



# MARDIE CONSTRUCTION COMMENCEMENT

## **CORPORATE PRESENTATION**

**10 FEBRUARY 2022** 

## **IMPORTANT NOTICES**



#### Not an Offer of Securities

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#### Summary Information Only; Material Assumptions Continue to Apply

This document contains a summary of information about BCI and the Mardie Project's feasibility study that is current as at the date of this document unless otherwise stated, the information in this document is general in nature and does not contain all the information which a prospective investor may require in evaluating a possible investment in BCI or that would be required in a prospectus or a product disclosure statement prepared in accordance with the *Corporations Act* 2001 (Cth) ("Corporations Act") or the securities laws of any other jurisdiction. It should be read solely in conjunction with the information provided to ASX. For further information regarding BCI's feasibility study and subsequent optimisation results, recipients should refer to BCI's ASX announcement titled "Feasibility Study Confirms World Class Opportunity" dated 1 July 2020 and "Mardie Optimisation Results: Increased Production and Improved Economics" dated 21 April 2021. BCI confirms that all material assumptions and technical parameters that underpin the production targets and forecast financial information in those announcements continue to apply (as applicable) and have not materially changed unless otherwise disclosed in this Presentation.

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#### Forward-Looking Statements

This document contains forward-looking statements. These forward-looking statements are based on BCI's current expectations and beliefs concerning future events at the date of this document, and are expressed in good faith for general guide only and should not be relied upon as an indication or guarantee of future performance. BCI believes it has reasonable grounds for making the forward-looking statements. However, forward-looking statements relate to future events and expectations and as such are subject to known and unknown risks, and significant uncertainties and other factors, many of which are outside the control of BCI. Actual results may differ materially from future results expressed or implied by such forward-looking statements. None of BCI, its affiliates or their directors, officers, employees, associates, advisers, agents or contractors makes any representation or warranty (either expressed or implied) as to the accuracy or likelihood of fullment of any future looking statement, or any events or results expressed or implied in any forward looking statement. The forward looking statements in this document reflect views held only as at the date of this document. Other than as required by law, including the ASX Listing Rules, BCI does not undertake or assume any obligation to update or revise any forward-looking statement contained in this document.

#### JORC Code - Mardie Salt and SOP Project

The Mardie Project aims to produce salt and SOP from a seawater resource, which is abundant, inexhaustible, readily accessible and has a known and consistent chemical composition. The Australian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves 2012 Edition ("JORC Code") does not apply to a project of this nature and, accordingly, JORC Ore Reserves and Mineral Resources are not reported.

#### JORC Code - Iron Valley

Reference should be made to BCI announcement dated 12 October 2021 "Iron Valley Mineral Resources and Ore Reserves". BCI confirms it is not aware of any new information or data that materially affects the information included and all material assumptions and technical parameters underpinning the estimates continue to apply and have not materially changed.

#### Risks

An investment in BCI is subject to investment and other known and unknown risks, some of which are beyond the control of BCI.

#### Acceptance

By attending an investor presentation or briefing, or accepting, accessing or viewing this document you acknowledge and agree to the "Important Notices" as set out above.

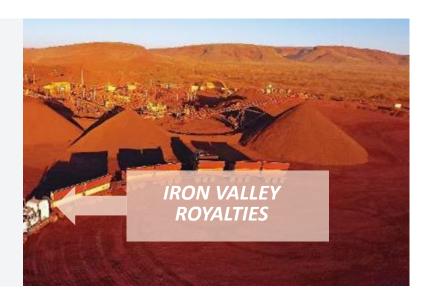
## **OVERVIEW**







~\$495M market cap<sup>1</sup>
~\$334M cash and zero debt<sup>2</sup>



#### **BCI TOP SHAREHOLDERS**

Australian Capital Equity (Wroxby)	39.5%		
Australian Super	14.0%		
Ryder Capital Limited (and related)	9.9%		
Sandon Capital	3.7%		
Top 20 Shareholders	75.4%		
Board & Management	0.6%		
Total number of shareholders	7,769		

#### **BCI SHARE PRICE vs ASX 300**





# **SALT AND POTASH MARKETS**

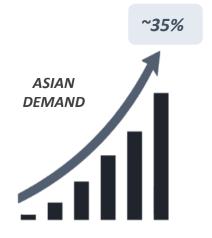
## **SALT AND SOP**



## **Strong growth in Mardie's target markets**

#### **SALT**

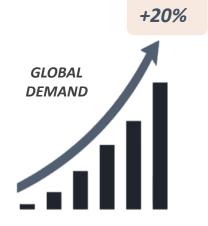
- >10,000 products derived from salt (PVC, alumina, glass, paper, water purification)
- Asian market size of 160Mtpa salt (annual value of US\$6.5B)



>50Mt additional annual demand over next decade<sup>1</sup> – (growing population, requiring more industrial and consumer products)

#### SOP<sup>2</sup>

- Premium fertiliser used on high value crops
- Global market size of ~7Mtpa (annual value of US\$3.5B)

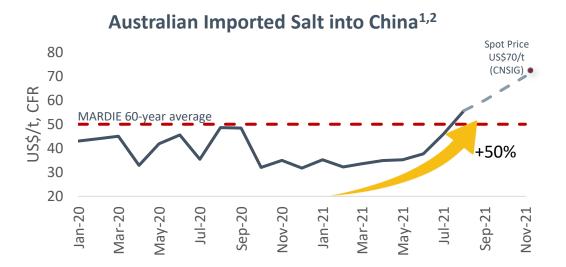


~1Mt additional annual demand over next decade³ – (growing population, changing dietary habits and declining arable land)

## SALT AND SOP PRICE STRENGTH

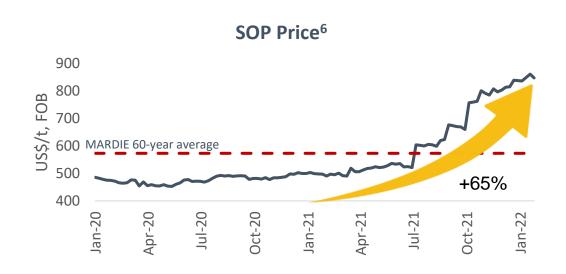


## Salt and SOP prices driven by strong demand and limited new supply



#### **SALT**

- 15-year pricing from ~US\$35/t to ~US\$75/t delivered¹
  in Asia
- Delivered salt price in China has increased by >50% since January 2021<sup>1</sup>
- Mardie forecast (60-year average, \$real): ~US\$50/t CFR³ (A\$55/t FOB)<sup>4,5</sup>



#### SOP

- 10-year pricing from ~US\$450/t to ~US\$900/t NW Europe (FOB)
- SOP (granular) price landed in Australia currently US\$880/t CFR<sup>3</sup>
- Mardie forecast (60-year average, \$real): US\$578/t FOB<sup>5</sup>
   (A\$819/t FOB)<sup>4,5</sup>



# **MARDIE PROJECT**

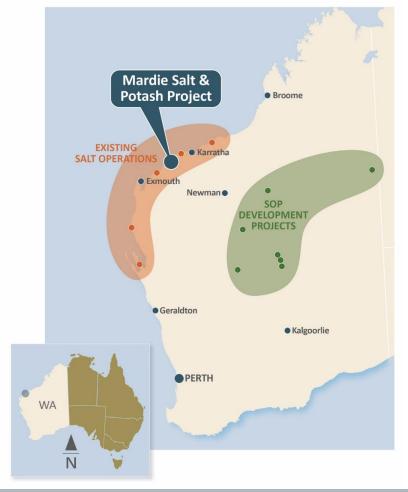
## **AUSTRALIAN SALT & SOP LANDSCAPE**



## Mardie: Ideal location to produce high-purity salt and SOP

- Pilbara has ideal climate to produce high purity salt
  - High temperature, high wind, low rainfall, low humidity
  - Proven salt production region since the 1960's
- Five large WA Solar Salt Operations (11-13Mtpa¹)
  - Controlled by Rio Tinto and Mitsui
  - No new large Australian salt project in 20 years
- SOP production in Australia in its infancy<sup>2</sup>:
  - Other projects all based on inland lake brines and >700km by road transport to third party ports
- Mardie Salt and SOP Project:
  - Only Australian project with commercial salt and SOP from seawater

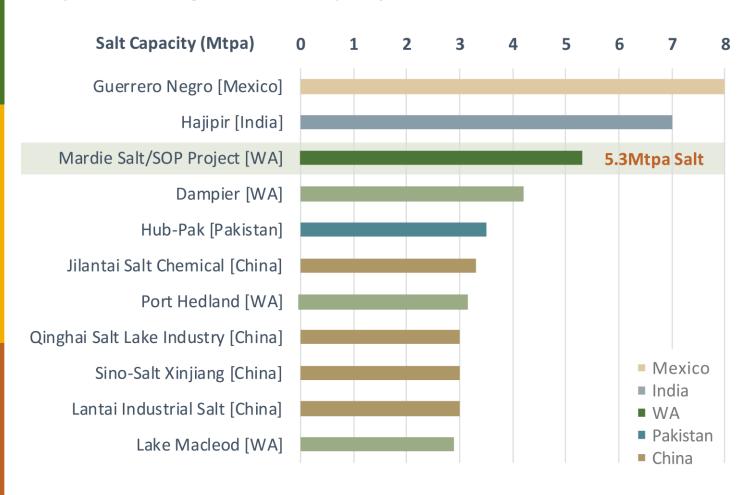
#### Western Australia – Salt and SOP Projects



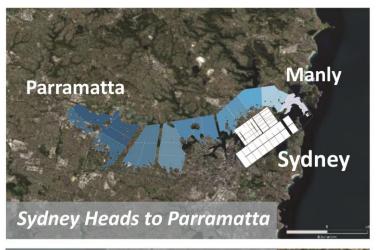
## MARDIE SCALE WILL BE GLOBALLY SIGNIFICANT



## Top 3 Scale global salt project<sup>1</sup>



#### PROJECT FOOTPRINT VS SYDNEY/PERTH

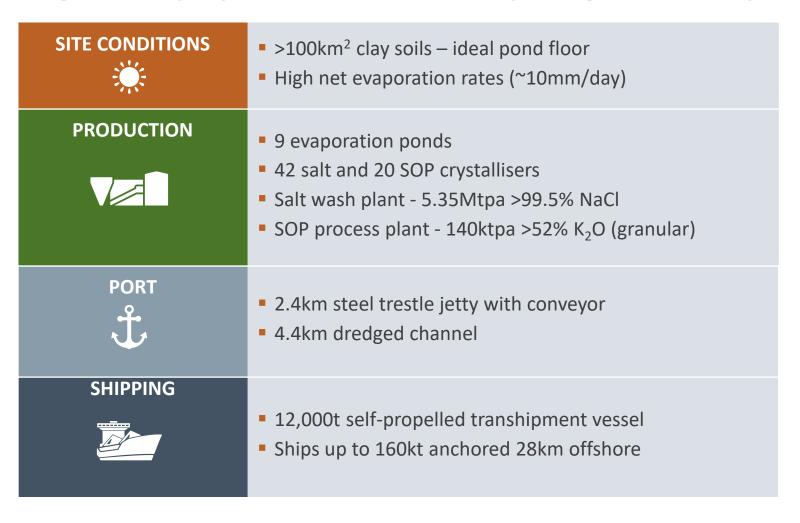


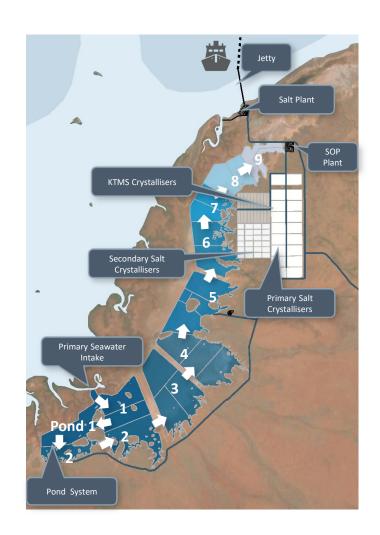


## **MARDIE PROJECT DESIGN**



## Largest salt project in Australia – fully integrated with port





## **EARLY CONSTRUCTION PROGRESS**



## >\$60M of enabling construction works in last 12-months to de-risk Project





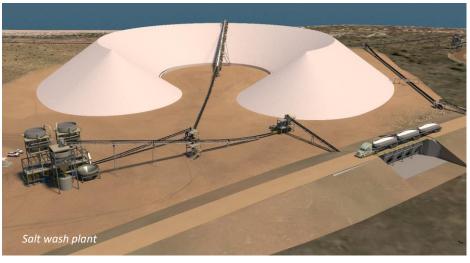


# TENDERS TO TOTAL ~\$500M IN FY22



## >60% of capital cost to be delivered via fixed price contracting model<sup>1</sup>





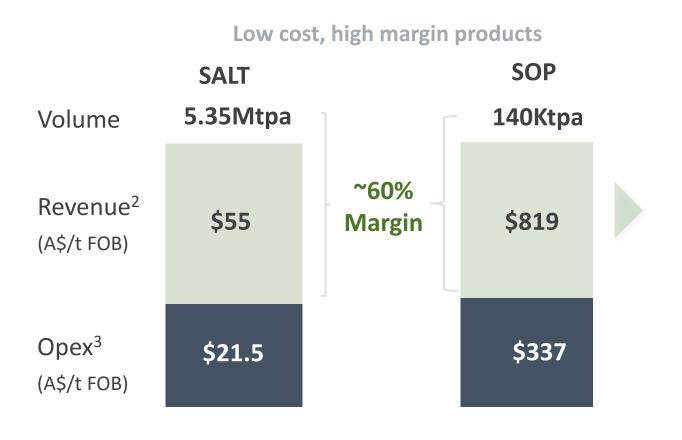




## STRONG FINANCIAL METRICS



## Annuity-style cash flow >60 years<sup>1</sup> with material upside



Long life, annuity style cash flow

#### FINANCIALS<sup>4</sup>

NPV: ~\$1.6B

EBITDA: \$256Mpa (Salt 72%; SOP 28%)

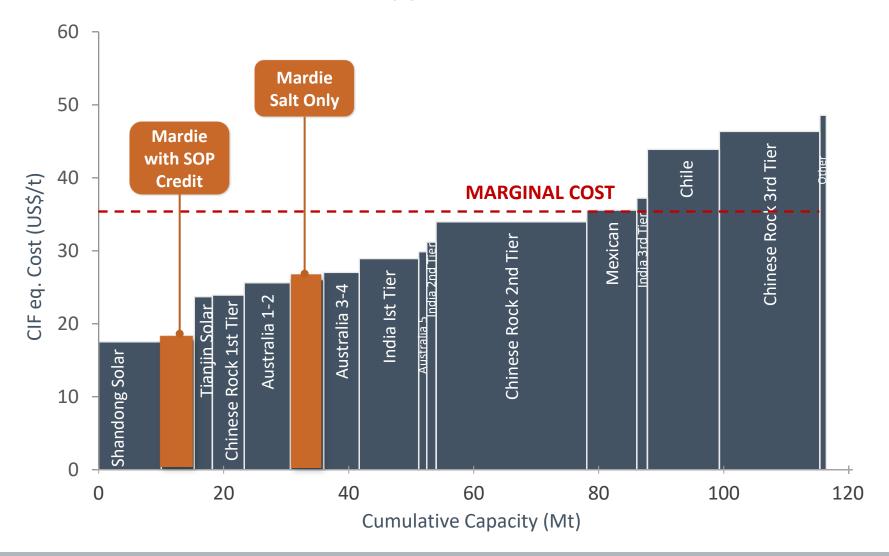
• 60-year cumulative cashflow: >\$13B

Capex: A\$954M<sup>5</sup> (real)

## SALT COST CURVE – CONTESTABLE MARKET



## Mardie will be a low-cost supplier of salt into contestable<sup>1</sup> Asian market



- Mexican solar salt and Chinese rock salt the marginal cost suppliers to most Asian markets (~US\$35/t)
- Mardie will be cost competitive with all Australian salt operations<sup>2</sup>
- When SOP margin treated as a by-product credit, Mardie becomes one of the lowest cost salt producers

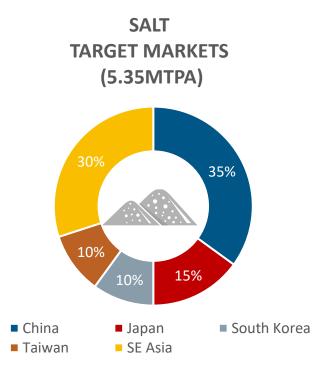
## SALT AND SOP MARKET STRATEGIES



## Strong customer interest – MOUs to be converted to offtake contracts

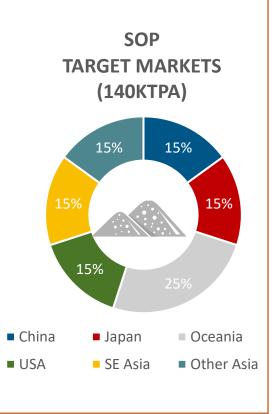
#### **SALT**

- 2-year contracts typical; price settlements with individual customers – no published benchmark
- Buyers include Asian trading houses and chloralkalai producers
- 16 non-binding MOUs and 2 non-binding termsheets covering >100% of first 3 years' salt production



#### SOP

- 2-5-year tonnage contracts with 1-2-year pricing typical – European published reference pricing
- Buyers include compound and bulk fertiliser producers and distributors
- 2 non-binding MOUs and 1 non-binding termsheet covering >100% of first 3 years' SOP production

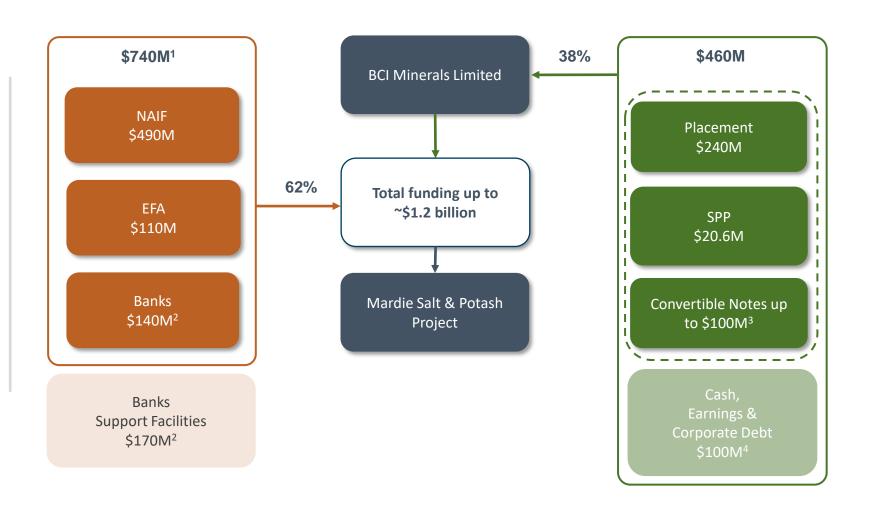


## **FUNDING FOR DEVELOPMENT AND RAMP-UP**



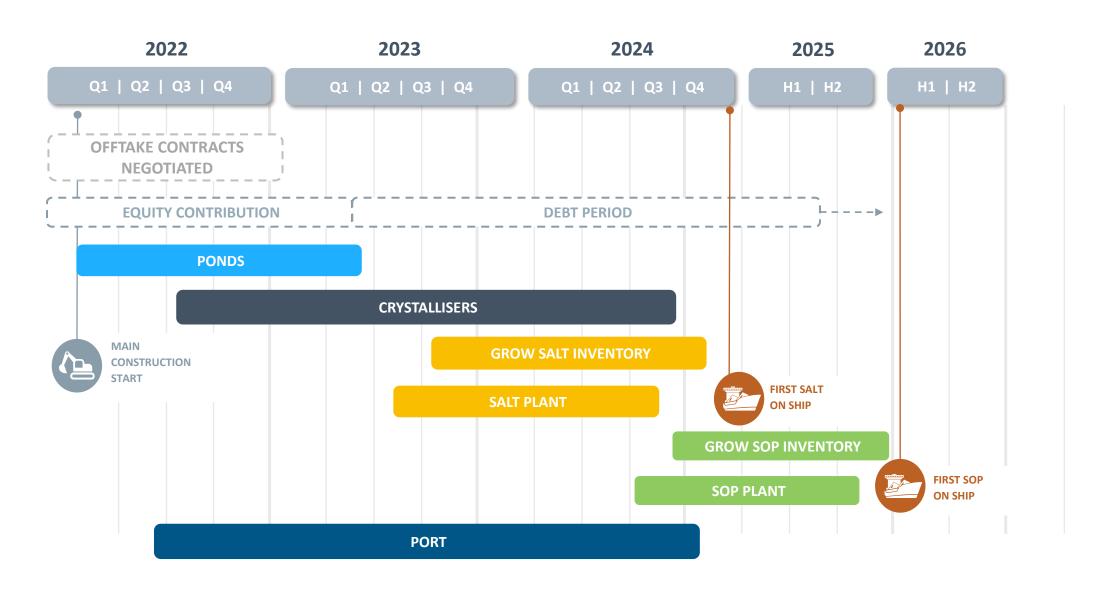
## **Debt and equity funding secured**

- \$740M of Mardie Project debt<sup>1</sup> secured; includes \$600M Government funding support (NAIF & EFA)
- \$360M equity raised in November; includes provision of up to \$100M in convertible notes



## **PROJECT SCHEDULE**





## POSITIVE STAKEHOLDER AND APPROVAL PROGRESS BCI MINERALS

## Native title agreements in place; Approvals and tenure near complete

#### **GOVERNMENT**



- ✓ NAIF loan of \$490M approved¹ largest in WA
- ✓ EFA loan of \$110M approved¹

#### **ENVIRONMENT**



- ✓ State and Federal Government approve project implementation¹
- Secondary approvals targeted by mid-February
- Approvals for optimisation and expansion footprint during 2022

#### **NATIVE TITLE & HERITAGE**



- ✓ Key Native Title agreements in place
- ✓ Port Indigenous Land Use Agreement (ILUA) finalised

#### **TENURE**



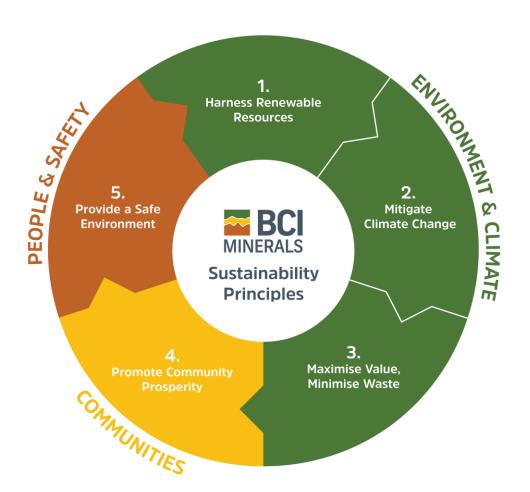
- ✓ Gas pipeline and pastoral access agreements executed
- ✓ Mining leases granted¹
- Port reserve and port leases underway



## **SUSTAINABILITY FOCUS**



## An environmentally friendly multi-generational project



- Inexhaustible seawater resource
- 99% solar and wind energy¹
- Target >50% renewables within 5-years
- SOP fertiliser from salt waste
- No mine pits, no waste dumps, no dewatering
- Pilbara office; local & indigenous focus
- 500 construction, 220 operations jobs
- Taxes & royalties >\$9Bn<sup>2</sup>
- >6-years LTI free workplace
- Strong employee safety and wellbeing initiatives

## MARDIE WILL BECOME A TIER ONE PROJECT



## Large scale, low-cost and long operating life



## ROBUST MARKETS; QUALITY PRODUCTS

- High purity salt (>99.5% NaCl)
- Premium SOP fertiliser
   (>52% K<sub>2</sub>O)
- Strong growth in Asian salt and global SOP markets
- Robust Salt & SOP price increases during 2021



## LARGE SCALE; MULTI-GENERATIONAL

- Largest Australian salt project
- 3rd largest globally
- 60+ year life<sup>1</sup>
- Expansion potential



#### **SUSTAINABLE**

- 60+ year life<sup>1</sup>
- Seawater is an inexhaustible resource
- 99% of energy from wind and sun<sup>2</sup>
- Secondary processing of waste brines to produce SOP



#### LOW COST; STRONG CASHFLOWS

- Lowest quartile salt operating cost (incl. SOP credits)
- Ability to ship large vessels provides cost advantage
- ~\$13B cashflow³ over
   60 years¹
- Long term annuity of ~\$250Mpa EBITDA



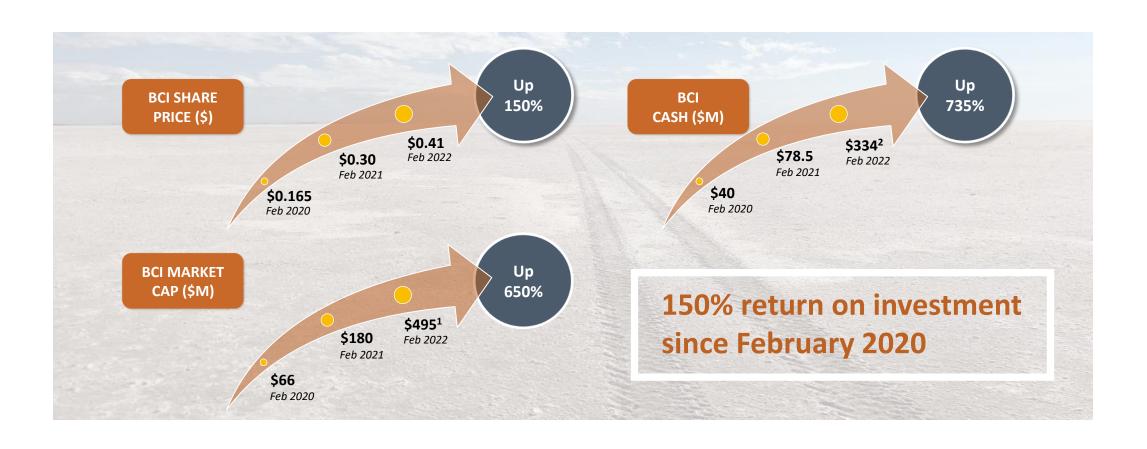
## STRONG STAKEHOLDER SUPPORT

- \$360M successful capital raising
- Strong support from cornerstone investors Wroxby, AustralianSuper and Ryder
- \$600M Government funding via NAIF, EFA<sup>4</sup>
- \$310M Green<sup>5</sup>
   Commercial Facilities

## **BCI INVESTMENT CASE**



## **Steady Capital Growth; Significant Mardie upside potential**





# **APPENDICES**

## FUNDING PROVIDED BY IRON ORE VALLEY ROYALTY BCIMINERALS



## Royalty payments provide funding support for Mardie construction

- Quarterly royalty earnings from operating agreement with Mineral Resources Ltd (ASX: MIN)
- Iron Valley royalty earnings forecast to provide additional funding to first Project debt drawdown 1H 2023
- 68Mt Reserves<sup>1</sup>; Potential mine life of ~10 years
- Since first production in 2014:
  - BCI received revenue: \$500M
  - BCI received EBITDA: \$160M
  - Average 6.3Mtpa shipped
  - 55% lump ore; 59% Fe average
- Record BCI EBITDA of \$69.5M in FY21
- EBITDA of \$5.3M in 1H FY22
  - Lower iron ore prices and higher discounts for lower grade ores

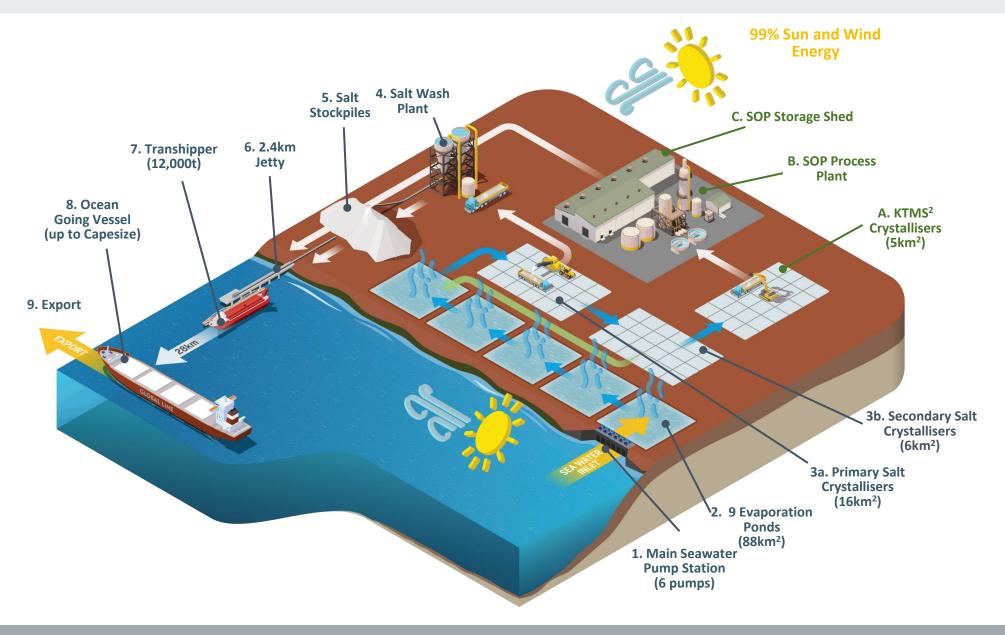


#### **KEY IRON VALLEY PARAMETERS DETERMINING EBITDA**

Annual EBITDA (A\$M)		Iron Ore Price (CFR 62% Fe, US\$/dmt)					
		60	80	100	120	140	
Tonnes Shipped (Mt, wet)	5.0	3	5	10	18	34	
	5.5	3	6	11	20	38	
	6.0	3	6	12	22	41	
	6.5	3	7	13	24	45	
	7.0	4	7	14	25	48	

# MARDIE PRODUCTION PROCESS<sup>1</sup>





## **BCI BOARD OF DIRECTORS**



## Brian O'Donnell NON-EXECUTIVE CHAIRMAN



- Banking and investment background
- Director, Finance and Investments -Australian Capital Equity (ACE)
- Numerous current and previous board positions on ASX-listed and private companies

## Richard Court NON-EXECUTIVE DIRECTOR



- Commercial & Political background
- Former Ambassador to Japan;
   Premier and Treasurer of Western
   Australia
- Former Chair of GRD Minproc, Chair of Iron Ore Holdings, Chair of National Hire

## Susan Park COMPANY SECRETARY



- Commerce and accounting background
- 25 years' experience in the corporate finance industry
- Extensive experience in Company Secretarial roles

## Alwyn Vorster MANAGING DIRECTOR



- Geology, Mineral Economics, MBA
- Kumba; Rio Tinto; Iron Ore Holdings
- Geology; Mining; Marketing, Business Development and various CEO roles

## Garret Dixon NON-EXECUTIVE DIRECTOR



- Civil engineering background
- Senior contracting roles (HWE; Mitchell Corp; Watpac - NED)
- Executive Vice Pres Alcoa Corp
- Chair of BCI Project Review Cmte

## Michael Blakiston NON-EXECUTIVE DIRECTOR



- Legal and mining business background
- Partner in Gilbert + Tobin's Energy + Resources group
- Chair BCI Audit & Risk Cmte and Chair BCI Equity Cmte

## Chris Salisbury NON-EXECUTIVE DIRECTOR



- Numerous operational and strategic roles in Rio Tinto (30years)
- Rio Tinto Chief Executive Iron
   Ore including responsibility for
   Rio's salt business
- Chair of BCI Sustainability Cmte

## BCI EXECUTIVE TEAM / KEY PROJECT PERSONNEL



## Alwyn Vorster MANAGING DIRECTOR



- Geology, Mining and MBA degrees
- Kumba; Rio Tinto; Iron Ore Holdings
- Geology; Mining; Marketing; Feasibilities; Corporate Development

## Kerryl Bradshaw CHIEF FINANCIAL OFFICER



- Chartered Accountant
- Microsoft Energy Industry, Advisian, Rio Tinto, Standard Bank, EY
- Finance; Commercial;Technology; Business Improvement

## Sam Bennett PROJECT DIRECTOR



- Civil engineering degree
- Fortescue; Roy Hill; WSP
- Construction

## Kim Boekeman HEAD OF PEOPLE AND CULTURE



- Bachelor of Arts, Masters in Industrial Relations and MBA
- Assala Energy, British Petroleum, ANZ Bank
- Workforce Attraction, Retention and Cultural Transformation

## Jim Cooper GENERAL MANAGER OPERATIONS



- Management Diplomas
- GM Dampier Salt (Rio Tinto); GM Hope Downs (Rio Tinto); GM Boddington (Newmont)
- Operations; Salt Marketing; Health & Safety

## Angela Glover HEAD OF CORPORATE AFFAIRS



- Metallurgy degree
- BBI Group, Atlas, Alcan Gove
- Heritage; Approvals, License to Operate; Government Relations, Sustainability

## Stephanie Majteles GENERAL COUNSEL/JOINT COMPANY SECRETARY



- Law degree
- Freehills; Rio Tinto
- Tenure; Approvals; Corporate

#### **DEVELOPMENT TEAM:**

#### John Sofield (GM Project Engineering)

■ Ex Fortescue Future Industries, BHP, OZ Minerals

#### Phil Alcock (GM Landside)

Ex Roy Hill , Orica

#### Rob Ernst Jr. (GM Marine)

Ex BBI Group – Manager of Port and Marine

#### Xavier Coetzee (GM Project Commercial)

Ex Roy Hill, Covalent Lithium – Procurement Management

#### **Bret Davies (Manager Project Controls)**

Ex Fortescue Metals Group, Flour Australia

#### **MARKETING TEAM:**

#### Matthew Gurr (Manager)

Ex Rio Tinto - Korea Manager

#### Takashi Kawada (East Asia – Singapore based)

Ex Dampier Salt - GM Marketing

#### Kevin Yu (China – Beijing based)

Ex Cliffs - China Country Manager; Rio Tinto

#### **Trevor Larbey - Logistics**

■ Ex Rio Tinto Marine – 35 years shipping