

# Annual financial results

Presentation for the year ended

**31 December 2024** 





#### **Disclaimer**



A range of financial and non-financial measures are used to assess our performance, including certain Alternative Performance Measures (APMs) that are not defined nor specified in International Financial Reporting Standards (IFRS® Accounting Standards) as issued by the International Accounting Standards Board (IASB®). Management uses APMs alongside IFRS Accounting Standards measures to improve comparability of information between reporting periods and business units. APMs are therefore not deemed to substitute nor replace reporting under IFRS Accounting Standards on the group's financial position, changes in equity, results of operations or cash flows. APMs are not uniformly defined by all companies, including those in Exxaro's industry. Accordingly, it may not be comparable with similarly titled measures and disclosures by other companies and have not been reviewed nor reported on by Exxaro's external auditor.

The operational and financial information on which any forward-looking statements are based has not been reviewed nor reported on by Exxaro's external auditor. These forward-looking statements are based on management's current beliefs and expectations, which are subject to uncertainty and changes in circumstances, and involve risks that may affect Exxaro's operational and financial information. Exxaro undertakes no obligation to update nor reverse any forward-looking statements, whether as a result of new information or future developments.

# Agenda



**Group performance overview** 



**Coal operational performance** 



**Group financial performance** 



Outlook



# Today's speakers



Sonwabise Mzinyathi

Chief investor relations and liaison officer\*



Riaan Koppeschaar

CEO\* and finance director



Mervin Govender

Chief coal operations officer\*



eżżaro

**Leon Groenewald** 

Managing director, energy





# Adapting to market headwinds





#### **Macroeconomic**

Mixed global sentiment

Enduring geopolitical and economic tensions

Gradual easing of inflation rates across major markets and a volatile rand



#### **Domestic**

Formation of the Government of National Unity

Logistics still challenged but signs of recovery

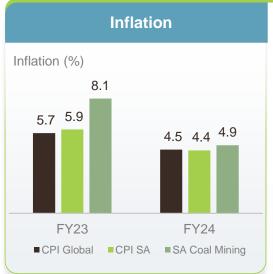
Coal offtake challenges



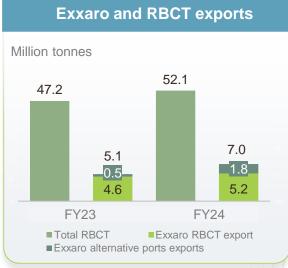
#### Commodity

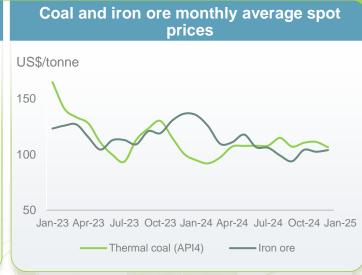
Thermal coal prices stabilised and returned to pre-2022 levels

Iron ore prices were impacted by weaker steel demand









<sup>\*</sup> Average spot rate

# Strong business performance in line with guidance





# **Proactive safety strategy yielding results**



28

consecutive fatality free months



(<del>Q</del>)

**Voted Best In Class Safety Record\*** 



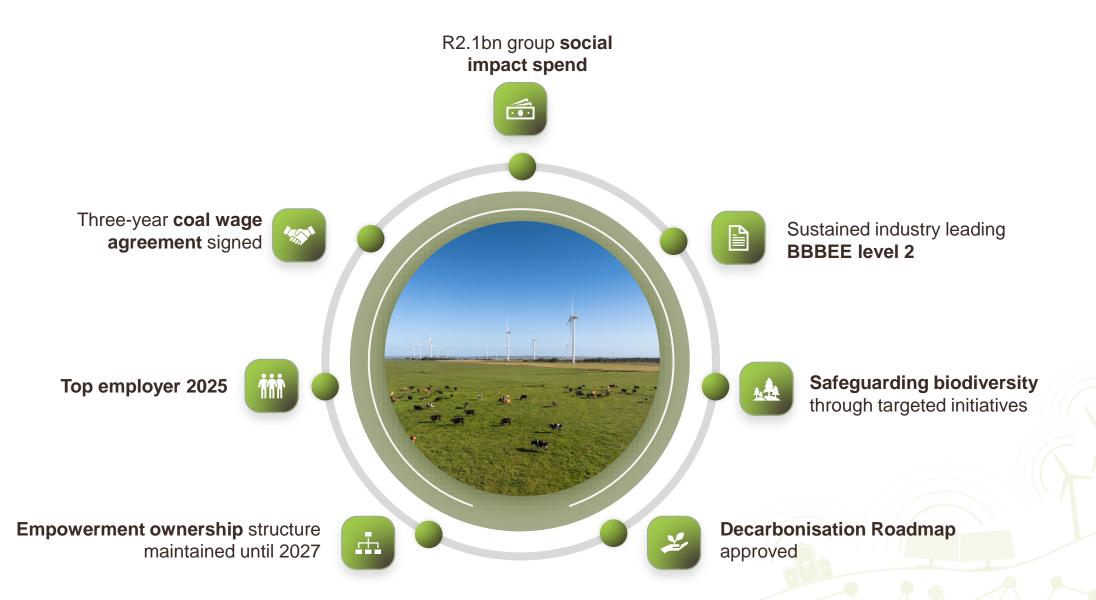
Fatal	ity free years	
•	Leeuwpan	Zero since inception (34 years)
•	Mafube	Zero since inception (20 years)
•	Grootegeluk	12 years
•	Cennergi	Zero since inception (8 years)
•	Matla	8 years
•	Belfast	2 years



<sup>\* 2024</sup> Coal Safe Award received by Exxaro

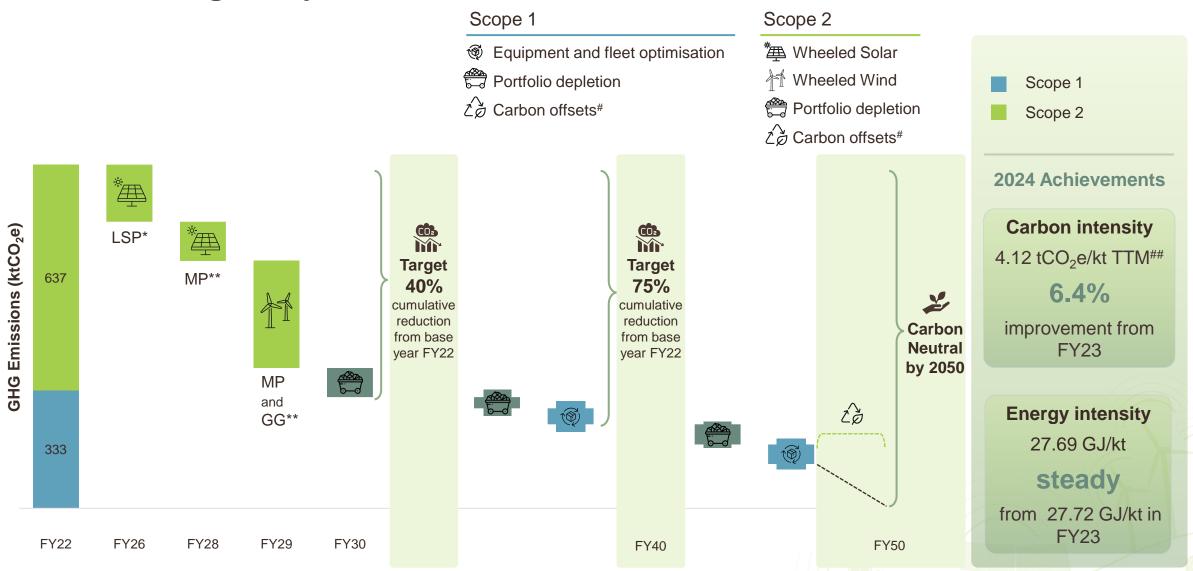
# Sustainable impact is at the core of our business





## Decarbonising today to secure a sustainable tomorrow





<sup>\*</sup> Lephalale Solar Project (behind the meter at Grootegeluk) \*\* MP - Mpumalanga (Leeuwpan, Belfast, Mafube, and Matla); GG - Grootegeluk

<sup>#</sup> Carbon offsets (nature-based and renewable) will be implemented to reach carbon neutrality by 2050. No carbon offsets projects included in this slide



# Sustainability efforts powering operational resilience

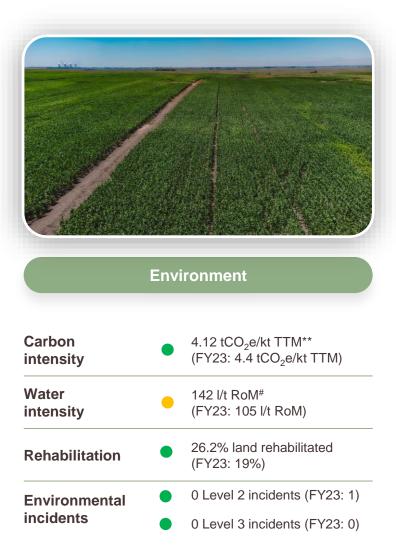




#### Safety

**Fatalities** 0 (FY23: 0)

**LTIFR\*** 0.06 (FY23: 0.08)





#### Social

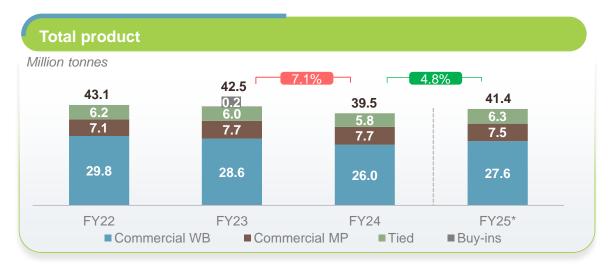
Social impact

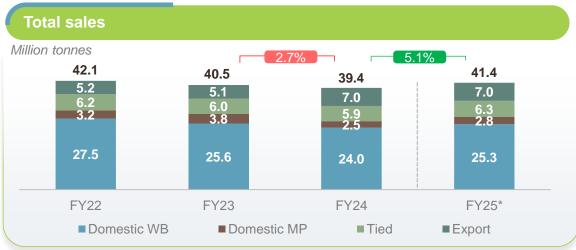
R2.1bn direct social investment spend (FY23: R1.9bn)

<sup>\*</sup> Lost-time injury frequency rate per 200 000 man-hours worked \*\* Tonnes (t) of carbon dioxide (CO<sub>2</sub>) equivalent (e) per 1 000 total tonnes mined # Run-of-mine

# Market-to-Resource optimisation in action







#### **Movement FY24 vs FY23**

		<u>Product</u>		<u>Sales</u>	
Million tonnes			Domestic	Eskom	Export
Waterberg (WB)		(2.6)	(0.3)	(1.3)	0.3
Grootegeluk	Offtake demand	(2.6)	(0.3)	(1.3)	0.3
Mpumalanga (MP)		(0.2)	(1.5)	0.1	1.4
Belfast	Record annual production	0.6	(0.9)		1.4
Matla	In line	(0.2)		(0.1)	
Leeuwpan	Pit consolidation	(0.7)	(0.7)	0.2	
Mafube	In line	0.1	0.1		
Buy-ins and stock	movement	(0.2)			0.2
Total		(3.0)	(1.8)	(1.2)	1.9

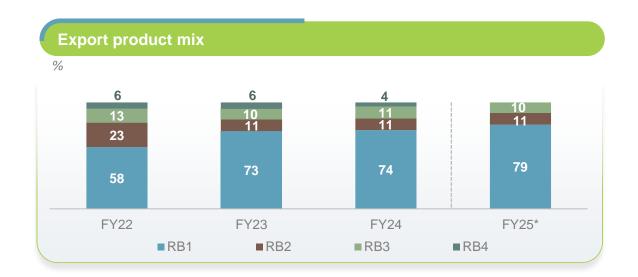
Adapting production and product levels to match market demand

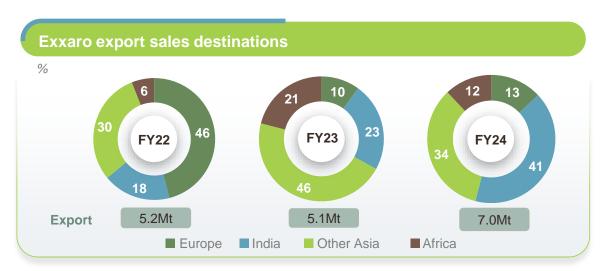
<sup>\*</sup> Based on latest internal forecast (could vary by ± 5%)

# **Exceptional export performance**



- (a) Improved export sales by 37% to 7Mt
- Success in Indian and Asian markets with our competitive product mix
- Sales mix optimisation maintained despite higher alternative sales ports
- 92% of exports via RBCT was RB1
- Robust price realisation levels maintained despite price pressure



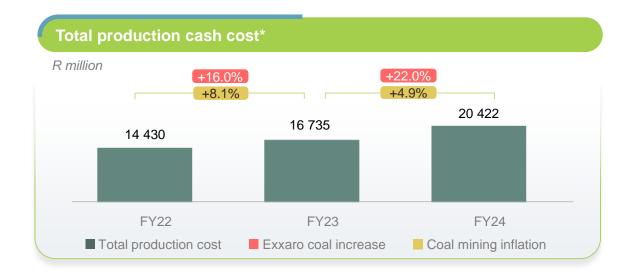


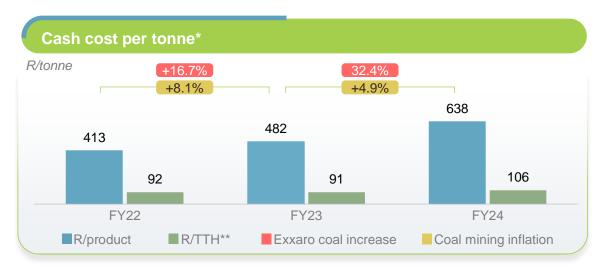


# Meeting market demands visible in unit cost



- Total **production** cash cost increase 22% vs coal mining inflation 4.9%
- Reduction of 3Mt in volumes impacting unit cost
- Additional logistics, enabling 37% export volume increase
- Additional overburden removal at Belfast
- Accelerated maintenance gearing for demand
- 7% increased land rehabilitated complying with license conditions







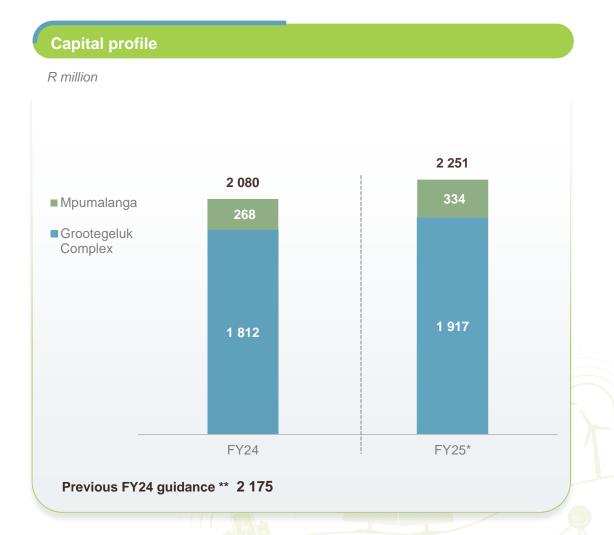
<sup>\*</sup> Excluding Matla and Mafube Coal buy-ins (cost restated excluding stock movements, royalties and foreign exchange impacts) \*\* Total tonnes handled

# Tailoring capital expenditure to match market demand



- Total capex within guidance
- Continue embedding Capital Excellence
- Rightsizing capital spend
- Ocapital spend to **normalise** to steady state
- Guide to sustain business between R2.5bn to R3bn p/a (real FY22)

Major projects		
R million	FY23	FY24
Equipment strategy	970	940
In pit conveyancing system	653	367
License to operate infrastructure	109	215
Total	1 732	1 522

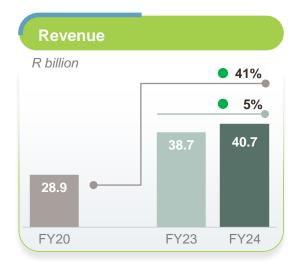


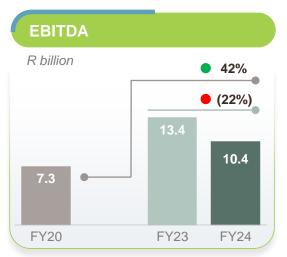
<sup>\*</sup> Based on latest internal forecast (could vary by ± 5%), Moranbah South excluded \*\* December 2024

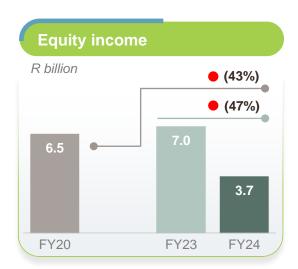


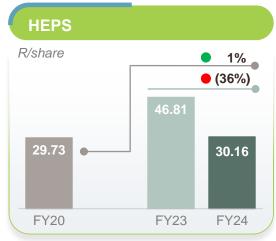
# **Strong cash position**

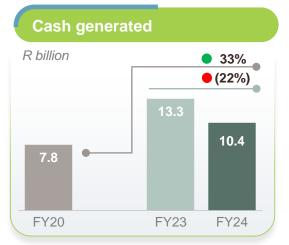


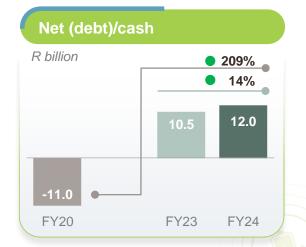






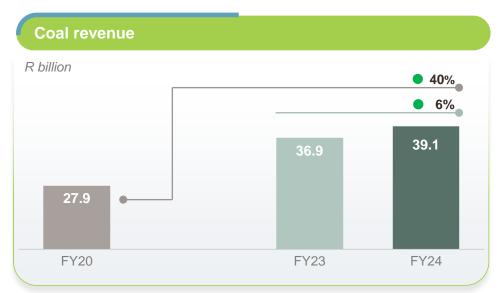




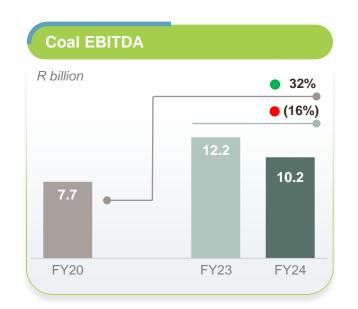


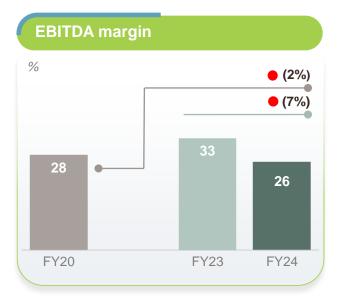
# Creating value amidst a challenging operating environment





Coal revenue	FY23	FY24
R million		
Total coal revenue	36 945	39 115
Commercial Waterberg	22 496	22 563
Commercial Mpumalanga	8 666	9 893
Tied Mpumalanga – Matla	5 783	6 659

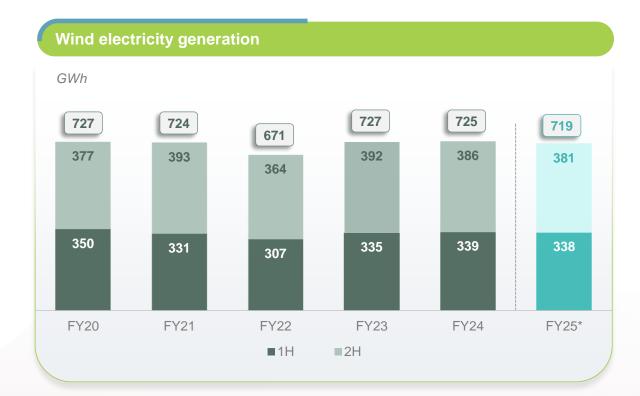




Coal EBITDA	FY23	FY24
R million		
Total coal EBITDA	12 213	10 236
Commercial Waterberg	11 702	10 116
Commercial Mpumalanga	997	246
Tied Mpumalanga – Matla	179	175
Other	(665)	(301)

# Cennergi business continues to deliver

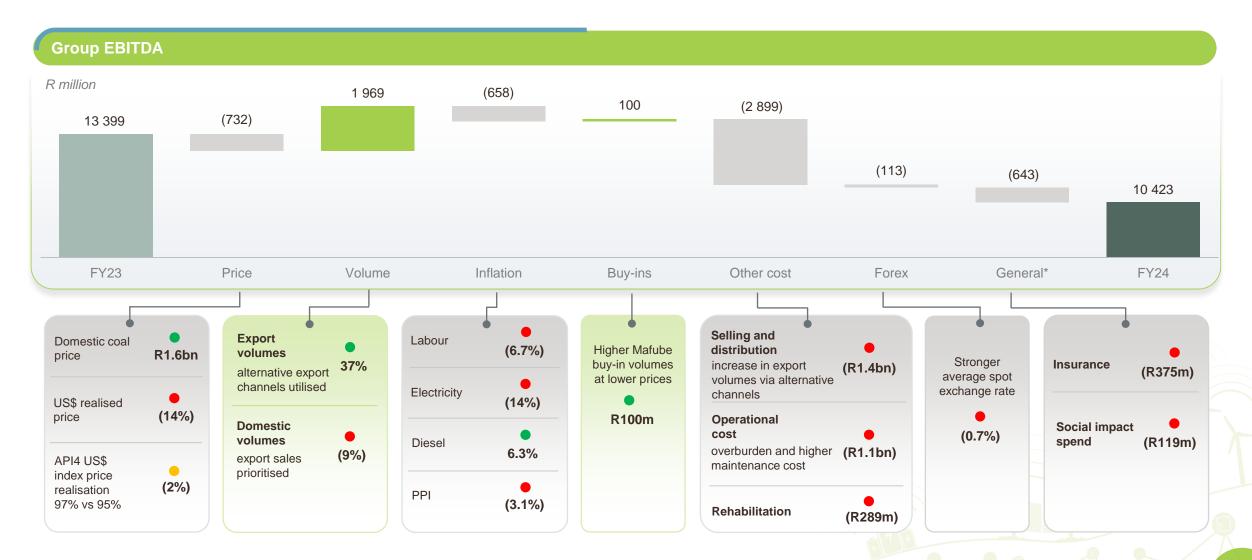




Financial performance	Unit	FY23	FY24
Energy generation	GWh	727	725
Revenue	Rm	1 345	1 411
Operational EBITDA	Rm	1 074	1 126
Operational EBITDA margin	%	80	80
Project finance debt**	Rm	4 825	5 223
Project finance charges#	Rm	568	543
LSP cumulative project cost##	Rm	321	634

# Higher export volumes offset by lower prices and cost pressures

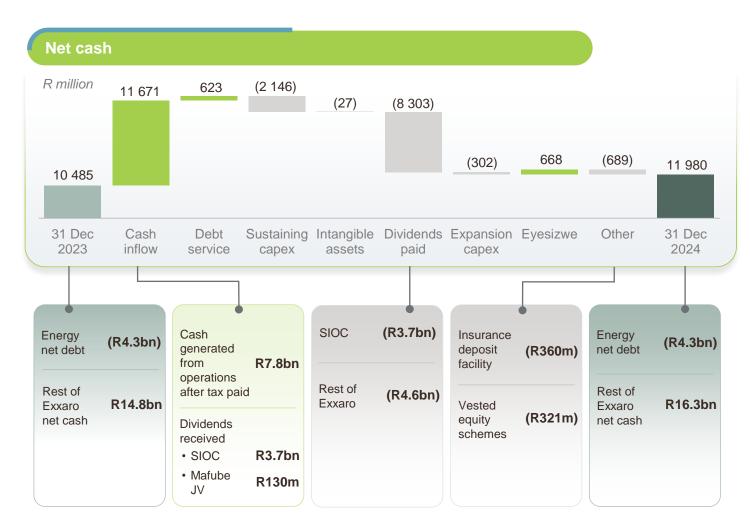




<sup>\*</sup> Total EBITDA variance for Matla included = -R4 million

# Strong foundation for future growth







### **Consistent shareholder returns**



#### **Dividend declared**

Total	Final	Interim	Total
FY24	2H24	1H24	FY23
2.5	2.5	2.5	2.5
3 366	1 732	1 634	5 074
1 662	866	796	2 725
5 805	3 025	2 780	9 519
1 789	932	857	2 933
4 016	2 093	1 923	6 586
	FY24 2.5 3 366 1 662 5 805 1 789	FY24       2H24         2.5       2.5         3 366       1 732         1 662       866         5 805       3 025         1 789       932	FY24       2H24       1H24         2.5       2.5       2.5         3 366       1 732       1 634         1 662       866       796         5 805       3 025       2 780         1 789       932       857

#### **Share repurchase**

- Share repurchase programme of R1.2 billion
- Subject to prevailing market conditions

#### **Capital allocation framework**





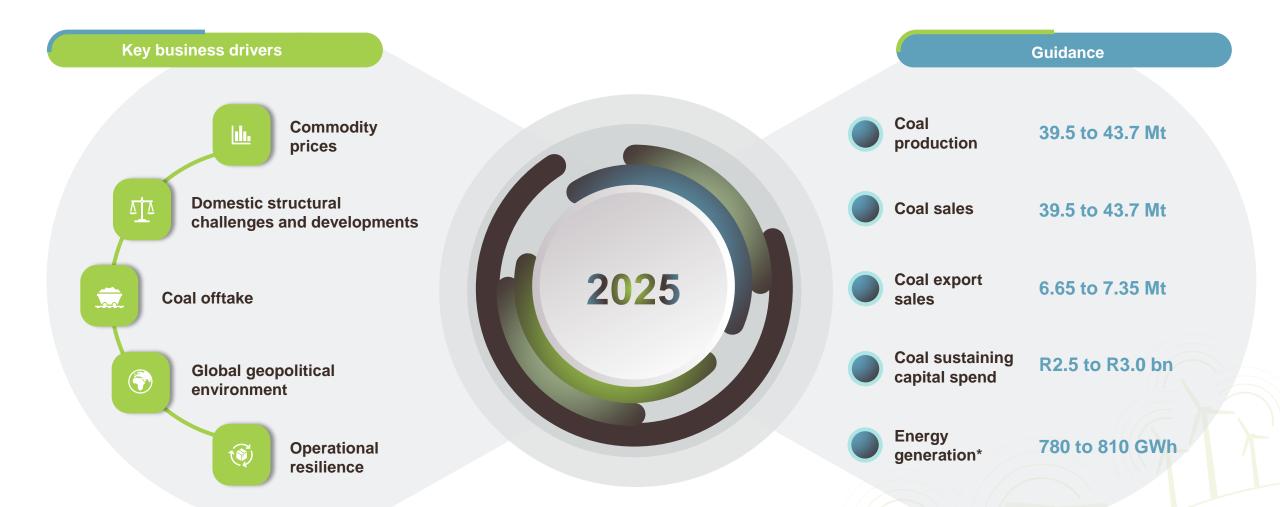
# Navigating an uncertain landscape





# 2025 operational guidance





<sup>\*</sup> Guidance includes full year wind energy generation and half year solar energy generation

# Our Sustainable Growth and Impact strategy remains intact

#### **Strategic objectives**



Transition at speed and scale



Catalyst for economic growth and environmental stewardship



Minerals and energy business that thrives



People empowered to create impact



Carbon neutral by 2050

# Outputs

Diversified mineral earnings

Growth in energy generation capacity

Decarbonised portfolio

**ESG** integration

ROCE target of >20%

exxaro



#### Focus areas for 2025



#### **Strong leadership**

- Strategic and operational experience
- Leadership depth



#### **Diversification: unlocking opportunities**

- Targeting strategic acquisitions
- Diversification gaining momentum through Cennergi opportunities



#### **Operational excellence**

- Safety strategy refresh
- Optimising costs
- · Responding to policy and regulatory environment
- Operationalising the Decarbonisation Roadmap



#### Stakeholder value

Capital discipline through clear capital allocation framework



#### People, the heart of our success

- Employer of choice
- · Investing in talent and skills





# Thank you

Ndo livhuwa Siyabonga Siyabulela Rea leboga Dankie





# Additional information



# **Coal | Product volumes**



'000 tonnes	FY22	FY23	FY24	FY25*
Thermal production	41 136	39 824	37 068	38 105
Grootegeluk	27 849	26 099	23 554	24 341
Matla	6 157	6 010	5 858	6 303
Leeuwpan	2 645	3 242	2 448	2 551
Belfast	2 435	2 908	3 517	3 187
Mafube	2 050	1 565	1 691	1 723
Buy-ins	20	175	2	
Total thermal product (including buy-ins)	41 156	39 999	37 070	38 105
Total metallurgical production – Grootegeluk	1 988	2 465	2 473	3 272
Total product	43 144	42 464	39 543	41 377

<sup>\*</sup> Based on latest internal forecast (could vary by ± 5%)

# **Coal | Sales volumes**



'000 tonnes	FY22	FY23	FY24	FY25*
Sales to Eskom	31 549	29 708	28 464	29 667
Grootegeluk	25 392	23 693	22 389	23 364
Leeuwpan			221	
Matla	6 157	6 015	5 854	6 303
Other domestic thermal coal sales	4 639	5 025	3 190	4 036
Grootegeluk	1 408	1 231	915	1 268
Leeuwpan	1 954	2 141	1 485	1 972
Belfast	818	1 352	371	372
Mafube	459	301	419	424
Exports	5 214	5 109	7 008	7 004
Grootegeluk	1 502	1 792	2 097	2 311
Leeuwpan	610	691	734	578
Belfast	1 518	1 410	2 817	2 816
Mafube	1 615	1 304	1 280	1 299
Buy-ins and inventory	(31)	(88)	80	
Total thermal coal sales	41 402	39 842	38 662	40 707
Total domestic metallurgical coal sales	691	684	695	661
Total sales	42 093	40 526	39 357	41 368

<sup>\*</sup> Based on latest internal forecast (could vary by ± 5%)

# Coal | Sensitivities – FY24



R million	Sensitivity	Net operating profit impact
Environmental rehabilitation discount rate decrease	1%	(237)
Environmental rehabilitation discount rate increase	1%	217
Royalty cost	1%	391
Domestic sales volumes	1%	278
Production cost	1%	174
Export price per tonne	US\$1	128
Exchange rate	10 cents	59
Logistics	1%	46
Export sales volumes	1%	42
Labour	1%	37
Fuel	1%	17
Energy	1%	9

# Financial overview | Group IFRS results



R million	1H24	2H24	% change	FY23	FY24	% change
Revenue	18 981	21 744	15	38 698	40 725	5
Operating expenses	(15 287)	(17 831)	(17)	(28 071)	(33 118)	(18)
Net operating profit	3 694	3 913	6	10 627	7 607	(28)
Net operating profit margin (%)	19	18	(1)	27	19	(8)
Post-tax equity-accounted income	1 916	2 354	23	6 987	4 270	(39)
Attributable earnings: owners of parent	3 686	4 038	10	11 292	7 724	(32)
Headline earnings*	3 697	3 601	(3)	11 327	7 298	(36)
EBITDA	5 118	5 305	4	13 399	10 423	(22)
Cash generated by operations	4 803	5 629	17	13 307	10 432	(22)
Capital expenditure	1 061	1 387	31	2 699	2 448	(9)
Net debt/(cash)	(9 770)	(11 980)	(23)	(10 485)	(11 980)	(14)
Attributable earnings per share (cents)**	1 523	1 669	10	4 666	3 192	(32)
Headline earnings per share (cents)**	1 528	1 488	(3)	4 681	3 016	(36)

<sup>\*</sup> Non-IFRS number \*\* Based on a weighted average number of shares of 242 million

# Financial overview | Headline earnings adjustments



R million	1H24	2H24	FY23	FY24
Coal				
Loss on disposal of property, plant and equipment	(9)	(18)	(20)	(27)
Other				
Loss on disposal of property, plant, equipment and intangible assets	(11)	(5)	(37)	(16)
Non-core adjustment impact on net operating profit	(20)	(23)	(57)	(43)
Post-tax equity-accounted income	(1)	586	(4)	585
Tax on items with impact on net operating profit	6	5	15	11
Non-controlling interest on non-core adjustments	4	(131)	11	(127)
Total non-core adjustment impact on attributable earnings	(11)	437	(35)	426

# Financial overview | Group adjusted\* results

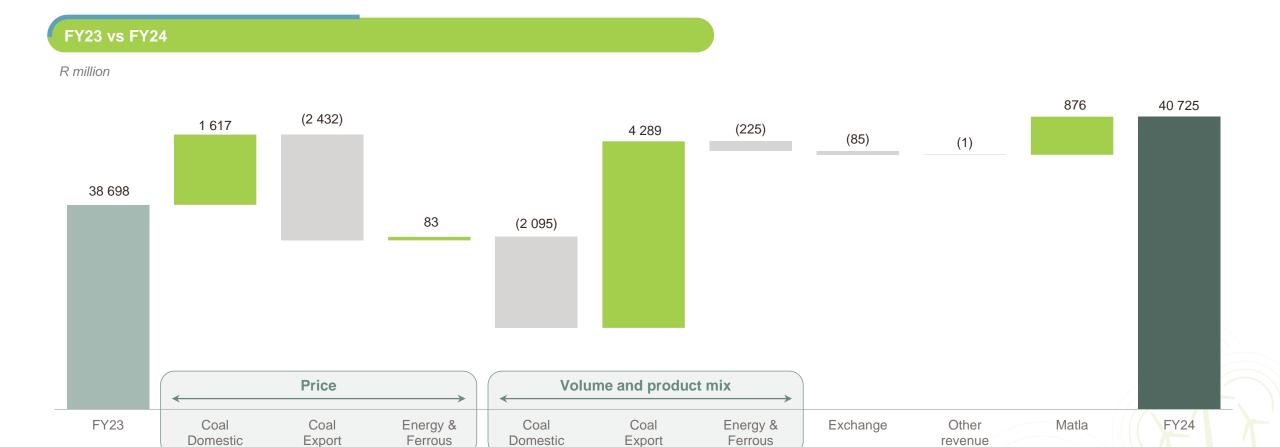


R million	1H24	2H24	% change	FY23	FY24	% change
Revenue	18 981	21 744	15	38 698	40 725	5
Operating expenses	(15 267)	(17 808)	(17)	(28 014)	(33 075)	(18)
Add back: Depreciation	1 404	1 369	(2)	2 715	2 773	2
EBITDA	5 118	5 305	4	13 399	10 423	(22)
EBITDA margin (%)	27	24	(3)	35	26	(9)
Post-tax equity-accounted income	1 917	1 768	(8)	6 991	3 685	(47)
Headline earnings**	3 697	3 601	(3)	11 327	7 298	(36)
Headline earnings per share (cents)#	1 528	1 488	(3)	4 681	3 016	(36)
Average R/US\$ rate						
Realised	19.34	18.44	(5)	18.94	18.80	(1)
Spot	18.72	17.94	(4)	18.45	18.32	(1)
Average API4 export price (US\$/tonne)	101.05	109.56	8	121.00	105.30	(13)
Average coal export price realised						
US\$/tonne	95.82	104.17	9	117.30	100.34	(14)
R/tonne	1 794	1 869	4	2 164	1 838	(15)

<sup>\*</sup> Equal to headline earnings adjustments \*\* Non-IFRS number # Based on a weighted average number of shares of 242 million

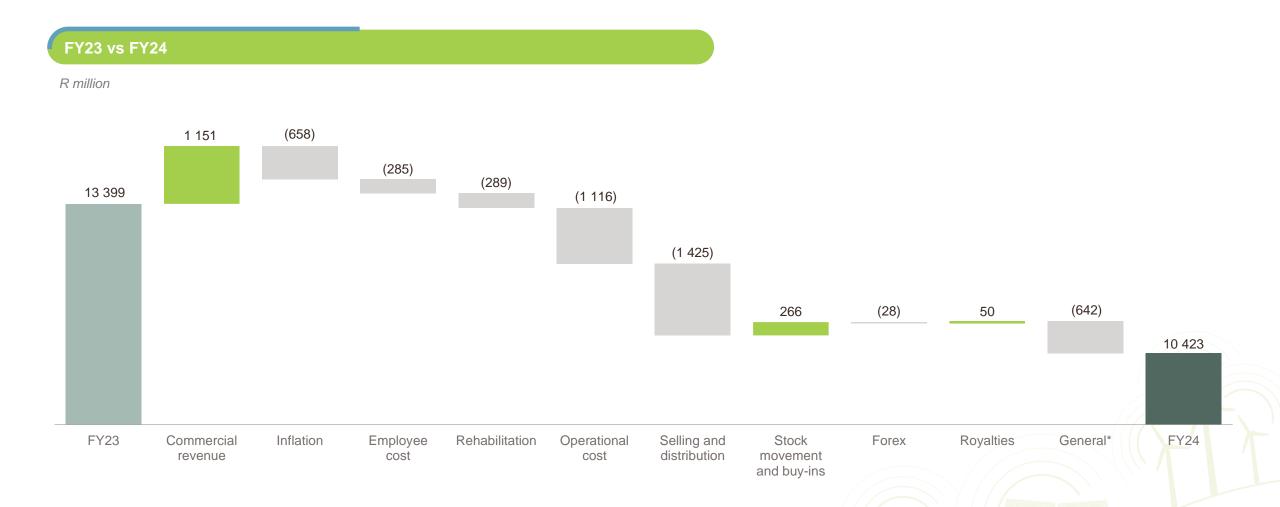
# **Group | Revenue**





# **Group | EBITDA**





<sup>\*</sup> Total EBITDA variance for Matla included = -R4 million

# **Group | Adjusted\* earnings**



R million		1H24	2H24	% change	FY23	FY24	% change
Net operating profit		3 714	3 936	6	10 684	7 650	(28)
Income from investments					2		
Net financing cost – Exxaro excluding Energy		540	469	(13)	792	1 009	27
Net financing cost – Energy		(223)	(216)	3	(474)	(439)	7
Post-tax equity-accounted income		1 917	1 768	(8)	6 991	3 685	(47)
Coal:	RBCT	3	(9)		(8)	(6)	25
	Mafube	60	183		510	243	(52)
Ferrous:	SIOC	1 937	1 446	(25)	6 157	3 383	(45)
Other:	Black Mountain	(83)	148		332	65	(80)
Tax		(1 131)	(1 257)	(11)	(3 246)	(2 388)	26
Non-controlling interest		(1 120)	(1 099)	2	(3 422)	(2 219)	35
Attributable earnings		3 697	3 601	(3)	11 327	7 298	(36)
Attributable earnings per share (cents)		1 528	1 488	(3)	4 681	3 016	(36)
WANOS**		242	242		242	242	

<sup>\*</sup> Equal to headline earnings adjustments \*\* Weighted average number of shares (million)

# **Capital funding structure | Exxaro excluding Energy**



R million	Facilities available				
	Drawn	Undrawn/ committed	Uncommitted		
Term loan and revolving facility	2 950	3 250	2 000**		
DMTN* programme			5 000#		
Interest-bearing borrowings	2 950	·			
Interest capitalised	52				
Lease liabilities	348				
Capitalised transaction costs	(5) Matur		ity profile of debt		
Total interest-bearing debt	3 345	Repayment period			3 345
	500	Less than 6 months			319
Current	586	6 – 12 months			267
Non-current	2 759	1 –	- 2 years		2 585
Net cash and cash equivalents	(19 654)	2 –	- 3 years		83

(16 309)

3 - 4 years

4-5 years

**Net cash** 

<sup>\*</sup> Domestic Medium-Term Note \*\* Uncommitted Accordion facility # Uncommitted but available on market take-up

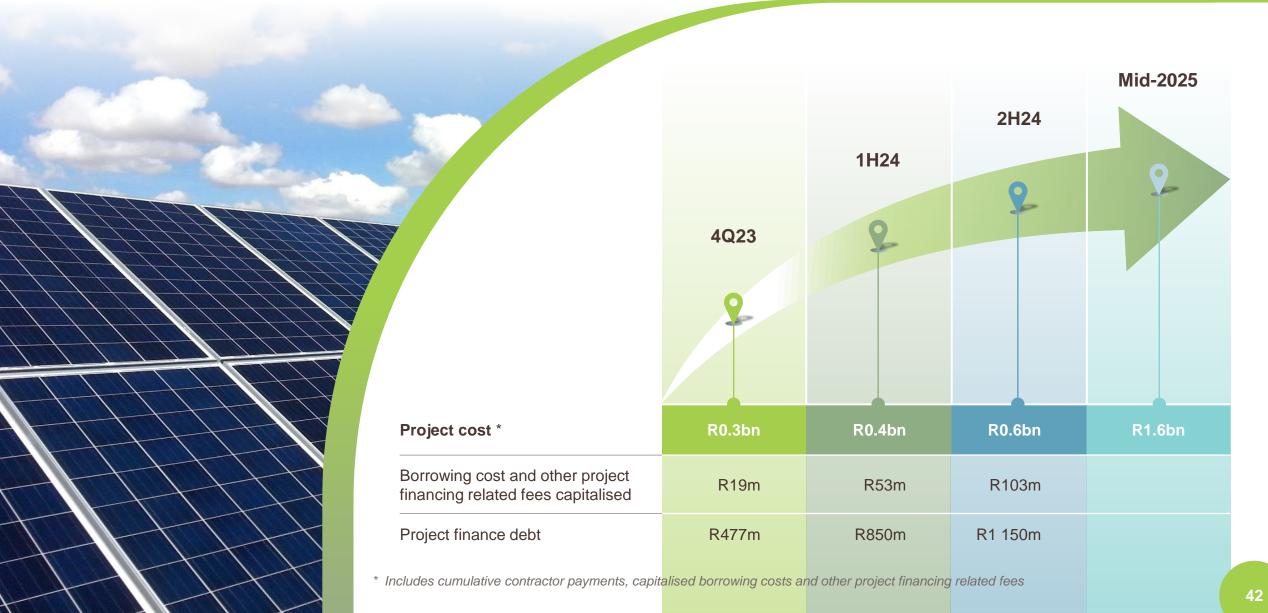
# **Capital funding structure | Energy**



R million	Facilities ava	ailable			
-	Drawn	Undrawn/ committed			
Project financing	5 233	587			
Interest-bearing borrowings	5 233				
Interest capitalised	2				
Lease liabilities	82				
Capitalised transaction costs	(12)	Maturity profile of debt			
Total interest-bearing debt	5 305	Repayment period	5 305		
Current	386	Less than 6 months	197		
Non-current	4 919	6 – 12 months	189		
Non-current	4 919	1 – 2 years	458		
Net cash and cash equivalents	(976)	2 – 3 years	568		
Net debt	4 329	3 – 4 years	693		
_		4 – 5 years	818		
		> 5 years	2/382		

# Lephalale Solar Project construction progress





# Significant progress towards 1.6GW installed capacity by 2030

### 140MW Karreebosch wind project

Reached financial close on 17 February 2025

Located between Matjiesfontein and Sutherland in the Western Cape

**Split EPC\*** contract including 25 Goldwind 6MW turbines

**Total investment cost of R4.7bn**, mostly to be project financed by a consortium of South African banks

80% shareholding in the project SPV and 50% in the asset management entity

Further **diversification of offtake**, over and above REIPPPP\*\* and Exxaro self-generation, with the inclusion of a **20-year Power Purchase Agreement** for wheeled energy to Northam Platinum Limited

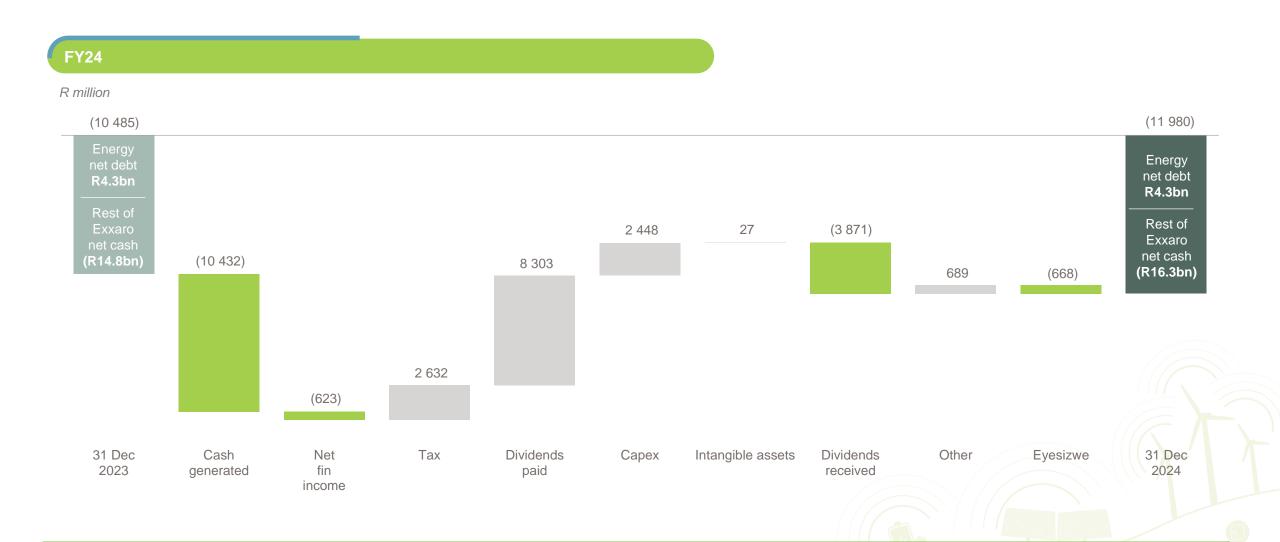
1 030 construction jobs and 17 permanent operational roles to be created, supporting sustainable community development

Initiating additional community investment initiatives to foster socio-economic growth and well-being

<sup>\*</sup> Engineering, Procurement and Construction Commissioning \*\* Renewable Energy Independent Power Producer Procurement Programme

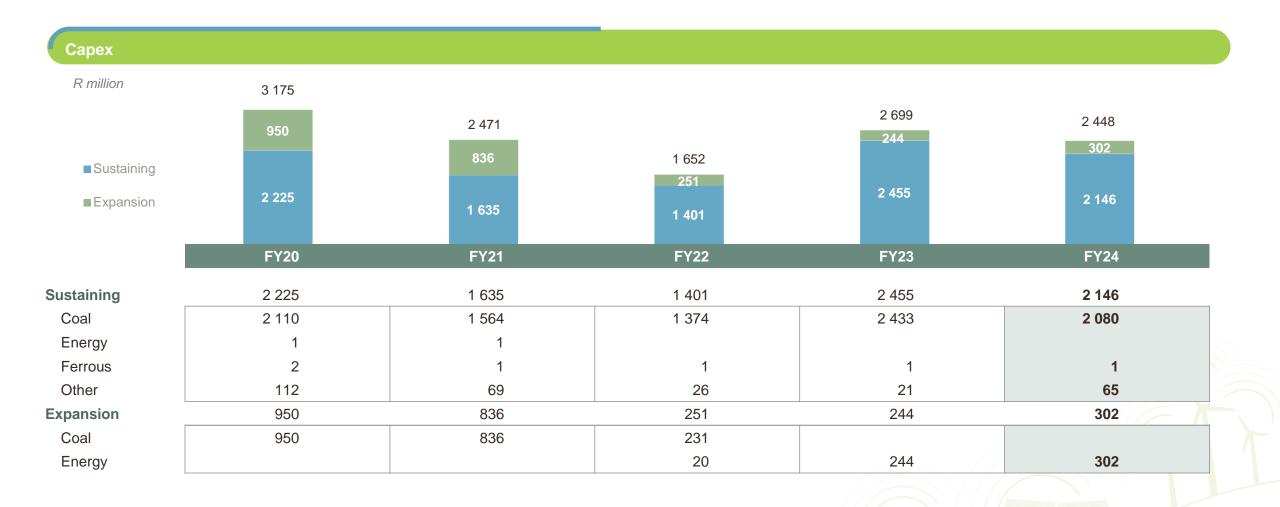
# Group | Net debt/(cash)





# **Group capital expenditure**





# **Performance | Key indicators**



R million	Target	FY23	FY24
Internal key performance indicators			
EBITDA interest cover* # (times)	>4		
Net debt/(cash): equity* (%)	<40	(23)	(25)
Net debt: EBITDA* ## (times)	<1.5		
Return on total capital employed* (%)	>20	39	26
Return on total capital employed (%)	>20	35	23
Bank covenants**			
Net debt/(cash): equity (%)	<80	(22)	(23)
EBITDA interest cover# (times)	>4		
Net debt: EBITDA## (times)	<3		

<sup>\*</sup> Performance indicators exclude Energy segment \*\* Including dividends received from associates and contingent liabilities, except DMRE guarantees and excluding project financing entities

<sup>#</sup> Exxaro is in a net finance income position ## Exxaro is in a net cash position

# Manganese and copper overview and highlights



### Manganese overview and highlights

#### Short-term outlook

#### Manganese ore prices forecast to rise following cuts in supply:

- There is little improvement in demand in China despite the stimulus announcements, but the low ore prices are generating buying interest.
- ✓ At the same time, cuts in ore production and shipments are supporting an upward move in prices. It will be limited by Groote Eylandt's return to the market in H1 2025.

#### China continues on a downward trend in 2025, but demand in other markets is forecast to rise:

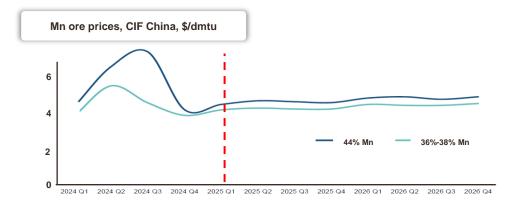
- Chinese steel production is forecast to be lower in 2025 and to continue falling through to 2029. This is reflected in ferroalloy demand.
- ✓ Outside of China, demand is forecast to recover after a slow 2024 with ferroalloy demand rising as a result.

#### Manganese alloy prices forecast to edge up, but short-term demand will remain subdued:

- ✓ European ferroalloy prices have reached a low point and are forecast to edge back up as the ore price also rises from the floor.
- √ While demand is expected to remain subdued in the short-term, cuts in supply will support prices.
- Overall demand is forecast to increase in 2025 and rise gradually through to 2029, but European steel production is not expected to return to pre-pandemic levels.

#### Supply demand balance will tighten going into 2025 as smelters extend production cuts:

✓ A combination of high-priced ore inventory, increased power costs and subdued demand squeezed smelter margins, resulting in output cuts. These cuts will gradually tighten the supply and demand balance going into H1 2025.



### Copper overview and highlights

#### Short-term outlook

#### Near-term concerns but the five-year outlook for the copper price is positive:

Policy uncertainty is clouding the short-term outlook for cathode demand, as well as investors' risk appetite, and there is sufficient metal supply for the next two years. However, the promise of a move into ever steepening deficits towards the end of the decade supports higher prices over a five-year time horizon.

#### Refined copper consumption is expected to grow in 2025:

Refined copper consumption is expected to grow on trend at 2.6% in 2025, however the general extent of the cyclical recovery in developed world economies is also a concern.

#### Refined supply has delivered a long run CAGR of 2.4% since the turn of the century:

Even after a good performance in mine supply in 2024 setting a higher base, forecast CAGR for 2025–2029 has risen above 2% to a respectable 2.1%. However, this remains below expectations for global demand growth at a CAGR of 2.6%.

#### Policy uncertainty clouds the immediate outlook, but the longer-term bull case for copper lives on:

- ✓ Calling the copper price direction over the next three to six months is complicated by heightened uncertainties, led by the new US administration's future trade policy.
- ✓ The metal market appears sufficiently well supplied over the next two years.



## Where we operate







Wind energy



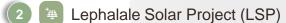
Equity-accounted investments





Offices





Mafube JV (50%)

Leeuwpan

**Belfast** 

Matla

Corporate office, the conneXXion, Centurion

Richards Bay Coal Terminal (RBCT) (12%)

Tsitistikamma Community Windfarm

Amakhala Emoyeni

Black Mountain mining (26%)

Sishen Iron Ore Company (20.6%)

Zürich, Switzerland

Moranbah South, Australia (project)

