# **Whitehaven Coal Limited** 2016 GLOBAL METALS AND MINING CONFERENCE

Australia's Leading High Quality Coal Company

MIAMI, UNITED STATES 29 FEBRUARY – 2 MARCH 2016



## **Disclosure**

STATEMENTS CONTAINED IN THIS MATERIAL, PARTICULARLY THOSE REGARDING THE POSSIBLE OR ASSUMED FUTURE PERFORMANCE, COSTS, DIVIDENDS, RETURNS, PRODUCTION LEVELS OR RATES, PRICES, RESERVES, POTENTIAL GROWTH OF WHITEHAVEN COAL LIMITED, INDUSTRY GROWTH OR OTHER TREND PROJECTIONS AND ANY ESTIMATED COMPANY EARNINGS ARE OR MAY BE FORWARD LOOKING STATEMENTS. SUCH STATEMENTS RELATE TO FUTURE EVENTS AND EXPECTATIONS AND AS SUCH INVOLVE KNOWN AND UNKNOWN RISKS AND UNCERTAINTIES. ACTUAL RESULTS, ACTIONS AND DEVELOPMENTS MAY DIFFER MATERIALLY FROM THOSE EXPRESSED OR IMPLIED BY THESE FORWARD LOOKING STATEMENTS DEPENDING ON A VARIETY OF FACTORS.

THE PRESENTATION OF CERTAIN FINANCIAL INFORMATION MAY NOT BE COMPLIANT WITH FINANCIAL CAPTIONS IN THE PRIMARY FINANCIAL STATEMENTS PREPARED UNDER IFRS. HOWEVER, THE COMPANY CONSIDERS THAT THE PRESENTATION OF SUCH INFORMATION IS APPROPRIATE TO INVESTORS AND NOT MISLEADING AS IT IS ABLE TO BE RECONCILED TO THE FINANCIAL ACCOUNTS WHICH ARE COMPLIANT WITH IFRS REQUIREMENTS.

ALL DOLLARS IN THE PRESENTATION ARE AUSTRALIAN DOLLARS UNLESS OTHERWISE NOTED.

#### **Competent Persons Statement**

Coal Resources and Reserves for active mining areas are as at the 31st of March 2015. Production for the quarter ended 30 June 2015 is detailed in the June 2015 Quarterly Report. Please see the Whitehaven Coal website (www.whitehavencoal.com.au) for all the Coal Resource and Coal Reserve Table 1 details.

Information in this report that relates to Coal Resources and Coal Reserves is based on and accurately reflects reports prepared by the Competent Person named beside the respective information. Mr Greg Jones is a principal consultant with JB Mining Services. Mr Phillip Sides is a senior consultant with JB Mining Services. Mr Mark Dawson is a Geologist formerly employed with Whitehaven Coal Limited. Mr Ben Thompson is a Geologist with Whitehaven Coal. Mr John Rogis is a Geologist employed by Whitehaven Coal. Mr Rick Walker is a Geologist with Whitehaven Coal. Mr Graeme Rigg is a full time employee of RungePincockMinarco Ltd. Mr Doug Sillar is a full time employee of RungePincockMinarco Ltd.

Named Competent Persons consent to the inclusion of material in the form and context in which it appears. All Competent Persons named are Members of the Australian Institute of Mining and Metallurgy and/or The Australian Institute of Geoscientists and have the relevant experience in relation to the mineralisation being reported on by them to qualify as Competent Persons as defined in the Australian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves (The JORC Code, 2012 Edition).



## Agenda

- About Whitehaven
- Asian Coal Market Overview
- Operations
- Financial Performance
- Outlook
- Appendices



### Who We Are

LISTED AUSTRALIAN COAL MINER (ASX CODE:WHC) PRODUCING PREMIUM COALS FROM THE GUNNEDAH BASIN IN NEW SOUTH WALES

- Lowest cost quartile coal miner
- Producer of premium quality thermal and metallurgical coals
- Long life, low cost tier one mines with world class reserves
- Profitable at cycle lows
- Moving to cash harvest mode
- Premium coal products sold into growing Asian markets
- Leveraged to regulatory change and technology
- Holding a dominant position in the only emerging high quality coal basin in Australia

Note: Refer to Competent Person Statement on Slide 2 and to detailed Coal Resources and Coal Reserves tables on Slides 30 and 31 of this presentation



# **Our Mines And Location**

### Maules Creek (75%) Tier One Mine

- Reserves ~ 30 years, Permitted & Planned 13Mtpa
- SSCC, PCI and high energy thermal

### Narrabri (70%) Tier One Mine

- Reserves ~ 25 years, Permitted 8Mtpa, Planned >8Mtpa
- PCI & low ash thermal

#### Werris Creek (100%)

- Reserves ~ 8 years, Permitted & Planned 2.5Mtpa
- PCI and thermal coal

#### Tarrawonga (70%)

- Reserves >20 years, Permitted 3Mtpa, Planned 2Mtpa
- SSCC, PCI and thermal coal

#### Rocglen (100%)

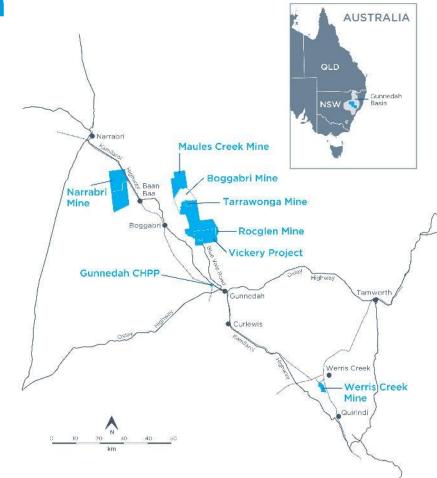
- Reserves ~3 years, Permitted 1.5Mtpa, Planned 1.2Mtpa
- Thermal coal

### Gunnedah CHPP (100%)

- Permitted to 4.1Mtpa product coal

#### Vickery (100%)

- Reserves ~ 30 years, Permitted to 4.5Mtpa
- SSCC, PCI and high energy thermal coal



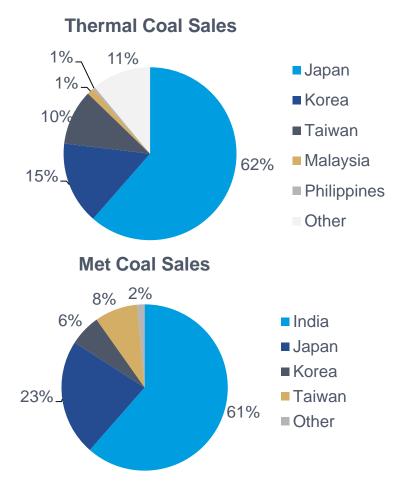
Note: Refer to Competent Person Statement on Slide 2 and to detailed Coal Resources and Coal Reserves tables on Slides 30 and 31 of this presentation

### Largest coal producer in the high quality Gunnedah Basin



# Where Our Coal Is Sold

#### COAL SOLD INTO PREMIUM ASIAN MARKETS



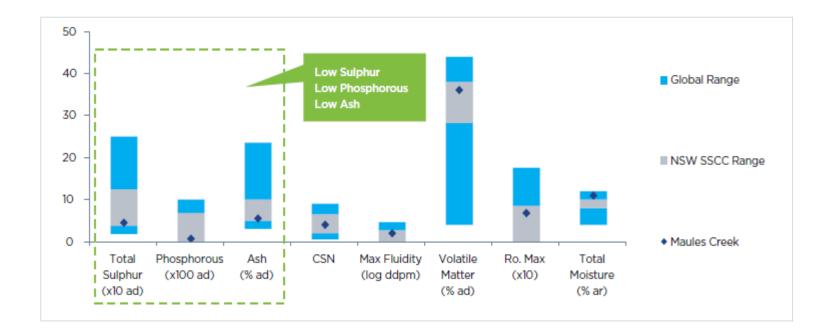
- Managed sales of 9.4Mt in H1 FY2016 with 12% metallurgical coal and 88% thermal coal
- Key markets of Japan, Korea, Taiwan and India
- Sales mix improves over time as sales of metallurgical coal from Maules Creek increases
- When Maules Creek is fully ramped, metallurgical coal sales will represent over 35% of total sales
- South East Asian countries are identified as growth markets for thermal coal
- India and Korea are the growth markets for metallurgical coal



## Whitehaven's Place In Growing Asian Market



### Whitehaven's Met Coal SALES OF MET COAL INCREASE WHITEHAVEN'S MARGINS

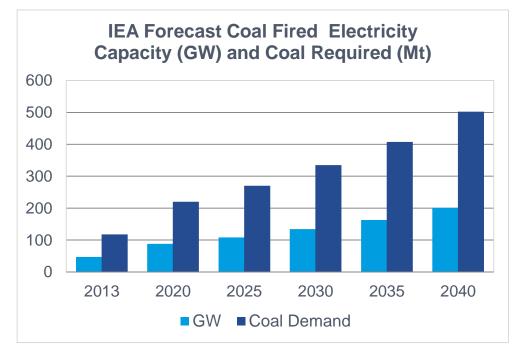


- High yields and higher prices for the metallurgical coal products incentivises Whitehaven to maximise sales of met coal
- Mine yields are much higher than competitor mines Maules Creek 92% and Narrabri 97%



# **Asian Countries Building More Power Stations**

NEW USC AND SC GENERATING CAPACITY BEING ADDED ACROSS ASIA EX CHINA



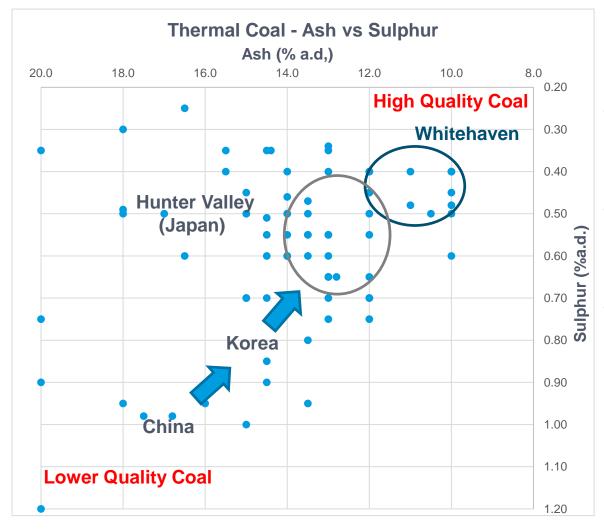
Southeast Asian Countries: Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam

Source: IEA Southeast Asia Energy Outlook 2015 based on the "central scenario". If the IEA "bridge scenario" was used electricity generation would be lower.

- The Asian region (excluding China, Japan, Korea and Taiwan) has a population of about 700 million. Average per capita electricity consumption is less than a third of the global average
- IEA forecasts that electricity demand will almost triple by 2040 with an additional 400GW of power generation capacity required by then
- Based on IEA forecasts coal fired electricity capacity will almost double between 2013 and 2020 and will more than quadruple between 2013 and 2040
- Whitehaven is well placed to supply premium quality coals to meet this growing demand



## Whitehaven's High Quality Thermal Coal

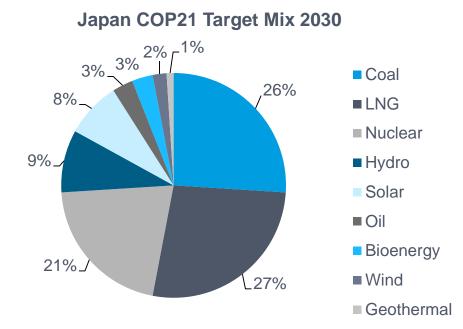


- Whitehaven produces some of the highest quality coals sold in the Asian region
- These high yielding, high quality coals are sold into the premium Asian seaborne markets
- As countries strive to reduce their carbon emissions and use highly efficient low emissions (HELE) technology, they need and use higher quality coals



### Narrabri Coal Used In Japan's Most Efficient Power Stations

IF JAPAN'S COAL FIRED GENERATING EFFICIENCY WAS ADOPTED ELSEWHERE<sup>2</sup>, CARBON DIOXIDE EMISSIONS WOULD BE REDUCED BY 1.5BT/Y<sup>1</sup>



Source: J-Power, Japan Government energy and climate policy July 2015 and Coal in the 4th Strategic Energy Plan April 2014

1 The US Greenhouse Gas inventory report advises 2013 US CO2 emissions of 6.7 billion tonnes 2 United States of America, China and India

- In H1 FY2016, 62% of Whitehaven's thermal coal was sold in Japan, to increase as Maules Creek coal is sold into Japan
- Coal will remain a key fuel source for Japan into the future



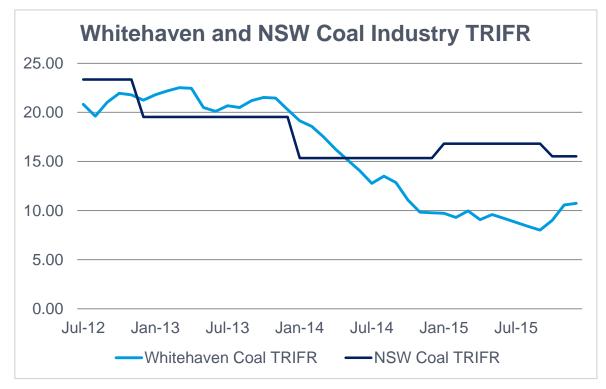


11 //GLOBAL METALS AND MINING CONFERENCE

## **Operations**







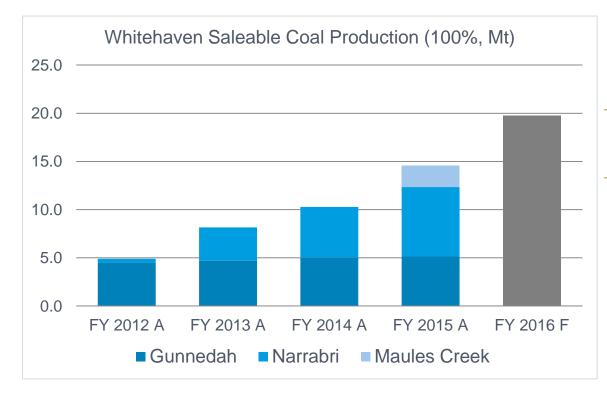
- Whitehaven's TRIFR remains significantly below the NSW average of 15.5
- The TRIFR increased to 10.7 from 9.2 at the end of FY2015
- Renewed focus across all operations to improve safety

Note: Data includes Whitehaven employees and contractors at all mine sites, Gunnedah CHPP and corporate office. TRIFR refers to total recordable injury frequency rate



13 //GLOBAL METALS AND MINING CONFERENCE

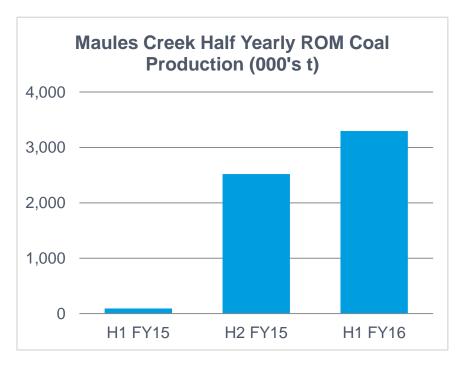
### Production Profile STRONG GROWTH FROM TIER ONE MINES



- Production is forecast to be in the range of 19.5Mt to 20.1Mt in FY2016
- Production has quadrupled since FY2012 as Narrabri longwall was commissioned, followed by Maules Creek mine production commencing in FY2015 and ramping up



### Maules Creek – A Tier One Mine OUTSTANDING MARKET ACCEPTANCE OF MAULES CREEK COAL



- Mine permitted to 13Mt ROM (12Mt saleable)
- Mine operated at 8.5Mtpa rate in December
- FOB Costs averaged A\$58/t in H1 FY2016
- Thermal coal from Maules Creek achieved a 7% premium over Newcastle benchmark price in H1 FY2016
- Construction largely completed with capex savings of A\$50m on a budget of A\$767m
- Expected sales mix to be 50% thermal and 50% met coal when mine is fully ramped up in CY2019
- Infill drilling programme underway to convert Resources to Reserves

Note: Pre-commercial production before July 2015 Note: Refer to Competent Person Statement on Slide 2 and to detailed Coal Resources and Coal Reserves tables on Slides 30 and 31 of this presentation



# Narrabri Mine Plan

- Mine permitted to 11Mtpa ROM
- Mine produced 3.5Mt ROM in H1FY2016 (including LW move) and 8.3Mt ROM in CY2015
- FOB costs at Narrabri averaged A\$49/t in H1 FY2016
- First production from the 400m wide longwall face is scheduled for April 2017
- Plan to extend the longwall panels from Narrabri North into Narrabri South lease
- Drilling is scheduled in FY2017 in Narrabri South tenement to convert existing Resources into Reserves





Note: Refer to Competent Person Statement on Slide 2 and to detailed Coal Resources and Coal Reserves table: Slides 30 and 31 of this presentation

## **Financial Summary**



# **Recent Financial Highlights**

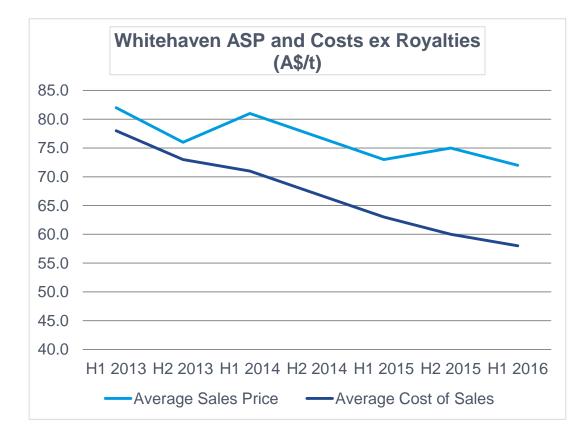
PROFITABLE AT CYCLE LOWS

Profit and Loss	H1 FY2016	H1 FY2015	Comment
Net profit after tax (A\$'m)	7.8	(77.9)	<ul> <li>Up A\$85.7m</li> </ul>
EBITDA before significant items (A\$'m)	106.4	52.1	<ul> <li>More than double the pcp</li> </ul>
Cash generated from operations (A\$'m)	118.3	22.7	■ Up A\$95.6m
Unit cost per tonne	58	63	<ul> <li>Down 8%, excludes ITDA</li> </ul>
Balance Sheet	Dec 2015	June 2015	
Net debt (A\$'m)	925	936	<ul> <li>Reduced debt as Maules Creek ramps</li> </ul>
Gearing (%)	24%	25%	<ul> <li>Gearing remains modest</li> </ul>



# **Costs And Margins**

INCREASING MARGINS AS LOW COST PRODUCTION AND MET COAL SALES GROW



- Whitehaven's costs are now firmly entrenched in the first quartile of the seaborne market and cost reductions are sustainable
- Fully absorbed costs have fallen by 26% over three years to A\$58/t in H1 2016
- EBITDA margin increased to A\$14/t
- Margin per tonne provides strong free cash flow



# **Balance Sheet And Capital Management**

BALANCE SHEET IMPROVED AT CYCLE LOWS

	31 Dec 2015 A\$'m	30 Jun 2015 A\$'m
Cash on hand	112.0	102.4
Senior secured bank facility	900.0	900.0
ECA and finance leases	136.9	138.2
Total interest bearing liabilities	1,036.9	1,038.2
Net debt	924.9	935.8
Net assets	2,876.6	2,865.0
Gearing ratio	24%	25%
Actual interest cover ratio <sup>1</sup>	4.1:1	N/A

<ul> <li>Capital spend 'complete'</li> </ul>
<ul> <li>Net interest expense has peaked</li> </ul>
<ul> <li>Sustaining capex is modest</li> </ul>
<ul> <li>Debt serviceability continues to improve</li> </ul>
<ul> <li>EBITDA improves with increased</li> </ul>
volumes from Maules Creek and Na

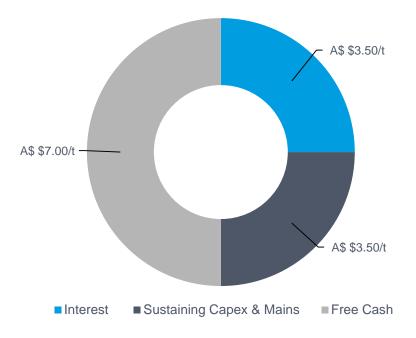
- EBITDA improves with increased sales volumes from Maules Creek and Narrabri and changes in sales mix towards more met coal
- Based on existing margins, Whitehaven expects free cash flow of A\$300-A\$500 million over the next 3 to 4 years, which would be available for debt reduction<sup>2</sup>

<sup>1</sup> ICR will first be tested using 31 December 2016 results at 2 x TTM – result shown is for information only.

<sup>2</sup> Excludes Funds generated from any sell down of Vickery to create a Joint Venture



### Cash Margins ENTERING THE CASH HARVEST MODE



- Major capital investment at Maules Creek and Narrabri completed
- Face widening at Narrabri only remaining growth project
- Cash flows generated to be used in debt reduction
- Higher margin coal being added at both Maules Creek and Narrabri
- Long term sustaining capital of A\$1/t for the open cuts and A\$2/t for the Narrabri underground mine and A\$20 million per year for mains development (completed in FY2019)
- Rising volumes, improving sales mix and robust margins mean strong debt service capability

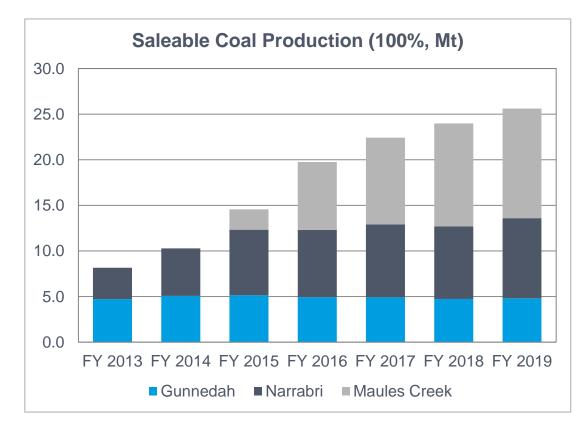


### Outlook



# **Production Growth To Continue**

MORE HIGH QUALITY, LOW COST, HIGH MARGIN COAL



- Tonnage growth is low risk
- Low cost, tier one mines provide margins greater than current average (A\$14/t)
- Production commences from Narrabri's wider longwall in FY2017
- Maules Creek achieves full production in CY2019
- Margins will increase as more met coal is sold from Maules Creek and the wider face at Narrabri decreases unit costs

Note: Graph depicts saleable coal on a 100% basis including coal destined for domestic and export sales and pre-commercial and commercial coal production from Maules Creek . The production profile shown in the chart is fully underpinned by the Company's Marketable Reserves from its operating mines. See slide 31 for full details of the Coal Reserves JORC table.



23 //GLOBAL METALS AND MINING CONFERENCE

### Vickery – Whitehaven's Next Project ANOTHER SIGNIFICANT GROWTH OPTION

Timing of construction is market dependent, Whitehaven's share of capex is expected to be funded from selldown of interest

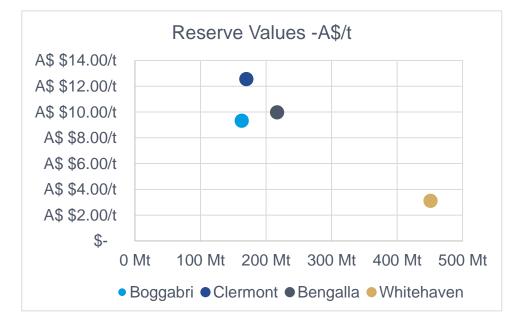
Location	About 25kms north of Gunnedah
Resources and Reserves	Resource of 505Mt, Underground Resources of 230Mt, Open cut Reserves of 200Mt
Ownership	Whitehaven 100%, Seeking to form a JV (may sell up to 30%)
Coal Quality	Similar to Maules Creek – Metallurgical SSCC, PCI and High CV thermal coal
Start-up	Can be started at any time but scheduled after Maules Creek is fully ramped
Current Status	Approval granted in September 2014 for a 4.5Mtpa open cut mine
	Application expected to be lodged with the Government in June 2016
	seeking to increase the approved mining rate to 10Mtpa.

Note: Refer to Competent Person Statement on Slide 2 and to detailed Coal Resources and Coal Reserves tables on Slides 30 and 31 of this presentation



# **Valuation Disconnect**

### EQUITY MARKET VALUES SIGNIFICANTLY BELOW RECENT TRANSACTIONS



- Recent coal transactions in Australia have been completed at significantly higher prices than equivalent equity market valuations
- Brokers are applying large discounts to the DCF valuations to obtain share price targets

	Credit Suisse	UBS	haw & artners	V	/ilsons	Citi	eutsche Bank	M	organs	JP	Morgan	E	AML	Me	edian
DCF (A\$/share)	\$ 1.71	\$ 1.64	\$ 1.57	\$	1.44	\$ 1.38	\$ 1.10	\$	1.05	\$	1.00	\$	0.60	\$	1.38
WACC % (post tax)	10.0%	10.0%	10.9%		11.7%	11.0%	10.5%		10.0%		10.0%		13.0%		10.5%
Price Target	\$ 1.00	\$ 1.00	\$ 1.10	\$	0.72	\$ 0.50	\$ 1.10	\$	0.70	\$	0.65	\$	0.60	\$	0.72
Discount to DCF	-42%	-39%	-30%		-50%	-64%	0%		-33%		-35%		0%		-35%
Share Price Discount to DCF	-73%	-71%	-70%		-67%	-66%	-57%		-55%		-53%		-22%		-66%



### **Investment Highlights** LOW COST, LOW RISK, GROWTH COMPANY

- Compelling value on all metrics
- Low risk growth
- Levered to growing Asian markets
- Levered to regulatory and technological change
- Volumes and margins increase
- Overall margins improve as metallurgical coal is added to the sales mix



# THANK YOU www.whitehavencoal.com.au



SR 17 Narrabri 35

## **Appendices**



28 //GLOBAL METALS AND MINING CONFERENCE

### Who We Are PRODUCER OF HIGH QUALITY COAL SOLD TO PREMIUM ASIAN SEABORNE MARKET

#### ASX Code: WHC

- 1,026 million shares on issue with 6,829 shareholders
- Market Cap \$A500 million
- Trading over 80 million shares per month

#### Whitehaven Operations

Narrabri U/G mine, Maules Creek, Werris
 Creek, Tarrawonga and Rocglen O/C mines

#### **Saleable Production**

- On track to produce 19.5Mt to 20.1Mt in FY2016
- Increasing to 26Mt in FY2019
- Metallurgical coal production increasing to over 35% of total as Maules Creek ramps

#### Costs

 Unit costs reduced to A\$58/t in H1 FY16, in the lowest cost quartile

#### **Shareholders**

- Farallon	16.6%
<ul> <li>AMCI Group</li> </ul>	14.8%
<ul> <li>Eastspring</li> </ul>	11.1%
<ul> <li>Kerry Group</li> </ul>	5.0%
<ul> <li>Australian Institutions</li> </ul>	18.0%

#### Capital Structure 1

- Senior Secured Debt facility
   A\$ 1,200m
  - thereof drawn A\$ 900m
- Asset financing drawn
   A\$ 137m
- Cash on hand
   A\$ 112m
- Net Debt A\$ 925m

<sup>1</sup> Data at 31 December 2015



### Resources

WHITEHAVEN CO	AL LIMITED	- COAL F	RESOUR	CES - AU	GUST 20	15	
Tenement		Measured	Indicated	Inferred	Total	Competent	Report
		Resource	Resource	Resource	Resources	Person	Date
Vickery Opencut	CL316/EL4699 EL5831/EL7407	230	165	110	505	1	Jun-15
Vickery Underground	EL8224/M L1464 M L1471	-	95	135	230	1	Jun-15
Rocglen Opencut	M L1620	7	4	-	11	2	Mar-15
Rocglen Underground	M L1620	-	3	1	4	2	Mar-15
Tarrawonga Opencut*	EL5967/ML1579 ML1685/ML1693	48	18	13	79	3	Mar-15
Tarrawonga Underground	EL5967/M L1579 M L1685/M L1693	10	15	14	39	3	Apr-14
Maules Creek Opencut**	CL375/A UTH 346 / EL8072	330	270	50	650	3	Mar-15
Werris Creek Opencut	M L 1563/M L 1672	18	4	-	22	2	Mar-15
Narrabri Underground***	M L1609/EL6243	160	390	180	730	6	Mar-15
Gunnedah Opencut	M L1624/EL5183/ CCL701	7	47	89	143	3	Aug-14
Gunnedah Underground	M L1624/EL5183/ CCL701	2	138	24	164	3	Aug-14
Bonshaw Opencut	EL6450/EL6587	-	4	7	11	3	Aug-14
Ferndale Opencut	EL7430	103	135	134	372	4	Jan-13
Ferndale Underground	EL7430	-	-	73	73	4	Jan-13
Oaklands North Opencut	EL6861	110	260	580	950	3	Aug-14
Pearl Creek Opencut****	EP C862	-	14	38	52	5	Jan-13
TOTAL COAL RESOURCES	S	1025	1564	1448	4037		

1. John Rogis, 2. Ben Thompson, 3. Mark Dawson, 4. Greg Jones, 5. Phil Sides, 6. Rick Walker

\* Whitehaven owns 70% share of opencut resources within ML1579, ML1685 and ML1693. The total combined resource for Tarraw onga Mining Leases (ML1579, 1685 and 1693) and Exploration Licence (EL5967) is reported.

\*\* Maules Creek Joint Venture - Whitehaven ow ns 75% share.

\*\*\* Narrabri Joint Venture - Whitehaven ow ns 70% share.

\*\*\*\* Dingo Joint Venture - Whitehaven ow ns 70% share.

# The Coal Resources for active mining areas are current to the pit surface as at the report date.



Note: See Competent Person Statement on Slide 2

### Reserves

WHITEHAVEN COAL LIMITED - COAL RESERVES - AUGUST 2015										
Tenement		Reco	verable Rese	erves	Marl	ketable <b>R</b> ese	Competent Person	Report		
		Proved Probable		Total	Proved	Probable		Total	Date	
Vickery Opencut	CL316/EL4699/EL7407	-	200	200	-	178	178	1	Mar-15	
Rocglen Opencut	M L 1620	3.8	0.9	4.6	2.9	0.7	3.5	1	Mar-15	
Tarrawonga Opencut *	EL5967 / ML1679 ML1685 / ML1693	31	10	41	28	9	37	1	Mar-15	
Maules Creek Opencut**	CL375/AUTH346	236	145	381	221	128	349	1	Mar-15	
Werris Creek Opencut	M L1563/M L1672	14	3	17	14	3	17	1	Mar-15	
Narrabri North Underground***	M L 1609	51	85	136	48	81	129	2	Mar-15	
Narrabri South Underground***	EL6243	-	94	94	_	75	75	2	Mar-15	
TOTAL COAL RESERVES		336	538	874	314	475	789			

1. Doug Sillar, 2. Graeme Rigg

\* Whitehaven ow ns 70% share of opencut reserves within ML1579, ML1685 and ML1693. The total combined reserve for Tarraw onga Mining Leases (ML1579, 1685 and 1693) and Exploration Licence (EL5967) is reported.

\*\* Maules Creek Joint Venture - Whitehaven owns 75% share.

\*\*\* Narrabri Joint Venture - Whitehaven owns 70% share.

# The Coal Reserves for active mining areas are current as at report date.

## Coal Reserves are quoted as a subset of Coal Resources.

### Marketable Reserves are based on geological modeling of the anticipated yield from Recoverable Reserves



Note: See Competent Person Statement on Slide 2