- Hands on
- Agile

**Visit our Investor Centre at:  
[www.lynascorp.com](http://www.lynascorp.com)**

