

# OM HOLDINGS LIMITED

(ARBN 081 028 337)



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No. of Pages Lodged: 14

31 August 2020

ASX Market Announcements  
ASX Limited  
4th Floor  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir/Madam

**OM HOLDINGS LIMITED ("OMH") INVESTOR PRESENTATION**

Please find attached a copy of the OMH Investor Presentation for the half-year results ended 30 June 2020.

Yours faithfully

**OM HOLDINGS LIMITED**



Heng Siow Kwee/Julie Wolseley  
**Joint Company Secretary**

*This ASX announcement was authorised for release by the Board of OM Holdings Limited.*

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# OM HOLDINGS LIMITED

Australia • China • Japan • Malaysia • Singapore • South Africa

August 2020 • Half Year Results Investor Presentation • ASX:OMH

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# OUR OPERATIONS

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## Exploration & Mining

### **Bootu Creek - Australia**

(100%)

Manganese ore: 0.8 Mtpa

### **Tshipi Borwa - South Africa**

(13%\*)

Manganese ore: 3.0-3.6 Mtpa

*\* Effective interest held via J/V with  
Ntsimbintle (a BEE group)*

## Smelting & Sintering

### **Qinzhou - China** (100%)

Mn alloy: 80ktpa

Sinter ore: 300ktpa

### **Sarawak - Malaysia** (75%\*)

Mn alloy: 250-300ktpa

Ferrosilicon: 200-210ktpa

Sinter ore: 250ktpa

*(estimated production capacity)*

*\* J/V with conglomerate Cahya Mata  
Sarawak, listed on Bursa Malaysia*

## Marketing & Trading

### **Singapore/China** (100%)

Global sales and procurement

Manganese ore, Ferrosilicon,  
Silicomanganese, Ferromanganese,  
Quartz, Reductants (coke, coal), Fe  
units

# COMPANY SNAPSHOT

Integrated mining and smelting Group, major bulk ferroalloy producer

## Share Metrics

(as at 25<sup>th</sup> Aug 2020)

Issued Shares	738.6 million shares
Share Price	A\$ 0.32
52 weeks Low / High	A\$ 0.25 / A\$ 0.635
Market Capitalization	A\$ 236.4 million

## Debt

(1H 2020)

Total Borrowings	A\$ 453.7 million
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## Cash

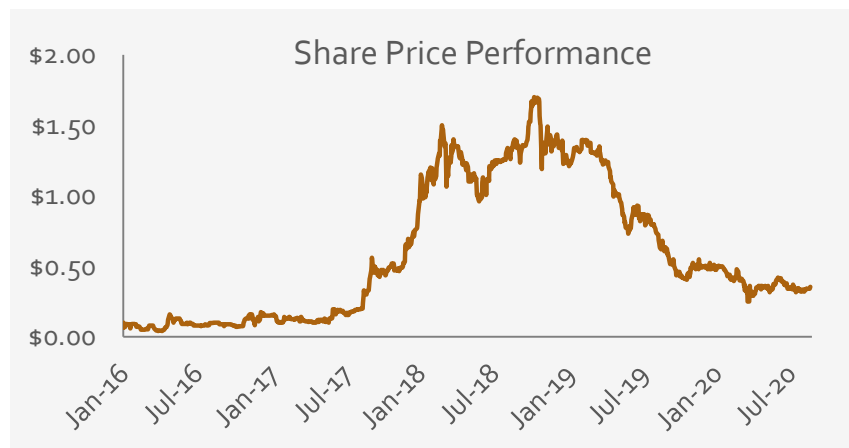
(1H 2020)

Cash & Cash Equivalent	A\$ 43.3 million
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Enterprise Value	A\$ 646.8 million
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## Earnings & Key Ratios

Adj. EBITDA* (trailing 12 months)	A\$ 98.6 million
EPS (trailing 12 months)	A\$0.0304
EV : Adj. EBITDA	6.56x
PER	10.53x



## Largest Shareholders (as at 25<sup>th</sup> Aug 20)

Huang Gang	14.03%
Marc Chan, Amplewood Resources Ltd	13.57%
Low Ngee Tong	9.22%
Heng Siow Kwee	8.93%



\*Adjusted EBITDA is defined as operating profit before depreciation and amortisation, impairment write-back/expense, net finance costs, income tax, and other non-cash items. Adjusted EBITDA is not a uniformly defined measure and other companies in the mining industry may calculate this measure differently. Consequently, the Group's presentation of Adjusted EBITDA may not be readily comparable to other companies' disclosures.

# 1H 2020 FINANCIAL HIGHLIGHTS

Revenue

**A\$386.5m**

1H 2019 A\$534.6m

Loan Repayment

**A\$27.3m**

1H 2019 A\$32.6m

Cashflow from Operations

**A\$52.7m**

1H 2019 A\$50.3m

Adj. EBITDA

**A\$53.1m**

1H 2019 A\$109.0m

Gearing Ratio

**0.86x**

FY2019 0.93x

Profit per share

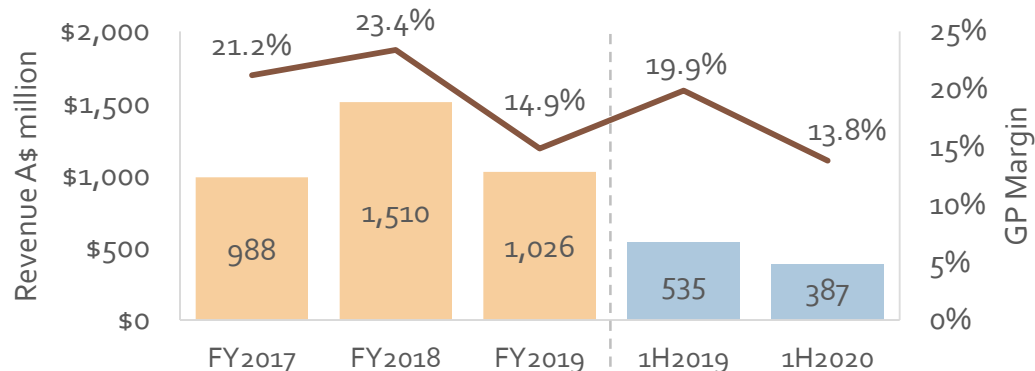
**1.84 cents**

1H 2019 6.49 cents



# RECORDED A\$53.1M EBITDA IN 1H 2020

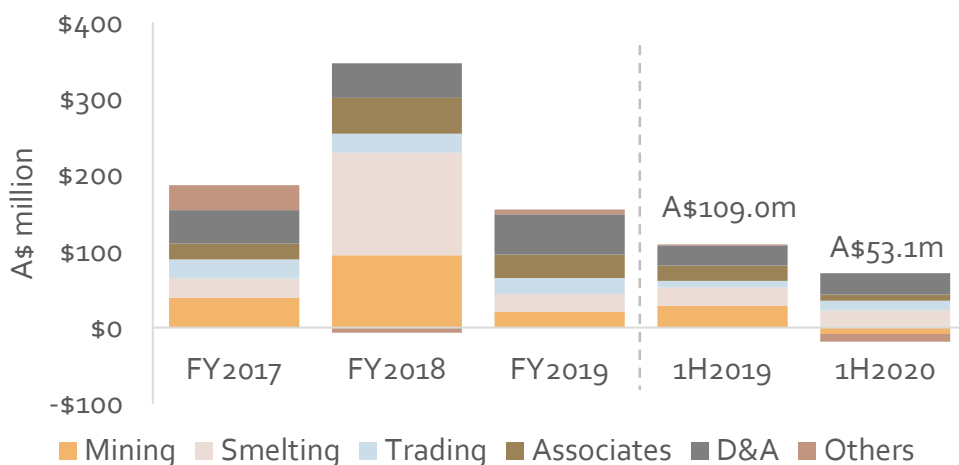
Revenue and GP Margin



## 1H 2020 Revenue and EBITDA declined due to:

- Slower global economic activity due to COVID-19 pandemic and subsequent lockdowns
- Significantly lower demand for crude steel led to reduced global steel production, weakening demand for ore and alloys and depressing prices
- Revenue and margins impacted by weakened prices, coupled with a 10% decrease in total product tonnage sold

Group Adjusted EBITDA <sup>(1)</sup>



## Positive EBITDA achieved

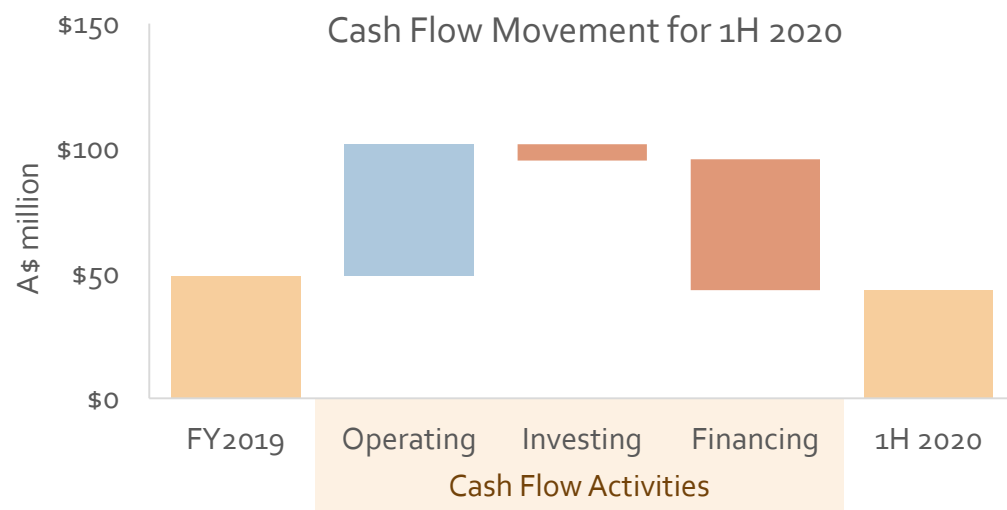
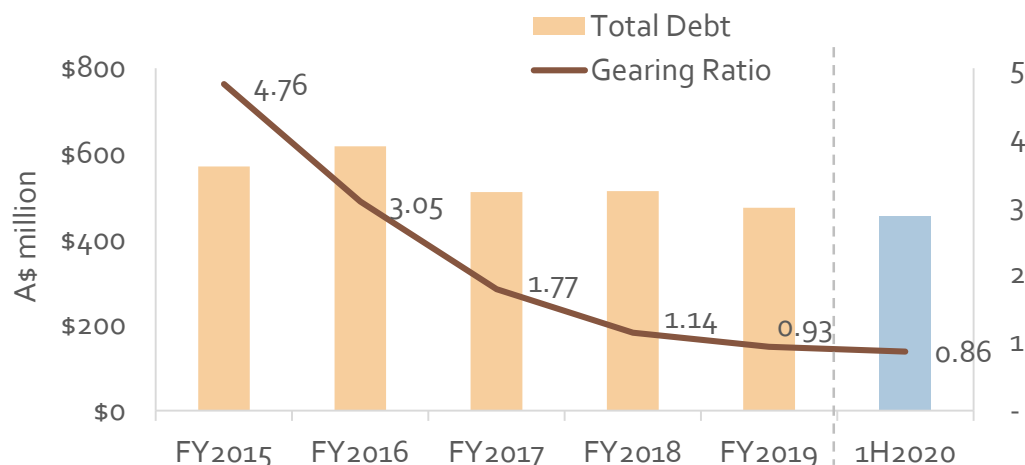
- Positive contribution from smelting in spite of lower production volumes, maintained strong cost competitiveness
- Stable contribution from trading business
- Lower contribution from mining segment due to tough mining restart amidst wet season, resulting in lower production and shipment volumes



<sup>(1)</sup>Adjusted EBITDA is defined as operating profit before depreciation and amortisation, impairment write-back/expense, net finance costs, income tax, and other non-cash items. Adjusted EBITDA is not a uniformly defined measure and other companies in the mining industry may calculate this measure differently. Consequently, the Group's presentation of Adjusted EBITDA may not be readily comparable to other companies' disclosures.



# GEARING RATIO LOWERED, POSITIVE CASH POSITION MAINTAINED



## Continue to focus on paying down debt

- Repaid A\$27.3 million comprising Sarawak project finance loan and other debt in 1H 2020
- Gearing ratio decreased to 0.86 times (Net debt / Equity 0.78 times)
- Majority of borrowings associated to Sarawak Project Financing

## Prudent Cash Management

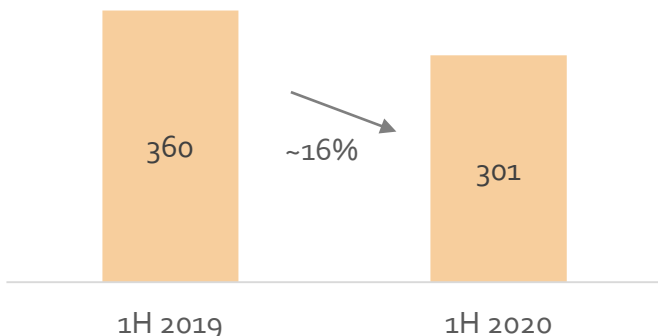
- Recorded positive operating cash flow of A\$52.7 million through careful optimisation of working capital
- Capital investment plans re-examined: Capital intensive projects temporarily postponed to conserve cash
- Recorded cash and cash equivalent of A\$43.3 million in 1H 2020, ensuring liquidity for short-term cash needs



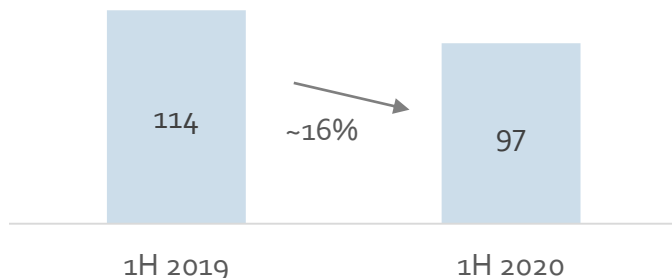


# 1H 2020 OPERATIONAL HIGHLIGHTS

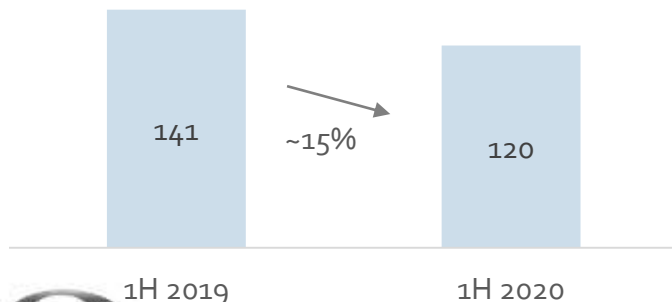
Mn Ore Production Volume (kmt)



FeSi Production Volume (kmt)



Mn Alloy Production Volume (kmt)



## Mining Segment (Mn Ore)

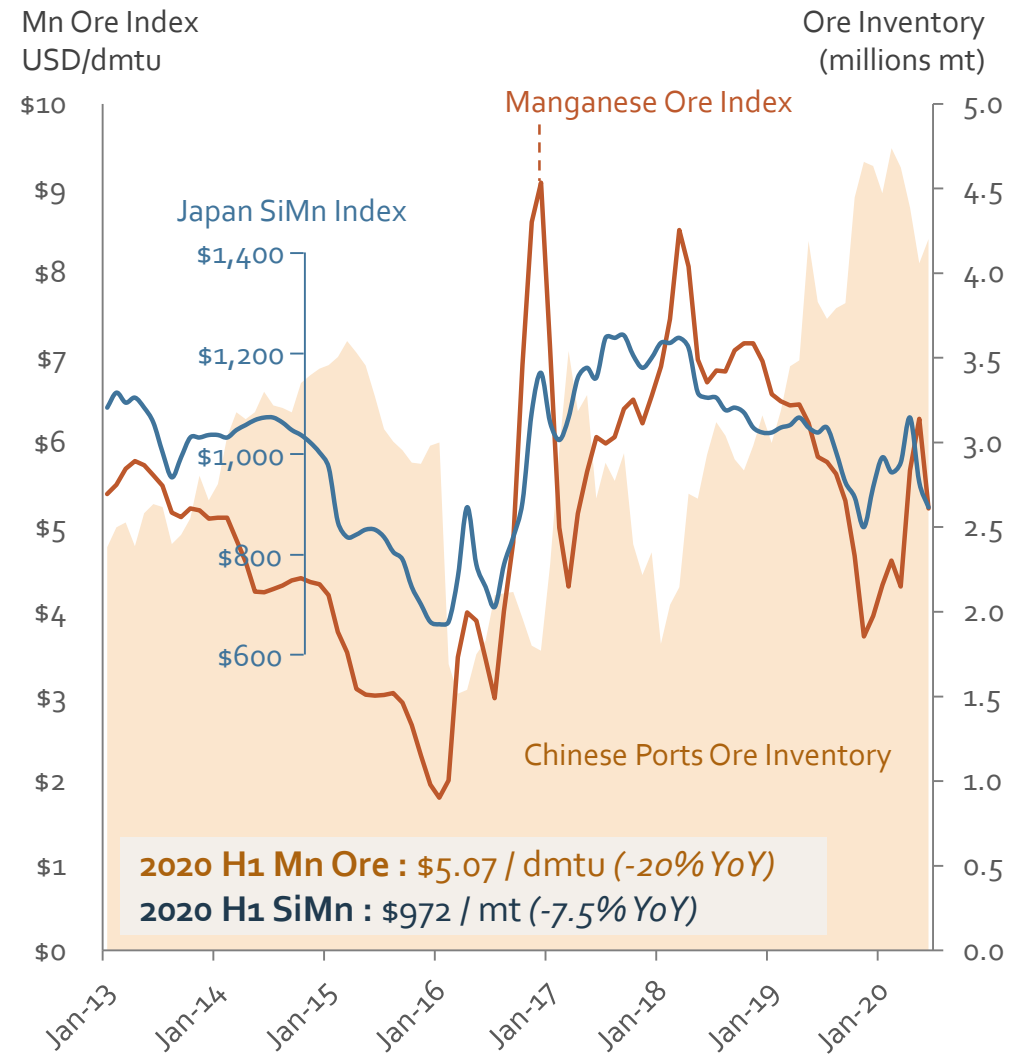
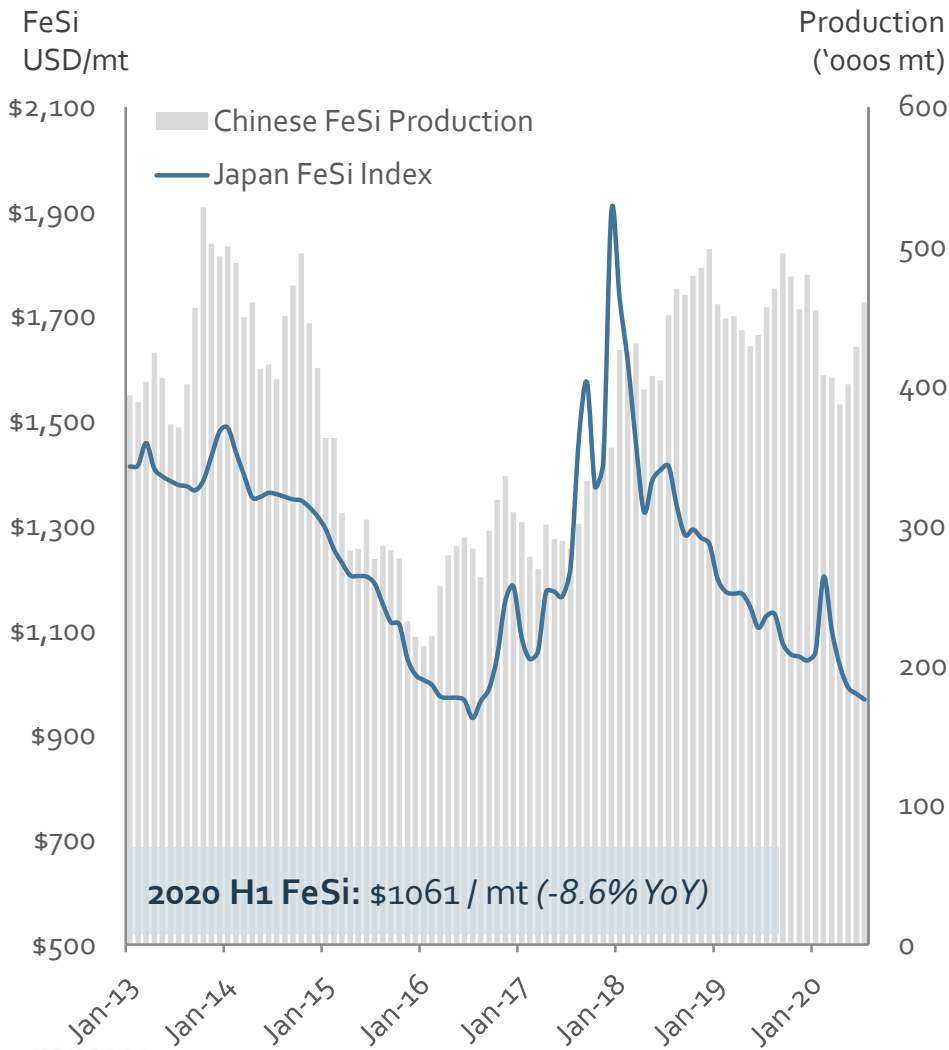
- Tough mining restart with wet season impacting material feed to the processing plants, lowering production volumes
- Sales of 268,941 tonnes in 1H 2020 (372,602 tonnes in 1H 2019)

## Smelting Segments (FeSi and Mn Alloy)

- 13 out of 16 furnaces in operation at the Sarawak smelter plant, extended furnaces maintenance period
- Temporary production suspension at Qinzhou plant in 1H 2020 for a transformer upgrade
- Swift response to depressed market conditions, adjusted production volumes to keep pace with market demand
- Sales of 188,573 tonnes of FeSi and Mn Alloy in 1H 2020 (239,777 tonnes in 1H 2019)

# CHALLENGING PRICE ENVIRONMENT

Weakened demand from COVID-19 and high inventories weighed down prices in H1 2020



Source: Various publications

# COVID-19: EMERGENCE AND RESPONSE

Continue to prioritise the safety and wellbeing of all employees and communities

## Employee Safety

### Rolled out safety preventive measures:

- Increased hygiene standards, sharing best practices with all employees
- Daily temperature screening and disinfection
- Physical distancing at the workplace
- Split-teams / work-from-home where possible
- Travel restrictions / bans where applicable
- Full compliance with all regulations from local jurisdictions (China, Singapore, Australia, Japan)



## Business Continuity

### Supply Chain & Markets

- Additional storage capabilities gives flexibility
- Enhanced trade terms for risk management
- Expand market coverage to make up for lost sales

### Conserving Cash

- Extending maintenance, marginally reduce cash outflows
- Delay / defer capital intensive projects (further expansion of manganese alloy capacity)

### Smelting

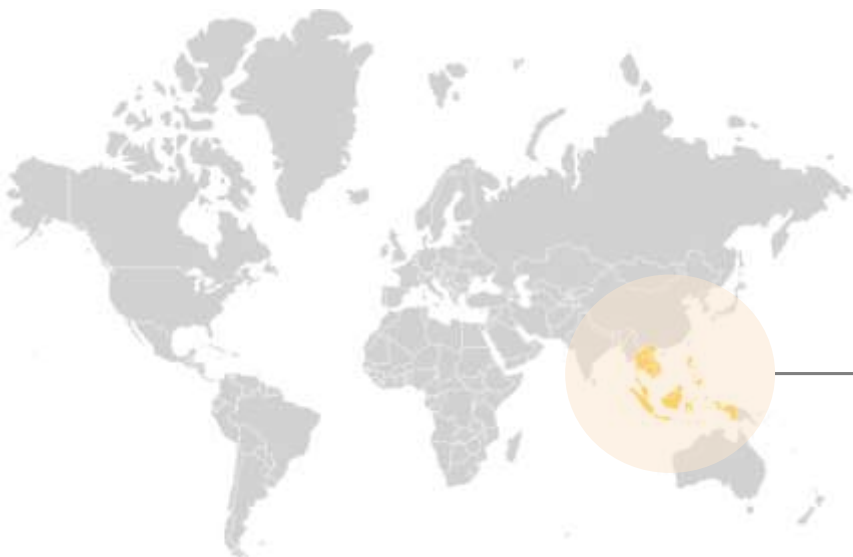
- Extending maintenance period, marginally reduce cash outflows
- Continue to monitor global demand

### Mining

- COVID-19 Management Plan approved by NT government

# GROWTH OF STEEL IN SEA

Steel demand remains positive in the long run



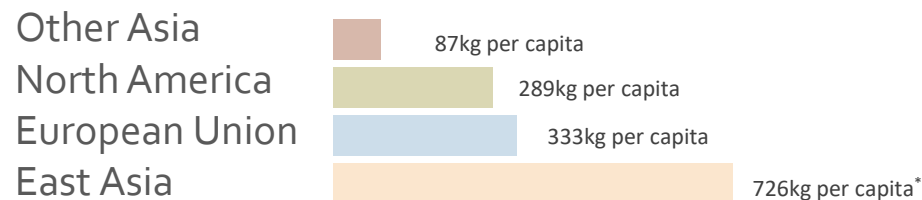
**2.5 billion**

increase in urban  
population by  
2050

**100 million**

people expected  
to migrate into  
cities in the next  
decade

## Steel consumption per capita



## Rapid urbanization in SEA

- Higher standards of living
- Increased demand for steel via infrastructure, transport, and domestic appliances

## Growth of steel

- Expected long term growth prospects in emerging countries within the SEA region spurred by urbanization growth



\*Simple average of the reported figures from WorldSteel association, includes China, Japan, S. Korea and Taiwan  
Source: 2019 World Steel Association, The Straits Time, UN Department of Economic and Social Affairs



# FOCUS AREAS AND TARGETS

Prioritise on key focus areas, position for market recovery post pandemic

## 2H 2020 Focus Areas

### Operational

- Respond flexibly and adjust production volume, keeping pace with market demand
- Hot commissioning of sinter plant
- Plan conversion of idled FeSi furnaces to produce SiMn
- Feasibility studies on metallic silicon
- Develop in house engineering solutions
- MOU to explore offtake with Element 25

### Financial

- Continuous debt repayment and focus on lowering cost of financing
- Refinance Sarawak Project Loan leveraging on the low interest rate environment
- Manage cash reserves to minimize cash outflow
- Balance debt repayments against our policy of paying sustainable dividend to shareholders

## Future Organic Growth



### Dual Listing on Bursa Malaysia

Unlock value with greater access to wide range of Asia focused investors bringing liquidity



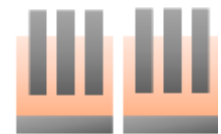
### Raw Material Development

Expand OMH's manganese exposure to extract value across the entire manganese value chain



### Conversion to Metallic Silicon

Investment allocated for the production of metallic silicon. Diversify into aluminium, chemicals, and solar downstream industries



### Expanding Mn Alloy Capacity

Manganese capacity expansion with 2 to 4 33MW-furnaces, expected to generate highest average returns over full cycle







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