



# Chatham Rock Phosphate

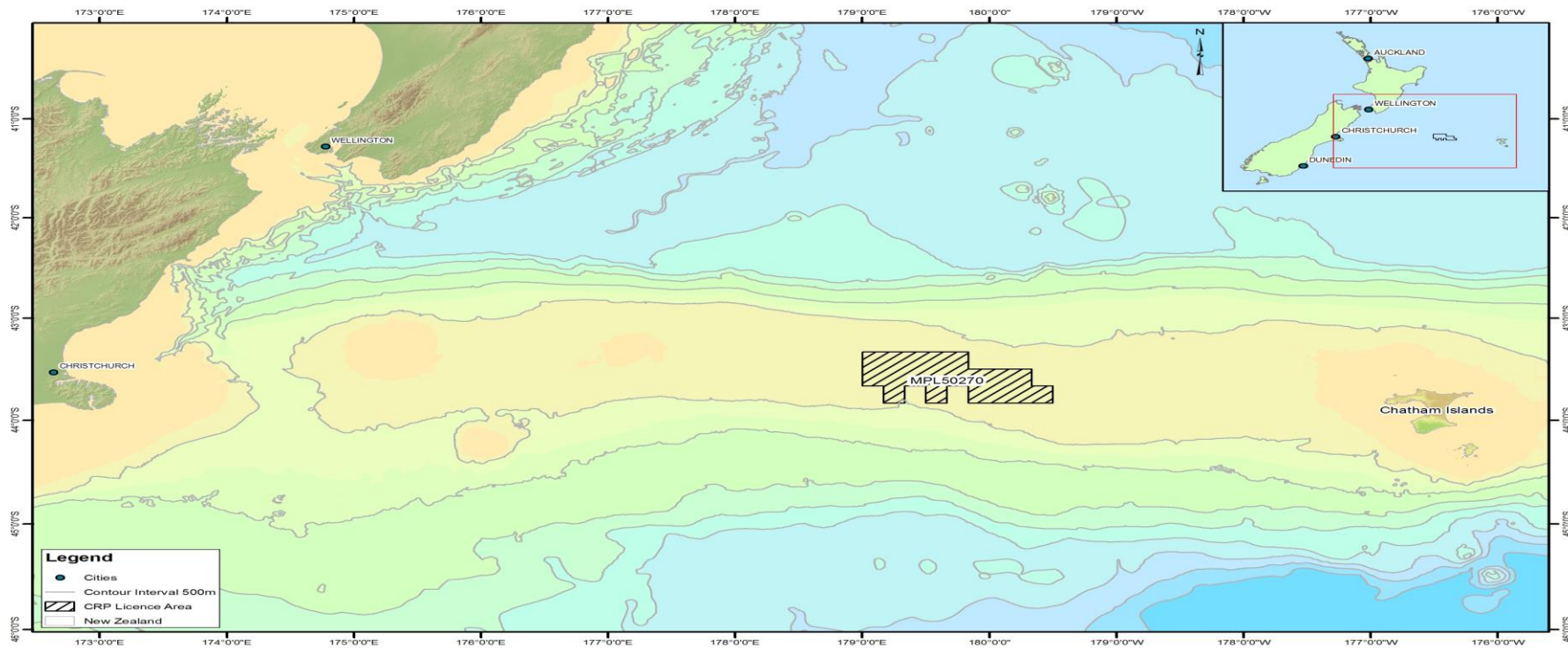
## Financing the Development of the Chatham Rock Phosphate Project

AusIMM, August 2013

Chatham

Rock  
Phosphate Ltd

# Presently our sole asset – MPL 50270



# Project History

- **After 2 ½ years received prospecting licence in Feb 2010**
- **Started gathering information and expertise – a wealth of info available in public records**
- **Found 3 people who had worked on project in 1980s**
- **All we needed now was ~ \$30 million to get to production....**
- **Modest capital raised during 2010 and 2011**



# Early 2012 - cupboard was bare

- Capital markets since 2008 had been awful
- Resources sector even worse
- Cancelled proposed Canadian IPO in Oct 2011
- By Feb 2012 had raised – and spent \$3m
- Market value was \$6m
- Just about run out of cash and raising money with private placements was hard work



# What a difference a year makes

- **Breakthrough in Feb 2012 with US based private equity fund Subsea Investments**
- **18 months later – raised \$20.6m in tough market**
- **3 cornerstone shareholders – Subsea, Boskalis, Odyssey Marine and shareholder numbers up 50%**
- **Most cash invested in MLA Sept 2012 and Marine Consent application July 13**
- **Core management team of ~9, plus experts**



# 2013 – watershed year

- **3 new directors**
- **Mining Licence approval - soon**
- **Marine Consent process will be resumed following grant of ML**
- **Contract arrangements with Boskalis for next stage**
- **Goal – start production in 2016**



# Today's value of company vs money raised

- ❑ Market capitalisation (excluding listed 70c options) is \$46.3 m
- ❑ Total value of share subscriptions - \$23.6 m
- ❑ Earlier financing tranches at 10, 11, 12, 20, 22, 33 and 35 cents
- ❑ Seeking \$3.35 million in linked 32/35 cent offer



# Why such progress?

- **Outstanding, strategically located asset**
- **Great team**
- **Attractive commodity prices**
- **Strong, positive profile due to stakeholder communications – NGOs, industry, iwi, MPs, officials**
- **Luck – we met the right people at the right time**





# Conferences did it for us

- You don't meet people sitting at your desk
- PDAC 2008 – Cam McKenzie (then Crown Minerals); great advice especially focus on stakeholder relations
- UMI 2010 in Ukraine – IHC, Boskalis and others in dredging industry. Also met Robert Goodden – now a director and the contact to Subsea
- PDAC 2012 – met Najib Moutia ex OCP marketing guru – helped bring in Boskalis which helped us raise money



# Our team

<b>CEO &amp; Project Director</b>	<b>Chris Castle</b>
<b>Principal Scientist</b>	<b>Dr Robin Falconer</b>
<b>COO &amp; Head of Exploration</b>	<b>Ray Wood</b>
<b>Chief Geologist</b>	<b>Cam McKenzie</b>
<b>Environmental consultant</b>	<b>Dr Mike Patrick</b>
<b>Sales, Marketing &amp; Strategy</b>	<b>Najib Moutia</b>
<b>Stakeholder Relations</b>	<b>Linda Sanders</b>
<b>Expert Panel</b>	<b>Kuddrass, van Rhee, Lagers</b>
<b>Chemical Engineering</b>	<b>Prof Jim Johnston and Dr Ray Kelly</b>



# Key lessons

- **Set deadlines and meet them – investors like milestones to be met**
- **Employ the best people you can**
- **Communicate with everyone with an interest and keep talking to them**
- **Don't give up when the going gets tough**
- **Be prepared to go anywhere**

