

# Macarthur Coal

## Presentation on the Half Year Financial Report

Period Ended 31 December 2004

23 February 2005

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Shane Stephan – VP Strategy and Corporate Development



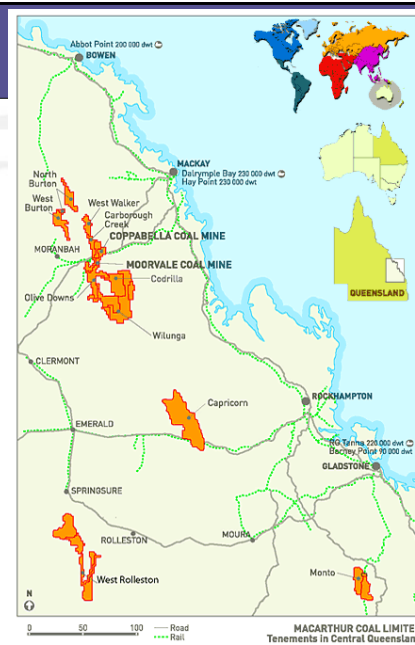
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## Overview - Macarthur Coal

- ◆ IPO: 5 July 2001
- ◆ Shares currently: \$6.15
- ◆ Market capitalisation in excess of \$1,042 million as at 18 February
- ◆ Coal mine developer and operator
  - ◇ 73.3% ownership of Coppabella and Moorvale mines
  - ◇ 6.2 Mtpa managed production, 4.5 Mtpa attributable production
- ◆ Strong joint venture and customer relationships
- ◆ Global leader in supply of low volatile PCI coal
- ◆ Organic growth opportunities via exploration and coke project.



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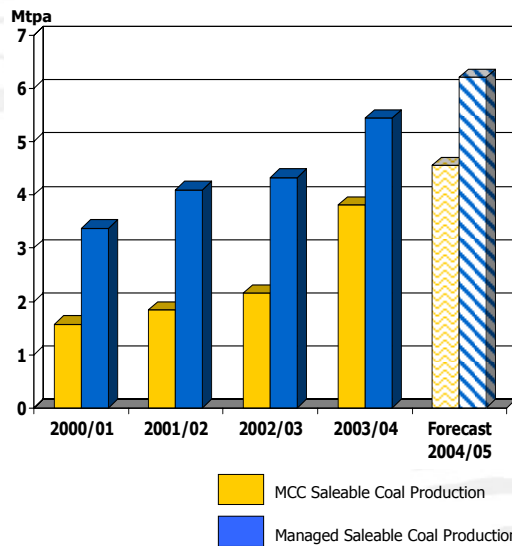
## Overview – Macarthur Coal

### Sales

- ◆ Continuation of extremely high demand for low volatile PCI coal
- ◆ Price negotiations expected to be finalised March 2005
- ◆ Record quarterly sales of 1.26 Mt (up 65% on Dec 03).

### Operations

- ◆ Positive trend for ROM production
- ◆ On track to achieve 4.5 Mtpa attributable saleable coal production target.



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## Overview – Macarthur Coal

### Exploration and Development

- ◆ 80 Mt Resource announced at West Rolleston where drilling continues
- ◆ Hard coking coal found at West Moorvale
- ◆ Confirmation of hard coking coal in a large diameter core at Olive Downs
- ◆ Project development is being timed to coincide with the expansion of infrastructure.

### Improvement Initiatives

- ◆ Second contractor established at Coppabella in East Pit
- ◆ Water supply risk reduction project established
  - ◆ A link from existing Mallowa water pipeline into Eungella Pipeline
  - ◆ Participation in a detailed design of Burdekin Pipeline
- ◆ Transport infrastructure options being investigated.

### Corporate

- ◆ Convertible Note debt decreased by \$19.7m to \$10.2m following conversion on 31 December 04
- ◆ Commitment to feasibility study on the establishment of a coke plant
- ◆ Strong surplus operating cashflows to assist in funding future growth opportunities.



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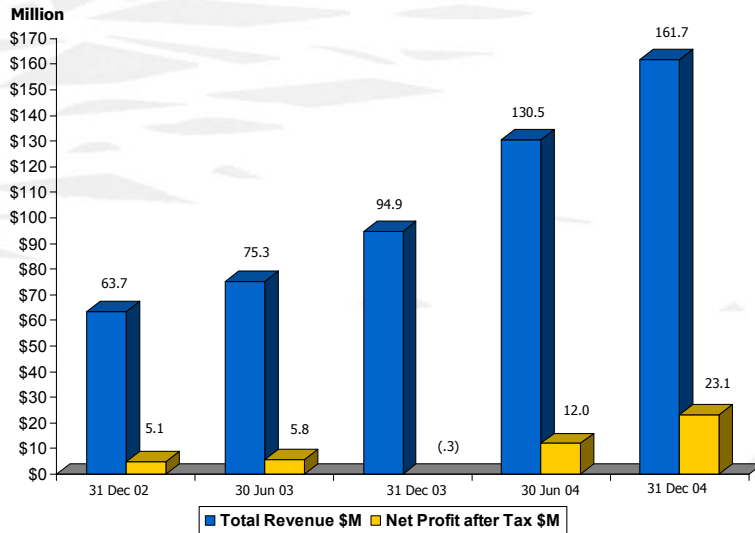
## Key Financial Results for Dec 2004 Half Year

\$ Millions	6 months to 31 Dec 2004	6 months to 31 Dec 2003	Change on Comparable Period - 6 months to 31 Dec 2004	12 months to 30 Jun 2004
Coal Revenue	\$160.6	\$93.1	Up 72.5%	\$222.3
EBITDA	\$44.6	\$9.7	Up 361.3%	\$37.3
NPAT	\$23.1	\$(0.3)	n/a	\$11.7
EPS (diluted)	14.18 cps	(0.22) cps	n/a	8.6 cps
Dividend	7.0 cps	Nil	n/a	3.8 cps



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## Key Financial Results for Dec 2004 Half Year

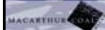
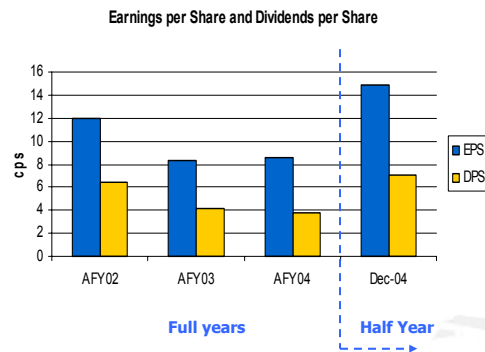


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## Key Financial Results for Dec 2004 Half Year

### ◆ Improved earnings and dividends

	6 months Dec 04	12 months Jun 04
Gross Profit Margin	35%	22%
EBITDA Margin	28%	17%
Earnings per share (Basic)	14.9	8.6
Dividends per share	7.0	3.8
Interest Cover Ratio (EBITDA/Interest Expense)	12.5 times	4.9 times

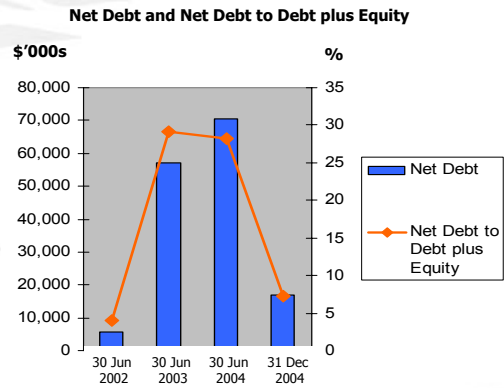
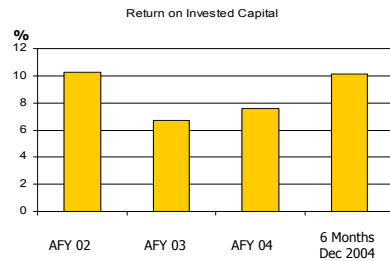


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## Key Financial Results for Dec 2004 Half Year

- ◆ Improved balance sheet position - reduced debt, increased cash and increased shareholders equity

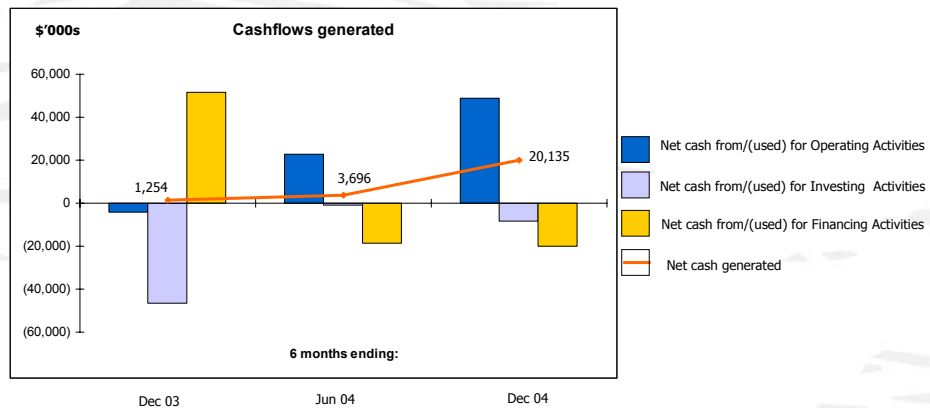
	As at 31 Dec 04	As at 30 Jun 04
NTA Backing	\$1.29/share	\$1.16/share
ROIC	10.1%	7.5%
Net Debt: Net debt plus equity	7.3%	28.2%
Net Debt: Equity	7.8%	39.2%



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## Key Financial Results for Dec 2004 Half Year

- ◆ Strong cashflows, generating a net \$20.1 million for the six month period:



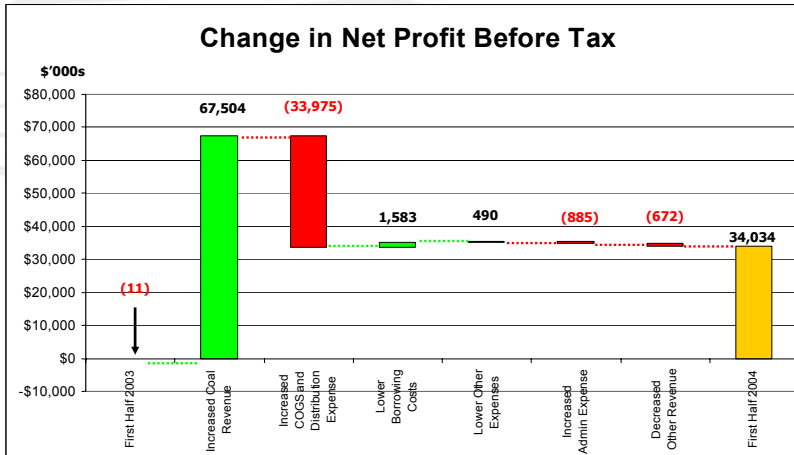
- ◆ An increase of \$52.9 million in Dec 2004 operating cashflow compared to the December 2003 period
- ◆ Minimal capital investment and reduced borrowings for the December 2004 period.



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## Detailed Financial Performance Dec 2004 Half Year

- ◆ EBITDA increased by \$34.9 million to \$44.6 million for the six months to December 2004
- ◆ NPBT was \$34.0 million, an increase of \$34.0 million which resulted from:

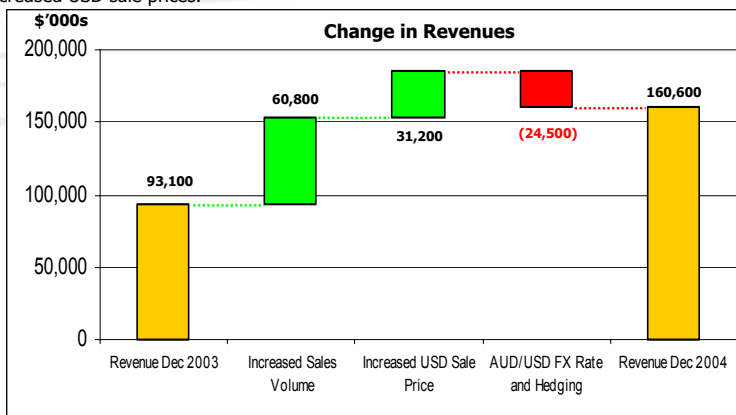


## Detailed Financial Performance Dec 2004 - Revenue

### Sales Revenue

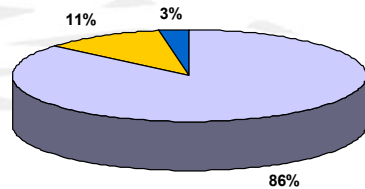
Increased 72.5% to \$160.6 million for the half year to December 2004 due to:

- ◆ Coal sales volume at Coppabella and Moorvale increase of 1.2 Mt (53% for half year) in response to strong demand for low volatile PCI coal
- ◆ Increased USD sale prices.

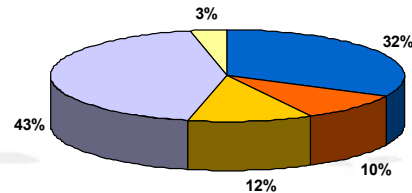


## Detailed Financial Performance Dec 2004 – Revenue

Sales revenue is diversified in terms of product and customers:



PCI
  Thermal
  Ultra low volatile



Japan
  Other Asia
  Americas  
 Europe
  Other



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## Detailed Financial Performance Dec 2004 - Expenditure

### Cost of Sales and Distribution costs increased due to:

- ◆ Increased sales of purchased and produced coal (1.2 million tonnes, MCC: 906,000 tonnes)
- ◆ Higher royalty costs (\$4.8 million) as a result of higher coal prices and increased sales volume
- ◆ Higher site depreciation and amortisation of mining tenement (\$3.2 million) due to increased sales volume and start of operations at Moorvale
- ◆ Increased demurrage costs due to DBCT port congestion (\$3.6 million).

The above increases were offset by:

- ◆ Improved processing yields at both Coppabella and Moorvale mines
- ◆ Lower Moorvale operating costs due to improved efficiencies and cessation of hauling coal to Coppabella for processing.

**Administration Costs increased \$0.9 million to support company growth.**



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## Detailed Financial Performance Dec 2004 - Expenditure

### **Other Expenses reduced \$0.5 million due to:**

- ◆ Higher rehabilitation accrual in the December 2003 period when the Moorvale Mine commenced operations
  - ◆ The cost of assets sold in the December 2003 period including the 3.7% interest in the Moorvale Mine.
- FX losses of \$1.2 million - included in Other Expenses - were caused by the strengthening AUD relative to the USD on the USD denominated bank accounts and accounts receivable balances.

### **Borrowing Costs reduced \$1.6 million due to:**

- ◆ December 2003 period including the write-off of borrowing costs related to refinancing the unification of the Coppabella and Moorvale joint ventures and acquisition of the additional interest in Coppabella
- ◆ Increased interest expense for Moorvale due to higher debt levels as a result of completion of construction of the mine in December 2003.

**Interest Revenue** increased \$0.7 million, as a result of surplus cash being invested.

**Other Revenue** reduced as a result of proceeds from the disposal of the 3.7% interest in the Moorvale Mine.



## Detailed Financial Performance Dec 2004 - Dividend

- ◆ Interim dividend of 7.0 cents per share declared
- ◆ Fully franked interim dividend of \$11.9 million
- ◆ Total dividend is approximately 50% of NPAT in accordance with board policy
- ◆ Record Date: 17 March 2005
- ◆ Payable: 31 March 2005.



## Detailed Financial Performance Dec 2004 – FX Hedging

- ◆ The USD term loan facility for Coppabella and Moorvale has FX rate of US\$0.6186 over the term of the loan, which provides a total natural hedge for US\$20.745 million revenues
- ◆ Unrealised gain on hedge book based on spot rate at 31 December, 2004 is A\$41.2 million.

Period covered by FX Hedge Contracts	US dollar value	RX rate A\$1.00 = US\$	A\$ Unrealised gain based on A\$:US\$ spot rate of \$0.78
Jan 05 to Dec 05	154,885,732	0.6820	28,442,320
Jan 06 to Dec 06	83,339,062	0.6960	12,787,192
<b>Total</b>	<b>238,224,794</b>	<b>0.6870</b>	<b>41,229,511</b>



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## 2005 Financial Performance Outlook

- ◆ **Full year NPAT market guidance has been revised from \$40 - \$45 million to \$48 - \$55 million**
  - ◆ The increase takes account of USD coal price settlements for JFY 05
  - ◆ The forecast is highly sensitive to the impact of port congestion at DBCT
  - ◆ Principal assumptions are:
    - ◇ No further congestion at DBCT
    - ◇ No additional demurrage
    - ◇ No additional carryover tonnage
    - ◇ No further industry cost pressure
    - ◇ AUD/USD FX rate of US\$0.77
- ◆ **Strong operating cashflows are expected to continue.**



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## 2006 Outlook – Coal Markets

- ◆ Demand for PCI coal continues to be strong
- ◆ Global pig iron production showing no signs of slowing
- ◆ Record price rises for hard coking coal have been reported for JFY05
- ◆ Prices for Australian hard coking coal are reported to be as much as 120% higher than JFY04 prices
- ◆ Increased production to capitalise on the strong demand is constrained by infrastructure limitations. No changes to infrastructure capacity are anticipated for 2005
- ◆ Big ticket growth countries include: China, Brazil and India.

## 2006 Outlook – Coal Markets

### **Why is demand strong for PCI?**

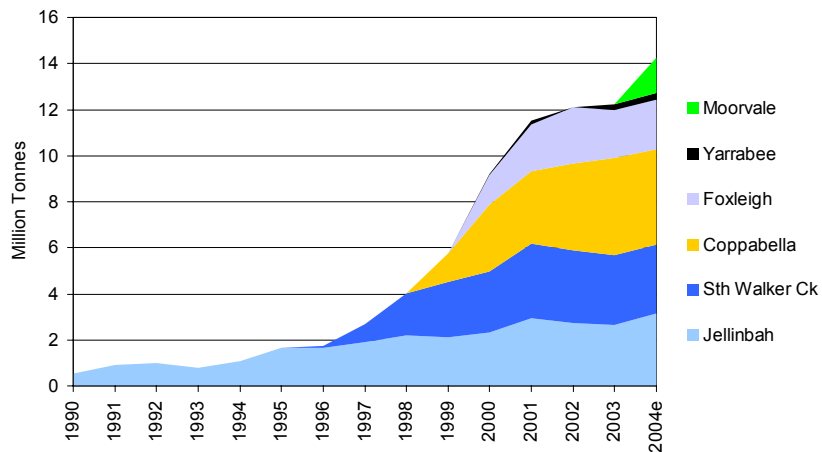
- ◆ Lowers overall cost of raw materials for customers
- ◆ Replacement for coke.

### **Why is demand strong for low volatile coals for use in the PCI process?**

- ◆ Important for maximising productivity of blast furnaces
- ◆ High replacement ratio for coke
- ◆ All major steel mills have PCI facilities and seeking to expand PCI consumption
- ◆ Steel industry growth plans include use of low volatile coals for PCI consumption to ensure competitiveness.

## 2006 Outlook – Coal Markets

Australian Low Volatile PCI Exports



## 2006 Outlook – Coal Markets

### JFY 2005 Coal Pricing

- ◆ Hard coking coal: settled
  - ◇ Up approximately 120%, contract tonnage
- ◆ Steaming coal: settlements occurring
  - ◇ Up approximately 20%
- ◆ PCI coal (low volatile): settlements occurring
  - ◇ Up, broadly the same percentage as hard coking coal
  - ◇ Now clearly a separate category priced according to 'value in use':
    - ◇ High replacement ratio for coke (0.9 Low volatile vs 0.7 High volatile)
    - ◇ Maximises productivity of blast furnaces.

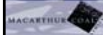
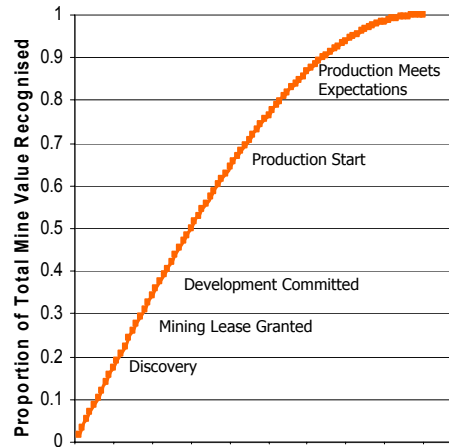
## Looking forward - Strategy

- ◆ To develop grass roots assets into operating coal mines

### Result

- ◆ Strategy remains unchanged
- ◆ The value curve for mine development remains "uncontestable"
- ◆ Still provides **maximum** value, creating options for shareholders i.e. no premium to be paid to third parties particularly in times of high commodity prices.

Mine Development Value Curve



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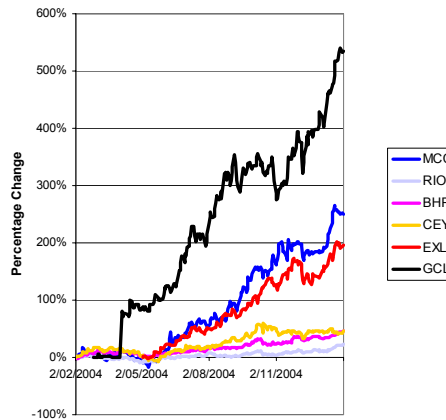
## Looking forward strategy

### Overall Result

- ◆ Macarthur Coal has created uncontested market space to produce higher returns than its rivals
  - ◆ Coal producers have historically engaged in head-to-head competition, fighting for competitive advantage and battling over market share
- The result of such activity is at best average industry returns
- ◆ Macarthur Coal has sought to succeed not by battling competitors but by creating uncontested new market space through value innovation
  - ◆ Through focusing on the big picture and seeking to create value for both Macarthur Coal and its customers the company has outstripped competitors growth rates.

For further information:  
Blue Ocean Strategy: Harvard Business School Press 2005

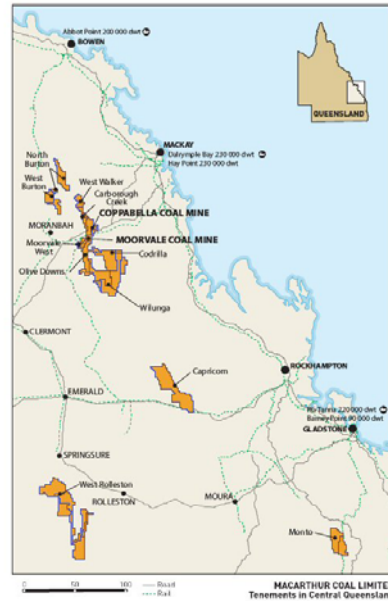
Coal Producer Relative Share Price Performance Last 12 Months



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## Growth Opportunities – Exploration

- ◆ Macarthur Coal maintains a large exploration program with 73.3% interest in two operating mines: Coppabella and Moorvale mines
- ◆ Macarthur Coal has a strong project pipeline of future developments
- ◆ Future development options include:
  - ◆ **Coking coal**
    - ◆ Olive Downs
    - ◆ West Moorvale
  - ◆ **PCI**
    - ◆ Wilunga
    - ◆ Codrilla
    - ◆ West/North Burton
    - ◆ West Walker
  - ◆ **Thermal**
    - ◆ West Rolleston
    - ◆ Monto.



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## Growth Opportunities – Coke Plant

### Coke Plant Feasibility Proposal

#### Objective

- ◆ To become Australia's largest exporter of coke
- ◆ To create value for shareholders

#### Result

- ◆ Project conceptualised in 2003
- ◆ Extensive dialogue with customers
- ◆ Pre Feasibility Study completed in October 2004
- ◆ Agreement with Stanwell Corporation to generate power from the project's waste heat in October 2004
- ◆ Feasibility Study commenced in November 2004 to address technical, commercial and financial issues
- ◆ Letters of Intent from customers received from November 2004
- ◆ Queensland Government classification as a 'significant project' in December 2004
- ◆ Operational target date is JFY2008.

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## Growth Opportunities – Coke Plant

### MCC's requirements are aligned with customers requirements:

- ◆ MCC capitalising on the global shortage of coke. The shortage is due to the closure of old coke plants and increased pig iron production
- ◆ Design meets today's stringent environmental standards and provides for stand-alone port infrastructure
- ◆ Latest oven technology will enable a greater range of coking coals to be utilised
- ◆ Queensland location (next to Stanwell) provides an alternative, reliable supply to China
- ◆ Flow on effect with the opportunity to develop 1 – 2 new coking coal mines; as a stable domestic market
- ◆ More high quality coke = more low volatile coals for PCI
- ◆ Bowen Basin coals can supply a high quality coke; an advantage to support larger blast furnace design and increased productivity.



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## Conclusions

Continue objective to add shareholder value:

- ◆ Continue strategy of value innovation, seeking new expanding markets
- ◆ Continue mine development strategy based on the 'uncontestable' validity of the value curve for resource development
- ◆ Continue exploration program to bring resources up the value curve
- ◆ Increase profitability and reliability of earnings by maximising production of high value commodities; coking coal, LV PCI, coke.

Adding shareholder value by:

- ✓ Excellent low volatile PCI coal contract settlements expected for JFY05 following reported coking coal price settlements
- ✓ Operational reliability continues positive trend – Solid first half production
- ✓ Entrepreneurially investigating the feasibility of a coke plant in Queensland
- ✓ Strong hedge book – securing profitability in volatile exchange rate environment
- ✓ Proven ability to deliver growth.



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