#### Presentation by CEO Richard Jacob October 2011



# Agenda

- Introduction
- Key Indicators
- Financial Highlights H1 2011
- Operational Review
- Strategic Review and Objectives
- Conclusion



# Introduction

First established	1949 By Alcan
Listed (First listing)	2007 (1969)
Core business	Rolling (and Extruding) aluminium Semi-fabricator
Impact of rising/ falling aluminium commodity prices	Impacts turnover, working capital Not profits
Major cost drivers	Employment, energy, logistics, Equipment (maintenance)
Niche player	Independent supplier (c250kt) High value, high margin products 75% Consolidated industry (16Mt global)
Export markets	75% of rolled products exported to USA, EU, Asia, M East and others
Customers' industries	Packaging, Automotive, Transport Electronics and IT etc.



# **Introduction - The Aluminium Value Chain**





# **Introduction - Drivers of Hulamin Performance**

Variable	Impact
Mix/ Margins	<ul> <li>US Dollar conversion margin over base aluminium</li> <li>Percentage of high value products in mix (c.65%)</li> <li>Global supply and demand driven</li> </ul>
Sales Volume	<ul> <li>Hulamin is a largely fixed cost business (60% – 70%), volume has a significant impact on profit</li> <li>Unit costs reduce with volume</li> </ul>
Costs	<ul> <li>More than 50% are ZAR driven <ul> <li>Rand/USD impacts on global cost competitiveness</li> </ul> </li> <li>Efficiencies a key driver of lower costs <ul> <li>World class (lean) performance programme running</li> </ul> </li> </ul>
Rand/ US Dollar	<ul> <li>As an exporter, Rand value determines <ul> <li>Revenue from hard currency exports</li> <li>Dollar impact on cost competitiveness</li> </ul> </li> <li>R200m to R220m profit per R1 vs. US Dollar</li> </ul>
LME Alu price	<ul> <li>Determines unit value of working capital</li> <li>Limited impact on conversion price and profits</li> </ul>

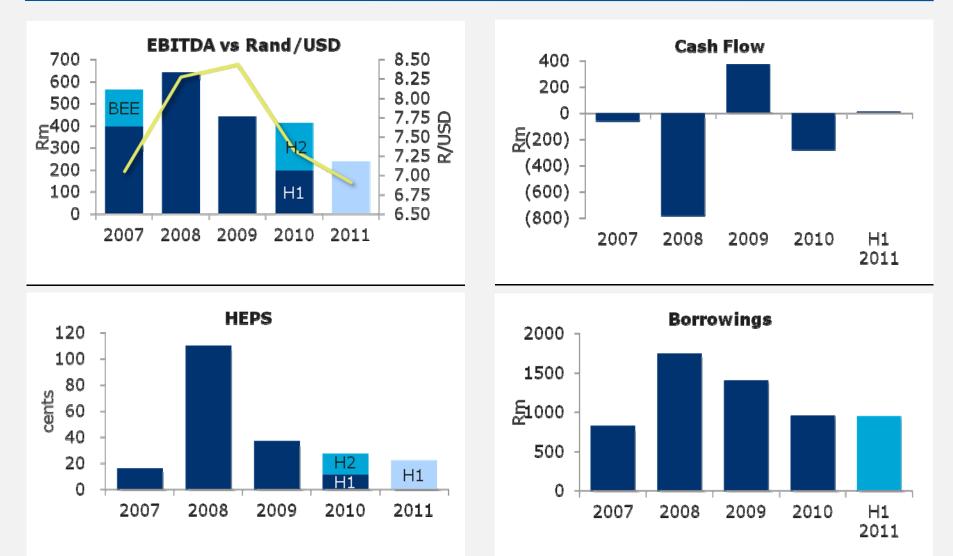


## Key indicators H1 2011

		2011 H1	2010 H1	% change
Revenue	R billion	3.4	2.7	24%
Total Hulamin sales volumes	Ton 000's	229	189	20%
Operating profit	R million	132	102	29%
Headline earnings	R million	71	27	167%
Rand/ US Dollar	ZAR/USD	6.91	7.54	-8%
HEPS	cents/share	22	11	100%
Weighted average shares in issue	millions	317	245	29%
Working capital increase	R million	184	363	
Capital expenditure	R million	99	94	5%
Cash flow before financing activities	R million	10	-349	
Dividends	R million	-	-	
Borrowings (net)	R million	946	1022	-7%
Rights issue	R million		736	
Normalised for insurance settlement a	and reversal of sh	are incentive	costs	
Operating profit	R million	96	88	9%



# **Financial Highlights H1 2011**

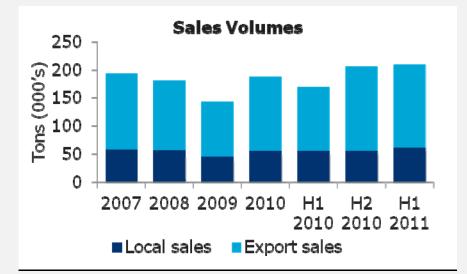


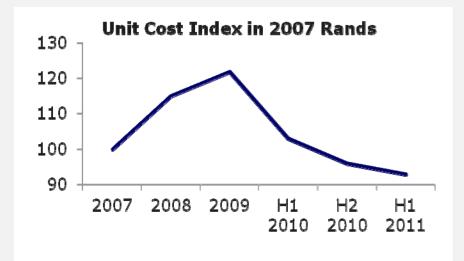


# **OPERATIONAL REVIEW**

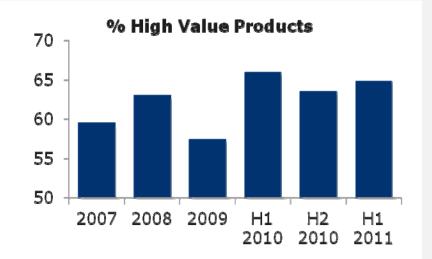


### **Rolled Products - Operational Highlights**



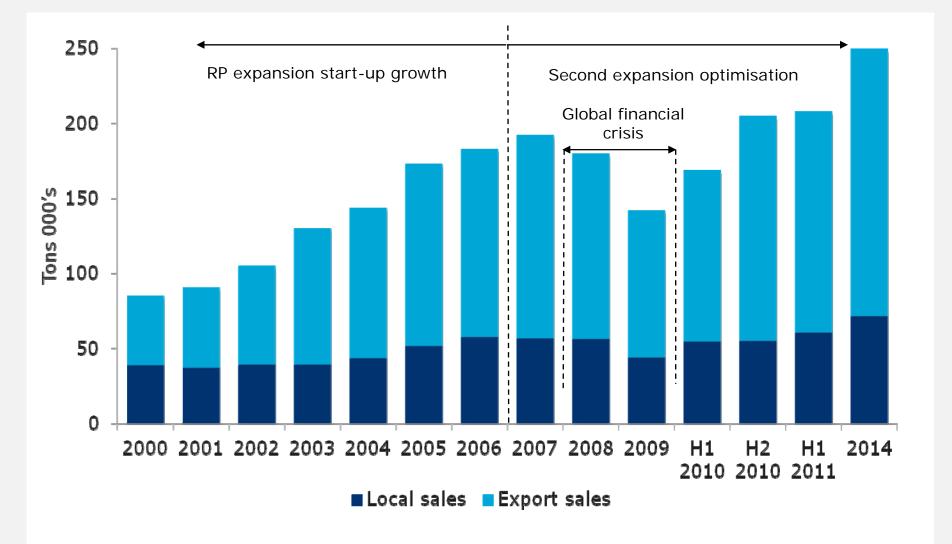






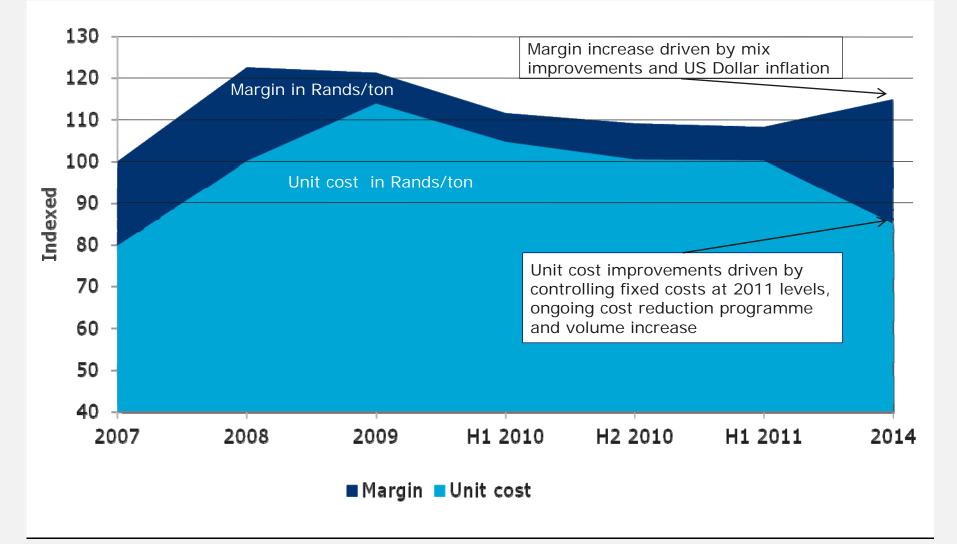


#### **Rolled Products Sales Volumes**





## **Rolled Products Operating margin in Rand**





# **Hulamin Extrusions**

SA market at 2010 levels, peaked in 2007

- Building industry remains depressed
- Automotive segment showing growth
- Sales volumes in Hulamin Extrusions up 9.7% on H1 2010
  - Closure of (competitor) AGI Profal in late 2010
  - Growth in major automotive contracts
  - 5% import duty settled in 2011
    - Competition from (subsidised) Chinese imports

Focus on cost and efficiency improvement

- Benchmarking project completed
- Cape Town plant closed and relocation of production to the plants in Midrand and Pietermaritzburg in Q3

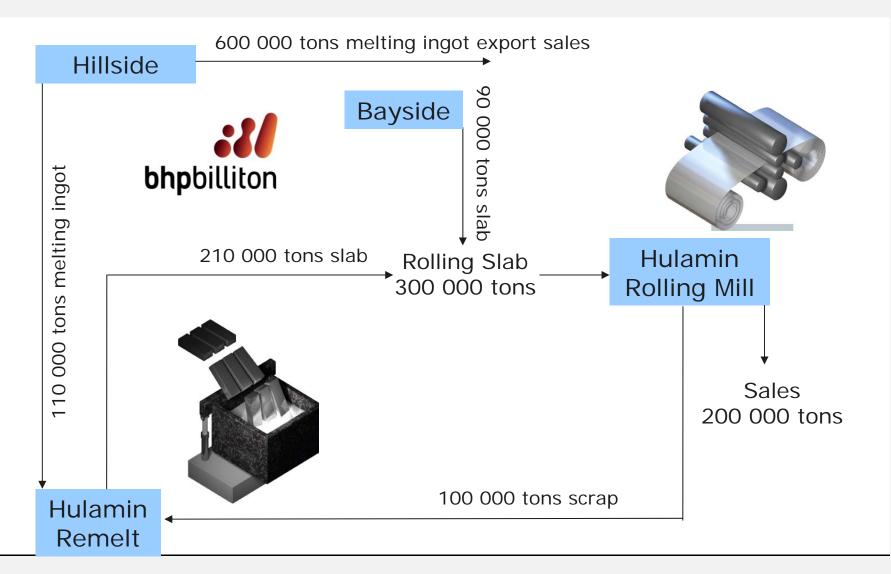




# STRATEGIC REVIEW and OBJECTIVES

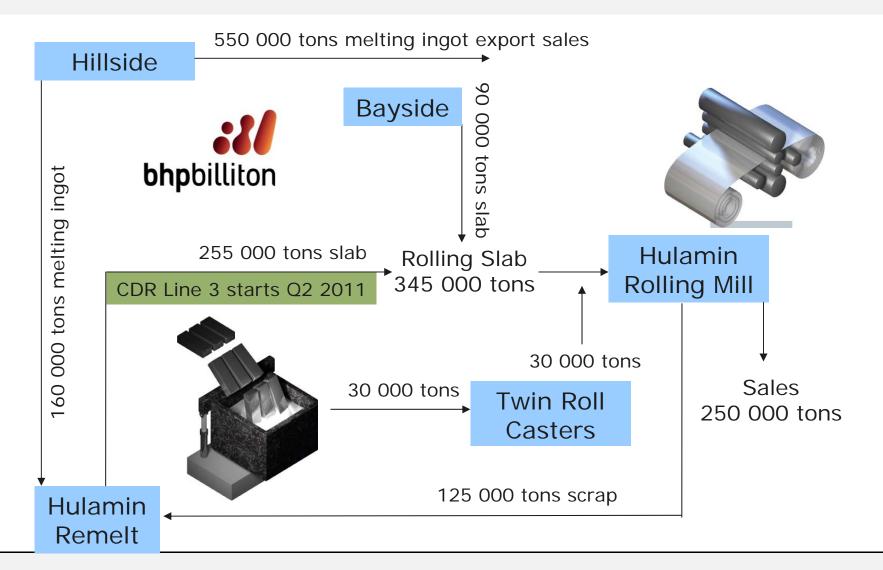


# **Current metal supply**





# Full capacity with Bayside supply





## **Operating Environment**

External Factors	How Has Hulamin Responded?
Improving international margins, uncertain markets	<ul> <li>Sales growth 22% to 208 000 tons annualized in H1 2011</li> <li>High value mix improved to 65% of sales</li> <li>Improved rolling margins</li> </ul>
Rands strength and rising imports into SA	<ul> <li>Continued focus on cost reductions:</li> <li>R249 million cost improvements</li> <li>Real unit costs 9.2% lower</li> <li>Nominal unit costs 4.3% lower</li> <li>Yield improved 2.4% since Q1 2010</li> <li>Cape Town plant closure</li> </ul>
No change in rolling slab supply outlook from BHP	<ul> <li>Ongoing discussions to extend slab supply into 2013</li> <li>New slab capacity ramp-up on track</li> </ul>



## Aluminium Industry Demand can "double by 2020"

Remarkable physical properties:

- Recycling
- Heat and electricity conductivity
- Strength to weight ratio

Copper replacement

12% growth expected in 2011

Strong growth in traditional markets •Automotive (driven by CAFÉ, CO<sub>2</sub>, recycling)

- 10% growth predicted in 2011
- •Can stock "sold out" globally
  - 20% growth in developing markets
- •Strong aircraft growth
  - New models launching

#### New markets emerging

Solar

•Consumer electronics (growing at >30% p.a.)









# **Industry Optimism Returns**

Novelis announces capacity expansions

- Brazil can stock capacity
- Brazil recycling facilities
- USA automotive sheet capacity
- Korea capacity expansion (400 000 tons by 2016)

Alcoa sees 12% industry growth in 2011 Record profits in rolled products

Oman continuous cast rolling plant 160 000 tons p.a. announced

Import/ anti-dumping duties on Chinese extrusions in USA >40%



# **Opportunities**

#### **Continue manufacturing performance improvements**

- Reach full capacity from 2009 expansion
- Achieving world benchmarks
  - o 250 000 tons sales (+40 000 tons from 2011)
  - Reduce unit cost by ±US\$150/ ton from 2011
  - Increase conversion margin ± US\$110 /ton from 2011

#### Beverage cans in SA

- Increase local sales by between 20% and 100%
- Recycling and scrap purchasing
- Scrap export tariff

#### Improved security of rolling slab supply

- Uncertainty over rolling slab supply (BHP Billiton Bayside)
- Liquid metal supply
  - o LP Gas cost and risk



# CONCLUSION



# **Hulamin Investment Case**

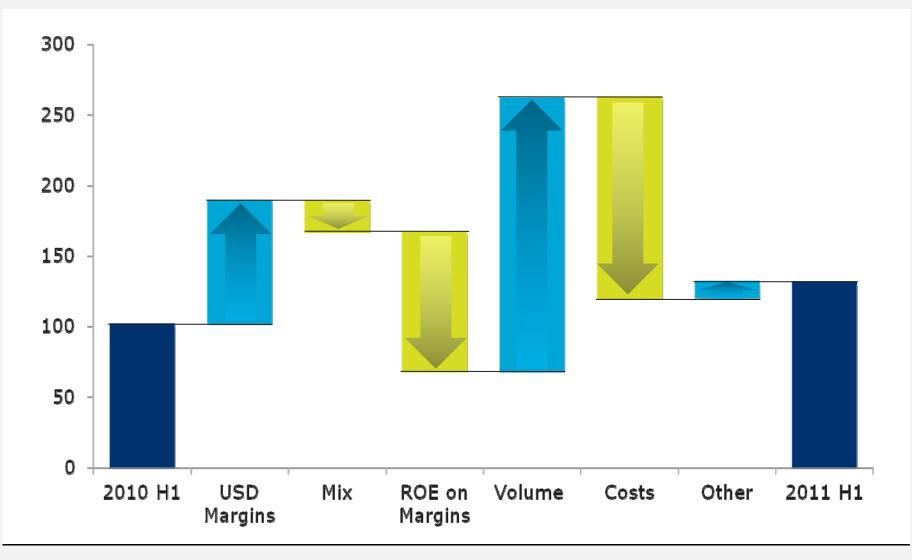
Factor	Basis
Flexible, Niche Competitor	<ul> <li>High value, niche products to local and export markets</li> <li>Short product customisation cycles</li> <li>Flexible use of capacity</li> </ul>
Cutting Edge Capability	<ul> <li>World-class capital equipment and skills</li> <li>Lean manufacturing programme in place for two years</li> <li>Low employee turnover</li> </ul>
Low cost – High value Producer	<ul> <li>Top tier conversion margins</li> <li>EU time zone/English speaking/ Non- aligned</li> <li>Supportive infrastructure</li> </ul>
Capacity Ramp-Up	• From current c.200k to 250k by 2014
Primary Aluminium Supply	<ul> <li>1.4m tons primary AI produced in region</li> </ul>
Growing Aluminium Applications	<ul> <li>Recycling (packaging/ automotive)</li> <li>Light weight (automotive/ aerospace)</li> <li>Heat/ electrical conductivity</li> </ul>



# **APPENDICES**

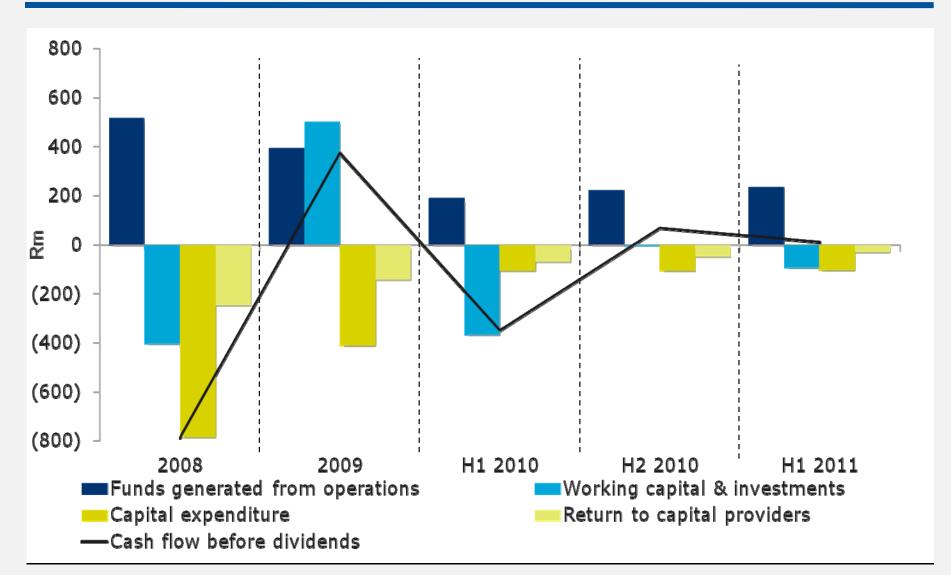


#### Year on year EBIT comparison





## **Cash flow**





# **Balance Sheet Optimisation**

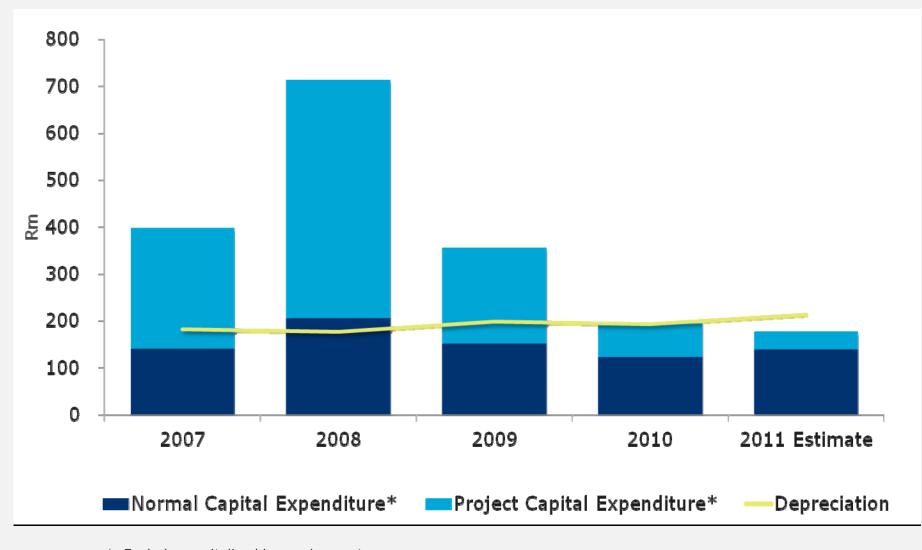
Covenants met at end June 2011

- Debt service cover
- Interest cover
- Debt/ EBITDA

Debt and funding structure discussions on-going Objective: Through-the-cycle stability Review of bank facility structure underway Secured finance alternatives being evaluated Customer primary metal financing i.e. tolling



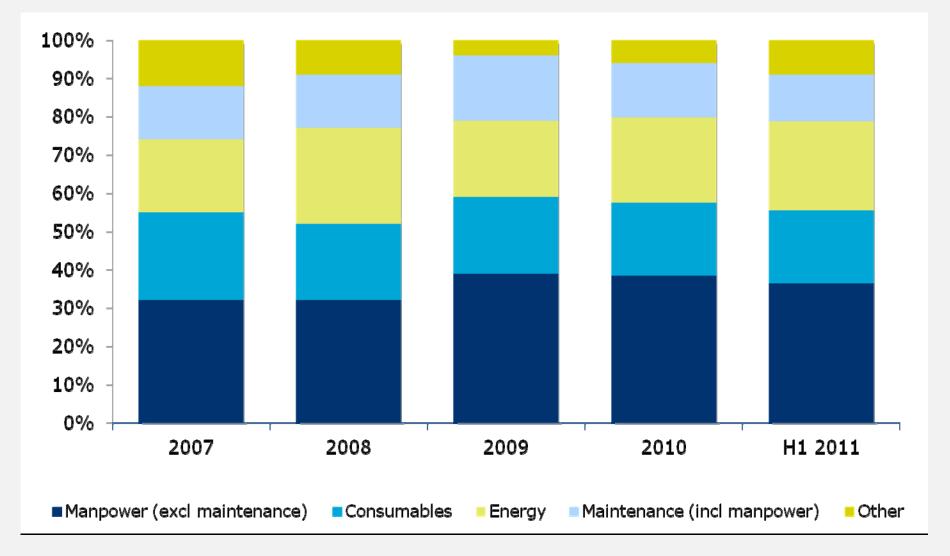
## **Capital Expenditure**



\* Excludes capitalised borrowing costs

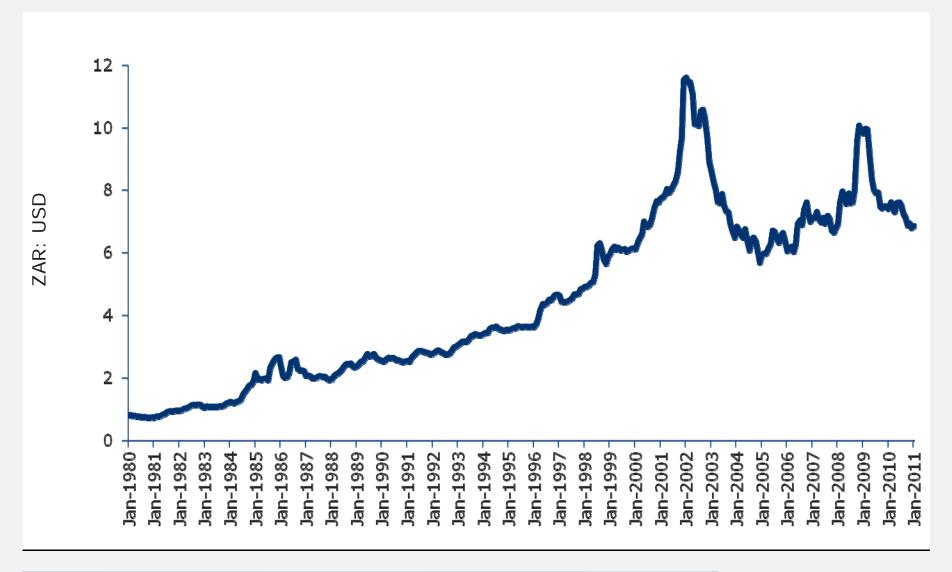
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#### Manufacturing cost breakdown





#### **Exposure to Rand / US Dollar**



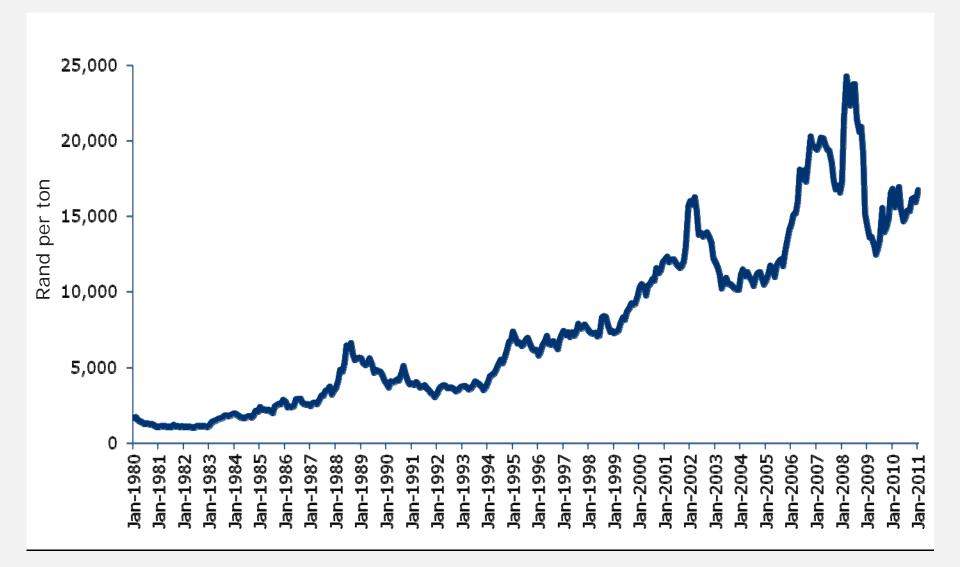


#### **Exposure to LME Aluminium Price**





#### **Exposure to Rand Aluminium price**







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