

HD *S&P Downgrades Consolidated Minerals To 'B'; Outlook Negative

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22 Sep 2014 06:08 ET Press Release: S&P Downgrades Consolidated Minerals To 'B'; Outlook Negative

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Standard & Poor's:

-- One of Consolidated Minerals' main clients, **Chinese** steel producer Ningxia Tianyuan Manganese Industry, has unexpectedly terminated a major contract that represents 70%-75% of ConsMin's output in Ghana.

-- Manganese **ore** prices have fallen year-to-date, taking a toll on ConsMin's EBITDA.

-- Consequently, we project deterioration in the **company's** adjusted gross debt to EBITDA to 3.0x-4.0x in 2014 and 2015, from the 2.0x-2.5x we previously anticipated.

-- We are lowering our corporate credit and issue ratings on ConsMin to '**B**' from '**B+**'

-- The negative outlook reflects the lack of visibility on ConsMin's plans to find new offtake markets for its Ghanaian production and the ensuing potential pressure on its unit costs and credit metrics.

PARIS (Standard & Poor's) Sept. 22, 2014--Standard & Poor's Ratings Services today said it has lowered its long-term corporate credit rating on Jersey-incorporated manganese **ore** producer Consolidated Minerals Ltd. to '**B**' from '**B+**'. The outlook is negative.

At the same time, we lowered our issue rating on the **company's** senior secured notes due 2020 to '**B**' from '**B+**'. The '3' recovery rating on these notes remains unchanged.

The downgrade reflects the deterioration we see in ConsMin's business risk and credit metrics, following the abrupt loss of its key **Chinese** customer, Ningxia Tianyuan Manganese Industry (TMI), which accounted for 70%-75% of the **company's** manganese offtake in Ghana.

In addition, manganese **ore** prices (CIF 46% manganese) have fallen substantially by about \$1 per dry metric ton unit (dmtu) since early 2014, and will likely be a mere \$4.60-\$4.65 per dmtu in the third quarter of 2014 by the **company's** estimates.

We anticipate that ConsMin's second-half performance will be weak, and we project adjusted gross debt to EBITDA materially exceeding 3.0x in 2014 and in the 3.0x-4.0x range in 2015. We have therefore revised our financial risk profile for ConsMin to "aggressive" from "significant."

We think manganese **ore** prices are unlikely to recover significantly from the current lows in the coming months, given soft demand from **Chinese** steel producers facing tighter credit conditions and environmental measures that affect their production rates. Depressed market sentiment in **China** has also pushed steel producers to scale back their manganese **ore** purchases. Subsequently, port stocks rose again in the second quarter to 3.34 **million** tons, versus 3.18 **million** tons at the end of the first quarter. Competition from South African manganese **ore** miners has also increased in the recent quarters, we think, due to easing logistical constraints. South Africa's manganese **ore** exports to **China** doubled year-on-year in the first half of 2014.

Sluggish demand, together with the loss of the TMI contract, will likely pull down ConsMin's shipments after the 6% drop in the first half of 2014, owing to adverse weather conditions and logistics matters.

We have severely cut our EBITDA expectation for 2014 to below \$130 **million**, from \$190 **million**-\$230 **million** previously, of which about \$50 **million** in the first quarter and \$40 **million** in the second quarter already realized. We assume materially lower shipments from Ghana in the second half, due to TMI's unexpected contract termination, and to increased unit cash costs in Ghana owing to lower volumes and potential new stripping **operations** by year end. In 2015, we assume that ConsMin will sell some output from Ghana initially destined to TMI to the market, as the **company** seeks to adjust its strategy and find new customers. Although consequently difficult to project, EBITDA will likely be in the \$100 **million**-\$150 **million** range in 2015, using a \$4.90/dmtu CIF manganese price.

We continue to assess ConsMin's business risk profile as "weak," although it has deteriorated, in our view, with the loss of TMI. We could revise down our assessment to "vulnerable" if the **company's** thus far low production costs in Ghana were to rise as a result of lower volumes and difficulties in finding new end-customers. We also factor in ConsMin's relatively high cost position in Australia despite favorable manganese **ore** content, and its limited scale and scope in the context of the wider **mining** industry. We view ConsMin as relatively concentrated in terms of its asset base, with significant country risk in Ghana, and in terms of product and end market, with manganese among the most volatile commodities, mainly exposed to the cyclical steel industry

in China. We think tensions in Ukraine, ConsMin's second-largest country exposure (13% of revenues), will likely have only a limited impact on full-year performance. On the positive side, we continue to note the improvement in ConsMin's cash costs to \$2.38/dmtu in second-quarter 2014, notably at its Australian mines compared with historical highs. But possible

stripping operations--more likely when manganese prices are low--could push such unit costs up for full-year 2014.

Our revision of ConsMin's financial risk profile to "aggressive" from "significant" factors in the reduced ratio leeway following the company's 8%

\$400 million bond placement in April 2014. We also note a potential \$20 million-\$30 million in negative free operating cash flow (FOCF) in 2014, depending on working capital developments in the second half and despite management's cut in capital expenditures. The negative FOCF also factors in the \$40 million one-off contract cancellation and litigation settlement paid

mostly in the first half. We therefore expect FOCF to recover to positive territory in 2015.

We continue to apply a one-notch downward adjustment to the rating, reflecting our view that ConsMin's business risk profile stands at the low end of the "weak" category, mainly because of the historically very high volatility of manganese prices. Together with the abovementioned negatives weighing on its

business, this could lead us to revise the business risk profile to "vulnerable."

In our base case, we assume:

- An average manganese price (CIF 46%) of about \$4.80/dmtu in 2014, from \$5.10/dmtu previously, and reduced price premiums compared with 2013's. This compares with \$5.67/dmtu in the first quarter, \$4.80/dmtu in the second quarter, and the \$4.60-\$4.65/dmtu the company assumes for the third quarter.

- About 1.6 million tons of shipments from Australia in 2014 and materially less than the 2 million tons of shipments we previously assumed from Ghana. We expect shipments to grow modestly, quarter-on-quarter, from first-quarter 2015.

- Unchanged average cash costs of about \$2.62/dmtu for 2014.

- A cut in capital expenditures of about \$10 million, to \$55 million for full-year 2014.

Based on these assumptions, we arrive at the following credit measures for ConsMin:

- EBITDA in 2014 at less than \$130 million, and at \$100 million-\$150 million in 2015.

- Negative FOCF in 2014, depending on working capital movements in the second half.

- Adjusted debt to EBITDA of 3.5x-3.7x in 2014, and 3.1x in 2015.

With material EBITDA stemming from Ghana, we consider ConsMin's exposure to country risk in Ghana to be material. Still, we do not cap our long-term rating on ConsMin at the level of our long-term sovereign rating on Ghana (B/Negative/B), because the company generates still a majority of its EBITDA

from its Australian operations, and has "adequate" liquidity with very limited debt maturities.

The negative outlook reflects the possibility of a further one-notch downgrade if ConsMin's adjusted debt to EBITDA approached 4.0x without prospects of improvement, and **operations** deteriorated as a result of further downside of manganese **ore** prices and/or lower sales, in the absence of realistic alternatives to overcome the lost TMI contract.

Key risk factors that could prompt a lowering of the ratings include a material drop in Ghana sales volumes and deteriorating cash costs. We view a further fall in manganese **ore** prices as unlikely at this stage. An unexpected weakening in liquidity would also pressure the ratings.

We could revise the outlook to stable if market conditions and ConsMin's operational strategy provide sufficient visibility on EBITDA in 2015, supported by demand for manganese **ore** notably from **China**, with sufficiently supportive shipments from Ghana and continued favorable unit cash costs. Prospects of improvement in adjusted gross debt to EBITDA to about 3.0x would be commensurate with the '**B**' rating, in our view.

RELATED CRITERIA AND RESEARCH

- Methodology And Assumptions: Liquidity Descriptors for Global Corporate Issuers, Jan. 2, 2014
- Key Credit Factors For The Metals And **Mining** Upstream Industry, Dec. 20, 2013
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- Corporate Methodology: Ratios And Adjustments, Nov. 19, 2013
- Ratings Above The Sovereign-Corporate And Government Ratings: Methodology And Assumptions, Nov. 19, 2013
- Methodology: Management And Governance Credit Factors For Corporate Entities And Insurers, Nov. 13, 2012
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22 Sep 2014 06:08 ET Press Release: S&P Downgrades Consolidated -2-

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