

October 2024

# TerraCom Limited

*Powering growth through global mining excellence*

ASX:TER



TerraCom

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This document has been authorised for release by the Managing Director.

Date of Document: 30 October 2024



# About TerraCom

TerraCom Limited (ASX: TER) is an Australian based mining resources company with a global footprint, comprising a large portfolio of operating assets in Australia and South Africa within the coal sectors.

We are a renowned low-cost producer focused on delivering exceptional outcomes from our high-yielding diversified asset portfolio for its investors.

To learn more about TerraCom visit:

**[www.terracomresources.com](http://www.terracomresources.com)**







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# Company Overview





# Company at a glance...



## Portfolio & Geographic Diversification

Portfolio of producing, development, and exploration assets in Australia and South Africa



## Three Producing Mining Operations

1 in Australia  
2 in South Africa

(+ Ubuntu and Kangala Collieries on care & maintenance)



## South Africa

A stable fixed margin business

75% of coal is sold domestically



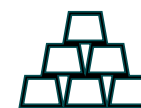
## Cash Generating

Capitalising on strong demand for low impurity thermal coal



## Blair Athol

Underpins the business as the bedrock of the Group



## Markets

### Export Sales (45%)

Sold mainly to Japan and Korea (energy markets), and India (Corex, DRI)

### Domestic Sales (55%)

All domestic is sold in South Africa

# Board and Executive



**Mark Lichtenberg**  
Non-Executive  
Chairman

- Over 25 years in the coal industry, with a Law (Hons) degree from Liverpool University, UK.
- Founding MD and Executive Chairman of ASX-listed Cockatoo Coal Limited.
- Former Co-Head of Glencore's global coal division, establishing Xstrata Coal's project portfolio.
- Developed a coal "swaps" market at Bain Refco (Deutsche Bank).
- Currently Chairman of Evolve Power Ltd and Non-Executive Director of Helios Energy (ASX:HE8).



**Danny McCarthy**  
Managing Director

- 26 years in mining, with senior roles at Thiess, Wesfarmers, QCoal, and Mineral Resources (ASX:MIN).
- As COO at Mineral Resources, led the Wodgina lithium mine development.
- Transformed TerraCom's Blair Athol mine to owner-operated, reducing costs.
- Led TerraCom's South African operations to sustainable profitability in 2021.
- Expertise in strategy, mining operations, and delivering shareholder value.



**Glen Lewis**  
Non-Executive  
Director

- Qualified Coal Mine Manager with over 40 years in the coal industry, holding various senior management roles.
- Led management teams at United Colliery and Dartbrook Coal, involved in project construction.
- Served as Operations Manager at Oceanic Coal, overseeing multiple underground and opencut mines.
- Promoted to General Manager for Xstrata Coal NSW, managing six operating mines and several construction projects.
- Joined NuCoal Resources (ASX:NCR) in 2010 as Managing Director, now serves as a Non-Executive Director.



**Mark Ludski**  
Non-Executive  
Director

- Finance professional with over 30 years' experience in ASX-listed companies and accounting firms.
- Expertise in capital management, governance, audit, taxation, and business advisory services.
- Chartered Accountant and member of the Australian Institute of Company Directors.
- CFO and Company Secretary at Ainsworth Game Technology (ASX:AGI) for 22 years.
- Non-Executive Director of Angel Action Pty Ltd, Trustee for The Ainsworth Foundation since 2013.



**David Norris**  
Non-Executive  
Director

- Financial professional with over 20 years' experience in board-level decision-making and investment strategies.
- Former Director at Deloitte, currently CEO at the John Singleton Group.
- Skilled in financial data analysis, providing insights for strategic decision-making and compliance.
- Manages investment opportunities, due diligence, and investment strategies; serves on multiple boards and private equity funds.
- Holds a Bachelor's Degree in Commerce and is a Chartered Accountant and member of the Australian Institute of Company Directors.



**Megan Etcell**  
Chief Financial Officer &  
Company Secretary

- Holds a Bachelor of Commerce and is a qualified Chartered Accountant.
- Joined TerraCom in 2019 as Company Secretary and later became Executive GM Corporate Affairs.
- Appointed Interim CFO at TerraCom in 2021, overseeing finance, governance, and stakeholder relations.
- Extensive coal mining industry experience, including roles as CFO and Company Secretary at NuCoal Resources (ASX:NCR).
- Involved in corporate transactions, including capital raisings, acquisitions, and joint ventures.

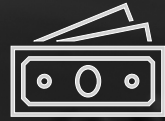


# FY2024 Highlights



Employees & Contractors

~3,600



BA Total Sales Revenue<sup>1</sup>

A\$251M



Total<sup>2</sup> ROM Production

9.6Mt



Total<sup>2</sup> Coal Sales

7.2Mt



BA Average Coal Price per  
sold tonne<sup>3</sup>

A\$159



Low-Cost Producer  
Proven Track  
Record

1. Based on FY24 Financial Statement released to the market 30 August 2024.

2. The data represents total tonnes and assumes 100% ownership of the South African operations, noting TerraCom's interest in the operating mines ranges from 48.9% to 49.0%. ROM Production attributable to TerraCom is 5.7Mt. Coal sales attributable to TerraCom is 4.3Mt.

3. 12 months ended 30 June 2024.

# Corporate Snapshot



**Market Cap (A\$)**  
156M



**Share Price (A\$)**  
0.195

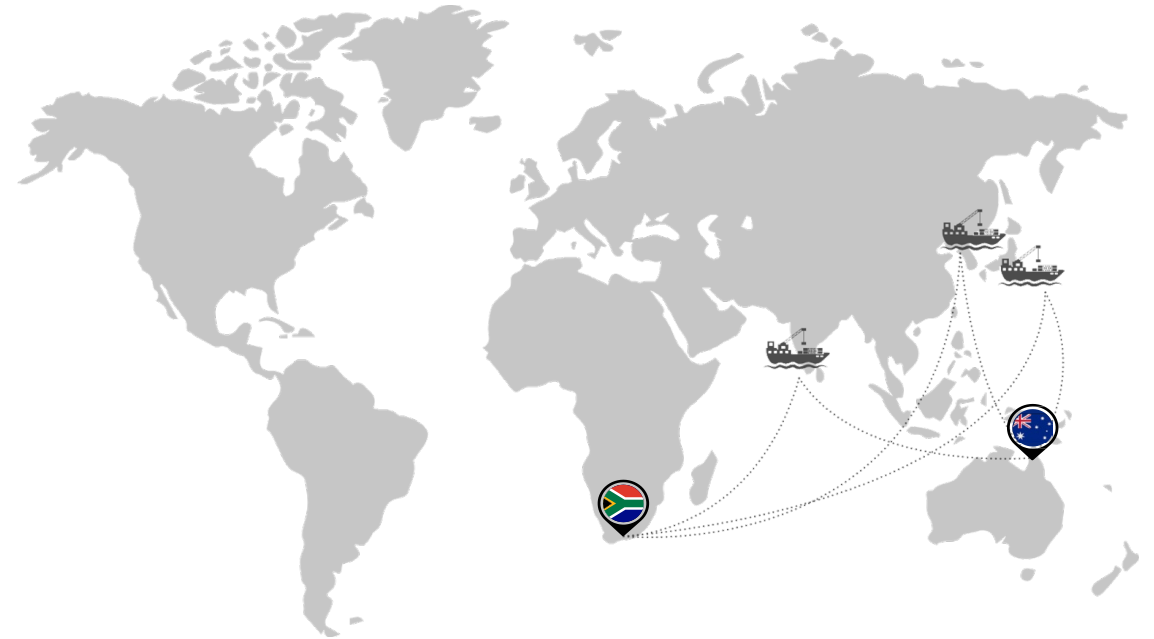


**Shares on Issue (million)**  
801.0

Shareholders	% ISC
Regal	14.3
Bonython	9.8
Thorney	7.2
Fred Bart	5.1
TER Directors and Management	2.7
Others	60.9

## Global Shipping to Customers Worldwide

*Delivering exception value from a diversified, high-yielding asset portfolio across Australia and South Africa's coal sectors*





# Operations



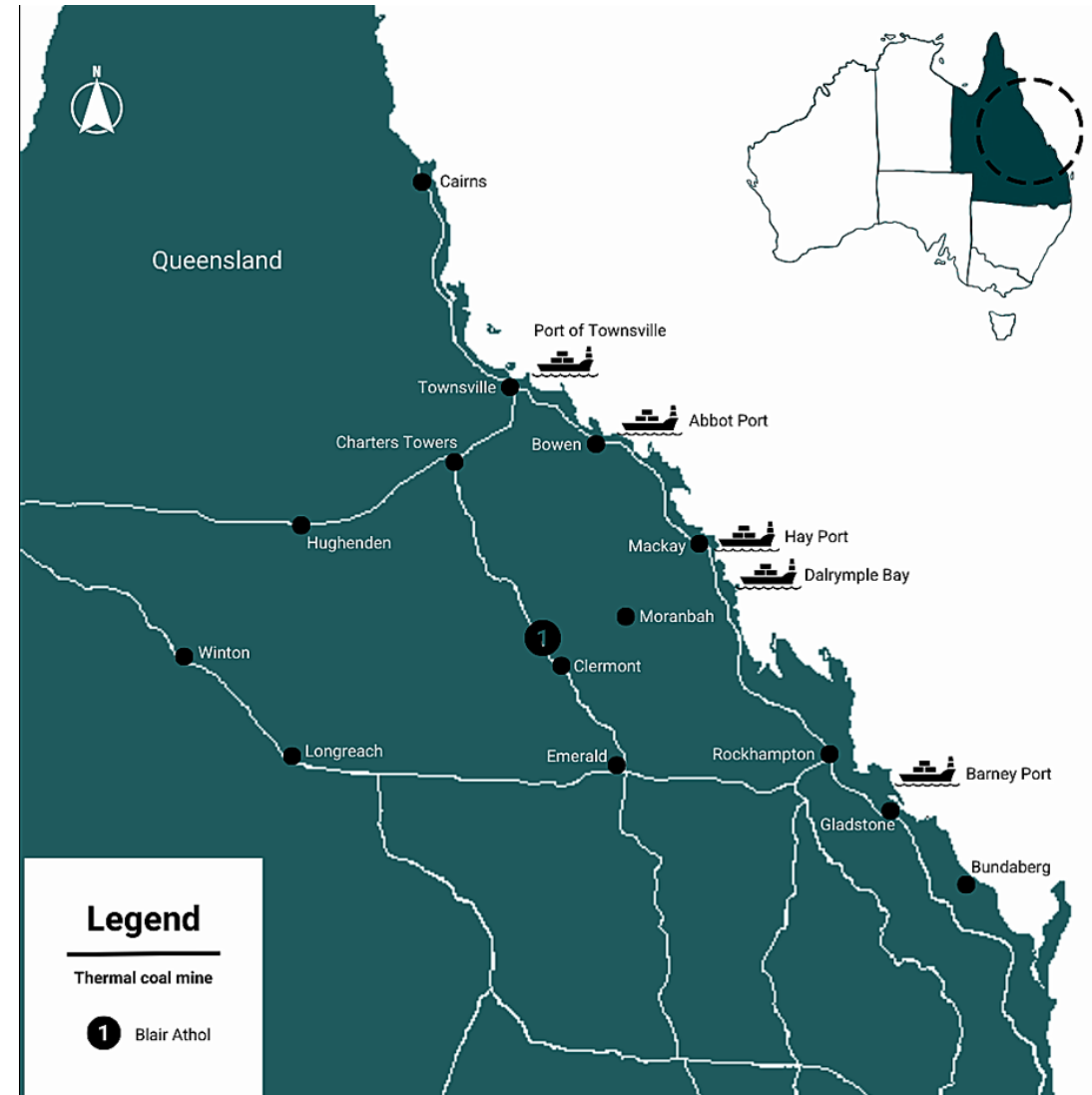
# Australia



TerraCom acquired its flagship Blair Athol Coal Mine, located in Clermont Queensland, in 2017.

Since the acquisition, the Company has successfully restarted operations and now exports approximately 1.8 million tonnes per annum of high-quality thermal coal.

Rehabilitation at the site is progressive and forms part of the ongoing mining operations.





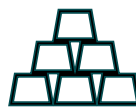


# Blair Athol – Bedrock of the Group



## Thermal coal

2.25Mtpa ROM



## Export

1.8Mt export, primarily to Japan and South Korea for power generation and Indian sponge market iron markets



## Ownership

100% ownership,  
Owner Operator



## Open Pit

Dragline, truck, excavator and dozers for waste removal.  
LOM strip ratio ~9:1



## Ore Reserves

~ 20Mt



## Life of Mine (LOM)

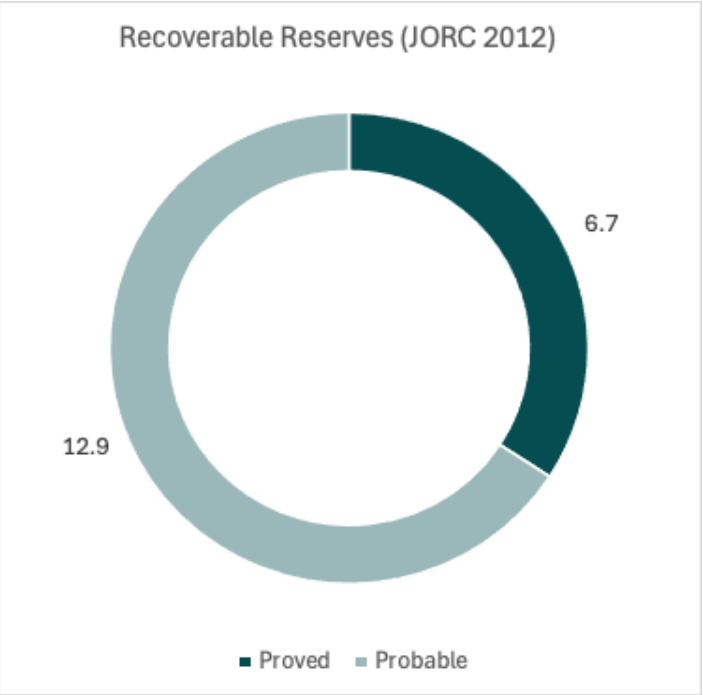
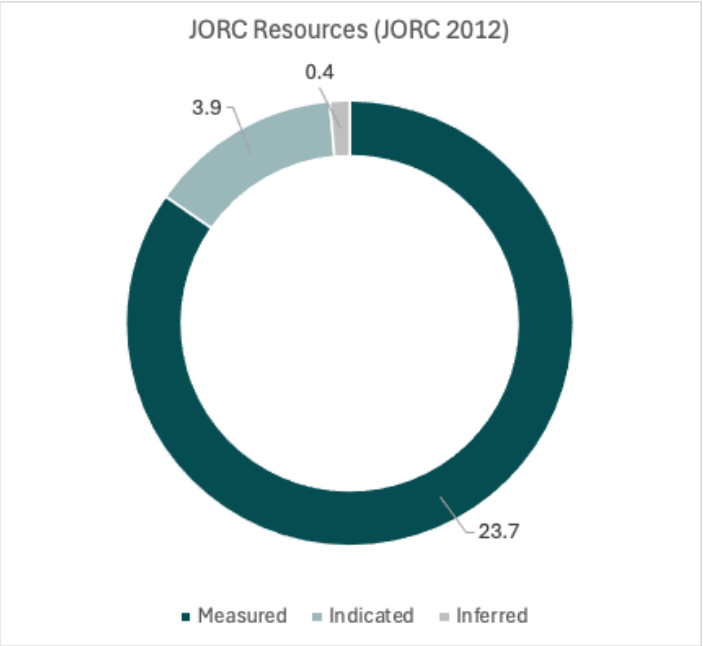
~ 8 years



# Blair Athol

The Australian Business Unit comprises one operational mine, the flagship Blair Athol (BA) Coal Mine located in Clermont, Queensland (as well as a large portfolio of exploration and evaluation assets predominantly located in the Northern Galilee coal region).

Title	ML1804
Mine Type	<div>Open pit</div> <ul style="list-style-type: none"><li>• Dragline and dozers for waste removal</li><li>• Coal mining by truck and shovel</li><li>• Life of mine strip ration of ~ 8:1</li></ul>
Coal Type	Thermal Coal
Export	<ul style="list-style-type: none"><li>• 1.8 export, primarily to Japan, South Korea and Indian sponge iron markets</li><li>• Exported through Dalrymple Bay Coal Terminal</li></ul>
Ownership	100% ownership, owner operated
Life of Mine	~ 8 years

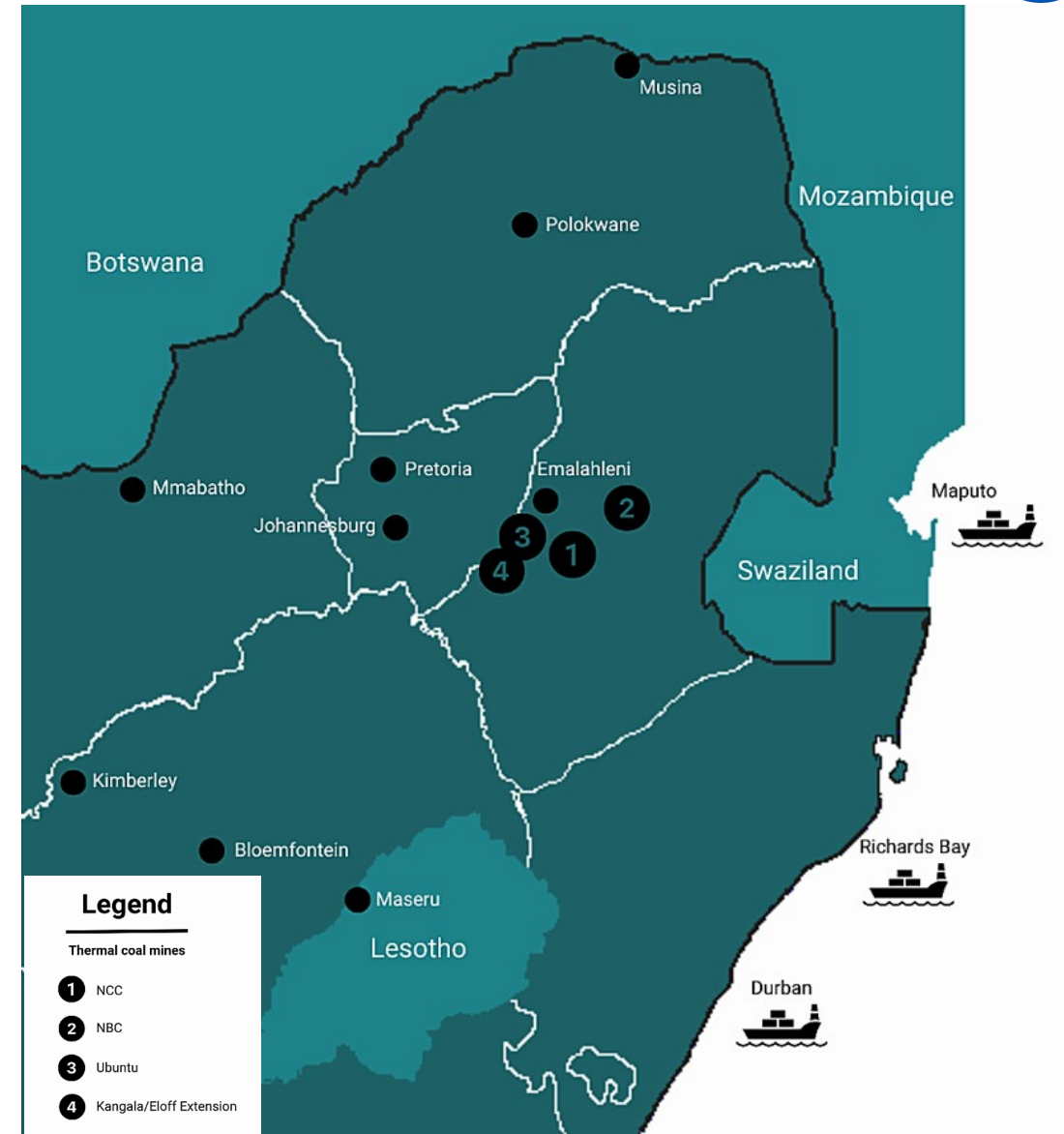




# South Africa

TerraCom, via its 100% ownership of Universal Coal Plc (Universal), holds an interest in a portfolio of producing, development and exploration assets located across South Africa's major coalfields.

The South African operations provide domestic quality coal to Eskom (South Africa's government owned power utility) and also provide export coal to customers via the Richards Bay and Maputo coal terminals.



# South Africa – A Solid Contributor



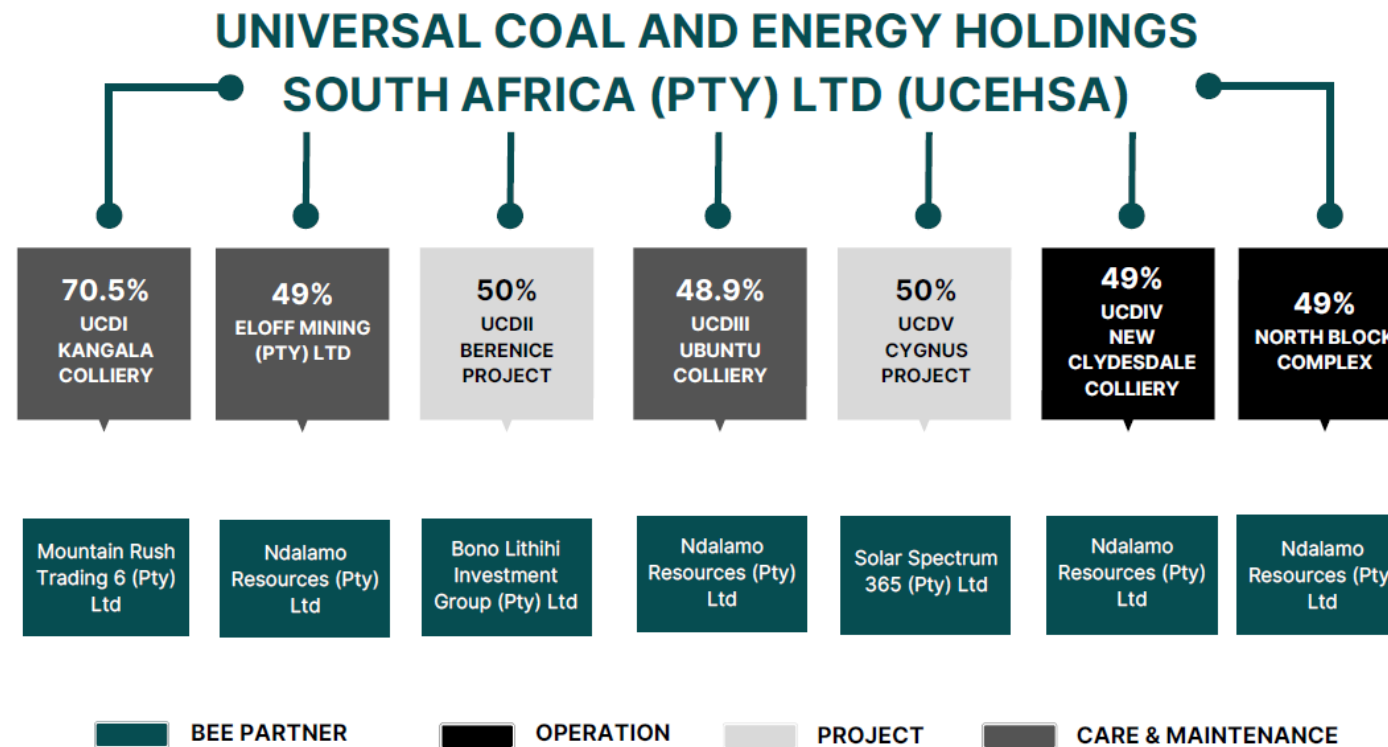
Operational  
consistency



Consistent  
dividend return



Strong financial  
performance



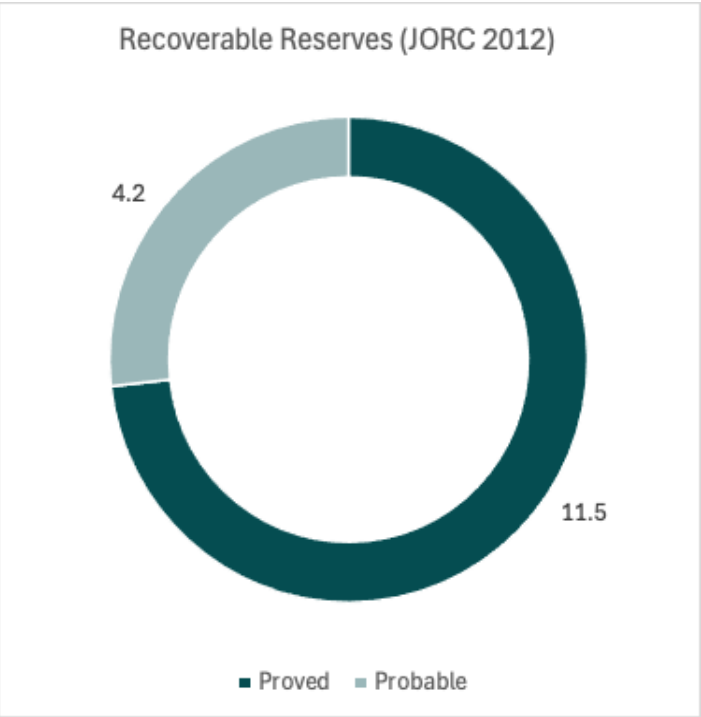
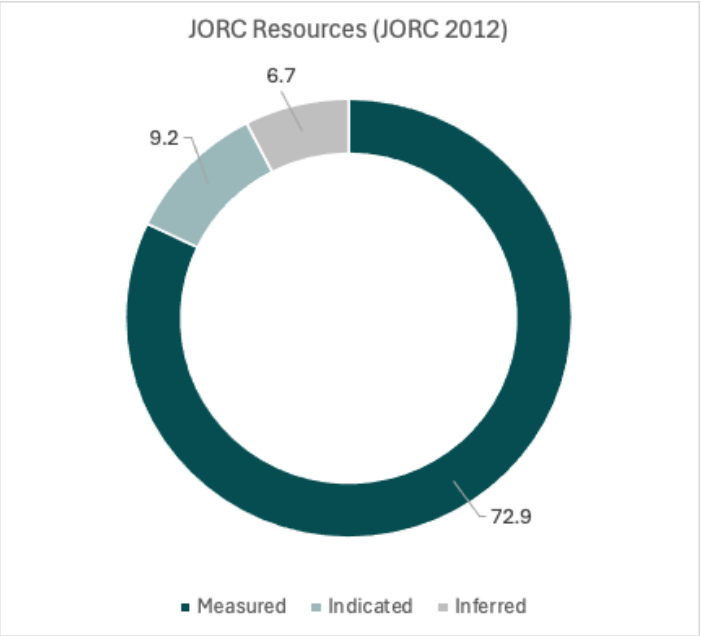


# North Block Complex

North Block Complex (NBC) is a multi-product open cast operation that has solidified itself as a reliable supplier of high-quality export thermal coal for the export market and domestic coal for Eskom, South Africa’s power generator. The multiple established export path to market for NBC provides the platform for further growth opportunities for the Company.

Title	MP30/5/1/2/1/326MR MP30/5/1/1/2/19MR (10068MR) MP30/5/1/2/2/10090MR
Mine Type	Open pit, truck and shovel operation
Coal Type	Thermal Coal
Domestic	2.4Mt per annum to 2030, fixed price with annual escalation
Ownership	49% Equity Interest
Life of Mine	8 years *

(\*) JORC Reserves only, not considering conversion of JORC Resources to JORC Reserves, subject to Eskom CSA renewal.





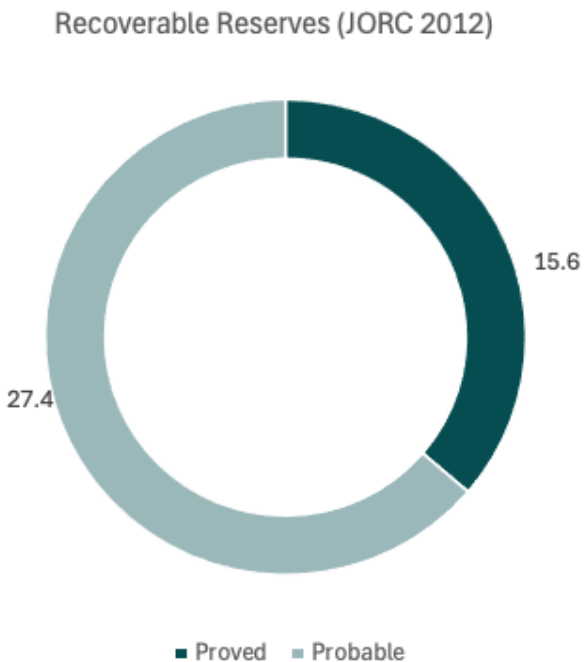
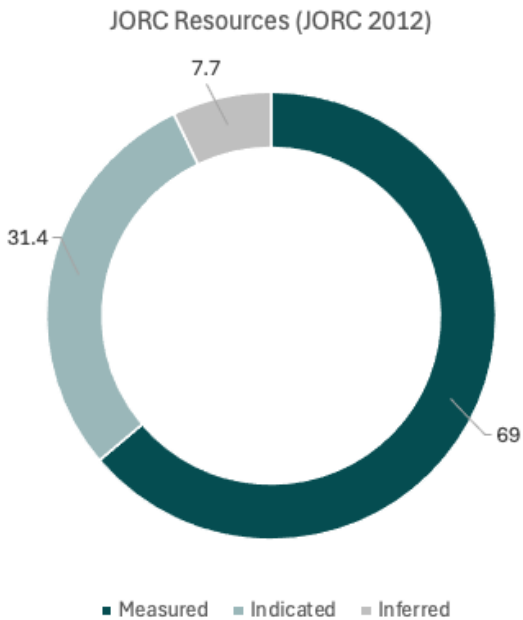


# New Clydesdale

New Clydesdale Colliery (NCC) is a multi-product open cast and underground mine with the ability to produce domestic and export quality product. NCC has a 1.6Mt per annum offtake agreement with Eskom, South Africa’s largest power generator, until 2024 and an export offtake for 650Kt per annum with a global trader.

Title	MP30/5/1/1/2/429MR
Mine Type	Underground, board and pillar Open pit, truck and shovel operation
Coal Type	Thermal Coal 3.5Mt per annum (subject to coal sales)
Export	RB1 - AP14 Index
Domestic	Fixed price with annual escalation
Ownership	49% Equity Interest
Life of Mine	11 years *

\* JORC Reserves only, not considering conversion of JORC Resources to JORC Reserves, subject to Eskom CSA renewal.



# Operational Performance





# FY2024 Operational Performance Summary

	Total Tonnes				Equity Tonnes			
	ROM Tonnes (kt)		Coal Sales (kt)		ROM Tonnes (kt)		Coal Sales (kt)	
	FY2024	FY2023	FY2024	FY2023	FY2024	FY2023	FY2024	FY2023
<b>Australia</b>	<b>1,991</b>	<b>2,473</b>	<b>1,567</b>	<b>1,798</b>	<b>1,991</b>	<b>2,473</b>	<b>1,567</b>	<b>1,798</b>
Blair Athol	1,991	2,473	1,567	1,798	1,991	2,473	1,567	1,798
<b>South Africa</b>	<b>7,583</b>	<b>8,996</b>	<b>5,663</b>	<b>6,234</b>	<b>3,716</b>	<b>4,407</b>	<b>2,775</b>	<b>3,054</b>
NCC <sup>(1)</sup>	3,460	3,594	2,305	2,437	1,696	1,761	1,129	1,194
NBC <sup>(1)</sup>	4,123	4,570	3,358	3,192	2,020	2,239	1,646	1,564
Ubuntu <sup>(2)</sup>	-	832	-	605	-	407	-	296
<b>Total</b>	<b>9,574</b>	<b>11,469</b>	<b>7,230</b>	<b>8,032</b>	<b>5,707</b>	<b>6,880</b>	<b>4,342</b>	<b>4,852</b>

(1) 49.0% equity interest owned by TerraCom Limited

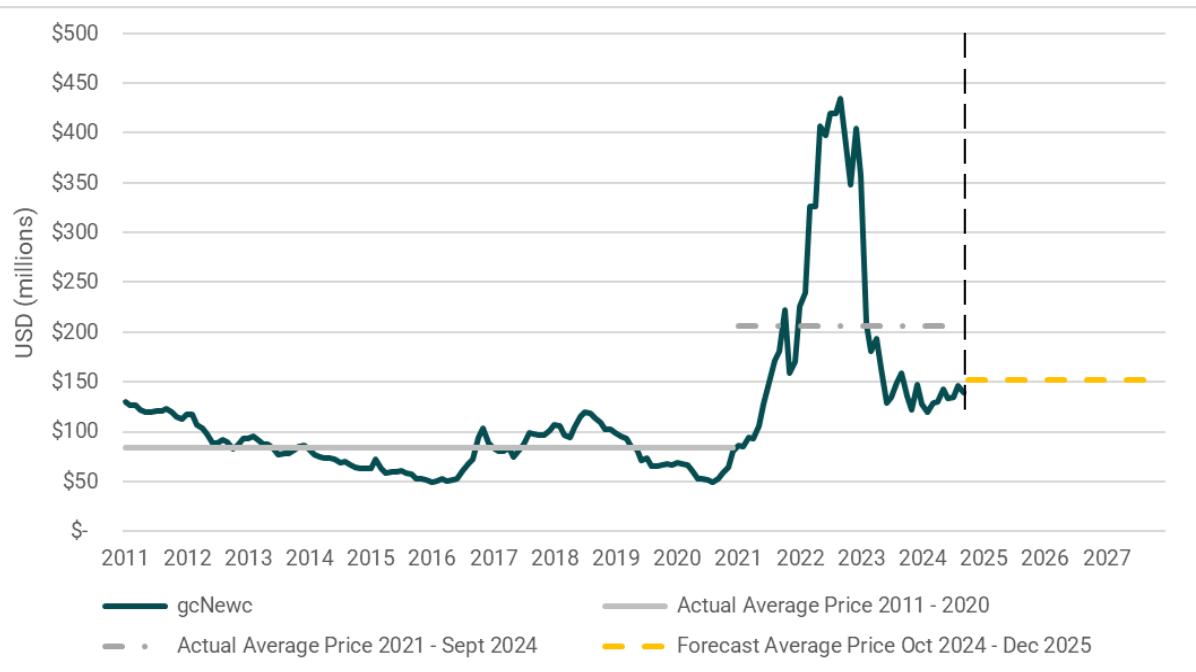
(2) 48.9% equity interest owned by TerraCom Limited

# Market and Capital Management





# Forecast Thermal Coal Pricing



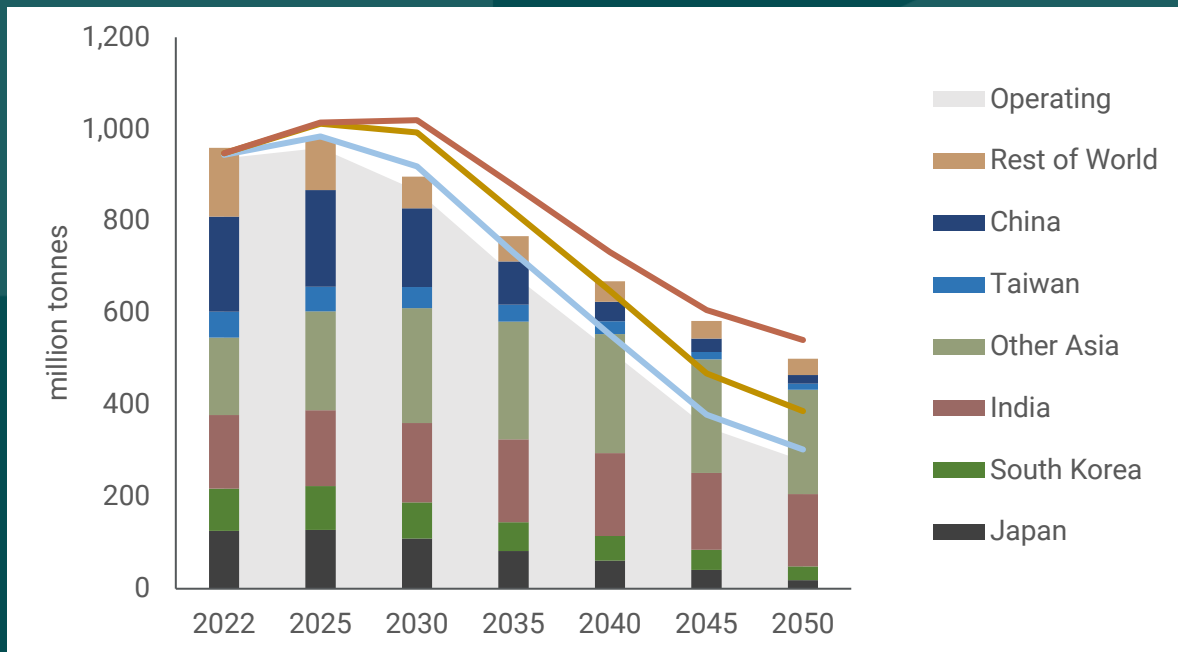
Source: Historical from globalCOAL, Forecast from GFI Group (28 October 2024)

Pricing seems to have stabilised and is supported into the near future.

- The average price for 2011 – 2020 was US\$83 per tonne.
- The average price for 2021 – Sept 2024 was US\$206 per tonne.
- The forecast average price Oct 2024– December 2027 is US\$152 per tonne.

# Thermal Coal Demand

*Wood Mackenzie forecasts global demand to largely remain flat to 2030. Advanced economies face structural demand decline to 2050, while developing economies see demand growth.*



Source: Wood Mackenzie, February 2023.

## Short Term

*"Energy transition is delayed leading to stronger near-term coal demand.*

*Energy security and cost are valued with coal-fired generation capacity growing in Asia in the short to mid-term, anchored by China, India, and Southeast Asia. "*

Source: Wood Mackenzie, May 2024

- TerraCom primary markets (Japan, Korea and India) have consistent demand to 2030 and beyond.
- Upside risk from La Nina delivering a colder than expected winter in ASIAPAC demand centers and elevated rainfall for suppliers.



# Capital Management Framework

**Reliable and consistent operations**

**Capital productivity**

**Net operating cashflow**

**Maintain and optimise operations**

**Working and sustaining capital**

**Resilient balance sheet**

**Dividend policy payout ratio of 40–90% NPAT<sup>1</sup>**

**Surplus cashflow**

**External Growth investments**

**Internal Growth  
investments**

**On market buy back**

**Additional shareholder  
returns**

(1) Attributable to TerraCom



# Sustainability



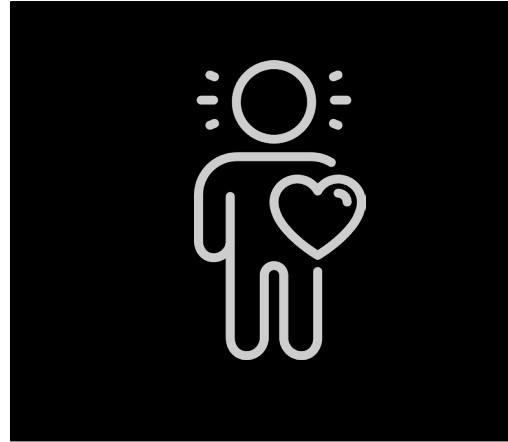
# Environmental, Social and Governance (ESG) Policy



## Environmental

Responsible coal mining and progressive rehabilitation to minimise the impact from our operations.

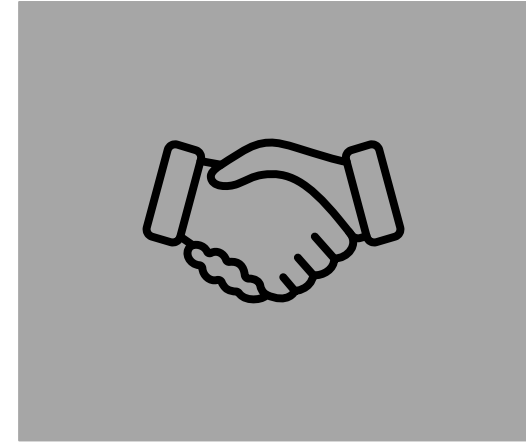
Collaboration with key stakeholders to identify projects aimed at reducing carbon emissions and create future carbon offsets we aim to minimise our impact on the environment and undertake rehabilitation as we go.



## Social

Safety is a core value that underpins our culture.

We contribute significantly to the regions and communities in which we operate through taxes, donations, fees and royalties.



## Governance

Strong focus on corporate governance principles and management with integrity to provide transparency to stakeholders.

Independent Board Chair and committees.



# Safety is a Core Value

The safety and wellbeing of our people is fundamental to our success. Our evolving safety culture is consistent with the Company's core values, and through strong safety leadership, we create and maintain a safe workplace for all our people.

As at 30 June 2024

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## 1.0 TRIFR

As at 30 June 2024

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## 0.5 LTIFR

Safety Matters  
Everybody safe every day



# Outlook





# Powering Growth Through Excellence



Strong diversified portfolio of producing, development and exploration assets in Australia and South Africa



High quality operating performance  
– BA on track to meet FY2025F sales guidance of 1.8Mt



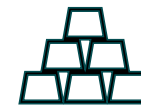
South African assets anticipated to deliver improving export sales performance across FY2025



Focused on maintaining lowest cost structures through ongoing financial discipline and a cost conscious outlook



Blair Athol (BA) provides considerable strength, diversity and sustainability to the Group



Demand expected to remain strong for the foreseeable future and leveraged to any coal price improvement in the coal price



# TerraCom

ASX:TER

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