

AUSTRALIAN POTASH LIMITED (APC)

First off-take executed, NAIF to commence DD

Australian Potash Limited (APC) recently executed its first off-take term sheet with private company Redox Pty Ltd (Redox) for the supply of sulphate of potash (SOP) from the 100%-owned Lake Wells Potash Project (LSOP), WA.

The offtake is subject to formal documentation and ultimately subject to the development of the LSOP project, with funding and approvals currently being progressed. The agreement contains commercial terms of "take or pay" supply of 20ktpa of SOP (branded K-Brite™) over a 10-year period. Redox is also expected to have the sales and distribution rights on an exclusive basis for Australia and New Zealand. Pricing is anticipated to be on a net realised price basis, and designed in such manner to maximise returns for both supplier (APC) and buyer (Redox). The SOP offtakes and permitting are seen as the key precursors to the finalisation of a project funding package with further offtake arrangements progressing well. We would anticipate that having over 70% of the planned production of +150ktpa SOP secured in product offtakes would be good result for APC, but a higher-level of offtakes maybe required to secure more favourable funding terms. The LSOP DFS (Aug'19), highlighted a pre-production capital requirement of A\$208M, and the attractive financial metrics implied a higher gearing ratio is possible.

The LSOP is also eligible for some infrastructure funding from the North Australia Infrastructure Facility (NAIF), which has now given the green light to progress through to the due diligence (DD) phase. While there are no guarantees that NAIF funding will be provided, if it were, a facility could be made available for road upgrades, installation of a power station, airstrip and accommodation village. Non-process related infrastructure on the DFS was listed at A\$19M, and when some other indirect costs are included, funding of over A\$30M could be provided through a NAIF facility (assuming a favourable result from the DD).

Final permitting still on track for Q3 CY20

The LSOP is expected to be developed over ~24 months from the final investment decision (FID). We see potential for FID during the course of CY20, assuming additional offtakes and project financing can be secured. We model first production from mid-late CY22. The LSOP has potential to be a long-life (+30 years), potash operation designed to produce 150ktpa SOP. LOM operating costs of US\$262/t (~A\$391/t) are also expected to be highly competitive (first quartile) and translate to solid margins for capital payback in under 5 years on post-tax earnings estimates. An estimated all-insustaining cost (AISC) for the project is ~US\$285/t (~A\$425/t), which implies healthy margins at current spot SOP prices. The capital intensity of the project also appears attractive at ~A\$1,387/t SOP, which is below the peer average, and ~30% less than some recently constructed brine projects globally. Final licensing (permitting) for the project is anticipated late Q3 CY20.

Maintain our **Speculative Buy**, funding seen as key risk

We maintain our **Speculative Buy** on APC, with a price target of 20cps (from 30cps). APC's current cash position is estimated to be ~A\$1.6M, but also has a CPA in place which could deliver standby equity of up to A\$5m (subject to shareholder approval), which provides some funds for FEED activities and for ongoing offtake and project development funding discussions.

Speculative Buy

	6 Apr 2020
Share Price	\$0.061
/aluation	\$0.19
Price Target (12 month)	\$0.20

Brief Business Description

Potash (SOP) explorer/developer

Hartleys Brief Investment Conclusion

wned Sulphate of Potash (SOP) Project at Lake Wells in WA. Targeting brine SOP production of 150ktpa for nd export markets. DFS completed and now working on offtakes and project financing.

Jim Walker (Non-Exec Chair) Matt Shackleton (MD & CEO)

7.6%
4.0%
2.2%

31 Ord Street

West Perth WA 6005

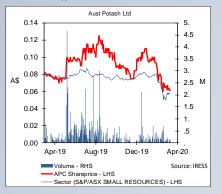
Reserves (SOP)

Resources (SOP)		7,455	18.1
		SOP mg/L	Mt SOP
P/E	-2.8	-19.0	1.7
EPS (cps)	-3.2	-0.5	4.9
CF/Share (cps)	-2.2	-0.3	3.6
Norm NPAT	-26.4	-5.8	64.0
Op Cash Flw	-13.8	3.7	52.8
Prod (kt SOP)	0.0	37.5	150.0
Prelim. (A\$m)	FY21e	FY22e	FY23e
EV/Reserve t			A\$6.4
EV/Resource t			A\$1.3
EV			A\$22.9r
Debt (est)			A\$0.0r
Cash (est)*			A\$1.6r
- fully diluted			A\$31.0r
Market Cap			A\$24.5r
- fully diluted			507.9r
Issued Capital			401.1r

*APC has a Controlled Placement Agreement (CPA) with Acuity Capital for standby equity capital of up to \$5m, subject to shareholder approval.

7,471

3.6



Mike Millikan

Resources Analyst

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Hartleys has provided corporate advice within the past 12 months and continues to provide corporate advice to Australian Potash Limited ("APC") for which it has earned and continues to earn fees. Hartleys has completed a capital raising in the past 12 months for Australian Potash Limited for which it has earned gross fees. The analyst has a beneficial interest in APC shares.

SUMMARY MODEL

Australian Potash APC	∟ımıtea				Sha	re Price \$0.061						April 20 ulative E
Key Market Information							Directors				Compan	y Informa
Share Price						\$0.061	Jim Walker (Non-Exec Chair)				Compan	31 Ord S
Market Capitalisation - ordinary	,					\$24.5m	Matt Shackleton (MD & CEO)				West F	Perth WA 6
let Debt (cash)						-\$2m	Rhett Brans (Non-Excec Dir)					1 8 9322
Market Capitalisation - fully dilu	ted					\$24.5m	Brett Lambert (Non-Exec Dir)			w	ww.australian	
V						\$22.9m	Sophie Raven (Company Secretary)					
ssued Capital						401.1m						
Options/Performance Rights						77.3m	Scott Nicholas (Chief Financial Officer - C	,	Stewart McCalli			
ssued Capital (fully diluted inc.						478.4m	Jay Hussey (Chief Commerical Officer -C	CO)	Chris Shaw (Exp	ol Man)		
ssued Capital (diluted inc. ITM	l options and n	ew capital)				1381.3m	Top Shareholders				m shares	%
/aluation						\$0.19 \$0.20	Yandal Investments (Creasy) Perth Select Seafood				30.5 16.0	
							Board and Management				9.0	
P&L Net Revenue	Unit A\$m	30 Jun 19 :	30 Jun 20 0.0	30 Jun 21 0.0	30 Jun 22 31.9	30 Jun 23 126.5	Reserves & Resources Vol M	CM Yield	Brine Vol	K (mg/L)	SOP (mg/L)	SC
Total Costs	A\$m	-5.6	-5.8	-6.9	-15.9	-57.6	RESOURCES -	CW field	Brille voi	K (IIIg/L)	SOP (IIIg/L)	30
EBITDA	A\$m	-5.6	-5.8	-6.9	16.0	68.9	Measured 27,6	78 9%	2,383	3,343	7,455	
- margin		na	-	-	50%	54%	Indicated					
Depreciation/Amort	A\$m	-0.1	-0.2	-5.3	-10.9	-11.4	Inferred		-	-		
EBIT	A\$m	-5.6	-6.0	-12.2	5.1	57.6	TOTAL RESOURCES 27,6	78 9%	2,383	3,541	7,455	
Net Interest	A\$m	0.1	0.1	-4.5	-9.5	-8.4	RESERVES					
Pre-Tax Profit	A\$m	-5.5	-5.9	-16.8	-4.3	49.1	Probable		490	3,325	7,415	
Tax Expense	A\$m	0.0	0.0	0.0	0.0	0.0	TOTAL RESERVES		490	3,325	7,415	
Normalised NPAT	A\$m	-7.2	-7.7	-21.8	-5.6	63.9	LOM PLAN		511	3,350	7,471	
Abnormal Items	A\$m	1.7	1.8	5.0	1.3	-14.7	Paralle de la constante de la					
Reported Profit	A\$m	-5.5	-5.9	-16.8	-4.3	49.1	Production Summary	Unit	Jun 20	Jun 21	Jun 22	
Minority	A\$m	0.0	0.0	0.0	0.0	0.0	Mill Throughput	Mt	-	-	0.04	
Profit Attrib	A\$m	-5.5	-5.9	-16.8	-4.3	49.1	Potash equiv	Mt	-	-	0.04	
Balance Sheet	Unit	30 Jun 19	30 Jun 20	30 Jun 21	30 Jun 22	30 Jun 23	Potash equiv (Attrib)	Mt Mt	-	-	0.04	
Balance Sheet Cash	A\$m	30 Jun 19 2.0	30 Jun 20 2.1	30 Jun 21 23.4	30 Jun 22 14.2	60.9	Potash (SOP)	Mt Mt	-		0.04	
Jash Other Current Assets	A\$m A\$m	0.0	0.0	0.0	3.1	12.3	NaCl (Industrial) NaCl (De-icing)	Mt Mt	-	-	0.00	
Total Current Assets	A\$m	2.0	2.1	23.5	17.3	73.2	Conversion of resources not in reserves	WII %	-	-	0.00	
Property, Plant & Equip.	A\$m	-1.2	-1.4	193.2	193.4	186.0	Mine Life	VI	30.0	30.0	30.0	
Exploration	A\$m	3.9	7.9	12.9	14.9	16.9	Costs	Unit	Jun 20	Jun 21	Jun 22	
nvestments/other	A\$m	0.0	0.0	0.0	0.0	0.0	Cost per processed tonne	\$A/t			370.2	3
Tot Non-Curr. Assets	A\$m	2.7	6.5	206.1	208.2	202.9	EBITDA / tonne processed ore	\$A/t	-		427.6	4
Total Assets	A\$m	4.7	8.6	229.6	225.6	276.0	Total cash costs	\$A/t equiv.	-	-	422.9	3
							Total cash costs	\$US/t equiv.	-		299.1	2
Short Term Borrowings	A\$m	-	-	-	-	-	- ex shipping	\$US/t equiv.	-	-	288.7	2
Other	A\$m	0.2	0.3	0.3	0.6	1.9	C1: Operating Cash Cost = (a)	\$A/t equiv.	-	-	370	
Total Curr. Liabilities	A\$m	0.2	0.3	0.3	0.6	1.9	- ex shipping	\$A/t equiv.	-	-	355	
ong Term Borrowings	A\$m	-	-	150.0	150.0	150.0	(a) + Royalty = (b)	\$A/t equiv.	-	-	370	
Other	A\$m	-	-	-	-	-	C2: (a) + depreciation & amortisation = (c		-	-	661	
Fotal Non-Curr. Liabil.	A\$m	-	-	150.0	150.0	150.0	(a) + actual cash for development = (d)	\$A/t equiv.	-	-	717	
Total Liabilities	A\$m	0.2	0.3	150.3	150.6	151.9	C3: (c) + Royalty	\$A/t equiv.	-	-	661	
Net Assets	A\$m	4.4 -2.0	8.3 -2.1	79.3 126.6	75.0 135.8	124.1 89.1	(d) + Royalty	\$A/t equiv.	-	-	717	
Net Debt nd / nd + e	A\$m	-80.3%	-33.8%	61.5%	64.4%	41.8%	C1: Operating Cash Cost = (a) - ex shipping (mine gate)	\$US/t equiv. \$US/t equiv.	-	-	262 251	
Cashflow	Unit			30 Jun 21	30 Jun 22	30 Jun 23	- ex suppling (time gate)	φοοποφαν.			231	
Operating Cashflow	A\$m	-1.9	-4.5	-6.8	13.2	61.1	-					
ncome Tax Paid	A\$m	0.0	0.0	0.0	0.0	0.0	Price Assumptions	Unit	Jun 20	Jun 21	Jun 22	Ju
nterest & Other	A\$m	0.1	0.1	-4.5	-9.5	-8.4	AUDUSD	A\$/US\$	0.67	0.68	0.71	
Operating Activities	A\$m	-1.8	-4.4	-11.4	3.8	52.7	Potash (SOP)	US\$/t	620	620	620	
							NaCl (industrial)	US\$/t	90	90	90	
Property, Plant & Equip.	A\$m	0.0	0.0	-200.0	-11.0	-4.0	NaCl (de-icing)	US\$/t	60	60	60	
Exploration and Devel.	A\$m	-3.9	-4.0	-5.0	-2.0	-2.0	Hedging		Jun 20	Jun 21	Jun 22	
Other	A\$m	1.3	0.0	0.0	0.0	0.0	Hedges maturing?		No	No	No	
nvestment Activities	A\$m	-2.6	-4.0	-205.0	-13.0	-6.0	Sensitivity Analysis			Veluetin		
Corrowings	Λ¢	0.0	0.0	1500	0.0	0.0	Paga Caga			Valuation		
Borrowings Equity or "tbc capital"	A\$m A\$m	0.0 4.2	0.0 8.5	150.0 87.7	0.0	0.0	Base Case Spot Prices			0.19		-
equity or "toc capital" Dividends Paid	A\$m A\$m	0.0	0.0	0.0	0.0	0.0	Spot Prices Spot USD/AUD 0.60, SOP US\$580/t.		U	(14.270)		
Financing Activities	A\$m	4.2	8.5	237.7	0.0	0.0	AUDUSD +/10%		0.16/01	22 (-14.5% / 1	7.0%)	
	****						SOP +/-10%			14 (22.9% / -2		
Net Cashflow	A\$m	-0.2	0.1	21.3	-9.2	46.7	Production +/10%			14 (22.4% / -2		
							Operating Costs +/10%			21 (-11.2% / 1		
Shares	Unit	30 Jun 19	30 Jun 20	30 Jun 21	30 Jun 22	30 Jun 23	Unpaid Capital					
	m	401	486	1,371	1,371	1,371	Year Expires		No. (m)	<u>\$m</u>	Avg price	% ord
	m	353	444	929	1,371	1,371						
Ordinary Shares - End Ordinary Shares - Weighted		284	375	860	1,303	1,303	30-Jun-20		1.5	0.3	0.2	0%
	m		30 Jun 20	20 Jun 24	20 Jun 20	20 Jun 22	30-Jun-21		9.4	1.4	0.2	2%
Ordinary Shares - Weighted Diluted Shares - Weighted		20 110		30 Jun 21	30 Jun 22 0.3	30 Jun 23 3.8	30-Jun-22 TOTAL		66.5 77.3	6.9 8.7	0.1 0.11	179 19 %
Ordinary Shares - Weighted Diluted Shares - Weighted Ratio Analysis	Unit			-1 2	U.S	3.0	IVIAL		11.3	U.1	J.11	19%
Ordinary Shares - Weighted Diluted Shares - Weighted Ratio Analysis Cashflow Per Share	Unit A\$ cps	-0.5	-1.0	-1.2 -5.0		1.6						Est. A\$/s
Ordinary Shares - Weighted Diluted Shares - Weighted Ratio Analysis Cashflow Per Share Cashflow Multiple	Unit A\$ cps x	-0.5 -11.9	-1.0 -6.2	-5.0	22.1	1.6 3.6	Share Price Valuation (NAV)		Riske	ed Est. A\$m		
ordinary Shares - Weighted biluted Shares - Weighted lattio Analysis Lashflow Per Share Lashflow Multiple Lamings Per Share	Unit A\$ cps	-0.5 -11.9 -1.6	-1.0 -6.2 -1.3	-5.0 -1.8	22.1 -0.3	3.6	Share Price Valuation (NAV) 100% Lake Wells (pre-tax NAV at disc. ra	te of 12%)	Riske	275.7		0.2
ordinary Shares - Weighted biluted Shares - Weighted statio Analysis cashflow Per Share cashflow Multiple carnings Per Share frice to Earnings Ratio	Unit A\$ cps x A\$ cps	-0.5 -11.9	-1.0 -6.2	-5.0	22.1		Share Price Valuation (NAV) 100% Lake Wells (pre-tax NAV at disc. ra Other Exploration	te of 12%)	Riske	275.7 30.0		
ordinary Shares - Weighted ilituded Shares - Weighted satio Analysis sashflow Per Share sashflow Multiple amings Per Share rice to Earnings Ratio sixidends Per Share	Unit A\$ cps x A\$ cps x	-0.5 -11.9 -1.6	-1.0 -6.2 -1.3	-5.0 -1.8	22.1 -0.3	3.6	100% Lake Wells (pre-tax NAV at disc. ra	te of 12%)	Riske	275.7		0.0
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ordinary Shares - Weighted viluted Shares - Weighted statio Analysis ashflow Per Share ashflow Multiple armings Per Share rice to Earnings Ratio vilutednd Sher Share viluted Med Sher	Unit A\$ cps x A\$ cps x A\$ cps x AUD	-0.5 -11.9 -1.6 -3.9 -	-1.0 -6.2 -1.3 -4.6 -	-5.0 -1.8 -3.4 -	22.1 -0.3 -19.4 - 0.0%	3.6 1.7 - 0.0%	100% Lake Wells (pre-tax NAV at disc. ra Other Exploration Forwards	te of 12%)	Riske	275.7 30.0 0.0		0.0 0.0 -0.0
Ordinary Shares - Weighted Ditted Shares - Weighted Ratio Analysis Cashflow Per Share Cashflow Multiple Carnings Per Share Price to Earnings Ratio Dividends Per Share Dividends Yield Let Debt / Net Debt + Equity Interest Cover	Unit A\$ cps x A\$ cps x AUD %	-0.5 -11.9 -1.6 -3.9 - 0.0% -80%	-1.0 -6.2 -1.3 -4.6 - 0.0% -34%	-5.0 -1.8 -3.4 - 0.0% 61%	22.1 -0.3 -19.4 -0.0% 64%	3.6 1.7 - 0.0% 42%	100% Lake Wells (pre-tax NAV at disc. ra Other Exploration Forwards Corporate Overheads	te of 12%)	Riske	275.7 30.0 0.0 -11.9		0.00 0.00 -0.0 0.00
Ordinary Shares - Weighted	Unit A\$ cps x A\$ cps x AUD % X	-0.5 -11.9 -1.6 -3.9 - 0.0% -80% 49.1	-1.0 -6.2 -1.3 -4.6 - 0.0% -34% 53.7	-5.0 -1.8 -3.4 - 0.0% 61% na	22.1 -0.3 -19.4 - 0.0% 64% 0.5	3.6 1.7 - 0.0% 42% 6.8	100% Lake Wells (pre-tax NAV at disc. ra Other Exploration Forwards Corporate Overheads Net Cash (Debt) Tax (NPV future liability) Options & Other Equity	te of 12%)	Riske	275.7 30.0 0.0 -11.9 1.6 -33.9 0.0		0.00 -0.00 -0.00 -0.00
ordinary Shares - Weighted viluted Shares - Weighted tatio Analysis cashflow Per Share cashflow Multiple carnings Per Share rice to Earnings Ratio vilutends Per Share vilutends Per Share vilutends Per Share vilutends Vield terest Cover	Unit A\$ cps x A\$ cps x AUD % X	-0.5 -11.9 -1.6 -3.9 - 0.0% -80% 49.1	-1.0 -6.2 -1.3 -4.6 - 0.0% -34% 53.7	-5.0 -1.8 -3.4 - 0.0% 61% na	22.1 -0.3 -19.4 - 0.0% 64% 0.5	3.6 1.7 - 0.0% 42% 6.8	100% Lake Wells (pre-tax NAV at disc. ra Other Exploration Forwards Corporate Overheads Net Cash (Debt) Tax (NPV future liability)	te of 12%)	Riske	275.7 30.0 0.0 -11.9 1.6 -33.9		0.0 0.0 -0.0 0.0 -0.0
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Ordinary Shares - Weighted Ditted Shares - Weighted Ratio Analysis Cashflow Per Share Cashflow Multiple Carnings Per Share Price to Earnings Ratio Dividends Per Share Dividends Yield Let Debt / Net Debt + Equity Interest Cover	Unit A\$ cps x A\$ cps x AUD % X	-0.5 -11.9 -1.6 -3.9 - 0.0% -80% 49.1	-1.0 -6.2 -1.3 -4.6 - 0.0% -34% 53.7	-5.0 -1.8 -3.4 - 0.0% 61% na	22.1 -0.3 -19.4 - 0.0% 64% 0.5	3.6 1.7 - 0.0% 42% 6.8	100% Lake Wells (pre-tax NAV at disc. ra Other Exploration Forwards Corporate Overheads Net Cash (Debt) Tax (NPV future liability) Options & Other Equity	te of 12%)	Riske	275.7 30.0 0.0 -11.9 1.6 -33.9 0.0	Last Update	0.02 0.00 -0.00 -0.00 0.00
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Project located ~500km NE of Kalgoorlie, WA

Potash as a high value bulk commodity which requires access to infrastructure

Brine SOP projects
generally occupy the
lower end of
production cost curve
and have lower capital
hurdles then rock
potash projects

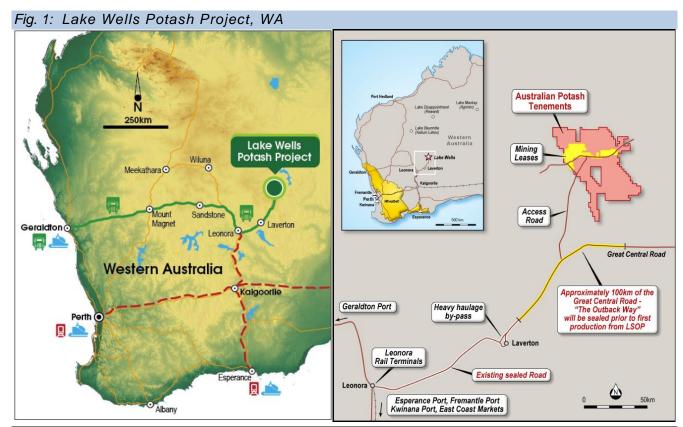
LAKE WELLS SOP PROJECT (LSOP)

TARGETING SOP PRODUCTION

The Lake Wells Sulphate of Potash (SOP) Project is located ~180km north-east of Laverton, ~500km north-east of Kalgoorlie in WA. The project area consists of tenure, which covers ~2,100km² and now includes granted Mining Leases spanning some 30,000Ha over the Lake Wells playa and palaeochannel system.

APC has 100% ownership and all potash rights. Access to the project is via the Great Central (~90km sealed/unsealed road) and Lake Wells (~90km unsealed) roads. The project is located ~280km from a bulk rail terminal at Leonora. The climate for the project area is highly conducive to evaporation and thus a solar salt operation.

Australia currently imports 100% of its potassium fertiliser requirements, and the low chloride and high sulphate content of SOP makes it an ideal and preferred form of potassium (fertiliser) for Australian farmers. SOP attracts a superior price to muriate of potash (MOP), and is underpinned by limited brine supply (only 4 evaporative operations globally) and increasing demand (forecast growth of 4%). Australia currently has no potash production, but appears well endowed with resources across a number of its salt lake systems.



Source: Australian Potash Limited

Maiden reserve of
3.6Mt of SOP grading
7,415mg/L SOP,
provides 95% of the
LOM

APC's maiden SOP resource for its Lake Wells Project was delivered in late June 2016, with an updated resource used for the Scoping Study (March 2017) and the resource further upgraded for the DFS (August 2019).

The total resource estimate using specific yield provides 18.1Mt of SOP grading 7,455mg/L SOP, with the resource in the highest confidence resource category of Measured. The high confidence drainable resource has been converted to a maiden reserve of 3.6Mt of SOP grading 7,415mg/L SOP, providing 95% of the LOM output and the balance coming from further Measured resources.

Highlights from the DFS (Aug'19) on the development of the LSOP includes:

- Long-life (+30 years)
- Production of 150ktpa SOP
- Capital costs of A\$208M (includes a contingency of A\$20M)
- LOM operating costs of US\$262/t (~A\$391/t)
- LOM AISC (est) of ~US\$285/t (~A\$425/t)
- Margins of +US\$270/t at current spot SOP prices

To achieve the targeted 100ktpa SOP production from brine at Lake Wells, the operation must abstract 540L/sec from the palaeochannel through 70 production bores (with an additional 8 bores on standby). Brine is discharged into an on-playa buffer pond from which flow is controlled into the network of on-playa preconcentration ponds to adjust for seasonal changes and evaporation.

Potassium (K) supersaturated brine is transferred from the final pre-concentration pond into the lined, off-playa, harvest ponds. Potassium and sulphate bearing salts, along with other salts (some waste, some potentially saleable) are crystallised in the harvest ponds and collected for processing.

The processing plant has been designed in such a manner to include a muriate of potash (MOP) to SOP conversion circuit, which increases overall SOP production. The MOP to SOP conversion is using the excess naturally occurring sulphate in the brines, and involves no sulphuric acid use (not the Mannheim Process). SOP produced from reserves (and some resource conversion) is increased by 50% through the addition and conversion of MOP to SOP. In the LOM plan, 100ktpa of SOP will be produced from brine and 50ktpa will be produced from MOP conversion.

The DFS was
prepared by
Lycopodium, with
input from APC and its
team of industry
consultants: Novopro,
AQ2, Knight Piesold,
Argus and MBS
Environmental

Financial analysis conducted by Origin Capital Group.

In the LOM plan, 100ktpa of SOP will be produced from brine and 50ktpa will be produced from MOP conversion

150ktpa SOP operation, with more palatable capex and attractive operating costs

Fig. 2: LSOP DFS vs Scoping Study Comparison					
Lake Wells	11.24.	Scoping Study			DFS
Lake Wells	Units	Stage 1	Stage 2	LOM	LOM
Date			23-Mar-17		28-Aug-19
Total Resources	Mt SOP	14.7	14.7	14.7	18.1
M&Ind Resources	Mt SOP	12.7	12.7	12.7	18.1
Reserve	Mt SOP	0	0	0	3.6
Inventory	Mt SOP	0.75	4.5	5.3	4.5
Mine Life	yrs	1-5	6-20	20	30
Capital Costs (capex)	A\$M	175	163	338	208
Scale	ktpa SOP	150	300	263	150
Operating Costs (opex)	US\$/t SOP	283	261	264	262
Operating Costs (opex)	A\$/t SOP	368	339	343	391
Sustaining capex (est)	A\$Mpa	2.2	2.9	2.7	3.3
Sales price assumption	US\$/t SOP	612	612	612	614
Sales price assumption	A\$/t SOP	795	795	795	916
Annual cash flow (pre-tax)	A\$M	61	137	118	100
Payback (pre-tax)	yrs	2.9	1.7	4.6	4.0
Payback (post-tax)	yrs	na	na	na	4.8
				NPV10	NPV8
NPV (pre-tax)	A\$M			500	665
NPV (post-tax)	A\$M			na	441
IRR (pre-tax)	A\$M			33%	25%
IRR (post-tax)	A\$M			na	21%
Capital Intensity	A\$/t SOP			1,126	1,387
Revenue to Cost Ratio				2.3	3.5

Source: Australian Potash Limited

VALUATION AND PRICE TARGET

POTENTIAL FOR FIRST SOP MID-LATE CY22

Our sum of parts valuation for APC is based largely on information supplied in the DFS. We assume SOP production of 150ktpa over a 30 year mine life with a similar capex and opex profile as per the latest study.

Latest APC NAV and Price Target

We assume existing infrastructure of roads and rail can be accessed and SOP prices of US\$620/t. We assume pre-production capex of ~A\$220M, which includes some additional working capital and funding through a 60% debt and 40% equity mix. Current trading levels impact price in-which new equity is raised. It is likely the LSOP will take a higher level of debt (higher gearing ratio) than we assume. We have now adjusted timing for first production to mid-late CY22. Our sustaining capex assumption over the LOM is A\$120M, higher than forecast by APC, just to build some additional conservatism into our model. Our modelling also dilutes for additional equity required in the near-term. We use a discount rate of 12%. Upon commencement of production our discount rate will be further lowered.

Updated 12-month price target of 20cps (down from 30cps)

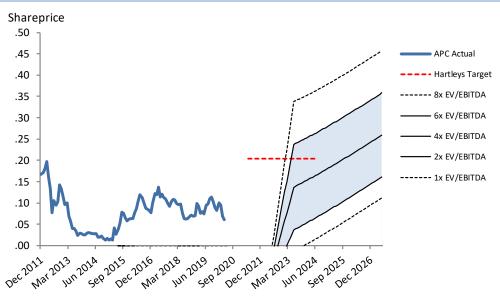
Our price target for APC is weighted for the different scenarios (as shown below).

Fig. 3:	APC Price Target Methodolo	gy		
Price Targe	et Methodology	Weighting	Spot	12 mth out
NPV base cas	se (DR 12%), debt/equity funded 60/40	45%	\$0.19	\$0.21
NPV base cas	se (DR 8%), debt/equity funded 60/40	25%	\$0.27	\$0.30
NPV spot pric	es (DR 12%) debt/equity funded 60/40	15%	\$0.21	\$0.24
Cash backing		15%	\$0.00	\$0.00
Risk weighte	ed composite		\$0.19	
12 Months P	rice Target		\$0.20	
Shareprice - L	Last		\$0.061	
12 mth total i	return (% to 12mth target + dividend)		234%	

Source: Hartleys Estimates

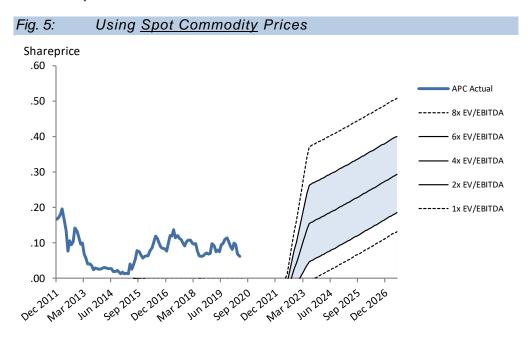
EV/EBITDA BANDS

Fig. 4: Using <u>Hartleys Base Case Commodity</u> Forecasts



Assuming SOP production can be achieved

Source: Hartleys Estimates



Source: Hartleys Estimates

RISKS

Key risks for APC are funding, and commodity prices. Hence we view APC as high risk.

Fig. 6: Key ass	umptions and risks Risk of not realising assumption	Risk to valuation if assumption is	Comment
		incorrect	
Model parameters for our APC valuation and price target	Med	Meaningful	We have made a number of assumptions in our APC valuation, based largely on the DFS. APC has no production history. Any changes to our assumptions have both upside and downside risks.
Favourable commodity prices	Low	Meaningful	APC remains sensitive to changes in commodity (potash) prices, exchange rates and market sentiment. Though with no current operations, direct impact from commodity prices is limited. We assume potash prices will remain stable into the near-term, which is open to speculation.
Funded for ongoing exploration and studies	Med	Moderate	APC's cash position is estimated to be ~A\$1.6M. As an explorer with no current production assets, ongoing funding will be required. APC has a CPA in place which could deliver standby equity of up to A\$5m (subject to shareholder approval). We assume FEED activities will commence, offtakes can be secured and ultimately the project can be financed. The CPA
Little or no impact from Covid-19	Low-Med	Moderate-High	At this stage we anticipate little or no impact from the current Covid-19 pandemic. There is potential however, the project funding takes longer than anticipated and access to site might be restricted in the near-term.
Conclusion	We have r	made significant assumpti	ions but believe these are achievable.

Source: Hartleys Research

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Hartleys Recommendation Categories

Buy Share price appreciation anticipated.

Accumulate Share price appreciation anticipated but the risk/reward is

not as attractive as a "Buy". Alternatively, for the share price to rise it may be contingent on the outcome of an uncertain or distant event. Analyst will often indicate a

price level at which it may become a "Buy".

Neutral Take no action. Upside & downside risk/reward is evenly

balanced.

Reduce / It is anticipated to be unlikely that there will be gains over

Take profits the investment time horizon but there is a possibility of

some price weakness over that period.

Sell Significant price depreciation anticipated.

No Rating No recommendation.

Speculative Share price could be volatile. While it is anticipated that, Buy on a risk/reward basis, an investment is attractive, there

is at least one identifiable risk that has a meaningful possibility of occurring, which, if it did occur, could lead to significant share price reduction. Consequently, the

investment is considered high risk.

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