# PALLINGHURST

# **Pallinghurst Resources (Guernsey) Limited**

"Successful migration to the JSE"

**August 2008** 

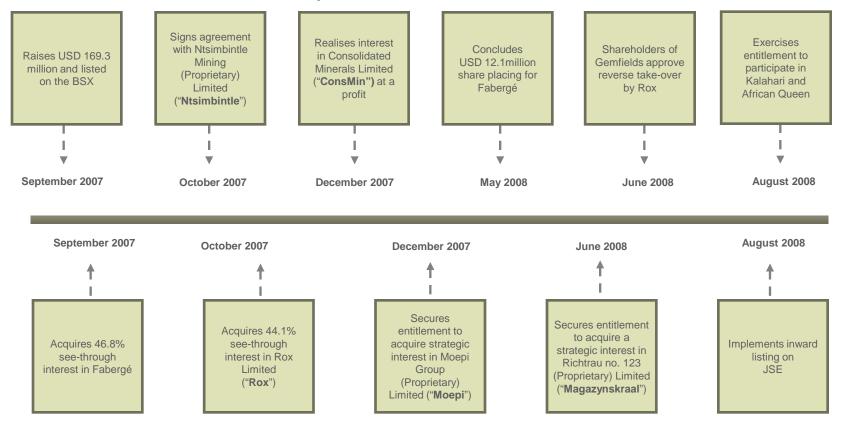


# Executive summary

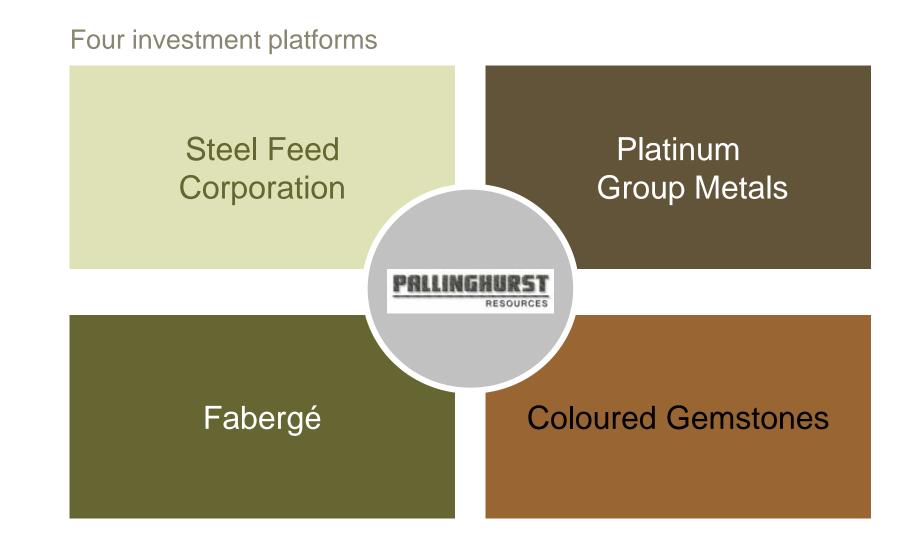
Since incorporation,	Pallinghurst Resources (Guernsey) Limited ("Pallinghurst" or "the Company")			
the Company has successfully concluded a number of investments current investments include Fabergé and Gemfields	Bermuda Stock Exchange listing ("BSX")	<ul> <li>Implemented on 26 September 2007, with the Company successfully raising USD 169.3 million</li> <li>Partners of the Investment Manager subscribed for USD 11 million and have undertaken not to cede, pledge, dispose of or otherwise encumber their shares during the investment term of the Company</li> </ul>		
	JSE Limited ("JSE") listing	<ul> <li>Inward listing on the JSE implemented on 20 August 2008</li> <li>JSE has become the Company's primary listing, with the BSX II</li> <li>Strategic benefits for the Company include: <ul> <li>Facilitating the investment by the Company within the SI</li> <li>Enhancing the liquidity and tradability of the Company's</li> <li>Facilitating the incremental and direct investment by Sou</li> <li>Appealing to a broader set of prospective investors thus Company's growth and/or acquisition of investments</li> <li>Increasing the Company's public presence and profile</li> </ul> </li> </ul>	outh African Common M shares uth African institutional a	onetary Area nd retail investors respectively
and the Company has recently exercised its entitlement to investments in PGMs and manganese	Investments	<ul> <li>Since incorporation, the Company has concluded a number of Description     </li> <li>Fabergé Limited ("Fabergé")         Gemfields Resources plc ("Gemfields")         Project Kalahari ("Kalahari")         Project African Queen ("African Queen")     </li> </ul>	attractive investments, in Percentage held 47.5% 28.0% 10.0% 9.3%	Description Luxury brand Coloured gemstones Manganese Platinum Group Metals (" <b>PGM</b> ")
	Valuation         Further to the Company exercising its entitlements in Kalahari and African Queen, it intends to release an updated directors valuation of the Company and its investments dated 31 August 2008		ends to release an updated	



### Track record since incorporation









# **Steel Feed Corporation**



# The vision

Strategy is to create an integrated global platform to guarantee raw material supply to the steel industry	<ul> <li>Steel industry has evolved from a highly fragmented industry, into one controlled by the "majors" the of consolidation</li> <li>Background</li> <li>An emerging trend is the backward integration by companies including, ArcelorMittal, Tata Steel Li and Steel Company Limited ("Posco") and Chinalco (Chinese State) in an endeavour to secure rate of the steel</li> <li>Future competition for raw material input to the steel industry is expected to increase, particularly in manganese and other carbon steels</li> </ul>	
	Vision	<ul> <li>Create an integrated global platform to guarantee raw material supply to the steel industry</li> <li>Produce returns well above industry average – justifying a premium rating</li> </ul>
an initiative endorsed by Posco, one of the world's largest steel companies	Model	<ul> <li>Participate actively in the consolidation and rationalisation of the ferroalloys industry, with initiatives including:</li> <li>Manganese, iron ore and nickel consolidation</li> <li>Participation in other ferroalloy supply inputs</li> </ul>
	Realised, existing and prospective investments	<ul> <li>ConsMin: Identified when valued at A\$440 million, agreed A\$590 million deal with ConsMin board, Palmary Enterprises Limited bid A\$1.3 billion, leading to the Company's exit and achieving a profit of A\$6.2 million (IRR of 150%)</li> <li>Kalahari</li> <li>Australian iron ore initiative</li> <li>Live initiatives to secure meaningful platform within coking coal (Africa and Australasia)</li> </ul>



# Kalahari

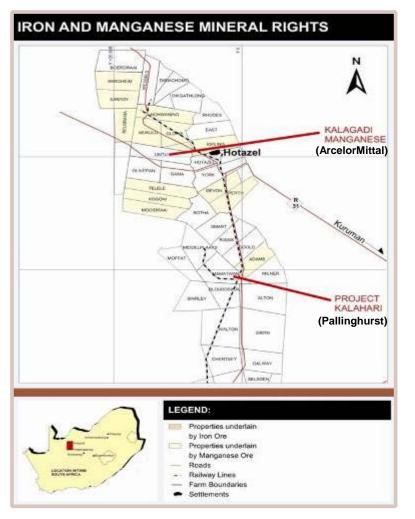
The Manganese Consortium has concluded a JV agreement with Ntsimbintle	Background	<ul> <li>The Kalahari Basin of South Africa's Northern Cape province ("Kalahari Basin") contains ±80% of the world's known manganese reserves</li> <li>Black Economic Empowerment ("BEE") legislation in South Africa has fragmented ownership and created consolidation opportunities in the Kalahari Basin, evidenced by:         <ul> <li>ArcelorMittal's acquisition of a 50% interest in Kalagadi Manganese (Proprietary) Limited in November 2007</li> <li>Pallinghurst together with certain strategic equity partners (collectively, "Manganese Consortium"), concluded a joint venture ("JV") agreement with Ntsimbintle, a BEE company with manganese exploration properties in the Kalahari Basin ("Properties")</li> </ul> </li> </ul>
Consortium will acquire a 49.9%  Rationale There are no satisfactory substitutes for manganese in the		<ul> <li>±90% of manganese consumed annually, on a global basis, is used in the production of steel as an alloying element)</li> <li>There are no satisfactory substitutes for manganese in the steel making process</li> <li>Global demand for manganese has increased and is likely to continue into the foreseeable future (supported by the</li> </ul>
	Vision	<ul> <li>The JV seeks to create a world-class manganese producer within the next 3 year period</li> <li>Potential operational synergies to be unlocked with other manganese assets in the Kalahari Basin</li> </ul>
		<ul> <li>Manganese Consortium will acquire a 49.9% interest in the Properties through the payment of milestone payments to Ntsimbintle and through procuring the funding of a bankable feasibility study ("BFS") in respect of the Properties</li> <li>Manganese Consortium has secured operational control of the JV</li> </ul>
	Company interest	<ul> <li>Company has acquired an effective 10% interest in the Properties</li> </ul>



# Kalahari - Investment proposition

Potential to unlock value as the Properties are taken up the value curve to production

Status	<ul> <li>New Order Prospecting Rights awarded in respect of the Properties</li> <li>Scoping study completed: <ul> <li>Inferred resource of 66 Mt at 34% Mn (SAMREC compliant)</li> <li>Decision taken to proceed to BFS</li> </ul> </li> <li>Phase 2 of the surface exploration drilling programme continues to increase tonnage and grade estimate and confidence of Mineral Resource Estimate (update expected in September 2008)</li> <li>Open-cast mining method will be used to extract ore body</li> </ul>	
Correct geological address	<ul> <li>Kalahari South contiguous to Samancor's world-class Mamatwan Mine and ±15km south of Kalagadi</li> <li>Kalahari North adjacent to Samancor's Wessels underground mine (initial drilling indicates similar characteristics to Wessels)</li> </ul>	
Ntstimbintle overview         Broad-based         BEE         consortium         comprise           Led by Saki Macozoma and Moss Nogoshe         Owns 9% of Samancor Manganese         Owns 9% of Samancor Manganese		





# Kalahari - Comparison of Kalahari to Kalagadi

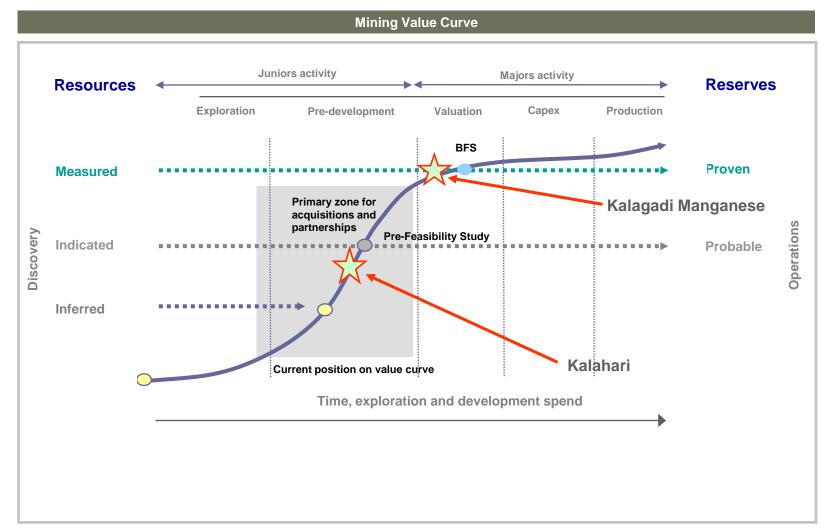
	Kalahari	Kalagadi Manganese	
BEE status	Ntsimbintle 50.1%	Kalahari Resources 40%	
Project stage Inferred Resource		Inferred and Indicated Resource	
Grade	34% Mn (Will increase after Mining Optimisation Study)	38.6% Mn	
Mineral resource estimate	66 Mt (SAMREC compliant tonnage, will increase as drilling programme continues)	99 Mt (SAMREC compliant)	
Life of mine	Minimum 44 years	33 years	
ROM tonnage	2 - 3 million tonnes per annum	3 million tonnes per annum	
Production commences	2010 or 2011	Approximately November 2009	
Mine method	Open cast	Underground	
Off-take agreement Not yet		Yes - ArcelorMittal	

"At the initial production levels, Kalagadi will be the world's fourth-largest manganese producer along with South African based Assmang..."

Kalagadi's Technical Director, David Wellbeloved

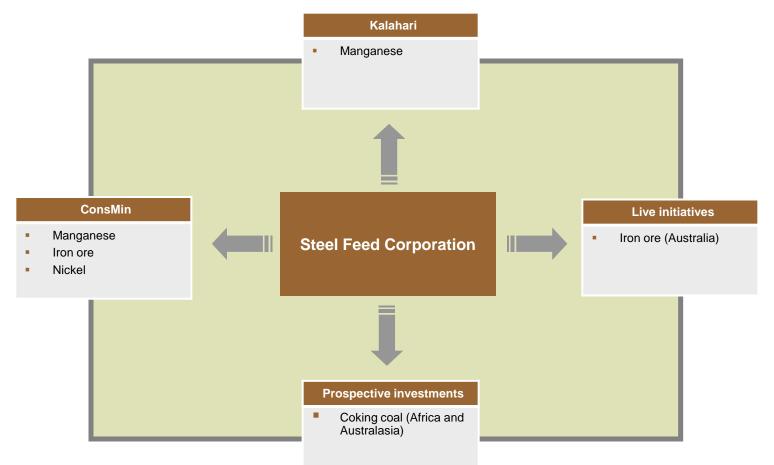


# Kalahari - Kalahari & Kalagadi relative positions on the value curve





# **Steel Feed Corporation**









# Strategy and current developments

Fabergé brand has been reunited with the Fabergé family

...Mark Dunhill, previous President of Alfred Dunhill, has been appointed CEO...

...Strategic equity investors acquired an interest in the company which provided a significant value uplift for investors

nd	Strategy for Faberge			
h the hily Background		<ul> <li>Identified "unloved asset" in Unilever portfolio in 2005</li> <li>Following a protracted process, members of the investment manager and certain strategic equity partners acquired the Fabergé brand in January 2007</li> <li>The investment manager believes that there is significant scope for redeveloping the Fabergé brand with two primary objectives: <ul> <li>Restore the Fabergé brand as one of the world's leading luxury brands</li> <li>To create a world leading company in the coloured gemstone industry (linked to the Rox initiative)</li> </ul> </li> </ul>		
ill, Vision	Vision	<ul> <li>To restore the Fabergé brand to its historic roots</li> <li>Reunification of the Fabergé brand with the Fabergé family</li> <li>Restructure the existing portfolio of licensees</li> <li>Embark on a suitable high profile campaign</li> <li>Create significant value through building one of the world's most exclusive luxury branded goods companies</li> </ul>		
	Model	<ul> <li>A clear focus on objets d'art and high jewellery. Appropriate arrangements with established players</li> <li>Expansion of the Fabergé portfolio of products.</li> </ul>		
ators ne nich value	Current developments	<ul> <li>In September 2007, Pallinghurst acquired a 46.8% see-through interest in Fabergé, for a net acquisition cost of USD 26 million</li> <li>In October 2007, Fabergé Limited announced the historic reunification of the Fabergé brand with the Fabergé family after over 50 years of separation</li> <li>In November 2007, Mark Dunhill joined Fabergé as CEO, leaving his position as President of the eponymous luxury company Alfred Dunhill after 13 years with the company</li> <li>Mr Dunhill has assembled a formidable team from companies, including, Cartier, Condé Nast, De Beers LV, UBS, Clifford Chance and Ernst &amp; Young</li> </ul>		



# **Coloured Gemstones**



# Strategy

Traditionally
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Background	<ul> <li>Traditionally regarded as "second class" stones, coloured gemstones have undergone a dramatic revival in recent years</li> <li>No players of consequence in this industry – the coloured gemstone market has been largely overlooked, is highly fragmented and is characterised by artisanal mining</li> <li>Coloured gemstone profit margins are often higher than those in diamond mining given competitive and mining depth considerations</li> <li>Significant scope exists for the consolidation of mining assets and vertical integration of the supply chain</li> </ul>		
Vision	<ul> <li>Creation of the world's leading integrated coloured gemstone producer</li> <li>Consolidation and vertical integration of the coloured gemstone industry on an international scale</li> <li>Coordinated marketing, promotion and supply of coloured gemstones</li> </ul>		
Model	<ul> <li>Covering the entire spectrum of coloured gemstones (including emeralds, sapphires, rubies, topaz, tourmalines and amethyst)</li> <li>Consolidating a highly fragmented market (increased revenue potential by controlling supply)</li> <li>Bringing about economies of scale in mining operations (cost reduction)</li> </ul>		
Marketing highlights	<ul> <li>Guaranteed ethical sourcing through independent certification</li> <li>Vertical integration to the point of wholesaling branded stones</li> <li>Securing a portion of retail value through strong branding</li> <li>Unquestionable provenance via ownership of mines and supply chain</li> <li>Stones individually branded and numbered</li> <li>Focus on the painting (stone) not the frame (setting)</li> </ul>		
Fabergé gemstones	<ul><li>Selling to leading jewellers</li><li>Fabergé branding</li></ul>		

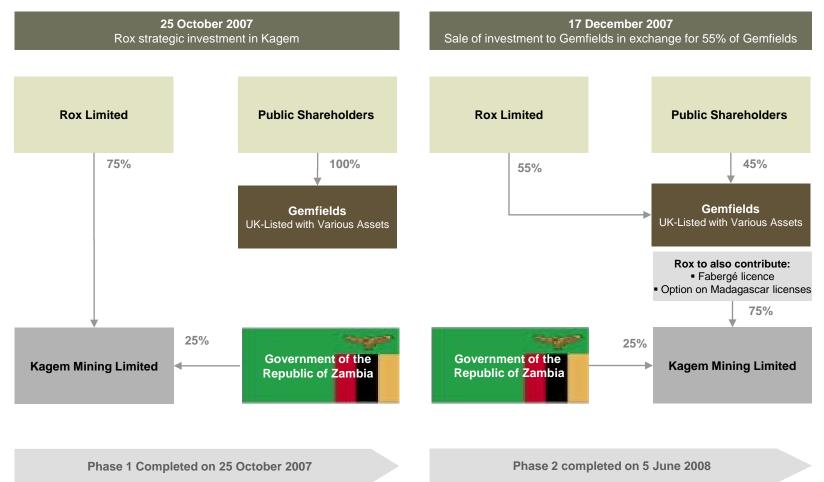


# Investment proposition – value drivers

Turnaround of the Kagem Emerald Mine	<ul> <li>SRK competent persons report supports 120 kt per month of Talc Mica Schist (ore bearing host rock that is mine ("TMS") by July 2009 (versus an historic 3 year average of circa 20 kt per month)</li> <li>July 2008 produced 114 kt of TMS (a near six-fold increase)</li> </ul>		
<b>Drilling and</b> Exploration program Grow and refine existing JORC inferred resources (presently 10 years at 120 kt per month)			
Processing, Cutting and Polishing       Jaipur cutting and polishing facility opened on 12 August 2008			
Theft         More than 80% of revenues from less than 10% of gemstones sold           • Optical sorting			
Sales formats	Increased direct sales, enhanced auction formats for rough sales		
Marketing and Branding	<ul> <li>In contrast to diamonds, coloured gems are yet to benefit from coordinated marketing</li> <li>Fabergé branding</li> </ul>		
Structured Supply chain	<ul> <li>Direct access to jewellers enhances credibility and therefore prices</li> </ul>		
Consistent Supplies to Customers Erratic supply is a key inhibiting factor in coloured gems and constrains prices			
Ethical Sourcing and Assured Provenance Premium prices via the supply of natural, conflict-free, guaranteed provenance, gems employing suitable fail trade, environmental, social and safety standards			
<ul> <li>Critical mass, Market Share and Economies of Scale</li> <li>Matching pairs and suites obtain premium prices</li> <li>"Price Maker" versus "Price Taker"</li> </ul>			



# Two-tier strategic investment in Kagem

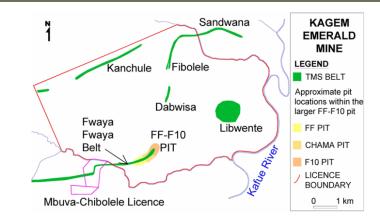




# Kagem Emerald Mine

#### Asset history and geology

- Covers an area of approximately 43 sq km of which only 1.78 sq km has been utilised
- Zambia's largest emerald mine by production and revenue
- Consistent producer of some of the finest Zambian emeralds since 1984
- Four areas of mineralisation within the licence
- Main production pit is FF-F10
- Reaction Zone (RZ) pockets are created where the TMS has been intersected by pegmatite dykes
- Emerald formation occurs in RZ's



Source: SRK







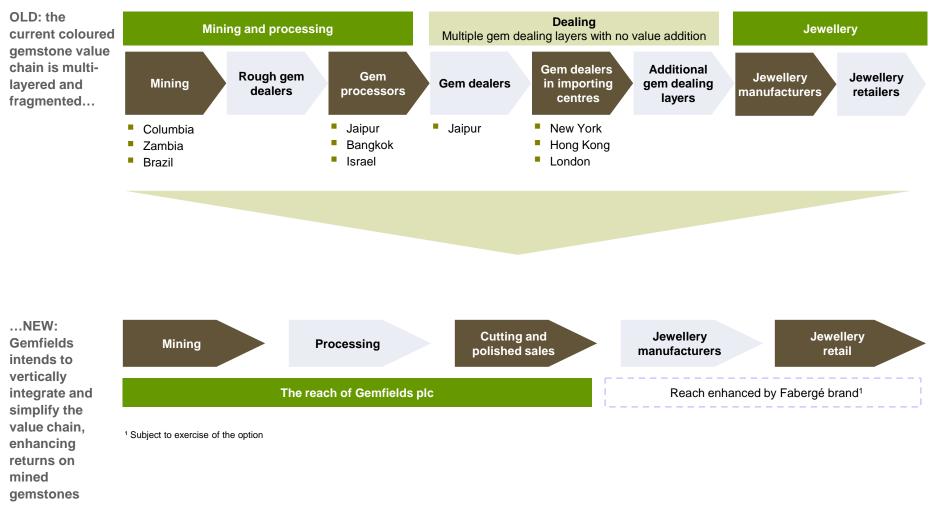
# Delivery of improvements at Kagem

**Highest volume** of TMS since Investment in Kagem exceeding USD 11 million to date for the expansion and restructuring of operations January 2005 Purchase of capital equipment worth USD 3.2 million to date, for delivery before September 2008 mined in July - Introduction of mining contractor to advance the waste stripping 2008... Operational TMS production has increased to the highest level per month since January 2005 Improvements Average monthly rock handling has increased 313%% since Gemfields management introduced (from 182,000 tonnes and Investment per month to 570,000 tonnes per month) Expansion of washing plant capacity from 23 tph to 45 tph ...Full debt restructuring Full re-evaluation by independent consultants of Kagem emerald storage and store tracking methodology with debt reduction. Restructuring Kagem's debt which exceeded USD 13 million prior to Pallinghurst's investment simplification Pallinghurst has achieved a reduction in debt and simplification of number of loans Financial and lower Improvements New debt is at a lower weighted-average interest rate (was over 16%) interest rates Reorganisation of accounts department with new team and improved processes and software Development of Indian cutting and polishing facilities - opened 12 August 2008 Marketing Investment Investment and development of Fabergé team in London for brand development and licensing agreements 





# Proposed operating scope





# Coloured Gemstones - not the "poor relation"



Source: Rappaport Magazine; Note: Gemstones shown are not the actual stones sold

#### Emerald production is dominated by Columbia and Zambia

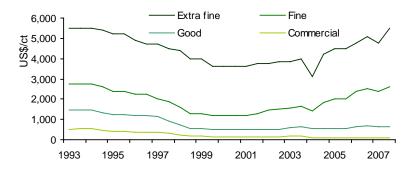
Mct produced	Columbia	Zambia	World
2002	8.0	9.3	21.0
2003	N/A	10.0	26.0
2004	12.5	10.5	28.0
2005	N/A	12.5	29.5

Source: US Geologic Survey, Gemworld International Note: converted 1kg:5kct

- Columbia, Zambia and Brazil are the principal producers
- Zambian emeralds tend to be higher clarity than those from Columbia and Brazil, and have a rich bluish green colour
- Zambian emeralds require less treatment and this has proved increasingly important to treatment-weary customers



#### Emerald prices have risen significantly in the last 3 years



Source: Gernworld International; 1 carat emerald, moderately enhanced, multiple origins

# The Jaipur Cutting and Polishing Facility





# **Platinum Group Metals**



# Strategy

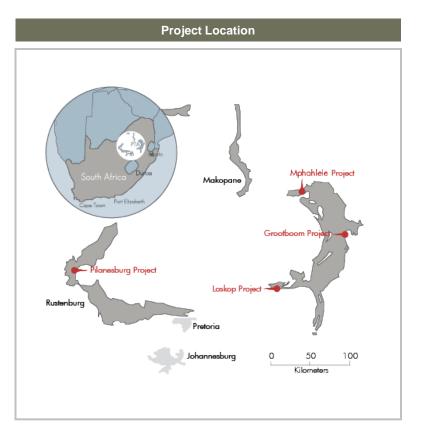
Background	Investment manager believes strong demand combined with challenges in supply make the PGM industry a promising area for investment
	PGMs are used across a wide range of industries and it is estimated that 20% of all consumer products either contain PGMs or require PGMs in their production
	South Africa has consistently produced between 70-80% of the world's primary PGMs
	<ul> <li>Senior executives of the investment manager have significant in-house experience in PGMs through companies including Rustenburg Platinum Mines Limited, Impala Platinum Holdings Limited and Incwala Resources (Proprietary) Limited</li> </ul>
Vision	Create a strategic platform to enter the platinum group metals ("PGM") industry with the purpose of exploiting PGM opportunities in accordance with the Company's investment policy and objectives
	In May 2008, Pallinghurst, together with certain strategic equity investors ("PGM Consortium"), formed a joint venture with the Bakgatla-Ba-Kgafela Tribe ("Bakgatla") to be held initially as to 49.9% by the Company and 50.1% by the Bakgatla ("PGM SPV")
PGM SPV	<ul> <li>PGM SPV will endeavour to exploit each of the Moepi and Magazynskraal transactions on a stand-alone basis and may consider acquisitions and/or development opportunities where such opportunities have an attractive investment proposition and favourable return prospects</li> </ul>
	<ul> <li>Manganese Consortium has secured management control over the JV</li> </ul>
Company interest	Pallinghurst has acquired a see-through interest in PGM SPV of 9.3%
Founding	Acquisition by the PGM SPV of 100% of the issued share capital of Moepi
investments	Acquisition by PGM Consortium of a 40% interest in Magazynskraal



### Moepi transaction (Boynton)

#### Моері

- On 24 December 2007, PGM SPV concluded an agreement to acquire 100% of the issued share capital of Moepi
- Moepi holds an indirect effective interest of ±25% in Boynton Investments (Proprietary) Limited ("Boynton")
- Boynton is a private company whose primary assets are situated in the Western limb of the Bushveld Igneous Complex ("BIC") north of the Pilanesberg, South Africa
- Boynton is controlled, through a 73% interest, by Platmin Limited ("Platmin"), a USD 500 million company incorporated in Canada and listed on the Toronto Stock Exchange and Alternative Investment Market of the London Stock Exchange
- Platmin focuses on the exploration and development of PGM interests in South Africa
- The acquisition was declared unconditional on 4 June 2008
- Pursuant to the inward listing on the JSE, the Company has acquired a 9.3% interest in PGM SPV as the platform for a broader PGM strategy

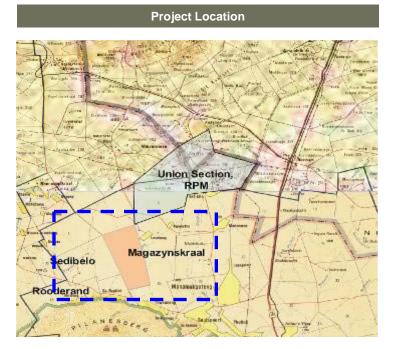




### Magazynskraal

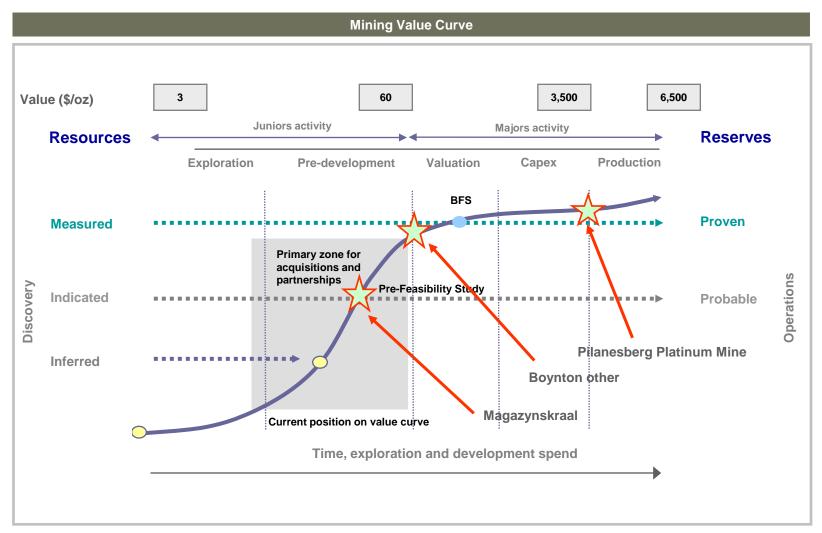
#### Magazynskraal

- Located on the Western Limb of the BIC, south of Union Section (world class producing PGM mine)
- PGM SPV to acquire a 40% interest in Richtrau Magazynskraal
- Transaction agreements governing Magazynskraal were concluded and signed on 31 May 2008 with regulatory approval, standard to a transactions of this nature, awaiting fulfilment (±4 months)
- The remaining 60% interest is held by Bakgatla (40%) and Rustenburg Platinum Mines Limited (20%)
- Pursuant to the inward listing on the JSE, the Company has acquired a 7.4% interest in Magazynskraal





### African Queen: value curve





### Disclaimer

Investors are advised to consult their lawyer, broker, tax manager, or other professional adviser, who specialises in advising on the acquisition of shares and other securities before entering into the transactions described in this document. Investment in shares involves above average risk. Investment is only suitable for sophisticated investors who are in a position to understand the nature of the risks involved in investing in equities, take risks and satisfy themselves that such investment in equities is suitable for them.

Sophisticated investors means sophisticated or professional investors who can afford to take a higher degree of risk, which may include the risk of the loss of their entire investment, and who have extensive knowledge and experience in financial and business matters and are capable of evaluating the merits and risks associated with an equity investment in Pallinghurst Resources (Guernsey) Limited.

Prospective investors are advised to obtain independent legal, tax, accounting, investment and other relevant advice when contemplating any transaction described in this document.

