



## Corporate Presentation

“Pure-Play” Phosphate Fertilizer Company

September 2018

# Cautionary statements and forward-looking information

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This presentation contains forward-looking information (“FLI”) regarding future events or the future performance of the company (“Itafos”). Generally, FLI can be identified by expressions of belief, expectation or intention, and often contain words such as “anticipates”, “believes”, “expects”, “estimates”, “intends”, “plans”, “could”, “may”, “might”, “should”, “would” or variations of such words. FLI is based on various assumptions, including with respect to fertilizer market growth, reserves and resources, mine life, production, operating costs, product sales and pricing, capital expenditures, financing sources and use of funds, operations and financial performance and business prospects and opportunities. While Itafos considers these assumptions to be reasonable based on information currently available, such assumptions may prove to be incorrect as FLI is subject to various risks and uncertainties that could cause actual events or results to differ materially from those projected. These risks and uncertainties include, but are not limited to: variations from Itafos’ assumptions regarding the matters mentioned above; changes in the agriculture, fertilizer, commodity, raw material, energy, transportation and financial market conditions and prices; fluctuations in currency exchange rates; changes in government policy and in environmental and other governmental regulation; inability to obtain necessary permits and licenses; timing and outcome of current and pending government and third party claims or lawsuits; ability to attract and retain skilled employees with relevant industry expertise; imprecision in mineral reserves and resources estimates; certainty of supply of raw materials; intermittency of operations and production; increases in production costs; ability to sell product; credit risk of offtake counterparties; ability to effectively integrate any future developments and/or acquisitions into its business structure; catastrophic events such as fires, floods, explosions, release of hazardous chemicals and seismic events; insurance and uninsured risks, as well as other risks and uncertainties reported by Itafos from time to time in its Management’s Discussion and Analysis filed with the securities regulatory authorities in Canada and available at [www.sedar.com](http://www.sedar.com). FLI should not be read as a guarantee of future events or results. You are cautioned not to put undue reliance on FLI.

## **INTERNATIONAL FINANCIAL REPORTING STANDARDS**

Itafos prepares its financial statements in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board. IFRS differs in certain respects from U.S. generally accepted accounting principles (“US GAAP”). Therefore, financial information presented herein may not be directly comparable to similar information presented by companies that prepare their financial statements in accordance with US GAAP.

## **NON-IFRS MEASURES**

There are certain non-IFRS measures used in this presentation, including but not limited to EBITDA (earnings before interest, taxes, depreciation and amortization) and cash costs (costs before depreciation and amortization). Itafos’ presentation of non-IFRS measures may not be directly comparable to that of other companies.

## **MINERAL RESOURCES**

This presentation uses mineral reserve and resource classification terms that comply with reporting standards set forth in Canadian National Instrument (“NI”) 43-101 for all public disclosure of scientific and technical information concerning mineral projects by Canadian registered issuers. NI 43-101 standards differ significantly from standards set forth by the United States Securities and Exchange Commission (“SEC”). Therefore, information regarding mineralization presented herein may not be directly comparable to similar information disclosed by companies in accordance with SEC standards. For instance, mineral reserve estimates contained in this presentation may not qualify as “reserves” under SEC standards. You are cautioned not to assume that any part or all of the mineral resources identified as “Mineral Resource,” “Measured Mineral Resources,” “Indicated Mineral Resources” and “Inferred Mineral Resources” in this presentation will ever be converted into mineral reserves as defined in NI 43-101, be upgraded to a higher category, or be economically or legally mineable.

## **OTHER**

Please refer to the technical reports of Itafos and its affiliates available at [www.sedar.com](http://www.sedar.com).

# Table of contents

---

1

Executive summary

2

Investment highlights

A

Appendix A: Phosphate highlights

B

Appendix B: Portfolio highlights

C

Appendix C: Financial highlights

1

## Executive summary

# Company overview

## Key highlights

- Itafos is a publicly traded (TSX-V: IFOS) vertically integrated phosphate fertilizers and specialty products company with an attractive portfolio of long-term strategic businesses and projects located in key fertilizer markets worldwide

- ✓ **Itafos Conda**, a vertically integrated phosphate fertilizer business with production and sales capacity of approx. 550kt per year of mono-ammonium phosphate (MAP), super phosphoric acid (SPA), merchant grade phosphoric acid (MGA) and specialty products including ammonia poly phosphate (APP) located in Idaho, U.S.
- ✓ **Itafos Arraias**, a vertically integrated phosphate fertilizer business with production and sales capacity of approx. 500kt per year of single super phosphate (SSP) located in Tocantins, Brazil
  - ✓ **Itafos Paris Hills**, a phosphate mine project located in Idaho, U.S.
  - ✓ **Itafos Farim**, a phosphate mine project located in Farim, Guinea Bissau
  - ✓ **Itafos Santana**, a vertically integrated phosphate fertilizer project located in Pará, Brazil
  - ✓ **Itafos Araxá**, a phosphate and rare earth oxide mine project located in Minas Gerais, Brazil
    - ✓ **Itafos Mantaro**, a phosphate mine project located in Junin, Peru

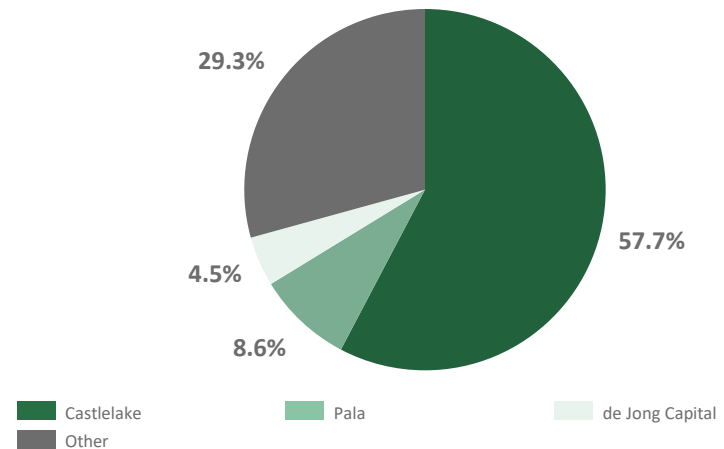
- Itafos is managed by an industry leading board of directors and experienced management team with extensive operations and commercial expertise
  - Former Potash Corp., OCP Group, Cargill Group, KemWorks, GB Minerals and AEI senior executives
- Itafos' largest shareholder is Castllake, which owns an approx. 57.7% interest in Itafos
  - Global private investment firm managing more than US\$13bn in assets as of March 31, 2018

# Capital markets overview<sup>1</sup>

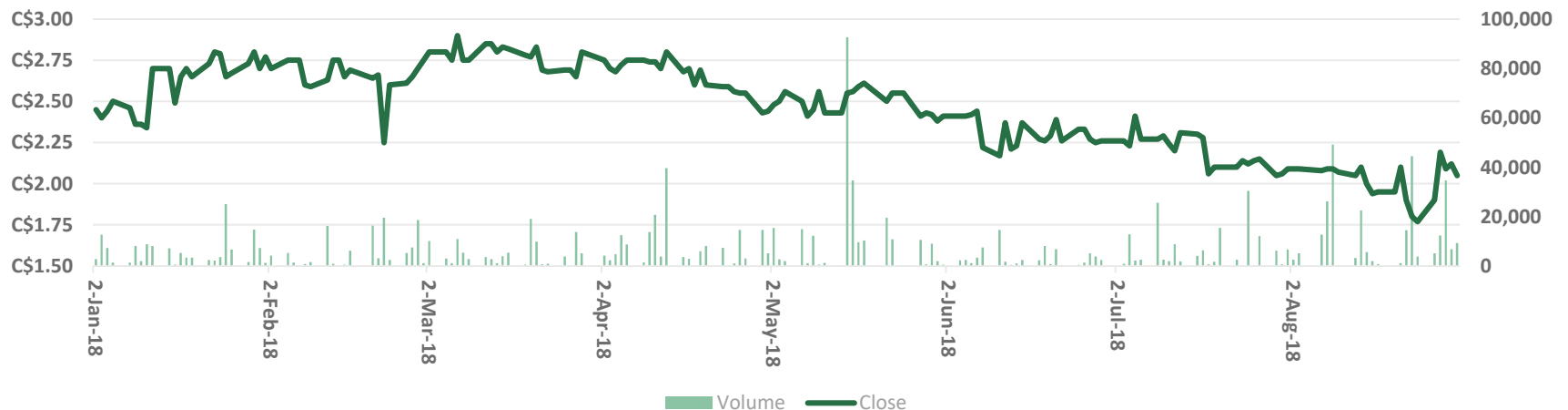
## Capitalization

Exchange	▪ TSX-V
Ticker	▪ IFOS
Shares outstanding	▪ 142,070,301
Share price (C\$/share)	▪ C\$2.05
Average daily volume (YTD)	▪ 7,449
Market capitalization (C\$ 000s)	▪ C\$291,244
Cash (US\$ 000s as of June 30, 2018)	▪ US\$62,896
Debt <sup>2</sup> (US\$ 000s as of June 30, 2018)	▪ US\$158,081

## Shareholders



## Share price and daily volume (YTD)



Source: TMX



<sup>1</sup> As of August 31, 2018 unless specified otherwise

<sup>2</sup> Considers current debt, current debentures, long-term debt and long-term portion of debentures

# Strategy overview

## Mission

**Itafos' mission is to be a leading “pure-play”, geographically diverse and vertically integrated phosphate fertilizer and specialty products company, creating value for all its stakeholders in a responsible and economically sustainable manner**

## Strategy

**Itafos will achieve its mission by executing the following strategy**

- Owning and operating vertically integrated phosphate fertilizers and specialty products businesses that produce and sell products that its customers need
- Optimizing the portfolio, including mitigating critical risks and maximizing cash flow over the life of the businesses
- Positioning the company to meet its markets' increasing demand for phosphate fertilizers and specialty products

## Focus

**Itafos will execute its strategy by focusing on the following**

- Applying and maintaining technical, environmental, health, safety and governance best practices and excellence
- Producing, marketing and selling its phosphate fertilizers and specialty products through a combination of short to long-term contracts and wholesale market spot sales to crop retailers, farmers, producers and other offtakers
- Managing key inputs and other fixed expenses to reduce overall costs to produce, market and sell phosphate fertilizers and specialty products
- Developing and maintaining market knowledge and strong relationships with local governments, regulators, communities, employees, offtakers, suppliers and other key stakeholders
- Maintaining a flexible capital structure with moderate levels of debt
- Investing capital at attractive rates of return into brownfield and greenfield development projects and acquisitions of new businesses

# Investment highlights overview

## 1. Outstanding leadership

### Industry leading board of directors and experienced management team

- Industry leading board of directors with balanced mix of executive and board of directors level skillsets
- Experienced management team with extensive operations and commercial expertise relentlessly focused on safety, reliability and cost control

## 2. Attractive portfolio

### Owner and operator of attractive long-term and strategic phosphate businesses and projects located in key fertilizer markets worldwide

- Diversified through geography, project development stage and business characteristics
- Current fertilizer production capacity of approx. 1.1Mt per year and total phosphate rock resources of 870.1Mt with contained P<sub>2</sub>O<sub>5</sub> resources of 119.7Mt
- Proven business development model with front-end planning of project development life-cycle through start-up of commercial operations improves financing potential of projects and mitigates overall execution risk

## 3. Itafos Conda

### North American vertically integrated phosphate fertilizer business with 550kt per year of fertilizer production and sales capacity

- Vertically integrated producing asset base benefiting from consolidated operations and infrastructure and security of key raw material inputs
- Strategic position in attractive North American fertilizer markets with long operating track-record consistently delivering responsible operating and commercial performance
- Operational flexibility offers multiple options to deliver P<sub>2</sub>O<sub>5</sub> value to market through combination of long-term contracts, short-term contracts and wholesale and retail market sales



# Investment highlights overview (cont'd)

## 4. Itafos Arraias

### **Brazilian vertically integrated phosphate fertilizer business with 500kt per year of fertilizer production and sales capacity**

- Vertically integrated producing asset base benefiting from consolidated operations and infrastructure and security of key raw material inputs
- Strategic position in one of the fastest growing fertilizer markets in the world with significant and sustainable logistics costs competitive advantages in its core markets
- Adds competitive domestic supply to SSP market with disciplined sales and marketing strategy supported by growing SSP demand, vertical integration, strategic position and engaged team to execute

## 5. Itafos Farim

### **West African, construction ready, high-grade and low cost phosphate rock mining project**

- Extensive geological deposit with potential to increase mine life (estimated measured and indicated resources of 105.6Mt at 28.4% P<sub>2</sub>O<sub>5</sub>; includes estimated proven and probable reserves of 44Mt at 30% P<sub>2</sub>O<sub>5</sub>)
- Expected phosphate rock concentrate production of 1.34Mt per year at 34% P<sub>2</sub>O<sub>5</sub>
- Low capex and opex
- Access to existing infrastructure including 70km of paved road covering most of the route from site to deep water port and ability to ship product globally
- High quality phosphate rock is becoming more attractive and demanding pricing premium

## 6. Compelling economics

### **Compelling economic profile anchored by operating businesses and development pipeline**

- Near-term and predictable cash flow profile driven by Itafos Conda and Itafos Arraias along with commercial operations of Itafos Farim in 2020
- Moderate levels of debt provide maximum flexibility through market cycles and facilitate growth strategy
- Valuation upside opportunity supported by continued de-risking of Itafos Farim and Itafos' development pipeline generally and robust industry M&A activity

Source: Itafos Information

2

## Investment highlights

# Industry leading board of directors

Name	Role	Experience
Brent de Jong	Director and Chairman	<ul style="list-style-type: none"> <li>Partner at Castlake, responsible for the firm's investments in emerging markets</li> <li>Over 20 years of investment and asset management experience</li> <li>Previous experience includes CEO of Zaff Capital LP and senior roles at Ashmore Investment Management and JP Morgan</li> </ul>
Evgenij Iorich	Director	<ul style="list-style-type: none"> <li>Managing Partner at Pala, responsible for the firm's investments globally</li> <li>Over 15 years of investment and asset management experience</li> <li>Previous experience includes senior roles at Mechel</li> </ul>
David Delaney	Director	<ul style="list-style-type: none"> <li>Strategic advisor to public and private companies</li> <li>Over 25 years of operations, commercial and finance experience</li> <li>Previous experience includes senior roles at Pain &amp; Partners (strategic advisor), Potash Corp. (COO and President of Sales and Marketing), Arcadian Corp and Allied Chemical</li> </ul>
Dr. Mhamed Ibnabdeljalil	Director	<ul style="list-style-type: none"> <li>Founder and Managing Partner of Spika Ventures LLC</li> <li>Over 20 years of corporate development, commercial and research and development experience</li> <li>Previous experience includes senior roles at OCP Group (CCO and EVP), Monodrive Inc. and Texas Instruments</li> </ul>
Ron Wilkinson	Director	<ul style="list-style-type: none"> <li>Strategic advisor to public and private companies</li> <li>Over 40 years of operations, commercial and administration experience</li> <li>Previous experience includes senior roles at Agrium (SVP and President), Viridian, Sherritt and Imperial Oil/Exxon Chemical and director on industry boards including the Canadian Fertilizer Institute, Profertil and Canpotex</li> </ul>
Antonio Cina	Director	<ul style="list-style-type: none"> <li>Over 30 years of business strategy, finance and administration experience</li> <li>Previous experience includes senior roles at Yamana Gold (SVP of Business Administration), Itafos (CFO from June 2009 through June 2012) and founding partner of an audit, accounting and tax practice</li> </ul>

**Balanced mix of executive and board of directors level skillsets**

Source: Itafos Information

# Experienced management team

Name	Role	Experience
Brian Zatarain	CEO	<ul style="list-style-type: none"> <li>Senior executive with 20+ years of hands-on and diverse corporate and business development, M&amp;A, capital raising and investment management experience</li> <li>Previous experience includes senior roles at Zaff Capital LP (co-founder and Managing Director) and AEI (EVP and CRO)</li> </ul>
George Burdette	CFO	<ul style="list-style-type: none"> <li>Senior executive with 12+ years of corporate development, financial, commercial and investment management experience</li> <li>Previous experience includes senior roles at First Solar (Director Project Finance), Zaff Capital (Principal) and AEI (Manager)</li> </ul>
Marten Walters	VP Engineering	<ul style="list-style-type: none"> <li>Senior executive with 35+ years of fertilizer industry experience</li> <li>Previous experience includes Founder and President of KemWorks where he oversaw the modernization and restructuring of fertilizer plants for Agrium, Ammophos, Mosaic, ICS and Simplot</li> </ul>
Sarvin Patel	VP Commercial	<ul style="list-style-type: none"> <li>Senior executive with 17+ years of business development, M&amp;A, principal investing and risk management experience</li> <li>Previous experience includes senior roles at Carval Investors and Cargill (VP)</li> </ul>
Olga Kovalik	VP Development	<ul style="list-style-type: none"> <li>Senior executive with 20+ years of business development, finance and construction experience</li> <li>Previous experience includes senior roles at GB Minerals (VP of Development and Construction), Alcoa and various investment banking roles at UBS, Citigroup and Morgan Stanley</li> </ul>
Tim Vedder	General Manager Itafos Conda	<ul style="list-style-type: none"> <li>Senior executive with 20+ years of operations and engineering experience</li> <li>Previous experience includes senior roles at Agrium (plant manager and senior engineer), Novellus Systems and engineering and platoon leadership roles in the U.S. Army</li> </ul>
Fernando Planchart	General Counsel	<ul style="list-style-type: none"> <li>Senior legal counsel with 15+ years of cross-border corporate, M&amp;A, tax legal experience (in-house and external)</li> <li>Previous experience includes senior roles at AEI, Fox, Horan &amp; Camerini, Macleod Dixon</li> </ul>
Key Consultants	Operations and Engineering Expertise	<ul style="list-style-type: none"> <li>Wynand van Dyk: Project management, operations, process engineering and beneficiation expertise</li> <li>Ed Finch: Beneficiation expertise</li> </ul>

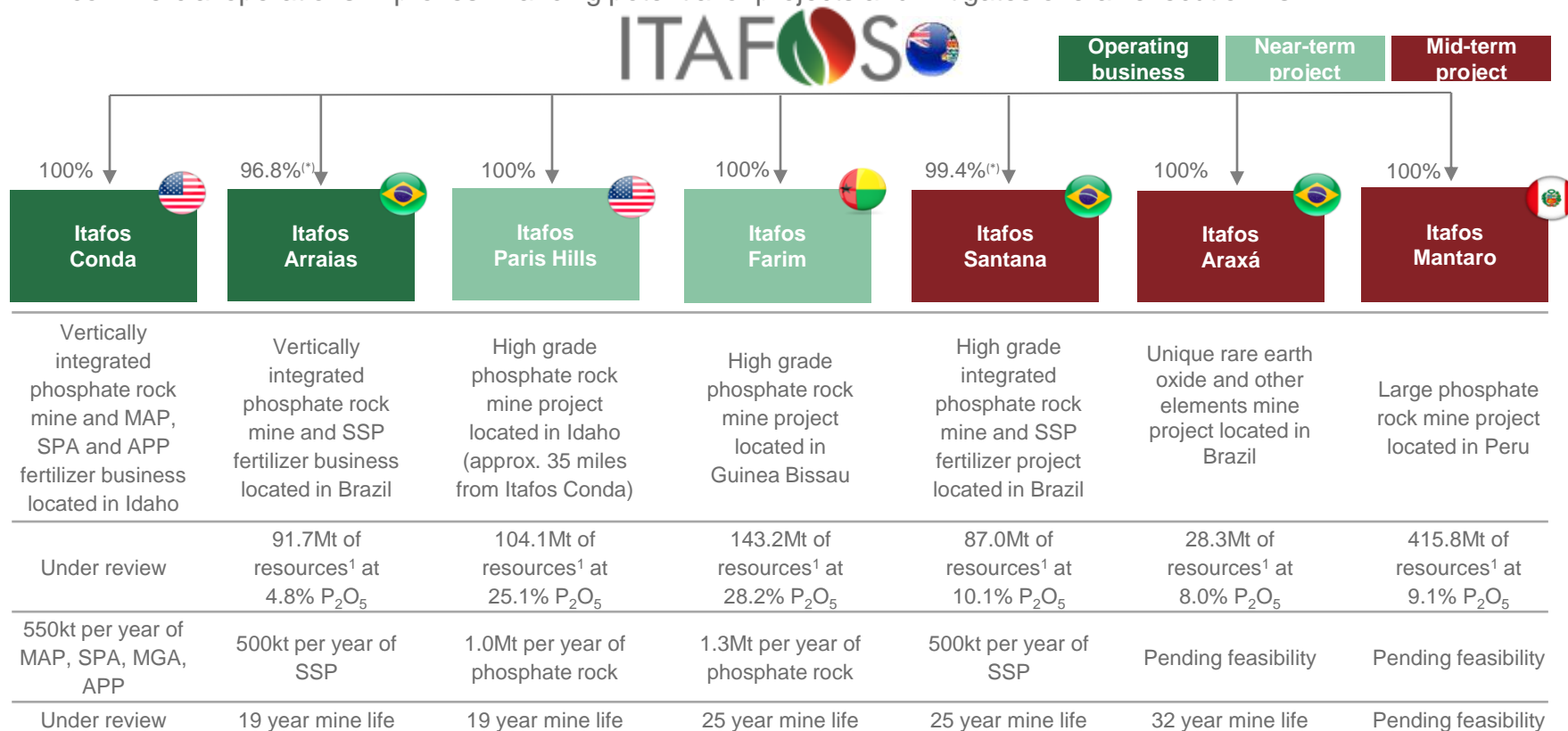
**Extensive operations and commercial expertise relentlessly focused on safety, reliability and cost control**

Source: Itafos Information

# Owner and operator of attractive long-term and strategic phosphate businesses and projects located in key fertilizer markets worldwide

## Key highlights

- Current fertilizer production and sales capacity of approx. 1.1Mt per year and total phosphate rock resources of approx. 870.1Mt with contained P<sub>2</sub>O<sub>5</sub> resources of 119.7Mt (note: does not include resources from Itafos Conda)
- Proven business development model with front-end planning of project development life-cycle through start-up of commercial operations improves financing potential of projects and mitigates overall execution risk



<sup>(1)</sup> 3<sup>rd</sup> party interest represented by preferred non-voting shares issued by Itafos in 2018 upon exercise of warrants held by creditors under the 2016 Brazilian restructuring proceedings

## Diversified through geography, project development stage and business characteristics

Source: Itafos Information

## Itafos Conda ... A North American vertically integrated phosphate fertilizer business

### Key highlights

- Located in Conda, Idaho, near Soda Springs, Idaho, approx. 50 miles southeast of Pocatello, Idaho
- Production and sales capacity of approx. 550kt per year of MAP, SPA, MGA and APP serving the North American fertilizer markets
- Owns phosphate ore mines located approx. 15 miles from the production facilities with a combined reserve life through 2024 and clear line of site to extend mine life through development of Itafos Paris Hills and other alternatives
- Phosphate ore conventionally open pit mined by a 3<sup>rd</sup> party operator on a cost plus basis and transported by truck and rail to the production facilities
- Sulfuric acid internally produced (approx. 40%) and purchased from 3<sup>rd</sup> parties (approx. 60%), together with sulfur, on a price tied to sulfur and sulfuric acid benchmarks
- Ammonia purchased from Nutrien pursuant to supply agreements through 2023 with price tied to phosphate benchmark
- Total of 264 employees and 212 contractors (mostly from 3<sup>rd</sup> party mining operator)

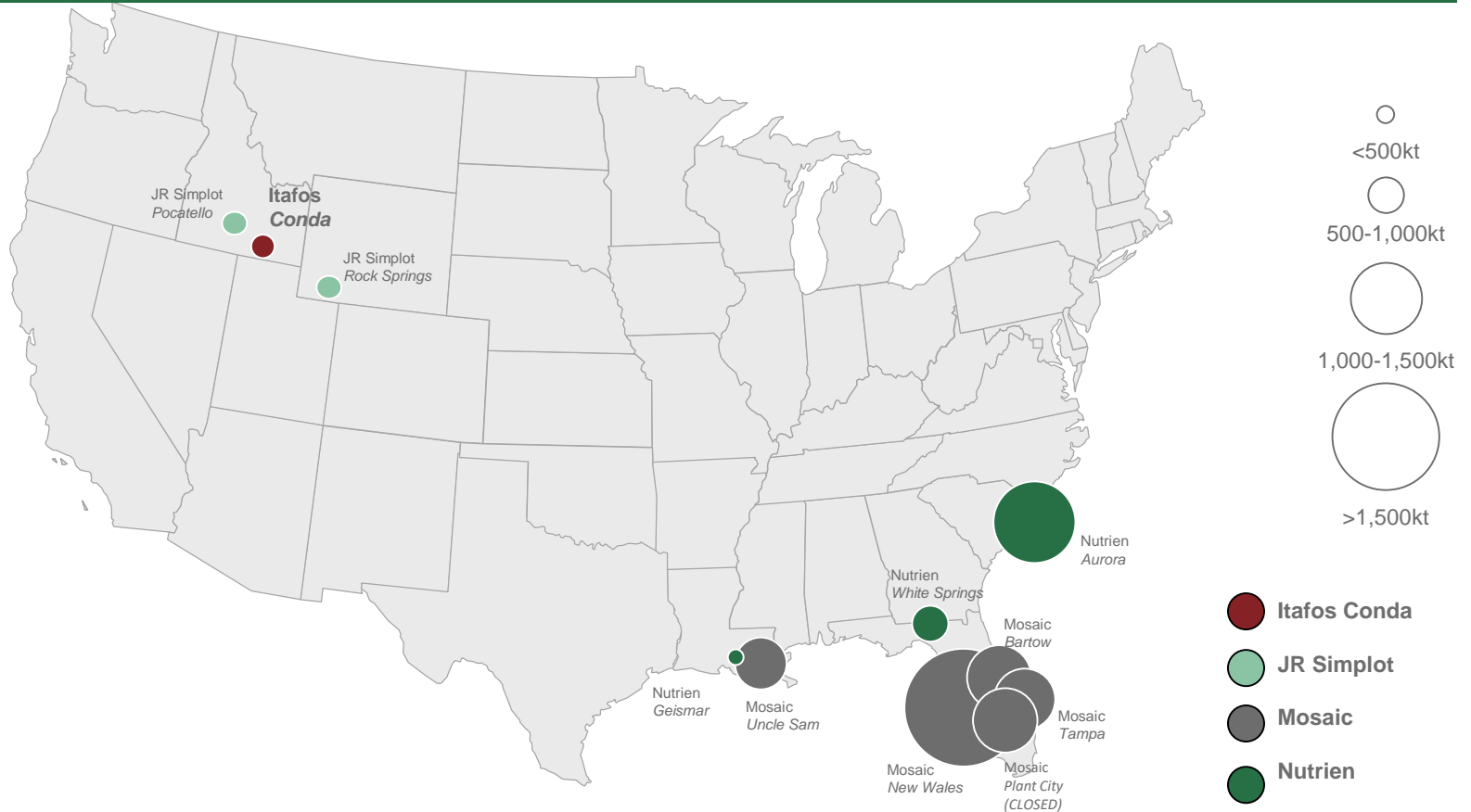
Product	Gross production	Net saleable product	Key highlights
MAP	340kt	340kt	<ul style="list-style-type: none"> <li>▪ Produced by reacting ammonia with phosphoric acid</li> <li>▪ Solid granule fertilizer used on crops such as wheat and barley</li> </ul>
SPA	162kt	140kt	<ul style="list-style-type: none"> <li>▪ Produced by concentrating phosphoric acid to a level of 68-72% phosphate</li> <li>▪ Liquid fertilizer used to make liquid ammonium phosphate fertilizer products (e.g., APP), known for easy and precise applications to crops such as corn, soybeans, wheat, cotton and specialty crops</li> <li>▪ Approx. 22kt transferred to make APP</li> </ul>
APP	65kt	65kt	<ul style="list-style-type: none"> <li>▪ Produced by reacting ammonia with SPA</li> <li>▪ Liquid fertilizer used for ammonium phosphate fertilizer products</li> </ul>
MGA	168kt	2kt	<ul style="list-style-type: none"> <li>▪ Produced by concentrating phosphoric acid to a level of 52% phosphate</li> <li>▪ Majority is upgraded to SPA with minimal quantities sold to market</li> <li>▪ Liquid fertilizer used for various crop and industrial applications</li> </ul>

**550kt per year of fertilizer production and sales capacity**

Source: Itafos Information

# Strategic position in attractive, consolidated North American fertilizer market

## Key highlights



- Operating for over 30 years
- Geographically separate from majority of production in the U.S. and close to key markets
- Imports of phosphate fertilizers into U.S. primarily into NOLA and require further distribution

Long operating track-record consistently delivering responsible operating and commercial performance

Source: Itafos Information; IFA

# Operational flexibility offers multiple options to deliver P<sub>2</sub>O<sub>5</sub> value to market

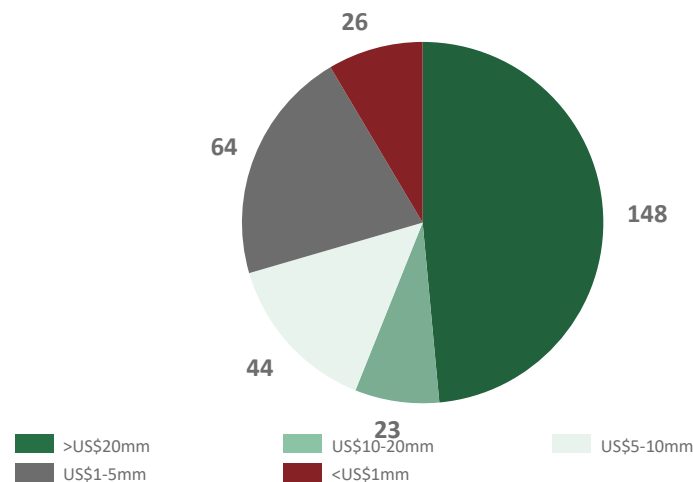
## Key highlights

- Itafos Conda's products sold into the North American fertilizer markets
- Itafos Conda partners with leading crop services companies that have the trust of the grower market and who have the infrastructure to reach the maximum number of growers within the target sales region
- MAP sold to Nutrien pursuant to MAP offtake agreement through 2023 with price tied to phosphate benchmark
- SPA sold to crop input retailers who re-sell to end users

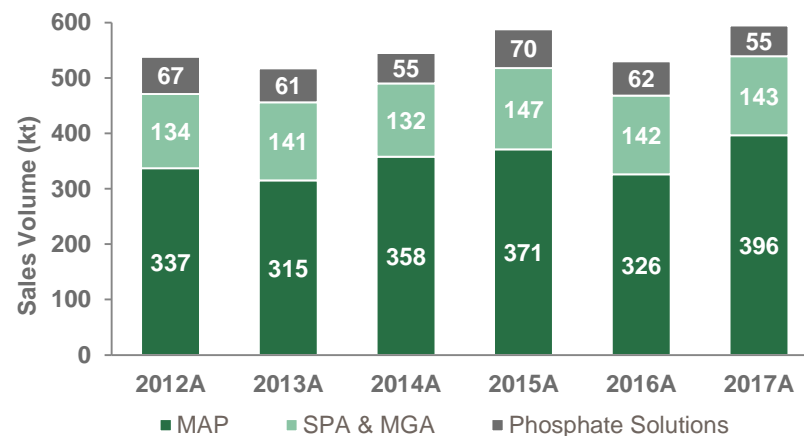
## SPA is a high-value product

- SPA sells at a price of US\$1-2 and APP sells at a price of US\$3-5 per point higher on US\$/P<sub>2</sub>O<sub>5</sub> basis compared to MAP
- U.S. market demand is approx. 870kt with 90-95% coming from agriculture, of which 2/3 is used in production of liquid ammonium phosphate
  - 16 states represent approx. 80% of SPA demand
- Demand for SPA is primarily linked to corn dynamics, also to high value crops like grapes and vegetables
- Itafos Conda is one of three key U.S. SPA producers

## Sales by customer size (US\$mm)<sup>1</sup>



## Historical sales volumes



## Long-term contracts, short-term contracts and wholesale and retail market sales

Source: Itafos Information; IFA



# Itafos Arraias ... A Brazilian vertically integrated phosphate fertilizer business

## Key highlights

- Located in Arraias, Brazil, in close proximity to the border of Goias and Tocantins states
- Production and sales capacity of approx. 500kt per year of SSP serving the Brazilian fertilizer markets
- Recommissioning completed and commercial production achieved; currently focusing on improving operational efficiencies during H2 2018, with particular focus on mass yield,  $P_2O_5$  recovery and overall product quality
- Owns phosphate ore mines located approx. 10 miles from the production facilities with a combined reserve life through 2036 (approx. 91.7Mt of total resources<sup>1</sup>)
- Phosphate ore conventionally open pit mined by a 3<sup>rd</sup> party operator on a cost per ton basis and transported by truck to the production facilities
- Sulfuric acid internally produced (approx. 100%) with sulfur purchased from 3<sup>rd</sup> parties, on a price tied to sulfur benchmarks
- Ammonia purchased from 3<sup>rd</sup> parties on a price tied to ammonia benchmarks
- Total of 280 employees and 377 contractors (mostly from 3<sup>rd</sup> party mining operator)

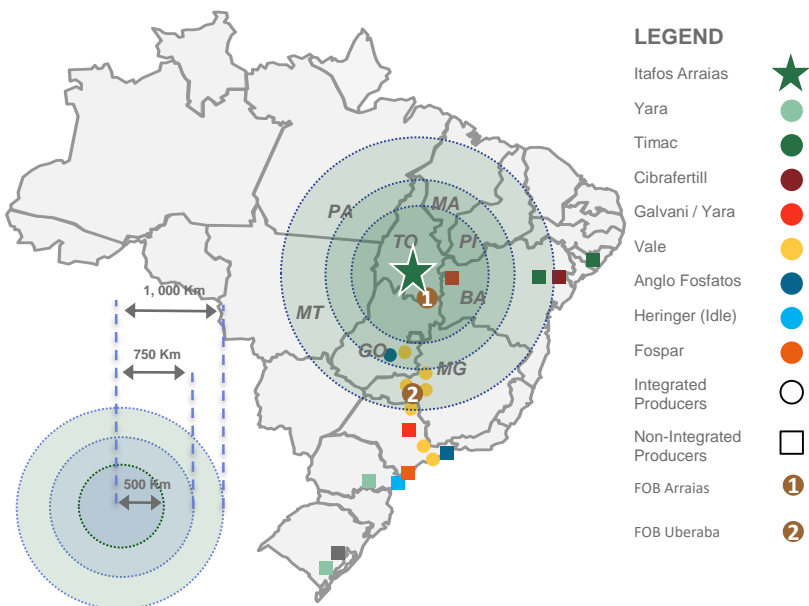
Product	Gross production	Net saleable product	Key highlights
SSP	500kt	500kt	<ul style="list-style-type: none"> <li>▪ Produced by reacting phosphate rock with sulfuric acid and ammonia</li> <li>▪ Solid granule fertilizer used on crops such as soybeans</li> </ul>
Sulfuric Acid	210kt	40kt	<ul style="list-style-type: none"> <li>▪ Used in acidulation process with excess production sold into local sulfuric acid markets</li> </ul>

## 500kt per year of fertilizer production and sales capacity

Source: Itafos Information

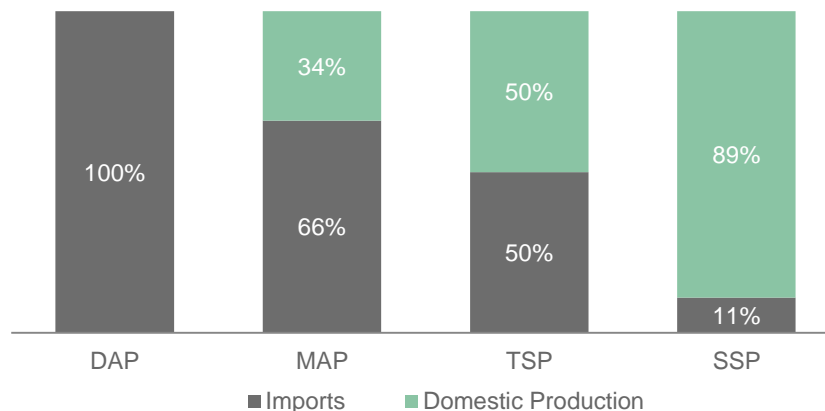
# Strategic position in one of the fastest growing fertilizer markets in the world

## SSP target region and domestic capacity



- Itafos Arraias is vertically integrated, while competitors, in central Brazil, are generally not
- Itafos Arraias' target region includes eight states within Cerrado region (Bahia, Goiás, Mato Grosso, S. Piauí, Maranhão, Tocantins, Pará, Minas Gerais)
- These states consume 2.5Mt per year of SSP, of which 1.1Mt is within Itafos Arraias' target region
- Overall Brazil consumes 5.0Mt per year of SSP

## Phosphate fertilizer imports have less impact on SSP



## SSP logistics costs

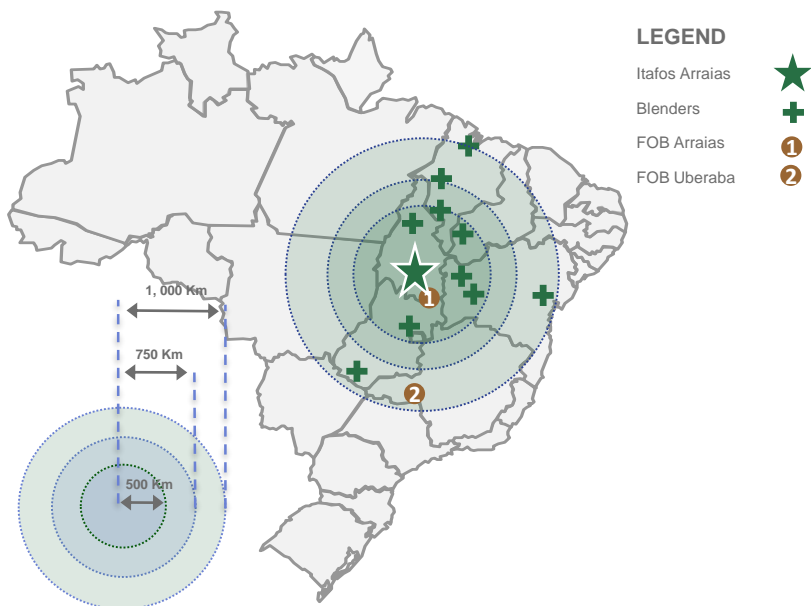
- SSP capacity is scattered along coastal locations and in southern states
- Some competitors are located >700km away while some of the nearest ports are >1,000km away
- Assuming US\$0.06-0.07/t/km for logistics, cost advantage to Itafos Arraias expected in the range of US\$20-25/t in its core markets

**Significant and sustainable logistics costs competitive advantages in its core markets**

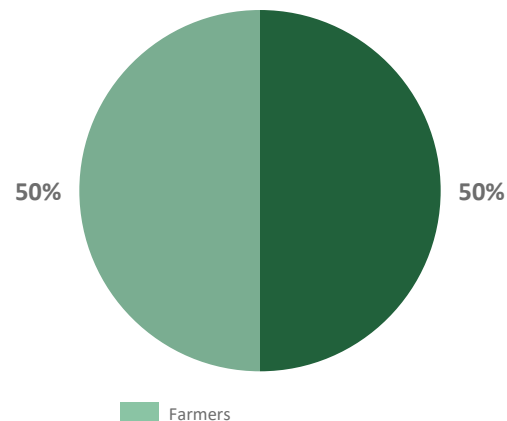
Source: Itafos Information; ANDA; Ministry of Agriculture; Agroconsult; Secex; ICIS

# Adds competitive domestic supply to SSP market with disciplined sales and marketing strategy

## Target region



## Composition of customers



## Key highlights

- Lean sales team design which is based on leveraging agents network for a more efficient market reach
- Strong relationship with main distributors (blenders)
  - Focus on a few large blenders, providing easier access and ability to pay cash for products
  - Work with blenders to develop “venda a ordem” sales, where Itafos Arraias ships product direct to farmer but in the name of the blender
- Pursue direct sales to farmers in regions where there is no direct competition with blenders
  - Priority on prepaid volumes for direct to farmer sales in order to minimize credit risk

Supported by growing SSP demand, vertical integration, strategic position and respected team to execute

## Itafos Farim ... A West African, construction ready, high-grade and low cost phosphate rock mining project

### Key highlights

- Located near Farim, 120km northeast of Bissau
- Extensive geological deposit with potential to increase mine life
  - Estimated measured and indicated resources of 105.6Mt at 28.4% P<sub>2</sub>O<sub>5</sub> (includes estimated proven and probable reserves of 44Mt at 30% P<sub>2</sub>O<sub>5</sub>)
- Expected phosphate rock concentrate production of 1.34Mt per year at 34% P<sub>2</sub>O<sub>5</sub>
  - Estimated mine life of 25 years
- Low capex and opex
  - Estimated unlevered capex of US\$200mm (contract mining)
  - Estimated opex of US\$60-66/t per year (contract mining)
- Access to existing infrastructure including 70km of paved road covering most of the route from site to port
  - Port to be located at Ponta Chugue and will be able to receive 65,000 Dead Weight Tonne (“DWT”) ships
  - Port to be 100% owned by Itafos
- Ability to ship product globally, beyond the natural market of the Atlantic Basin
  - Freight cost advantage to ship product to the U.S. and Atlantic basin

### Reserve and resources highlights<sup>1</sup>

Item	Tons (Mt)	Grade (%)	P <sub>2</sub> O <sub>5</sub> (Mt)
Reserves	44.0	30.0%	13.2
M&I resources	105.6	28.4%	30.0
Inferred resources	37.6	27.7%	10.4
<b>Total resources</b>	<b>143.2</b>	<b>28.2%</b>	<b>40.4</b>

**Extensive geological reserve base with significant expansion potential**

Source: Itafos Information

## Itafos Farim ... A West African, construction ready, high-grade and low cost phosphate rock mining project (cont'd)

Milestones	Status	Highlights
Feasibility Study	▪ Complete	▪ Reviewed by independent technical consultants
Environmental and social impact assessment ("ESIA")	▪ Complete	▪ Based on IFC guidelines and Equator principles and reviewed by independent technical consultants
Environmental baseline monitoring	▪ In progress	▪ Air, noise and water quality readings taken
Resettlement action plan	▪ Complete	<ul style="list-style-type: none"> <li>▪ Resettlement action plan and architectural designs for replacement housing complete</li> <li>▪ Implementation phase for host site relocation and livelihood restitution now in place</li> <li>▪ First settlement relocation expected to occur in late 2Q 2019 with the remaining households being relocated over an 18-24 month period</li> </ul>
Permits and Licenses	▪ Near complete	<ul style="list-style-type: none"> <li>▪ Operating license received</li> <li>▪ All requirements for environmental permit provided and final processing by environmental agency in progress</li> </ul>
Engineering, studies and fieldwork	▪ In progress	<ul style="list-style-type: none"> <li>▪ Almost all necessary test work performed</li> <li>▪ All required geotechnical drilling completed and integrated into the designs</li> <li>▪ Three pilot plant tests performed with similar results confirming that process design is robust</li> <li>▪ Sand, aggregate and cement from local suppliers tested for suitability</li> <li>▪ River bathymetry study complete and navigable route determined</li> <li>▪ Detailed engineering of the wharf at the port site in Ponta Chugue in progress</li> </ul>
Construction camp	▪ Near complete	<ul style="list-style-type: none"> <li>▪ Camp consists of modular units that have already been delivered and awaiting assembly</li> <li>▪ Site surveyed and registered with all permits in place</li> <li>▪ Bulk earthworks and foundations work in progress</li> </ul>
Execution	▪ In progress	<ul style="list-style-type: none"> <li>▪ Negotiations with selected EPCM contractor in progress</li> <li>▪ Selected contractors in Guinea Bissau, Senegal, Ghana and Togo have pre-qualified</li> <li>▪ Hiring of owners' team in progress</li> </ul>
Offtake agreements	▪ In progress	<ul style="list-style-type: none"> <li>▪ Offtake agreements being negotiated with several off-takers located in Latin America, Asia Pacific and Europe</li> <li>▪ Strong indication of interest given high quality of Itafos Farim phosphate rock</li> </ul>
Financing	▪ Near complete	<ul style="list-style-type: none"> <li>▪ Extensive due diligence completed by lender and independent consultants</li> <li>▪ Board meeting for final lender approval expected for 2H 2018</li> </ul>

### Extensive geological reserve base with significant expansion potential

Source: Itafos Information

# High quality phosphate rock is becoming more attractive

## Itafos Farim specification sheet

Element	Typical Range	Maximum
P <sub>2</sub> O <sub>5</sub>	34.0% +/- 0.5%	-
CO <sub>2</sub>	2.40% - 2.90%	3.10%
SO <sub>3</sub>	0.10% - 0.15%	0.20%
Acid Insol.	2.4% - 3.7%	4.27%
CaO	47.3% - 48.0%	49.0%
MgO	0.12% - 0.14%	0.15%
Fe <sub>2</sub> O <sub>3</sub>	2.3% - 2.7%	3.60%
Al <sub>2</sub> O <sub>3</sub>	0.28% - 0.40%	0.45%
Na <sub>2</sub> O	0.16% - 0.19%	0.20%
K <sub>2</sub> O	0.02% - 0.19%	0.03%
F	3.1% - 3.4%	3.69%
Cl	290 - 315 ppm	470 ppm
Cd	6.4 - 6.9 ppm	10 ppm
Organics	0.32% - 0.40%	0.45%
H <sub>2</sub> O	2% - 3%	5%
Adjusted MER <sup>1</sup>	0.06 to 0.08	0.10

Product size ranges from 1,180 µm to 20 µm with 60% coarse (1,180 µm to 106µm) and 38% fine (106µm to 20 µm)

## Proposed changes to EU regulation on fertilizers

- EU Parliament voted to reduce allowable Cadmium levels in fertilizers sold across the EU
  - Current level of 60mg/kg to 40mg/kg P<sub>2</sub>O<sub>5</sub> after six years
  - From 40mg/kg in year six to 20mg/kg P<sub>2</sub>O<sub>5</sub> after 16 years
- North and West African producers challenged to supply within these limits unless major changes are made to their beneficiation processes
  - Aside from capital investments, opex would likely increase in the US\$20-50/t range
- Low Cadmium levels in Itafos Farim phosphate rock make it an ideal source for the European market and any other jurisdiction with low Cadmium requirements

## Expanded market opportunity

- Itafos Farim phosphate rock can be used to make DAP and MAP
- Offtake agreements being negotiated with several offtakers, located in Latin America, Asia Pacific and Europe; Strong indication of interest given high quality of Itafos Farim phosphate rock
- Offtake agreements are multi-year, fixed volume basis with pricing tied to global benchmarks

## Demanding pricing premium

Source: Itafos Information

## Compelling economic profile anchored by operating businesses and development projects

Item	2018	2019	2020	Notes
<b>EBITDA</b>				
Itafos Conda	US\$40-50mm	US\$20-30mm	US\$40-50mm	Drop in 2019 due to sulfuric acid contract re-pricing
Itafos Arraias	US\$(10)-(5)mm	US\$15-25mm	US\$20-30mm	2018 represents 2H 2018 EBITDA (efficiency improvement plan)
Itafos Farim	Detailed Engineering	Construction	US\$25-30mm	Mid-year 2020 commercial operations date (contract mining)
<b>Total</b>	<b>US\$30-45mm</b>	<b>US\$35-55mm</b>	<b>US\$85-110mm</b>	<b>N/A</b>
<b>Capex</b>				
Itafos Conda	US\$20-25mm	US\$15-20mm	US\$25-30mm	Does not include capex allocated to Nutrien or Itafos Paris Hills
Itafos Arraias	US\$10-15mm	US\$4-6mm	US\$4-6mm	2018 represents 2H 2018 capex (efficiency improvement plan)
Itafos Farim	[-----]	US\$200mm	[-----]	2018-2020 unlevered capex (contract mining)
<b>Total</b>	<b>US\$30-40mm</b>	<b>US\$19-26mm</b>	<b>US\$29-36mm</b>	<b>Does not include Itafos Farim unlevered capex</b>
<b>Debt</b>				
Itafos	US\$167mm	US\$167mm	US\$166mm	US\$165mm financing closed in June 2018 plus debentures
Itafos Arraias	US\$2mm	US\$1mm	US\$1mm	Debentures
Itafos Farim	N/A	US\$110-130mm	US\$110-130mm	Project financing (contract mining)
<b>Total</b>	<b>US\$169mm</b>	<b>US\$278-298mm</b>	<b>US\$277-297mm</b>	<b>Debt is not netted with cash balances</b>

- Production levels based on design capacity unless otherwise noted
- Phosphate rock, fertilizer and input pricing largely based on current price environment unless otherwise noted
- Itafos Conda, Itafos Arraias and Itafos Farim cash costs expected at US\$430/t, US\$140/t and US\$67/t, respectively
- Itafos Conda and Itafos Arraias effective tax rates expected at 26.8% and 15.25%, respectively
- Itafos Farim EBITDA increases by approx. US\$20mm per year, capex increases by approx. US\$50mm and debt increases accordingly in self mining scenario vs contract mining scenario (note unlevered capex does not include financing costs and corporate cash burn during construction)
- Itafos corporate costs range from approx. US\$7-9mm per year and not included above

**Moderate levels of debt provide maximum flexibility through market cycles and facilitate growth strategy**

Source: Itafos Information

A

## Appendix A: Phosphate highlights

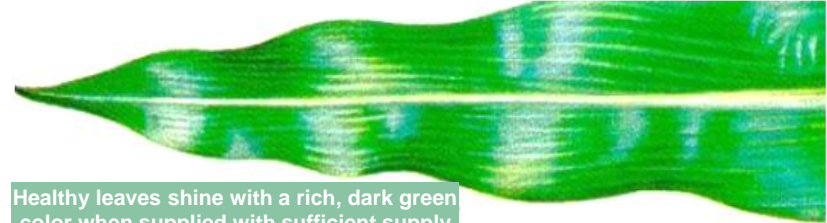


# Phosphate is a critical nutrient

## Why phosphorus?

- All life forms need the element Phosphorus (P), which is involved in photosynthesis, energy transfer, cell division and enlargement
- Important in root formation and growth that improves the quality of fruit and vegetable crops
- Vital to seed formation, improves water usage and helps hasten maturity
- Approx. 85% of phosphate consumption is used for fertilizer manufacturing
- Phosphate fertilizers account for a quarter of total NPK fertilizers consumed globally
- Phosphate consumption is driven by key megatrends, resulting in need for increased crop yields
  - Population growth
  - Limited arable land availability
  - Rising incomes and purchasing power in developing countries lead to shifts in dietary habits towards more meat and dairy products, which require more crops as feed
- Phosphorous is a critical nutrient required to support growers for higher yields

## Effect of phosphorus on plant and crop growth



Healthy leaves shine with a rich, dark green color when supplied with sufficient supply of phosphorus



Phosphorus shortage marks leaves with reddish-purple, particularly on young plant



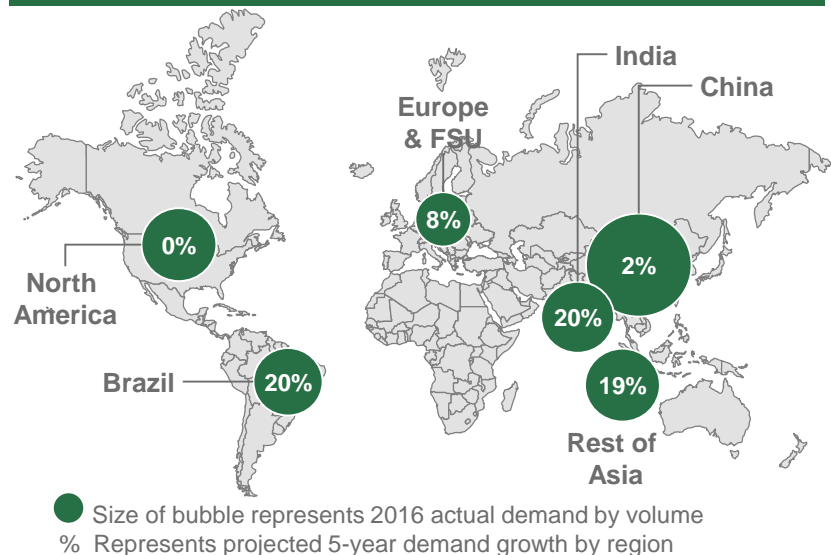
Without phosphate-based fertilizers

With phosphate-based fertilizer

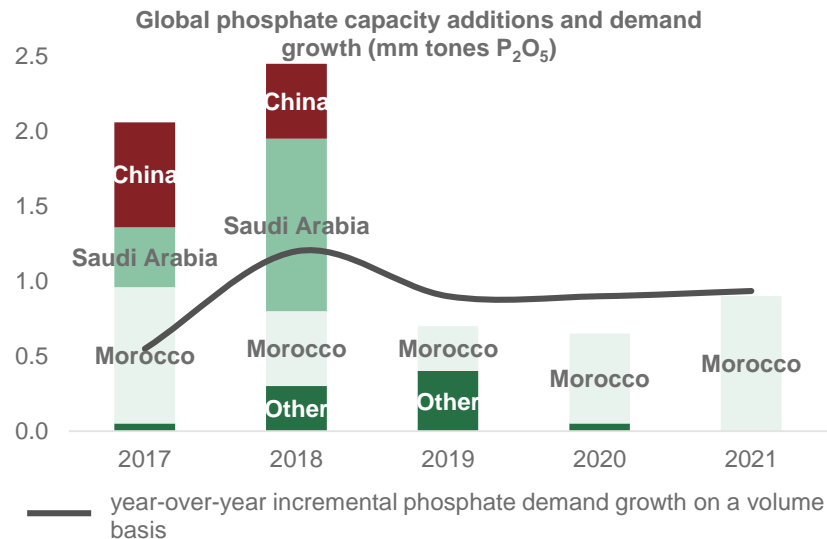
Well positioned to benefit from agriculture and food megatrends

# Phosphate supply/demand expected to stabilize in mid-term

## Projected 5-year phosphate demand growth



## Global supply to be outpaced by demand growth



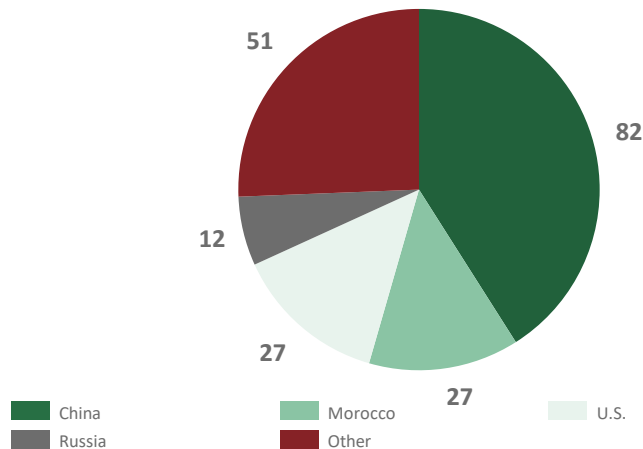
- Phosphate demand is supported by strong fundamentals
  - Global phosphate demand in 2016 was approx. 66,000kt, on a DAP/MAP/NSP/TSP basis and expected to grow approx. 9%, or approx. 2% CAGR over the next five years to a total of 75,000kt
  - Key markets like Brazil and India expected to grow approx. 20% in the next five years
  - Brazil is 4<sup>th</sup> largest fertilizer consumption market in the world
- New supply coming on-stream causing market imbalance in near-term, however, pace of new capacity expansions set to lessen after 2018, with planned expansions less than projected demand growth from 2019 onwards
  - Saudi Arabia (Ma'aden) and Morocco (OCP) are main producers with large expansions
  - Ma'aden and OCP expansions are expected to continue coming on-line gradually over the next five years
  - Lower-for-longer price forecasts have curbed further large project initiatives from other parts of the world, leaving OCP as the sole large incremental producer by 2020+

Driven by positive demand outlook

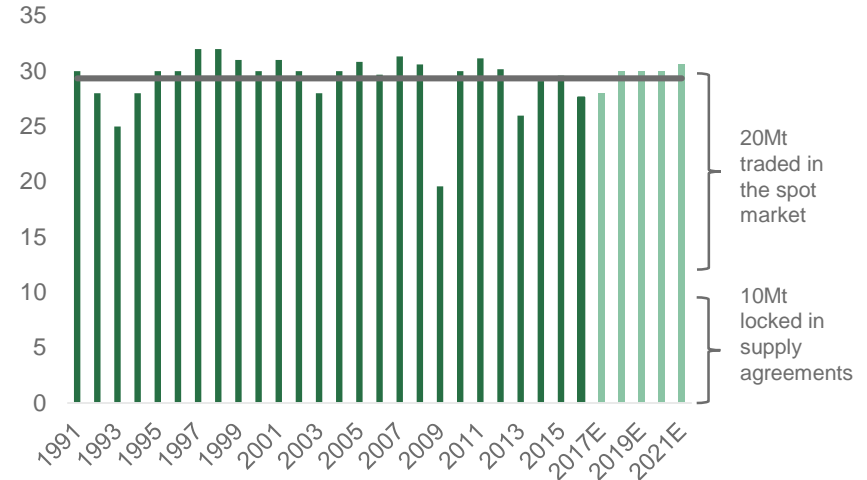
Source: Phosphate – DAP/MAP/TSP shipments from CRU Phosphate Outlook July 2017; Mosaic and Agrium Public Information

# “Traded” phosphate rock market volumes have not grown significantly over last 20 years

Global annual phosphate rock production (Mt)



Phosphate rock trade 1991 – 2021E



## Increased supply of phosphate rock...

- Approx. 30Mt production added since 2005 (supply was approx. 200Mt in 2016)
- Phosphate rock production growth in-line with fertilizer consumption increase
- Chinese production dominates the market (approx. 41%)
- The increased supply of phosphate rock globally did not influence the “traded” phosphate rock market volumes because most of this was in Asia (China) and tied to integrated granulation plants within China

## ... had no observed impact on “tradeable rock” offer

- Of the approx. 30Mt “traded” market, approx. 10Mt is sold towards DAP/MAP production, which is limited by supply sources
- OCP, which supplies the higher quality traded phosphate rock, has expanded into granulation (taking some of their own traded volume and supplying it to themselves), helping to further balance supply/demand

“Traded” phosphate rock supply remains stable

B

## Appendix B: Portfolio highlights

# Portfolio highlights

Item	Itafos Conda	Itafos Arraias	Itafos Paris Hills	Itafos Farim	Itafos Santana	Itafos Araxá	Itafos Mantaro
<b>Itafos Ownership</b>	▪ 100%	▪ 96.8% <sup>(*)</sup>	▪ 100%	▪ 100%	▪ 99.4% <sup>(*)</sup>	▪ 100%	▪ 100%
<b>Location</b>	▪ Idaho, U.S.	▪ Tocantins, Brazil	▪ Idaho, U.S.	▪ Farim, Guinea Bissau	▪ Pará, Brazil	▪ Minas Gerais, Brazil	▪ Junin, Peru
<b>Status</b>	▪ Operating business	▪ Operating business	▪ Near-term project	▪ Near-term project	▪ Mid-term project	▪ Mid-term project	▪ Mid-term project
<b>Commercial operations date</b>	▪ Over 30 years	▪ Mid-year 2018	▪ 2019 (estimate)	▪ Mid-year 2020 (estimate)	▪ Pending feasibility	▪ Pending feasibility	▪ Pending feasibility
<b>Reserves<sup>1</sup></b>	▪ Under review	▪ 64.8Mt at avg. 5.1% P <sub>2</sub> O <sub>5</sub>	▪ 16.7Mt at avg. 29.5% P <sub>2</sub> O <sub>5</sub>	▪ 44.0Mt at avg. 30.0% P <sub>2</sub> O <sub>5</sub>	▪ 45.5Mt at avg. 12.9% P <sub>2</sub> O <sub>5</sub>	▪ N/A	▪ N/A
<b>Measured and indicated resources<sup>1</sup></b>	▪ Under review	▪ 79.0Mt at avg. 4.9% P <sub>2</sub> O <sub>5</sub>	▪ 90.1Mt at avg. 25.1% P <sub>2</sub> O <sub>5</sub>	▪ 105.6Mt at avg. 28.4% P <sub>2</sub> O <sub>5</sub>	▪ 60.4Mt at avg. 12.0% P <sub>2</sub> O <sub>5</sub>	▪ 6.4Mt at avg. 8.4% P <sub>2</sub> O <sub>5</sub>	▪ 39.5Mt at avg. 10.0% P <sub>2</sub> O <sub>5</sub>
<b>Inferred resources<sup>1</sup></b>	▪ Under review	▪ 12.7Mt at avg. 3.9% P <sub>2</sub> O <sub>5</sub>	▪ 14.0Mt at avg. 25.0% P <sub>2</sub> O <sub>5</sub>	▪ 37.6Mt at avg. 27.7% P <sub>2</sub> O <sub>5</sub>	▪ 26.6Mt at avg. 5.6% P <sub>2</sub> O <sub>5</sub>	▪ 21.9Mt at avg. 7.9% P <sub>2</sub> O <sub>5</sub>	▪ 376.3Mt at avg. 9.0% P <sub>2</sub> O <sub>5</sub>
<b>Mine life</b>	▪ Under review	▪ 19 years	▪ 19 years	▪ 25 years	▪ 32 years	▪ Pending feasibility	▪ Pending feasibility
<b>Products</b>	▪ MAP ▪ SPA ▪ MGA ▪ APP	▪ SSP ▪ Excess sulfuric acid	▪ Phosphate rock	▪ Phosphate rock	▪ SSP ▪ Excess sulfuric acid	▪ Rare earth oxides ▪ Other elements	▪ Phosphate rock
<b>Production and sales capacity</b>	▪ 550kt per year	▪ 500kt per year	▪ 1.0Mt per year	▪ 1.3Mt per year	▪ 500kt per year	▪ Pending feasibility	▪ Pending feasibility

<sup>(\*)</sup> 3<sup>rd</sup> party interest represented by preferred non-voting shares issued by Itafos in 2018 upon exercise of warrants held by creditors under the 2016 Brazilian restructuring proceedings

## Key highlights

- 100% owned by Itafos
- Vertically-integrated phosphate fertilizer business with production and sales capacity of 550kt per year
- Produces MAP, SPA, MGA and APP to be sold to wholesale and retail customers
- Located in Conda, Idaho, U.S. on a property consisting of approx. 1,693 ha of land and close to existing infrastructure
- Expected average mine life currently estimated at approx. six years (not including Itafos Paris Hills mine life integration and other alternatives to extend mine life)

## Status

- Currently focusing on increasing mine life
- Current mining plan includes obtaining ore from Rasmussen Valley Mine (RVM); Mining for phase one started in January 2018 and is in ramp-up period
- Based on existing mined ore inventory and current reserves, Itafos Conda is expected to continue commercial operations through the next six years before additional ore would be required

## Location highlights



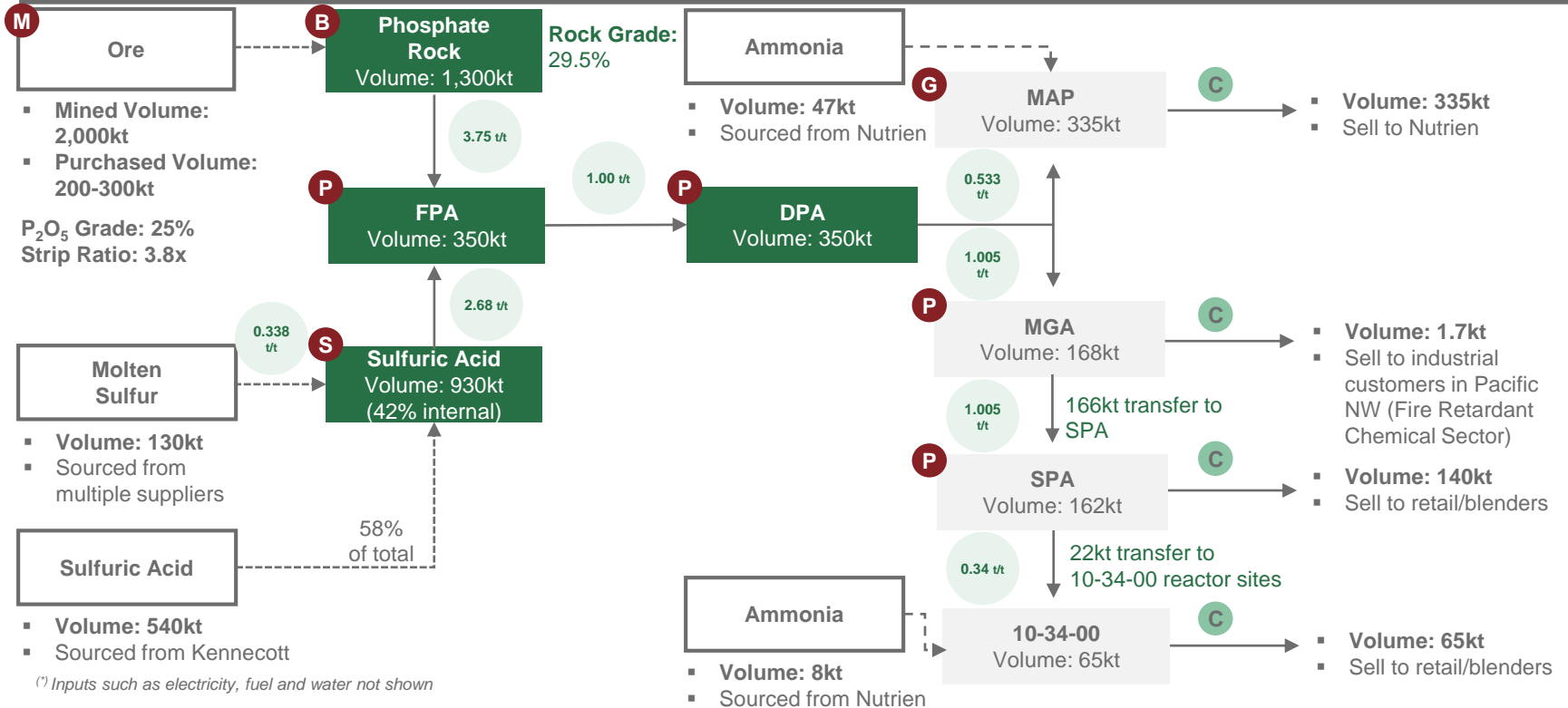
## Reserves and resources highlights

- Existing permitted mining assets include Lanes Creek Mine (LCM) and Rasmussen Valley Mine (RVM) which together are expected to have at least six years of mine life remaining
- Existing unpermitted mining assets include North Dry Ridge (NDR) and Itafos Paris Hills which will be integrated into Itafos Conda
- Itafos plans to commission a feasibility study in 2018 to confirm the reserves and resources that have already been identified through previous work

One of three key SPA producers in the U.S., strategically located in the West

# Itafos Conda expected process overview

Operating business



Area	Description
<b>M</b> Mine	<ul style="list-style-type: none"> <li>2018-2024: Ore is extracted from Rasmussen Valley and Lanes Creek mines and transported from the mines to the plant by rail</li> <li>2024+: Ore will be extracted from Itafos Paris Hills and/or other alternative mines and transported from the mines to the plant by truck</li> </ul>
<b>B</b> Beneficiation	<ul style="list-style-type: none"> <li>Ore is fed into a wash plant in order to have its size reduced and to remove impurities, producing phosphate rock</li> <li><math>P_2O_5</math> recovery is approx. 77% and mass recovery is approx. 66%</li> </ul>
<b>S</b> Sulfuric Acid	<ul style="list-style-type: none"> <li>Produces sulfuric acid and steam for use in other plant areas. Sulfuric acid is fed into phosphoric acid and granulation plants</li> </ul>
<b>P</b> Phosphoric Acid Production	<ul style="list-style-type: none"> <li>Converts phosphate rock to phosphoric acid, recovering phosphoric acid and removing gypsum solids</li> <li>Evaporates phosphoric acid, removing water to concentrate it. Evaporated phosphoric acid is then used to make SPA and MGA</li> </ul>
<b>G</b> Granulation	<ul style="list-style-type: none"> <li>Phosphoric acid and ammonia are granulated and fed through a dryer and screened to produce MAP</li> </ul>
<b>C</b> Customer	<ul style="list-style-type: none"> <li>Transported to customer through truck and rail</li> </ul>

## Key highlights

- Owned 96.8% by Itafos
- Vertically-integrated phosphate fertilizer business with production and sales capacity of 500kt per year
- Produces SSP to be sold to blenders and farmers and excess sulfuric acid to be sold to industrial customers
- Located in Tocantins, Brazil on a property consisting of approx. 105,421 ha of land and close to existing infrastructure
- Expected total resources of 91.7Mt at an average grade of 4.8% P<sub>2</sub>O<sub>5</sub> with expected SSP production and sales capacity of 500kt per year and sulfuric acid production of 210kt per year
- Expected average mine life of 19 years

## Status

- Completed feasibility study in March 2013
- Recommissioning completed and commercial production achieved; currently focusing on improving operational efficiencies during H2 2018, with particular focus on mass yield, P<sub>2</sub>O<sub>5</sub> recovery and overall product quality

## Location highlights



## Reserve and resources highlights<sup>1</sup>

Item	Tons (Mt)	Grade (%)	P <sub>2</sub> O <sub>5</sub> (Mt)
Reserves	64.8	5.1%	3.3
M&I resources	79.0	4.9%	3.9
Inferred resources	12.7	3.9%	0.5
<b>Total resources</b>	<b>91.7</b>	<b>4.8%</b>	<b>4.4</b>

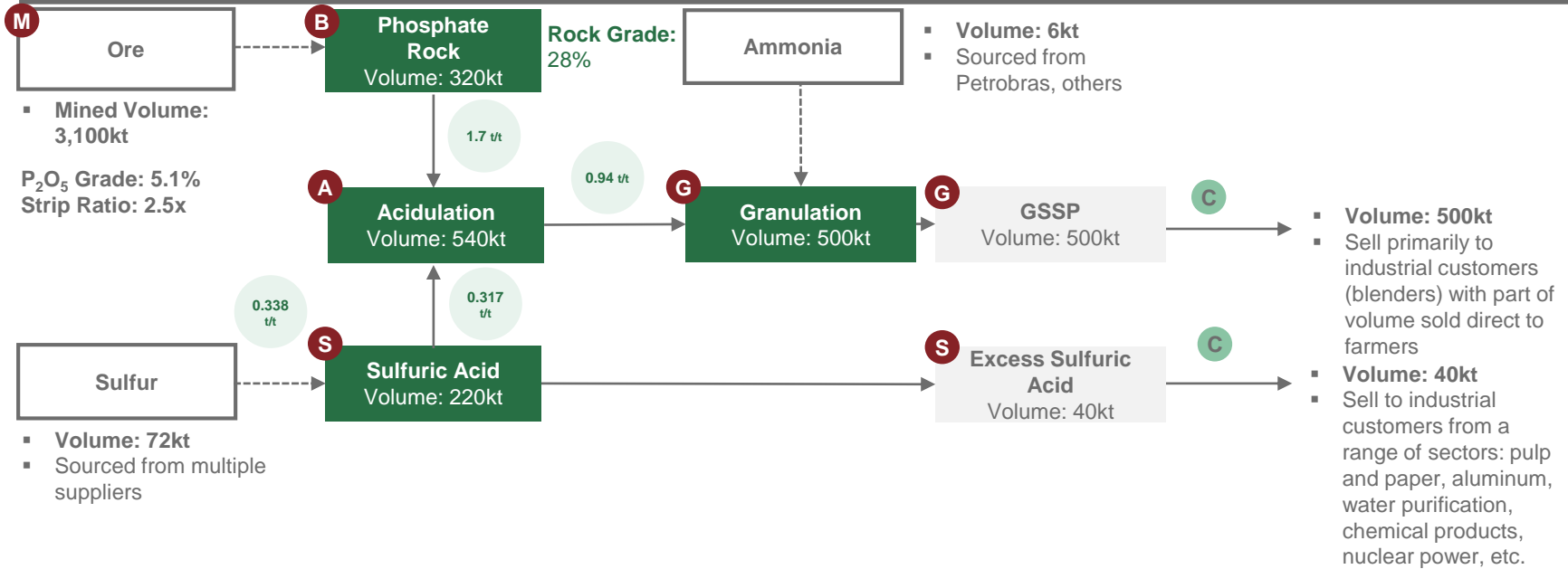
Only operational vertically integrated phosphate rock mine and SSP production operation in central Brazil

Source: Itafos Information



# Itafos Arraias expected process overview

Operating business



(<sup>1</sup>) Inputs such as electricity, fuel and water not shown

Area	Description
<b>M</b> Mine	<ul style="list-style-type: none"> <li>Ore is extracted from Itafos Arraias mines and transported from the mines to the plant by truck</li> </ul>
<b>B</b> Beneficiation	<ul style="list-style-type: none"> <li>Ore is fed into a wash plant in order to have its size reduced and to remove impurities, producing phosphate rock</li> <li>P<sub>2</sub>O<sub>5</sub> recovery is approx. 57% and mass recovery is approx. 10%</li> </ul>
<b>S</b> Sulfuric Acid	<ul style="list-style-type: none"> <li>Produces sulfuric acid and steam for use in turbine generator and other plant areas. The electricity produced, from a 6.5 MW onsite co-gen power plant, provides over 50% of the entire Itafos Arraias plant needs. Sulfuric acid is fed into the acidulation plant</li> </ul>
<b>A</b> Acidulation	<ul style="list-style-type: none"> <li>Phosphate rock is reacted with sulfuric acid, forming SSP powder. No gypsum waste is created in this process</li> </ul>
<b>G</b> Granulation	<ul style="list-style-type: none"> <li>SSP powder and ammonia are granulated and fed through a dryer and screened to produce GSSP</li> </ul>
<b>C</b> Customer	<ul style="list-style-type: none"> <li>Transported to customer through truck</li> </ul>

# Itafos Paris Hills

Near-term project

## Key highlights

- Owned 100% by Itafos
- Phosphate rock mine development project
- Expected to produce phosphate rock to be integrated with Itafos Conda
- Located in Idaho, U.S. on a property consisting of approx. 1,010 ha of land and close to existing infrastructure
- Expected total resources of 104.1Mt at an average grade of 25.1% P<sub>2</sub>O<sub>5</sub> with expected phosphate rock production of 1.0Mt per year
- Expected average mine life of 19 years

## Status

- Completed feasibility study in January 2013
- Currently focusing on finalizing permitting plan and integrating with Itafos Conda

## Location highlights



## Reserve and resources highlights<sup>1</sup>

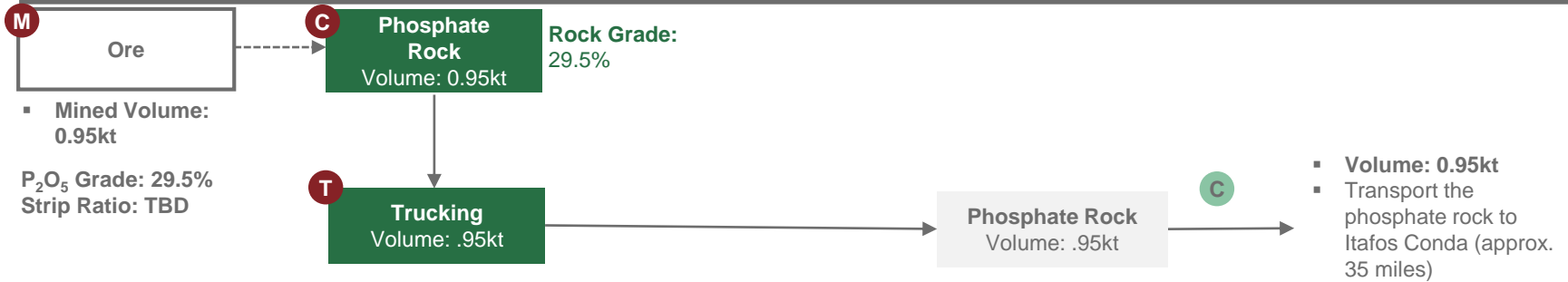
Item	Tons (Mt)	Grade (%)	P <sub>2</sub> O <sub>5</sub> (Mt)
<b>Lower zone</b>			
Reserves	16.7	29.5%	4.9
M&I resources	29.8	30.0%	8.9
Inferred resources	4.6	29.9%	1.4
<b>Total resources</b>	<b>34.4</b>	<b>30.0%</b>	<b>10.3</b>
<b>Upper zone</b>			
M&I resources	60.3	22.7%	13.7
Inferred resources	9.4	22.6%	2.1
<b>Total resources</b>	<b>69.7</b>	<b>22.7%</b>	<b>15.8</b>

One of the highest grade undeveloped phosphate rock mine projects located in mining friendly jurisdiction

Source: Itafos Information

# Itafos Paris Hills expected process overview

Near-term project



*(\*) Inputs such as electricity, fuel and water not shown*

Area	Description
<b>M</b> Mine	<ul style="list-style-type: none"> <li>Ore will be extracted from Itafos Paris Hills mine and stockpiled</li> </ul>
<b>C</b> Crushing	<ul style="list-style-type: none"> <li>Ore will be crushed in order to prepare the phosphate rock to a suitable size for transport to Itafos Conda. No further processing of the ore will take place following crushing</li> </ul>
<b>T</b> Trucking	<ul style="list-style-type: none"> <li>Phosphate rock will be trucked approx. 35 miles to Itafos Conda</li> </ul>
<b>C</b> Customer	<ul style="list-style-type: none"> <li>Transported to through Itafos Conda</li> </ul>

# Itafos Farim

Near-term project

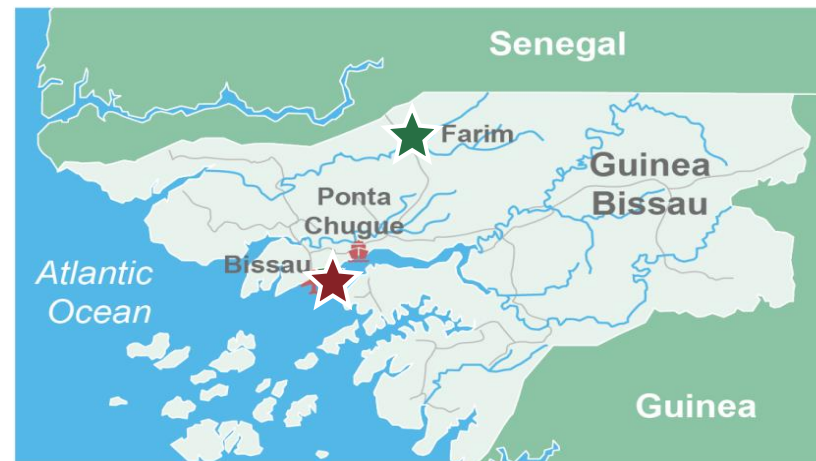
## Key highlights

- Owned 100% by Itafos
- Phosphate rock mine development project
- Expected to produce phosphate rock to be sold to producers of phosphate based fertilizers
- Located in Farim, Guinea Bissau on a property consisting of approx. 30,625 ha of land and close to existing infrastructure
- Expected total resources of 143.2Mt at an average grade of 28.2% P<sub>2</sub>O<sub>5</sub> with expected phosphate rock production of 1.34Mt per year
- Expected average mine life of 25 years

## Status

- Completed feasibility study and ESIA in September 2015
- Currently focusing on finalizing permitting, selecting contractors, pursuing offtake alternatives and securing project financing
- Expected commercial operations date in 2H 2020 based on current plan

## Location highlights



## Reserve and resources highlights<sup>1</sup>

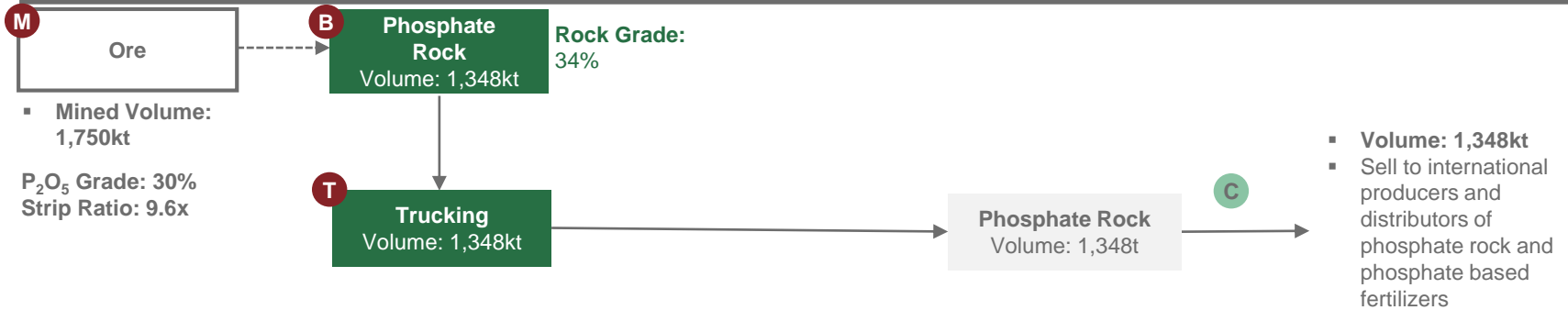
Item	Tons (Mt)	Grade (%)	P <sub>2</sub> O <sub>5</sub> (Mt)
Reserves	44.0	30.0%	13.2
M&I resources	105.6	28.4%	30.0
Inferred resources	37.6	27.7%	10.4
<b>Total resources</b>	<b>143.2</b>	<b>28.2%</b>	<b>40.4</b>

One of the highest grade undeveloped phosphate rock mine projects located near key infrastructure

Source: Itafos Information

# Itafos Farim expected process overview

Near-term project



<sup>(\*)</sup> Inputs such as electricity, fuel and water not shown

Area	Description
<b>M</b> Mine	<ul style="list-style-type: none"> <li>Ore will be extracted from Itafos Farim mine and transported from the mine to the plant by truck</li> </ul>
<b>B</b> Beneficiation	<ul style="list-style-type: none"> <li>Mine feed will undergo scrubbing to remove clay and other impurities followed by de-sliming and drying, producing phosphate rock</li> <li>P<sub>2</sub>O<sub>5</sub> recovery will be approx. 79.9% and mass recovery will be approx. 77%</li> </ul>
<b>T</b> Trucking	<ul style="list-style-type: none"> <li>Phosphate rock will be trucked 75km to the new port site at Ponta Chugue (100% owned by Itafos Farim)</li> </ul>
<b>C</b> Customer	<ul style="list-style-type: none"> <li>Transported to customer through ship</li> </ul>

## Key highlights

- Owned 99.4% by Itafos
- Integrated phosphate rock mine and SSP production facility development project
- Expected to produce SSP to be sold to blenders and farmers
- Located in Pará, Brazil on a property consisting of approx. 235,150 ha of land and close to existing infrastructure
- Expected total resources of 87.0Mt at an average grade of 10.1% P<sub>2</sub>O<sub>5</sub> with expected SSP production of 500kt per year and sulfuric acid production of 210kt per year
- Expected average mine life of 32 years

## Status

- Completed feasibility study in October 2013
- Currently focusing on advancing project development
- Expected commercial operations date post 2020 based on current plan

## Location highlights



## Reserve and resources highlights<sup>1</sup>

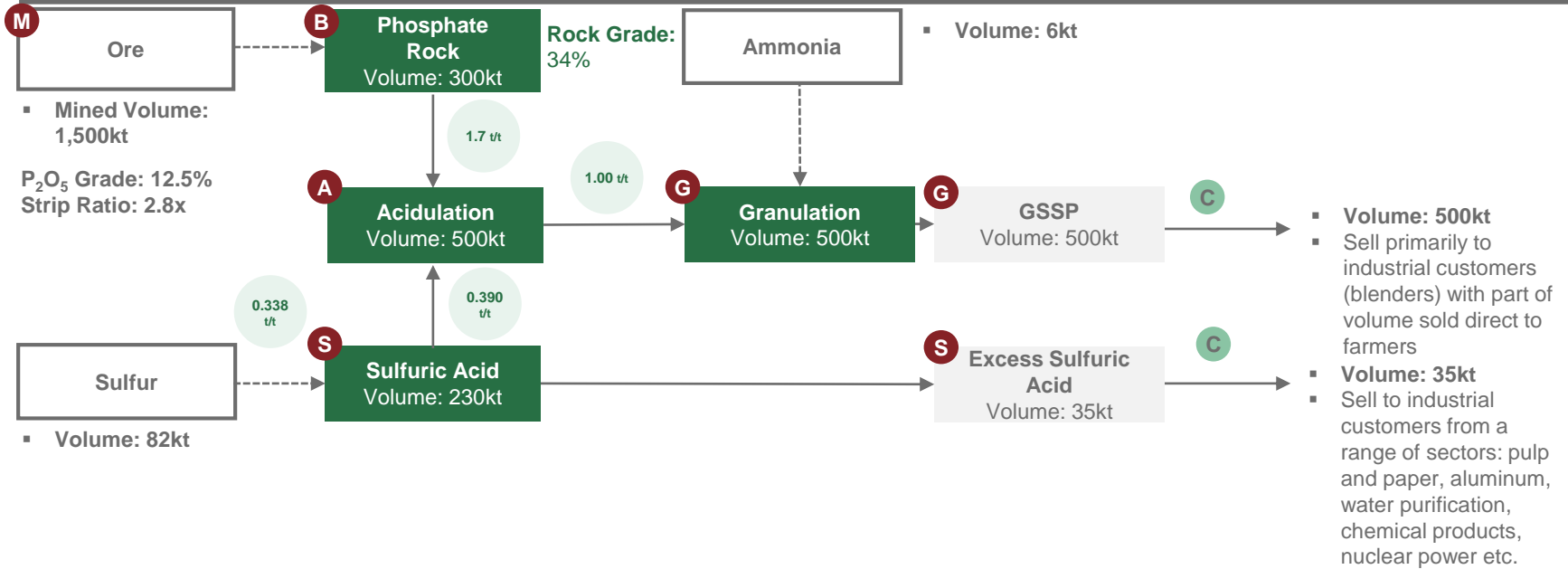
Item	Tons (Mt)	Grade (%)	P <sub>2</sub> O <sub>5</sub> (Mt)
Reserves	45.5	12.9%	5.9
M&I resources	60.4	12.0%	7.2
Inferred resources	26.6	5.6%	1.5
<b>Total resources</b>	<b>87.0</b>	<b>10.0%</b>	<b>8.7</b>

Integrated phosphate rock mine and SSP production project located in growing Brazil agricultural market

Source: Itafos Information

# Itafos Santana expected process overview

Mid-term project



(<sup>1</sup>) Inputs such as electricity, fuel and water not shown

Area	Description
<b>M</b> Mine	<ul style="list-style-type: none"> <li>Ore will be extracted from Itafos Santana mine and transported from the mine to the plant by truck</li> </ul>
<b>B</b> Beneficiation	<ul style="list-style-type: none"> <li>Ore will be fed into a wash plant in order to have its size reduced and to remove impurities, producing phosphate rock</li> <li>P<sub>2</sub>O<sub>5</sub> recovery will be approx. 55% and mass recovery will be approx. 20%</li> </ul>
<b>S</b> Sulfuric Acid	<ul style="list-style-type: none"> <li>Produces sulfuric acid and steam, which will supply a turbine generator and other plant needs. The electricity produced, from a 8.0 MW onsite co-gen power plant, will provide over 60% of the entire Itafos Santana plant needs. Sulfuric acid will be fed into the acidulation plant</li> </ul>
<b>A</b> Acidulation	<ul style="list-style-type: none"> <li>Phosphate rock will be reacted with sulfuric acid, forming SSP powder. No gypsum waste is created in this process</li> </ul>
<b>G</b> Granulation	<ul style="list-style-type: none"> <li>SSP powder and ammonia will be granulated and put through a dryer and screened to produce GSSP</li> </ul>
<b>C</b> Customer	<ul style="list-style-type: none"> <li>Transported to customer through truck</li> </ul>

## Key highlights

- Owned 100% by Itafos
- Phosphate rock and rare earth oxide mine development project
- Expected to produce phosphate rock and rare earth oxides to be sold to producers of phosphate based fertilizers and rare earth products
- Located in Mina Gerais, Brazil on a property consisting of approx. 214 ha of land and close to existing infrastructure
- Expected total resources of 28.3Mt at an average grade of 8.0% P<sub>2</sub>O<sub>5</sub> with production to be determined in definitive feasibility

## Status

- Completed feasibility study in October 2012
- Currently focusing on maintaining integrity of the concession and evaluating strategic alternatives

## Location highlights



## Reserve and resources highlights<sup>1</sup>

Item	Tons (Mt)	Grade (%)	P <sub>2</sub> O <sub>5</sub> (Mt)
M&I resources	6.4	8.4%	0.5
Inferred resources	21.9	7.9%	1.7
<b>Total resources</b>	<b>28.3</b>	<b>8.0%</b>	<b>2.3</b>

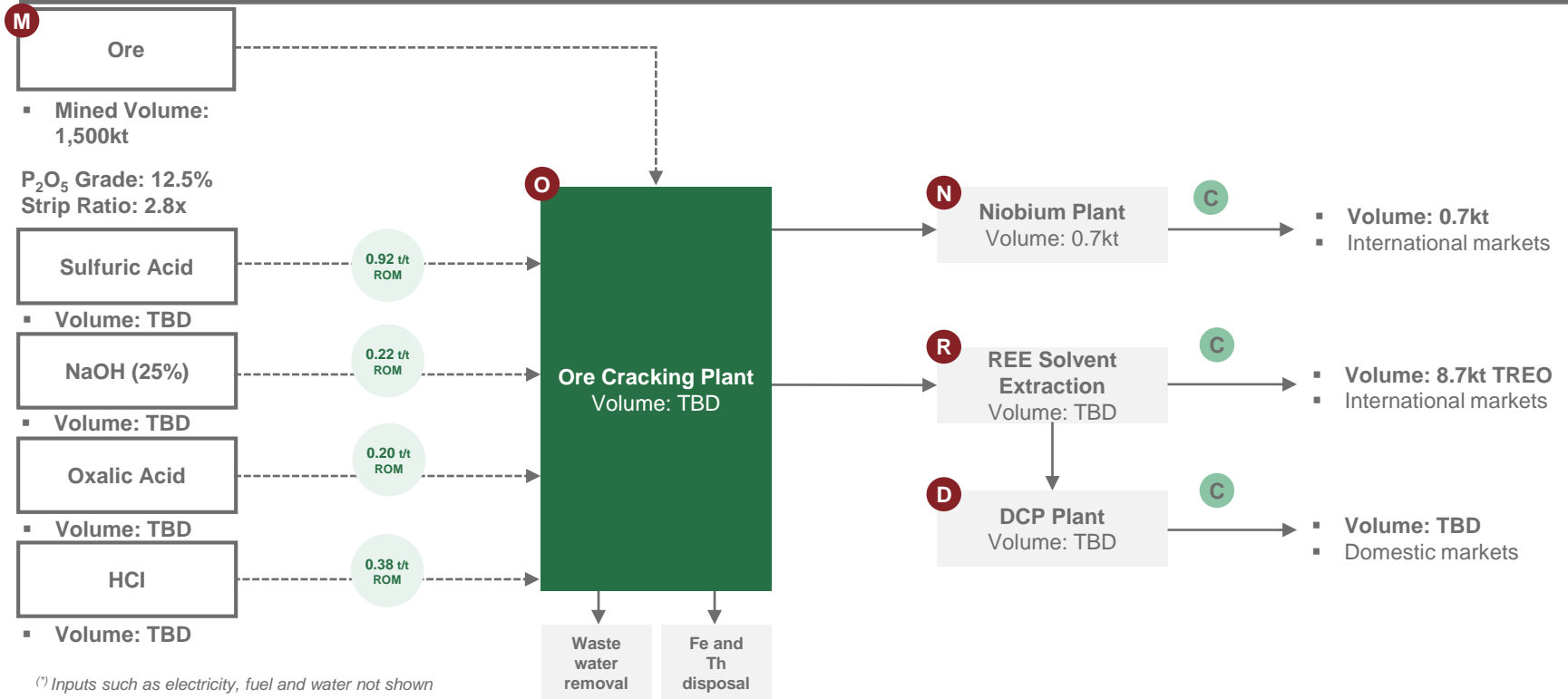
High grade rare earth oxides and other elements mine project located near key infrastructure

Source: Itafos Information



# Itafos Araxá expected process overview

Mid-term project



Area	Description
<b>M</b> Mine	<ul style="list-style-type: none"> <li>Ore will be extracted from Itafos Araxá mine and transported from the mine to the plant by truck</li> </ul>
<b>O</b> Ore Cracking	<ul style="list-style-type: none"> <li>Ore will be fed into crusher, grinder and mill in order to have its size reduced and to remove impurities. Thereafter, ore will be reacted with multiple reagents, forming precipitation of a niobium concentrate, precipitation of a rare earth elements concentrate and phosphoric acid</li> </ul>
<b>N</b> Niobium Plant	<ul style="list-style-type: none"> <li>Niobium concentrate will be treated, forming Niobium Oxide</li> </ul>
<b>R</b> REE Plant	<ul style="list-style-type: none"> <li>Rare earth elements concentrate will be treated, forming rare earth elements individual oxides</li> </ul>
<b>D</b> DCP Plant	<ul style="list-style-type: none"> <li>Phosphoric acid will react with Calcium Hydroxide, forming Dicalcium Phosphate</li> </ul>
<b>C</b> Customer	<ul style="list-style-type: none"> <li>Transported to customer through truck and ship</li> </ul>

# Itafos Mantaro

Mid-term project

## Key highlights

- Owned 100% by Itafos
- Phosphate rock mine development project
- Expected to produce phosphate rock to be sold to producers of phosphate based fertilizers
- Located in Junin, Peru on a property consisting of approx. 12,800 ha of land and close to existing infrastructure
- Expected total resources of 415.8Mt at an average grade of 9.1% P<sub>2</sub>O<sub>5</sub> with production to be determined in definitive feasibility

## Status

- Completed feasibility study in February 2010
- Currently focusing on maintaining integrity of the concession and evaluating strategic alternatives

## Location highlights



## Reserve and resources highlights<sup>1</sup>

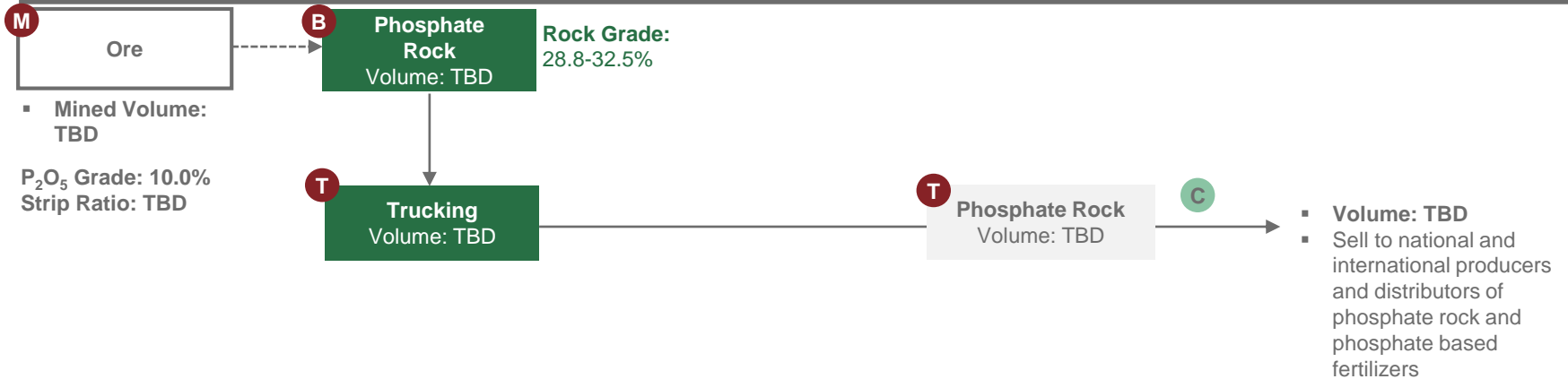
Item	Tons (Mt)	Grade (%)	P <sub>2</sub> O <sub>5</sub> (Mt)
<b>West zone</b>			
M&I resources	39.5	10.0%	4.0
Inferred resources	376.3	9.0%	33.9
<b>Total resources</b>	<b>415.8</b>	<b>9.1%</b>	<b>37.8</b>
<b>East/far east zone</b>			
East	425-435	9.0%	38.3-39.2
Far east	280-290	9.0%	25.2-26.2
<b>Total resources</b>	<b>705-725</b>	<b>9.0%</b>	<b>63.5-65.3</b>

Large-scale phosphate rock mine project located near key infrastructure

Source: Itafos Information

# Itafos Mantaro expected process overview

Mid-term project



<sup>(\*)</sup> Inputs such as electricity, fuel and water not shown

Area	Description
<b>M</b> Mine	<ul style="list-style-type: none"> <li>Ore will be extracted from Itafos Mantaro mine and transported from the mine to the plant by truck</li> </ul>
<b>B</b> Beneficiation	<ul style="list-style-type: none"> <li>Mine feed will undergo scrubbing to remove clay and other impurities followed by de-sliming and drying, producing phosphate rock</li> <li>P<sub>2</sub>O<sub>5</sub> recovery and mass recovery to be determined</li> </ul>
<b>T</b> Trucking	<ul style="list-style-type: none"> <li>Phosphate rock will be trucked 75km to a port</li> </ul>
<b>C</b> Customer	<ul style="list-style-type: none"> <li>Transported to customer through truck</li> </ul>

## c Appendix C: Financial highlights

# Income statement

Income statement	Q2 2018	Q1 2018	Δ US\$	Δ %
<b>Income statement (US\$ 000s)</b>				
Revenues, net	67,187	58,116	9,071	16%
Cost of goods sold	52,402	44,225	8,177	18%
	14,785	13,891	894	6%
<b>Expenses</b>				
Selling, general and administrative expenses	8,089	5,221	2,868	55%
<b>Operating income (loss)</b>	<b>6,696</b>	<b>8,670</b>	<b>(1,974)</b>	<b>-23%</b>
Foreign exchange gain (loss)	1,066	(29)	1,095	-3776%
Other income (expense), net	235	(191)	426	-223%
Gain on fair valuation of Itafos Conda, net	-	51,027	(51,027)	-100%
Finance income (expense), net	(3,342)	(1,985)	(1,357)	68%
Gain (loss) from investment in associates	-	7,910	(7,910)	-100%
<b>Income (loss) before income taxes</b>	<b>4,655</b>	<b>65,402</b>	<b>(60,747)</b>	<b>-93%</b>
Current and deferred income tax expense	3,226	3,378	(152)	-4%
<b>Net Income (loss) attributable to parent</b>	<b>1,429</b>	<b>62,024</b>	<b>(60,595)</b>	<b>-98%</b>
Net income (loss) attributable to non-controlling interest	-	-	-	NA
<b>Net Income (loss)</b>	<b>1,429</b>	<b>62,024</b>	<b>(60,595)</b>	<b>-98%</b>
<b>Basic earnings per share</b>	<b>0.01</b>	<b>0.46</b>	<b>(0.45)</b>	<b>-98%</b>
<b>Fully diluted earnings per share</b>	<b>0.01</b>	<b>0.45</b>	<b>(0.44)</b>	<b>-98%</b>

Source: Q2 2018 consolidated financial statements

# Balance sheet

Balance sheet	Q2 2018	Q4 2017	Δ US\$	Δ %
<b>Assets (US\$ 000s)</b>				
Cash	62,896	63,677	(781)	-1%
Accounts receivable	22,721	116	22,605	19487%
Inventories	121,664	8,277	113,387	1370%
Other current assets	28,563	9,005	19,558	217%
<b>Total current assets</b>	<b>235,844</b>	<b>81,075</b>	<b>154,769</b>	<b>191%</b>
Property, plant and equipment, net	361,857	263,427	98,430	37%
Mineral properties	128,170	47,195	80,975	172%
Investments in associates	-	15,074	(15,074)	-100%
Other long-term assets	12,459	14,520	(2,061)	-14%
<b>Total non-current assets</b>	<b>502,486</b>	<b>340,216</b>	<b>162,270</b>	<b>48%</b>
<b>Total assets</b>	<b>738,330</b>	<b>421,291</b>	<b>317,039</b>	<b>75%</b>
<b>Liabilities and equity (US\$ 000s)</b>				
Accounts payable and accrued liabilities	99,217	16,937	82,280	486%
Current debt	344	25,530	(25,186)	-99%
Contract liabilities	53	-	53	NA
Other current liabilities	190	184	6	3%
Current debentures	853	960	(107)	-11%
Provisions	546	542	4	1%
<b>Total current liabilities</b>	<b>101,203</b>	<b>44,153</b>	<b>57,050</b>	<b>129%</b>
Other long-term liabilities	8,473	8,733	(260)	-3%
Long-term debt	154,838	-	154,838	NA
Long-term portion of debentures	2,046	2,240	(194)	-9%
Other liabilities	1,458	1,614	(156)	-10%
Deferred tax liabilities	9,661	-	9,661	NA
Long-term provisions	9,121	2,952	6,169	209%
<b>Total long-term liabilities</b>	<b>185,597</b>	<b>15,539</b>	<b>170,058</b>	<b>1094%</b>
<b>Total liabilities</b>	<b>286,800</b>	<b>59,692</b>	<b>227,108</b>	<b>380%</b>
Share capital	515,029	486,562	28,467	6%
Contributed surplus	246,626	246,626	-	0%
Cumulative translation adjustment reserve	6,466	8,455	(1,989)	-24%
Deficit	(325,653)	(389,106)	63,453	-16%
<b>Equity attributable to shareholders of the parent</b>	<b>442,468</b>	<b>352,537</b>	<b>89,931</b>	<b>26%</b>
Non-controlling interest	9,062	9,062	-	0%
<b>Total equity</b>	<b>451,530</b>	<b>361,599</b>	<b>89,931</b>	<b>25%</b>
<b>Total liabilities and equity</b>	<b>738,330</b>	<b>421,291</b>	<b>317,039</b>	<b>75%</b>

Source: Q2 2018 consolidated financial statements

# Cash flow statement

Cash flow statement	H1 2018	H1 2017	Δ US\$	Δ %
<b>Operating activities (US\$ 000)</b>				
<b>Net income (loss)</b>	<b>63,453</b>	<b>(13,512)</b>	<b>76,965</b>	<b>-570%</b>
Adjustments for the following items:				
Depreciation and depletion	4,931	122	4,809	3942%
Cash settlement of share-based payments	(140)	-	(140)	NA
Share-based payment (recovery) expense	646	367	279	76%
Current and deferred income tax expense	6,604	610	5,994	983%
Gain on fair valuation of Itafos Conda, net	(51,027)	-	(51,027)	NA
(Gain) loss from investment in associates	(7,910)	1,587	(9,497)	-598%
Unrealized foreign exchange (gain) loss	(1,010)	894	(1,904)	-213%
Asset retirement obligation	-	(420)	420	-100%
Finance expense	5,327	112	5,215	4656%
Net change in non-cash working capital	(26,834)	(1,153)	(25,681)	2227%
<b>Cash flows from operating activities</b>	<b>(5,960)</b>	<b>(11,393)</b>	<b>5,433</b>	<b>-48%</b>
<b>Investing activities (US\$ 000s)</b>				
Addition of property, plant and equipment and mineral properties	(23,952)	(15,017)	(8,935)	59%
Acquisition of Itafos Conda	(66,500)	-	(66,500)	NA
Cash received from Itafos Conda at acquisition	725	-	725	NA
Acquisition of GBL	(25,539)	-	(25,539)	NA
Issuance of note to GBL	(4,500)	-	(4,500)	NA
Cash received from GBL at acquisition	2,898	-	2,898	NA
<b>Cash flows from investing activities</b>	<b>(116,868)</b>	<b>(15,017)</b>	<b>(101,851)</b>	<b>678%</b>
<b>Financing activities (US\$ 000)</b>				
Proceeds from debt financing	132,671	3,000	129,671	4322%
Repayment of debt financing	(4,451)	-	(4,451)	NA
Payment of interest expense	(3,982)	-	(3,982)	NA
Payment of financing related costs	(2,079)	-	(2,079)	NA
Net proceeds from issuance of shares	-	29,840	(29,840)	-100%
<b>Cash flows from financing activities</b>	<b>122,159</b>	<b>32,840</b>	<b>89,319</b>	<b>272%</b>
<b>Cash, end of period (US\$ 000s)</b>				
Effect of foreign exchange of non-US Dollar denominated cash	(112)	67	(179)	-267%
Increase (decrease) in cash	(781)	6,497	(7,278)	-112%
Cash, beginning of period	63,677	2,875	60,802	2115%
<b>Cash, end of period</b>	<b>62,896</b>	<b>9,372</b>	<b>53,524</b>	<b>571%</b>

Source: Q2 2018 consolidated financial statements