# sherritt

#### Q3 Earnings Call

November 1, 2018

#### **Forward-looking statements**

This presentation contains certain forward-looking statements. Forward-looking statements can generally be identified by the use of statements that include such words as "believe", "expect", "anticipate", "intend", "plan", "forecast", "likely", "may", "will", "could", "sould", "sould", "sould", "sould", "potential", "projected", "continue" or other similar words or phrases. Specifically, forward-looking statements in this document include, but are not limited to, statements set out in the "Updates to 2018 Forecasts" section of this presentation and certain expectations regarding production volumes, operating costs and capital spending; supply, demand and pricing outlook in the nickel cobalt and electric Vehicle markets; anticipated payments of outstanding receivables; equipment availability, drill plans and results on exploration wells and amounts of certain other commitments.

Forward looking statements are not based on historical facts, but rather on current expectations, assumptions and projections about future events, including commodity and product prices and demand; the level of liquidity and access to funding; share price volatility; production results; realized prices for production; earnings and revenues; development and exploration wells and enhanced oil recovery in Cuba; environmental rehabilitation provisions; availability of regulatory approvals; compliance with applicable environmental laws and regulations; debt repayments; collection of accounts receivable; and certain corporate objectives, goals and plans. By their nature, forward looking statements require the Corporation to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that predictions, forecasts, conclusions or projections will not prove to be accurate, that those assumptions may not be correct and that actual results may differ materially from such predictions, forecasts, conclusions or projections.

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The Corporation may, from time to time, make oral forward-looking statements. The Corporation advises that the above paragraph and the risk factors described in this presentation release and in the Corporation's documents filed with the Canadian securities authorities should be read for a description of certain factors that could cause the actual results of the Corporation to differ materially from those in the oral forward-looking statements. The forward-looking information and statements contained in this presentation are made as of the date hereof and the Corporation undertakes no obligation to update publicly or revise any oral or written forward-looking information or statements, whether as a result of new information, future events or otherwise, except as required by applicable securities laws. The forward-looking information and statements contained herein are expressly qualified in their entirety by this cautionary statement.

#### Non-GAAP Measures

Management uses combined results, Adjusted EBITDA, average-realized price, unit operating cost to monitor the financial performance of the Corporation and its operating divisions and believes these measures enable investors and analysts to compare the Corporation's financial performance with its competitors and evaluate the results of its underlying business. These measures do not have a standard definition under IFRS and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS. As these measures do not have a standardized meaning, they may not be comparable to similar measures provided by other companies.



#### **Participants**





### Q3 2018 highlights









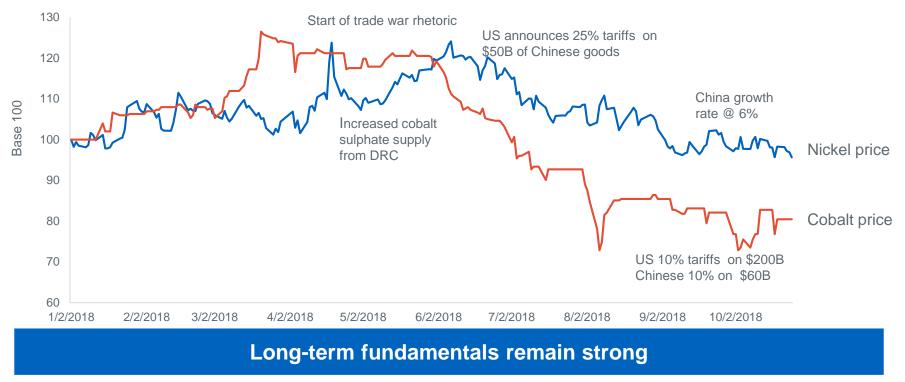
Cash position grew by ~\$10M to \$207.1M





## **Market environment**

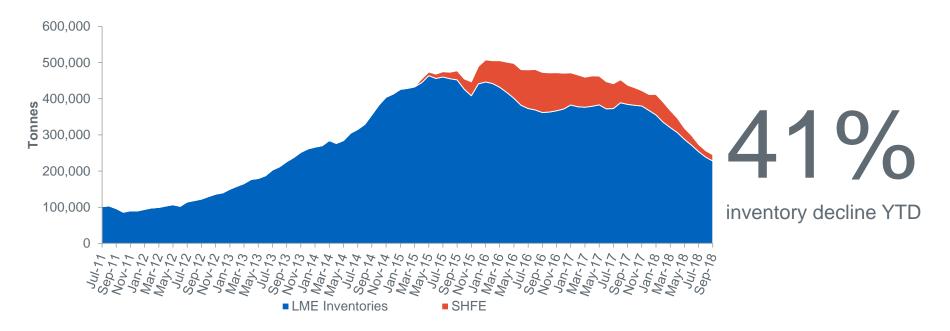
#### Macro-economic headwinds impacting commodity prices



Source: LME



#### **Class 1 nickel supply deficit is accelerating**

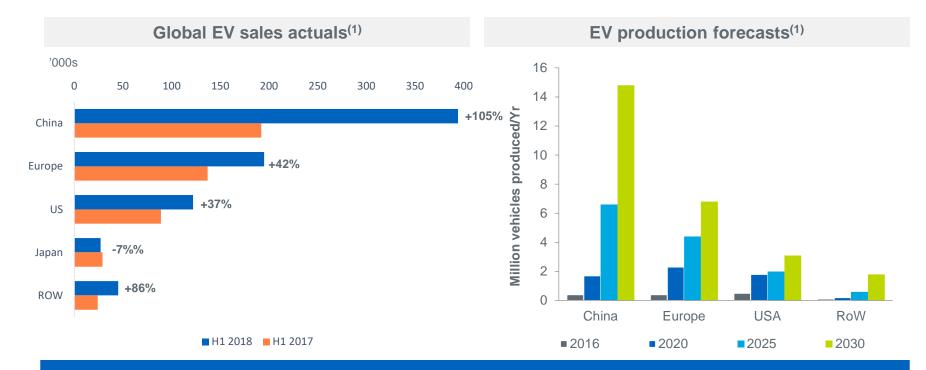


#### No new nickel mines currently in development

Source: LME, SHFE



#### Nickel demand will accelerate with EV revolution



#### EV sales and forecasted sales continue to be led by China and Europe



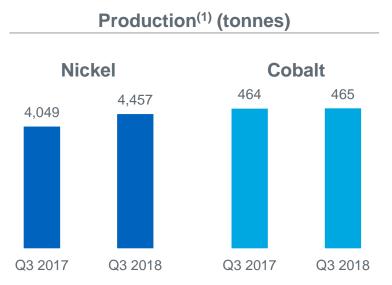
(1) Source: EV Volumes

(2) Source: McKinsey



# Operations

## Metals highlights - Moa JV





NDCC (US\$/lb)

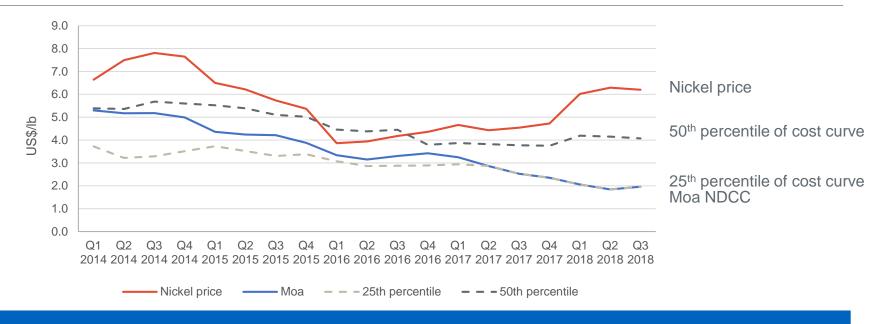
- Nickel production was up 10%, largely because of new mining equipment
- Cobalt production was flat due to higher nickel-tocobalt ratio in 3<sup>rd</sup> party feeds

- NDCC in the lowest cost quartile for 6<sup>th</sup> consecutive quarter
- Increased NDCC due to higher input costs and impact of planned acid plant shutdown



#### Sherritt is a low cost nickel producer

2018 nickel industry NDCC (YTD data)



#### Moa's NDCC in lowest cost quartile for 6<sup>th</sup> consecutive quarter

Source: Wood Mackenzie, Q3 2018 dataset



## Initiatives to optimize production at Moa JV

- Improve mining fleet availability
  - Total of 29 new trucks, 3 excavators, 2 loaders deployed through end of Q3
  - Improved fleet maintenance
  - Improved costs and production
- Slurry preparation plant "dump pocket"
  - Commissioning expected in Q4
  - Shorter haul distances and improved production
- Organizational Effectiveness
  - Highly capable Leadership Team
  - Increased clarity of accountabilities
  - Foundation for operational excellence



#### Progress reflected in production improvements in Q3



## **Oil and Gas highlights**

Oil Production (total NWI\*, boepd)





Unit operating costs (Cuba GWI\*\*, \$/bbl)

\$18.84

- Production decrease due to expiration of Varadero West PSC and natural reservoir decline
- Profit share at PE/Yumuri PSC reduced to 6%



• Costs also negatively impacted by a stronger \$U.S.



## **Power highlights**

Electricity production (33<sup>1/3</sup>%, GWh)

Unit operating costs (\$/MWh)



• Production declined due to reduced natural gas supply



- Unit operating costs decline due to lower volume
- Costs were negatively impacted by stronger \$U.S and timing of maintenance activities



#### Ambatovy update

- Ongoing efforts to improve reliability
  - Replacement of two economizers
  - Replacement of equipment damaged by Cyclone Ava
  - Anti corrosion program
- Impacts to Q3 production results
  - Oxidizing ore and PAL bottleneck issues
  - Planned plant shutdown
- Outlook
  - Strong start to Q4 production
  - On track for lower-end of guidance range



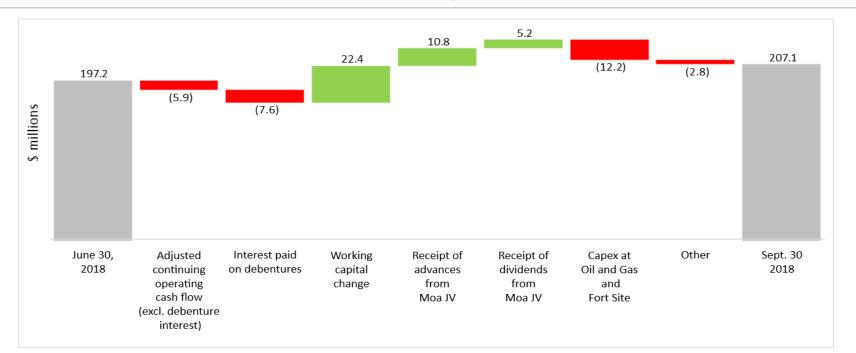
No cash in; no cash out in the near term





## **Financial highlights**

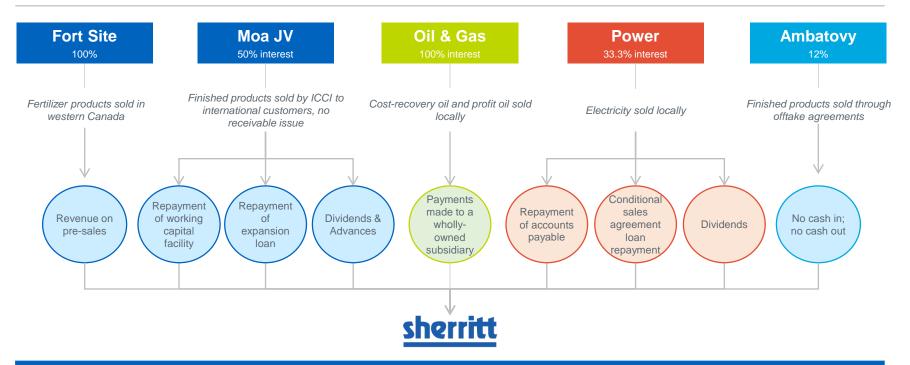
#### How consolidated cash position grew in Q3 2018



Cash position at year-end will depend on progress against overdue receivables



#### How cash is generated



**Consistent with equity-based accounting rules** 



## Adjusted EBITDA to cash provided by continuing operations

\$ millions, except per share amounts, for the three months ended Sept	ember 30								2018
			Moa JV and					Corporate	Combine
	Fort Site	Moa JV	Fort Site	Ambatovy JV	Metals Other	Oil and Gas	Power	and other	Tota
Adjusted EBITDA	0.1	39.4	39.5	2.9	(0.6)	(2.7)	6.1	(4.6)	40.6
Adjustments									
Interest paid - external	-	(0.5)	(0.5)	(0.1)	0.2	-	-	(7.6)	(8.0
Interest (received) -external	-	0.4	0.4	-	(0.3)	-	-	0.6	0.7
Taxes paid	-	(8.8)	(8.8)	-	-	(0.3)	(0.2)	-	(9.3
Stock based comp expense/(recovery)	(0.3)	(0.8)	(1.1)	-	0.8	(0.3)	(0.1)	(3.5)	(4.2
ERO	-	(0.1)	(0.1)	-	-	-	-	-	(0.1
Other	0.2	(0.4)	(0.2)	-	(0.1)	(0.2)	(0.1)	(0.6)	(1.2
Adjusted operating cash flow	-	29.2	29.2	2.8	-	(3.5)	5.7	(15.7)	18.5
Net change in non-cash working capital	6.4	(23.3)	(16.9)	(0.2)	0.2	4.3	4.3	7.2	(1.1
Cash provided (used) by continuing operations	6.4	5.9	12.3	2.6	0.2	0.8	10.0	(8.5)	17.4
Contribution to cash, cash equivalents and short-term investment	s per consolidated balance sh	eet:							Total
Cash from operations	6.4	-	6.4	-	0.2	0.8	10.0	(8.5)	8.9
Dividend and advances repaid by Moa JV	-	16.0	16.0	-	-	-	-	-	16.0
Capital expenditures	(3.4)	-	(3.4)	-	-	(8.1)	(0.2)	(0.5)	(12.2
Cash used by discontinued operations	-	-	-	-	-	-	-	(3.6)	(3.6
Other	-	-	-	-	-	-	-	0.8	0.8
	3.0	16.0	19.0	-	0.2	(7.3)	9.8	(11.8)	9.9

#### Interest expenses and Fort Site contributions will vary each quarter



#### 2018 guidance updates - Moa

	Production (tonne	es)	NDCC (US\$/Ib) <sup>(1)</sup>			
	Old	New	Old	New		
Nickel	31,500 - 32,500	30,500 - 31,000	\$1.75 - \$2.25 \$1.9	0 - \$2.40		
Cobalt	3,500 - 3,800	3,250 - 3,400				

Production at Moa JV lowered due to impact of H<sub>2</sub>S supply interruption

• Update reflects higher input costs and lower cobalt prices since start of year



## 2018 guidance update - CAPEX<sup>(1)</sup>



• Decline due to change in scope and deferral of capital projects

• Increase due to extended Block 10 drilling offset by deferral of other capital spending projects to 2019



## Recent developments and outlook

## **Disruption of hydrogen sulphide supply**

- Alberta regulator stopped supplier from delivering H<sub>2</sub>S due to non-compliance issues
- H<sub>2</sub>S is an important reagent used to eliminate contaminants in nickel and cobalt production
- Supply disruptions reduced finished production at Fort Site refinery in October
- Supply disruption has no bearing on mixed sulphide inventory



Refinery now operating at full capacity



#### **Update on Block 10**



- Drilling resumed early July
- Drilling advanced to 5,000 meters of planned 5,900 meters
- Wellbore instability was encountered between the upper and lower reservoirs
- Portion of wellbore is now being re-drilled
- Results expected within 90 days
- Capital spending at Oil and Gas increased to US\$29 million

Expandable casing technology has been effective



#### **Considerations for longer-term growth strategy**



- **Continue to strengthen balance sheet**
- Debt reduction remains a priority



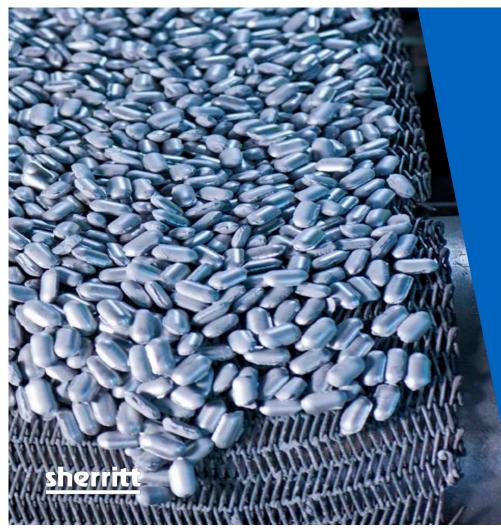
Any future growth initiative be rooted in disciplined capital allocation



Any future growth to build on Sherritt's unique capabilities

#### Evaluate growth opportunities against guaranteed return of debt reduction





## **Q&A Discussion**



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