

Kumba Iron Ore 2023 Interim results

25 July 2023



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Alternative Performance Measures

Throughout this presentation a range of financial and non-financial measures are used to assess our performance, including a number of financial measures that are not defined or specified under IFRS (International Financial Reporting Standard), which are termed Alternative Performance measures (APMs). Management uses these measures to monitor the Group's financial performance alongside IFRS measures to improve the comparability of information between reporting periods and business units. These APMs should be considered in addition to, and not as a substitute for, or as superior to, measures of financial performance, financial position or cash flows reported in accordance with IFRS. APMs are not uniformly defined by all companies, including those in the Group's industry. Accordingly, it may not be comparable with similarly titled measures and disclosures by other companies.

Production and sales volumes, prices and C1 costs are reported in wet metric tonnes. Kumba product is shipped with approximately 1.6% moisture content.

H1 2023 results agenda

H1 2023 overview

Mpumi Zikalala

Operational performance

Mpumi Zikalala

Financial results

Bothwell Mazarura

Looking ahead

Mpumi Zikalala



H1 2023 overview

Safety

1.20 TRIFR

H1 2022: 1.12

EBITDA

R19.8bn

H1 2022: R23.1bn

Attributable free cashflow

R7.9bn

H1 2022: R9.7bn

Production

18.8Mt

H1 2022: 17.8Mt

Enduring stakeholder value

R28.5bn

H1 2022: R31.0bn

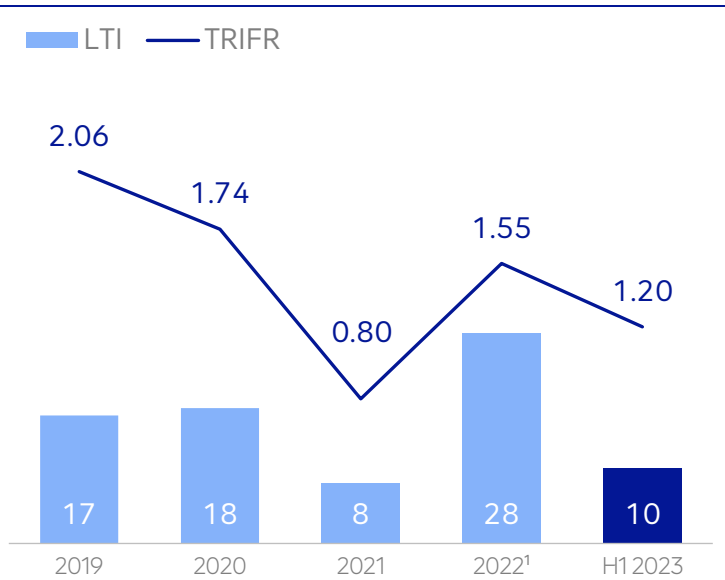
Dividend declared

R7.3bn

H1 2022: R9.2bn

Focus on safe and stable operations

Safety

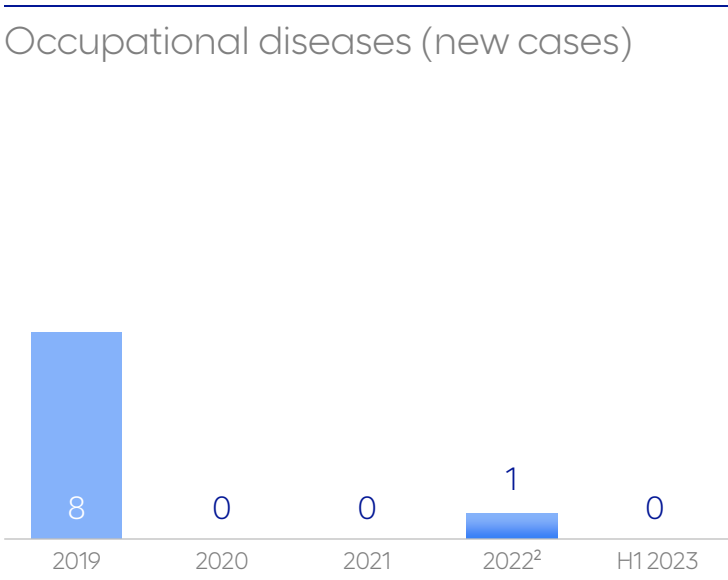


Strengthened and simplified critical controls, and awareness programmes

Increased leadership and contractor engagement to embed safe work practices

Note: LTI: Lost Time Injuries; TRIFR: Total Recordable Injury Frequency rate
1. One lost time injury subsequently confirmed for 2022
2. One occupational disease case (musculoskeletal disorder) subsequently confirmed for 2022

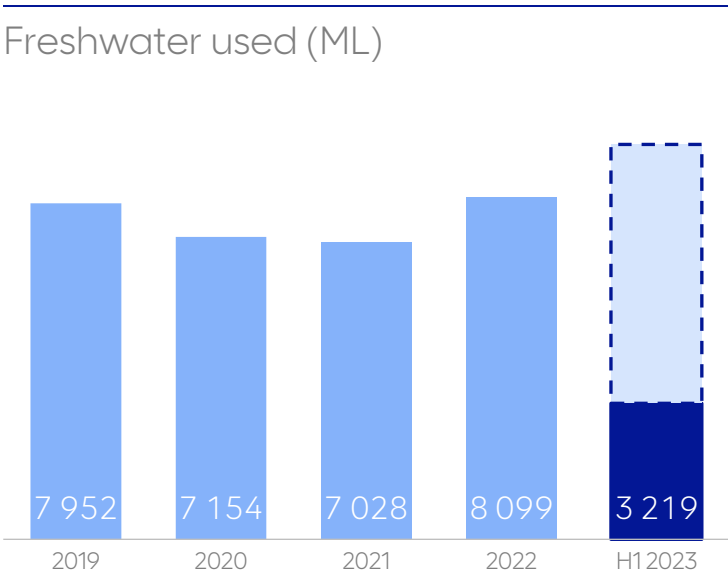
Health & wellness



Exposure reduction programmes to reduce workplace health risks

Chronic disease management, cardiovascular and mental health

Environment



6.8BL freshwater supplied to communities, H2 reflects improved dewatering capability

Concurrent rehabilitation and biodiversity conservation to achieve net positive impact

Sustainability integrated in the way we operate

Healthy environment



Solar PV environmental authorisation granted, earthworks commence H2 2023

Eight of ten LNG ships launched and CO₂ reduction MoU with 30% of customers

Thriving communities



Dept. of Health MoU improves collaboration on health and wellbeing projects

AASA education programme at 45 schools with Phase 2 implemented in Q2

Trusted corporate leader



Safety Health and Sustainable Development committee created

Women in senior management improved from 24% to 31%

Enduring stakeholder value of R28.5bn



Income tax
R2.6bn

Mineral royalty
R0.7bn



BEE business
suppliers
R7.9bn

Host community
suppliers
R2.8bn



3-year wage
agreement
concluded

Salaries and
benefits
R3.1bn

Employed from
N. Cape
81%



Capital
investment
R4.4bn



Direct social
investment
R92m



Owners of
Kumba
R7.3bn

Empowerment
partners
R2.4bn



Operational performance



Production steady, logistics challenging

Waste

111.2Mt

H1 2022: 95.5Mt

Production

18.8Mt

H1 2022: 17.8Mt

Ore railed to port

18.4Mt

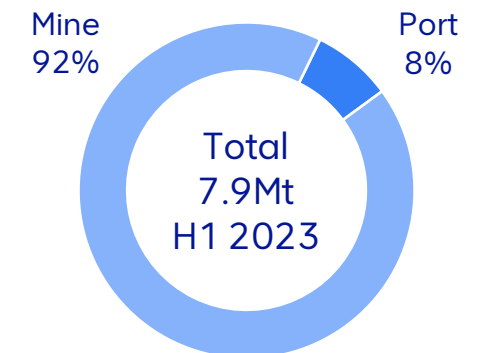
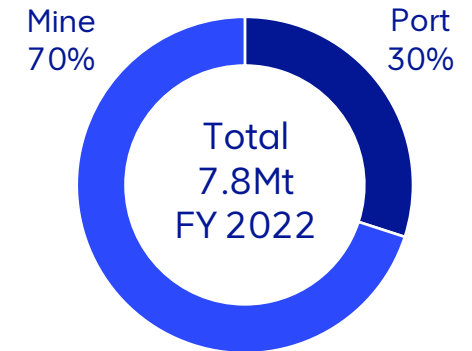
H1 2022: 19.0Mt

Sales

18.9Mt

H1 2022: 19.7Mt

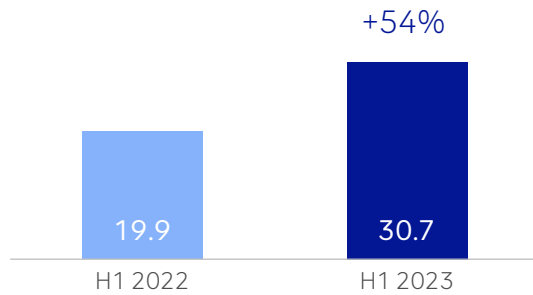
Finished stock



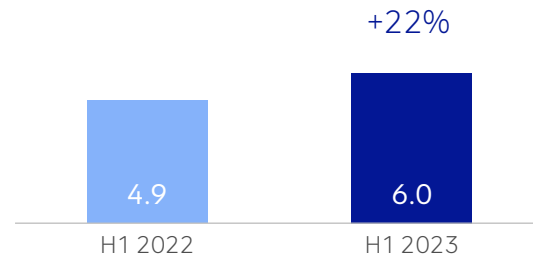
1. Includes Kapstevél South waste 6.1Mt in H1 2022 and 13.8Mt in H1 2023

Improving operational stability and capability

Kolomela waste (Mt)



Kolomela production (Mt)



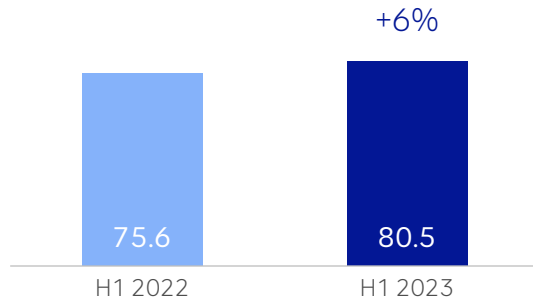
Establishing stability at Kolomela

Effective planning routines

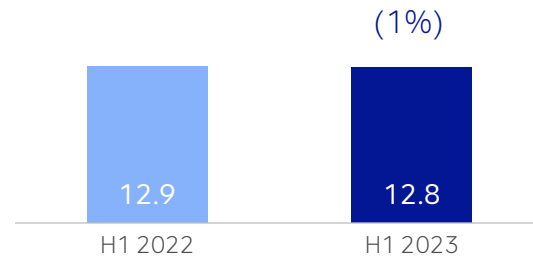
Reducing variability and improving equipment reliability

Healthy high grade ore buffer stocks

Sishen waste (Mt)



Sishen production (Mt)



Stability and capability improvements at Sishen

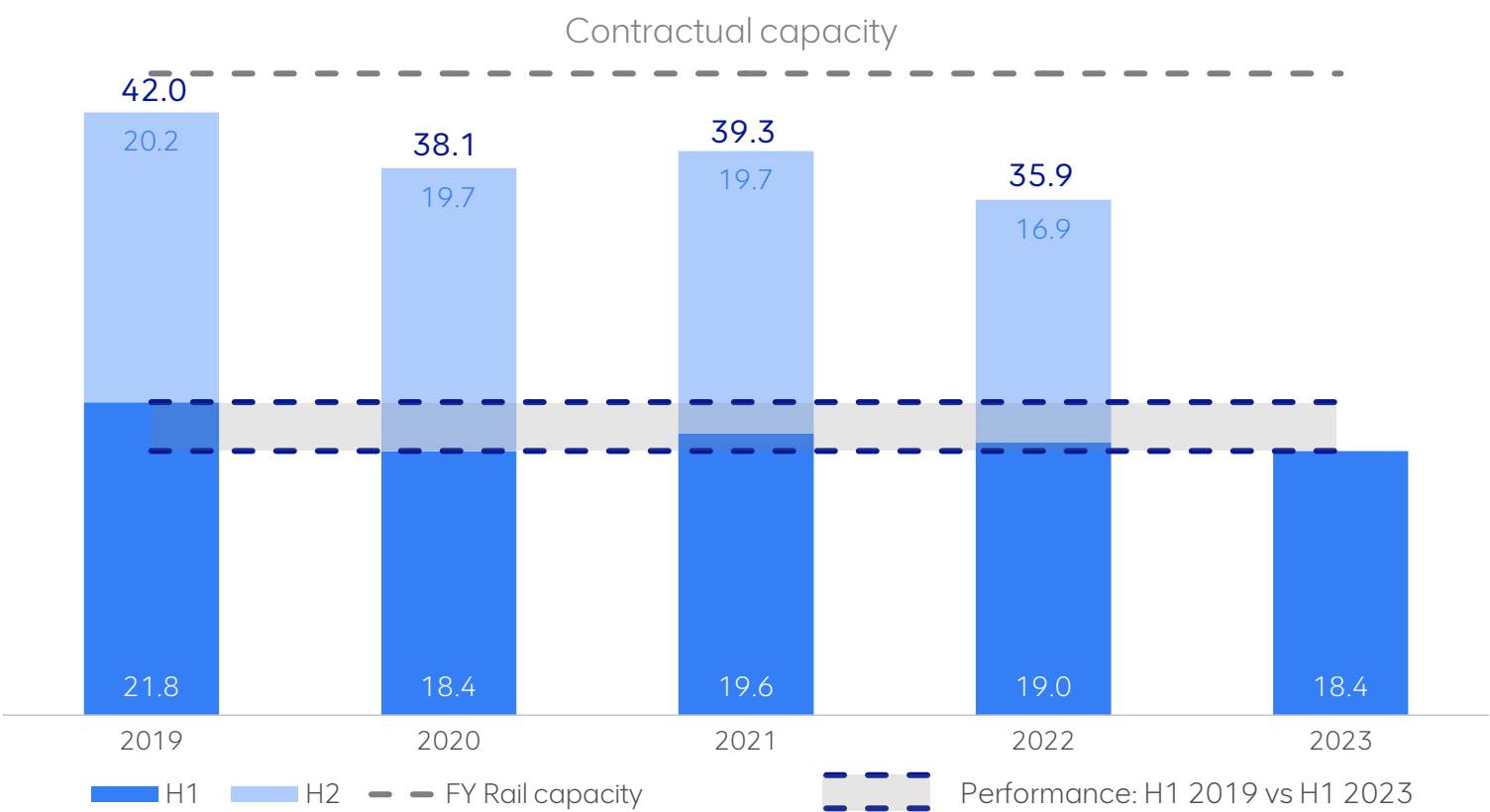
Step up in utilisation of truck fleet focusing on haul cycle and refuelling optimisation and shift change efficiency

Progressive mining capability improvements

H2 focus on plant stability and capability

Transnet rail performance impacting value chain

Ore railed to port (Mt)



Challenges

- Train derailments & rail breaks
- Longer train turnaround times
- Locomotive availability
- Cable theft (new)

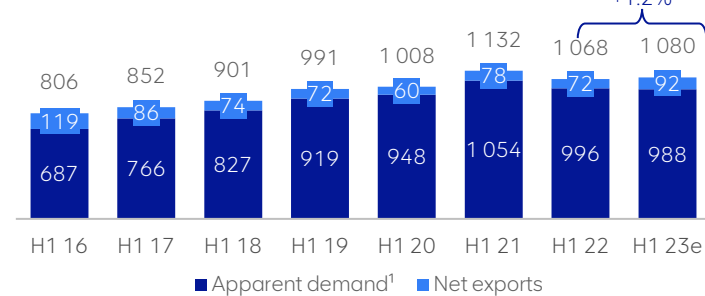
Successes

- Tamping maintenance work
- Locust spraying programme
- Security support
- Announcement of NLCC

Low supply chain stocks buoy iron ore prices

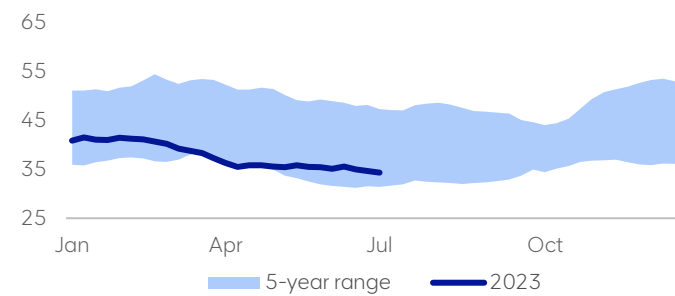
Strong exports offset reduction in demand

China Steel Demand & Exports, Mtpa



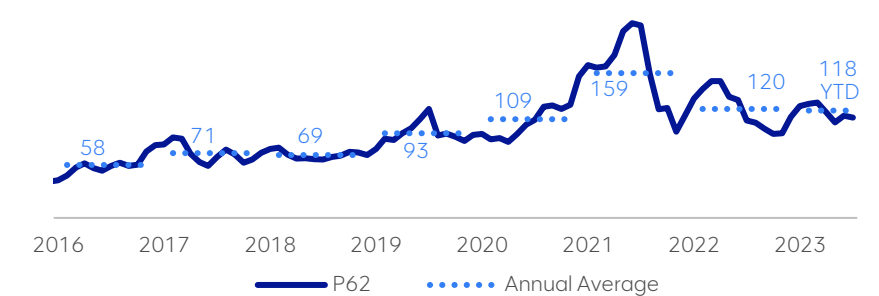
Stocks at 5-year lows

Iron Ore (Port + Mills) Stocks Days of Use



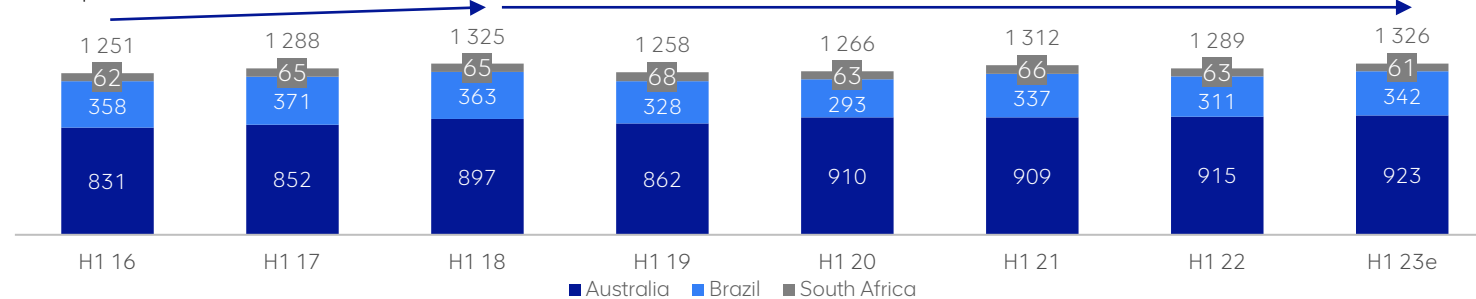
Iron ore prices holding up

Platts 62 \$/t



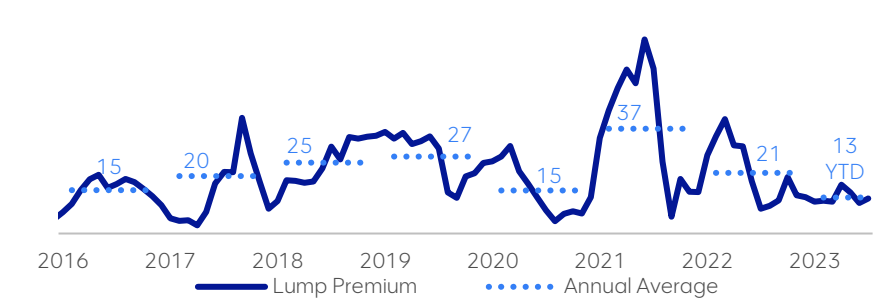
Iron ore supply from traditional basins has been relatively stable over last five years

Wet Mtpa



Tangshan sintering cuts supportive of lump premia

Platts Lump Premium, cents/dmtu



1. Including inventory change ^Global ex-Australia, Brazil, South Africa
Source: Mysteel, GTT, Platts, WSA

Financial performance



H1 2023 financial results

Average realised FOB price

US\$106/t

H1 2022: US\$136/t

EBITDA margin

52%

H1 2022: 54%

HEPS

R30.04

H1 2022: R36.13

C1 costs

US\$39/t

H1 2022: US\$43/t

Break-even price

US\$65/t

H1 2022: US\$66/t

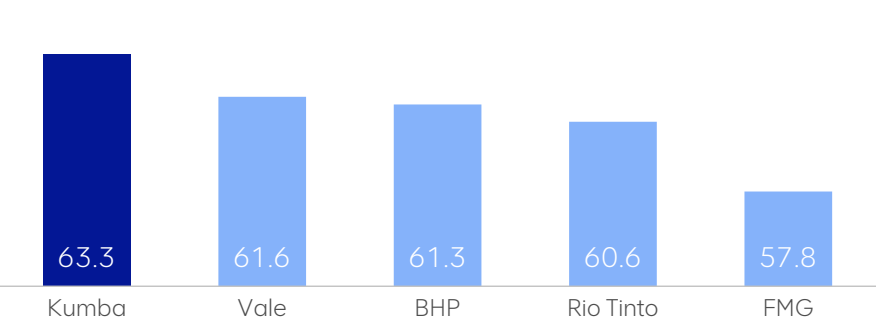
DPS

R22.60

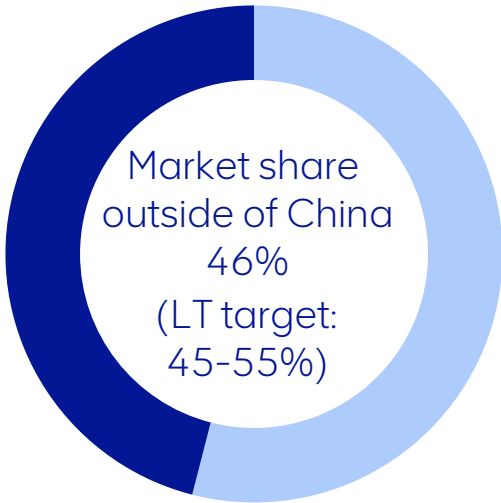
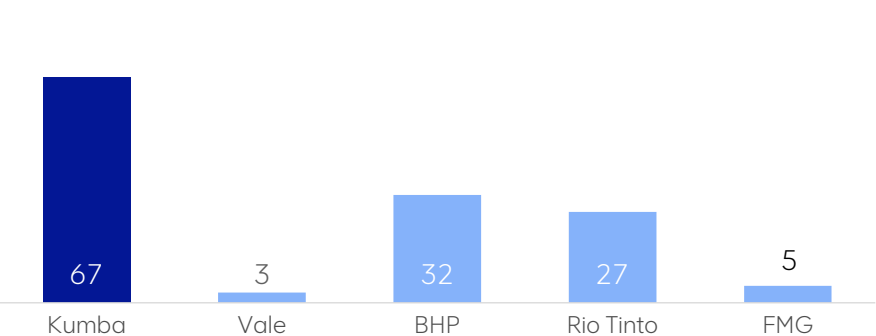
H1 2022: R28.70

Premium prices for premium products

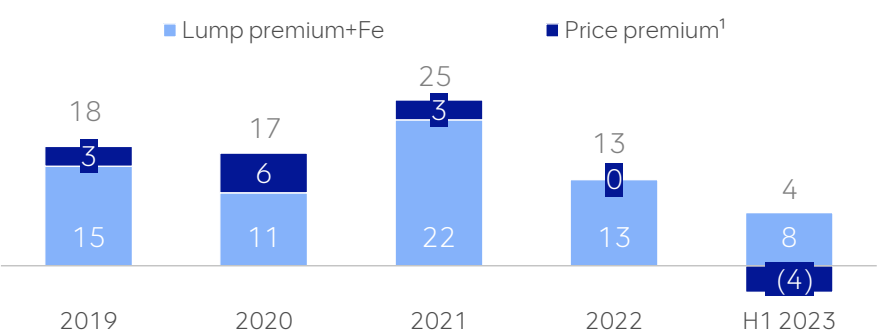
Fe qualities (%)



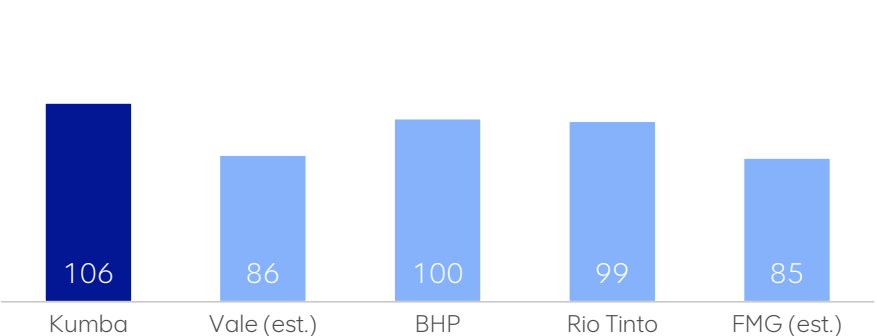
Lump : Fine ratio (%)



Price premium over Platts 62 FOB (US\$/wmt)



H1 2023 Realised price FOB (US\$/wmt)

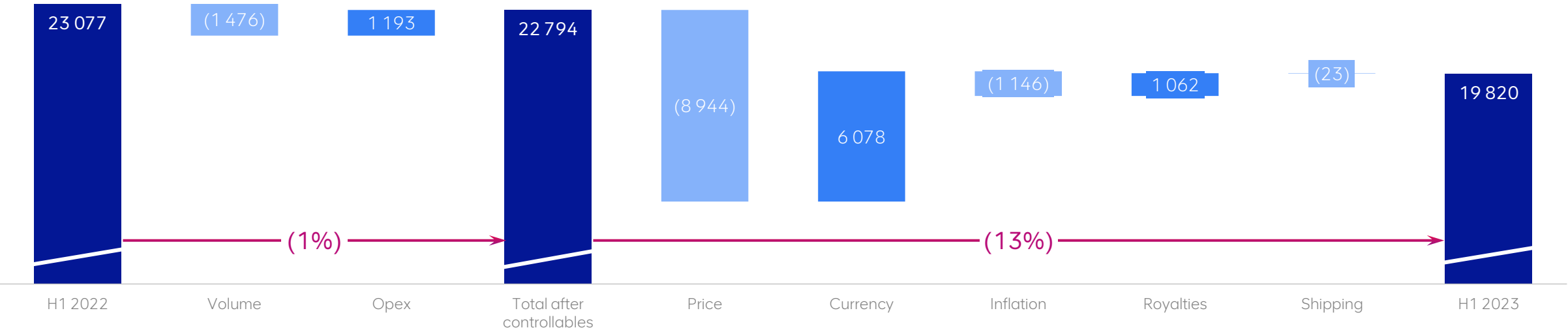


1. Price premium includes marketing and timing effects
Source: Iron Ore Marketing

EBITDA reflects lower prices, offset by weaker currency

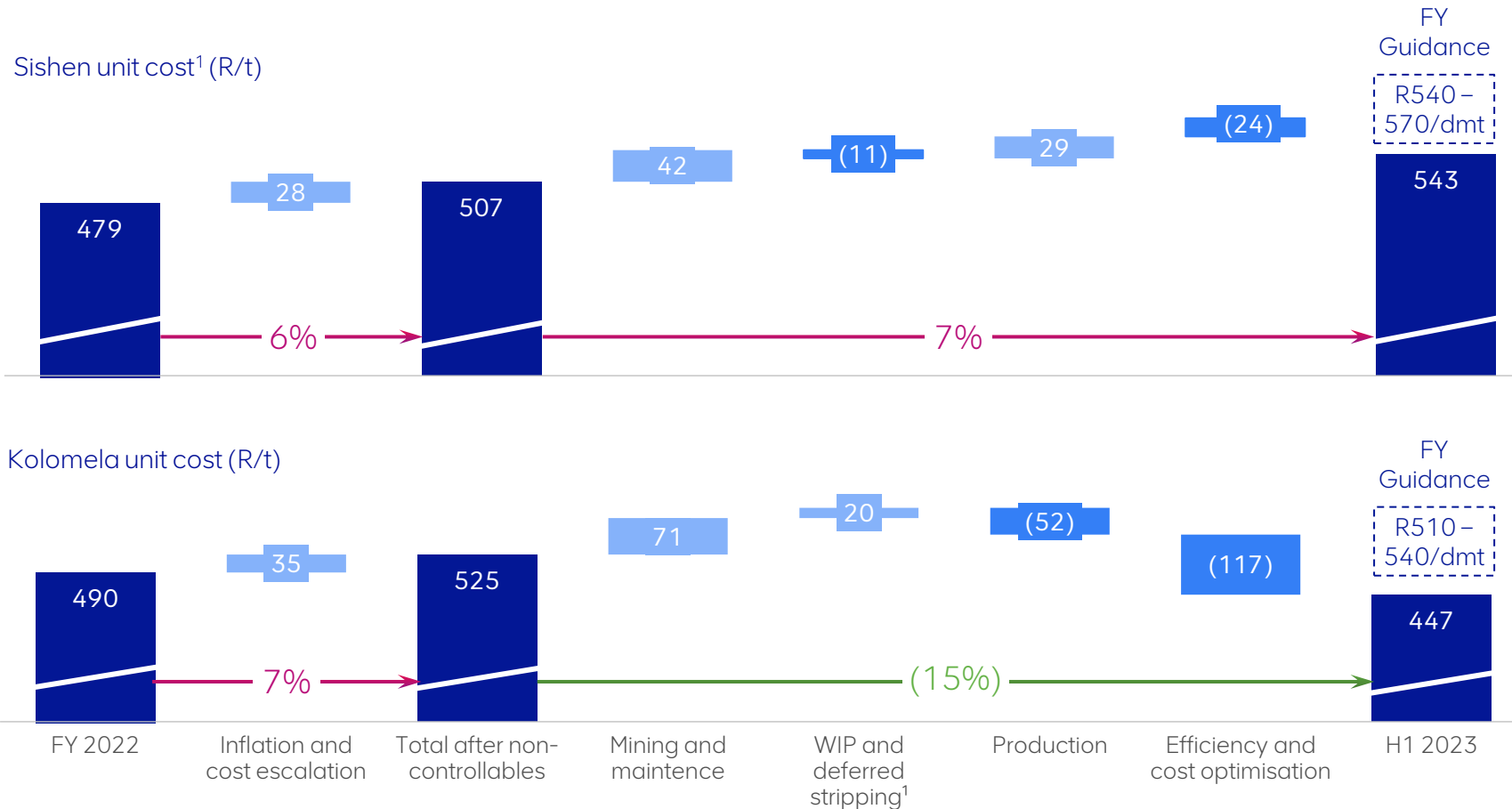
	Sales volumes	C1 costs	Average FOB price	Price premium ¹	Average R/US	Inflation	Freight rates
H1 2023	18.9 Mt	US\$39/t	US\$106/t	US\$4.0/t	R18.21	6.9%	US\$14/t
H1 2022	19.7 Mt	US\$43/t	US\$136/t	US\$13/t	R15.40	5.9%	US\$20/t

Rm

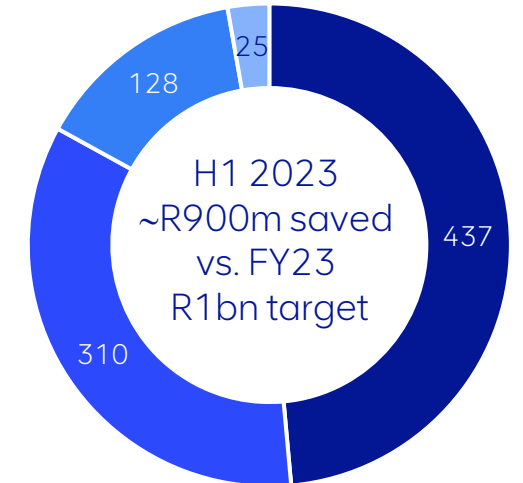


1. Price premium includes marketing and timing effects

Operational efficiency mitigating cost pressures



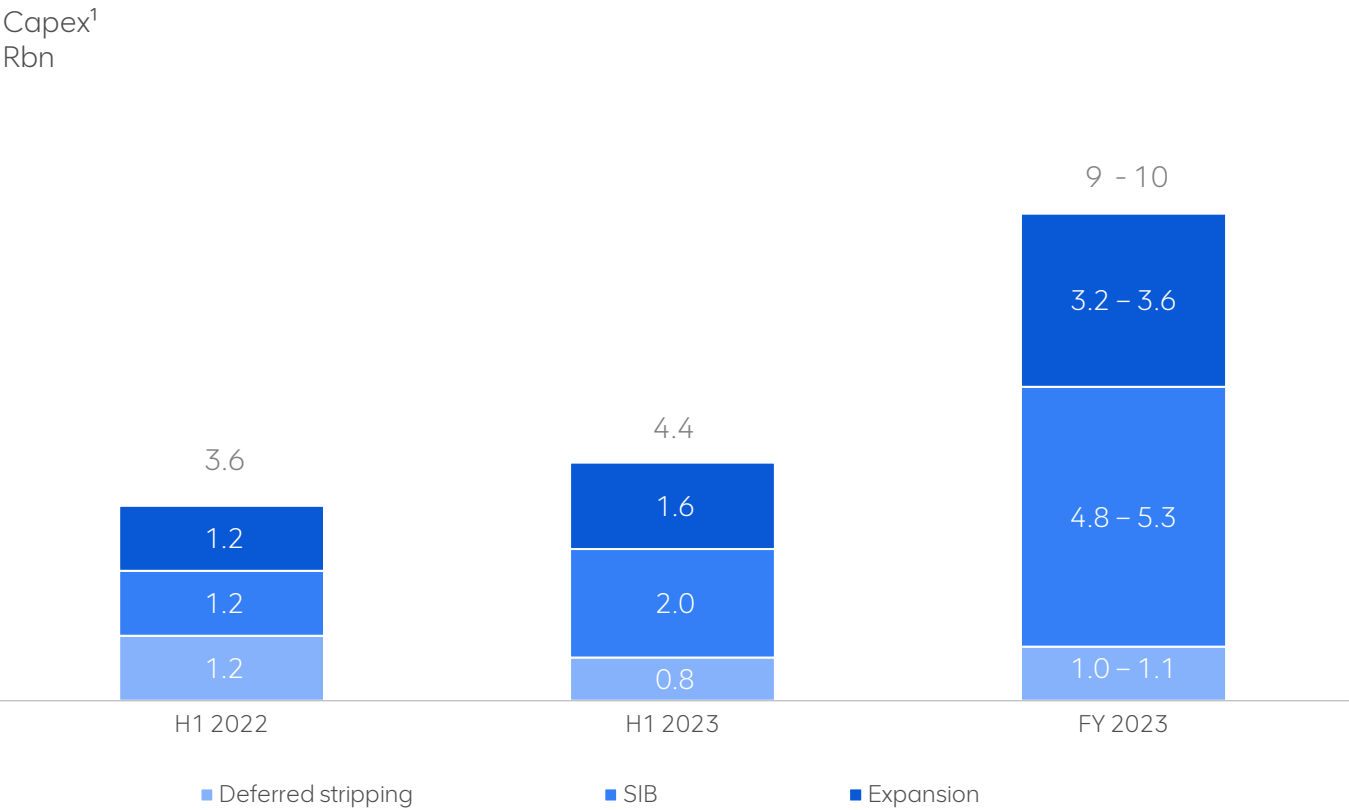
Cost optimisation programme



- Operational efficiency
- Optimise mine plan
- Sourcing model optimisation
- Efficient utilisation of consumables

¹, Excluding the impact of deferred stripping on unit cost: Sishen = H1 2023: R25/t (2022: R60/t); Kolomela = H1 2023: R16/t (2022: R88/t)

Capital expenditure to sustain our business



Expansion capex

Kapstevel South: ~R1 billion (scope 74% completed)
UHDMS: ~R0.4 billion (progressed detailed design)

SIB capex

HME and plant reliability, infrastructure upgrades
Technology and FutureSmart Mining™
Environmental sustainability

Guidance R2bn lower

Rephasing of Kapstevel South and UHDMS review

1. Capital expenditure before capital creditors

Disciplined capital allocation

Cashflow after sustaining capital

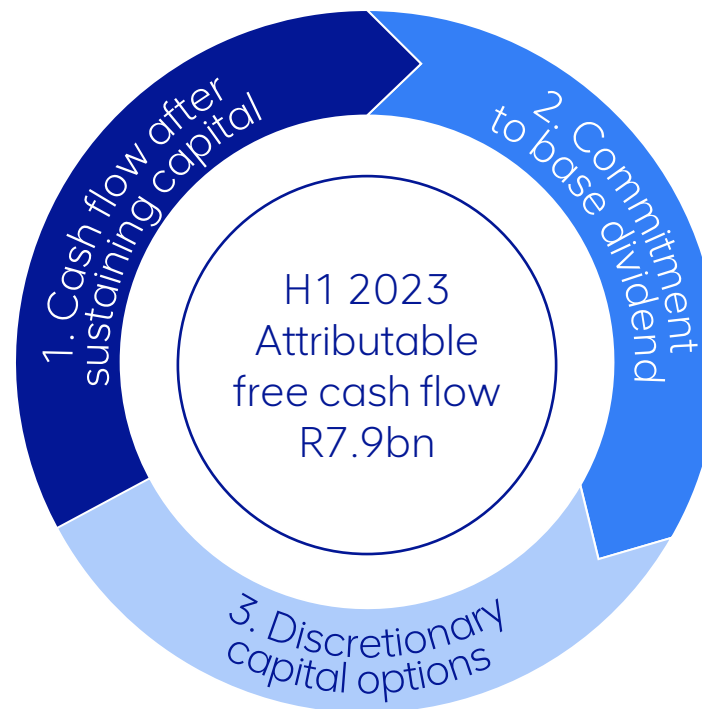
R13.0bn

Base dividends

R6.3bn

Discretionary capital

R1.6bn



Additional shareholder returns

R0.6bn cash dividends

Net cash

R13.8bn end of period

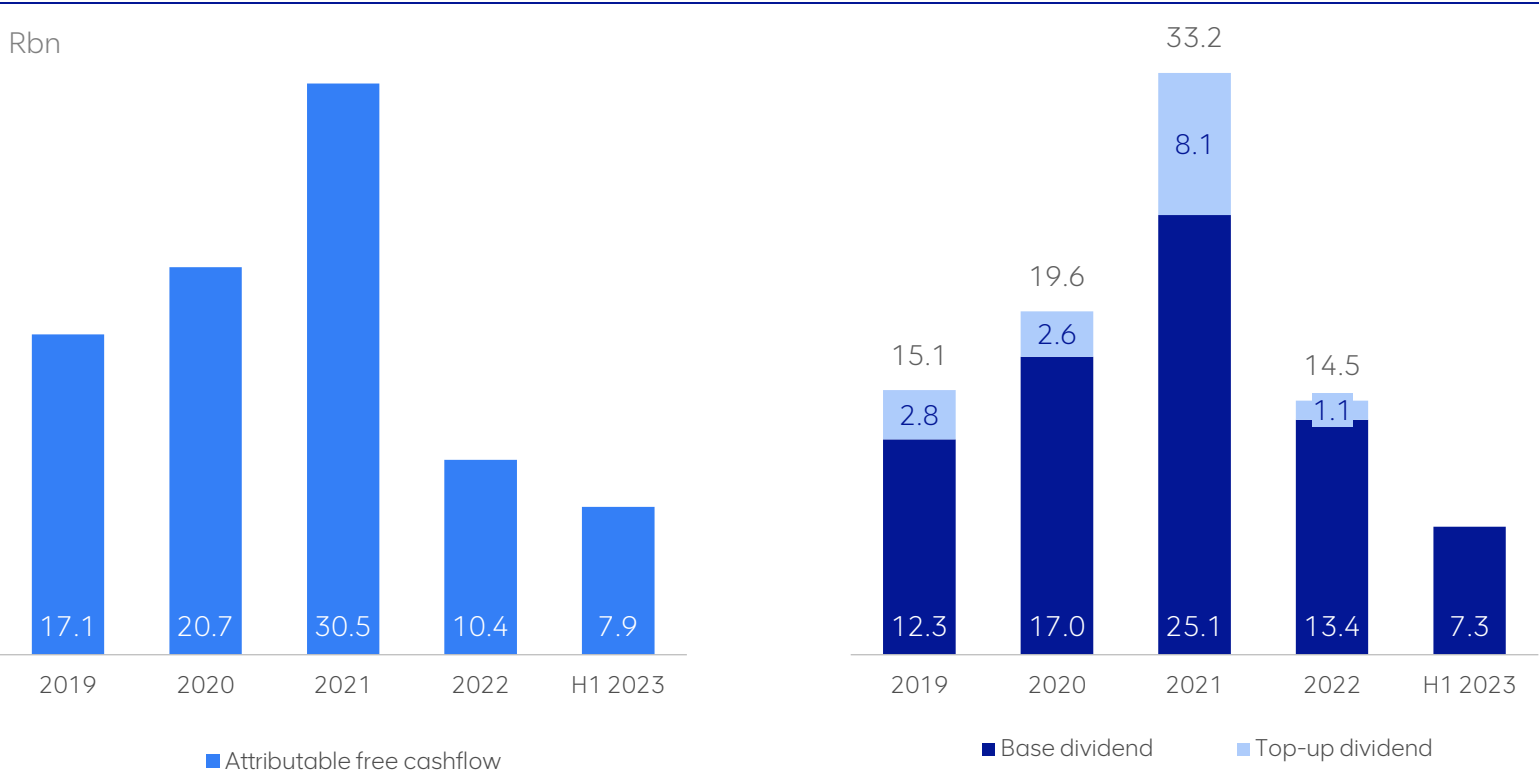
Interim cash dividend declared¹

R9.7bn

1. Including R2.4 billion to minority shareholders

Sustainable value delivery despite market volatility

Shareholder value creation (2019 – H1 2023)



Attributable free cashflow

R86.6bn

Total dividends¹

R89.7bn

Average dividend payout ratio

87%

1. Excluding dividends declared to minorities

Looking ahead



Our refreshed strategy

Unlock full potential of the core

- Leadership and culture
- Operational excellence
- Cost competitiveness



Position for a sustainable future

- Maximise product premium
- Green steel value chain
- Societal value



Stakeholder value creation

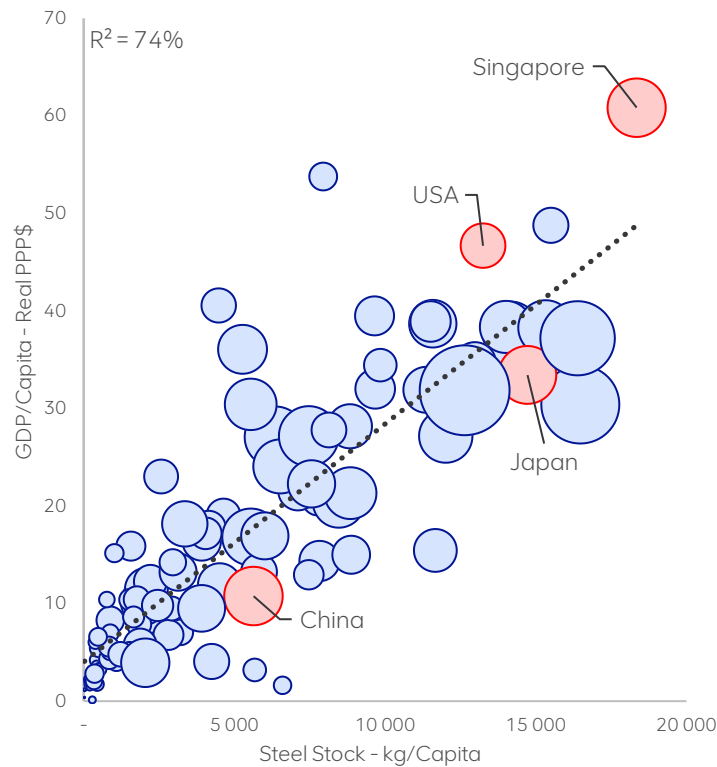
- Strong balance sheet
- Disciplined capital allocation
- Value accretive options



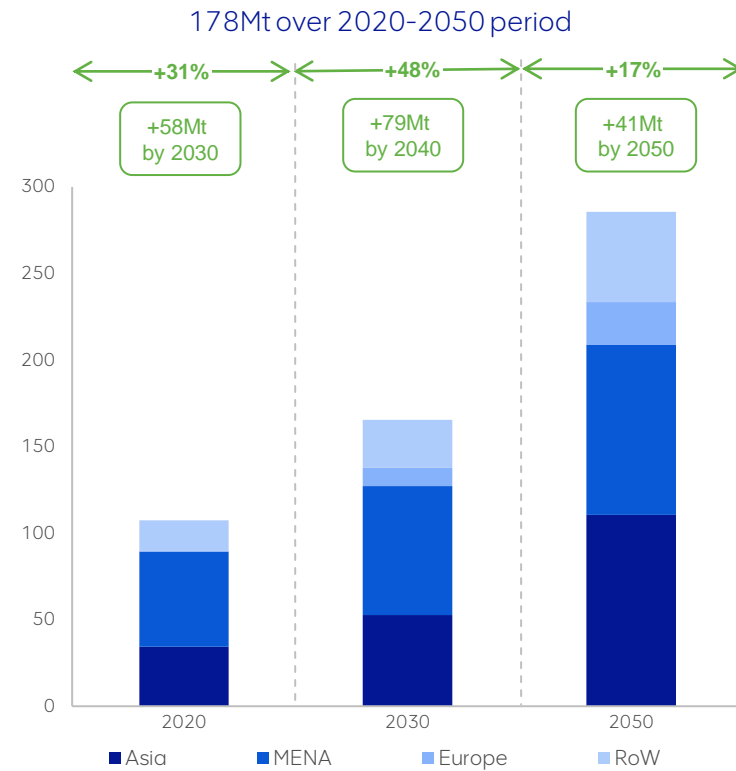
Positioning for the global green steel transition

The world needs green steel to grow

Stock of steel relative to GDP¹



Global DRI production growth



The role we play in future of steel

Product quality and customer strategy
Tailor products to customer decarbonisation needs

Partnerships to drive decarbonisation technology adoption
Partnerships with 30% of customers to date

New green business building
Support development and commercialisation of novel decarbonisation technologies



1: 113 Country Analysis 2019. (Area = Annual steel demand per capita)

2023 full year guidance

Total production

35 – 37Mt

Total sales

36 – 38Mt
(previously 37 – 39Mt)

C1 cash costs

≤US\$43/t¹
(previously ≤US\$44/t²)

Capital expenditure

R9 – 10bn
(previously R11 – 12bn)

Production

Sishen

~26Mt

Kolomela

~10Mt

Waste

150 – 170Mt

45 – 55Mt

Unit costs

R540 – 570/dmt

R510 – 540/dmt

Strip ratio

3.4, LoA ~3.1³ | LoA ~3.9⁴

To exceed ~5, LoA ~4.4⁶

LoA

~17 years⁵

12 years⁷

1. Based on R18.21/US\$ | 2. Based on R17.00/US\$ | 3 and 4. Based on the 2022 LoA and including C-grade | 5. Including UHDMS with 2035 – 2039 production being ~10Mtpa | 6 and 7. Including Kapstevel South

Re-imagining mining to improve people's lives

Focused on continued value delivery through our Refreshed strategy

Assets

Premium quality,
high margin assets

Life extension opportunities

52%
EBITDA
margin

Capabilities

Operational resilience
and marketing strength

Efficient capital allocation

77%
ROCE

Sustainability

Continued delivery
of stakeholder value

Sustainable Mining Plan integrated

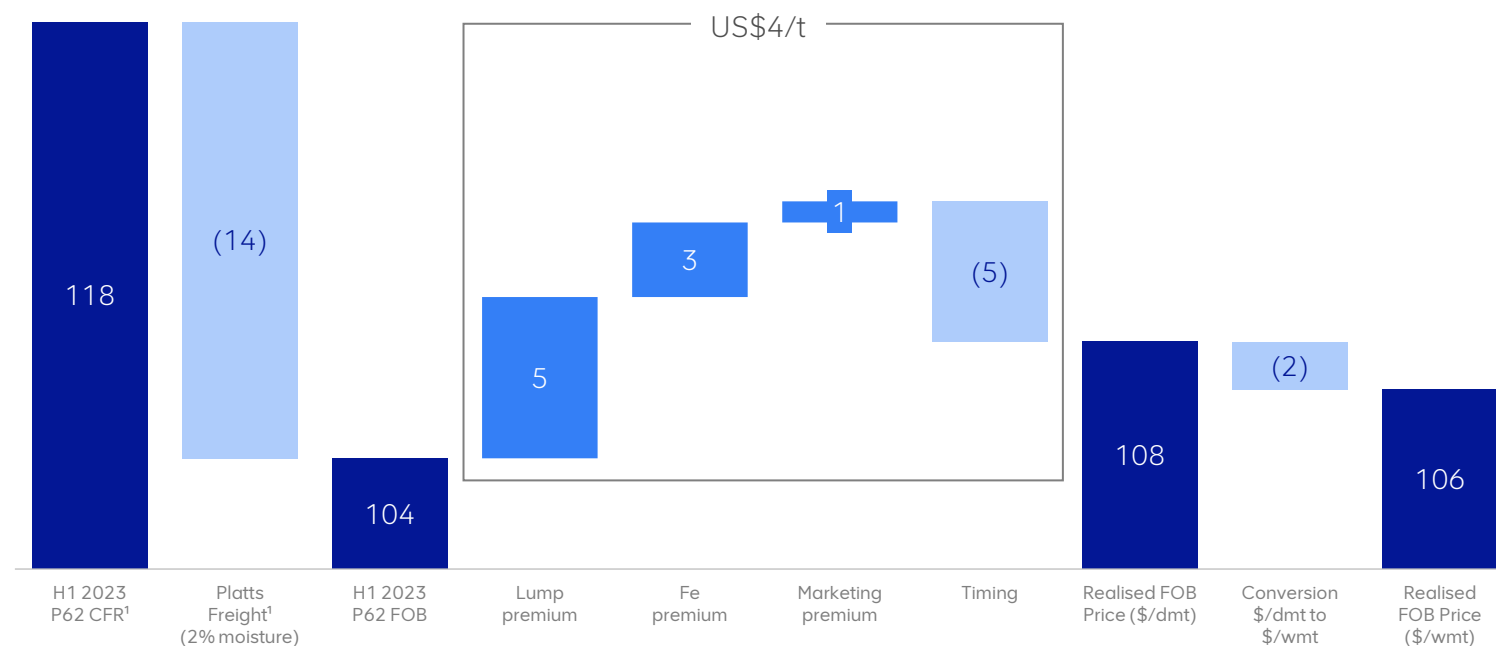
R28.5bn
Shared
value

Annexures



Average realised price reflects weaker steel demand

Average realised FOB export price (US\$/t)



Price drivers

Average market prices¹:

P62 CFR China price average: US\$118/t
(H1 2022: US\$140/t)

Fe premium average: ~US\$1.96 per 1% Fe
(H1 2022 ~US\$2.3 per 1% Fe)

Lump premium average: US\$13/dmtu
(H1 2022: US\$0.3/dmtu)

Marketing:

Price premium on high quality products

Timing effects:

Products generally priced in month after arrival, provisional pricing adjustments

Source: Iron Ore Marketing.

1. Straight average of the daily indices between 1 Jan – 30 Jun 2023

Life extension projects



Kolomela: Kapstevel South pit

74% of scope completed. HME procured and implemented
Infrastructure construction on track with handover in Sept. 2023

Rephasing a portion of waste mining

Waste stripping in progress with first ore in H1 2024

- Total capex: ~R7bn
- IRR: >25%
- EBITDA margin: >35%



Sishen: Ultra high dense media separation plant

Progressed detailed engineering design work and project execution plan under technical review.

The value drivers include:

- Lower cut-off grade (stripping ratio)
- Increased premium quality
- Extends Sishen's life of mine
- Reduces mining unit costs

Logistics constraints impact on sales

Mt	H1 2023	H1 2022	% change	H2 2022	% change
Railed to port (incl. Saldanha Steel)	18.4	19.0	(3)	16.9	9
Sishen mine (incl. Saldanha Steel)	13.2	13.4	(1)	12.2	8
Kolomela mine	5.2	5.6	(7)	4.7	11
Total sales	18.9	19.7	(4)	16.9	12
Total ore shipped	18.9	19.7	(4)	16.9	12
CFR (shipped by Kumba)	11.1	12.2	(9)	10.4	7
FOB (shipped by customers)	7.8	7.5	4	6.5	20
Finished product inventory	7.9	4.5	76	7.8	1

Conversion rates dmt to wmt: 1.6% average moisture factor.

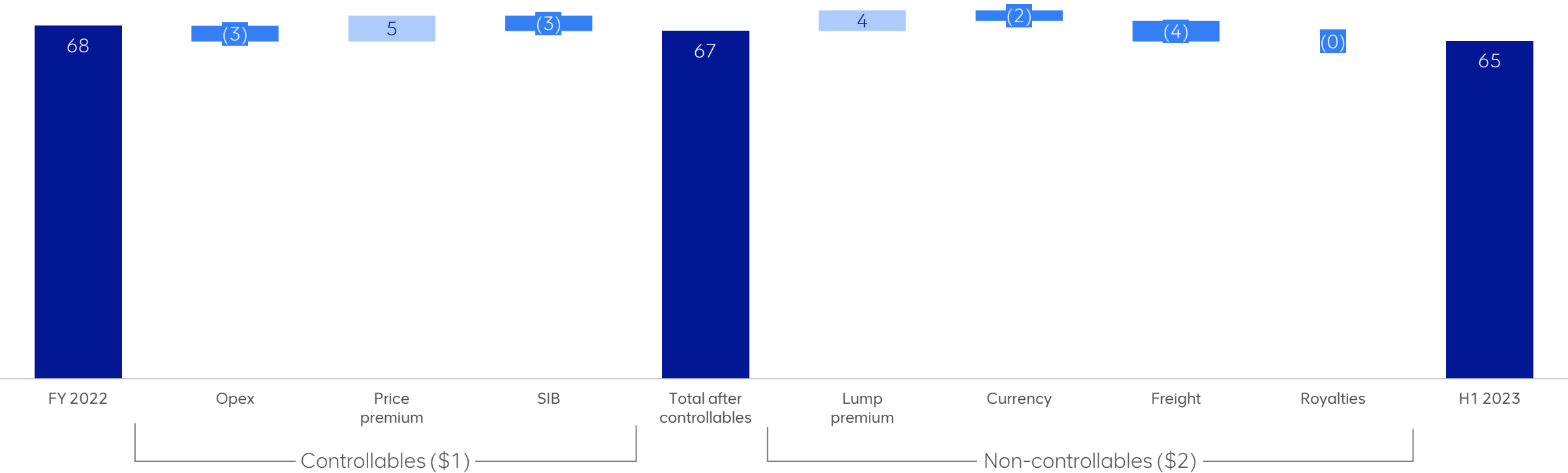
Operating margin reflects lower revenue

Rm	H1 2023	H1 2022	% change	H2 2022	% change
Revenue	38 279	42 977	(11)	31 055	23
Operating expenses	(20 748)	(22 396)	(7)	(24 756)	(16)
Operating profit	17 531	20 581	(15)	6 299	>100
Operating margin (%) ¹	45.8	47.9	(2.1)	20.3	25.5
Profit for the period	12 668	15 153	(16)	4 502	>100
Equity holders of Kumba	9 642	11 554	(17)	3 414	>100
Non-controlling interest	3 026	3 599	(16)	1 088	>100
Effective tax rate (%)	27.4	26.4	1.0	26.6	0.8
Cash generated from operations	17 530	23 456	(25)	11 379	54

1. Includes expected credit losses and impairment charges

Break-even price driven by lower costs, weaker rand

Platts 62%
break-even price (US\$/t)

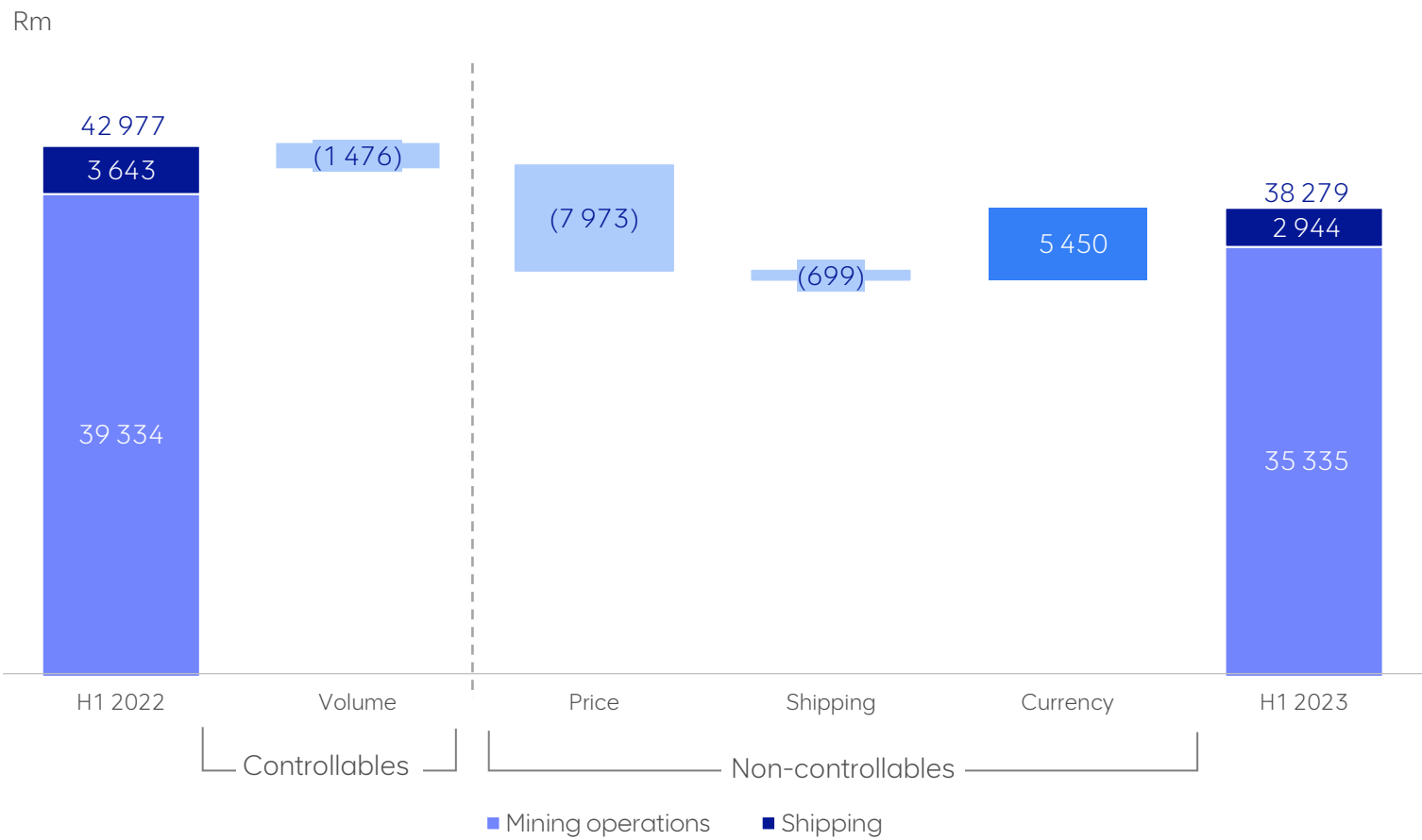


Revenue analysis

	H1 2023	H1 2022	% change	H2 2022	% change
Export (Rm)	35 335	39 334	(10)	27 489	29
Tonnes sold (wmt)	18.9	19.7	(4)	16.9	12
US Dollar per tonne (wmt) ¹	103	130	(21)	94	10
Rand per tonne (wmt)	1 870	1 997	(7)	1 627	15
Domestic (Rm)	-	-	-	1	(100)
Shipping operations (Rm)	2 944	3 643	(19)	3 565	(17)
Total revenue	38 279	42 977	(11)	31 055	23
Rand/US Dollar exchange rate	18.21	15.40	18	17.33	5

1. High-level calculation of price per tonnes per unit sold and not the average realised FOB export price

Revenue impacted by price and sales



Revenue drivers

Controllables

Total sales volumes: Decreased to 18.9Mt
(H1 2022: 19.7Mt)

Lump premium: Average US\$0.13/dmtu
(H1 2022: US\$0.3/dmtu)

Market premium: US\$1/t¹
(H1 2022: US\$1/t)

Non-controllables

Average Platts FOB price US\$106/wmt
(H1 2022: US\$136/wmt)

Average R/US\$ down 18% to R18.21
(H1 2022: R15.40)

1. Offset by (US\$5) timing effect

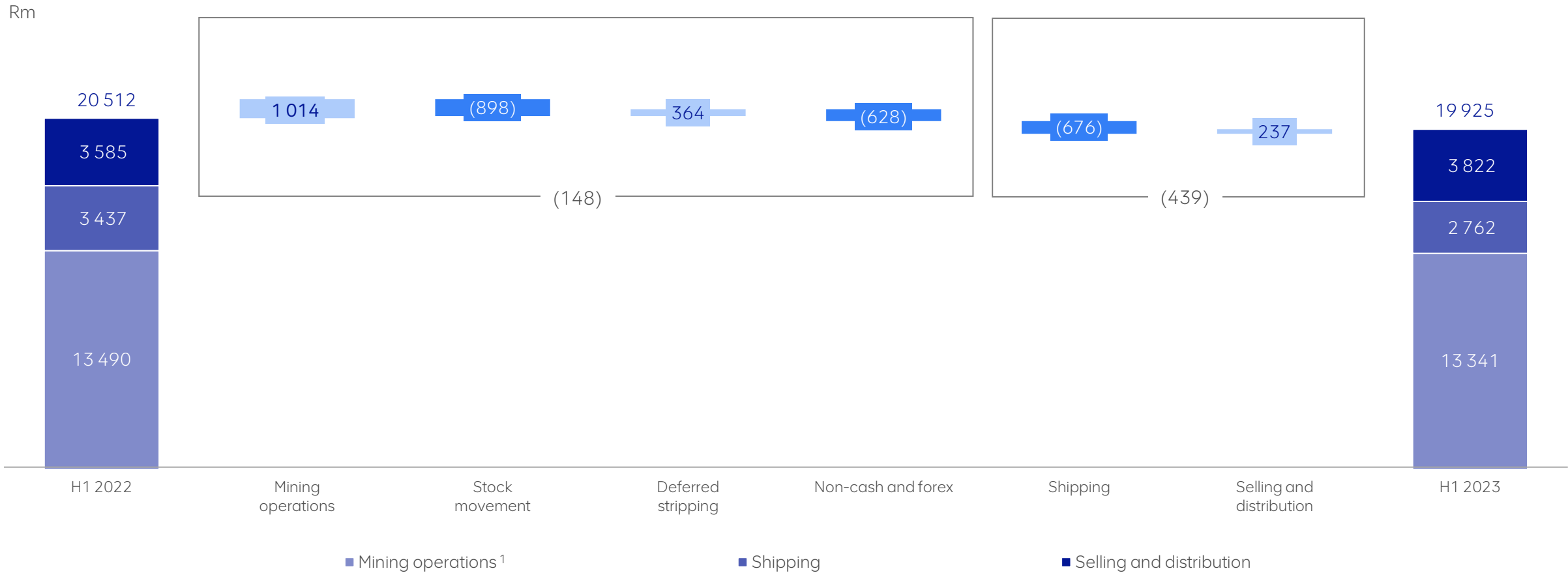
Operating expenditure analysis

Rm	H1 2023	H1 2022	% change	H2 2022	% change
Raw materials & consumables	1 495	1 197	25	1 275	17
Net movement in inventories	(2 115)	(1 568)	35	(3 065)	(31)
Inventory written down to NRV	(19)	227	(>100)	(42)	(55)
Contractors' expenses	2 537	2 443	4	2 690	(6)
Deferred stripping costs	(835)	(1 199)	(30)	(1 313)	(36)
Staff costs	3 139	3 050	3	3 479	(10)
Impairment charge	-	-	-	5 411	(100)
Shipping services rendered	2 762	3 437	(20)	3 598	(23)
Depreciation of fixed assets	2 289	2 496	(8)	2 524	(9)
Mineral royalty	823	1 884	(56)	(402)	>100
Repairs & maintenance	2 155	1 650	31	1 994	8
Petroleum products	1 859	1 776	5	2 147	(13)
Other expenses ¹	2 501	2 697	(7)	2 476	1
Corporate costs	672	554	21	690	(3)
Energy costs	317	266	19	321	(1)
Net finance gains	(654)	(99)	>100	(110)	>100
Transportation & selling costs	3 822	3 585	7	3 083	24
Operating expenses²	20 748	22 396	(7)	24 756	(16)

1. Includes the following significant items: administration expenses, expected credit losses, third-party purchases and lease expenses

2. Total operating expenses include expected credit losses

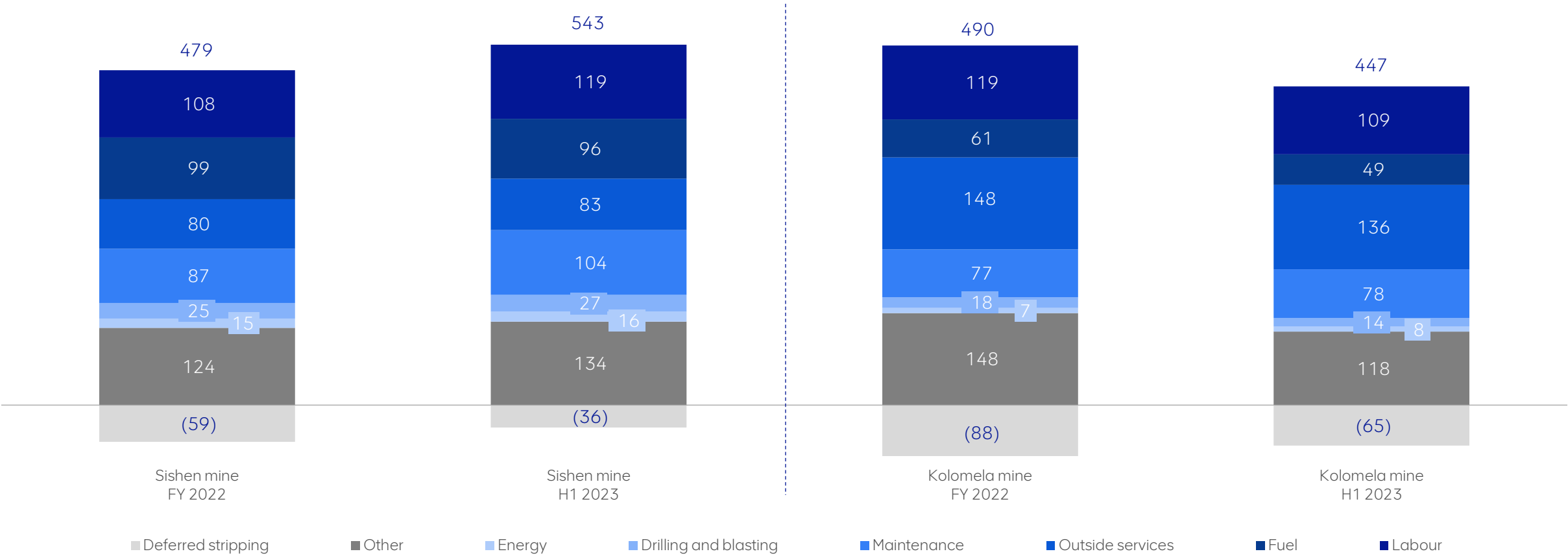
Opex benefit of stock, forex and lower shipping costs



1. Excluding mineral royalty & impairment

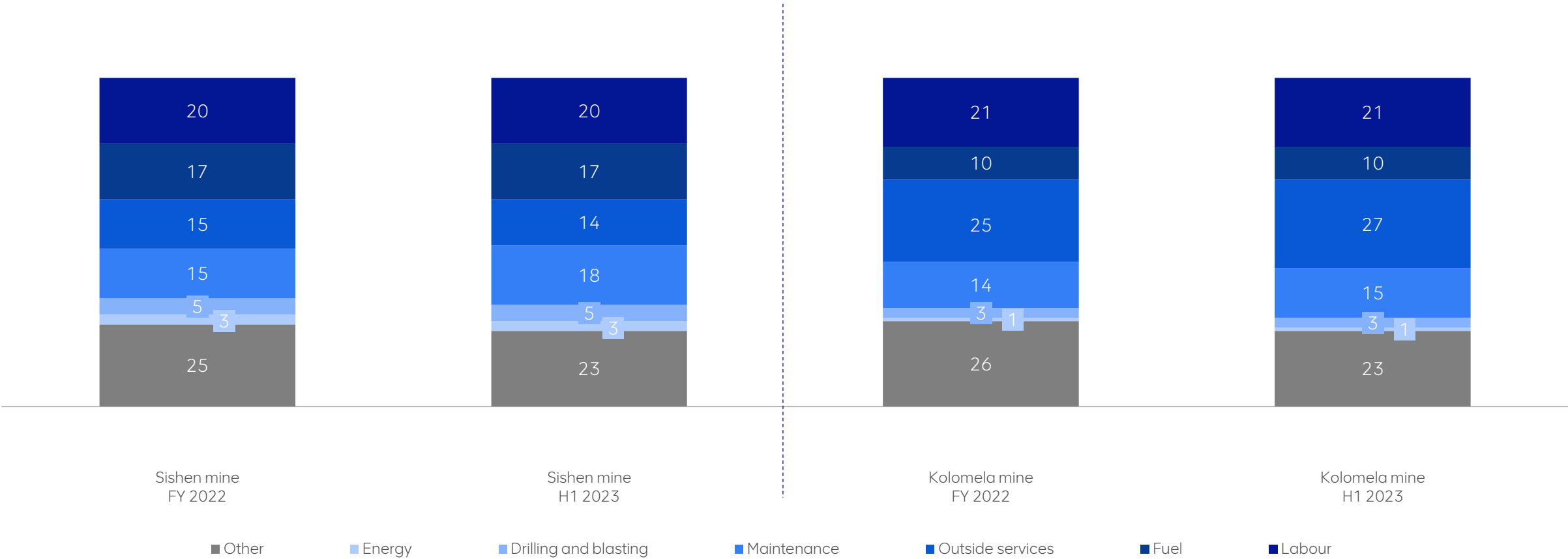
Sishen & Kolomela mines

Unit cash cost structure (R/t)



Sishen & Kolomela mines

Unit cash cost structure (%)

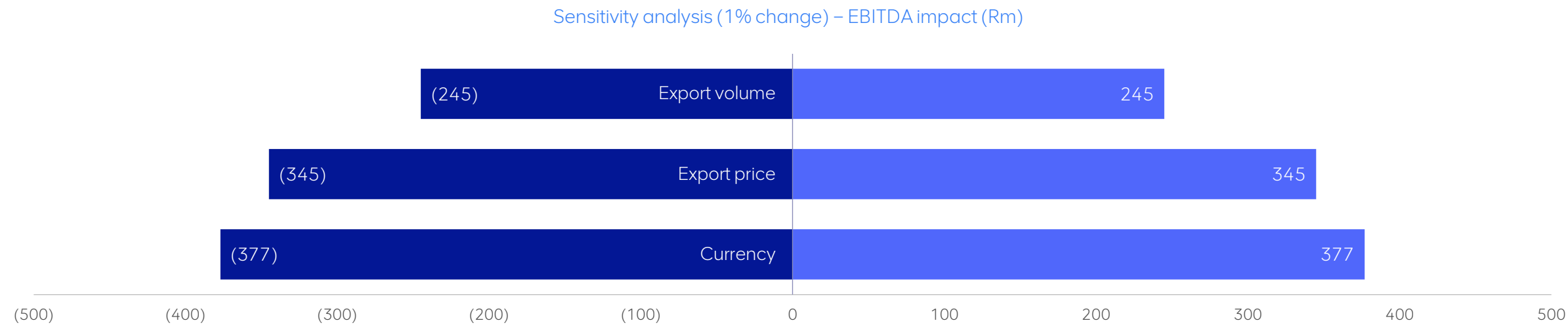


EBITDA analysis

Rm		H1 2023	H1 2022	% change
Total sales volumes¹ (Mt)	a	18.7	19.4	(3.8)
Benchmark price (\$/t)		118	140	(15.3)
Product premiums (\$/t)		4	18	(76.9)
Freight (\$/t)		(15)	(20)	(27.1)
Realised FOB price (\$/dmt)		108	138	(21.7)
On-mine unit costs (\$/t)		(28)	(31)	(9.6)
Logistics (rail & port) (\$/t)		(11)	(11)	(5.0)
Royalties (\$/t)		(1)	(5)	(73.2)
Other costs (\$/t)		(11)	(13)	(16.8)
FOB margin (\$/t)	b	57	77	(26.3)
Average Rand/US Dollar exchange rate (ZAR/US\$)	c	18.21	15.40	18.2
EBITDA (Rbn)	a x b x c	19 820	23 077	(14.1)

1. Sales volumes reported as dry metric tonnes

Sensitivity analysis H1 2023



Change per unit of key operational drivers, each tested independently

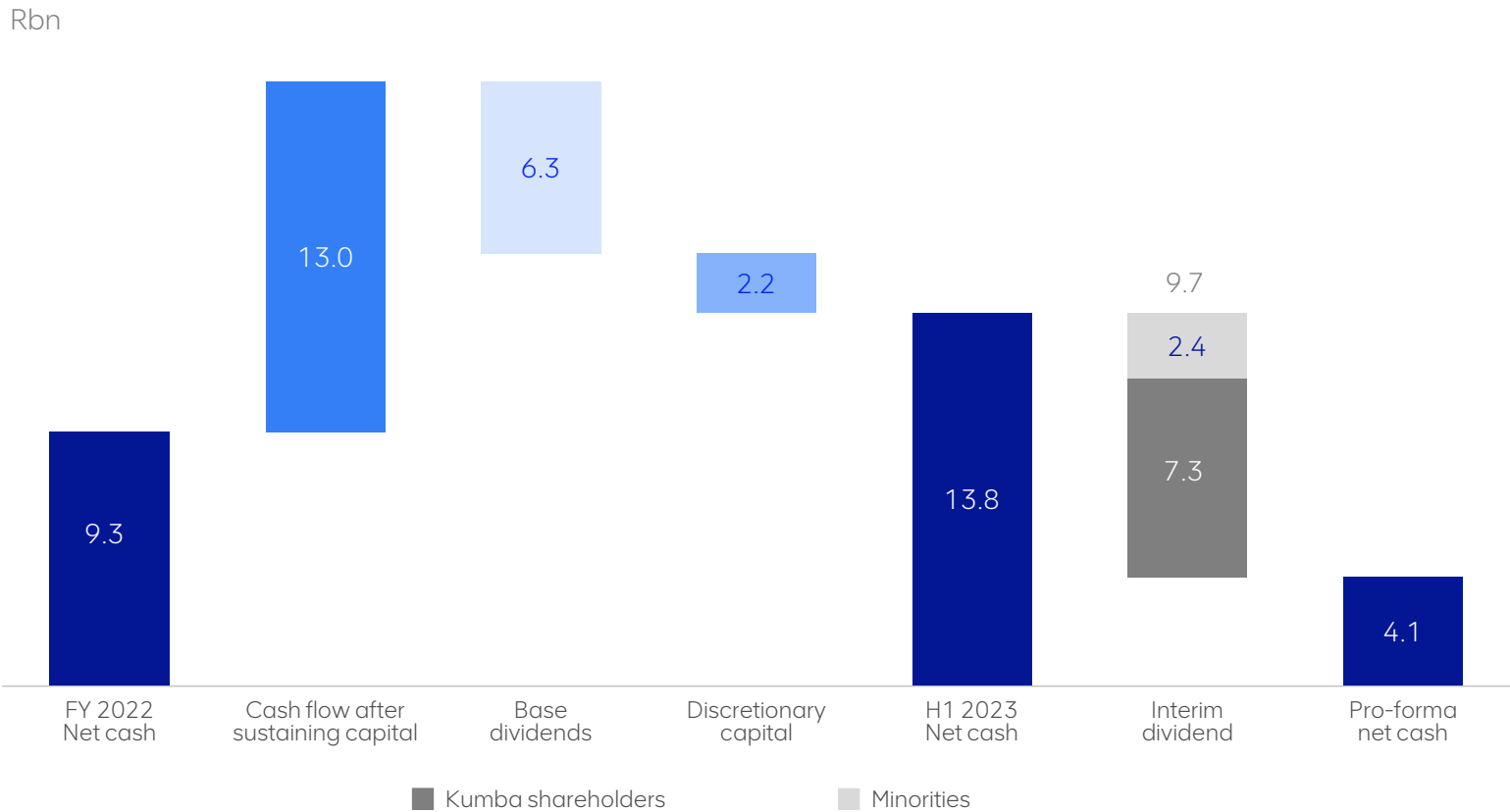
Sensitivity analysis	Unit change	EBITDA impact
Currency (Rand/US\$)	R0.10/US\$	R207m
Export Price (US\$/t)	US\$1/t	R332m
Volume (kt)	100kt	R131m
Breakeven price impact		
Currency (Rand/US\$)	R1/US\$	US\$3/t

Capital expenditure analysis

Rm	H1 2023	H1 2022	2023e
Approved expansion	1 587	1 233	3 200–3 600
Deferred stripping	835	1 199	1 000–1 100
Sishen	456	738	960–1 000
Kolomela	379	461	40–100
SIB	1 936	1 212	4 800–5 300
Sishen	1 355	921	3 400–3 700
Kolomela	581	291	1 400–1 600
Unapproved expansion	—	—	—
Total approved & unapproved capital expenditure	4 358	3 644	9 000–10 000
Capital Creditors	641	1 871	
Cash Capex	4 999	5 515	

All guidance based on current forecast exchange rates

Robust, efficient balance sheet



Interim dividend declared

R22.60

Dividend payout ratio

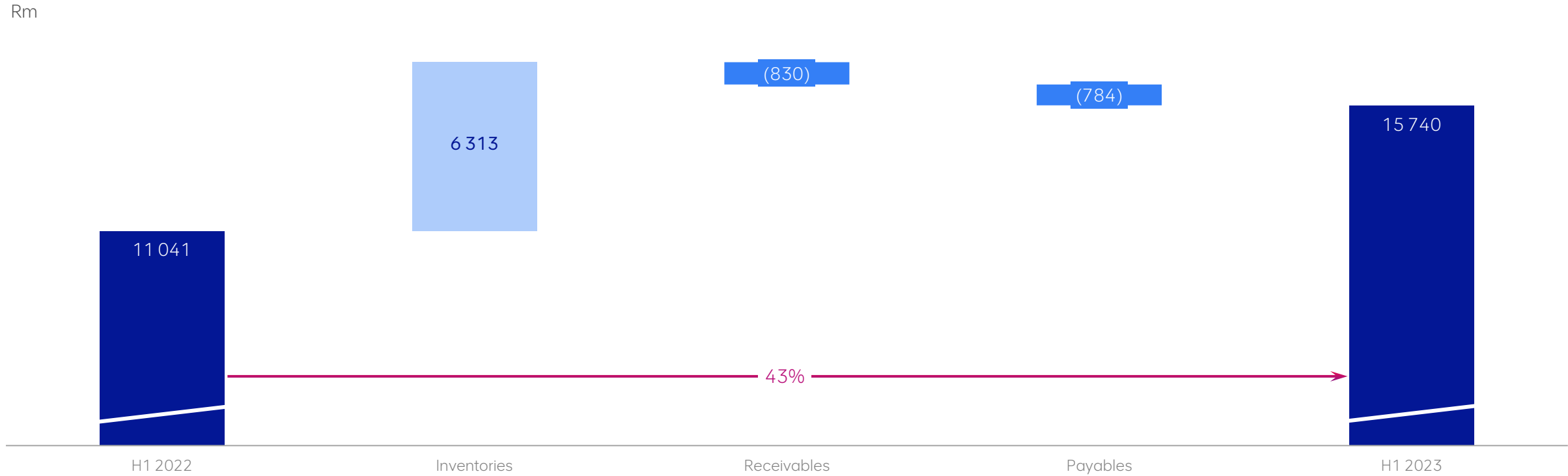
75%

Dividend yield¹

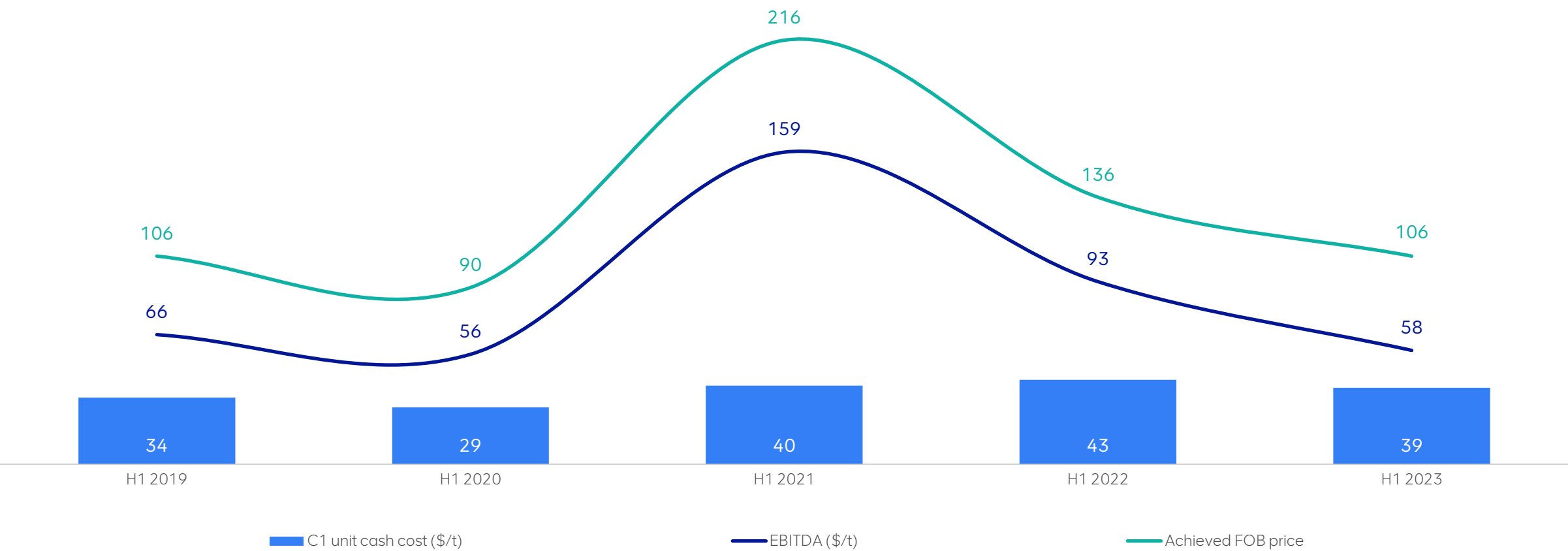
5%

1. Based on Kumba's share price on 30 June 2023 of R443

Working capital driven by higher inventories



Margin analysis



Based on exchange rate of R18.21/US\$1