

# Earnings Conference Call

## Quarter ended

## September 30, 2019

# Forward-Looking Statements

This presentation may contain forward-looking information within the meaning of applicable securities laws. All information and statements other than statements of historical facts contained in this presentation are forward-looking information. Such statements and information may be identified by words such as “about”, “approximately”, “may”, “believes”, “expects”, “will”, “intends”, “should”, “plans”, “predicts”, “potential”, “projects”, “anticipates”, “estimates”, “continues” or similar words or the negative thereof or other comparable terminology. Forward-looking statements are based on the best estimates available to 5N Plus at this time and involve known and unknown risks, uncertainties and other factors that may cause 5N Plus’ actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. A description of the risks affecting 5N Plus’ business and activities appears under the heading “Risk and Uncertainties” of 5N Plus’ 2018 MD&A dated February 26, 2019 and note 12 of the unaudited condensed interim consolidated financial statements for the three and nine-month periods ended September 30, 2019 and 2018 available on SEDAR at [www.sedar.com](http://www.sedar.com). No assurance can be given that any events anticipated by the forward-looking information in this presentation will transpire or occur, or if any of them do so, what benefits that 5N Plus will derive therefrom. In particular, no assurance can be given as to the future financial performance of 5N Plus. The forward-looking information contained in this presentation is made as of the date hereof and 5N Plus undertakes no obligation to publicly update such forward-looking information to reflect new information, subsequent or otherwise, unless required by applicable securities laws. The reader is warned against placing undue reliance on these forward-looking statements.

## Highlights of Q3 2019 & YTD 2019 – Positioning the Company for 2020 & Beyond the Current Headwinds in the Metal Markets

- Adjusted EBITDA<sup>1,2</sup> and EBITDA<sup>1,2</sup> for the third quarter of 2019 reached \$6.0 million and \$5.9 million compared to \$8.6 million and \$7.8 million during the same quarter of 2018, negatively impacted by adverse movements in the underlying metal notations, recent deterioration of the contribution from our upstream activities due to current metal market conditions, along with the application of the most recent commercial terms from the multi-year supply and services contracts renewal within the Renewable Energy sector.
- Adjusted EBITDA and EBITDA for the nine-month period ended September 30, 2019 reached \$17.4 million and \$15.4 million compared to \$25.4 million and \$23.4 million during the same period in 2018, impacted by factors mentioned above and production challenges associated with the new business activities.
- Revenue for Q3 2019 reached \$49.6 million compared to \$53.4 million for Q3 2018, mostly impacted by adverse movements in the underlying metal notations.
- Net earnings for the third quarter of 2019 were \$1.0 million or \$0.01 per share compared to \$3.5 million or \$0.04 per share for the same period last year.
- Annualized Return on Capital Employed (ROCE)<sup>1</sup> reached 8.7% for the third quarter of 2019, largely influenced by the lower Adjusted EBIT<sup>1,2</sup> performance.
- Net debt<sup>1</sup> stood at \$36.9 million as of September 30, 2019 from \$21.9 million for the same period last year, impacted by additional working capital and to a lesser degree participation in the normal course issuer bid (“NCIB”) plan.
- As of September 30, 2019, 5N Plus has purchased and cancelled 1,696,733 of the Company’s common shares under the NCIB plan.
- As of September 30, 2019, the Backlog increased to a level of 215 days of annualized revenue compared to 201 days in Q2 2019 and 181 days in Q3 2018. Bookings in Q3 2019 reached 102 days compared to 86 days in Q2 2019 and Q3 2018.
- Considering the continued adverse impact from the metal markets and despite addressing much of the production related challenges which impeded the Company’s progress over the past few quarters, Adjusted EBITDA<sup>1</sup> for fiscal year 2019 is expected to close between \$22 to \$24 million.

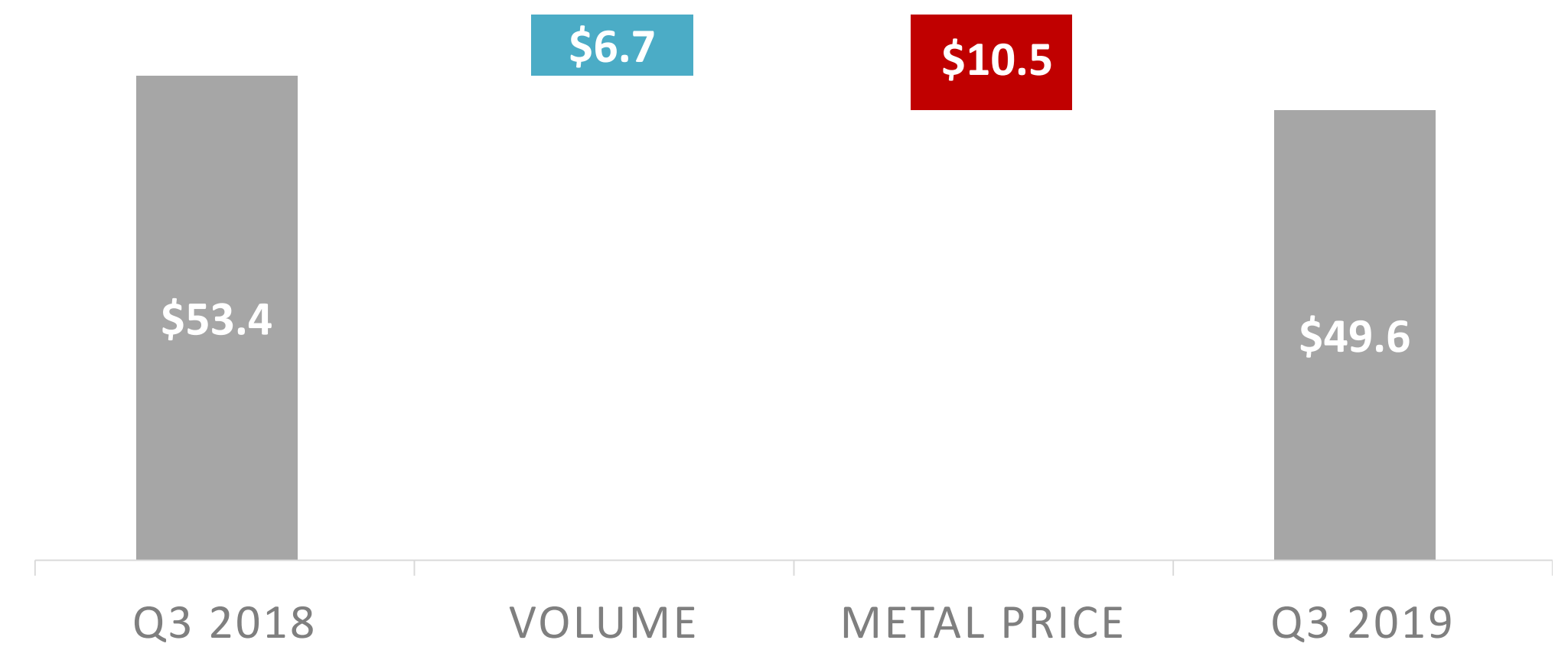
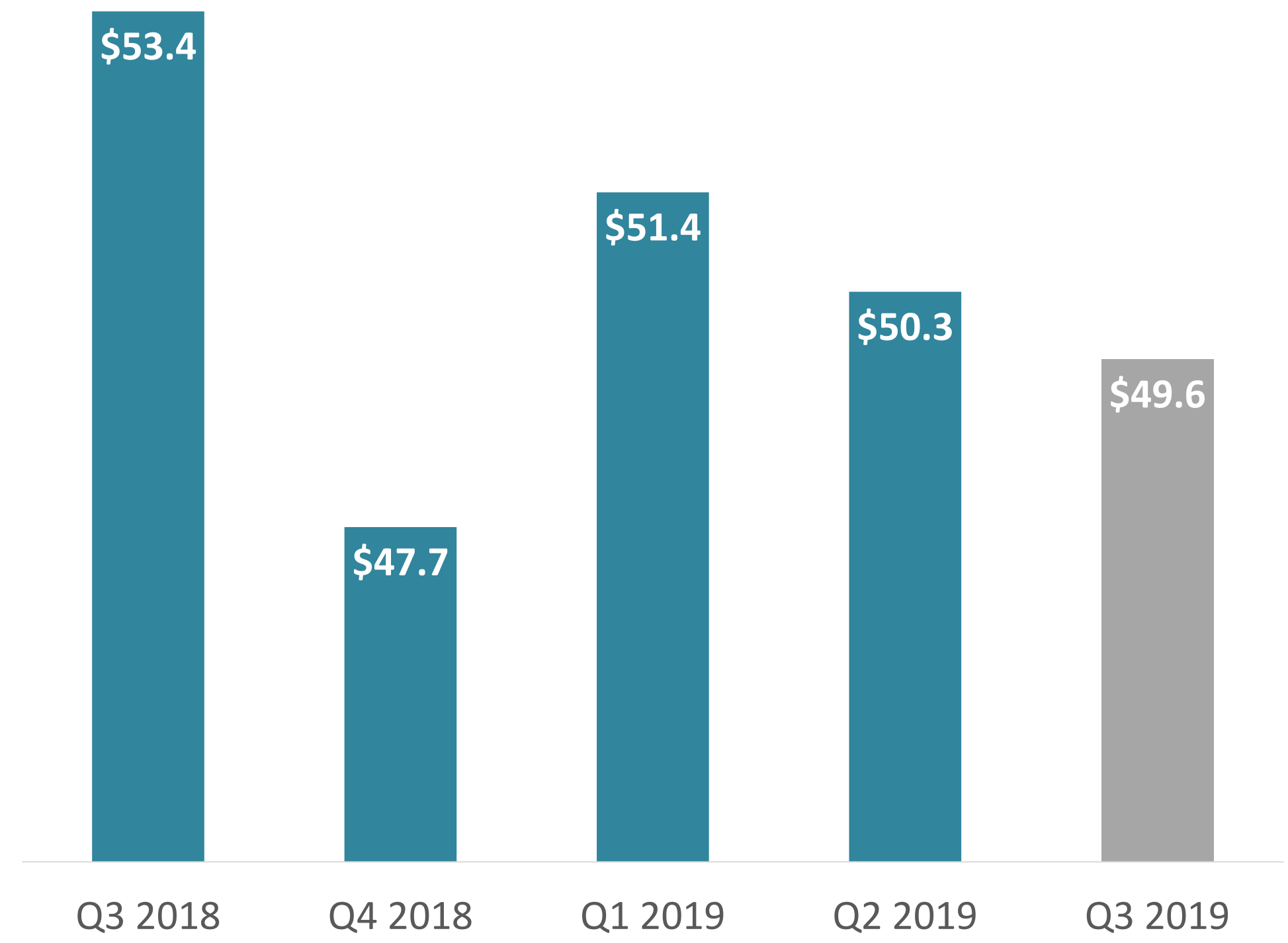
<sup>1</sup> See Non-IFRS Measures

<sup>2</sup> On January 1, 2019, the Company applied IFRS 16 *Leases* retrospectively with no restatement of comparative information, including non-IFRS measures and tables, as allowed by the Standard. This positively impacted the current year’s Adjusted EBITDA and EBITDA when comparing them to the prior year’s amounts (see Accounting Policies and Changes section in the MD&A for more details).

# Revenue

Quarter ended September 30, 2019

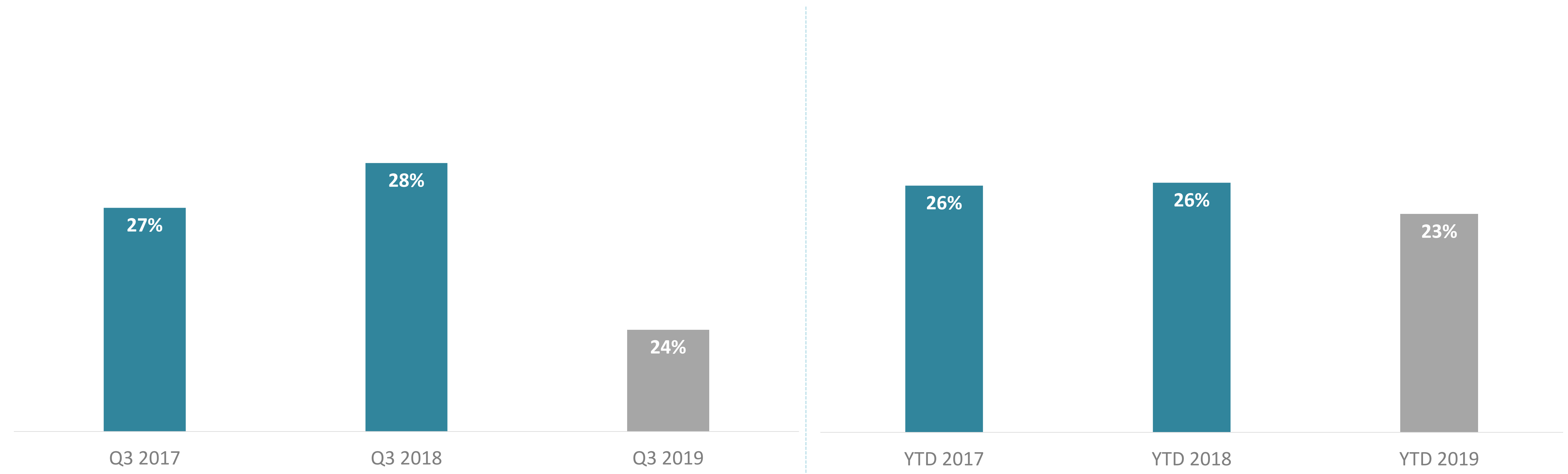
IN MILLIONS OF USD



Revenue for Q3 2019 reached \$49.6 million compared to \$53.4 million for Q3 2018, mostly impacted by adverse movements in the underlying metal notations.

# Gross Margin

Quarter ended September 30, 2019



<sup>1</sup> See Non-IFRS Measures

# Adjusted EBITDA AND EBITDA

Quarter ended September 30, 2019

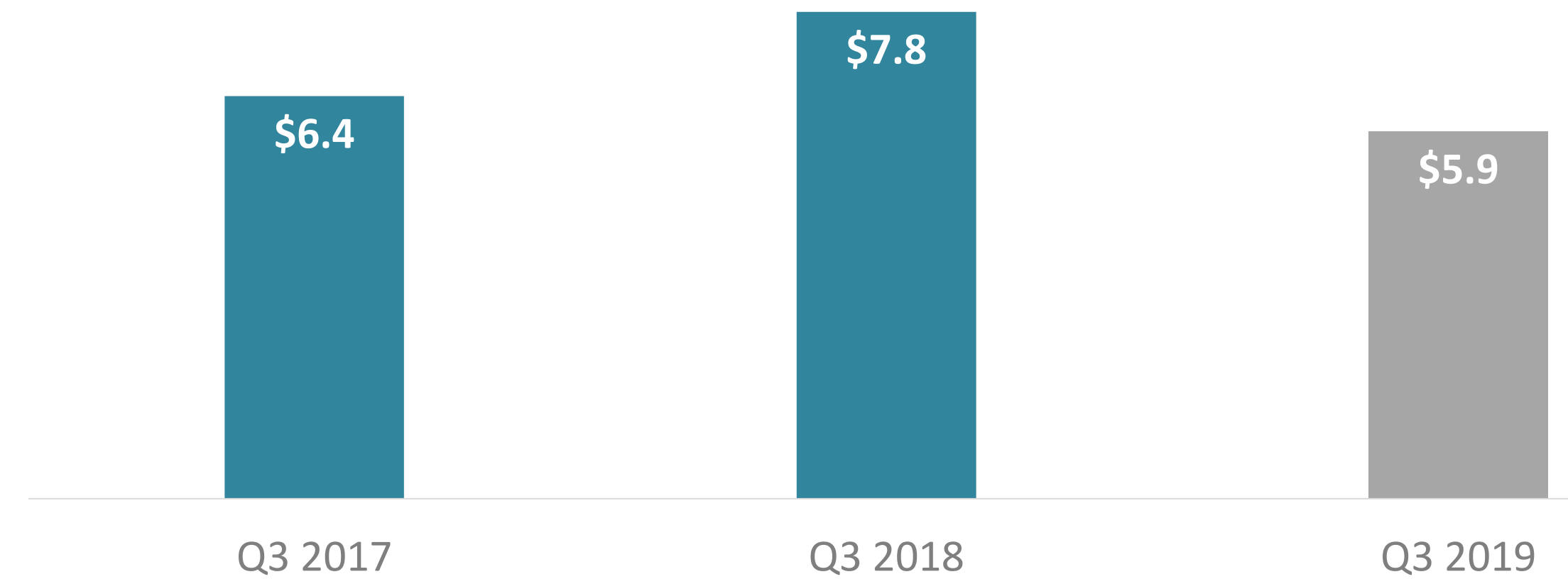
IN MILLIONS OF USD

## Adjusted EBITDA<sup>1,2</sup>



IN MILLIONS OF USD

## EBITDA<sup>1,2</sup>



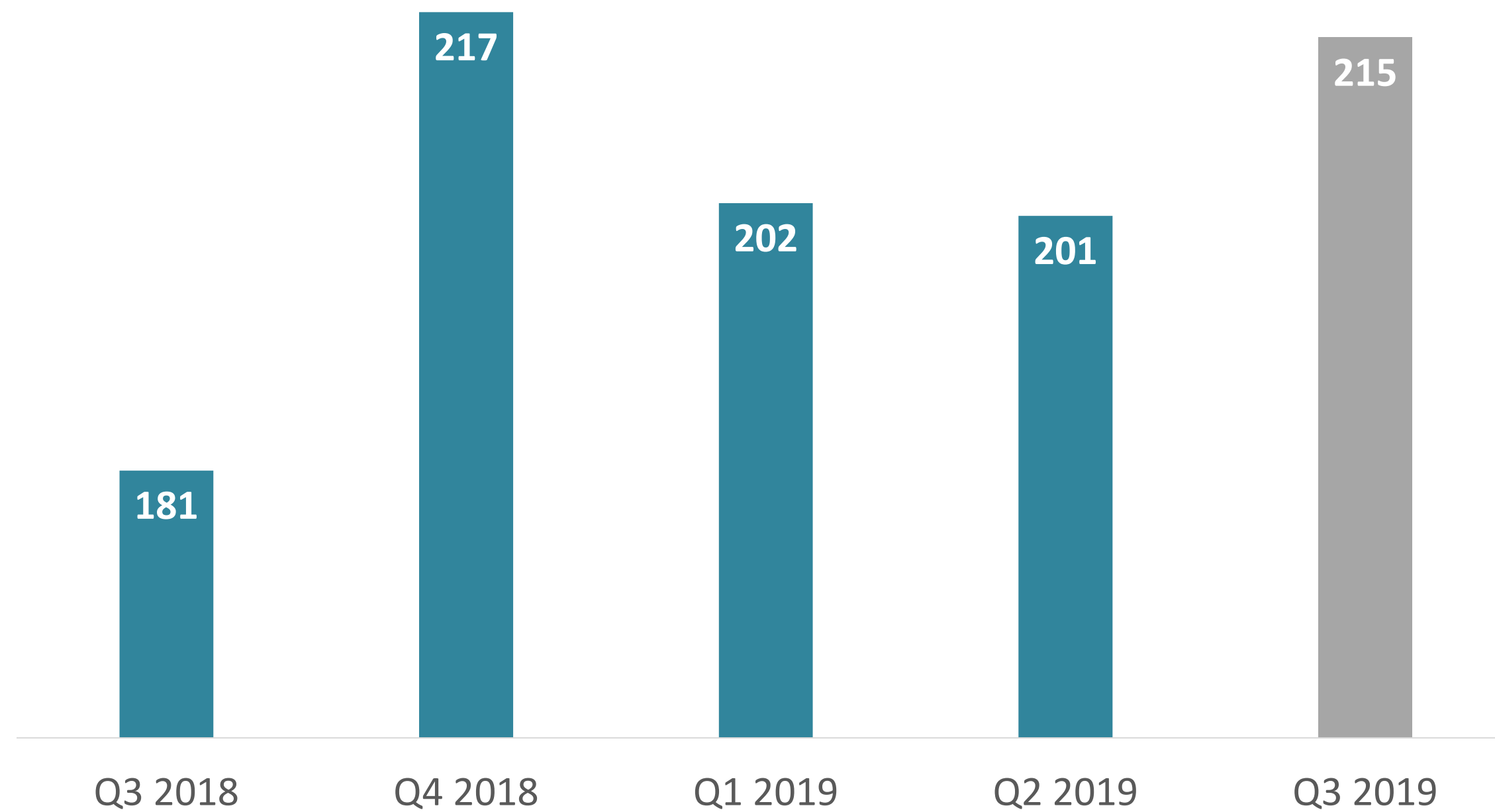
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# Backlog

Quarter ended September 30, 2019

IN NUMBER OF DAYS



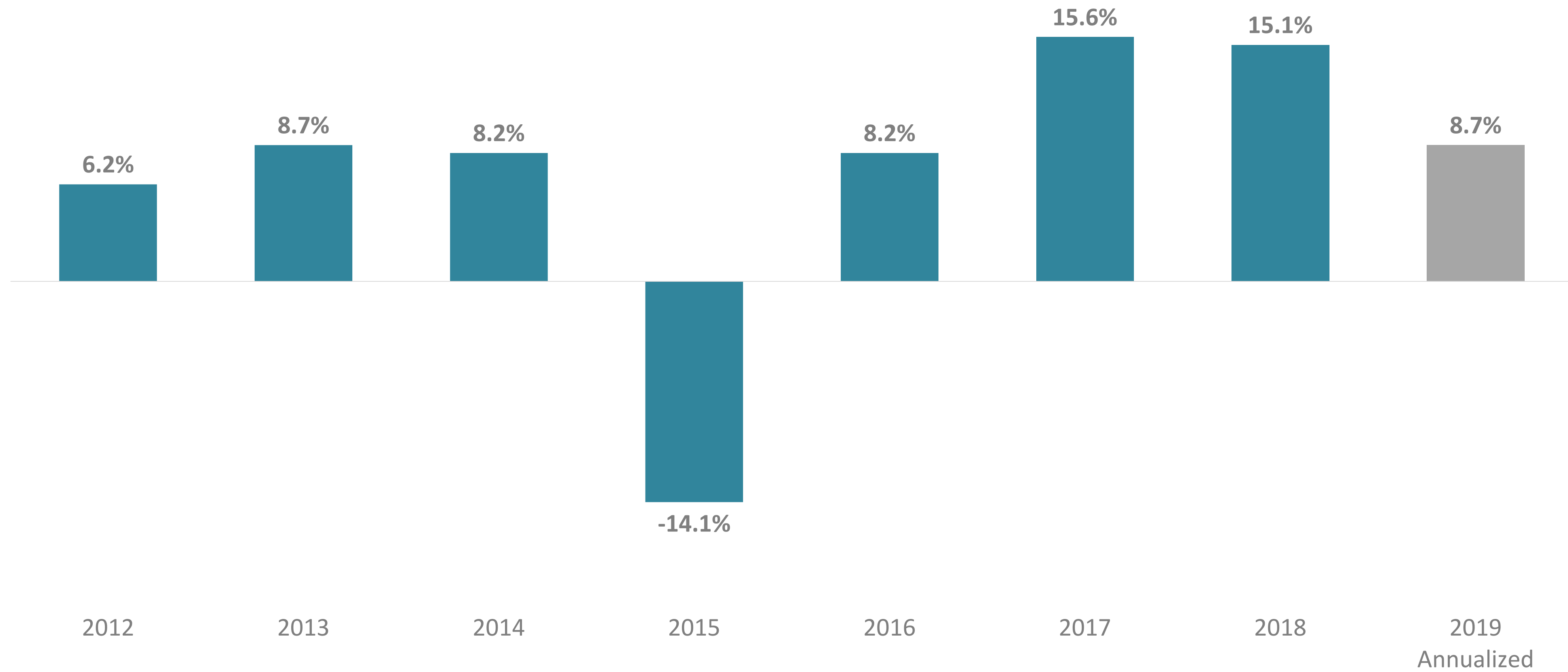
As of September 30, 2019, the Backlog<sup>1</sup> reached a level of 215 days of annualized revenue compared to 201 days in Q2 2019 and 181 days in Q3 2018.

Bookings<sup>1</sup> in Q3 2019 reached 102 days compared to 86 days in Q2 2019 and Q3 2018.

<sup>1</sup> See Non-IFRS Measures

# ROCE

Quarter ended September 30, 2019



<sup>1</sup> See Non-IFRS Measures

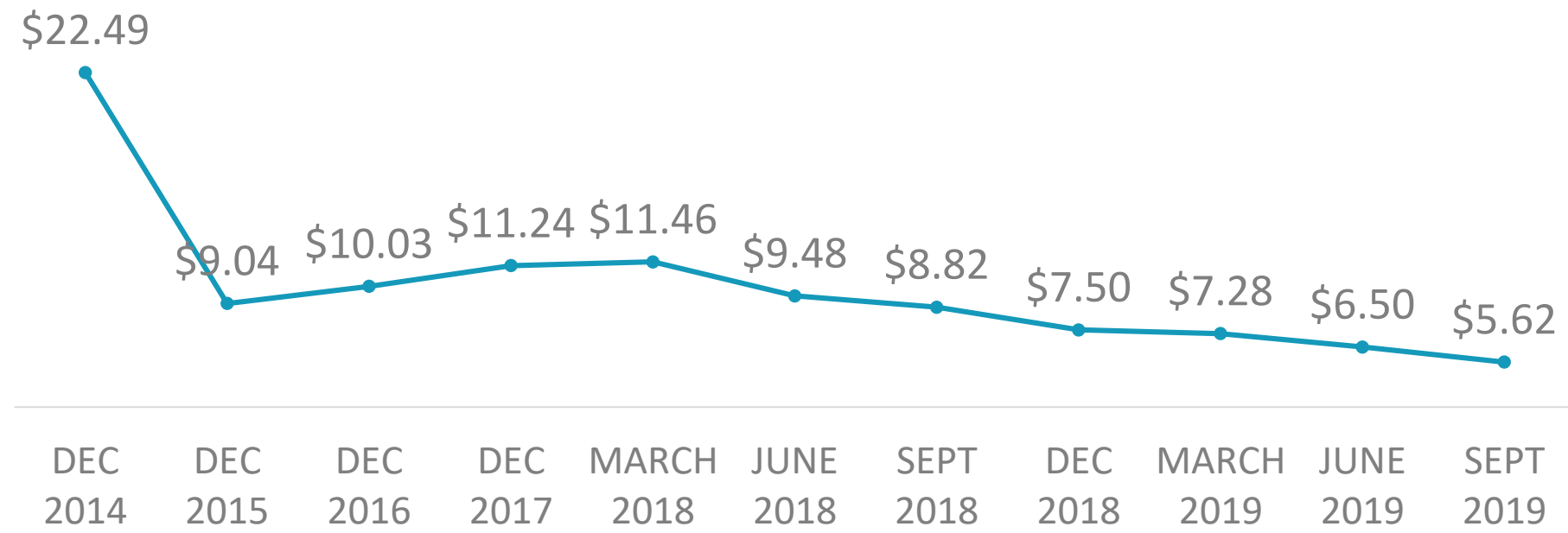


# Metal Prices in U.S. dollars per kilo

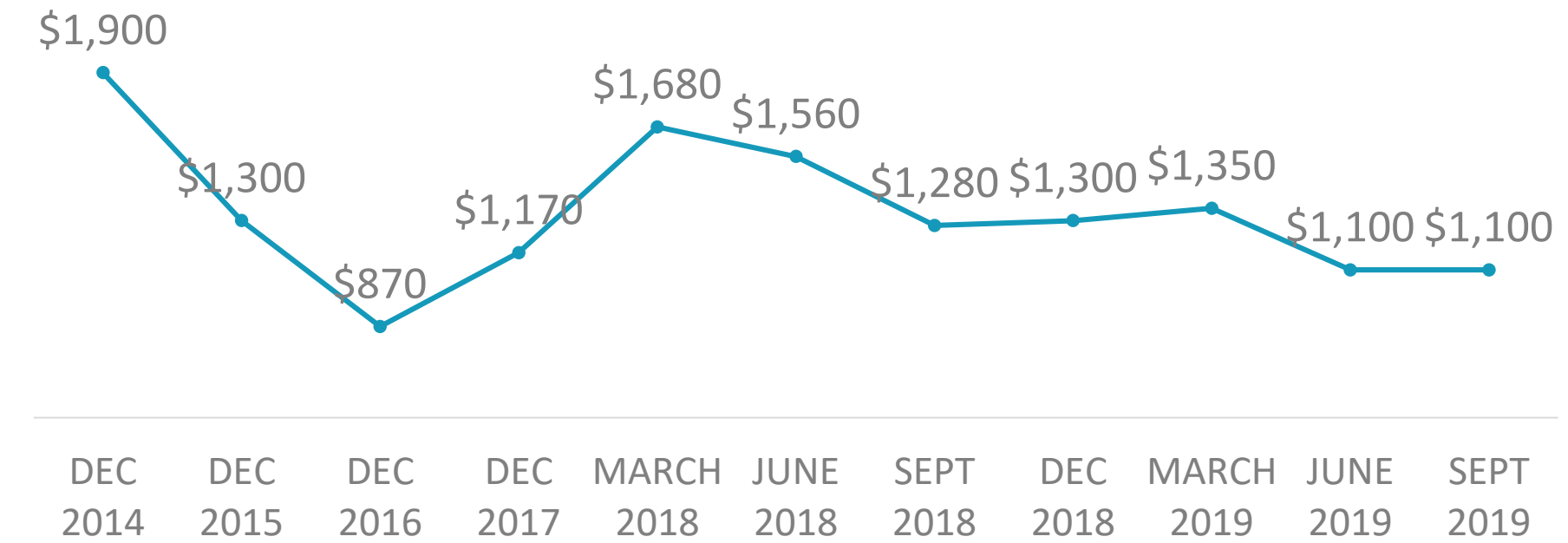
Quarter ended September 30, 2019

Source: Low Metal Bulletin

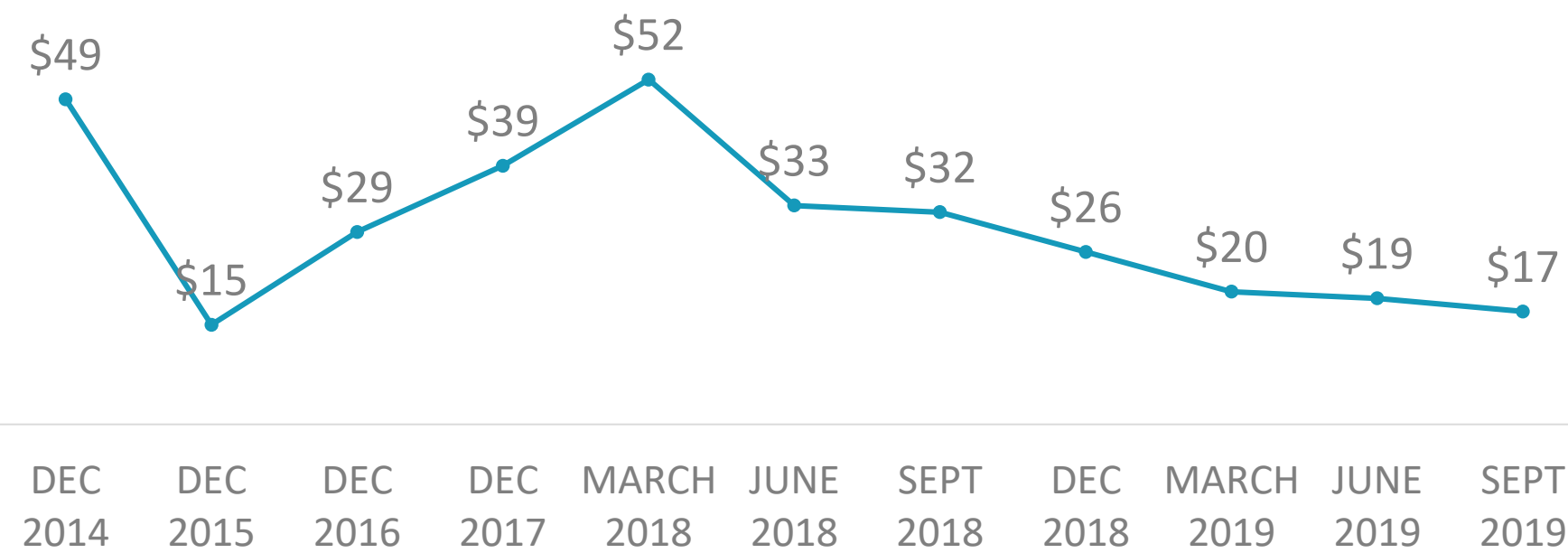
## Bismuth



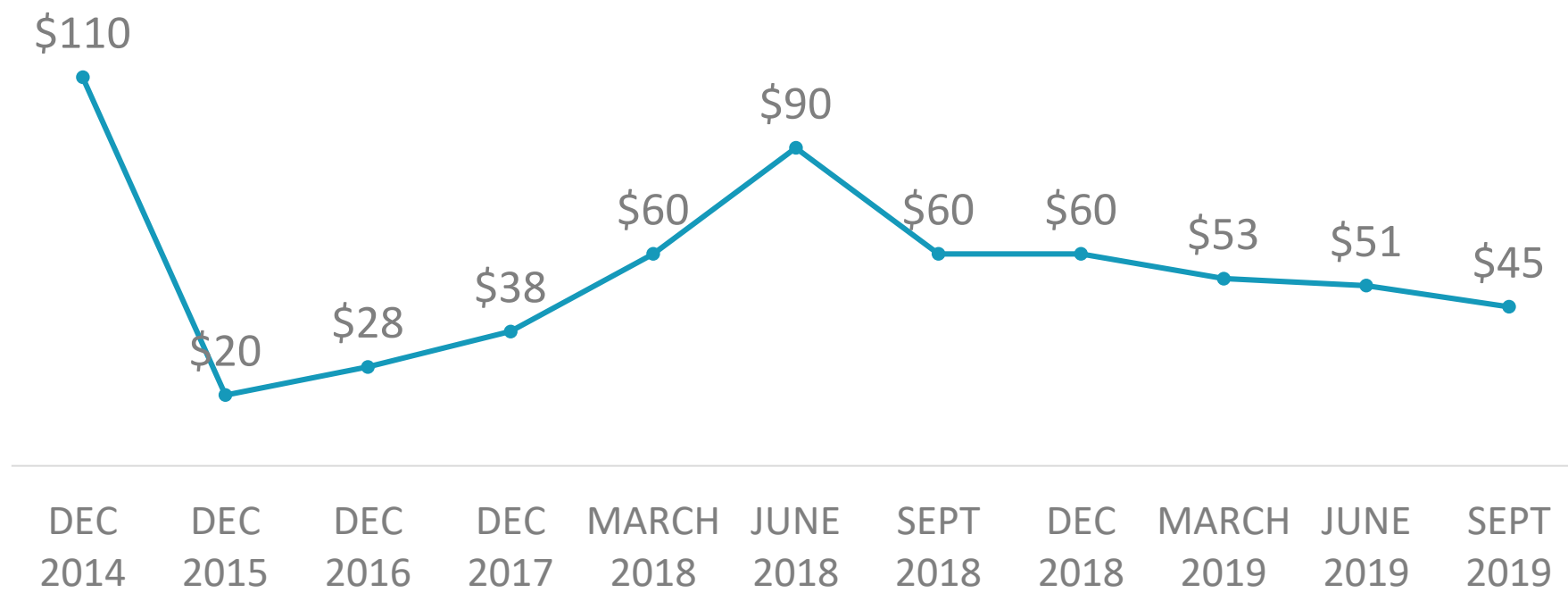
## Germanium



## Selenium



## Tellurium



# Non-IFRS Measures

Backlog represents the expected orders we have received but have not yet executed and that are expected to translate into sales within the next twelve months expressed in number of days. Bookings represent orders received during the period considered, expressed in days, and is calculated by adding revenues to the increase or decrease in backlog for the period considered divided by annualized year revenues. We use backlog to provide an indication of expected future revenues in days, and bookings to determine our ability to sustain and increase our revenues.

EBITDA means net earnings (loss) before interest expenses (revenues), income taxes, depreciation and amortization. We use EBITDA because we believe it is a meaningful measure of the operating performance of our ongoing business without the effects of certain expenses. The definition of this non-IFRS measure used by the Company may differ from that used by other companies.

Adjusted EBITDA means EBITDA as defined above before impairment of inventories, share-based compensation expense, impairment of non-current assets, litigation and restructuring costs (income), gain on disposal of property, plant and equipment, change in fair value of debenture conversion option, foreign exchange and derivatives loss (gain). We use adjusted EBITDA because we believe it is a meaningful measure of the operating performance of our ongoing business without the effects of inventory write-downs. The definition of this non-IFRS measure used by the Company may differ from that used by other companies.

Gross margin is a measure we use to monitor the sales contribution after paying cost of sales excluding depreciation and impairment inventory charge. We also expressed this measure in percentage of revenues by dividing the gross margin value by the total revenue.

Net debt or net cash is a measure we use to monitor how much debt we have after taking into account cash and cash equivalents. We use it as an indicator of our overall financial position, and calculate it by taking our total debt, subtracting cash and cash equivalents, included as debt is the current portion and the cross-currency swap related to the convertible debentures, any newly introduced IFRS 16 reporting measures in reference to lease liabilities is excluded from the calculation.

# Non-IFRS Measures

Return on Capital Employed (ROCE) is a non-IFRS financial measure, calculated by dividing the annualized Adjusted EBIT by capital employed at the end of the period. Adjusted EBIT is calculated as the Adjusted EBITDA less depreciation of PPE and amortization of intangible assets (adjusted for accelerated depreciation charge, if any). Capital employed is the sum of the accounts receivable, the inventory, the PPE, the goodwill and intangibles less trade and accrued liabilities (adjusted for exceptional items). We use ROCE to measure the return on capital employed, whether the financing is through equity or debt. In our view, this measure provides useful information to determine if capital invested in the Company yields competitive returns. The usefulness of ROCE is limited by the fact that it is a ratio and not providing information as to the absolute amount of our net income, debt or equity. It also excludes certain items from the calculation and other companies may use a similar measure but calculate it differently.