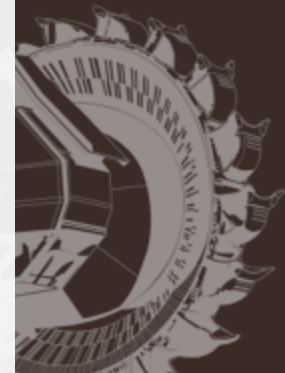
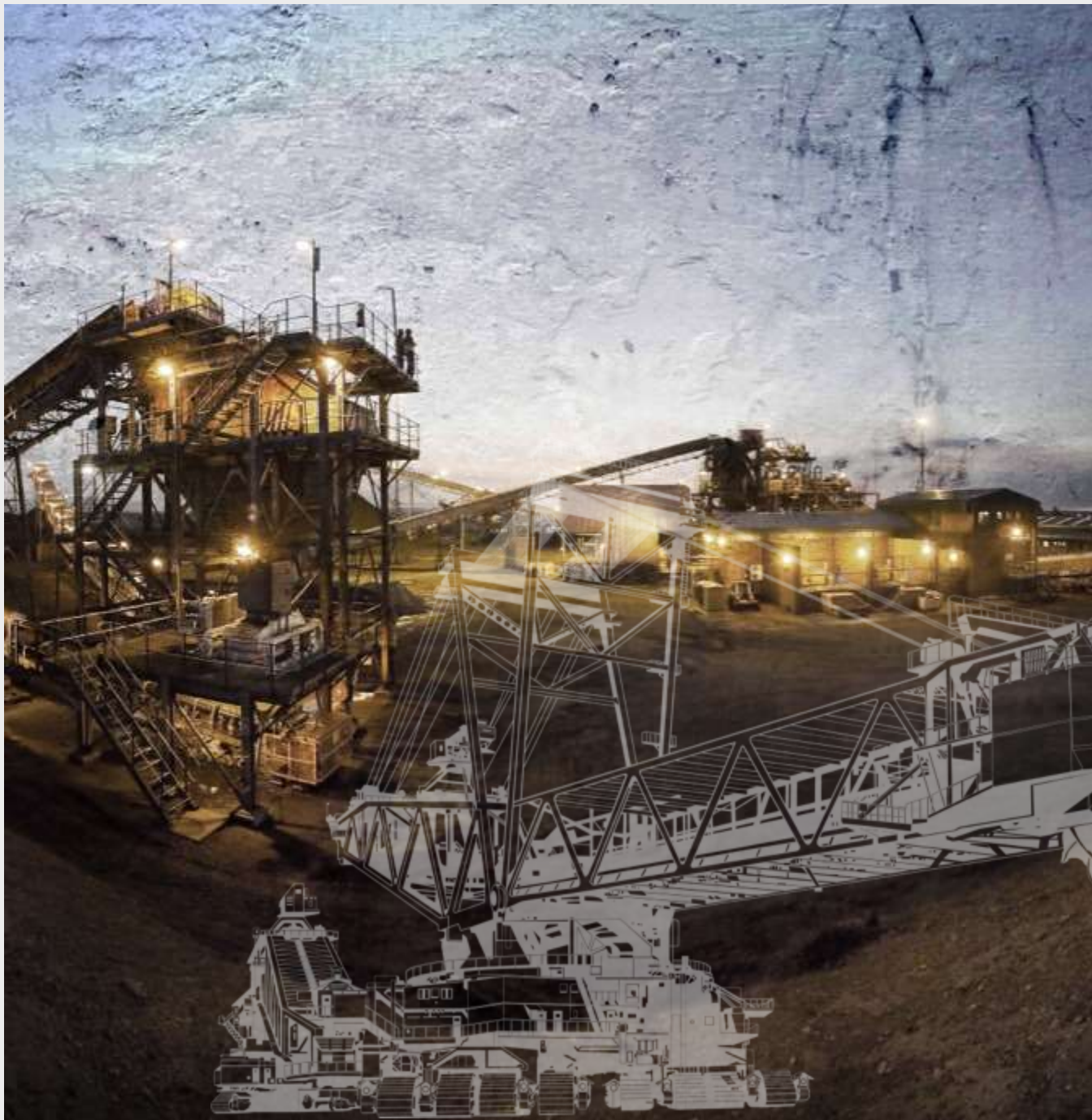


**ANNUAL RESULTS
PRESENTATION**
for the year ended
31 December 2014



exxaro
POWERING POSSIBILITY

Exxaro group



OWNER-CONTROLLED OPERATIONS

Coal

- Two tied operations
- Four commercial operations
- GMEP* ramp-up

Ferrous

- Mayoko Project
- FerroAlloys

- Secure supply to Eskom
- Increase domestic supply
- Manage mines in closure responsibly
- Increase exports
- Increase productivity

- Review Mayoko
- Apply UHDMS** technology

NON-CONTROLLED INVESTMENTS

Investments:

- 20% in SIOC#
- 44% in Tronox
- 26% in Black Mountain
- 50:50 Joint Venture:
 - Mafube with Anglo
 - Cennergi with Tata

- Maintain SIOC investment
- Analyse and review the long-term fundamentals of the titanium dioxide industry
- Divest from Black Mountain and Chifeng

Optimise the operating model

Exxaro strategy

Exxaro positioned for growth

- Well established as a significant player in the South African coal sector

Coal commodity

- Stable performance under difficult market conditions
- A strong coal portfolio that remains on track for optimisation
- Quality assets with growth potential

Energy

- Strategically placed to take advantage of energy development opportunities in the country

Investments and projects

- Strategic investments and project portfolio under review

Operating model

- Outcomes of re-structuring being implemented
- Cost reduction imperative

Demonstrating responsibility and accountability

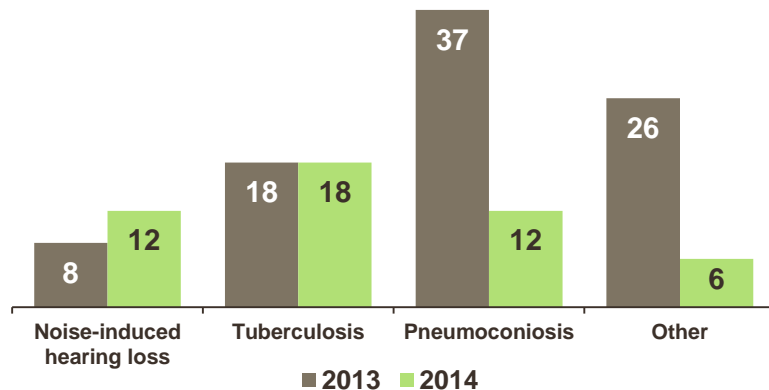
Safety

- One reportable fatality
- LTIFR* stable at 0,19
- Seven business units LTI** free
- 10% decrease in the number of LTIs

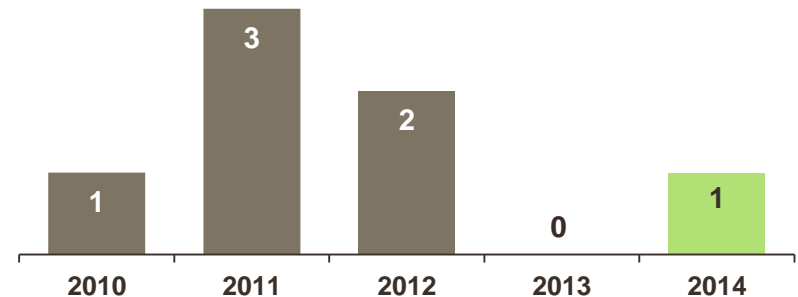
Health

- Reportable occupational disease cases down by 46%
- HIV/Aids prevalence rate at 9%
- HIV/Aids programme enrolment up 22%

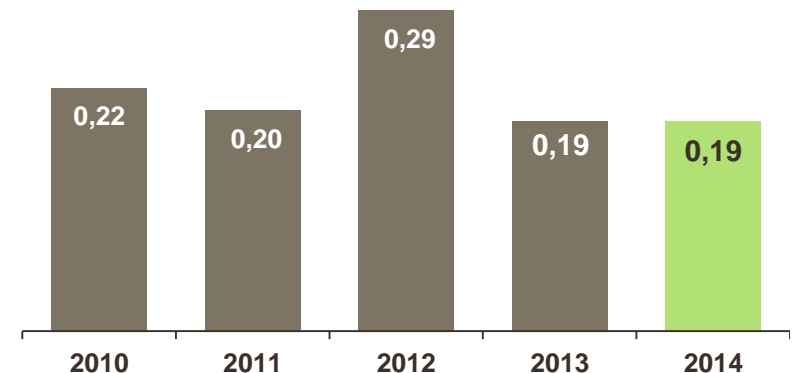
Reported occupational disease cases



Reportable fatalities



LTIFR



Demonstrating responsibility and accountability (continued)

Responding to community challenges

- Spent R88 million on SLP* initiatives during 2014, up 54%

Water stewardship

- Secure availability for own use
- Prevent pollution and negative socio-economic impact
- Water treatment projects in progress

Mines in closure

- Tshikondeni ceased production in September 2014 and post mine closure is underway for 2015
- Inyanda to be closed in August 2015 and closure plans are in progress

Achievements

- Among Top 10 global leaders of CPLI**
- Top position in Nkonki integrated reporting awards
- Best corporate governance award in the mining category in the Africa region for 2015

Optimising our portfolio: emphasis on coal

| | |
|-------------|--|
| 1H15 | <ul style="list-style-type: none">• GMEP ramp-up in terms of Addendum 9• TCSA* conditions precedent• Belfast re-zoning appeals finalisation• FerroAlloys new facility ramp-up• Tronox standstill period expires |
| 2H15 | <ul style="list-style-type: none">• Semi-coke retorts 5 and 6 BFS** completion• Belfast detailed engineering• Inyanda closure• Thabametsi mine phase 1 BFS completion• Grootegeeluk10 construction |
| 2016 | <ul style="list-style-type: none">• Belfast construction• Thabametsi mine phase 1 construction• Thabametsi mine phase 2 PFS#• Grootegeeluk backfill phase 2 construction• Cennergi: construction of two wind projects completed• Grootegeeluk10 commissioning |
| 2017 | <ul style="list-style-type: none">• Thabametsi mine phase 2 BFS• Belfast commissioning• Grootegeeluk backfill phase 2 commissioning• Semi-coke retorts 5 and 6 commissioning |

Optimising our portfolio: immediate response to market

Delay

- Thabametsi phase 2 PFS and BFS
- Moranbah South
- Reductants: retorts 7 and 8
- Underground coal gasification
- Mayoko

Sell/close

- Botswana gas (2013)
- Zincor (2013)
- NCC* (2013)
- Tshikondeni (3Q14)
- Inyanda (3Q15)
- Amsterdam office (2H14)

Acquire

- TCSA

Discontinue

- AlloyStream™

Cost reduction

- Brisbane office
- Corporate office and support functions
- Project pipeline

Optimising our portfolio: owner-controlled coal operations

Belfast

- IWUL* granted in 4Q14
- Re-zoning negotiations in process

TCSA

- Three conditions precedent have been fulfilled
- Section 11 outstanding

Waterberg

- GMEP ramp-up continues with optimisation
- Increase exports

Thabametsi phase 1

- BFS commenced in 2H14
- Construction planned for 2016

Optimising our portfolio: owner-controlled ferrous operations

Mayoko timeline

- Mining convention extended
- Independent technical review concluded
- Next steps:
 - Continue dialogue with RoC* government
 - Second amendment to mining convention
 - Review RoC government port and rail solution
 - Reconsider timing of PFS

AlloyStream™

- Discontinued

FerroAlloys

- Successful UHDMS application at SIOC
- Ferrosilicon expansion project completed
- Potential for further technology application investigated

Optimising our portfolio: non-controlled investments

Iron ore

SIOC

- Maintain investment

Titanium dioxide

Tronox

- End of standstill period by June 2015
- Acquisition of Alkali Chemicals*

Coal

Mafube

- Maintain investment

Renewable energy: wind

Cennergi

- Construction of Tsitsikamma and Amakhala wind projects

Base metals

Zinc

- Divestment from Black Mountain and Chifeng

Expected project timeline

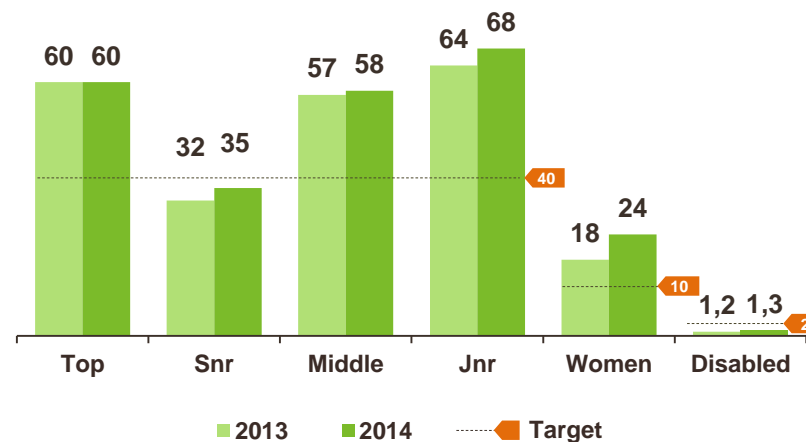
| | |
|------|--|
| 1H15 | <ul style="list-style-type: none">• Tronox standstill period expiry and investment review |
| 2H15 | <ul style="list-style-type: none">• Cennergi: Tsitsikamma project construction complete |
| 2016 | <ul style="list-style-type: none">• Black Mountain and Chifeng divestments• Cennergi:<ul style="list-style-type: none">– Amakhala project construction complete– Commissioning wind projects |

Broad-based stakeholder value-add

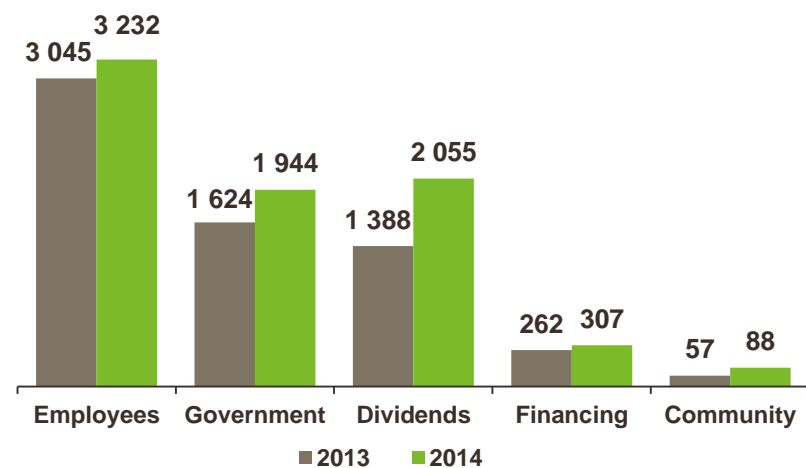
Main features

- Mining Charter performance
- 2014 training interventions
- R13,1 billion economic value generated**
- R7,6 billion value re-distributed
- R5,5 billion re-invested
- Mpower 2012

HDSA* statistics (%)



Economic value distributed** (Rm)





FINANCIAL AND OPERATIONAL PERFORMANCE

Disclaimer:

The financial information on which any outlook statements are based have not been reviewed nor reported on by the external auditors. 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.

Where relevant, comments exclude events which make the results not comparable. The exclusions are the responsibility of the group's board of directors and have been presented to illustrate the impact of these key events and transactions on the core operations' performance and hence may not fairly present the group's operational and financial results. These exclusions have not been reviewed nor reported on by the group's external auditors.

Operational and financial excellence: highlights

Owner-controlled operations

Coal

- Revenue of R16,2 billion, up 21%
- Core NOP* at R3,3 billion, up 14%
- Coal production at 39,1 million tonnes, up 1%
- Weaker export prices

Non-controlled operations

SIOC

- R2 billion dividend declared, down 42%
- R2,8 billion post-tax equity income, down 32%

Tronox

- R562 million dividend declared
- R568 million post-tax equity loss, down 11%

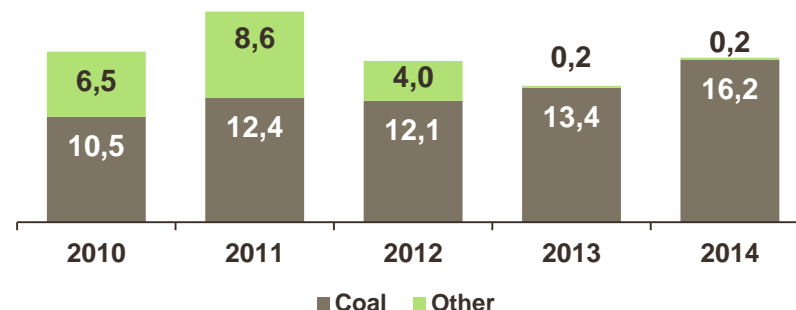
Dividend

- Final dividend: 210 cents per share
- Total dividend: 470 cents per share, down 15%

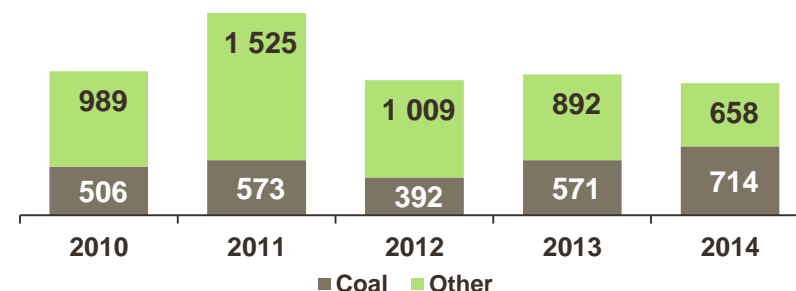
Capital funding structure

- Net debt of R1,1 billion
- Net debt to equity ratio of 3%
- R1 billion raised through DMTN** programme

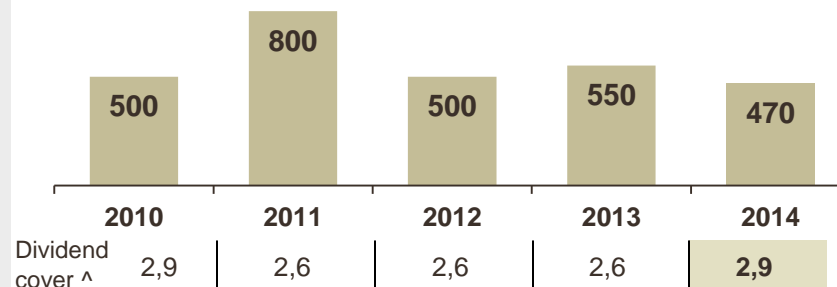
Revenue (Rb)



HEPS# (cps##)



Dividend (cps)



Financial overview*: IFRS**

R million

| | FY14 | FY13 | % change |
|--|-----------------|----------|--------------|
| Revenue | 16 401 | 13 568 | 21 |
| Operating expenses | (15 197) | (12 515) | (21) |
| Other income | 1 466 | 1 594 | (8) |
| Impairment charges | (5 962) | (45) | |
| Profit on sale of subsidiary | | 964 | |
| Net operating (loss)/profit | (3 292) | 3 566 | (192) |
| Net operating (loss)/profit margin (%) | (20) | 26 | |
| Post-tax equity-accounted income | 2 515 | 3 631 | (31) |
| Attributable (losses)/earnings: owners of parent | (883) | 6 217 | (114) |
| Headline earnings^{# ^} | 4 869 | 5 194 | (6) |
| Cash generated from operations | 4 083 | 2 173 | 88 |
| Capital expenditure | 3 197 | 4 764 | (33) |
| Attributable (losses)/earnings per share (cents) | (249) | 1 751 | (114) |
| Headline earnings per share (cents)^{# ^} | 1 372 | 1 463 | (6) |
| Average ZAR/US\$ rate | | | |
| – Realised | 10,86 | 9,48 | 15 |
| – Spot | 10,83 | 9,62 | 13 |

* Including discontinued operations in FY13 ** International financial reporting standards # Based on group weighted average number of shares of 355 million for both years

^ Non-IFRS numbers

Financial overview: non-core adjustments

R million

Coal

- NCC impairment
- Loss on sale of other non-core assets and VSP*

Ferrous

- Mayoko project impairment and write-off
- Loss on sale of other non-core assets and VSP

Other

Non-core adjustment impact on net operating profit

Post-tax equity-accounted (loss)/income

- SIOC
- Tronox
- Mafube
- Cennergi
- Black Mountain

Tax

Total non-core adjustment impact on attributable earnings (post tax)

| FY14 | FY13 |
|---------|-------|
| (22) | (152) |
| | (143) |
| (22) | (9) |
| (5 817) | |
| (5 803) | |
| (14) | |
| (327) | 1 048 |
| (6 166) | 896 |
| (154) | 181 |
| (113) | 72 |
| (41) | 142 |
| | 1 |
| | (31) |
| | (3) |
| 559 | 13 |
| (5 761) | 1 090 |

Financial overview: core*

R million

| | FY14 | FY13 | % change |
|--|-----------------|----------|-------------|
| Revenue | 16 401 | 13 568 | 21 |
| Operating expenses | (14 993) | (12 492) | (20) |
| Other income | 1 466 | 1 594 | (8) |
| Net operating profit | 2 874 | 2 670 | 8 |
| Net operating profit margin (%) | 18 | 20 | |
| Post-tax equity-accounted income | 2 669 | 3 450 | (23) |
| Headline earnings | 4 878 | 5 127 | (5) |
| Headline earnings per share (cents) | 1 374 | 1 444 | (5) |
| Capital expenditure | 3 197 | 4 764 | (33) |
| Net debt | 1 071 | 3 377 | (68) |

Financial overview: HEPS contribution*

| <i>Cents</i> | | | | | Increase/ (decrease) % contribution FY14 vs FY13 |
|----------------------|--------------|----------------|--------------|----------------|---|
| | FY14 | % contribution | FY13 | % contribution | |
| JSE** HEPS | 1 372 | 100 | 1 463 | 100 | |
| – Coal | 714 | 52 | 571 | 39 | 13 |
| – Ferrous | 746 | 54 | 1 144 | 78 | (24) |
| – TiO ₂ # | (114) | (8) | (211) | (14) | 6 |
| – Other | 26 | 2 | (41) | (3) | 5 |
| CORE HEPS | 1 374 | 100 | 1 444 | 100 | |
| – Coal | 716 | 52 | 571 | 39 | 13 |
| – Ferrous | 759 | 55 | 1 124 | 78 | (23) |
| – TiO ₂ | (148) | (11) | (219) | (15) | 4 |
| – Other | 47 | 4 | (32) | (2) | 6 |

Financial overview: coal core

R million

Revenue

- Tied operations
- Commercial operations

Net operating profit

- Tied operations
- Commercial operations

Net operating profit margin (%)

Post-tax equity-accounted income*

Capital expenditure

Headline earnings contribution to group

HEPS contribution to group (cents)

Average export price US\$/tonne realised**

Average export price R/tonne realised

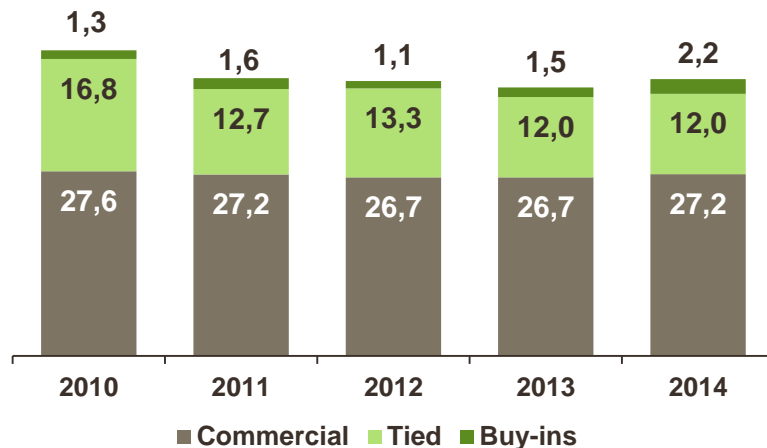
| | FY14 | FY13 | % change |
|---|---------------|--------|-------------|
| Revenue | 16 176 | 13 362 | 21 |
| – Tied operations | 4 577 | 3 917 | 17 |
| – Commercial operations | 11 599 | 9 445 | 23 |
| Net operating profit | 3 319 | 2 921 | 14 |
| – Tied operations | 319 | 215 | 48 |
| – Commercial operations | 3 000 | 2 706 | 11 |
| Net operating profit margin (%) | 21 | 22 | |
| Post-tax equity-accounted income* | 268 | 128 | 109 |
| Capital expenditure | 2 576 | 2 996 | (14) |
| Headline earnings contribution to group | 2 540 | 2 027 | 25 |
| HEPS contribution to group (cents) | 716 | 571 | 25 |
| Average export price US\$/tonne realised** | 65 | 80 | (19) |
| Average export price R/tonne realised | 709 | 771 | (8) |

Coal production volumes

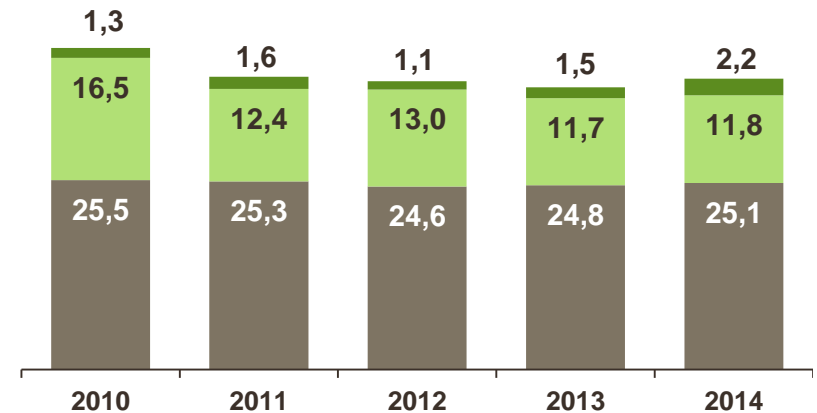
Main features

- Production tonnes stable
- Medupi production ramping up
- 19% increase in trains allocated to Grooteegeluk
- Closure: Tshikondeni and NCC
- Buy-ins up 50%

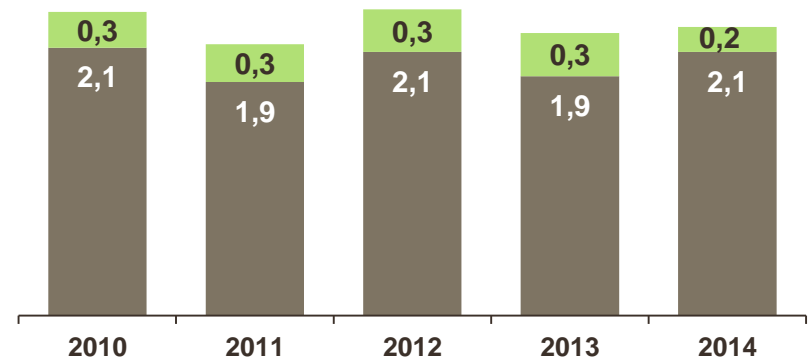
Total coal production (Mt)*



Thermal coal production (Mt)



Metallurgical coal production (Mt)

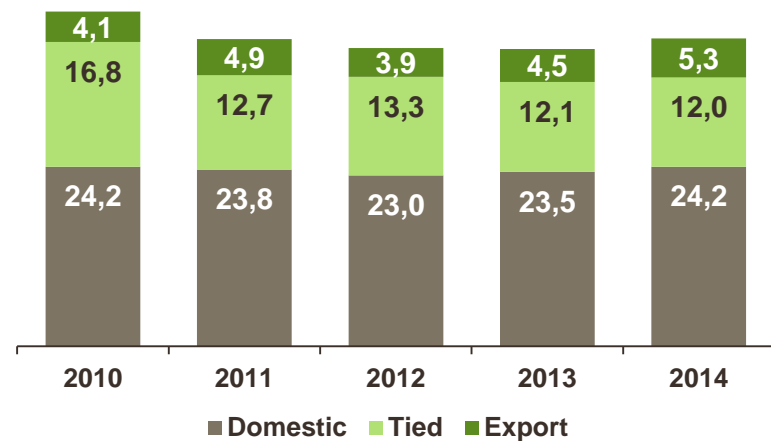


Coal market and sales volumes

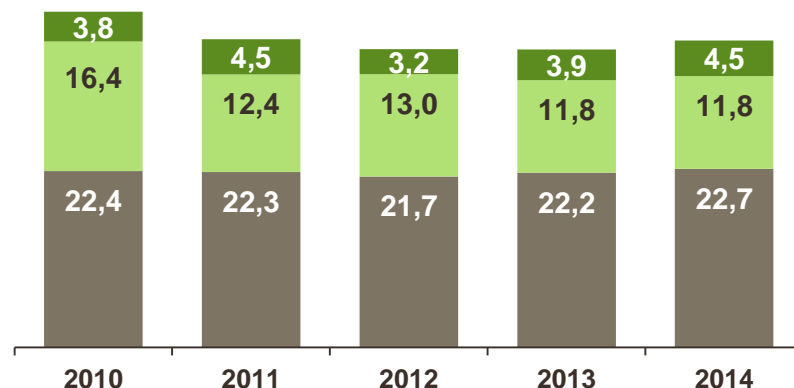
Main features

- Thermal coal sales up 3%
- Domestic metallurgical coal sales up 15%
- Export coal sales volumes up 19%
- 8% lower rand prices
- Low margins on buy-ins

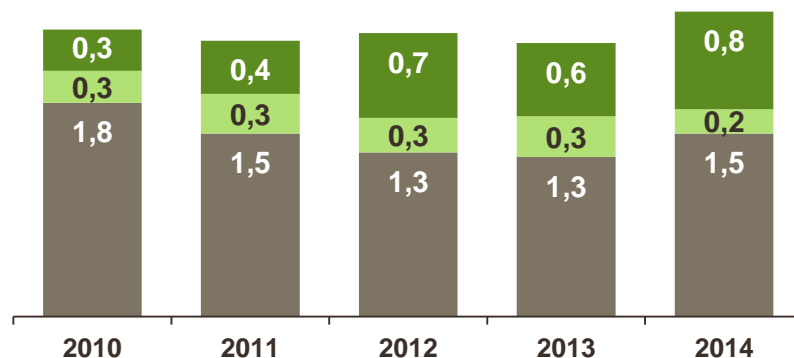
Total coal sales (Mt)



Thermal coal sales (Mt)

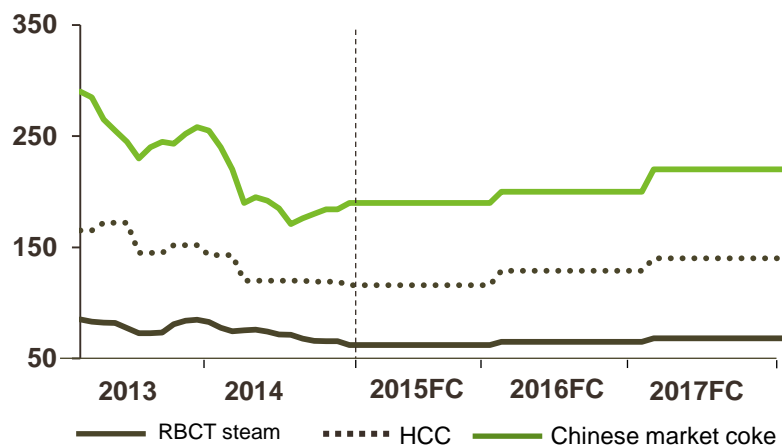


Metallurgical coal sales (Mt)

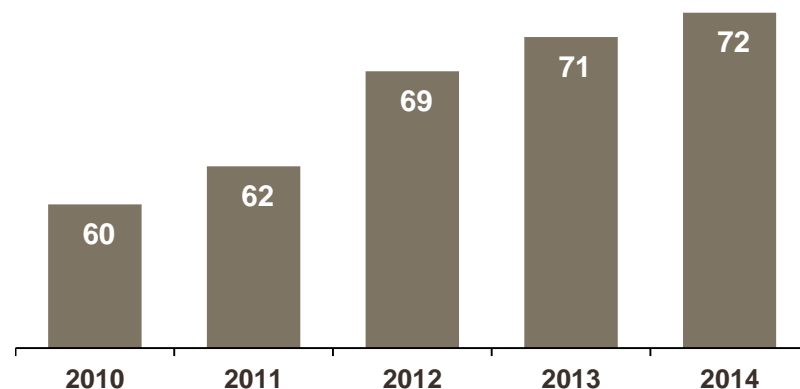


Coal market and sales trends

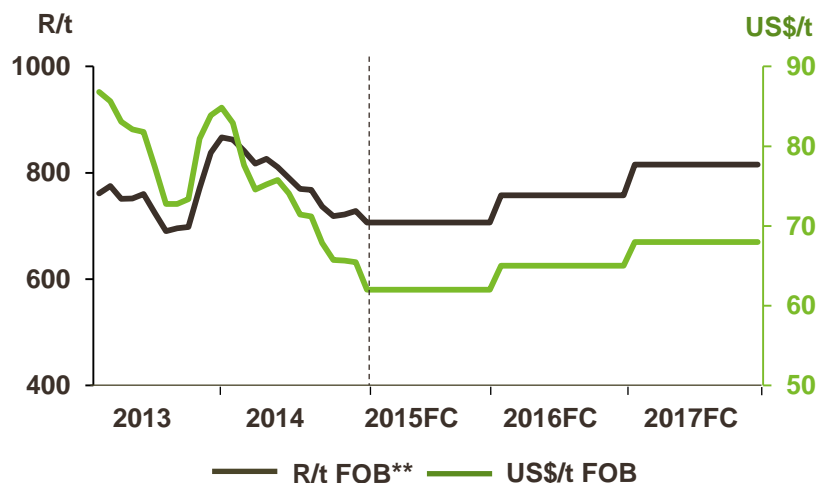
Coal and market coke prices (US\$/t)*



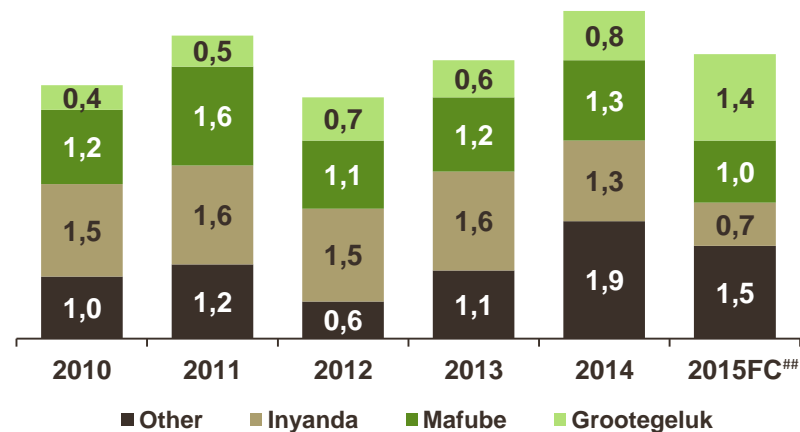
TFR# railings received by RBCT (Mt)



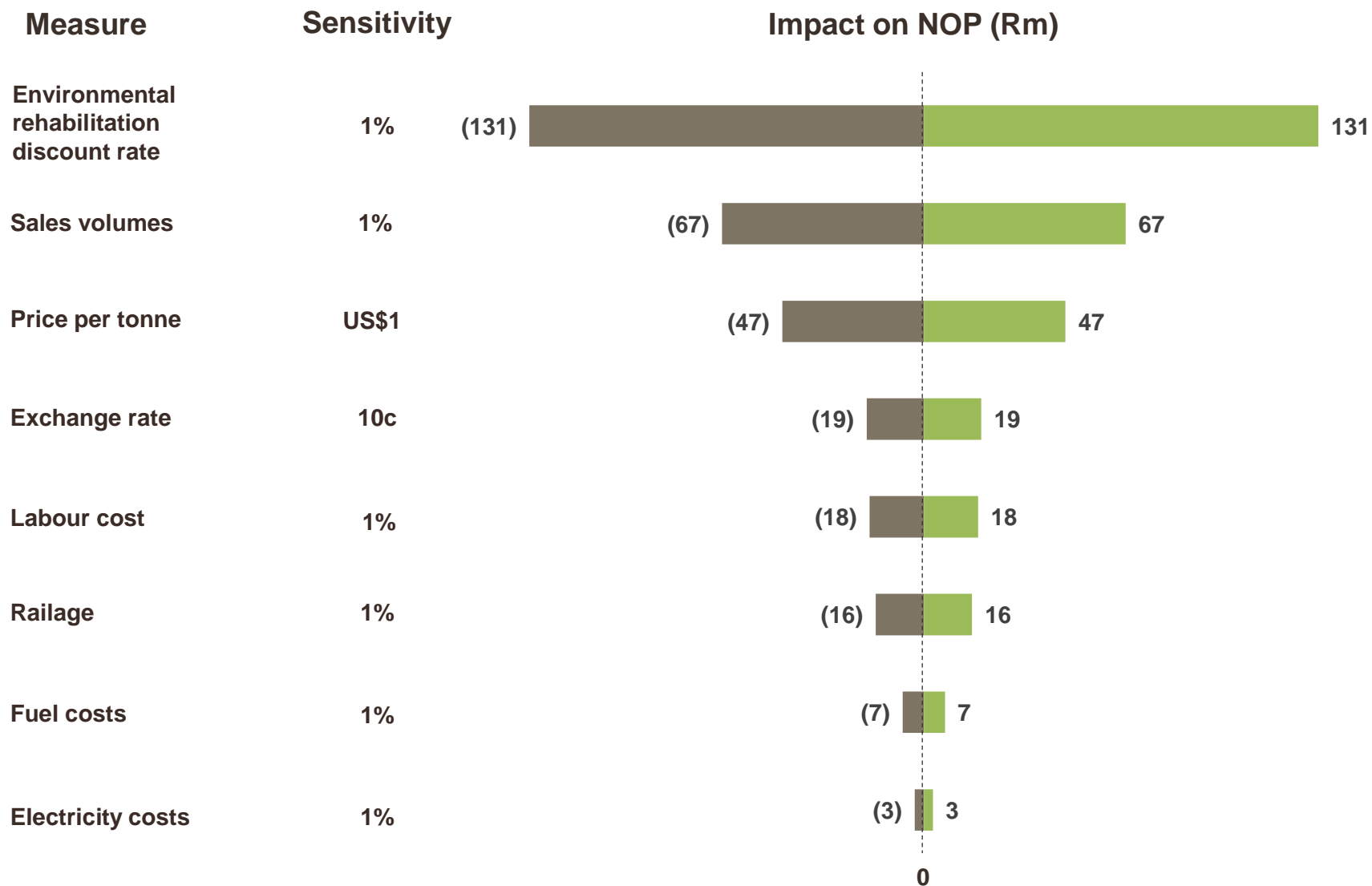
API4 comparison*



Exports per mine (Mt)



Coal sensitivities

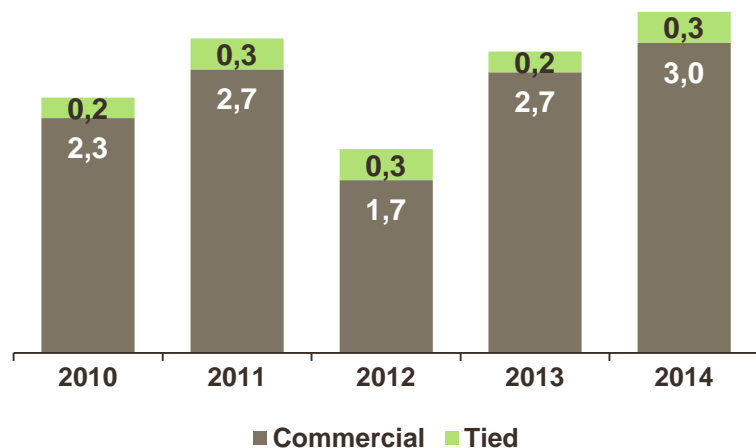


Coal contribution: core (owner-controlled)

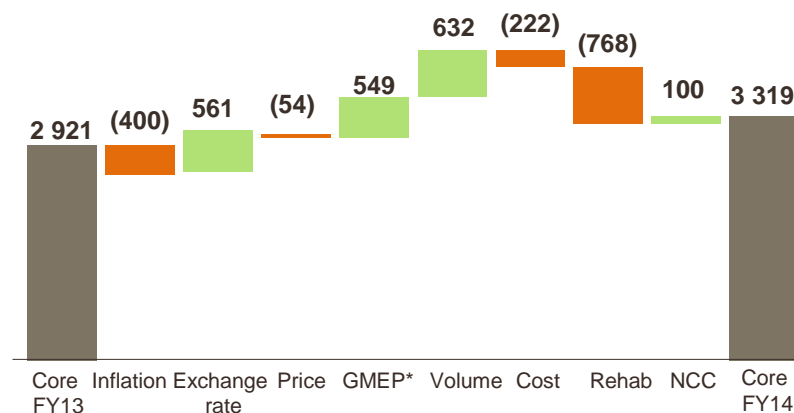
Main features

- 14% increase in NOP
- Eskom shortfall income of R1,5 billion
- Eskom take or pay of R676 million
- R561 million positive impact of ZAR/US\$ exchange rate
- Inflationary cost pressures prevails

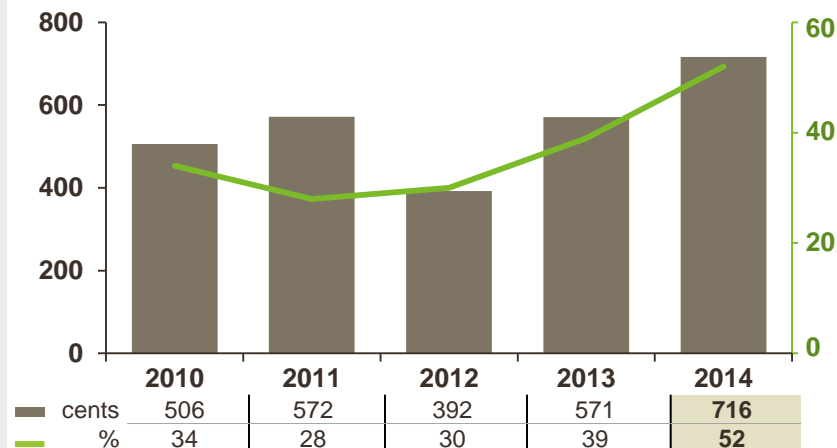
Net operating profit contribution (Rb)



Net operating profit variance analysis (Rm)



HEPS contribution to group



Coal capital project: GMEP

Developments

- Total capital expenditure at R10,2 billion
- Contractual commitments on time and within budget
- 34,6 million fatality free hours worked
- LTIFR at 0,17
- Addendum 9 approved during 3Q14
- Shortfall of R1,5 billion
- R677 million take or pay income received on 3,2 million tonnes

| Sales (Mt) | Matimba | Medupi | Total |
|--------------|---------|--------|-------|
| 2013 | 14,5 | | 14,5 |
| 2014 | 12,4 | 3,1 | 15,5 |
| 2015 | 12,7 | 8,9 | 21,6 |
| 2016 | 12,7 | 7,2 | 19,8 |
| 2017 | 12,7 | 9,4 | 22,1 |
| 2018 onwards | 12,7 | 12,5 | 25,2 |
| Minimum MGJ* | 260 | 255 | |

Addendum 9 settlement

| | Production (Mt) | Take or pay (Mt) |
|-------|-----------------|------------------|
| 2014 | 3,1 | 3,2 |
| 2015 | 8,9 | 2,3 |
| 2016 | 7,2 | 6,9 |
| 2017 | 9,4 | 3,0 |
| 2018 | 12,5 | 1,7 |
| Total | 41,1 | 17,0 |

Medupi shortfall

| | Mt | Take or pay (Rm) | Shortfall (Rm) |
|------|-----|--------------------|----------------|
| 2013 | | | 1 594 |
| 2014 | 3,2 | 677 | 1 466 |
| 2015 | 2,3 | 485** plus PPI# | |

Coal capital expenditure: other

| <i>R million</i> | Actual | | Estimate* | | |
|--|--------|--------------|-----------|-------|-------|
| | FY13 | FY14 | FY15 | FY16 | FY17 |
| Sustaining | 908 | 1 240 | 2 177 | 2 886 | 2 007 |
| – Grootegeluk projects | 48 | 268 | 196 | 756 | 1 082 |
| – Leeuwpans | | | 168 | 799 | 80 |
| – Plant, buildings, vehicles and equipment** | 860 | 972 | 1 813 | 1 331 | 845 |
| Expansion | 2 088 | 1 336 | 1 253 | 3 777 | 5 221 |
| – GMEP | 1 652 | 277 | 107 | | |
| – Grootegeluk backfill phase 1 | 359 | 58 | 54 | 56 | |
| – Grootegeluk backfill phase 2 | | | | 574 | 165 |
| – Thabametsi | | 22 | | 160 | 718 |
| – Other Grootegeluk | | 839 | 777 | 884 | 2 741 |
| – Belfast | | 89 | 315 | 2 067 | 1 276 |
| – Other | 77 | 51 | | 36 | 321 |
| Total coal capital expenditure | 2 996 | 2 576 | 3 430 | 6 663 | 7 228 |
| Previous guidance | | 2 799 | 4 488 | 7 272 | |
| Committed | | | 722 | 155 | 124 |

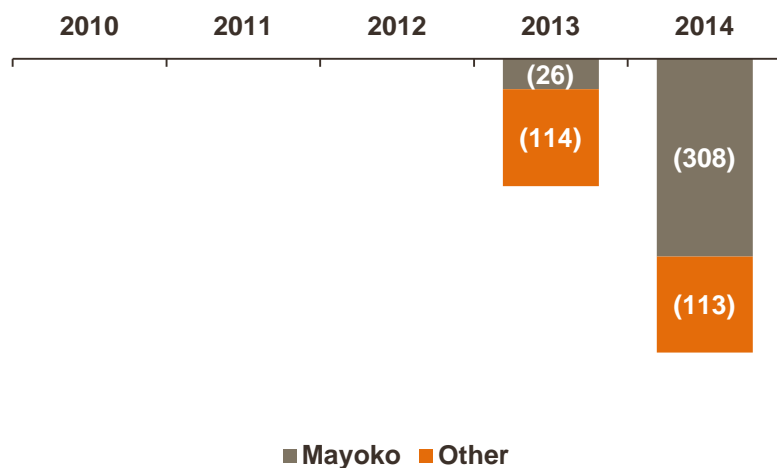
* Based on latest internal forecast ** Future sustaining capital for truck equipment replacement mainly at Grootegeluk

Ferrous contribution: core (owner-controlled)

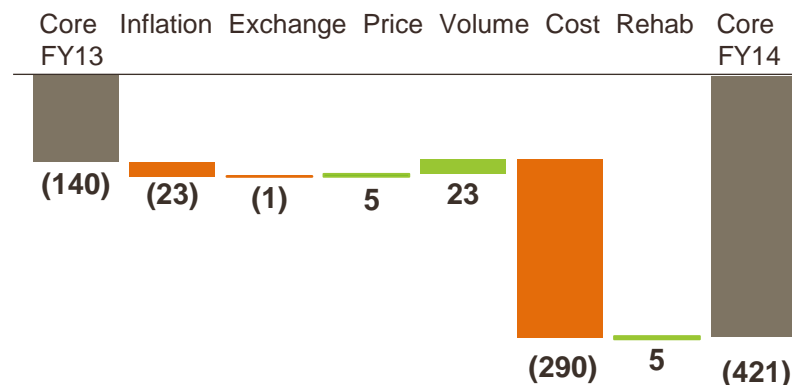
Main features

- Net operating loss R421 million
- UHDMS income of R61 million
- 8% increase in FerroAlloys production
- Termination of AlloyStream™ Letaba

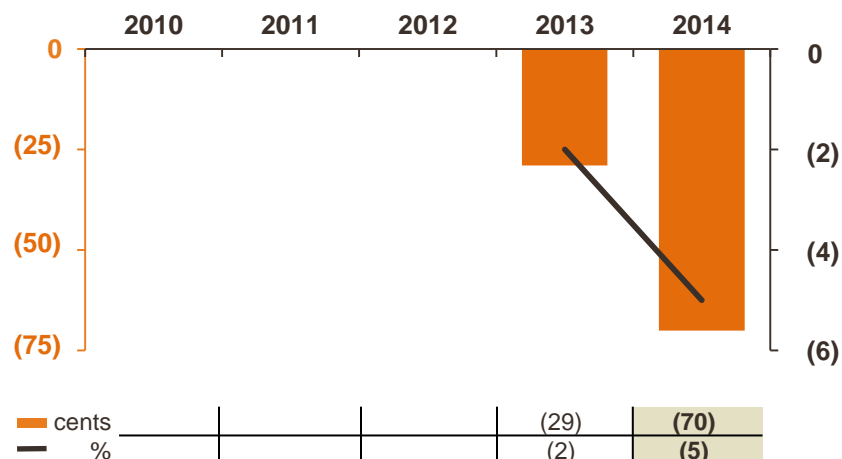
Net operating loss contribution (Rm)



Net operating loss variance analysis (Rm)

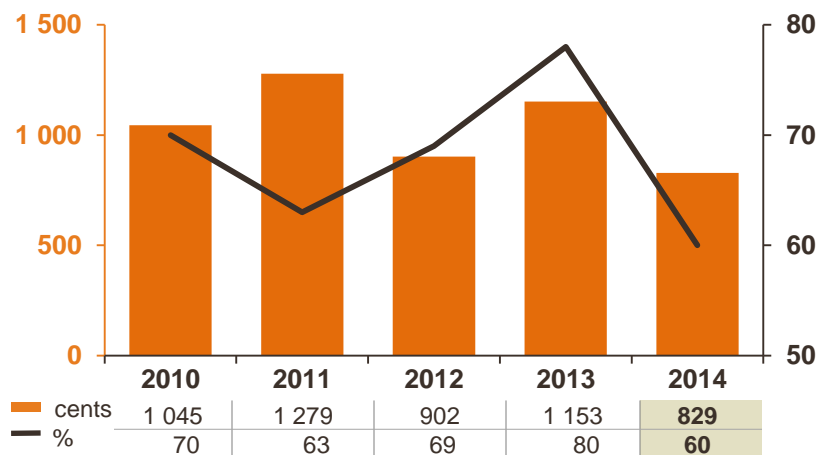


HEPS contribution to group

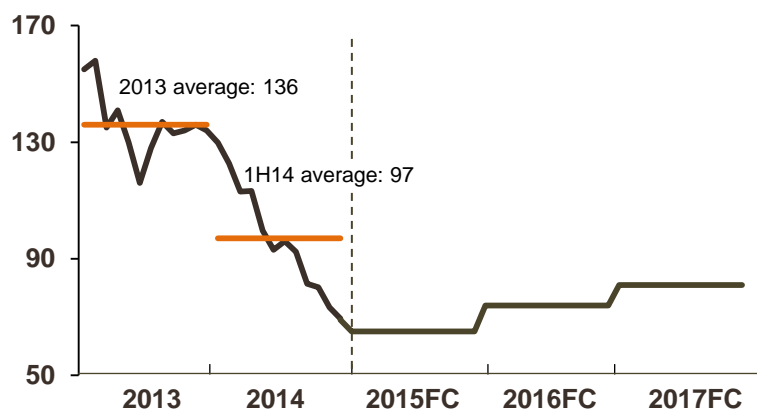


Ferrous contribution: core (non-controlled investments)

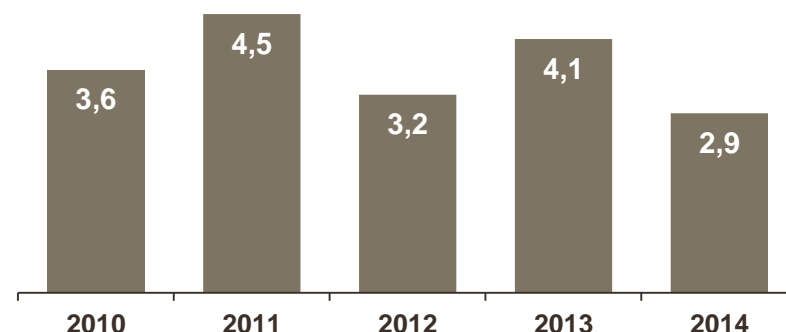
SIOC HEPS contribution



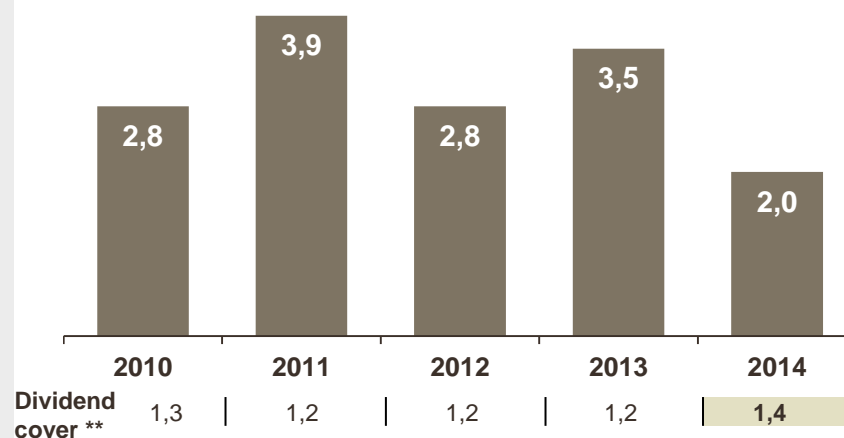
62% Fe Platts CFR China (US\$/t FOB)*



SIOC post-tax equity contribution (Rb)



SIOC dividend declared (Rb)



Dividend cover **

| | | | | |
|-----|-----|-----|-----|-----|
| 1,3 | 1,2 | 1,2 | 1,2 | 1,4 |
|-----|-----|-----|-----|-----|

Titanium dioxide contribution: core (non-controlled investments)

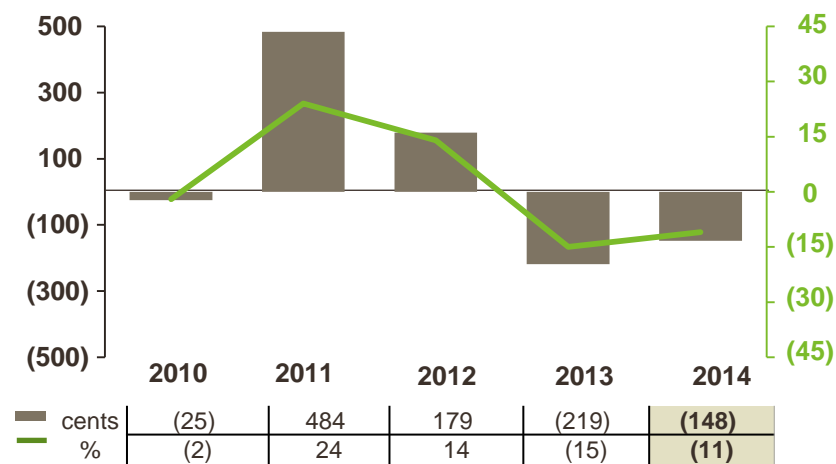
Main features

- Flat commodity prices and lower volumes
- Rand losses worsened by exchange rate impact
- Fairbreeze mine commissioning in 4Q15
- Acquisition of Alkali Chemicals
 - US\$1,64 billion all-cash transaction
 - adds stability and diversification
 - accretive to EBITDA*, cash flow and earnings
 - expected close in 1Q15
 - US\$30-US\$60 million synergies annually

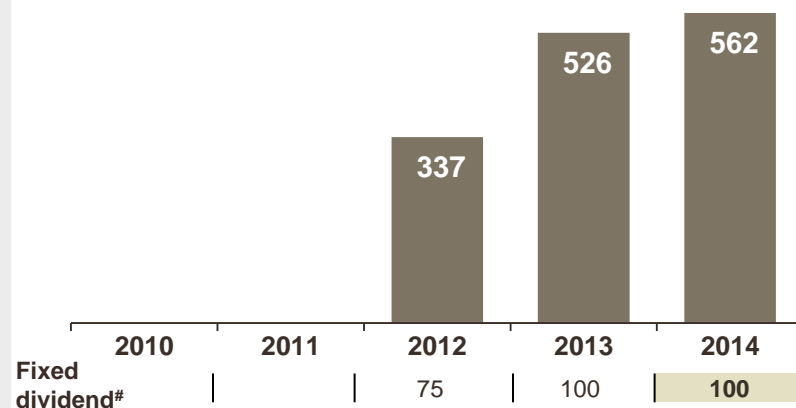
Tronox contribution 2014 (Rm)

| | Effective share | Tronox (remainder) | Tronox SA |
|--------------------------------|-----------------|--------------------|-----------|
| Equity-accounted (loss)/income | (527) | (745) | 218 |
| Add back PPA** | 337 | 116 | 221 |
| Contribution excluding PPA | (190) | (629) | 439 |

HEPS contribution

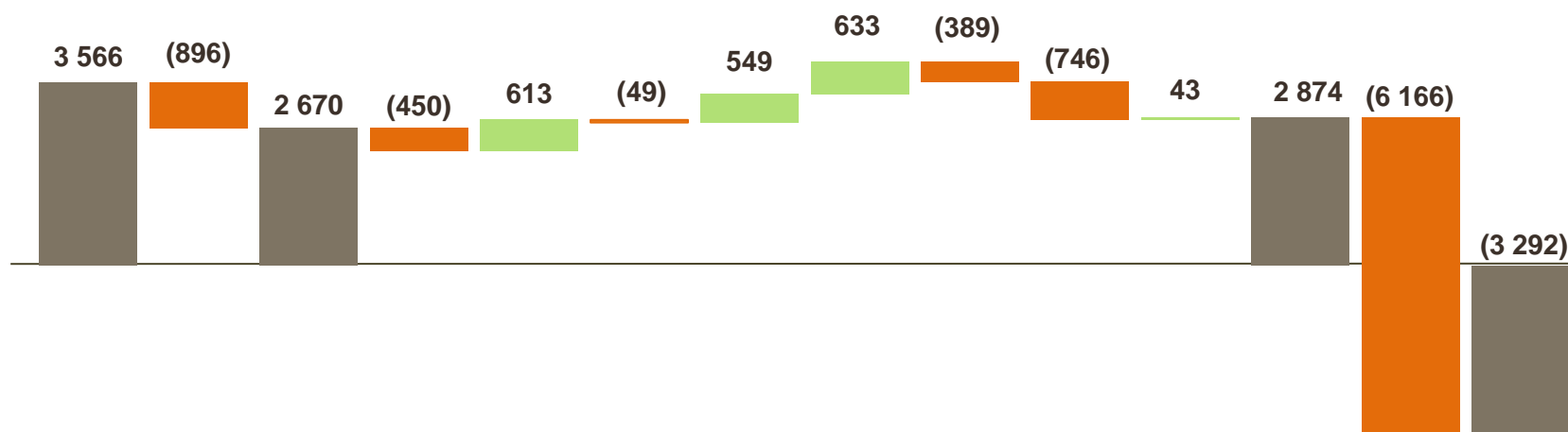


Dividends declared (Rm)



Group net operating profit: core (FY13 vs FY14)

R million



| | IFRS FY13 | Non-core items | Core FY13 | Inflation | Exchange | Price | GMEP* | Volume | Cost | Rehab | NCC and Zincor** | Core FY14 | Non-core items | IFRS FY14 |
|--------------|--------------|----------------|--------------|--------------|------------|-------------|------------|------------|--------------|--------------|------------------|--------------|----------------|----------------|
| Coal | 2 769 | 152 | 2 921 | (400) | 561 | (54) | 549 | 632 | (222) | (768) | 100 | 3 319 | (22) | 3 297 |
| Ferrous | (140) | | (140) | (23) | (1) | 5 | | 23 | (290) | 5 | | (421) | (5 817) | (6 238) |
| Other | 937 | (1 048) | (111) | (27) | 53 | | | (22) | 123 | 17 | (57) | (24) | (327) | (351) |
| Total | 3 566 | (896) | 2 670 | (450) | 613 | (49) | 549 | 633 | (389) | (746) | 43 | 2 874 | (6 166) | (3 292) |

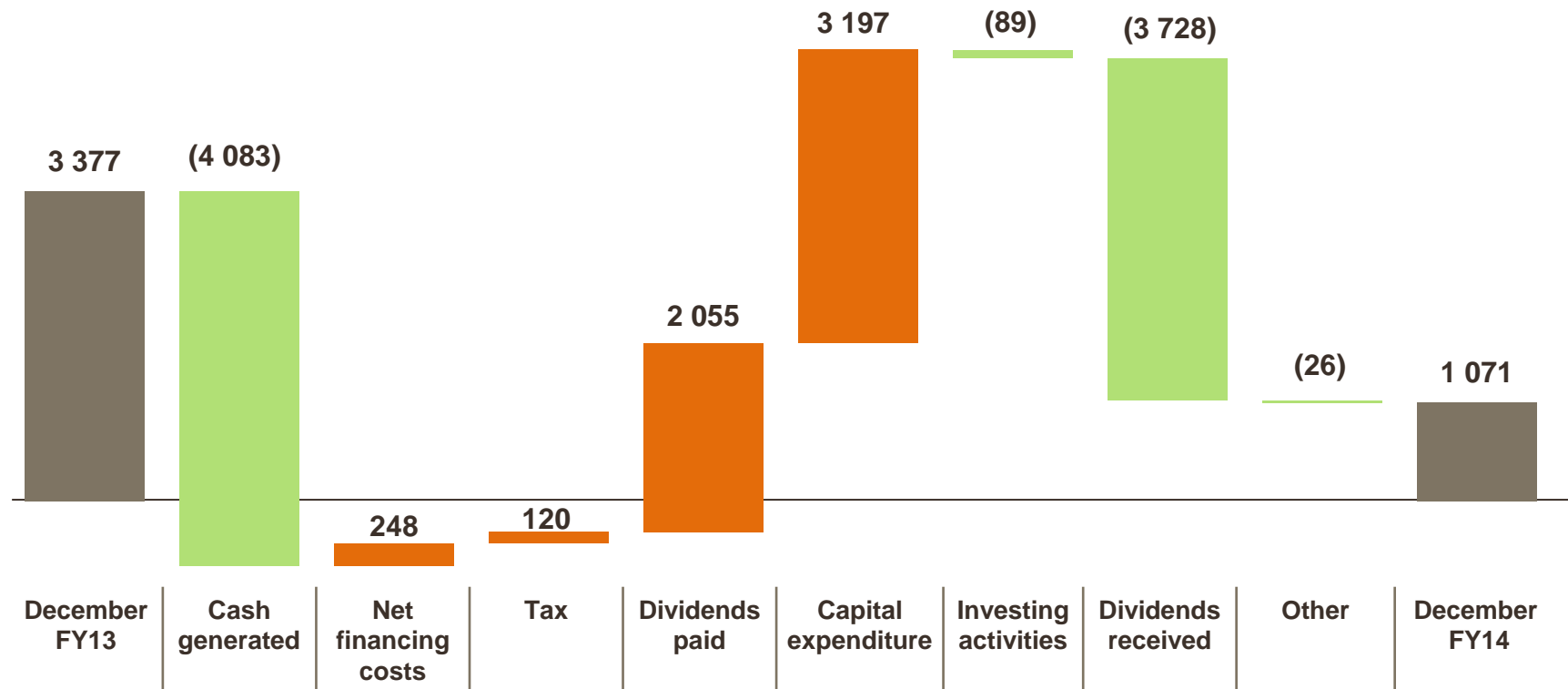
Attributable earnings: core

R million

| | FY14 | FY13 | % change |
|--|--------------|-------|-------------|
| Net operating profit | 2 874 | 2 670 | 8 |
| Net financing cost | (103) | (360) | 71 |
| Income from investments | 9 | 12 | (25) |
| Post-tax equity-accounted income | 2 669 | 3 450 | (23) |
| – SIOC | 2 943 | 4 094 | (28) |
| – Tronox | (527) | (780) | 32 |
| – Mafube | 267 | 130 | 105 |
| – Cennergi | (92) | (72) | (28) |
| – Black Mountain | 77 | 80 | (4) |
| – South Dunes Coal Terminal | 1 | (2) | 150 |
| Tax | (571) | (658) | 13 |
| Profit after tax | 4 878 | 5 114 | (5) |
| Non-controlling interest | | 13 | |
| Attributable earnings: owners of parent | 4 878 | 5 127 | (5) |
| Attributable earnings per share (cents) | 1 374 | 1 444 | (5) |
| Total dividend per share declared (cents) | 470 | 550 | (15) |

Group: net debt variance

R million



Capital funding structure

*Ratios**

| | Target | FY14 | FY13 |
|--|--------|------|------|
| Net financing cost cover (times): EBITDA | >4 | 36 | 10 |
| Return on equity: headline earnings (%) | | 14 | 16 |
| Return on capital employed (%) ** | >20 | 14 | 23 |
| Net debt: market capitalisation exposure (%) | | 3 | 6 |
| Net debt: equity (%) | <40 | 3 | 9 |

| | Facilities available | | | Maturity profile of debt | |
|-----------------------------------|----------------------|-------------------------------|------------------------------|--------------------------|-------|
| <i>R million</i> | <i>Drawn</i> | <i>Undrawn/ committed</i> | <i>Undrawn/ unissued</i> | <i>Repayment year</i> | |
| Term loan and revolving facility | 2 000 | 6 000 | | 2015 | 34 |
| DMTN programme | 1 000 | | 4 000 | 2016 | 392 |
| Interest bearing borrowings | 3 000 | 6 000 | 4 000 | 2017 | 874 |
| Net capitalised transaction costs | 10 | | | 2018 | 395 |
| Total interest bearing borrowings | 3 010 | | | 2019 | 917 |
| Current | 34 | | | After 2019 | 398 |
| Non-current | 2 976 | | | | 3 010 |
| Net cash and cash equivalents | (1 939) | | | | |
| Net debt | 1 071 | | | | |

Dividend

| | Total dividend 31 Dec 2014 | Final dividend 31 Dec 2014 | Interim dividend 30 June 2014 |
|---|---|---|--|
| Attributable earnings per share* (cents) | 1 374 | 568 | 806 |
| Dividend declared per share (cents) | 470 | 210 | 260 |
| Dividend cover* (times) | 2,9 | 2,7 | 3,1 |
| Dividend declared (Rm) | 1 683 | 752 | 931 |
| – BEE Holdco | 877 | 392 | 485 |
| – Anglo** | 163 | 73 | 90 |
| – Public | 629 | 281 | 348 |
| – Mpower 2012 | 14 | 6 | 8 |

OUTLOOK



Optimising our portfolio: medium term response

| Challenge | Response |
|---------------------------|--|
| Safety | <ul style="list-style-type: none">• Focus on “Safety always all the way”• Intensified safety awareness and training |
| Economic conditions | <ul style="list-style-type: none">• Diligent group-wide cost management• Business improvement• Spread risk amongst coal, iron ore and titanium dioxide• Hedged from the low US\$ coal price through exposure to Eskom• Strong internal cash flow to counter lower dividend from SIOC |
| Project execution | <ul style="list-style-type: none">• Meticulous project management |
| Capital project execution | <ul style="list-style-type: none">• Capital allocation discipline |
| Lapse of BEE* structure | <ul style="list-style-type: none">• Consultation and development of a sustainable replacement for current transaction |
| Regulatory uncertainty | <ul style="list-style-type: none">• Dialogue and collaboration with key role players |
| Infrastructure | <ul style="list-style-type: none">• Close collaboration with TFR on scheduling of trains |



THANK
YOU



exxaro
POWERING POSSIBILITY

ADDITIONAL INFORMATION



Key events

| | FY14 | FY13 |
|-----------------|---|---|
| January | <ul style="list-style-type: none"> • NCC assets disposal agreement signed • Mayoko mining convention signed | |
| February | | <ul style="list-style-type: none"> • NCC impairment |
| June | <ul style="list-style-type: none"> • Exxaro's offer to acquire TCSA announced (subject to terms and conditions) • Mayoko impairment | |
| December | <ul style="list-style-type: none"> • Intellectual property and other non-core asset impairments • Dilution of Tronox shareholding to 43,98% | <ul style="list-style-type: none"> • Partial impairment reversal at: <ul style="list-style-type: none"> – Zincor – NCC • Sale of Zincor • Dilution of Tronox investment to 44,40% |

Group cash flow

R million

| | FY14 | FY13** | % change |
|---|----------------|---------|------------|
| Cash generated from operations | 4 083 | 2 173 | 88 |
| Net financing cost | (248) | (192) | 29 |
| – Interest paid | (307) | (262) | 17 |
| – Interest received | 59 | 70 | 16 |
| Tax paid | (120) | (158) | |
| Dividends paid | (2 055) | (1 387) | |
| Net cash from operating activities | 1 660 | 436 | |
| Capital expenditure | (3 197) | (4 764) | 33 |
| Intangible assets increase | (25) | (201) | |
| Decrease in non-current financial assets | 214 | 222 | 4 |
| Dividend income from investments | 3 728 | 3 241 | 15 |
| Proceeds from disposal of PPE* | 8 | 17 | 47 |
| Proceeds from disposal of subsidiaries | | 87 | |
| Increase in investments in joint ventures | (108) | (82) | 32 |
| Net interest-bearing borrowings (repaid)/raised | (604) | 800 | 176 |
| Other | | (85) | |
| Net increase/(decrease) in cash and cash equivalents | 1 676 | (329) | |

Capital expenditure: other

R million

| | Actual | | Estimate* | | |
|--|--------|------|-----------|------|------|
| | FY13 | FY14 | FY15 | FY16 | FY17 |
| Sustaining | 150 | 125 | 106 | 154 | 117 |
| – Ferrous | 14 | | | | |
| – Information management | 104 | 64 | 75 | 150 | 117 |
| – Research and development | 11 | 11 | 26 | 4 | |
| – Buildings, vehicles and equipment | 21 | 50 | 5 | | |
| Expansion | 1 618 | 497 | | | |
| – Mayoko | 1 597 | 456 | | | |
| – Other | 21 | 41 | | | |
| Total other capital expenditure | 1 768 | 622 | 106 | 154 | 117 |

Group depreciation and amortisation: core

R million

Coal

- Tied operations
- Commercial operations

Ferrous

- Mayoko
- FerroAlloys
- Other

Other

Total depreciation and amortisation

| | FY14 | FY13 | % change |
|--|------|------|----------|
| | 777 | 665 | 17 |
| | 43 | 41 | 5 |
| | 734 | 624 | 18 |
| | 16 | 16 | |
| | 8 | 8 | |
| | 4 | 3 | 33 |
| | 4 | 5 | (20) |
| | 96 | 175 | |
| | 889 | 856 | 4 |

Group EBITDA: core

R million

Coal

- Tied operations
- Commercial operations

Ferrous

- Mayoko
- FerroAlloys
- Other

Other

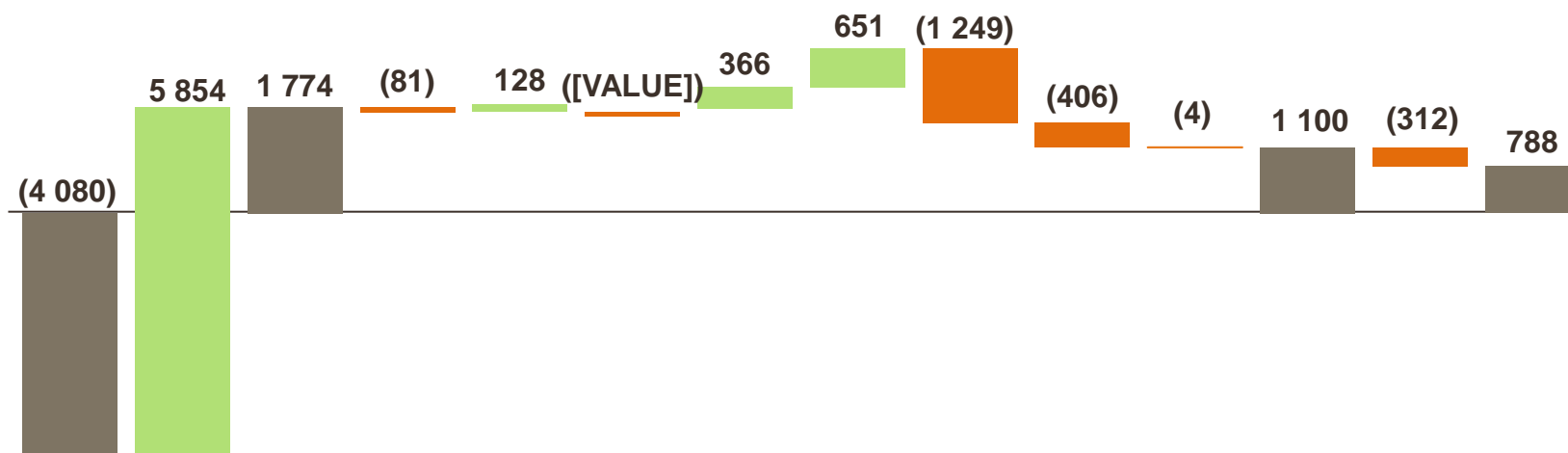
- Base metals
- Other

Total EBITDA

| | FY14 | FY13 | % change |
|-------------------------|--------------|-------|-------------|
| Coal | 4 096 | 3 586 | 14 |
| – Tied operations | 362 | 255 | 42 |
| – Commercial operations | 3 734 | 3 331 | 12 |
| Ferrous | (405) | (124) | |
| – Mayoko | (300) | (19) | |
| – FerroAlloys | (91) | (58) | (57) |
| – Other | (14) | (47) | (70) |
| Other | 72 | 64 | 11 |
| – Base metals | (1) | 35 | |
| – Other | 73 | 29 | 152 |
| Total EBITDA | 3 763 | 3 526 | 7 |

Group net operating profit: core (1H14 vs 2H14)

R million



| | IFRS 1H14 | Non-core items | Core FY13 | Inflation | Exchange | Price | GMEP* | Volume | Cost | Rehab | NCC | Core FY14 | Non-core items | IFRS 2H14 |
|--------------|----------------|----------------|--------------|-------------|------------|-------------|------------|------------|----------------|--------------|------------|--------------|----------------|------------|
| Coal | 1 836 | 13 | 1 849 | (67) | 91 | (84) | 366 | 638 | (916) | (403) | (4) | 1 470 | (9) | 1 461 |
| Ferrous | (5 916) | 5 807 | (109) | (5) | (1) | 5 | | 5 | (206) | (1) | | (312) | (10) | (322) |
| Other | | 34 | 34 | (9) | 38 | | | 8 | (127) | (2) | | (58) | (293) | (351) |
| Total | (4 080) | 5 854 | 1 774 | (81) | 128 | (79) | 366 | 651 | (1 249) | (406) | (4) | 1 100 | (312) | 788 |

Titanium dioxide: non-controlled investment

US GAAP* reconciliation to IFRS

US GAAP loss after tax as reported by Tronox IFRS and PPA adjustments

- Reversal of amortisation on intangible asset
- PPA step-up adjustments
- Translation differences and other adjustments
- Tax effect of adjustments
- Change in accounting policy

IFRS loss after tax

- Non-core adjustments**

Core loss after tax

- Remainder of Tronox
- SA operations

Exxaro's share of core loss after tax

- Remainder of Tronox
- SA operations

Exxaro's share of PPA adjustment

Exxaro's share of core (loss)/profit after tax (after PPA adjustment)

- Remainder of Tronox
- SA operations

| | FY14 US\$m | FY14 Rm | FY13 US\$m | FY13 Rm |
|--|------------|---------|------------|---------|
| US GAAP loss after tax as reported by Tronox | (417) | | (90) | |
| IFRS and PPA adjustments | 299 | | (106) | |
| – Reversal of amortisation on intangible asset | 23 | | 23 | |
| – PPA step-up adjustments | (49) | | (133) | |
| – Translation differences and other adjustments | 4 | | (6) | |
| – Tax effect of adjustments | 283 | | 10 | |
| – Change in accounting policy | 38 | | | |
| IFRS loss after tax | (118) | | (196) | |
| – Non-core adjustments** | (4) | | (25) | |
| Core loss after tax | (122) | | (221) | |
| – Remainder of Tronox | (160) | | (360) | |
| – SA operations | 38 | | 139 | |
| Exxaro's share of core loss after tax | (48) | (527) | (78) | (780) |
| – Remainder of Tronox | (69) | (745) | (160) | (1 549) |
| – SA operations | 21 | 218 | 82 | 769 |
| Exxaro's share of PPA adjustment | 34 | 337 | 98 | 938 |
| Exxaro's share of core (loss)/profit after tax (after PPA adjustment) | (14) | (190) | 20 | 158 |
| – Remainder of Tronox | (56) | (629) | (87) | (851) |
| – SA operations | 42 | 439 | 107 | 1 009 |

Thermal coal: production and sales volumes

'000 tonnes

Production

- Grootegeluk
- Matla
- Leeuwpan
- NBC
- Inyanda
- Arnot
- NCC

Buy-ins

Total thermal production (buy-ins included)

Sales to Eskom

- Grootegeluk
- Matla
- NBC
- Leeuwpan
- Arnot

Other domestic sales

Exports

Total thermal coal sales

| | FY14 | FY13 | FY12 |
|--|---------------|--------|--------|
| Production | 36 875 | 36 553 | 37 641 |
| – Grootegeluk | 16 719 | 15 904 | 15 489 |
| – Matla | 10 374 | 10 133 | 10 948 |
| – Leeuwpan | 4 107 | 3 804 | 3 844 |
| – NBC | 2 602 | 2 668 | 2 717 |
| – Inyanda | 1 633 | 1 992 | 1 845 |
| – Arnot | 1 440 | 1 633 | 2 081 |
| – NCC | | 419 | 717 |
| Buy-ins | 2 202 | 1 470 | 1 111 |
| Total thermal production (buy-ins included) | 39 077 | 38 023 | 38 752 |
| Sales to Eskom | 31 483 | 30 785 | 31 367 |
| – Grootegeluk | 15 306 | 14 513 | 14 174 |
| – Matla | 10 368 | 10 135 | 10 941 |
| – NBC | 2 531 | 2 571 | 2 249 |
| – Leeuwpan | 1 838 | 1 933 | 1 922 |
| – Arnot | 1 440 | 1 633 | 2 081 |
| Other domestic sales | 3 078 | 3 187 | 3 363 |
| Exports | 4 510 | 3 887 | 3 199 |
| Total thermal coal sales | 39 071 | 37 859 | 37 929 |

Metallurgical coal: production and sales volumes

'000 tonnes

Production

- Grootegeluk
- Tshikondeni

Sales

- Domestic
- Export

| | FY14 | FY13 | FY12 |
|-------------------|--------------|-------|-------|
| Production | 2 274 | 2 251 | 2 366 |
| – Grootegeluk | 2 120 | 1 908 | 2 027 |
| – Tshikondeni | 154 | 343 | 339 |
| Sales | 2 470 | 2 215 | 2 326 |
| – Domestic | 1 689 | 1 643 | 1 630 |
| – Export | 781 | 572 | 696 |

Salient dates

Last day to trade cum dividend

Shares trade ex-dividend

Record date

Payment date

Friday, 10 April 2015

Monday, 13 April 2015

Friday, 17 April 2015

Monday, 20 April 2015

Definitions

Average SPOT rate

The average spot rate is determined by using the closing spot rate at the end of each day during the year of assessment. This rate is applied consistently within that year of assessment.

Average REALISED (hedged) rate

The average realised rate is determined by using the hedged rate at the end of each day during the year of assessment. This rate is applied consistently within the year of assessment.

Buy-ins (slides 19, 20 and 45)

Inventory bought for re-sale purposes.

Discontinued operation (slides 7 and 29)

A component of an entity that either has been closed, disposed of or is classified as held-for-sale.

Economic value generated (slide 11)

Gross revenue from the sale of products and services (including value-added tax), income from investments and interest received, net of operating costs.

Economic value distributed (slide 11)

Distribution of economic value generated, to employees, government, providers of finance, shareholders and communities in which we operate.

Net financing cost cover – EBITDA (slides 28, 32 and 42)

Net operating profit (before interest, tax, depreciation, amortisation, impairment charges and net deficit/surplus on sale of investments and assets) divided by net financing cost.

Net debt to equity ratio (slides 13 and 32)

Interest-bearing debt less cash and cash equivalents as a percentage of total equity.

Non-core (slides 15, 29, 33, 43 and 44)

Items not part of normal operating activities of either the group or equity-accounted investments of the group as defined by management.

Operating margin (slides 16 and 18)

Net operating profit as a percentage of revenue.

Return on equity: headline earnings (slides 14,16,18 and 32)

Headline earnings as a percentage of average equity attributable to owners of the parent (Exxaro).

Return on capital employed (slide 32)

Net operating profit plus income from non-equity-accounted investments plus income from investments in associates as a percentage of average capital employed.

Index

| Topic | Slide number |
|-------|--------------|
|-------|--------------|

Coal

| | |
|------------------------------|----------|
| Capital expenditure | 25 |
| Capital project: GMEP | 24 |
| Contribution | 23 |
| Core | 18 |
| Market and sales trends | 21 |
| Market and sales volumes | 20 |
| Production volumes and sales | 19,45,46 |
| Sensitivities | 22 |

| | |
|--------------------|----|
| Definitions | 48 |
|--------------------|----|

Ferrous

| | |
|----------------|----|
| Core | 26 |
| Non-controlled | 27 |

Financial

| | |
|----------------------|----|
| Core | 16 |
| HEPS contribution | 17 |
| Highlights | 13 |
| IFRS | 14 |
| Non-core adjustments | 15 |

| Topic | Slide number |
|-------|--------------|
|-------|--------------|

Group

| | |
|-------------------------------|--------|
| Achievements | 5 |
| Attributable earnings | 30 |
| Cash flow | 39 |
| Capital expenditure | 40 |
| Capital funding | 32 |
| Depreciation and amortisation | 41 |
| Dividend | 35 |
| EBITDA | 42 |
| Net debt variance | 31 |
| Net operating profit | 29,43 |
| Overview | 2 |
| Safety and health | 4 |
| Strategy | 3,5-11 |

| | |
|----------------------|----|
| Salient dates | 46 |
|----------------------|----|

Titanium dioxide

| | |
|----------------|-------|
| Non-controlled | 22,48 |
|----------------|-------|