

# **INVESTOR PRESENTATION**



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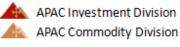


### About APAC

- Established natural resources investment and commodity business
- Listed on Hong Kong Stock Exchange (HKEx 1104)
- Owns strategic interests in world class natural resource companies, focused on metals and energy
- Corporate Headquarters Hong Kong
- Commodity Business Based in Shanghai

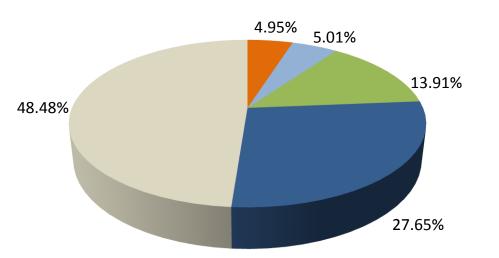


- Operations of investments
- Principal listing of investments
- 📥 Commodity off-takes to China





### **APAC** Overview



#### **Shareholder Structure**

COL Capital (HKSE: 0383)\*\*
Fushan International Energy (HKSE: 0639)
Penta Investment Advisers\*
CCB International AM\*
Others

Corporate	
Stock code:	1104.HK (HK Ex)
Market Capital:	HK\$3,102 million

(share price of HK\$0.45 on 30 April 2011 close)

Issued Shares: (31 May 2011) 6,892,067,990

Share Options:

567 million share options

(31 May 2010: HK\$1 strike price - HK\$1.20 to HK\$2.00 knock in)

Financials Net Profit: (31 December 2010)

HK\$1,104 million

**NAV/Share:** (31 May 2011)

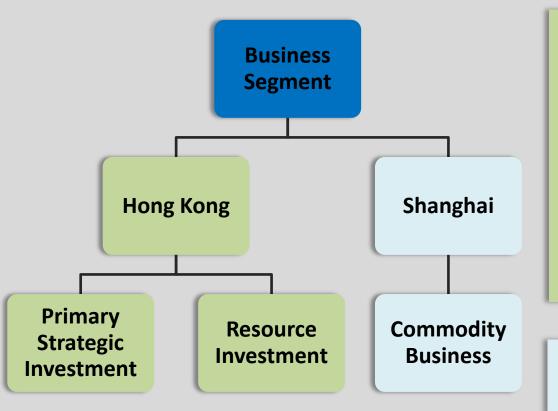
HK\$0.98



\* Bloomberg 7 June 2011

\*\* Conditional agreement for Allied Overseas (HKEx 0593) to acquire entire interest of COL Capital stake

### **APAC Business**



#### **Primary Strategic Investment**

- Mount Gibson (Iron ore): 25.6%
- Metals X (Tin/Nickel): 29.1%

#### **Resource Investment**

 Emerging resource investments to become Primary Strategic Investments:
 Kalahari Minerals (Uranium): 14.8%

#### **Commodity Business**

Sourcing iron ore and coal



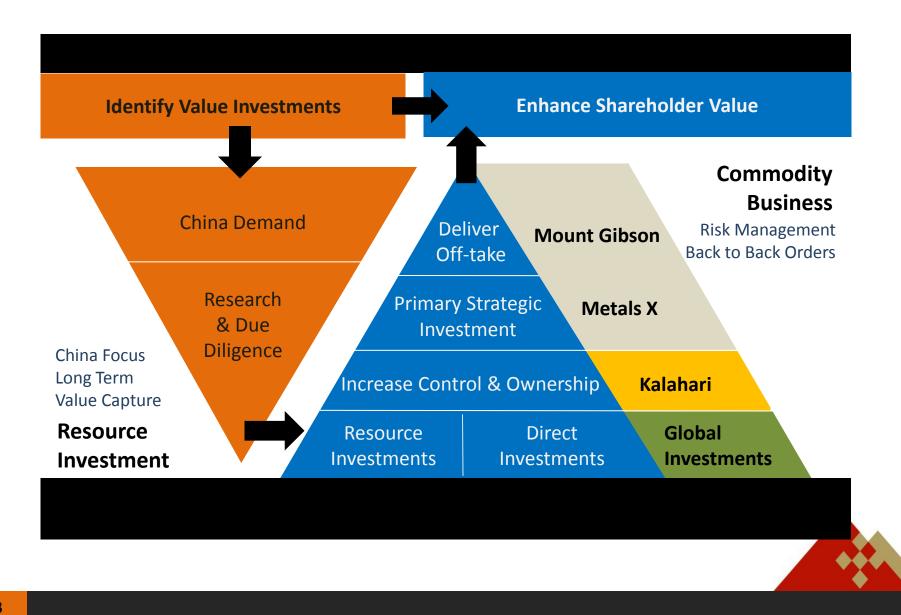
# 2010 Results

(HK\$ million)	2010	2009	Change
Share of profit from Primary Strategic Investments	536	118	+354%
Resource Investment Profit	350	125	+181%
Commodity Business Profit	126	46	+173%
Commodity Business Revenue	849	301	+182%
Net profit attributable to owners	1,104	373	+196%
Earnings per share (HK cents)	16.81	7.15	+135%

(December, year end)



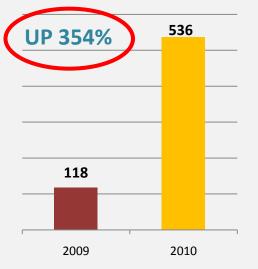
### **Business Model**



# Primary Strategic Investment

APAC's primary strategic investments are related to the growing demand from China and the supply deficit in the market

Share of profit of Primary Strategic Investments (after tax) (HK\$ million)



### Mount Gibson (ASX:MGX) – 25.6%

#### "Fourth largest Iron Ore Producer in Australia"

Iron ore price is forecasted to remain high with China's growing demand and continued supply tightness in the market over next few years

- 100% of Mount Gibson's high grade iron ore is delivered to China
- China is the largest iron ore consumer with a forecasted demand of 980mt for 2011 accounting for 54% of global demand at 1820Mt of which 674mt to be imported representing 60% of global seaborne demand (Source: Macquarie Research/UBS Research March 2011)

#### Metals X (ASX:MLX) – 29.1% "Largest Tin Producer in Australia"

Tin price strengthens as supply weakens from major tin producers while demand for tin increases due to replacement of lead in solder for health and safety

- Europe and US have replaced lead with tin in solder
- Other Asian countries to follow suit creating a new world metal for tin
  - (see appendix)



# Primary Strategic Investment – MGX

#### Mount Gibson (MGX) – 25.6%

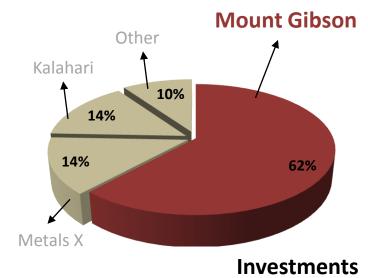
#### Fourth largest Iron Ore Producer in Australia

- Current production circa 7mtpa, ramping up to circa 10mtpa by 2012 Koolan Island producing circa 4mtpa The Tallering Peak mines producing circa 3mtpa Extension Hill coming to production in Q4 2011 to produce circa 3mtpa
- High grade hematite resource of 109mt @ 62.1% Fe
- Contracted off-take agreement with APAC for life of mine at Koolan Island and the Tallering Peak mines - Extension Hill under negotiation

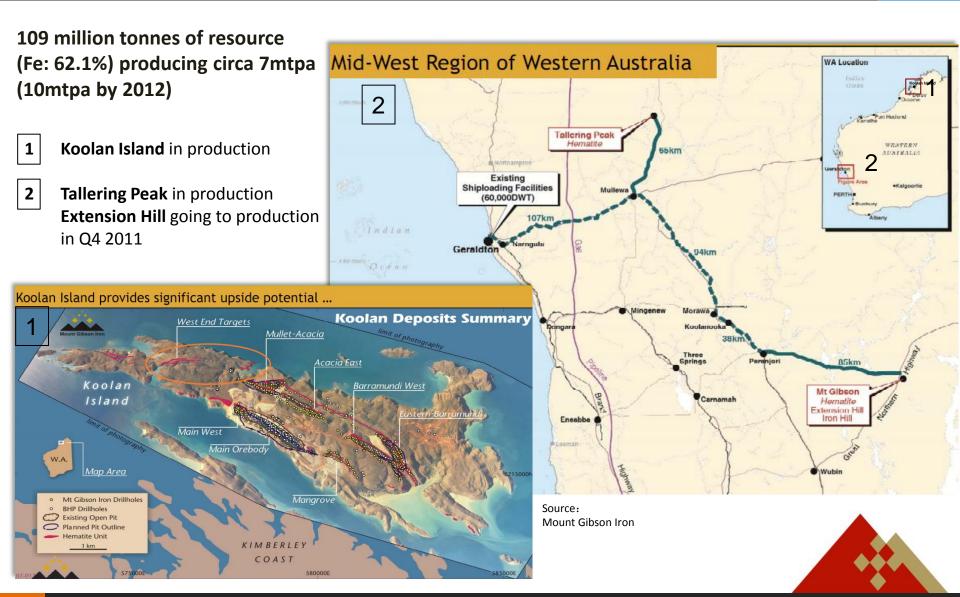
	2009	2010	2011E	2012E
Sales Revenue (A\$ MM )	425	536	936	1508
Net Profit After Tax (A\$ MM)	64	132	377	607
Net Assets (A\$ MM)	780	927	1264	1916
Earning per share (A cents)	4.0	12.3	34.8	56.1

Source: Actuals from Mount Gibson and estimates from Credit Suisse 21 February 2011 (Reporting fiscal year ending 30 June)





# Primary Strategic Investment – MGX

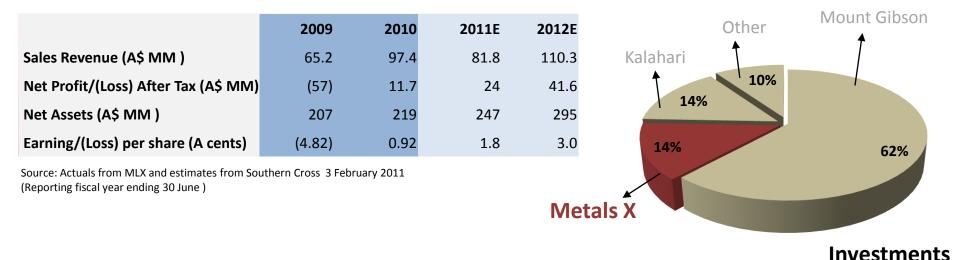


# Primary Strategic Investment – MLX

#### Metals X (MLX) – 29.1%

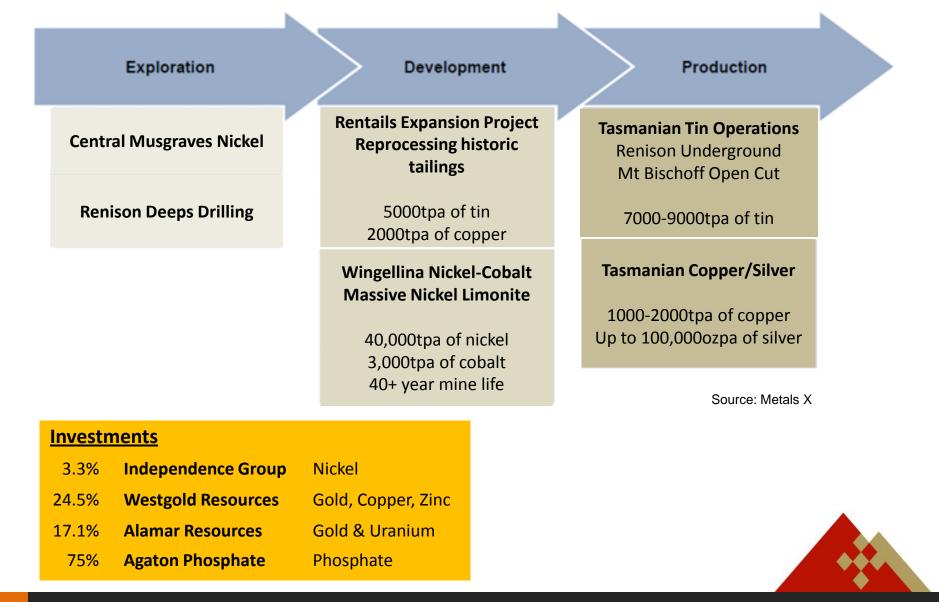
#### Largest Tin Producer in Australia

- Current production of circa 8,000tpa (MLX 50%/Vitar 41%/Yunnan Tin 9%)
- Developing the globally significant Wingellina nickel project (MLX 80%/Jinchuan 20%), containing over 183mt of 1% nickel and will produce 40,000tpa of nickel and 3,000tpa of cobalt for 40 years, contributing US\$3.4bn (DCF)
- Developing Portfolio of strategic investments including Independence Group (3.3%), Westgold Resources (24.5%), Alamar Resources (17.1%) and Agaton Phosphate (75%) giving MLX significant exposure to copper, gold, nickel, phosphate and zinc



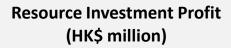


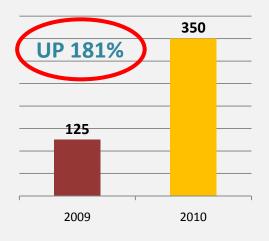
# Primary Strategic Investment – MLX



## **Resource Investment**

APAC's resource investments are mostly related to growing demands from China and supply deficit in market





### **Emerging Resource Investment**

- Identify high potential investment opportunities in diversified emerging resources
- Develop investment projects into Primary Strategic Investments
- Holds significant stake in Kalahari Minerals in addition to other interests

#### Kalahari Minerals (AIM:KAH) – 14.8%

### *"The world's fourth largest uranium resource through Extract Resources"*

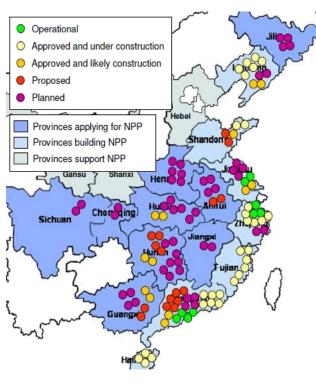
Seen as green energy, uranium is used in nuclear power plants to generate electricity. With 443 nuclear reactors worldwide, they produce over 16% of the world's electricity.

- 2010 Uranium price almost doubled to US\$70/lb due to China's stockpiling, Russia's strategic stakes and other countries acting more aggressively to acquire uranium
- 2011 Uranium price peaked at US\$73/lb before the Fukushima incident which then declined to US\$50/lb stabilising around US\$50-60/lb mark; due to continued global demand, uranium price is forecasted to rise (see appendix)

# **Resource Investment**

#### CHINA

- China's population is 1.3 billion
- 2009 saw 46.6% of China's population residing in the urban areas



(Source: McKinsey)

#### By 2025

- China's urban population is expected to rise to 926 million from 572 million in 2005. By 2030 that number will increase to a billion
- 5 billion square metres will be paved
- Over the next two decades China will build 20,000 to
- 50,00 new skyscrapers equivalent to 10 New York Cities
- 40 billion square metres of office space will be built

#### **China's Nuclear Reactors**

- China operates 13 nuclear reactors, constructing 27, planning 50 and proposing 110 by 2020 in efforts to meet its decarbonisation program
- China's nuclear capacity will increase from 9GWe in 2009 to 70-80GWe by 2020 with a potential capacity to reach 120GWe

#### 2010 Demands

- China stockpiles heavily in 2010 by importing 45mlb of U308 equating to 24% of world supply at 186mlb
- Russia takes strategic positions in uranium companies
- Other countries now acting more aggressively to secure uranium



## **Resource Investment - KAH**

### Kalahari Minerals (KAH) – 14.8%

### "The world's fourth largest uranium resource through Extract Resources"

- Key asset is the 42.8% in Extract Resources
- Extract developing the Husab uranium project, world's fourth largest deposit of resource with >500Mlbs of uranium, in mining friendly Namibia
- Mine life of >15 years to produce an estimated 15Mlbpa of U308
- DFS finalised to receive mining license and enter into production in 2014
- Indicative takeover bid from CGNPC Uranium Resources Co. Ltd



Other

14%

10%



Investments

62%

Mount Gibson

# Resource Investment - KAH

Mine Life



+20 years

### Resource Investment - KAH

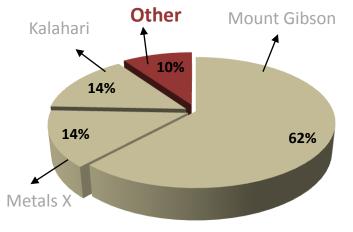


Source: Extract Resources

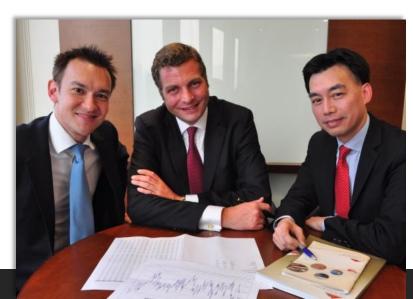
# **Resource Investment - Other**

### **Portfolio of natural resources**

- Investment spread of 40-50 emerging positions in listed stocks on major exchanges including Australia, Canada, Hong Kong and United Kingdom
- In-house expertise with strong track record
- Closed end structure removes redemption risk to long term investments
- Strong network of industry and finance contacts to source opportunities
- Trading accounts established with most major global brokers



Investments



#### **Investment Management**

Mr Andrew Ferguson Chief Executive Officer and Executive Director Mr Frederick Wong Chief Financial Officer Mr John Ellis Investment Manager

# Investment Management

### **Andrew Ferguson Chief Executive Officer**

- **Chief Investment Officer/Fund**
- Manager
- 2008-2009 CQS/NCIM – Hong Kong
- Following NCIM acquisition in 2007
- 2003-2007

#### Founder/Co-fund Manager

#### New City Investment

#### Managers - London

- Three natural resource centric investment portfolios AUM US\$650M
- 1995-1998 **Mining Engineer** Junction/Norseman
- Western Australia

### **Frederick Wong Chief Financial Officer**

- 2011 **Chief Financial Officer**/
- **Company Secretary**
- 2001 CIG Yangtze Ports – Hong Kong
- (listed on GEM of HKEx)

### **John Ellis Investment Manager**

2008-2009 Portfolio Manager, Global **Resources Colonial First State - Sydney** 

1994-1999 **Executive Director** China Solar Energy (prev. Hwa Kay Thai Holdings) (listed on Main Board of HKEx) Director- Global Mining
 Research Sales
 Royal Bank of Canada
 Capital Markets - Sydney

1979-1994 Auditor **Deloitte Touche Tohmatsu** UK/New Zealand/Hong Kong

**Global Mining Sales Trader** Royal Bank of Canada 6661 Capital Markets -London/Sydney

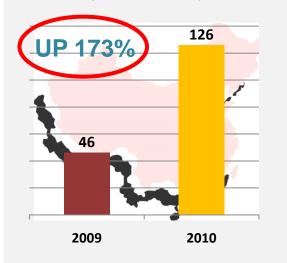


# **Commodity Business**

Focused on sourcing commodities to China



#### Commodity Business Profit (HK\$ million)



### **Commodity Business**

- Experienced team traders based in Shanghai
- Strong established relationships
- Proven track record meeting off-take commitments
- Currently focused on iron ore and coal
- Capturing value from the ground to the end buyer
- Backed by global resource investment team in HK

#### **Reliable Counterparty**

- Western governance and shareholder support
- Ability to provide financial support at times of stress
- Risk management

#### **Market Intelligence**

- Well connected with end users and traders
- Regular marketing trips/industry conferences
- Access to broker and industry research
- Local and overseas knowledge

#### Mission

To expand and diversify range



## **Commodity Business Management**

Mr. Louis Joe (Zhou, Luyong) General Manager

> BAOSTEEL GROUP 1985 – 2005

#### **General Manager**

2004-2005 Shanghai Establishing Shanghai Baoding Energy Co

### General Manager 2001-2004 Shanghai

Coal & Coke Department

Manager 1995-2001 Hong Kong Iron ore resale

#### Director

**1996-1998 Hamburg** Iron ore, coal and coke business

**1985-1991 Shanghai** Coke making operations Mr. Jiang, Zhineng Senior Manager

#### Engineer and Project Manager Maanshan Steel Mining Design and Research Center

Senior Expert Fuxing Group

Master's Degree in Mine Engineering

Mine design, research and technical economic evaluation

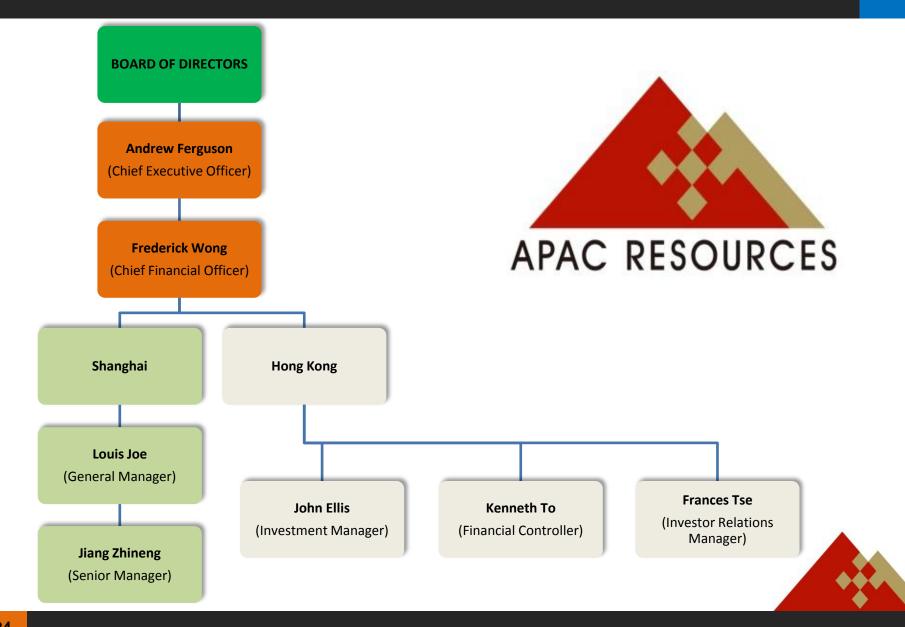


# Five Year Strategy

#### Mission: To Become the Pre-eminent Resource Investment and Commodity Business in HK



### **Corporate Structure**



## **Executive Directors**

#### Ms Chong Sok Un – Chairman

- Chairman of COL Capital Limited 0383.HK
- Directorships held in listed companies: Non Executive Director, ChinaVision Media Group Limited - 1060.HK (2007-2009) Director & CEO, Shenyin Wanguo (HK) Limited – 0218.HK (1992 - 2000)

#### MBA

#### **Mr Andrew Ferguson – Chief Executive Officer**

- Extensive experience in the finance industry, specialising in global natural resources
- Co-founder and director of New City Investment Manager, one of the United Kingdom's largest and most successful specialist natural resources fund managers

#### Mr Kong Muk Yin

- Bachelor degree in Business Studies
- Chartered accountant, certified public accountant and Chartered Financial Analyst
- Director of COL Capital Limited and ChinaVision Media Group Limited

#### **Mr Yue Jialin**

- Professor of the school of business administration of Changhun Industrial University
- Judge in the Economic Court of People's Court in Luowu District, Shenzhen, PRC (1989 ~ 1992)

# **Non-Executive Directors**

### **Non-Executive Directors**

#### Mr Lee Seng Hui

- Law L/C School graduated (University of Sydney)
- Chief executive of Allied Group Limited
- Non-executive director of Mount Gibson Iron Limited and Tanami Gold NL

#### Mr So Kwok Hoo

- Bachelor degree of Applied Science
- Executive director of Fushan International Energy Group Limited
- Extensive experience in marketing of electrochemical and industrial products sales

#### Mr Liu Yongshun

- Bachelor degree in Iron Making; EMBA
- Deputy general manager of Baosteel Trading Co., Ltd (2006 ~ 2007)
- Leading representative for iron ore negotiation on behalf of Baosteel (2004 ~ 2006)

#### **Mr Peter Curry**

- Chartered accountant and barrister (non-practising)
- Extensive corporate advisory experience in resources sector
- Executive director and Group Chief Financial Officer of Sun Hung Kai Financial
- Non-executive director of two other Australian listed companies

### **Independent Non-Executive Directors**

#### Mr Wong Wing Kuen, Albert

- Member of the Institute of Chartered Secretaries and Administrators
- Member of the HK Institute of Company Secretaries
- Member of the Taxation Institute of Hong Kong

#### Mr Chang Chu Fai, Johnson Francis

- B.Comm (Concordia University)
- MBA (York University)
- Registered person under Hong Kong Security & Future Ordinance

#### Mr Robert Moyse Willcocks

- M. Law (Sydney University)
- Ex-partner of Mallesons Stephen Jaques
- Non-Executive Director of CBH Resources Limited

# Management Team

#### Mr Andrew Ferguson – Chief Executive Officer

- Extensive experience in the finance industry, specialising in global natural resources
- See Investment Management- page 20

#### Mr Frederick Wong – Chief Financial Officer

- Over 30 years of finance experience with international CPA firm and listed companies in the UK, New Zealand, Hong Kong and Thailand
- See Investment Management- page 20

#### Mr John Ellis – Investment Manager

- Extensive experience in the finance industry, specialising in global natural resources
- Holds numerous industry accreditations
- See Investment Management- page 20

#### Mr Louis Joe (Zhou, Luyong) – General Manager, Shanghai Commodity Agency

- Over 20 years with Baosteel Group
- See Commodity Business Management- page 22

#### Mr Kenneth To – Financial Controller

- Extensive experience in corporate finance, financial management, accounting and auditing
- Member of The Association of Chartered Certified Accountants; and the Hong Kong Institute of Certified Public Accountants

#### Ms Frances Tse – Investor Relations Manager

 Extensive network with institutional brokers and fund managers

### Contacts

#### For more information:

Chief Executive Officer Andrew Ferguson

Chief Financial Officer Frederick Wong

Investor Relations Frances Tse Head office 32F China Online Centre 333 Lockhart Road Wanchai Hong Kong

+852 2541 0338 info@apacresources.com

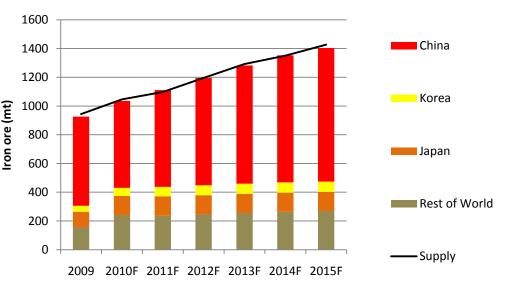


# Appendix – Iron ore market

# Iron ore market looks set to remain fundamentally tight towards the end of this decade

Iron Ore Summary								
million tonnes	2009	2010F	2011f	2012f	2013f	2014f	2015f	
Demand								
Europe	97	147	135	140	140	139	139	
Asia	784	820	902	975	1054	1117	1163	
of which:								
Japan	106	133	136	133	133	133	133	
Korea	42	56	65	69	70	71	72	
Taiwan	12	19	19	19	20	20	21	
China	620	605	674	747	823	885	930	
Rest of World	45	68	74	81	88	96	101	1444
								-
Total Seaborne Demand	926	1035	1111	1195	1282	1353	1404	2
Yoy change (mt)	84	109	77	84	87	70	51	5
% Change y-o-y	9.9%	11.8%	7.4%	7.6%	7.3%	5.5%	3.8%	2
Total Ex-China	306	430	438	449	459	468	474	
% Change y-o-y	-24.3%	40.2%	1.9%	2.5%	2.2%	2.0%	1.3%	
Supply								
Australia	384	428	471	532	576	611	661	
Brazil	266	306	341	371	394	411	433	
Canada	27	24	30	34	36	40	42	
India	119	108	105	100	110	95	90	
S.Africa	44	46	50	56	59	62	63	
Sweden	16	20	23	23	23	27	28	
Others (inc disruption)	88	113	77	79	94	104	110	
Total Seaborne Supply	944	1046	1097	1195	1292	1350	1427	
Implied balance	18	11	-15	0	10	-2	24	

**Seaborne Demand and Supply** 



Source: Macquarie Research, March 2011

Iron Ore Summan

# Appendix – Post Fukushima

Source: Merrill Lynch estimates

China Operable: 13 In construction: 27 Planned: 50 Proposed: 110 South Korea Operable: 12 In construction: 2 Planned: 12 Proposed: 1



Japan Operable: 55 In construction: 2 Planned: 12 Proposed: 1

#### India

Operable: 20 In construction: 5 Planned: 18 Proposed: 40

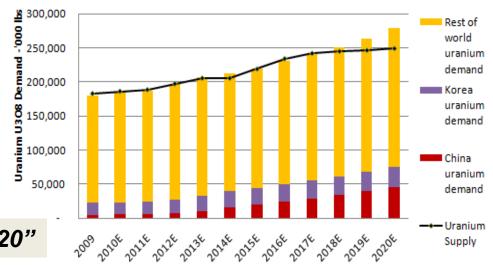
World Operable: 443 In construction: 62 Planned: 156 Proposed: 320



### "Nuclear plans until 2020"

### **2011 Post Fukushima:**

#### Asia continues with Nuclear



# Appendix: Tin - New World Metal

### **OLD WORLD**

### **NEW WORLD**

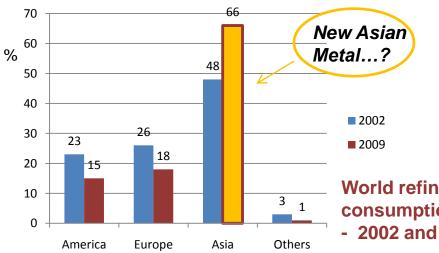
### **TIN SOLDER**

- Japan commenced their phase out of lead from 2003 due to health and safety
- Europe banned lead in solders in 2006
- US, China and South Korea are now phasing out lead based solders creating a new market for tin

**2010 Electronic** productions 1 billion computers 5 billion mobile phones









World refined tin consumption by region - 2002 and 2009

