

# Half Year FY2024 Results Presentation

16 February 2024



**Deterra**  
ROYALTIES



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All figures are expressed in Australian dollars unless stated otherwise.

This presentation has been authorised for release to ASX by Deterra's Managing Director.

# 1H24 Highlights



High quality assets delivering strong financial performance

REVENUE

**\$119 million**

NPAT \$79 million, 95% EBITDA<sup>1</sup> Margin  
Mining Area C (MAC) production 61 Mwmt

Supporting shareholder returns

**14.89¢/share**

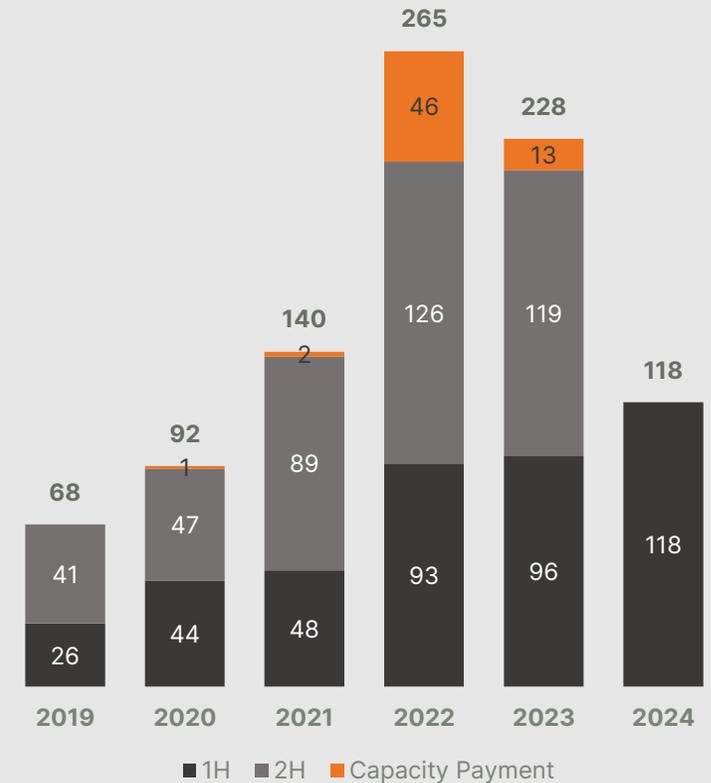
Fully franked 1H24 Interim Dividend  
>\$480 million total dividends since listing<sup>2</sup>

Building a platform for investment and growth

**\$500 million**

Undrawn credit facility  
Significant facilities available for value accretive transactions

Mining Area C (MAC) royalty receipts  
AUD million



(1) See notes on slide 2 – Non-IFRS Measures

(2) Paid or declared, excludes dividend paid prior to demerger



# Financial Results

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Simple business model continues to deliver strong financial performance



# 1H24 Highlights



High quality assets continue to deliver strong financial performance



**95%**  
EBITDA MARGIN



PAYOUT  
**100%**  
NPAT



**14.89 ¢/sh**  
Interim (Declared), fully  
franked

(1) See notes on slide 2 – Non-IFRS Measures



# 1H24 Highlights: Revenue

Stronger AUD realised iron ore pricing offsets lower sales volume at MAC

## MAC Performance

1H2024 v. 1H2023

- Sales volume: 56.4 Mdmt
- Avg. realised price: \$170/dmt
- Revenue royalty receipts: \$118.4M

4%

28%

23%

## Other producing royalties

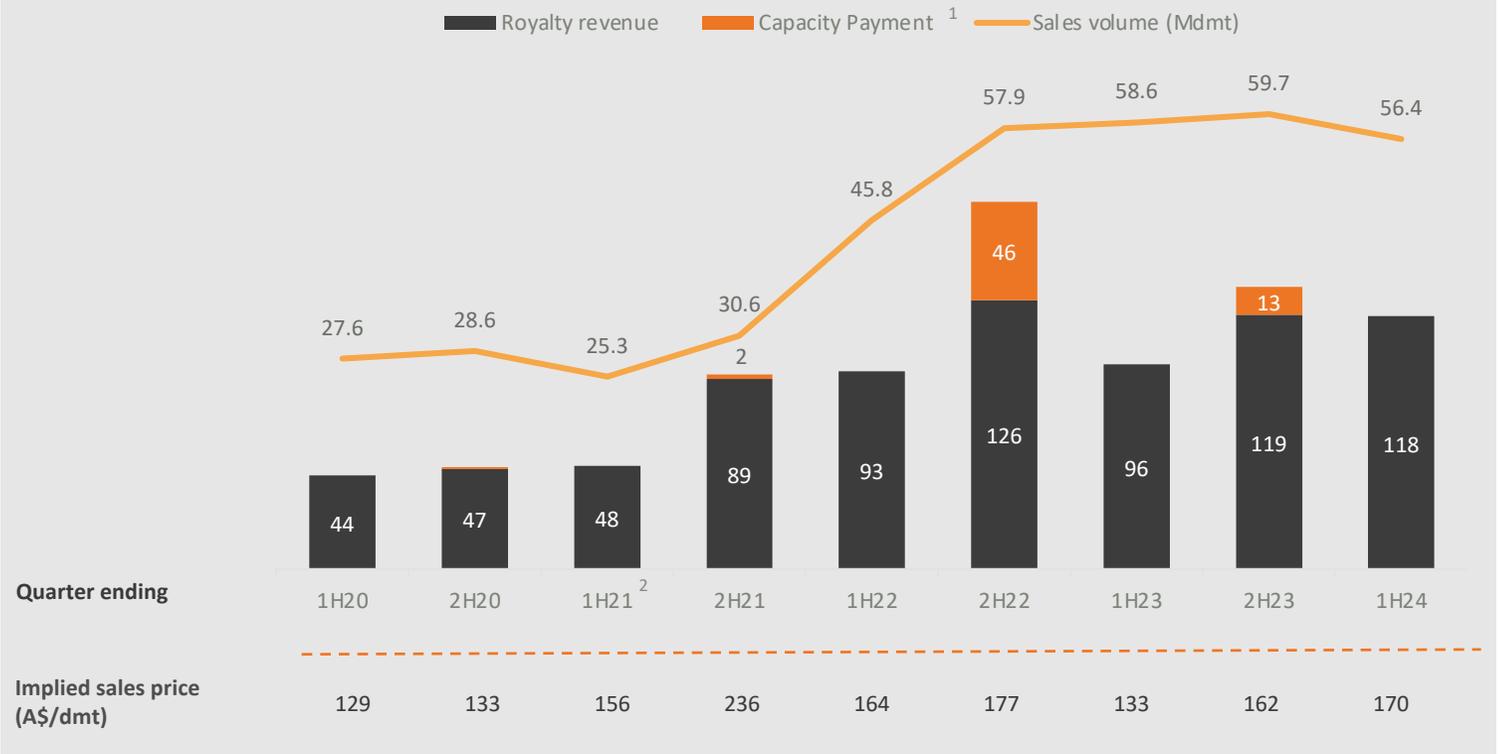
1H2024 v. 1H2023

- Combined mineral sands: \$539k

21%

## MAC half yearly receipts: volume and realised price

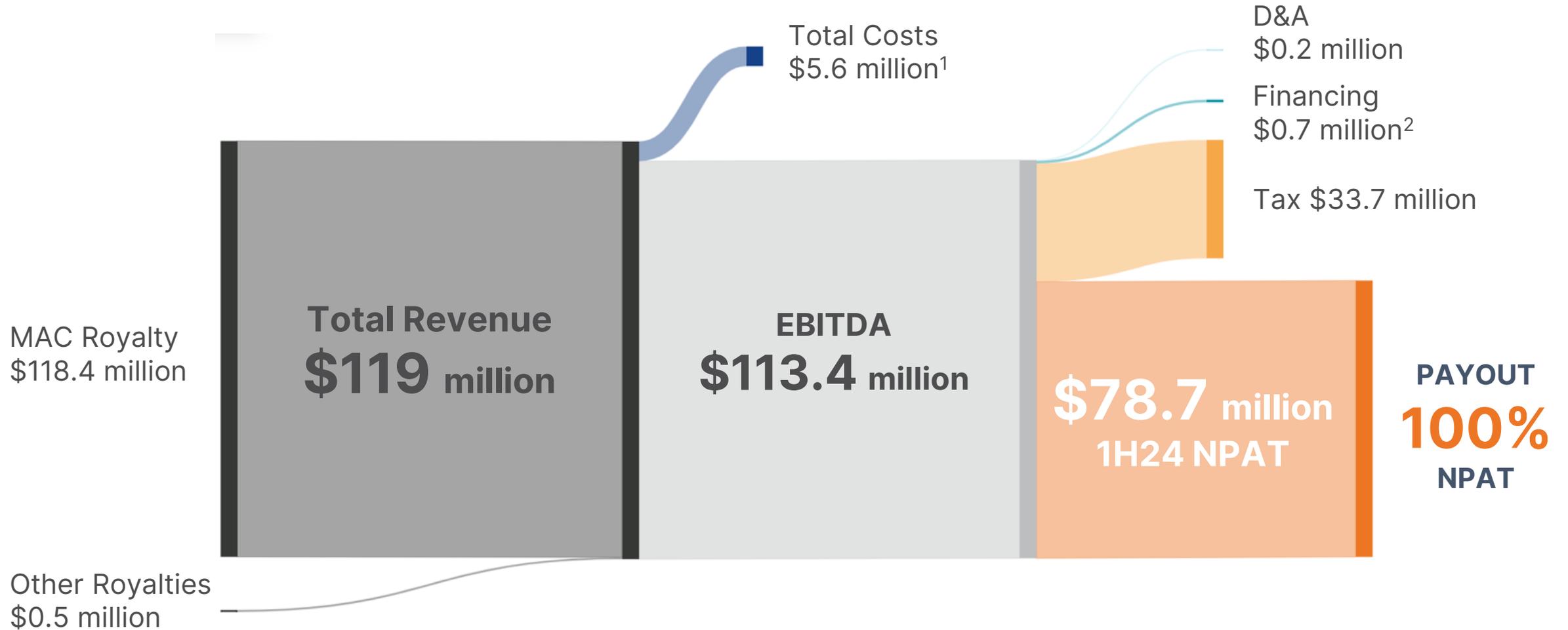
AUD million, Million dry metric tonne, A\$/tonne (FOB, Western Australia)



# Simplified Income Statement



Illustrative 1H24 statement of profit or loss



(1) Total Costs of \$5.6 million includes \$4.3 million of operating expenses and \$1.3 million of business development project expenses.

(2) Net Financing Costs of \$0.7 million includes finance costs of \$1.6 million less finance income of \$0.9 million.

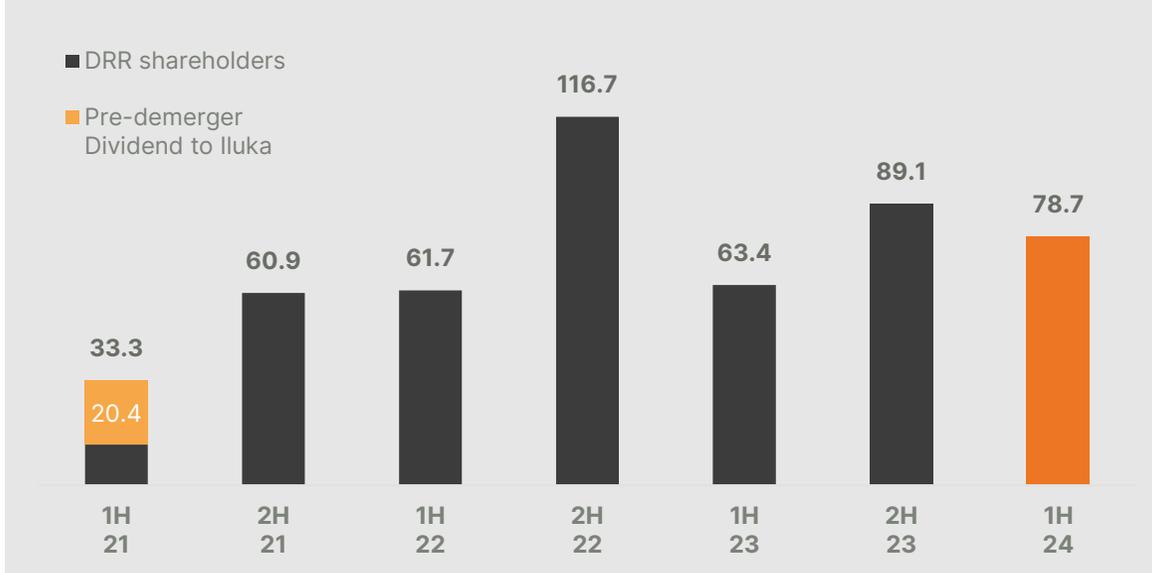
# A track record of strong shareholder returns



## Disciplined capital management and return of excess cash to shareholders

### Deterra's dividend history

AUD million



**Declared**

**1H24 interim dividend of 14.89¢ / share (fully franked)**

- Record date: 23 February 2024
- Payment date: 21 March 2024

**Returns**

- Discipline to return capital when not required for investment or balance sheet management
- More than \$480 million returned to shareholders since FY21<sup>1</sup> listing (fully franked)

**Optimise Use of Debt**

- Undrawn bi-lateral facilities of \$500 million provide significant liquidity and flexibility

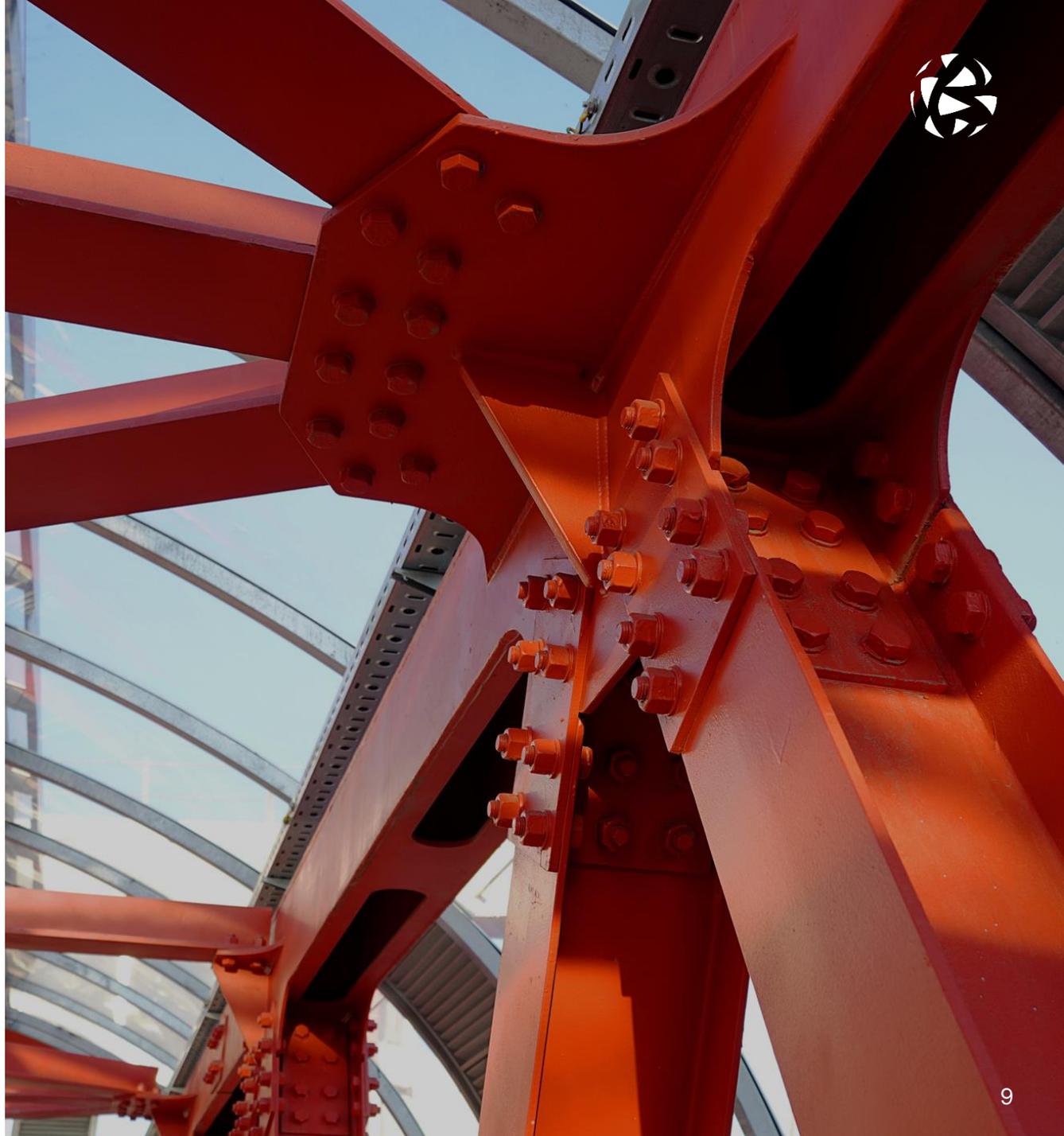
**Maintain Targeted Leverage**

- Maintaining flexibility to invest counter cyclically
- Targeted range of 0-15% of enterprise value over time via capital management
  - Expectation that cash flow from royalties will be utilised to maintain leverage in target range

(1) Excludes Pre-Demerger Dividend to Iluka of \$20.4M

# Strategy and Outlook

Building a platform for investment and growth





# Targeting value accretive growth

## Opportunity to become a leading listed royalty company outside precious metals

### Targeted growth

Prioritising opportunities where we have a competitive advantage



- **Quality:** world class foundation in long-life MAC Royalty
- **Liquidity:** cash flow and debt facilities provide differentiated investment capacity
- **Focus:** targeting less competitive niche in higher value non-precious metal royalties

### Steady increase in the level of business development activity

- Increase in number of targets assessed, particularly in:
  - base, battery metals
  - earlier, development stage
- Investment in additional team capacity

### Market conditions reflect tighter capital markets and volatile commodity pricing

- Deterra is well positioned through:
  - established cash flow and access to liquidity
  - long term perspective

### Consistent investment criteria

	Value and ESG			
	Size	Commodity	Geography	Stage
<b>Primary royalties</b> Create new royalties	Broad mandate driven by ability to add value	<ul style="list-style-type: none"> <li>• Bulks</li> <li>• Base metals</li> <li>• Battery metals</li> </ul>	Developed mining jurisdictions, incl: <ul style="list-style-type: none"> <li>• Australia</li> <li>• N. America</li> <li>• S. America</li> <li>• Europe</li> </ul>	<ul style="list-style-type: none"> <li>• Production</li> <li>• Near production</li> </ul>
<b>Secondary royalties</b> Acquire existing royalties	"Sweet spot" of A\$100 – 300M			
<i>Other opportunities considered on merit on a case-by-case basis</i>				

# Capital framework for growth and returns



Returning excess cash in the context of maintaining liquidity for future investments

Deterra's **capital management framework** is designed to ensure sufficient liquidity for investment whilst maintaining discipline on cash allocation

## Framework

## Outcome for 1H24

### Liquidity

- Critical to the business model “through the cycle” to fund investment activity
- Cash flow and access to funding is an important competitive advantage, particularly in high cost of capital environment



- Existing bi-lateral facilities of \$500 million
- Net cash \$24.9 million (31 December 2023)

### Leverage

- Optimise use of debt funding for future acquisitions
- Will fluctuate with acquisition activity, but ability to ‘recycle’ liquidity and debt capacity is key
- Target leverage of 0 to 15 per cent of enterprise value



- No drawn debt (31 December 2023)

### Cash flow allocation

- Board will exercise discretion on payout ratio to balance returns to shareholders with the capacity to invest in growth, having regard to balance sheet and investment outlook



- Final dividend of 100% of NPAT, fully franked



# A better way to invest in resources

Our business model gives exposure to expansions and extensions at no cost, but with lower capital and operating risk than typical mining investments

## "Top line" cashflows

Royalty revenue derived from asset's revenue line

## Commodity price leverage

Direct exposure to underlying commodity price

## Project optionality

Asset expansions and extensions drive value of royalty investments

## No capital cost obligations

Royalty owner is free carried through future project capital requirements

## Limited operating cost exposure

No direct exposure to project operating costs

## Cost inflation resistance

High margins, and protection against cost inflation



# For more information

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## Investor and media enquiries

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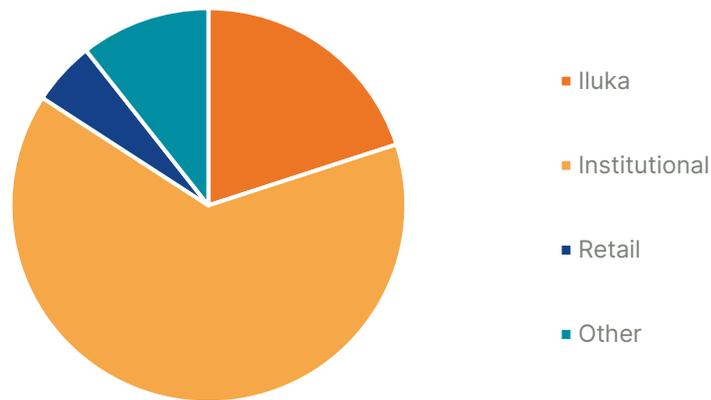
# Corporate overview



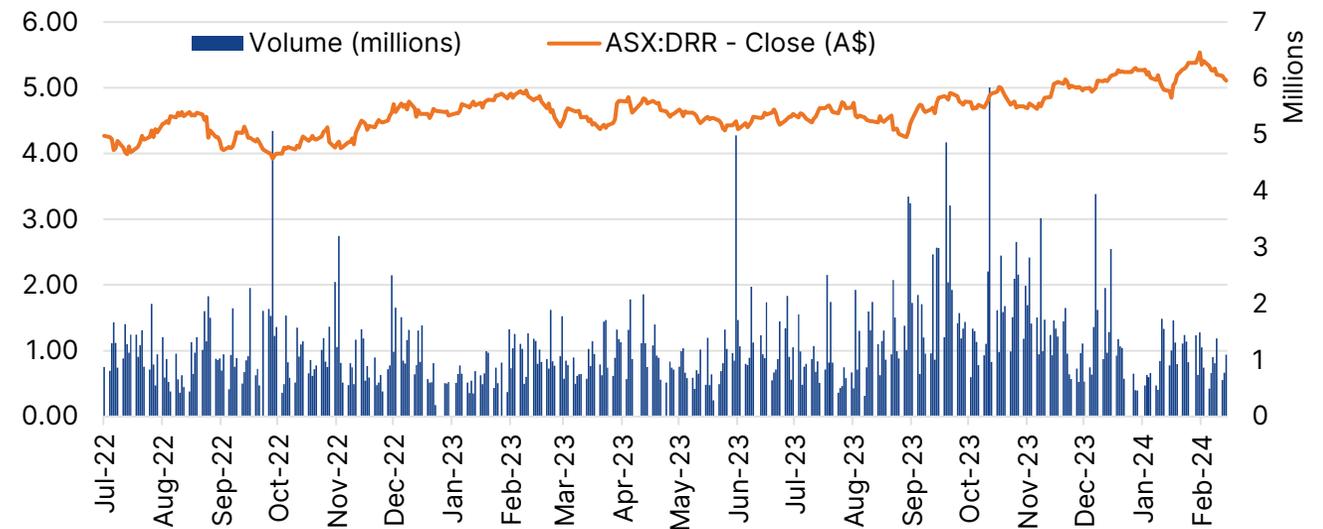
Share price <sup>1</sup>	\$5.11
Shares on issue	528.6m
Market capitalisation <sup>1</sup>	\$2.7bn
Cash (31 Dec 2023)	\$24.9m
1H24 Interim Dividend declared	14.89¢
Royalty agreements	6

Managing Director, CEO	Julian Andrews
Independent Non-Executive Chair	Jenny Seabrook
Independent Non-Executive Director	Graeme Devlin
Independent Non-Executive Director <sup>2</sup>	Joanne Warner
Independent Non-Executive Director	Jason Neal
Non-Executive Director <sup>3</sup>	Adele Stratton
Chief Financial Officer	Jason Clifton

## Register composition<sup>4</sup>



## Share price performance<sup>1</sup>



(1) I S&P Capital IQ, as of 14 February 2024; (2) Dr Warner has announced her retirement from the Board effective 31 March 2024; (3) Iluka Resources Ltd nominee; (4) As of 12 December 2023

# Income Statement



Consolidated statement of Profit or Loss (\$'000)	Half-year ended 31 Dec 2023	Half-year ended 31 Dec 2022
Royalty Revenue	118,984	96,409
Operating Expenses	(4,293)	(4,143)
Business Development Expenses	(1,288)	(537)
Depreciation and Amortisation	(229)	(199)
<b>Operating profit before finance cost</b>	<b>113,174</b>	<b>91,530</b>
Net finance income/(cost)	(729)	(648)
Net foreign exchange gains/(losses)	(18)	(6)
<b>Profit before tax</b>	<b>112,432</b>	<b>90,876</b>
Income tax expense	(33,711)	(27,495)
<b>Net Profit After Tax (NPAT)</b>	<b>78,721</b>	<b>63,381</b>
<b>Total and continuing earnings per share:</b>		
Basic earnings per share (\$)	0.1489	0.1199
Diluted earnings per share (\$)	0.1487	0.1198

# Balance Sheet



Consolidated statement of financial position (\$'000)	31 Dec 2023	30 Jun 2023
Cash and cash equivalents	24,938	29,491
Trade and other receivables	62,888	73,104
Income tax assets	1,771	620
Prepayments	1,714	558
<b>Total Current Assets</b>	<b>91,311</b>	<b>103,773</b>
Royalty intangible assets	8,138	8,289
Property, plant, and equipment	168	99
Prepayments	586	1,141
Right-of-use assets	522	171
<b>Total Non-Current Assets</b>	<b>9,414</b>	<b>9,700</b>
<b>Total Assets</b>	<b>100,725</b>	<b>113,473</b>
Trade and other payables	350	768
Provisions	159	130
Lease liability	87	70
<b>Total Current Liabilities</b>	<b>596</b>	<b>968</b>
Lease liability	450	116
Borrowings	-	-
Deferred tax	17,363	20,251
<b>Total Non-Current Liabilities</b>	<b>17,813</b>	<b>20,367</b>
<b>Total Liabilities</b>	<b>18,409</b>	<b>21,335</b>
<b>Net Assets</b>	<b>82,316</b>	<b>92,138</b>

# EBITDA



Earnings before interest tax and depreciation (EBITDA <sup>1</sup> ) (\$'000)	Half-year ended 31 Dec 2023	Half-year ended 31 Dec 2022
<b>Net Profit After Tax</b>	<b>78,721</b>	<b>63,381</b>
<i>add back income tax expense</i>	33,711	27,495
<b>Profit before tax</b>	<b>112,432</b>	<b>90,876</b>
<i>add back Net finance costs and FX gains</i>	742	654
<b>Operating profit before finance cost (EBIT)</b>	<b>113,174</b>	<b>91,530</b>
<b>EBIT</b>	113,174	91,530
<i>add back Depreciation and Amortisation</i>	229	199
<b>EBITDA</b>	<b>113,403</b>	<b>91,729</b>
Revenue	118,984	96,409
EBITDA margin (%)	95%	95%

(1) See notes on slide 2 – Non-IFRS Measures

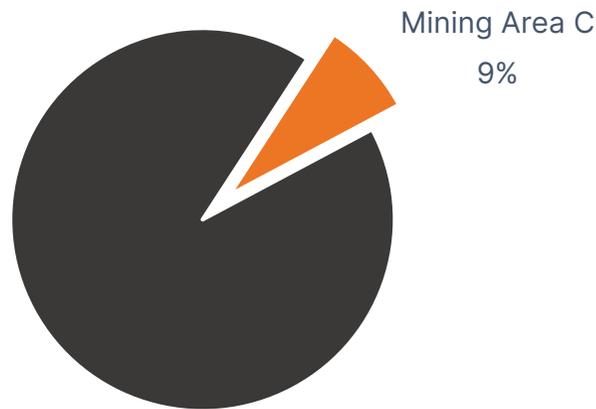
# High quality asset – the Mining Area C Royalty



The South Flank expansion is BHP's newest and most technically advanced operation and will make Mining Area C the world's largest iron ore hub, producing some of the lowest cost and lowest carbon emitting iron ore in the world.

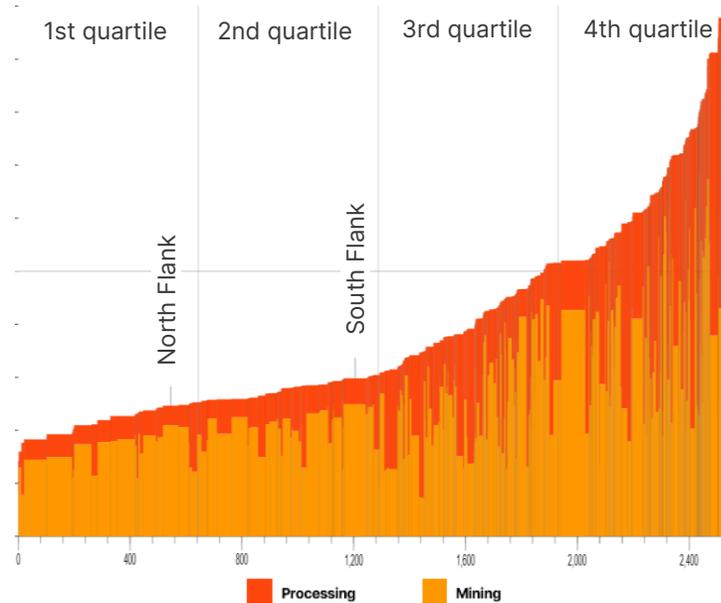
## Large Scale

At full capacity Mining Area C will account for 9% of global seaborne iron ore supply (1,606MdmT in 2025)<sup>1</sup>



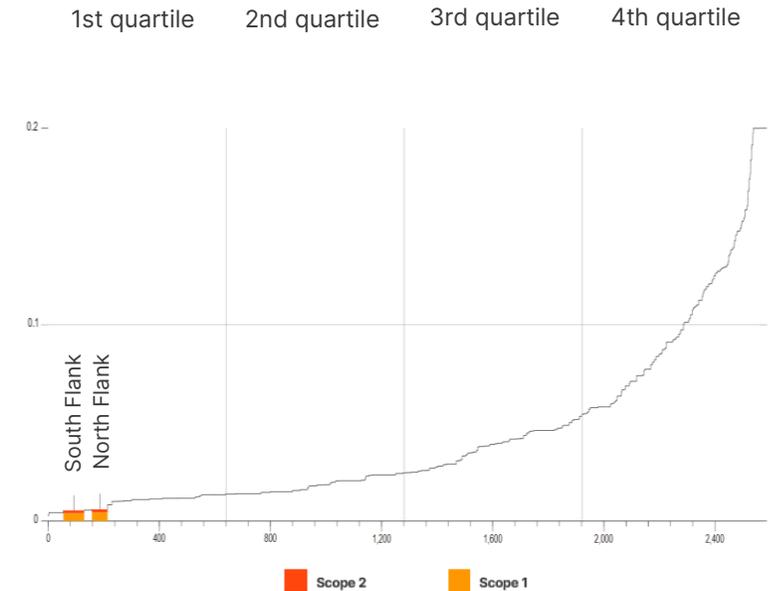
## Low Costs

Iron ore FOB cash cost curve (2025F)<sup>2</sup>



## Low Emissions

Iron ore GHG Intensity curve (2025F)<sup>3</sup>



(1) Source: AME Research. Iron Ore Strategic Study Q4 2023

(2) Source: AME Research. Total cash costs are defined as direct cash cost associated with mining and processing. Units are US\$/t

(3) Source: AME Research. GHG emissions intensity. Scope 1 plus Scope 2. Units are kg CO<sub>2</sub>e/t

# High quality asset – the Mining Area C Royalty



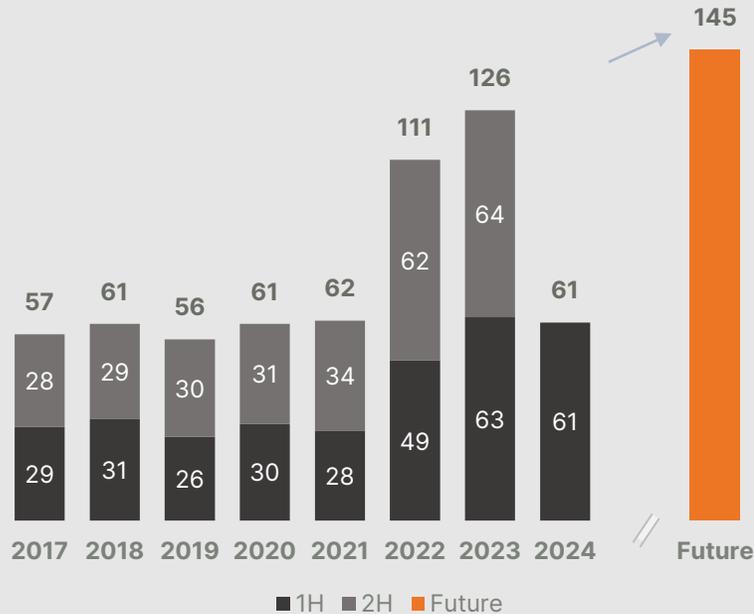
Low risk exposure to a long-life operation with near term growth and potential for further extension

Realising organic growth through South Flank expansion

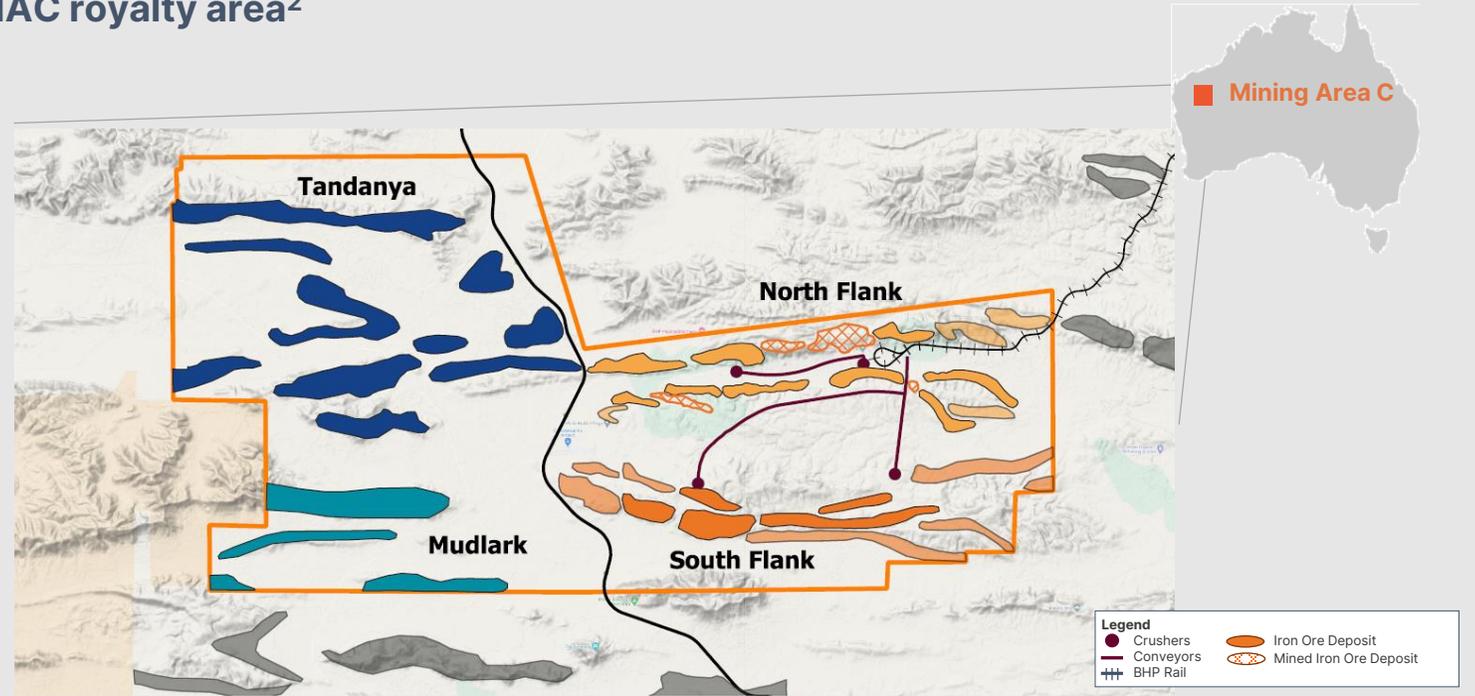
Further resource extension potential in a low-risk jurisdiction

## Mining Area C (MAC) production

Financial years, Mwmt<sup>1</sup>



## MAC royalty area<sup>2</sup>



(1) Source: BHP Operational Review for the half year to 31 December 2023 and similar prior Operational Reviews, available at [www.asx.com.au](http://www.asx.com.au); BHP delivers first production from South Flank (20 May 2021), available at [www.BHP.com](http://www.BHP.com).

(2) Location and mineralisation outline are for illustrative purposes only. Source: BHP public documents, Google Earth and Western Australian Department of Mines, Industry Regulation and Safety (DMIRS), with Deterra overlay of royalty area.