

# Annual General Meeting & Company Update

22 November 2023



# Agenda

1. Meeting Open / Welcome
2. Housekeeping
3. Chairman's Address & Presentation
4. Resolutions
5. Q&A
6. Close





# Board of Directors

**Mr David Somerville**  
Chairman

**Mr Tee Lip Jen**  
Executive Director

**Dato' Sri Tee Lip Sin**  
Director

**Ms Tee Chain Yee (Alternate director for Dato' Sri Tee Lip Sin)**  
Director

**Mr Lai Ah Hong**  
Managing Director

**Mr Adrian Gurgone**  
Executive Director

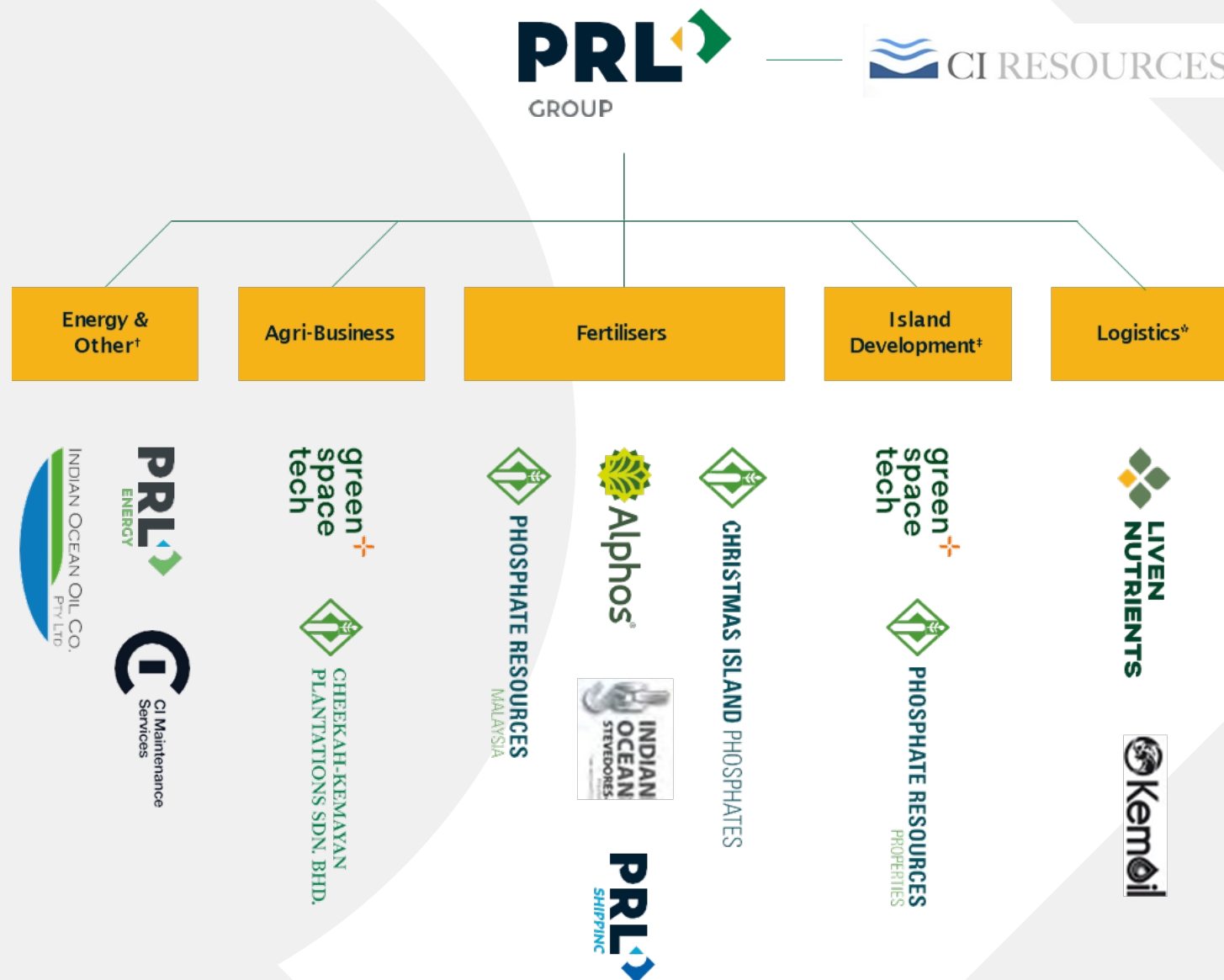
**Mr Ong Keng Siew**  
Director



The background image shows a person riding a bicycle away from the camera on a dirt path that leads into a dense forest. The path is covered with a large number of small, dark-colored animals, possibly kangaroos or wallabies, which are scattered across the ground. The scene is set in a lush, green environment with tall trees and foliage. The image has a green tint and is overlaid with a semi-transparent white circle in the top left corner.

# Chairman's Address & Presentation

# Group Structure



\* Logistics business unit formed on 1 July 2021 with the acquisition of Kemoil.

† Renewable Energy initiatives such as solar are planned to be included into a PRL Energy entity.

‡ Island development initiatives such as tourism and eco-adventure are planned to be separated into a new business unit together with the existing Phosphate Resources Properties entity.



# FY2023 Highlights

- Robust FY23 financial results and performance reflected the growing and outperforming Logistics segment.
- Fertiliser segment experienced difficult production circumstances leading to production challenges, negatively impacting phosphate and fertiliser sales volumes.
- This proportionate performance isn't expected to be consistent moving forward
- The Group's diversification strategy should assist to balance the impact of business and market cycles going forward.



REVENUE

**\$1.15b**

↑ 114% YoY



EARNINGS PER SHARE

**21.87c**

↑ 233% YoY



GOVERNMENT PAYMENTS

**\$18.0m**

↑ 37% YoY



ENVIRONMENTAL CONTRIBUTIONS

**\$1.5m**

↑ 25% YoY



GROSS PROFIT

**\$80.5m**

↑ 253% YoY



FY23 DIVIDEND

**7.5c** Fully Franked

↑ 4.5c YoY



NET PROFIT AFTER TAX

**\$25.3m**

↑ 233% YoY



SALARIES & JOBS

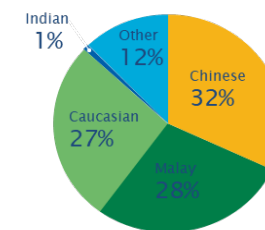
**\$40.0m**

↑ 33% YoY

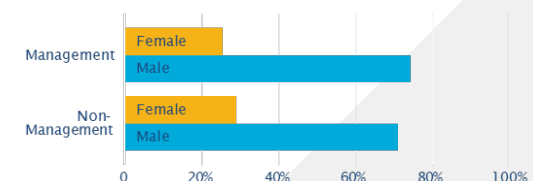


DIVERSITY

Ethnic Diversity



Gender Diversity 2022-23



SAFETY

↑ **41%** Hazard Reporting

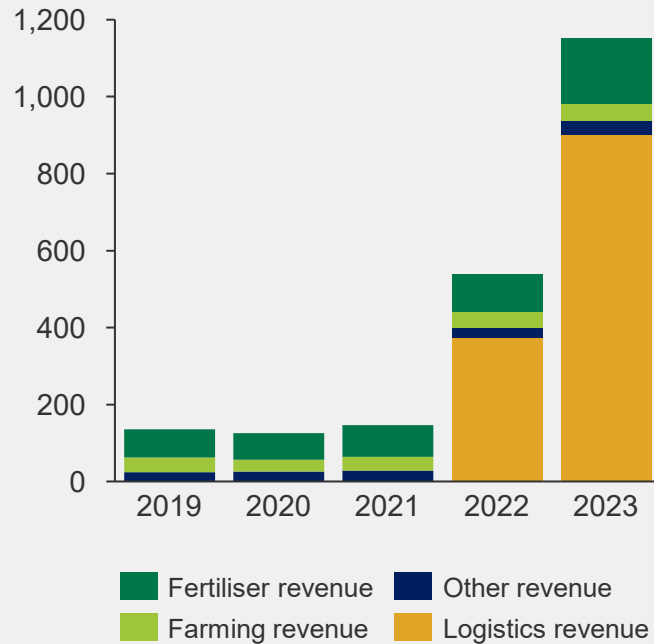
↓ **26%** Total Recordable Injury Frequency Rates (TRIFR)

↓ **4%** Lost Time Injury Frequency Rates (LTIFR)

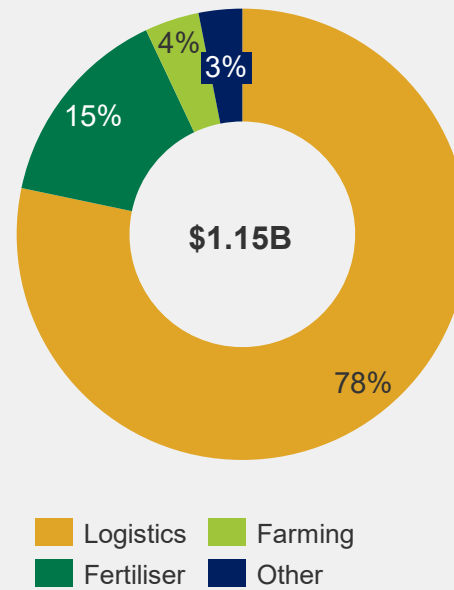


# FY2023 Highlights

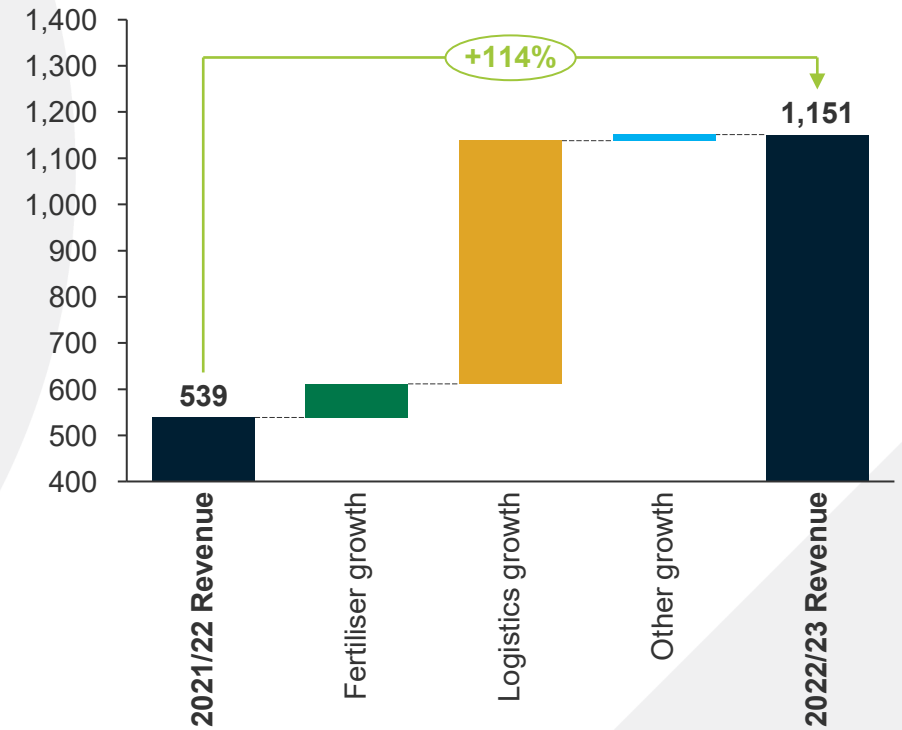
Revenue Growth \$M



Revenue Mix 2022/23

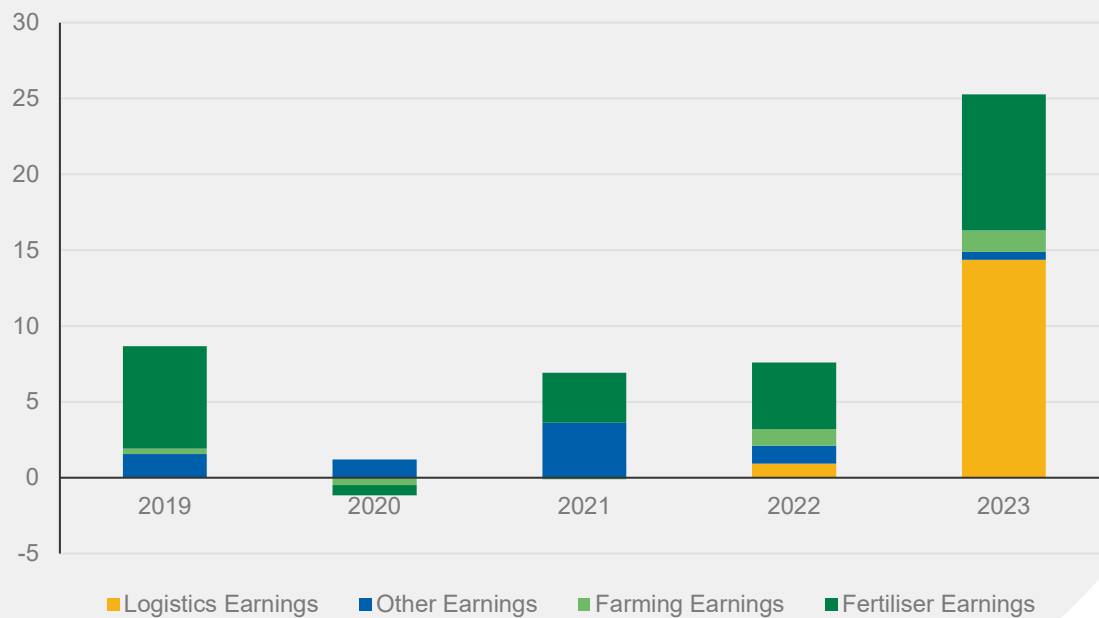


Revenue YoY Change 2022/23 \$M

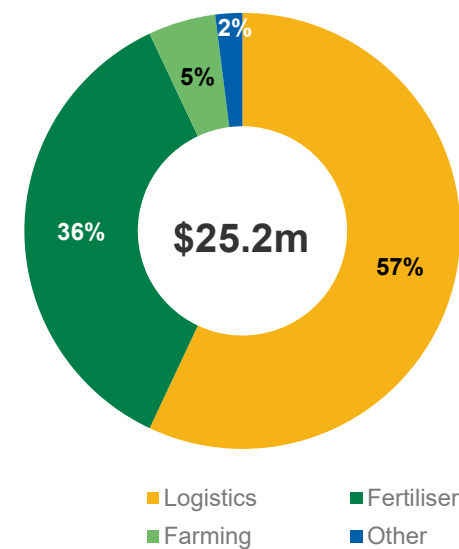


# FY2023 Highlights

Earnings Growth \$M



Earnings Mix 2022/23





# FY2023 Highlights - Diversification Strategy

Diversification strategy via investments on Christmas Island and abroad to benefit the Christmas Island economy / community and the Group's employees / shareholders was implemented in FY23 via:

## Malaysian Downstream Warehousing Strategy

- Construction of 2<sup>nd</sup> purpose-built fertiliser warehouse in Port Klang to house CIRP & complementary products.



- Construction of a further fertiliser warehouse in Bintulu, on the west coast of the island of Borneo, to further support and reach customers in that region.

## Vertical Integration

Singapore-based fertiliser trading business Liven Nutrients successfully integrated into the Logistics business (the Group acquired a 60% stake in Liven on 4 July 2022), providing both downstream fertiliser products and a further source of quality diversified earnings.



# FY2023 Business Segment Performance



## Fertilisers

- \$9m earnings contributions to the Group, despite ongoing weather and government-infrastructure related challenges impacting production offsetting strong customer demand.
- PRM are also investing in significantly increasing warehouse capacity to augment our markets for our core CIRP product while also offering ancillary customised fertiliser products tailored to customers in the region.



## Logistics

- Liven Nutrients delivered over 900,000t of fertilisers to its global customer base.
- Swiss based refined oil logistics trading business Kemoil sold in excess of 200,000t of refined oils to the West African market for the year and is positioned well for the future.
- Collectively Liven and Kemoil delivered over \$900m in revenue and \$14.3m in earnings after tax, to the Group (for our 60% stake).



## Agri-Business

- Green Space Tech, an urban Farm initiative aimed at overcoming a major challenge to Christmas Island's sustainability – improving and increasing the availability of fresh food - was established.
- Pilot stage of controlled-environment greenhouses and state-of-the-art hydroponic systems. Production of fresh produce for the community has already commenced.



## Energy

- Continued to perform, contributing to positive earnings despite ongoing issues with the government's mooring system for fuel shipments.
- Progressed supporting the clean energy transition for Christmas Island. The Group's PRL Energy brand continued to develop plans around opportunities to decarbonise operations along with a prospective solar farm on remediated ex-mining lease land.



## Island Development

- Engaged with the Northern Australian Infrastructure Facility (NAIF), with the Indian Ocean Territories (IOTs) becoming eligible for NAIF funding (legislated In June 2023). NAIF offers prospective targeted financing for the Company to further invest in the region across a wide range of potential economic, social and environmental development initiatives.
- The company is working with NAIF and exploring options to support the sustainable development of the IOTs.





# Sustainability

- Transitioned sustainability initiatives to align more closely with the emerging global Environmental, Social and Governance (ESG) initiatives and frameworks
- ESG Committee formed, chaired by Executive Director with members coming from across the business
- Committee's focus is on strategically planning, targeting and allocating ESG resources to have the greatest impact for our stakeholders.
- ESG-specific budget allocated with a significant \$5m of investment commitment towards ESG initiatives for FY24.

## ESG Purpose

PRL Group exists to build a sustainable and prosperous future for our community, employees, shareholders and customers.

## Road Map & Principles

- Focus on our strengths and the things that matter
- Engage, listen and collaborate with our key stakeholders
- Achieve meaningful, measurable, and impactful outcomes
- Be aware of and well positioned to respond to emerging issues
- 'We own it and show it' approach with disclosure & transparency



## Sale of Malaysian Palm Oil Subsidiary

- RM\$155m (A\$51.5m) sale of wholly-owned Phosphate Resources' Malaysian-based palm oil business, Cheekah-Kemayan Plantations Sdn Bhd, to Prosper Trading Sdn Bhd.
- Provides non-dilutive funding to:
  - diversify into further investments, and
  - strengthen existing fertiliser and logistics businesses.
- Funds to be returned to shareholders via:
  - a franked special dividend of A\$0.10 per share (to be paid in two equal tranches), and
  - a share buy-back of up to \$5 million to be deployed in 2024.





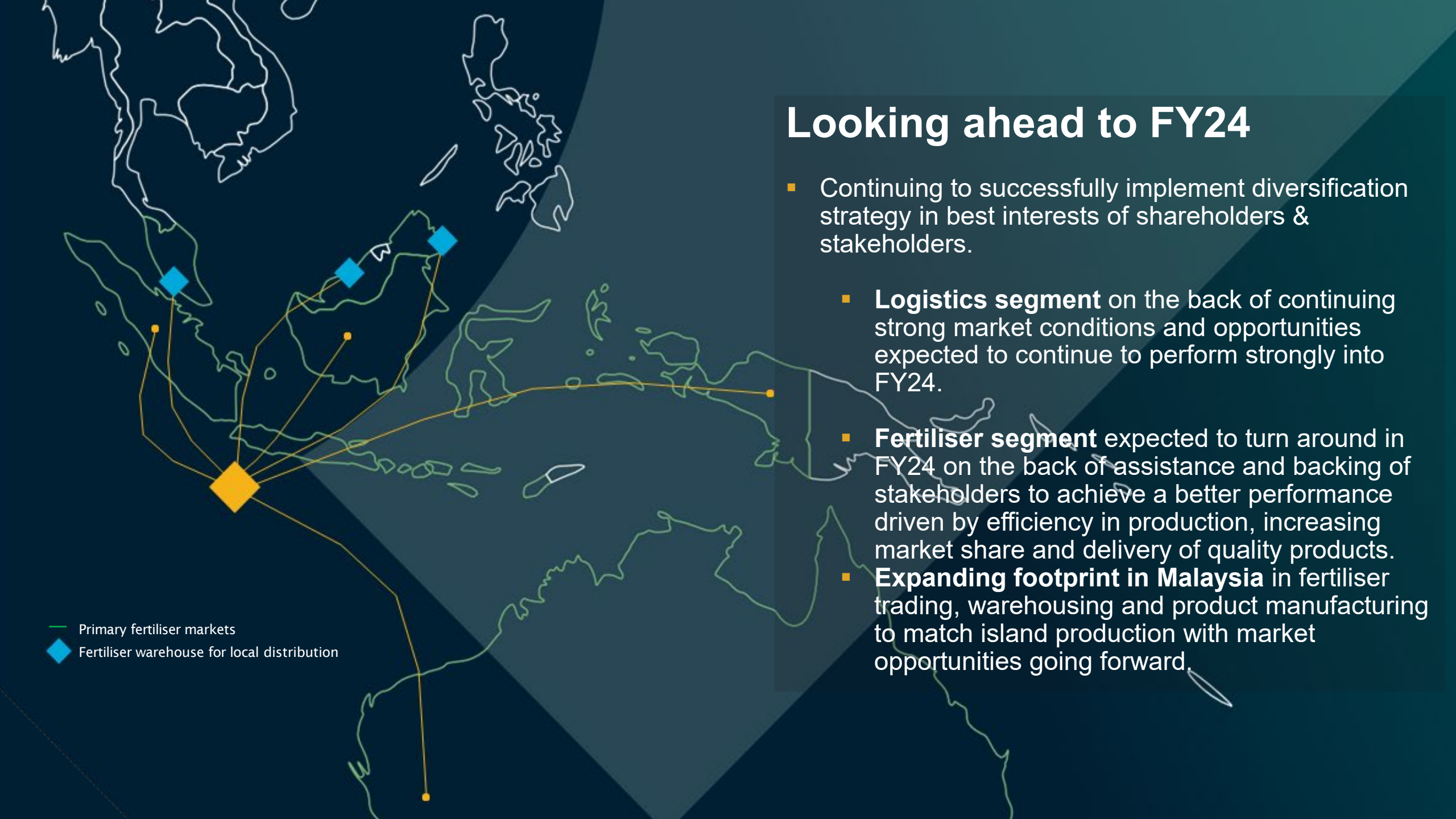
## Proposed Change of Name

- Seeking to change its name from CI Resources to PRL Global Ltd to reflect both the Group's origins as Phosphate Resources Ltd - a company founded by the community of Christmas Island in 1990 - and the Group's continuing global expansion.
- Despite this focus on diversification, Christmas Island has and will continue to play a fundamental role in the Group. Our Company will continue our strong support for the Island, its community and broader stakeholders – via the delivery of economic, environmental, and social outcomes
- PRL Group becomes the brand representing the entire Group with PRL Global the name of its listed parent company



## Looking ahead to FY24

- Continuing to successfully implement diversification strategy in best interests of shareholders & stakeholders.
- Logistics segment** on the back of continuing strong market conditions and opportunities expected to continue to perform strongly into FY24.
- Fertiliser segment** expected to turn around in FY24 on the back of assistance and backing of stakeholders to achieve a better performance driven by efficiency in production, increasing market share and delivery of quality products.
- Expanding footprint in Malaysia** in fertiliser trading, warehousing and product manufacturing to match island production with market opportunities going forward.



The map displays the geographical layout of primary fertiliser markets and distribution hubs in Malaysia. A large yellow diamond, representing a central fertiliser warehouse, is located in the western part of the country. From this central hub, orange lines radiate outwards to various locations marked with small orange dots, which represent primary fertiliser markets. Additionally, four blue diamonds, representing local distribution warehouses, are positioned in the northern and eastern regions of the country. The map also shows the outlines of the Malaysian peninsula and surrounding islands.

Primary fertiliser markets

Fertiliser warehouse for local distribution



# Resolutions



# Resolution 1

## Adoption of Remuneration Report

To consider and, if thought fit, to pass, with or without amendment, the following resolution as a **non-binding resolution**:

*“That, for the purpose of Section 250R(2) of the Corporations Act 2001 and for all other purposes, approval is given for the adoption of the Remuneration Report as contained in the Company’s annual financial report for the financial year ended 30 June 2023.”*

**Note: the vote on this Resolution is advisory only and does not bind the Directors or the Company.**

For	Against	Abstain	Open
15,264,363	0	57,063,796	0





## Resolution 2

### Disposal of Substantial Asset to a Substantial Shareholder

To consider and, if thought fit, to pass, with or without amendment, the following resolution as an **ordinary resolution**:

*“That, for the purposes of Chapter 2E of the Corporations Act, of ASX Listing Rule 10.1 and for all other purposes, approval is given for the sale by the Subsidiary of the Company of 100% of the issued share capital of Cheekah Kemayan Plantations Sdn Bhd (Reg. No. 50489-P), on the terms and conditions set out in the Explanatory Statement.”*

For	Against	Abstain	Open
23,979,569	0	48,348,590	0



## Resolution 3

### Election of Director – Mr Keng Siew Ong

To consider, and if thought fit, pass, with or without amendments, the following as an ordinary resolution:

*"That, for the purposes of clause 13.4 of the Constitution, ASX Listing Rule 14.4 and for all other purposes, Mr Keng Siew Ong, a Director who was appointed casually on 9 January 2023, retires, and being eligible, is elected as a Director."*

For	Against	Abstain	Open
60,712,159	0	0	11,616,000





## Resolution 4

### Election of Director – Mr Ramanathan Krishnan

To consider, and if thought fit, pass, with or without amendments, the following as an **ordinary resolution**:

*"That, pursuant to and in accordance with the Company's Constitution clause 13.3 and for all other purposes, Mr Ramanathan Krishnan, having consented to act as a director of the Company, be appointed as a director of the Company."*

For	Against	Abstain	Open
56,860,566	0	3,851,593	11,616,000



## Resolution 5

### Re-election of Director – Dato' Sri Tee Lip Sin

To consider, and if thought fit, pass, with or without amendments, the following as an ordinary resolution:

*"That, for the purposes of clause 13.2 of the Constitution, ASX Listing Rule 14.4 and for all other purposes, Dato' Sri Tee Lip Sin, a Director, retires by rotation, and being eligible, is re-elected as a Director."*

For	Against	Abstain	Open
23,979,569	0	48,348,590	0





## Resolution 6

### Re-election of Director – Adrian Joseph Anthony Gurgone

To consider, and if thought fit, pass, with or without amendments, the following as an ordinary resolution:

*"That, for the purposes of clause 13.2 of the Constitution, ASX Listing Rule 14.4 and for all other purposes, Mr Adrian Joseph Anthony Gurgone, a Director, retires by rotation and being eligible, is re-elected as a Director."*

For	Against	Abstain	Open
60,577,388	0	134,771	11,616,000



# Resolution 7

## Change of Company Name

To consider and, if thought fit, to pass the following resolution as a special resolution:

*“That, for the purposes of section 157(1)(a) of the Corporations Act and for all other purposes, approval is given for the name of the Company to be changed to PRL Global Ltd.”*

For	Against	Abstain	Open
60,712,159	0	0	11,616,000





**Q&A**

**Formal Meeting Close**

