

# FINANCIAL RESULTS RELEASE

*Half-Year Ended 31 January 2014*

25 March 2014



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GROUP

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# AGENDA

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- Overview
- Sustainability
- Operations and Financial Summary
- Cost Management
- Community & Social Responsibility
- Thermal Coal Markets
- Coal Projects
- Oil and Gas
- Outlook

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# OVERVIEW



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# OVERVIEW

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- Most challenging coal market environment since the GFC
- AUD:USD remains high even though Australian terms of trade have declined
- Profit after tax totals \$22.7 million; \$7.3 million from coal mining and logistics; and \$15.4 million from treasury and investments
- Sales volumes have increased
- New Hope is well positioned to take advantage of growth opportunities
- Management is focused on sustainably reducing operating costs
- Maintain social licence to operate as an active contributor to the regions in which we operate

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# SUSTAINABILITY



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# FOCUS ON SUSTAINABILITY

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To have a successful coal business:

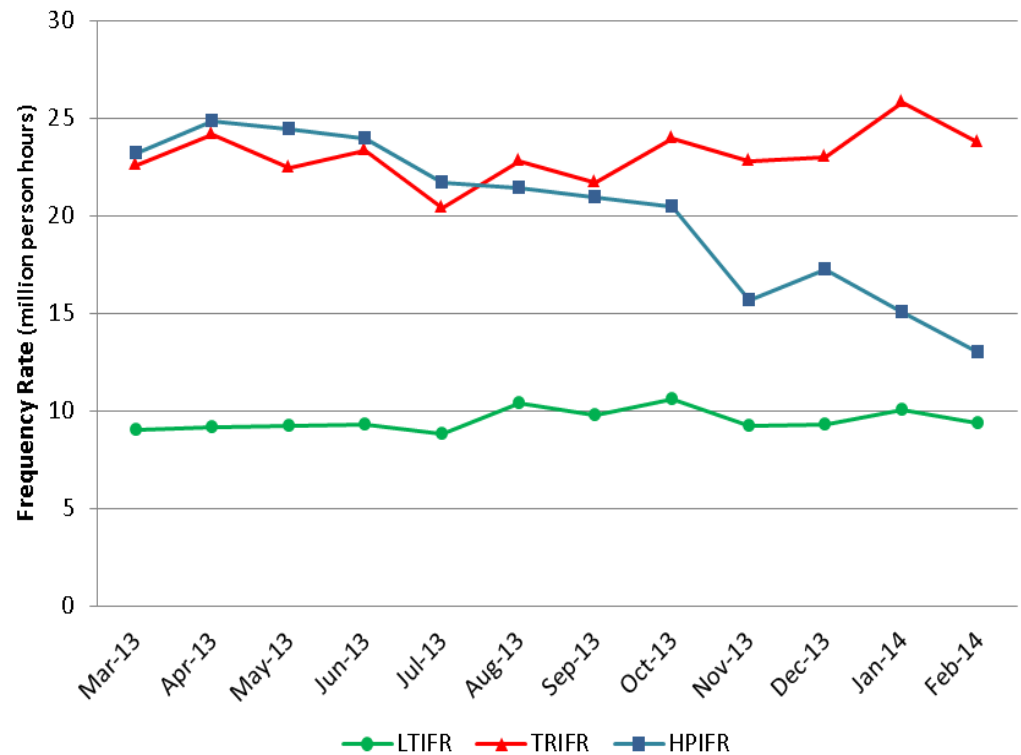
1. **Competitive resource endowment**
  - Strip Ratio, Location, Coal Type
2. **Quality People**
  - Ethics, Energy, Skills
  - Average 30+ years of experience in Management Group
3. **Balance Sheet Capability**
  - Cash and cash equivalents balance of \$1.1 billion
4. **Social Licence to Operate**
  - Demonstrate our positive contribution to the regions in which we operate
  - Local high paying jobs
  - Donations and in-kind support for community charities
  - Membership of local community groups

# SAFETY PERFORMANCE

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- Embedding of the behavioural health and safety program (rolled out in 2013) is now underway
- Cultural transformation being evidenced through change in language and attitudes
- Significant reduction in High Potential Incidents is a positive sign
- Long term return to the company and its employees in creating an effective safety culture

12 month moving averages





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# OPERATIONS & FINANCIAL SUMMARY

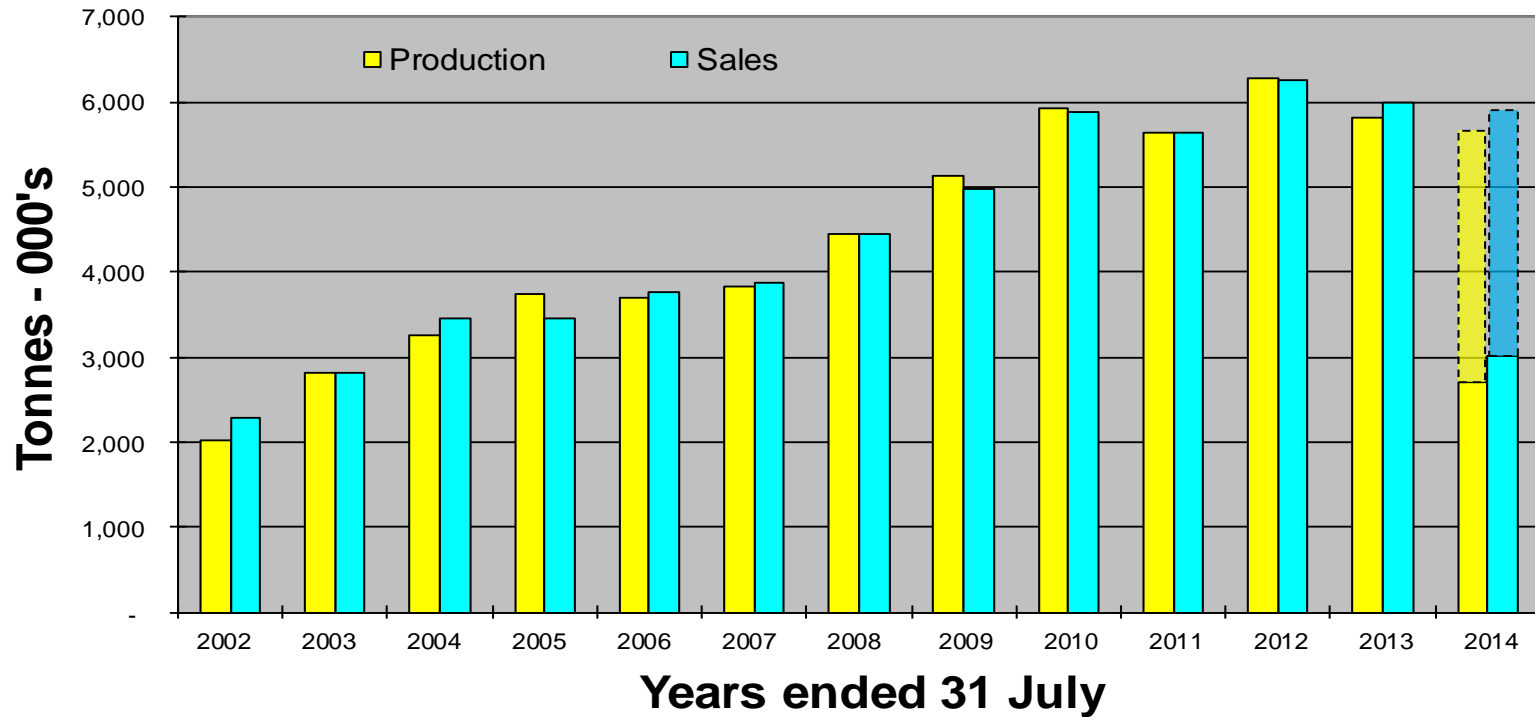


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# PRODUCTION & SALES PERFORMANCE

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## Australian Operating Results



# PRODUCTION & SALES TONNAGES

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	6 Months Ended 31 January (million tonnes)		
	2014	2013	Change
ROM Coal Mined	5.350	5.848	-8.5%
Saleable Coal Production	2.696	3.040	-11.3%
Coal Sold	3.010	2.740	9.9%

- Scheduled closure of New Oakleigh mine impacting production
  - Lower cost per tonne towards the end of mine life
- Revision of mine plans at Jeebropilly and Acland
  - Reducing operating costs and deferral of capital spend where possible
- Change in roster at Jeebropilly from 6 days to 5 days per week
- 0.17 million tonnes of trade coal sales during the half year

# COAL PRODUCTION VOLUMES

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	6 Months Ended 31 January (million tonnes)		
	2014	2013	Change
New Acland	2.330	2.404	-3.1%
New Oakleigh	Nil	0.220	-100.0%
Jeebropilly	0.366	0.416	-12.0%
<b>TOTAL</b>	<b>2.696</b>	<b>3.040</b>	<b>-11.3%</b>

- Management of Inventory levels
  - Product stockpile decreased by 142,000t to 481,000t at the end of the half-year

# COAL SALES VOLUMES

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	6 Months Ended 31 January (million tonnes)		
	2014	2013	Change
Export	2.930	2.654	10.4%
Domestic	0.080	0.086	-7.0%
<b>TOTAL</b>	<b>3.010</b>	<b>2.740</b>	<b>9.9%</b>

- One third of export sales are premium low ash coal with pricing based on the JFY annual price
- The balance of export sales is higher ash coal sold on a variety of pricing mechanisms based on various coal price indices

# KEY FINANCIAL RESULTS

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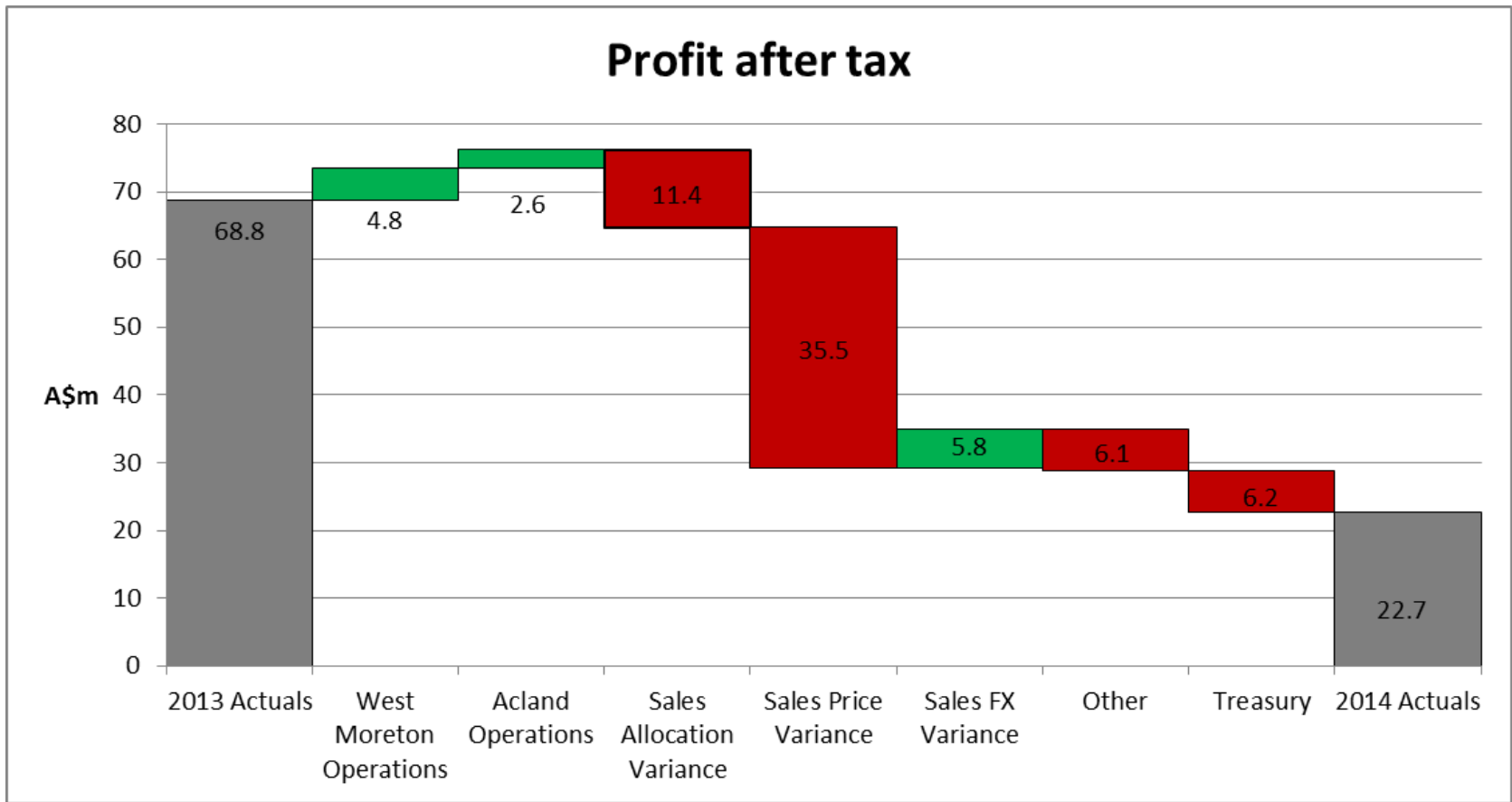
	6 Months Ended 31 January (A\$m)		
	2014	2013	Change
Revenue from ordinary activities	284.9	322.9	-11.8%
Earnings before interest tax depreciation and amortisation <sup>^</sup>	64.0	116.8	-45.2%
Earnings before interest and tax <sup>^</sup>	34.7	93.2	-62.8%
Profit before income tax	34.7	93.2	-62.8%
Net profit after tax	22.7	68.8	-67.1%

	6 Months Ended 31 January (cents per share)	
	2014	2013
Earnings per share	2.7	8.3
Interim Dividend to be paid in May 2014	6.0	6.0

<sup>^</sup> Refer to Appendix for reconciliation of non-IFRS financial information

# GROUP NPAT HALF YEAR COMPARISON

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# COST MANAGEMENT



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# PRODUCTION COSTS

- Focus on cost management and productivity initiatives across our operating sites
- Marketing and transportation costs reduced from tighter control of road transport and train load out from \$24.0/t to \$22.6/t



# OVERHEAD COSTS

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	6 Months Ended 31 January (\$million)		
	2014	2013	Change
Administration	6.556	9.536	-31.3%
Other expenses	2.075	6.490	-68.0%

- Administration cost improvements have been achieved through diligent review of staffing and effective management of external suppliers
- Other expenses were reduced as a result of lower acquisition activity

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# COMMUNITY & SOCIAL RESPONSIBILITY



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# COMMUNITY & SOCIAL RESPONSIBILITY

- New Hope actively partners with communities surrounding its operations
- The New Acland Community Reference Group provides insight on local topics
- New Hope contributes around \$700 000 each year to local community projects and not-for-profit groups through the Sponsorship and Donation Program and the New Acland Community Investment Fund
- New Hope remains a major partner of the CareFlight rescue helicopter service's Darling Downs operations



# COMMUNITY & SOCIAL RESPONSIBILITY

- New Hope is committed to progressive rehabilitation of disturbed land across its operations
- Around 214 hectares of land has been rehabilitated at New Acland to date
- Acland Pastoral Company manages around 2,400 head of cattle on 4,000 hectares of land
- Scientifically controlled grazing trials began on rehabilitated land in 2011
- Phase 2 of the cattle grazing trials now underway with the University of Southern Queensland advising



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# NEW OAKLEIGH REHABILITATION

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12 February 2014

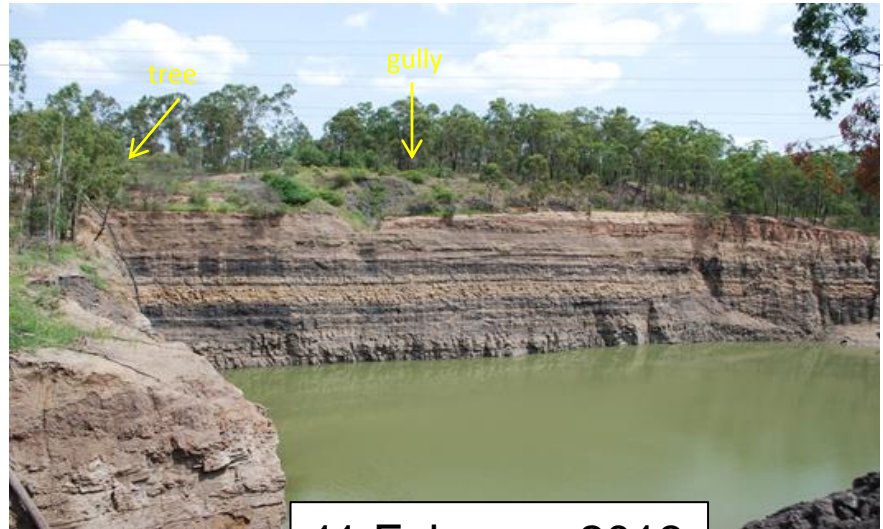


# CHUWAR REHABILITATION

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21 October 2013



11 February 2013



# VIDEO PRESENTATION

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# THERMAL COAL MARKETS

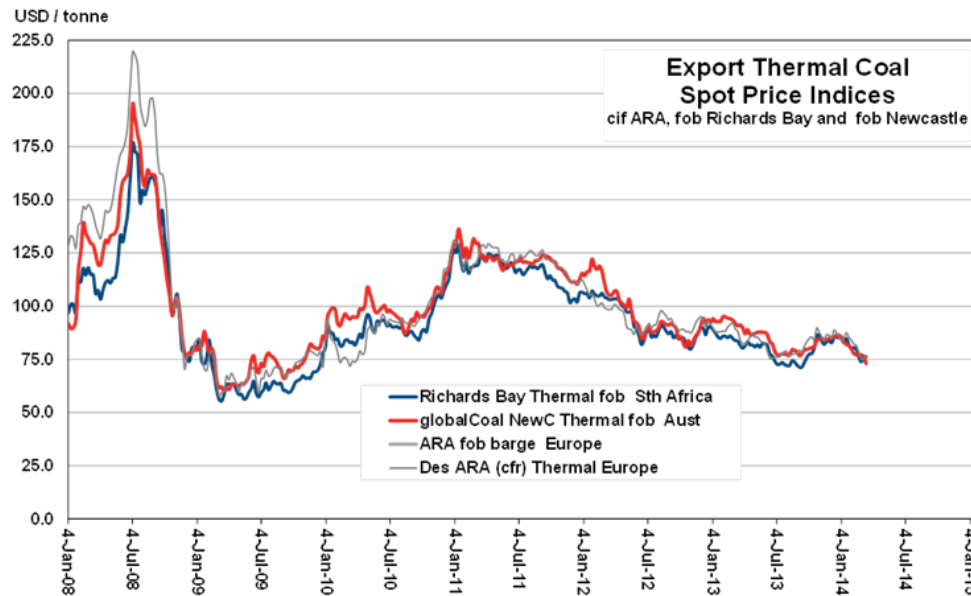


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# COAL PRICES

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- Average revenue per tonne sold was down 7.1% over the first half 2014 in comparison with the first half of 2013
- Spot thermal benchmark has continued to be soft. Currently around US\$75/tonne Newcastle benchmark

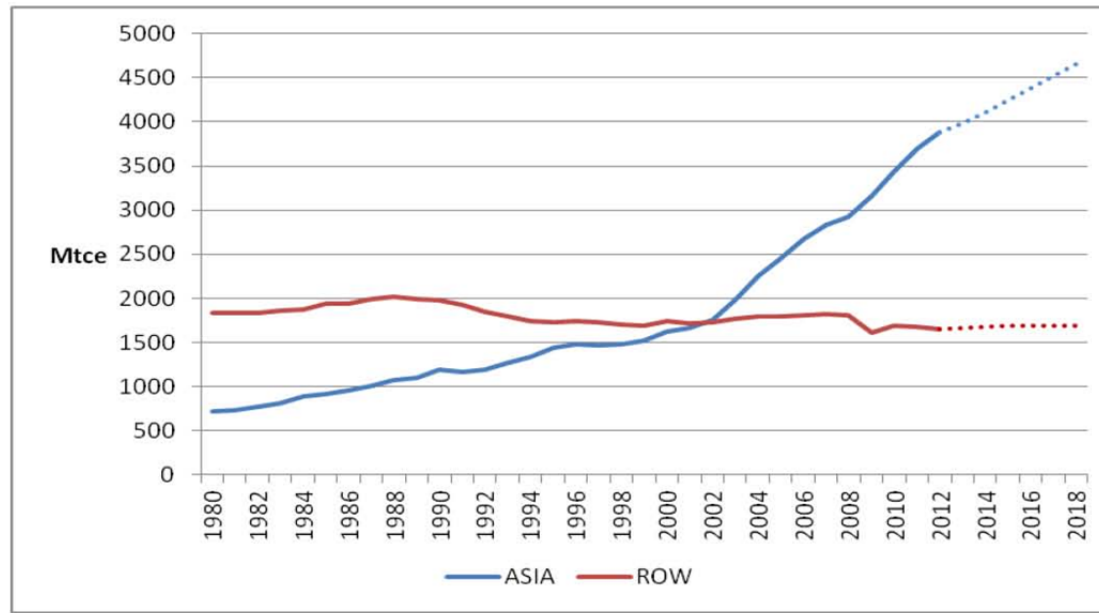


SOURCE: Matau Advisory

# COAL DEMAND

- Future growth is Asia
- Australia is well positioned to meet this demand

COAL DEMAND TRENDS AND PROJECTIONS



SOURCE: IEA Euracoal

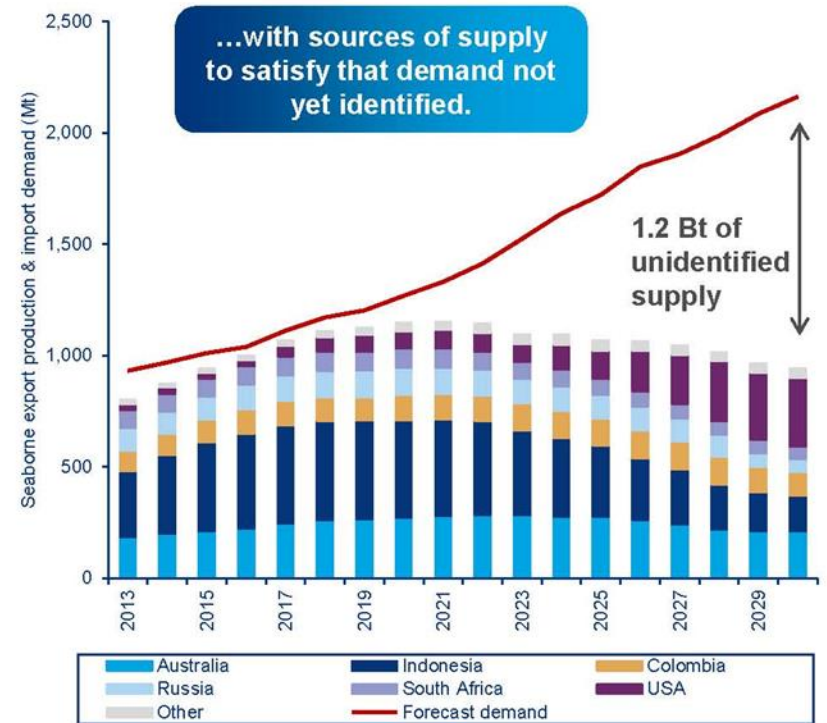
# WHERE WILL THE COAL COME FROM?

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**Seaborne import demand for thermal coal (2013-2030)**



**Seaborne export supply of thermal coal (2013-2030)**



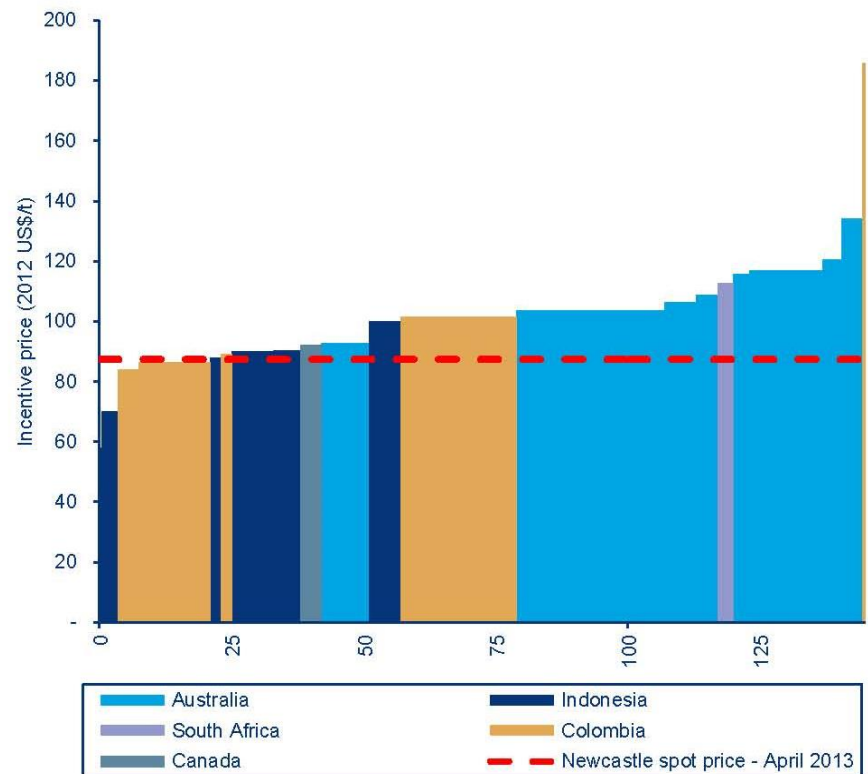
SOURCE: Wood Mackenzie

# THE COST OF NEW PROJECTS

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- Proposed Australian projects are amongst the most expensive of advanced projects globally
- At current prices only a handful of projects, and no new Australian projects, are viable
- Australian projects remain well positioned to capture a share of the additional demand, provided costs can be kept in check and project approval delays and fiscal/regulatory pressures are minimised

Incentive price for thermal coal projects (15% IRR)

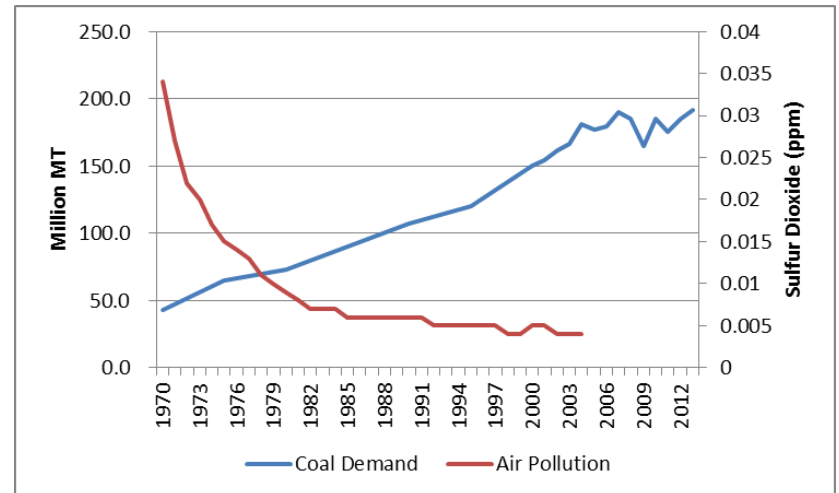
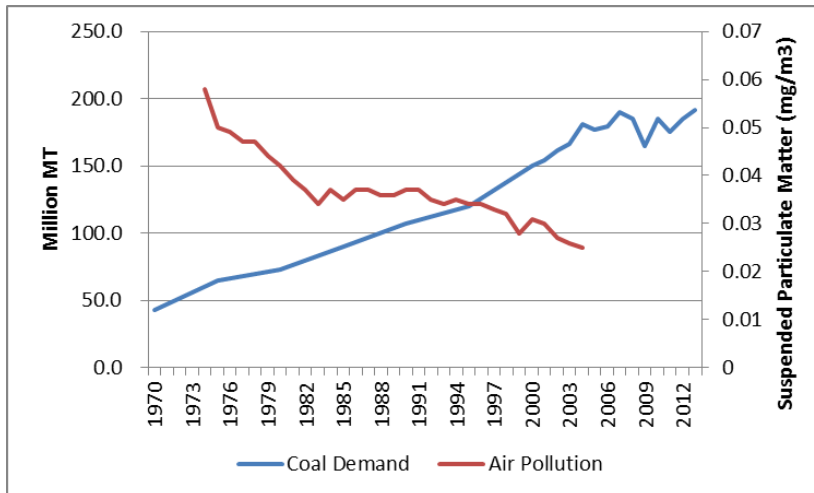


SOURCE: Wood Mackenzie

# HISTORY OF INDUSTRIAL DEVELOPMENT AND POLLUTION MANAGEMENT

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- Coal's opponents state that China will need to reduce coal consumption to lower its air pollution
- Japan has been able to improve its air quality while at the same time increasing its coal consumption



Sources: Air Pollution: "FY 2004 Status of Air Pollution" by Ministry of the Environment; Government of Japan  
 Coal Demand: 1970 to 2000: "Annual Report for Energy Production and Supply-demand Figures" (edition for each year) by Ministry of Economy, Trade and Industry; Government of Japan  
 2000 onwards: "Foreign Trade Statistics" by Ministry of Finance; Government of Japan

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# COAL PROJECTS



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# COAL PROJECTS

## Location Map

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# COAL PROJECTS

## *New Acland Continuation Plan*

### Key compromises from previous proposal

- Key Acland township assets retained including Tom Doherty Park, the War Memorial and Acland No 2 Colliery
- Closest potential mining operations are now 10km from Oakey
- Reduction in mining footprint by more than half
- Relocate Jondaryan Train Loading Facility
- Lagoon Creek will no longer be diverted
- Production levels reduced 25% to 7.5 Mtpa



# COAL PROJECTS

## *New Acland Continuation Plan*

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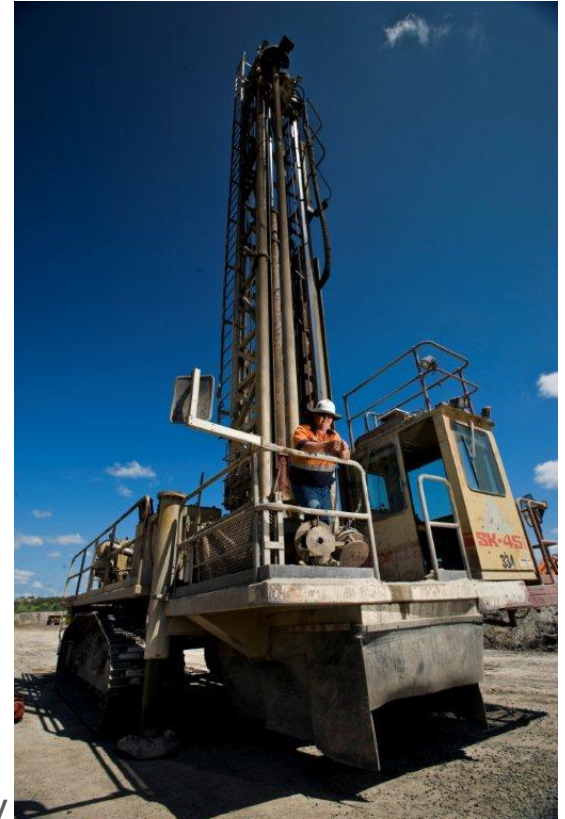
### Forecast Timetable

- EIS public consultation period ended 3 March 2014
- Supplementary EIS (if required) Q2 2014
- Coordinator-General Report Q3 2014
- Environmental Authority Conditions Q4 2014
- Granting of Mining Lease in 2015
- Construction commences in 2015

# COAL PROJECTS

## *Coal Developments*

- Colton
  - 0.5 Mtpa open cut coking coal project near Maryborough
  - Environmental approvals/mining lease being sought, exploration/design well advanced
- Elimatta
  - 5 Mtpa open cut thermal coal project near Taroom
  - Work has commenced on the Supplementary EIS
- Lenton
  - 3.5 Mtpa open cut coking/thermal coal project near Nebo
  - Initial ML granted, expansion area EIS underway
- Exploration tenements at Yamala and Bee Creek (both Bowen Basin)



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# OIL AND GAS



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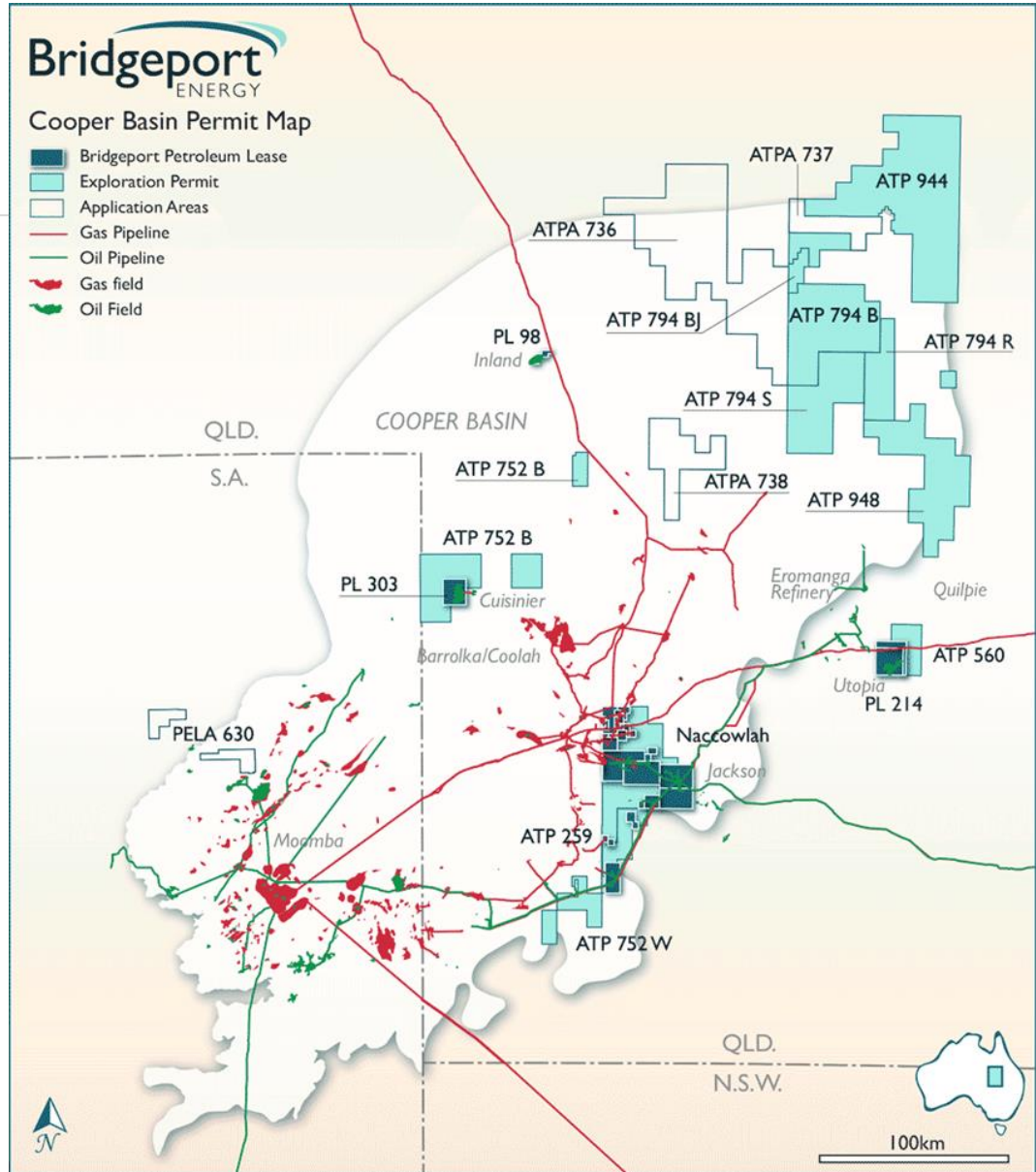
# BRIDGEPORT

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	6 Months Ended 31 January (bbls)		
	2014	2013	Change
Cuisinier Production (1 Aug 13 to 17 Dec 13)	41,952	0	100.0%
Cuisinier Production (18 Dec 13 to 31 Jan 14)	11,353	0	100.0%
Production (Other fields)	36,315	36,452	-0.0%
<b>TOTAL</b>	<b>89,620</b>	<b>36,452</b>	<b>145.9%</b>

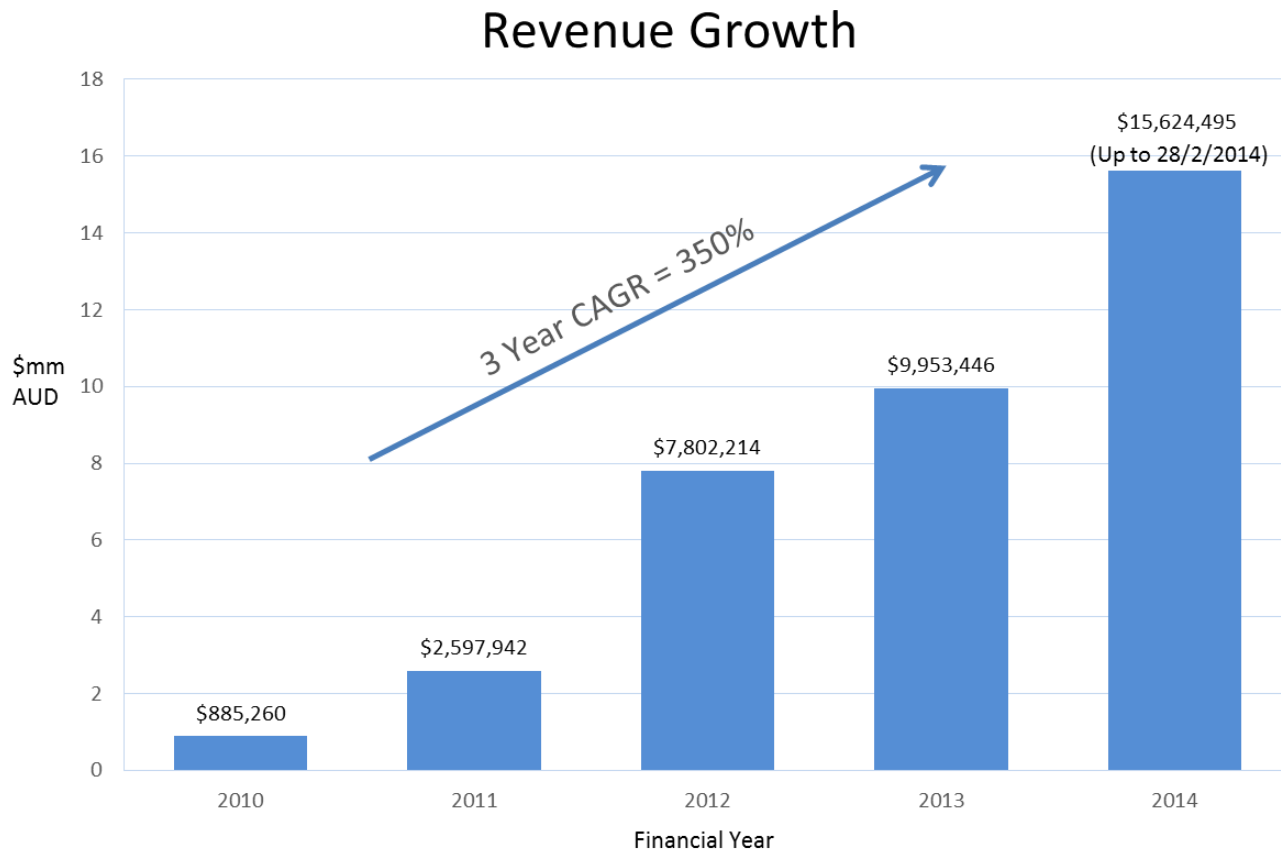
# BRIDGEPORT

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# BRIDGEPORT

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# OUTLOOK



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# FOCUS FOR THE NEXT YEAR

- Pursue responsible cost reductions while retaining the capacity of the business to grow
- Safety of our employees
- Progress coal projects with regard to prevailing market conditions
- Take advantage of appropriate acquisition opportunities
- Actively maintain social licence to operate



# LONG TERM FOCUS

- Respected by our community as an operator of high quality, profitable coal assets
- Significant growth achieved in oil and gas business through acquisition and organic growth
- Seek to extract value from energy supply chains
- Continued exploration and development activity to satisfy future market demand
- As a result of achieving these objectives, generate above market returns for shareholders



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# APPENDIX



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# RECONCILIATION OF NON-IFRS FINANCIAL INFORMATION

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	6 Months Ended 31 January (A\$m)	
	2014	2013
<b>Net profit after tax</b>	<b>22.7</b>	<b>68.8</b>
Income Tax	11.0	24.4
Petroleum Resource Rent Tax	1.0	0.0
<b>Profit before income tax</b>	<b>34.7</b>	<b>93.2</b>
Interest Expense	0.0	0.0
<b>Earnings before interest and tax</b>	<b>34.7</b>	<b>93.2</b>
Depreciation	26.1	19.3
Amortisation	3.2	4.3
<b>Earnings before interest tax depreciation and amortisation</b>	<b>64.0</b>	<b>116.8</b>

Earnings before interest and tax (EBIT) and earnings before interest tax depreciation and amortisation (EBITDA) figures referenced in this presentation are unaudited and unreviewed. The figures have been extracted from the reviewed financial statements and reconcile to the results presented in the Appendix 4D and Interim Report in the Consolidated Statement of Comprehensive Income.

The presentation of the EBIT and EBITDA is to provide a measure of New Hope's performance prior to the impact of financing and non-cash depreciation and amortisation.

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