

# Developing the Multi-Generational Mardie Salt and SOP Project

**Corporate Presentation** 

6 August 2020

ASX:BCI

www.bciminerals.com.au

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BCI has reasonable grounds to believe the required levels of equity and debt can be secured to fund the Project's development, however there are no certainties this will be achieved.

#### JORC Code

The Mardie Salt and Potash 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.

#### 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.

# **The BCI Opportunity**



# Developing a Tier 1 salt and SOP<sup>1</sup> project supported by iron ore royalties



# Why 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 with an annual value of US\$6.5Bn
- 55Mtpa growth<sup>1</sup> (30%) over next decade driven by increasing population requiring more industrial and consumer products

## SOP

- Premium fertiliser used on high value crops
- Global market size of 7Mtpa with annual value of US\$3.5Bn
- >1Mtpa growth<sup>2</sup> (18%) over next decade driven by growing population, changing dietary habits and declining arable land

# **Mardie Project DFS<sup>1</sup> Summary**



## Tier 1 scale, cost and operating life



#### The DFS Summary and the DFS presentation are available on the BCI website (www.bciminerals.com.au)

# Large Scale Salt Project



## Top tier global solar salt project<sup>1</sup>



# **Project footprint vs Sydney/Perth**







# Annual revenues similar to well-known operations, however Mardie has much higher life of mine (LOM) revenues



<sup>1</sup>Thunderbox – FY20 production of 185koz (ASX: 21-Jul-20) multiplied by gold price of US\$1,750/oz. Forrestania – FY20 production of 20.9kt (ASX: 24-Jul-20) multiplied by nickel price of US\$12,500/t. Northparkes – FY20 production guidance of 33.1kt Cu and 28.1koz Au (Capital IQ) multiplied by copper price of US\$6,000/t and gold price of US\$1,750/oz; Pilgangoora – stage 1 capacity of 330ktpa and stage 2 capacity of an additional 500ktpa (ASX: 17-Jun-20) each multiplied by spodumene price of US\$450/t

<sup>2</sup>Annual revenue per footnote 1 multiplied by mine life as reported or as calculated by dividing Ore Reserves by FY20 production: Mardie – 60 years; Thunderbox – 9 years (ASX: 4-Aug-20); Forrestania – 4 years (ASX: 24-Jul-20); Northparkes – 22 years (Capital IQ) – Pilgangoora – 23 years for stage 2 (ASX: 17-Jun-20)

# 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 (12-13Mtpa)
  - Controlled by Rio Tinto and Mitsui
  - No new large Australian salt project in 20 years
- No current **SOP** production in Australia:
  - Other development projects all based on inland lake brines and >800km road transport to third party ports
- Mardie Salt and SOP Project:
  - Largest solar salt project in Australia
  - Only Australian project with commercial salt and SOP from seawater



#### Western Australia – Salt and SOP Projects

# **Mardie Project Overview**



## 100% owned salt and SOP development opportunity

	<ul> <li>100km<sup>2</sup> clay soils – ideal to retain water</li> <li>High net evaporation rates (~10mm/day)</li> </ul>
PRODUCTION	<ul><li>9 evaporation ponds</li><li>34 salt and 18 SOP crystallisers</li></ul>
	<ul> <li>Salt wash plant producing 4.4Mtpa salt</li> <li>&gt;99.5% NaCl</li> </ul>
	<ul> <li>SOP process plant producing 120ktpa SOP &gt;52% K<sub>2</sub>O (granular)</li> </ul>
PORT	<ul> <li>2.3km steel trestle jetty with conveyor</li> </ul>
	<ul> <li>Ship loader to transfer salt and SOP</li> </ul>
	<ul> <li>4.5km dredged channel</li> </ul>
SHIPPING	<ul> <li>10,000t transhipment vessel</li> </ul>
	<ul> <li>Handymax, Panamax and Capesize vessels</li> <li>28km offshore</li> </ul>



# **Mardie – Plants and Port Infrastructure**







SALT WASH PLANT





PORT

# **Attractive Financials**



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## **DFS delivered strong outcomes for key financial metrics**



# Salt Cost Curve<sup>1</sup> – Contestable Market<sup>2</sup>



## Mardie will be a low cost supplier of salt into Asia



- Mexican solar salt and Chinese rock salt the marginal cost suppliers to most Asian markets (~US\$33/t)
- Mardie will be cost competitive with all Australian salt operations
- When SOP margin treated as a by-product credit, Mardie becomes one of the lowest cost salt producers

# **Approvals & Tenure Well Defined**



## Native title arrangements in place, approvals and tenure on track for early 2021



# **Strong Customer Support for Mardie**



## **MOUs covering a significant proportion of initial sales**

- 13 Salt non-binding MOUs signed throughout Asia covering >100% of first 3 years
- 2 SOP non-binding MOUs signed covering >75% of first 5 years
- Convert MOUs to binding offtake agreements during 2020/2021



Support from Japan, China, Malaysia and others







# **Funding Strategy Advanced**



# Positive engagement from NAIF and Banks on potential debt financing

- Base case is a conventional funding model of debt (65%) and equity (35%)
- Secure debt commitments by end 2020
- NAIF<sup>1</sup>: Formal DD phase; positive negotiations for potential long tenor facility
- Banks: Term sheet negotiations with multiple Australian and international banks
- Equity: Corporate level investment preferred; merits of project level investment to be considered





Major Project Status	Application for grant of "Major Project Status" from Federal Government in advanced stage	Dur Reference: 59-101551
Lead Agency	WA Dept Jobs, Tourism, Science and Innovation (DJTSI) appointed as Lead Agency to facilitate approvals and tenure	Mr Alwyn Vorster Managing Director BCI Minerals Limited GPO Box 2811 WEST PERTH WA 6872 Dear Mr. Vorster I refer to your letter of 11 March 2019 and am pleased to advise that I have approved the Mardie Salt and Potash Project for Lead Agency service by the Department of Jobs, Tourism, Science and Innovation.
Port Tenure	WA Minister for Ports support for new port at Cape Preston West. Pilbara Ports Authority (PPA) coordinating establishment of tenure and leases	Hon Alannah MacTiernan MLC Minister for Regional Development; Agriculture and Food; Ports; Minister Assisting the Minister for State Development, Jobs and Trade
Funding	Discussions progressing with Northern Australia Infrastructure Facility (NAIF) for provision of Mardie debt funding	Mr Michael Klvac General Manager Corporate Affairs BCI Minerals Limited GPO Box 2811 WEST PERTH WA 6872 Dear Mr Klvac <b>MARDIE SALT PROJECT AND PORT PROPOSAL</b> Thank you for your recent presentation on the Mardie Salt Project and the proposed development of a port at Mardie to facilitate exports of salt and potash.

# Long Term Stakeholder and Public Benefits





# **Indicative Project Schedule**



## Next Steps: FEED, approvals, funding, ongoing site trials and early works



# **Iron Valley Mine**



## **Strong royalty payments to BCI**

- Quarterly royalty earnings from operating agreement with Mineral Resources Ltd
- 6-8Mtpa production; 89Mt Reserves<sup>1</sup>
- Potential mine life of ~11 years
- 50% lump ore; 59% Fe average
- Since first production in 2014:
  - BCI revenue: \$290M
  - BCI EBITDA: \$75M
- FY20<sup>2</sup>:
  - BCI revenue: \$81M
  - BCI EBITDA: \$23M





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Reward Minerals (RWD)

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Crystal Peak (CPM-T)

## Market valuation appears low relative to developer peers



#### **ENTERPRISE VALUE (EV)** SELECTED SOP AND OTHER DEVELOPERS<sup>1,2</sup>

#### **EV/ANNUAL SOP PRODUCTION SOP DEVELOPERS<sup>1,3</sup>**

<sup>1</sup>Company reports and market data as at 5 August 2020 <sup>2</sup>Excludes precious metals, base metals and lithium developers <sup>3</sup>Calculated as enterprise value (EV) divided by annual SOP production. Mardie's salt and SOP production is converted to an SOP equivalent of 460ktpa SOP

# Why Invest in BCI?



Developing a Tier 1 salt and SOP project supported by iron ore royalties





### **Capital Structure**

Ordinary Shares	399M
Share Price (5-Aug-20)	\$0.20
Market Capitalisation	\$79.8M
Cash (30-Jun-20) <sup>1</sup>	\$41.5M
Debt (30-Jun-20) <sup>1</sup>	Nil
Enterprise Value	\$38.3M



### **Shareholders**

Australian Capital Equity	29.2%
Sandon Capital	5.7%
Top 20 Shareholders	~57%
Number of Shareholders	~6,200

# **Strong Board and Management**



MANAGEMEN

### BOARD

#### 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

#### **Alwyn Vorster** MANAGING DIRECTOR



- ➢ Geology, Mining and MBA degrees
- > Kumba: Rio Tinto: Iron Ore Holdings
- > Mining: Marketing: Feasibilities: **Business Development**

#### **Tony Chamberlain PROJECT DIRECTOR**



Simon Hodge

CHIFF FINANCIAL OFFICER

- > Chemistry/Metallurgy degrees (PhD)
- ➢ WMC; BHP; Vimy
- > Feasibility studies. Construction. Operations

#### Jennifer Bloom NON-FXFCUTIVE DIRECTOR



- > Governance, approvals and business background
- > Senior positions in both the private and public sector
- Chair BCI Rem & Nom Cmte

#### **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

#### Michael Klvac **GENERAL MANAGER – SUSTAINABILITY**

- Science and Economics degrees
- ➢ Rio Tinto; BHP; Iron Ore Holdings
- > Environment; Native Title, Tenure and Stakeholder management

#### **Stephanie Maiteles GENERAL COUNSEL**



banking

## ➢ Finance degree

- > JP Morgan: Povnton: Quickflix
- > Corporate finance; Investment

## Law degree

- > Freehills; Rio Tinto
- Energy & Resources, Project Development, Corporate & Commercial



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