# **Whitehaven Coal Limited**

Australia's Leading High Quality Coal Company

BMO CAPITAL MARKETS 26<sup>TH</sup> GLOBAL METALS AND MINING CONFERENCE

MIAMI, UNITED STATES 26 FEBRUARY – 1 MARCH 2017



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#### **COMPETENT PERSONS STATEMENT**

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. GREG JONES IS A PRINCIPAL CONSULTANT WITH JB MINING SERVICES. PHILLIP SIDES IS A SENIOR CONSULTANT WITH JB MINING SERVICES. BEN THOMPSON IS A GEOLOGIST WITH WHITEHAVEN COAL. JOHN ROGIS IS A GEOLOGIST WITH WHITEHAVEN COAL. RICK WALKER IS A GEOLOGIST WITH WHITEHAVEN COAL. GRAEME RIGG IS A FULL TIME EMPLOYEE OF RUNGEPINCOCKMINARCO LTD. DOUG SILLAR IS A FULL TIME EMPLOYEE OF RUNGEPINCOCKMINARCO LTD. SHAUN TAMPLIN IS A FULL TIME EMPLOYEE OF TAMPLIN RESOURCES PTY LTD. JAMES SMITH IS A SENIOR MINING ENGINEER WITH WHITEHAVEN COAL. MICHAEL BARKER IS A FULL TIME EMPLOYEE OF PALARIS LTD.

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# Agenda

- Who We Are
- Operational Performance
- Financial Performance
- Outlook for Coal Use
- Outlook for Whitehaven
- Appendices



# Who We Are

AUSTRALIA'S LARGEST INDEPENDENT COAL MINER (ASX CODE: WHC) PRODUCING PREMIUM COALS FOR THE ASIAN SEABORNE MARKET

- 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 and reaping benefits of higher coal prices
- Rapidly improving balance sheet and in cash harvest mode
- Premium coal products sold into growing Asian seaborne market
- Growing production through the coal price cycle



# **Whitehaven Snapshot**

PRODUCER OF HIGH QUALITY COAL SOLD TO PREMIUM ASIAN SEABORNE MARKET

#### ASX Code: WHC

- 1,026 million shares on issue with 7,000 shareholders
- Market Cap A\$2.9 billion (US\$2.2B)
- Trading over 175 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 21Mt to 22Mt ROM coal in FY2017
- Increasing to 24Mt by FY2019
- Metallurgical coal production increasing to over 35% of total as Maules Creek ramps

#### Costs

 Unit costs reduced to A\$56/t in H1 FY17, in the lowest cost quartile

#### Shareholders

- Farallon Capital Management 16.6%AMCI Group 16.1%
- Eastspring Investments 6.9%
- Australian Institutions 22.0%

#### Capital Structure 1

- Senior Secured Debt facility
   A\$ 1,100m
  - thereof drawn
     A\$ 655m
- Asset financing drawn
   A\$ 80m
- Cash on hand
   A\$ 107m
- Net Debt A\$ 628m

<sup>1</sup> Data at 31 December 2016

Note: A further \$105m was repaid in January 2017



# **Where We Mine**

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

- Reserves ~ 40 years, Permitted & Planned 13Mtpa
- SSCC, PCI and high energy thermal

## Narrabri (70%) Tier One Mine

- Reserves ~ 25 years, Permitted 11Mtpa, Planned >8Mtpa
- PCI & low ash thermal

### Werris Creek (100%)

- Reserves ~ 8 years, Permitted 2.5Mtpa, Planned 2Mtpa
- 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

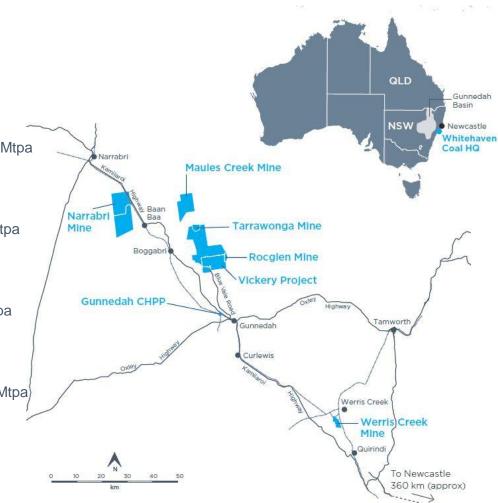
## Gunnedah CHPP (100%)

- Permitted to 4.1Mtpa product coal

## Vickery (100%)

- Reserves ~ 30 years, Permitted to 4.5Mtpa seeking increase to 10Mtpa
- SSCC, PCI and high energy thermal coal



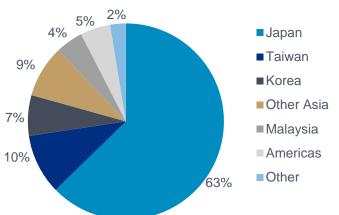




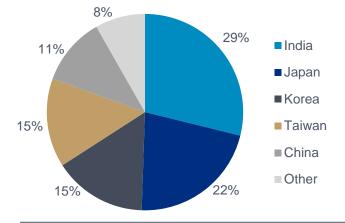
# Where We Sell Our Coal

## SALES GROWING IN NEW ASIA MARKETS

### Thermal Coal Sales H1 FY2017

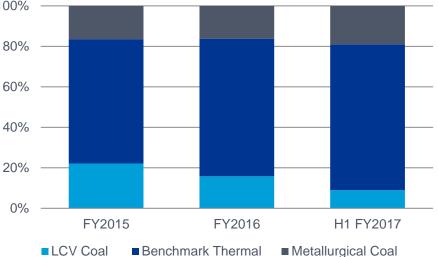


Metallurgical Coal Sales H1 FY2017



## 100% Japan Taiwan Korea 60% Other Asia Malaysia 40% Americas Other 20%

#### Managed Coal Sales by Type



- Focussed on selling high quality coal into the world's strongest growth market
- Deployment of HELE power stations and growing steel industries in the region supporting Whitehaven's marketing strategy

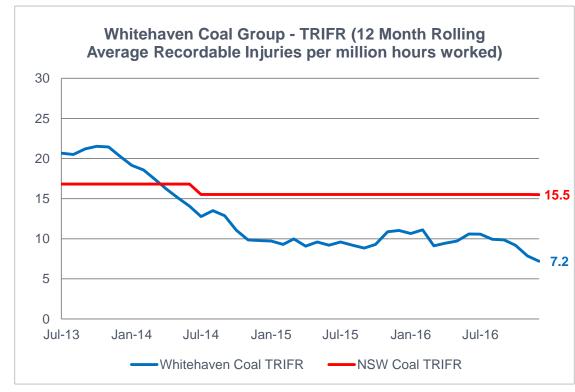


# **Operational Performance**



# Safety Performance

## SAFETY PROGRAMMES ARE DELIVERING IMPROVED OUTCOMES

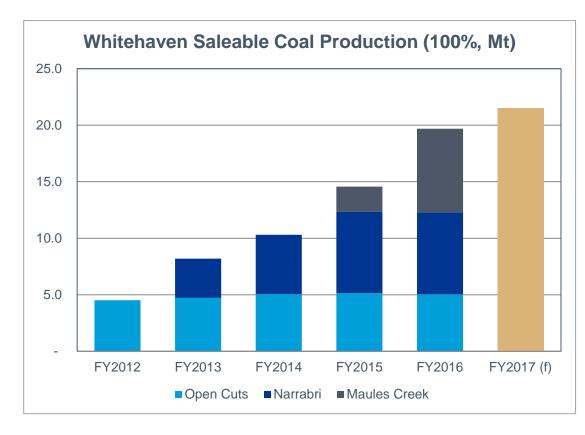


Note: Data includes WHC employees and contractors at all mine sites, Gunnedah CHPP and Corporate office. TRIFR refers to total recordable injury frequency rate.

- Whitehaven recorded its lowest TRIFR
   of 7.2 at the end of December
- The ongoing focus on Whitehaven's
   "Safehaven Rules" and behaviour
   based training have underpinned the
   improved safety outcome
- Our commitment is to achieve zero harm to our people, our environment and our community



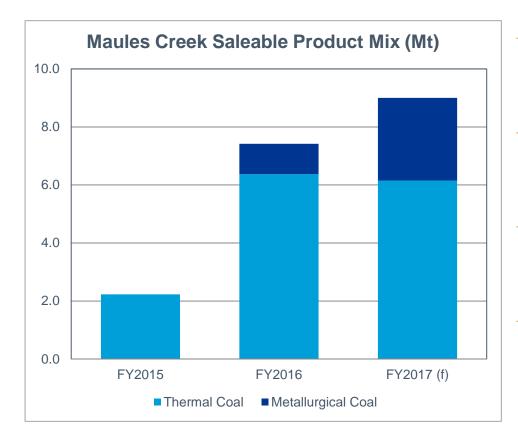
## Production Profile MINE PRODUCTION CONTINUING TO GROW



- Production has quadrupled in five years
- Production guidance for FY2017 recently confirmed in the range of 21Mt to 22Mt
- Stable production from the smaller open cuts supported by strong growth, firstly from Narrabri and more recently from Maules Creek
- Coal quality continues to improve as high quality coal from Maules Creek is added to the product mix



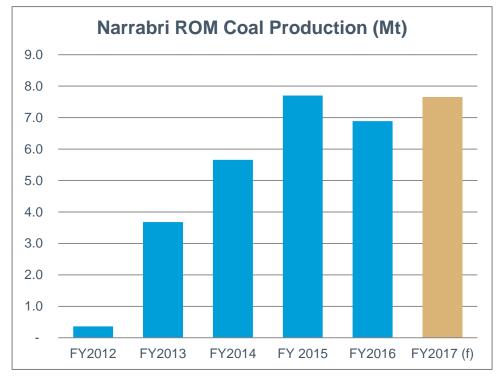
## Maules Creek Growth and Product Mix SALES OF METALLURGICAL COAL INCREASING FASTER THAN EXPECTED



- High margin metallurgical coal production (SSCC) is forecast to reach 32% of the total from the mine in FY2017
- With thermal coal sales running at an annualised rate of 6Mt the marketing focus has shifted to contracting SSCC production
- Mine operating at 10.5Mtpa ROM coal rate in H2
   FY2017 and ramping to 13Mtpa ROM coal by
   FY2019
- The mine is forecast to produce in the range of 9.5Mt to 9.8Mt ROM coal in FY2017



# Narrabri CONSISTENT PRODUCTION BETWEEN 7MTPA AND 8MTPA



- Production guidance for FY2017 in the range of 7.5Mt and 7.8Mt ROM coal
- The face widening project is on schedule with the first 400 metre wide panel due to commence production in April 2017
- Low production costs at Narrabri (A\$48/t in H1 FY2017) will be enhanced by the 400 metre wide face



# **Indicative Timetable for Vickery**

INCREASES WHITEHAVEN'S MANAGED PRODUCTION TO OVER 30MTPA WHEN FULLY RAMPED

June 2017	EIS lodged for the commencement of the approval process
CY2018	Formation of JV
H1 CY2019	Project approved by all the relevant Government authorities
H1 CY2019	Board makes final investment decision
H1 CY2019	Construction commences with an estimated capex in the range of \$600m to \$700m on a 100% basis with a construction period of two years required to build the project, estimate includes additional CHPP capacity for Tarrawonga coal
H2 CY2020	First coal is mined from the open cut and shipped to customers in Asia
H1 CY2021	Construction completed with the full range of coal products available for sale from the mine
H2 CY2023	Fully ramped production of 10Mtpa ROM coal and 8.5Mt saleable product comprising 40% thermal coal and 60% metallurgical coal available for sale

The average quality of the thermal and metallurgical coal products - CV and coking properties from Vickery, will be slightly better than those currently produced at Maules Creek



# **Financial Performance**



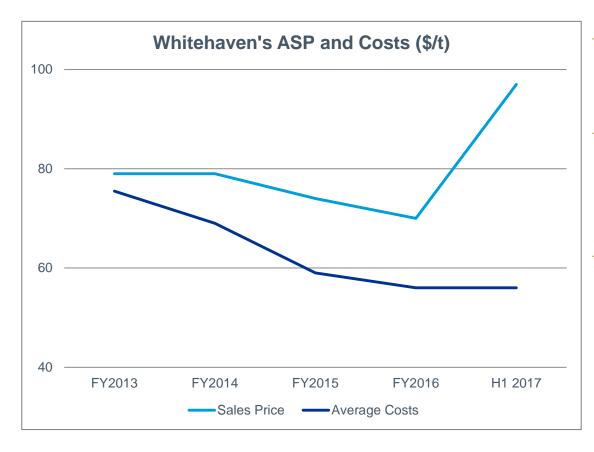
# **Financial Highlights** CAPTURING THE BENEFITS OF HIGHER COAL PRICES

Profit and loss	H1 FY2017	H1 FY2016	Comment
Net profit after tax (\$'m)	157.5	7.8	- 19% NPAT margin
EBITDA (\$'m)	324.8	106.4	- Up 205% on pcp
Cash generated from operations (\$'m)	263.6	118.3	- Up 123% on pcp
Unit cost per tonne	56	58	<ul> <li>Down 3% on pcp</li> </ul>
Balance Sheet	Dec 2016	June 2016	
Net debt (\$'m)	628	859	<ul> <li>Significant reduction of \$231m in H1</li> </ul>
Gearing (%)	17%	23%	<ul> <li>Gearing declining quickly</li> </ul>
Leverage (Net Debt/EBITDA)	1.4	3.8	<ul> <li>Investment grade ratio</li> </ul>

A further \$105 million of debt was repaid subsequent to year end



## **Costs and Margins** HIGHER COAL PRICES FLOWING THROUGH TO MARGINS AND CASH FLOW



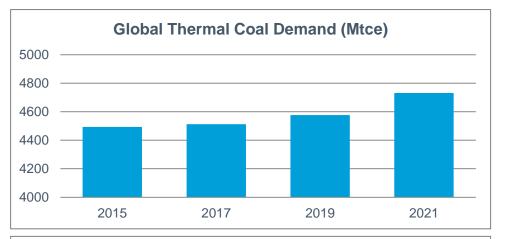
- Costs of A\$56/t excluding NSW
   Government royalties were in line with guidance for the year
- The sharp increase in the margin was due to a combination of higher coal prices and the ongoing sharp focus on costs across the business
- Costs are expected to rise gradually due to increased production of higher margin metallurgical coal from Maules Creek

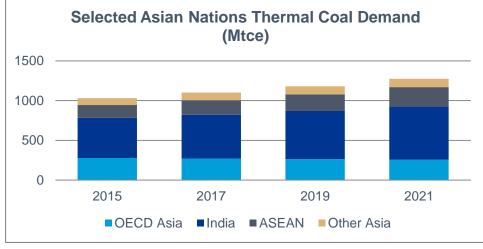


# **Outlook for Coal Use**



## IEA Medium Term Forecasts COAL DEMAND CONTINUES GROWING





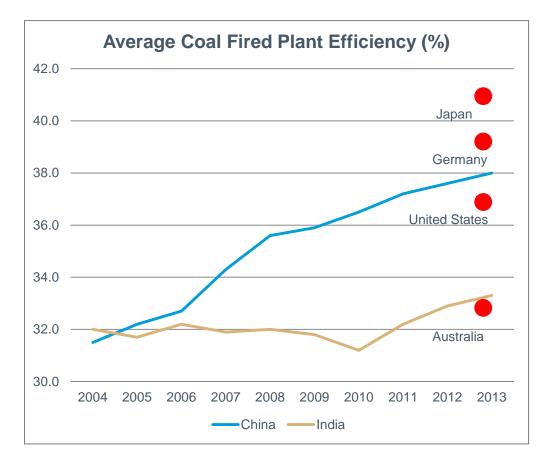
- Global coal demand is forecast to grow through to 2021 based on recent IEA forecasts
- Coal demand in Asian nations (excluding China) continues to be strong with an additional 244Mtce (283Mt of 6000kg/cal coal) required by 2021
- Australia is well placed to supply this increased demand with its higher quality coal

Note: 1Mtce equals 1.16Mt of 6000k/cal quality coal



Source: IEA Medium Term Market Report 2016

# **Coal Fired Plant Efficiency Improving** DEPLOYMENT OF HELE TECHNOLOGY IMPROVES EFFICIENCY OF THE FLEET



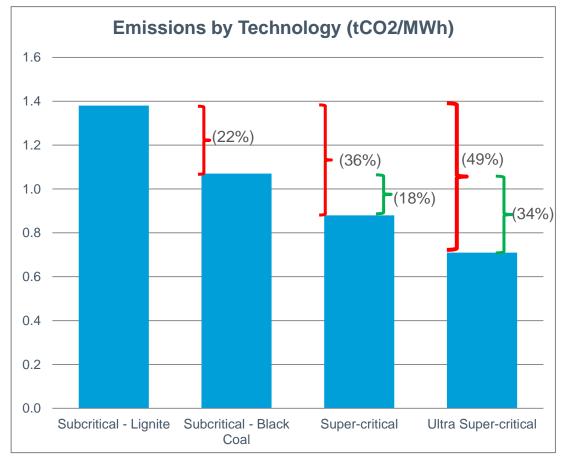
- Deployment of HELE plants in Japan and Germany is reflected in the high average efficiency of the plants
- Deployment of HELE plants in China is improving efficiency
- The use of HELE technology in India is starting to show up in improving efficiency
- The average in Australia is about 33%
- The use of high quality coal that Whitehaven supplies to HELE plants improves efficiency



Source: IEA Coal Medium Term Market Report 2016

# **Coal - Pathway to Lower Carbon Emissions**

UTILISING HIGH QUALITY COALS IN MORE EFFICIENT HELE POWER STATIONS LOWERS EMISSIONS



- Converted from lignite and black coal fired subcritical power stations to black coal fired USC plants reduces CO2 emissions significantly
- Raising the global efficiency of coal plants from the current level of 33% to 42% by deploying HELE technology would reduce annual CO2 emissions by more than 2 billion tonnes
- Asian nations are deploying HELE power stations



Source: WCA, IEA Technology Road Map HELE Generation 2012

## **Examples from Australia and China** THE TALE OF TWO POWER STATIONS



Waigaoqiao No3 Power Station

Source: Article – Ultra Super-critical checks on pollution by Rowan Callick, The Australian 24 January 2017. Minerals Council of Australia, New Generation Coal Technology. CO2 emissions from power stations based on calculation by Whitehaven management, key assumptions - capacity factor of 90% for both power stations. China coal quality 24MJ/kg and 63% carbon as received and Yallourn 8.7MJ/kg and 24% carbon as received.

- Waigaoqiao No3 power station in China began operating in 2008 utilising USC boiler technology
  - Two 1000MW units producing 2000MW operating at 46.5% efficiency producing 11.7Mtpa CO2, employing 265 people
- Yallourn power station in Victoria uses subcritical boiler technology and commenced operations in 1974
  - Four units producing 1480MW operating at 28% efficiency and producing 15.1Mtpa CO2, employing 500 people

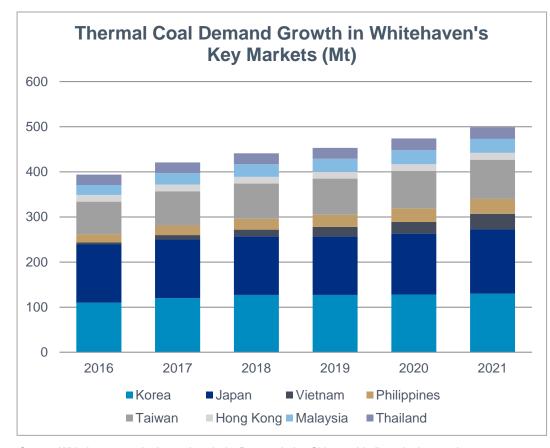


# **Outlook for Whitehaven**



# **Thermal Coal Market**

SEABORNE MARKET REBALANCED IN 2016 AND CONTINUES TO GROW STRONGLY



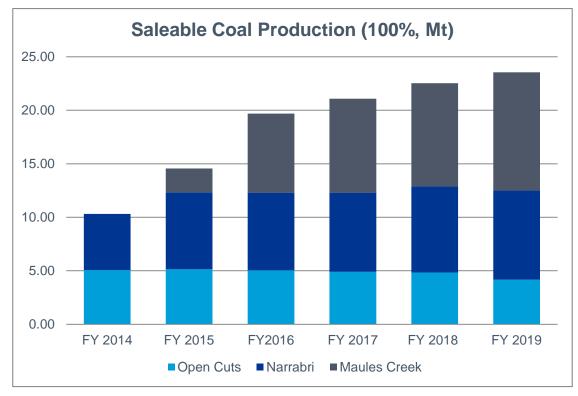
- Global production cuts rebalanced the thermal coal market during 2016
- The combination of production cuts and growing demand for higher quality coal in the Asian region support a positive outlook for coal prices
- As a low cost producer of high quality coal
   Whitehaven it well placed to sell into the growing Asian markets



Source: Whitehaven supply demand analysis. Data excludes China and India as both countries are not target markets for Whitehaven thermal coal

# Whitehaven's Production Growth

MAULES CREEK RAMP UP AND WIDER FACE AT NARRABRI CONTRIBUTING TO GROWTH



Note: Graph depicts saleable coal on a 100% basis including 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 slides 29 and 30 for full details of the Coal Reserves JORC tables and Slide 2 for the Competent Persons Statement.

- Ramping up of production from Maules Creek continues and the wider face at Narrabri contributes from H2 FY2017
- Increased production higher quality coal improves margins
- Saleable coal production for FY2017
   is expected to be in the range of 21Mt
   to 22Mt (100% basis)
- The Vickery project offers a further growth option beyond Maules Creek



## **Embedded Growth Opportunities** WHITEHAVEN HAS MANY OPTIONS TO GROW SHAREHOLDER VALUE

- Increase the approval limit at Maules Creek from 13Mtpa ROM to 15+Mtpa ROM
- Extend the longwall panels into the south area at Narrabri, increasing LOM and annual production
- Seek opportunities to increase the footprint of the Narrabri mine and extend mine life
- Introduce autonomous truck fleets to Maules Creek to increase productivity and reduce costs
- Develop the Vickery project adding 10Mtpa ROM coal production to the portfolio
- Use autonomous truck fleets at Vickery from early in the project life to reduce operating costs



# Targets for 2017

## FOCUSSED ON GROWING PRODUCTION SAFELY AND DEBT REDUCTION

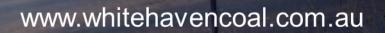
#### **Operations**

- Continue improving safety performance
- Deliver saleable coal production guidance in the range of 21Mt to 22Mt (100% basis)
- Deliver the face widening project at Narrabri and commence mining in the initial 400m wide panel
- Ensure Maules Creek is operating at 10.5Mtpa in H2 FY2017
- Grow higher margin metallurgical coal sales from both Maules Creek and Narrabri
- Lodge EIS documentation for Vickery project

#### **Financial**

- Continue to reduce debt
- Ensure that costs remain in the first quartile
- Increase contracted position for Maules Creek SSCC and thermal coal







sr 17 Narrabri 35

# Appendices



# Resources

Tenement		Measured Resource	Indicated Resource	Inferred Resource	Total Resources	Competent Person	Report
Viakan Onenaut		230	165	110	505	1	Date Jun-15
Vickery Opencut	CL316/EL4699 EL5831/EL7407	230	COL	110	505		Jun-15
Vickery Underground	EL8224/ML1464 ML1471	-	95	135	230	1	Jun-15
Rocglen Opencut	ML 1620	6	4	-	10	2	Mar-16
Rocglen Underground	ML 1620	-	3	1	4	2	Mar-15
Tarrawonga Opencut*	EL5967/ML1579 ML1685/ML1693	45	18	13	76	2	Mar-16
Tarrawonga Underground	EL5967/ML1579 ML1685/ML1693	10	15	14	39	2	Apr-14
Maules Creek Opencut**	CL375/AUTH346/ EL8072	230	360	70	660	6	Mar-16
Werris Creek Opencut	ML 1563/ML 1672	15	3	-	18	2	Mar-16
Narrabri Underground***	ML1609/EL6243	190	300	230	720	5	Mar-16
Gunnedah Opencut	ML1624/EL5183/ CCL701	7	47	89	143	2	Aug-14
Gunnedah Underground	ML1624/EL5183/ CCL701	2	138	24	164	2	Aug-14
Bonshaw Opencut	EL6450/EL6587	-	4	7	11	2	Aug-14
Ferndale Opencut	EL7430	103	135	134	372	3	Jan-13
Ferndale Underground	EL7430	-	-	73	73	3	Jan-13
Oaklands North Opencut	EL6861	110	260	580	950	2	Aug-14
Pearl Creek Opencut****	EPC862	-	14	38	52	4	Jan-13
TOTAL COAL RESOURCES		948	1563	1518	4029		

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

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

\*\*\*\* Dingo Joint Venture - Whitehaven owns 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 2016									
Tenement		Recoverable Reserves			Marketable Reserves			Competent	Report
		Proved	Probable Total		Proved Probable Total		Person	Date	
Vickery Opencut	CL316/EL4699/EL7407	-	200	200	_	178	178	1	Mar-15
Rocglen Opencut	ML1620	2.8	0.6	3.4	2.1	0.5	2.6	1	Mar-16
Tarrawonga Opencut *	EL5967 / ML1579 ML1685 / ML1693	29	10	39	27	9	35	1	Mar-16
Maules Creek Opencut**	CL375/AUTH346	210	300	510	190	270	460	3	Mar-16
Werris Creek Opencut	ML 1563/ML 1672	12	2	14	12	2	14	1	Mar-16
Narrabri North Underground***	ML1609	80	42	122	78	40	118	4	Mar-16
Narrabri South Underground***	EL6243	-	94	94	-	75	75	2	Mar-15
TOTAL COAL RESERVES		334	649	982	309	575	883		

1. Doug Sillar, 2. Graeme Rigg, 3. James Smith, 4. Michael Barker

\* Whitehaven owns 70% share of opencut reserves within ML1579, ML1685 and ML1693. The total combined reserve for Tarrawonga 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



