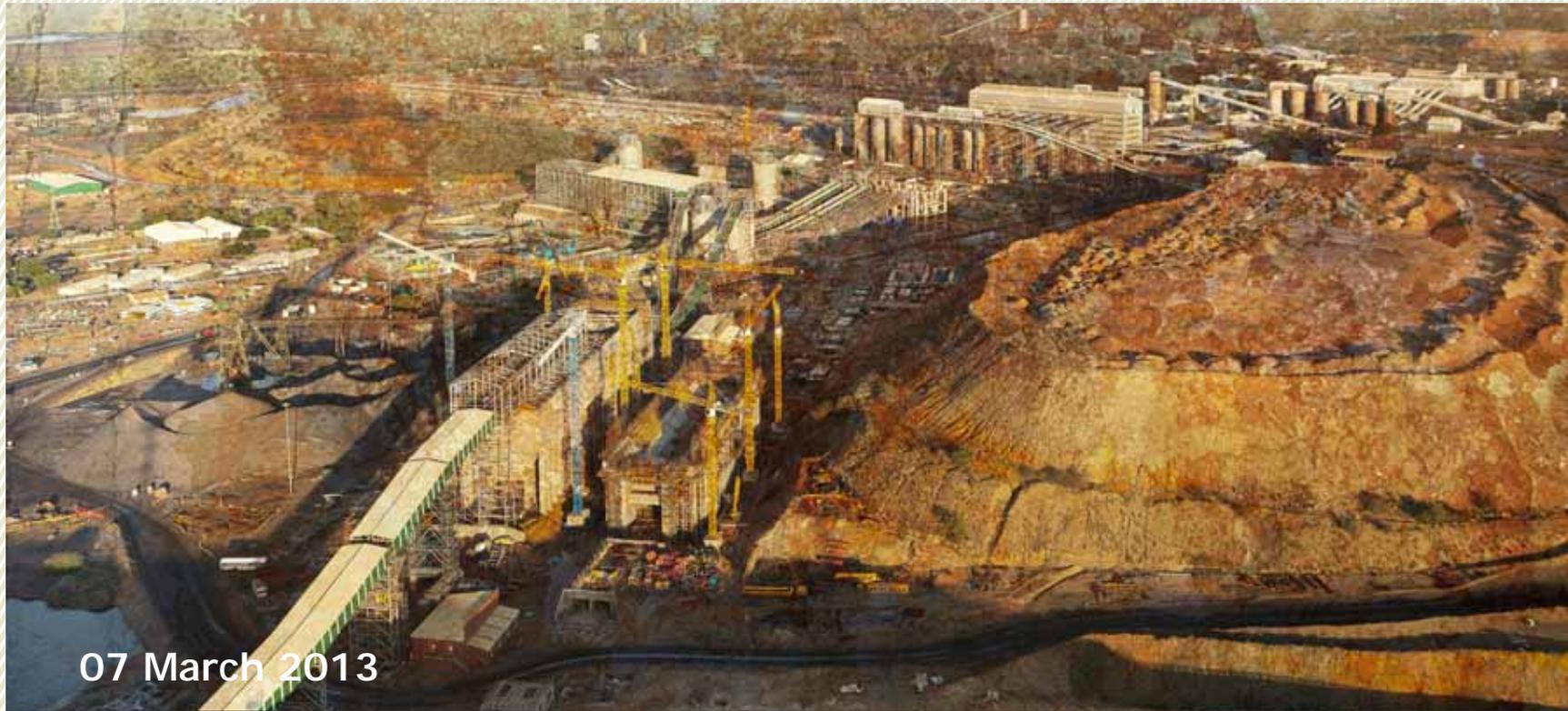




POWERING POSSIBILITY



07 March 2013

ANNUAL RESULTS PRESENTATION

FOR THE YEAR ENDED 31 DECEMBER 2012

Overview

LTIFR* at
0,29

Core net operating
profit at
R3 billion

HEPS of 1 401
cents

Firm realisation
of strategy

Final dividend of **150 cents**
per share

2nd largest coal
producer in SA
40Mtpa

R60bn
market capitalisation



**U\$20-billion market
capitalisation by 2020**

* Lost time injury frequency rate expressed per 200 000 man hours worked

Safety and health

Fatalities

- Regrettably two fatalities in 2H12

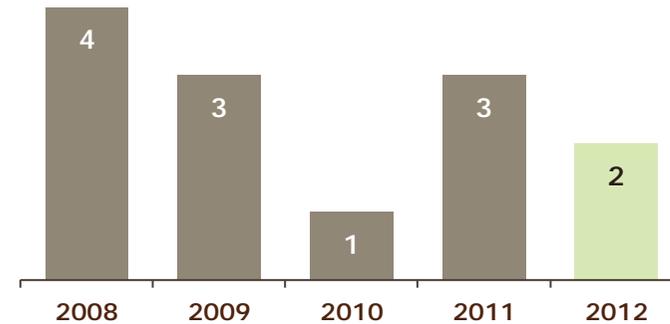
Safety

- LTIFR of 0,29
- Six business units LTI* free
- Intensified focus on safety through audits, training and workshops

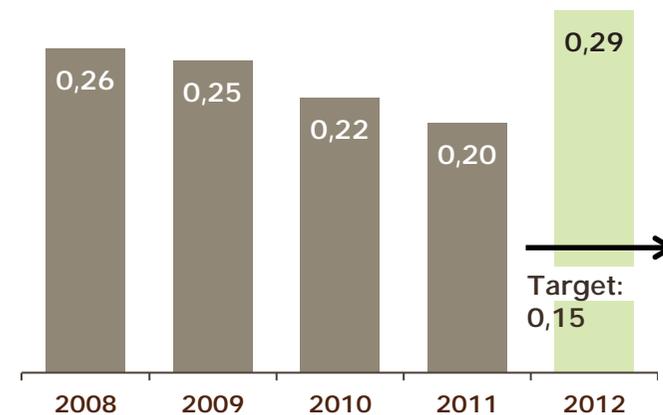
Health

- HIV/Aids disclosure initiative
- Enrolment onto treatment up by 40%

Reportable fatalities



LTIFR



* Lost time injury

Sustainability

Sustainability

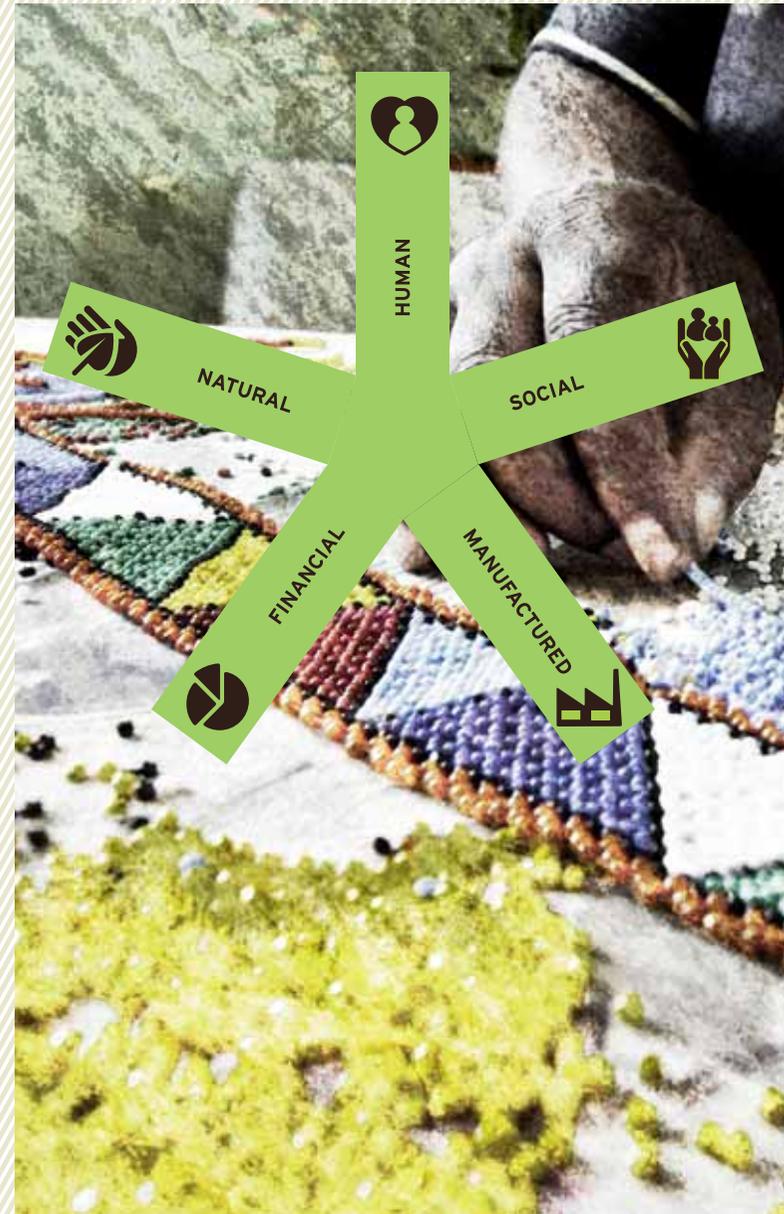
- Retained ISO and OSHAS certifications
- Five capitals sustainability framework developed
- Water and energy management process implemented
- Wetlands strategy initiated

Community involvement

- R50 million contributed to Exxaro Chairman's Fund earmarked for social and labour plan projects
- An additional R10 million contributed from discretionary funds

Conversion of mining rights

- Mining rights granted for Tshikondeni and Matla, but not executed
- Rights for Belfast, Arnot and Strathrae have now been executed



Reputation

Carbon Disclosure Leadership Index

- Overall leader out of 12 qualifying companies in 2012

Innovation

- Internal drive to identify growth opportunities and create value
- Mining into the future initiative

Total shareholder returns

- Amongst the top 10 mining companies world wide to have delivered the highest total shareholder returns over a 10 year period*



Leadership and people

Education

R6 million spent on sponsored adult based education and training programmes at operations

Training interventions:

- 68 000 compliance related
- 18 000 development related
- 5,5% of payroll spent on training

Youth development

- 437 learnerships
- 123 skills programmes

Mpower 2012

Employer of choice

HDSA statistics (%)*



Portfolio improvement: coal

Strategy

- Low cost producer
- Achieve safety and operational targets
- Realise continuous improvement potential
- Increase productivity

Developments

- First coal to Medupi in 2012
- Integrated infrastructure plans: on-going engagement
- Char 2 phased development
- Belfast BFS in process
- Moranbah South value engineering to be followed by BFS

Expected project timeline

2013	<ul style="list-style-type: none"> • Char 2 BFS* • GMEP** ramp-up • Belfast BFS • Thabametsi phase1 BFS • Market coke BFS
2014	<ul style="list-style-type: none"> • Moranbah South BFS • Tshikondeni closure • Thabametsi small scale mining • Belfast commissioning and construction
2015	<ul style="list-style-type: none"> • Char 2 construction • Market coke construction • Inyanda closure • Char 2 commissioning • Thabametsi phase 2 PFS#
2016	<ul style="list-style-type: none"> • Moranbah South construction

* Bankable feasibility study

** Grootegeluk Medupi Expansion Project

Pre-feasibility study

Portfolio improvement: titanium dioxide

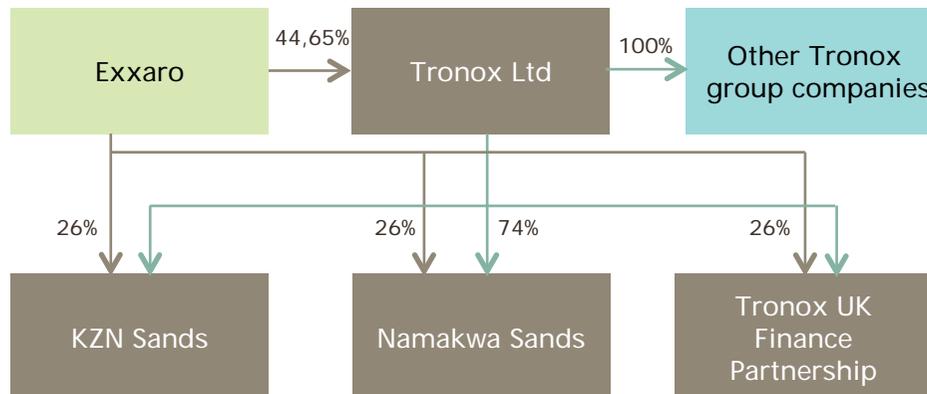
Strategy

- Increase footprint in TiO_2^*

Developments

- Tronox Inc listed on 18 June 2012
- Increased shareholding from 39,20% to 44,65%

Structure



* Titanium dioxide

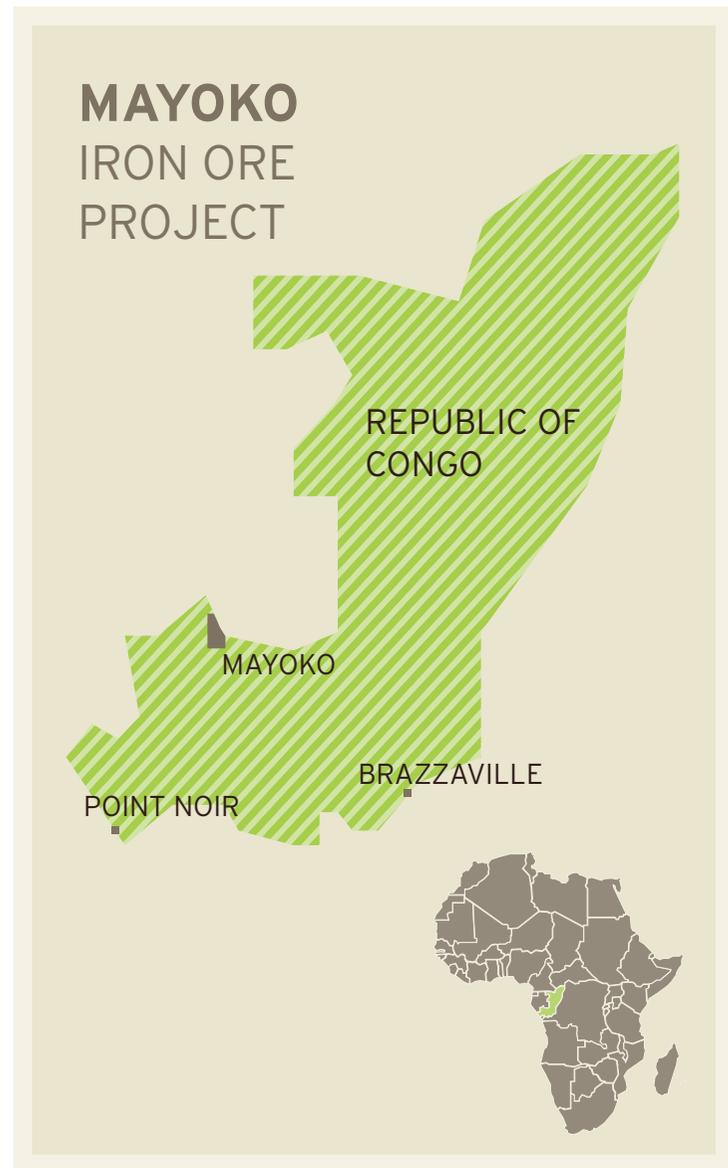
Portfolio improvement: ferrous

Mayoko

- Reserve increased from 121Mt to 685Mt
- Project execution for 2Mt on track for 2H13
- Subject to execution of mining convention by August 2013
- Phase 2 BFS to be completed by 1H14 with the goal to produce in excess of 7Mtpa

AlloyStream™

- Demonstration facility to continue



Portfolio improvement: energy

Strategy

Explore and integrate opportunities in the energy markets with a focus on cleaner energy

Developments

- Cennergi: obtain financial closure on two wind farm projects in 2Q13 and bid for projects in 3Q13
- Waterberg coal-fired IPP*: project development agreement signed in 4Q12
- Thabametsi: mining rights application in process – dependent on Waterberg IPP and water supply development schedules
- UCG#: term sheet with Linc Energy Ltd



* Independent power producer

Underground coal gasification

OPERATIONAL AND FINANCIAL PERFORMANCE



Main features

Financial metrics

- Revenue of R16 billion
- Core NOP# at R3 billion

Owner controlled operations

- Challenging coal trading conditions
- Lower coal export prices and volumes
- GMEP and Mayoko on track
- Mineral Sands and Rosh Pinah contribution for six months only

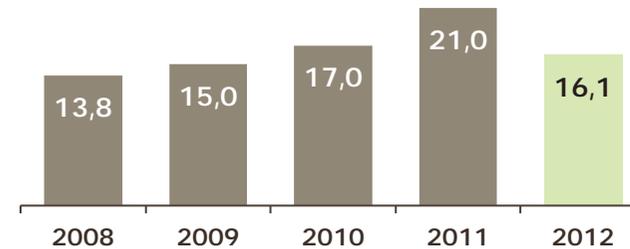
Non-controlled operations

- Lower equity income from SIOC
- Equity loss from Tronox Ltd

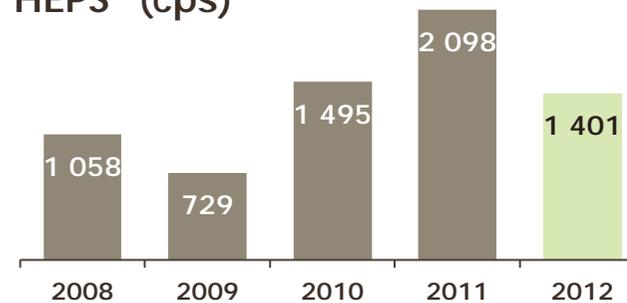
Dividend

- Final dividend of 150 cents per share
- Total dividend of 500 cents per share, 2,61 times cover**

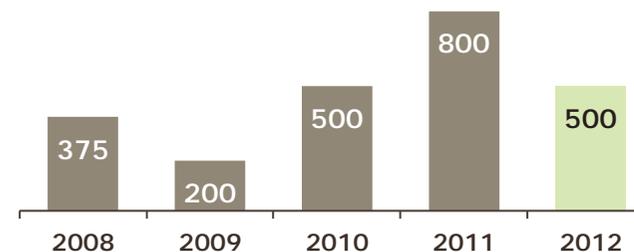
Revenue (Rbn)



HEPS* (cps)



Dividend (cps)



Net operating profit

* Headline earnings per share

** Excluding non-core items

Key events

	FY12	FY11
January	Restatement of prior year and revised results due to the early adoption of new accounting standards (IFRS* 10, 11 and 12 as well as IAS27 and 28)	Glen Douglas sale
February	African Iron acquisition – consolidated subsidiary	
March	Cennergi JV – equity accounted joint venture	
May	KZN Sands – partial impairment reversal	
June	Sale of Rosh Pinah operations – derecognised subsidiary Sale of mineral sands – derecognised subsidiary Acquisition of shareholding in Tronox Limited – equity accounted associate	Zincor impairment of PPE** 50% buy-back of pigment plant at Tiwest
September	Increased shareholding in Tronox Limited to 44,65%	
December	Sale of non-core coal prospecting rights	KZN Sands: partial impairment reversal

* International financial reporting standards incorporating international accounting standards

** Property, plant and equipment

Financial overview: IFRS*

<i>R million</i>	FY12	FY11	% Change
Revenue	16 122	20 962	(23)
Operating expenses	12 602	16 838	25
Profit on sale of subsidiaries/assets	4 037	1	
Net operating profit	7 557	4 125	83
Operating margin (%)	47	20	135
Post-tax equity-accounted income	3 602	4 745	(24)
Attributable earnings: owners of parent	9 677	7 653	26
Headline earnings**	4 958	7 302	(32)
Cash retained from operations	3 969	6 189	(36)
Capital expenditure	5 333	4 858	(10)
Average ZAR/USD rate: Realised	8,08	7,28	
Spot	8,20	7,22	
Average USD/AUD rate: Realised	0,97	0,99	
Spot	0,96	1,03	

* Including discontinued operations

** Non-IFRS numbers

Non-core adjustments

R million

	FY12	FY11
Coal: Profit on sale of assets	149	35
Mineral sands	99	1 052
– Impairment reversal	103	869
– Insurance claim received	26	
– Profit on sale: 50% of pigment plant and other PPE	2	68
– Write down of intercompany loan	(315)	
– Held for sale adjustments	283	115
Base metals	568	(482)
– Impairment charge		(516)
– Held for sale adjustments	26	34
– Profit on sale of subsidiaries	544	
– Loss on sale of assets	(2)	
Other	3 797	
– Profit on sale: subsidiaries and other PPE	3 482	
– Write down of intercompany loan	315	
Equity accounted income: Tronox and other associates	474	
Tax on headline earnings adjustments	(34)	2
Total non-core adjustment impact	5 053	607

Financial overview: core*

<i>R million</i>	FY12	FY11	% Change
Revenue	16 122	20 962	(23)
Operating expenses	13 178	17 442	24
Net operating profit	2 944	3 520	(16)
Operating margin (%)	18	17	6
Post-tax equity-accounted income	3 128	4 745	(34)
Attributable earnings: owners of parent	4 624	7 046	(34)
Headline earnings	4 624	7 046	(34)
Attributable earnings per share (cents)	1 306	2 024	(35)
Headline earnings per share (cents)	1 306	2 024	(35)
Capital expenditure	5 333	4 858	10
Net (debt)/cash	(2 198)	346	

* Non-IFRS numbers

HEPS contribution

<i>Cents</i>	FY12	%	FY11	%	(Decrease)/ increase in % contribution
JSE HEPS	1 401	100	2 098	100	
- Coal*	392	28	573	27	2
- TiO ₂ *	177	13	548	26	(13)
- Iron ore	902	64	1 279	61	3
- Other	(70)	(5)	(302)	(14)	9
CORE HEPS	1 306	100	2 024	100	
- Coal*	392	30	573	28	2
- TiO ₂ *	179	14	484	24	(10)
- Iron ore	902	69	1 279	63	6
- Other	(167)	(13)	(312)	(15)	2

* Including equity accounted investments

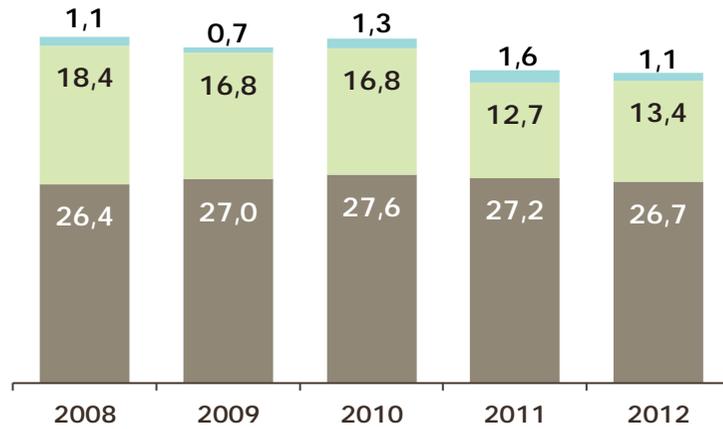
Coal financial performance

<i>R million</i>	FY12	FY11	% Change
Revenue	12 064	12 420	(3)
– Tied operations	3 449	3 140	10
– Commercial operations	8 615	9 280	(7)
Net operating profit	1 956	3 048	(36)
– Tied operations	285	310	(8)
– Commercial operations	1 671	2 738	(39)
Operating margin (%)	16	25	(36)
Capital expenditure	4 225	3 787	12
Headline earnings contribution to group	1 387	1 995	(30)
HEPS contribution (cents)*	392	573	(29)
Average export price US\$/tonne	94	118	(20)

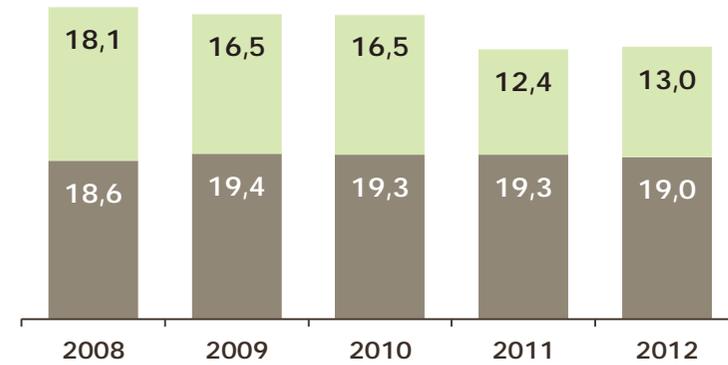
* Based on group weighted average number of shares (WANOS) of 354 million (FY11: 348 million) at 31 December 2012

Coal production

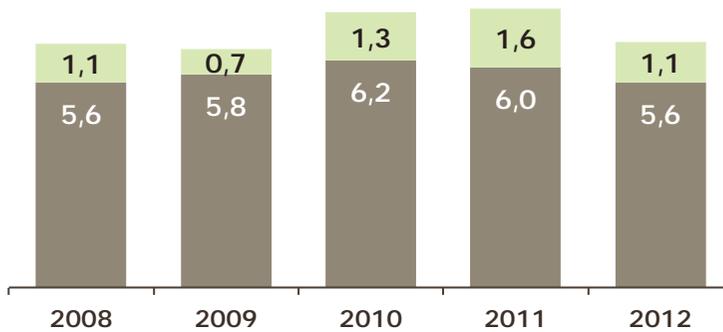
Total coal production (Mt)



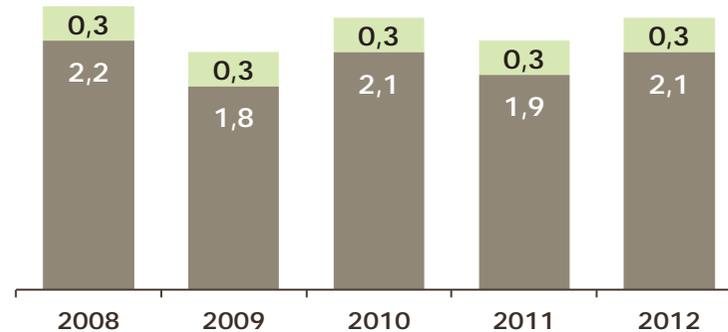
Power station coal production (Mt)



Steam coal production (Mt)



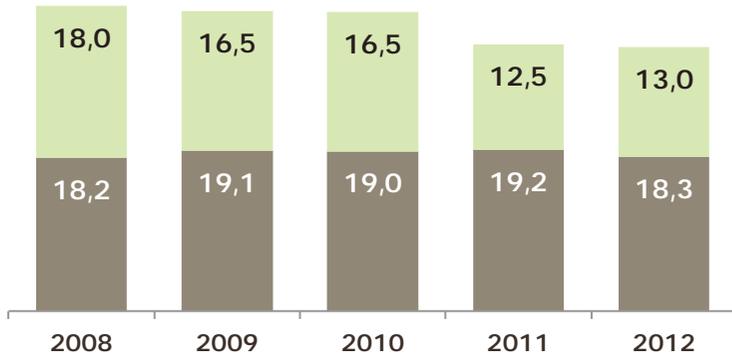
Coking coal production (Mt)



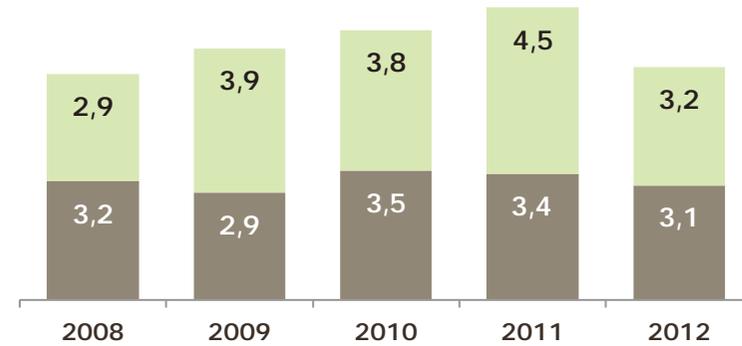
Commercial
 Tied
 Buy-ins

Coal market and sales*

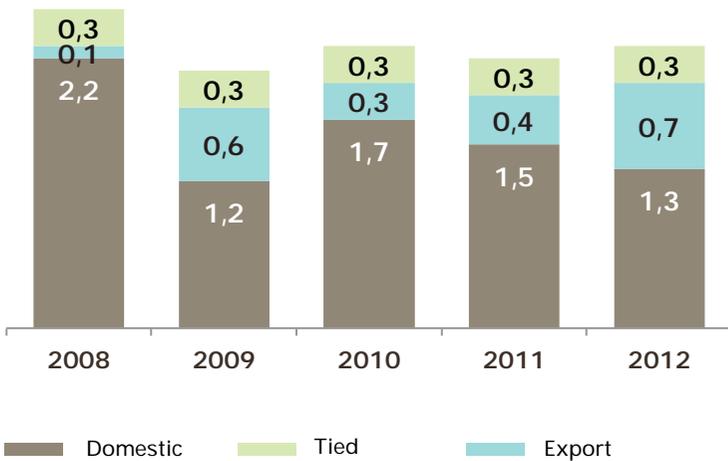
Power station coal sales (Mt)



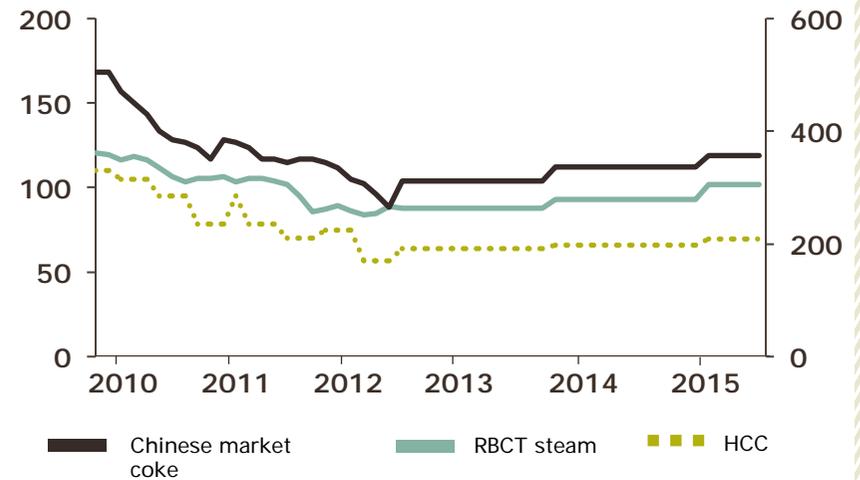
Steam coal sales (Mt)



Coking coal sales (Mt)



Steam coal and market coke prices (USD/t-FOB)#

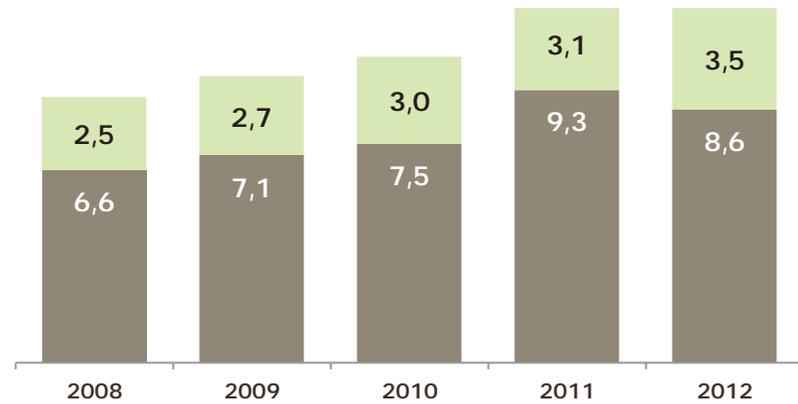


* Restated

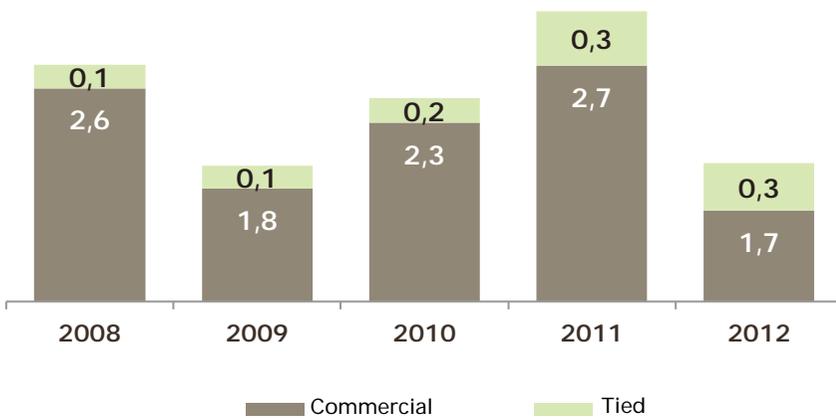
Source: Macquarie

Coal contribution

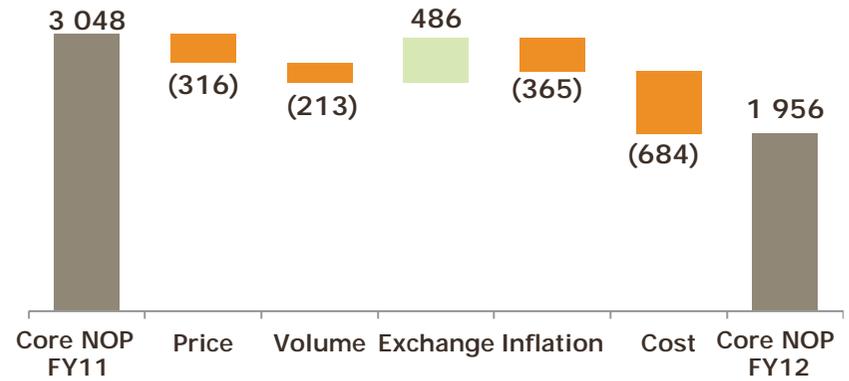
Revenue contribution (Rbn)



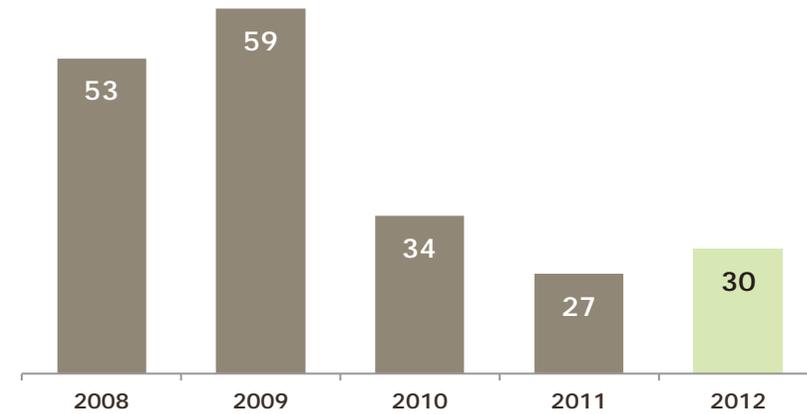
Net operating profit contribution (Rbn)



Net operating profit variance analysis (Rm)



HEPS contribution to group (%)



Coal capital expenditure

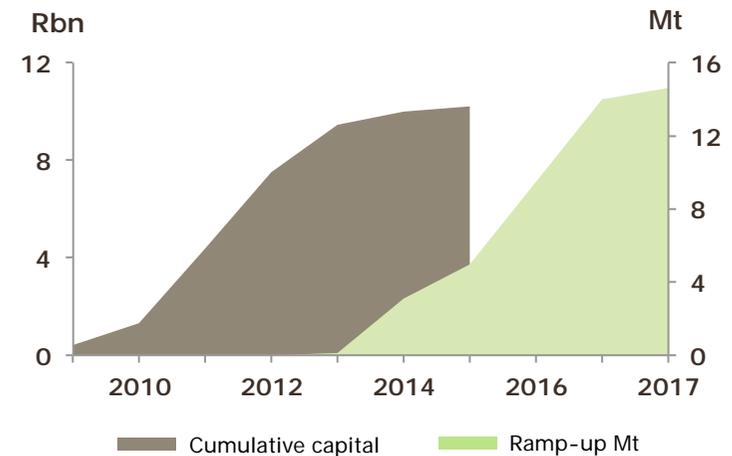
GMEP

- Completion at 90%
- Project expenditure to date is R7,1 billion
- Capital expenditure forecast at R10,2 billion
- 740 housing unit project to be completed in 1Q13

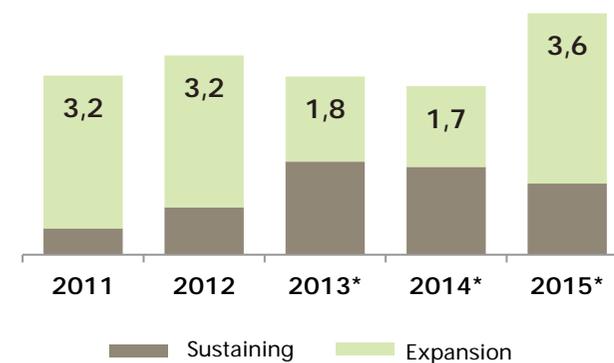
Grootegeluk backfill

- Phase 1: 3Q13
- Phase 2: FY14

GMEP forecast capital and ramp up



Capital expenditure (Rbn)



* Based on latest internal forecast

Titanium dioxide

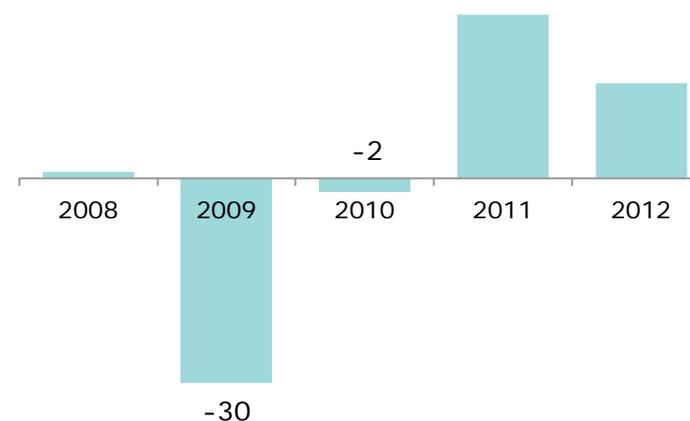
Corporate activity

- Tronox listed 18 June 2012
- Increased shareholding to 44,65%

Financial performance

- Mineral sands net operating profit of R1,8 billion in 1H12
- Tronox loss of R250 million in 2H12
- Dividends received of R216 million

HEPS contribution (%)

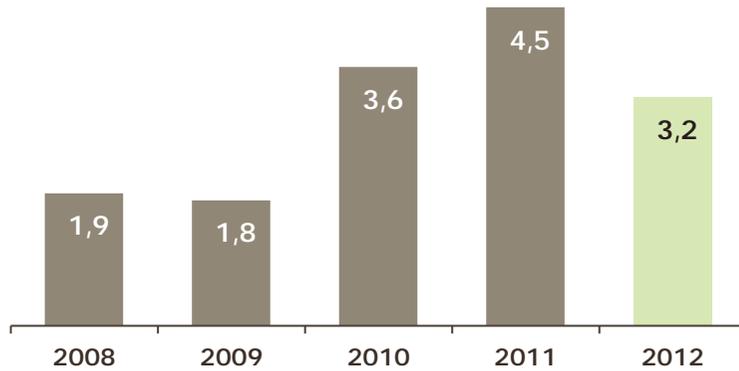


TiO₂ core contribution

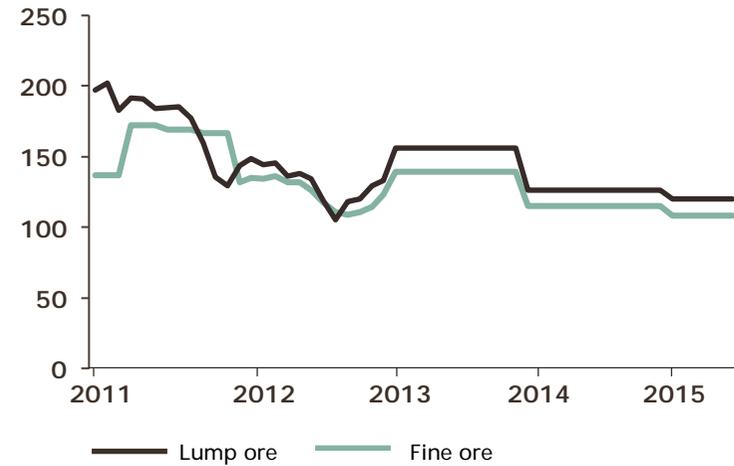
<i>R million</i>	FY12	2H12	1H12	FY11	2H11	1H11
NOP	1 826		1 826	1 626	1 098	528
Equity (loss)/ income	(250)	(368)	118			
Profit/(loss)	1 576	(368)	1 944	1 626	1 098	528

Ferrous: SIOC

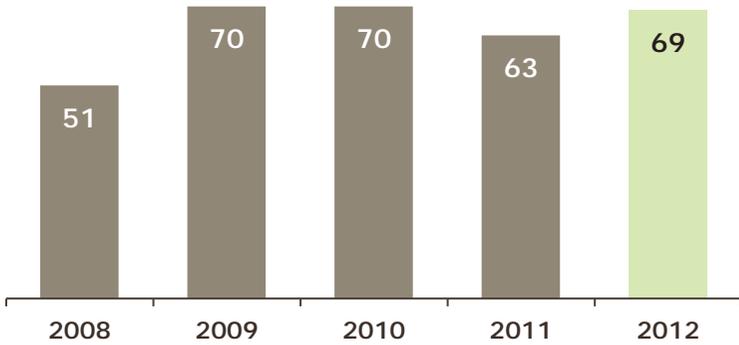
Equity contribution (Rbn)



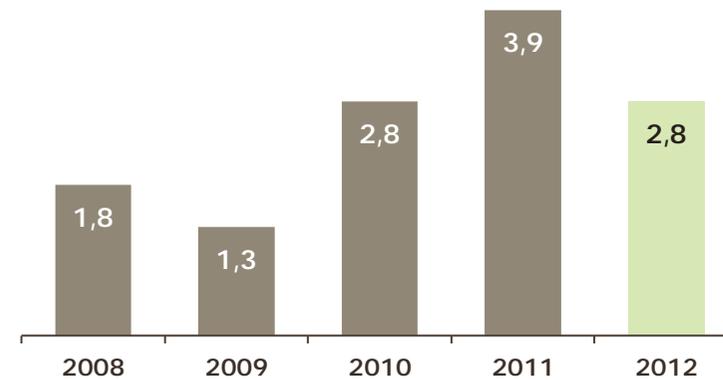
Prices (US\$/t - FOB)*



HEPS contribution (%)



Dividend declared (Rbn)



* Source: Macquarie

Ferrous: Mayoko project

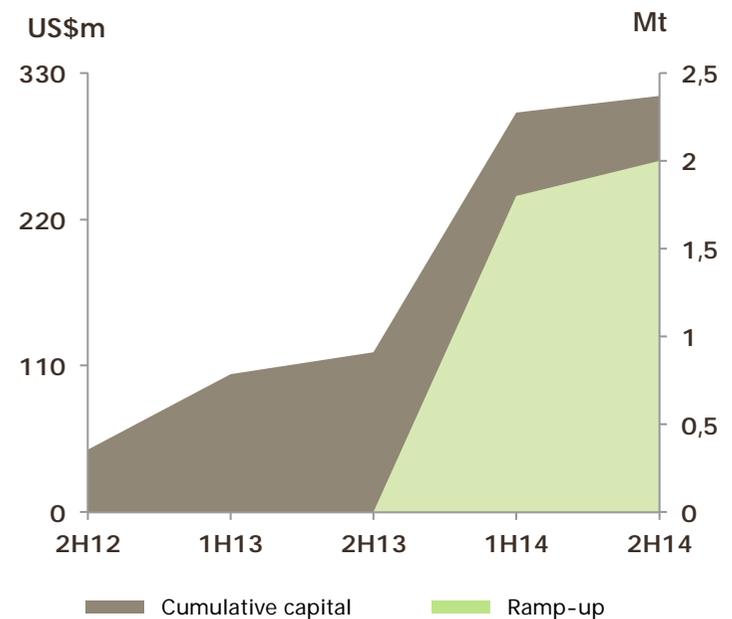
AKI acquisition

February and March 2012: AUS\$313 million

Mayoko Phase 1

- 2Mt per annum
- 685Mt reserve confirmed
- Capital expenditure
 - US\$320 million
 - US\$47 million spent to date
- Ramp-up subject to mining convention being awarded by August 2013
 - First ore in 2H13
 - 2Mt in 2H14

Capital expenditure and ramp-up

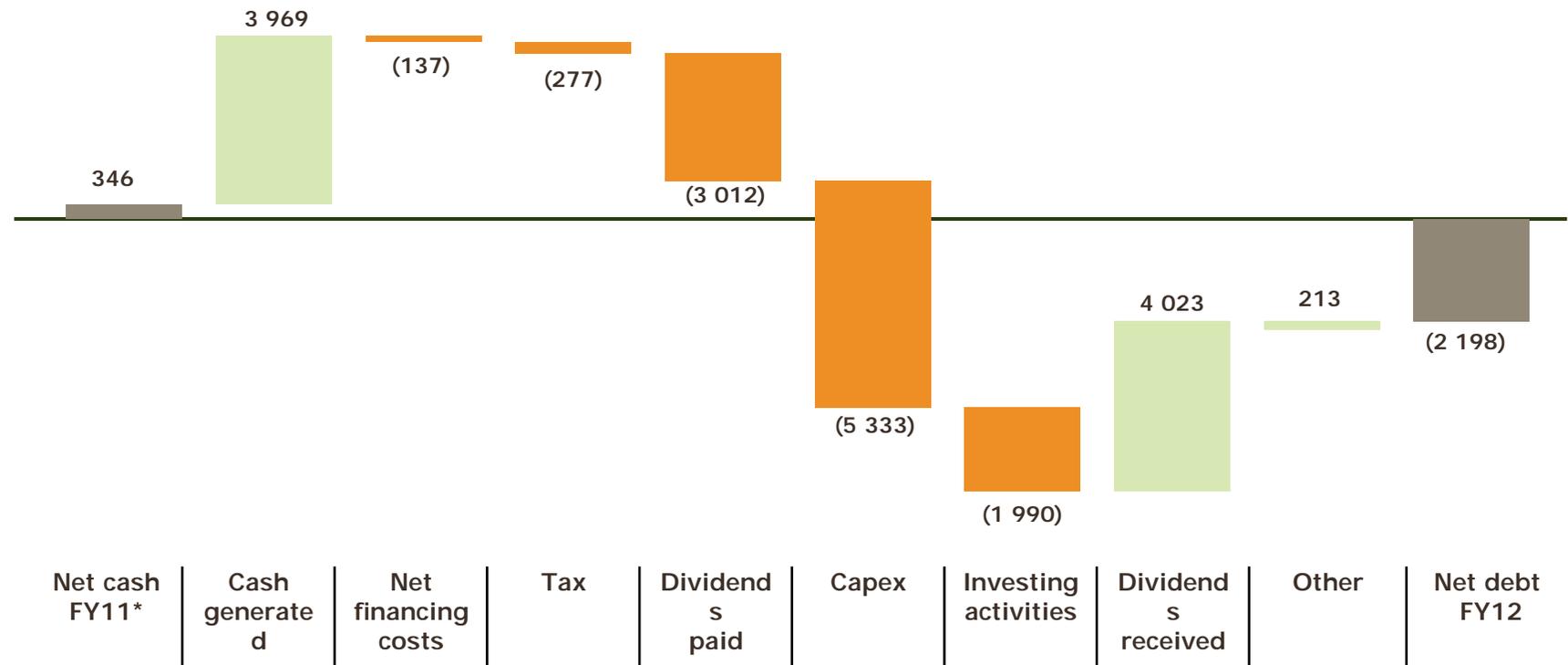


Attributable earnings: core

<i>R million</i>	FY12	FY11	% Change
Net operating profit	2 944	3 520	(16)
Net financing cost	(353)	(227)	(56)
Income from investments	4	9	(56)
Post-tax equity-income	3 128	4 745	(34)
– SIOC*	3 198	4 456	(28)
– Tronox Limited	(250)		
– Mafube	144	76	89
– Cennergi	(65)		
– Black Mountain	101	210	(52)
– Chifeng		3	
Tax	(1 129)	(998)	(13)
Profit after tax	4 594	7 049	(35)
Non-controlling interest	30	(3)	
Attributable earnings: owners of parent	4 624	7 046	(34)
Attributable earnings per share (cents)	1 306	2 024	(35)
Dividend per share declared (cents)	500	800	(38)

Net cash/(debt) variance

R million



* Restated for the adoption of new accounting standards

Capital funding structure

Ratios:

	FY12	FY11
Net financing cost cover (times): EBITDA	11	22
Return on equity: attributable income (%)	37	37
Return on capital employed (%)	45	46

R million

	Facilities available		Maturity profile of debt	
	Drawn	Undrawn	Repayment year	
Interest-bearing borrowings	2 800	5 749	2013	
Capitalised transaction cost	(49)		2014	
Total interest-bearing borrowings	2 751		2015	333
			2016	333
Cash and cash equivalents	(553)		After 2016	2 134
Net debt	2 198			2 800
Net debt/equity ratio (%)	8			

Dividend

	Total dividend 31 Dec 2012	Final dividend 31 Dec 2012	Interim dividend 30 June 2012
Attributable earnings per share* (cents)	1 306	250	1 056
Dividend declared per share (cents)	500	150	350
Dividend cover (times)	2,61	1,60	3,02
Dividend declared (Rm)	1 789	537	1 252
– BEE Holdco	933	280	653
– Anglo	174	52	122
– Public	667	200	467
– Mpower 2012	15	5	10

* Excluding non-core items

OUTLOOK



Future outlook

Improve safety performance

Coal

- Local markets stable
- International markets softer
- GMEP ramp-up

Ferrous

- SIOC performance as per KIO guidance
- Establish our footprint through Mayoko

Titanium dioxide

- Performance as per Tronox guidance
- Increase stake in Tronox

Energy

- Explore opportunities in clean energy



ADDITIONAL INFORMATION

Disclaimer

The financial information on which any outlook statements are based have not been reviewed or reported on. These forward-looking statements are based on management's current beliefs and expectations and are subject to uncertainty and changes in circumstances. The forward-looking statements involve risks that may affect the group's operations, markets, products, services and prices. Exxaro undertakes no obligation to update or reverse the forward-looking statements, whether as a result of new information or future developments.

Group cash flow

<i>R million</i>	FY12	FY11
Cash retained from operations	3 969	6 189
Net financing cost	(137)	(34)
– Interest paid	(345)	(566)
– Interest received	208	532
Tax	(277)	(499)
Dividends paid	(3 012)	(2 123)
Net cash from operating activities	543	3 533
Fixed assets	(5 333)	(4 858)
Intangible assets	(36)	(119)
Increase in non-current financial assets	(16)	(110)
Dividend income from investments	4 023	3 525
Proceeds from disposal of PPE	77	483
Proceeds on disposal of subsidiaries	1 132	51
Increase in investments in associates and joint ventures	(396)	
Acquisition of subsidiary	(2 603)	
Decrease in cash and cash equivalents on disposal of subsidiaries	(1 052)	
Other	83	(14)
Net cash (outflow)/inflow	(3 578)	2 491

Group depreciation and amortisation: core

<i>R million</i>	FY12	FY11
Coal	611	595
– Tied operations	39	37
– Commercial operations	572	558
Mineral sands	283	544
– KZN Sands	91	145
– Namakwa Sands	89	174
– Australia Sands	103	225
Base metals	28	80
– Rosh Pinah	26	53
– Zincor	2	27
Other	89	69
Total	1 011	1 288

Group EBITDA: core

<i>R million</i>	FY12	FY11
Coal	2 567	3 643
– Tied operations	324	347
– Commercial operations	2 243	3 296
Mineral sands	2 109	2 170
– KZN Sands	546	(55)
– Namakwa Sands	1 008	1 117
– Australia Sands	555	1 108
Base metals	(130)	(583)
– Rosh Pinah	(7)	155
– Zincor	(89)	(696)
– Other	(22)	(42)
Other	(603)	(422)
TOTAL EBITDA	3 955	4 808

Power station coal: volumes and sales

<i>'000 tonnes</i>	FY12	FY11	FY10
Production	32 042	31 766	35 747
- Grootegeluk	13 976	14 909	14 924
- Leeuwpan	2 320	2 151	1 688
- Matla	10 948	10 150	12 288
- Arnot	2 081	2 291	4 173
- NBC	2 717	2 265	2 674
Sales	31 367	31 681	35 479
- Grootegeluk	14 174	14 668	14 904
- Leeuwpan	1 922	2 311	1 805
- Matla	10 941	10 152	12 265
- Arnot	2 081	2 291	4 173
- NCC		50	96
- NBC	2 249	2 209	2 236

Steam coal: volumes and sales

<i>'000 tonnes</i>	FY12	FY11	FY10
Production	5 599	5 966	6 175
- Grootegeluk	1 513	1 460	1 441
- Leeuwpan	1 524	1 879	1 408
- NCC	717	628	850
- NBC		81	697
- Inyanda	1 845	1 918	1 779
Buy-ins	1 111	1 636	1 322
Sales	6 561	7 364	6 794
- Domestic	3 362	2 917	3 029
- Export	3 199	4 447	3 765

Coking coal: volumes and sales

<i>'000 tonnes</i>	FY12	FY11	FY10
Production	2 366	2 161	2 419
- Grootegeluk	2 027	1 862	2 134
- Tshikondeni	339	299	285
Sales	2 327	2 190	2 355
- ArcelorMittal	1 482	1 627	1 880
- Export	695	437	341
- Other	150	126	134

Salient dates

Last day to trade cum dividend	Friday	05 April 2013
Shares trade ex-dividend	Monday	08 April 2013
Record date	Friday	12 April 2013
Payment date	Monday	15 April 2013

Index

Title	Slide number
Adjustments	15
Attributable earnings	26
Commodities	
Coal	7; 18-22
Energy	10
Ferrous	9; 24,25
Titanium dioxide	8, 23
Cash flow	33
Capital expenditure	22,25
Capital funding structure	28
Depreciation	34
Dividend	29
EBITDA	35
Financial overview	
Coal	18
Core	16
IFRS	14

Title	Slide number
HEPS	17
Key events	13
Leadership and people	6
Main features	12
Net debt variance	27
Net operating profit	14, 16, 21
Outlook	31
Overview	2
Portfolio improvement	7-10
Production:	
Coal volumes and sales	36-38
Reputation	5
Revenue	14, 16, 26
Safety and health	3
Salient dates	39
Strategy	2-10
Sustainability	4