



**HULAMIN**

Think future. Think aluminium.

# AUDITED RESULTS

FOR THE YEAR ENDED 31 DECEMBER 2015



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4 Strategy update – Richard

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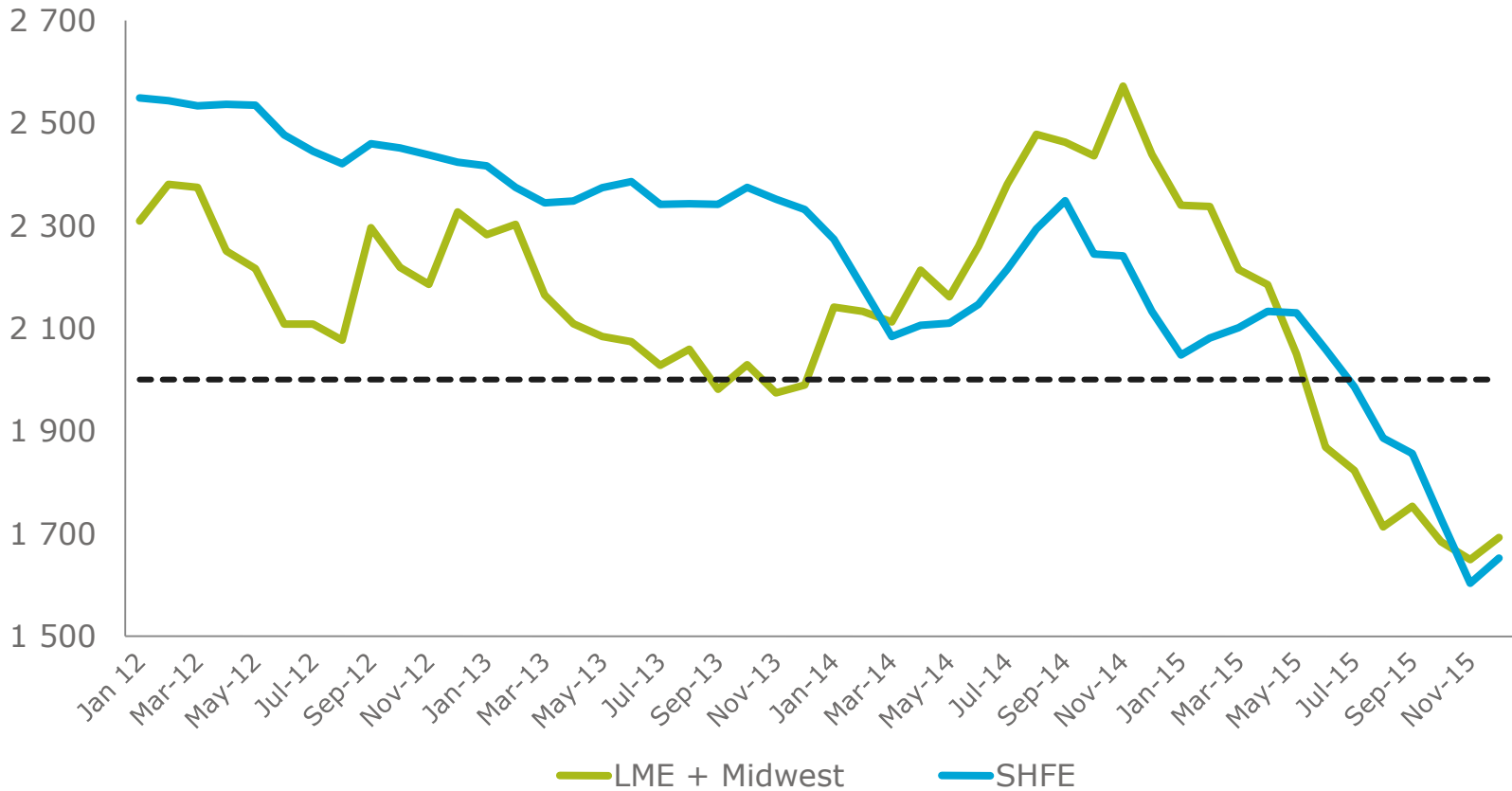
## **OPENING REMARKS / MARKET UPDATE**

- Lower Rolled Products sales volume 179 000 tons (2014: 196 000 tons)
- Improved Rolled Products manufacturing performance in H2 2015
  - H1 sales 84 ktons vs. H2 95 ktons
- Improved metal supply security
  - New 4-year melting ingot supply deal with South 32 approved (approx. 95 ktons p.a.)
- Cash outflows reflect higher capital expenditure, investments and working capital
- Metal price lag charge R161 million (LME on average US\$372 lower)
- Uncertain market outlook prompts caution
  - No final dividend declared

- LME & geographic premiums have fallen further (since mid-2015)
  - LME between US\$1 450 and US\$1 550 per ton since September 2015
- Major growth in Chinese exports (primary and semi-fabricated products)
  - Impact on conversion margins
- Underlying international demand stable
- Industry focusing on protecting local markets through state interventions (anti-dumping / tariff protection)
  - Momentum gaining for further anti-dumping or tariff protection in USA and EU
- Ongoing growth in demand for aluminium components from Automotive markets

- Local demand uncertain
  - Automotive and transport steady at low levels
  - Packaging uncertain
- SA Import duties on aluminium products
- Long term trend in automotive consumption (SA and globally)

# ALL-IN ALUMINIUM PRICE (USD/TON)



Source: Metal Bulletin

Audited results for the year ended 31 December 2015



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## FINANCIAL RESULTS



		2015	2014
<b>Key parameters and activities</b>			
Average LME	US\$	<b>1 494</b>	1 866
Geographic premiums	US\$	<b>234</b>	376
Average exchange rate	R / US\$	<b>12.76</b>	10.85
Group sales volume	tons	<b>197 000</b>	214 000
Rolled Products sales volume	tons	<b>179 000</b>	196 000
Group turnover	Rm	<b>8 395</b>	8 038
Average rolling margins (Rolled Products)	US\$	<b>1 395</b>	1 419
<b>Profitability and asset management</b>			
Group EBIT	Rm	<b>295</b>	585
Rolled Products EBIT excl. Isizinda	Rm	<b>258</b>	538
Rolled Products EBIT incl. Isizinda	Rm	<b>282</b>	538
Group EBITDA (excluding impairment)	Rm	<b>444</b>	660
EBITDA / turnover	%	<b>5.3</b>	8.2
ROE	%	<b>4.2</b>	9.9
HEPS	cps	<b>37</b>	112
Normalised EPS	cps	<b>55</b>	111

	2015 Rm	2014 Rm
<b>Earnings</b>	<b>164</b>	<b>385</b>
(Profit) / loss on disposal and impairment of assets	7	(27)
Bargain purchase gain	(52)	-
<b>Headline earnings</b>	<b>119</b>	<b>358</b>
<b>Abnormal items included in headline earnings</b>		
Transaction costs	5	7
BEE share based costs	20	-
PRMA past service cost adjustment	5	(11)
Equity settled share based payment: Isizinda	27	-
<b>Normalised earnings</b>	<b>176</b>	<b>354</b>

	2015 Rm	2014 Rm
<b>Revenue</b>	<b>8 395</b>	<b>8 039</b>
Cost of sales	(7 855)	(7 120)
<b>Gross profit</b>	<b>540</b>	<b>919</b>
Selling, marketing, distribution and administrative expenses	(494)	(492)
Impairment reversal	-	43
Other gains and losses	249	115
<b>Operating profit</b>	<b>295</b>	<b>585</b>
Net interest expense	(66)	(46)
<b>Profit before tax</b>	<b>229</b>	<b>539</b>
Taxation	(65)	(154)
<b>Net profit for the year</b>	<b>164</b>	<b>385</b>
<b>EBITDA (excluding impairment)</b>	<b>444</b>	<b>660</b>
<b>EBITDA / Sales (%)</b>	<b>5</b>	<b>8.2</b>

**Description**

Metal price lag gain / (loss) on sales

LME Derivatives gain / (loss) traded to hedge

**Net price lag – excl. currency**

Exchange rate gain / (loss) on metal sales

FEC's traded to hedge

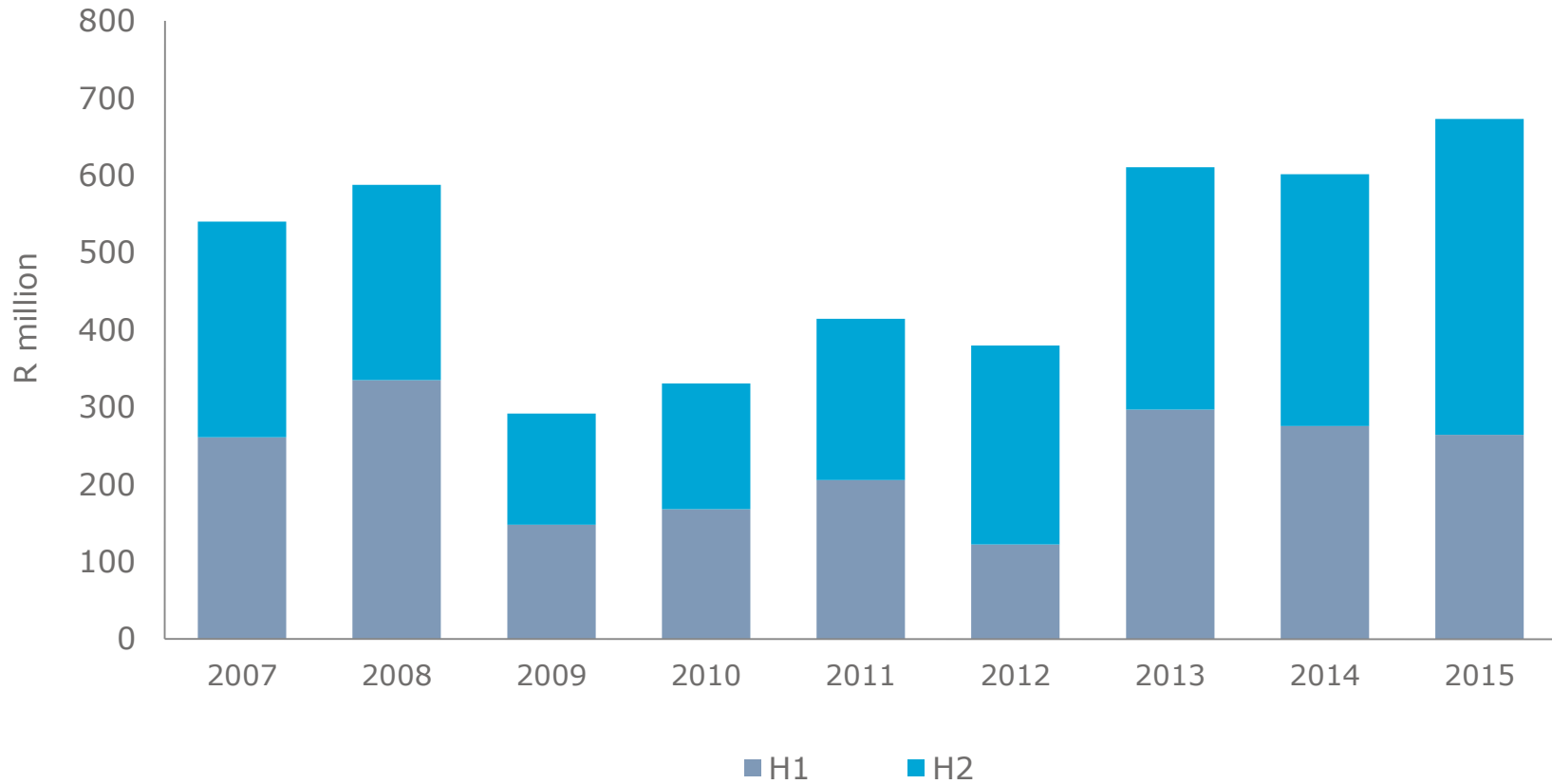
**Net ROE gain / (loss)****Metal price lag loss**

	Total 2015	Hedge % achieved
	(292)	
	145	49.5%
<b>Net price lag – excl. currency</b>	<b>(147)</b>	
	284	
	(298)	106.1%
<b>Net ROE gain / (loss)</b>	<b>(14)</b>	
<b>Metal price lag loss</b>	<b>(161)</b>	

	2015 Rm	2014 Rm	Change Rm
<b>Operating profit</b>	<b>295</b>	<b>585</b>	<b>(290)</b>
Impairment (reversal)	-	(43)	
Bargain purchase gain – Isizinda	(52)		
Loss on disposal of PPE	11	6	
<b>"Headline EBIT"</b>	<b>254</b>	<b>548</b>	<b>(294)</b>
Equity settled share based expense – Isizinda	27	-	
Transaction costs	5	7	
BEE share based costs	20		
PRMA past service cost adjustment	5	(11)	
<b>"Normalised EBIT"</b>	<b>311</b>	<b>544</b>	<b>(233)</b>
Timing mismatches: Insurance claim	50	-	
Metal price lag	161	(53)	
<b>"Comparable EBIT"</b>	<b>522</b>	<b>491</b>	<b>31</b>
Estimated impact of Rand weakening 18% on average (2014:12%)	<b>310</b>	<b>198</b>	

	2015 Rm	2014 Rm
Loss on disposal of property, plant and equipment	(11)	(6)
Valuation adjustments on non-derivative items	203	46
Valuation adjustments on derivative items	4	75
Bargain purchase gain	52	-
	248	115
<b>Valuation adjustments on non-derivative items</b>		
Foreign exchange gains on debtors and creditors	208	50
Foreign currency denominated cash balances	7	(7)
Valuation (losses) / gains on firm commitments	(12)	3
	203	46
<b>Valuation adjustments on derivative items</b>		
FEC's: debtors and creditors	(142)	(16)
FEC's: forecast sales	9	(1)
Commodity futures	26	(6)
Gains / (losses) on fair value hedges	(107)	(23)
Forward points on FEC's	111	98
	4	75

	2015 Rm	2014 Rm
Aluminium and other material costs	<b>5 667</b>	5381
Utilities and other direct manufacturing costs	<b>657</b>	637
Employment costs	<b>930</b>	776
Depreciation and amortisation	<b>149</b>	118
Repairs and maintenance	<b>255</b>	204
Freight and commissions	<b>309</b>	326
Other operating income and expenditure	<b>381</b>	170
	<b>8 348</b>	7 612
<b>Classified as:</b>		
Cost of sales	<b>7 855</b>	7120
Selling, marketing and distribution expenses	<b>382</b>	403
Administrative and other expenses	<b>111</b>	89
	<b>8 348</b>	7 612





		2015	2014
<b>Financial, cash flow and borrowings</b>			
Capital expenditure	Rm	<b>573</b>	335
Cash flow before financing activities	Rm	<b>119</b>	518
Net borrowings	Rm	<b>975</b>	437
Debt equity ratio	%	<b>25</b>	11
NAV per share	cps	<b>1 206</b>	1 200
Share price	cps	<b>538</b>	810

	2015 Rm	2014 Rm
<b>Capital employed</b>		
Equity	<b>3 855</b>	3 834
Net borrowings	<b>975</b>	437
	<b>4 830</b>	<b>4 271</b>
<b>Employment of capital</b>		
Property, plant and equipment and intangibles (incl. asset held for sale)	<b>3 234</b>	2 757
Retirement benefit asset	<b>143</b>	139
Net working capital (incl. derivatives)	<b>2 148</b>	2 009
Net deferred tax liability	<b>(466)</b>	(453)
Retirement benefit obligations	<b>(228)</b>	(236)
	<b>4 830</b>	<b>4 271</b>

- Management must test assets for impairment at every reporting period
- R2.1 billion impairment in 2013
- Share price < NAV is a deemed indicator of impairment
- Full assessment with value-in-use R420m above carrying value
- Value-in-use is DCF for each CGU anticipated future cash flows
  - Based 5 year business plan
  - Key sensitivities are WACC, rolling margins and exchange rates
- Assessment is audited

Isizinda Aluminium (Pty) Ltd acquired the Bayside casthouse 1 July 2015  
 Funded by Hulammin with R100 million loan to Isizinda

Assets and liabilities acquired were:

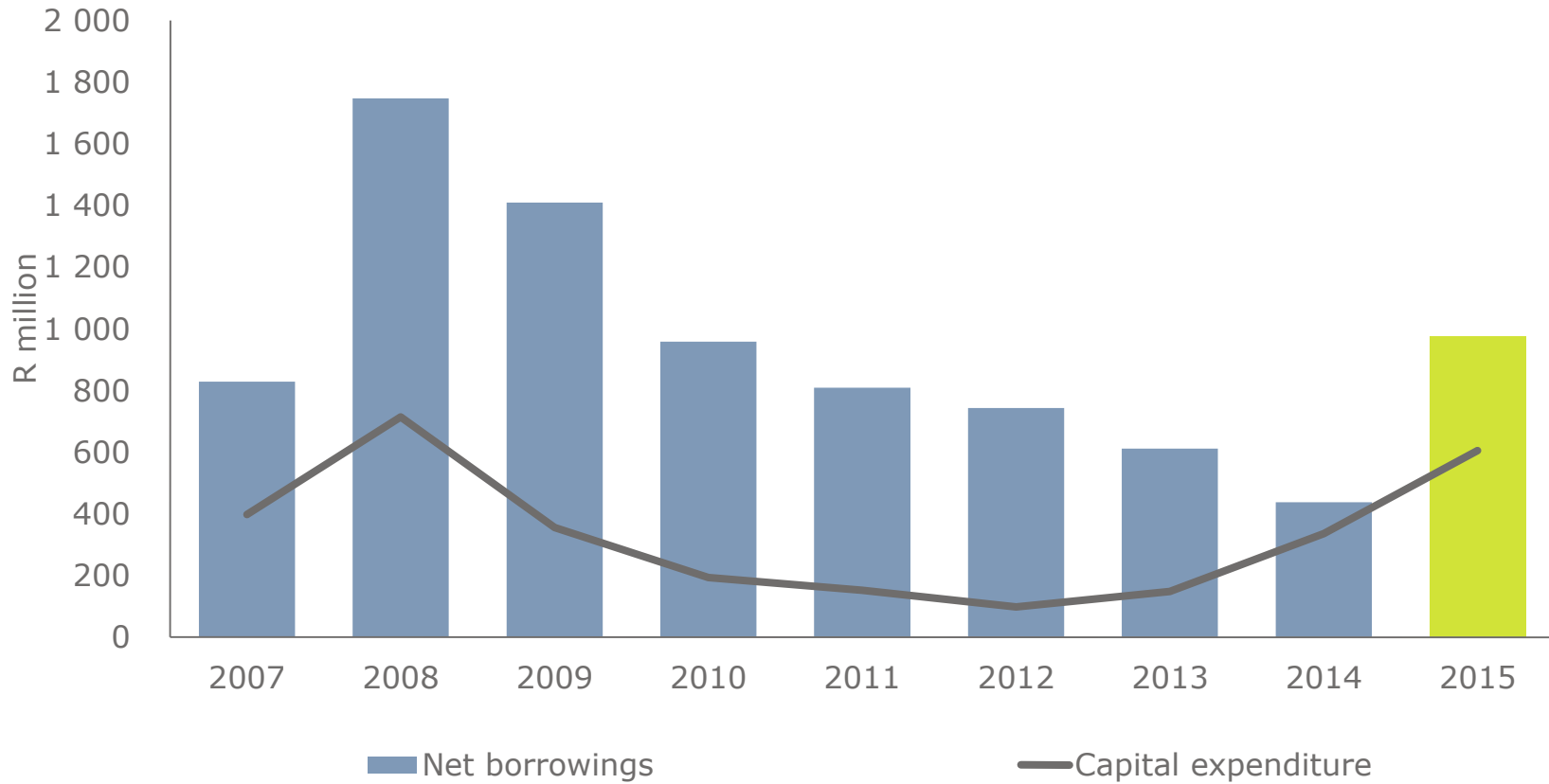
	<b>Rm</b>
<b>Cash payment</b>	<b>100</b>
Sundry receivable	10
Plant and equipment	49
Land and buildings	68
Inventory	41
Net identifiable assets acquired	168
Deferred tax on assets	(16)
Bargain purchase	(52)
	<b>100</b>

Deemed control i.t.o. IFRS 3 due to funding. Consolidated 100% in the Group AFS  
 Deemed equity settled share based payment R27m (40%) has distorted HEPS

- CPS completed and effective 22 December 2015
- A1, A2, B1, B2, B3 Ordinary shares were issued
- IFRS 2 cost of Strategic transaction, excl. transactional fees, R20m expensed
- Duration of partnership is 8 years
- IFRS 2 cost of ESOP of R59m expensed over vesting period of 5 years
- Shares issued to ESOP Trust to be allocated to qualifying employees

	2015 Rm	2014 Rm
<b>Derivative financial instruments</b>		
Foreign currency management – forecast sales	(183)	(52)
Foreign currency management – trade debtors and creditors	(44)	(13)
Commodity price risk – metal	-	38
	<b>(227)</b>	<b>(27)</b>
<b>Grouped as:</b>		
Financial assets	<b>8</b>	<b>44</b>
Financial liabilities	<b>(235)</b>	<b>(71)</b>
	<b>(227)</b>	<b>(27)</b>

	2015 Rm	2014 Rm	Change Rm
Inventories	<b>1 785</b>	<b>1 959</b>	<b>(174)</b>
Trade and other receivables	<b>1 384</b>	<b>1 038</b>	<b>346</b>
- Trade receivables	1 200	931	269
- Other receivables	184	107	67
Trade and other payables	<b>(806)</b>	<b>(965)</b>	<b>159</b>
- Trade payables	(564)	(780)	216
- Other payables	(242)	(185)	(57)
	<b>2 363</b>	<b>2 032</b>	<b>330</b>
Net derivatives /other	(215)	(23)	(192)
<b>Net working capital</b>	<b>2 148</b>	<b>2 009</b>	<b>139</b>





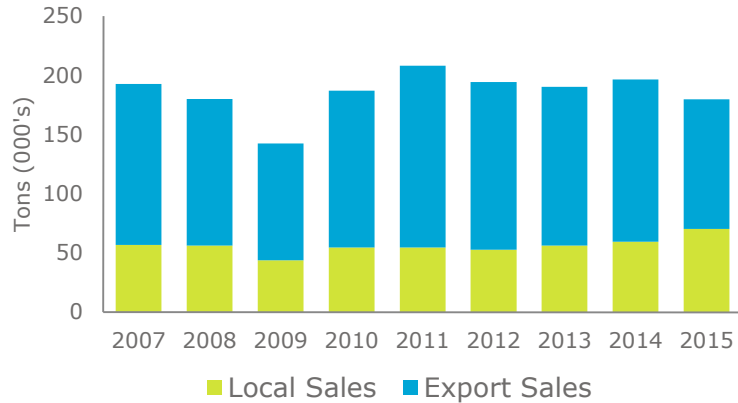
	2015 Rm	2014 Rm
<b>Rolled products</b>		
Normal Capex	276	200
Projects	185	92
Rotating assets	6	19
	<b>421</b>	<b>311</b>
<b>Extruded products</b>		
Normal Capex	8	4
Rotating assets	19	17
	<b>27</b>	<b>21</b>
<b>Isizinda</b>	<b>100</b>	
Containers (Hulacon)	1	3
Start-up costs	3	-
Capitalised borrowing costs	21	5
<b>Total Capex</b>	<b>573</b>	<b>340</b>

	2015 Rm	2014 Rm
<b>Cash flows from operating activities</b>		
Operating profit	295	585
Net interest paid	(87)	(51)
Impairment reversal	-	(43)
Depreciation and other non-cash items	246	191
Income tax payment	(50)	(85)
Changes in working capital	(280)	(79)
	<b>119</b>	<b>518</b>
<b>Cash flows from investing activities</b>		
Net Additions to property, plant and equipment and intangibles	(543)	(335)
	<b>(543)</b>	<b>(335)</b>
<b>CASH FLOWS BEFORE FINANCING ACTIVITIES</b>	<b>(419)</b>	<b>183</b>
Cash flows – equity transactions & other	(119)	(8)
<b>NET BORROWINGS – BEGINNING OF PERIOD</b>	<b>(437)</b>	<b>(612)</b>
<b>NET BORROWINGS – END OF PERIOD</b>	<b>(975)</b>	<b>(437)</b>

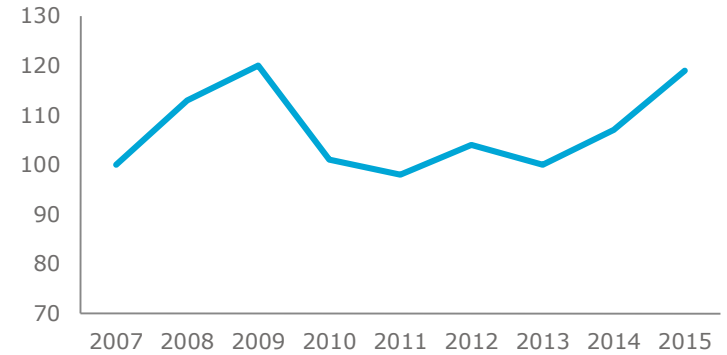
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## **OPERATIONAL REVIEW**

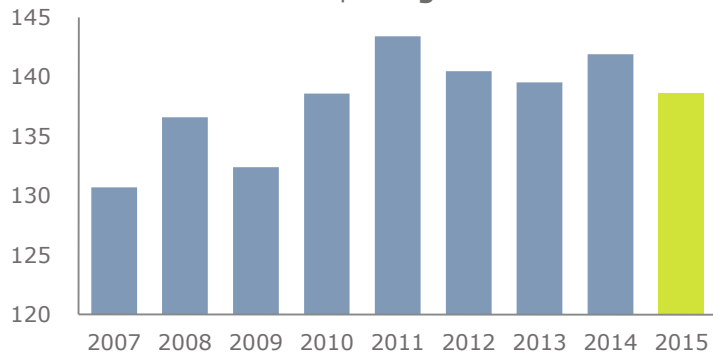
**Sales Volume**



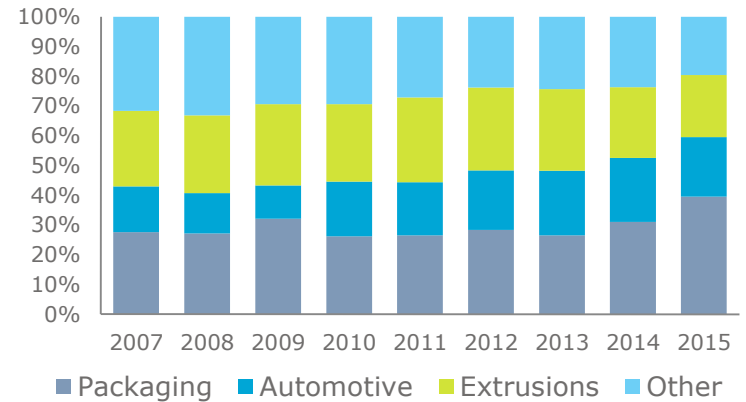
**Unit cost index in 2007 Rands**



**US\$ margin index**

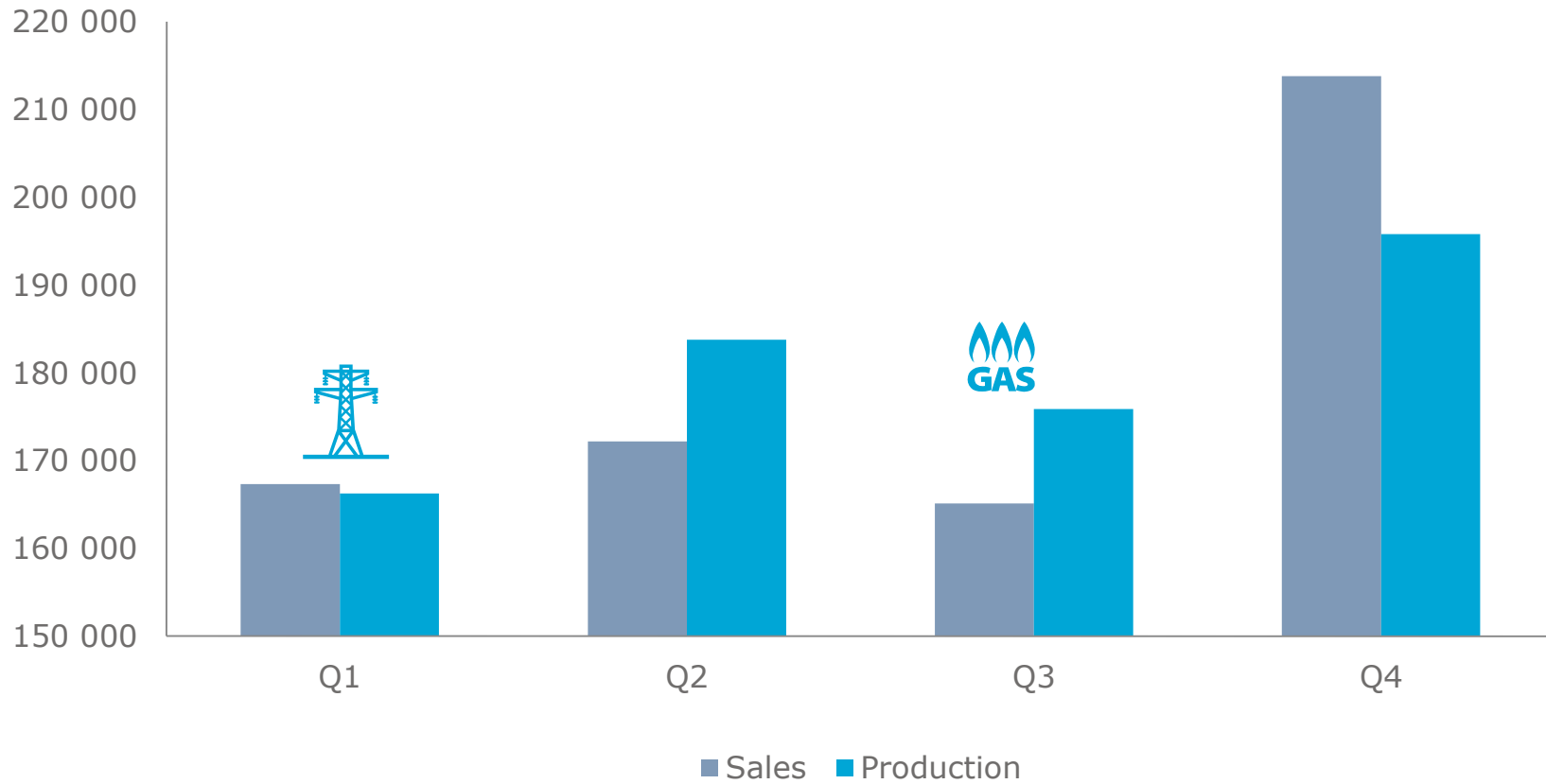


**Local sales mix**



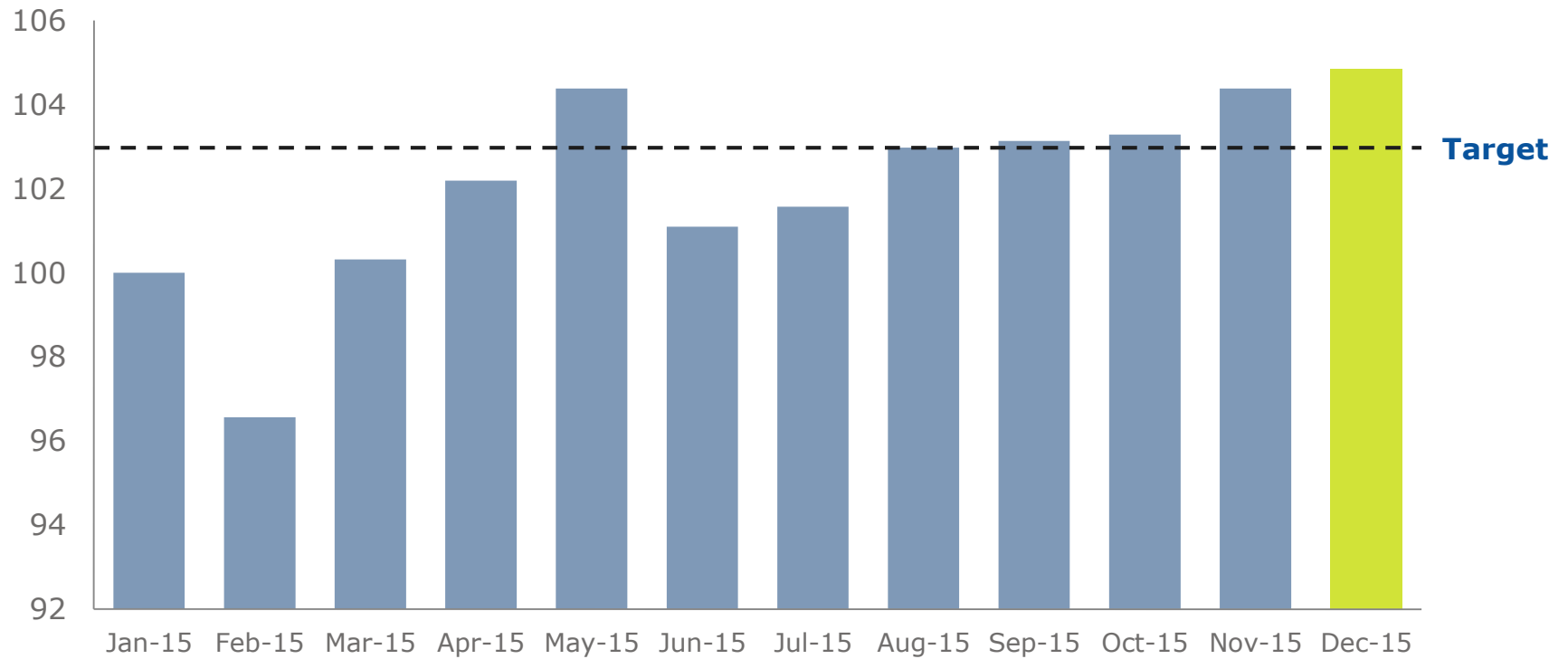
# QUARTERLY VOLUME PERFORMANCE – ROLLED PRODUCTS (ANNUALISED)

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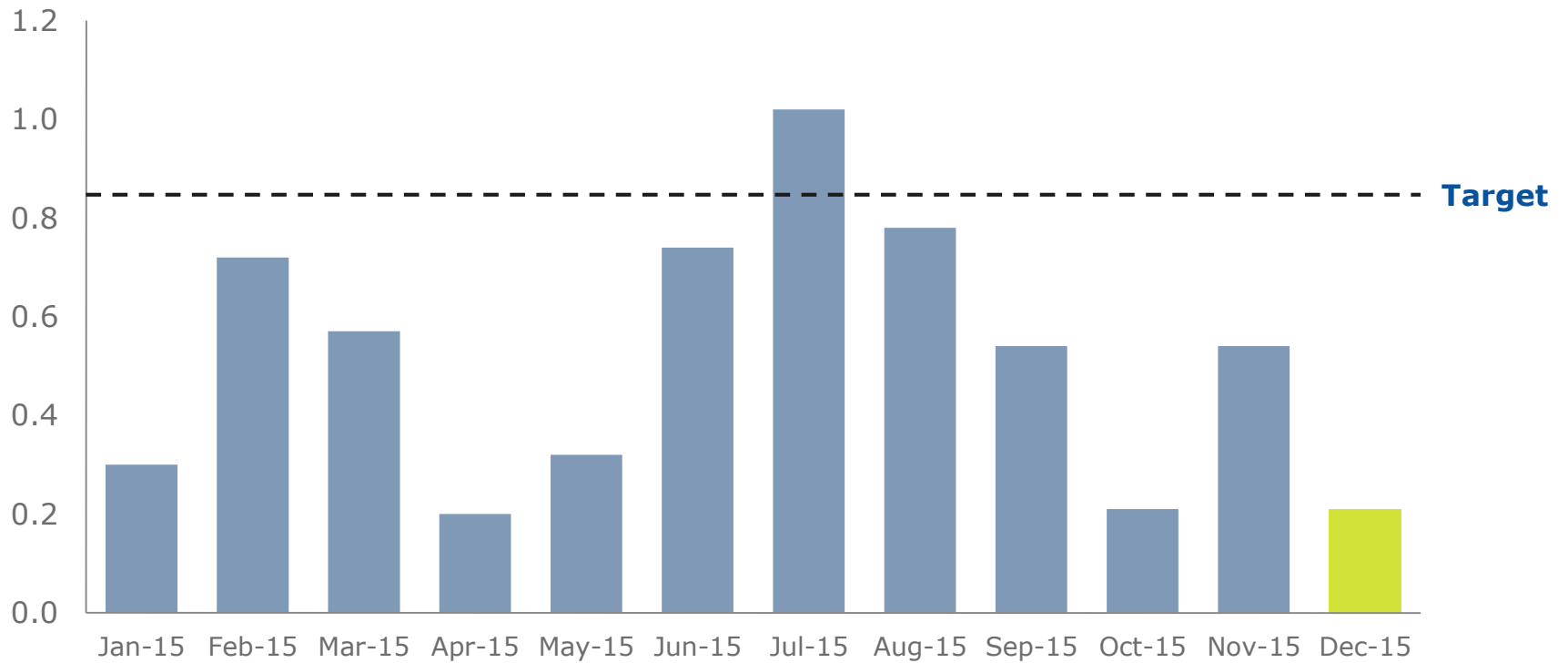
# OPERATIONAL PERFORMANCE – YIELD

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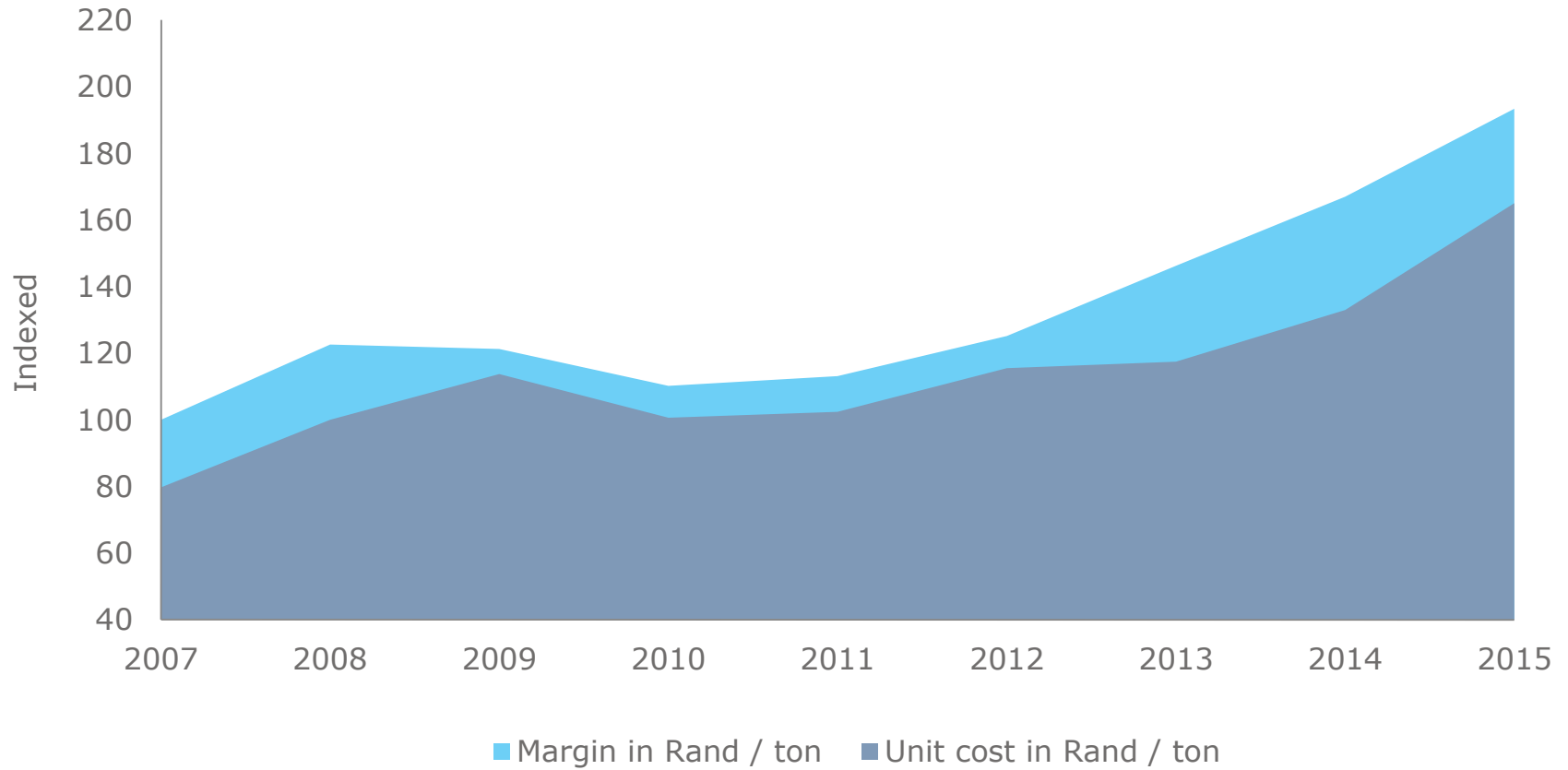
# OPERATIONAL PERFORMANCE – CUSTOMER RETURNS

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# ROLLED PRODUCTS OPERATING MARGIN IN RAND

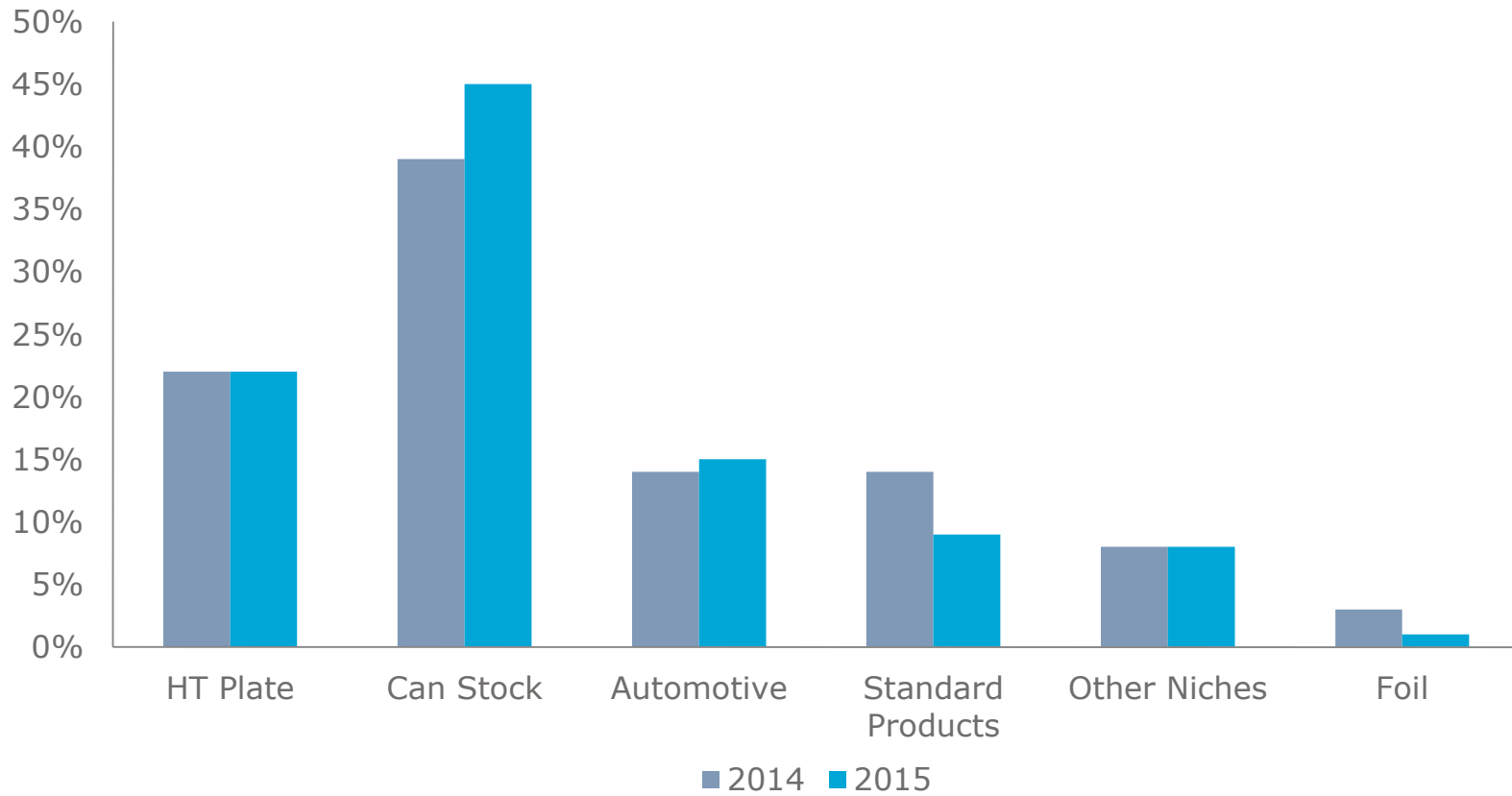
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# HULAMIN ROLLED PRODUCT MIX COMPARISON

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## Target

- 3.8% of actual Rands

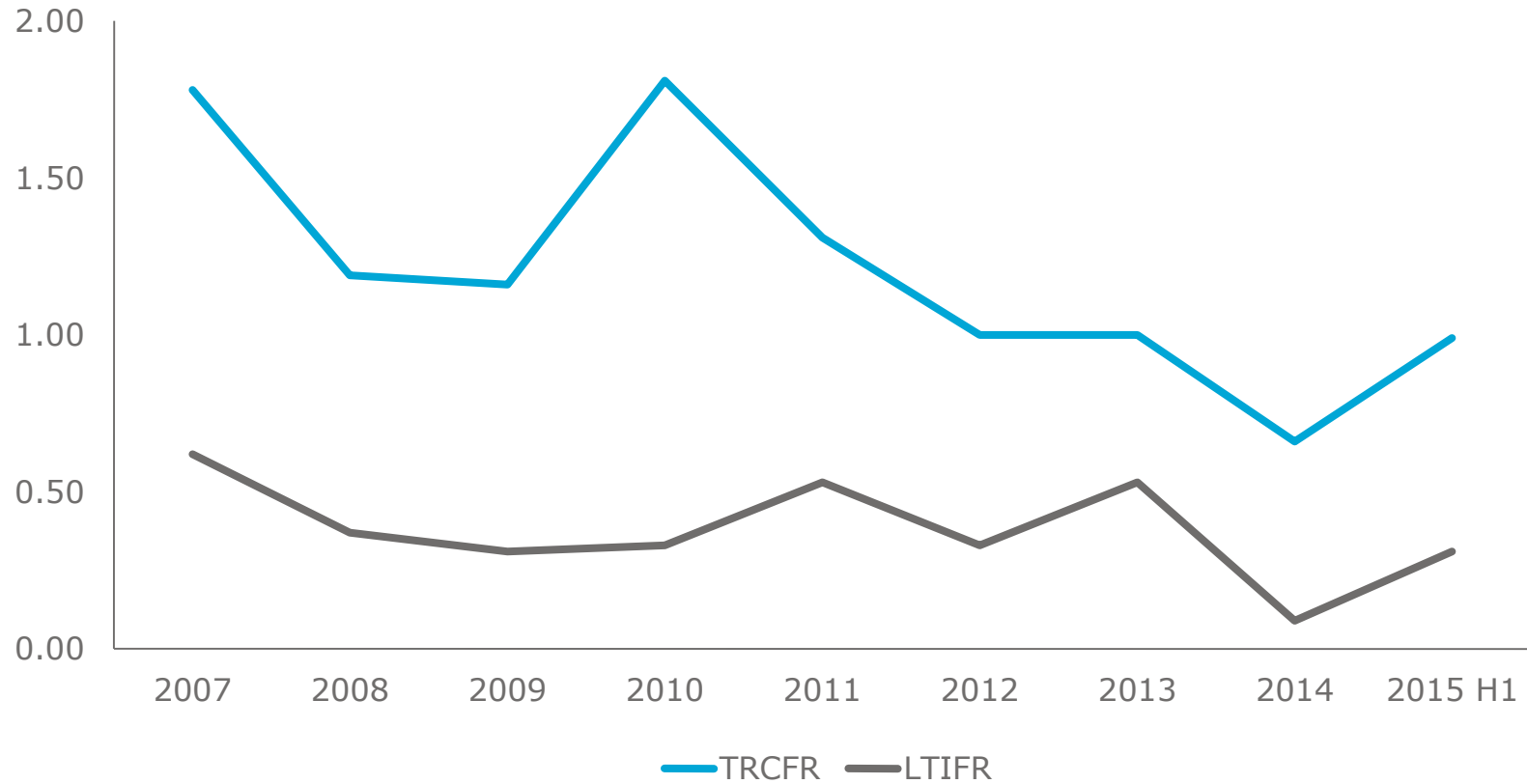
## Immediate focus

- Employment
- Outside services and contractors
- Energy (gas and electricity)

## Methodology

- Specific target per operating area
- Increased transparency and accountability
- Improved reporting

- Steady volume (modest increase)
- Operating cost reduced by 15%, improved operating margin
- Profits down 73% driven by metal price losses (similar to metal price lag)
- Strategic review underway



\*The Total Recordable Case Frequency Rate (TRCFR) and the Lost Time Injuries Frequency Rate (LTIFR) is the number of recordable injuries divided by the number of hours worked, multiplied by 200 000



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# STRATEGY UPDATE

# ROLLED PRODUCTS OPERATIONAL PERFORMANCE TARGETS

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Progress on targets	Target	2015	2014
Sales volume	220 ktons	179 ktons	196 ktons
Yield	>67%	65.3%	65%
Total unit cost (excl. metal and distribution)*	US\$1 175 per ton	US\$1 089 per ton	US\$1 130 per ton
Rolling margin	US\$1 400 per ton	US\$1 386 per ton	US\$1 419 per ton
Stock and debtors cash cycle	120 days	156 days	136 days

\* To be revised in new rand US Dollar environment

- 
- |  |   |
|--|---|
| <b>1 Operational performance</b>             | <ul style="list-style-type: none"><li>• Disruptive year (Electricity and Gas)</li><li>• Partial conversion to CNG complete</li><li>• Improvement in H2 after challenging H1 (despite LPG disruption)<ul style="list-style-type: none"><li>- Volume</li><li>- Yields</li><li>- Unit cost</li></ul></li></ul> |
| <hr/>  |   |
| <b>2 Cost competitiveness</b>                | <ul style="list-style-type: none"><li>• Major focus going forward – Target saving R50 million – employee, contractor and energy costs</li><li>• Saving of R10 million achieved in LPG usage</li><li>• Unit cost reduced by 5% in US Dollars</li></ul>   |
| <hr/>  |   |
| <b>3 Growth in regional sales</b>            | <ul style="list-style-type: none"><li>• Local sales up 18%</li><li>• New 3-year contract signed with Nampak</li><li>• Automotive sheet feasibility study underway</li></ul>   |
| <hr/>  |   |
| <b>4 Secure and competitive metal supply</b> | <ul style="list-style-type: none"><li>• Bayside supply secured in 2015</li><li>• New melting ingot contract approved</li><li>• Growing scrap supply and recycling</li></ul>   |
| <hr/>  |   |
| <b>5 Supportive regulatory environment</b>   | <ul style="list-style-type: none"><li>• ITAC tariff application underway</li><li>• AGOA</li><li>• Possibility of carbon taxes</li></ul>   |
-

## LP Gas supply remains a risk

- Ageing infrastructure (refineries)
- Increased cost of imports (logistics costs due to distant offloading port – PE)

## Electricity

- No new power station capacity in 2016
- On site Generation available at premium cost
- Outlook improving

## CNG supply

- First phase operational
- Two additional phases planned – constrained by logistics
- Reduced dependence on LPG



### AGOA

- Concluded for non-agricultural products
- Most uncertainties eliminated

### Carbon taxes

- From 2016

### ITAC

- Process largely concluded
- Outcome awaited

- Changes to short and long term incentivisation
- Alignment between stakeholder / shareholder and management interests
- Simpler (easier to understand)
- Higher minimum thresholds
- Greater operational weighting

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## OUTLOOK

Momentum in improving operational performance

Weaker market conditions locally and internationally

Management focus on:

1. Controls over costs
2. Optimise sales
3. Cost efficiency

Benefits from weaker Rand