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# FY2014 Results



### **Financial Highlights** Year Ended 31 December

- » Strong volume growth across Segments with FY2014 Group tonnage up 19% at 278 million tonnes<sup>(1)</sup>, compared to FY2013
- » Record operating income from supply chains at US\$1.6 billion, when adjusted for the operating losses from Territory Resources before placing it onto a care & maintenance basis
- » Unprecedented breadth of contributions from across the businesses as underlying supply chain activities gain momentum with investments made in our people and our customers started to have an impact
- » Sale of a 51% stake in Noble Agri Limited ("NAL") successfully completed, with the final sales proceeds agreed at US\$1.46 billion, a US\$37 million adjustment to the initial payment of US\$1.5 billion
- » Completion of the NAL transaction was transformational for the Group, resulting in a highly liquid balance sheet, a simplified structure and significant progress made towards an asset light model
- » Total impairments, write offs and provisions of US\$438 million taken in FY2014, following our annual year-end review process. Assessment of this amount based on conservative assumptions reflecting the continued decline in prices and downward revision in forward curves
- » Partnerships with X2 Resources and Harbour Energy also firmly established, offering substantial growth opportunities alongside strong independent organic growth
- » Solid balance sheet with net debt to capitalization at approximately 38% and industry leading liquidity headroom<sup>(2)</sup> of US\$5.1 billion to support ongoing business initiatives
- » Book value per share at US\$0.75
- (1) Pro forma, including full year NAL volumes
- (2) Readily available cash and unutilized committed facilities



### **Consolidated Income Statement Summary** Year Ended 31 December

(US\$ million)	FY 2013	FY 2014
Revenue	82,383	85,816
Operating income from supply chains	1,584	1,491
Operating income margin (%)	1.92%	1.74%
Losses on supply chain assets	(46)	(290)
Share of profits & losses of joint ventures & associates	(107)	(178)
Total operating income	1,431	1,023
Other income net of other expenses	(6)	1
Selling, administrative and operating expenses	(480)	(565)
Finance costs – net	(185)	(181)
Taxation	(40)	(36)
Net loss for the year from Agricultural discontinued operations <sup>(1)</sup>	(482)	(109)
Non-controlling interests	5	(1)
Net profit	243	132

(1) 2014 figures represent results for the 9 months to 30 September 2014 while 2013 figures reflect full year results. NAL's result for the 3 months ended 31 December 2014 is reflected in the Share of losses in associates line item



### **Consolidated Income Statement Summary** Three Months Ended 2014

(US\$ million)	31 Mar	30 Jun	30 Sep	<b>31 Dec</b>
Revenue	17,956	23,552	23,314	20,994
Operating income from supply chains	<b>49</b> 7	320	318	356
Operating income margin (%)	2.77%	1.36%	1.36%	1.70%
Losses on supply chain assets	(42)	(21)	82	(309)
Share of profits & losses of joint ventures & associates	(13)	(22)	(21)	(122)
Total operating income	442	<b>2</b> 77	379	(75)
Other income net of other expenses	(2)	(1)	6	(2)
Selling, administrative and operating expenses	(141)	(115)	(161)	(148)
Finance costs – net	(46)	(44)	(43)	(48)
Taxation	(21)	(8)	(39)	32
Net profit/(loss) for the period from Agricultural discontinued operations <sup>(1)</sup>	(79)	(43)	13	-
Non-controlling interests	(1)	-	(1)	1
Net profit	152	66	154	(240)

(1) Figures to 30 September 2014 reflect full amount of NAL's results, while NAL's result for the 3 months ended 31 December 2014 is reflected in the Share of losses in associates line item



### **Income Reconciliation**

- » The Group has taken a total of US\$438 million in impairments, write-offs and provisions, in addition to the US\$93 million in operating losses of Territory Resources, of which US\$200 million is on our interest in Yancoal
- Amounts determined based on conservative **»** assumptions, taking into accounting the continued decline in prices and the downward revision of forward price curves

#### FY 2014 Profit from Continuing Operations

40

SAO Increase

for Growth

(US\$ million)

242

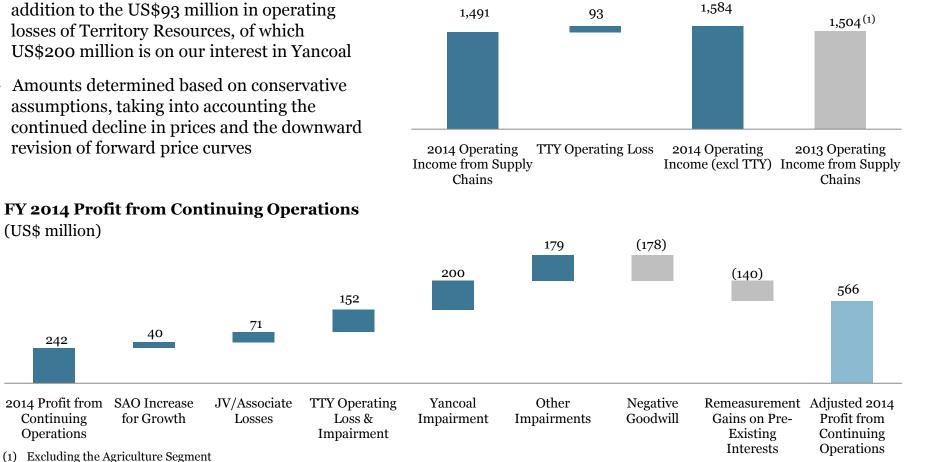
2014 Profit from

Continuing

Operations

#### **Operating Income from Supply Chains**

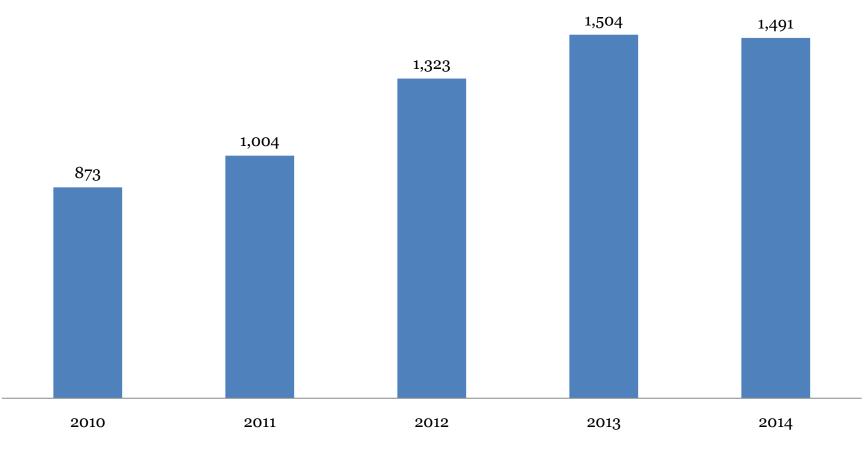
(US\$ million)





## **Strong Profitability in Our Core Businesses**

**Operating Income from Supply Chains (excluding Agriculture Segment)** (US\$MM)



(1) Above analysis based on historical segmental results



### Energy

Energy Solutions

- » Key contributor within the Group's energy businesses
- » One of the top suppliers of power and natural gas in the US
- » Again, generated a record return in 2014



- » Strong performance, reflecting commitment to building the franchise
- » Captured opportunities resulting from the structural changes in the industry
- » Positioned as possibly the largest gasoline blender in North America

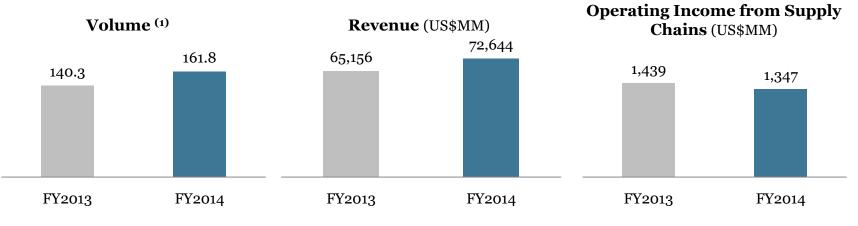


- » Record year in North America, as investments of prior years underpin growth
- » Repositioning European strategy and focusing on niche markets
- » Re-entered the LNG market with first delivery in 4Q 2014





- » Performance impacted by challenging market conditions
- » Leadership position in the global seaborne trade reaffirmed with volume growth
- » Well positioned to benefit from the growth in India



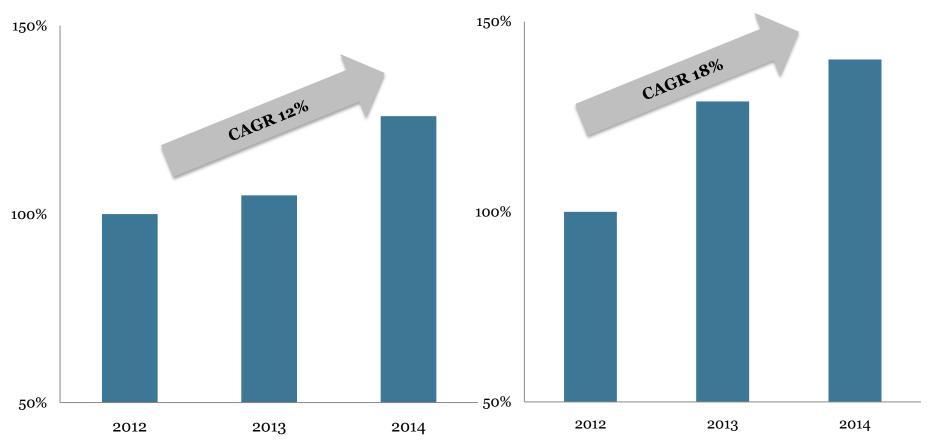
(1) Gas & Power volume not included



## **Energy Growth**

#### Oil Liquids Volumes

(Indexed MT)



**Power Volumes (Excluding NAES)** 

(Indexed MWh)

#### 

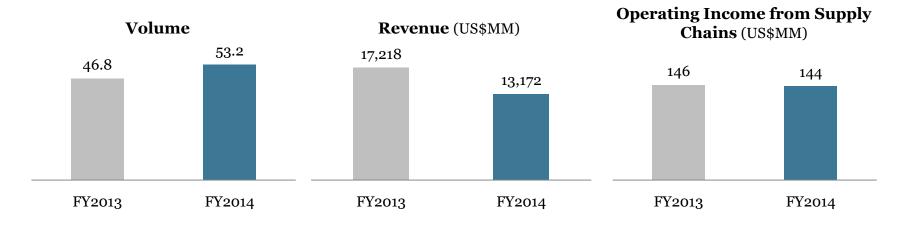
## Metals, Minerals & Ores



- » Diversified income streams with off takes and marketing agreements for non-ferrous metals including zinc, copper, tin and bauxite, across a broad geography
- » Expanded reach into North America and Africa
- » Volume continued to benefit from strong consumer demand for products
- » Acquisition of Alcoa's stake in Jamalco underpins growth in alumina business



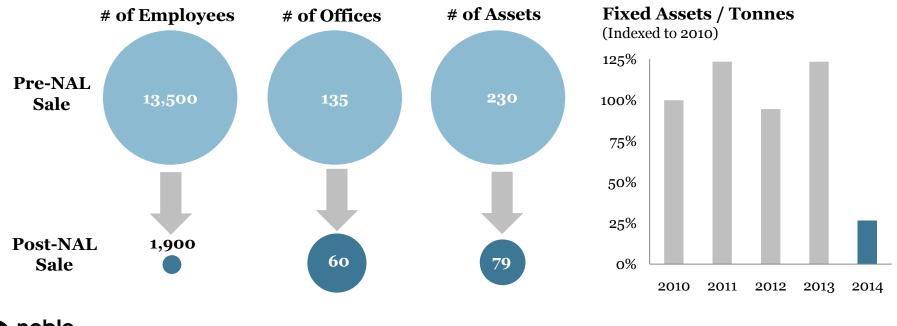
- » Trading margins continue to be impacted by the challenging price environment
- » Difficult conditions reflected in the operational costs charged against FY2014 operating income from supply chains as Territory Resources was placed onto a care & maintenance basis
- » Iron ore volumes expected to return to more normalized levels, following the restructuring of the business in 2014





### **Formation of Noble Agri JV** Impact on Noble Group

- » The sale of a 51% stake in NAL was a transformational transaction for the Group in terms of the organizational structure, balance sheet, and in significantly progressing our asset light strategy
- » Noble Agri is regarded as an associate and has been equity accounted for since October 2014
  - Noble Agri recorded at the market based cash transaction price
  - Total agreed final cash consideration of US\$1.46 billion, an adjustment of US\$37 million out of the US\$1.5 billion received in October 2014



### Formation of Noble Agri JV (cont'd) Opportunities for Noble Agri



- » Largest supplier of diversified products and services in the agriculture and food industries in China
- » Fully integrated value chain, providing assurance for food safety and quality
- » Leading importer of grains including wheat, corn and soybeans
- » Dedicated access to the world's largest consumer of agricultural products





- » First quartile production facilities in the world's lowest cost origination centers
- » Access to strategically located supply chain assets globally, including ports and warehouses
- » Best-in class risk management capabilities
- » Worldwide logistics and chartering capabilities

Multi-flag agricultural platform

noble agri

**COFCO's principal origination partner** 



## **Yancoal & Other Associates**



- » Yancoal and other associates fair valued in compliance with IFRS 13
- » Factors considered in the fair value and reviewed quarterly:
  - Expected future cash flows based on projected price curves and expected volume production
  - Discount rate, adjusted to reflect market risk, counterparty credit risk and operational risk
  - Capex
  - Cost (including impact of decline in oil prices)
  - Exchange rate
- » With 91% of the shares owned by 2 key shareholders, we do not believe the market price of Yancoal's shares appropriately reflects the value and quality of its mines

#### **Our Associates**

(US\$ million)	31 Dec 2014	31 Dec 2013
Noble Agri Limited	1,345	-
Yancoal	322	678
Other Associates	347	387

» Other associates include interests in 10 companies, other than NAL and Yancoal



### **Our Business Model**

#### Full Supply Chain Model –Asset Heavy



**Power Plant** 





**Off-take Contract** 



oble

Operational risk, market risk, credit risk No capex requirements Full optionality

Coal

Contracts included in daily VaR and P/L reporting

#### **Supply Contract**



### **Profile of Net Fair Value Gains & Losses**

- » Weighted average tenor: **5 years**
- » Total # of contracts: More than **12,000**
- » Total underlying volume: More than **1.5 billion** tonnes
- » % of contracts maturing within 1 year: **34%** of net fair value
- » % of contracts maturing within 2 years or less: **43%** of net fair value
- » Discounted value of **US\$4.6 billion** vs undiscounted value of **US\$8.7 billion**
- » Cash realization on physical contracts over last 3 years: Approximately US\$800 million

(US\$MM)	<1 Yr	1-5 Yrs	5-10 Yrs	> 10 Yrs	Total
Discounted	1,559	1,499	1,182	327	4,567
Undiscounted	1,571	1,761	3,101	2,247	8,680

#### **Maturity Profile of Net Fair Value Gains & Losses**



## **Governance and Accounting**

#### **Governance Framework**

- » Clear policies approved by the Audit Committee
- » Standard manuals covering accepted approaches and external pricing input standards
- » Independent control groups involved in modeling and valuation
- » Independent price testing and curve validation on a monthly basis
  - Committee comprised of members of finance, credit, business and risk
- » Reporting to Group CEO and CFO on all major transactions including back-testing actuals against initial assumptions

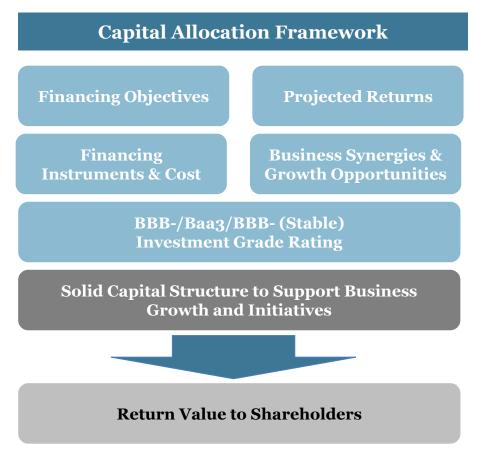
#### **Accounting Recognition**

- » Discounted value based on all valuation considerations, net of provisions or reserves, recognized in income statement with corresponding effect on balance sheet
- » Profit is only recognized for the portion of the contract for which there is a high level of certainty of execution
- » As the products underlying the contracts are delivered, cash is generated and profit is recognized for the difference between the cash inflow and the discounted value on the balance sheet.

Fair value accounting best reflects the market risk inherent in the contracts and allows for appropriate risk management of the portfolio



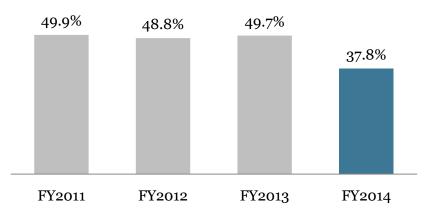
## **Capital Management**



- » Noble strives to maintain a solid capital structure that supports growth and new business initiatives to maximize returns and optimize cost of capital
- » We continue to be committed to maintaining our investment grade rating
- » We have implemented a clear capital allocation framework for working capital and investments
- » Focus will be on returning excess capital to shareholders via dividend distributions, share buy backs and asset sales
  - Progressive dividend policy to be reviewed and adjusted in light of market conditions
  - FY2014 payout ratio target 35% of net profit
  - Continued review of existing share buyback mandate

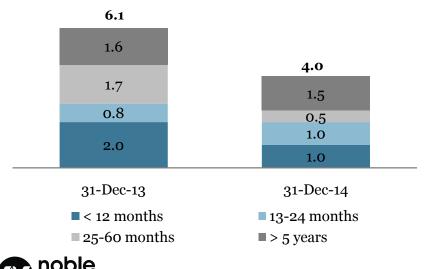


### **Balance Sheet**



#### **Net Debt/Capitalization**

#### Debt Maturity Profile (US\$ billion)



- » Deleveraging post Noble Agri stake sale with net debt to capitalization at a 37.8%
- » Extremely liquid inventory with readily marketable inventory at 95% of total inventory
- » Diverse access to sources of capital from bank markets to debt and equity capital markets
- » Conservative debt maturity profile
- » Decline in working capital despite volume growth, primarily due to the deconsolidation of NAL

(US\$ million)	31 Dec 2014	<b>31 Dec 2013</b> <sup>(2)</sup>
Working capital	3,846	4,276
Non-current assets	4,128	6,015
Total debt	3,971	6,141
Other assets & liabilities (net) $^{(1)}$	1,061	1,017
Total equity	5,064	5,167
(1) Includes cash & cash equivalents		

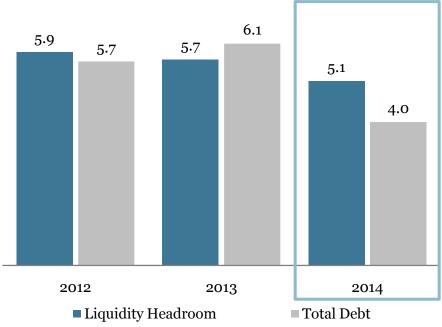
(2) FY2013 includes NAL



- » Total committed and uncommitted bank facilities as of 31 December 2014 stood at US\$17 billion
- » Ample liquidity with liquidity headroom<sup>(1)</sup> of US\$5.1 billion, which is more than enough to cover total debt outstanding

(US\$ billion)	Total Lines	Unutilized
Uncommitted Lines	11.3	6.1
Committed Lines	5.5	4.5
Readily Available Cash	n.a.	0.6
RMI	n.a.	2.2

Liquidity Headroom vs Total Debt



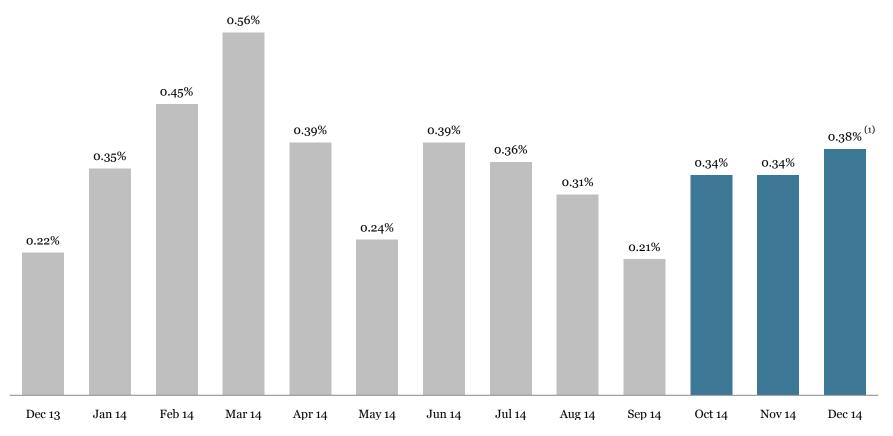
(US\$ billion)

(1) Readily available cash and unutilized committed facilities



### Value at Risk

» VaR continues to be a conservative levels of 0.38% of shareholders' equity but increased in the three months ended 31 December 2014 with the increased volatility and growth in opportunities



(1) Excluding VaR attributable to Agricultural discontinued operations

