



**CAA Resources Limited**  
**優庫資源有限公司**

*(Incorporated in the Cayman Islands with limited liability)*  
*(於開曼群島註冊成的有限公司)*

**02112.HK**

**FY2013 Annual Results**

*March 2014*

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# Company Overview



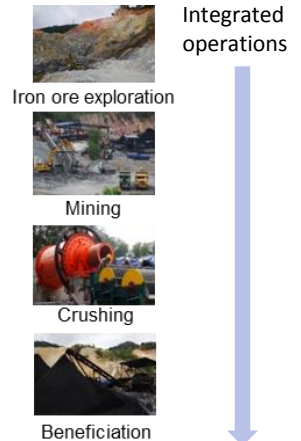
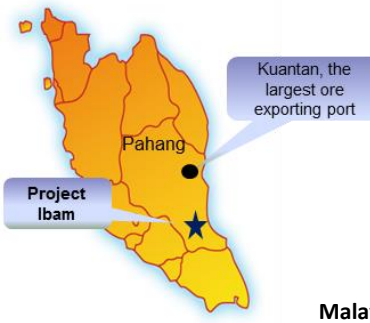
# An integrated operator of highly competitive iron ore mines in Malaysia

## Competitive highlights

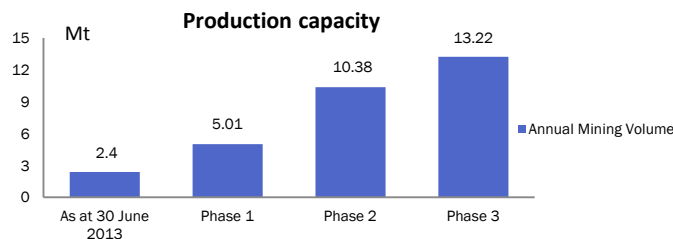
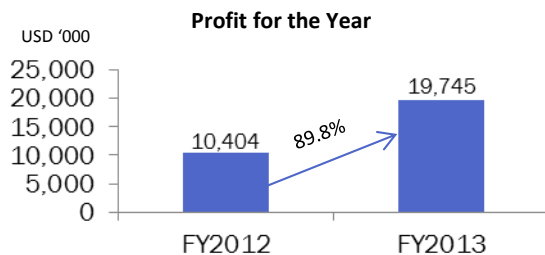
- Significant and high quality reserves
- Sustainable low-cost operation - superior grading iron ores & open pit mining method
- Longstanding & stable relationships with reputable Chinese steel manufacturers
- Benefit by the strong demand from China & ASEAN markets
- Robust growth driven by Project Ibam's capacity expansion & asset acquisitions in Malaysia

## Our operations

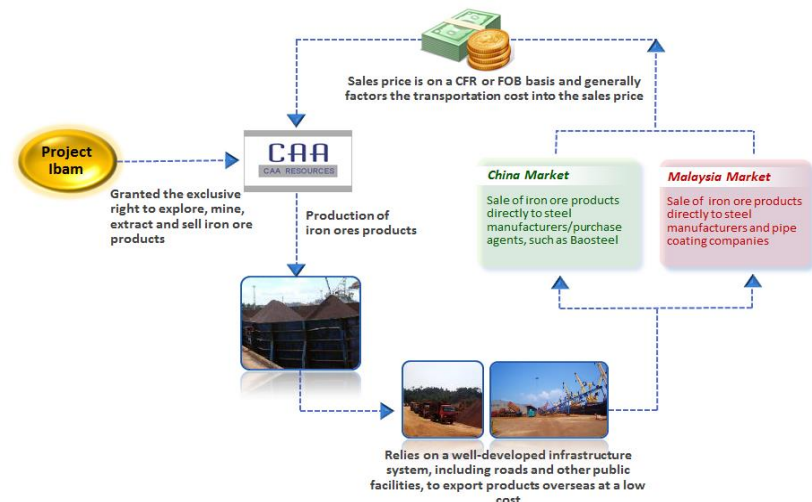
Principal asset Project Ibam is located in Pahang, the largest iron ore production state in Malaysia



## Production capacity & profit in a rapid growth phase



## Our business model



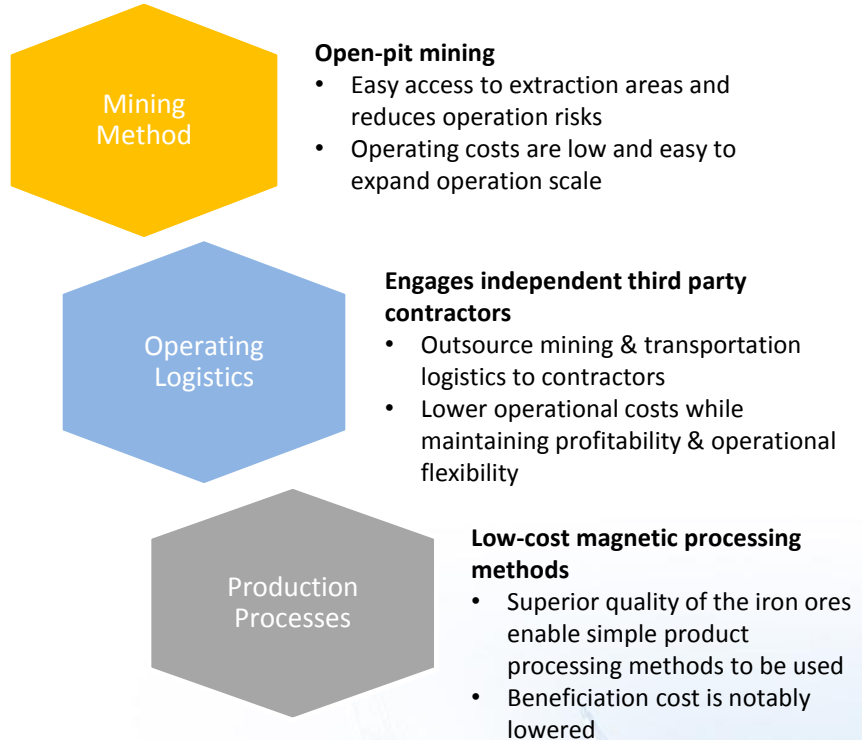
# Quality reserves & apparent cost advantage – Ibam Mine



## Characteristics of Ibam Mine

- 1**  
**Abundant resources**
  - Sizeable mining right area of 1.359 sq.km
  - Estimated iron ore reserves of 151 Mt
  - Mining life expected to exceed 26 years
- 2**  
**High iron ore content**
  - Reserve with average iron grade of 46.5% total Fe
  - Produces iron ore products with superior iron content ranges from 31% to 61%
- 3**  
**Low impurities**
  - Mined ores have low sulphur, phosphorus and silicon level
  - Simple and environmentally friendly processing methods were able to be adapted as no chemical reagents are required
- 4**  
**Sufficient water supply**
  - Ample amount of natural water from local streams, natural runoff and pumping from a retention pond in the Mine area ensure adequate water supply

## Efficient mining operations



### Apparent Cost Advantages \*

CFR	<b>CAA Resources</b>	VS	Other China producers
	USD60.05		USD103.20
FOB	<b>CAA Resources</b>	VS	Three largest Australian iron ore producers
	USD45.05		~USD50

\*Year 2013  
Source : Company Info

# Prime geographical location, efficient transportation and infrastructure

## Strategic location

Close proximity to Kuantan port & major market

- Ibam Mine is closed to key coastal shipping facilities in Malaysia
- Also geographically closed to our main market – China & ASEAN

Cost & delivery advantages

- Transportation cost is effectively lowered
- Shorter shipment period

Benefitting customers

- Less susceptible to the risk of price fluctuations of iron ore products during the short shipment period

## Well developed infrastructures

### Pahang's infrastructure system provides excellent support

- Accessible road network, sufficient public and port facilities enable products exporting especially to China, in a cost efficient manner

### Own storage warehouse facilitates handling of export arrangements

- Products are stored in our Kuantan Warehouse, closed to the berths

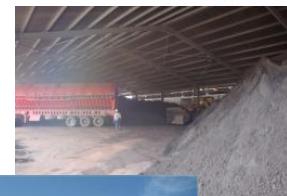
### Malaysia-China Kuantan Industrial Park commenced construction in 2013, deep-water berths are to be built

- Construction is ongoing and expect to be completed in 2015. Following completion, the Group's shipping cost will be lowered and loading time will also be shortened

### Dedicated power line to reduce production cost

- Negotiating with local authority on construction of a dedicated power line linking local power grids to our mine

Regions	Average Shipment Time to China
CAA Resources	4-10 days
Australia	9-12 days
India	12-15 days
South Africa	28-38 days
Brazil	40-45 days



# Three-pronged strategies to sustain our growth momentum

## Organic growth

- Boosting production capacity at Project Ibam:
  - Upgrade and construct new iron ore beneficiation and crushing lines
  - Expand mining activities

## Investments/ Acquisitions

- Expanding reserves through acquisitions of new mines and related production facilities in Malaysia that are:
  - Close to deep water berths with well developed port facilities
  - Reasonable cost
  - Long mine life
  - Mine reserves and resources with high grading iron ore

## Technological innovation

- Actively comply with the economic adjustment and environment-friendly policies of the PRC government, and to meet customer demand following upgrades of steel-making equipment, the Group is making technological innovation on part of the production lines at Project Ibam.
  - To produce higher quality pelletizing iron concentrate with lower impurity, lower energy consumption, higher environment protection with stronger market demand and better price than ordinary iron ore fines. (An ultrafine concentrate with iron content of 66% and above)
- Production expected to commence in batches in 2014 Q2, and both the sales price and profits of the Group's products are expected to be positively impacted by then.



# Stock performance steadily improved following business & production volume growth



- Outperforming the HSI and recorded a 40.5% increase in share price since listing on the Hong Kong Stock Exchange in July 2013
- Free float of the stock reached 25%
- The Group's Chairman & CEO Mr. Li Yang is the major shareholder holding 56.3% stakes in the company

# FY2013 Financial Highlights



## Financial Highlights

- **Third consecutive year of rapid growth - revenue reached USD110.4 million, 103.2% higher than 2012; profit for the year increased 89.8% from 2012, reaching USD19.7 million.**

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- **Leveraging on China's increasing demand in iron ore, 2013 sales volume on dry basis jumped 145.5% to reach 1,053 Kt , as compared to 429 Kt recorded in 2012.**

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- **Project Ibam actively implemented its three-phased expansion plans. Mining and production volume respectively reached 1.2 million tonnes and 639.2 Kt, increases of 67.9% and 2.5x from 2012.**

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- **The Group will continue to pursue its three potential acquisition projects in Terengganu and Kemahang to boost its resources and reserves.**

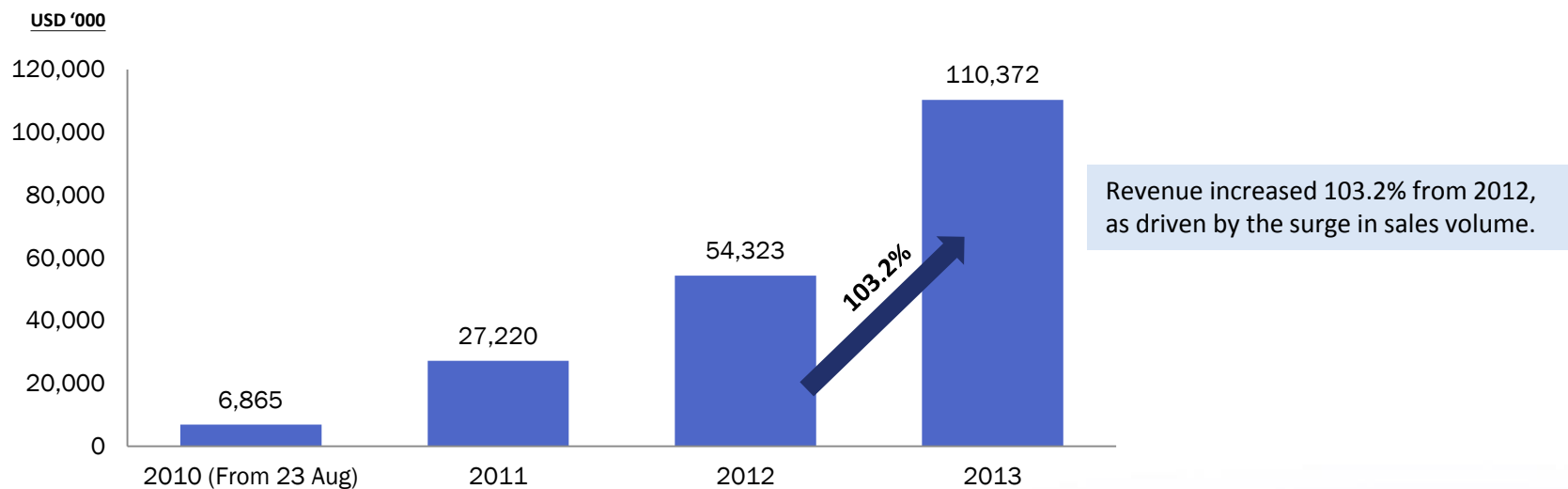
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- **Basic earnings per Share for FY2013 were US1.51 cents.**

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- **Proposed the payment of a final dividend of HKD 0.051 per Share, representing a payout ratio of 50% - listing commitment delivered. Dividend yield was around 2.78%.**

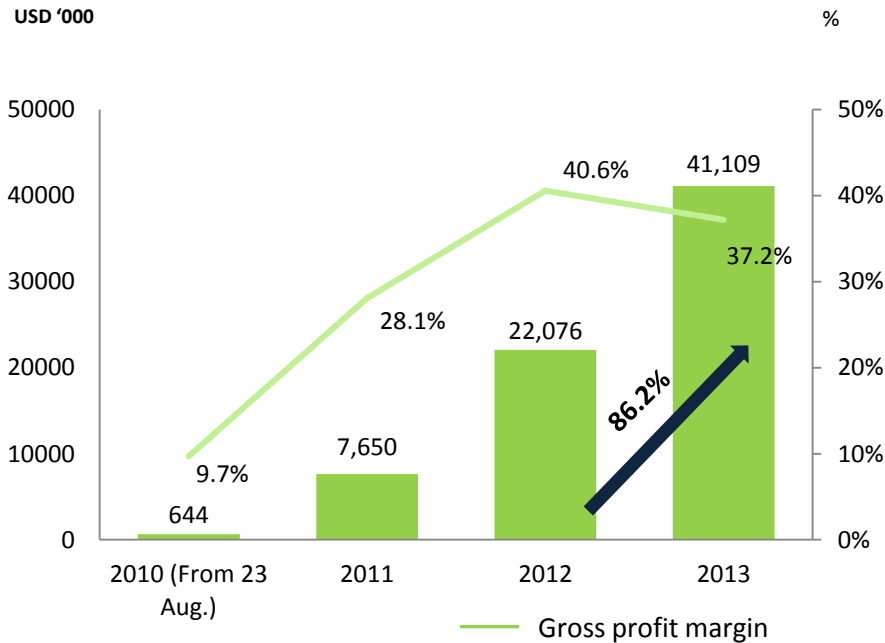
## Revenue



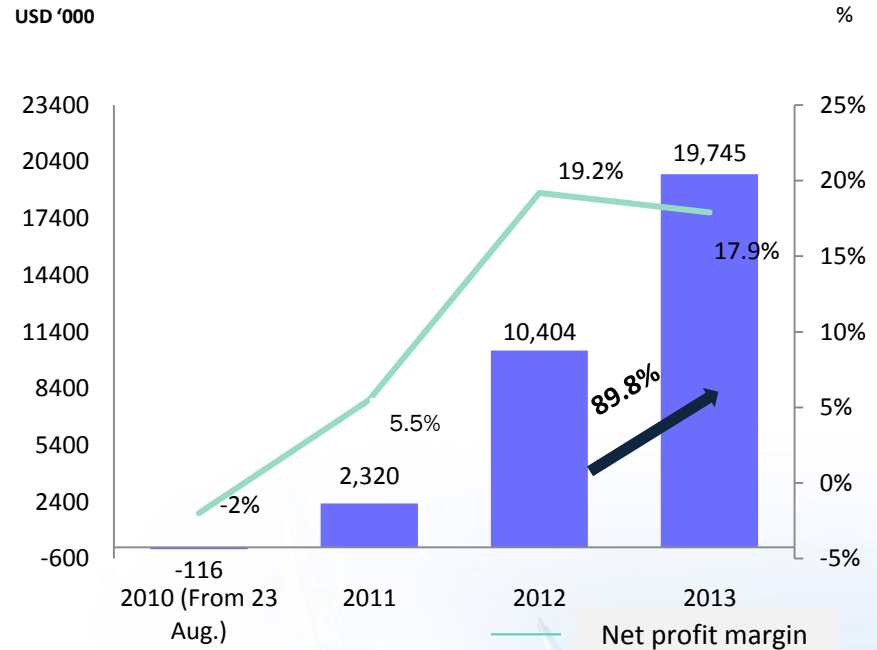
	For the period from the Incorporation Date of 23 Aug 2010 to 31 Dec 2010	For the Year ended 31 Dec 2011	For the Year ended 31 Dec 2012	For the Year ended 31 Dec 2013
<b>Sales volume (tonne) (on dry basis)</b>	76,232	220,332	429,000	1,053,000
<b>Average selling price (USD/dry tonne)</b>	90.1	122.3	116.6	102.5
<b>Revenue from sales of iron ore products (USD'000)</b>	6,865	26,954	49,986	107,873

# Gross profit & profit for the Year

**Gross Profit**

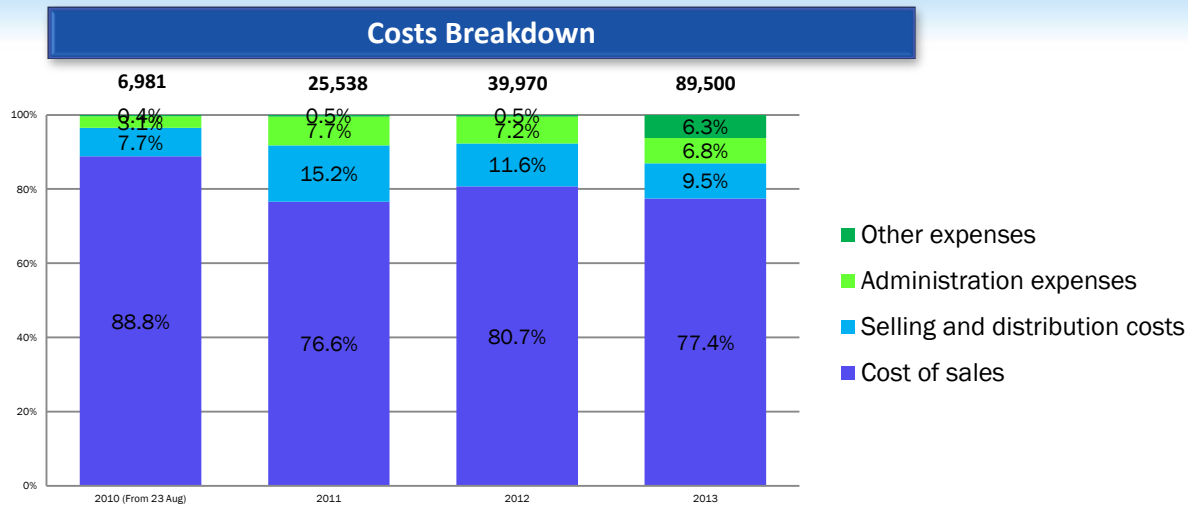


**Profit for the Year**



- Due to Malaysia's early arrived and exceptionally heavy precipitation of the rain season last year, the Group's tailing pond was temporarily closed for modification. However CAA Resources' 2013 overall performance was not impacted.
- Thanks to the Group's high-margin and low cost strategy, the Group's gross profit and profit for year respectively reached USD41.1 million and USD19.7 million, representing significant increases of 86.2% and 89.8% from 2012.
- Gross profit margin was 37.2%. Net profit margin was 17.9%.

# Operating costs



	2011	2012	2013
<b>Production Volume (tonnes)</b>	<b>100,510</b>	<b>178,770</b>	<b>639,200</b>
	USD	USD	USD
<b>Mining cost</b>	<b>24.52</b>	<b>24.52</b>	<b>22.00</b>
<b>Total Processing Cost</b>	<b>15.03</b>	<b>15.68</b>	<b>12.21</b>
On and Off-site Management	0.39	0.39	0.34
Transport to port, port costs and marketing	13.16	13.16	10.50
<b>Total Cash Cost</b>	<b>53.10</b>	<b>53.74</b>	<b>45.05</b>
Indicative Shipping costs to Chinese port	15.00	15.00	15.00
<b>Pre-tax Operating Cost inclusive of shipping</b>	<b>69.46</b>	<b>69.99</b>	<b>~61.30</b>

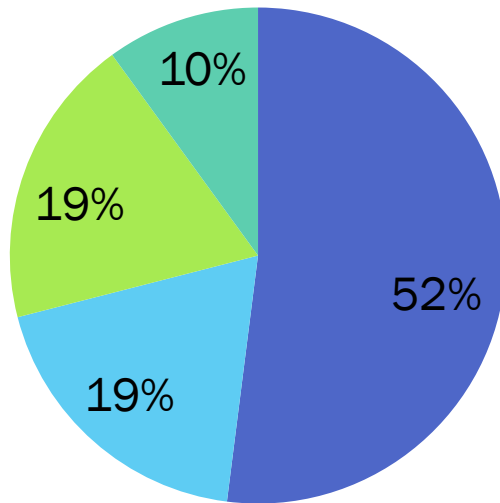
# Balance sheet and key financial ratios

(USD' 000)	As at 31 December 2010	As at 31 December 2011	As at 31 December 2012	As at 31 December 2013
<b>Total Assets</b>	<b>33,056</b>	<b>31,310</b>	<b>42,396</b>	<b>126,960</b>
Non-current assets	30,026	30,320	36,660	68,221
Current assets	3,030	990	5,736	58,739
<i>of which: inventories</i>	<i>1,638</i>	<i>222</i>	<i>1,282</i>	<i>5,583</i>
<b>Total Liabilities</b>	<b>(33,252)</b>	<b>(30,019)</b>	<b>(15,788)</b>	<b>(22,806)</b>
Non-current liabilities	(4,333)	(4,483)	(4,811)	(4,798)
Current liabilities	(28,919)	(25,536)	(10,977)	(18,008)
<b>Net current liabilities</b>	<b>(25,889)</b>	<b>(24,546)</b>	<b>(5,241)</b>	<b>[40,731]</b>
<b>Total Equity</b>	<b>(196)</b>	<b>1,291</b>	<b>26,608</b>	<b>104,154</b>
	<b>As at 31 December 2010</b>	<b>As at 31 December 2011</b>	<b>As at 31 December 2012</b>	<b>As at 31 December 2013</b>
<b>Current ratio<sup>1</sup></b>	0.10	0.04	0.52	3.26
<b>Gearing ratio<sup>2</sup></b>	N/A	N/A	14.79%	NIL
<b>Return on assets<sup>3</sup></b>	N/A	7.5%	28.3%	21.5%
<b>Inventory turnover days<sup>4</sup></b>	17.3 days	17.3 days	8.5 days	18.1 days
<b>Trade receivables turnover days<sup>5</sup></b>	--	--	2.5 days	21.7days
<b>Trade payables turnover days<sup>6</sup></b>	0.9 day	2.7 days	11.5 days	11.8 days

Notes:

- 1) Current ratio is the ratio of total current assets to total current liabilities
- 2) The gearing ratio is calculated by net debt divided by total equity plus net debt.
- 3) Return on assets represent the net profit as a percentage of the average of period-beginning balance and period-ending balance of total assets.
- 4) Inventories turnover days for the relevant year are calculated by dividing the average of the opening and closing balances of inventories for the relevant year by cost of sales and then multiplied by the number of days in the relevant period/year
- 5) Trade receivables turnover day is calculated based on the average of the beginning and ending balance of trade receivables for the year divided by cost of sales for the year, and multiplied by the number of days in the relevant period/year
- 6) Trade payables turnover day is calculated based on the average of the beginning and ending balance of trade payables for the year divided by cost of sales for the year, and multiplied by the number of days in the relevant period/year

Plan in use of IPO proceeds



Current status of proceeds used

Purpose	Planned usage (USD' 000)	Proceeds Used (Period under review) (USD' 000)
Ibam Expansion	28,187	9,814
Building new berth at Kuatan port	10,488	--
Exploration rights & mining asset acquisitions	10,488	10,488
Working capital	5,463	5,463
Total *	54,626	25,792

\*The remaining balance of the net proceeds has been placed in interest bearing deposit accounts with banks.



# Project Ibam expansion plan actively implemented



## Mining volume and production volume :

	For the year ended 31 December 2012	For the year ended 31 December 2013	Change (%)
Mining Volume (Mt )	0.7	<b>1.2</b>	<b>67.9</b>
Production Volume(Kt )	178.8	<b>639.2</b>	<b>257.5</b>

## Quarterly ore mined and crushed, and average Fe grade :

Quarter ended	Quarterly Ore mined and crushed (tonnes)	Average Fe Grade (%)
31 March 2013	73,220	46.7%
30 June 2013	507,969	47.3%
30 September 2013	336,588	50.0%
31 December 2013	330,400	50.8%

Average Fe grade notably higher than China's crude iron ore average grade at 30%

## Operation statistics :

	2012	2013	Change (%)
Crushing lines-owns and operates (lines) <small>(As at 31 December )</small>	2	<b>2</b>	<b>0 line</b>
Beneficiation lines -owns and operates (lines) <small>(As at 31 December )</small>	5	<b>9</b>	<b>4 lines</b>
Actual crushing volume (Mt) <small>(For the year ended 31 December )</small>	0.15	<b>0.84</b>	<b>462.0</b>
Actual beneficiation volume (Mt) <small>(For the year ended 31 December)</small>	0.27	<b>0.51</b>	<b>88.9</b>
Production volume (Mt) <small>(For the year ended 31 December)</small>	0.2	<b>0.6</b>	<b>255.6</b>

### Tailing ponds modification

- Due to the early arrived and exceptionally heavy precipitations of Malaysia's rain season last year, the Ibam Mine was required to modify its tailing ponds in 2013 Q4. The modification was completed in January 2014.
- The modification was viewed as an important long-term initiative which will benefit the development of the Ibam mine, by reducing flooding risk in future.

# Expanded customer base

## Southeast Asian clientele

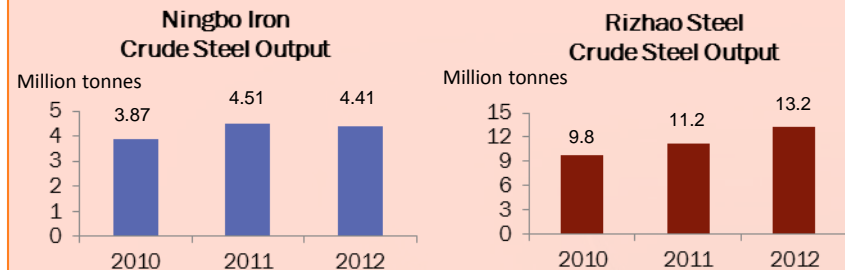
- Our management has established longstanding relationships with a number of Malaysia's reputable steel manufacturers and/or their respective purchase agents in China, such as steel sector leaders Shougang and the Lion Group.

## European and Middle Eastern clientele

- Entered agreement with Mercuria Energy Trading Pte in Sept 2013
- An estimated total of 1.5 million tonnes of iron ore concentrates will be purchased or procure customers to purchase from CAA Resources from 2013 to 2015. The products will also be distributed to the European and Middle Eastern market.
- Mercuria is one of the world's five largest independent energy traders, headquartered in Geneva, Switzerland, and with 37 additional offices in the world,.

## Chinese clientele

- Ningbo Iron, a subsidiary of Baosteel, the largest integrated steel company of China, has been our customer for nearly three years
- Ningbo Iron has a steady crude steel output each year, their demand accounted for 50% of our total production volume.



- Rizhao Steel, one of the top steel manufacturers in China also has growing crude steel output each year; their demand accounted for 30% of our total production volume
- Rizhao is also going to invest in Malaysia going forward

# Acquisitions to diversify reserves

Actively seeking potential exploration rights and mining assets

## Started negotiation in Dec 2013 for a potential company's equity acquisition, which holds the mining right for a land lot in Kelantan

- Negotiates with all shareholders of SRI Jedok Mining Sdn. Bhd to obtain the controlling or entire interests of the company
- Its sole asset is the iron ore mining right to a land lot of approx.4.85 sq.km in the province

## MOU entered for potential project at Kemahang 3, Kelantan in Dec 2013

- In exclusive negotiations with JKKR Felda Kemahang 3 and Bukit Besi Mining Sdn. Bhd in relation to the mining and the income right of a Project in Kemahang 3
- An area of approximately 1,940 hectare or its surrounding land lots

## MOU entered for potential acquisition at Bukit Besi, Terengganu in Oct 2013

- For a proposed acquisition of a 60% equity interest in a company, in relation to the exploration, prospecting and mining of iron ore on parcels of land located at Bukit Besi
- The land has approx. 281 million tonnes of reserves, with 40-50% average iron ore grading
- Closed to a well established port with deep water berths. The Group's shipping in the future will be able to utilize Capesize bulk carrier, resulting a decrease in shipping cost by more than 50%

Existing principal mine –  
Project Ibam, Bukit Ibam





# Outlook



# Project Ibam capacity expansion

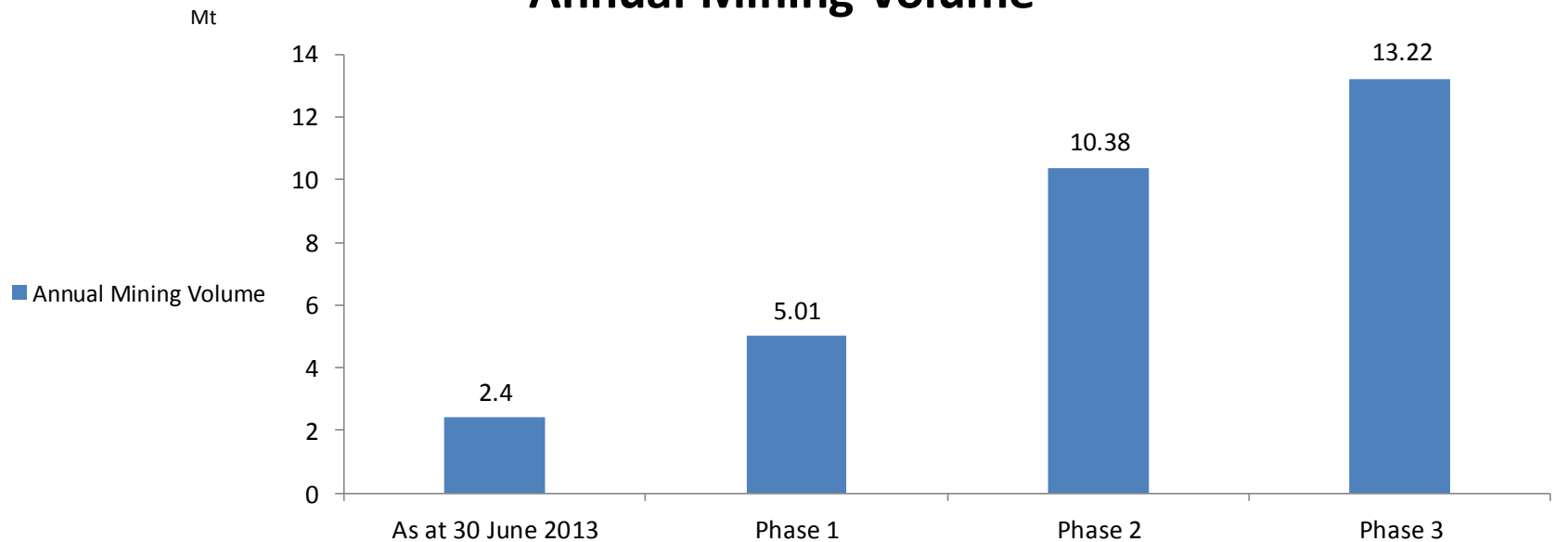
Strong ramp up potential

A three-phased development plan starting from 2013 is undertaken to boost Ibam Mine's production capacity

Efficiency enhanced

- Increase in production capacity
- Lower unit production cost
- Economies of scale in production

## Annual Mining Volume



	2013				2014				2015			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Ibam	Phase One					Phase Two				Phase Three		
Capital Expenditure	US\$26.0 million					US\$20.80 million				US\$15.60 million		

## Macro Environment Factors

## Our Strategy

- China's economy is forecasted to grow at about 7.5 percent this year.
- In order to guarantee the achievement of this goal, crude steel production and consumption were expected at 780 million and 720 million tonnes respectively in 2014. Growth is expected to sustain during the year.
- Industry consolidation on highly polluting and low efficiency steel mills may boost demand for high-grade iron ore.
- China's developing cooperation with countries in Southeast Asia, the Middle East and Eastern Europe through the export of high-speed rail technology and products as well as the development of railway in Western China and the Silk Road economic belt are expected to continue to fuel long-term demand for steel and iron ore.

1.

Sustain the low cost, low pollution and low energy consumption operations to reinforce our competitiveness

2.

Continue to build and grow production capacity at the Ibam Mine

3.

Produce value-added products to strengthen our pricing power

4.

Proactively seek mines with superior quality resources

# Q&A Session

**CAA**  
CAA RESOURCES



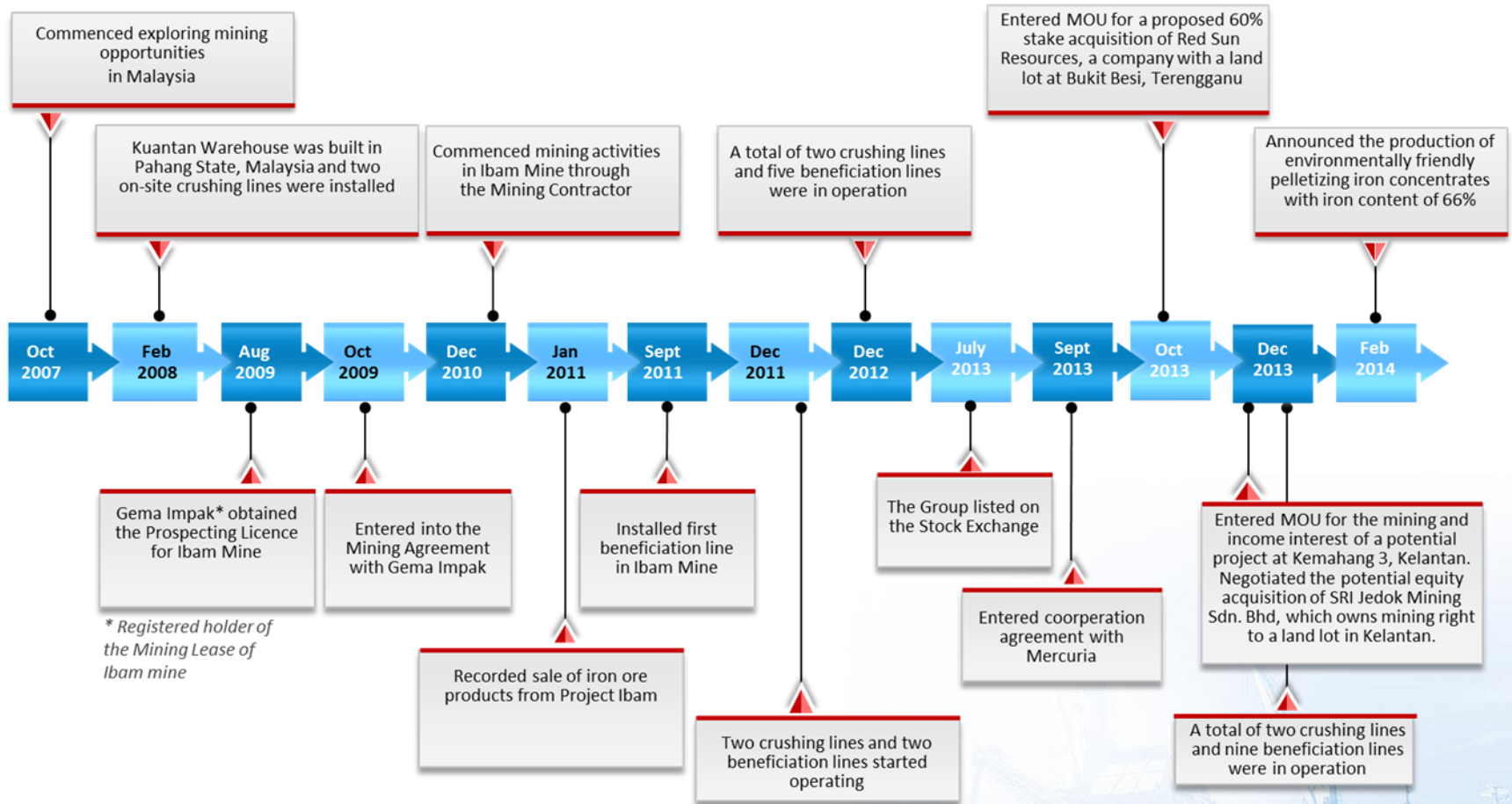
# Appendices

**CAA**  
CAA RESOURCES



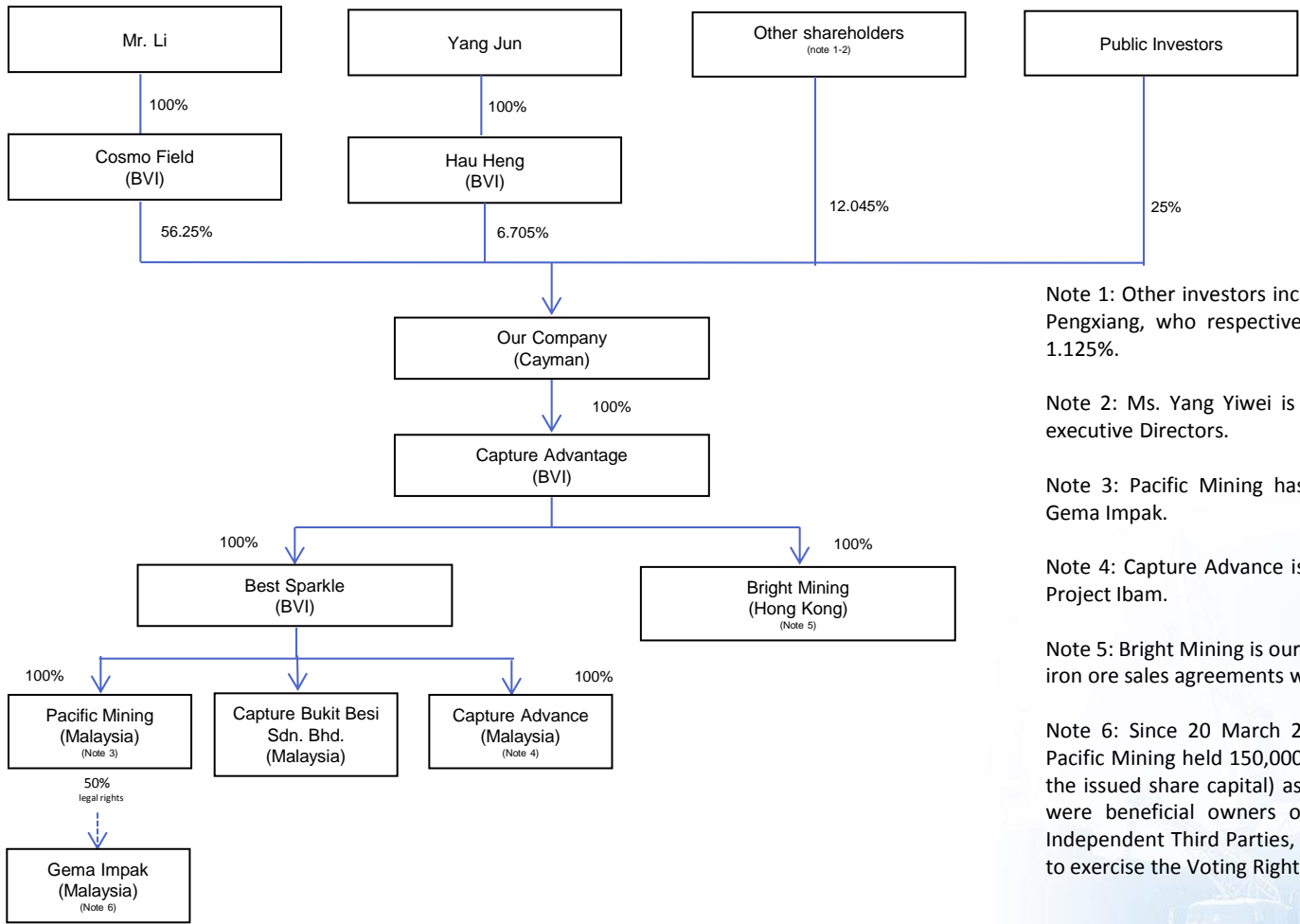


# Appendix 1: CAA Resources' milestones



\* Registered holder of the Mining Lease of Ibam mine

# Appendix 2: Corporate structure



Note 1: Other investors include Yang Yiwei, Liu Ping, Jin Lixuan and Gao Pengxiang, who respectively hold stakes of 4.245%, 3.675%, 3% and 1.125%.

Note 2: Ms. Yang Yiwei is the daughter of Ms. Li Xiaolan, one of our executive Directors.

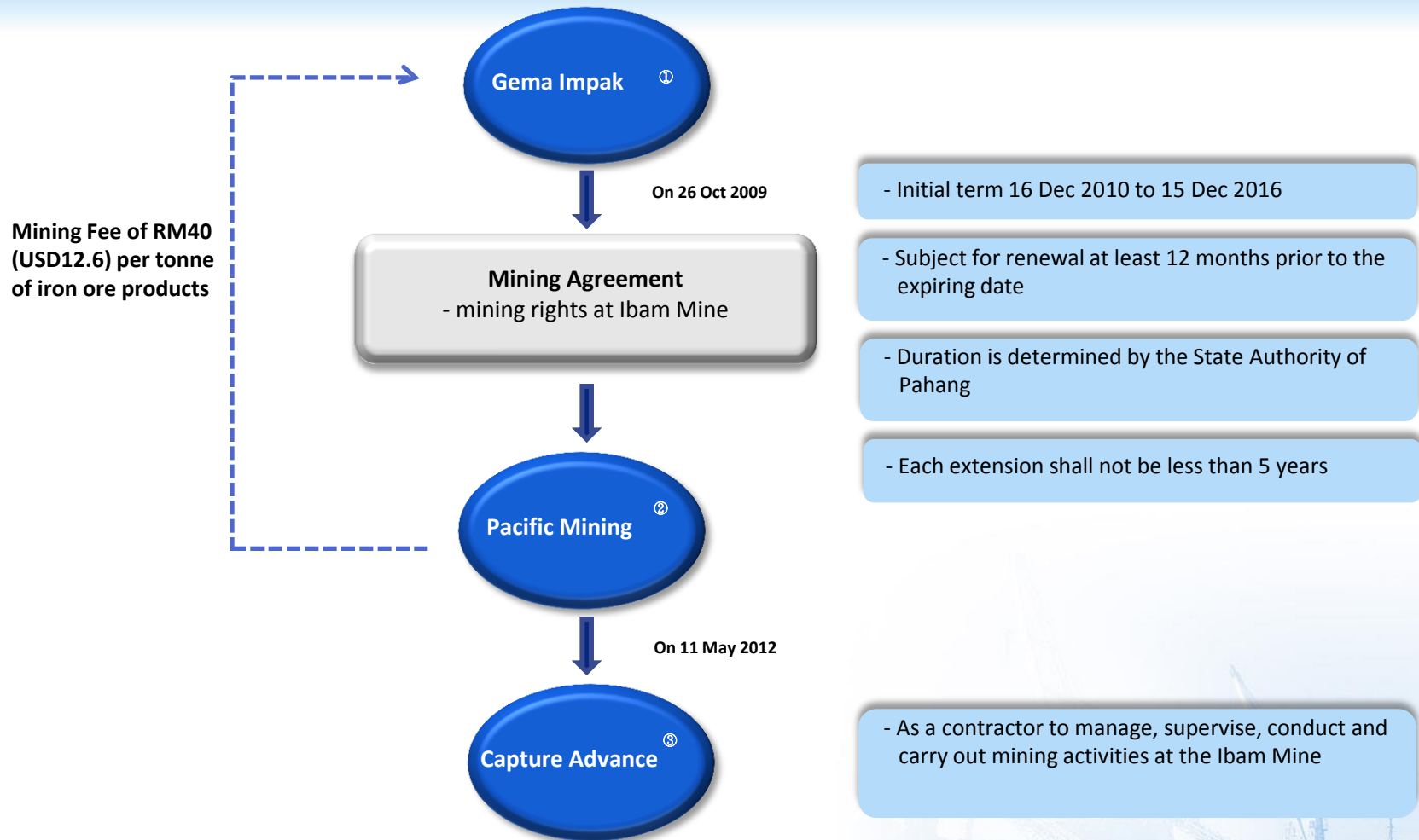
Note 3: Pacific Mining has entered into the Mining Agreement with Gema Impak.

Note 4: Capture Advance is our principal operating entity in respect of Project Ibam.

Note 5: Bright Mining is our Group’s main contracting entity in respect of iron ore sales agreements with our customers since its incorporation.

Note 6: Since 20 March 2013 and as at the Latest Practicable Date, Pacific Mining held 150,000 shares in Gema Impak (representing 50% of the issued share capital) as nominee for the Original Shareholders who were beneficial owners of 100% shareholding in Gema Impak and Independent Third Parties, on a pro-rata basis. Pacific Mining is entitled to exercise the Voting Rights.

# Appendix 3: Mining agreement

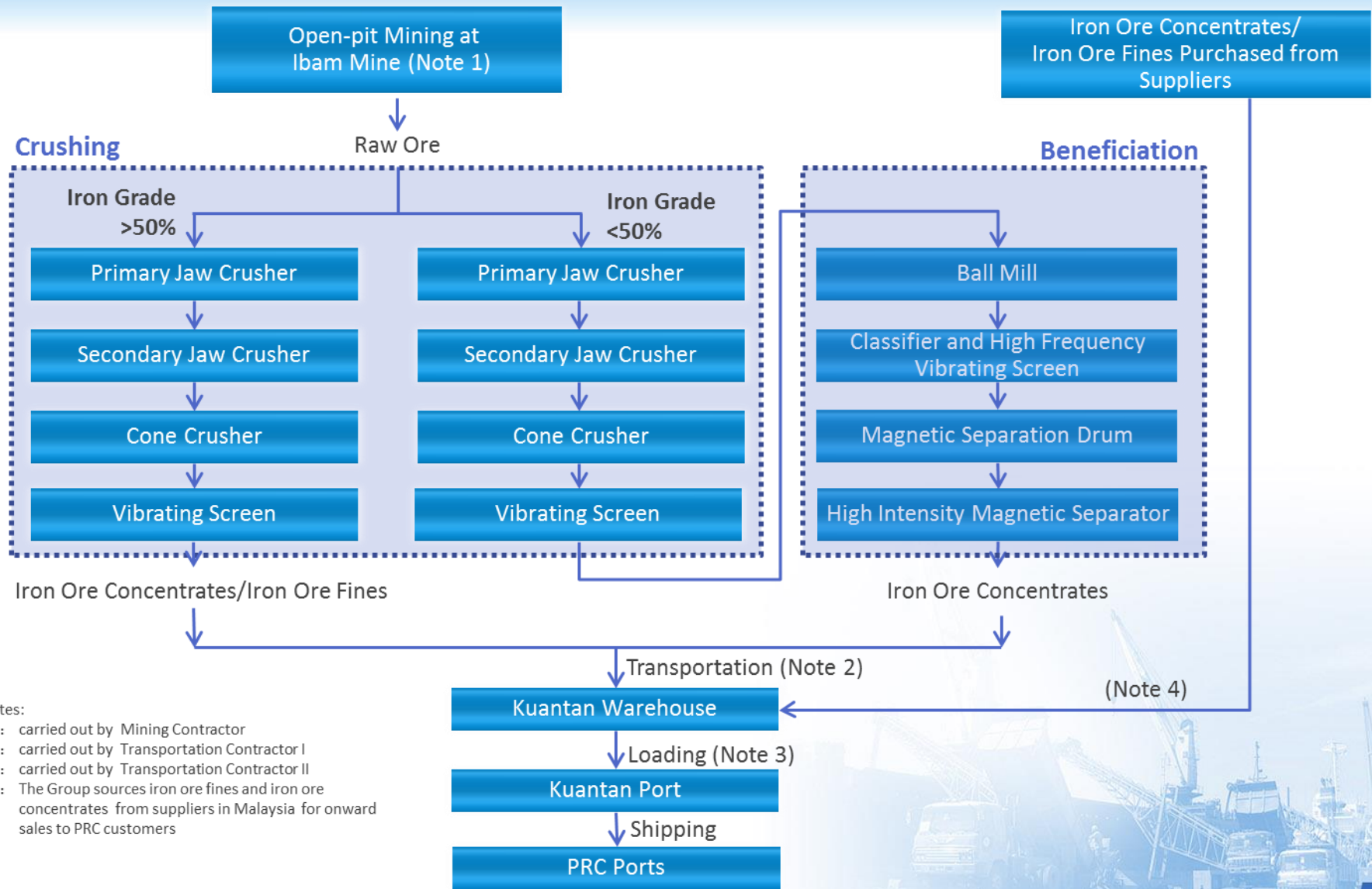


Note ①: Gema Impak is the registered holder of the Mining Lease under which Gema Impak has been granted the right to extract and mine iron ores at the Ibam Mine for a period of six years commencing from 16 December 2010 and expiring on 15 December 2016.

Note ②: Pacific Mining, wholly owned by the Group, has entered into the Mining Agreement with Gema Impak.

Note ③: Capture Advance, wholly owned by the Group, is the Group's principal operating entity in respect of Project Ibam.

# Appendix 4: Production Process of Iron Ore Products



- Notes:
- (1): carried out by Mining Contractor
  - (2): carried out by Transportation Contractor I
  - (3): carried out by Transportation Contractor II
  - (4): The Group sources iron ore fines and iron ore concentrates from suppliers in Malaysia for onward sales to PRC customers



Thank You

