

# Results for the nine months ended 30 September 2010

Friday 19 November 2010

Marek Jelinek, Executive Director & Chief Financial Officer



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## **Forward looking statements**

Certain statements in this document are not historical facts and are or are deemed to be “forward-looking”. NWR’s prospects, plans, financial position and business strategy, and statements pertaining to the capital resources, future expenditure for development projects, results of operations, may constitute forward-looking statements. In addition, forward-looking statements generally can be identified by the use of forward-looking terminology including, but not limited to; “may”, “expect”, “intend”, “estimate”, “anticipate”, “plan”, “foresee”, “will”, “could”, “may”, “might”, “believe” or “continue” or the negatives of these terms or variations of them or similar terminology. This document also contains forward-looking statements regarding the proposed acquisition of Bogdanka, including statements regarding and relating to the expected timing of completion of the proposed acquisition (which is conditional, amongst other things, upon NWR shareholder approval and receipt of certain regulatory clearances) and the effect of the proposed acquisition on, amongst other things, the productivity, operational efficiency and earnings of the combined group following the acquisition. Although NWR believes that the expectations reflected in these forward-looking statements are reasonable, it can give no assurance that these expectations will prove to have been correct. These forward-looking statements involve a number of risks, uncertainties and other facts that may cause actual results to be materially different from those expressed or implied in these forward-looking statements because they relate to events and depend on circumstances that may or may not occur in the future and may be beyond NWR’s ability to control or predict. Forward-looking statements are not guarantees of future performance.

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# Agenda

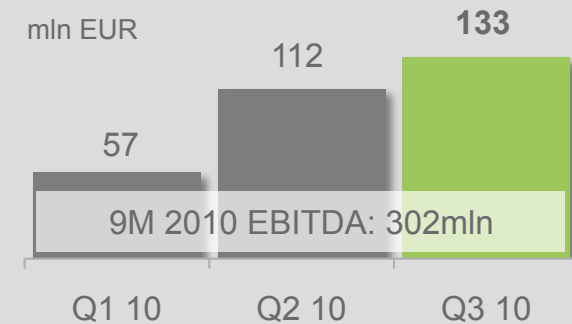
- **Highlights**
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# Financial highlights

- Consolidated revenues from continuing operations of EUR 1,124 million, up 45%.
  - Coal mining segment revenues up 32%.
  - Coke segment revenues up 159%.
- EBITDA from continuing operations of EUR 302 million, up 173%, Q3 2010 EBITDA up 19% on Q2 2010.
- Mining cash cost per tonne at EUR 73, up 6% on a constant currency basis and flat compared to H1 2010.
- Coke conversion costs per tonne at EUR 71, down 27%.
- Adjusted earnings per A share of EUR 0.60.
- Balance sheet strengthened by EUR 106 million operating cash flow in Q3 2010:
  - End of period unrestricted cash of EUR 484 million, up EUR 51 million from June 2010;
  - End of period net debt of EUR 370 million, down 24% from December 2009.

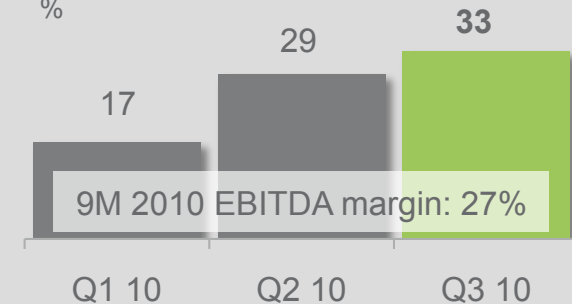
## EBITDA

mIn EUR



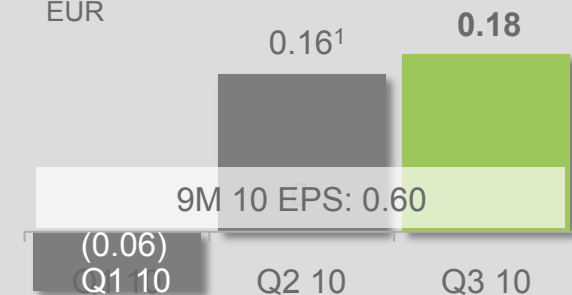
## EBITDA margin

%



## Adjusted EPS

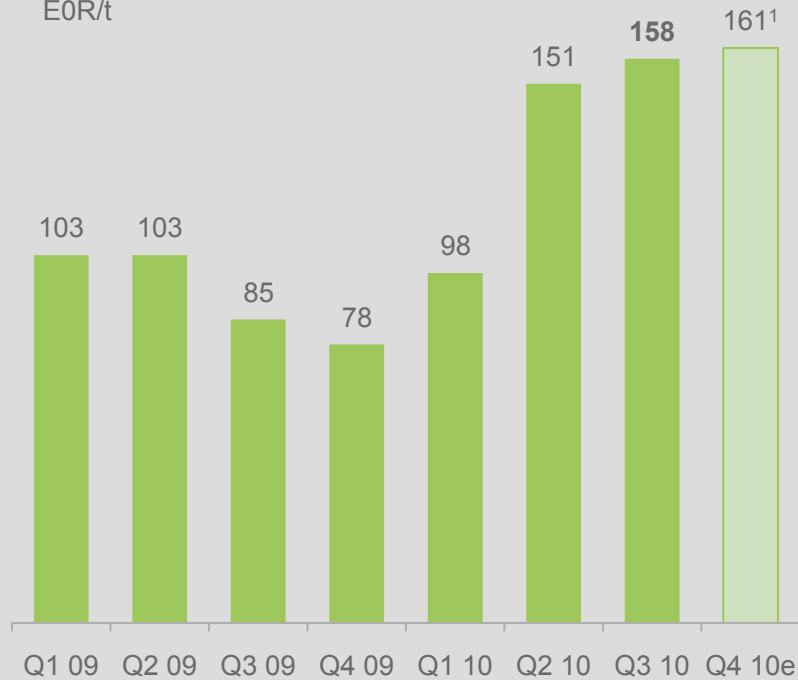
EUR



<sup>1</sup> Profit from sale of NWR Energy not included.

# Quarterly prices

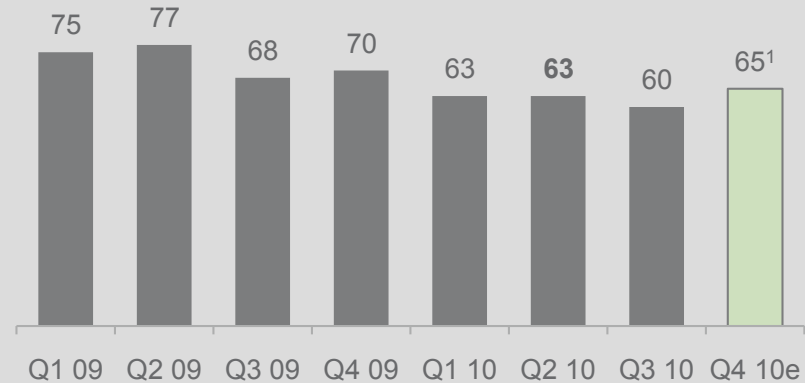
**Coking coal**  
EUR/t



**Coke**  
EUR/t



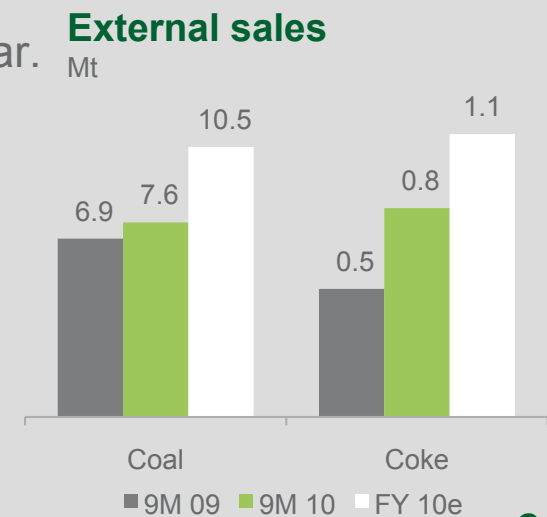
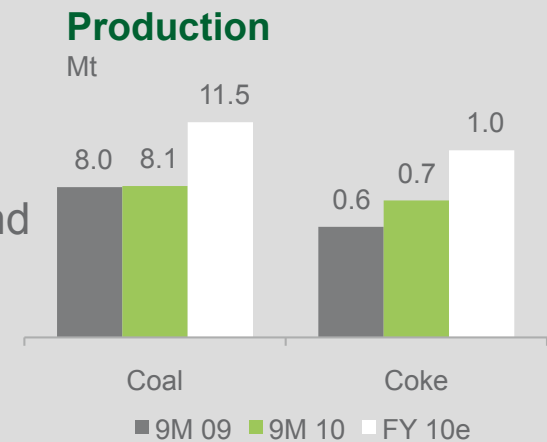
**Thermal coal**  
EUR/t



<sup>1</sup> Q4 10e prices are based on assumed exchange rate for CZK/EUR of 24.5. All other prices are based on actual exchange rates for the respective periods. Coking coal price is an average of 80% JFY 2010 contract price (EUR 163/t) and 20% announced average contract price for Q4 10 (EUR 154/t). Average contract prices are indicative prices and subject to range of factors including, but not limited to, FX fluctuations, quality mix and timing of deliveries.

# Operational and strategic highlights

- Continued improvement in safety in both mining and coking operations, mining LTIFR down 23%.
- Coal and coke production of 8,090kt and 732kt, respectively.
- Total external sales of 7,566kt of coal and 812kt of coke, up 9% and 63% respectively.
- On track to meet FY 2010 production and external sales targets.
  - Strong production in Oct 2010 of 1,164kt of coal and 95kt of coke.
  - Expect to maintain these run rates for the remainder of the year.
- Pursuing strategy to improve efficiency and returns from current operations as well as exploring expansion opportunities in the region:
  - POP 2010 continues to bring efficiencies – new equipment on average 72% higher productivity vs. old equipment.
  - COP 2010 on track to be completed by the end of 2010.
  - Debiensko project continues to make good progress.
  - All-cash offer for Bogdanka announced on 5 October 2010.

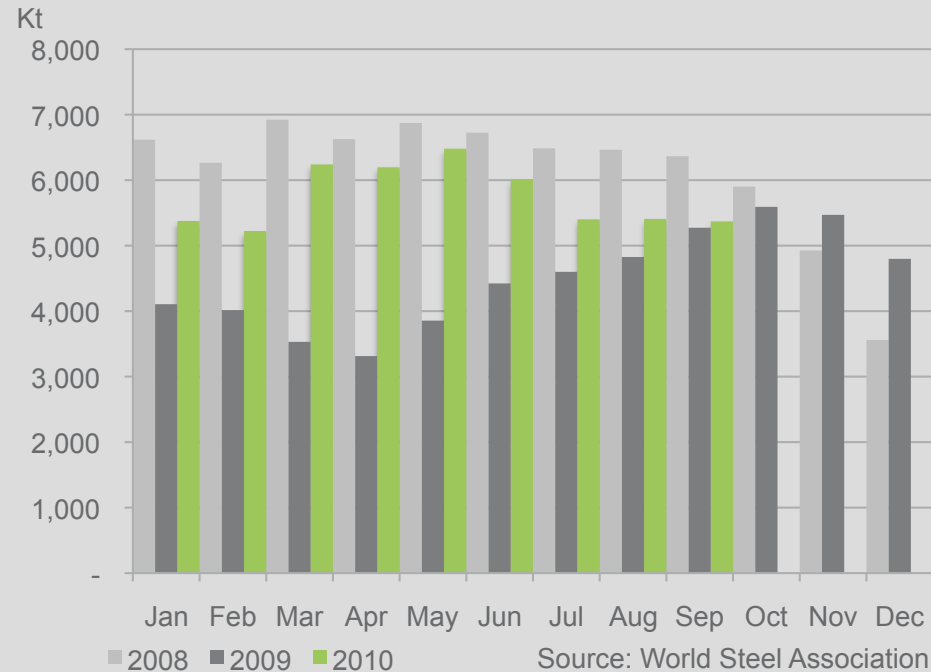


# Agenda

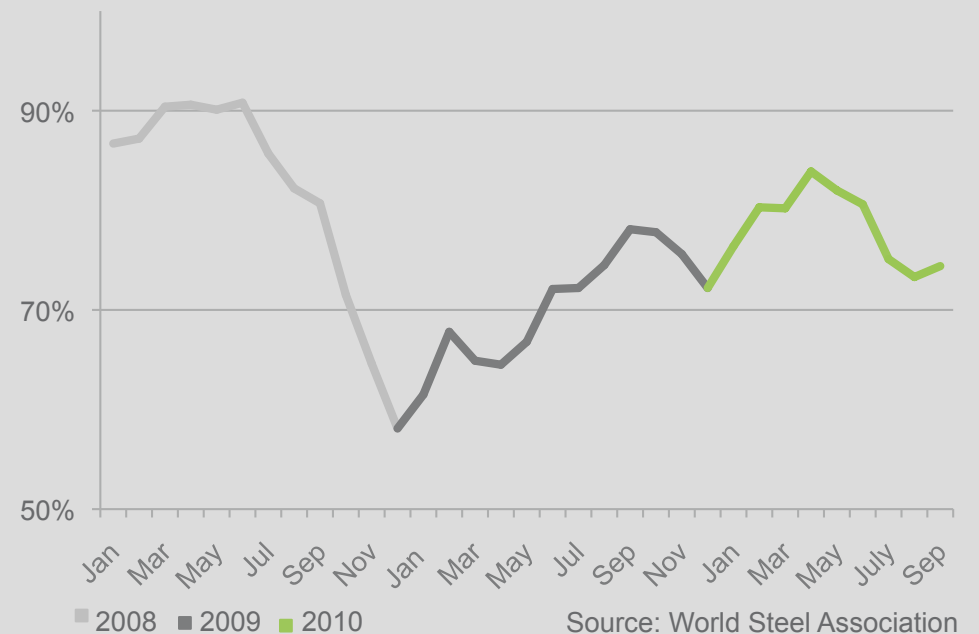
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# Steel environment

**Steel production in NWR's main customer markets<sup>1</sup>**



**Global steel capacity utilisation ratio<sup>2</sup>**



- Production for 9M 2010 is up 36% compared to 9M 2009 but still 13% below 9M 2008.
- At 16Mt, steel production in NWR's main customer markets in Q3 2010 is down 13% on Q2 2010 and down 4% on Q1 2010, but up 10% compared to Q3 2009.
- Global steel capacity utilisation ratio stood at 74% in September 2010.

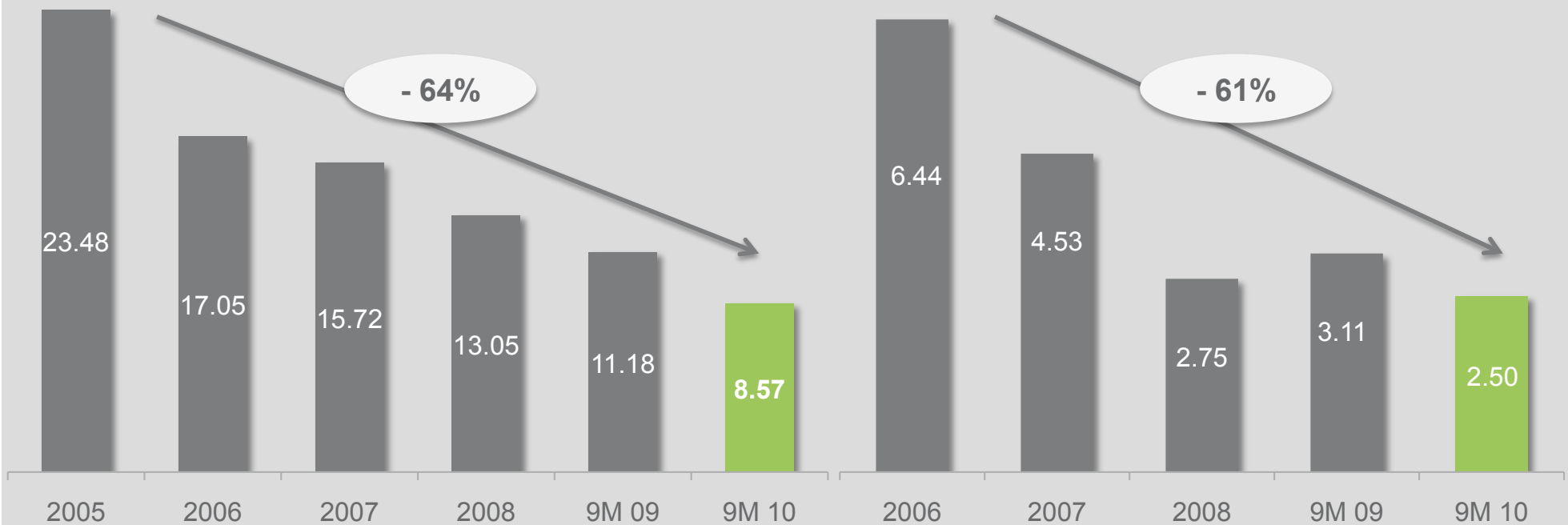
<sup>1</sup> Czech Republic, Germany, Austria, Poland, and Slovakia. <sup>2</sup> Based on 66 countries reporting to World Steel Association.



# Safety

Mining lost time injury frequency rate<sup>1</sup> (OKD)

Coking lost time injury frequency rate<sup>1</sup> (OKK)

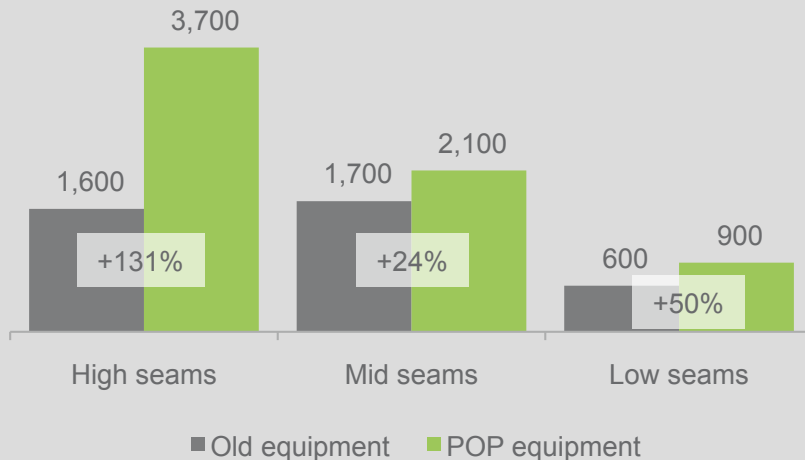


<sup>1</sup>LTIFR = number of reportable injuries after three days of absence divided by total hours worked expressed in millions of hours.

# Efficiency gains & investment programmes

## POP 2010: Significantly improved performance

Tonnes/day&LW; data for 9M 2010



- Average daily production of POP 2010 LWs 72% higher in comparison to old equipment.
- In high seams, average daily production of POP 2010 LWs is 131% higher compared to old equipment.
- Overall LW productivity up 13% year on year, allowing 17 LWs in operations as opposed to 20 in 9M 09.

## COP 2010: To be concluded by year end

- Newly constructed battery No. 10 began trial operations in October and is scheduled to be running at full capacity by early 2011.
- Starting 2011, NWR coke capacity will be 850kt per year with lower conversion costs and higher flexibility between blast furnace and foundry coke production.
- Jan Sverma coke facility to be closed by the end of 2010 as scheduled.

## Debiensko: Work in progress

- Execution of detailed development schedule continues to make good progress.
  - First engineering contracts granted to Polish and international companies;
  - Expects to break ground in 2011.

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# Financial overview

EUR mln	9M 2010	9M 2009	Chg	Q3 2010	Q2 2010	Chg
Revenues	<b>1,124</b>	776	45%	<b>408</b>	387	5%
EBITDA	<b>302</b>	111	173%	<b>133</b>	112	19%
- coal segment <sup>1</sup>	<b>290</b>	156	86%	<b>125</b>	115	9%
- coke segment <sup>1</sup>	<b>11</b>	(41)	-	<b>10</b>	(2)	-
<i>Margin</i>	<b>27%</b>	14%	-	<b>33%</b>	29%	-
Operating profit	<b>181</b>	(10)	-	<b>92</b>	72	27%
<i>Margin</i>	<b>16%</b>	-	-	<b>22%</b>	19%	-
Net profit	<b>164</b>	(69)	-	<b>49</b>	130	(63%)
- Profit on disposal of NWR Energy	<b>82</b>	-	-	-	82	-
Operating CF	<b>182</b>	19	858%	<b>106</b>	49	117%
Average CZK/EUR	<b>25.5</b>	26.6	(4%)	<b>24.9</b>	25.6	(3%)

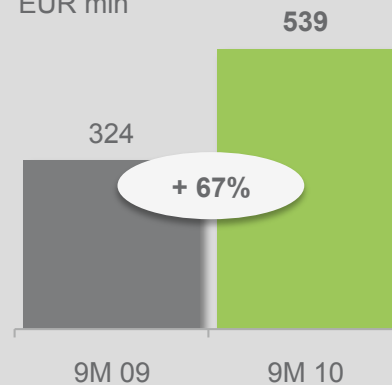
<sup>1</sup> The full disclosure on all operational segments including the "Other" segment as well as consolidation adjustments and eliminations is presented in the Operating and Financial Review for the nine-month period ended 30 September 2010.

# Revenues

## Coking coal

### Revenues

EUR mln



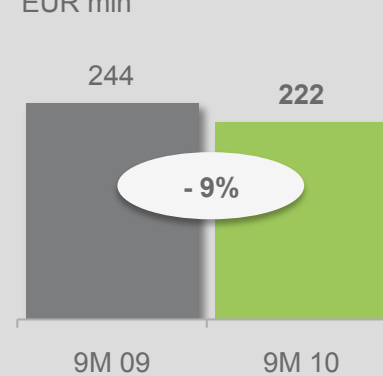
### Volumes and prices<sup>1</sup>



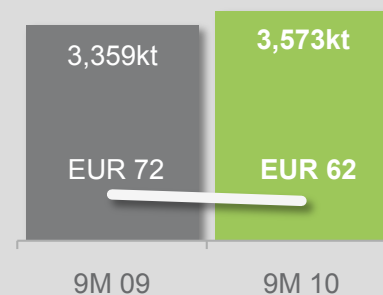
## Thermal coal

### Revenues

EUR mln



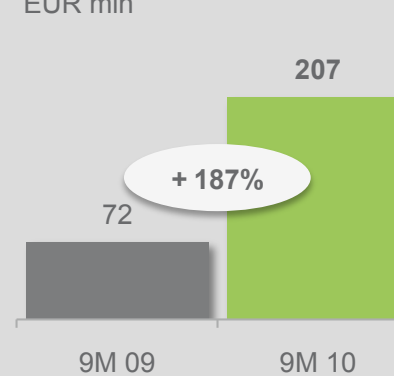
### Volumes and prices<sup>2</sup>



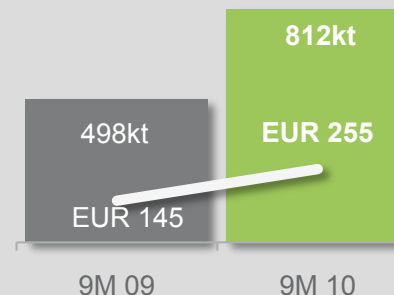
## Coke

### Revenues

EUR mln



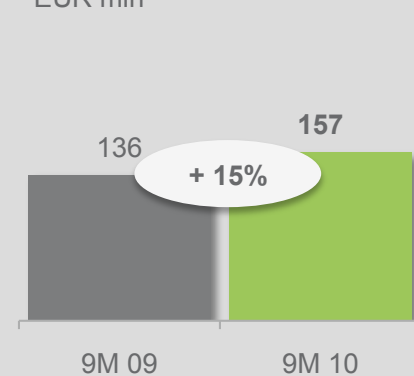
### Volumes and prices<sup>3</sup>



## Other

### Revenues

EUR mln



Includes:

- Transportation
- Sale of coke by-products
- OKD other sales
- Other revenues

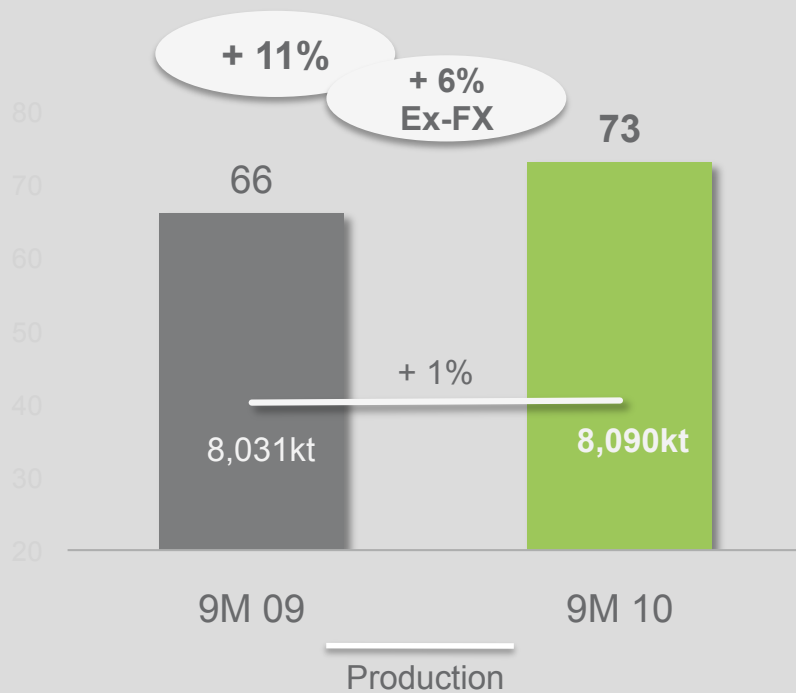
<sup>1</sup> Blended average across all qualities of coking coal. In 9M 2010 approx. 42% of coking coal sales were hard coking coal and 58% were semi-soft.

<sup>2</sup> Blended average price for all qualities of thermal coal, In 9M 2010, approx. 84% of thermal coal sales were coal and 16% were middlings.

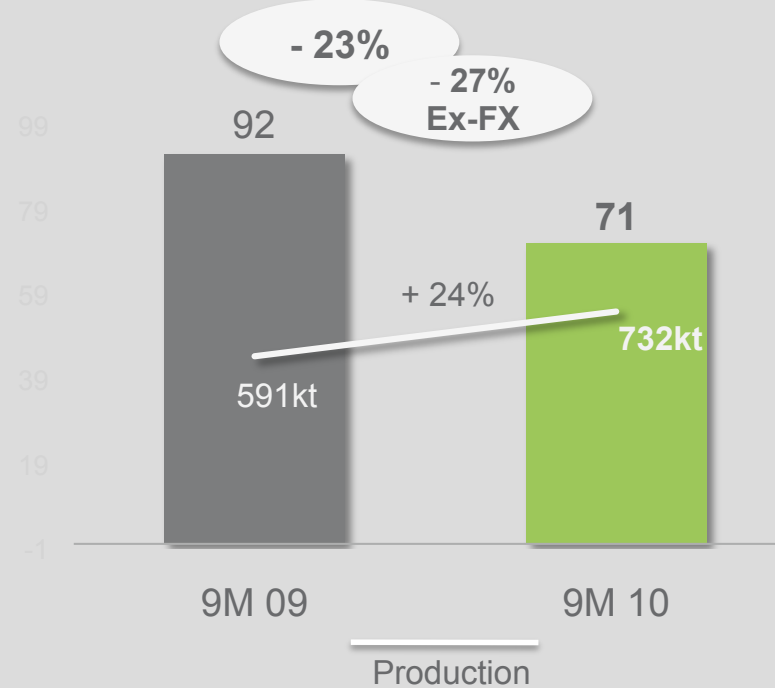
<sup>3</sup> Blended average price for all types of coke. In 9M 2010 approx. 56% of coke sales were blast furnace, 35% foundry and 9% other types.

# Cash costs per tonne

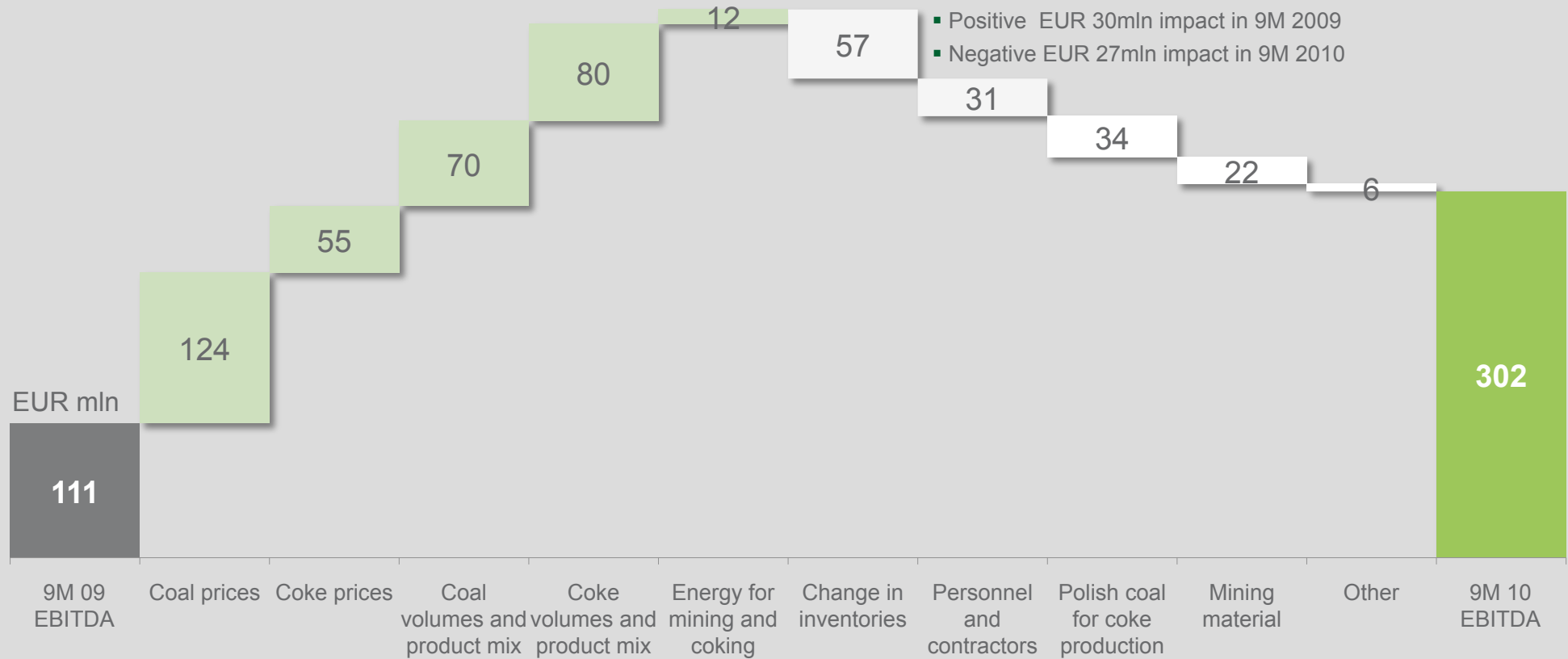
**Coal mining (OKD)**  
EUR



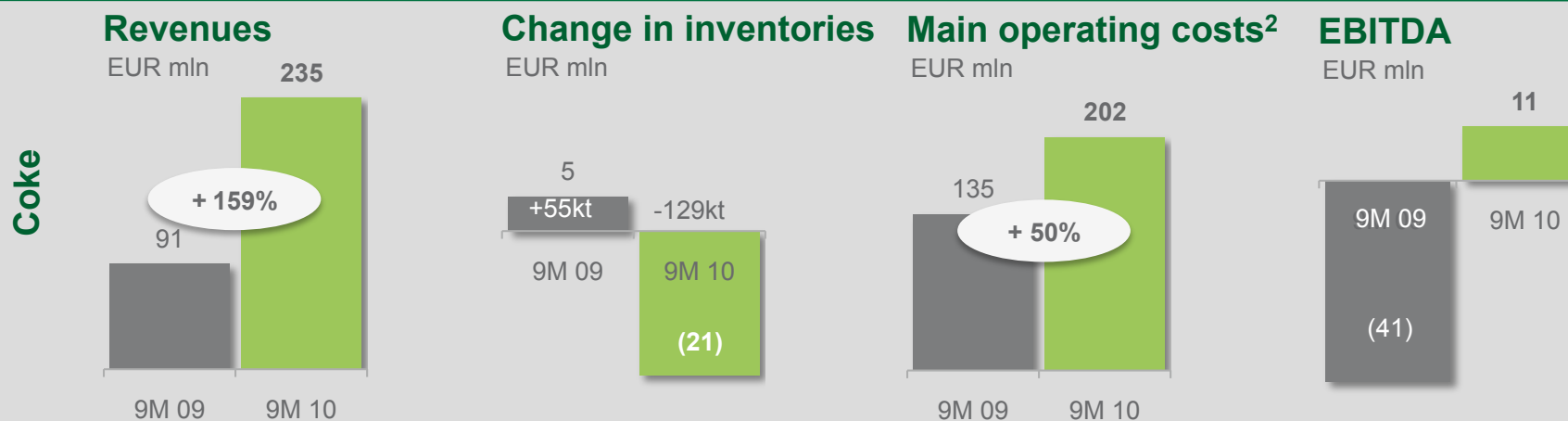
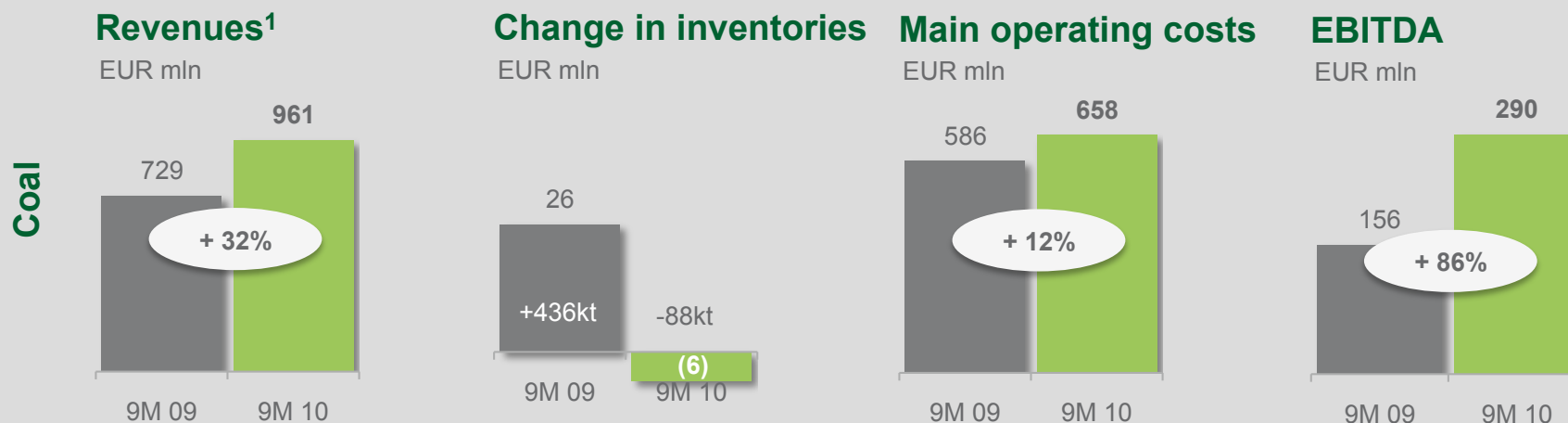
**Coke conversion (OKK)**  
EUR



# EBITDA



# Coal and coke segments



<sup>1</sup> Includes internal sales.

<sup>2</sup> Includes both internal and external coal charges.

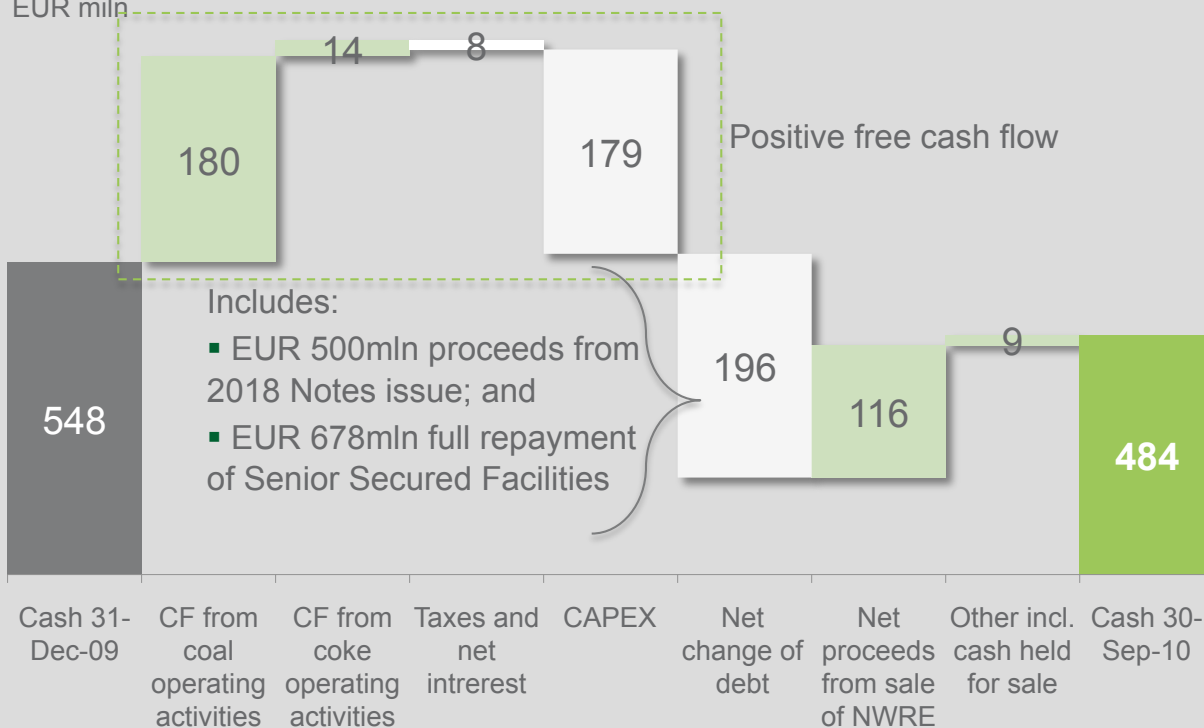
Note: The full disclosure on all operational segments including the "Other" segment as well as consolidation adjustments and eliminations is presented in the Operating and Financial Review for the nine-month period ended 30 September 2010.



# Cash development

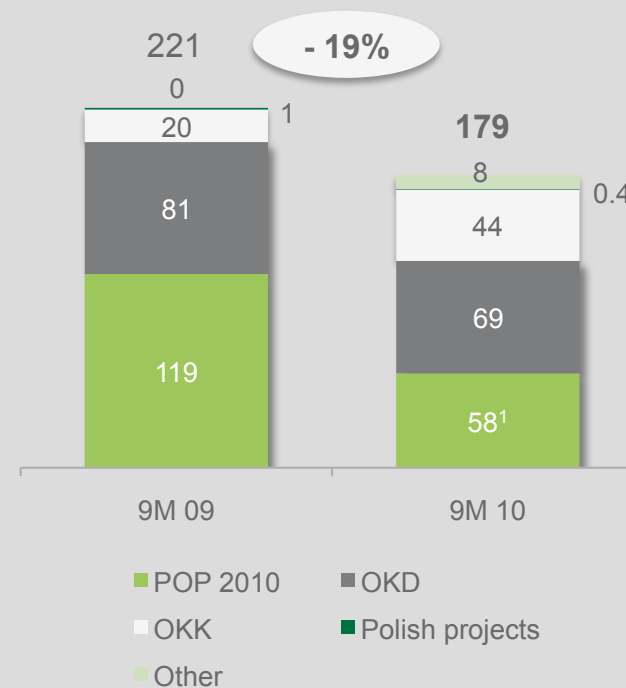
## Cash flow

EUR mln



## Capital expenditure

EUR mln



<sup>1</sup> Does not refer to an actual acquisition of assets, but these are deferred payments for the assets acquired under POP 2010 in 2009.

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# Offer for Bogdanka

## All-cash offer value of EUR 857million<sup>1</sup>

- PLN 100.75 per Bogdanka share.
- 13% premium to pre-announcement closing price of PLN 89.20.
- 26% premium to 3-month volume weighted average price of PLN 80.13.
- Fully financed offer.
- Transaction acceptance threshold of 75%, a condition that can be waived, if relevant, according to Polish take over rules..
- EPS accretive in the first year of consolidation.<sup>2</sup>

## Sources of funds

- EUR 300-400 million from NWR's cash resources.
- Bridge debt financing with potential equity and debt takeout.

## Timetable

- The Offer is open for acceptance until 29 November 2010.
- Extraordinary General Meeting of Shareholders on 24 November 2010.<sup>3</sup>
- Closing in December 2010.

<sup>1</sup>The EUR numbers are based on an exchange rate of EUR/PLN 0.2502 (6-month average rate between 1 January and 30 June 2010). This rate has been used for illustrative purposes only.

<sup>2</sup> This statement should not be read as implying that the NWR's group's profits are expected to be above or below their amount for any historical period or any other amount.

<sup>3</sup> NWR has already obtained an irrevocable undertaking from its majority shareholder, BXR Mining, to vote in favour of the proposed acquisition at the EGM.

## Re-incorporation in the UK

- NWR has announced its intention to re-incorporate in the UK.
- NWR believes that this should allow FTSE series index eligibility once re-incorporation is completed.
- A feasibility study has been undertaken and subject to further analysis and regulatory, tax and other clearances, the re-incorporation in the UK is expected in the first half of 2011.
- As an increasingly significant European mining company with listings in three jurisdictions, NWR believes this will benefit existing and prospective investors.
- Increased potential universe of analysts and investors following NWR .
- NWR believes re-incorporation and FTSE eligibility will further demonstrate the Company's commitment to the high governance and control standards according to which it operates its business.

## Summary

- Improved safety record
- On track to deliver FY 2010 production and sales targets
- Unit costs under control
- Efficiency improvements in both mining and coking
- Progressing Debiensko project
- Strong operating cash flow and balance sheet
- Offer for Bogdanka to build platform for future expansion
- Plan to re-incorporate in the UK in H1 2011

## Upcoming events

24 November 2010

Extraordinary General Meeting

## IR Contacts

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# Balance sheet

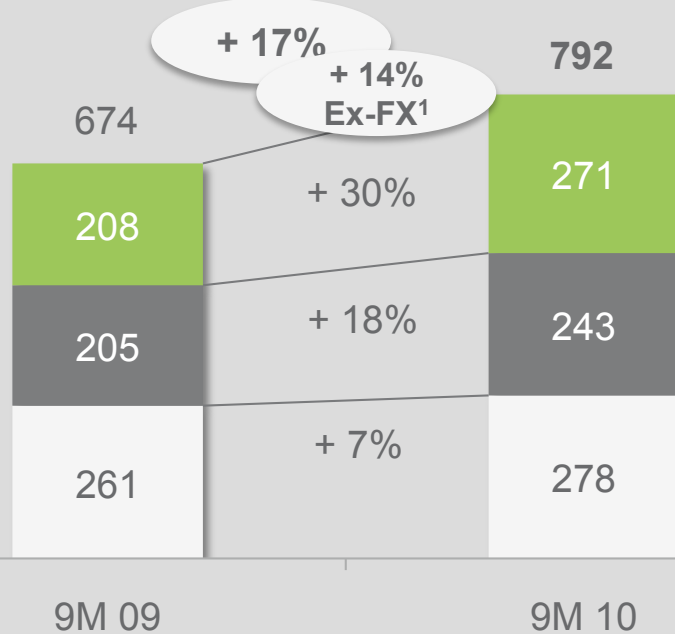
EUR mln	30 Sep 2010	30 June 2010	31 Dec 2009
<b>Total Assets</b>	<b>2,279</b>	<b>2,124</b>	<b>2,216</b>
Non current assets	1,475	1,408	1,344
Property, plant & equipment	1,269	1,220	1,158
Current assets	805	716	787
Cash and cash equivalents	484	433	548
<i>Assets held for sale</i>	<i>0</i>	<i>0</i>	<i>85</i>
<b>Total Equity and Liabilities</b>	<b>2,279</b>	<b>2,124</b>	<b>2,216</b>
Total equity	767	720	560
Total liabilities	1,512	1,404	1,655
Long-term loans	94	88	680
Bonds issued	745	744	260
Current portion of long-term loans	15	11	75
Short-term loans	0	0	19
<i>Liabilities held for sale</i>	<i>0</i>	<i>0</i>	<i>43</i>
<b>Net Debt</b>	<b>370</b>	<b>411</b>	<b>486</b>
<b>Net Working Capital</b>	<b>62</b>	<b>84</b>	<b>(1)</b>



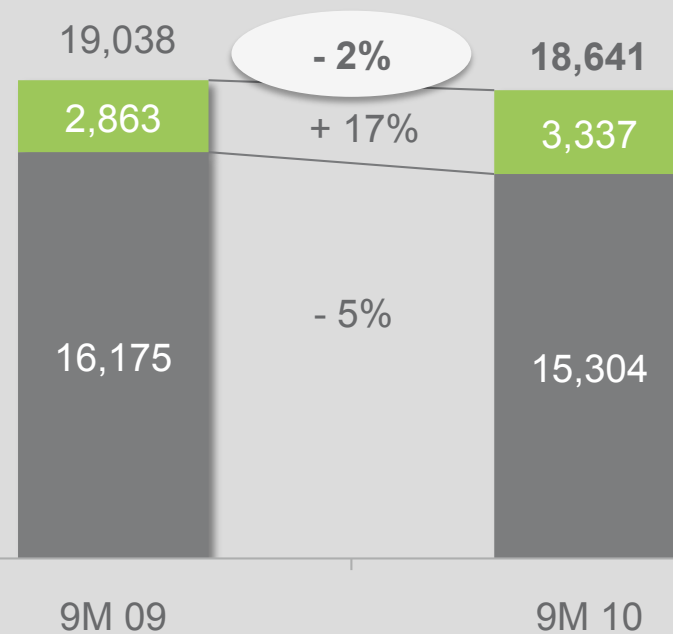
# Operating costs

## Main operating costs

EUR mln



## Total headcount



■ Personnel<sup>2</sup> ■ Services ■ Material and energy<sup>3</sup>

■ NWR staff ■ Contractors

<sup>1</sup> Constant foreign exchange rate.

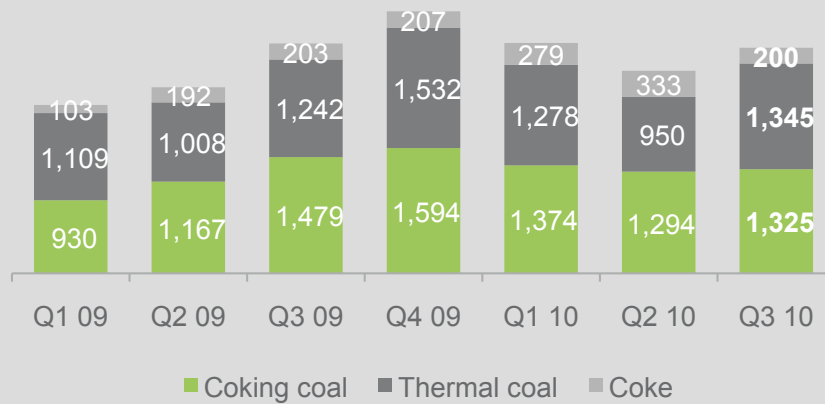
<sup>2</sup> Excluding employee benefits.

<sup>3</sup> Includes external coal charges for coke production.

# Quarterly development

## Sales volumes

kt



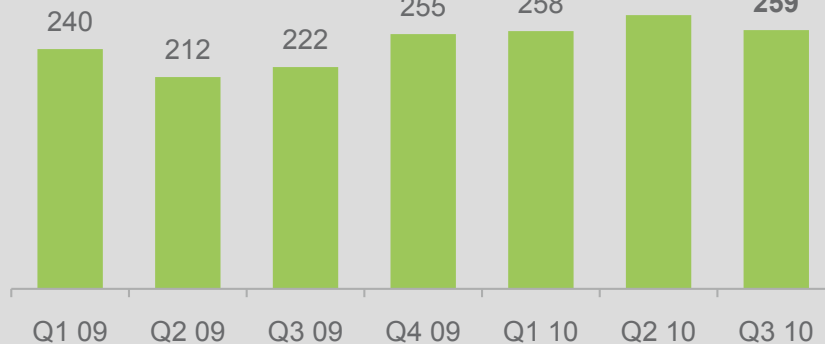
## Revenues

EUR mln



## Main operating expenses<sup>1</sup>

EUR mln



## EBITDA

EUR mln



<sup>1</sup> Main operating expenses include Consumption of material and energy, Service expenses and Personnel expenses excl. employee benefits.