

PRESENTATION ADELAIDE RUITERS MINING LONDON GEOLOGICAL SOCIETY

23 MAY 2019: Adelaide Ruiters CEO and Founder

Chair, ladies and gentlemen, my name is Adelaide Ruiters, and I am both excited and privileged for the Opportunity to be sharing with you a journey, a journey noteworthy in my view not only for where it started from, but equally for the progress and end destination.

First, allow me to contextualise why my standing here today is so appropriate, the timing is perfect for this occasion: South Africa held successful and credible elections two weeks ago, and I am echoing what our President Cyril Ramaphosa has said: namely, SA is open for business. Your Prime Minister, The Honourable Theresa May also tweeted and commented on our elections, stating that she is looking forward to continue working with Our Honourable President Ramaphosa following her visit to SA in August 2018. I am therefore happy to be here, to present myself and my mining project and relate to you my experience as the Founder and CEO of a “Diverse woman led SA Junior Miner”, Adelaide Ruiters Mining and Exploration Pty Ltd, also known as ARME, which we are hoping to list on AIM in future and possibly on the JSE. This listing opportunity of a SA Mining Asset onto the London Stock Exchange certainly will enhance both my President and your country’s aspirations, ito our two countries working together in terms of real fixed investment, because Pres Ramaphosa and his administration in waiting are certainly serious about partnership with private sector to drive growth.

1. WHO AM I?

- I am a proud “Diverse” Woman SA Junior Miner. I am a proud coloured/mix raced female who falls under the SA Black Economic Empowerment (BEE) category, I am sure most of you are familiar with;
- I am Coloured from Cape Town, also with Ancestral Roots in United Kingdom.
- Founder of a Phosphate Mining and Exploration Co, I can proudly say, the only Black Woman Owned Phosphate Mining Company in the world
- I Founded my Company on my Identity Number in my personal capacity as a true entrepreneur!, made history in SA achieving my prospecting rights this way, before establishing my company ARME in 2013.

- I am therefore the CEO and Founder of Adelaide Ruiters Mining and Exploration Pty Ltd, also known as ARME, based in Johannesburg;
- My background studies qualifications; Classical Pianist Teacher BMus degree UCT, Diploma Marketing and PR, Project Management and Certificate Geology and Minerals Wits University
- You will ask the question, how I ended up owning and establishing a Diverse Junior Mining Co? It is because my country SA probably has the best laws and policies in place to promote diversity in mining.
- I am the product of such laws and policies, and have proudly leveraged the access and opportunities associated with these policies to not only access prime mineral rights. But equally important, to proceed responsibly and with knowledgeable partners and service providers – partners such as Anglo American (UK SA) and the IDC and service providers such as Maelgwyn Minerals(Metallurgist) Cardiff UK Head Office for instance – in order to develop my mining right toward becoming a fully fledged capital forming asset;
- An asset that will yield dividends to partners, investors and SA – to be clear I am a business women and we are developing this asset so as to be successful business first and foremost, including having successfully avoided the risks associated with environmental and technology applications in the spatial location of the mineral asset - more on these aspects in due course.
- **What my company does:**
 - We own various phosphate rights in Western Cape Saldanha Bay area,
 - We are in an area immediately proximate to both a deep water port and an industrial development zone with existing infrastructure already fully in place,
 - We are currently developing Zandheuvel Phosphate Mine (in process of completing a BFS), to mine mineral phosphates and other associated minerals, Limestone, Titanium oxide, Ilmenite Garnet and beneficiate the

Phosphates into a Direct Application Slow Release Organic Fertilizer,

- We Produced a Competent Persons Report,
 - We are aiming to produce an Environmentally Friendly Proudly South African Fertilizer, critically with Low Cadmium and Heavy Metals enhancing export options, easy to mine as a Truck and Shovel Operation,
 - We have the best expertise as advisors and shareholders ie Foskor ex head of Metallurgy Dr Gert vd Linde and Foskor ex Head of Mining and Geology Mr Jan vd Merwe as advisors and minority shareholders
 - There is already strong international offtake interest with offers of interest.
- **I have to distinguish between ARME Zandheuvél and another SA Competitor Phosphate Producer that also recently listed on AIM (here I am sharing what is already in the public domain)**
 - Not same company, not same project, not same consultants, our competitors is approximately 30 km away and further inland from my project
 - As mentioned, our location is already an Industrial Area, opposite Saldanha IDZ, not bordering West Coast National Park
 - Not situated on Water Table or Aquifer
 - Using different Direct Froth Flotation Technology successfully used by FOSKOR and previous old SAMANCOR phosphate mine, who were the original lapsed rights holders
 - As I stated – the intention is to also list on Aim in future and possibly dual list on the JSE, we are currently completing BFS, watch the space
 - Shareholders, Anglo American and Minorities and myself as the Major Shareholder

- Fitting to Thank Anglo for investing in my company that enabled me to complete my exploration and Competent Persons Report

2. What are the enabling Key Drivers to drive Diversity in the Mining Industry in SA?

- I feel it is appropriate to provide a deeper context on how the policy environment in SA Enables diversity in mining,
- **SA has a Unique set of Policies:** South Africa adopted post 1994, at the end of the Apartheid Era, a set of Policies called Black Economic Empowerment Policies and Gender Policies to help drive and promote Diversity in South Africa and to help transform an economy that was predominantly white owned to a more inclusive economy. The Aim of this BEE Policy, was to restore the imbalances of the past to transform the South African Economy. Basically , what this meant was during the Apartheid years, it would have been impossible for me, to own a Mining Company, to be the Founder of such a Company, to Set up ARME from scratch and to complete my Exploration and to be able to be here today.
- **The Old Department of Minerals** would never have granted Prospecting Rights and Mining Rights to me as a Black Coloured Person during the Apartheid Years. However, I would like to say, that I would prefer my success to be attributed not to my BEE status alone (you can have BEE status and access opportunities, however, if you are not prepared to work hard, and to invest your personal resources (whatever you have) in your own project to help it grow and not just rely on other people without doing much to help your project grow, your BEE status will mean nothing to you at the end of the day). As a BEE person you must remember that it is not just this BEE status alone that will bring you your prosperity, it is not a “get quick rich scheme”, but that success in this case as in all things in life is earned through hard work, Honesty and dedication. I want to be known and remembered as such a woman who wants to help make a difference to my immediate society and to play a meaningful role to help our SA Economy grow and create jobs.

- Finally, I must make mention that as with many start-ups, I took and take personal financial risk in this project, having literally mortgaged my house to initiate the project early phases – always a sign of a real business commitment when there is ‘skin in the game’.
- **The SA Department of Minerals:** Flowing from the BEE Policies and Legislation, The Department of Mineral Resources developed a Mining Act and Mining Charter prescribing that all new prospecting rights and mining rights must at least have 26% black ownership, and the new charter says 30% that includes ownership of communities and employees. The New Charter is still being challenged by the Mining Industry in SA. Currently, all mining rights must have at least 30% Black Ownership (Entrepreneurs, Employees and Communities) The DMR also creates an enabling environment giving assistance to explain to prospecting and mining right applicants what processes to follow in order to be compliant. I thank both the Western Cape Department of Minerals Regional Office for creating such enabling environment that enabled me to come this far, as well as the National Dept. of Minerals.
- **BEE Partners:** What is happening at moment, is that many Mining Companies take BEE partners on board while the company is still majority owned by the Investor.
- This opened up many investment opportunities for BEE persons to invest in mining Companies
- What makes me different and I believe even more Diverse, is that in my case, I am not just a BEE partner who has invested into a pre-existing Mining Company that was established by somebody else, in order to full fill the minimum BEE requirements as per the SA Mining Charter, I was originally a 100% Black Woman Owned Mining Company, that generated the project from scratch with minimal resources and diluted and sold shares in order to raise the necessary Capital to Develop the project to where it is today
- **Private Sector Mining Companies** also supports our Government to develop Diversity in Mining: Anglo American Sefa Mining Fund: Funded my Exploration, once again, Thank U Anglo American!

- **Development Finance Institutions:** The Industrial Development Corporation, also known in SA as the IDC, also provides funding to Compliant qualifying Mining Projects, Especially funding to achieve the required BEE status of Mining Projects/Companies in SA. The IDC is currently completing a Due Diligence to acquire Equity in my Company. However, since 2012, the IDC, through Mr Kevin Hodges (Some of you might know him), has guided me and given invaluable advice in terms of how to go about developing my project until my project has qualified to be considered for Funding by the IDC.
- Finally, I think it's amply clear that South Africa undoubtedly creates the Most Conducive Enabling Environment in the World, to promote Diversity and support investment into mining ventures led by qualifying individuals who are truly business focused. But, it's up to us, as I believe I have demonstrated I am doing, to realise that opportunity.

CHALLENGES ASSOCIATED WITH DIVERSITY IN MINING

While not unknown, it bears repeating what some of the challenges are facing diversity in mining in the SA, and indeed global context:

- Being a Black Woman in Mining, that was historically in SA predominantly white owned.
- Lack of funding
- In SA, you must have heard of the corruption, yes, I also have to sleep with my eyes open and be very vigilant to ensure that this project is free of any taint of corruption or to be "high jacked", which is a non-negotiable. Fortunately, under Pres. Ramaphosa this risk is now being addressed at the national level and patronage networks are slowly but steadily being dismantled. I think this is not only applicable to SA, this can happen and is a threat all over the world.

How do you overcome these challenges?

- Have to be passionate , driven, believe in what you are doing, I am driven by job creation, helping our countries food security needs by producing an organic direct application fertilizer, transforming mining in my country
- Surround yourself with Knowledgeable persons who have experience and a track record in your field of mining. Appreciate their knowledge and be

open to learn from them. In my case, I have experts (Jan vd Merwe and Dr Gert vd Linde) who were associated with Foskor and I can publicly say that without their knowledge and guidance, I probably would not have been so successful. Their contribution to developing ARME is priceless.

- Work towards Skills Transfer of such Experienced Persons to yourself and especially Black Woman (Youth) employed in your company: Strong Skills Transfer Programme
- Never give up, knock on doors, Apply to the Institutions that Provide Funding for BEE owned Mining Projects, Consult with DMR, make sure Compliant, Push, Push and Push forward, don't give up and do not take no for an answer
- Be Cautious and Vigilant “ high jacking of Project” , try to work/develop the project “under the radar” for as long as possible
- Focus on reaching milestones successfully in developing project,

THERE ARE OPPORTUNITIES ASSOCIATED WITH DIVERSITY IN MINING IN SA

Yes, it is true, that International Investors see the SA BEE policies and regulations as a deterrent for Mining investment in SA. However, BEE can actually bring about opportunities to the Investor, since BEE persons do have the primary access to some Good Mining Opportunities, Investors can look at investments in SA from this Angle. My Company is a good example of this. Majority of the time, the BEE person has access to Prospecting Rights, and do not have the necessary funds to develop the exploration phase of the project and to take it up to Bankability for the Mining Right Process. It is then, that the International Investor can negotiate with the BEE Project Owner, to invest in the project, and dilute the BEE owner in order to provide the funding to successfully develop the project. As our President Says, SA is now open to investment, and I am saying the same, that there are opportunities for Foreign Investors to invest in Credible SA owned BEE Mining Companies, companies that are already BEE compliant, of course depending whether it is a viable proposition or not. I shall therefore keep you updated about the investment opportunity presented by my company ARME to you through our future planned listing on the AIM London Stock Exchange and or the JSE.

I thank you!

Adelaide Ruiters

CEO: Adelaide Ruiters Mining and Exploration Pty Ltd 23 May 2019 London