## **Nickel Asia Corporation**

#### Presentation on NAC PSE: NIKL RIC: NIKL.PS BBG: NIKL.PM

Analysts Presentation August 2018





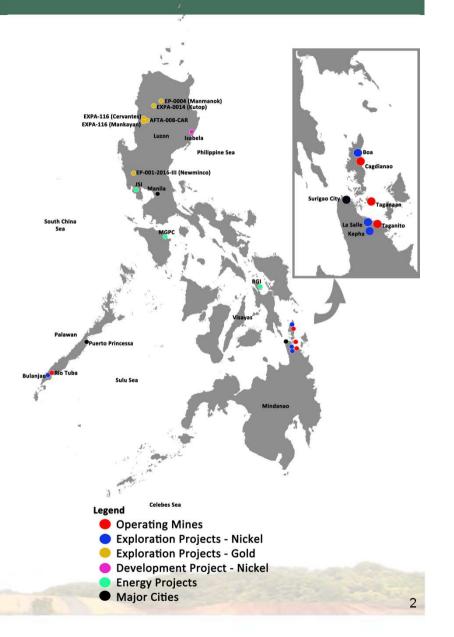
Rio Tuba wins Best Practices in Sustainable Mineral Development, First ASEAN Mineral Awards, Nov 2017



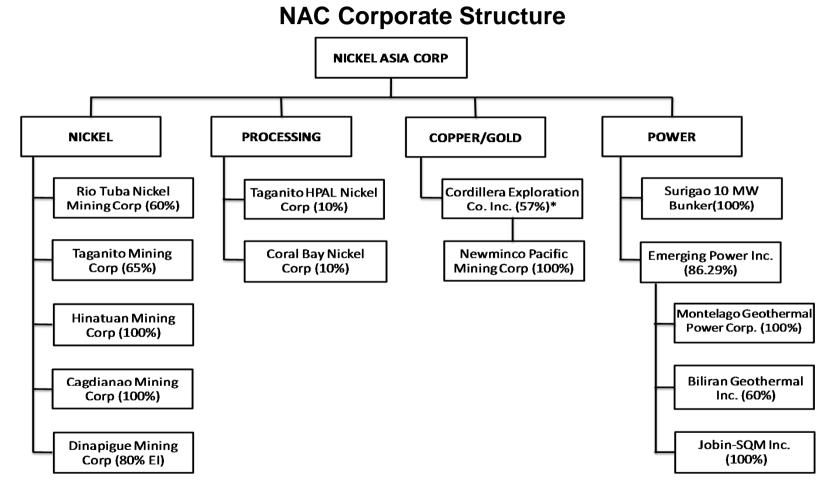
Rehabilitated Mined-Out Area, Rio Tuba

#### NAC at a glance

- Listed in the PSE on November 22, 2010
- Largest nickel mining company in the Philippines and long operating history of mining nickel laterite since 1977
- 4 nickel operating mines and one recently acquired 5th mine for further exploration and development
- 4 nickel exploration properties and 5 exploration properties for gold and copper,
- One of the largest supplier of lateritic nickel ore globally
- Substantial proved and probable ore reserves
- 10% interest in the country's only HPAL plants, Coral Bay and Taganito HPAL, majority owned by Sumitomo Metal Mining.
- Entry into power generation via a 86.29% stake in Emerging Power, Inc. (EPI)
- Strategic relationships with two key shareholders, Sumitomo Metal Mining (Sumitomo) and Pacific Metals (PAMCO)



**Growth-Diversification Strategy** 





#### Leading laterite ore producer with a strong reserve base



Rio Tuba Mine Pit

#### **Total Mineral Resources and Ore Reserves**<sup>1,2</sup>

|  | December 31, 2017 <sup>3</sup> |        |          | Decemb  |      |       |      |  |
|--|--------------------------------|--------|----------|---------|------|-------|------|--|
| Ore Type                                   | kWMT                           | %Ni    | %Fe      | kWMT    | %Ni  | %Fe   | %Inc |  |
| Mineral Resources (Measured and Indicated) |                                |        |          |         |      |       |      |  |
| Saprolite                                  | 159,292                        | 1.46   | 12.15    | 161,027 | 1.47 | 11.95 | -1%  |  |
| Limonite                                   | 264,829                        | 1.12   | 42.10    | 277,914 | 1.10 | 41.94 | -5%  |  |
|  |                                |        |          |         |      |       |      |  |
| Ore Reserv                                 | es (Proved                     | and Pi | robable) |         |      |       |      |  |
| Saprolite                                  | 105,409                        | 1.50   | 12.89    | 111,717 | 1.51 | 12.41 | -3%  |  |
| Limonite                                   | 254,637                        | 1.13   | 40.69    | 263,778 | 1.13 | 41.32 | -3%  |  |

Source: NAC, as of 31 December 2017

#### Notes:

Limonite

Saprolite

- 1. Includes subsidiaries that are not wholly-owned by the Company
- 2 Report prepared under the Philippine Mineral Reporting Code
- 3 Mineral resources and ore reserves for four operating mines (Rio Tuba, Taganito, Cagdianao, Taganaan) and the mine under development (Dinapigue)

We are one of the largest lateritic ore producers in the world. We have substantial reserves to support our dominant position and supply feedstock to our downstream processing facilities

# Overview of our Mines

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|----------------------------------|--|--|--|--|--|--|--|
| Ownership                        | NAC (60%)<br>PAMCO (36%)<br>Sojitz Corp (4%) |  |  |  |  |  |  |
| Operations                       | Commenced 1975                               |  |  |  |  |  |  |
| Remaining mine life <sup>1</sup> | Approx. 6 years                              |  |  |  |  |  |  |
| MPSA Renewal Year                | 2023   |  |  |  |  |  |  |
| 2016 Volume/Revenue              | 6.2 mWMT / 3.8 bPHP                          |  |  |  |  |  |  |
| 2017 Volume/Revenue              | 5.8 mWMT / 4.1 bPHP                          |  |  |  |  |  |  |

1 . . . .

| Taganito Mine                    |  |  |  |  |  |  |
|----------------------------------|--|--|--|--|--|--|
| Ownership                        | NAC (65%)<br>PAMCO (33.5%)<br>Sojitz Corp (1.5%) |  |  |  |  |  |
| Operations                       | Commenced 1987                                   |  |  |  |  |  |
| Remaining mine life <sup>1</sup> | Approx. 22 years                                 |  |  |  |  |  |
| MPSA Renewal Year                | 2034   |  |  |  |  |  |
| 2016 Volume/Revenue              | 8.0 mWMT / 5.0 bPHP                              |  |  |  |  |  |
| 2017 Volume/Revenue              | 7.6 mWMT / 5.7 bPHP                              |  |  |  |  |  |
|                                  |  |  |  |  |  |  |

| 3         | <b>Cagdianao</b>                 | Mine                |
|-----------|----------------------------------|---------------------|
|           | Ownership                        | NAC (100%)          |
|           | Operations                       | Commenced 1999      |
|           | Remaining mine life <sup>1</sup> | Approx. 17 years    |
|           | MPSA Renewal Year                | 2022                |
| -         | 2016 Volume/Revenue              | 2.1 mWMT / 2.1 bPHP |
| anter the | 2017 Volume/Revenue              | 1.9 mWMT / 2.2 bPHP |
| S 19 1    |                                  |                     |

#### **Taganaan Mine**

|   | Ownership                        | NAC (100%)          |
|---|----------------------------------|---------------------|
|   | Operations                       | Commenced 1980      |
|   | Remaining mine life <sup>1</sup> | Approx. 4 years     |
|   | MPSA Renewal Year                | 2032                |
|   | 2016 Volume/Revenue              | 3.0 mWMT / 2.3 bPHP |
|   | 2017 Volume/Revenue              | 2.5 mWMT / 2.3 bPHP |
| - | E.                               |                     |

#### Note:

1 Remaining mine lives from January 1, 2018, calculated based on December 31, 2017 ore reserves and estimated annual nickel ore shipments and deliveries for each mine

#### We have a proven track record in successfully operating mines in the Philippines.

## **Overview of our Exploration Projects**

Our exploration programs are geared towards strategically expanding resources and confirming significant potential reserves to support growth in the long run



|                             | <b>Dinapigue</b> <sup>1</sup> | Bulanjao <sup>2</sup>                               | Manicani <sup>3</sup>   | Kepha <sup>4</sup>                      |
|-----------------------------|-------------------------------|---|-------------------------|---|
| Location                    | Isabela                       | Palawan   | Eastern Samar           | Surigao del Norte                       |
| Ownership                   | DMC                           | RTN   | HMC                     | TMC                                     |
| Area (ha)                   | 2,392                         | 3,605   | 1,165                   | 6,981                                   |
| Resources                   | (m DMT)                       | (m WMT)   | (m WMT)                 | (m WMT)                                 |
| Saprolite                   |                               |   |                         |   |
| Measured                    | -                             | 5.4 (1.97% Ni)                                      | -                       | -                                       |
| Indicated                   | 28.4 (1.2% Ni)                | 2.0 (1.92% Ni)                                      | -                       | -                                       |
| Inferred                    | 16.3 (1.1% Ni)                | 8.3 (1.80% Ni)                                      | 2.6 (1.85% Ni)          | 2.5 (1.61% Ni)                          |
| Limonite                    |                               |   |                         |   |
| Measured                    | 5.6 (1.5% Ni)                 | 7.6 (1.31% Ni)                                      | -                       | -                                       |
| Indicated                   | 33.6 (1.2% Ni)                | 11.6 (1.06% Ni)                                     | -                       | 3.8 (1.00% Ni)                          |
| Inferred                    | 5.7 (1.1% Ni)                 | 5.4 (1.17% Ni)                                      | 35.6 (1.19% Ni)         | 7.2 (0.97% Ni)                          |
| MPSA/Operating<br>Agreement | MPSA expiring 2032            | Mining lease<br>contract, for<br>conversion to MPSA | MPSA expired in<br>2017 | Operating agreement<br>expiring in 2032 |

#### Notes:

- Acquired Aug. 2015 with 85%+ economic interest. Property will be simultaneously explored and developed for mining operations. Resource figures from SRK Consulting as of March 2013.
- 2 Beside the RTN mine. Environmental clearance now obtained from the Palawan Council for Sustainable Development. Other required studies under way.
- 3 Granted permission to ship ore from the stockpiles. Drilling of limonite stockpiles under way.
- 4 Currently being drilled.

# Our Investment in Downstream Processing Plants: Coral Bay

| Coral Bay Nickel Cor             | oratio | n (CBN |        | Facility |        | High Pre                                       | ssure Acio      | d Leach (H | PAL) processing plant  |
|----------------------------------|--------|--------|--------|----------|--------|--|-----------------|------------|--|
|                                  |        |        |        | Locatio  | n      | In a Spec<br>Rio Tuba                          |                 | mic Zone   | adjacent to the  |
|                                  |        |        | 31     |          | ship   | NAC (109<br>Sumitom<br>Mitsui (1<br>Sojitz (18 | io (54%)<br>8%) |            |  |
|                                  |        |        |        | Ore Suj  |        | Low-grad<br>in 2017                            | de limonit      | e ore fror | n Rio Tuba mine; 3.47 M WMT                                  |
| 13 THOI                          |        |        | (San   | Operat   | ions   | •  | •               |            | ioned 2005 at cost of \$200M<br>ioned 2009 at cost of \$308M |
|                                  |        |        |        | Techno   | logy   | HPAL pro                                       | ocess lice      | nsed from  | Sumitomo   |
|                                  |        |        |        | Produc   | t      | Nickel-co                                      | balt sulfi      | de sold ex | clusively to Sumitomo  |
| US\$ MM                          | 2017   | 2016   | 2015   | 2014     | 2013   | 2012   | 2011            | 2010       |  |
| Sales volume (contained-Ni tons) | 20,697 | 20,779 | 23,872 | 24,066   | 23,569 | 23,923   | 22,668          | 18,783     | Direct P&L recognition                                       |
| Sales volume (contained-Co tons) | 1,854  | 1,844  | 1,947  | 1,814    | 2,126  | 2,259  | 1,742           | 1,474      | of income (loss) from  |
| US\$ MM                          |        |        |        |          |        |  |                 |            | 10% interest   |
| Revenue                          | 226.6  | 177.7  | 205.5  | 331.1    | 274.2  | 324.5  | 382.1           | 352.7      | 2017 share of earnings                                       |
| Cost of goods sold               | 194.4  | 192.8  | 233.0  | 254.9    | 260.6  | 270.6  | 255.0           | 203.8      | was P102 million   |
| Operating expenses               | 5.4    | 6.4    | 7.9    | 7.9      | 8.7    | 8.4  | 7.4             | 6.3        |  |
| Income (Loss) from operations    | 26.8   | (21.6) | (35.3) | 68.3     | 4.9    | 45.5   | 119.7           | 142.6      | 1H-2018 share of   |
| Net income (loss)                | 21.0   | (22.2) | (35.2) | 59.4     | 3.6    | 46.6   | 117.4           | 139.8      | earnings was P245  |
| Net income margin                | 9.3%   |        |        | 17.9%    | 1.3%   | 14.4%  | 30.7%           | 39.6%      | million  |
| Average realized Ni LME price    | 5.04   | 4.26   | 4.74   | 7.65     | 6.47   | 7.95   | 10.51           | 10.15      |  |
| Average realized Co LME price    | 30.80  | 11.45  | 12.25  | 14.26    | 13.05  | 13.60  | 16.44           | 18.86      | 7  |

### Our Investment in Downstream Processing Plants: Taganito HPAL

#### Taganito HPAL Nickel Corp. (THPAL)



2017

29,932

2,795

349.6

291.6

8.8

49.2

19.4

5.6%

4.81

28.13

2016

27,580

2,530

249.8

241.3

8.2

0.3

(21.8)

-8.7%

4.53

12.07

US\$ MM

*US\$ MM* Revenue

Cost of goods sold

Net income (loss)

Net income margin

**Operating expenses** 

Sales volume (contained-Ni tons)

Sales volume (contained-Co tons)

**Income (Loss) from operations** 

Average realized Ni LME price

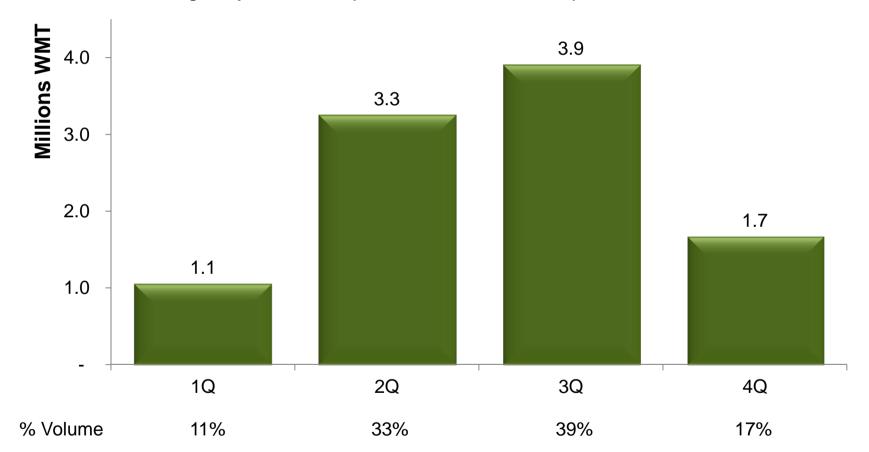
Average realized Co LME price

| HPAL processing plant   |  |  |  |  |  |
|---|--|--|--|--|--|
| In a Special Economic Zone adjacent to the Taganito mine  |  |  |  |  |  |
| <ul> <li>NAC (10%)</li> <li>Sumitomo (75%)</li> <li>Mitsui (15%)</li> </ul>   |  |  |  |  |  |
| mine; 4.59 M in   |  |  |  |  |  |
| <ul> <li>Nameplate capacity: 30,000 tNi</li> <li>20% capacity increase to 36kT from 2016</li> <li>First shipment commenced Oct 2013</li> </ul>  |  |  |  |  |  |
| Capital cost of US\$1,590 million, funded by JBIC loan<br>(US\$750m), equity (US\$455m) and shareholders' loans.<br>SMM funding NAC portion of shareholders' loans in<br>return for 1% fee. |  |  |  |  |  |
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| ,500 kg per   |  |  |  |  |  |
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|   |  |  |  |  |  |

# Product portfolio breakdown

|                    | Sapı  | rolite   | Limonite  |                                      |                              |  |  |
|--------------------|---|--|---|--------------------------------------|------------------------------|--|--|
| Type of Ore:       |   | •  | <b>↓</b>  |                                      |                              |  |  |
|                    | Hi Grade  | Mid Grade  | Mid Grade   | High Fe                              | Low Grade                    |  |  |
|                    | ~1.8% Ni  | 1.3-1.6% Ni  | ≥1.2% Ni; 37-40% Fe   | 0.6-0.9% Ni; 48-50% Fe               | 1.0-1.2% Ni; ≥30% Fe         |  |  |
| Supplied By:       | Rio Tuba<br>Taganito<br>Cagdianao<br>Hinatuan       | Rio Tuba<br>Taganito<br>Cagdianao<br>Hinatuan            | Taganito Cagdianao Taganito Rio Tuba Rio Tuba R<br>agdianao Taganito Ti |                                      | Rio Tuba<br>Taganito         |  |  |
|                    | $\downarrow$  | $\downarrow$   | ↓   | $\downarrow$                         |                              |  |  |
| Sold To:           | Japan FeNi<br>Smelter / China NPI<br>Smelter (RKEF) | Japan FeNi<br>Smelter / China NPI<br>Smelter (RKEF)      | China NPI Smelter<br>(Blast Furnace)                                    | China NPI Smelter<br>(Blast Furnace) | Philippines<br>CBNC<br>THPAL |  |  |
| Final Products:    | Ferronickel   | Ferronickel / High<br>and Medium Grade<br>NPI: 10-12% Ni | Medium and Low<br>Grade NPI: 6-8% Ni                                    | Low Grade NPI<br>(1-3% Ni)           | Ni-Co Sulfide<br>55% Ni      |  |  |
| For Use In:        | 300 Series Stainless<br>Steel                       | 300 Series Stainless<br>Steel                            | 300 Series Stainless<br>Steel   | 200 Series Stainless<br>Steel        | Ni Smelter                   |  |  |
| Pricing Method:    | Negotiated<br>US\$/WMT                              | Negotiated<br>US\$/WMT                                   | Negotiated<br>US\$/WMT  | Negotiated<br>US\$/WMT               | LME Ni Price<br>x Payable Ni |  |  |
| 2017 Volume (kWMT) | 605   | 8,382  | 165   | 488                                  | 8,062                        |  |  |
| 2017 % Volume      | 3%  | 47%  | 1%  | 3%                                   | 46%                          |  |  |
| 2017 % of Revenue  | 8%  | 71%  | 1%  | 1% 2%                                |                              |  |  |

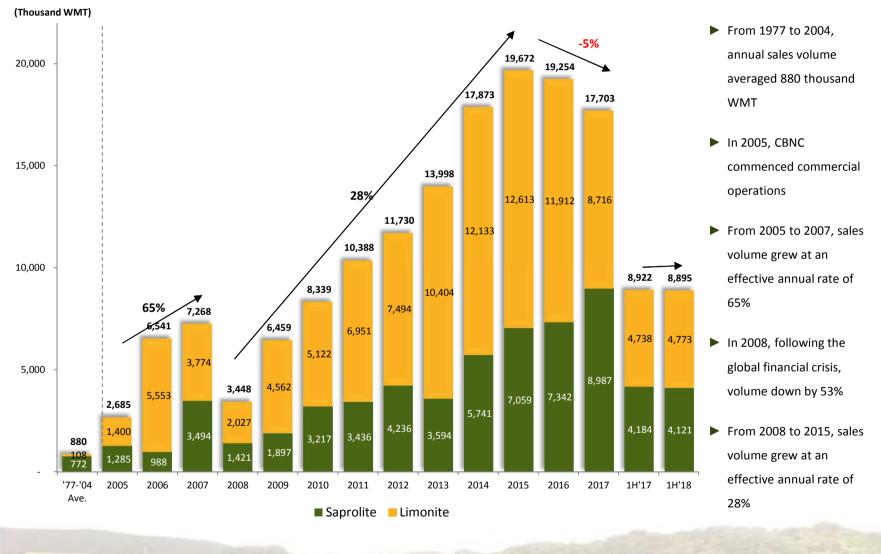




Average Shipment Volume (exclusive of HPAL deliveries) for the Last 7 Years



### NAC sales tonnages



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#### Low cost nickel producer

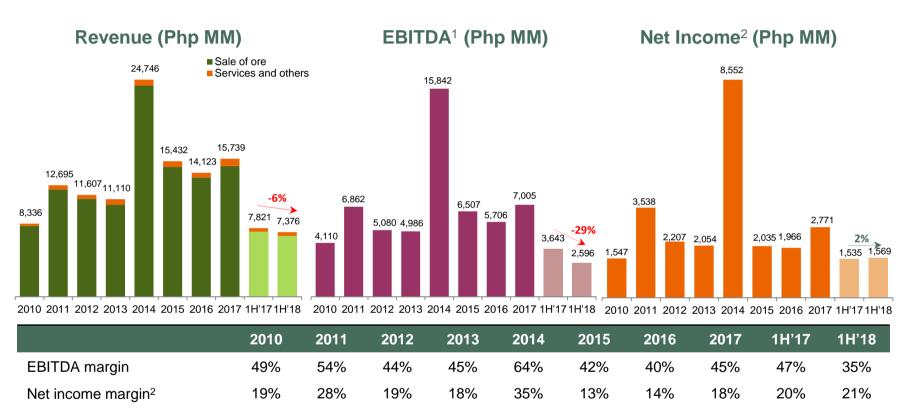
- Favorable geologic conditions at all of our four mines, with near-surface open-pit deposits
- Mining does not require explosives or complex waste handling
- Ability to sell limonite ore and lower grades of saprolite ore to the China NPI market and to Taganito and Coral Bay HPAL facilities enables lower unit cost per WMT of nickel ore sold
- All four operating mines are located within 3 to 7 km from the tidewater loading area
- Rehabilitation of our mining areas is a simple and straightforward process

| Cash Costs (US\$/WIVELSOID)                |             |             |             |             |             |             |             |             |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|  | <u>2014</u> | <u>Pct.</u> | <u>2015</u> | <u>Pct.</u> | <u>2016</u> | <u>Pct.</u> | <u>2017</u> | <u>Pct.</u> |
| Production                                 | 6.04        | 51.3%       | 5.57        | 58.6%       | 4.70        | 56.4%       | 5.46        | 59.3%       |
| Shipping & Loading                         | 2.18        | 18.5%       | 1.83        | 19.2%       | 1.83        | 22.0%       | 1.62        | 17.6%       |
| Excise Tax & Royalties                     | 2.23        | 19.0%       | 1.22        | 12.8%       | 1.10        | 13.2%       | 1.24        | 13.4%       |
| General & Admin                            | 1.32        | 11.2%       | 0.89        | 9.4%        | 0.71        | 8.4%        | 0.89        | 9.7%        |
| Total Cash Costs / WMT                     | 11.77       | 100.0%      | 9.51        | 100.0%      | 8.35        | 100.0%      | 9.21        | 100.0%      |
|  |             |             |             |             |             |             |             |             |
| Revenue (US\$/WMT)                         | 30.17       |             | 16.11       |             | 14.51       |             | 16.17       |             |
| Operating Margin (US\$/WMT)                | 18.40       |             | 6.60        |             | 6.16        |             | 6.96        |             |
| Average Nickel LME Price (US\$/lb.)        | 7.65        |             | 5.36        |             | 4.35        |             | 4.72        |             |
| Average Nickel Ore Export Price (US\$/WMT) | 45.10       |             | 22.64       |             | 20.77       |             | 24.42       |             |

#### Cash Costs (US\$/WMT sold)

#### Financial highlights

We are one of the most profitable nickel miners in the world.



Source: Company data

Ave. Ni price per pound (US\$)

Ave. Ni Ore Export Price (US\$/WMT)

Notes:

1. EBITDA is calculated as total revenue less costs and expenses (before depreciation and amortization of RTN LT stockpile) plus other income from RTN's ancillary services

6.80

21.28

7.65

45.10

5.36

22.64

4.35

20.77

4.72

24.42

4.43

25.96

2. Represents net income attributable to equity holders

9.89

24.97

10.35

31.97

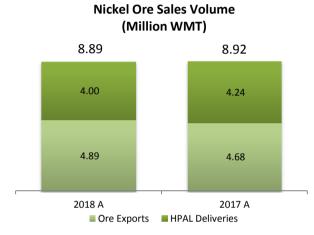
7.95

27.62

6.29

18.05

## NAC 1H-2018 Financial Results



#### **Realized Prices**

| US\$ / WMT                   | 2018  | 2017  |
|------------------------------|-------|-------|
| Ore Exports                  | 18.05 | 25.96 |
| HPAL Deliveries <sup>1</sup> | 10.16 | 5.68  |
| Weighted Average             | 14.50 | 16.32 |
|                              |       |       |
| Forex                        | Rate  |       |
| PHP/USD Rate                 | 52.26 | 49.95 |

#### **1H Income Statement**

| Million PHP                    | 2018    | 2017    | Var.  |
|--------------------------------|---------|---------|-------|
| Revenues                       | 7,376   | 7,821   | -6%   |
| Costs and Expenses             | (5,620) | (4,983) | -13%  |
| Equity in THPAL                | 281     | 70      | 305%  |
| Equity in CBNC                 | 245     | (14)    | 1833% |
| Finance and Other Income - net | 621     | 238     | 161%  |
| Provision for income tax       | (819)   | (934)   | 12%   |
| Net Income (Loss)              | 2,084   | 2,198   | -5%   |
| Attributable to Equity Holders | 1,569   | 1,535   | 2%    |
| Earnings per share (₱/sh.)     | 0.21    | 0.20    | 2%    |

<sup>1</sup> Realized LME prices were at \$6.27 and \$4.38 per pound for 1H 2018 and 2017, respectively.

# Historical Dividend Payout and Payable (since 2010 IPO)

| Year              | Туре    |      | Payment /<br>Issue Date | Dividend<br>Rate <sup>1</sup> | %of PY Earnings |
|-------------------|---------|------|-------------------------|-------------------------------|-----------------|
| 2011              | Regular | Cash | May 9, 2011             | ₱ 0.06/sh.                    | 30.3%           |
| 2011              | Special | Cash | December 8, 2011        | ₱ 0.03/sh.                    | 13.0%           |
| 2012              | Regular | Cash | May 11, 2012            | ₱ 0.14/sh.                    | 30.5%           |
| 2012              | Stock   | (    | September 24, 2012      | 50%                           | N/A             |
| 2013              | Regular | Cash | May 14, 2013            | ₱ 0.09/sh.                    | 31.7%           |
| 2013              | Stock   | C    | July 12, 2013           | 25%                           | N/A             |
|                   | Regular | Cash | May 8, 2014             | ₱ 0.10/sh.                    | 36.9%           |
| 2014              | Special | Cash | December 10, 2014       | ₱ 0.17/sh.                    | 61.6%           |
|                   | Stock   | ζ    | January 28, 2015        | 50%                           | N/A             |
|                   | Regular | Cash | April 27, 2015          | ₱ 0.35/sh.                    | 31.1%           |
| 2015              | Special | Cash | April 27, 2015          | ₱ 0.15/sh.                    | 13.3%           |
|                   | Stock   | ζ    | August 11, 2015         | 100%                          | N/A             |
| 2016              | Regular | Cash | April 12, 2016          | ₱ 0.08/sh.                    | 29.9%           |
| 2017              | Regular | Cash | April 11, 2017          | ₱ 0.08/sh.                    | 30.9%           |
| 2019              | Regular | Cash | April 10, 2018          | ₱ 0.12/sh.                    | 32.9%           |
| 2018 Special Cash |         | Cash | September 27, 2018      | ₱ 0.30/sh.                    | 82.3%           |

<sup>1</sup> Cash dividend rates are adjusted for the effects of the 50%, 25%, 50% and 100% stock dividends issued on September 2012, July 2013, January 2015, and August 2015 respectively.

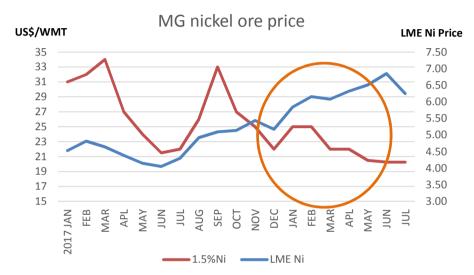
Our dividend policy entitles holders of Shares to receive annual cash dividends of up to 30% of the prior year's recurring attributable net income based on the recommendation of our Board of Directors.

Nickel Asia Corporation

Update on Nickel Ore Price and Supply



#### Ni Ore Price





- MG nickel ore price remained at around \$20/WMT despite the decline in LME Ni price. This was mainly due to 1) decline in Indonesian shipments in June due to Ramadan and 2) stocking activity for winter season.
- Philippine nickel mines are up-grading nickel content to at least 1.45% due to price and demand issues. Currently, demand for 1.4% Ni ore is disappearing, negatively impacting shipment volumes, particularly for operations in Surigao / Dinagat / Agata.

| X 1,000wmt |
|------------|
|------------|

|          | H1 2018 (Actual) |       |       |        | H1 2  | 017   |       | Difference |       |        |        |        |
|----------|------------------|-------|-------|--------|-------|-------|-------|------------|-------|--------|--------|--------|
|          | HG               | MG    | LG    | Total  | HG    | MG    | LG    | Total      | HG    | MG     | LG     | Total  |
| NAC      | 0                | 3,518 | 773   | 4,290  | 0     | 3,427 | 498   | 3,925      | 0     | 90     | 275    | 365    |
| SURIGAO  | 0                | 2,332 | 3,677 | 6,009  | 0     | 3,808 | 4,596 | 8,404      | 0     | -1,476 | -919   | -2,395 |
| Dinagat  | 0                | 111   | 55    | 166    | 0     | 437   | 427   | 865        | 0     | -327   | -372   | -698   |
| Zambales | 105              | 427   | 0     | 532    | 0     | 634   | 0     | 634        | 105   | -207   | 0      | -102   |
| TawiTawi | 2,337            | 1,626 | 382   | 4,345  | 1,164 | 600   | 705   | 2,470      | 1,173 | 1,026  | -323   | 1,876  |
| Palawan  | 216              | 280   | 0     | 495    | 48    | 835   | 0     | 883        | 168   | -556   | 0      | -388   |
| Total    | 2,658            | 8,293 | 4,887 | 15,838 | 1,212 | 9,743 | 6,226 | 17,181     | 1,446 | -1,449 | -1,340 | -1,343 |

- Tawi-tawi was not affected by the decreased demand for nickel content below 1.45% due to the high nickel grades in this area.
- As of 1H 2018, Philippine mines exported 15.8 million WMT to China, down by 7.8% YoY.

#### Update on Indonesian Ni ore exports

- Indonesian mines exported 5.0 million wmt to China in 2017.
- Indonesian government approved 32 million wmt of export quota as of today.
- Out of the 32 million wmt export quota, 8.8 million wmt have been exported to China as of 1H 2018.
- Low export volumes are due to the following:
  - Some companies with export quotas are not making shipments due to unsatisfactory grades (<1.65% Ni).
  - Domestic consumption by NPI plants is picking up in terms of volume and, more importantly, price.
- Permits are expected to be rolled-over (more or less 32m wmt quota to be renewed every year).



# Update on: Philippine Mining Regulations, and Locations of Philippine Nickel Mines



## Update on Philippine Mining Regulations

- Moratorium on new Mining Permits (EO 79 2012) still in place, with lifting subject to new mining tax legislation. Excise tax on mineral products increased from 2% to 4% of gross revenues, effective Jan. 2018. The moratorium remains in place.
- Mine audits conducted by previous DENR Secretary in 2016 led to closure orders to 17 nickel mines. Of NAC's four nickel mines, one (Hinatuan) was affected. Closure orders have been appealed to the Office of the President. The appeal stays the closure order and the mines are operating normally. Mineral Industry Coordinating Council (MICC) is currently reviewing the closure orders and conducting new investigations.
- Ban on open pit mining issued by previous DENR Secretary in 2017. The ban does not cover nickel.
- New DENR Secretary appointed May 2017. Possible DENR Administrative Order providing for maximum mining areas for nickel in order to limit "disturbed" areas and accelerate mine rehabilitation. Based on the maximum area limits tied to volume mined, as discussed with the DENR, the limit will not affect NAC's four nickel mines.



#### Locations of Nickel Mines



Nickel Asia Corporation

# Emerging Power, Inc. (EPI)



## Update on Emerging Power, Inc. (EPI)

- Diversification effort to renewable energy with main focus on geothermal source.
- NAC percentage equity to increase from 70.9% to 91.0% by partial conversion of loans to equity.
- Total investment amount upon conversion:
  - o Equity: P4.58B
  - o Loan: P450M



### **EPI** Corporate Structure

100%

#### Jobin-SQM, Inc.

- Two 25+25-year service contracts: solar 100MW and wind 50MW
- 800-hectare, 50-year land lease within the Subic Bay Freeport Zone
- Completed 230 kV transmission line, substations, and 32 MW solar park
- Future development of solar and wind farms subject to PSA acquisition and project financing

Emerging Power, Inc.

#### Mindoro Geothermal Power Corporation

- 25+25-year geothermal service contract with ERC-approved PSA for 40MW at tariff of P8.69/kWh
- Drilled 2 standard wells in the southern area that did not meet required temperature.
- Drilling results and further analysis point to the northern area as the geothermal source
- Currently negotiating with foreign JV partner to drill production wells in the northern area by 1st QTR 2018. If successful, the two wells drilled can be used as reinjection wells.

# Holdings, Inc. i 60% Biliran Geothermal, Inc. 40% Clermont Group

- Two 25+25-year geothermal service contracts: southern area with P90 resource assessment of 100 MW and northern area with P50 of 170 MW
- Clermont drilled eight standard wells showing permeability and temperature consistent with productive Leyte geothermal fields but with high acidity
- The JV Successfully completed acidity management tests on two wells.
- Planning to bring one well (3-5MW) to operations by 2019 subject to PSA acquisition and project financing.

Nickel Asia Corporation

# END



**Nickel Asia Corporation** 

# APPENDIX

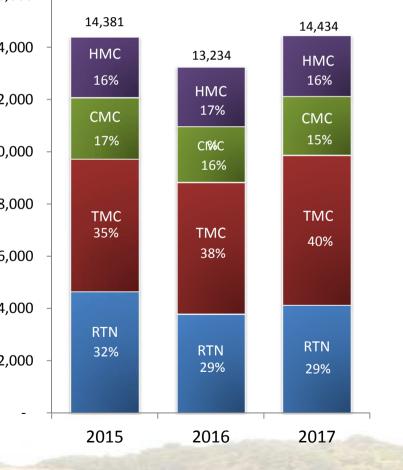


### Nickel Ore Sales Volume and Revenue

Nickel Sales Volume (Thousand WMT)

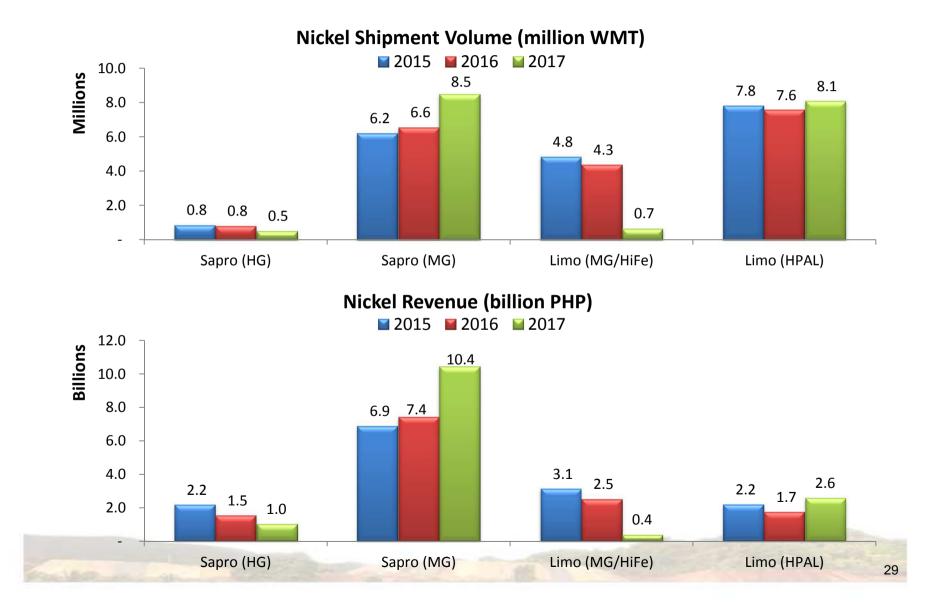


Nickel Sales Revenue (Million PHP)



28

## Shipments and Revenues per Product Type



## FY 2017 Philippine Ni Ore Exports to China

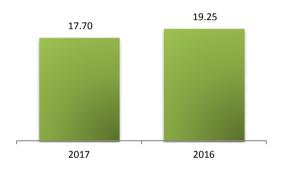
|          |       | 2017 JAN - DEC |        |        |      | 2016 JAN - DEC |        |        | Difference |         |         |         |
|----------|-------|----------------|--------|--------|------|----------------|--------|--------|------------|---------|---------|---------|
|          | High  | Mid            | Low    | Total  | High | Mid            | Low    | Total  | High       | Mid     | Low     | Total   |
| NAC      | 165   | 7,566          | 605    | 8,336  | 91   | 5,961          | 4,122  | 10,174 | 74         | 1,605   | (3,517) | (1,838) |
| SURIGAO  | -     | 9,839          | 12,925 | 22,764 | 55   | 10,235         | 11,693 | 21,983 | (55)       | (396)   | 1,232   | 781     |
| Dinagat  | -     | 1,207          | 865    | 2,072  | -    | 1,608          | 1,279  | 2,887  | -          | (401)   | (414)   | (815)   |
| Zambales | 53    | 1,443          | -      | 1,496  | 42   | 900            | -      | 943    | 11         | 543     | -       | 553     |
| TawiTawi | 3,321 | 1,361          | 1,146  | 5,828  | 557  | 2,657          | 964    | 4,178  | 2,764      | (1,296) | 182     | 1,650   |
| Palawan  | 157   | 1,708          | -      | 1,865  | 155  | 939            | -      | 1,094  | 2          | 769     | -       | 771     |
| Others   | -     | -              | -      | -      | -    | 55             | 708    | 763    | -          | (55)    | (708)   | (763)   |
| Total    | 3,696 | 23,124         | 15,541 | 42,361 | 900  | 22,355         | 18,766 | 42,021 | 2,796      | 769     | (3,225) | 340     |

- Philippine mines exported approximately 42 million WMT to China in 2017, same as in 2016 mainly due to 1) status quo on Gina Lopez mine closures and 2) unfavorable weather pattern similar to the previous year.
- New Tawi-Tawi area (SR Languyan) started shipping out HG Ni ore, contributing to the increase in HG ore exports.



# NAC FY2017 Financial Results

#### Nickel Ore Sales Volume (Million WMT)



#### **Realized Prices**

| US\$ / WMT                   | 2017  | 2016  |  |  |  |  |  |  |
|------------------------------|-------|-------|--|--|--|--|--|--|
| Ore Exports                  | 24.42 | 20.77 |  |  |  |  |  |  |
| HPAL Deliveries <sup>1</sup> | 6.31  | 4.83  |  |  |  |  |  |  |
| Weighted Average             | 16.17 | 14.51 |  |  |  |  |  |  |
|                              |       |       |  |  |  |  |  |  |
| Forex Rate                   |       |       |  |  |  |  |  |  |
| PHP/USD Rate                 | 50.42 | 47.38 |  |  |  |  |  |  |

#### **FY Income Statements**

| Million PHP                          | 2017     | 2016     | +/-   |
|--------------------------------------|----------|----------|-------|
| Revenues                             | 15,739   | 14,123   | 11%   |
| Costs and Expenses                   | (10,332) | (10,050) | -3%   |
| Equity in THPAL                      | 96       | (310)    | 131%  |
| Equity in CBNC                       | 102      | (103)    | 199%  |
| Finance/Other Income (Charges) - net | (15)     | 502      | -103% |
| Provision for income tax             | (1,737)  | (1,449)  | -20%  |
| Net Income                           | 3,854    | 2,711    | 42%   |
| Attributable to Equity Holders       | 2,771    | 1,966    | 41%   |
| Earnings per share                   | 0.36     | 0.26     | 41%   |

<sup>1</sup> Realized LME prices were at \$4.67 and \$4.39 per pound for FY 2017 and 2016, respectively.