



# FULL YEAR RESULTS

for the year-ended 31 December 2022

# Agenda

Introduction  
and highlights

Outlook

Full-year 2022  
financial results

Operational review –  
Extrusions



Operational review –  
Rolled products

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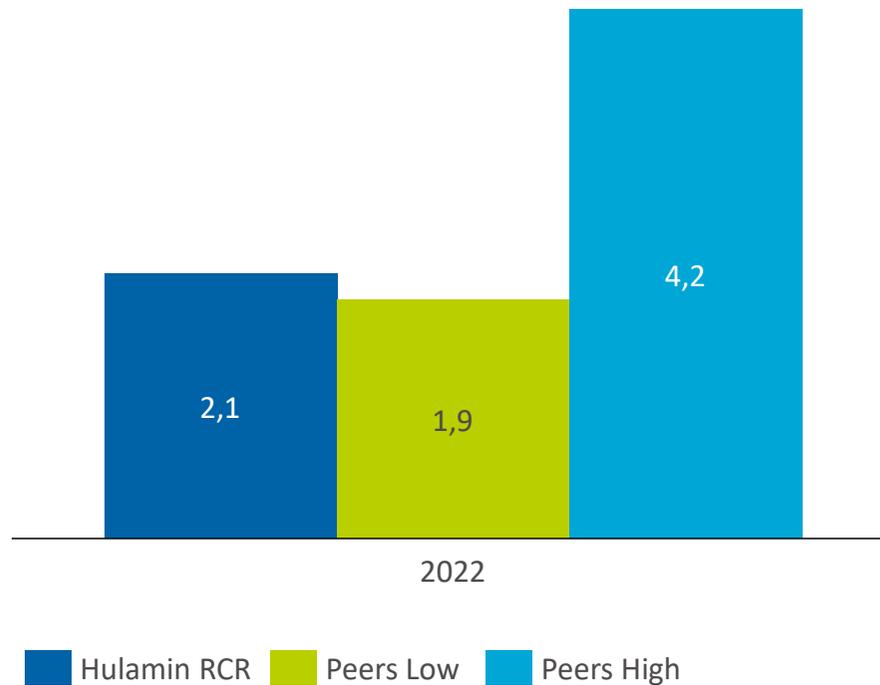


# Introduction and highlights

Geoff Watson – Interim CEO

# Safety 2022- Hulamin vs Peers

Total  
Recordable  
Injuries rate/  
one million  
working hours



Hulamin TRIR is in the lower quantile of peers but zero LTI is the group target

## Key features 2021 to 2022

<b>Normalised EBITDA grew 339% to R667 million as a result of:</b>	<ul style="list-style-type: none"><li>• Local sales - up 7%</li><li>• Maximising can products – up 23% in H2</li><li>• Scrap utilization – up 15%</li><li>• Continuous improvement projects add 5kt of capacity headroom</li><li>• Pricing adjusted for commodity inflation</li></ul>
<b>Markets remained unconstrained</b>	<ul style="list-style-type: none"><li>• Domestic can growing at 5%</li></ul>
<b>Capital expenditure R233 million up R73 million</b>	<ul style="list-style-type: none"><li>• Recovery from maintenance delays during Covid and restarting improvement investment</li></ul>

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# Full-year 2022 financial results

Mark Gounder – CFO

“Improved quality of normalised earnings through richer mix...”

FULL YEAR  
FINANCIAL  
HIGHLIGHTS  
2022

**R16bn** turnover  
**UP 22%**

**105 cps** Normalised HEPS  
**UP 29%**

**95kt** Rolled Products local sales  
**UP 7%**

**19%** Net working capital % revenue  
**DOWN 1%**

**R565m** Normalised EBIT (due to improved quality of sales, pricing and stable cost base)  
**UP 756%**

**R10.48** Net asset value per share  
**UP 11%**

**R60m** Free cashflows from operating activities despite volatile \$LME prices  
**DOWN 76%**

**28%** Debt to equity ratio  
**UP 4%**

# Salient features



		FY 2022	FY 2021	% Change
<b>KEY PARAMETERS AND ACTIVITIES</b>				
Average LME	US\$	<b>2 695</b>	2 640	2 ▲
Average exchange rate	R/US\$	<b>16.38</b>	14.79	11 ▲
Group sales volume	Tons	<b>211 328</b>	221 600	5 ▼
Rolled Products sales volume	Tons	<b>201 336</b>	208 544	3 ▼
Revenue	R billion	<b>15 931</b>	13 015	22 ▲
<b>PROFITABILITY</b>				
EBIT	R million	<b>530</b>	538	2 ▼
Normalised <sup>1</sup> EBIT	R million	<b>565</b>	66	756 ▲
Normalised <sup>1</sup> EBITDA	R million	<b>667</b>	152	339 ▲
EPS	Cps	<b>97</b>	192	50 ▼
HEPS	Cps	<b>99</b>	182	46 ▼
Normalised <sup>1</sup> HEPS	Cps	<b>105</b>	82	28 ▲

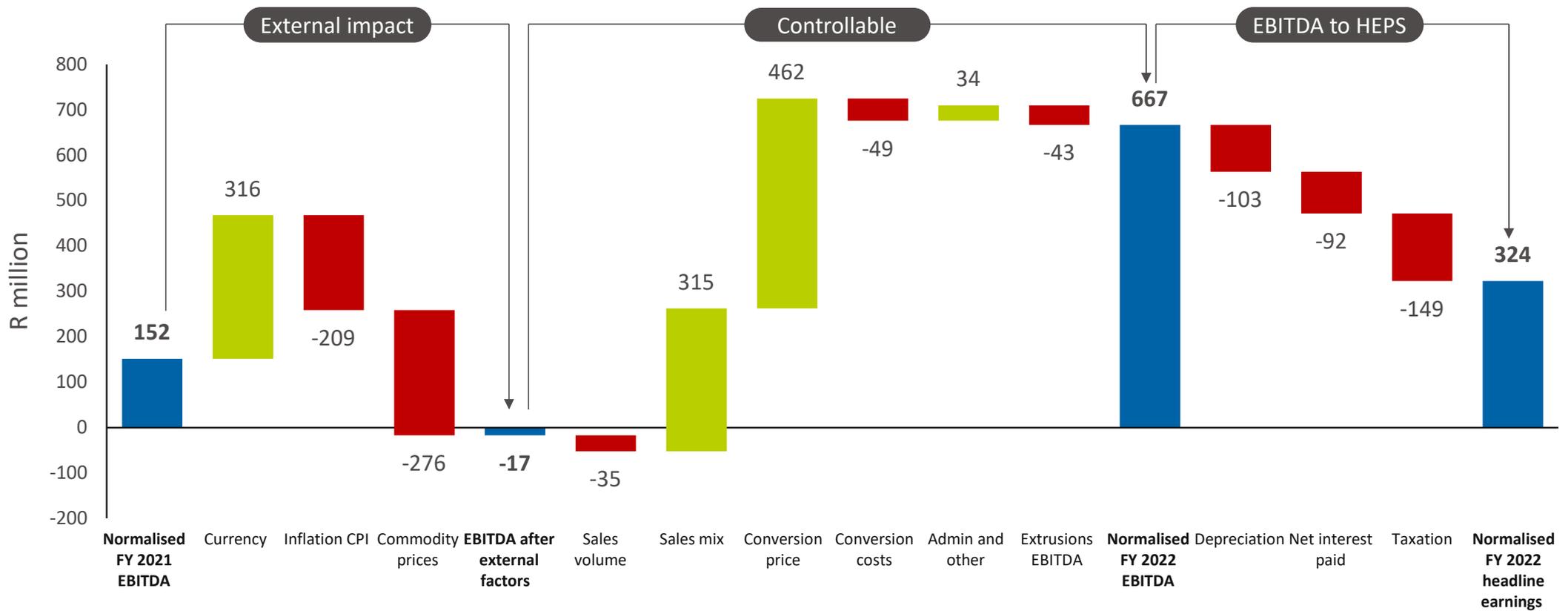
1. Normalised EBIT, EBITDA and HEPS exclude metal price lag and material non-trading items

## Salient features

		<b>FY 2022</b>	FY 2021	% Change
Capital expenditure	R million	<b>233</b>	160	46 ▲
Net working capital as % of revenue	%	<b>19</b>	20	1 ▲
Net cash flow from operating activities	R million	<b>60</b>	245	76 ▼
Closing net debt	R million	<b>836</b>	651	28 ▼
Debt equity ratio	%	<b>27.8</b>	24.1	3.7 ▼

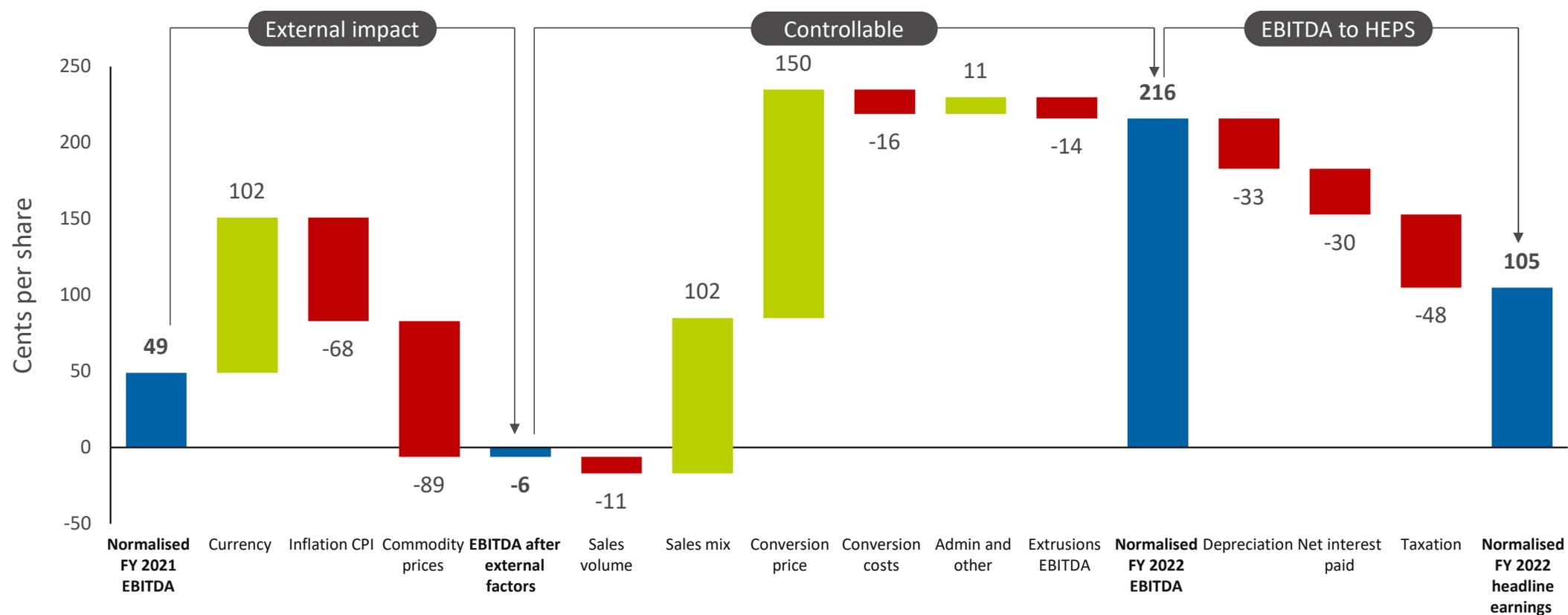
# Normalised EBITDA UP 339% / Headline Earnings UP 29%

*“The focus in FY 2022 has been capitalising on local market conditions and increase CAN products volumes, improved pricing and stable cost base”*



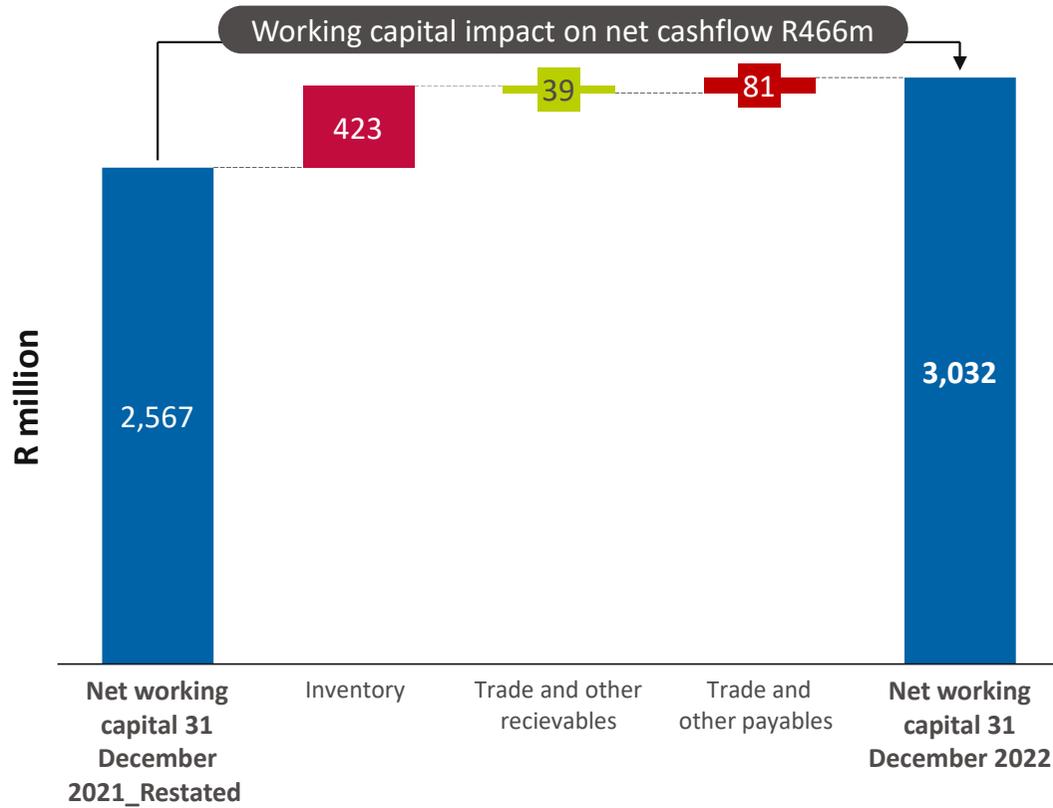
# Normalised EBITDA / Headline Earnings per share

*“The focus in FY 2022 has been on capitalising on local market conditions and reprioritised mix with focus on CAN products, improved pricing and stable cost base”*

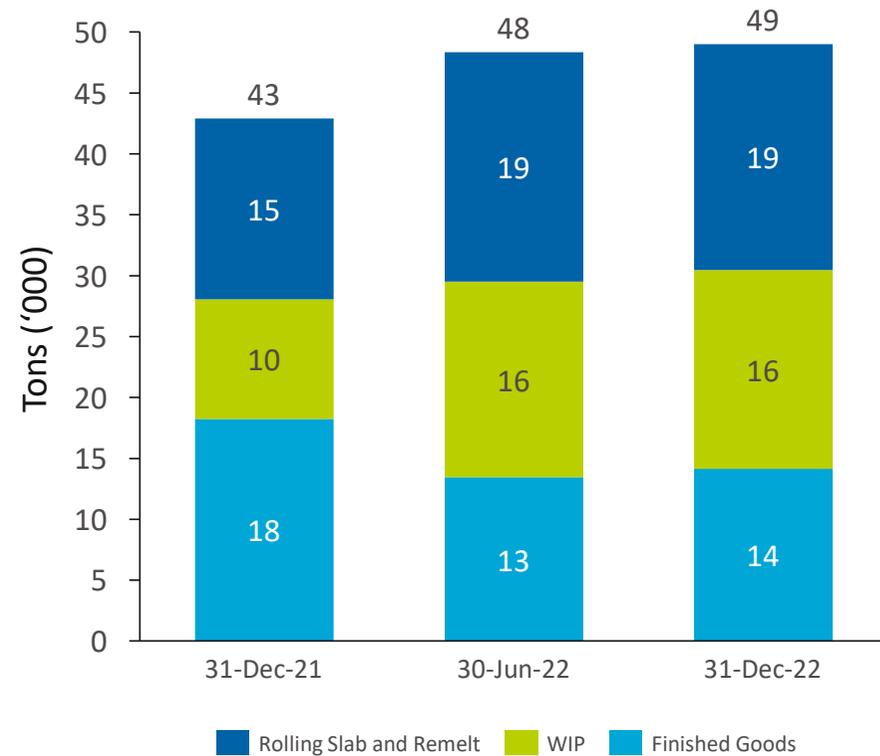


# FY 2022 analysis of net working capital

*“Increase in working capital to rebalance inventory...”*

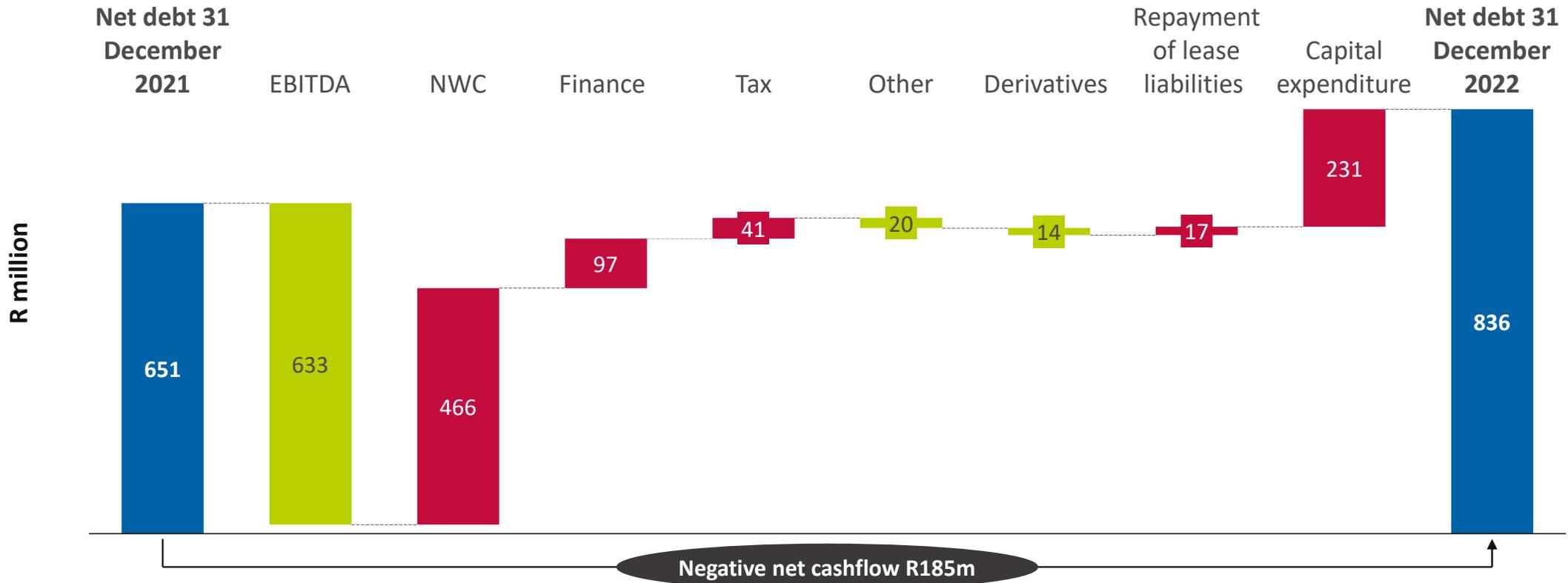


## Aluminium Inventory Summary



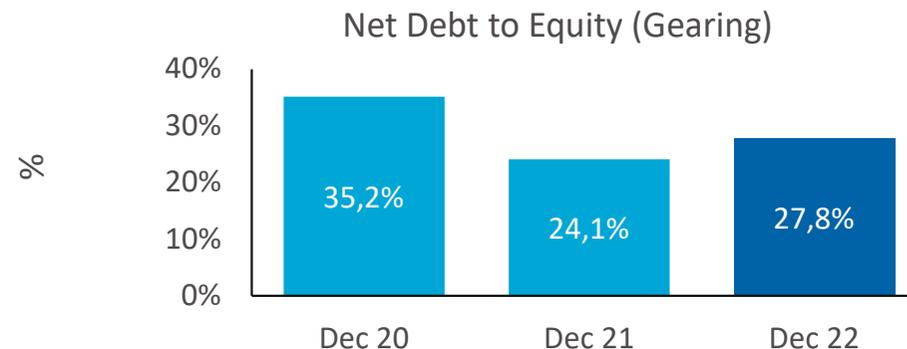
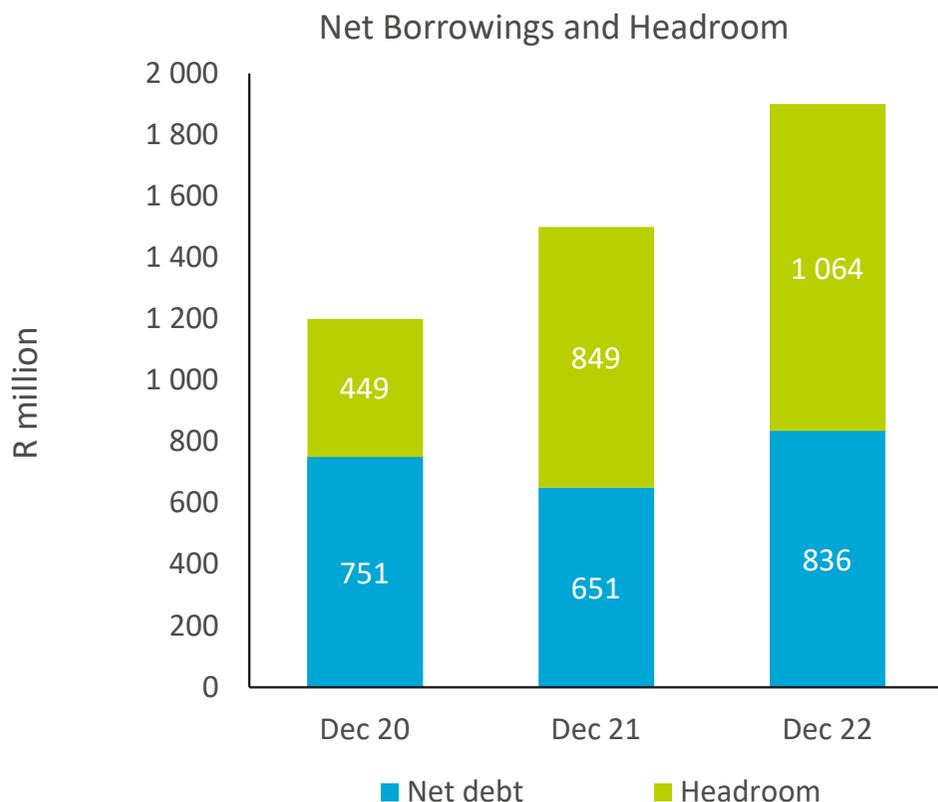
# FY 2022 analysis of cash flow

“Investment in capital expenditure partially funded by cash generated from operating activities....”



# 2022 liquidity and capital structure

*“Debt facilities increased from R1.5 billion to R1.9 billion effective from December 2022 with multi banks support...”*



### Covenant ratio

#### Collateral cover ratio

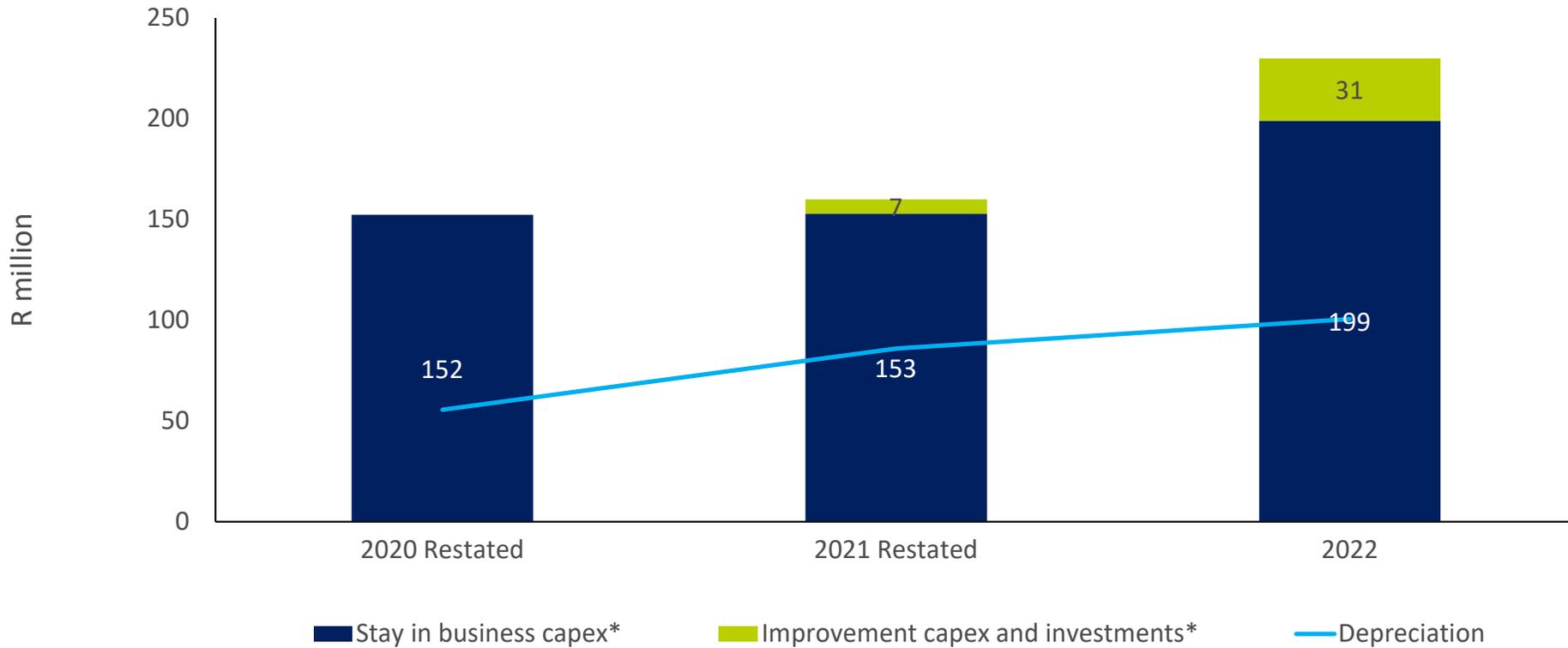
Minimum required	1.20
<b>December</b>	<b>2.08</b>

#### Debt to equity

Maximum	60%
<b>December</b>	<b>35%</b>

# Capital expenditure

*“Capital expenditure increases to cover delayed maintenance due to Covid-19 “*



\* Excludes capitalised borrowing costs

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## Operational review – Rolled Products

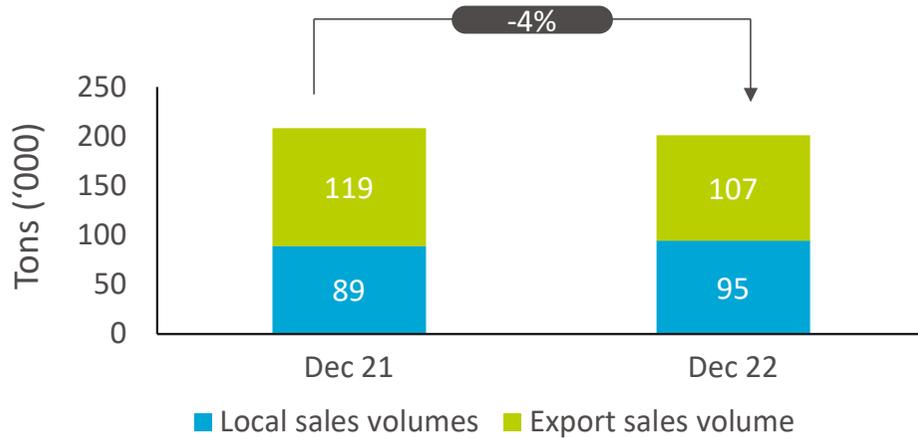
Geoff Watson – Interim CEO

# Rolled Products FY 2022 operational highlights

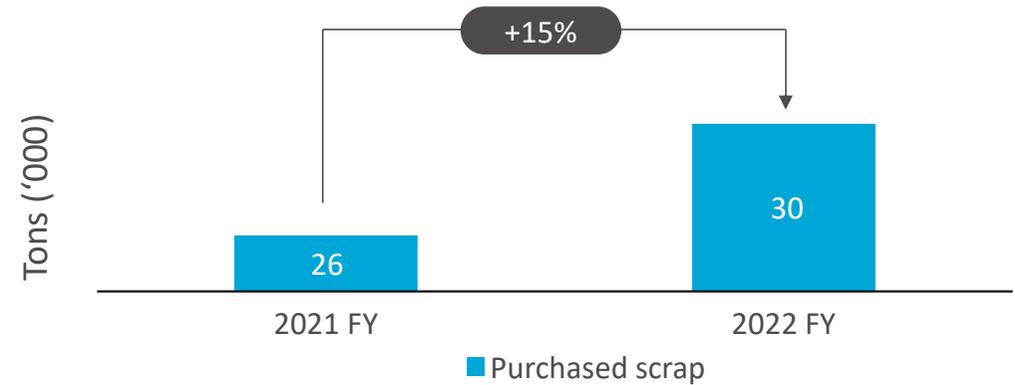
*"Increase in local sales, prioritisation of can sheet and scrap utilisation drives improvement 339% of normalised EBITDA.."*



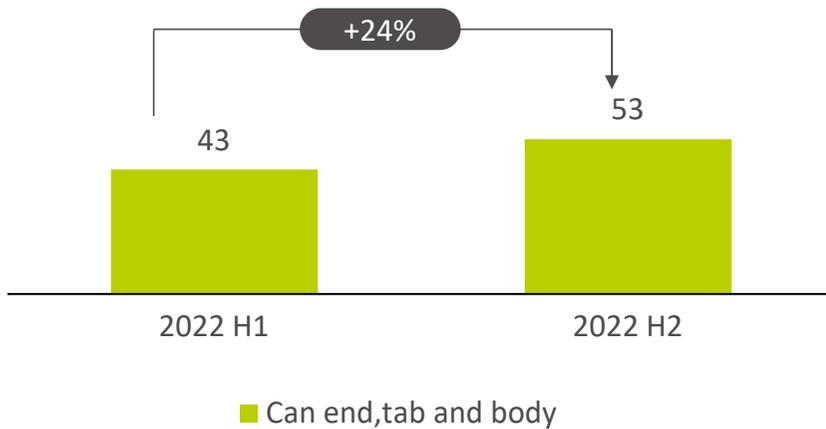
Rolled Products sales volumes (Tons 000's)



Scrap (Tons 000's)



Sales kilo tons



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## Operational review – Extrusions

Geoff Watson – Interim CEO

## Extrusions

### 2022 operational highlights

- Sales 8% lower to 10.6k tons due to weakness in market as a result of load shedding, floods, and an auto model change.
- Financial performance declined, generating operating losses of R11m for the year largely impacted by lower demand from the automotive industry.



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## Outlook

Geoff Watson – Interim CEO

## 2023 Outlook

- The market remains unconstrained
- Simplification of the business is underway
- Capital and continuous improvement projects have commenced to further ramp up Can products volume by 10% and scrap consumption by 15%.
- Pricing is in place for the full year to accommodate commodity price increases
- Engineering has commenced on a project to increase scrap consumption by over 20kt with commissioning in 2024.
- ESG projects totalling R150 million over three years have been identified and funding discussions are underway.





**QUESTIONS?**