

Building a leading independent cobalt and nickel company

Q3 2021 RESULTS CALL

Friday 29 October 2021 (Australia)



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Certain financial measures included in this presentation are 'non-IFRS financial information' under ASIC Regulatory Guide 230: 'Disclosing non-IFRS financial information' and also 'non-GAAP financial measures' within the meaning of Regulation G under the U.S. Securities Exchange Act of 1934, as amended and are not recognised under Australian Accounting Standards ("AAS") and International Financial Reporting Standards ("IFRS"). Non-IFRS financial information/non-GAAP financial measures do not have a standardised meaning prescribed by AAS or IFRS and may therefore not be comparable to similarly titled measures presented by other entities and should not be construed as an alternative to other financial measures determined in accordance with AAS or IFRS.

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All dollar values are in United States dollars (US\$) or Australian dollars (A\$) and financial data is presented as at 30 September 2021 unless stated otherwise. A number of figures, amounts, percentages estimates, calculations of value and other fractions used in this presentation are subject to the effect of rounding.



2. Jervois Finland

3. Jervois USA (ICO), Jervois Brazil (SMP) and Corporate

# Q3 2021 Highlights

Acquisition of Freeport Cobalt effective start September 2021 and underpinned by US\$235 million equity raise

Idaho Cobalt Operations (ICO) **Corporate:** financial strength Jervois Finland: a global leader in the cobalt industry / São Miguel Paulista (SMP): and flexibility advancing to operations **US\$192** million acquisition US\$100 million ICO ICO fully funded – of Freeport Cobalt (now senior secured bond (undrawn)<sup>3</sup> construction advancing Jervois Finland)<sup>1</sup> Q3 proforma EBITDA US\$6.8 15 October first blast of west **US**\$75 million Mercuria standby million (post-acquistion EBITDA portal marked commencement of working capital facility (undrawn)<sup>4</sup> US\$1.6 million)<sup>2</sup> ICO underground works YTD proforma EBITDA US\$15.0 **Expansion of SMP Bankable** Cash balance at end September million; proforma full year **Feasibility Study to focus** US\$31.2 million (excluding on conversion of nickel conc. **EBITDA** guidance remains escrowed ICO bond accounts)<sup>5</sup> >=US\$20.0 million<sup>2</sup> to sulphate

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Notes: 1)US\$192 million is subject to post closing adjustments and excludes cash, See ASX announcements dated 27 July 2021 and 2 September 2021; US\$235 million represents A\$313 million translated at planning FX rate of AUD:USD0.75; 2) See Slide 20 for information on the basis of preparation for the financial information included in this presentation; 3) See ASX announcement dated 5 July 2021; 4) See ASX announcement dated 29 October 2021 5) A\$43.3 million excluding escrowed ICO bond accounts classified as restricted cash (FX rate: AUD:USD 0.721).



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### **Sales performance**

Price momentum and resilient demand are the key drivers of Jervois Finland sales performance

### Sales and marketing

- Proforma third quarter revenue US\$76.9m and sales volumes 1,415 tonnes strongest quarter of the year to date due to cobalt price momentum and strong sales volumes<sup>2</sup>
- Proforma year to date revenue US\$199.7m and sales volumes 3,983 tonnes (year to date production 4,196 tonnes)<sup>2</sup>
- Continuing to harvest benefits of a portfolio characterised by diversification and long-term relationships with high-quality customers
  across key markets of Europe, United States and Japan



### Market outlook

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### Positive outlook for key market segments

Source: Company Information

Chemicals, Catalysts & Ceramics	<ul> <li>Consumption strong in chemicals segments, 2022 forecast +5% growth versus 2021; robust outlook for price premiums</li> <li>Improving outlook in catalyst segment after delayed catalyst changeouts and softer consumption in refinery catalysts in 2021. Catalyst recycle business stable</li> <li>Pigment production recovering from slowdown in parallel with ceramic tile production growth; strong outlook for 2022 with key accounts signaling growth in cobalt oxide requirements</li> </ul>	Pigments	Catalysts
Powder Metallurgy	<ul> <li>Aerospace recovery has commenced; pace of automotive recovery less certain due to lack of semiconductors which continues to impact the sector</li> <li>Mining and associated service providers experienced strong growth associated with robust commodity environment</li> <li>Across Jervois's global sales book into powder metallurgy, modest growth expected in 2022 matched to pace of recovery in end-use markets</li> </ul>	Hard metal tools	Diamond tools
Batteries	<ul> <li>Demand for electric vehicle batteries continues to expand; demand growth for cobalt chemicals resilient in context of evolving battery cathode chemistries</li> <li>Lithium ion battery prices impacted by rising commodity and component costs</li> <li>Cobalt sulphate producers pursuing premium to account for increases to increased feed stock costs, and offset production and freight cost inflation</li> </ul>	Bat	teries



# **Financial performance**

Solid first month operating performance with Q3 EBITDA US\$6.8m (September EBITDA<sup>1</sup> of US\$1.6m)



### Solid first month under Jervois ownership

- Revenue performance strengthening in line with higher cobalt prices (prices above US\$27/lb late October)
- Cobalt hydroxide (feedstock) pricing stable at historically high levels; key focus is on managing supply chain risks
- Operating cost pressures emerging (e.g. chemicals)
- September EBITDA US\$1.6m adversely impacted by rising cobalt price environment
  - Immediate impact to feedstock costs, where pricing of supply contracts are marked-to-market
  - Corresponding revenue benefit of higher prices lags by 1-2 months
- Full year 2021 proforma EBITDA guidance =>US\$20m (assumes Fastmarkets Metal Bulletin SG price ~\$25/lb for Q4 21)
- Integration advancing systems and SAP to be deployed globally (US\$5m capex approved for next 12 months)

Notes: 1) See Slide 20 for information on the basis of preparation for the financial information included above. EBITDA is a non-IFRS /non-GAAP financial measure. EBITDA is presented as net income after adding back tax, intere depreciation and extraordinary items.

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### Working capital overview

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Cobalt price movement a key driver of working capital

	December 2020	September 2021
Cobalt price at end qtr (actual, US\$/lb) <sup>1</sup>	15.3	25.8
Trade accounts receivable (US\$m)	18	27
Product inventory (US\$m)	57	90
Other inventory (US\$m)	8	7
Accounts payable (US\$m)	(20)	(33)
Other (net) (US\$m)	3	3
Net Working Capital	66	94
Cobalt inventories at quarter end (tonnes)	1,535	1,678
Last 12 months sales volume (tonnes) <sup>2</sup>	5,436	5,497
Inventory cover (days)	103	111

# Rising price environment key driver of higher working capital

- Diverse and specialized products supply chain length and proximity to customers key drivers of inventory footprint
- Inventory management underpins pricing model and sales book quality
- Customer payment terms structured to maximise long-term commercial value (high premia products)
- Cobalt price movements materially impact inventory value and changes to working capital
- c.US\$10/lb increase of cobalt prices key driver of c.US\$28m increase in working capital YTD

# Working capital facility with Mercuria provides flexibility

- Agreement to borrow up to US\$75m secured against Jervois Finland assets
- Headroom to fund working capital in a higher price environment

### **ESG** orientated growth

Jervois Finland a leader in all aspects of ESG

Leader in responsible sourcing	Focus on carbon footprint reduction	R&D capability underpins ESG effort
<ul> <li>First cobalt chemical producer to achieve RMI's Conformant Downstream Facility</li> </ul>	<ul> <li>Operational focus on energy efficiency, water conservation and waste reduction</li> </ul>	<ul> <li>Majority of R&amp;D projects aim to increase contributions to circular economy</li> </ul>
<ul> <li>status</li> <li>Conformance with OECD Due Diligence</li> </ul>	<ul> <li>2022 Climate Action Strategy to target carbon footprint reduction</li> </ul>	<ul> <li>Jervois Finland (JFO) has its own R&amp;D team including R&amp;D laboratory</li> </ul>
<ul><li>Guidance</li><li>Customers can rely on ethical sourcing</li></ul>	<ul> <li>Participation in in "Towards carbon neutral metals (TOCANEM)" program in co-operation with Dusiness Finland.</li> </ul>	<ul> <li>Strong relationships with top universities in Finland</li> </ul>
<ul><li>practices</li><li>Commitment to transparency and public</li></ul>	with Business Finland	<ul> <li>Active projects ongoing with several key suppliers and customers</li> </ul>

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# Recycling Business has established activities in recycling of spent cobalt bearing materials

- Product processed in circular "closed loop", wherein cobalt material is used by customers and returned for regeneration
- Has been a source of growth, additional options to further expand this part of the business



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# Jervois USA (ICO) / Jervois Brasil (SMP)

Advancing our development assets to operations

### ICO: advancing construction of United States only primary cobalt mine



Portal Bench with West Portal now open



Water tank for Pump back system



CEO visit (September 2021)



Mill building

# SMP: expanding the scope of the restart Feasibility Study



Electrolytic nickel product



SMP facility (October 2021)



Overhead view of SMP refinery (Sao Paulo, Brazil)

### Corporate

Three major financing initiatives delivered since June have transformed Jervois



### **Comments:**

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- EBITDA consists of +US\$1.6 million from Jervois Finland offset by expenditure associated with other Group activities
- Capital expenditure principally relates to the development of ICO, with US\$7.7 million spent during the quarter (also includes SMP lease payments)

# A\$313 million (c.US\$235 million) equity raise underpinned acquistion

- Accelerated Non-Renounceable Entitlement Offer and Institutional Placement (July / August 2021)
- Jervois insiders and principals contributed another A\$3.6 million; insider interest 6.3% (fully diluted basis)
- Major investors in the raise included AustralianSuper and Mercuria

# Debt financing initiatives delivered funding certainty and future flexibility

- US\$100 million Senior Secured Bonds issued in July 2021 to fund ICO (first drawdown expected Q4 2021)<sup>2</sup>
- US\$75 million facility with Mercuria announced in October 2021<sup>3</sup> – secured against Jervois Finland assets
- Up to US\$50 million of the Mercuria facility available for redeployment anywhere in the Jervois group
- Uncommitted additional tranche of US\$75 million (could potentially increase facility to US\$150 million)



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# Jervois USA: Idaho Cobalt Operations ("ICO")

Significant construction progress – on track to become the only primary cobalt mine in the United States



### Key milestones during the quarter:

- US\$7.7 million capital expenditure in Q3 and US\$33.4 million in financial commitments
- Mill and flotation buildings erection to be completed in Q4
- Water commissioning of the water treatment plant ("**WTP**") completed
- Completed a portal bench extension and associated road network from the portal
- High-density polyethylene ("HDPE") liner installed on the dry stack tailings facility
- Civil and concreting works completed for the fine ore bin installation
- First blast of west portal in October 2021 marked commencement of underground construction
- Project fully-funded following US\$100 million bond issue (July 2021) and equity raise (August 2021)

### Continued focus on managing project risks as construction advances



Mill Building Works



Tailings Waste Storage Facility



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### Jervois Brazil: São Miguel Paulista nickel-cobalt refinery

Progressing Bankable Feasibility Study for restart of the only nickel-cobalt refinery in Latin America



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### Expanding the SMP Bankable Feasibility Study

- Scope expansion and plans to restart the refinery in a fully integrated single stage
- Restart would be at close to prior capacity, of 25,000 tonnes nickel and 2,500 tonnes cobalt
- Increased scale of the pressure oxidative ("POX") autoclave to be constructed
- Increasing POX capacity will lead to higher capital cost but improved economics
- Final SMP product is also under review potential product switch to nickel sulphate
- SMP BFS outcomes expected to be released by end Q1 2022

### Acquisition close anticipated for Q1 2022

- São Paulo City Hall operating permit renewal expected prior to end of 2021
- Outside date for acquisition close extend to 31 March 2022



Aerial view of SMP refinery, São Paulo, Brazil

### Jervois Finland: Product portfolio and end-use segments

Jervois Finland manufactures a broad range of products across cobalt oxides, salts, fine and coarse powders

Product family		End-use market applications							
		Hard metal	Diamond tools	Catalyst	Electronics	Animal feed	Carboxylates	Pigments, glass and ceramics	Battery
Fine powders	Co fine powders	$\checkmark$	$\checkmark$						$\checkmark$
Cobalt Chemicals	Co hydroxide			$\checkmark$			$\checkmark$	$\checkmark$	$\checkmark$
	Co carbonate			$\checkmark$		$\checkmark$			
	Co sulfate					$\checkmark$			$\checkmark$
	Co acetate			$\checkmark$		$\checkmark$			
	Co oxide				$\checkmark$				✓
Powder Metallurgy Chemicals, Catalysts and Ceramics Battery									



### **Introduction to Jervois**

Building a leading cobalt and nickel company with a world class management team



### Jervois strategic positioning

Recent acquisition consolidates Jervois' strategy to become a leading nickel and cobalt company



Notes: (1) Based on volumes and product range (2) Refers to 2020 pro forma adjusted EBITDA. See Slide 20 for information on the basis of preparation for the financial information included in this presentation.

### **Basis of preparation of financial information**

### Historical and forecast financial information (Slides 4, 6, 8, 9, 13)

Historical financial information for Jervois Finland is based on unaudited financial statements that have been prepared in accordance with US GAAP and accounting principles applied under its ownership by Freeport McMoRan Inc, prior to the acquisition by Jervois Global on 1 September 2021. A review of Jervois Finland's financial reporting practices is in progress. The purpose of the review is to align Jervois Finland to the Jervois group accounting policies, which conform with Australian Accounting Standards ("AASBs") and International Financial Reporting Standards ("IFRS"). As a result, changes to financial information could occur once the review is finalised in the fourth quarter of 2021.

EBITDA for historical periods is presented as net income after adding back tax, interest, depreciation and extraordinary items and is a non-IFRS/non-GAAP measure.

The Jervois Finland financial results for the period post-acquisition are consolidated into the Jervois Global consolidated financial statements. Financial information presented for the period prior to acquisition by Jervois Global on 1 September 2021 is presented on a proforma basis for illustrative purposes only.

The Jervois Finland 2021 Forecast consists of unaudited results for January to September, plus forecast results for October to December. The forecast period includes an assumption of a forecast quoted cobalt price of US\$25/lb. Other forecast assumptions, including production, sales plans, costs and exchange rates are based on Jervois' internal estimates.

