# Webcast – H1 2020 Financial Results

Ticker: AIM:CGH

14<sup>th</sup> September 2020

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## Agenda

- Executive Summary
  - Artem Volynets CEO and Board Member
- Operations Update
  - Darin Cooper COO
- Financial Update
  - Chris Eger CFO
- Q&A

## **Key Management** Leading Operational, Commercial and Regional Experience



### Martin Andersson – Executive Chairman of the Board Appointed October 2016

- Company's largest shareholder and since becoming Chairman, has reset the strategy under a new management team
- Co-founded Brunswick Brokerage a Moscow based investment bank that was later sold to UBS
- Initially holding the position of chief executive officer and, from 1999, chairman of the joint venture, Brunswick UBS Warburg
- Served on the board of Siberian Coal Energy Company, one of the largest thermal coal producers in Russia



Artem Volynets - Chief Executive Officer Appointed March 2018

call today

Overview



- Senior mining industry executive with over 20 years of experience, having managed and closed transactions worth in excess of US\$30bn
- Formerly CEO of En+ Group (over \$25bn in assets and over 100.000 employees), Deputy CEO and Director for Corporate Strategy at UC RUSAL, and SVP Strategy at SUAL International - Worked on the final phase of the consolidation of the Russian aluminium industry that created UC Rusal, and led its \$2bn+ IPO in the first Russian listing in Hong Kong
- Served as Chairman of the International Aluminium Institute, as independent director at PJSC MMC Norilsk Nickel, and was a management consultant and corporate finance advisor with Monitor Group in London
- Studied at Moscow State University, The American University in Washington DC, Georgetown University and INSEAD



### Chris Eger - Chief Financial Officer Appointed: July 2018

call today

- Over 20 years experience in investment banking, metals trading and private equity
- Former CFO of Nyrstar NV, where he played a major role in developing and implementing the Company's transformation strategy in addition to strengthening the balance sheet
- Previously investment banking experience in the mining sector at Trafigura, BAML and BMO



Vladimir Shvetsov Senior Vice President, Exploration Appointed: February 2020

- Over 40 years of experience at every stage of mining projects
- Exploration focused geologist, having managed successful exploration programmes across the globe
- Previously held exploration management and executive roles with several companies, including GV Gold, NordGold N.V., Severstal as well as several Exploration companies in West Africa and the CIS



20 years of experience in both greenfield and brownfield project development

- Formerly a senior project team member during construction of Amulsar Gold Mine in Armenia
- Previous experience in original mine construction at the Cöpler mine and subsequent plant and heap leach expansion projects



Darin Cooper – Chief Operating Officer Appointed: June 2019

call today

- Over 30 years' experience in the mining industry, spanning operations, projects, restricting and change management
- Former Head of Mining at Fusion Capital, a Swiss based private equity firm
- Previously held senior roles at Nyrstar (VP, Zinc smelting) & Talvivaara Mining Company (COO)



David Tovmasyan General Director Kapan (Armenia) Appointed: November 2018

- 20 years of operations management and engineering experience, including leadership roles and oversight of open pit, underground mining and ore processing operations
- Previous experience with Freeport McMoRan. Zangezur CMC and Dundee Precious Metals (Kapan)



Patrick Henze Vice President - Corp Dev and IR Appointed: August 2019

On the call today

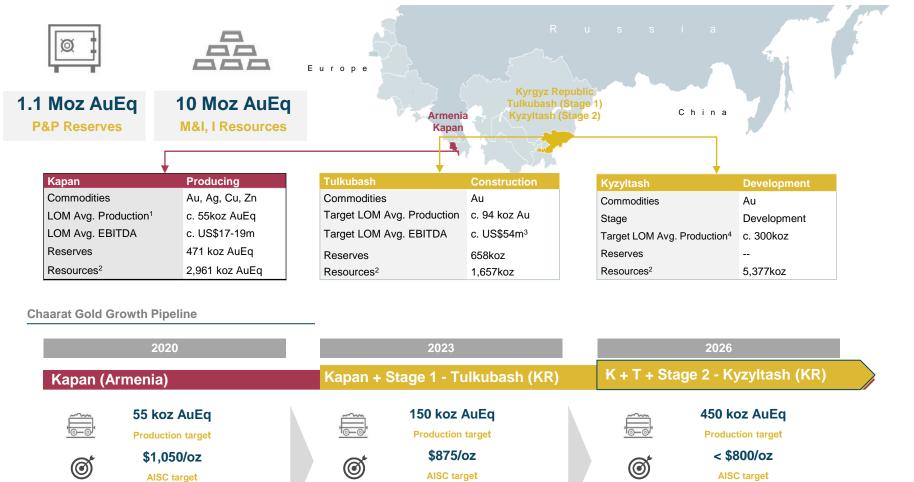
- 10 years of mining & metals investment, M&A, corporate and project finance experience.
- Former Investment Manager of private equity fund Fusion Capital, played a major role in the management and sale of Lynx Resources Ltd. for \$403m, a JV with Orion Mine Finance and led all investment activity for the Fund.
- Previously, leading natural resources financing & advisory deals at UniCredit Bank AG completing transactions up to \$750m.

# Executive Summary

Artem Volynets – CEO

## **Building a Leading Gold Company in the FSU**

Exec Sum



\$70m

EBITDA target

EBITDA target

### + constant deal flow for transformative M&A transactions

Chaarat Gold Holdings Limited

1:E

\$17-20m

EBITDA target

3. Target LOM average as announced in the 4 June 2019 Feasibility Study update, equivalent to 'operating cash flow 4. Target LOM average based on NERIN Feasibility Study

## **Executive Summary**

### H1 2020 highlights – on track to achieve guidance

### Group

 Adjusted unaudited H1 2020 Group EBITDA of USD0.5m\* (+115% vs H1 2019), as a result of increased EBITDA at Kapan and lower corporate expenses

### Kapan

- Safety standards at sustainable levels with 0.7 Lost Time Injury (LTI) incl. all contractors in H1 2020 (0.7 excl. contractors in H1 2019)
- H1 2020 EBITDA at USD4.1m\*\* (+28% vs H1 2019), impacted by 3<sup>rd</sup> party ore ramp up phases and timing of concentrate and 3<sup>rd</sup> party ore sales; cumulative EBITDA to July 2020 of USD8.3m.
- Operational improvements in 2020 and higher gold prices helped offset low H1 base metals prices

### Tulkubash

- Project advanced despite the COVID situation with significant progress on the permitting / engineering fronts
- Construction and project financing discussions progressing with delays due to COVID 19 implications

### Kyzyltash

Metallurgical assessment completed in H1 2020, on track to get to processing route decision in H1 2021

### • Completed USD 13.8 million Equity raise in the midst of the pandemic

- Strong support from Labro Investments Ltd., Chaarat's major shareholder, existing and new institutional investors and loan providers
- Commitment from all board and all senior management with USD1.2 million contributed in the equity raise
- Reduction of outstanding debt by USD6.3 million

### Positive Outlook

- New equipment impact already visible in the past few months
- Strong Kapan unaudited EBITDA of US\$4.2m in July 2020 due to higher prices, postponed shipments and improvements normalisation expected from August
- Strong H2 2020 EBITDA expected due to continued operational improvements, higher precious and base metals prices

\* Excl. \$2.7m share based compensation (non-cash item) \*\* before group accounting and non-cash adjustments • • • • • • • • • • • •

# ESG & Operations Update

Darin Cooper - COO

nobeps

ESG

## **ESG and COVID update**

We attach great importance to sustainable development and social investment programmes in the countries in which we operate. We have established strong partnership with local communities and authorities which are essential for the long-term success of our operations.

### Initiatives

- Supply of diagnostic test kits, face masks, sanitiser, and goggles to the regional hospitals in cooperation with local companies;
- Donation of beds and equipment to the medical centre of Kapan;
- Provision of computers to help school children attend remote lessons;
- Gifts to nurses of Kapan for their contribution during the pandemic;
- Ongoing construction of new kindergarten for 100 children;
- Maintained employment for affected workers during the crisis;
- Supply of 10 tonnes of flour, one tonne of disinfectant and face masks to the Chatkal region; and
- Donation of PCR thermocyclers and PCR tests for COVID-19 to the Kyrgyz Ministry of Health

Please visit our ESG section online to view our ongoing activities (<u>https://www.chaarat.com/esg-sustainability/</u>)





World Environment Day – Recycle paper, Save trees



**Presents on Childrens Day** 



## **The Kapan Mine** H1 2020 Operational Performance

**Chaarat Operations** 

	HI 2020	H2 2019	HI 2019	
Tonnes ore mined (Kapan)	360,957	352,104	326,922	
AuEq Grade mined (Kapan)	2.87	2.84	3.02	
Tonnes ore milled (Kapan)	355,523	352,547	381,313 <sup>1</sup>	
AuEq Grade milled (g/t)	2.89	2.84	2.97	
Tonnes ore milled (3 <sup>rd</sup> Party Ore)	10,127	8,543	0	
Gold equivalent production $(oz)^2$	26,960	26,906	29,607	
Gold production (oz)	13,179	15,086	17,706	
Silver production (oz)	261,551	281,700	275,302	
Copper production (t)	960	823	896	
Zinc production (t)	3,997	3,285	3,191	
AISC (USD/oz) <sup>3</sup>	1,076	1,108	972	

### **Tonnes mined**

 Mining rate showing improved output due to higher equipment utilization and pre-development done in Q4 2019 and Q1 2020

### AuEq grade

 Development towards higher grade areas continued throughout H1 2020. Targeted development work and ongoing review by geological team is expected to result in better grades in H2 2020

### Recoveries

 Copper and Zinc recoveries improved by 1% and 2%compared to H1 2019 respectively resulting in higher Copper and Zinc production

### AISC

 Unit costs improved quarter over quarter with efficiency gains throughout the operation. This should continue to benefit All-insustaining cost ("AISC"<sup>2</sup>) due to higher production of gold expected in H2 2020 and mining in higher grade areas.

### Efficiency and cost improvements in H1 helped to offset grade impact

- I. Higher throughput due to stockpile
- 2. Including 543oz of Au production from 3<sup>rd</sup> Party Ore

3. AISC on a gold oz produced basis exclude smelter TC/RC charges and others which add c. USD 234/oz. Sustaining capex of c. USD 2.3 million for H1 2020 is included in the AISC.

## The Kapan Mine Outlook

## **CHAARAT**

**Chaarat Operations** 

### **Key Items**

AuEq production expected to achieve 55koz

New mining equipment received in July

Two new cyclones expected to show improved recoveries

**Progress East Flank Development** 

Signed two 3<sup>rd</sup> party ore contracts to optimise capacity utilisation, adding 10kt p.m. to the mill

On track with last year's 2020-2026 LOM Plan

Kapan – East Flank Development

- Management has identified an adjacent area to the existing mine from a review of the historical database (62 holes, 22km of drilling)
- Potential of approx. 5-6 Mt with AuEq grade of 2.2 2.6 g/t<sup>1</sup>
- The East Flank requires further definition drilling to provide a JORC compliant resource for mine planning purposes (conversion to reserve)
- Initial timeline to implementation is approx. 2 years subject to funding and capex requirements
- East Flank could provide quality ore to the mill from H2 2022

Further operational and cost improvements in H2 expected

1. The potential quantity and grade is based on a management estimate and is conceptual in nature with insufficient exploration to estimate a Mineral Resource and that it is uncertain if further exploration will result in the estimation of a Mineral Resource. The updated Target Exploration Estimate of the East Flank target area of the Kapan project was prepared Chaarat technical staff under the supervision of Mr. Joe Hirst, B.Sc. (hons), M.Sc., EurGeol. CGeol.

## **Tulkubash** On track for first Gold Pour in H2 2022

**CHAARAT** 

**Chaarat Operations** 

H1 2020 Highlights

- Construction and equity partner Ciftay continued works on site
- Upgrading of access road to site to ensure year-round access;
- Installation of advance construction camp, including the first phase of the 360-man camp;
- Tree cutting permit secured and work significantly completed to clear area ahead of mining
- Detailed design of the heap leach facility ("HLF") and adsorptiondesorption recovery ("ADR") plant almost complete and work on the crushing circuit and equipment selection is ongoing; and
- Mobilization of people and equipment impacted due to travel and movement constrains imposed during the pandemic



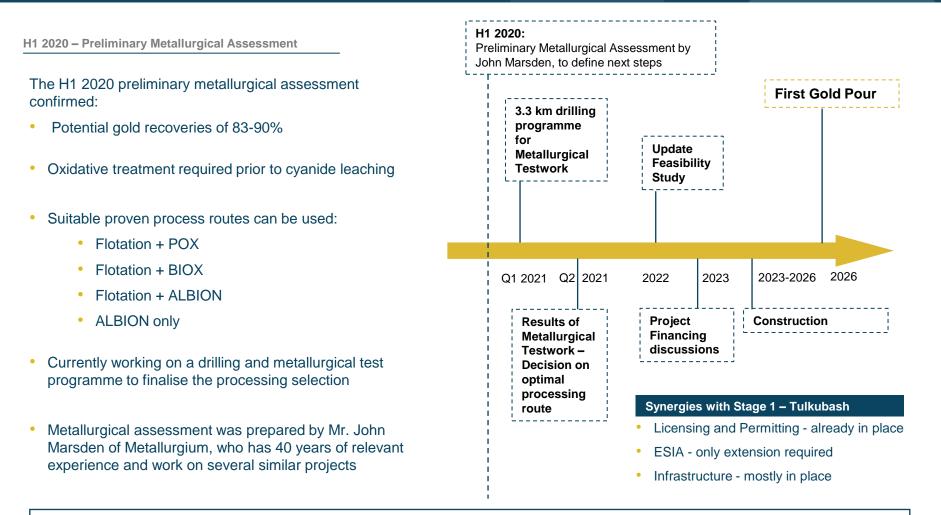
**Safety Inspection** 



Close to 10% of project construction completed to date, work on site continuing

## **Kyzyltash** On track with our 5.4Moz project

**Chaarat Operations** 



Advancing our 5.4 Moz Kyzyltash project in parallel in line with the six-year plan

1. Depending on technology selected and further metallurgical testing

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# Financial Update

Chris Eger – CFO

### H1 2020 Unaudited Consolidated Income Statement

**Financial Overview** 

Group	P&L
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USDk	6 months ended 30 June 2020	6 months ended 30 June 2019
Revenue	29,886	30,956
Cost of Sales	(24,448)	(27,968)
Gross Profit	5,438	2,988
Selling expenses	(935)	(1.443)
Administrative expenses	(9,657)	(9,052)
Operating loss	(5,154)	(7,507)
Interest receivable	13	8
Interest payable	(8,024)	(4,929)
Loss before tax	(13,165)	(12,428)
Income tax credit/(charge)	(355)	81
Loss after tax	(13,520)	(12,347)
Loss per share (basic and diluted) - US\$ cents	(2.76)	(3.06)

### Adj. EBITDA split

	USDk	EBITDA H1 2020	EBITDA H1 2019
Non-cash items in	Kyrgyz Republic	(882)	(1,034)
Operating Loss	Armenia	4,102	3,199
compensation of	Corporate	(2,744)	(5,306)
\$2.7m - Depreciation of \$2.9m	Total	476	(3,141)

## **Kyrgyz Republic -** Lower costs due to COVID related restrictions and cost savings

Armenia – USD0.9m higher EBITDA compared to previous year due to operational improvements. Higher precious metals prices offset lower base metals prices. July EBITDA of USD4.2 million doubles current EBITDA to USD8.3 million

**Group –** Adj. EBITDA improved y-o-y by 125% mainly due to Corporate Cost Optimisation Program with further reduction effects expected in H2 2020

### Significantly improved consolidated EBITDA position in H1 2020

## **Corporate Finance Update** Proactive Management of Capital Structure

## **CHAARAT**

**Financial Overview** 

### Despite the COVID-19 environment Chaarat has made good progress to optimize the capital structure

### H1 2020 Achievements

- Reduced Kapan outstanding debt by another USD4 million
- Reduced Labro working capital facility to USD0 by USD6.3 million
- Extended Investor Loan maturity to December 31, 2020
- Extended Labro Working Capital Facility of USD6.5 million undrawn to December 31,2020

### Planned initiatives for H2 2020

**Kapan Senior Debt Loan –** will be reduced further by USD4 million by December. Potential to refinance or extend

**Investor Loan - \$19.4m -** Aiming to refinance to 2023, when Tulkubash is fully operating

**Convertible Bond - \$19.6m –** convertible to equity at maturity in Q3 2021 (37p strike price)

Labro Facility - Currently not utilizing undrawn USD6.5 million available

### Consolidated Debt Profile (current)

	Units	Value
Investor Loan Facility	USDm	19.4
2021 Convertible Bonds	USDm	19.7
Kapan Loan Facility	USDm	30.0
Labro Working Capital Facility	USDm	0
Total	USDm	69.1



Chaarat continues to evaluate opportunistic opportunities to either refinance existing facilities and/or reduce its overall cost of capital

## **Chaarat Upside Potential**

### **Reasons why Chaarat Could Re-Rate**

- Kapan mine life extension, East Flank development and free cash flow growth
- Tulkubash reserve and resource base growing, with construction plan on track
- Significant Kyzyltash resource supports long-term growth through staged development
- Actively advancing pipeline of M&A targets

## Brokers Estimate the Fair Value of the Stock at an Average 38% Premium to a GBp 39 Trading Price

Date	Broker	Rating	Target price (GBp)	Premium to 39p price (%)
11-Jun-20	SPIANGEL	Buy	58	49%
11-Sept-20	finnCap	Buy	60	54%
21-May-20	Numis	Buy	45	15%
Initiation	CG/Canaccord Genuity	Pending		
	Average		54	38%

### **Broker NAV\* Implies Undervaluation**



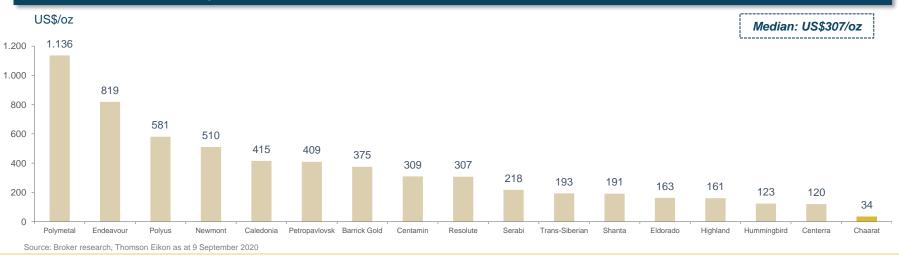
### Significant potential share price upside implied by broker consensus NAV estimates

Sources: Broker reports, Thomson Eikon as of 23 June 2020 \*Broker NAV is calculated using SP Angel model with Au price \$1,800/oz, GBP:USD: 1.30

## **Chaarat Significantly Undervalued**



EV / Resources vs. Peer Group



**Chaarat Gold Holdings Limited** 

## Why Invest in Chaarat?

1	Experienced management	Chaarat managed by a high-quality operating team with demonstrated track record supported by a fully overhauled world class independent board
2	Strong growth prospects	Impressive existing asset base with substantial organic growth opportunities
3	Accretive M&A opportunities	Positioned to capitalise on fragmented asset base in FSU region through accretive M&A
4	Supportive shareholders	Supported by notable shareholder base and alignment of interest with management
5	Undervalued	Undervalued relative to peers with significant share price potential
	Proactive balance heet management	Proven track record of innovative structures to manage the balance sheet as and when needed

# Q&A

PAT

## Patrick Henze – VP Corp Dev and IR

## **Investor Relations**

Contact:

Patrick Henze

VP Corporate Development & Investor Relations +44 (0) 20 7499 2612 patrick.henze@chaarat.com

### **CHAARAT**

https://www.chaarat.com/

https://twitter.com/ChaaratG

https://www.linkedin.com/company/chaarat-gold-holdings-limited/

## Appendix

### **Competent Person – East Flank Exploration Target**

The updated Target Exploration Estimate of the East Flank target area of the Kapan project was prepared Chaarat technical staff under the supervision of Mr. Joe Hirst, B.Sc. (hons), M.Sc., EurGeol. CGeol. Mr. Hirst is former Senior Resource Geologist at Chaarat and now an Independent Geological Consultant to Chaarat. Mr Hirst is a Chartered geologist with more than 17 years of experience in the mineral Resource industry who has sufficient experience relevant to the style of mineralisation and type of deposit under consideration and to the activity which he is undertaking to qualify as a Competent Person as defined in the 2012 Edition of the 'Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves'. He has supervised the work which is the subject of this release. Mr. Hirst consents to the inclusion in the report of the matters based on this information in the form and context in which it appears.