# NICKEL ASIA CORP. INVESTOR PRESENTATION

01/08/2024



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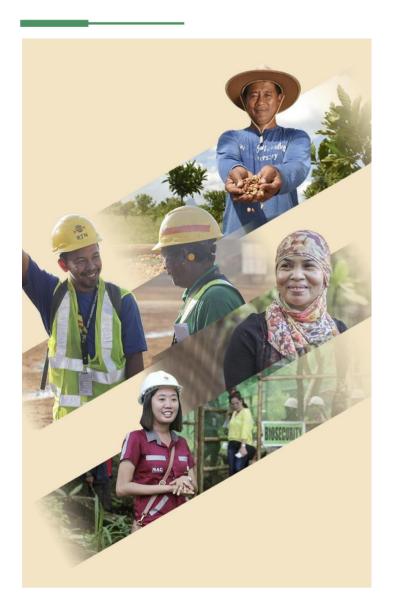
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# NAC OVERVIEW



# **OUR INVESTMENT STORY**



We are well-positioned to achieve our twin goals of being included in the **PSE Index's Top 25 companies** in terms of market capitalization and becoming a **Premier ESG investment** by 2025:

> Leading, growing, profitable, and rewarding mining business underpinned by structurally supportive industry outlook and green mega-trends such as electric vehicles and renewable energy.



**Growing renewable energy business** diversifies NAC's revenue stream and accelerates its next leg of growth.



**ESG is ingrained in our DNA,** affirmed by the lasting impact we leave in the communities we touch and the recognition we receive from our sustainable business operations.



# NIKL AT A GLANCE

The **largest nickel ore producer in the Philippines**, accounting for 39% of Philippine and 5% of global production in 2022 and a **forerunner in the Philippine RE industry** with 1GW aspiration by 2028.

### **COMPANY FACTS**

7

Mines

436 mWMT\*

Total nickel resources as of 2022 \*395m WMT is measured and indicated

### 50kt Ni

Combined HPAL Nameplate capacity for Coral Bay and Taganito HPAL plants.

**15.625% and 10%** Interest in Coral Bay and Taganito HPAL, respectively.

### 1GW

Installed renewable energy capacity by 2028 from current 100 MW solar capacity.

### **PERFORMANCE\***

P28B Revenue

**51%** EBITDA Margin

P79.6B Market Capitalization

-0.5x NET DEBT / EBITDA

### **OUR PARTNERS**

SUMITOMO METAL MINING CO., LTD. PACIFIC METALS CO., LTD. Shell

\*as of YE 2022

### SUSTAINABILITY EFFORTS\*

**7M** Trees Planted

**1,250** Hectares Rehabilitated

\*2017-2022

**\$422M** Taxes and royalties paid

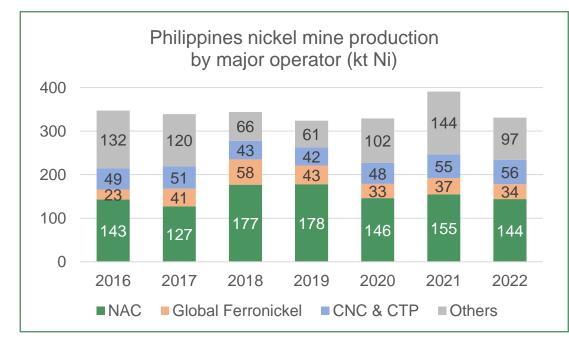
\$53M

Expenditures for Environmental Protection



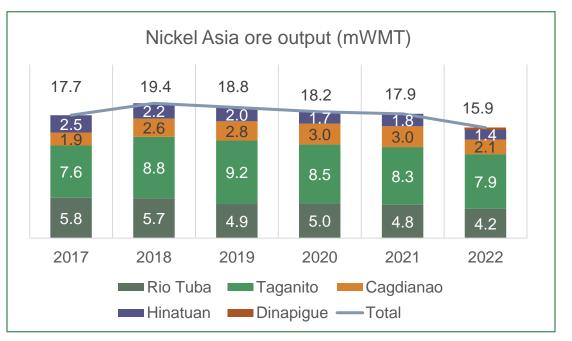
# **LEADING AND STABLE MINING BUSINESS**

### Largest Philippine Nickel Ore Producer



One of the largest suppliers of lateritic nickel ore globally and the **largest nickel ore producer in the Philippines.** 

### Established Nickel Ore Supplier

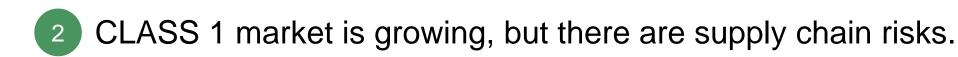


**Stable long-term nickel ore output** due to long remaining mine life of its operating mines and exploration mines, Bulanjao and Manicani, scheduled to commence in 2024.



# THE NICKEL CLASS DIVIDE





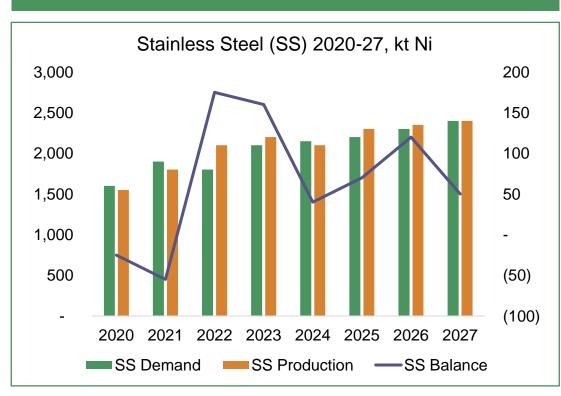


Nickel deficit is inevitable which implies Ni price upside.

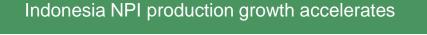


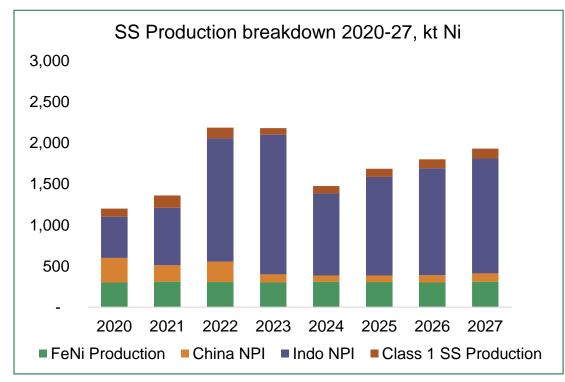
## **1. CLASS 2 SURPLUS PERSISTS**

Stainless steel surplus is due to Indonesia's increased NPI production.



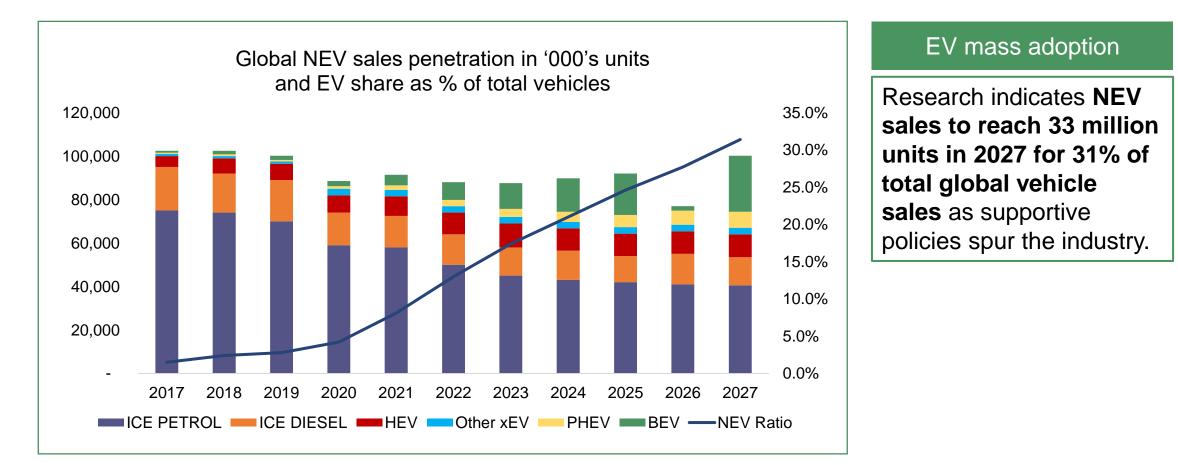
SS will see steady growth and surplus will persist





Source: CRU

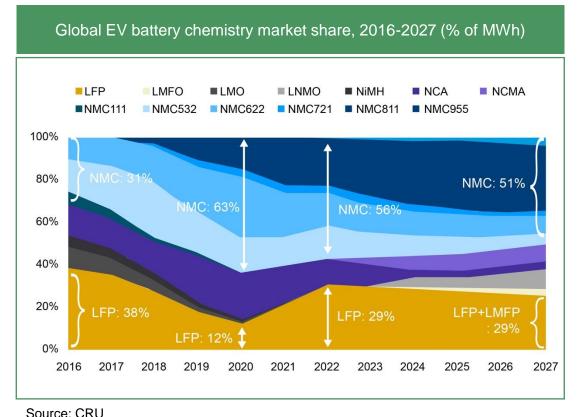
## 2. CLASS 1 NICKEL MARKET IS GROWING: EV MASS ADOPTION IS HAPPENING



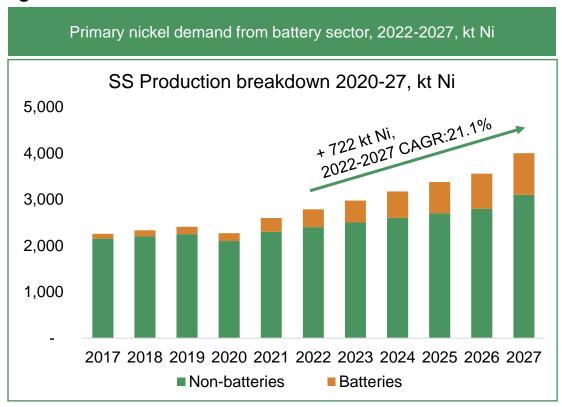


## 2. CLASS 1 NICKEL MARKET IS GROWING: NICKEL DEMAND FOR BATTERIES WILL DOUBLE

By 2027, nickel-containing EV batteries will account for 71% of total EV batteries.

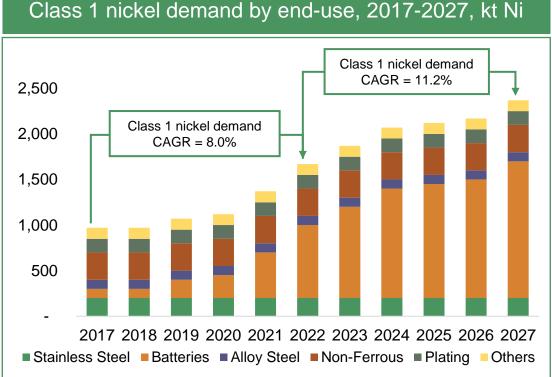


By 2027, battery market will account for 29% of global nickel demand.

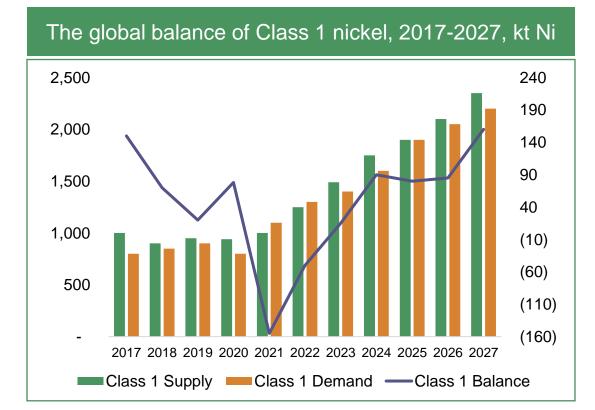


## 2. CLASS 1 NICKEL MARKET IS GROWING: NICKEL DEMAND FOR BATTERIES WILL DOUBLE

Class 1 demand and supply projected to almost double due to EV adoption and Indo HPAL projects. Class 1 surplus can provide relief to NiSO4 tightness, caused by battery materials demand.



Source: CRU



NICKEL ASTA CORP.

## 2. CLASS 1 NICKEL MARKET IS GROWING: BUT THERE ARE SUPPLY CHAIN RISKS

### Nickel ore supply is limited

Indonesian average mine life is limited relative to mine production forecasts

	Reserves(In kt Ni)
United States	370,000
Australia	21,000,000
Brazil	16,000,000
Canada	2,200,000
China	2,100,000
Indonesia	21,000,000
New Caledonia	7,100,000
Philippines	4,800,000
Russia	7,500,000
Other Countries	20,000,000
WORLD TOTAL	> 100,000,000

Indonesian mine production boost continues due to investments in downstream processing

Mine Production Forecast	Unit	2023	2024	2025	2026	2027
Indonesia	Kt Ni	2,048	2,271	2,503	2,749	2,947
Philippines	Kt Ni	376	343	326	325	325
Source: CRU						

Indonesian average mine life is 8 years based on USGS and CRU data.

Philippine average mine life is longer at 14 years.



Source: https://pubs.usgs.gov/periodicals/mcs2023/mcs2023-nickel.pdf

## 2. CLASS 1 NICKEL MARKET IS GROWING: BUT THERE ARE SUPPLY CHAIN RISKS

### Nickel sees a dynamic regulatory environment



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Asia Pacific

## Indonesia arrests former top official accused of aiding illegal mining

Reuters

August 10, 2023 10:21 AM GMT+8 · Updated 3 months ago

Indonesian nickel smelters turn to Philippines for ore as local supply tightens

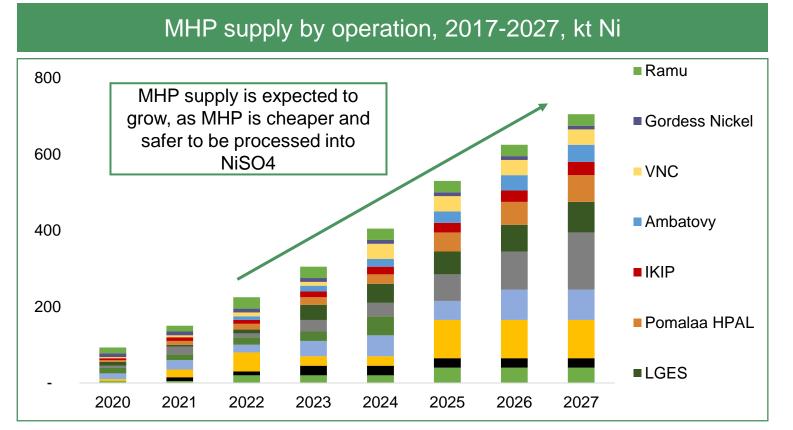
By **Mai Nguyen** and **Siyi Liu** August 30, 2023 5:38 PM GMT+8 · Updated 2 months ago



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## 2. CLASS 1 NICKEL MARKET IS GROWING: BUT THERE ARE SUPPLY CHAIN RISKS

Timeline of HPAL Project Execution

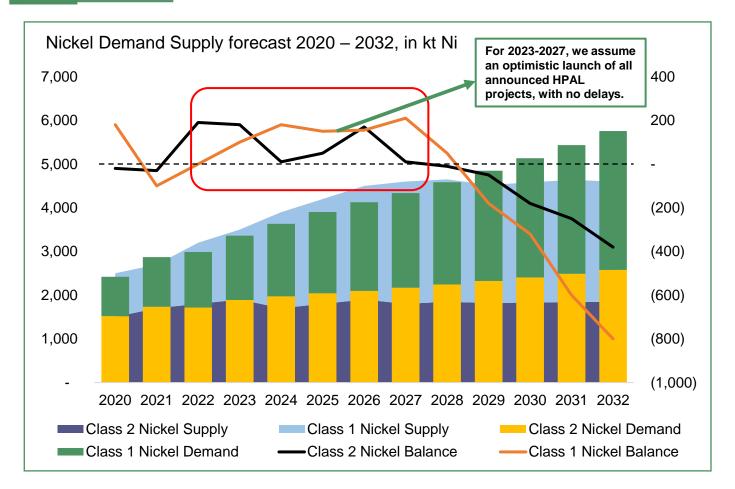


HPAL pipeline is large, but will these projects finish on time and on budget, or operate as expected?

Execution risk is an issue.



### 3. NICKEL DEFICIT IS INEVITABLE BEYOND 2027 IMPLIED UPSIDE TO NICKEL PRICES



- 1. Mass adoption of NEVs and increase in nickel demand will continue into the next decade.
- 2. Nickel supply visibility beyond 2027 is limited considering the availability of ore supply, regulatory challenges, and execution risks of processing projects.

**Our view:** Upside to nickel prices given the inevitable scarcity of the commodity to fill the demand from stainless steel and NEV sectors.



# **REGULATORY UPDATES**

House Bill No. 8937 was approved on second reading last Sept. 18.

	Legislative features	Existing	"Philippine Mining Fiscal Regime Act" or House Bill No.		Comments
1.	Royalty Rate for operations within mineral reservations of the gross output of minerals extracted	5.00%	4.00	)%	<b>NAC mines benefit.</b> NAC's three mine sites, TMC, HMC, and CMC will benefit from a 1% reduction in royalty.
2.	Margin-based royalty rate not exceeding 5% of taxable income (before corporate tax) for operations outside of mineral reservations	None	MARGIN 1% UP TO 10% ABOVE 10% UP TO 20% ABOVE 20% UP TO 30% ABOVE 30% UP TO 40% ABOVE 40% UP TO 50% ABOVE 50% UP TO 60% ABOVE 60% UP TO 70% ABOVE 70% Source: HB 8937	RATE 1.00% 1.50% 2.00% 2.50% 3.00% 3.50% 4.00% 5.00%	<b>Government benefits.</b> NAC's two mine sites, RTN and DMC, will face additional royalty taxes on their taxable income.
3.	<b>Margin-based windfall profits tax</b> on mining operations assuming taxable income margin before tax		MARGIN MORE THAN 35% UP TO 40% MORE THAN 40% UP TO 45% MORE THAN 45% TO 50% MORE THAN 50% TO 55% MORE THAN 55% TO 60% MORE THAN 60% TO 65% MORE THAN 65% TO 70% MORE THAN 70% TO 75% MORE THAN 75% TO 80% MORE THAN 80% Source: HB 8937	RATE 1.00% 2.00% 3.00% 4.00% 5.00% 6.00% 7.00% 8.00% 9.00% 10.00%	<b>Government benefits.</b> All of NAC's mine sites will face the new windfall tax scheme.



# DEVELOPMENT PIPELINE



# MINING DEVELOPMENT PIPELINE

	BULANJAO	MANICANI
Resources as of 12/31/2022	70M WMT @1.61% Ni	47M WMT @1.55% Ni
Percent of MPSA Area Drilled	22% of 3,553 hectares	38% of 1,165 hectares
<b>Target Annual Production</b>	4M+ WMT	2M+ WMT
Target Annual Product Mix	35% Saprolite 65% Limonite	50% Saprolite 50% Limonite
Pending Issues	Regulatory	Regulatory
Target Start Date	2024	2024



## PUJADA PROJECT DISCLOSURE – 17 FEB 2023

NAC or its wholly-owned subsidiary is the exclusive mining service contractor for Hallmark Mining Corporation and Austral-Asia Link Mining Corp.'s Mineral Production Sharing Agreement (MPSA)

Conduct feasibility study to establish HPAL or equivalent mineral processing plant

Mining Asset 1: Hallmark's MPSA spans 4,999.71 ha. located in Mati and San Isidro, Davao Oriental

Mining Asset 2: Austral-Asia's MPSA spans 5,000 ha. located in Mati and Gov. Generoso, Davao Oriental



# FINANCIAL HIGHLIGHTS



# NIKL AND EPI 9M-23 HIGHLIGHTS

### **NICKEL MINING**

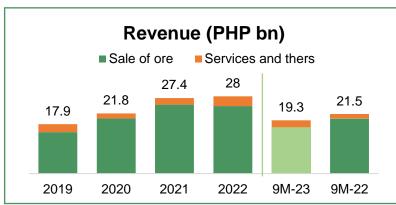
- Revenues from sale of ore decreased by 15% YoY to P16.8 billion due to lower nickel ore prices which weighed down the positive impact from higher shipment (+10% more exports) and favourable FX rates.
- The lower nickel ore prices since the 2nd quarter are due to the oversupply of Class 2 nickel from Indonesia and the weak Chinese stainless-steel demand. The narrowing deficit in Class 1 nickel supply has also negatively impacted nickel LME prices. Fortunately, we've seen nickel prices bottom-out in the 2nd quarter and a slight recovery in the 3rd quarter and a price normalization heading into the year-end.
- Consolidated EBITDA totaled P8.5 billion, down 31% YoY. due to the reduction in revenues, higher costs due to more production volume, and the losses incurred from the company's equity interest in the two HPAL plants.
- Reported attributable net income is P3.6 billion, down 47%
  YoY due to lower ore prices in 2Q-3Q impacting both ore revenues and the losses incurred from the HPAL plants.
- HPAL operations registered loss of P380 million due to lower nickel and cobalt prices.

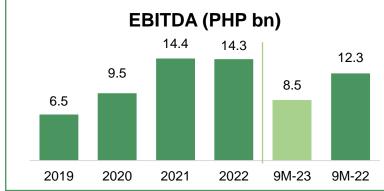
### **RENEWABLE ENERGY (EMERGING POWER INC.)**

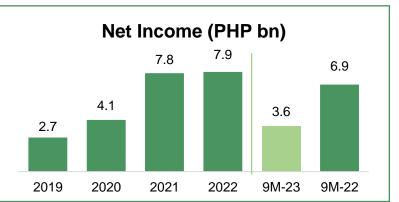
- Jobin-SQM Inc. (JSI) now operating a total capacity of 100-MW from 62 MW YoY; generation for the 9M-23 is up 36% YoY to 106,032-megawatt hours.
- JSI's 9M-23 Revenues up 34% YoY to P529 million.
- JSI's EBITDA YoY up to P442 million.
- JSI's additional 72 MW in Subic site on track to commercially operate by YE2023.
- 145-MW plant pre-development activities underway with EPI's other long-term lease agreement with the Subic Bay Metropolitan Authority (SBMA), with construction expected to begin in early 2024.
- Leyte Phase 1 120 MW project under Greenlight Renewables (JV with Shell) has started construction in September 2023.
- For the Biliran Geothermal 2 MW pilot project, the turbines have been installed and we're awaiting ERC to allow us to proceed and energize by November 2023. This paves the way to expand the development plan of up to 10-20 MW, which is supports the goal of achieving 50 MW.



## FINANCIAL HIGHLIGHTS (9M-23 VS 9M-22)







		2019	2020	2021	2022	9M-23	9M-22
EBITDA Margin		36%	43%	53%	51%	43%	53%
Net Income Margin		21%	26%	39%	38%	26%	45%
Ave. Ni LME price per pound (	(US\$)	6.32	6.25	8.39	11.21	9.98	11.6
Average Price in	Ore Exports	23.52	33.99	40.40	39.39	29.15	38.87
US\$/WMT	HPAL Deliveries	8.19	8.33	12.03	18.72	15.69	18.95
Effective Ni Pay factor <sup>(1)</sup>	Ore Exports	16.94%	25.18%	24.11%	18.02%	15.31%	17.92%
Ellective INI Pay lactor (*)	HPAL Deliveries	8.21%	8.33%	8.81%	9.63%	9.89%	9.63%
Dividend Yield <sup>(2)</sup>		2.4%	10.8%	8.2%	7.2%	N/A	N/A
Cash dividend payout ratio of	PY earnings	32%	152%	151%	79%	N/A	N/A

#### Source: Company Data

Notes: (1) Ni Pay factor is the ratio of revenue to LME price for each unit of contained nickel sold. (2) Dividend yield is computed as dividend per share divided by average NIKL price per share \*Using NIKL's average share price as of 9M-2023



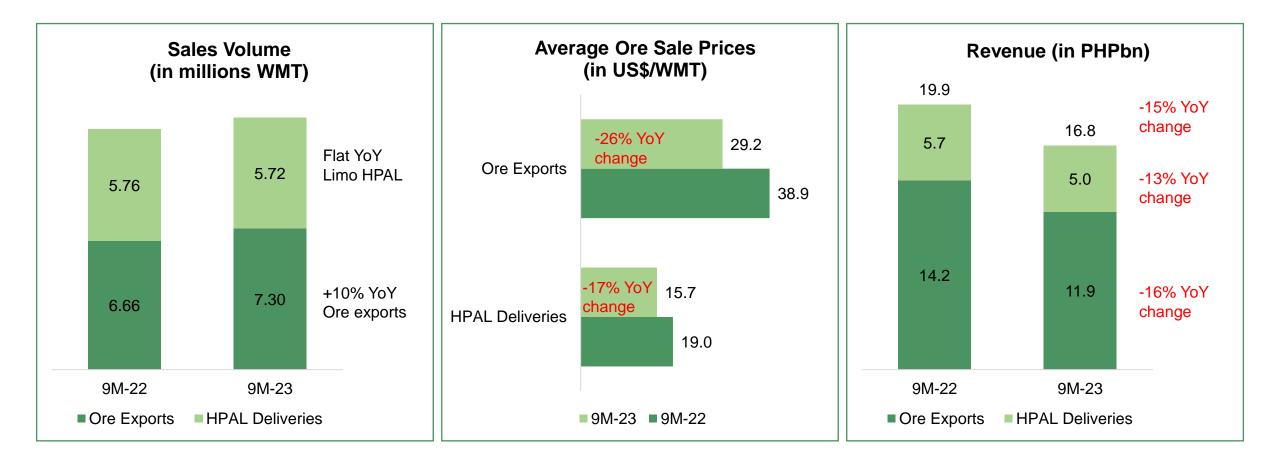
# SPECIAL CASH DIVIDEND DECLARATION

		Per Share	Total Dividend in Billion Php	% of 2022 Net Income
Cash Dividend Paid in April 2023	Regular Dividend	₱0.17	₱2.379	30.0%
Proposed Special Cash Dividend for November 9, 2023		₱0.07	₱1.000	12.6%
Total Cash Dividend for 202	3	₱0.24	₱3.379	42.6%

Declaration Date:	November 9, 2023
Record Date:	November 24, 2023
Payment Date:	December 7, 2023
2022 Net Income (Attributable):	₱7.931 Billion
Outstanding common shares:	13,958,322,808

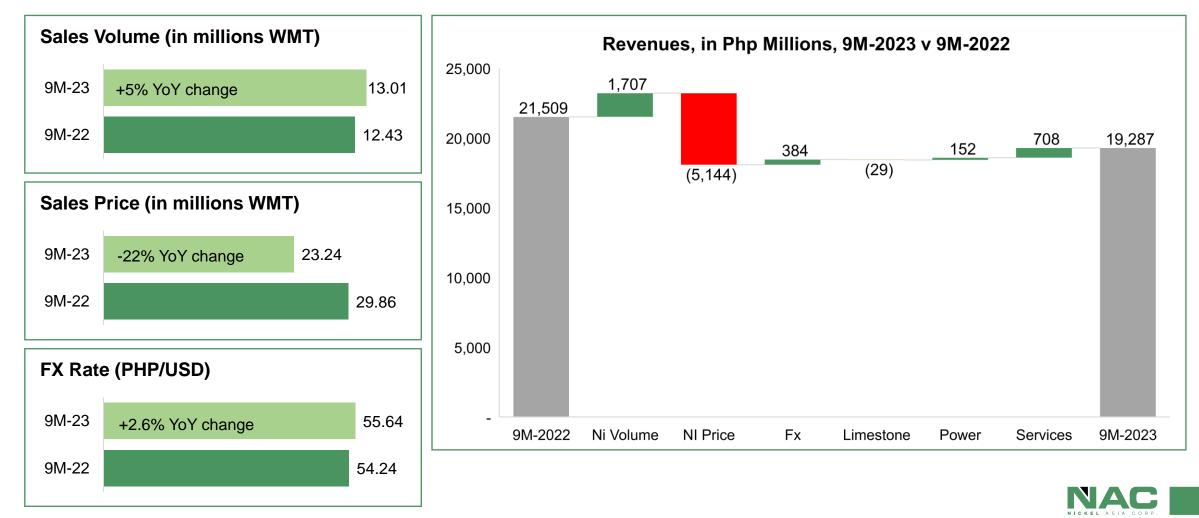


## SHIPMENTS AND REVENUES BY ORE TYPE

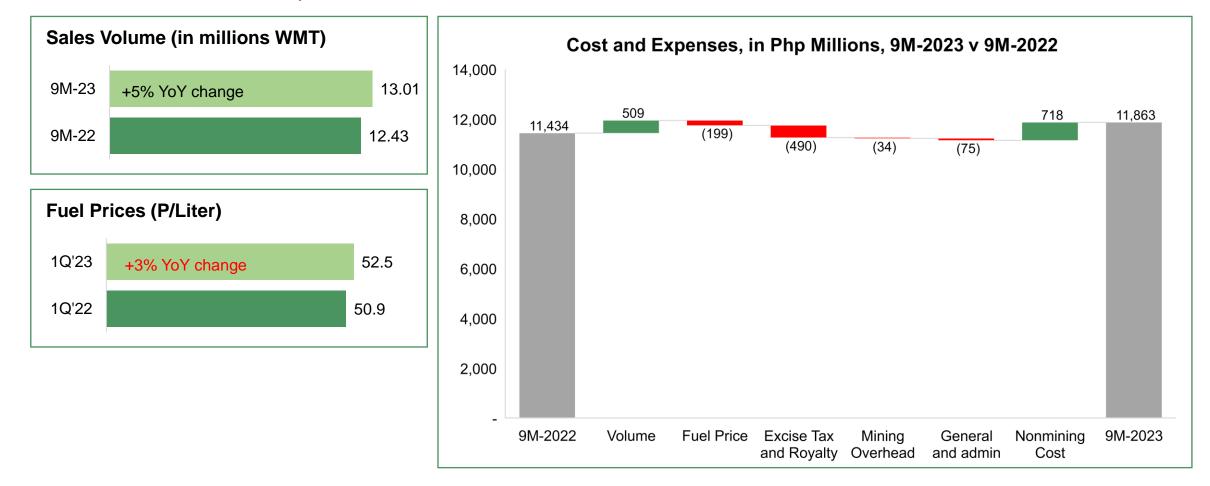




## **REVENUE – VARIANCE ANALYSIS**

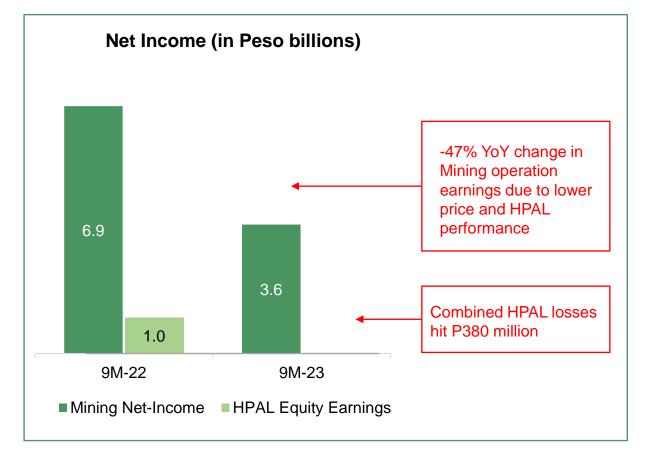


## **COST & EXPENSES – VARIANCE ANALYSIS**





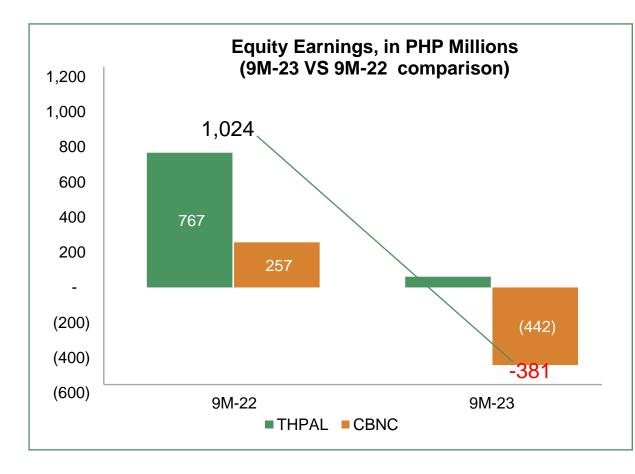
## **NET INCOME – VARIANCE ANALYSIS**



- Reported attributable net income at P3.6 billion, down 47% YoY due to lower ore prices in this year's 2Q to 3Q, impacting our ore revenues.
- HPAL operations registered loss of P380 million due to lower nickel and cobalt prices, as well as additional repairs and maintenance costs incurred.



## **INVESTMENT IN HPAL EQUITY EARNINGS**



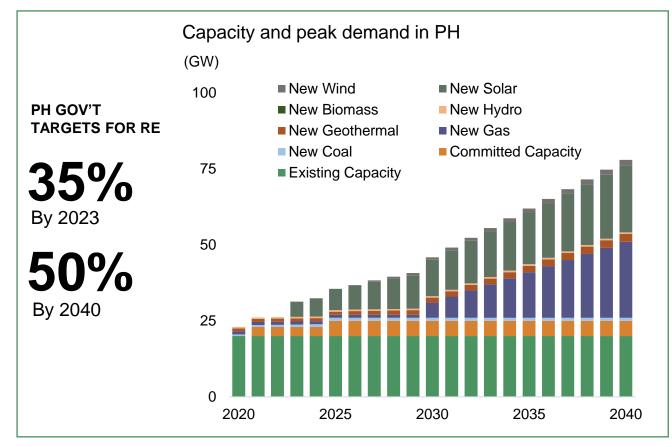
 The reduced Nickel and Cobalt prices had impacted Equity earnings from investments in the HPAL operations.



# RENEWABLE ENERGY



## PHILIPPINE SHIFT TO RENEWABLE ENERGY



At least 50% of electricity demand to be supplied by RE by 2040, half of which coming from solar, wind, and geothermal.

Key drivers of electricity consumption:



Macroeconomic recovery postpandemic and strong population growth

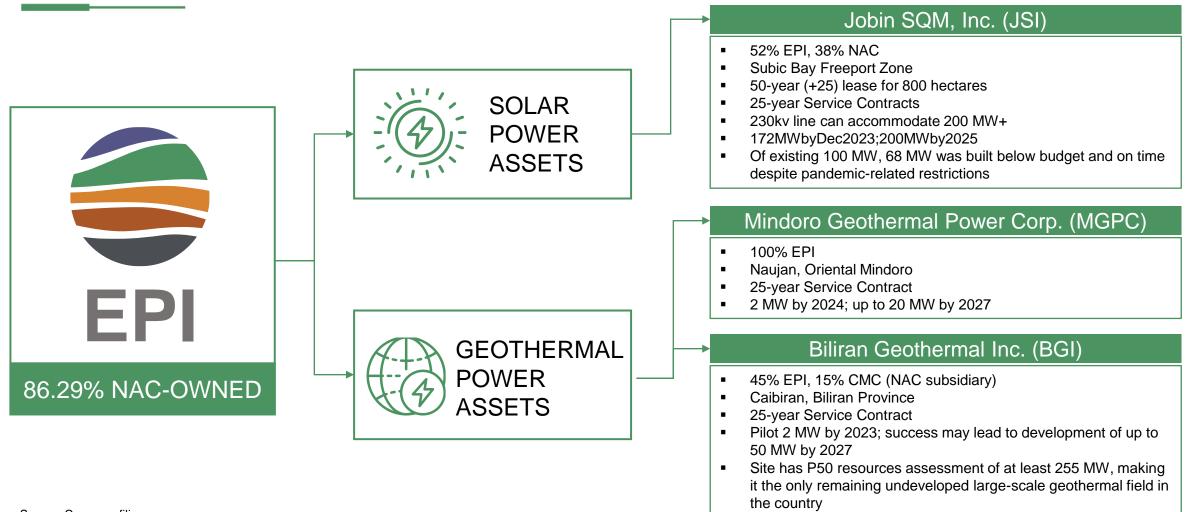


Government goal and supporting programs to accelerate and achieve 100% electrification by 2028, and energy sufficiency by 2030

- RE development facilitated by favorable government policies and infrastructure:
  - ✓ RE Act of 2008
  - "Must (priority) dispatch" for RE resources
  - ✓ Feed-in Tariff
  - ✓ Renewable Portfolio Standards (RPS)
  - ✓ Green Energy Auction
  - ✓ Green Energy Options
  - ✓ Launch of WESM Mindanao



## INVESTMENT INTO RENEWABLE ENERGY<sup>(1)</sup>



Source: Company filings. Notes: (1) NAC standalone renewable plans prior to EPI and Shell Joint Venture partnership for development of renewable energy.

NICKEL ASIA CORP.

## PARTNERSHIP WITH SHELL A SIGNIFICANT MILESTONE

#### **The Joint Venture**

- On July 1, 2022, EPI and Shell signed a Joint Venture (JV) partnership to jointly develop, own, operate, and maintain onshore renewables projects in the Philippines
- Exclusive platform for utility scale grid-connected solar PV, onshore wind and energy storage systems in the Philippines
- Capacity target of 1 GW by 2028 with aspirations of up to 3 GW
- Scheduled to launch its first project in 2023

### Key Areas of Strategic Partnership and Collaboration

- 1
- A strategic partnership with well-established global player like Shell
- Leverages Shell's technical expertise and integrated solutions as a global energy company

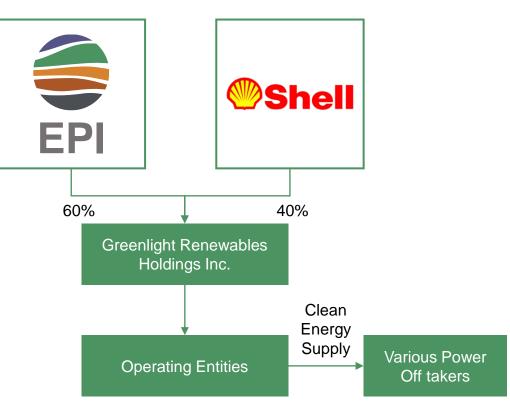


Exploring synergies with a competitive retail electricity supplier (Shell Energy Philippines)



Tap into additional areas of synergies and operational collaboration between EPI and Shell

#### **Corporate Structure**





## **EPI'S SOLAR PROJECTS UNDER OR TO START CONSTRUCTION IN 2023**

	JSI	Subic Cawag	Leyte Project
Operating Capacity	100 MW		
Capacity Under Construction or For Construction	72 MW	145 MW	240 MW
The incremental Attribute capacity under construction to EPI (in MW)	72 MW	145 MW	144 MW
Pre-development	Completed on Jan 2023	Ongoing, Target completion: 3Q2023	Completed in June 2023
Construction	Ongoing	Start 4Q2023	Started September 2023
Commercial Operations Date "COD"	4Q2023	4Q2024	2Q2025 (120MW-Phase 1)

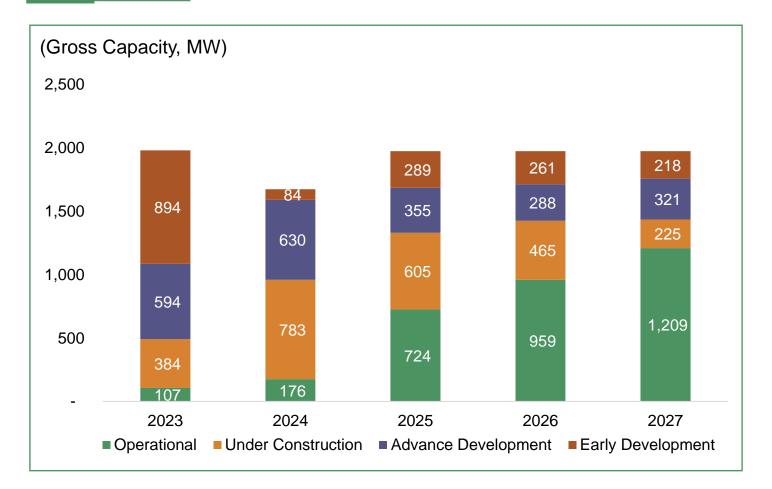


## **EPI'S GEOTHERMAL PIPELINE**

	BILIRAN (BGI)	MINDORO (MGCP)
Capacity	Initially 50 MW (out P50 of 200 MW+)	20 MW (P90 of 20 MW)
Attributable MW to EPI	22MW	20 MW
Proof of Concept Pilot Project	100% Complete with turbines installed, awaiting ERC permits and target to energize by end-October 2023	Ongoing Target Completion: 2Q 2024
Development	Next phase: Finalizing development plan for 10-20 MW, leading to 50 MW	Target Completion: 3Q2025
Commercial Operations Date "COD"	4Q2023 for 2 MW 2025-2027 for 10-20 MW	4Q2025 for 2 MW



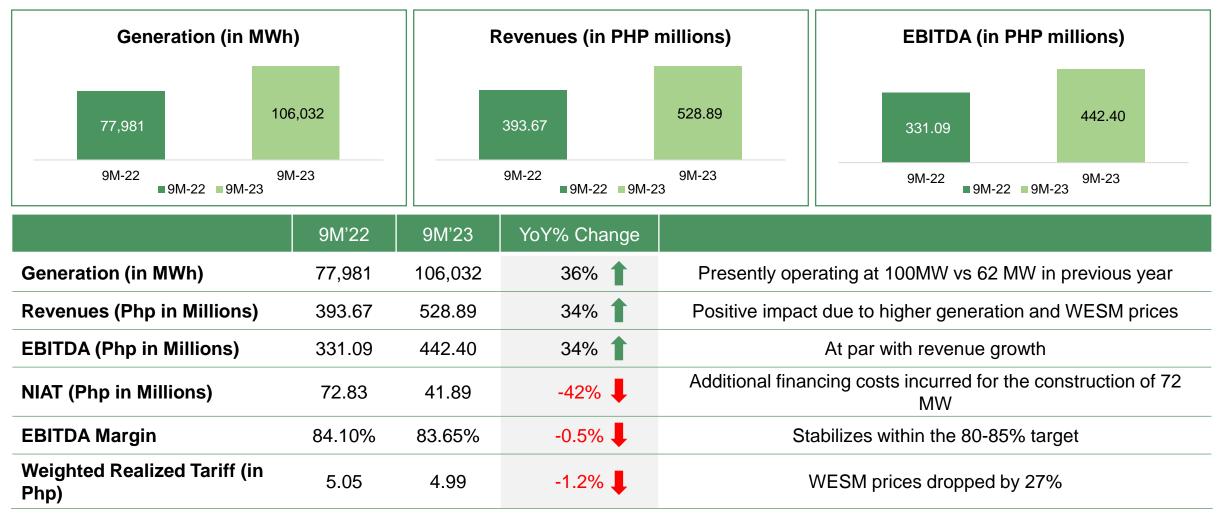
## EPI'S PROJECTED CAPACITY BUILDUP OF SOLAR, WIND, AND GEOTHERMAL GENERATION ASSETS



- Load profile being developed to serve solar peak and night peak hours.
- **PSAs to be against portfolio** (not single plant).
- Does not yet include NAC-related projects.



## JSI FINANCIAL HIGHLIGHTS (9M'2022 to 9M'2023)



Source: Company Data



# SUSTAINABILITY





#### FINANCEASIA ASIA'S BEST COMPANIES

NAC received a **Gold citation** and **was one of only four companies** in the Basic Materials Company sector recognized this year by FinanceAsia, the premier capital markets publication in the region.



#### ASIAMONEY

NAC has been recognized as the **MOST OUTSTANDING Company in the Philippines** within the Materials Sector during the 2022 Asiamoney's Outstanding Companies Poll.



#### PHILIPPINE STOCK EXCHANGE

Nickel Asia Corporation (PSE:NIKL) joins **Philippine Stock Exchange Index** (PSEi) Effective October 4, 2023



#### WORLD BUSINESS OUTLOOK 2023

- Best CSR Program in Mining Industry, Philippines
- Best Sustainable Business Practices, Philippines
- Martin Antonio Zamora: CEO of the Year in Mining Industry, Philippines
- Best Mining Company to Work For, Philippines



#### INSTITUTE OF CORPORATE DIRECTORS

NAC received **two GOLD Arrows** for its ASEAN Corporate Governance Scorecard (ACGS) which is used to measure the performance of companies in the areas of governance, transparency, and accountability.



#### PRESIDENTIAL MINERAL INDUSTRY TA ENVIRONMENT AWARD

- Taganito (6, 3/3)
- Hinatuan (3, 3/3)
- Cagdianao (3)

#### TITANIUM ACHIEVEMENT AWARD

- Dinapigue
- Rio Tuba Gotok Limestone

#### PLATINUM ACHIEVEMENT AWARD

Rio Tuba

#### TAGANITO

Best Mining Forest (5, 2/2)

#### **RIO TUBA**

- Most Improved Safety Performance
- Safest Surface Mining Operation

#### **RIO TUBA – GOTOK LIMESTONE**

- Safest Quarry Operation
- Overall Winner, Safest Mining Operation



## **ESG SCORE IMPROVED TO 34.8 FROM 43.7**

### Nickel Asia Corp. Rating Report

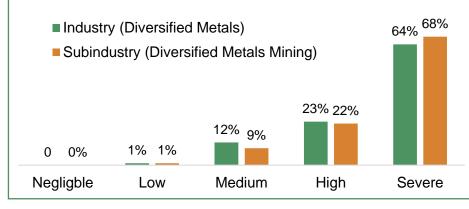
### Score and Risk Category

### 34.8 High Risk

Negligible	Low	Medium	High	Severe
0-10	10-20	20-30	30-40	40+

The company is at high risk of experiencing material financial impacts from ESG factors, due to its high exposure and strong management of material ESG issues. Notably, its overall risk is higher since it is materially exposed to more ESG issues than most companies in our universe. The company has experienced a moderate level of controversies.

### **ESG** Risk Rating Distribution



### **Material ESG Issues**

Issue Name	ESG Risk Exposure Score   Category	ESG Risk Management Score   Category	ESG Risk Rating Score   Category	Contribution to ESG Risk Rating
Community Relations	8.1 High	41.2 Average	5.1 Medium	14.7%
Emissions, Effluents, and Waste	8.6 High	45.7 Average	5.0 Medium	14.5%
Corporate Governance	9.0 High	47.2 Average	4.8 Medium	13.7%
Resource Use	7.2 Medium	48.5 Average	4.4 Medium	16.0%
Carbon – Own Operations	5.6 Medium	50.6 Strong	3.3 Low	9.6%
Occupational Health and Safety	8.1 High	71.9 Strong	2.9 Low	8.2%
Human Capital	4.5 Medium	39.9 Average	2.8 Low	8.0%
Bribery and Corruption	5.4 Medium	60.0 Strong	2.3 Low	6.7%
Land Use and Biodiversity	3.8 Low	53.4 Strong	1.8 Negligible	5.1%
Business Ethics	2.7 Low	57.0 Strong	1.2 Negligible	3.6%
Overall	63.0 High	49.2 Strong	34.8 High	100%

Rank | Percentile (1<sup>st</sup> = Top Score) 60/223 | 27<sup>th</sup> 40/184 | 22nd





# **OUR SUSTAINABILITY PERFORMANCE**

ESG is at the forefront of our priority to address material risks with our medium- to long-term targets.

### NAC ESG Roadmap and UN SDGs Contribution





#### **Digital ESG Reporting and Automated Data Workflows**

NAC is transitioning to digital tools to optimize data collection, verification, and analysis. The digitalization and reporting efforts within NAC Group will streamline operations, harness technology, and enhance transparency and effectiveness of our Sustainability reporting.

#### **Ongoing Scope 3 Emissions Inventory**

NAC initiated the Scope 3 Emissions Inventory in alignment with our 2025 target of 100% completion of our GHG accounting.

#### Environment, Human Rights, Working Hours, and IP Rights

Ongoing efforts are underway to update and establish policies for these.

#### Supply Chain Engagement

Updating of purchasing procedures to include Green Procurement and Social Suppliers Standards while strengthening Contractors Safety Program.



### SUSTAINABILITY STAKEHOLDERS' ENGAGEMENT PROGRAM



#### NAC'S FIRST EVER SUSTAINABILTY RUN FOR MANGROVE RESTORATION

NAC held its first-ever Sustainability Fun Run on July 23 to support mangrove restoration in Hagonoy, Bulacan. The run took place simultaneously at three locations across the country (Manila, Palawan, and Surigao). The run aims to strengthen relationships with stakeholders and promote environmental protection, safety, and health. For each run finisher NAC committed to plant 15 mangrove seedlings in partnership with Fostering Education and Environment for Development Inc. (FEED), a non-government organization. NAC will plant more than 30,000 mangroves seedlings in Hagonoy, Bulacan. The mangroves to be planted are outside NAC Group's mandatory rehabilitation.



### NAC AWARDS RESEARCH GRANTS TO 15 UNIVERSITY TEAMS NATIONWIDE IN THE 1<sup>st</sup> NAC SUSTAINABILITY CONTEST

NAC awarded P1.5 million in grants to 15 teams from different universities nationwide through its inaugural Sustainability Contest in Taguig City. The contest is part of NAC's Sustainability Stakeholders Engagement Plan, focusing on encouraging science-based research for environmental improvement and responsible resource use. Each team received a P100,000 research grant. The winning teams will showcase their research at the NAC Sustainability Fair next year, promoting sustainable solutions and knowledge exchange.



# PRESENTATION END



## **EXECUTIVE TEAM**

#### MARTIN ANTONIO ZAMORA

#### **President & CEO**



- Philippine Country Manager and Director, UPC Renewables
- CLSA
- Robert Fleming & Co.
- MBA, London Business School
- Masters in Organizational Psychology, INSEAD

#### MARIA ANGELA VILLAMOR

#### SVP for Finance & CFO



- Senior Director, SGV & Co.
- Senior Manager, KPMG UAE
- Management Development Program, Asian Institute of Management
- Bachelor of Science in Commerce, University of San Carlos

#### **JOSE BAYANI BAYLON**

#### SVP for Sustainability, Risk, Corp. Affairs



- Vice President and Director for Public Affairs and Communications, Coca-Cola Export Corporation
- Bachelor of Arts in Political Science, University of the Philippines

#### **KOICHI ISHIHARA**

#### SVP for Nickel Mining Business



- Analyst of nickel and stainlesssteel markets and budget management
- Bachelor's Degree in English Language, Kanoa University of International Studies

#### **GEORGINA C.Y. MARTINEZ**

#### SVP for Compliance & Corp. Support Services



- Senior Vice President for Legal, Human Resources, and Administration for Emerging Power Inc.
- Juris Doctor, Ateneo de Manila University



## **IR TEAM**

#### MARTIN ANTONIO ZAMORA

#### **President & CEO**



- Philippine Country Manager and Director, UPC Renewables
- CLSA
- Robert Fleming & Co.
- MBA, London Business School
- Masters in Organizational Psychology, INSEAD

#### **RONALD IBASCO**

#### President & CEO, EPI



- Independent Board Director, Vingroup
- Managing Director, Barclays Capital SEA
- HK propriety trading lead, Goldman Sachs
- MBA, Kellogg School Northwestern University

#### JOSE BAYANI BAYLON

#### SVP for Sustainability, Risk, Corp. Affairs



- Vice President and Director for Public Affairs and Communications, Coca-Cola Export Corporation
- Bachelor of Arts in Political Science, University of the Philippines

#### ANDRE MIKAEL DY

#### VP for Treasury, Investor Relations & Sales



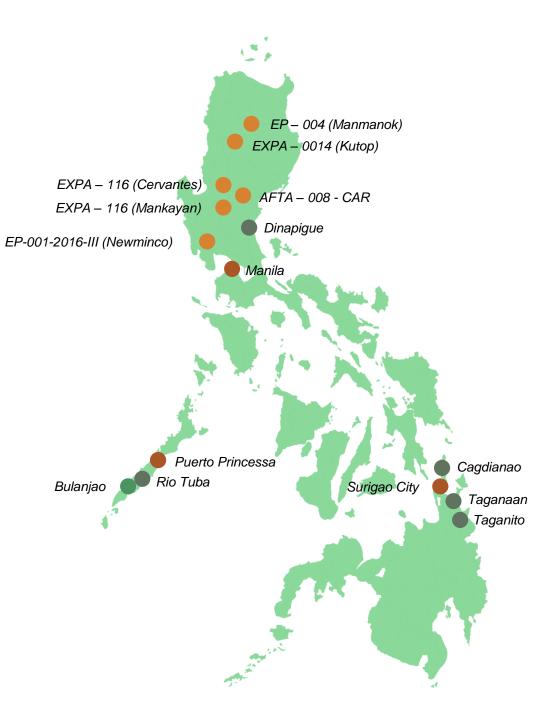
- Associate Director, CLSA Philippines
- Bachelor of Science in Management, Ateneo de Manila University
- Master of Business Administration, Asian Institute of Management



# APPENDIX



# **MINING ASSETS**

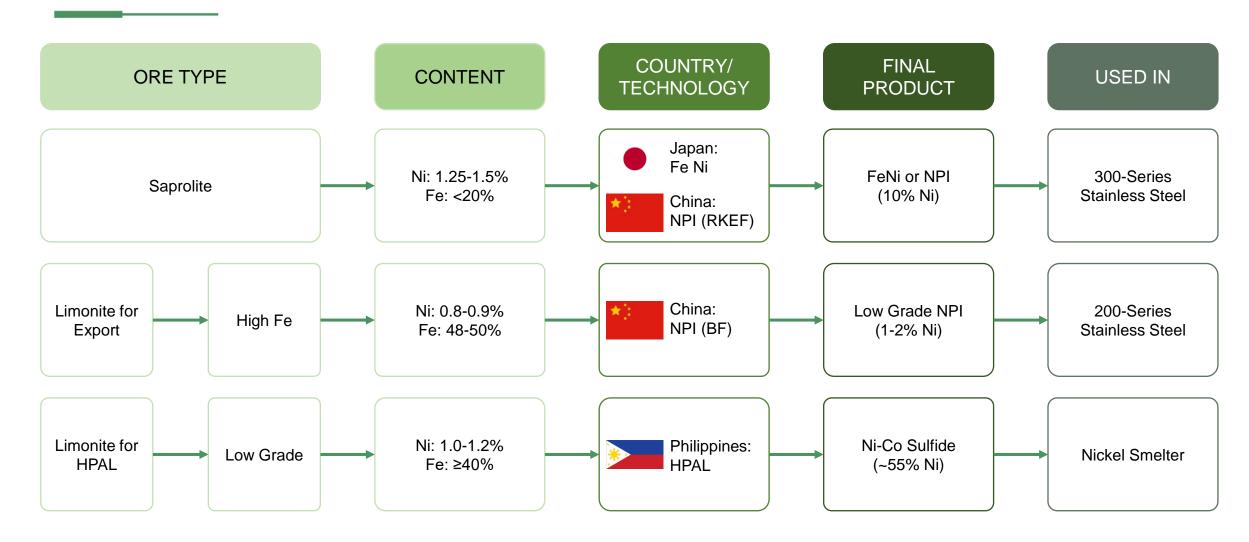


### LEGEND

- Operating Mines
- Exploration Projects Nickel
- Exploration Projects Gold
- Development Projects Nickel
- Major Cities



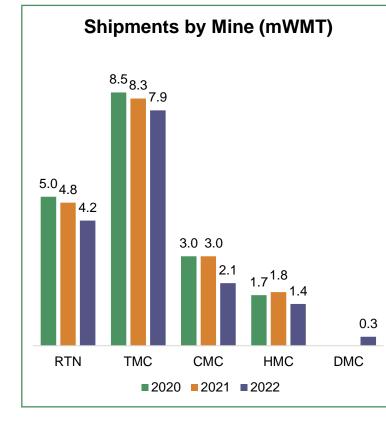
# NICKEL ORE PRODUCTS

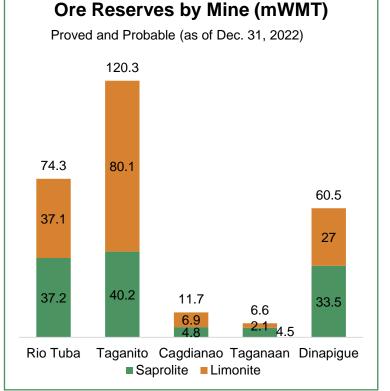


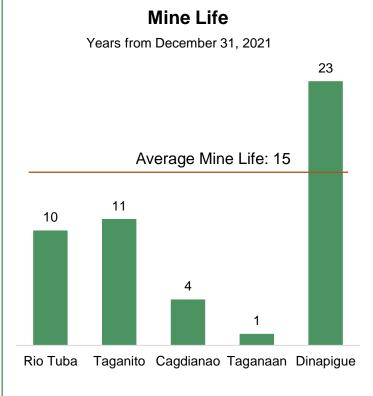


## **RESERVES AND MINE LIFE**

Nickel Asia has the largest nickel reserves and its mines have the longest remaining mine life in the Industry

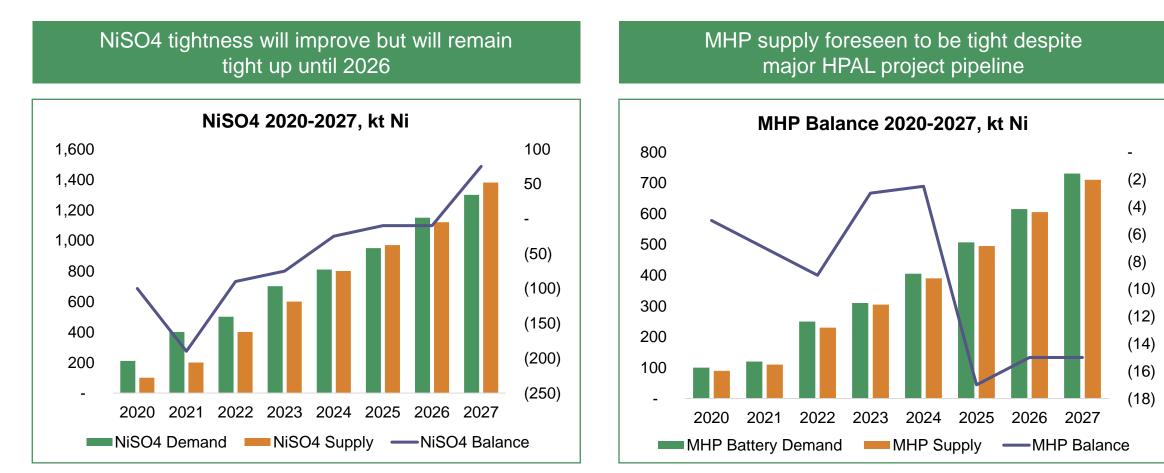








### BATTERY MATERIALS SUPPLY FOR NICKEL SULPHITE (NiS04) AND MHP IS TIGHT





# **INVESTMENT IN HPAL PROJECTS**

	Coral Bay	Taganito HPAL
Location	Palawan, adjacent to Rio Tuba mine	Surigao Del Norte, adjacent to Taganito mine
Equity Ownership	15.625%	10%
Project Cost / Year	\$508 Million / 2005	\$1.59 Billion / 2013
Nameplate Capacity	20,000 Ni-Ton	30,000 Ni-Ton
Ore Supply (2022)	3.1 million WMT	4.4 million WMT
NAC's Equity Earnings (2022)	PHP189.7 million	PHP752.4 million
Technology	High Pressure Acid Leach (HPAL) process licensed from Sumitomo Metal Mining	
Product	Ni-Co sulfide sold exclusively to Sumitomo Metal Mining	

- Most successful implementation of HPAL technology in the world.
- End products are refined in Japan by Sumitomo Metal Mining and ultimately utilized in the production of EV batteries.
- Provides captive market for our low-grade limonite ore that would otherwise end up as waster materials, thereby enhancing the profitability of Rio Tuba and Taganito mines.



## **EMERGING POWER INC. SOLAR PLANT TOUR**

Eight of the largest Domestic Institutional Investors visited our Sta. Rita Power plant last Feb. 3, 2023.



JSI's Sta. Rita Solar Power Plant has an installed capacity of 100 megawatts (MW), with another 72 MW in construction.

Investors and fund managers from different firms spent a day touring the Sta. Rita Solar Power Plant in February 2023 to learn about the latest initiatives of Nickel Asia Corporation (NAC) in renewable energy.

The day tour began with a safety orientation followed by a presentation from Jobin-SQM Inc. (JSI) Senior Manager Noel Raza about the plant's capacity, operations, maintenance and performance, among others.

The tour concluded with a drive to the plant's view deck. Together with site engineers, investors were treated with a landscape view of the plant.



## **EMERGING POWER INC. SOLAR PLANT TOUR**

Technical Inspection of the Flywheel Energy Storage System (FESS) by the ERC



EPI is piloting two flywheel energy storage units to store and generate power after sunset. This is the first time a flywheel battery has been used in a utility-scale solar plant.

#### **Sustainability**

Flywheels are environment-friendly and use minimal chemicals for maintenance compared to battery energy storages.

### Advantages

Low maintenance Can last up to 30 years Negligible environmental impact Reduced CO2 emission Recyclable Energy Solution Non-hazardous Materials No degradation



## **INVESTMENT PARAMETERS**





In selecting sites, we follow these criteria:

- Irradiance, wind, or geothermal resources assessment are better than average
- Possessory rights are clear and robust
- Viable and cost-effective connection solution to the grid

FORECASTED TO YIELD

ESG best practices can be implemented

In developing solar			
farms, depending on the			
site, we are targeting:			

	•		
	99% & 16-20%	Availability and Plant Factor	
	70%	Minimum capacity contracted under long-term PSA	
	60-80%	Non-recourse PHP Project Loans (10- 15 yrs)	
	85% & 35%	EBITDA Margin and Net Income Margin	
	12-20%	Equity IRR	
		Not income of DUD	

An assumed tariff of PHP

5.0/kWh

Net income of PHP

300-350 mm Per 100 MW of solar capacity

