

### **APAC PRESENTATION**



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# About APAC



APAC Resources Limited ("APAC") is an established natural resources investment and commodities trading company listed on the Hong Kong Stock Exchange (stock code: 1104).

Focused on natural resources, our business lines comprise primary investments; trading and investment in listed securities; and commodity trading.



# **Company Overview**

**Corporate:** 

Stock code: 1104.HK (HK Ex)

Market Capital: HK\$3,460 million (share price of HK\$0.50 on 03/12/2010 close)

**Issued Shares:** 6,910,567,990

(4 March 2011)

**Share Options:** 567 million share options

(4 May 2010 - exercise price HK\$1 per share)

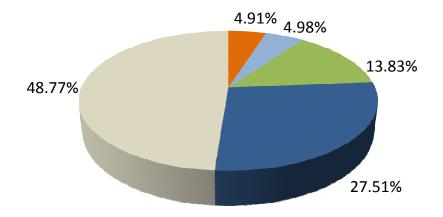
**Financials:** 

**Net Profit:** HK\$1,104 million

(31 December 2010)

NAV/Share: HK\$1.05

(31 January 2011)



#### **Shareholder Structure:**

COL Capital

Fushan International Energy

Penta Investment Advisers\*

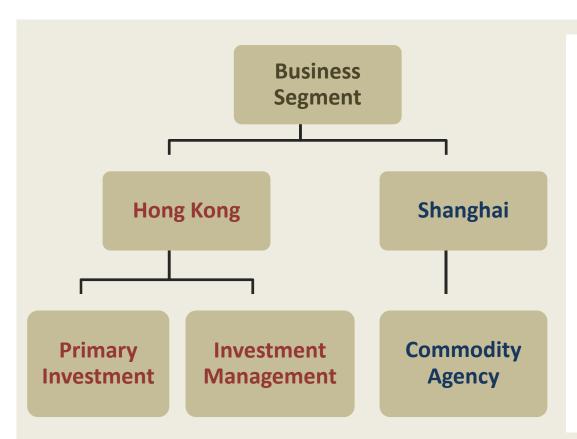
CCB International AM\*

Others

\*Bloomberg 25/2/2011



### **APAC** Business



### **Primary Investments**

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

#### **Investment Management**

- ■Portfolio spread of around 30 natural resource investments including:
- Kalahari Minerals (Uranium) 14.8%

### **Commodity Agency**

■Sourcing iron ore and coal to China



# 2010 Results

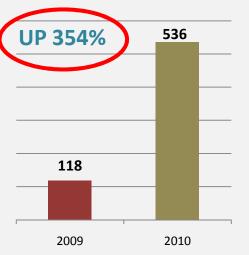
(HK\$m)	2010	2009	Change
Commodity trading revenue	849	301	+182%
Commodity trading profit	126	46	+173%
Securities trading and investments profit	350	125	+181%
Share of profit from principal associated companies	536	118	+354%
Net profit attributable to owners	1,104	373	+196%
Earnings per share (HK cents)	16.81	7.15	+135%



# **Primary Investments**

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

# Share of profit of associates (after tax) (HK\$ milllions)



#### 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 deficit over next few years

- 100% of Mount Gibson's high grade iron ore is delivered to China
- China is the largest consumer of iron ore accounting for 50% of global demand
- China consumes 800mtpa of iron ore importing 619mt in 2010 even though being the second largest producer in the world

#### 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

- Joint venture with the world's largest tin producer in China, Yunnan Tin
- Europe and US have replaced lead with tin in solder
- China and other Asian countries to follow suit creating a new world metal for tin

# Primary Investment – Mount Gibson

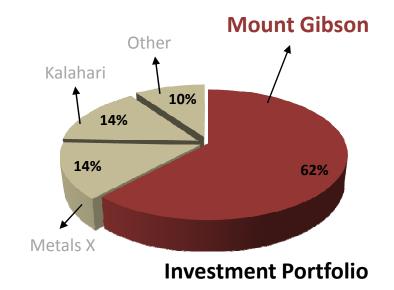
#### Mount Gibson (MGX) - 25.6%

#### 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 mid 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

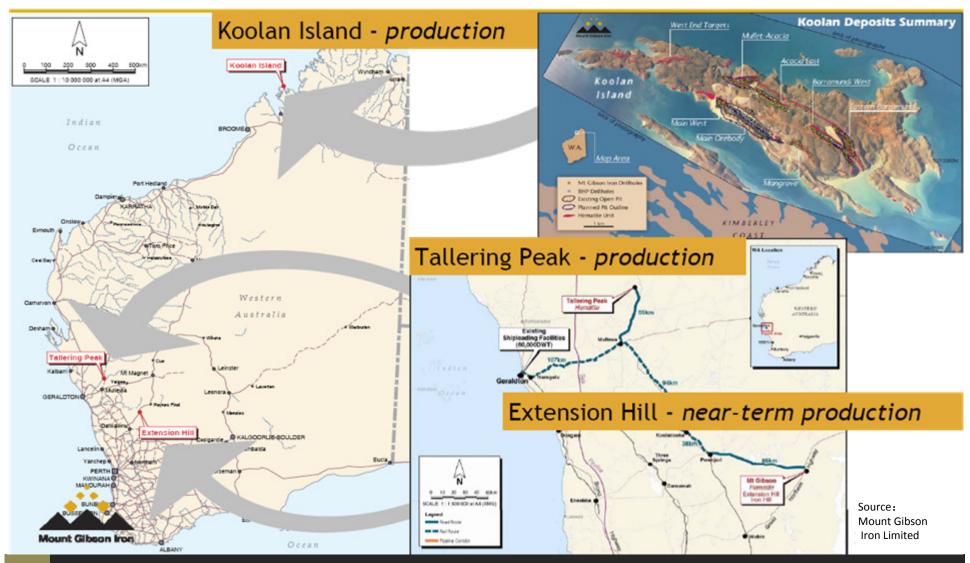
	2009	2010	2011E	2012E
Sales Revenue (A\$ MM )	425	536	908	1162
Net Profit After Tax (A\$ MM)	64	132	357	437
Net Assets (A\$ MM)	780	927	1284	1663
Earning per share (A cents) (reported)	4.0	12.3	33.1	40.5

Source: Actuals from Mount Gibson and estimates from RBC Capital Markets 18 October 2010 (Reporting fiscal year ending June 30)



# Primary Investment- Mount Gibson

109 million tonnes of resource (Fe: 62.1%) producing circa 7mtpa (10mtpa by 2012)



# Primary Investment – Metals X

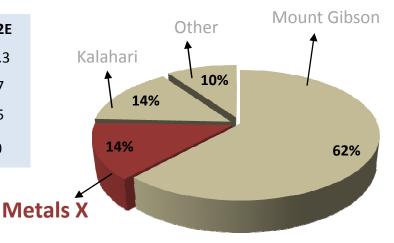
#### Metals X (MLX) – 29.1%

#### Largest Tin Producer in Australia

- Current production of circa 8,000tpa (MLX 50%/Yunnan Tin 50%)
- Developing a globally significant Wingellina nickel project, with Jinchuan Group, 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 Westgold Resources (32%), Aragon Resources (28.5%) and Agaton Phosphate (75%) giving MLX significant exposure to copper, gold and zinc

	2009	2010	2011E	2012E
Sales Revenue (A\$ MM )	65.2	97.4	81.8	110.3
Net Profit/(Loss) After Tax (A\$ MM)	(57)	11.7	24	437
Net Assets (A\$ MM )	207	219	247	295
Earning/(Loss) per share (A cents) (reported)	(4.82)	0.92	1.8	3.0

Source: Actuals from MLX and estimates from Southern Cross 3 February 2011 (Reporting fiscal year ending June 30)



**Investment Portfolio** 

# Primary Investment – Metals X

Exploration Development Production Rentails Expansion Project **Tasmanian Tin Operations** Central Musgraves Nickel Reprocessing historic tailings Renison Underground Mt Bischoff Open Cut 5,000 tpa of Tin 2,000 tpa of Copper 7,000 - 9,000 tpa of Tin Renison Deeps Drilling **Tasmanian Copper/Silver Operations** Wingellina Nickel-Cobalt 1000-2000 tpa of Copper Massive Nickel Limonite 40,000 tpa of Nickel Up to 100,000 ozpa of Silver 3,000 tpa of Cobalt 40+ Year Mine Life

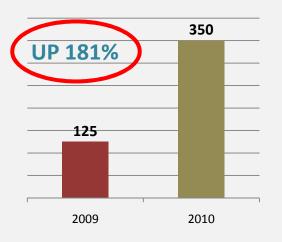
Source: Metals X



### Investment Management

APAC's trading and investments are mostly related to growing demands from China and other emerging economies and supply deficit in market...





#### **Investment and Trading**

#### Portfolio of natural resources

- Global listed investments with commodity diversification
- Includes significant stake in Kalahari Minerals

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

"With the world's fifth largest uranium resource through Extract Resources"

Uranium deficit has been fast tracked from forecasted 2012/13 to present driving uranium price from US\$45/lb to nearly US\$70/lb in 2010

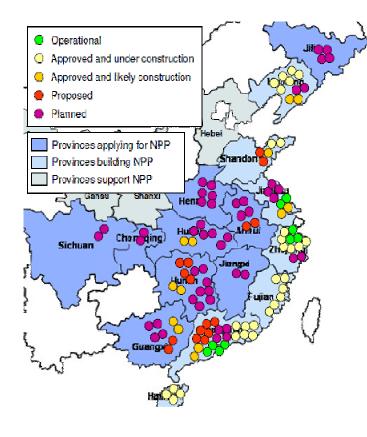
- China's population is 1.3 billion
- 2009 saw 46.6% of China's population residing in the urban areas

#### 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

### Investment Management

#### China



(continued...)

- 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 2025 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

- 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

(Source: McKinsey)

# Investment Management - Kalahari

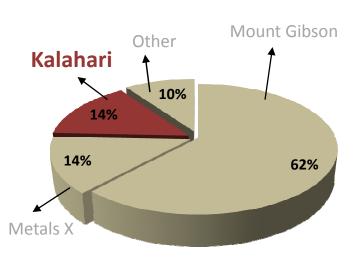
#### Kalahari Minerals (KAH) – 14.8%

"With the world's fifth largest uranium resource through Extract Resources"

- Key assets include 42.79% in Extract Resources and 45% in North River Resources
- Extract developing the Husab uranium project, world's fifth largest deposit of resource with 367Mlbs of undeveloped U3O8, in mining friendly Namibia
- Mine life of 15 years to produce an estimated 15Mlbpa of U3O8
- Currently finalising DFS to receive mining license and enter into production in 2014







**Investment Portfolio** 

# Investment Management - Kalahari

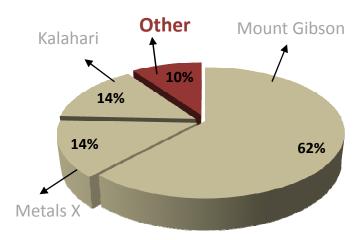


# Investment Management - Other

#### **Investment and Trading**

#### Portfolio of natural resources

- Investment spread of ~25-30 minor 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

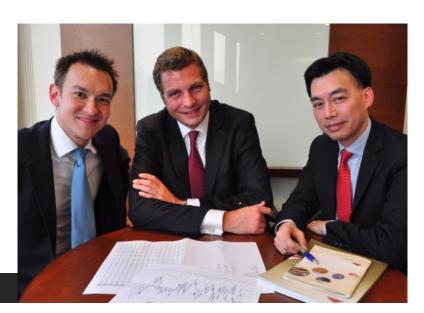


**Investment Portfolio** 

#### **Investment Team**

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

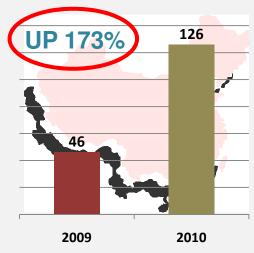
(See profile on page 22)



# Commodity Agency – China Focus



# Commodity Trading Profit (HK\$ millions)



#### **Commodity Agency**

- Experienced team of China traders based in Shanghai
- Strong established relationship in China
- Proven track record meeting off-take commitments
- Currently focused on iron ore and coal; aims to expand and diversify range
- 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

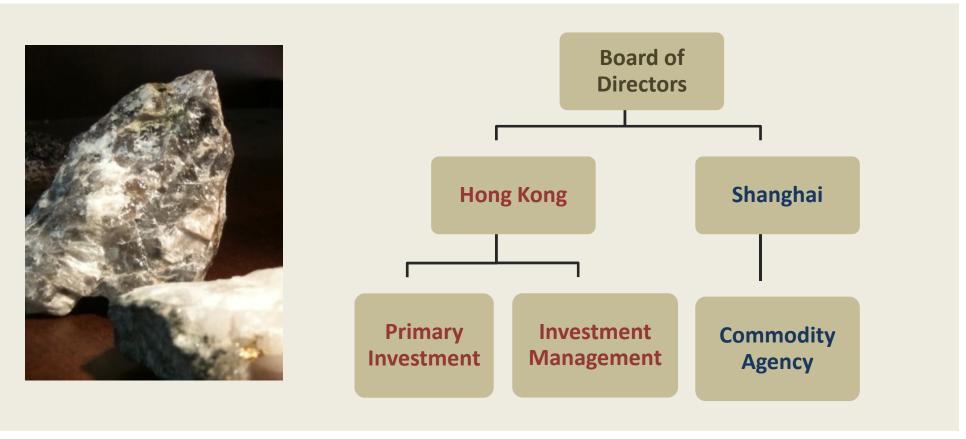


# Five Year Strategy

**Corporate Build in-house operating expertise Primary** Develop a portfolio of Secure off-take to feed Mission: To become significant interest commodity agency business **Investments** the pre-eminent resources Monetise Continue to **Develop to** Increase on **Portfolio** on investments increase see-Primary investment and Investments globally through NAV investments **Investments** commodity trading house in Hong Kong China Increase off-takes and Commodity **Diversify commodity range** customer line **Agency** Secure off-take to Direct **Acquire emerging Generate direct** feed to commodity resource projects cash flow Investment agency business

Adding long term value to our shareholders....

# Corporate Structure





### Directors

#### **Experienced Executive Directors - Asset builders with proven track record**

#### 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 – CEO**

- 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 – Executive Director

- 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 - Executive Director

- 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)



### 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

### The Team

#### Mr Andrew Ferguson - Chief Executive Officer

- Extensive experience in the finance industry, specialising in global natural resources
- See Investment Team page 22

#### 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
- Fellow member of the Institute of Chartered Accountants in England and Wales; and Hong Kong Institute of Certified Public Accountants
- See Investment Team page 22

#### Mr John Ellis – Investments

- Extensive experience in the finance industry, specialising in global natural resources
- Holds numerous industry accreditations
- See Investment Team page 22

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

Over 20 years with Baosteel Group

#### Ms Samantha Fung - Company Secretary

 Associate member of The Institute of Chartered Secretaries and Administrators

#### Mr Kenneth To – Financial Controller

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

#### **Ms Frances Tse – Investor Relations**

Extensive network with institutional brokers and fund managers

### **Investment Team**

### **Andrew Ferguson**

### **Frederick Wong**

#### **John Ellis**

Chief Investment Officer/Fund
Manager

CQS – Hong Kong

Following NCIM acquisition in 2007

Founder/Co-fund Manager

New City Investment Managers - London

Three natural resource centric investment portfolios
AUM US\$650M

Mining Engineer
Junction/Norseman
Western Australia

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

Executive Director
China Solar Energy
(prev. Hwa Kay Thai Holdings)
(listed on Main Board of HKEx)

Auditor
Deloitte Touche Tohmatsu
UK/New Zealand/Hong Kong

Portfolio Manager, Global
Resources
Colonial First State - Sydney

Director- Global Mining
Research Sales
Royal Bank of Canada
Capital Markets - Sydney

Global Mining Sales Trader
Royal Bank of Canada
Capital Markets –
London/Sydney

### Contacts

#### For more information:

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Chief Financial Officer Frederick Wong

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Frances Tse

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