

## **Alumina Limited** 2011 Full Year Result

**John Bevan Chief Executive Officer** 

**Chris Thiris Chief Financial Officer** 

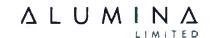


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## Stronger 2011 financial performance

#### **Alumina Limited**

- NPAT \$127m, +266%
- Underlying earnings \$128m, +249%
- Final dividend of 3¢ per share
- Full year dividend of 6¢ per share fully franked

AWC Performance								
US\$m	2011	2010	2009					
Underlying Earnings	128	37	0.3					
NPAT	127	35	(24)					
Total Dividend (US cps)	6	6	1.8					

#### **AWAC**

- Improved 2011 performance:
  - Net Profit after Tax \$470m, +40%
- AWAC dividends to Alumina Limited \$232m
- 2H headwinds of strong A\$ and falling commodity prices lower 2H performance

AWAC Performance							
US\$m	2011	2010	2009				
Revenue	6,667	5,456	4,078				
EBITDA	1,074	803	410				
Dividends Paid	579	587	335				

### **Highlights and Outlook**

### Improved 2011 performance

2011 financial performance an improvement, notwithstanding substantial headwinds

### Alumina pricing structure change beneficial

- Structural pricing change driving margins upstream
- Alumina spot/index pricing realised equivalent to 14.3% 16.7% of LME cash price (vs 13.4% average industry linkage rate\* in 2010)
- Progress on contract conversion with 40% of sales traded on spot/index by end 2012

### AWAC positioned low on the alumina industry cost curve

 Record 15.7mt of alumina produced in 2011, with flexibility to change production to meet demand

### Cautious approach to macro-economic uncertainty

- Significant pressure from weak aluminium prices in early 2012, rising input prices and appreciating A\$
- Aluminium demand forecast to grow 5-7% in 2012, despite slowing global
   GDP







### **2011 Performance**

**Chris Thiris Chief Financial Officer** 



## **AWAC** results at a glance

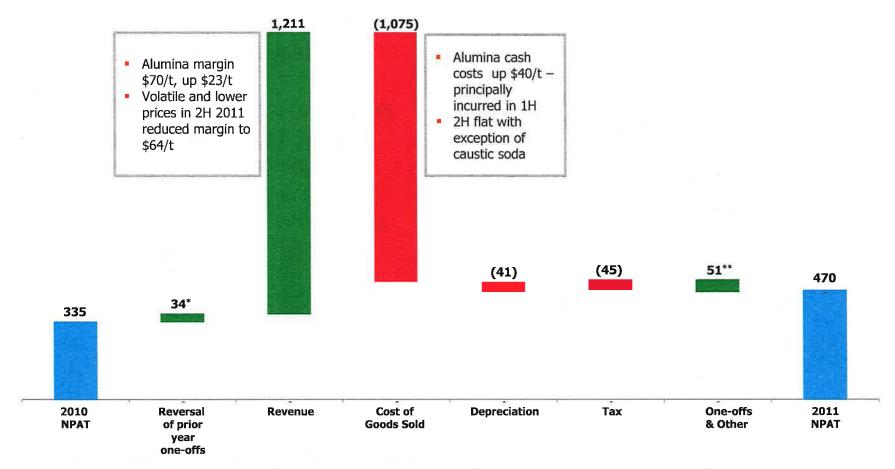
- Improved performance:
  - Revenue +22%
  - EBITDA +34%
  - NPAT +40%
- Margin assisted by structural pricing change
- Cash expense pressures:
  - Higher input costs
  - US\$ weakness/A\$ strength
- Second half impacted by global uncertainty

AWAC*								
US\$m	FY11	FY10	Change					
Sales revenue	4,145	3,452	+20%					
Related party revenue	2,522	2,004	+26%					
Total Revenue	6,667	5,456	+22%					
COGS and operating expenses	(5,459)	(4,523)	+21%					
Depreciation and Amortisation	(466)	(425)	+10%					
Other	(133)	(136)	-2%					
Total Expenses	(6,058)	(5,084)	+19%					
Profit before Tax	609	372	+64%					
Income Tax	(139)	(37)	+276%					
Net Profit after Tax	470	335	+40%					

<sup>\*</sup> US GAAP basis



### **AWAC Profit & Loss**

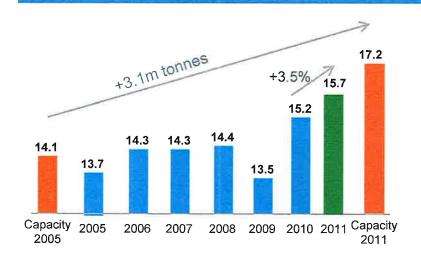


- **Reversal of prior year one-offs:** \$80m Brazil commissioning and start-up costs, \$14m write-off for fluoride assets at Point Comfort, \$45m loss on end of period balance sheet revaluations and \$105 Brazil tax credit
- One-offs and other includes: \$14m DBP equity profit, \$43m gain on sale of Australian farm assets, \$47m Brazil tax credit, \$9m loss on end of period balance sheet revaluations, \$14m loss on smelter restructuring costs, \$20m provision for remediation costs in St Croix



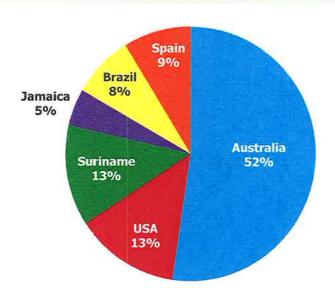
## **AWAC 2011 alumina production**

### 2011 Alumina Production (mt) +3.5%



- Record Alumina production of 15.7 million tonnes in FY11 (+3.5%)
- Extra shipments accounted for 10% of the revenue increase
- Majority of increase from Brazil
- Australian refineries operated at or near capacity

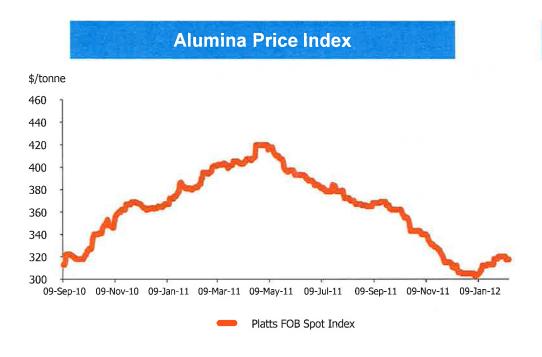
### **AWAC Nameplate Capacity by Region**



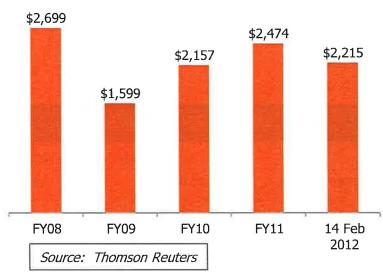
 Nameplate production capacity of 17.2 million tonnes



### **AWAC 2011 pricing**



### LME Aluminium Reference Value by Year\*\*



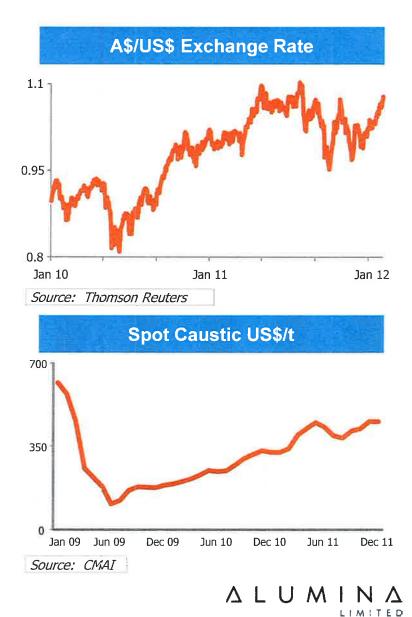
- Average AWAC alumina realised prices in 2011: +22%
- Converted 20% of sales to index/spot basis
- AWAC price (including conversions to index/spot) accounted for 90% of revenue increase
- Feb 2012 LME pricing remains below 2011 average



<sup>\*\*</sup> Note: FY11 value reflects a sales pricing period from November 2010 to October 2011 as 3 month LME is lagged by 2 months

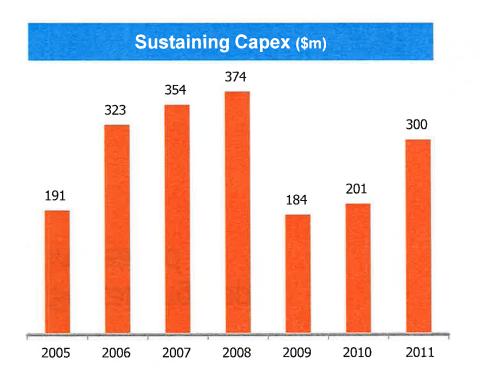
### **AWAC** alumina cash costs

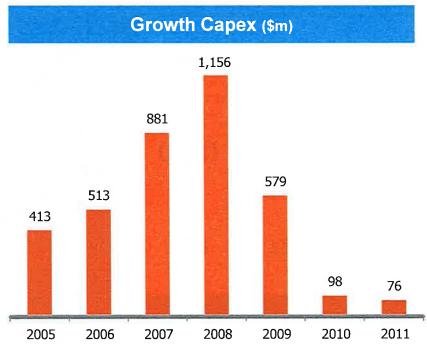
- Cash production costs up \$40 per tonne
- \$18 per tonne on increase from FX changes
- Alumina input cost increases\*:
  - Oil +\$6/tonne (Brent prices +34% in 2011)
  - Bauxite \$4/tonne
  - Caustic +\$3/tonne (spot prices up 61% in 2011)
  - Other including labour, contractor and maintenance
- Cost increases principally incurred in the first half



\* Per tonne of alumina

### **AWAC** capex changes in 2011





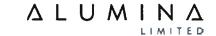
- Majority of \$300m in 2011 was spent in Australia
- Once in ten year move of Australian crusher commenced in 2011, with 4 year project span
- 2011 spend mainly for completing Brazil
- Excludes equity injection for Saudi joint venture (Ma'aden)

### **AWAC** free cash flow

- Cash from operations up 2%, affected by delayed shipments
- Sustaining capex increased

	AWAC		
US\$m	FY11	FY10	Change
Cash from operations	739	724	+2%
Capital expenditure	(392)	(298)	+31%
Free cash flow*	347	426	-19%

<sup>\*</sup> Free cash flow defined as cash from operations less capital expenditure



## **AWC reflects AWAC performance**

- AWC's performance improved in 2011
- Corporate costs:
  - \$1.7m of \$2.6m increase
     due to A\$ strength against
     US\$
  - Excluding FX, corporate costs up 6%
- Finance costs reduced due to lower average gross debt

AWC							
US\$m	FY11	FY10	Change				
Equity Share of AWAC Underlying PAT	174	87	+101%				
Corporate Costs	(17)	(15)	+18%				
Finance Costs	(28)	(39)	-26%				
Other & Tax	(1)	4	-120%				
Underlying Earnings	128	37	+249%				
Retirement benefit obligation, AWAC	(61)	(8)	N/A				
Embedded Derivative, AWAC	60	6	N/A				
Net Profit After Tax	127	35	+266%				

### **AWC free cash flow**

- Dividends received in line with 2010
- Investments in associates in 2011:
  - Brazil capex
  - Spanish equity injection to replace shareholder loans

	AWC		
US\$m	FY11	FY10	Change
Dividends received	232	234	-
Costs	(44)	(43)	-
Other	8	10	-20%
Cash from Operations	196	201	-2%
Payments for Investments in Associates	(149)	(148)	-
Free Cash Flow*	47	53	-11%

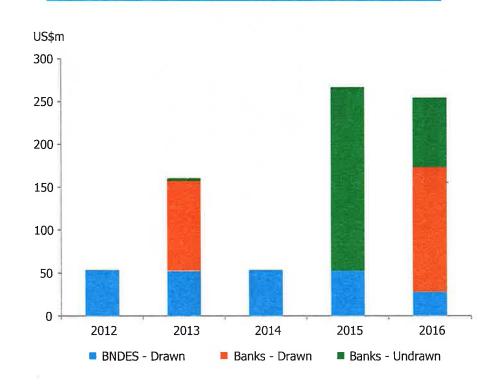
<sup>\*</sup> Free cash flow defined as cash from operations less capital expenditure



## **Balance sheet carefully managed**

- Net debt of \$472m
- Gearing 14.1%
- No debt facilities expire until November 2013
- BNDES facility amortises at approximately \$53m per annum
- \$295m undrawn committed facility available

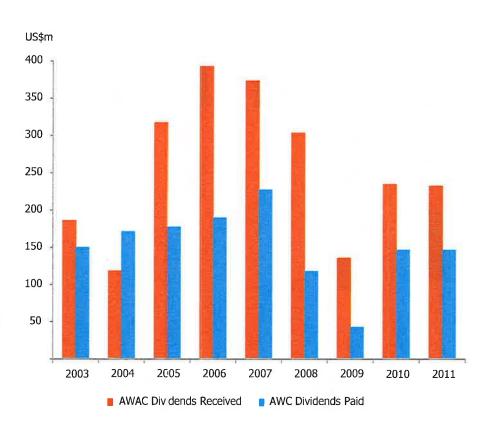
### **AWC Debt Maturity Profile**





### **Alumina Limited dividends**

- Generally the Board intends, on an annual basis, to distribute cash from operations after debt serving and corporate cost commitments have been met
- Dividends will be fully franked for the foreseeable future
- Under this policy, AWC will pay out 75% of 2011 cash from operations





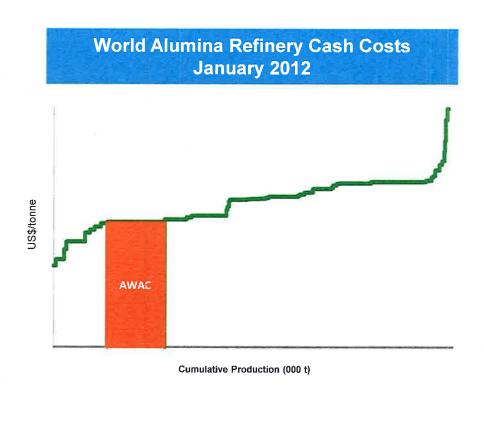


### **Market & Outlook**

John Bevan
Chief Executive Officer

## AWAC – global leader in bauxite and alumina

- Largest bauxite miner
  - Produces approx 40mtpa
  - Long life mines and leases
  - Juruti operating well above design
- Largest seller to the third party alumina market
  - Capacity 17.2mtpa
  - Brazil at nameplate capacity
  - Ma'aden under construction
  - Low cost reflecting proximity to bauxite

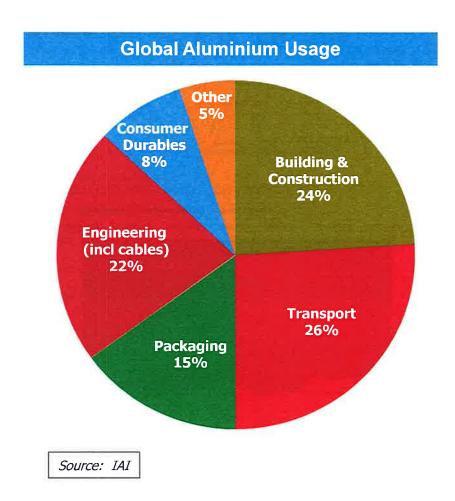


Source: CRU



## Aluminium demand to grow by 5-7% in 2012

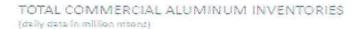
- 5-7% aluminium growth forecast in 2012
  - stronger than most metals
- China/India's growth continues
  - driven by urbanisation
- Developed world driven by lightweighting of vehicles using aluminium and infrastructure renewal
- Construction volume remains weak in developed world
- European demand weak, US market firming

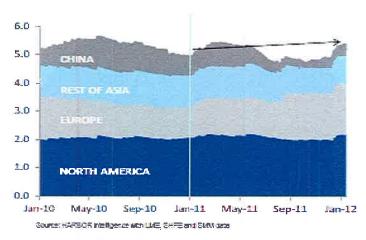




### **Current aluminium market conditions**

- Stocks remain steady
  - premiums weaker but above long term average
- Prices fell in the second half of 2011 due to unprecedented speculative selling despite physical demand growing in 2011 and slight deficit
- Supply curtailments announced as pricing put many smelters cash negative
- Chinese smelters curtailing as Chinese prices fall





LME 3M ALUMINUM PRICES VS OPEN INTEREST



Source: HARBOR Intelligence



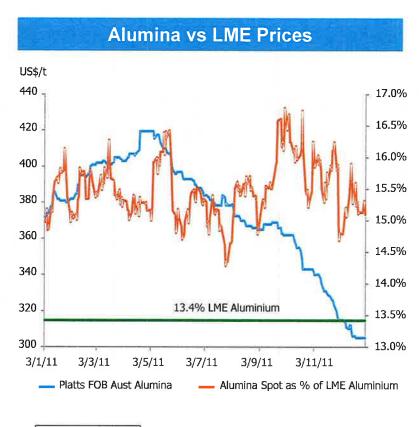
## **Point Henry Review**

- Internal review of future viability of AWAC's Point Henry smelter announced on 8 February 2012
- Metal prices, input costs and exchange rates result in Point Henry's unprofitability



## Alumina spot prices reflect fundamentals

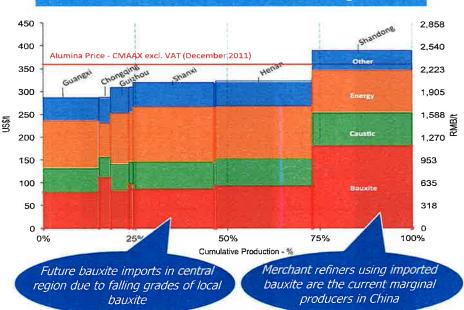
- Spot prices have trended above long term LME-linked contract pricing throughout 2011\*
- Platts index reflected a range of 14.3% to 16.7% of aluminium prices
- In 2011 AWAC converted 20% of third party SGA sales to alumina index/spot
- By year end 2012, approx 40% of AWAC third party SGA sales will be on index/spot

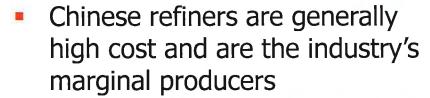


Source: Platts

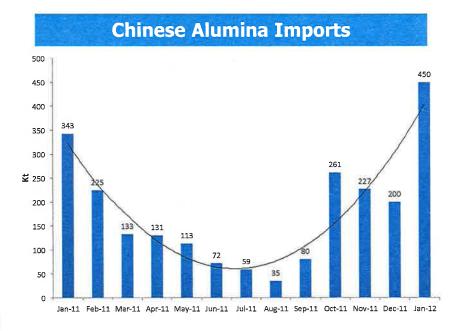
## Chinese marginal producers continue to influence global prices

#### **Chinese Alumina Cost Curve 4Q 2011**





 Chinese production, costs and imports will continue to influence global alumina pricing

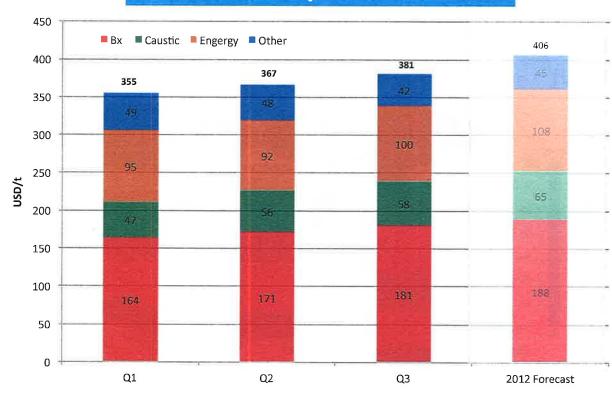


 Imports into China grow as pricing arbitrage opens up and marginal production curtails



## Rising Chinese costs will underpin global prices

#### **Coastal Refinery Cost Movements**



- Costs are rising in Shandong Province
- Bauxite costs are key driver
- New refineries being built

#### **2012 Assumptions**

#### Bauxite: (UP)

- 1. FOB prices up by 20%
- 2. Domestic ore prices up by 15%
- 3. Bauxite efficiency gains
- 4. Imported bauxite grades deteriorate

#### Energy: (UP)

- 1. Electricity price up by RMB 0.03/kWh  $(\sim 6\% = \sim US\$5/MWh)$
- 2. Consumption stable
- 3. Coal price is going up

#### Caustic: (UP)

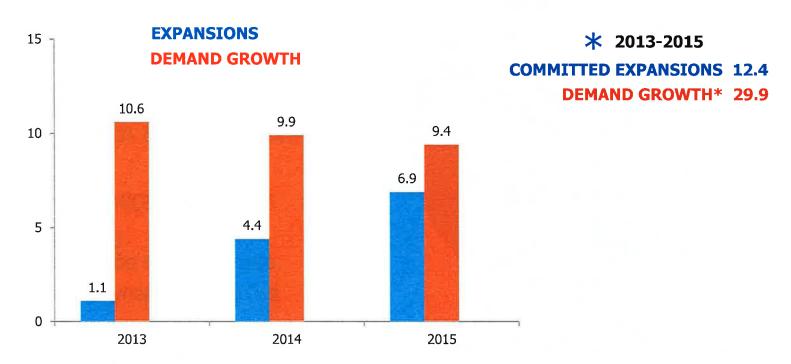
- 1. Price up by 5%, triggered by energy price increase
- 2. Consumption up as bauxite grades fall

#### Other: (STABLE)

- 1. Labour productivity up
- 2. Labour cost up
- 3. Packaging, lime, consumables stable
- 4. Assume RMB not revalued

## Beyond 2012, planned new alumina capacity is low

Alumina Committed Expansions vs Expected Demand Growth\*
(mt)



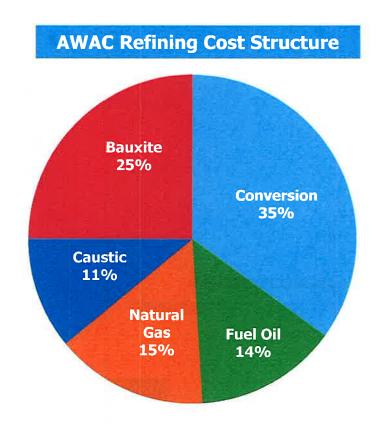
New capacity over next 3 years may not meet forecast demand growth

A L U M I N A

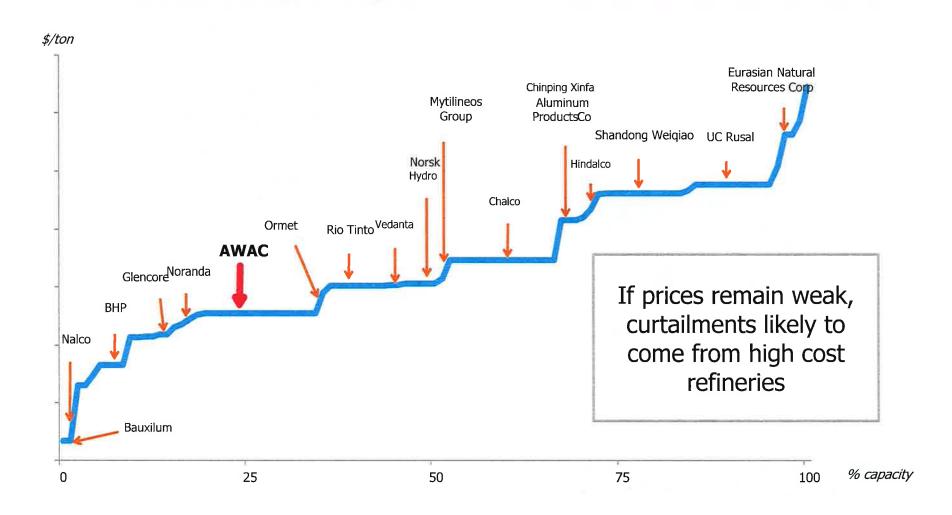
<sup>\*</sup> Expressed in tons of alumina needed to satisfy each year's aluminum demand growth

## **Costs – looking forward**

- Over 55% of AWAC production is in Australia
  - most costs in Australia are in A\$
  - in 2011, average exchange rateA\$1 = US\$1.03
- Caustic soda costs are above 2011 average
  - driven by energy prices and supply disruption
  - stays in storage for 3-6 months
- Strong focus on productivity throughout AWAC



### AWAC remains low on global alumina cost curve



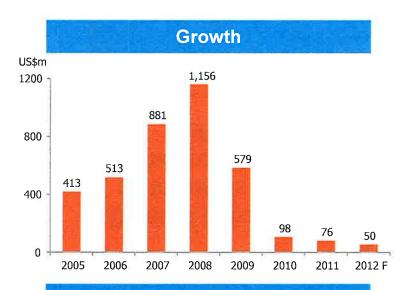
Global metallurgical alumina refining output cash cost curve by company 4Q 2011

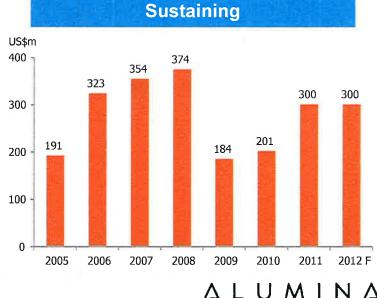


## **AWAC** capex limited to 2011 levels

- Growth capex is limited, mainly for finishing Brazil
- Forecast growth capex \$50m
- Equity injection for Saudi Project (Ma'aden) expected to be \$190m for 2012 for AWAC

- Sustaining capex varies from year to year, based on management priorities and will be prioritised during the year
- Forecast sustaining capex \$300m
- Crusher move in Australia commenced
- Base amount relates to construction of residue storage areas
- Sustaining capex is generally funded by operating units before dividend distribution





### **2012 AWAC Guidance**

- Sensitivities to LME and AUD provided in Appendix 1
- LME sensitivity applicable only to tonnes sold on linkage, aluminium tonnes, and Alcoa purchase price
- Current production target 15.9 million tonnes of alumina, but will be adjusted to meet demand

### **Summary**

### Improved 2011 performance

 2011 financial performance strong, notwithstanding substantial headwinds

### Pricing progress

evolution of pricing change a major step forward

### Outlook

 cautious on 2012 because of currency, pricing and input cost risks

### Global leader

 AWAC remains the global leader in bauxite and alumina, with production flexibility and position low on the industry cost curve



### **Alumina Limited** 2011 Full Year Result

**John Bevan Chief Executive Officer** 

**Chris Thiris Chief Financial Officer** 





## **Appendix 1: AWAC Sensitivities**



### **AWAC** profit sensitivities include

- Based on two key variables for 2012
  - LME: +/- \$100 per tonne = +/- \$102m profit before tax,
     keeping everything else constant
  - USD/AUD: +/- 1 cent = -/+ \$19m profit before tax,
     keeping everything else constant
- 2011 averages were
  - LME: \$2,422 per tonne
  - A\$1 = US\$1.03
  - Assumes 2012 production of 15.9m tonnes
     (2011: 15.7m tonnes)



## Appendix 2: AWAC Assets



### **AWAC Bauxite Mines & Leases**(1)

Active Bauxite Mines	Huntly & Willowdale Australia	MRN Brazil	Juruti Brazil	CBG Guinea	Manchester Plateau Jamaica	Suriname Mines
Ownership	AWAC 100%	AWAC 9.6%	AWAC 100%	AWAC 23%	AWAC 55%	AWAC 100%
Expiration/ renewal date of mining rights	2045	2046	Refer Note <sup>(2)</sup>	2038	2042	2033 <sup>(3)</sup>
Area available to mine/exploration	7,000 square km	39,382 hectares	30,000 hectares	2,360 square km	10,761 hectares	4,286 hectares
Approx average per cent available alumina <sup>4</sup>	33%	49%	47%	51%	41%	45%

Other Bauxite Interests	Cape Bougainville	Mitchell Plateau	Arnhem Land	Juruti	East Trelawny	Suriname Mines	Az Zabirah
Location	Australia	Australia	Australia	Brazil	Jamaica	Suriname	Saudi Arabia (25.1% AWAC)
Area available for exploration	9,000 hectares	186,000 hectares	1,930 square km (exploration lease application)	180,000 hectares	31,400 hectares	19,063 hectares	14,700 hectares

<sup>(1)</sup> This page contains general information only in relation to AWAC's bauxite assets. For further details, refer to Alumina Limited's 2010 Form 20-F

<sup>(2)</sup> Mining rights available until exhaustion of deposit

<sup>(3)</sup> Caramacca mine rights expire in 2012

<sup>(4)</sup> The calculation of available alumina grades has not been prepared in accordance with the Australasian Code for reporting of exploration results, mineral resources and ore reserves. The amount of available alumina is based on exploration and analysis of samples performed over a period time

### **AWAC Alumina Refineries**

Country	Facility	Owners (%) of ownership where not 100% AWAC) <sup>(1)</sup>	Name Capacity <sup>(2)</sup> (MTPY)	AWAC Share (MTPY)
Australia	Kwinana Pinjarra Wagerup	AWAC	2.2 4.2 2.6	2.2 4.2 2.6
Brazil	Alumar	Rio Tinto Alcan Inc (10%) Aluminio (15%) BHP Billiton (36%) AWAC (39%)	3.5	1.4
Jamaica	Jamalco	AWAC (55%) Alumina Production Ltd (Government of Jamaica) (45%)	1.5	0.8
Spain	San Ciprian	AWAC	1.5	1.5
Suriname	Suralco	AWAC	2.2	2.2
US	Point Comfort	AWAC	2.3	2.3
Total			20.0	17.2

<sup>(1)</sup> All assets owned 100% by AWAC, except for Alumar (AWAC 39%) and Jamalco (AWAC 55%)

<sup>(2)</sup> Nameplate capacity is an estimate based on design capacity and normal operating efficiencies and does not necessarily represent maximum possible production





## Appendix 3: Relating Alcoa's Results to AWC



## **AWC underlying earnings vs Alcoa** reported minority interest\*

Reconciliation update against Alcoa minority interest

	2H 2011	1H 2011	2H 2010	1H 2010
Alcoa Minority Interest (US GAAP)	\$81m	\$113m	\$82m	\$56m
Accounting Adjustments (IFRS)1:				
Foreign Tax Differences	(\$9)m	(\$10)m	(\$42)m	
Inventory (LIFO to FIFO)	\$3m	\$1m	(\$8)m	(\$2)m
Other	(\$2)m	\$1m	\$4m	(\$4)m
Alcoa Adjusted Minority Interest (IFRS)	\$73m	\$105m	\$36m	\$50m
Alumina Underlying Earnings (pre funding and corporate costs) <sup>2</sup>	\$71m	\$103m	\$38m	\$49m

<sup>\*</sup> Alcoa Inc quarterly financial reports include net profit attributable to non-controlling interests (minority interests). Minority interests include Alumina Limited's 40% equity share of AWAC

<sup>2.</sup> Alumina's share of net profit of associates accounted for using the equity method (before its own costs), adjusted for certain non-cash items to arrive at underlying earnings

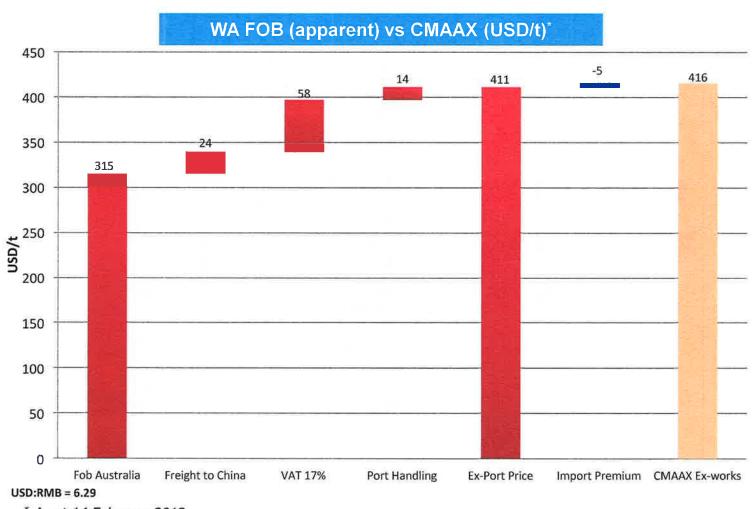


<sup>1.</sup> Net adjustments to arrive at underlying earnings



# Appendix 4: Pricing Index Comparisons

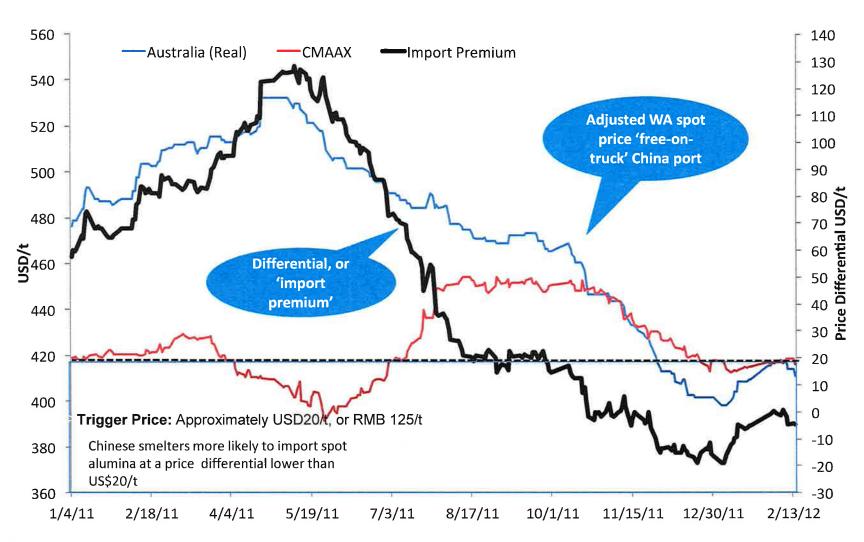
## **Converting FOB WA price to Chinese port** prices



\* As at 14 February 2012



## Adjusted spot alumina import prices\*



<sup>\*</sup> Platts FOB Australia prices have been adjusted to reflect a Chinese port price

