# **BBY Limited**

ABN 80 006 707 777 Participant of Australian Stock Exchange Group and regulated by the Financial Services Authority (FSA) in the UK

Melbourne

Tel: 61 3) 9226 0000 Fax: 61 3) 9226 0244 Sydney

Tel: 61 2) 9226 0000 Fax: 61 2) 9226 0066 London

Tel: 44 207) 618 3730 Fax: 44 207) 618 3777 Internet

http://www.bby.com.au/



# **Grange Resources Limited.**

**Excellent buying opportunity. Undervalued** 

20 August 2007

**GRR** 

A\$2.25 BUY

John Veldhuizen +612 9226 0043 jxv@bby.com.au

## Valuation and key assumption highlights

- Undervalued Stock is trading at a 60% discount to our valuation of A\$5.58/sh.
- Iron ore prices We have raised our FY08 iron ore prices by 20% (previously 10%). Long term prices (beyond 2014) remain steady at US61.5¢/dmtu.
- Mine life the forecast combined GRR/RIO resource base of 800Mt is sufficient to support a 34 year mine life at an annual concentrate production rate of 6.8Mtpa. The key constraint to expanding production is the planned 40cm diameter slurry pipeline.
- CAPEX –A\$150M for development of the RIO resource base by 2025. Expenditure includes resource pre-strip, mine infrastructure and relocation of the South Coast Highway.
- Equity dilution for new shares and options issued to RIO and dilution for forecast project equity funding requirements.

## Share price drivers

- Equity partners GRR is well advanced in securing new equity partners to the project.
- ▶ **Project approval** GRR has secured Malaysian Government approval for the proposed Kemaman pellet plant, but awaits WA Ministerial approval for the Southdown project development expected by early 2008.
- Project funding forecast in the JunH.'08.

Company Data	
Number of shares	106.2M
Market capitalisation	\$303.7M
12 month high/low	\$3.00 / \$1.35
Average monthly turnover	\$9.8M
All Ordinaries Index	5835

Financial Summary (GRR 70% share of the project)									
Year end June	2006A	2007F	2008F	2009F	2010F	2011F			
EBITDA (\$M)	1.6	(0.1)	0.3	0.7	1.0	347.4			
NPAT: (\$M)	1.9	0.6	0.8	13.7	6.3	209.0			
EPS (¢/sh)	2.0	0.5	0.3	5.3	2.5	81.1			
PER (x)	na	na	na	42.3	91.1	2.8			
EBITDA Multiple (x)	na	na	na	na	na	3.2			
Cashflow (\$M)	4.1	1.0	12.4	20.1	6.9	307.1			
CFPS (¢/sh)	4.3	0.9	5.0	7.8	2.7	119.2			
P/CFPS (x)	65.7	na	44.9	28.8	83.2	1.9			
Dividend (¢/sh)	0.0	0.0	0.0	0.0	0.0	0.0			
Return on Assets (%)	3.2	na	0.1	0.1	5.6	22.9			
Return on Equity (%)	3.7	na	0.1	0.1	0.1	19.1			
Gearing ND/(ND+E) (%)	0.0	0.0	0.0	41.2	67.7	46.7			
Interest Cover (x)	na	na	na	na	na	3.7			
EBITDA margin (%)	15.5	na	1.3	16.7	25.0	61.2			
EBIT margin (%)	12.2	na	1.3	16.7	25.0	51.3			



This report may contain general advice or recommendations which, while believed to be accurate at the time of publication, are not appropriate for all persons or accounts. Before making and investment or trading decision, the recipient must consider market developments subsequent to the date of this document, and whether the advice is appropriate in light of his or her financial circumstances or seek further advice on its appropriateness or should form his/her own independent view given the person's investment objectives, financial situation and particular needs regarding any securities or Financial Products mentioned herein. Although every attempt has been made to verify the accuracy of the information contained in the document, liability for any errors or omissions (except any statutory liability which cannot be excluded) is specifically excluded by BBY, its associates, officers, directors, employees and agents. A full international disclaimer is contained on the final page of this report.



## Analysis - GRR (70% project equity)

Year End 30 June											
PROFIT & LOSS 2006A 2007F 2008F	2009F 2010	F 2011F	2012F	RESERVES & RESOURCES	2006A	2007F 200	)8F 2	009F 2	2010F 2	011F 2	012F
Sales Revenue \$M 7.4 0.0 0.0	0.0 0.0	559.0	681.5	Resources - Freshwater & Rec	hill (Roy	alty intere	st only	)			
Other Income \$M 2.8 4.0 22.2	4.0 4.0		10.2	Tonnes mt	7.8	6.5	5.2	3.9	2.6	1.3	0.0
Operating Costs \$M (4.3) 0.0 0.0	0.0 0.0	. ,	(261.1)	Grade - gold g/t	3.1	3.1	3.1	3.1	3.1	3.1	3.1
State Royalties \$M 0.0 0.0 0.0	0.0 0.0	, ,	(19.1)	Contained gold Koz	766	638	510	383	255	127	0
Corporate Costs \$M (4.1) (3.7) (3.7)	(3.3) (3.0		(3.0)			RR & BBY		,			
Other \$M (0.3) (0.4) (18.2)	0.0 0.0		0.0	Resources mt	479	479	479	779	779	765	748
EBITDA \$M 1.6 (0.1) 0.3	0.7 1.0		408.6	Reserves <sup>1</sup> mt		383	383	623	623	609	592
Depreciation & Am. \$M (0.3) (0.0) 0.0	0.0 0.0	( /	(57.6)	Magnetite grade %		37.3	37.3	37.3	37.3	37.3	37.3
EBIT \$M 1.2 (0.1) 0.3	0.7 1.0		351.0	Weight recovery (DTC) %		37.6	37.6	37.6	37.6	37.6	37.6
Net Interest \$M 0.6 0.7 0.5	13.0 5.9	, ,	(65.2)	Concentrate (Fe) %		69.0	69.0	69.0	69.0	69.0	69.0
Pre-Tax Profit \$M 1.9 0.6 0.8	13.7 6.9		285.8	Silica (SiO <sub>2)</sub> %		1.9	1.9	1.9	1.9	1.9	1.9
Tax \$M 0.0 0.0 0.0	0.0 (0.6		(3.1)	Alumina (Al <sub>2</sub> O <sub>3</sub> ) %		1.4	1.4	1.4	1.4	1.4	1.4
Other \$M 0.1 0.0 0.0	0.0 0.0		0.0	Assumes an 80% conversion to			ube Co	ncentrate	e (DTC)		
NPAT \$M 1.9 0.6 0.8	13.7 6.3		282.7	PRODUCTION (100%) - Magnet					0.0	40.0	00.0
Reported Profit \$M 1.9 0.6 0.8	13.7 6.3		282.7	Tonnes mined mt	0.0	0.0	0.0	0.0	0.0	46.0	62.0
Dividends Paid \$M 0.0 0.0 0.0	0.0 0.0		(47.1)	Strip ratio mt	0.0	0.0	0.0	0.0	0.0	2.3	2.5
Retained Earnings \$M (21.1) (20.5) (19.7)	(6.0) 0.3	209.3	445.0	Mill throughput mt	0.0	0.0	0.0	0.0	0.0	13.9	17.7
CASH FLOW	40.0	400.7	005.5	Magnetitic recovery %	0.0	0.0	0.0	0.0	37.6	37.6	37.6
Revenue \$M 8.2 3.9 15.6	10.6 4.0		695.5	Concentrate mt	0.0	0.0	0.0	0.0	0.0	5.2	6.7
Costs \$M (4.8) 0.0 0.0	0.0 0.0	` '	(259.9)	Fe grade %	0.0	0.0	0.0	0.0	69.2	69.2	69.2
Royalties \$M 0.0 0.0 0.0 Net Interest \$M 0.6 0.7 0.5	0.0 0.0 13.0 5.9	, ,	(19.6)	Pellet mt COSTS	0.0	0.0	0.0	0.0	0.0	5.4	6.9
Tax Paid \$M 0.0 0.0 0.0	0.0 0.0	, ,	(67.8)		0.0	0.0	0.0	0.0	0.0	13.6	13.8
Corporate / Other \$M 0.0 (3.5) (3.7)	(3.5) (3.0	, ,	(3.1)	Mining costs US\$/t Concentrate costs US\$/t	0.0	0.0	0.0	0.0	10.0	10.2	10.4
	20.1 6.9		. ,	Transport US\$/t	0.0	0.0	0.0	0.0	1.3	1.3	1.4
Gross Cash Flow         \$M         4.1         1.0         12.4           Net Capex         \$M         (0.3)         (7.9)         0.0	(606.6) (470.7		<b>342.0</b> (22.5)	Royalties US\$/t	0.0	0.0	0.0	0.0	0.0	3.3	2.9
Exploration / Mine \$M (16.8) (11.9) (1.0)	(7.0) (24.5	, , ,	(0.7)	Pelletisation costs US\$/t	0.0	0.0	0.0	0.0	5.5	5.6	5.7
Dividends \$M 0.0 0.0 0.0	0.0 0.0		0.0	Depreciation US\$/t	0.0	0.0	0.0	0.0	0.0	12.1	8.9
Other \$M 0.3 0.1 0.0	0.0 0.0		0.0	Total Cost US\$/t	0.0	0.0	0.0	0.0	0.0	54.9	52.2
Free Cashflow \$M (12.7) (18.6) 11.4	(593.5) (488.3		318.8	CAPEX & DEBT	0.0	0.0	0.0	0.0	0.0	34.5	32.2
Equity Issues \$M 12.9 15.0 301.3	16.6 0.0	•	13.5	CAPEX \$M	17.1	19.8	1.0	613.6	495.2	22.6	23.2
Net Borrowings \$M 0.0 0.0 0.0	429.5 346.6		(102.1)	Net Debt \$M	(8.3)			(169.5)	408.9	524.2	294.0
Other \$M (0.7) (0.4) 0.0	0.0 0.0		0.0	ASSUMPTIONS	(0.0)	(4.2) (0	710.0)	(100.0)	100.0	024.2	204.0
Surplus Cash Flow \$M (0.4) (4.1) 312.7	(147.4) (141.6		230.2	Exchange Rate A\$/US\$	0.75	0.78	0.78	0.73	0.72	0.72	0.72
BALANCE SHEET	(1111)	,		Inflation (CPI Index) %	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Cash \$M 8.3 4.2 316.9	169.5 27.8	314.8	545.0	Australian tax rate %	30.0	30.0	30.0	30.0	30.0	30.0	30.0
Other Current \$M 3.6 3.5 4.8	3.5 0.5		84.1	Malaysian tax rate %	28.0	28.0	28.0	28.0	28.0	28.0	28.0
Total Current \$M 11.9 7.7 321.7	172.9 28.3	403.6	629.1	Iron Fines Price US¢/dmt	u 67.6	76.9	88.5	96.5	91.7	82.5	74.3
Mine Devlopment \$M 23.4 27.3 28.3	35.3 59.8	57.6	55.4	BF Pellet Price (f.o.b) US\$/t	75.5	76.4	85.8	92.0	88.8	82.6	77.0
Plant & Equip \$M 0.7 11.2 11.2	617.8 1,088.5	1,056.9 1	,024.8	BF Pellet Price (c.i.f) US\$/t	75.5	86.2	105.3	111.3	108.1	102.1	96.7
Other \$M 2.7 2.7 2.7	2.7 2.7	2.7	2.7	DR Pellet Price (f.o.b) US\$/t	83.1	84.0	94.4	101.2	97.6	90.8	84.7
Total NC Assets \$M 26.8 41.2 42.2	655.8 1,151.0	1,117.2 1	,082.9	DR Pellet Price (c.i.f) US\$/t	83.1	93.7	113.6	120.2	116.7	110.1	104.2
TOTAL ASSETS \$M 38.7 48.9 363.9	828.8 1,179.4	1,520.8 1	,712.0	Mine NPV & NAV (Net Appraise	d Value =	NPV less	net de	bt) \$/sha	are		
Total Debt \$M 0.0 0.0 0.0	436.7 839.0	839.0	736.8	\$12 T NAV includes each build							
Current Liab \$M 3.9 0.4 2.7	0.4 0.4	63.0	59.0	NAV includes cash build-	up						
Non Current Liab \$M 1.0 0.3 9.9	10.2 (47.8	) 19.5	67.6	\$10 +							<b>•</b>
TOTAL LIAB \$M 4.8 0.7 12.6	447.2 791.5	921.5	863.4				$\perp$	<b>→</b>			
NET ASSETS \$M 33.9 48.2 351.3	381.5 387.9	599.4	848.5	\$8 + ★		_					
SH/HLDRS FUNDS \$M 33.9 49.2 351.3	381.5 387.9	599.4	848.5	\$6							
RATIO ANALYSIS				\$0							
EPS ¢ 2.0 0.5 0.3	5.3 2.5	81.1	106.0	\$4 +							
PER x na na na	42.3 91.1	2.8	2.1								
		119.2	128.3	\$2 +							
CFPS ¢ 4.3 0.9 5.0	7.8 2.7										
CFPS ¢ 4.3 0.9 5.0 PCFR x 51.9 na 44.9	7.8 2.7 28.8 83.2	1.9	1.8	60			. L				
			1.8 17.7	\$0 2008E 2009E	20105	20145		20125	20125	. ~	145
PCFR x 51.9 na 44.9	28.8 83.2	0.0		\$0 2008F 2009F	2010F	2011F	=	2012F	2013F	= 20	)14F
PCFR x 51.9 na 44.9 DPS ¢ 0.0 0.0 0.0	28.8 83.2 0.0 0.0	0.0 a na	17.7		2010F	2011F	-	2012F	2013F	A\$m	014F A\$ps
PCFR x 51.9 na 44.9 DPS ¢ 0.0 0.0 0.0 EPS growth % na na na	28.8 83.2 0.0 0.0 na na	0.0 a na a 3.7	17.7 31	2008F 2009F			=	2012F			
PCFR         x         51.9         na         44.9           DPS         ¢         0.0         0.0         0.0           EPS growth         %         na         na         na           Interest Cover         x         na         0.2         na	28.8 83.2 0.0 0.0 na na	0.0 a na a 3.7 46.7	17.7 31 5.4	2008F 2009F  VALUATION (December 2007)			=	2012F		A\$m	A\$ps
PCFR         x         51.9         na         44.9           DPS         ¢         0.0         0.0         0.0           EPS growth         %         na         na         na           Interest Cover         x         na         0.2         na           Gearing: ND/(ND+E)         %         0.0         0.0         0.0           EBITDA Margin         %         15.5         na         1.3           EBIT Margin         %         12.2         na         1.3	28.8 83.2 0.0 0.0 na na na na 41.2 67.7	0.0 a na a 3.7 46.7 61.2	17.7 31 5.4 18.4	2008F 2009F  VALUATION (December 2007) Southdown / Kemaman (70%) @ Exploration Notional Option / placement valu	11.0% D		=	2012F		<b>A\$m</b> 1,116.5	<b>A\$ps</b> \$4.19 \$0.08 \$1.25
PCFR         x         51.9         na         44.9           DPS         ¢         0.0         0.0         0.0           EPS growth         %         na         na         na           Interest Cover         x         na         0.2         na           Gearing: ND/(ND+E)         %         0.0         0.0         0.0           EBITDA Margin         %         15.5         na         1.3	28.8 83.2 0.0 0.0 na na na na 41.2 67.7 16.7 25.0	0.0 a na a 3.7 46.7 61.2 51.3 19.1	17.7 31 5.4 18.4 59.1 50.7 20.5	2008F 2009F  VALUATION (December 2007)  Southdown / Kemaman (70%) @  Exploration	11.0% D		=	2012F		A\$m 1,116.5 20.0	<b>A\$ps</b> \$4.19 \$0.08

Source: BBY, GRR

BBY Limited 20 August 2007 2

## **GRANGE RESOURCES LIMITED.**



This document has been prepared (in Australia) by BBY Limited ABN 80 006 707 777 (BBY), a Participant of Australian Stock Exchange Group and regulated by the Financial Services Authority (FSA) of the United Kingdom.

#### **Analyst Certification**

I, John Veldhuizen, research analyst and the author of this report, hereby certify that all of the views expressed in this research report accurately reflect my personal views about any and all of the subject issuer(s) or securities. I also certify that no part of my compensation was, is, or will be directly or indirectly related to the specific recommendation(s) in this report.

#### Disclosure

BBY and its associates (as defined in the Corporations Act 2001), officers, directors, employees and agents, from time to time, may hold securities in any of the companies to which this document refers and may trade in the securities mentioned either as principal or agent.

BBY does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision.

BBY received during the past 12 months compensation for financial and advisory services from GRR, its parent or its wholly owned or majority owned subsidiary.

Contact with GRR has been made during the preparation of this report for assistance with verification of facts.

#### Disclaimer & Warning

This document may contain general advice or recommendations which, while believed to be accurate at the time of publication, are not appropriate for all persons or accounts. Before making an investment or trading decision, the recipient must consider Market developments subsequent to the date of this document, and whether the advice is appropriate in light of his or her financial circumstances or seek further advice on its appropriateness or should form his/her own independent view given the person's investment objectives, financial situation and particular needs regarding any securities or Financial Products mentioned herein. Information in this document has been obtained from sources believed to be true but neither BBY nor its associates make any recommendation or warranty concerning the Financial Products or the accuracy, or reliability or completeness of the information or the performance of the companies referred to in this document. Past performance is not indicative of future performance. This document is not an offer, invitation, solicitation or recommendation with respect to the subscription for, purchase or sale of any Financial Product, and neither this document or anything in it shall form the basis of any contract or commitment. Although every attempt has been made to verify the accuracy of the information contained in the document, liability for any errors or omissions (except any statutory liability which cannot be excluded) is specifically excluded by BBY, its associates, officers, directors, employees and agents.

#### **US Investors**

This material is intended for use by major U.S. institutional investors (as such term is defined in the U.S. Securities Exchange Act of 1934) and "\$100 million investors" only and not the general investing public or retail customers. "\$100 million investors" means any entity, including any investment adviser (whether or not registered under the U.S. Investment Advisers Act of 1940) that owns or controls (or in the case of an investment adviser, has under management) in excess of US\$100 million in aggregate financial assets (i.e. cash, money-market instruments, securities of unaffiliated issuers, futures and options on futures and other derivative instruments). Transactions by or on behalf of any US person in any security mentioned in this document may only be effected through Jefferies & Company, Inc. ("Jefferies"), a U.S. broker dealer.

The information upon which this material is based was obtained from sources believed to be reliable, but has not been independently verified. Therefore, its accuracy is not guaranteed. Additional and supporting information is available upon request. This is not an offer or solicitation of an offer to buy or sell any security or to make any investment. Any opinion or estimate constitutes the preparer's best judgement as of the date of preparation and is subject to change without notice. BBY or Jefferies or Jefferies International Limited and their associates or affiliates, and their respective officers, directors and employees may buy or sell securities mentioned herein as agent or principal for their own account.

## **United Kingdom and Canadian Investors**

This document may be distributed in the United Kingdom by BBY or Jefferies International Limited (regulated by FSA). None of the investments or investment services referred to in this document are available in the United Kingdom to private customers, as defined by the rules of the FSA. This document is not to be provided to private customers in the United Kingdom.

The investments or investment services referred to in this document are available in Canada only to "Designated Institutions", as defined by the Securities Act (Ontario).

## Other International Investors

International investors outside the US, UK or Canada are encouraged to contact their local regulatory authorities to determine whether any restrictions apply to their ability to purchase this investment.

© Copyright BBY Limited

Approved for release by BBY Limited

BBY Limited 20 August 2007 3