

### KAZATOMPROM

NATIONAL ATOMIC COMPANY

30™ SEPTEMBER 2019

### CAPITAL MARKETS DAY

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THE INFORMATION WITH RESPECT TO ANY PROJECTIONS PRESENTED HEREIN IS BASED ON A NUMBER OF ASSUMPTIONS ABOUT FUTURE EVENTS AND IS SUBJECT TO SIGNIFICANT ECONOMIC AND COMPETITIVE UNCERTAINTY AND OTHER CONTINGENCIES, NONE OF WHICH CAN BE PREDICTED WITH ANY CERTAINTY AND SOME OF WHICH ARE BEYOND THE CONTROL OF THE COMPANY. THERE CAN BE NO ASSURANCES THAT THE PROJECTIONS WILL BE REALIZED, AND ACTUAL RESULTS MAY BE HIGHER OR LOWER THAN THOSE INDICATED. NONE OF THE COMPANY NOR ITS SHAREHOLDERS, DIRECTORS, OFFICERS, EMPLOYEES, ADVISORS OR AFFILIATES, OR ANY REPRESENTATIVES OR AFFILIATES OF THE FOREGOING, ASSUMES RESPONSIBILITY FOR THE ACCURACY OF THE PROJECTIONS PRESENTED HEREIN.





# THE AMBASSADOR of the REPUBLIC of KAZAKHSTAN to the UNITED KINGDOM

MR. ERLAN IDRISSOV



### TOURISM KAZAKHSTAN



### WELCOME



#### JON DUDAS

Chairman of the Board of Directors

### KAZATOMPROM'S MILESTONES

pre-

1997

 Company established as National Operator

#13 global uranium producer

1998

Grew to #6 global uranium producer



Expansion of uranium exports to US, Europe,
 Chinese and South Korean markets

2003



#2 beryllium producer, #4 tantalum producer

2007

First credit ratings assigned

2008

• #1 global uranium producer



Raised \$500m with debut 5-year Eurobond

2012

Commissions sulphuric acid plant

**201** 



 Gains access to Russian uranium enrichment facilities

2017

Eurobond fully repaid

 Strategic agreement with China for fuel assembly plant and development of uranium deposits in Kazakhstan

2018

Board of Directors adopts value strategy



Becomes #1 in uranium sales

2019

IPO in November 2018

First AGM as a public company











### KAZATOMPROM INRODUCTION MEDIA



### AGENDA

Chief Executive Officer
Mr. Galymzhan Pirmatov

Chief Strategy & Marketing Officer

Mr. Riaz Rizvi

Chief Financial Officer
Mr. Meirzhan Yussupov



**Question & Answer Session** 



## DELIVERING ON COMMITMENTS

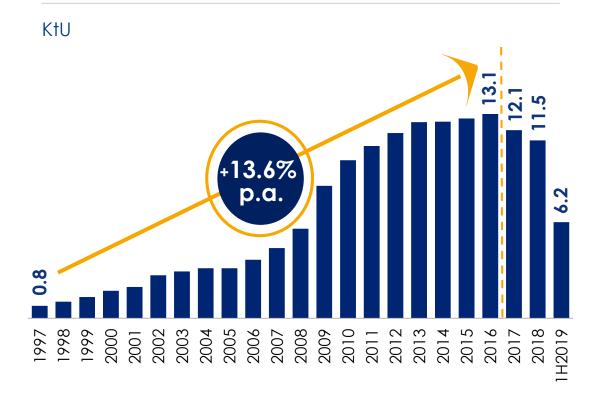


### GALYMZHAN PIRMATOV

Chief Executive Officer

### KAZATOMPROM

#### Kazatomprom's attributable production<sup>1</sup>



Source: Company information, UxC.



# 1 URANIUM
Production and sales

100% In-Situ Recovery mining

23%

of global production (2018)





<sup>&</sup>lt;sup>1</sup> Production from subsidiaries, joint ventures, associates, and investments attributable to KAP

### **INVESTMENT THESIS**



Strong long-term fundamentals, nearterm uncertainty



Leading producer, ~23% of primary production, committed to strategy



Largest uranium reserves, priority access to world class resources



Low cost, highly scalable In-Situ Recovery mining technology



Industry-leading operations with solid Health, Safety and Environmental records



Highest governance standards, commitment to sustainable returns







Refocus on core mining business Optimize mining, processing & sales volumes based on market conditions



 Create value through enhanced sales & marketing capabilities



culture

> Develop industry

leading corporate

 Implement bestpractice business processes







### CENTRAL TO THE INDUSTRY

### Ten Joint Ventures with nuclear industry leaders

Canadian JV JV Inkai, 60% (1996)



Chinese JV Semizbai-U, 51% (2006)



French JV Katco, 49% (1996)



Japanese JVs Appak, 65% (2005) Baiken-U, 52.5%<sup>1</sup> (2006)



KANSAI ELECTRIC POWER CO., INC.

Russian/Japanese JV

Marubeni

Khorasan-U, 50%<sup>1</sup> (2014)

Russian JVs





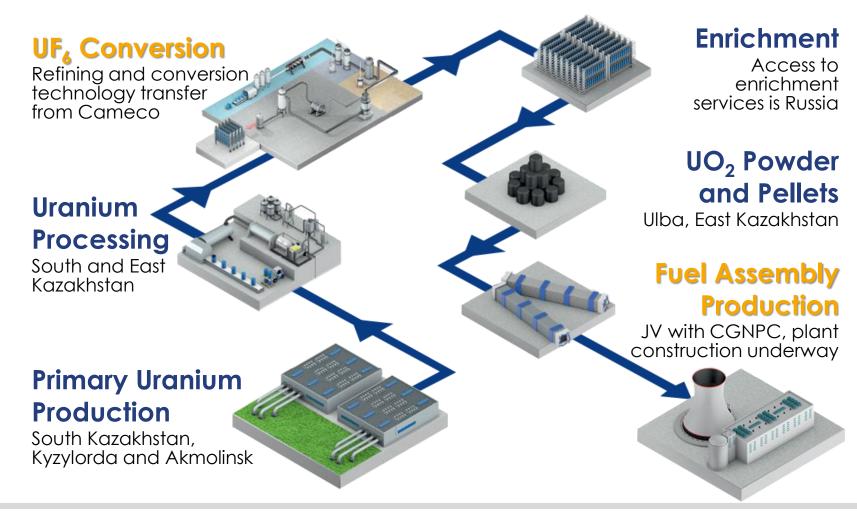
Karatau, 50% (2005), POCATOM Akbastau, 50% (2006), SMCC, 30% (2014) JV Zarechnoye, 49.98% (2001)



13



### THE NUCLEAR FUEL CYCLE



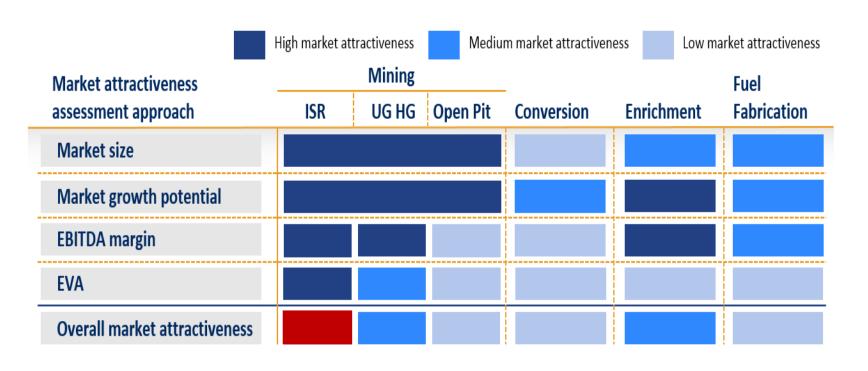


- Refocus on core mining business
- Optimize mining, processing & sales based on market conditions





### FOCUS ON VALUE



- Mining is highest value
- •ISR mining is lowest cost
- KAP maintains focus on core business of ISR uranium mining
- Maintaining presence in other NFC stages only where strategic, or to meet customer needs







Source: Company market study and market segmentation model.

<sup>1</sup>Market attractiveness based on detailed individual analysis within each of the assessment areas.

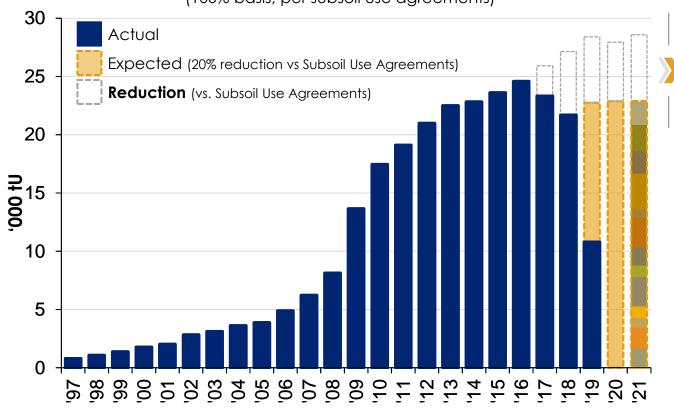




### COMITTED TO MARKET DISCIPLINE

#### Kazakhstan Production Volume

(100% basis, per subsoil use agreements)



#### Significant supply impact

- 2017-2019: Reduced ~13,500 tU total
- 2020-2021: Reduced ~11,000 tU total

In total, now equivalent to stopping production in Kazakhstan for about one year







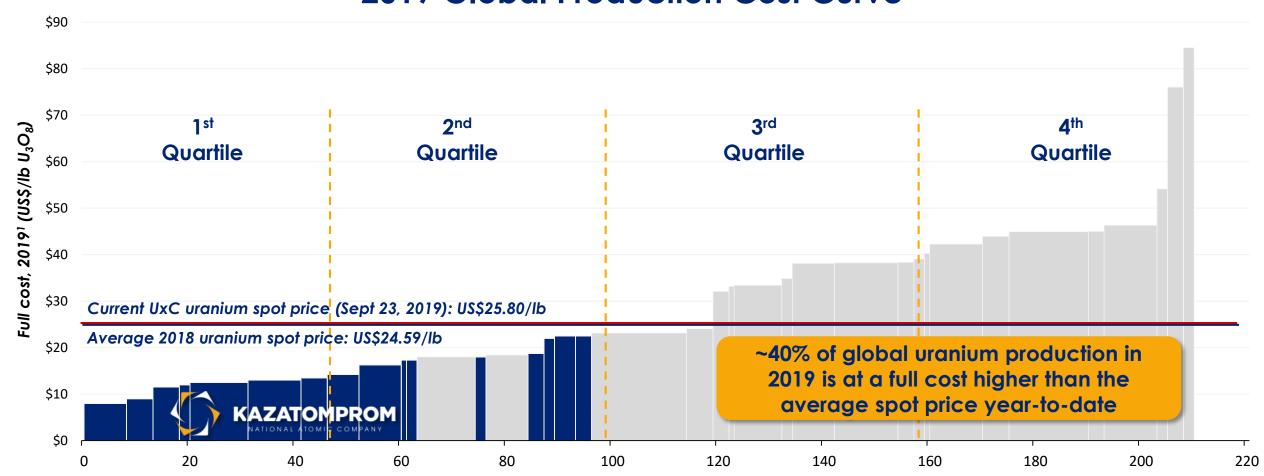
Source: Competent Persons' Report on the Mineral Assets of JSC Kazatomprom NAC, Republic of Kazakhstan, Kazatomprom IPO Prospectus, October 31, 2018





### ONE OF THE LOWEST COST PRODUCERS

#### 2019 Global Production Cost Curve



Source: UxC. Note: Quartiles are allocated based on the total production.

1 UxC's Full Cost consists of operating and capital costs across company projects. Operating costs are made up of mining costs, hauling, milling, production/property taxes, environmental costs, and royalty severance tax. Capital costs are made up of acquisition/exploration costs, mine development costs, mill construction costs, environmental/infrastructure costs, and General & Administrative costs.







### 100% OF

#### KAZATOMPROM URANIUM

MINED USING IN-SITU RECOVERY (ISR)

ISR recognized by IAEA as the safest and most environmentally friendly mining technology







#### Low disturbance...

No stripping, open pits or mine shafts

#### Low exposure...

Less human interaction with uranium ore, dust

#### Small footprint...

Decreased impact on land, environment





### FOCUS ON HEALTH, SAFETY, ENVIRONMENT

Industry-leading operations with a solid Health, Safety and Environmental record



Ongoing knowledge exchange, implementing best practices

Focus on "near-miss" reporting

Vision Zero program commitment

HSE department reports to CEO



### STRONG CORPORATE GOVERNANCE

**Audit Committee** 

Head of committee: Russell Banham

3 members - all INEDs



4 members – including all 3 INEDs





Jon Dudas Independent Director (2015) Chairman of the Board



**Neil Longfellow** Independent Director (2017)



**Russell Banham** Independent Director (2018)

**Board of Directors:** 3 of 7 Board Members are independent

**Committee for Strategic Planning** and Investments Head of committee: Jon Dudas

4 members – including all 3 INEDs



Committee for Production Safety Head of committee: Neil Longfellow

4 members – including all 3 INEDs



Galvmzhan **Pirmatov** Board Member. **CEO** 



**Almasadam** Satkaliyev Board Member.



**Beybit** Karvmsakov Board Member. SK representative SK representative



Kanat Kudaibergen Board Member.







Refocus on core mining business Optimize mining, processing & sales volumes based on market conditions



 Create value through enhanced sales & marketing capabilities





Implement bestpractice business processes











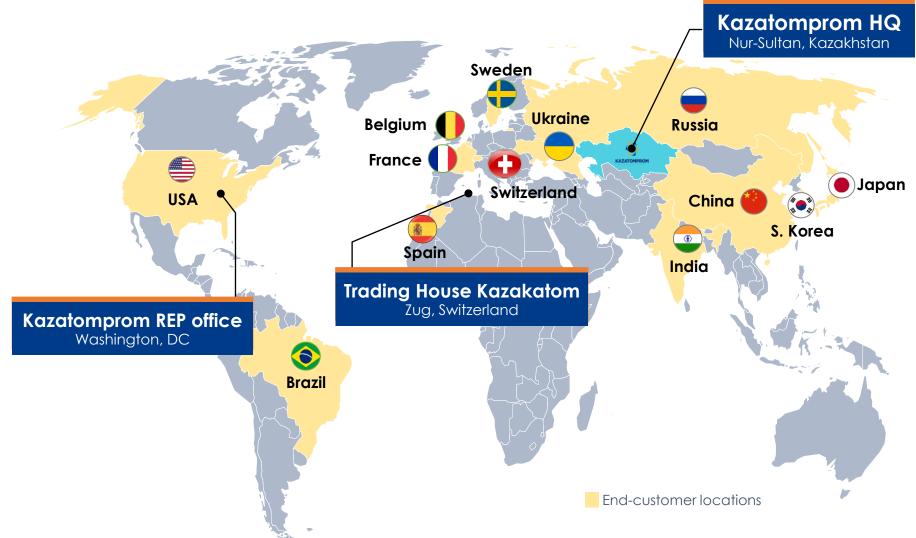
### MARKET UPDATE



RIAZ RIZVI

Chief Strategy & Marketing Officer

### GLOBAL PRESENCE









### LONG-TERM DEMAND DRIVERS

#### New nuclear capacity supported by demand for clean energy



CO<sub>2</sub> reduction and clean air policies

 COP 21 agreement to limit increase in global temp to "well below +2°C" above preindustrial levels

40%2

EU emission reduction target by 2030



Urbanisation driving baseload demand

- China, India, Saudi Arabia committed to nuclear energy
- 1.1 billion people on earth without electricity<sup>1</sup>

68%3

Populations in cities by 2050 (55% in 2017)



Rapid growth of electric vehicles

- Additional electricity demand
- Need for new breakthrough technologies

125 million<sup>4</sup>

Electric cars by 2030 (3.1 m in 2017)



Fuel diversity and security of supply

- Expansion to alternative power sources to speed up power supply
- Critical for national security

60%4

Increase in energy demand by 2040

<sup>1</sup> Source: As per International Energy Agency (IEA) Energy Access Outlook 2017. <sup>2</sup> Source: European commission. <sup>3</sup> Source: United Nations. <sup>4</sup> Source: IEA.

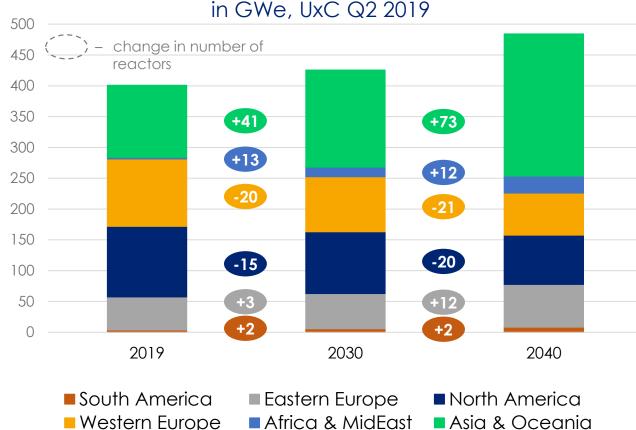




### LONG-TERM FUNDAMENTALS

#### Nuclear electricity generation growth translates to uranium demand





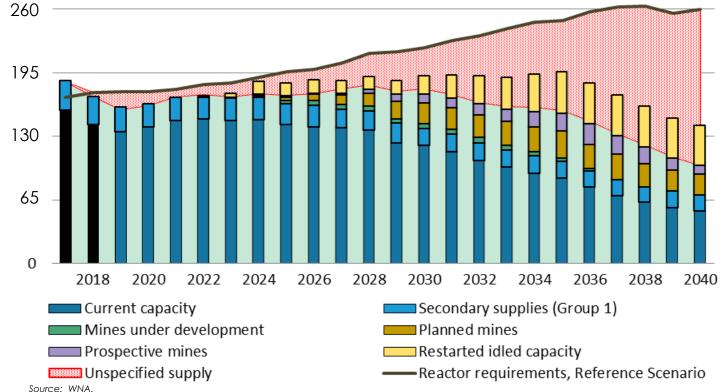
- Safe, clean and reliable baseload
- Nuclear currently about 11% of installed capacity, forecast to retain market share in 2030
- Benefits from low operating cost and provides energy fuel diversity
- Strong pipeline of new nuclear projects in Asia, Middle East and Africa, more than offsetting expected closures



### LONG-TERM SUPPLY / DEMAND DYNAMICS

#### WNA showing a gap<sup>1</sup> of up to 80 million lbs. U<sub>3</sub>O<sub>8</sub> by 2030

2018-2040 Uranium Supply & Demand (WNA Reference Scenario, mln lbs. U<sub>3</sub>O<sub>8</sub>)



#### Excludes prospective and planned mines, as well as idled capacity.

See limitations around forward-looking information in the disclaimer to this presentation.

#### Nuclear policy:

- France delaying nuclear reduction
- USA extending operating licenses
- South Koreans in support of nuclear
- Japan: supportive energy policy, but tightening safety requirements
- New build delays, early closures

#### Positive LT fundamentals:

- Widening supply / demand gap
- Long lead-time for new mines
- CAPEX down >2/3 since 2013
- Greenfield needs higher prices



<sup>&</sup>lt;sup>2</sup> Equivalent to 30 770 metric tons U.

### HISTORIC UTILITY DEMAND

#### Historical spot and term trade volumes



- **2005-2012** significant long-term contracting, rolling off in early 2020s
- 2012-2017 oversupplied market resulting in falling prices
- 2018 market balanced following significant production cuts
- > 1H 2019 low contracting activity due to US trade action uncertainty
- $\mathbf{>}2019\text{-}2030$  forecast uncovered demand of  $\mathbf{>}750^1$  million pounds  $\mathbf{U_3O_8}$

1 Source: UxC.



### **NEAR-TERM VOLATILITY**

#### Supply aspects



- Cuts by all major producers, 13 mines in C&M since 2011
- Change in African uranium mining landscape to secure supply for Chinese utilities (Husab, Rossing)
- Declining secondary supplies (down ~25% 2018 2022)
- Expiration of legacy contracts puts uneconomic mines under pressure

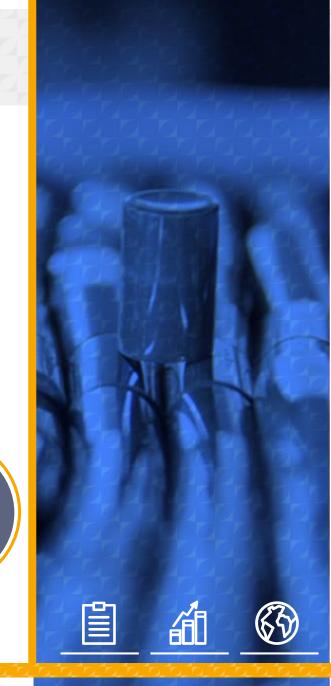
#### **Demand uncertainty**

- US Nuclear Fuel Working Group report due 10.10.2019
- Japanese utility seeking limited inventory sales
- Financial players re-entering the market
- Producers entering spot market to meet sales commitments



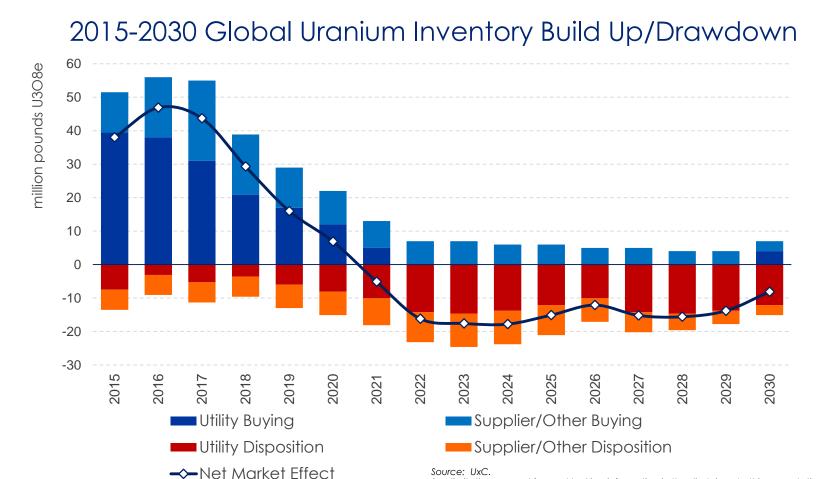






### GLOBAL URANIUM INVENTORIES

#### UxC showing continuous inventory drawdown through 2020s



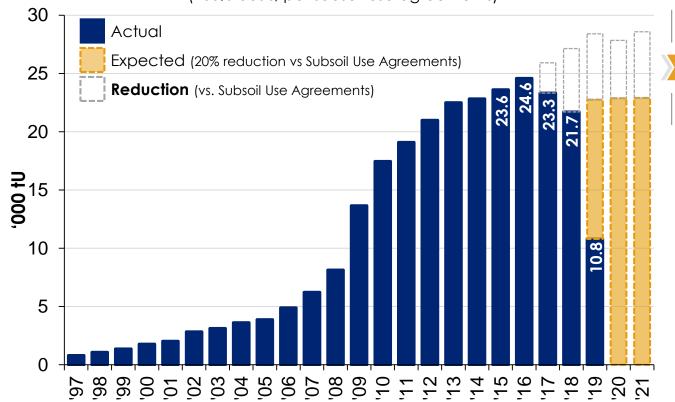
- Uranium inventory levels typically higher than most commodities
- Majority of inventory not in a form directly usable for power generation
- Bulk of usable utility inventory is strategic stocks and work in progress
- Discretionary inventories projected to be drawn down starting 2021



### COMITTED TO MARKET DISCIPLINE

#### **Kazakhstan Production Volume**

(100% basis, per subsoil use agreements)



#### Significant supply impact

- 2017-2019: Reduced ~13,500 tU total
- 2020-2021: Reduced ~11,000 tU total

In total, now equivalent to stopping production in Kazakhstan for about one year

#### Disciplined sales

- Not supporting low spot price
- Selling only where aligned with value strategy

Source: Competent Persons' Report on the Mineral Assets of JSC Kazatomprom NAC, Republic of Kazakhstan, Kazatomprom IPO Prospectus, October 31, 2018







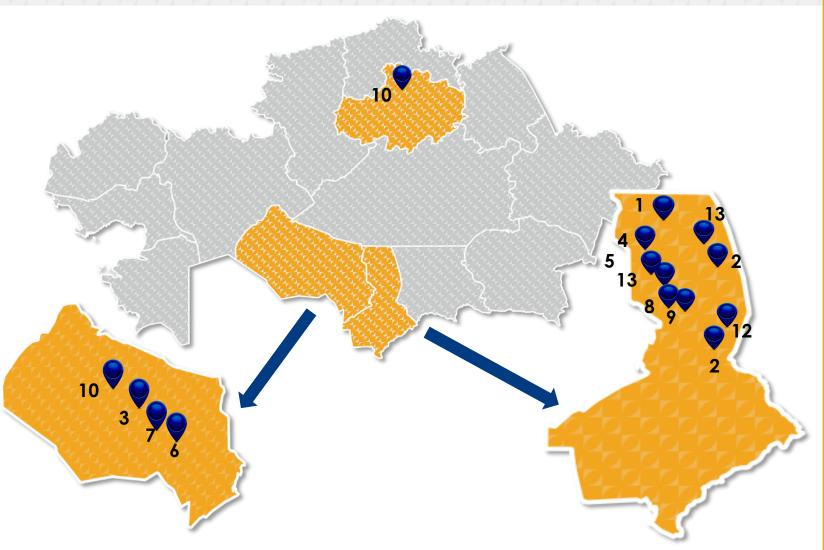
### BUSINESS & FINANCE UPDATE: THE FIRST HALF-YEAR



#### MEIRZHAN YUSSUPOV

Chief Financial Officer

### KAZATOMPROM'S MINES





- 2. KAP-SaUran
- 3. RU-6
- 4. Appak
- 5. Inkai
- 6. Baiken-U
- 7. Kharasan-U
- 8. Akbastau
- 9. Karatau
- 10. Semizbai-U
- 11. Zarechnoye
- 12. Katko
- 13. SMCC



KAZATOMPROM
NATIONAL ATOMIC COMPANY

### MINING ASSET DETAILS

Mining Asset	KAP Interest (%)	Accounting Treatment	Depletion (year) <sup>1</sup>	1H2019 production tU as U <sub>3</sub> O <sub>8</sub> , (100% basis)
Ortalyk	100	Full consolidation	2032	716
SaUran	100	Full consolidation	2040	633
RU-6	100	Full consolidation	2034	471
Appak	65	Full consolidation	2036	449
Inkai	60	Full consolidation	2052	1,480
Baiken-U	52.50	Full consolidation	2032	721
Khorassan-U	50	Full consolidation	2036	735
<mark>Akbastau</mark>	50	Proportionate consolidation	2039	778
Karatau	50	Proportionate consolidation	2033	1,241
Semizbai-U	51	Equity accounting	2041	443
Zarechnoye	49.98	Equity accounting	2023	391
Katco	49	Equity accounting	2033	1,536
SMCC	30	Equity accounting	2036	1,206

Source: Company information.

<sup>1</sup> Based on mine plans, KAP CPR, 2019 (Audit letter SRK Consulting)

10,800



### COMMITED TO SHAREHOLDER RETURNS

#### New dividend policy effective from 1 January 2019



- Pay minimum 75% of FCF if Net Debt¹ / Adjusted EBITDA²≤ 1.0
- Pay minimum 50% of FCF if 1.0 < Net Debt<sup>1</sup> / Adjusted EBITDA<sup>2</sup> < 1.5</li>
- Shareholders discretion if Net Debt¹ / Adjusted EBITDA² ≥ 1.5
- 20203 expected dividend no less than Tenge equivalent of US\$200m

Cash flows from operating activities

Acquisition of PPE (incl. advances), mine development assets, intangible assets, expl/eval assets





Free Cash Flow

Source: Company information.

<sup>&</sup>lt;sup>4</sup> The Company strives to use its voting power to maximise its dividend flow from jointly controlled entities and associates. Dividends received by the Company from investees domiciled in the Republic of Kazakhstan are exempt from dividends tax.





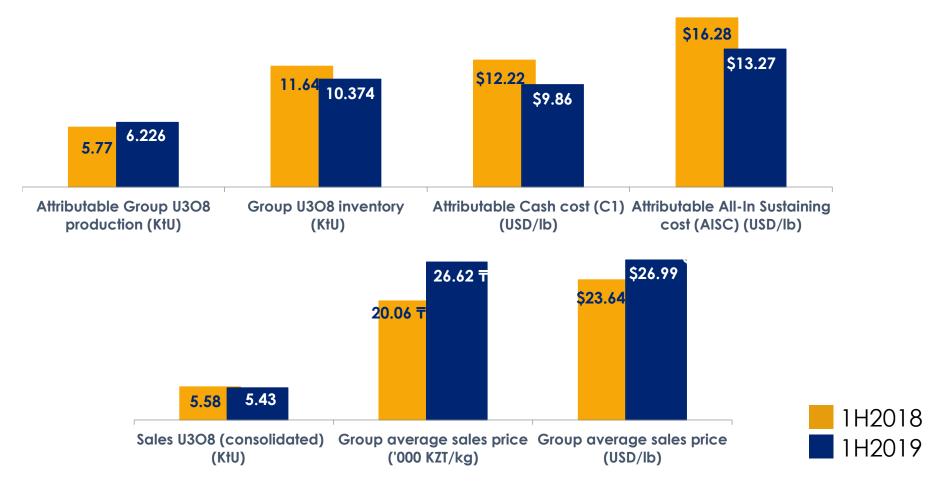
As per dividend policy, the Company defines net debt as total debt (consisting of bank loans, guarantees and lease liabilities) less cash and cash equivalents and short-term deposits.

<sup>&</sup>lt;sup>2</sup> Adjusted EBITDA is calculated as Profit before tax + Net finance expense + Net FX loss + Depreciation and amortisation + Impairment losses +/- one-off or unusual transactions.

<sup>&</sup>lt;sup>3</sup> Subject to applicable law and commercial considerations. Dividend payments in respect of the Company's 2019 financial year will be approved in 2020.

### FIRST-HALF 2019 RESULTS

#### Production and sales metrics



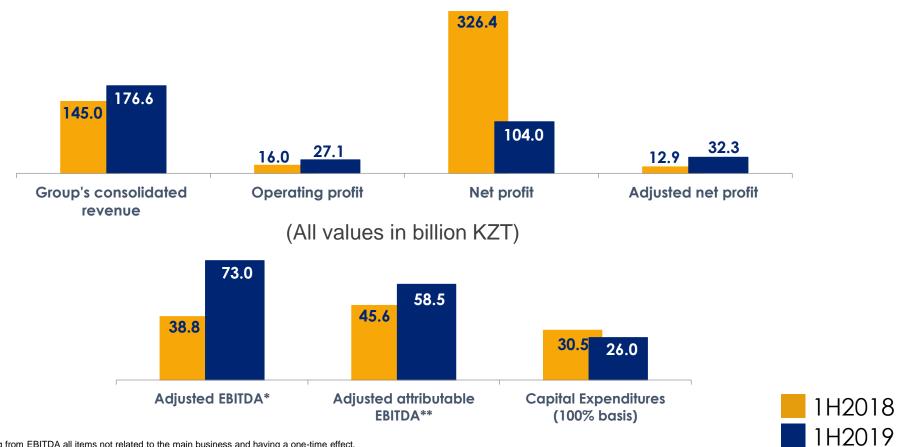






### FIRST-HALF 2019 RESULTS

#### **Key financial metrics**



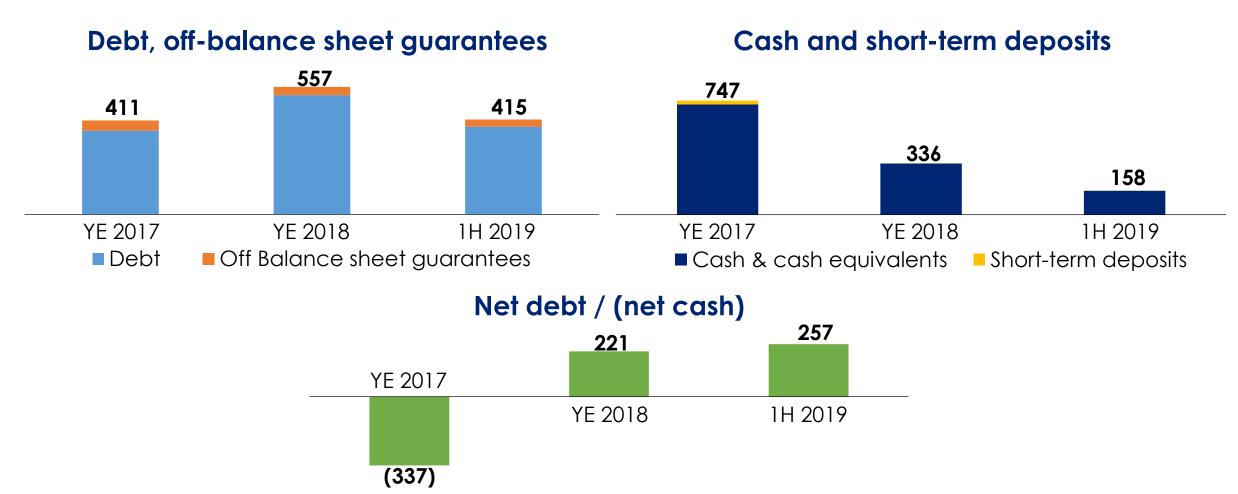
<sup>\*</sup> Adjusted EBITDA is calculated by excluding from EBITDA all items not related to the main business and having a one-time effect.

<sup>\* \*</sup> Adjusted Attributable EBITDA is calculated as an adjusted EBITDA less the share of the results in the net profit in JVs and Associates plus the share of adjusted EBITDA of JVs and Associates engaged in the uranium segment (except Budenovskoye JV LLP's EBITDA due to minor effect it has during each reporting period) less non-controlling share of adjusted EBITDA of Appak LLP, Inkai JV LLP, Baiken-U LLP and Khorasan-U JV LLP less any changes in the unrealized gain in the Group.





### DEBT & CASH OVERVIEW



Source: Company information, IFRS financial statements.

Note: Gross debt primarily consists of Loans and Bonds issued, other items include Off Balance sheet guarantees and Finance lease liabilities. Net debt is calculated as Gross Debt - Cash and cash equivalents - Short-term deposits.

Balance sheet items are converted into US\$ at relevant spot US\$:KZT exchange rates, i.e. 339.47, 333.29, 332.33, 384.2, 380,04, 380,53 for 31 December year-end of 2015, 2016, 2017, 2018, 31 March 2019 and 30 June 2019 respectively.

(all in million USD)





### CONSISTENT 2019 GUIDANCE

(Assumes KZT/USD = 370)

Key performance indicators		2018 Actual	2019 expectations
Production volume (100% basis) <sup>1</sup>	tU	21,705	22,750 – 22,800
Production volume (attributable basis) <sup>2</sup>		11,476	13,000 – 13,500
Group sales volume <sup>3</sup>	tU	16,647	15,000 – 16,000
KAP sales volume (incl. in Group) <sup>3</sup>	tU	15,287	13,500 – 14,500
Revenue - consolidated <sup>4</sup>	KZT billions	436.6	485 – 505
Revenue from Group $U_3O_8$ sales (incl. in consolidated) <sup>4</sup>	KZT billions	365.1	392 – 408
C1 cash cost (attributable basis)*	\$US/Ib*	\$11.56	\$11.00 - \$12.00
All-in sustaining cash cost (attributable C1 + capital)*		\$15.08	\$15.00 - \$16.00
Total capital expenditures (100% basis) <sup>5</sup>		75.4	80 – 90

Production volume (100% basis): Amounts represent the entirety of production of an entity in which the Company has an interest; it therefore disregards that some portion of production may be attributable to the Group's JV partners or other third-party shareholders.

<sup>\*</sup> Note that the conversion of kgU to pounds  $U_3O_8$  is 2.5998.



<sup>&</sup>lt;sup>2</sup> Production volume (attributable basis): Amounts represent the portion of production of an entity in which the Company has an interest, which corresponds only to the size of such interest; it excludes the remaining portion attributable to the JV partners or other third-party shareholders.

<sup>&</sup>lt;sup>3</sup> KAP sales volume: includes only the total external sales of KAP HQ and THK. Intercompany transactions between KAP HQ and THK are not included.

<sup>&</sup>lt;sup>4</sup> Revenue expectations are based on uranium prices taken at a single point in time from third-party sources. A spot price of approximately US\$26/lb U<sub>3</sub>O<sub>8</sub> was published in Q3, 2018 and used for 2019 revenue estimates. Revenue could therefore be impacted by how actual uranium prices vary from that assumption.

<sup>&</sup>lt;sup>5</sup> Total capital expenditures (100% basis): includes only capital expenditures of the mining entities.



### Q&A SESSION



### GALYMZHAN PIRMATOV

Chief Executive Officer



#### RIAZ RIZVI

Chief Strategy & Marketing Officer



#### MEIRZHAN YUSSUPOV

Chief Financial Officer



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