

# Hulamin Limited

Presentation to  
RMB Morgan Stanley Investor Conference  
October 2015

Think future.  
Think aluminium.



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# Agenda

1. First Half Performance
2. Markets
3. Energy Update
4. Metal Sourcing
5. Metal Price Lag
6. Delivering on Targets
7. Investment Case
8. Conclusion

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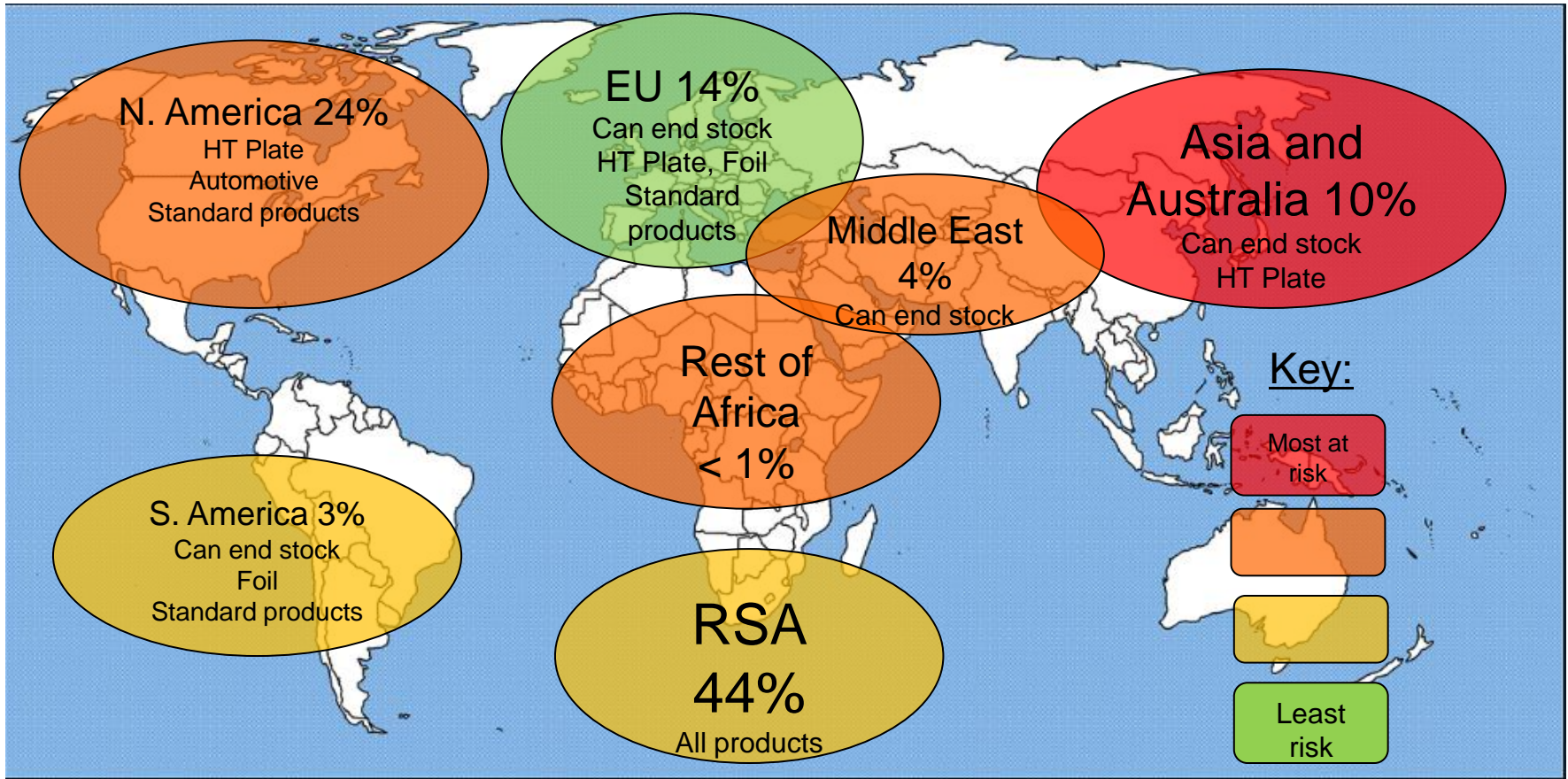
# First Half Performance 30 June 2015

- Production impacted by electricity shortage and input disruption, Q2 improved on Q1
- Positive impact from weakening Rand to average R /\$11.92
- Recycling furnace commissioned on schedule May 2015
- Isizinda JV operating Bayside cast house from 1 July 2015
- Metal price lag charge R55 million
- Maintenance and enhancement capital expenditure R265 million; Isizinda investment R100 million
- Working capital absorption R 250 million

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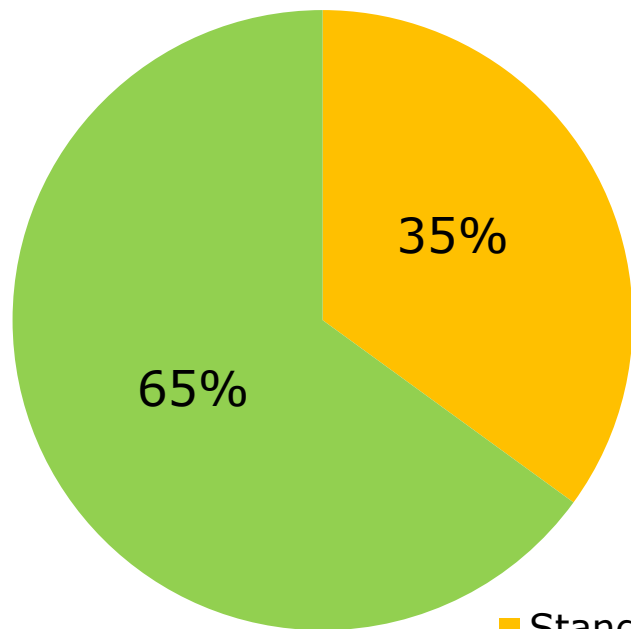
# Geographic Sales Segmentation



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# Customer Segmentation



- Standard Products
- End User Products

End user products *less competition*  
(Specification barriers/ unique to each customer)

- Can end stock (RSA, EU, ME, S. America etc.)
- Can body stock (RSA only)
- Automotive products (RSA, EU, USA etc.)
- Foil (RSA, EU)
- Other products (RSA)

Standard Products *more competition*  
Standardised specifications

- Sheet
- Plate
- Coils

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# Energy Update

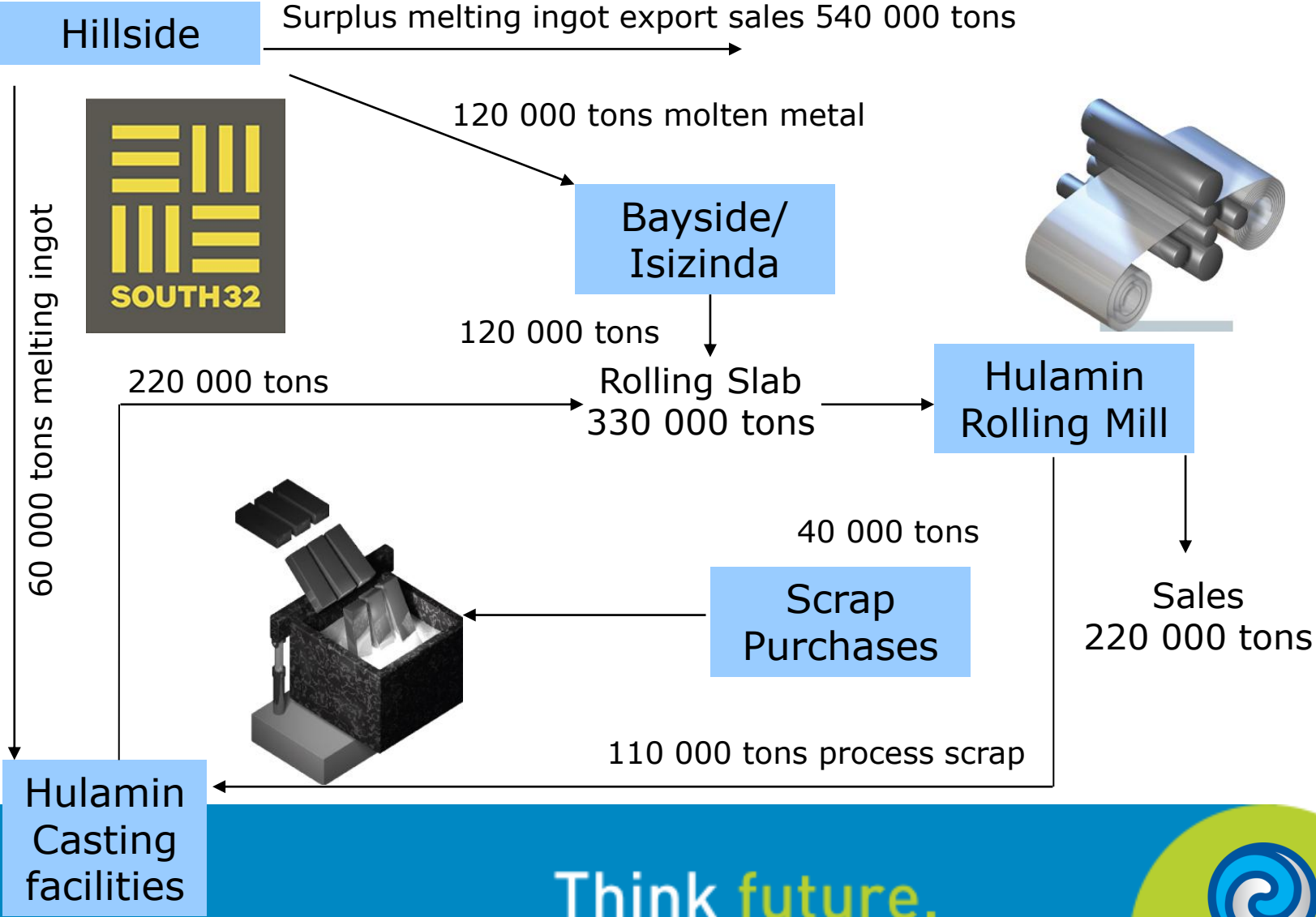
- Hulamin energy mix- 60% gas: 40% electricity
- 6 x 1MW diesel generators in place and functioning since May 2015
- LPG supplied from SAPREF Durban
  - April 2015 plant fire
  - SAPREF closed for repairs + planned maintenance
  - Supplemented with imported LPG and alternative local supply
- CNG conversion Q4 2015
  - Replacing c20% of LPG in Phase 1
  - Phase 2 in 2016 additional 18%
  - Phase 3 in 2017 additional 18%
- Future energy mix without piped gas
  - LPG – 27%; Electricity – 40%; CNG – 33%

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# Metal Sourcing



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# Metal Sourcing Alternatives

Source	Benefit
1. Scrap	Price benefit versus primary metal
2. Bayside/ Isizinda slab	Liquid metal supply from Hillside reduces energy consumption
3. Hillside melting ingot	Pure metal for recycling
4. Imports	Market in over supply

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# Key economic drivers

- Rand / US dollar
  - Revenue and profits, working capital and cash flow
- US dollar LME aluminium
  - Metal price lag charge, working capital
- SA cost inflation on manufacturing costs
  - Manpower (SA inflation)
  - Energy (oil and R/\$)

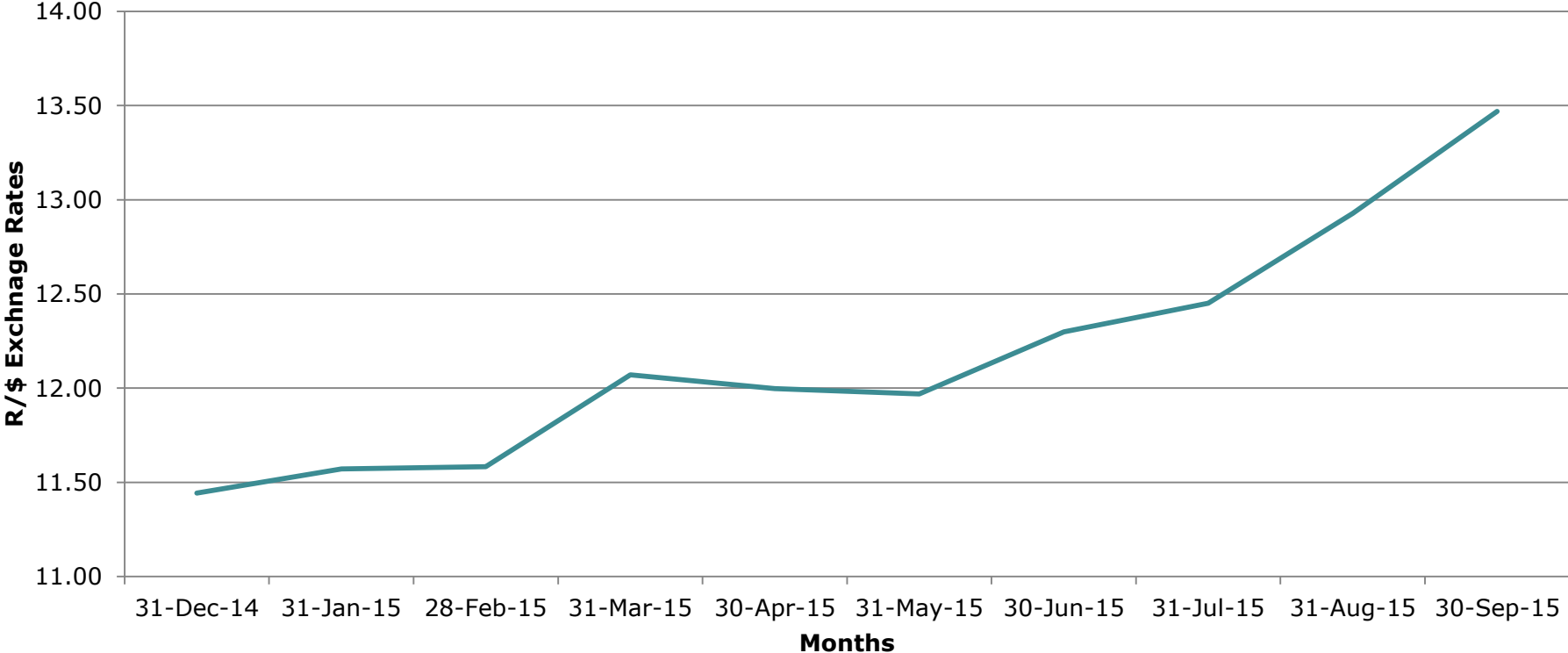
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# Rand / \$

## Year to Date R/\$ Exchange Rate

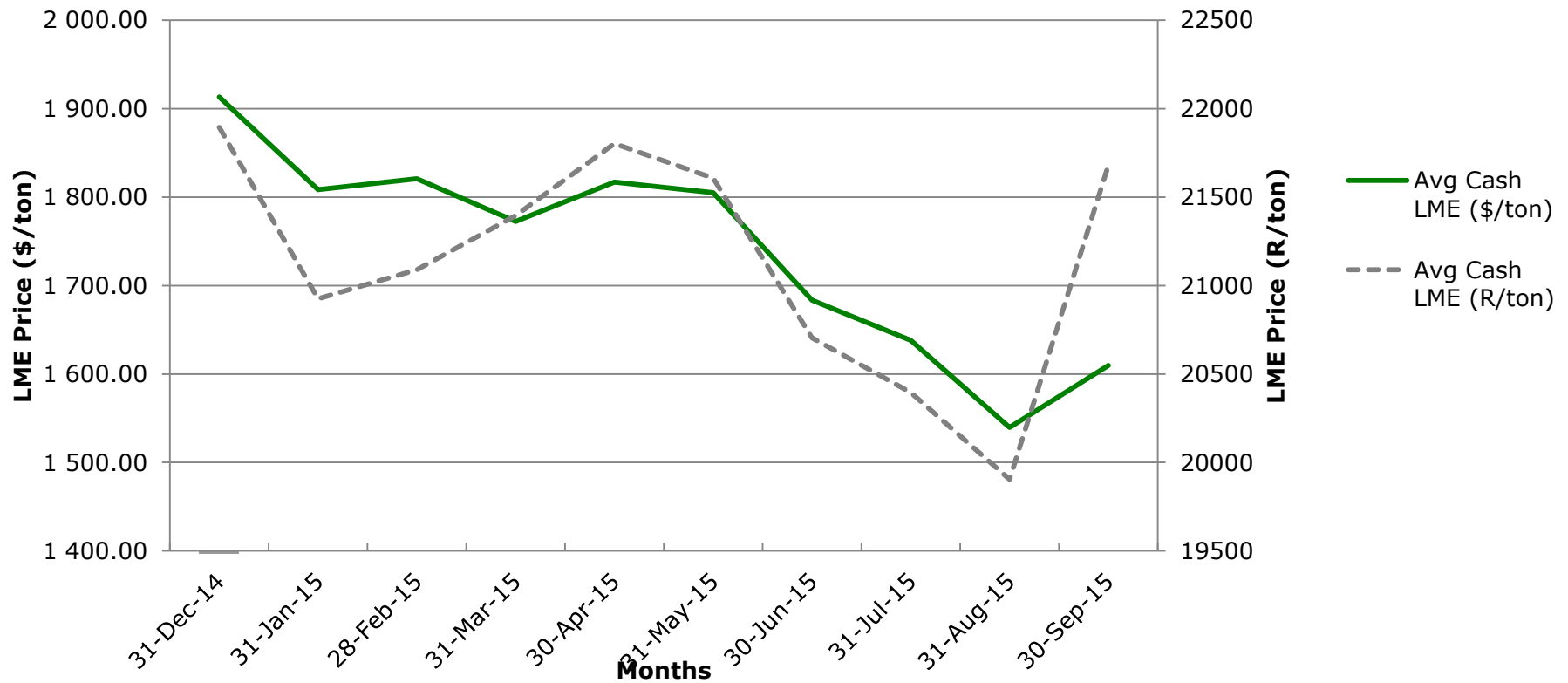


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# LME Aluminium price in 2015

## Year to Date LME Prices



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# Metal Price Lag

- H1 fall in LME Aluminium price resulted in R55 million charge against profits
- LME price continued downwards in Q3 but appears to have stabilised around \$1 550
- \$1 550 is below cash cost of production for most smelters
- Expectations are for gradual climb back to sustainable levels
- Average cost of metal pool will be around \$1 550 by year end
- However, further MPL charges will occur in H2 2015
- Gains may be booked in 2016 if the LME rises

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# Delivering on Targets

- Plant Stability – optimal mix at 220kt
- Conversion Margin – USD 1340 weighted average
- Yields and Efficiency – 68% weighted average
- Working Capital Efficiency

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Target performance level



Manufacturing Excellence  
Safety  
Process Control  
Equipment Reliability  
Continuous Improvement  
Metal and Energy supply

Action plan tabled for Board approval to manage KPIs  
Management incentivised accordingly

Current performance level

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# Investment Case

- Leading aluminium beneficiation business with growing local and niche global demand
- Global customer base: Rest of World (c60% ) and in Southern Africa (c40%)
- Pricing in US Dollars hedges SA inflation
- Growth sectors - Packaging ( consumer: beverage cans), Automotive/ Transport , and capital goods markets
- Niche product technology
- Respected brand

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# Conclusion

- Better second half anticipated, similar to H2 2014
- Managing key external risks
- Delivery focus on Plant Stability, Productivity and Profitability

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