



AUDITED RESULTS  
FOR THE YEAR ENDED  
31 DECEMBER 2013



HULAMIN

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# KEY POINTS YEAR 2013 FINANCIAL YEAR

Further progress on turnaround for growth and improved profitability

- Revised strategic objectives
- Organisation restructured
- R300 million investment in recycling

Lower Rolled Products production (192 000 tons) and sales (190 000 tons)

Non-cash, once-off impairment to valuation of net assets of R1.53 billion

Rolling slab supply extension to December 2014

Improved profits and cash flows

- HEPS up 128% to 57 cents per share
- Normalised earnings up 251% to R201 million
- Positive cash flow of R135 million

# STRATEGIC OBJECTIVES REVISED

## 1. An excellent aluminium semi-fabricator

- 250 000 tons ROLLED PRODUCTS, 70% exports
- 220 000 tons, light gauge can stock mix

## 2. Globally cost competitive

- Energy, metal and employment rising at inflation and more
- Competitive employee complement
- Natural gas supply close to world prices
- 25% of recycled metal

## 3. Growing regional sales to 200 000 tons annually

- Local sales growing at GDP
- Rapid regional can stock, automotive, infrastructure led growth to 2020

## 4. Secure and competitive metal supply

- Sourcing from Hillside and Bayside at LME
- Hillside, Bayside and scrap (25%) below LME

## 5. Cooperative regulatory environment

- Economy open to imports and scrap exports
- Imbalance in reciprocal duties
- Fair duty protection
- Ongoing demand side support, scrap restrictions
- Inward investment

**Consistent profit performance from multiple drivers**

# IMPAIRMENT OF NET ASSET VALUE

## Erosion of cost competitiveness

- Particularly versus China

## Lower margins in international markets in past 2 years

- Global (Chinese) over supply
- Especially foil (up to \$700 per ton), common alloy plate, standard products

## Increases in imported product into South Africa

- Lost duty protection

## Weak local demand

## Rise in risk-free rate



## FINANCIAL REVIEW

# CONDENSED INCOME STATEMENT

	2013 Rm	2012 Rm
<b>Revenue</b>	<b>7 560</b>	<b>6 542</b>
Cost of sales	<b>(6 915)</b>	(6 111)
<b>Gross profit</b>	<b>645</b>	<b>431</b>
Selling, marketing and distribution expenses	<b>(390)</b>	(362)
Administrative expenses	<b>(71)</b>	(83)
Impairment charge	<b>(2 122)</b>	(84)
Other gains and losses	<b>133</b>	199
<b>Operating (loss)/profit</b>	<b>(1 805)</b>	<b>101</b>
Net interest expense	<b>(63)</b>	(63)
<b>(loss)/profit before tax</b>	<b>(1 868)</b>	<b>38</b>
Taxation	<b>523</b>	(9)
<b>Net (loss)/profit for the year</b>	<b>(1 345)</b>	<b>29</b>

# IMPACT OF IAS 19R ON THE COMPARATIVE PERIOD

	2012 Restated Rm	2012 Previously reported Rm	Restatement effect Rm
<b>Revenue</b>	<b>6 542</b>	<b>6 542</b>	-
Cost of sales	(6 111)	(5 895)	(216)
<b>Gross profit</b>	<b>431</b>	<b>647</b>	<b>(216)</b>
Selling, marketing and distribution expenses	(362)	(362)	-
Administrative expenses	(83)	(83)	-
Impairment charge	(84)	-	(84)
Other gains and losses	199	42	157
<b>Operating (loss) / profit</b>	<b>101</b>	<b>245</b>	<b>(144)</b>
Net interest expense	(63)	(63)	-
<b>(loss) / profit before tax</b>	<b>38</b>	<b>182</b>	<b>(144)</b>
Taxation	(9)	(49)	40
<b>Net (loss) / profit for the year</b>	<b>29</b>	<b>133</b>	<b>(104)</b>
<b>Net assets</b>	<b>4 748</b>	<b>4 777</b>	<b>(29)</b>



# OPERATING (LOSS)/PROFIT

	2013 Rm	2012 Rm	Change Rm
<b>Operating (loss)/profit</b>	<b>(1 805)</b>	101	(1 906)
Impairment	2 122	84	
Profit/loss fixed assets	-	(12)	
<b>"Headline EBIT"</b>	<b>317</b>	<b>173</b>	<b>144</b>
Severance costs	26		
Pension fund conversion		(30)	
<b>"Normalised EBIT"</b>	<b>343</b>	<b>143</b>	<b>200</b>
Timing mismatches	(10)	61	
Metal price lag	58	2	
<b>"Comparable EBIT"</b>	<b>391</b>	<b>206</b>	<b>185</b>
Estimated impact of Rand weakening 17% on average	<b>246</b>		

# NORMALISED EARNINGS

	2013 Rm	2012 Rm
<b>Earnings</b>	<b>(1 345)</b>	29
(Profit)/loss on disposal and impairment of assets	<b>1 528</b>	50
<b>Headline earnings</b>	<b>183</b>	<b>79</b>
<b>Abnormal items included in headline earnings</b>		
Effect of pension fund conversion	-	(22)
Severance costs	<b>18</b>	-
<b>Normalised earnings</b>	<b>201</b>	<b>57</b>
<b>Net cost of hot mill failure:</b>	<b>(7)</b>	<b>44</b>
Loss of profit and material damage	<b>17</b>	111
Insurance claim accrued	<b>(24)</b>	(67)
<b>Normalised earnings adjusted for timing mismatches</b>	<b>194</b>	<b>101</b>

# IMPAIRMENT

## IMPAIRMENT OF NON-CURRENT ASSETS

The impairment charges recognised in the income statement are as follows:

- Rolled Products cash-generating unit

- Rolled Products hot mill and other plant and equipment

- Extrusions plant and equipment

- Extrusions cash-generating unit

### Total impairment charge

Taxation thereon

### Net impairment charge

	2013 Rm	2012 Rm
	2 122	
		54
		4
		26
	2 122	84
	(594 )	(23)
	1 528	61

## Why now?

- Changes in operating environment
- Increase in the risk-free rate
- Introduction of Alpha for a specific risk of 1%
- HLM has been trading at a discount to its underlying R15 NAV
- IAS 36 deemed indicator

## What?

- Rolled Products
- Pro-rata allocation across intangible and tangible non-current assets
- Reduces NAV per share by R4.75

## How?

- Calculate Value in Use and compare to carrying value
- Five-year detailed cash flow forecast thereafter perpetuity value
- Discount back using WACC plus Alpha

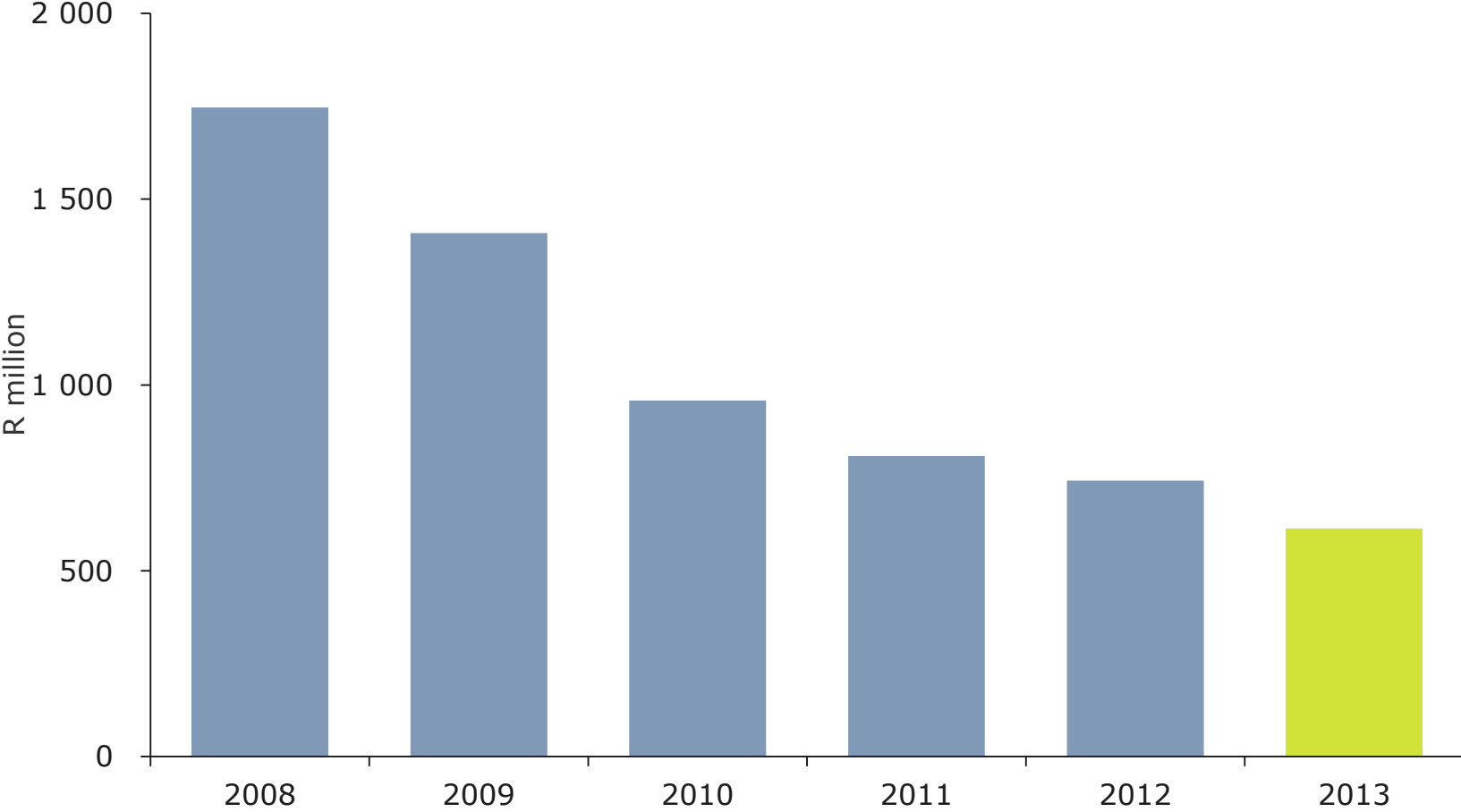
### Key assumptions in terms of IAS 36

- Excludes future capital expenditure and restructuring
- Rolled Products sales volume growth capped at 220 000 tons
- Exchange rate to R11.39 by 2018
- Slab supply from Bayside casthouse continues at 96 000 tons p.a.
- WACC at 10.5% plus 1% Alpha for currency volatility and Bayside uncertainty
  - Discount rate 11.5% (after tax)

# BALANCE SHEET

	2013 Rm	2012 Rm
<b>Capital employed</b>		
Equity	<b>3 403</b>	4 748
Net borrowings	<b>612</b>	742
	<b>4 015</b>	<b>5 490</b>
<b>Employment of capital</b>		
Property, plant and equipment and intangibles	<b>2 553</b>	4 737
Retirement benefit asset	<b>161</b>	177
Net working capital (including derivatives)	<b>1 903</b>	1 738
Net deferred tax liability	<b>(377)</b>	(929)
Retirement benefit obligations	<b>(225)</b>	(233)
	<b>4 015</b>	<b>5 490</b>

# NET BORROWINGS



# WORKING CAPITAL

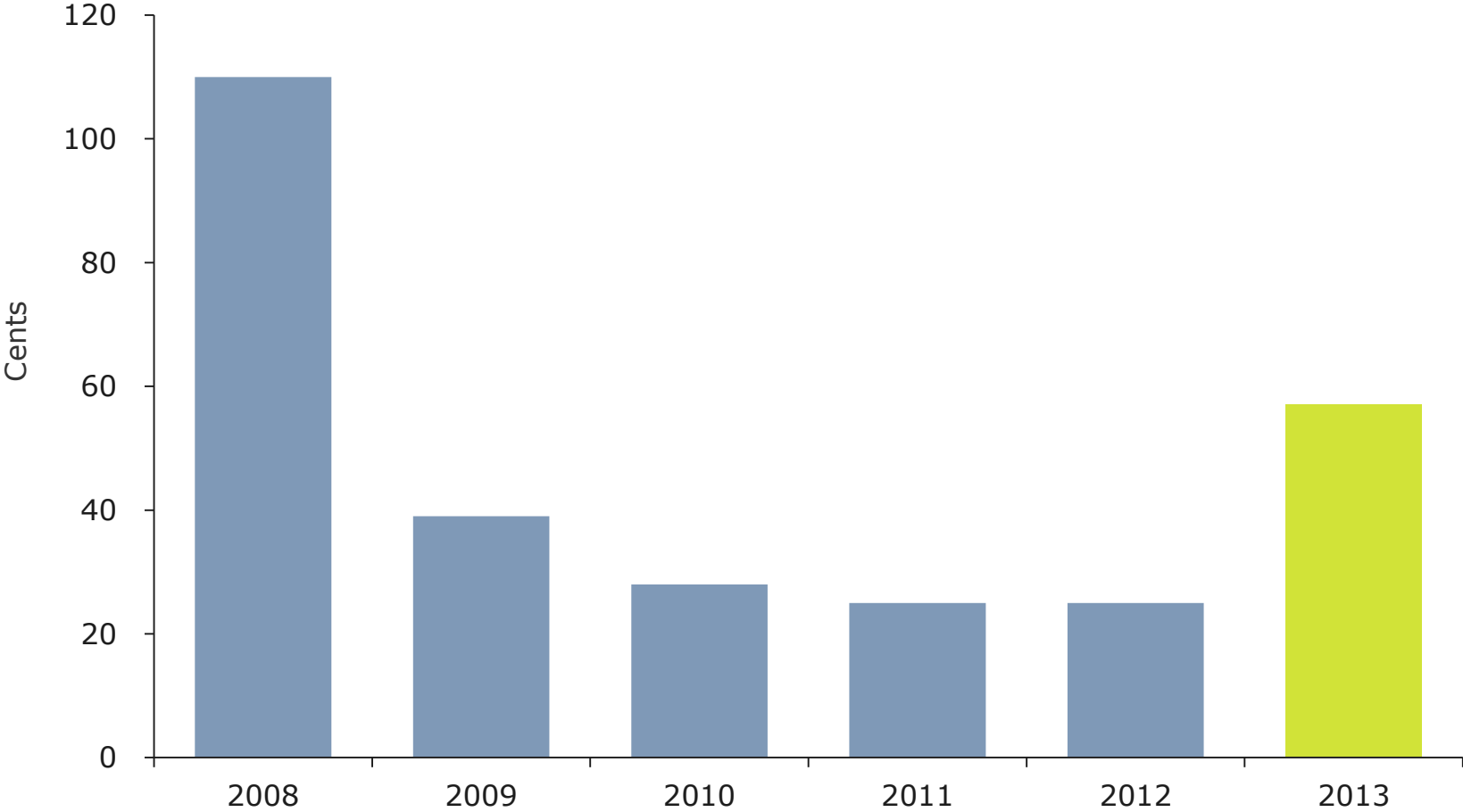
	2013 Rm	2012 Rm	Change Rm	%	2013 Days	2012 Days
Inventories	<b>1 807</b>	<b>1 516</b>	<b>291</b>	<b>19%</b>	95	91
Trade and other receivables	<b>973</b>	<b>945</b>	<b>28</b>			
- Trade receivables	827	748	79	<b>11%</b>	40	42
- Other receivables	146	197	(51)			
Trade and other payables	<b>(826)</b>	<b>(718)</b>	<b>(108)</b>			
- Trade payables	(642)	(544)	(98)	<b>18%</b>	33	31
- Other payables	(184)	(174)	(10)			
	<b>1 954</b>	<b>1 743</b>	<b>211</b>	<b>12%</b>		
Net derivatives/other	(51)	(4)				
<b>Net working capital</b>	<b>1 903</b>	<b>1 739</b>				



# CASH FLOW STATEMENT

	2013 Rm	2012 Restated Rm
<b>Cash flows from operating activities</b>		
Operating (loss)/profit	(1 805)	101
Net interest paid	(64)	(66)
Impairment charge	2 122	84
Depreciation and other non-cash items	269	181
Income tax payment	(28)	(20)
Changes in working capital	(211)	(182)
	<b>283</b>	<b>98</b>
<b>Cash flows from investing activities</b>		
Additions to property, plant and equipment and intangibles	(148)	(98)
Proceeds on sale of assets	-	72
	<b>(148)</b>	<b>(26)</b>
<b>Cash flows before financing activities</b>	<b>135</b>	72
<b>Cash flows from financing activities</b>	<b>28</b>	(62)
<b>Net increase in cash and cash equivalents</b>	<b>163</b>	<b>10</b>

# HEADLINE EARNINGS PER SHARE





## STRATEGIC REVIEW



## PROGRESS ON KEY STRATEGIC OBJECTIVES

### 1. OPERATIONAL PERFORMANCE

## Competitors

- Alcoa Rolled Products EBITDA 2013 Q4 on Q3 down 70%
- AMAG Rolled Products Year to date EBITDA Q3 2013 down 17.7%
- Aleris Rolled Products North America Q3 2013 Adjusted EBITDA down 33%
- Aleris Rolled Products Europe Q3 2013 Adjusted EBITDA down 17.5%
- All report pricing as main cause of poor performance
- Alcoa closing all Australian rolling operations

## Economic indicators

- LME falling since 2012 to US\$1 600 - US\$1 700 per ton, driving metal price lag in 2013
- Geographic premiums volatile and spiking up
- Rand/US\$ fell by 18.2% between January and December 2013

## Interesting developments

- Major auto growth from both US and Euro OEMs e.g. Ford F150 (450kg/ vehicle)
- Brazilian can recycling at 97.9%

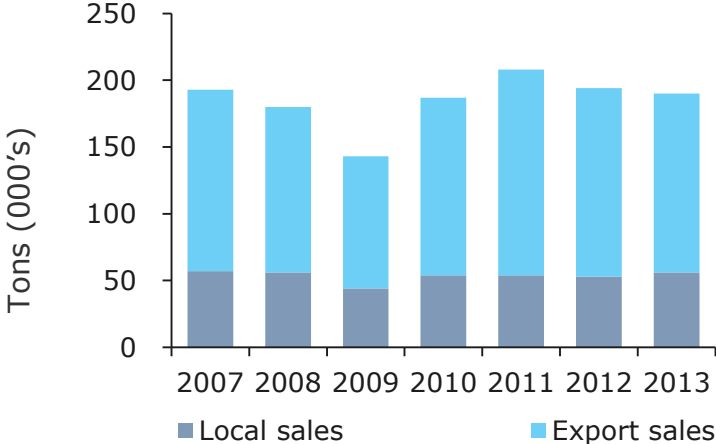
# MARKET ENVIRONMENT 2013-2014

	Demand	Mill lead times	Domestic inventories	Margins
USA	↑	↔	↔	↔
EU	↑	↔	↔	↑
China	↓	↔	↓	↔
SA	↔	↓	↔	↑

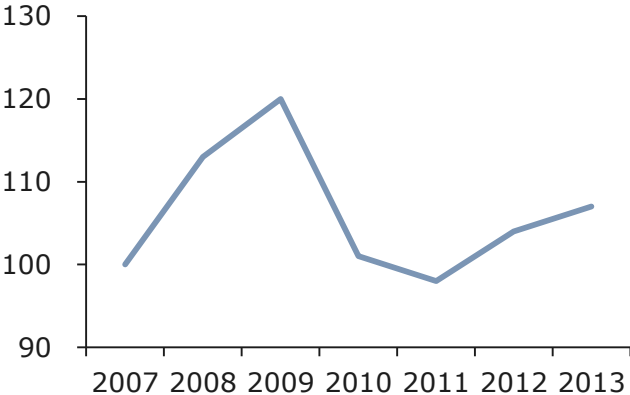
Ref: CRU and Hualamin own views

# ROLLED PRODUCTS – KEY FEATURES

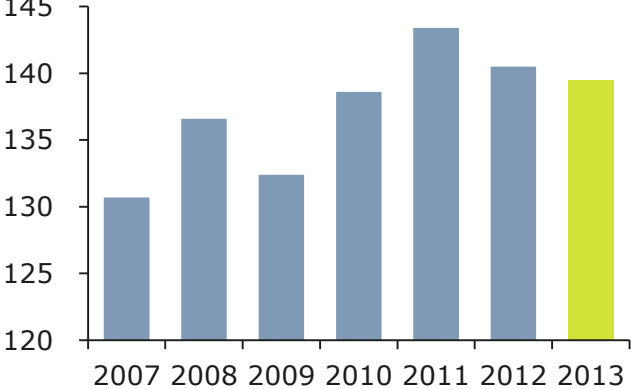
**Sales Volume**



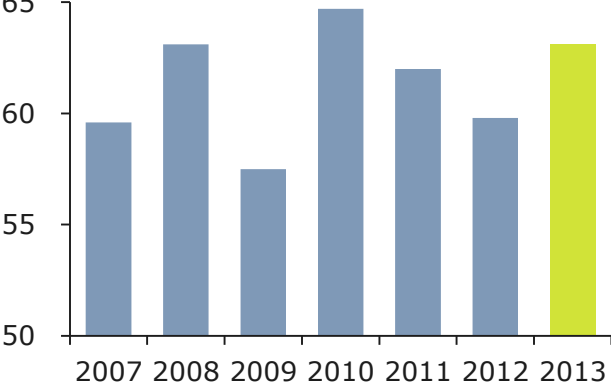
**Unit Cost Index in 2007 Rands**



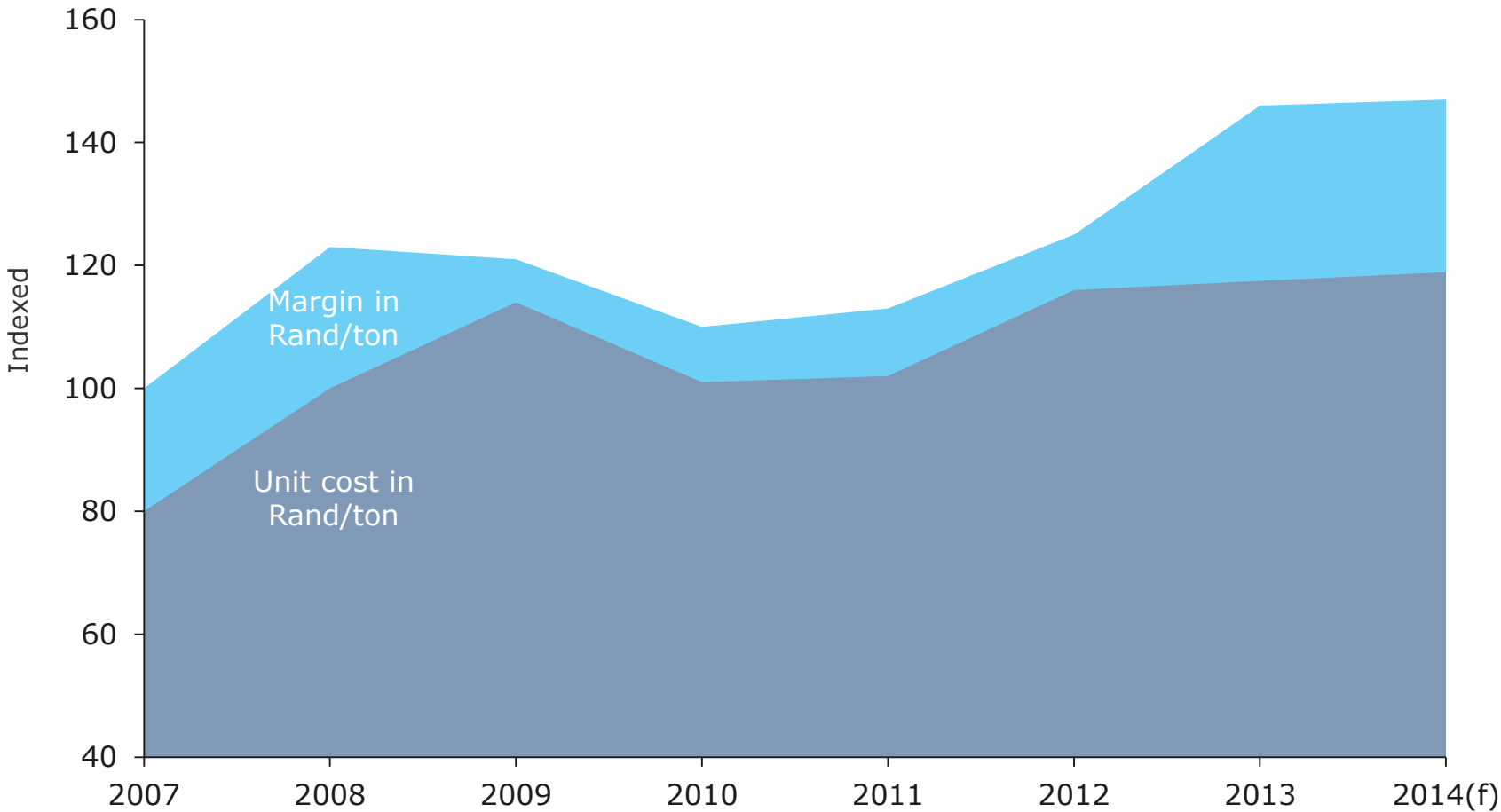
**US\$ Margin Index**



**% High Value Products**



# ROLLED PRODUCTS OPERATING MARGIN IN RAND





# REVIEW OF HULAMIN ROLLED PRODUCTS

## Lower sales due to

- Unfavourable mix and planned hot mill maintenance in H1
- Cold rolling bottleneck and can end quality controls in H2
- Consequent lower yields

## Slab supply extended to December 2014

- Discussions ongoing Bayside rationalisation

## Organisation restructured for new realities

- Separation of metal supply and rolling into distinct operations
- New skills including introducing global expertise
- Metal sourcing/ recycling start-up
- Market development

# RESTRUCTURING OF ROLLED PRODUCTS

## Focus on manufacturing performance turnaround

- Asset management strategy being rolled out
- Accelerated capital expenditure
- Recruitment of manufacturing skills
- Simplification

## Growth of can stock from 2013 to largest single product by 2018

- Light gauge – cold rolling intensive
- Investment in recycling infrastructure (R300m), sorting, cleaning and melting
- Slab self-sufficiency to 200 000 tons

## Change to product mix and plant loading from 2013 to 2018

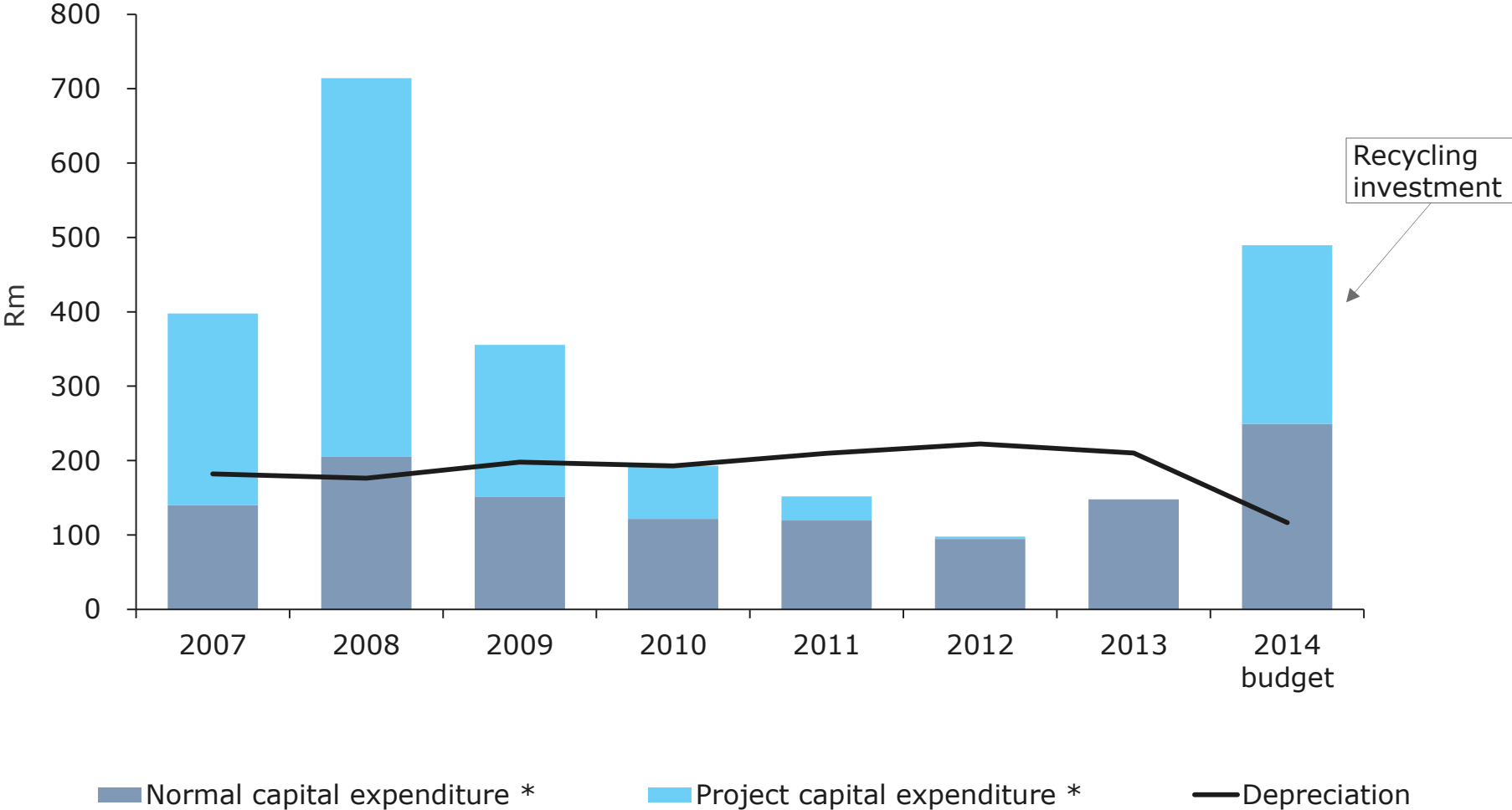
- New state of the art scheduling systems

# ROLLED PRODUCTS OPERATIONAL PERFORMANCE TARGETS

## Update on targets

	Pre-revision	Revised assumptions
Sales volume	250 000 tons	220 000 tons
Yield	>68%	>67%
Unit cost	<US\$1 150 per ton	US\$1 175 per ton
Rolling margin	>US\$1 475 per ton	US\$1 400 per ton
Working capital cash cycle	<120 days	120 days

# CAPITAL EXPENDITURE



\* Excludes capitalised borrowing costs

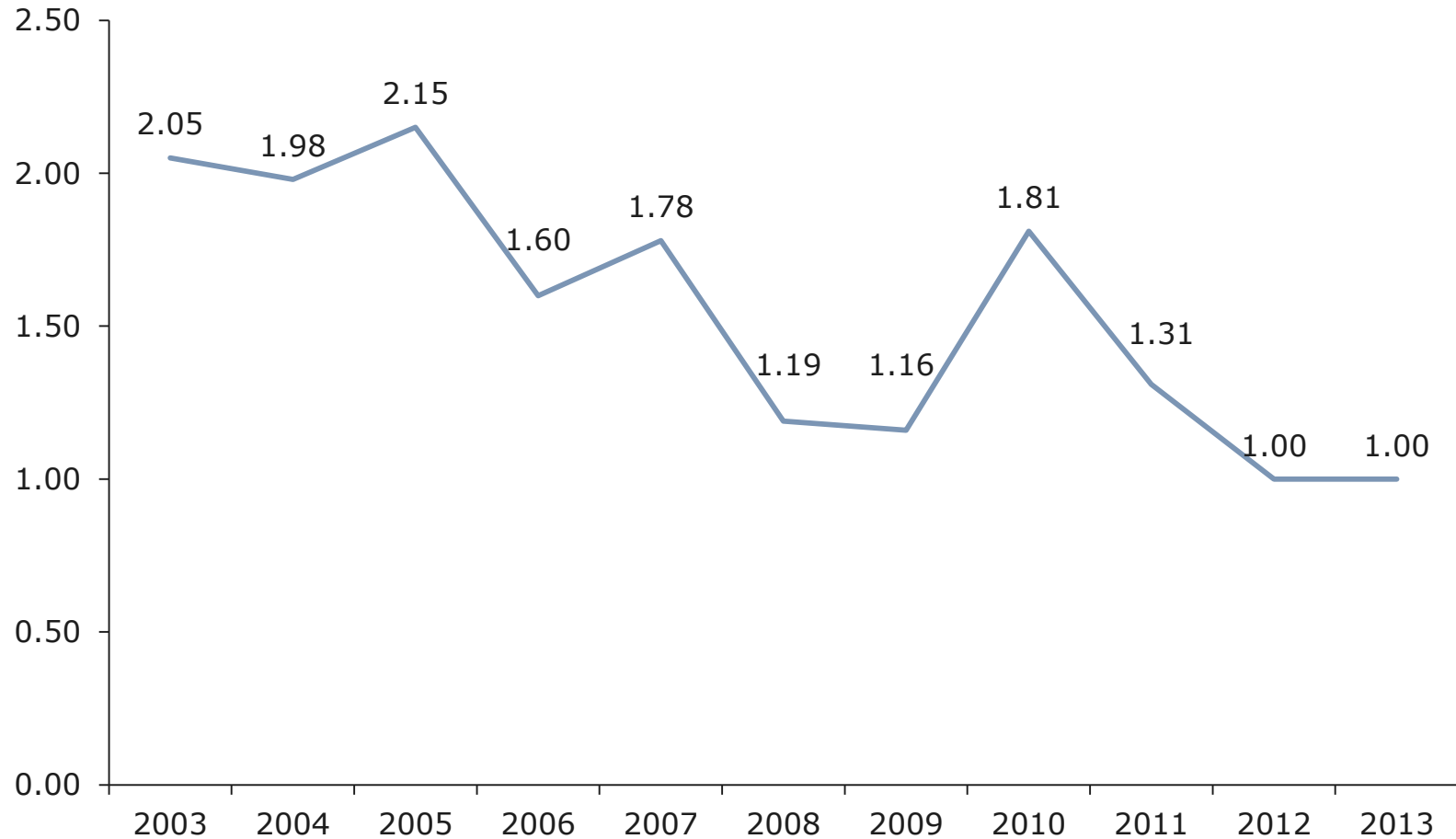
## Key indicators for 2013

- Revenue up 13% on currency weakness, mix improvement and margin management
- Sales volume up 3%
- Unit costs down 3%
- Operating profit up by R38m

## Strategic themes in 2014

- Focus on sales to grow volumes
  - Expand participation in renewable energy programmes
  - New automotive contract secured through 2015
- Manage changes in anodising and powder coating industry
- Continued operational focus
- Billet supply security and opportunities

# SAFETY – TOTAL RECORDABLE CASE FREQUENCY RATE



\* The Total Recordable Case Frequency Rate is the number of recordable injuries divided by the number of hours worked, multiplied by 200 000



## PROGRESS ON KEY STRATEGIC OBJECTIVES

### 2. INPUT COST COMPETITIVENESS

## Manpower

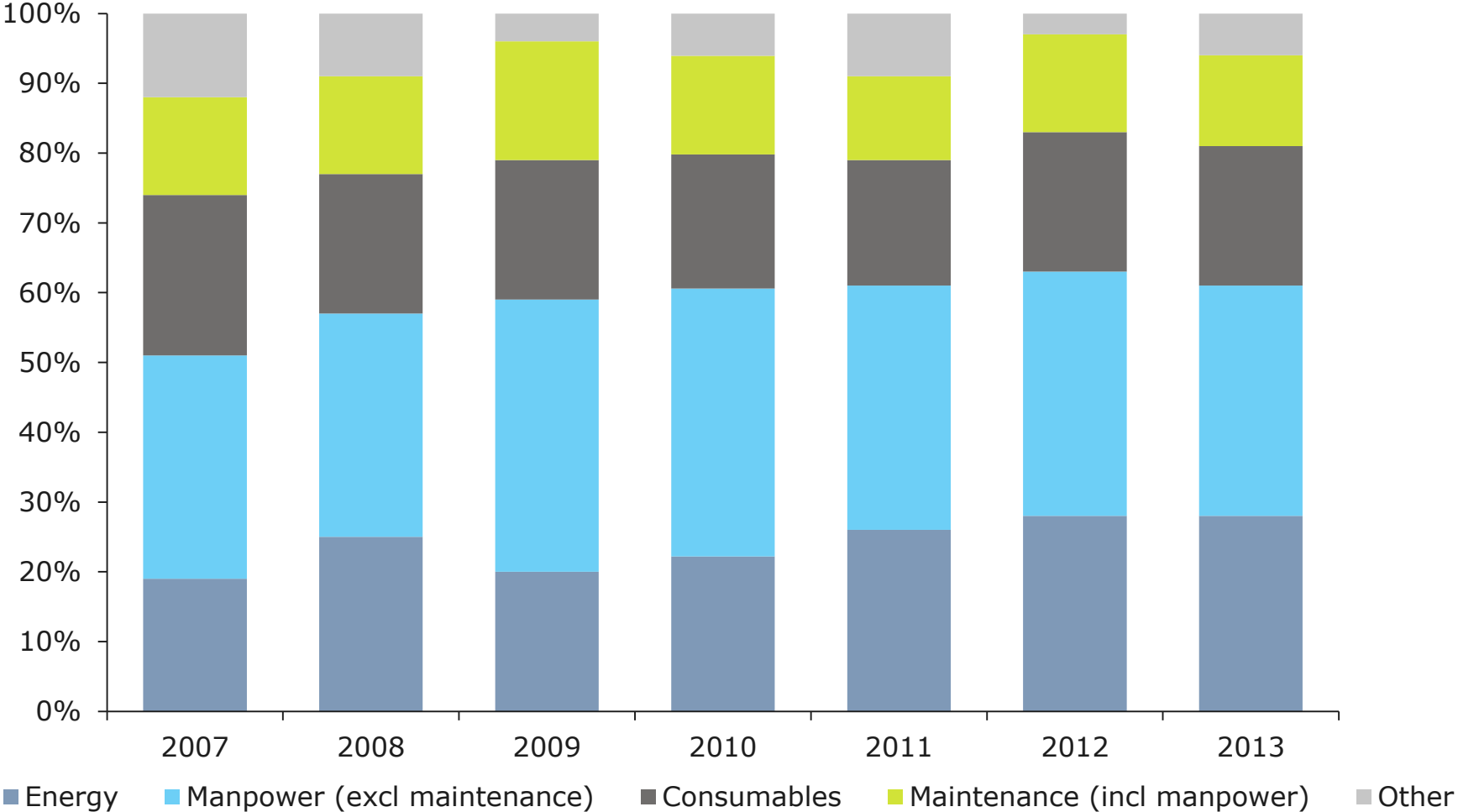
- Broad restructuring across all levels
  - Splits rolling and metal supply operations
  - Local and Regional Market Development bolstered
- Comprehensive rightsizing completed
  - Overall numbers reduced by 211 people
  - Once-off cost of <R35m
  - Overall annual savings of R60m
- Three year deal with hourly paid employees 2013 to 2016

## Energy

- Gas (cost) dominates Hulammin energy mix
- LPG supply risk and cost competitiveness
- Natural/Methane Rich Gas significantly more cost competitive
- Advisors appointed to facilitate early competitive supply



# MANUFACTURING COST ANALYSIS





## PROGRESS ON KEY STRATEGIC OBJECTIVES

### 3. GROWING THE REGIONAL MARKET

# GROWING REGIONAL SALES

## Beverage can market growth in progress

- Capability proven, best practices being entrenched
- Aluminium cans in South Africa and Nigeria, Angola and East Africa to follow
- 300 tons successfully converted into cans by March 2014

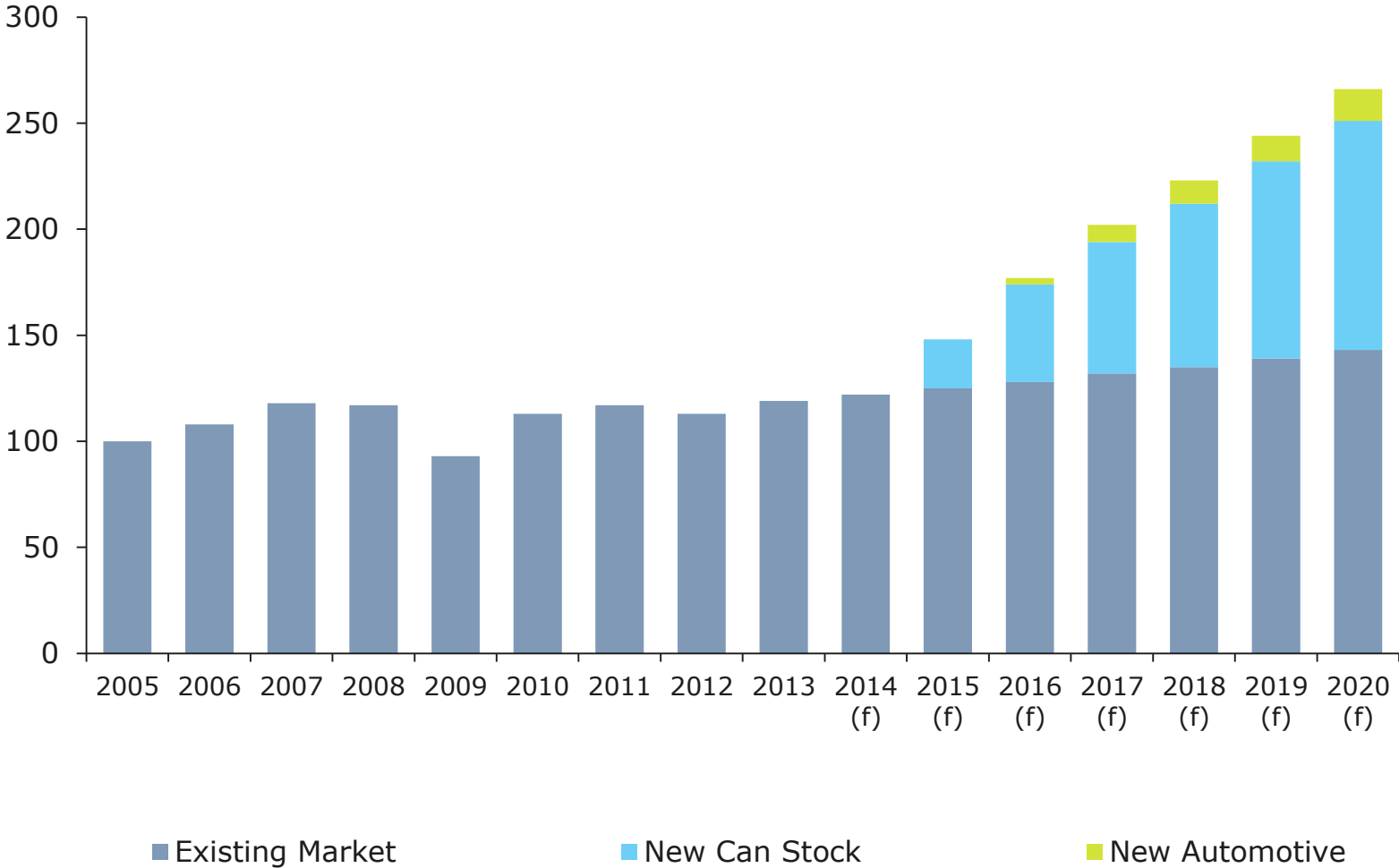
## Additional focus on other markets

- Global acceleration of aluminium in automotive (e.g. auto body-sheet)
- Import replacement opportunities
- Fabrication and entrepreneurship programme being planned
- Cooperation with AFSA, Government, inward investment agencies

## Market development strategy being rolled out and resourced



# REGIONAL SALES VOLUME GROWTH PROJECTION





## PROGRESS ON KEY STRATEGIC OBJECTIVES

### 4. SUSTAINABLE COMPETITIVE METAL SUPPLY

## Slab supply from Bayside casthouse extended to December 2014

- Bayside Potline closing mid-2014
- Casthouse supplied from Hillside
- Discussions progressing over future of slab beyond 2014

## Goal: To source 25% of metal units from recycling by 2018

- R300m investment in recycling capability approved
- Increases Hulamín on site slab capacity to 200 000 tons sales
- Includes scrap storage, separation, cleaning and melting
- Planned start-up Q2 2015; interim plans in place

## Aluminium and Electricity

- Aluminium supply security and beneficiation growth (slab, billet, melting ingot)
- Strategic cooperation/ alignment with stakeholders – Government and BHP Billiton



## PROGRESS ON KEY STRATEGIC OBJECTIVES

### 5. SUPPORTIVE REGULATORY ENVIRONMENT

## Scrap export legislation promulgated in August 2013

### Goal alignment with Government

- Growth in regional beneficiation of Aluminium/Electricity in progress
- Local/Regional sales growth (fabrication) drives
- Two independent studies published\*
  - Employment growth (to 29 000 jobs)
  - 7 kg per capital or 386 000 tons of local consumption
- Growth in recycling of aluminium/ carbon footprint benefits
- Non-ferrous/ Aluminium scrap export restrictions in place

### Important regulatory outcomes

- Continued demand side support (local content, infrastructure projects)
- Gas pipeline infrastructure and internationally competitive pricing
- Equitable and symmetrical import duty regime
- Non-punitive and competitive carbon tax/pricing
- Continued competitiveness investment support (e.g. MCEP)

\* Integreon Nov 2013 and Econometrix Jan 2014





OUTLOOK

# OUTLOOK

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Growth in local sales

Improved delivery from Rolled Products

Longer-term rolling slab supply

Expanding capital expenditure

- Further up-scaling of maintenance capex
- Recycling project

Continued focus on costs and efficiencies