

"ARM achieved very good unit cash cost control at most operations and maintained a robust financial position in a low commodity price environment."

Patrice Motsepe

**Executive Chairman** 





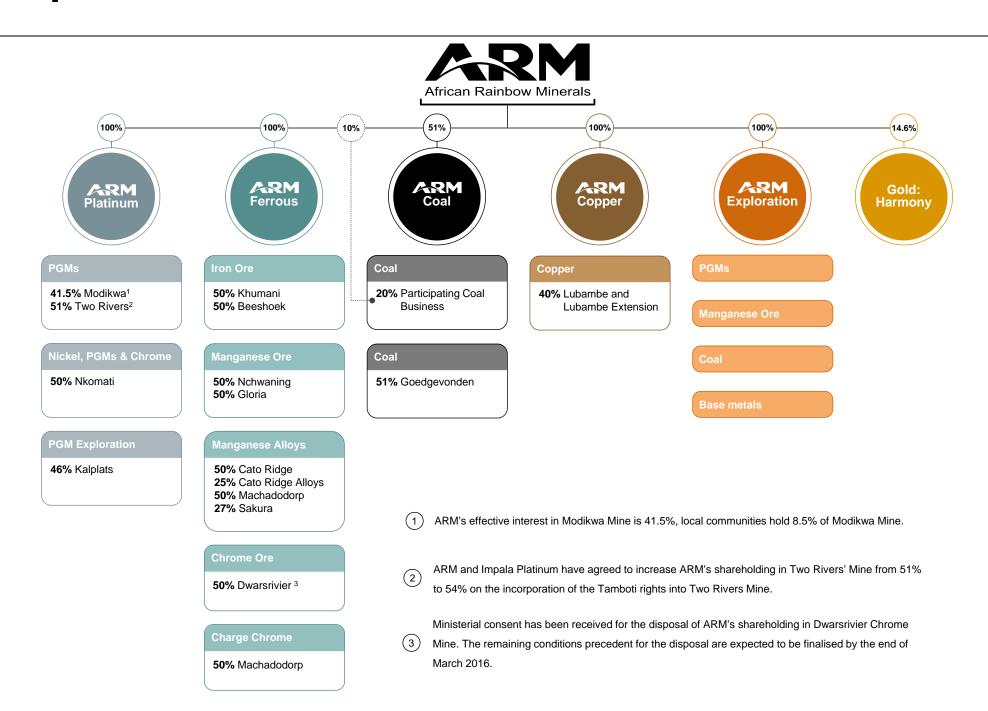
# Overview and strategy

Patrice Motsepe, Executive Chairman

### **Disclaimer**

Certain statements in this report constitute forward looking statements that are neither reported financial results nor other historical information. They include but are not limited to statements that are predictions of or indicate future earnings, savings, synergies, events, trends, plans or objectives. Such forward looking statements may or may not take into account and may or may not be affected by known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Company to be materially different from the future results, performance or achievements expressed or implied by such forward looking statements. Such risks, uncertainties and other important factors include among others: economic, business and political conditions in South Africa; decreases in the market price of commodities; hazards associated with underground and surface mining; labour disruptions; changes in government regulations, particularly environmental regulations; changes in exchange rates; currency devaluations; inflation and other macro-economic factors; and the impact of the AIDS crisis in South Africa. These forward looking statements speak only as of the date of publication of these pages. The Company undertakes no obligation to update publicly or release any revisions to these forward looking statements to reflect events or circumstances after the date of publication of these pages or to reflect the occurrence of unanticipated events.

### **Group structure**



### Salient features



Headline earnings decreased by 51% to R507 million (1H F2015: R1 026 million). Headline earnings per share were 233 cents compared to 473 cents in the corresponding period.

Basic earnings were a loss of R996 million (1H F2015: R801 million basic earnings) and were impacted mainly by a R1 404 million attributable impairment of the Lubambe Copper Mine assets.

Good cost reduction initiatives implemented at all operations resulted in on-mine unit costs at most operations increasing below the inflation rate.

### Salient features



Capital expenditure reduced by 27% to R589 million (1H F2015: R810 million) while attributable capital expenditure at ARM Ferrous was R779 million (1H F2015: R802 million).

ARM's financial position remains robust despite the commodity market downturn.

The Lubambe Copper Mine plan is under review to reduce cash funding requirements and preserve its resource value.

The Modikwa Platinum Mine recovery plan implemented at the end of F2015 is yielding positive results.

### Salient features



Ministerial consent was received in December 2015 for the disposal of ARM's 50% shareholding in Dwarsrivier Chrome Mine. Completion of the transaction is expected to occur by 31 March 2016.

ARM and Impala Platinum have agreed to increase ARM's shareholding in Two Rivers Mine from 51% to 54% on the incorporation of the Tamboti rights into Two Rivers Mine.

ARM is in the process of seeking shareholder approval to restructure the ARM BBEE Trust to ensure a permanent and sustainable funding solution for the Trust.

# Safety



ARM maintained a good safety record in the six months under review. The Lost Time Injury Frequency Rate (LTIFR) for 1H F2016 improved to 0.32 per 200 000 man-hours (1H F2015: 0.40).

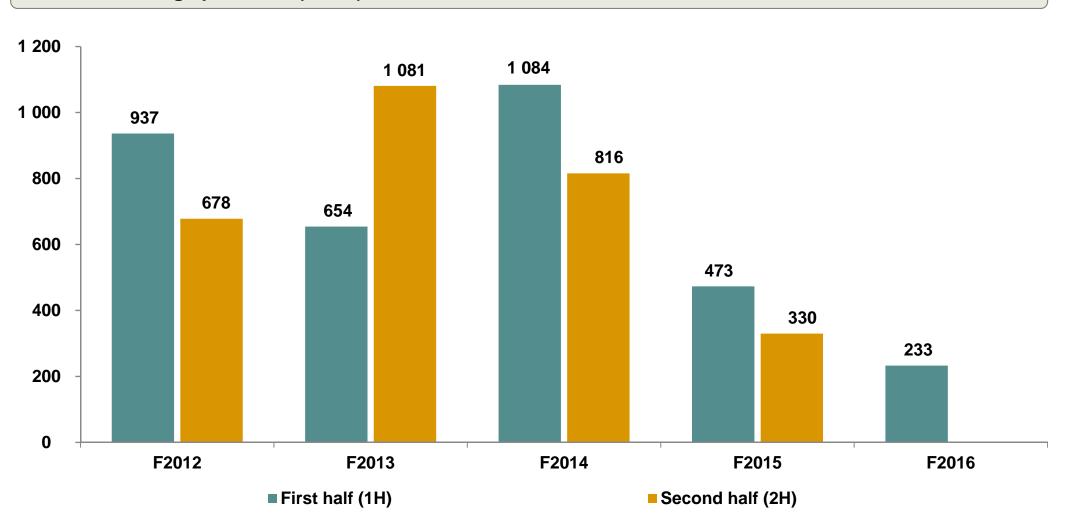
Beeshoek Mine completed 13.5 years fatality-free.

Modikwa, Lubambe and Black Rock mines achieved two, three and four million fatality-free shifts respectively.

# Headline earnings per share

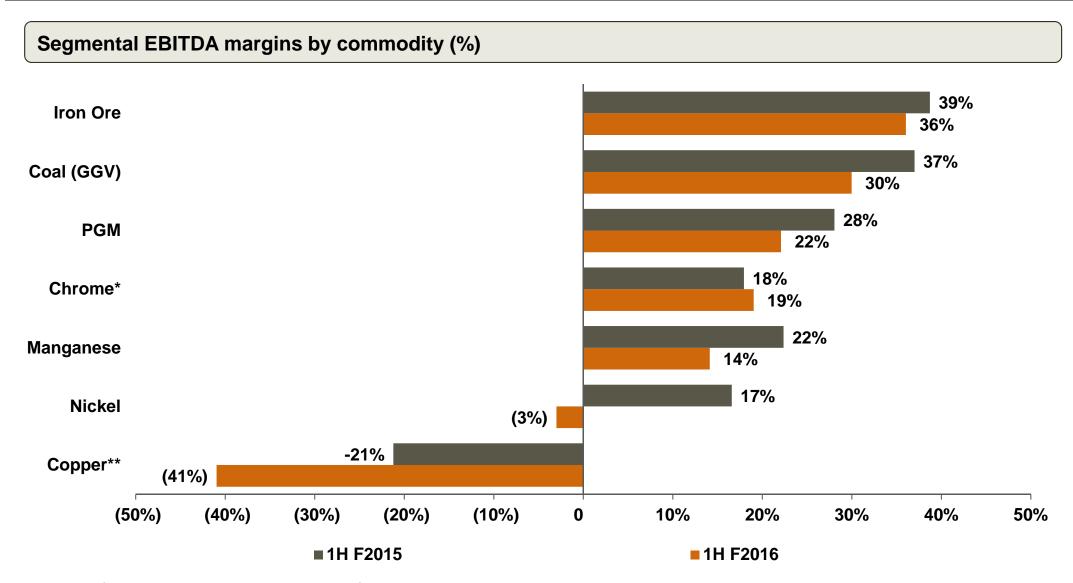


#### **Headline earnings per share (cents)**



### **EBITDA** margins

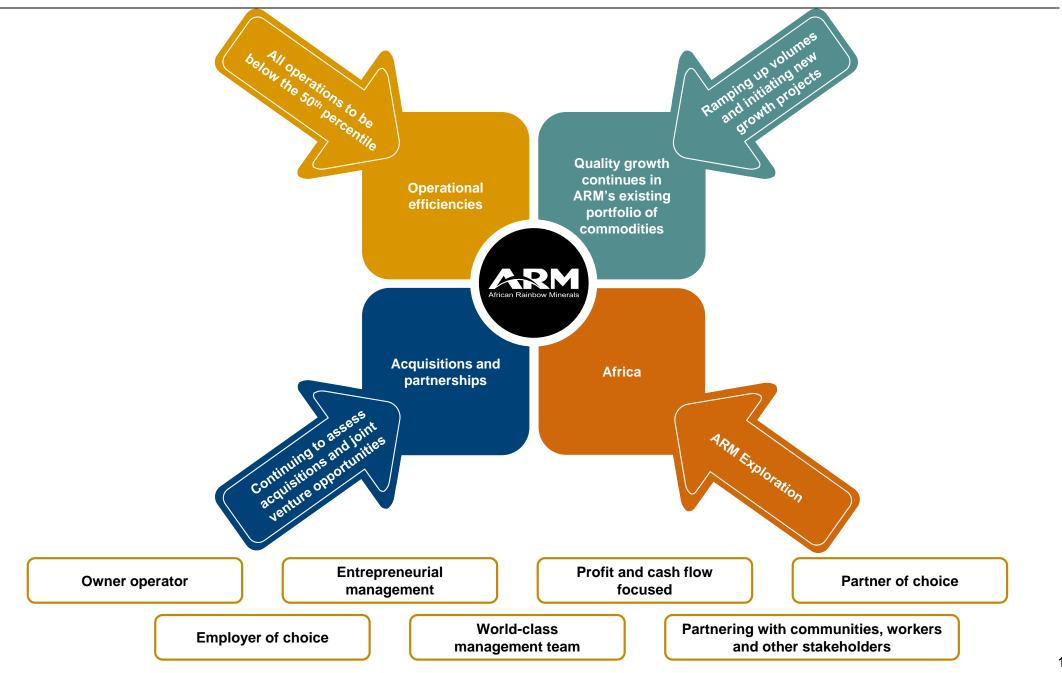




<sup>\*</sup> The Chrome Division includes Dwarsrivier Chrome Mine which is reflected as a discontinued operation under the ARM Ferrous segmental information.

<sup>\*\*</sup> The Lubambe Copper Mine is under review.

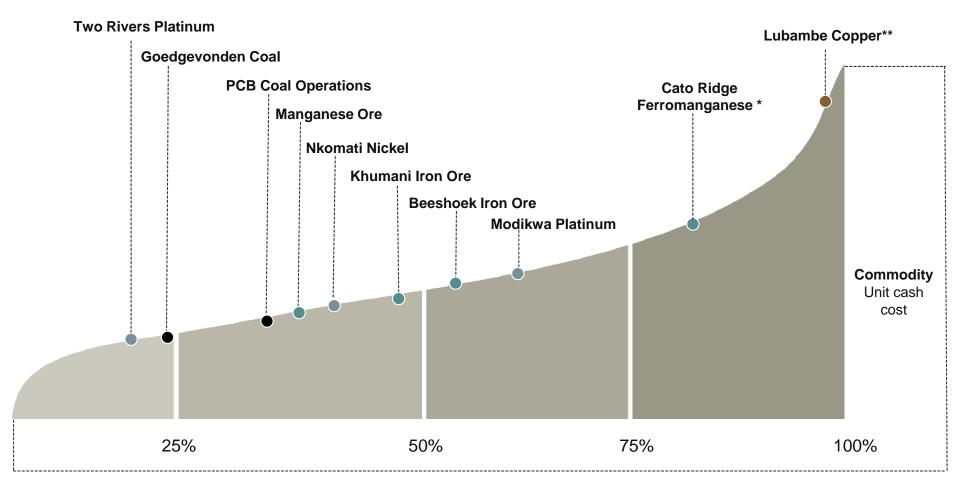
### **ARM** strategy



### **Operational efficiencies**



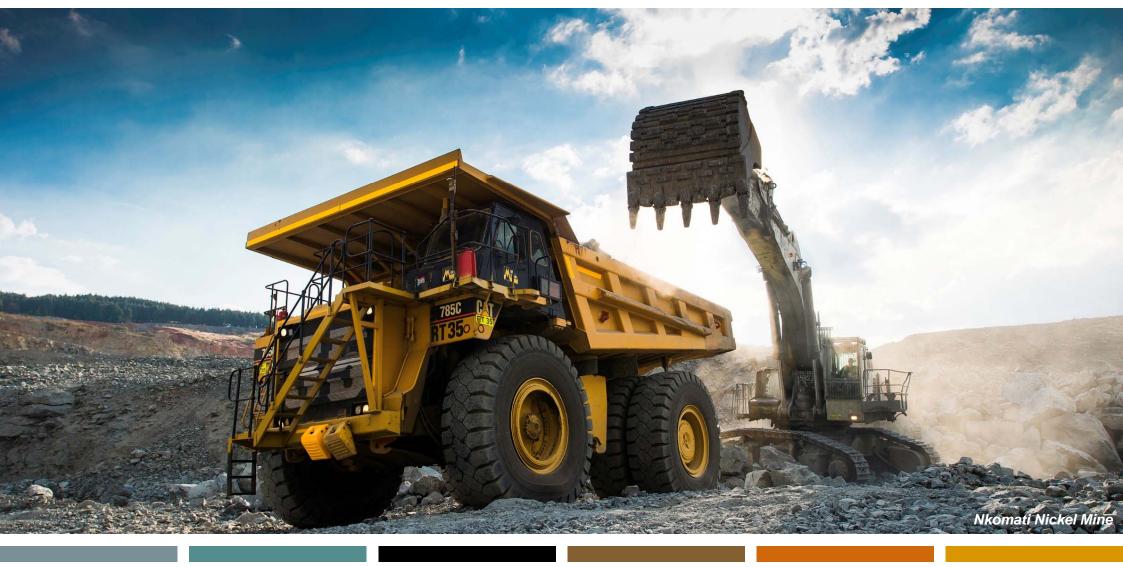
### ARM's objective is to ensure that all operations are below the 50th percentile



Percentile on cost curve (based on cumulative production)

<sup>\*</sup>At the Cato Ridge Ferromanganese operation only three of the six furnaces are operating.

<sup>\*\*</sup> The Lubambe Copper Mine is under review.





# **Operational review**

Mike Schmidt, Chief Executive Officer

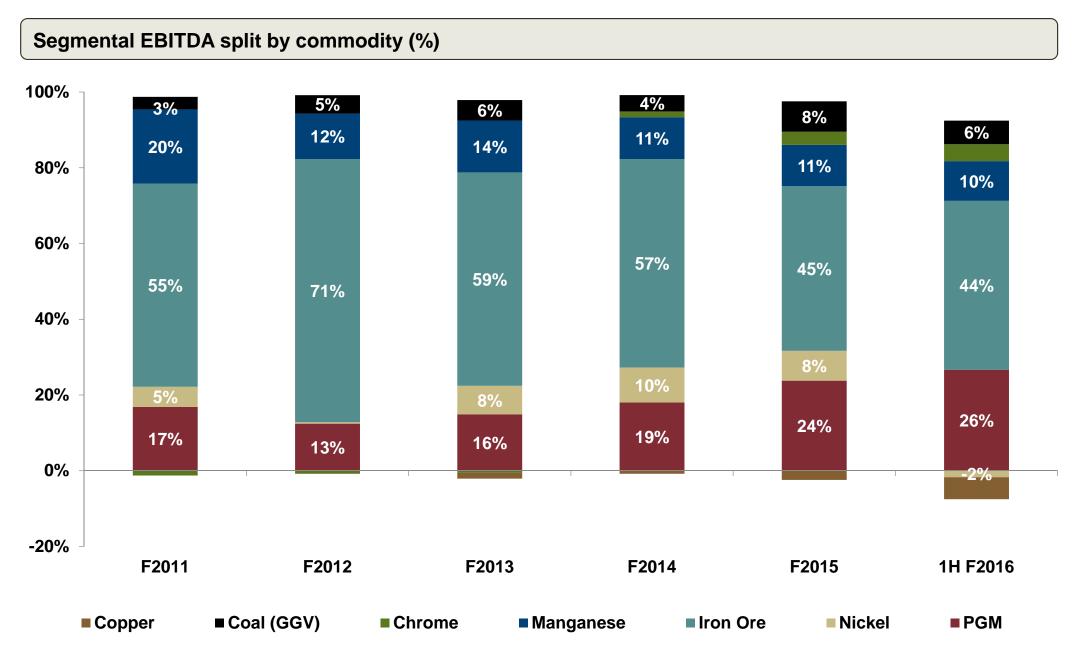
# Headline earnings/ (loss) by operation/ division



	six months ended 31 December		
R million	2015	2014	% change
ARM Platinum	(9)	277	(103)
Two Rivers Mine	155	176	(12)
Modikwa Mine	(47)	-	-
Nkomati Mine	(117)	101	(216)
ARM Ferrous	599	833	(28)
Iron ore division	478	591	(19)
Manganese division	97	236	(59)
Chrome division	39	28	39
Consolidation adjustment	(15)	(22)	
ARM Coal	(129)	(10)	>(250)
Goedgevonden Mine	(24)	58	(141)
PCB Operations	(105)	(68)	(54)
ARM Copper	(275)	(233)	(18)
ARM Exploration	(10)	(40)	75
Gold	-	-	-
Corporate and other	331	199	66
ARM headline earnings	507	1 026	(51)

# Contribution of commodities in our diversified portfolio

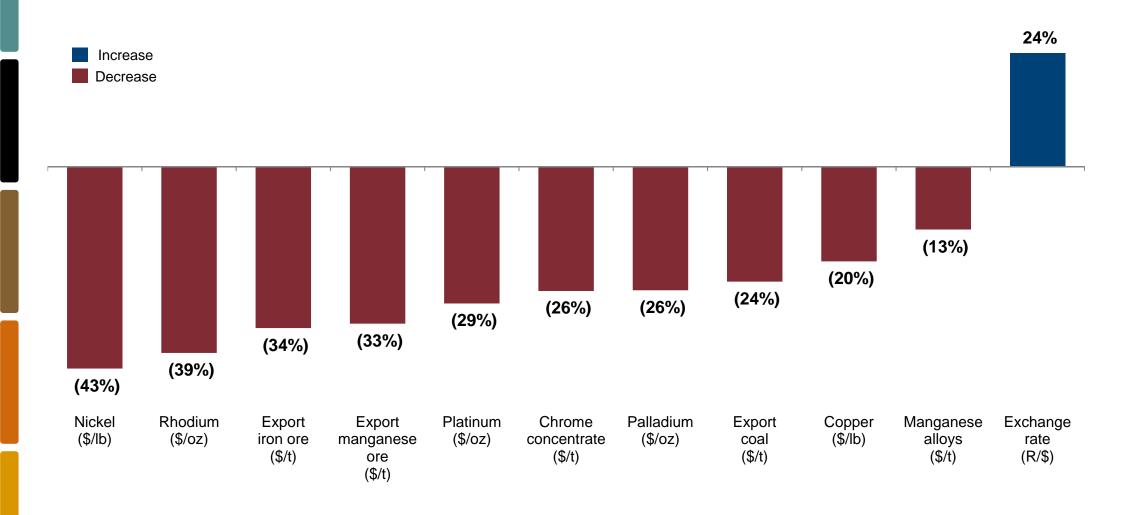




# Changes in average realised US Dollar prices and average exchange rate



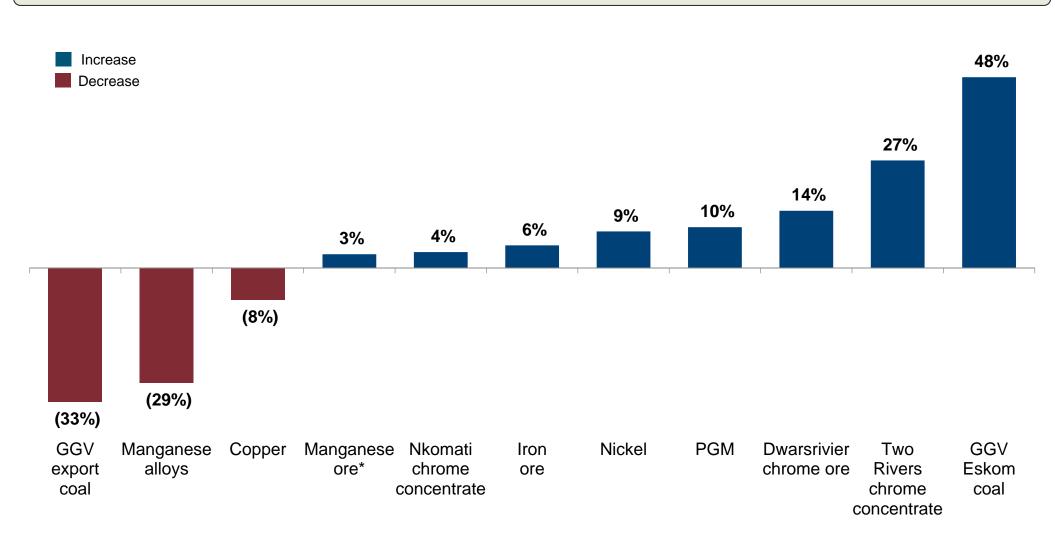
1H F2016 versus 1H F2015 average realised US Dollar prices and average exchange rate changes (%)



# Changes in sales volumes



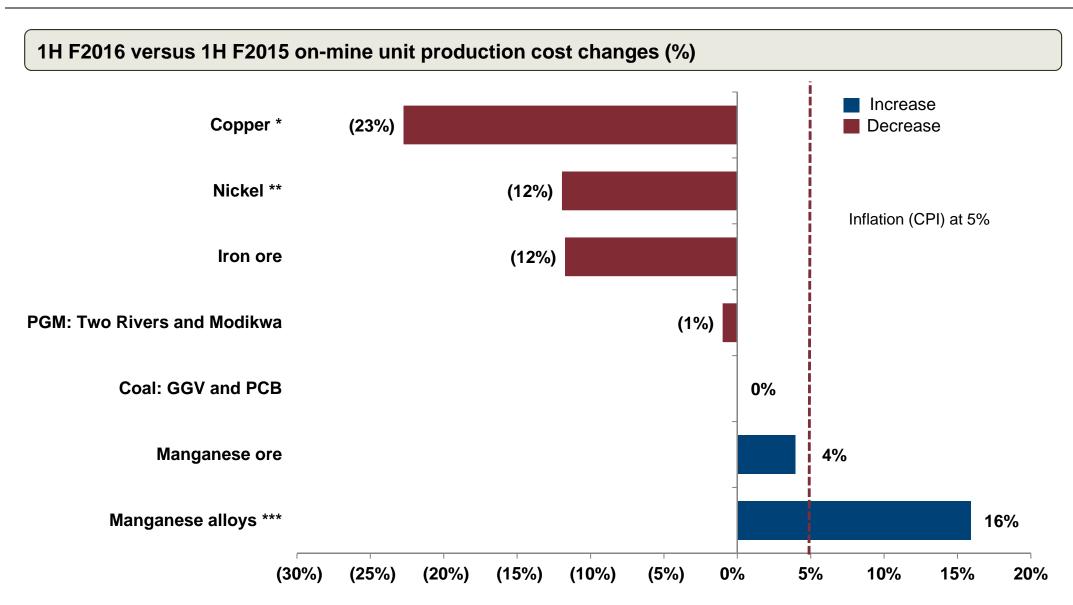
#### 1H F2016 versus 1H F2015 sales volume changes (%)



<sup>\*</sup>External sales only.

# Unit cost changes by commodity





<sup>\*</sup> The change in copper unit costs refers to C1 cash costs on a US Dollar per pound basis.

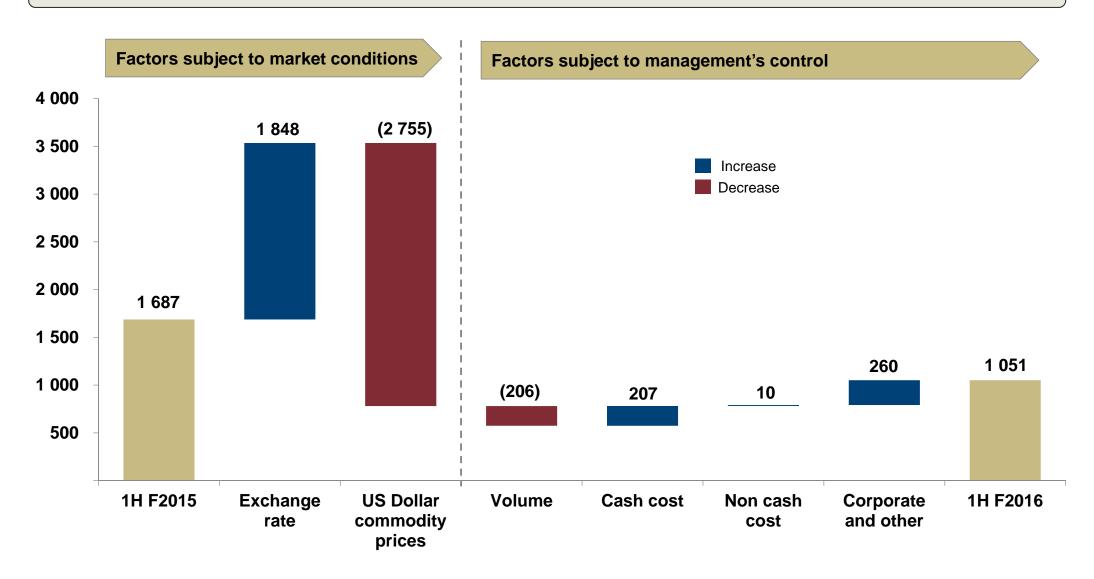
<sup>\*\*</sup> The change in nickel unit cost refers to the C1 unit cash cost net of by-products on a US Dollar per pound basis.

<sup>\*\*\*</sup> Production volumes at the manganese alloy operations were strategically reduced.

# Segmental profit variance analysis



Unaudited profit variance analysis – Profit from operations before special items (R million)



### 1H F2016 unit cash cost by operation



	Unit	Unit Rand Cost	Unit US Dollar Cost*
ARM Platinum			
Two Rivers Mine	per 6E ounce	5 368	394
Modikwa Mine	per 6E ounce	7 970	586
Nkomati Mine	C1 cash cost per pound net of by products	60	4.40
ARM Ferrous			
Iron ore division	per tonne (FOB)**	402	29.55
Manganese ore operations	per tonne (FOB)**	1 216	89.35
Manganese alloy operations	per tonne	10 254	753
ARM Coal			
Goedgevonden Mine	per export tonne (FOB)**	419	30.78
PCB Operations	per export tonne (FOB)**	511	37.57
ARM Copper			
Lubambe Mine	per pound		2.39

<sup>\*</sup>The average R/US\$ exchange rate used to convert the unit Rand costs to US Dollars is R13.61/US\$.

<sup>\*\*</sup> FOB - Free on Board.

### **ARM Ferrous: Iron ore**



The iron ore operations achieved a 12% reduction in on-mine unit costs.

Khumani increased its lumpy yield from 50% to 52%. The mine is targeting a 55% lumpy vield.

The Khumani off-grade plant yield increased by 3% from 60% to 63%.

The Khumani pit design has been optimised thus reducing the life of mine stripping ratio from 2.6 to 1.9. The life of mine is expected to be 23 years after the optimisation.

#### Iron ore operational performance (100% basis)

		1H F2016	1H F2015	% change
Export sales volumes	000 tonnes	6 558	5 999	9
Local sales volumes	000 tonnes	1 362	1 461	(7)
Change in on-mine unit production costs	%	(12)	2	
Capital expenditure	R million	518	710	(27)

#### 62% iron ore fines spot price CIF\* (US\$/t)



### **ARM Ferrous: Manganese ore**



On-mine unit production costs increased by only 4% compared to a 19% increase in 1H F2015.

The Black Rock Mine labour complement was reduced by 750 people.

Further cost saving initiatives are being implemented which are expected to positively impact costs in the second half of the financial year.

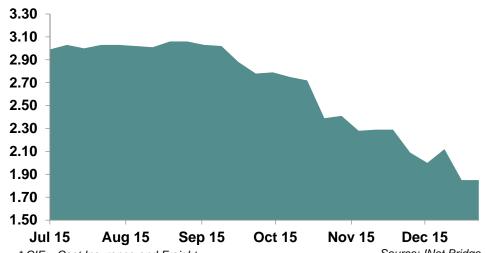
The upgrade of the Nchwaning 2 Shaft is progressing on schedule. Sales volumes will be maintained from stockpiles during the four months of the shutdown.

#### Manganese ore operational performance (100% basis)

		1H F2016	1H F2015	% change
Export sales volumes	000 tonnes	1 433	1 383	4
Local sales volumes*	000 tonnes	38	39	(3)
Change in unit production costs	%	4	19	
Capital expenditure	Rm	1 047	832	26

<sup>\*</sup> Excluding intragroup sales

#### 44% manganese ore spot prices CIF\* Tianjin (US\$/mtu)



### **ARM Ferrous: Manganese alloys**



Sales volumes have been reduced as a result of a decision to close down uneconomical furnaces.

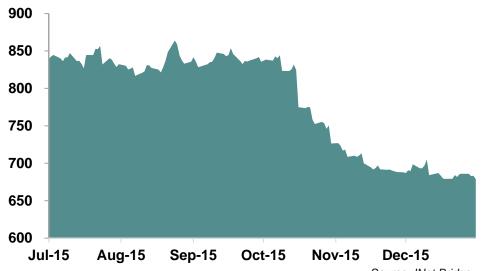
The only production remaining at Machadodorp Works is the recovery of ferrochrome from the slag dump, which has 18 months left.

The Sakura Ferroalloys Project starts hot commissioning in March 2016.

#### Manganese alloys operational performance (100% basis)

		1H F2016	1H F2015	% change
Sales volumes	000 tonnes	80	112	(29)
Change in unit production costs	%	16	4	
Capital expenditure	Rm	2	17	(88)

#### 78% Ferromanganese spot price (US\$/t)



Source: INet Bridge

### **ARM Platinum: PGM**

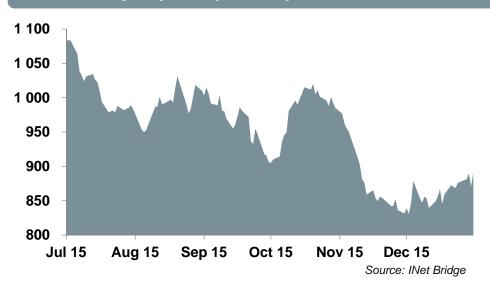


Good unit cost control was achieved at the Modikwa and Two Rivers mines.

Modikwa Mine production volumes and unit costs are improving steadily.

A continuous improvement in efficiencies is expected from Modikwa Mine.

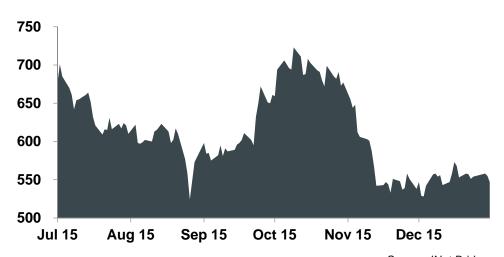
#### Platinum spot price (US\$/oz)



#### **PGM** operational performance (100% basis)

		1H F2016	1H F2015	% change
Production	000 oz	437 207	396 813	10
Modikwa cash cost	R/oz 6E	7 970	8 029	(1)
Two Rivers cash cost	R/oz 6E	5 368	5 376	-
Capital expenditure	Rm	376	574	(34)

#### Palladium spot prices (US\$/oz)



Source: INet Bridge

# **ARM Platinum: Modikwa Mine restructuring**



North 1 Shaft is performing well and commissioned two new operating levels with conveyor belts.

Equipping of South 2 Shaft is accelerating and is expected to commission in May 2016.

Mining at South 1 Shaft will be phased out over time and the labour will be redeployed to South 2 Shaft.

Annual production of 330 000 6E PGM ounces is targeted by F2017 at unit production costs of approximately R1 150 per tonne milled.

### **ARM Platinum: Nkomati Mine**



All underground mining was stopped in December 2015.

Waste stripping has been reduced for four months starting in December 2015. The reduced waste stripping will not affect the milling profile.

Labour costs are being reduced and non-core contracts have been terminated. A process is underway to reduce the Nkomati Mine labour complement.

#### Nickel C1 cash costs net of by-products

		1H F2016	1H F2015	% change
On-mine cash cost	US\$/lb	4.54	6.07	(25)
Off-mine cash cost	US\$/lb	2.78	2.56	9
By-product credits	US\$/lb	(2.92)	(3.63)	(20)
C1 cash cost net of by-products	US\$/lb	4.40	5.00	(12)
On-mine unit cost	R/t milled	313	291	8
Off-mine unit cost	R/t milled	228	181	26
Total unit cost	R/t milled	540	473	14

#### Nickel spot price (US\$/t)



Source: INet Bridge

### **ARM Coal: GGV and PCB**



GGV Mine reduced production volumes due to oversupply in the seaborne market and mining through a lower seam width area.

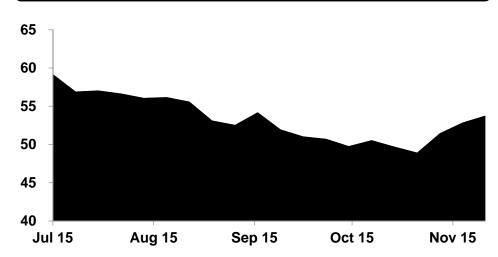
More thermal coal is being sold to India and North Africa which are able to take lower quality coal.

The Tweefontein Optimisation Project has been commissioned and is expected to reach the steady state production rate by the end of F2016.

#### **GGV and PCB operational performance (100% basis)**

		1H F2016	1H F2015	% change
Total export sales volumes	Mt	8.93	8.93	-
Total Eskom sales volumes	Mt	2.44	2.09	17
GGV on-mine saleable cost	R/t	215.50	189.10	14
PCB on-mine saleable cost	R/t	293.20	341.23	(14)

#### Thermal coal spot price FOB Richards Bay (US\$/t)



Source: INet Bridge

### **ARM Copper: Lubambe Mine**



A number of plans for the way forward for the mine are being evaluated to reduce cash requirements from the partners and preserve its resource value.

An attributable impairment of R1 404 million was recorded mainly as a result of a revision to:

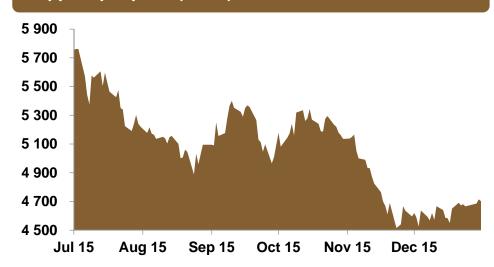
- (i) the short to medium term copper price outlook;
- (ii) the mining plan; and
- (iii) the discount rate used in the valuation of the Lubambe Mine.

Most expatriate contracts at Lubambe Mine have been terminated.

#### **Lubambe Mine operational performance (100% basis)**

		1H F2016	1H F2015	% change
Milled tonnes	000t	715	860	(17)
Mill head grade	% Cu	2.00	1.83	
Concentrator recovery	%	81.1	80.0	
Copper produced	tonnes	11 711	12 563	(7)
Copper sold	tonnes	11 714	12 718	(8)
C1 cash cost	US\$/lb	2.39	3.11	(23)

#### Copper spot price (US\$/t)



### **ARM Copper: Lubambe Mine**



From March 2016 tonnes milled will be reduced to 80 000 tonnes per month yielding 14 000 tonnes of copper per annum for 2-3 years.

All ramp waste capital development has been stopped.

The mine's labour complement has been reduced.

Mine ramp up to full production is expected to commence in F2019 and reach full production in F2021 depending on the copper market.

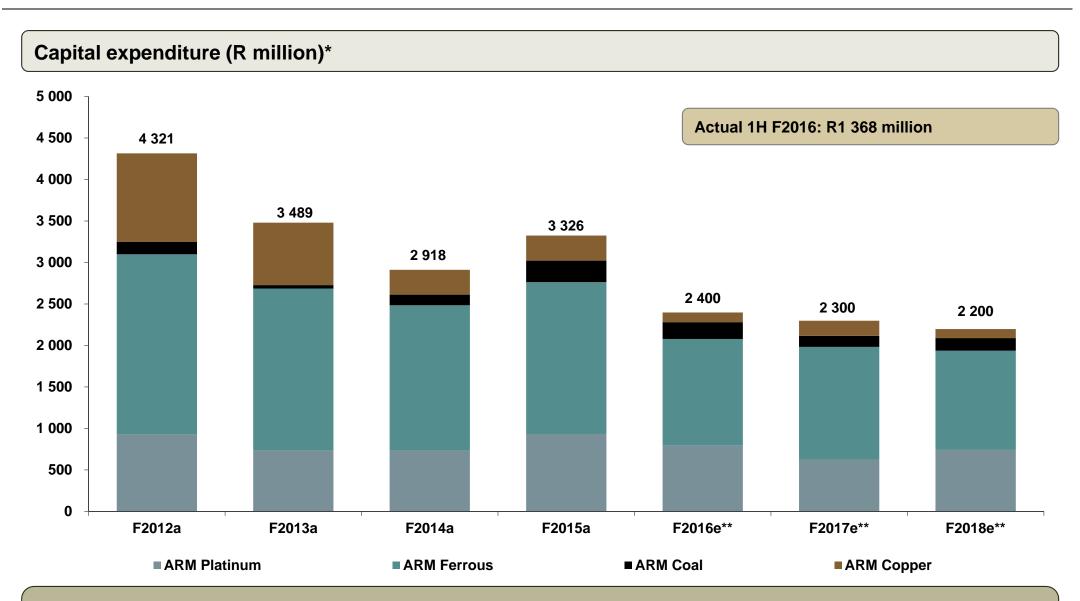
# Net debt to equity ratio



R million	31 December 2015	31 December 2014	30 June 2015
Short-term borrowings	(1 357)	(1 557)	(1 371)
Long term borrowings	(2 767)	(2 363)	(2 511)
Total gross borrowings	(4 124)	(3 920)	(3 882)
Cash and cash equivalents	1 444	1 976	2 257
Net debt	(2 680)	(1 944)	(1 625)
Net debt to equity ratio	10.9%	7.0%	6.0%
Attributable cash and cash equivalents at ARM Ferrous	2 036	2 473	2 471

# Capital allocation: segmental analysis





<sup>\*</sup> Capital expenditure includes (i) deferred stripping at Nkomati and Khumani mines, (ii) Eskom sub-station as a finance lease at Nkomati Mine (iii) financed fleet replacement and sustaining capital expenditure but excludes the Sakura Ferroalloys Project.

<sup>\*\*</sup> The forecasted capital expenditure for F2016 to F2018 is an estimation based on approved projects and projects under consideration.





# Thank you

We do it better