

## **Highlights**



- Operating profit of R2,9 billion up 52% year on year
- Sishen Mine sales up 8%
- Interim dividend of 350 cents per share
- Sishen Expansion Project construction progressing well
- 4,9 Mt "B" grade material mined and stockpiled for SEP

# SAFETY

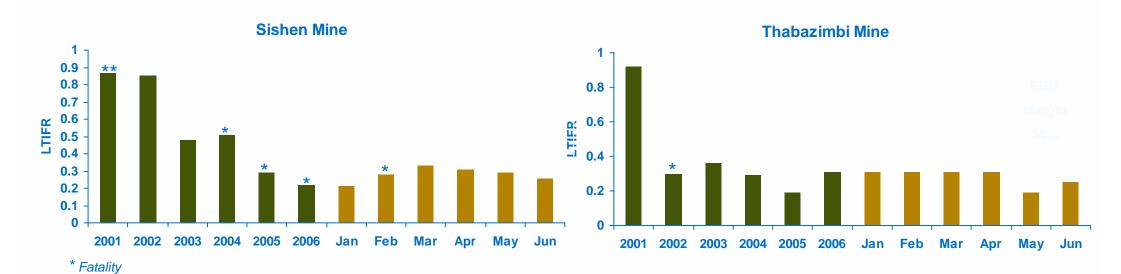




# Safety – "one injury is one too many"



- Safety the top priority
- Sishen Mine achieved 3 million LTI free man-hours in May 2007
- Thabazimbi Mine achieved 2 million LTI free man-hours in June 2007
- SEP safety performance sustained
- Regrettably one fatality at Sishen Mine



# FINANCIAL REVIEW





### **Financial highlights**



- Revenue up 35% from R4,0 billion to R5,4 billion
- Sishen Mine unit cost R78,39 per tonne (2006 R78,22)
- Operating profit R2,9 billion up 52% year on year
- Headline earnings of R1,6 billion 502 cents per share
- Interim dividend of 350 cents per share
- R3,0 billion cash flow from operations
- Capital expenditure of R1,2 billion

### **Financial overview**



| (Rm)   | 6 mths to<br>30 Jun 2007 | 6 mths to<br>30 Jun 2006 | % change | 6 mths to<br>31 Dec 2006 | % change |
|--|--------------------------|--------------------------|----------|--------------------------|----------|
| Revenue  | 5 431                    | 4 035                    | 35       | 4 619                    | 18       |
| Operating expenditure *                              | (2 482)                  | (2 100)                  | 18       | (2 619)                  | (5)      |
| Operating profit *                                   | 2 949                    | 1 935                    | 52       | 2 000                    | 47       |
| Operating margin (%) (EBIT) *                        | 54                       | 48                       | 13       | 43                       | 26       |
| Profit attributable to:                              | 1 985                    | 1 429                    | 39       | 2 846                    | (30)     |
| <ul> <li>equity holders of Kumba Iron Ore</li> </ul> | 1 579                    | 1 143                    |          | 2 238                    |          |
| <ul><li>minority interest</li></ul>                  | 406                      | 286                      |          | 608                      |          |
| Headline earnings                                    | 1 578                    | 1 145                    | 38       | 980                      | 61       |
| Effective tax rate (%) **                            | 27                       | 25                       |          | 16                       |          |
| Cash generated from operations                       | 3 017                    | 1 707                    | 77       | 2 570                    | 17       |
| Capital expenditure                                  | 1 166                    | 489                      | 138      | 1 229                    | (5)      |

<sup>\* 31</sup> December 2006 results adjusted for the once-off net surplus on the sale of non-iron ore assets of R1 571 million and share based payment expense – SIOC Community Development SPV of (R153 million)

<sup>\*\*</sup> Excluding STC

# **CIF** operations

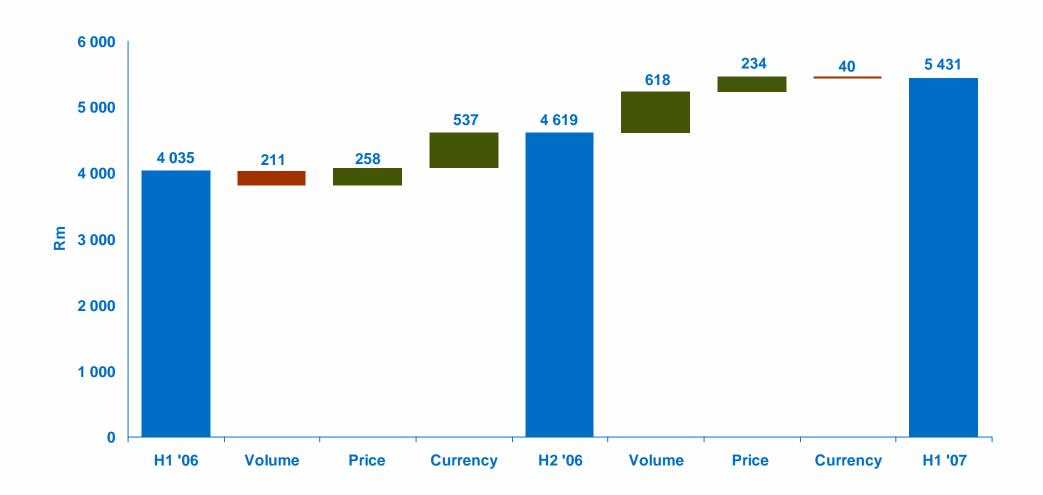


| (Rm)                        | 6 mths to<br>30 Jun 2007 | 6 mths to<br>30 Jun 2006 * | % change | 6 mths to<br>31 Dec 2006 |
|-----------------------------|--------------------------|----------------------------|----------|--------------------------|
| Wet tonnes shipped (Mt)     | 1,5                      | 1,9                        | (21)     | 2,1                      |
| Revenue                     | 312                      | 225                        | 39       | 354                      |
| Operating expenditure       | (267)                    | (189)                      | 41       | (290)                    |
| Operating profit            | 45                       | 36                         | 25       | 64                       |
| Operating margin (%) (EBIT) | 11                       | 16                         |          | 18                       |

<sup>\* 30</sup> June 2006 results reclassified for CIF operations revenue and operating expenditure

### **Revenue – variance**





# Revenue – sector analysis

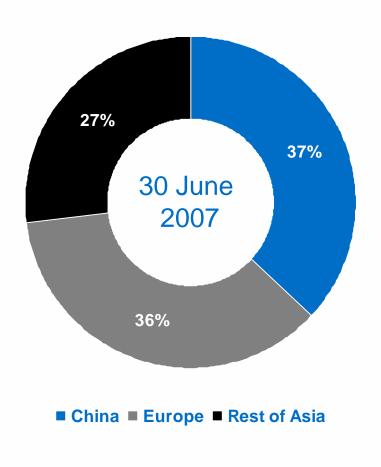


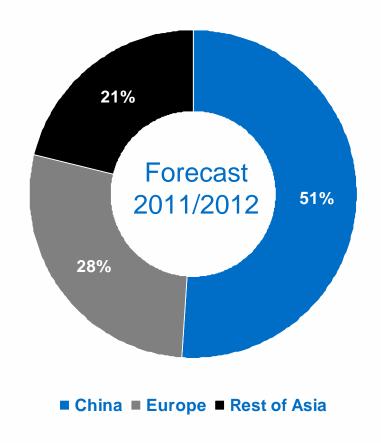
| (Rm)                                    | 6 mths to<br>30 Jun 2007 | 6 mths to<br>30 Jun 2006 | % change | 6 mths to<br>31 Dec 2006 |
|---|--------------------------|--------------------------|----------|--------------------------|
| Revenue – export                        | 4 485                    | 3 356                    | 34       | 3 753                    |
| - Tonnes sold (Mt)                      | 11,8                     | 11,2                     | 5        | 10,3                     |
| <ul> <li>Rand per tonne</li> </ul>      | 380                      | 300                      | 27       | 364                      |
| <ul> <li>US dollar per tonne</li> </ul> | 53,15                    | 47,87                    | 11       | 50,63                    |
| Revenue – domestic (Sishen Mine)        | 384                      | 243                      | 58       | 280                      |
| <ul><li>Tonnes sold (Mt)</li></ul>      | 3,2                      | 2,7                      | 19       | 3,2                      |
| <ul> <li>Rand per tonne</li> </ul>      | 120                      | 90                       | 33       | 87                       |
| Revenue – domestic (Thabazimbi Mine) *  | 250                      | 211                      | 18       | 232                      |
| - Tonnes sold (Mt)                      | 1,3                      | 1,1                      | 18       | 1,3                      |
| <ul> <li>Rand per tonne</li> </ul>      | 192                      | 192                      | _        | 178                      |
| Revenue – CIF operations                | 312                      | 225                      | 39       | 354                      |
| Total revenue                           | 5 431                    | 4 035                    | 35       | 4 619                    |

<sup>\*</sup> Revenue is presented after the accounting effect of IFRIC 4. Captive assets, the related depreciation and revenue from these assets are derecognised.

# **Export tonnages – geographical analysis**







# **Aggregate operating expenditure**



| (Rm)                         | 6 mths to 30 Jun 2007 | 6 mths to<br>30 Jun 2006 | % change | 6 mths to<br>31 Dec 2006 | % change |
|------------------------------|-----------------------|--------------------------|----------|--------------------------|----------|
| Operating expenditure        | 2 482                 | 2 100                    | 18       | 2 619                    | (5)      |
| Cost of goods sold           | 1 628                 | 1 350                    | 21       | 1 744                    | (7)      |
| Production costs             | 1 701                 | 1 410                    | 21       | 1 733                    | (2)      |
| Sishen Mine                  | 1 328                 | 1 040                    | 28       | 1 243                    | 7        |
| Thabazimbi Mine              | 261                   | 215                      | 21       | 240                      | 9        |
| Other                        | 112                   | 155                      | (27)     | 250                      | (55)     |
| Inventory movements          | (73)                  | (60)                     |          | 11                       |          |
| Finished products            | 148                   | 1                        |          | (30)                     |          |
| Work in progress – "A" grade | 6                     | (61)                     |          | 41                       |          |
| Work in progress – "B" grade | (227)                 | _                        |          | _                        |          |
| Expenditure – CIF operations | 267                   | 189                      | 41       | 290                      | (8)      |
| Selling, rail and port costs | 590                   | 563                      | 5        | 588                      | _        |
| Sublease rent received       | (3)                   | (2)                      | 50       | (3)                      | _        |

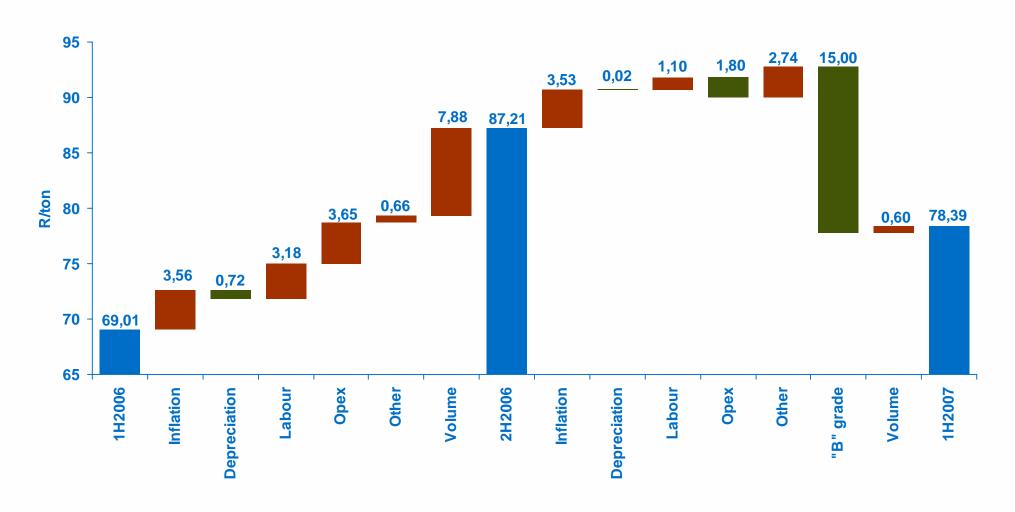
## Sishen Mine – unit cost



| (Rm)                              | 6 mths to<br>30 Jun<br>2007 | 6 mths to<br>30 Jun<br>2006 | % change      | 6 mths to<br>31 Dec<br>2006 | % change |
|-----------------------------------|-----------------------------|-----------------------------|---------------|-----------------------------|----------|
| Production (Mt)                   | 14,2                        | 14,2                        | _             | 14,5                        | (2)      |
| Cost of goods produced            | 1 115                       | 979                         | 14            | 1 264                       | (12)     |
| Production costs                  | 1 328                       | 1 040                       |               | 1 243                       | 7        |
| Inventory movements               | (213)                       | (61)                        |               | 21                          |          |
| Work in progress – "A" grade      | 14                          | (61)                        |               | 21                          |          |
| Work in progress – "B" grade      | (227)                       | -                           |               | -                           |          |
|                                   |                             |                             |               |                             |          |
| Sishen Mine – unit cost (R/tonne) | 78,39                       | 69,01                       | 14            | 87,21                       | (10)     |
|                                   |                             |                             |               |                             |          |
|                                   |                             |                             | Unit cost FY  | '06                         |          |
|                                   |                             |                             | R78,22 per to | nne                         |          |

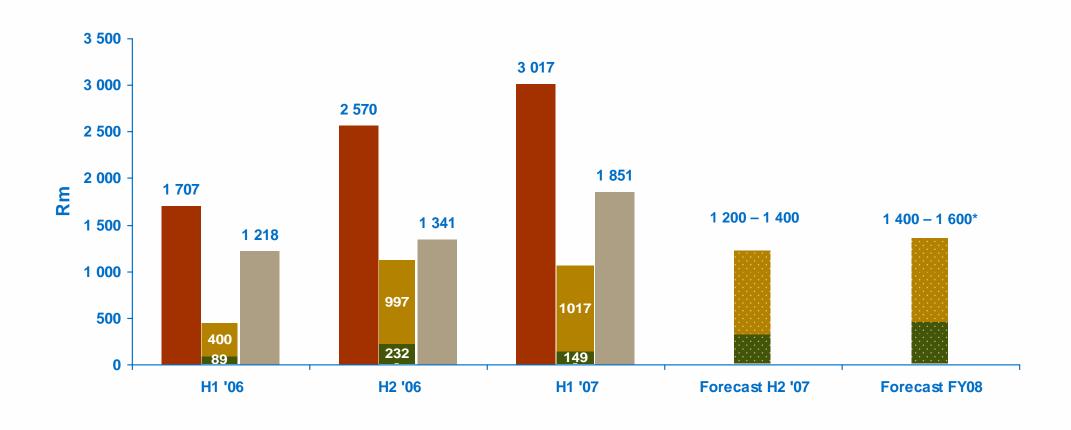
#### Sishen Mine – unit cost variance





## **Cash flow analysis**



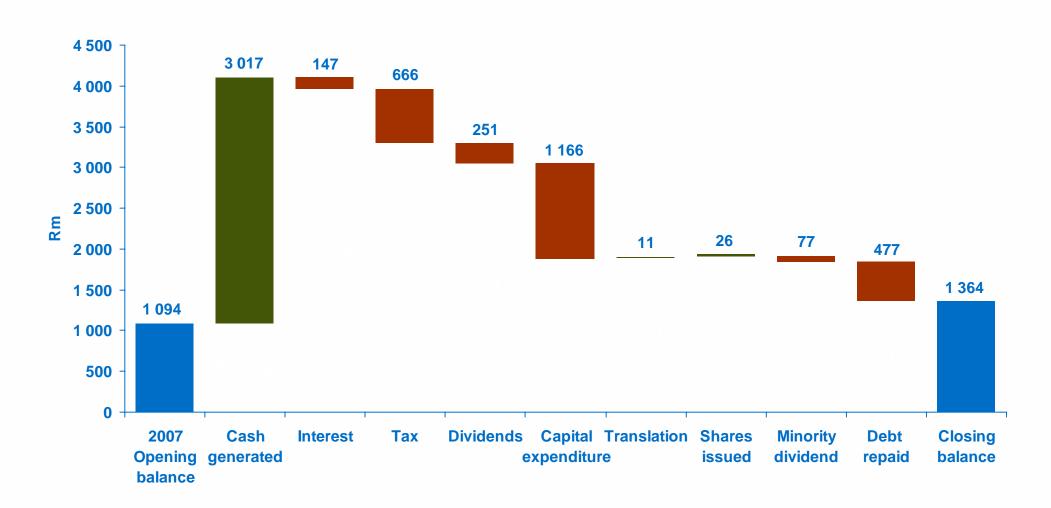


■ Cash generated ■ Capital – SIB ■ Capital – Expansion ■ Cash available after capex

Excludes R2,0 billion capital expenditure for Sishen South in 2008 if approved and the expansion of our own fleet capacity to replace contract mining

### **Cash flow variance**





## Dividend – cash flows



| (Rm)   | Interim dividend<br>30 Jun 2007 | Final dividend 31 Dec 2006 * |
|--|---------------------------------|------------------------------|
| Dividend declared by Sishen Iron Ore Company (SIOC)          | 1 511                           | 356                          |
| STC  | 189                             | 45                           |
| Gross dividend declared by SIOC                              | 1 700                           | 401                          |
|  | 1 511                           | 356                          |
| – Kumba  | 1 119                           | 263                          |
| – Exxaro   | 302                             | 71                           |
| - SIOC Community Development SPV                             | 45                              | 11                           |
| <ul> <li>SIOC Employee Share Participation Scheme</li> </ul> | 45                              | 11                           |

<sup>\*</sup> For the two-month period ended 31 December 2006

#### Kumba dividend



- Interim dividend of 350 cents per share
- Strong balance sheet and robust cash flow

|                                      | Interim dividend<br>30 Jun 2007 | Final dividend<br>31 Dec 2006 * |
|--------------------------------------|---------------------------------|---------------------------------|
| Earnings per share (cents per share) | 502                             | 84                              |
| Dividend per share (cents per share) | 305                             | 80                              |
| Total dividend declared (Rm)         | 1 103                           | 251                             |

<sup>\*</sup> Earnings per share for the two-month period ended 31 December 2006

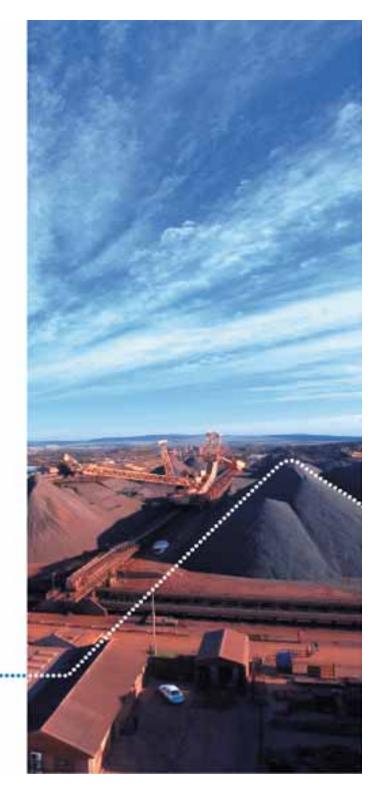
# **Gearing**



- Strong cash generation, R3 billion, reduced net debt position
- Based on historic forecasts, a net debt position of around R3 billion at
   31 December 2007 before taking into account any new projects
- Maximum debt in terms of covenants R4,5 billion

| (Rm)                        | 30 Jun 2007 | 31 Dec 2006 |
|-----------------------------|-------------|-------------|
| Interest-bearing borrowings | 3 533       | 4 019       |
| Cash and cash equivalents   | (1 364)     | (1 094)     |
| Net debt                    | 2 169       | 2 925       |
| Total equity                | 2 778       | 1 055       |
| Interest cover (times)      | 20          | 84          |

# **OPERATIONAL REVIEW**





#### **Production statistics – Sishen Mine**



Increased mining activity

- Sustained DMS production
- 4,9 Mt "B" grade material stockpiled SEP reduces the stripping ratio

| (Mt)                           | 6 mths to<br>30 Jun 2007 | 6 mths to<br>30 Jun 2006 | % change | 6 mths to<br>31 Dec 2006 |
|--------------------------------|--------------------------|--------------------------|----------|--------------------------|
| Total tonnes mined             | 51,2                     | 41,5                     | 23       | 48,9                     |
| Waste mined                    | 32,1                     | 25,2                     | 28       | 34,1                     |
| ROM production                 | 19,1                     | 16,3                     | 17       | 14,8                     |
| Final product production – DMS | 14,2                     | 14,2                     | _        | 14,5                     |
| Stripping ratio *              | 1,64                     |                          |          |                          |
| Stripping ratio pre SEP *      | 2,61                     | 1,53                     |          | 2,31                     |

<sup>\*</sup> Measured as total waste: total ore

#### **Production statistics – Thabazimbi Mine**



- Production and sales driven by Mittal offtake and rail constraints
- Current life of mine 2011

- Stripping ratio in line with the life of mine plan
- Project Phoenix being evaluated

| (Mt)                     | 6 mths to<br>30 Jun 2007 | 6 mths to<br>30 Jun 2006 | % change | 6 mths to<br>31 Dec 2006 |
|--------------------------|--------------------------|--------------------------|----------|--------------------------|
| Sales                    | 1,3                      | 1,1                      | 18       | 1,3                      |
| Final product production | 1,4                      | 1,1                      | 27       | 1,3                      |
| Waste mined              | 10,1                     | 9,5                      | 6        | 9,1                      |
| ROM production           | 1,7                      | 1,4                      | 21       | 1,7                      |
| Stripping ratio *        | 6,0                      | 6,7                      |          | 5,4                      |

<sup>\*</sup> Measured as total waste: total ore

# LOGISTICS AND SALES





# **Logistics and sales**

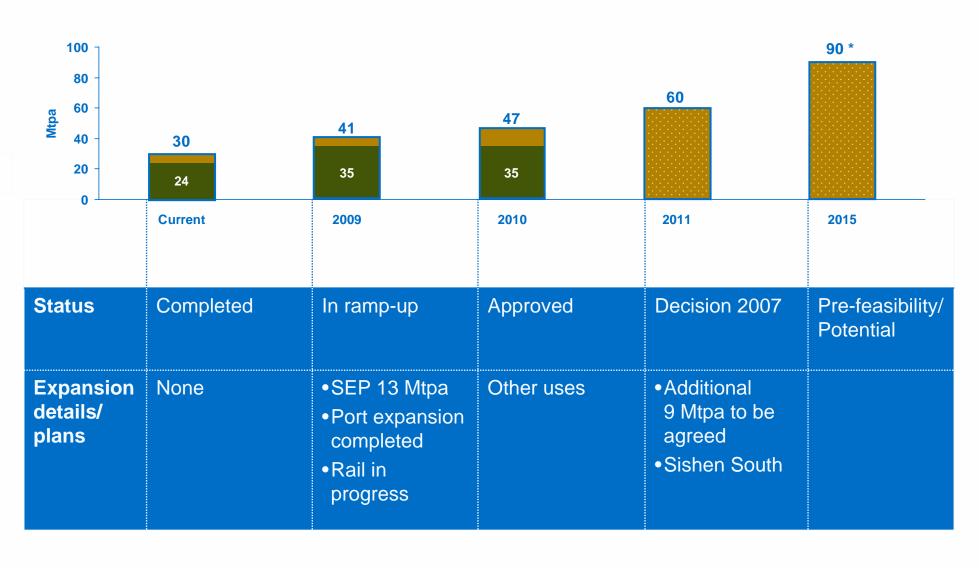


- Rail and port systems performed satisfactorily
- Sale of inventory built up at Saldanha by 31 December 2006
- Ship loader 2 expected to be back in operation by August 2007

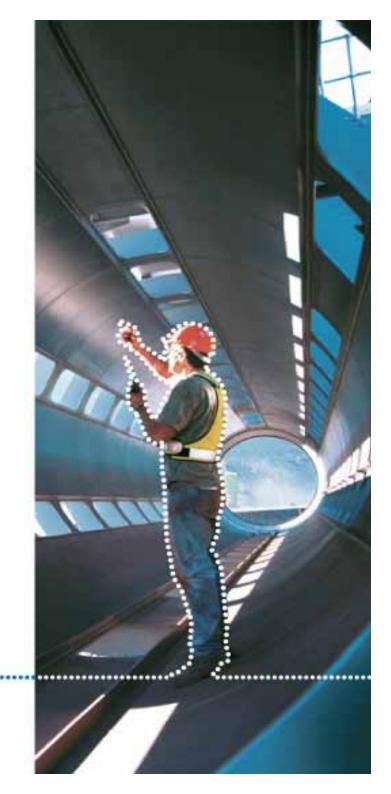
| (Mt)                             | 6 mths to<br>30 Jun 2007 | 6 mths to<br>30 Jun 2006 | % change | 6 mths to<br>31 Dec 2006 |
|----------------------------------|--------------------------|--------------------------|----------|--------------------------|
| Railed to port                   | 11,5                     | 12,4                     | (7)      | 11,9                     |
| Total sales                      | 16,3                     | 15,0                     | 9        | 14,8                     |
| <ul><li>Sales export</li></ul>   | 11,8                     | 11,2                     | 5        | 10,3                     |
| <ul><li>Sales domestic</li></ul> | 4,5                      | 3,8                      | 18       | 4,5                      |
| Sishen Mine                      | 3,2                      | 2,7                      | 19       | 3,2                      |
| Thabazimbi Mine                  | 1,3                      | 1,1                      | 18       | 1,3                      |

# Rail capacity on Sishen-Saldanha export channel \*\*\* KUMBA IRON ORE





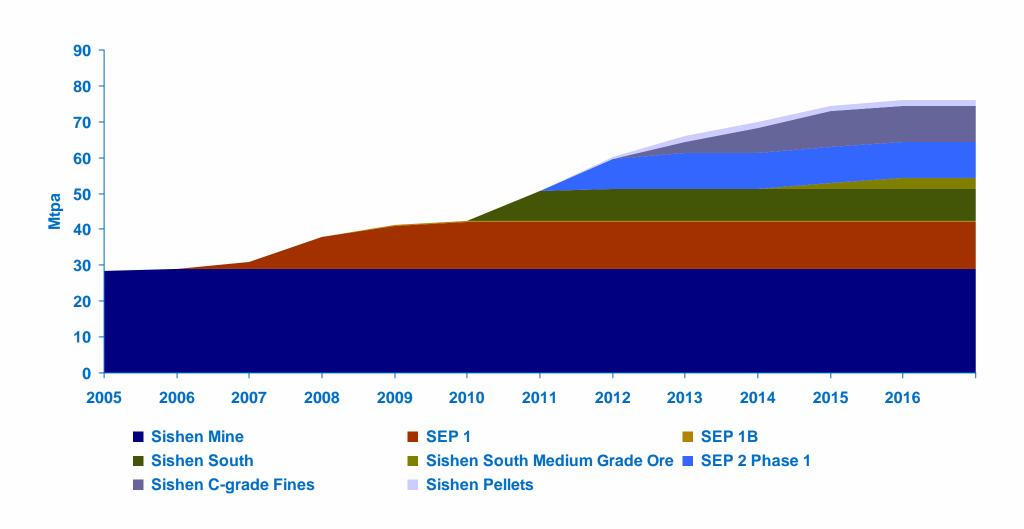
# PROJECT PIPELINE





# **Northern Cape growth prospects**





### **SEP** implementation status



#### **Project commissioning and ramp-up:**

- Delays in primary and secondary crusher castings
- First production expected in August 2007
- 6 of 8 jig modules in production by end of 2007
- 1,5 Mt production anticipated for 2007 (9 Mt – 2008)
- Full capacity expected in the first half of 2009

#### **Budget:**

 Project to be delivered within R5,1 billion budget despite earlier delays

13 Mtpa expansion, utilising jigging technology to beneficiate medium grade ores previously classified as waste

#### **Sishen South**



- Feasibility study completed
- Delays experienced in finalising expansion and rail tariffs with Transnet
- Mining rights anticipated later this year
- Latest capital expenditure estimate
   R4,5 billion (June 2007 real terms)

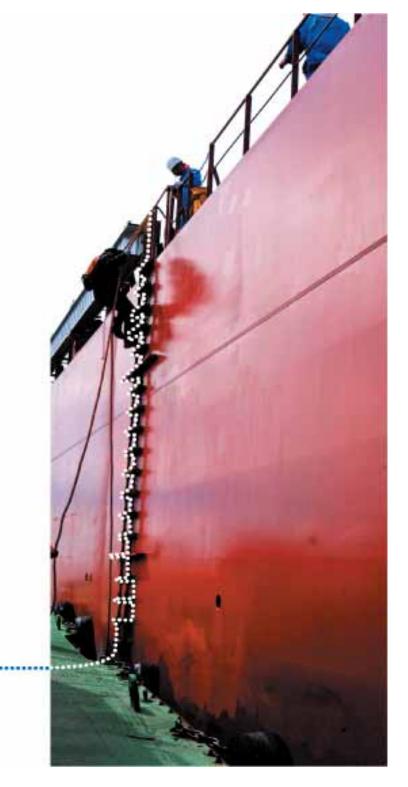
Greenfields project of 9 Mtpa direct shipping ore, 70 km south of Sishen Mine, similar to SEP grade ore

#### **Falémé**



- Arbitration proceedings against Miferso and the Government of Senegal are currently being initiated
- Arbitration will be governed by the Rules of Arbitration of the International Chamber of Commerce
- The matter is confidential in nature

# OUTLOOK





#### **Outlook**



- Profitability remains highly sensitive to the Rand/US Dollar exchange rate
- However, we remain positive on iron ore prospects given:
  - Continued strong Chinese demand; and
  - Upward pressure on spot prices due to delayed supply side response and logistical constraints
- Successful SEP commissioning set to unlock future value and reduce Sishen Mine unit cost

# **QUESTIONS AND ANSWERS**







# **Headline earnings**



| (Rm)   | 6 mths to<br>30 Jun 2007 | 6 mths to<br>30 Jun 2006 | 6 mths to<br>31 Dec 2006 |
|--|--------------------------|--------------------------|--------------------------|
| Profit   | 1 985                    | 1 429                    | 2 846                    |
| Net (profit)/deficit on disposal or scrapping of property, plant and equipment | (4)                      | 3                        | (1)                      |
| Net surplus on disposal of investment in non-iron ore assets                   | _                        | _                        | (1 571)                  |
| Taxation effect of adjustments   | 3                        | (1)                      | _                        |
|  | 1 984                    | 1 431                    | 1 274                    |
| Less: minority interests   | (406)                    | (286)                    | (608)                    |
| Adjustments attributable to minority interests                                 | _                        | _                        | 314                      |
| Headline earnings  | 1 578                    | 1 145                    | 980                      |

# Reconciliation of attributable profit



| (Rm)   | 6 mths to<br>30 Jun<br>2007 | 6 mths to<br>30 Jun<br>2006 | % change | 6 mths to<br>31 Dec<br>2006 |
|--|-----------------------------|-----------------------------|----------|-----------------------------|
| Profit   | 1 985                       | 1 429                       | 39       | 2 846                       |
| Attributable to minorities                                       | (406)                       | (286)                       | 42       | (608)                       |
| – Exxaro *   | (401)                       | (286)                       | 42       | (608)                       |
| <ul> <li>SIOC Community Development Trust **</li> </ul>          | (3)                         | _                           | 100      | _                           |
| <ul> <li>SIOC Employee Share Participation Scheme ***</li> </ul> | (2)                         | _                           | 100      | -                           |
| Attributable to equity holders of Kumba Iron Ore                 | 1 579                       | 1 143                       | 38       | 2 238                       |

<sup>\* 20%</sup> interest in the profits of Sishen Iron Ore Company (SIOC)

<sup>\*\*</sup> Guaranteed dividend paid to SIOC Community Development Trust funded by the 31 December 2006 SIOC dividend

<sup>\*\*\* 50%</sup> of the 31 December 2006 SIOC dividend distributed on SIOC shares allocated to employees

# **Reconciliation of minority interest**



| (Rm)                                       | 6 mths to<br>30 Jun<br>2007 |
|--|-----------------------------|
| Minority interest – 31 December 2006       | 216                         |
| Profit for the period                      | 406                         |
| – Exxaro                                   | 401                         |
| - SIOC Community Development Trust         | 3                           |
| - SIOC Employee Share Participation Scheme | 2                           |
| Dividends paid                             | (77)                        |
| – Exxaro                                   | (77)                        |
| - SIOC Community Development Trust         | (3)                         |
| - SIOC Employee Share Participation Scheme | (2)                         |
| Interest in movement in equity reserves    | 3                           |
| Minority interest – 30 June 2007           | 548                         |

# Reconciliation of total equity



| (Rm)   | 6 mths to 30<br>Jun 2007 |
|--|--------------------------|
| Shareholders' equity, attributable to  | 2 220                    |
| <ul> <li>equity holders of Kumba Iron Ore</li> </ul>   | 2 062                    |
| <ul> <li>SIOC Community Development SPV and SIOC Share Participation Scheme<br/>ownership of SIOC *</li> </ul> | 158                      |
| Minority interest  | 548                      |
| Total equity   | 2 768                    |

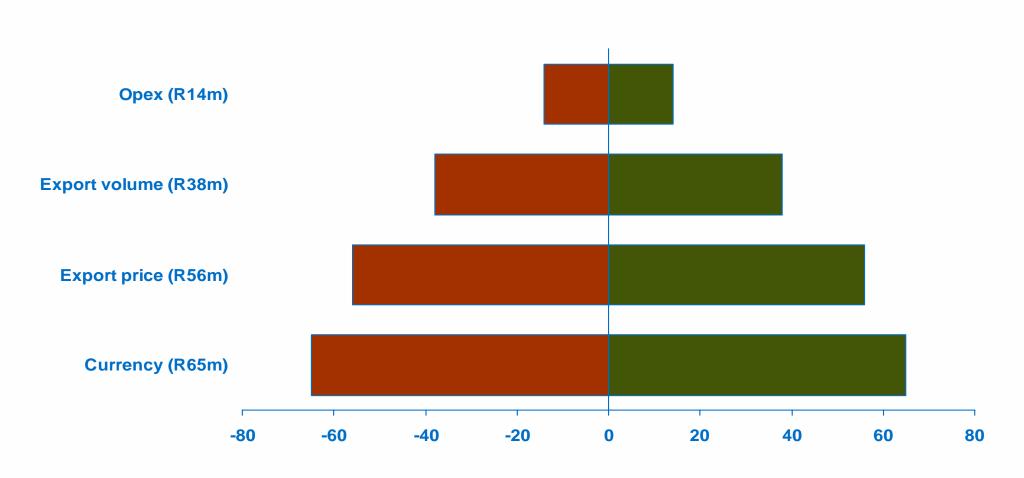
For purposes of the preparation of the condensed consolidated interim financial statements SIOC Community Development SPV and SIOC Employee Share Participation Scheme are considered special purpose entities and are therefore consolidated.

<sup>\*</sup> SIOC Community Development SPV and SIOC Employee Share Participation Scheme each hold an interest of 3% in SIOC.

# **Sensitivities on operating profit**

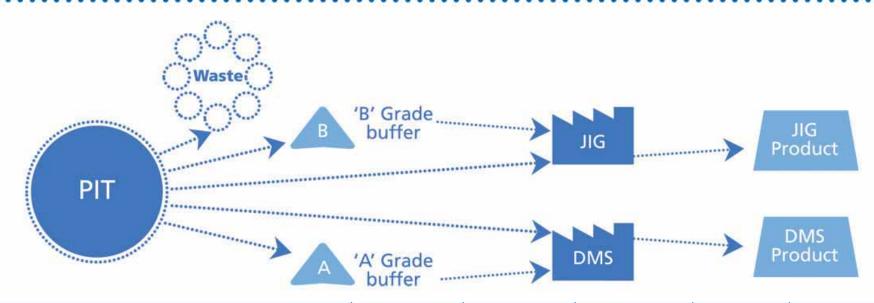
for H2 '07 of a 1% change in





# Sishen Mine – impact of SEP on unit cost

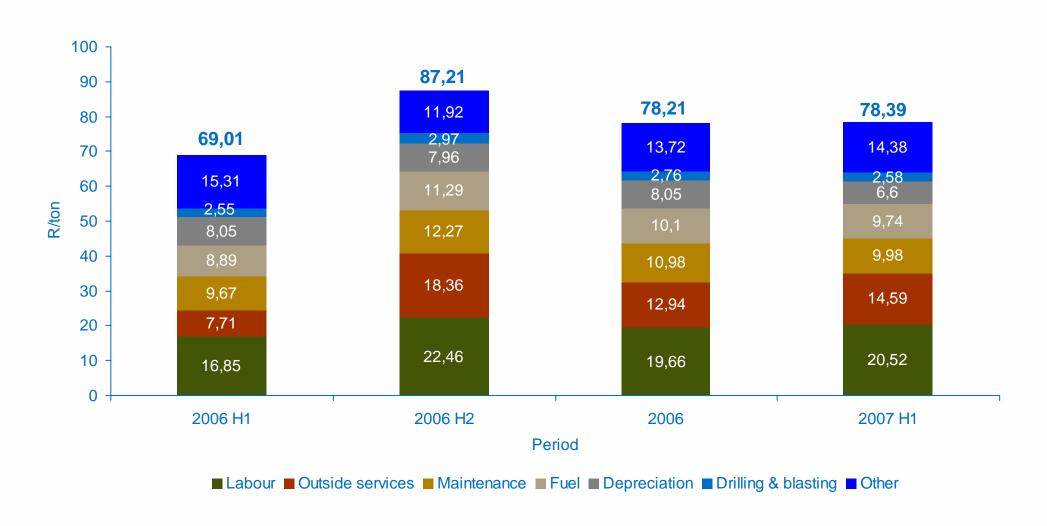




|                         | Ex-pit | Stockpile | Plant feed | Yield | Product |
|-------------------------|--------|-----------|------------|-------|---------|
| "A" grade material (Mt) | 14,2   | (2,0)     | 16,2       | 87%   | 14,2    |
| "B" grade material (Mt) | 4,9    | 4,9       | _          | _     | _       |
| Waste (Mt)              | 32,1   | _         | _          | _     | _       |
| Total (Mt)              | 51,2   | 2,9       | 16,2       | 87%   | 14,2    |
| Stripping ratio         | 1,64   |           |            |       |         |
| Stripping ratio pre SEP | 2,61   |           |            |       |         |

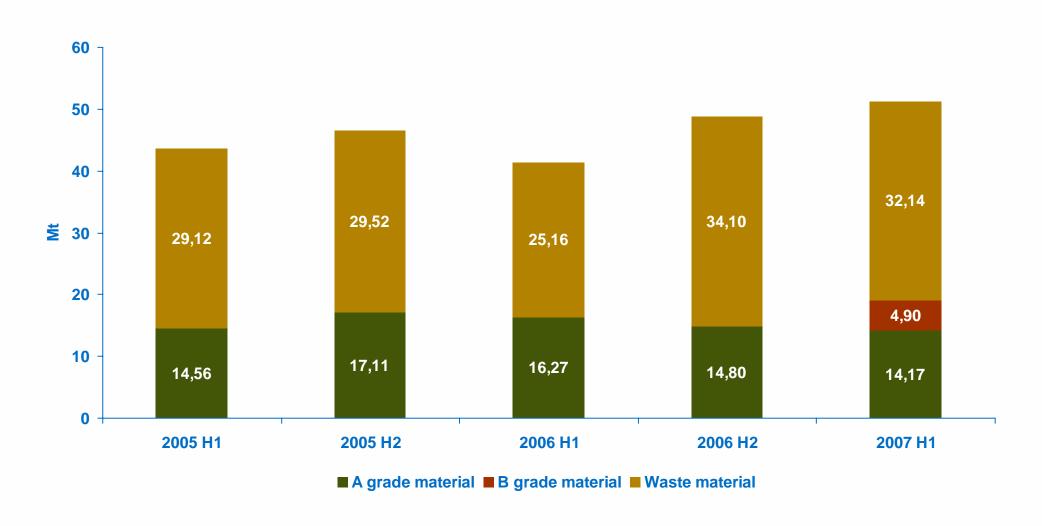
#### Sishen Mine – cost structure





### Sishen Mine - total tonnes mined





# **Northern Cape growth prospects**

fact sheet



| Project                               | Tonnes<br>Mtpa | Latest Capex<br>Estimate<br>Real June<br>2007 | Production<br>Start | Status                      |
|---------------------------------------|----------------|---|---------------------|-----------------------------|
| SEP1                                  | 13,0           | R5,1bn  | Aug-07              | Implementation              |
| SEP1B                                 | 0,4            | R0,1bn  | 2009                | Commence feasibility study  |
| Sishen South                          | 9,0            | R4,5bn  | 2011                | Feasibility study completed |
| SEP2                                  | 10,0           | R5,1bn  | 2012                | Pre-feasibility             |
| Sishen Pellets                        | 1,5            | R1,0bn  | 2012                | Potential                   |
| Sishen C-Grade                        | 10,0           | R5,7bn  | 2013                | Potential                   |
| Sishen South Medium Grade Ore         | 3,0            | R1,1bn  | 2015                | Potential                   |
| <b>Total Growth Projects</b>          | 46,9           | R22,6bn                                       |                     |                             |
| Sishen Current DMS Production         | 28,4           |   |                     |                             |
| Potential Northern Cape<br>Production | 75,3           |   |                     | 4                           |