Whitehaven

WHITEHAVEN COAL FY FY26
"Full Year FY26 Financial Report"

INVESTOR CALL TRANSCRIPT

Date: 19 August 2026 Time: 10:30am

Introductory comments / Overview of March Quarterly Production Report

Paul Flynn:

Good morning, everybody. Thanks very much for joining us today. I know there's a bunch of calls with other companies releasing results today, but appreciate you taking the time to dial in to our full year '26 financial results presentation. As usual, I'll go through a presentation quickly. I'm joined by my colleagues here, our CFO, Kevin Ball, our COO, Ian Humphris. We'll go through the presentation between Kevin and myself, and we'll move on to Q&A very shortly. So thanks very much again.

Just flick over the page. We've got our disclaimer there, because we do have forward-looking statements in this document, so I'll bring that to your attention for your reading pleasure. I'll just move over to our highlights, but first and foremost, safety and environment performance is front of mind for us at all times. In the expanded business, our safety record has actually been very positive. So our TRIFR are at 3.3 is a record for the expanded footprint now, which is very positive to see, and we'll continue to push that as the years progress. Environmental performance, we've had no events in this particular year, although I do know that one event which was recorded last year, FY25, has migrated into the form of a penalty notice, which we will retrospectively report in our FY25 year, but that did occur in this... But there were no other events in the course of the year. Our team remains dedicated to ensure that that is the case, and overall, our environmental performance and compliance has been very good.

Just moving over to the highlights. I know some of these numbers are already familiar to you with the quarterly reporting that you've seen along the way. We round out a very good year operationally at 40.3 million tonnes, quite a milestone to cross the 40 million tonne line. And so that was broadly at the top of our guidance. And the split between Queensland and New South Wales at 20.1, Queensland 20.2, marginally crept over the top for New South Wales. Equity sales at 26 million tonnes, slightly down on last year. Although last year, as you recall, the joint venture was formed during that year, so it's not a like-for-like comparison in that sense. Revenue at 5.4 billion, 57% metallurgical coal, 43% thermal, achieved the price of, in Aussie dollar terms, $202 per tonne, reflecting some softer coal market dynamics, and of course, a currency which has moved adversely over that period, which I'm sure we'll talk to a little bit later on.

The cost outcome for the year has been excellent, and $132 I'm sure has taken a few of you by surprise when we reported that unaudited as it was during the quarter report. But that's a terrific result, down from $139 in FY25, certainly at the lower end of guidance. EBITDA at 1.25 billion, underlying as it is, 677 million for Queensland, 596 million for New South Wales. The underlying NPAT of 227 million, and our statutory NPAT at 385 million reflects some post-tax non-recurring gains of $158 million, which Kevin will cover shortly for you. The board has seen fit to declare a fully franked dividend of six cents per share, payable on the 15th of September, and to allocate an equal amount up to a further $47 million in our buyback program, which will be executed over the next six months.

So just flipping over, just the year itself in terms of pricing, FY26 was a period of softer pricing overall, but we did see improvement in the second half, which was positive. As I've mentioned there before, the full year average at $202 per tonne in Aussie dollar terms was down 6%, to say the price has recovered in the second half, but the currency, as you can see on the chart here, has moved significantly over the years that we depicted here. So in Aussie dollar terms, that's actually been a negative for realised coal pricing in Aussie dollars.

Metallurgical pricing has actually been a little bit better in more recent times. Thermal price also the same, been ranged now for a good period, but obviously energy security concerns related to the Middle East conflict certainly had in, the second half, improved. The price will be quite robust since that time as that conflict unfortunately continues to go on. Demand for our products has been very strong, so no issues there with our customers. They continue to take all the contractual commitments, and in fact asking for more. So we are a little constrained in that sense, but that's a positive underpinning for the market. And our outlook on the medium to long-term remains unchanged and positive.

Looking over quickly just to the spread of our sales, 90% of the sales you can see for the year we're in Asia. Japan obviously remains the heart of the business, with over half of our sales. India at 11%. And then the remaining third is broadly across Malaysia, Korea, Europe, and Southeast Asian countries, plus China and Taiwan. So a nice spread of the sales mix across the non-Japanese sales. And we see that continuing to expand in this new year. 57% as to say of the sales revenue was met coal in this year.

Flicking over to the commodity insights data, we've represented this for you, the timeline for this has been extended a further 10 years, just to highlight too for that. So it looks slightly different from what you've seen in the past, but both sides of this equation highlight growing demand and a shortfall of production. And I'm sure that's no surprise that everybody sees that, in terms of 162 million tonnes shortfall projected out to 2050 on the metallurgical coal side, and 118 million tonnes on the thermal side over the same time horizon. No surprise here, approval timelines blowing out, and supplier response hasn't been meaningful at all, despite the fact we've been through periods of decent pricing, and underlying demand just continues to truck along, which is very positive for us, and positive for anybody who's obviously got productive assets on foot already.

In terms of the operational results, I'll just skirt over this relatively quickly, because you've seen this in the quarters. Again, Queensland, the split there, and New South Wales. So the total 40.3, again, quite a milestone for us to cross that threshold. And our sales at a managed level, 32.7 for the year, compared to 30.2 in FY25. Production, Queensland, 20.1. Did a reasonable job. We obviously had a weather affected quarter, heavily weather affected, and that manifests itself particularly at Blackwater in the year, but the recovery from that actually was quite good. And to round out at 13.9 million for the year was a positive result for Blackwater. Daunia had an outstanding year results-wise, so 6.2 million tonnes of ROM was certainly a highlight. And you can see the trajectory in our ownership here has been very positive. The momentum we've been able to gain over the period of our ownership of the Queensland business has been really good.

Our focus for this new year, really, is just to make sure we continue to rebuild the inventories for the dragline operations at Blackwater, getting down a life of mine plan that we're satisfied with for that asset. And then of course Daunia, as we've spoken about, we want to make sure that the AHS productivity gains, which we think are possible, we want to see more progress on that over this next 12 months in particular. And particularly as it's important to us, because we are moving into the southern domain of Daunia, and so those hauls become a little longer, so we want to make sure that the potential benefits are there for the AHS system there.

New South Wales at 20.2, as I said, just crept over the Queensland 20.1. So won the state of origin this year. Very good to see the continuation of improvement there at Maules Creek in particular. So all the open cuts did well, but Maules Creek, it's nice to see that building momentum. And that momentum is carried into this new year, which is positive. Narrabri we talked about through the quarters, has had a couple of difficult times. We are seeing very positive production performance as a result of some of the work we've done to improve the health of the longwall, so that's positive to see. But the year itself in total, yes, from our perspective, it was less than we would have expected, given that bumpy ride and the geotechnical conditions that we found in the last quarter in particular that gave us a little bit of heartburn.

Moving over, just… Sorry, I'll just comment there. For our new year, we haven't focused on this before, but we have just received an approval to go to 4.1 million tonnes for our GOC operations, which will be vetted into this new financial year. So even though the open cuts between Vickery and Tarrawonga have done a very good job, but this year, we'll be able to take that a little bit further with the 4.1 approval just recently received. With that, I'll hand over to Kevin.

Kevin Ball:

Thank you, Paul. So this slide, I think Paul referred to the good cost management. What you'll see in here is the impact of softer coal prices. So in '26, our average U.S. dollar price was $137 against 140 in the previous year. The other impact there is the FX went from 65 in FY25 to 68. And collectively, that's almost $300 million worth of revenue that didn't turn up in '26 that turned up in '25. Sales volume, a little number at 24. But the real issue, or the real paper on there is the $182 million in cost out, and the program will work to deliver $132 as a unit cost for the business, and that really is the piece that helped to deliver $1.25 billion in EBITDA for the period. It was a lot of hard work by a lot of people focused on a range of initiatives in the business to deliver that outcome, so we're pretty proud of that outcome.

Turn the page. Underlying EBITDA, as I said, 1.25 billion converted to an underlying NPAT of $227 million after depreciation, amortisation, net finance expenses and tax. And I apologise for this, but it's a little complex in here when you get to the non-recurring items on the next line, 158. But you'll also see in the back of this pack some information around where we think interest is going to be, and where depreciation's going to be in years to come. Depreciation was 534, amortisation 148. That's about 680 million. Our CapEx for the year was about half that, about 349, 350. Our underlying net finance expense of 254 really reflected the acquisition funding in place in April '26, because the refinance of that only ever really kicked in about April. So we'll get about a quarter of that. You should see a little bit better this year because of that refinance.

And the non-recurring post-tax gains of 158, these are the non-cash remeasurement of contingent consideration. So you know we have to pay BHP, or we've had to pay BHP a share of coal price appreciation, or coal price outperformance. We remeasure those, and we remeasure the value of the deferred. So that's largely what falls into the non-recurring items. So statutory NPAT, 385 million. And you will see that note, 2.2 in the financial report, for those of you who want to read the report, there's a reconciliation between underlying and statutory NPAT.

If I turn the page, this was a really interesting slide on here, $48 margin. It's down a touch from the previous year. And when I say a touch, it's down about $2, I think. 48 plays 51. Really a softer price. Average revenue after royalties was $180 a tonne, compared with 190 in FY25. Average cost of sales though was down $7 a tonne. And I think there's about $2 in diesel in that, so it would have been about $130 had diesel continued to perform in the way it did in the first seven or eight months. So together with inflation, diesel and a range of things, I think that's why we would say lots of work went into delivering 132 for the year. So we're pleased with that. EBITDA margin, as I said, $48 or 27%. So it's a good outcome.

Turn the page. Cost of coal improved $7. So unit cost improved seven bucks from 139 to 132. We were 135 at the turn, at the half year, so that's good. There is some benefit here from a sales mix between New South Wales. New South Wales volume says about $4 in that. There's also savings of about nine to $10 delivered through a range of initiatives and cost restraints. The '25 cost outcomes, or cost savings that we put in place in FY25 continued to roll through into FY26, and we delivered around $65 million of annualised saving in FY26 through more than 100 individual projects across the business, from corporate, logistics and marketing, and operations. So as I say, it was an effort of everybody across the business. Significant savings and volume benefits were partially offset by inflationary impacts and higher diesels. Between diesel inflation, we think that's about six to $7 that would have pushed up from the previous year. So again, a good outcome.

Turn the page to the segment results for FY26. Queensland, $2.9 billion in revenue, underlying EBITDA of 677 million. New South Wales, $2.4 billion in revenue, and underlying EBITDA of 596. The Queensland EBITDA was about 22% down on the previous year, which reflected the 30% sell down of Blackwater that took place in March 2025. And New South Wales EBITDA was up 11%, good cost performance, and an improved coal price contributed to those two things. And the net finance expense reflects the underlying component of the total finance expenses. We're really pleased to have $900 million fixed at 6.5. And the variable component, the $475 million of drawn bank debt is pretty much matched, or exceeded by the cost on the cash that's on deposit, so our interest cost should be pretty easy to pick on our borrowings in future years. So the number of 254 should come down to around 215 in FY27 as a full year benefit of that lower cost comes through.

If I turn the page, net debt at 1.3, if I've got 1.25 billion in EBITDA, and 1.3 in net debt, then I'm about one turn of leverage at what would arguably be the bottom of the cycle. So it fits within the guidance that we've set to market on how we look at our debt. And to be honest, look at that and say that's a pretty good outcome, given we've paid 738 million Aussie, or 500 million U.S. to BHP at the start of that. So I'm pleased with that. If we start 1.4, 1.3 during the year, net cash inflow from operating activities, $857 million. We spent $349 million on CapEx, as I said, about half the depreciation amortisation charge. 119 million on leases. We gave shareholders 156 million. And there was some other investing activity, which is us putting money into the rare earths end of town in Brazilian rare earths, rare earths in America. And that pretty much explains how you get from an adjusted 1.372 at the beginning of the year to 1.327 at the end of the year.

Come across into the capital structure, the refinance completed in the second half. We now have a $1.5 billion capital structure, comprising 600 million of bank funding, of which 475 is drawn, and 125 is undrawn, and 900 million of senior secured notes that are fixed coupon rates. The refinancing lowered the cost of debt, diversified the funding sources, and extended the tenor, and you can see that in the graph that's on this page, where you can see maturities in FY31, '32, and '34. That refinancing will save about 50 to 55 million a year. And we're really proud now that we have an investment-grade rated senior secured debt instrument, and we're focused on maintaining those strong credit metrics. The other thing I'd say to you about that is if you look at those bonds since issuance, they've traded tighter since we sold them, and they're now back inside 6%. So that's been really well-received by the market, and really well-received by investors. They've done well out of it, as have we.

Turn the page. We always maintain strong liquidity, and this slide should tell you no different. $778 million of cash on hand. Our gearing was about 18%, which is within our 10 to 20% rate. And as I said before, we're about one times levered on our EBITDA. Well-placed through the bottom of the cycle. No real pressure on the business in terms of tenor, or in terms of refinance, or in terms of liquidity. So we're looking forward to April 2027 when the three-year deferred and contingent payment arrangements for Daunia and Blackwater stop, and then the cash flows from the Queensland assets entirely flowing to Whitehaven Coal shareholders, which will be a good day. Yeah, so further strength in the balance sheet. Let me hand back to Paul.

Paul Flynn:

Thanks, Kevin. Yeah, look, I think that's a very good summary of some excellent work that's been done during the course of the year to position the company well from a financial structure perspective. And as you say, great to see the company with investment-grade debt instruments, certainly a rarity in our sector. The capital allocation framework, as you know, is very important to us, and report trade here on this slide as it was in the past, so no change there. And as Kevin summarised for you, our current situation fits firmly within the metrics described here in the centre of the page. So that's a very good positioning for the company, and it gives everyone a clear understanding as to how we think about the deployment of the incremental dollar of capital. And balancing, obviously ensuring that we provide shareholder returns through the balancing of the various alternatives to use that dollar, be that for DVs and buybacks, obviously our organic growth options that we have, and of course, M&A episodically when something compelling is on the table.

So moving across, as far as this year goes, $159 of capital returned in respect to the FY26 year, and split evenly between franked dividends and our buyback. So the year's result does round out our payout ratio at 70%, which is slightly out of bounds from our 40 to 60% range. But that really is a function of the fact that we paid a dividend the first half with a strong balance sheet, but meagre underlying impact. And so the addition of about six cent fully franked dividend as our final brings us to around 70% of an FY6 underlying payout ratio.

So $64 million has already been returned, and so a further $95 million is to be returned by that dividend. And then we will complement that, as I mentioned a little earlier, with the buyback of similar proportion over the next six months, so that's about $47 million. The split between franked dividends and buybacks certainly reflects the composition of our register. And also we do often take feedback from our shareholders in terms of what their preference is from a dividend and buyback perspective, and we get pretty much equally weighted feedback, I must say. That's not a domestic to external split, that's actually domestic shareholders giving that feedback as well, so that the buyback is meaningful to them.

But over the course of the year, I think we've delivered a very, very solid performance for the business. If you look at it just on a year-on-year basis itself, our total shareholder returns for the year to 30 June '26 is 41%, ranking Whitehaven at 16 of the ASX 100, which is not a bad performance, given that we hover around scale-wise around the 80 to 90 in the ASX 100. So not a bad effort from all the team here, I think you would agree.

I'll flick over the guidance now if I can. So looking at the guidance ahead for us, we are now into our third year of ownership of the Queensland assets, and so that bigger portfolio, we feel like we've better that down to a good degree, although we've got plenty of work to do to optimise the portfolio even further. The confidence that we have in the Queensland business now two years in, entering this third, allows us to narrow the managed ROM guidance slightly. So similar to last year, last year was 37 to 41, we've tightened that up a little bit to 38 to 41 as our guidance for managed ROM production for this new year. We feel that the downside, we understand better, and so that's why we've tightened that up a little bit better.

Relatedly, managed coal sales reflects that change as well. So our guidance here at 30.4 to 33 million tonnes for the year, and cascades through to the equity coal sales as well at 23.926 on the upside. Unit cost, this is obviously the one which is quite challenging. And whilst we have done very well in this year to bring ourselves into 132 for the full year FY26, the '27 year follows, as you see, we enter the year not as we entered last year, we entered this year with an ongoing conflict in the Middle East, which makes it a little bit difficult for us to estimate where to locate our assumptions around diesel pricing, say for instance, which is material to us, and our cost base. And so we've left the spread for our cost guidance across a $15 range in Aussie dollar terms, so 132 at the low end to 147 at the high.

I'm sure everybody accepts that trying to predict that at this point in time is a difficult exercise, so we've chosen to leave that at that $15 range. But as you can see, and as Kevin's described well, our efforts during the course of the year to bring our costs down despite the turbulence that affected us, not just the Middle Eastern conflict effect on diesel pricing, but also the weather impacts that we had obviously in Q3, and the recovery of that, and the excellent work that the team's done in reducing our costs across the business gives us confidence that we can certainly trend down towards the bottom end. But I just provide that caveat that the diesel pricing assumption is something that we've taken our best attempt at performing, but I'm sure, one way or the other, it'll be a variance to what it is that we've forecast for the year.

Now CapEx, we ended up, as we said, at 349. So below our CapEx, and our range this year is slightly higher, so we're 390 to 490 for our CapEx guidance for this new year. As has been in the past, as Kevin's highlighted again, we've spent less than depreciation, amortisation in aggregate. We're not attempting here to compromise any of the prospects of the business, but we are making sure that we measure out the capital in judicious fashion, and make sure that the dollars are going to the right projects to make sure that the business is sustained and well-maintained, and that we are balancing the needs of the competing requests for capital across the business. So again, we've taken a conservative position in terms of our guidance for this new year. We're carrying good momentum into the year, as you can see volumetrically and cost-wise, but we feel it continues to be prudent to make sure that that conservative approach is embedded in our guidance for this new year. So that rounds out pretty much where we're going for this year.

Now, in terms of the focus for this new year for us, continued safety and environmental performance is front of mind at all times. As I mentioned, the cost discipline, we feel like there's potential here, and as we've commented in the past, we have upside in terms of cost reductions associated with recent renegotiation of our rail contracts, which is very positive. And in the case of Queensland, the elimination of surplus take or pay, similar to what we did with our New South Wales re-contracting of that same service. But we want to make sure that the business continues to deliver reliably and sustainably over the year, so our focus is making sure that we've got a robust platform that delivers consistently across the year. And of course, our guidance is paramount to us, so we want to make sure that we deliver that in good form in this new financial year. So thanks for taking the time. We're very pleased with the year that we've rounded out, and look forward to the questions from our Q&A session. Thank you.

Question and answers:

Operator:

Thank you, sell-side analysts. If you wish to ask a question, please press star one on your telephone, and wait for your name to be announced. If you wish to cancel your request, please press star two. If you're on a speakerphone, please pick up the handset to ask your question.

Your first question comes from Rahul Aand with Morgan Stanley.

Rahul Aand:

Hi. Good morning, Paul, Kevin, Ian. Thanks for the call. Can I perhaps start with CapEx? So in terms of the CapEx guidance this year, we do have a bit of a bump up, and I know it's coming mainly from Narrabri, and I think there was a bit of deferral from last year into this year. But I guess my question's more focused on how we should think about the maintenance CapEx on a go-forward basis. Do you think there's any one-offs here that we should exclude besides the Narrabri impact? Anything to call out at all, to note for the CapEx going forward? Thanks.

Paul Flynn:

Yeah. Thanks, Rahul. Look, we have been cautious with the CapEx, as you know, and obviously with the expanded footprint, that's been part of the cultural journey, if you like, in terms of making sure that we've got discipline around the request for capital, and how it's deployed across the newer part of our business. As you rightly point out, Narrabri has been in need of deployment of capital here, and we are partway through a two-stage process of refurbishing our longwall. So we did that the last change out, first part of two. And of course, with the next change out, there is a decent amount of capital that goes into completing that refurbishing of the wall itself.

There is capital also involved obviously in opening up, if I can look broadly, the stage three areas from an infrastructure perspective, and so that requires capital as well. But we have put this off, and it is... That work needs to be conducted during the quarter of this next year, which will put us in a very solid position, we feel, going to Panel 205, because we'll get through the balances panel, conduct that second stage of that work, and get into a new panel which we know has got less geotechnical concerns, and a wall which will be a fighting fit in terms of being able to lift our productivity and production levels at Narrabri, but no other one-offs that you should be concerned about.

Rahul Aand:

Got it. So basically expect the CapEx to be a bit lower going forward after adjusting to that is the right way to think about it?

Paul Flynn:

Well, I think absent-

Rahul Aand:

Okay.

Paul Flynn:

Yep.

Rahul Aand:

Yep. Sorry, go ahead.

Paul Flynn:

No, I was just saying, well, we're not forecasting lower CapEx going forward, we're not giving guidance over multi-years, all we're highlighting is that the one at Narrabri obviously is episodic, it's obviously not a reoccurring expenditure that we need to make for a refurbishment of a wall. But into the out years, I'm sure as fleet replacements and things take hold, we will guide you in future years as to when those things come.

Rahul Aand:

Understood. Okay. And then for the second one, you touched on it a bit in your introductory comments as well, Paul, and that's related to the diesel price. So obviously the assumption this year, in large part looks flat with FY26 in terms of the assumption of the diesel price. Can we just maybe get a quick refresher on just that sensitivity to the diesel price, where you think the diesel spot is currently? And then are there any measures that can be taken to perhaps changing mine plans or something else in terms of work index that can help shield you a bit in terms of periods where the price for diesel might be significantly higher?

Paul Flynn:

Yep. Thanks, Rahul. Broadly, the consumption of diesel across our business is a litre per BCM. So you can see the total movements of dirt for our business. And diesel prices, as we've commented on over, particularly last quarter, May was pretty high watering in terms of the price per litre, we've got nearly up to $2 a litre on a net basis for us. And that's moderated further down, probably now about 145, 150 type level at the moment. The midpoint of our guidance, and I think it's important just to state this, because it is in the footnote, but let me just highlight it just for a moment. Our assumption for this year, our midpoint of guidance cost-wise is predicated on $1.16 on a net basis per litre for the year, average for the year. And so we've taken it obviously from where we are today versus where we might end at the end of the financial year.

And that's what I was referring to in the challenge of trying to forecast this thing, given that we are captive to whatever goes on over there, and we observe it, and have as much control as you do over what goes on over there. So that's the challenge of it, but that is the context for where we've been in the past. Pre-conflict, we would hovered around the late 90s to a buck level per litre. So we are predicting a return to hopefully peace and normality by the end of the financial year, which allows us to get from a tapered basis down to $1.16 on average for the full year for the midpoint of our guidance.

Rahul Aand:

Got it. That's very clear. Thank you, Paul. I'll pass it on. Cheers.

Operator:

Your next question comes from Paul Young with Goldman Sachs.

Paul Young:

Morning, Paul. Morning, Kev. Hope you're both well. Can we start with the production guidance for FY27, looking at the Queensland guidance, which implies a bit of a fall at the midpoint year-on-year? I know you stepped through Blackwater having to catch up, a little bit of stripping in the second half, and Daunia moving to some of the southern pits and longer hauls, and the automated trucks, just commissioning those, and getting comfort, et cetera. But are both operations falling a little bit in FY27, or is it more one than the other?

Paul Flynn:

Yeah. Thanks, Paul. Look, the guidance is, as we said, considerably positioned. As you rightly point out, the midpoint is less than what we've done for this past year. That's not our aspiration, of course, in this year. So I could say that Blackwater will be doing a bit more of the heavy lifting this year, and Daunia does have to go through a transition here, so there's a bit more dirt being moved in this new year as we start to extend ourselves now and open up the southern domain of Daunia. So there's a bit more dirt being done there. And so the mix of the two does change, but we feel like... Well, Blackwater is certainly performing reasonably, and we feel like that, year-on-year, will be an improvement. 13.9 last year wasn't where we wanted to be, and that was weather affected, so we feel like there's upside there, but you will see a moderation of the mix as Daunia focuses on the dirt.

Paul Young:

Yep. Okay. Understood. And then a question on cost. I know you had split out Queensland and New South Wales within the guidance and the result, but I think a quick calc on the second half of Queensland, I think unit costs are about Aussie 145 or 148, or in that sort of ballpark. And obviously midpoints going backwards a little bit, diesel we've just run through. And previously you've got it to medium-term, I think around 145 or thereabout. Anything to comment on those numbers as far as Queensland reporting 145 to 148 in half as a new starting base?

Paul Flynn:

Yeah. We haven't engaged this because we don't provide a breakup on... But your arithmetic is not a world away from where it is, Paul. We feel like we've got good momentum coming in this year from a cost reduction perspective. I think that's evidenced by the 132. I think we've done well. And our objective here is to carry that into the year, but we're not going to... There's lots of execution risk that goes around all these things, and you've got the diesel prices we've talked about ad nauseam already hovering over us. So our view is that we can work on this cost base in this new year. And absent diesel price, we feel like we've got some momentum to drive some further costs out of our business. Queensland in particular, relative to New South Wales. New South Wales obviously is not immune to the laser focus that the team is applying on the cost side of things, but it's... I'll have to say, from a [inaudible 00:35:38] reduction improvement perspective, it's got less upside, if I could say that.

Paul Young:

Yep. Okay. Understood. Thank you.

Operator:

Your next question comes from Adam Martin with Evans and Partners.

Adam Martin:

Yeah. Morning, Paul, Kevin, and team. Yeah, just back on the costs, I mean, you previously said things like maintenance as a medium-term opportunity, perhaps you could just step through... We put the diesel thing to the side, we can all make an assumption around diesel price, but what, structurally, can you work on over the next one, two years, please?

Paul Flynn:

So from a maintenance perspective, Adam?

Adam Martin:

Yeah, maintenance, and then anything else you think is out there from an operating cost perspective?

Paul Flynn:

Yeah. Look, I wouldn't say maintenance-wise... we've certainly made a lot of improvements in action maintenance programs that have been run over the last two years, so there's been a handsome amount of savings that have been brought to bear through that. But I wouldn't say, going forward, we're going to be driving material change in that regard. The CapEx, and maintenance, and rebuilds programs are crafted around maintaining the quality of the gear and the operational utilisation of the gear that we're striving for. So we're not cutting any corners there, but we do want to make sure that every dollar spent is well spent. And so that is definitely the focus for that. Nothing material to change there.

Ian Humphris:

Yeah. I mean, we run a condition monitoring program, and as we get to know the assets better, particularly the Queensland ones, I mean, we're continuing to push sort of lives out there. So there will be savings in that area.

Paul Flynn:

Yeah. No. And to your point, we've spoken about at least the big ticket items with the drag lines, say for instance. There's been a little bit more money applied to the rebuilds as we've got a closer examination of the condition, as you say, of some of that equipment, and we've spoken in previous quarters about having to apply a little bit more money to each of those rebuilds as they occur. But other than that, I think we should be in reasonable shape. The only other thing-

Adam Martin:

Okay.

Paul Flynn:

... that I mentioned there earlier... Sorry, Adam. The only other thing that I mentioned earlier there, of course, is the rail outcomes as being upside for us in terms of cost savings. So New South Wales, of course, we did a very good job there, I think initially, in terms of bringing down the surplus take or pay exposure on the above rail, and matching that better to the sales profile of our mines in New South Wales. And now we've complemented that with, obviously an outcome on the Queensland side of things. And [inaudible 00:38:27] has been successful in winning the business for our Queensland operations. We've been able to eliminate surface take or pay from that arrangement as well, which has been very positive, and also achieved a cost reduction as well per tonne over the contractual period, which is a couple of years, obviously on the tail of this existing contract, plus the 10 years that follow for the new arrangement. So in aggregate, yeah, very positive to see those cost reductions coming to the table.

Adam Martin:

Okay. Thank you. Just second question, arguably your cost of capital's reducing, your interest costs 9% down to six, as you've pointed out, over 50 million annually. Are you thinking that as being excess going to be returned to shareholders, or is now the time to consider growth with... Maybe you could update on some of the growth options there, please?

Paul Flynn:

Yeah. Well, look, I think less expenses, interest or otherwise, results in the higher impact, which will drive better return to shareholders. There's no doubt about that. We're very pleased with those outcomes. And as Kevin's mentioned earlier, we're now entering the last year... Have entered the last year, not just of the deferred payment, which is the 100 million U.S. that we need to pay, but the last year sharing the revenue as part of that deferred consideration structure. And so one quarter has obviously passed already of that arrangement, we've got three more to go of that revenue-sharing exposure. And so as mentioned earlier, those dollars will now form part of the collective coppers of the expanded group.

And I think as we guided in the first quarter, so in the June quarter, I think we estimated it was exposure to about 53 million, I think, U.S. in the quarter. So if pricing remained the same as that over the course of the year, then there's some $200 million, 210, 215 U.S. The price has come down since then, but if you think about that, after this last year of the three-year structure, that money finds its way into our bank account, which will be great. So-

Kevin Ball:

And stays there.

Paul Flynn:

And stays there. So that's very positive. So it's nice to come to the end of that period. Obviously, prices have moderated from the calculation I just gave you slightly, so it may be more in the annualised 170 to 180 million type number. But the point here is that after the end of... Once we get to April, all the upside in revenue is ours, not shared. And so that's the positive part, that we would like to get to the end of to conclude what has been otherwise a very successful structure to the acquisition consideration payments.

Adam Martin:

Okay. Thank you. That's all for me.

Operator:

Your next question comes from Jon Sharp with J.P. Morgan.

Jon Sharp:

Good morning, Paul, Kevin, and Ian. Thanks for taking my question, and congratulations on FY26, those costs. Just back to cost for FY27, can you just remind us, or maybe let us know what you're currently paying for diesel? I think you get about 53 cents of rebate. Is that correct?

Kevin Ball:

This is Kevin. It's really hard to do that when you look at the bows of price. Today, we're in the 130, I'd say. 130, 135. The real question that's driving this at the moment is crack spread. So if you take a Singapore gas oil price, that actually gives you a reasonably good proxy for the diesel price that we're paying, I think. But it's crack spreads, because crack spreads have gone from traditionally, say a year ago, they're about $20 a barrel, to now 50, 60, 70, $80 a barrel depending upon where capacity exists on the planet. So crude's a contributor, but crack spreads have become an increasing contributor. As Paul said, we've got a budget in there that says we expect this conflict to settle over the next year, and diesel prices to come back to something more reasonable. And that's how you get $1.16, I think is the guidance that we've got in there that underpins the midpoint of guidance, down from... Which is a little more elevated in this first half. So that's the story.

Jon Sharp:

Okay. Great. Thank you for that. And second question, you finished FY26 at the top end of ROM guidance. FY27 range is a little bit tighter. Do you have greater confidence in the Queensland assets now that you've had them for three years to tighten that guidance range? And what's stopping you from hitting the top end of guidance again this year?

Paul Flynn:

Yep. Jon, it's a good question. We feel like we have good momentum. There is a mix of production, as I mentioned there earlier, just in terms of Blackwater and Daunia in this new year, but we feel like we've got good momentum. And New South Wales, as I mentioned before, has actually done really well by Narrabri. Now Narrabri is actually performing better, so that's very encouraging to enter the new year on that basis, so we'd love to see that continue on. But we are cautious to bank all these opportunities formally in that sense. So I think our objective here definitely is to get to the top end of our guidance, if not, beyond. So that would be our objective.

But how do you set that up at the beginning of the year, given that we are sitting here having had a bumpy ride with Narrabri? We've had some significant weather in this past year, we've reflected that in our budgets for this new year. So the corollary of all that is the basis upon which we provide conservative guidance, although we feel the momentum. So I understand the point that you're making, that we have... With that momentum, we should have a positive year volumetrically, and that will also drive a positive year cost-wise. I think the hypothesis is sound.

Jon Sharp:

Okay. Great. And just quickly, I want to make sure I get this one right, just on the last call in... I believe you said that all the supports are coming out to the surface for the longwall move, but I didn't know whether you meant all the supports that require maintenance. So can you just let me know, is it all the supports, or is it just the supports that require maintenance? Or-

Ian Humphris:

No. All the supports will come out, but there is a varied maintenance requirement on those supports.

Jon Sharp:

Okay. No worries.

Paul Flynn:

Yeah. Yes. Some have had the birthday already, and there's a smaller effort per support to be undertaken, whereas others didn't get the benefit of the first stage of the work, so they need a more intensive overhaul. But all of them are coming.

Ian Humphris:

Yeah, all of them. And I mean, some have some structural stuff that need fixing up, and some of that will be determined as we get them out and have a look at them.

Jon Sharp:

Okay. Great. Thank you for that. I'll pass along.

Operator:

Your next question comes from Lachlan Shaw with UBS.

Lachlan Shaw:

Morning, Paul, Kevin, Ian, and ream. Thank you very much for your time, and thanks for the questions. Two from me. I just wanted to, I suppose, start at Narrabri. Obviously there's a bit more capital coming up, but last three years it's been below five million tonnes a year. I'm sure you prefer it to be running at a higher run rate than that more reliably. Can you remind us, when you think about this capital program, refurbishing the longwall, the next change out, et cetera, getting into the new panels, are you confident there's a pathway back above five million tonnes? Is it five and a half? Could it get to six in two, three year's time? Thanks. And I'll come back with my second.

Paul Flynn:

Yeah. Thanks, Lachlan. Yeah, look, our expectation is that once fully overhauled, and as we move into Panel 205, where we know the geotechnical concerns diminish, our view is... And we've got to ask this question a quarter ago, do we still feel confident that Narrabri can return to a six to seven million tonne per annum range? We do have that confidence. So there's no reason to think that we can't achieve that. We know, and we have lived the experience of the underperformance the last few years, we're all very mindful of that. But it's encouraging to see the work that this team are doing, and the productivity improvements that we're seeing come from that. And that momentum needs to be maintained, and obviously to return to a six to seven million tonne per annum outcome. But I think in Panel 5, I think there's the convergence of still being shallow, a wall in good shape, and less geotechnical and geological things to concern us. The aggregate of those, I think will see us do much better in 205.

Lachlan Shaw:

Great. Thank you. That's helpful. And then just a second question. So [do know, a little bit of capital in the guidance for '27 for Vickery extension project, I suppose the question here is, given the better fiscal regime in New South Wales, normalising thermal coal markets, is the thinking internally around Vickery extension changing? Are you considering potentially accelerating? Or saying differently, where would you want to see gC NEWC trade sustainably to get more positive on Vickery extension? Thanks.

Paul Flynn:

Yep. Yeah. Thanks. Lachlan, our view on Vickery hasn't changed. It's prospective. And we feel that the opportunity is there before us. It's really about timing in a lot of ways, and financial capacity. We want to make sure that we've put behind us the cash flow demands that came from the Queensland acquisition, which, I think everybody will accept has been excellent for our shareholders. And so the next opportunity would be something like Vickery to come forward.

We're using the opportunity now to look at the various ways in which that might be funded. We have expressions of support from customers and suppliers who'd like to be involved, so we are examining all those things over the next 12 months. Price-wise, do we need to see more than $130? We'd love to, but we don't need to, is the answer to that question. But again, inflation has taken its part in our industry, as you know, in more recent times. So we are taking this time to refresh our view of the costs of running the bigger Vickery version. It's more expensive than Maules Creek, as you know. The strip ratio there is 8:1, so it's more expensive. So we just want to make sure that our view of the robustness of that project is updated to reflect the run rates that we're seeing, and cost rates that we're seeing in this environment, not when the last time we looked at it.

Lachlan Shaw:

Great. Thanks. Makes sense. I'll pass it on.

Operator:

Your next question comes from Chen Jiang with Bank of America.

Chen Jiang:

Good morning, Paul and Kevin. Thank you for taking my questions. My first question may be for Kevin regarding your payout. So including buyback, your payout from the underlying NPAT is around 70% above the target ratio of 60%. So I'm just wondering what's the thinking from the board paying above your target ratio? Is this just a one-off, you are doing this above payout? And also by looking at the split of buyback versus dividend, it's evenly splitted, but I feel like the market doesn't reward the companies doing buyback, so what... And then plus, you have 1.2 billion of franking sitting there. So why not distribute more the franked dividends versus buyback? Thank you, Kevin.

Kevin Ball:

I think I'm going to answer the question this way for you, I think you look at the balance sheet, it's in really good shape. You look at the business, it's in really good shape. You look at where we are in the price cycle, and you look at the non-cash charges that are coming through the P&L, and you sit there and say "Six cents, five cents." You look at it and say, "It's actually time to give shareholders a little bit more, and signify that the world's in pretty good shape." And I think that's probably what I'd say to you about that dividend payment.

I don't think a cent at 800 million shares at $8 million is that onerous an ask, Chen. So I think that's good. The balance of your question, and I'm not sure how to answer that, to be honest with you, I think the dividend approach that we've done, Paul talked about, which is, I know we've got 1.2 billion in franking credits sitting on a balance sheet, but that's largely sitting there because you've got no access to off-market buybacks anymore, and that was a change in federal government legislation. So paying more dividends, I think some shareholders would have a different view about dividends versus buybacks. And so I think you'll see us stay within the measured approach that we've got, and that we've explained to a market. We think this business moving forward is in pretty good shape to provide returns to shareholders.

Chen Jiang:

Sure. So that 70% above payout, target of 60% can happen again whenever you think your balance sheet is strong and you have good earnings, or good free cash flow going forward?

Kevin Ball:

I think you should think where we are in a cycle. Coal prices are relatively low and recovering, and so that number is sensitive to the impact being delivered from a coal price cycle. At this point, the coal price cycle.

Paul Flynn:

We're not changing our policy, 40 to 60%. It's only recently been revised, and it's been represented here today in consistent form from what it is, but we have paid over the upper bounds of that payout ratio, which is largely a function, Chen, as you recall, having paid a dividend in our interim off a period when there was meagre to little impact being recorded in an underlying basis. But we have a strong balance sheet, so we thought it was the right thing to do with an improving outlook. That outlook did materialise. So I think that was the right perspective to take on the interim. And as a result, we've taken, as Kevin said, a sensible approach to the final dividend, which in aggregate, lands us at 70% as the underlying impact. But I don't think we should be inferring necessarily that because we've done that this year, that there's a change to the upper bounds of our policy. It's just the opportunity that was presented to us as a result of improving conditions, and a good balance sheet.

Chen Jiang:

Got it. Yeah. Got it. Thanks for that. And then second question, I know a lot of analysts have asked about your cost guidance. Sorry, just to dive deeper into your cost guidance FY27, with the big range of $15 per tonne. I think that range is similar to what you provided for FY26, despite you delivered at the lower end of the guidance for the last financial year. However, looking at the FY27, you have $5 saving, lower year-over-year from the renewed rail contracts. Plus, you also mentioned you have cost out initiative to continue in FY27. And you mentioned again, you can trend the lower end of the guidance. So I'm just wondering, what is the underlying assumption for that range? Is that mainly because of diesel, because you are not sure how the Middle East conflict going to end? What is the assumption for the lower end and the upper end? Thank you.

Paul Flynn:

Yeah. Look, I think the one important aspect of that, Chen, which you've not mentioned is underlying inflation. If you look at our business, and the inflation rate that's in our industry as opposed to the country as a whole, you have to actually... You start the year knowing that you're going to have to counter three to 4% inflation in your cost base. And if you apply that three to 4% to the 132, that works out at the numbers you just referenced there as being up. So we need to counter that. And so all the efforts that we're bringing into this new year, and the momentum that we had is necessary in order just to counter that alone.

Now, the volumetric upside will certainly give us... As we are shooting for the upper end of guidance as we did last year, we are shooting for that. So to the extent that we can do that, that puts us in the bottom end of the range, for sure. That's the way the guidance is structured to make sure that there is integrity. So the top end of ROM guidance and sales equals the bottom end of cost guidance. You rightly point out that there's some opportunities for savings. Most of that is banked into that, but it is there at least to counter inflation. As I say, we've taken a view on diesel, which we've embedded in the budget at the midpoint at $1.16. We hope that that's better than where we've assumed it to be. But again, that's something outside our control. So we feel comfortable. It is conservative. We're accepting of that. We've said that at the outset, and we look to outperform the range we've given you.

Chen Jiang:

Great. Thank you. Thanks for the colour, Paul and Kevin. I'll pass it on.

Operator:

Your next question comes from Glyn Lawcock with Barrenjoey.

Glyn Lawcock:

Morning, Paul. I was wondering if we could talk about something completely different to coal, and maybe talk about rare earths, because Kevin dodged my question last month when he said you spent all your free cash flow on rare earths. Just trying to understand what's your intention? I mean, is this a passive investment? An active investment? Are you thinking you want to be a producer of rare earths at some point, or a silent partner and just provide funding? If you could maybe help us spend a couple of minutes talking about where you and the board think Whitehaven fits in the rare earth picture, because I noticed you've now changed your name just to Whitehaven, dropped the coal. So obviously you are thinking of diversification. So maybe just help us out a little bit. Thanks.

Paul Flynn:

You're starting to sound like a media organisation there, Glyn, rather than the analyst. The dropping of the coal name has got nothing to do with that, first and foremost. That's just a contemporisation of branding of the company, which... Everybody knows who we are, everybody knows there's no notion that we're not something else other than a coal company. We love being a coal company. Very proud of it. But the branding Whitehaven, everyone just refers to as Whitehaven, nobody says actually Whitehaven Coal. So that's just reflective of that.

Look, we spent a few dollars on holding our position there on our rare earths investments. That has paid well. And so that's very positive use of funds in that sense. As we talked about in the past, this is a longer term strategy looking at the opportunities of diversification. And particularly as it relates, as I've mentioned in the past, I know we've talked about, what trends would manifest themselves in a reduction, say for instance, consumption of, say for instance, thermal coal. Now, our thermal coal business is excellent. And if you want to project yourselves out to the future into some darker scenarios, then we'll be the last ones to turn the lights out, because we've got the best quality and the longest lives.

But those same trends, we shouldn't just ignore them. We should think about them, and think about, how do we position the company relative to those trends? And where would the company otherwise be if we use those influence, those trends, and continue to be obviously mining? Where would we position ourselves to do that? So we've given ourselves a small... This is de minimis in terms of the overall size of the company, but it's important to hold a position whilst we do the important work of analysing these individual opportunities, and where they go.

Clearly in more recent times, changes from a geopolitical perspective has put, excuse the pun, a fire under the rare earth sector, and drawn a lot focus to it. So in more recent times, it's probably taken on a greater prominence than probably should, given the size of it relative to the business. But there's lots of momentum, obviously, behind the discussion to try and, for the Western world, if I could say that, gain more independence from the dominance of the Chinese, particularly... Not just production, but obviously more importantly, the processing side of rare earths. So we've taken a position here, it's small. We continue to study it and the market, and where it goes. We like what we see in the investments that we've taken, small as they are. But as I say, this is a longer term objective that we want to explore greater opportunities in this space. And we continue to do our homework, and learn as we go. But so far it's been a very productive exercise from that perspective, and the funds have been... Well, the investment has been rewarded in the short-term whilst we're doing that important work.

Glyn Lawcock:

So Paul, does it mean you could see yourself as a producer one day? I mean, it's quite a capital-intensive industry, and quite technically challenging relative to coal, I would've said.

Paul Flynn:

Yeah, sure. Sure. But that's not capital-intensive as all mining is, but not capital-intensive the likes of large-scale mining in the coal sector is, not at all, in fact. And a lot of those smaller companies don't have the ability to solve those capital ask themselves. And so oftentimes, well, more than oftentimes, they seek a larger partner to assist them in that. And a scale of Whitehaven's size business could assist in that regard, but it's all about having the right seat of the table with the right deposits. And so that's the potential in the future, Glyn, in terms of us assisting to solve that. I don't think we're here just to be a passive investor longer term, I could say that. If there wasn't prospects of our mining skills being useful in that regard, then that would change the nature of how we view these things. But we don't profess to be the experts of beneficiation of rare earths, we're not doing that. This is definitely an opportunity to learn more about it. And in the meantime, the investments are returning well whilst we're doing that.

Glyn Lawcock:

Okay. And then maybe just Daunia, and you've talked a lot about the challenges with Daunia, and moving to the new mining area in '27. Does that mean it's permanently downgraded relative to '26, or is '27 because of the move just mean you step backwards temporarily? Just trying to think about how does it feel longer term or medium-term? Thanks.

Paul Flynn:

Yeah. Good question. No, we don't feel like longer term we've got any issues. I mean, at our current rate, we've done well, and that's exceeded the average of the five years that we gave at the time of the acquisition. So that's very positive. If we don't put any more gear in there, say for instance, which we're not, we need to then balance the total material movement, balance between dirt and coal. And if we're going to open up the southern region, which we must, the weighting of that changes in the short-term, for sure. So a little less out of Daunia, but you'll get more out of Blackwater.

Glyn Lawcock:

All right. Thanks, Paul.

Paul Flynn:

Thank you.

Operator:

Your next question comes from Lachlan Shaw with UBS.

Lachlan Shaw:

Morning. Thanks for taking my follow-up. I just wanted to ask the cost question perhaps a different way. If you look at the guidance for '27, at midpoint, how much of the lift year-on-year would you say is controllable, i.e. things that you can do something about, versus the uncontrollable exogenous factors? Thanks.

Paul Flynn:

Broad question. You want to try and narrow that down a little bit, Lachlan? I think we spoke about the diesel part of it, and so we've given you a sense of where that is. That certainly speaks to-

Lachlan Shaw:

Yeah. So let's say diesel FX, these are things outside of your control. Industry inflation, I get, but I suppose I'm thinking about productivity, cost out, technology. Not sure. I suppose that's the question really. Embedded in that guidance, what programs or measures are you planning to take to mitigate those broader industry-wide and exogenous factors that are perhaps going against you?

Paul Flynn:

Yeah. Look, it broadly covers those things that you've mentioned and more, the whole business, whether it be organisational structure, whether it be maintenance practises that we talked about earlier, streamlining those across different fleets, different approaches, different ages of equipment. There's a whole range of areas where we look at productivity as the key to driving change across all our assets. We're seeing improvements in New South Wales, as you can see. The Queensland assets have responded nicely. And the challenge for us is to keep that going. The 80/20 rule does apply here. You take the easy licks quickly, and then the nitty-gritty of sustaining improvement over time then is what you need to focus on, and that's where we are.

So I don't think we're going to be making the big strides that we've made volumetrically in the first two years in year three and four, but we're certainly going to improve, and productivity is the place, and productivity will bring our costs down. That's not to say within the absence of another cost target in this third year, we're not focused on absolute cost reductions, we still are, but that's in our guidance rather than being a separate area that we commented on in the first two years. We felt that was necessary just because of the cost base that we inherited versus the one we now have. But we'll just normalise that now with our cost range, Ian.

Ian Humphris:

Yeah. I mean, Kevin touched on it earlier on. I mean, nothing's off the table. Well over 100 initiatives, and I can go all the way from, have we got too many buses coming to and from site? To the bigger ticket items of productivity, major contracts, and everything in between.

Paul Flynn:

Yeah. Yeah.

Kevin Ball:

And I'd probably finish that by saying the '25 and '26 program are really building within the business a culture of scrutiny on costs. And that's probably the thing that I'd look at and say is the thing that'll actually deliver in years and years to come.

Paul Flynn:

Well, I think the rail example that you've used, and you've cited another one there, Ian, just in terms of buses. I mean, right sizing the contracts for services to these two assets in Queensland has been a significant body of work, and will continue in this year. And when I say right sizing, they were part of a bigger portfolio, which is part of bigger contracts, so it had a different disposition in terms of tailoring or matching the day-to-day needs of a particular service or contract to your underlying needs.

You mentioned buses, that was a good example. Camp accommodation is another good one. Camp accommodation, there's a baseline of people that go in and out of the site on a daily basis. But there are surges which occur when you've got major shutdowns and things for contracts and so on that turn up to do that important work. But you don't need to be carrying rooms for those people throughout the entirety of the year, you get them when you need them. And if you can get them when you need them, that's how you should approach that. So there are other examples where we've been able to take savings where we're... Again, just right sizing these contracts for the nature of the business we've acquired.

Lachlan Shaw:

Understood. Look, that's really helpful colour. Thanks again, team. Thank you.

Operator:

Your next question comes from Paul Young with Goldman Sachs.

Paul Young:

Yeah. Hi again, gents. Just a housekeeping question on the guidance, actually sales volumes. Just observing that managed coal sale guidance in New South Wales is falling, I think 700,000 tonnes of southern midpoint year-on-year, yet production's not expected to fall. And I'm looking at your inventories and your balance sheet, Kevin, and that was flat half on half. There's obviously movements on how you measure those inventories from a cost perspective and et cetera. But is this simply just having to rebuild some run-of-mine, and just stocks along the chain of both Maules and Narrabri in FY27?

Kevin Ball:

No, I don't think so. I mean, my understanding of New South Wales is, there'll be a little more... Well, sorry, the Maules Creek numbers are fine. The Narrabri numbers, we've talked about. The question is what is the yield that comes out of the Gunnedah open cuts, and how hard do you wash that? We're carrying good stocks into the year, Ian?

Ian Humphris:

Yep.

Kevin Ball:

So no, I wouldn't be trying to read too much more into this haul.

Paul Young:

Right. Okay. Yeah. In that case, the bottom end of the ranges seems a little bit really conservative in that case, you're saying? Based on everything you're seeing across the chain and yields, the outlook for yields, et cetera?

Kevin Ball:

I don't think really conservative is the answer. What we've given you is a range of production, and we're shooting for the top end of that guidance. That's it.

Paul Young:

Okay. All right. Thanks again.

Operator:

That is all the time we have today for question and answers. That concludes our question and answer session. I'll now hand back to Mr. Flynn for closing remarks.

Paul Flynn:

Thanks very much, everybody, for attending today, listening to the presentation, and the good question and answers session that's ensued. Appreciate all the interest in the results for the year. We're happy with the outcomes of the year, as we've mentioned, but we look forward to having more discussions with you over the next couple of weeks as we engage individually with you and talk through your questions, not just about this past year, but also the outlook for this new year. But thanks all for attending.