

1H23 results | Presentation outline



Welcome and Introduction

Nombasa Tsengwa | Chief Executive Officer



Macro View and Performance Highlights

Nombasa Tsengwa | Chief Executive Officer



Coal Operational Performance

Kgabi Masia | Managing Director



Financial Results

Riaan Koppeschaar | Finance Director



Outlook

Nombasa Tsengwa | Chief Executive Officer





Macro environment in 1H23 | Dynamic global operating environment...



Macro environment in 1H23 | Impact on the business



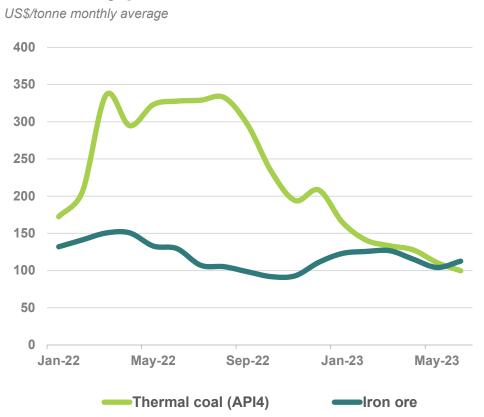
Steep decline in thermal coal prices cushioned by support for iron ore

Pressure on **profit margins**

Cost containment an imperative

Changes in global thermal coal trade flows

Commodity prices



South Africa | A tough place to do business currently

Logistics challenges compounded by softer pricing environment

Lower demand from Eskom due to short-term disruptions to offtake

Intensified electricity shortages continue to require solutions

Rand volatility due to perceived jurisdiction risk and geopolitical tension

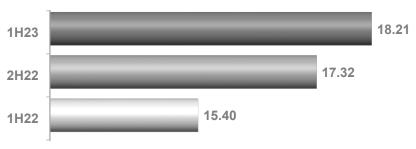
Resultant **socioeconomic** challenges

RBCT thermal coal exports



Rand volatility

USD/ZAR average



Highlights | Environment, Social, and Governance



- Revised scope 1 and 2 emissions targets to 40% by 2026
- Partnerships with Eskom and others to address scope 3 emissions



- **0.08** group LTIFR* (Target = 0.05)
- Focused social impact strategy to guide investments towards skills development
- Meaningful progress on diversity, equity, and inclusion since 2019
- Family code of conduct



Supportive policies for compliance, risk management, and inclusive culture

Highlights* | Operational performance demonstrating resilience



Coal product

20.4Mt



Coal

Contained at



below coal mining inflation





Coal price

Realisation

98% of API4

8%

Wind energy

Delivered **335GWh**



8%



Highlights* | Financial performance



EBITDA

R7.7bn



9%



HEPS

R24.43





ROCE

36%





Interim dividend

R11.43

Highlights | Our defense in the face of volatility



A year of **zero fatality** across all operations



Our Early Value Strategy and Market to Resource optimisation will continue to drive enhanced price realisation to protect our bottom line



Market agility and best in class price performance driven by diverse product and market portfolio

Robust earnings through the cycle from diverse portfolio



Our strength lies in our people





Safety, Environment and Social | Committed to our sustainable growth and impact strategy

Safety

0.08 LTIFR*

60%

0 fatality \(\neg \)



Social Value

R896m

Stable performance

20% rehabilitation of land disturbed Improved performance

0 level 2 and 3 (major) incidents Stable performance

Environment

117_{I/t ROM**} water intensity

Improved performance

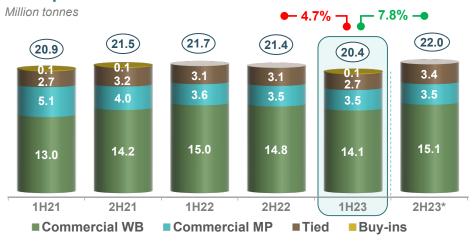


4.8 tCO²e/kt TTM# carbon intensity Improved performance

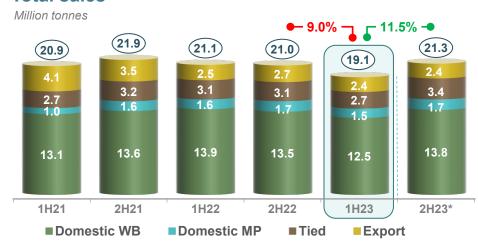


Coal volumes | Operational resilience enabling value

Total product



Total sales



Movement 2H22 vs 1H23

Million tonnes		<u>Product</u>	<u>Sales</u>	
			Domestic	Export
Waterberg (W	(B)			
Grootegeluk	Producing in line with Eskom offtake	(0.7)	(1.0)	0.3
Mpumalanga	(MP)	(0.4)	(0.6)	(0.3)
Belfast	TFR challenges	0.2	(0.1)	(0.1)
Matla	Geological conditions Mine 2 and 3	(0.4)	(0.4)	
Leeuwpan	Demand in local market	0.2		0.1
Mafube Coal	TFR challenges and equipment availability	(0.4)	(0.1)	(0.3)
Buy-ins		0.1		(0.3)
Total		(1.0)	(1.6)	(0.3)

^{*} Based on latest internal forecast (could vary by \pm 5%)

Exxaro export sales destinations (%)







■India

Pakistan

Europe

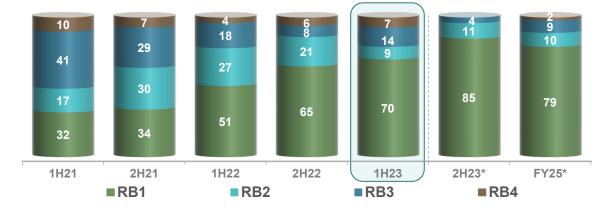
Africa

Other Asia

Exports | Record price realisation supported by sales mix optimisation

- Record 98% price realisation
- Continued growth in the high-quality portion of sales mix
- Continued returns on Early Value and Market to Resource strategies
- Strong Asian and Indian sales growth
- European demand softer

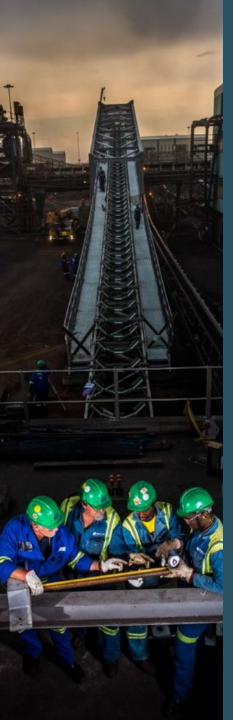
Export product mix (%)



Average realised prices



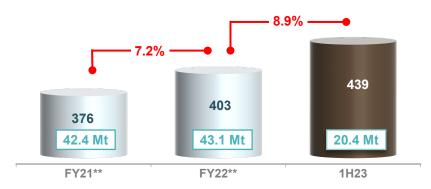
^{*} Based on latest internal forecast (could vary by \pm 5%)



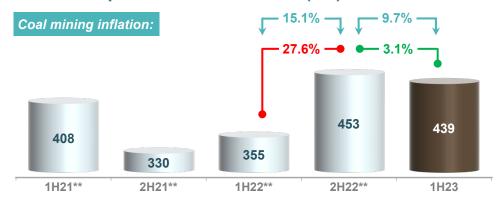
Cost containment | Ongoing cost discipline despite volume challenges

- Cash cost per tonne 12.8% below mining inflation
- Continued effective inflation absorption
- **Effective** cost management ensuring preservation of margins
- Improved efficiencies through:
 - Focused **business optimisation** program
 - Integrated and intelligent value chains

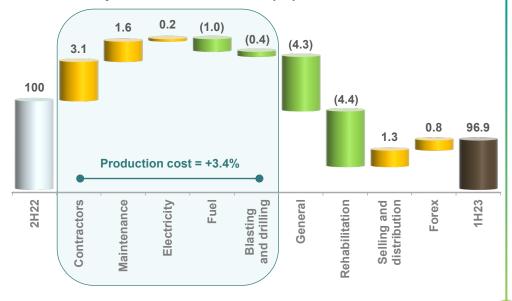
Cash cost per tonne* - Annual (R/t)



Cash cost per tonne* - Bi-annual (R/t)



Cash cost per tonne indexed (%)



^{*} Excluding Matla and Mafube Coal but including ECC until divestment 3 Sep 2021 ** Restated: Royalties excluded in line with mining inflation



Capex | Sustaining our business through disciplined capital expenditure

Capital profile

- Total capex **in line** with previous guidance
- Benefiting from Capital Excellence
 and Early Value Strategy
- Focusing on sustaining capital guidance
- Prioritising Truck and Shovel Strategy
- Investments supporting production,
 efficiency and cost impacts.



Previous guidance**

2 284

^{*} Based on latest internal forecast (could vary by \pm 5%), Moranbah South excluded

^{*} Guidance given in June 2023



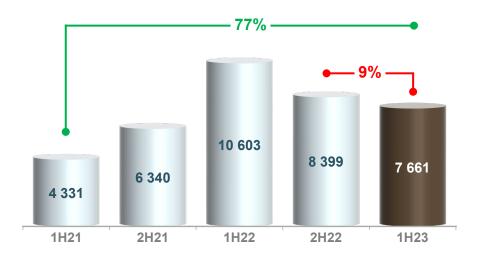


Group performance* | Lower coal export prices but good cost control

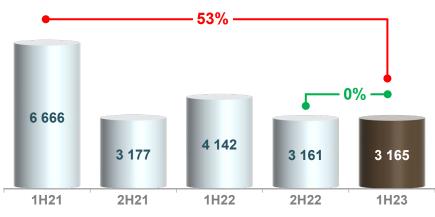
Revenue (Rm)



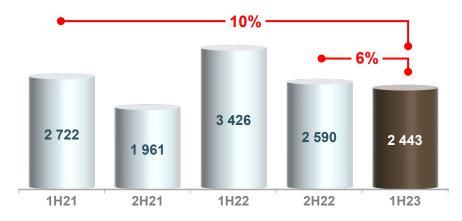
EBITDA (Rm)



Equity income (Rm)

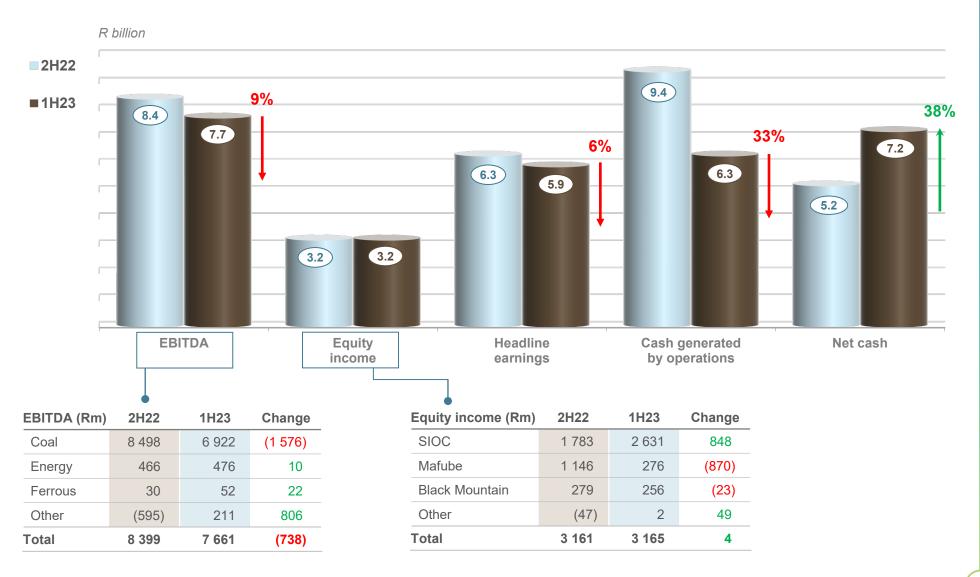


HEPS (cents)



^{*} Adjusted with headline earnings adjustments

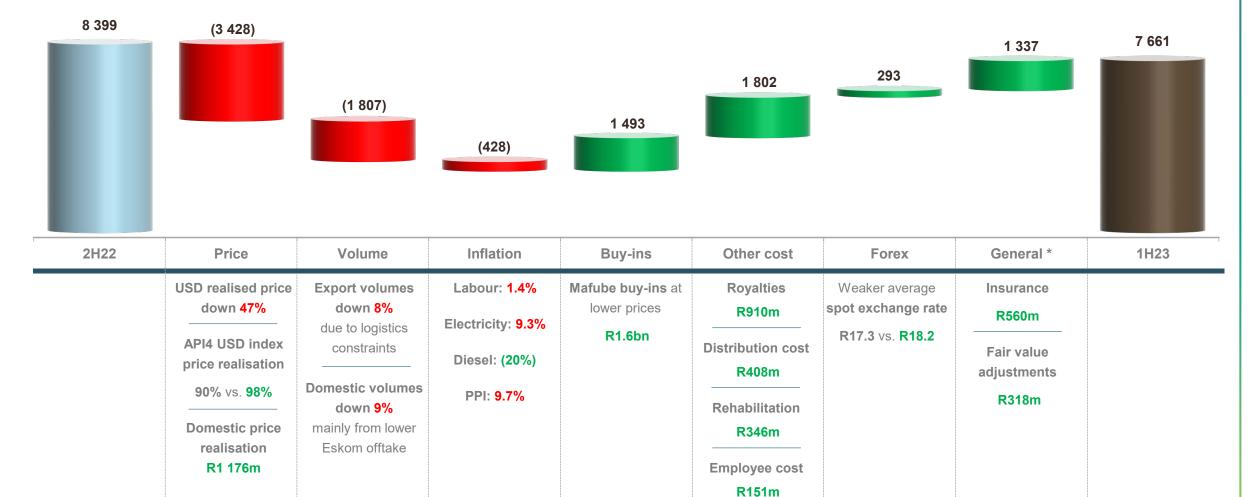
Group financial highlights* | Robust cash generation despite lower prices



^{*} Adjusted with headline earnings adjustments

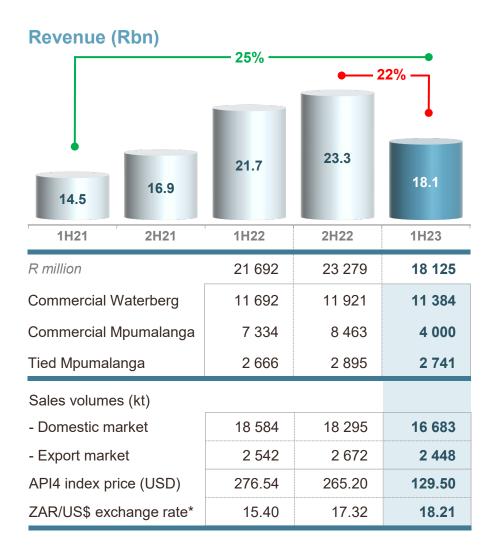
Group EBITDA | Lower volumes and export prices partially mitigated by cost control

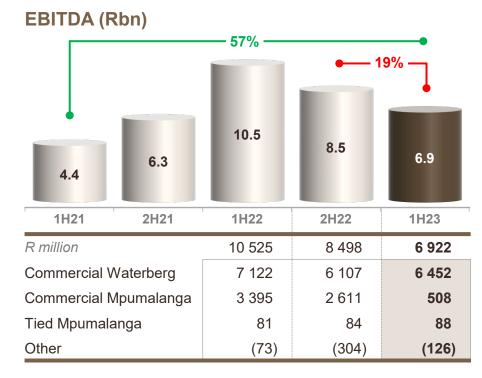
R million



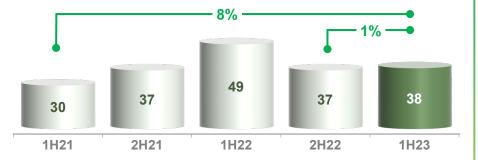
^{*} Total EBITDA variance for Matla included in General = +R4 million

Coal | Portfolio robust despite lower prices





EBITDA margin (%)



^{*} Average spot rate



Cennergi wind operations | Stable performance and improvement in wind conditions

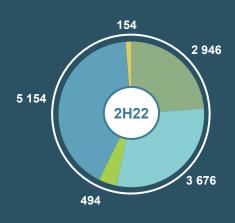
Electricity generation



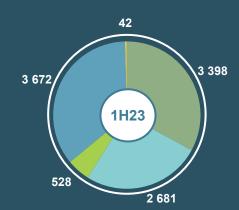
Performance	Unit	1H22	2H22	1H23
Energy generation	GWh	307	364	335
Revenue	Rm	523	636	610
Operational EBITDA	Rm	421	505	487
Operational EBITDA margin	%	80	79	80
Project finance debt	Rm	4 637	4 554	4 460
Project finance charges*	Rm	277	285	284

^{*} Effective interest paid on project financing.

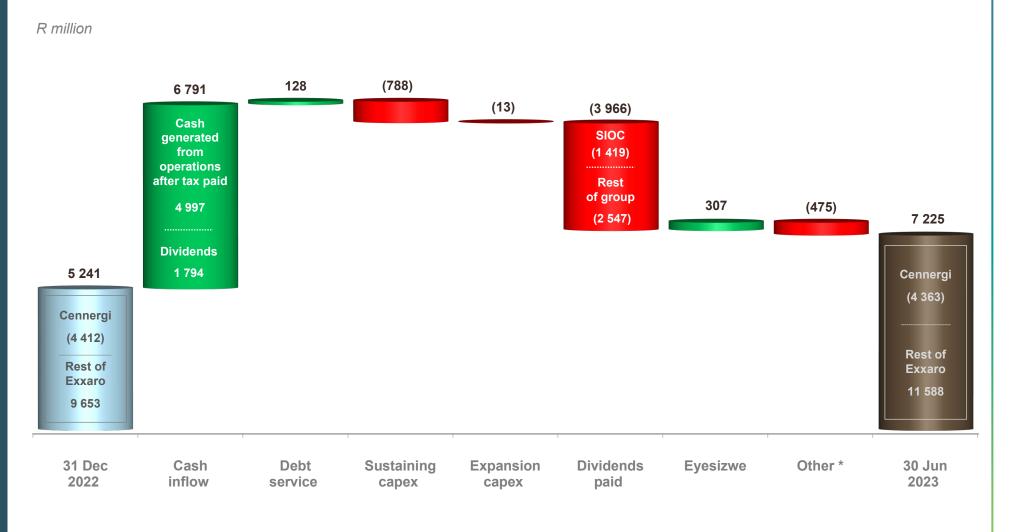
Economic value distributed



- **Employees Government**
- Financiers Shareholders
- **■** Communities



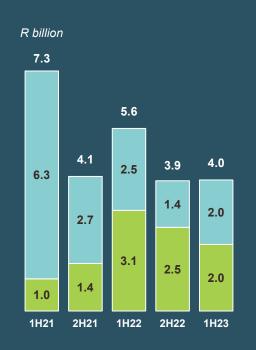
Capital allocation | Strong balance sheet positions us for growth



^{*} Mainly shares acquired to settle vested share-based payment schemes (-R622 million) and translation of foreign bank balance (+R111 million)

Dividend declared | Consistent shareholder returns

Growing dividend from own managed operations



- SIOC dividend pass through
- **■** Owner-controlled operations

Capital allocation framework



Dividend declared

	Interim	Total	Final	Interim
	1H23	FY22	2H22	1H22
Dividend cover - Group adjusted earnings* (times)	2.5	2.5	2.5	2.5
SIOC dividend declared (Rm)	1 967	3 917	1 419	2 498
Dividend declared per share (cents)	1 143	2 729	1 136	1 593
Dividend declared (Rm)	3 993	9 532	3 968	5 564
Eyesizwe	1 230	2 936	1 222	1 714
Other	2 763	6 596	2 746	3 850



^{*} Cover calculated on adjusted core attributable earnings



Macro environment | Navigating through our key market constraints

Logistics challenges
continue to constrain
access to market

Softer thermal coal prices and rising iron ore supply

for specific production

volumes below which cost containment will be suboptimal

Business
partnerships with
government









We are steadfast in our commitment to grow your business and diversifying the portfolio to contribute to the global energy transition.





Strategic Outlook | Growing your business



Fueling growth from the coal business to deliver value



Capital retention to support business growth



68MW Lephalale Solar Project reached financial close



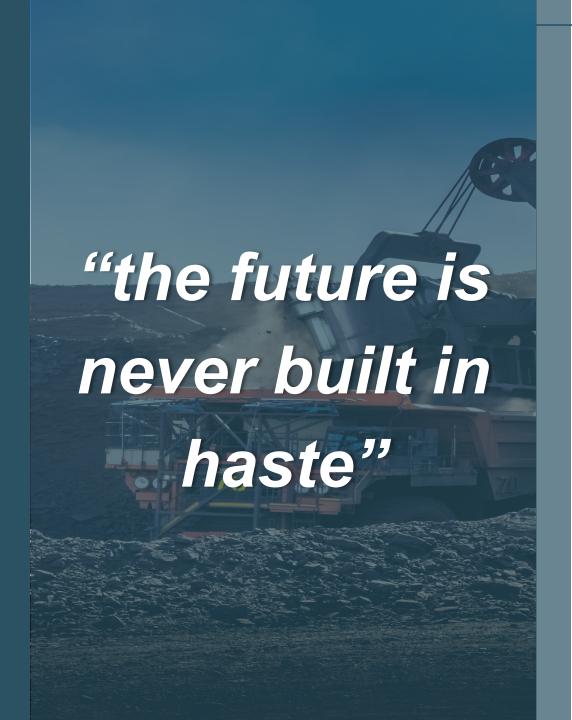
Slow down in global mining M&A activity



Experience and insights gained to enable and benefit execution



Growing capabilities to execute growth strategy



Conclusion



Logistics solution still a concern but with positive legislative developments



Room for **more engagement** on our strategy



Capital allocation to meet growth needs for both energy and minerals businesses



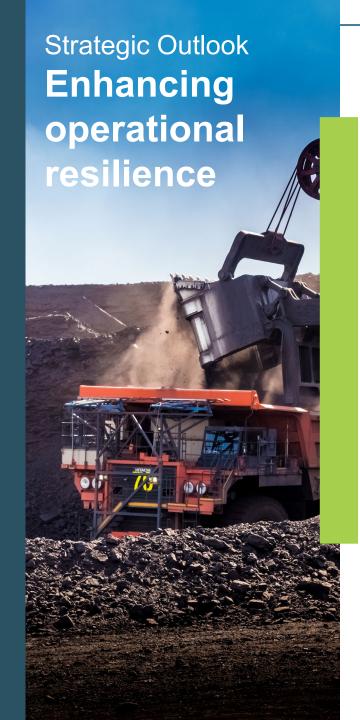
Enable execution through **right resources**



Partnerships to limit risk and strengthen balance sheet









Safety and health of our people remains a key priority



Our Early Value Strategy and Market to Resource optimisation will continue to unlock value



Diversity, equity, and inclusion are our foundation



Capital excellence program will ensure return on investment



Proactive cost, and **productivity management** are key focus areas to strengthen business resilience



A logistics solution will be a key enabler to continue evacuating coal into key markets



FAMILY CODE OF CONDUCT

PLAYING BY THE RULES

Winning teams are like family, and in every family it is expected that everyone (no matter their rank or position) behaves in a way that lives up to the family's values, culture, standards and expectations.

Our Exxaro family is no different.

Here's the 10/10 BEHAVIOURS we promise and expect from each other, without favour or fear:



1. CARE TO BE FAIR

- Expect to be treated fairly.
- Be fair in how you treat others, avoiding favouritism and prejudgment.



3. LET'S KEEP IT REAL

Openness builds trust.

- Expect open and real conversations that keep you informed about both the good and the bad.
- Be open in your own feedback.



2. A PLACE WHERE IT'S SAFE TO BE YOU

- Expect an environment free from fear. Where we respect each other, regardless of gender, race, language, religion, sexual orientation, culture or background. Where we ALL look after each other's welfare. Where exclusion, discrimination, disrespect, and sexual harassment is NOT tolerated. Ever!
- · Be respectful, tolerant, inclusive and accepting.



4. WE UPLIFT OUR OWN

You like working with us and we like working with you. Let's grow our talent pipeline from within, together!

- Expect internal candidates to be considered first for promotions.
- Be willing to develop yourself and ask for the support you need to grow your skills.



FAMILY CODE OF CONDUCT

PLAYING BY THE RULES



5. ORDINARY IS NOT AN OPTION

You are here because you are the best and we expect nothing less! Being an average Joe is not the Exxaro way.

- Expect to be part of a team who ALL aim for excellence.
- Be excellent every day, maintaining our high standards and calling out people who don't carry their weight. #sizobakhuza #letscallthemout



8. SAY NO TO THIEVES AND LIARS

Say yes to honesty and integrity.

- Expect that stealing will be dealt with harshly. We will not tolerate theft in any form - it is a criminal offence!
- Be ethical, honest and honourable in everything that you do and say, every day in every way.



6. OUR REPUTATION IS EVERYTHING

Protect it. Relentlessly!

- Expect that no matter who you are or what you do if you cause harm to our Exxaro family by the things you say or do - whether internally or on social media, WhatsApp, etc - these actions will have consequences.
- Be brave enough to report those causing harm and encourage those around you to be open about what's bothering them (whether in-person or through our hotline).



7. IDEAS HAVE A SHELF-LIFE

Share them, before they expire!

- · Expect that your ideas will be heard.
- Be creative in your thinking you know the business so share your suggestions, solutions and ideas.



9. REWARDS ARE A TWO-WAY STREET

We value you and your role in our Exxaro family.

- Expect that fair pay will be looked at and wages will be based on market competitiveness.
- Be prepared to play your part rewards are earned and your performance matters.



10. BE YOUR BEST SELF, BRING YOUR BEST SELF

Attitude and self-care separate the best from the rest.

- Expect a workplace where mental, physical, spiritual and financial wellness is encouraged.
- Be responsible for your own attitude, health, eating habits and financial fitness - knowing that as humans we are not perfect, but we can all aim to be better and do better every day.

Coal | Product volumes

'000 tonnes	1H22	2H22	1H23	2H23*
Thermal production	20 640	20 496	18 819	20 560
Grootegeluk	13 905	13 944	12 706	13 724
Matla	3 086	3 071	2 653	3 360
Leeuwpan	1 169	1 476	1 729	1 380
Belfast	1 515	920	1 079	1 422
Mafube Coal (buy-ins from Mafube JV)	965	1 085	652	674
Buy-ins	16	4	175	
Total thermal product (including buy-ins)	20 656	20 500	18 994	20 560
Total metallurgical production – Grootegeluk	1 084	904	1 388	1 444
Total product	21 740	21 404	20 382	22 004

^{*} Based on latest internal forecast (could vary by ± 5%)

Coal | Sales volumes

000 tonnes	1H22	2H22	1H23	2H23*
Eskom thermal coal sales	15 899	15 650	14 139	16 392
Grootegeluk	12 815	12 577	11 481	13 046
Matla	3 084	3 073	2 658	3 346
Other domestic thermal coal sales	2 282	2 357	2 204	2 119
Grootegeluk	716	692	681	402
Leeuwpan	881	1 073	1 058	870
Belfast	406	412	374	456
Mafube Coal	279	180	91	391
Export thermal coal sales	2 542	2 672	2 448	2 395
Grootegeluk	805	697	980	785
Leeuwpan	233	377	431	254
Belfast	838	680	648	686
Mafube Coal	708	907	597	482
Buy-ins and inventory	(42)	11	(208)	188
Total - Thermal coal sales	20 723	20 679	18 791	20 906
Total - Domestic metallurgical coal sales	403	288	340	397
oal sales - Total	21 126	20 967	19 131	21 303

^{*} Based on latest internal forecast (could vary by ± 5%)

Coal | Sensitivities – 1H23

Measure	Sensitivity	Impact (Rm)
Environmental rehabilitation discount rate decrease	1%	(211)
Environmental rehabilitation discount rate increase	1%	187
Domestic sales volumes	1%	186
Royalty cost	1%	181
Production cost	1%	87
Export price per tonne	US\$1	45
Export sales volumes	1%	42
Exchange rate	10 cent	27
Labour	1%	16
Railage	1%	16
Fuel	1%	7
Energy	1%	4

Financial overview | Group IFRS

R million	1H22	% change	2H22	% change	1H23
Revenue	22 330	8	24 039	(21)	18 943
Operating expenses	(13 134)	(30)	(17 015)	26	(12 626)
Net operating profit	9 196	(24)	7 024	(10)	6 317
Net operating profit margin (%)	41	(12)	29	4	33
Post-tax equity-accounted income	4 153	(44)	2 324	36	3 164
Attributable earnings: owners of parent	8 250	(32)	5 576	6	5 905
Headline earnings*	8 290	(24)	6 268	(6)	5 912
EBITDA	10 603	(21)	8 399	(9)	7 661
Cash generated by operations	9 433		9 430	(34)	6 252
Capital expenditure	744	22	908	(12)	801
Net debt/(cash)	(1 132)		(5 241)	(38)	(7 225)
				_	
Attributable earnings per share (cents)**	3 409	(32)	2 304	6	2 440
Headline earnings per share (cents)**	3 426	(24)	2 590	(6)	2 443

^{*} Non-IFRS number ** Based on a weighted average number of shares of 242 million

Financial overview | Non-core adjustments*

R million	1H22	2H22	1H23
Coal	(78)	(10)	(11)
Loss on disposal of property, plant and equipment	(78)	(10)	(11)
Other	(10)	(2)	
Loss on disposal of non-core assets and other	(10)	(2)	
Non-core adjustment impact on net operating profit	(88)	(12)	(11)
Impairment of investment in associate		(53)	
Post-tax equity-accounted income	11	(837)	(1)
Tax on items with impact on net operating profit	25	2	3
Non-controlling interest on items with impact on net operating profit	12	208	2
Total non-core adjustment impact on attributable earnings	(40)	(692)	(7)

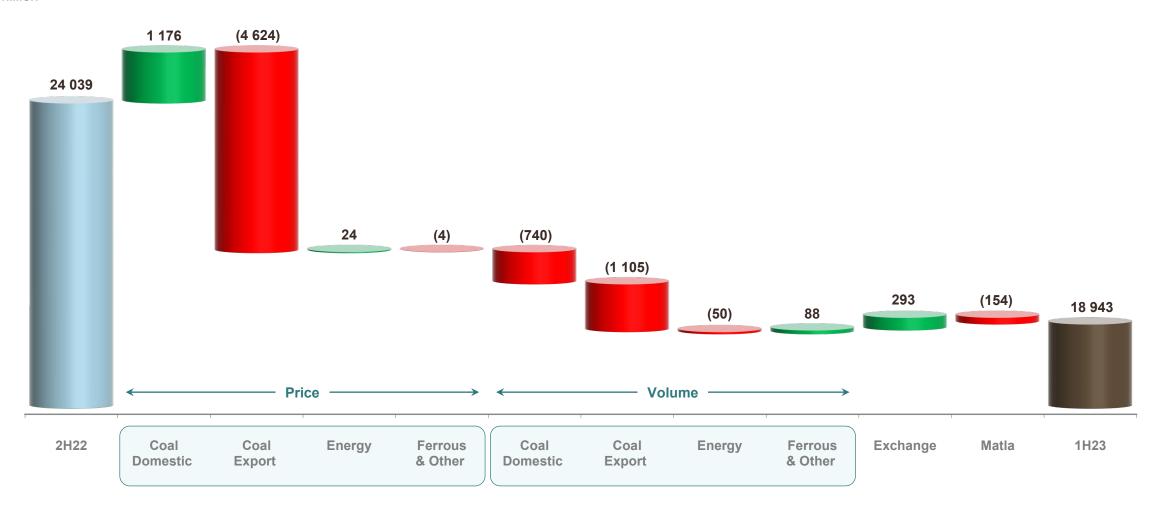
^{*} Equal to headline earnings adjustments

Financial overview | Group adjusted

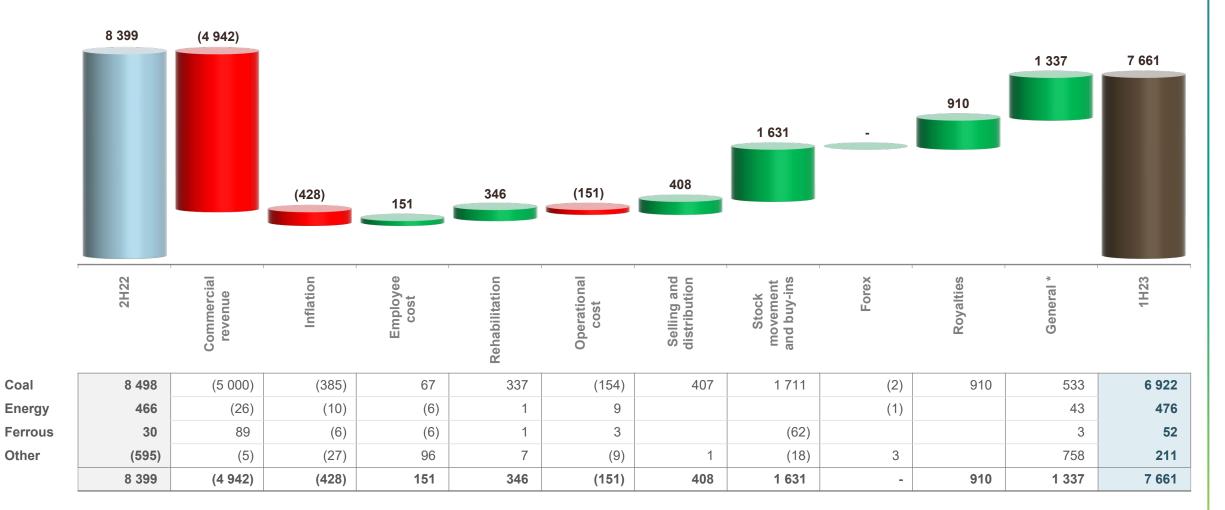
R million	1H22	% change	2H22	% change	1H23
Revenue	22 330	8	24 039	(21)	18 943
Operating expenses	(13 046)	(30)	(17 003)	26	(12 615)
Add back: Depreciation	1 319	3	1 363	(2)	1 333
EBITDA	10 603	(21)	8 399	(9)	7 661
EBITDA margin (%)	47	(12)	35	5	40
Post-tax equity-accounted income	4 142	(24)	3 161		3 165
Headline earnings*	8 290	(24)	6 268	(6)	5 912
Headline earnings per share (cents)**	3 426	(24)	2 590	(6)	2 443
Average R/US\$ rate					
Realised	15.73	8	16.98	8	18.36
Spot	15.40	12	17.32	5	18.21
Average API4 export price (US\$/tonne)	276.54	(4)	265.20	(51)	129.50
Average coal export price realised					
US\$/tonne	261.81	(8)	239.88	(47)	126.61
R/tonne	4 031	3	4 155	(45)	2 306

^{*} Non-IFRS number ** Based on a weighted average number of shares of 242 million

Group | Revenue



Group | EBITDA



^{*} Total EBITDA variance for Matla included in General = +R4 million

Group | Adjusted earnings*

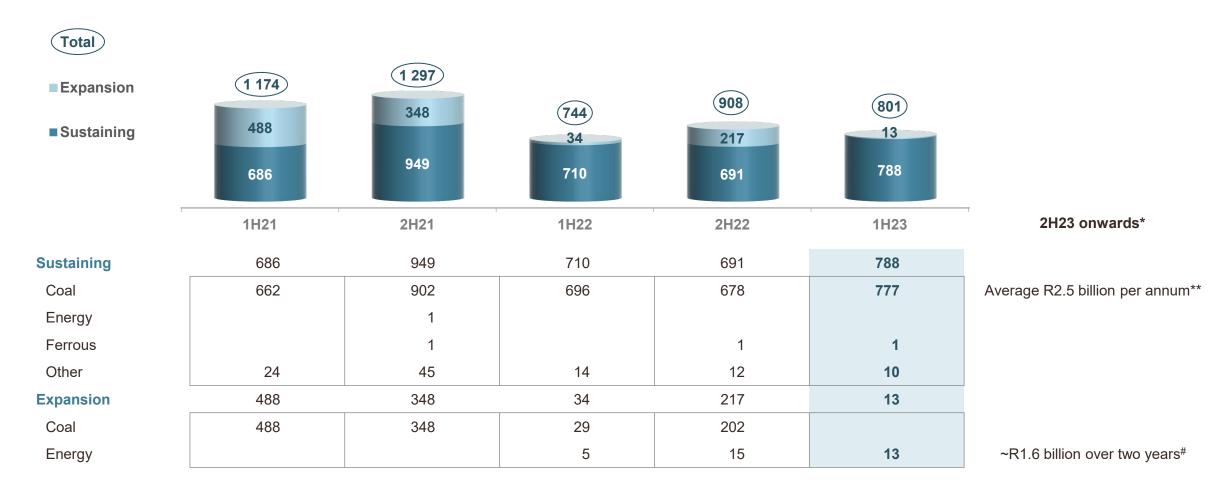
R million		1H22	% change	2H22	% change	1H23
Net operating	g profit	9 284	(24)	7 036	(10)	6 328
Income from	investments			6		
Net financing	g (cost)/income – Exxaro excluding Cennergi	(27)		153	101	308
Net financing	g cost – Cennergi	(239)	(3)	(245)	6	(231)
Post-tax equ	ity-accounted income	4 142	(24)	3 161		3 165
Coal:	RBCT			(9)		2
	Mafube	756	52	1 146	(76)	276
Ferrous:	SIOC	3 119	(43)	1 783	48	2 631
Other:	LightApp	(32)	(19)	(38)		
	Black Mountain	299	(7)	279	(8)	256
Tax		(2 369)	18	(1 945)	4	(1 876)
Non-controlli	ng interest	(2 501)	21	(1 898)	6	(1 782)
Attributable	earnings	8 290	(24)	6 268	(6)	5 912
Attributable	oarnings per share (conts)	2 426	(24)	2.500	(6)	2 442
	earnings per share (cents)	3 426	(24)	2 590	(6)	2 443
WANOS**		242		242		242

^{*} Adjusted with headline earnings adjustments ** Weighted average number of shares

Financial overview | EBITDA vs. Cash generated by operations

R million	1H22	2H22	1H23
EBITDA	10 603	8 399	7 661
Adjustments:			
Expected credit loss adjustments	78	1	5
Write-off of trade and other receivables and ESD loans	2	2	
Movement in provisions	43	440	(217)
Foreign currency differences	(625)	657	(74)
Fair value adjustments on financial instruments	46	(97)	(145)
Write-off of other assets			9
Share-based payment expense	111	96	111
Ineffective hedge interest rate swap	3	10	8
Translation of foreign currency items	403	(762)	(139)
Amortisation of transaction costs	4		4
Non-cash recoveries	(2)	(192)	35
Other non-cash movements	3	(6)	20
Non-cash deposit facilities			(373)
Working capital cash flow	(1 236)	882	(653)
Cash generated by operations	9 433	9 430	6 252

Group | Capital expenditure



^{*} Based on latest internal forecast ** In real terms

[#] Primarily Lephalale Solar Project - Total capital expenditure from 2H23 onwards (equity contribution, third party debt and capitalised interest)

Capital funding structure | Exxaro excluding Cennergi

R million	Fac	ilities available			
	Drawn	Undrawn/ committed	Undrawn/ unissued		
Term loan and revolving facility	3 625	3 250			
DMTN* programme	643		4 000		
Interest-bearing borrowings	4 268				
Interest capitalised	68				
Lease liabilities	406				
Capitalised transaction costs	(12)			Maturity profile of o	lebt
Total interest-bearing debt	4 730		Repayment	period	
Current	1 200		Less than	6 months	
Non-current	3 530		6 – 12 mor	nths	
Net cash and cash equivalents	(16 318)		1 – 2 years	S	
Net cash	(11 588)		2 – 3 years	S	
	(/		3 – 4 years	3	

4 730

311

889

501

73

88

77

2 791

4 - 5 years

> 5 years

^{*} Domestic Medium-Term Note

Capital funding structure | Cennergi

R million	Facilities available			
	Drawn	Ur. cor		
Project financing: Wind assets	4 459			
Interest-bearing borrowings	4 459			
Interest capitalised	1			
Lease liabilities	58			
Total interest-bearing debt	4 518			
Net cash and cash equivalents	(155)			
Net debt	4 363			

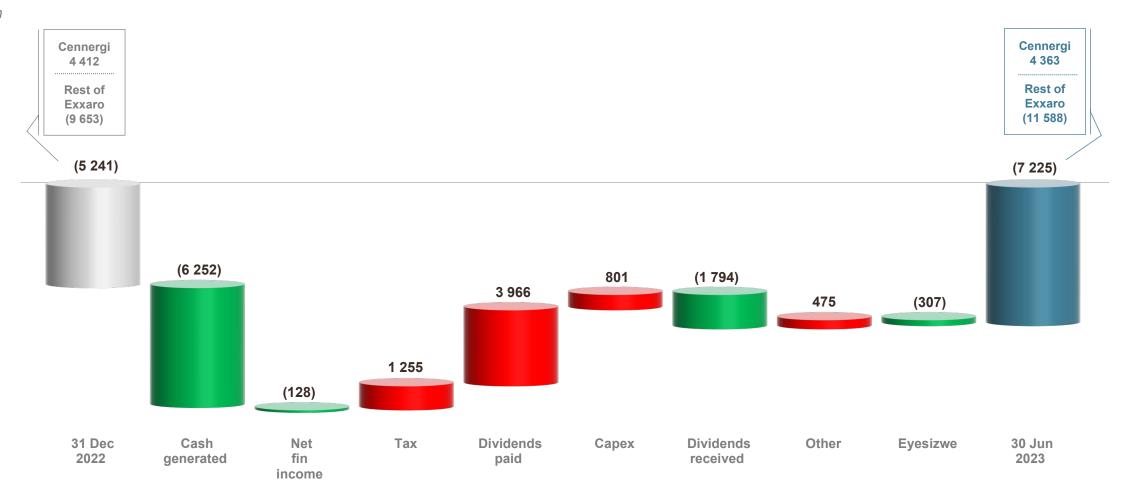
Maturity profile of debt

Undrawn/ committed

421

Repayment period	4 518
Less than 6 months	117
6 – 12 months	126
1 – 2 years	311
2 – 3 years	393
3 – 4 years	501
4 – 5 years	615
> 5 years	2 455

Group results | Net debt/(cash) 1H23



Performance | Key indicators

	Target	1H22	2H22	1H23
Internal key performance indicators				
EBITDA interest cover* # (times) (6 months)	>4	380		
Net debt/(cash): equity* (%)	<40	(10)	(17)	(19)
Net debt: EBITDA* ## (times) (12 months)	<1.5			
Return on total capital employed (%) (12 months)	>20	39	45	36
Bank covenants* **				
Dank Covenants				
Net debt/(cash): equity (%)	<80	(10)	(16)	(18)
EBITDA interest cover# (times)	>4			
Net debt: EBITDA## (times)	<3			

^{*} Excluding Cennergi consolidated results

^{**} Including dividends received from associates and contingent liabilities, except DMRE guarantees and excluding Cennergi consolidated results

[#] Exxaro is in a net finance income position in 2H22 and 1H23

^{##} Exxaro is in a net cash position