

# Analyst Visit to Tennessee Mines and Clarksville Smelter



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## **Agenda**

- From zinc to value
- Nyrstar2020 strategic framework
- Strategic priority: Living The Nyrstar Way
- Strategic priority: Achieving excellence in everything we do
- Strategic priority: Unlocking untapped value
- Strategic priority: Delivering sustainable growth

Summary
 Roland Junck



Roland Junck
Chief Executive Officer

Michael Morley
Chief Corporate and
Development Officer





Russell Murphy
Chief Human Resources
and SHE Officer

**Greg McMillan Chief Operating Officer** 





Heinz Eigner
Chief Financial Officer

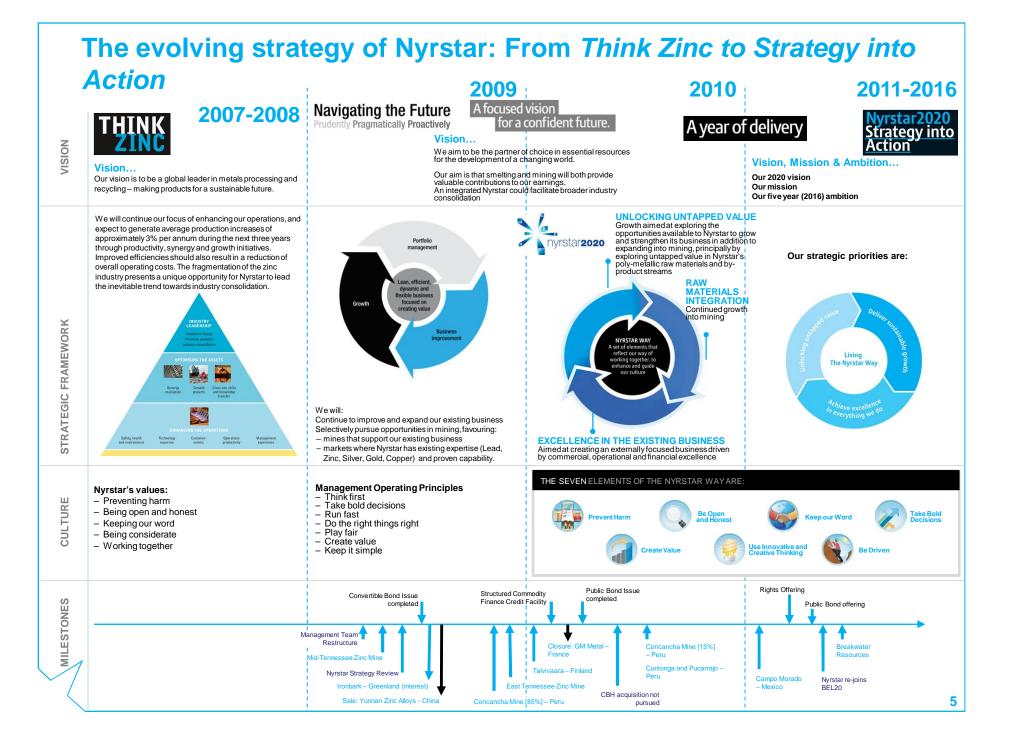
**Michael Morley & Heinz Eigner** 

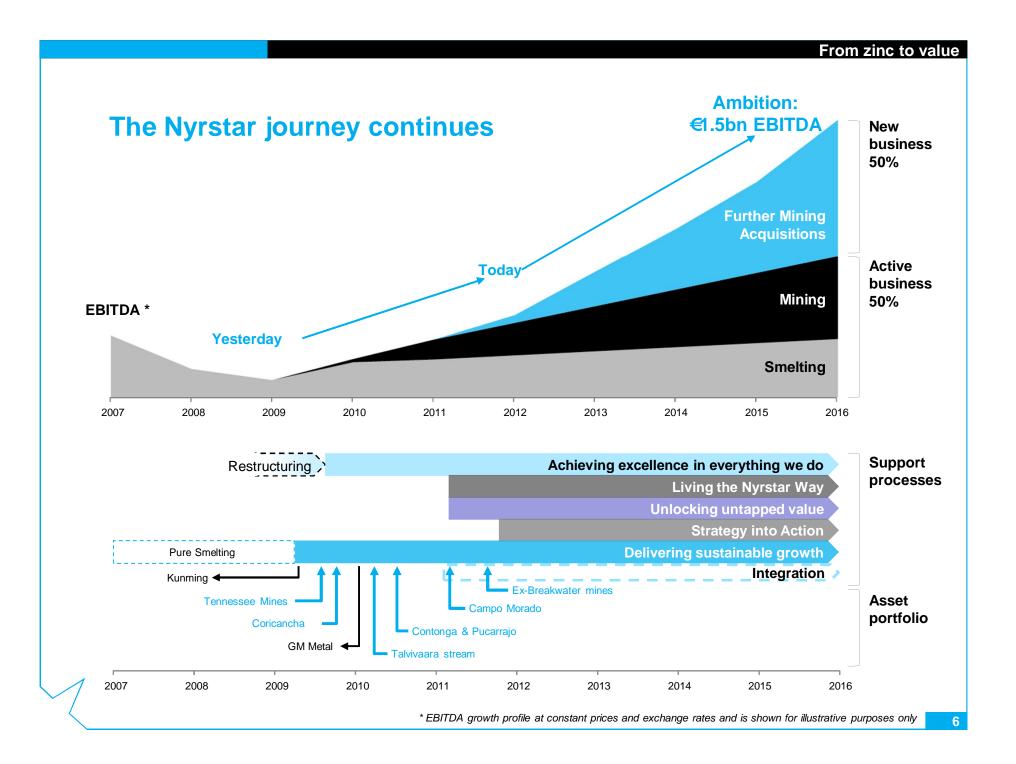


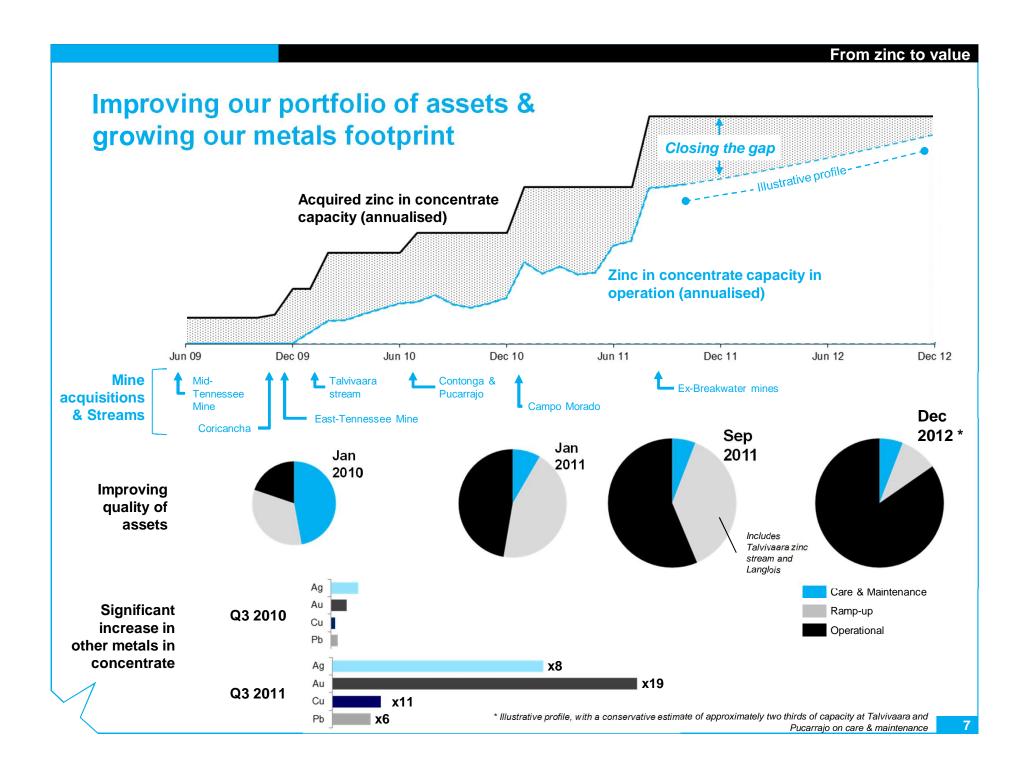
# From zinc to value

**Roland Junck Chief Executive Officer** 

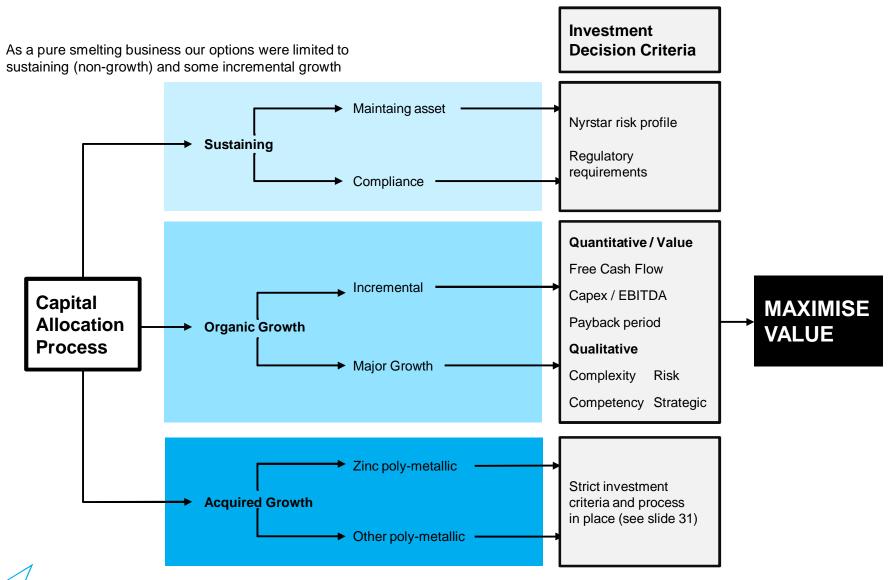






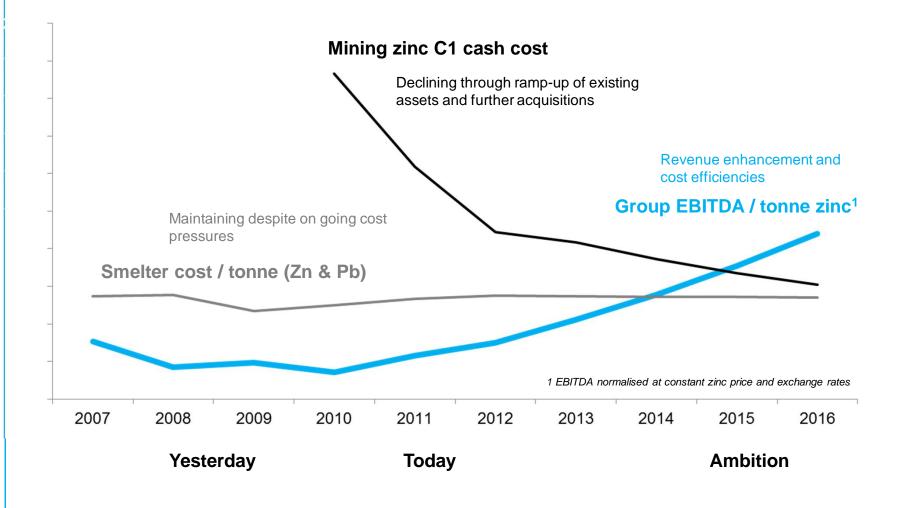


## With a larger footprint we now have more growth options...



...this leads to greater choice which will support value generation

# A focus on value means less reliance on the zinc price to achieve results



Improvement in commodity price environment becomes an upside

# Nyrstar2020 strategy articulated into a vision, mission and ambition

#### Our 2020 vision

#### What we want to be

To be the leading integrated mining and metals business

#### **Our mission**

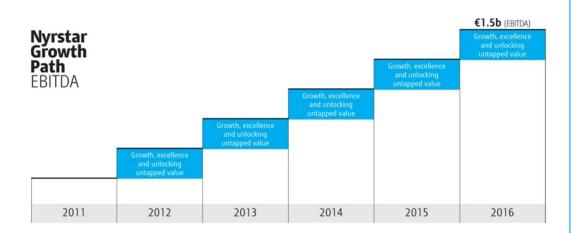
### What we need to do to get there

To capture the maximum value inherent in mineral resources through deep market insight and unique processing capabilities, generating superior returns for our shareholders

# Our five year (2016) ambition

### Our definition of success

To be more than five times our current size, with an EBITDA of €1.5 billion\*



\* at constant prices and exchange rates



# **Strategy into Action**

Michael Morley
Chief Corporate and
Development Officer



# Our vision and mission define our strategic direction Our strategic priorities focus our efforts on the strategic goals that drive success

## Our strategic priorities:

## **Living The Nyrstar Way**

Our unique culture that is the way we work throughout Nyrstar.

## Unlocking untapped value

Continually challenging the way we think about and work on our assets, products and processes in order to release hidden value.

## Achieve excellence in everything we do

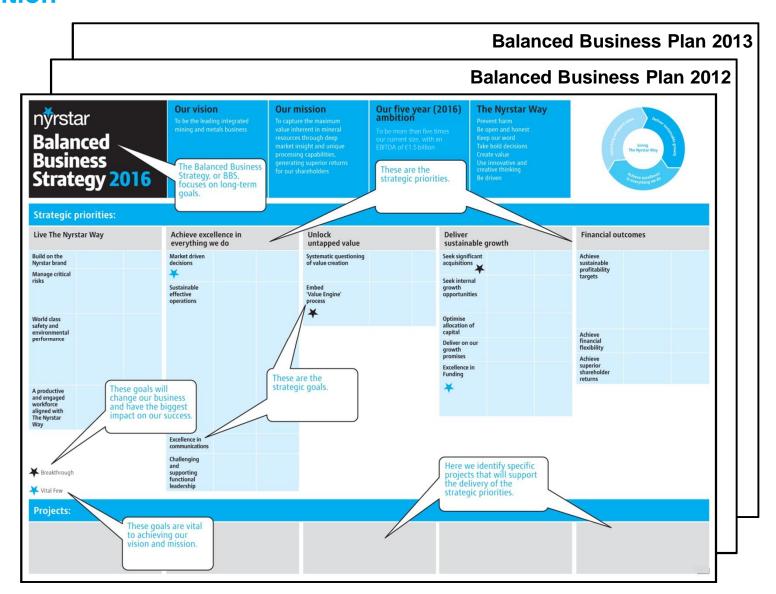
Market driven business with an unrelenting focus on continuous improvement across all our operations and functions.

### **Deliver sustainable growth**

Growth by leveraging our existing mining and smelting footprint and through further acquisitions.



# Focusing on our strategic goals to deliver our €1.5bn EBITDA ambition





# **Living the Nyrstar Way**

**Russell Murphy Chief Human Resources and SHE Officer** 



## **Strategic priority: Live the Nyrstar Way**







# Strategic goal: World class safety performance Global underground mining safety review







## **Background**

- 9 mining acquisitions since 2009
- Predominantly established assets with their own safety management systems and standards

#### Intent

Comprehensive review of each underground operation to:

- Establish common safety management framework
- Establish current level of safety management at each operation and identify critical gaps
- Identify internal best practice



# Strategic goal: World class safety performance Leading safely at Nyrstar

### **Safety Leadership Programs**

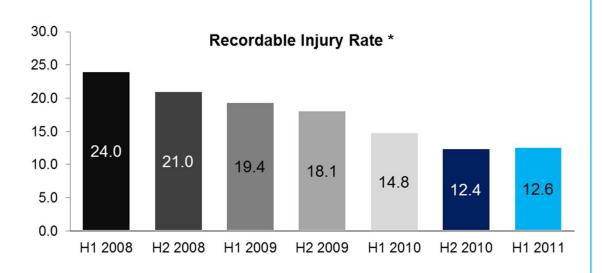
- Changing the mindset –
   a series of workshops to
   transfer safety ownership &
   leadership to management,
   supervision and employees
- Established at our smelting operations
- Being implemented with priority at all mining operations









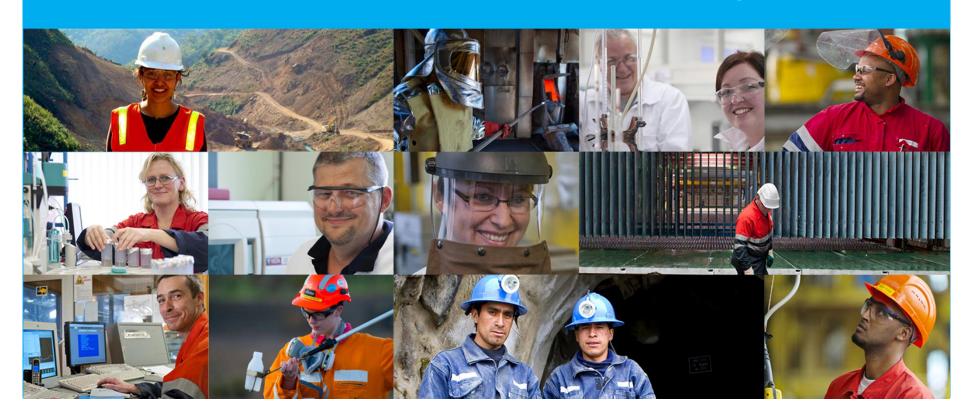


Significant progress achieved but we continue to target further improvement



# Achieve excellence in everything we do

**Greg McMillan Chief Operating Officer** 



## Strategic priority: Achieve excellence in everything we do







Sustainable effective operations



nÿrstar

# Strategic goal: Sustainable effective operations Operational Excellence at the centre of operations

- Development of a single, global management system for Nyrstar, promoting a culture of lean thinking and acting
- Value focus and KPI driven culture has been embraced at smelters and mines.



Development of management analysis and tools

People Training on Management Method

Dedication to support workgroups to achieve goals

- "Plan, Do, Check, Action" process has a focus on value generation
- At the end of Q3 2011, there were 686 people across Nyrstar (mines, smelters and corporate functions) involved in operational excellence teams



- Operational excellence allows process bottlenecks to be raised or released
- This reduces requirements on sustaining capital, enabling funds to be reallocated to growth areas

Visual management





**Excellence** Team

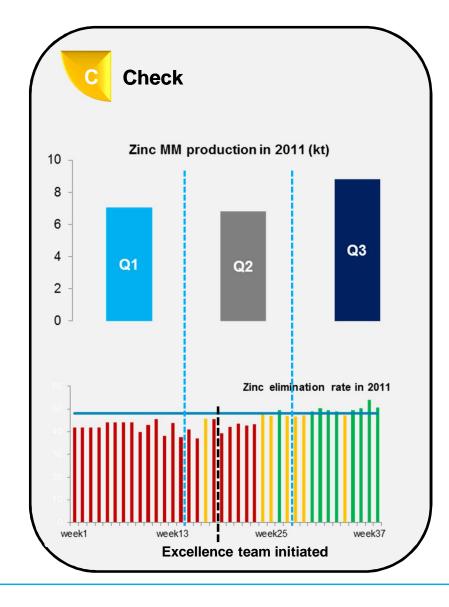
## Strategic goal: Sustainable effective operations Port Pirie's slag fumer excellence teams

# Plan

- Slag fumer is the critical process in the production of zinc
- High free metal margin makes zinc metal highly profitable
- Process issues in H1 2011 restricted production
- Aim of excellence team
  - Increase fumer availability
  - Increase zinc elimination rate (ZER)



- Overhaul of rota feeders
- Commissioning of stack fan
- Increased addition of coal during fuming
- Improved feed of zinc rich slag







#### **Future Opportunities**

- Improvements to Rich Slag Feed system
- Remaining baghouse chambers to be upgraded with more advanced materials

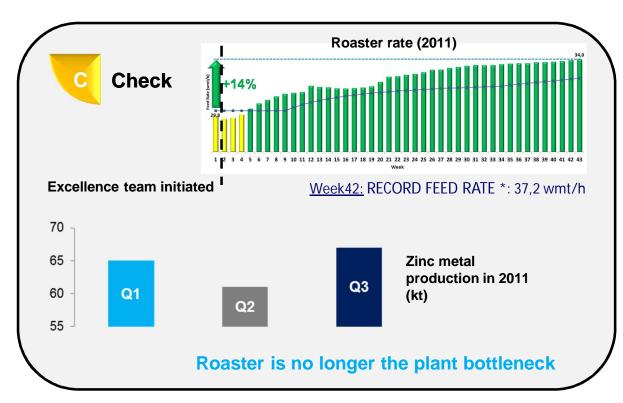
# Strategic goal: Sustainable effective operations Budel Roaster excellence teams

# Plan

- Roaster used to be the main bottleneck of the site
- Limited the production of calcine, which in turn limited zinc and valuable by-products output
- Aim of excellence team
  - Increase roaster feed rate



- Test and adjust Slinger belts
- Analyse maximum temperature limit
- Root cause analysis on stickyness
- Increase air flow rate to roaster bed





### **Action**

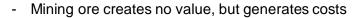
- Implementation of additional actions
- Weekly follow up routine in place
- Focus on the feed rate difference between roasters



# Strategic goal: Sustainable effective operations Campo Morado's ore to mine excellence teams

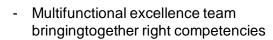




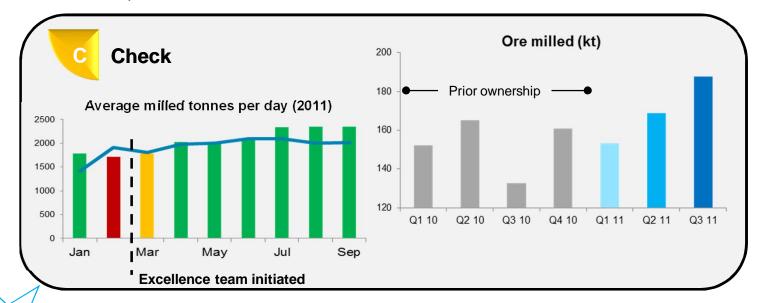


- Only once ore is milled into concentrate is value realised
- Under previous ownership the mill was under-utilised as ore stocks stayed underground for too long
- Focus of excellence teams on three critical areas.
  - Drilling
  - Ground support
  - Final transport





- Optimised staff rotations
- Improved responsiveness of ground support team
- Transport schedules streamlined





**Action** 

Resolve remaining bottlenecks to achieve targeted ore volumes under the life of mine model

## Strategic goal: Sustainable effective operations East Tennessee Mines: Coy drilling excellence team

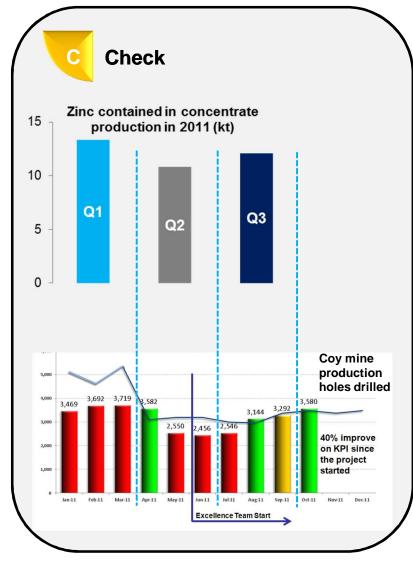




- Drill productivity losses experienced during Q2 2011
- Impacted volume of ore mined and then milled, reducing revenue generation
- Incurred same level of cost. negatively impacting the C1 cash cost
- Aim of excellence team
  - Increase number of holes drilled
  - Improve productivity of drilling teams



- Place IDs on each hole, with length and width data
- Optimise working crew hours
- Increase accountability with stope sign off" sheet







#### **Future Opportunities**

- Actions still being implemented
- Weekly follow up routine in place
- Constantly changing the focus of the team
- PDCA cycle operated on a monthly basis

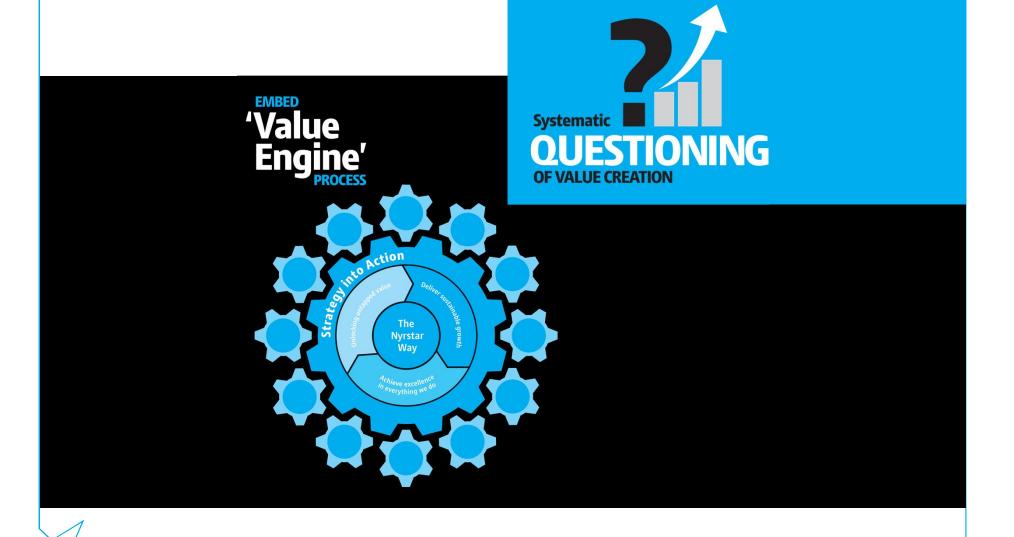


# Unlocking untapped value

Heinz Eigner
Chief Financial Officer



# **Strategic priority: Unlocking untapped value**



# Strategic goal: Systematic questioning of value creation A value creating culture at Port Pirie



- In H1 2011 Nyrstar made a substantial investment to analyse historical silver losses at the Port Pirie smelter
- Non-automated technology used in the Precious Metals Refinery (PMR)
  - Risk of spilling silver granules when transporting material
  - Solution losses during power outages
- Analysis suggested floor of the PMR had been infiltrated with silver spillage over an extended period of time
- Drilling and sampling work estimated the potential to recover 69 tonnes (approximately 2.1 million troy ounces) of silver
- Extraction of silver bearing material began in Q3 2011
- Successfully met all project milestones to date
- Will provide an update of the project in the 2011 Full Year results

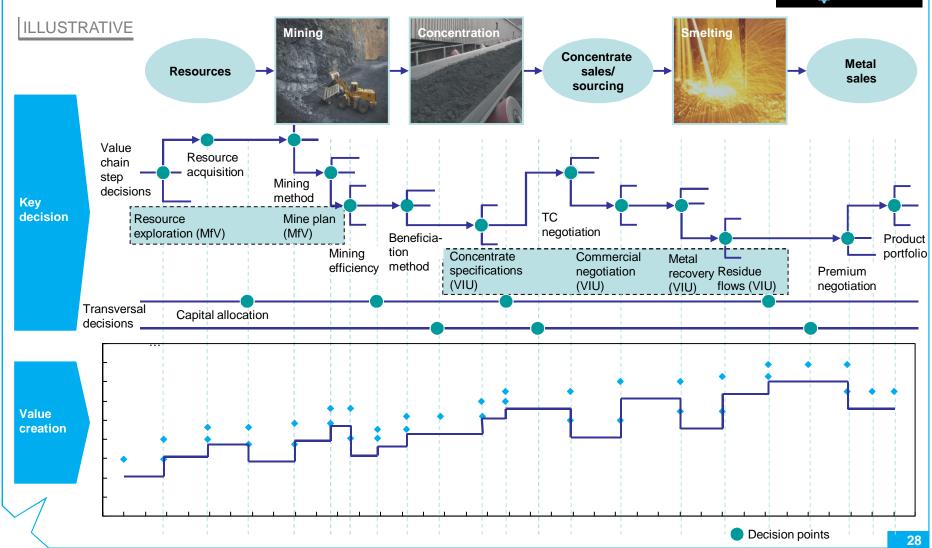




#### Unlocking untapped value

# Strategic goal: Embed value engine process More options provide more levers to drive value across our business





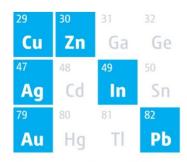


# Deliver sustainable growth

## **Michael Morley and Heinz Eigner**



## Strategic priority: Deliver sustainable growth



# Seek significant acquisitions



Optimise allocation of capital





# Strategic goal: Seek significant acquisitions Acquisitions will continue to be a significant part of our growth

#### Which assets do we look to acquire?

- Zinc poly-metallics mines
  - Furthering our level of zinc integration (50% medium term target)
  - Creating value as zinc mining is more profitable than smelting
  - Further strengthening our zinc business

### With growth comes other options...

- Other poly-metallics mines
  - Assets that compliment our growing metals footprint
  - Strong fundamentals
  - For example, copper



#### What is our investment criteria?

Nyrstar utilises a strict investment criteria for assessing potential acquisitions:

- Assets must be operating or capable of operating within a short period
  - Cash generator
  - Production
- Must be value accretive not growth for growth's sake
  - EV/EBITDA multiple
  - Cashflow per share
  - EPS
- Short payback period
- Low operating costs / capex or scope for improvement

Future acquisitions will further improve the quality of our portfolio of assets

# Strategic goal: Deliver on our growth promises Breakwater integration: on time, to expectation



#### **Corporate**

#### **Deliver integration synergies and benefits**

- Integration plan
- Head office closure
- Timely transition of head office activities
- Corporate synergies and commitments

#### Cross functional integration team

Integration consulting partner

3

#### **Operations**

# Deliver operating promise and identify operating synergies

- Production and C1 costs
- Exploration and development
- Additional upside opportunities

#### Fast start

Set up and Planning

First 100 days

Take control

Following a defined process

up to 300 days

Optimize business

#### Road Map

- ~200 milestones &+400 activities defined
  - Clear defined date of delivery
  - Milestones continuously monitored

### **Stream Operating Model**

- Defines operating process
- Defines role and authorities
- Implemented across all mines



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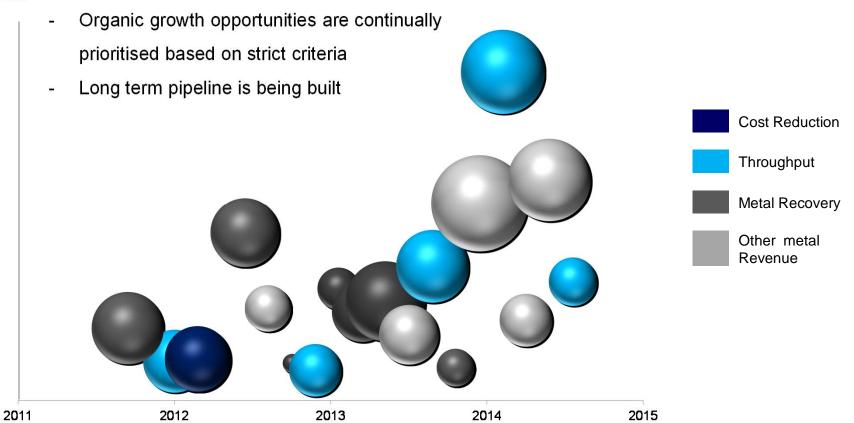
### Integration update reporting

- Integration steering committee closely manages progress
- Regular updates to NMC and Nyrstar Board

# Strategic goal: Seek internal growth opportunities A growing footprint is providing significantly more opportunities for organic growth

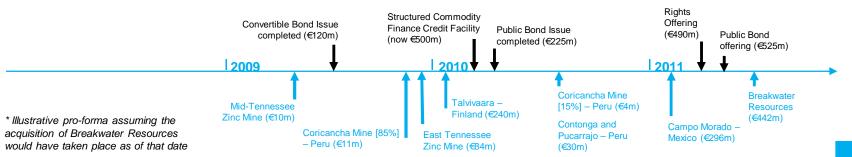


#### **EBITDA**



# Strategic goal: Excellence in funding Funding - an integral element of our growth strategy

- Time to access
- "Steady-state" gearing target of 30-35%: 17% as of 30 June 2011 (35% post Breakwater\*)
- Prepared to temporarily stretch target to fund growth
  - Acquisitions will be cash generative
  - However acquisitions always subject to rigorous stress testing
  - Considering metal price volatility and working capital requirements
- Large portfolio of funding options available
  - Recognizing investor base
  - Quality of debt
- Solid track record in being able to secure funding for growth







# **Summary**

## **Roland Junck**



# The Nyrstar journey continues

- Has been tough, as expected, and we have learnt the lessons
- Processes in place to support the journey
- Improving the portfolio of assets
- Enhancing margins at constant metal prices

Clear ambition and strategy on which to continue the journey

Now in a position to have options. With options comes choice. With choices Nyrstar can focus on maximising value

Nyrstar should be evaluated based on its ability to lead that journey