



# Financial Results Release

HALF-YEAR ENDED  
31 JANUARY 2021



NEW HOPE  
GROUP

Presented by Robert Millner, Reinhold Schmidt,  
and Rob Bishop on 23 March 2021



Internal use only

## Highlights

Robert Millner



# Highlights

## Solid performance despite depressed energy market

Total tonnes sold

**4.9M**

▼ 23% from 2020

Realised sales price

**\$78.8/t**

▼ 19% from 2020

Revenue from operations

**\$405.5M**

▼ 34% from 2020

EBITDA<sup>1</sup>  
(before non regular items)

**\$81.2M**

▼ 62% from 2020

Profit before income tax  
(before non regular items)

**\$0.9M**

▼ 99% from 2020

Interim dividend

**4.0 cents**

▼ 33% from 2020



<sup>1</sup> The presentation of EBITDA is to provide a measure of the Company's performance prior to the impact of financing, non cash depreciation and amortisation. It is a non-IFRS measure.

These slides should be read in conjunction with the Interim Financial Statements.



## Financial Results

Rob Bishop



# Financial Highlights

Strong second quarter points to improved performance with Company focusing on key markets

EBITDA Margin  
(before non regular items)

20%

▼ 41% from 2020

FOB Cash Cost

\$63/t

▼ 1% from 2020

Cash generated from ops  
(before interest and tax)<sup>1</sup>

\$70.2M

▼ 58% from 2020

Cash availability

\$215M

▼ 3% from 2020

Net debt<sup>2</sup>

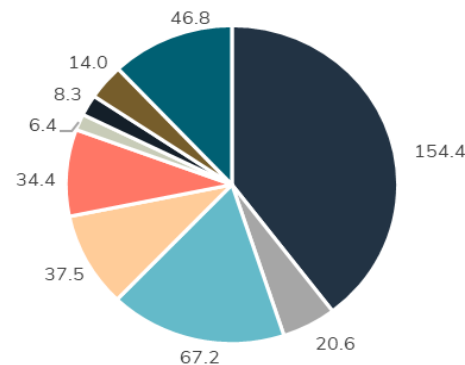
\$265M

▼ 8% from 2020

Gearing ratio

14%

Revenue by destination  
A \$ millions



■ Japan ■ China ■ Taiwan ■ Chile ■ Korea  
■ Vietnam ■ India ■ Other ■ Australia

<sup>1</sup> The prior year cash from operations was before interest, tax and acquisition costs.

<sup>2</sup> Net Debt includes Cash and Cash equivalents less interest-bearing liabilities (excluding lease liabilities recognised under AASB16). These slides should be read in conjunction with the Interim Financial Statements.

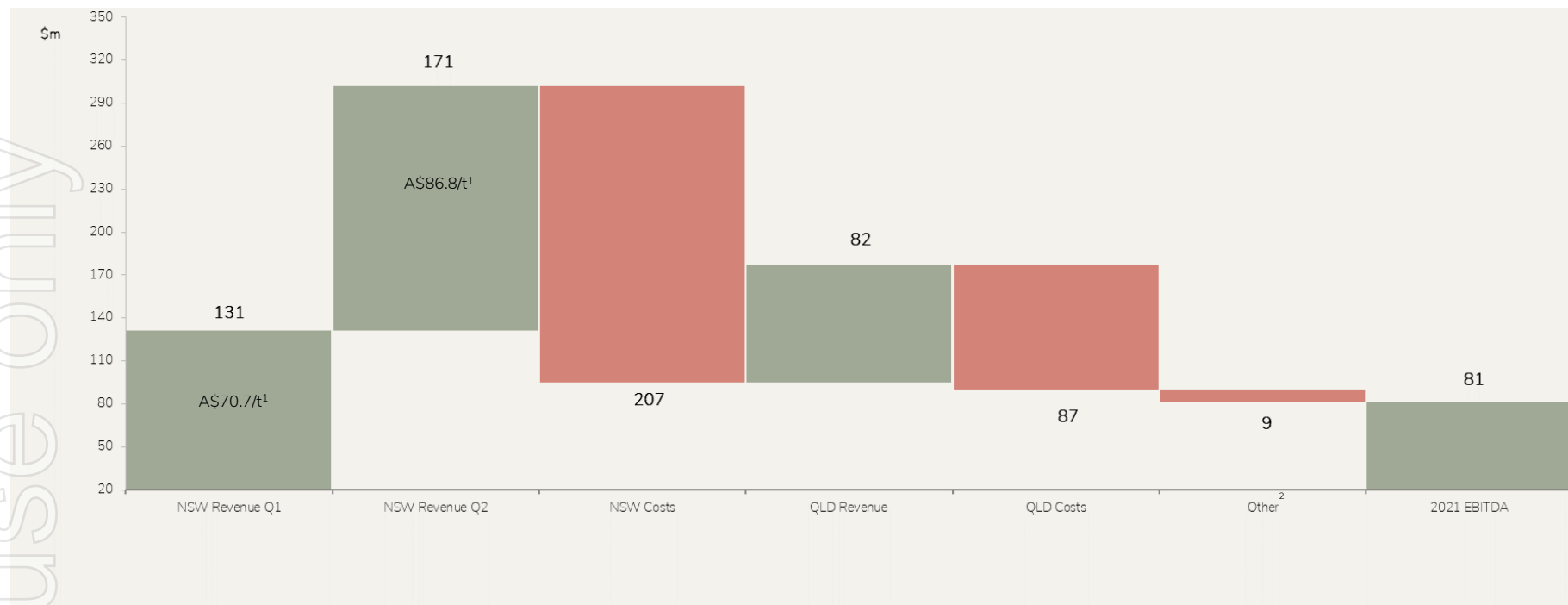
# Financial Performance

	(A\$ million)		
	H1 FY21	H1 FY20	% change
<b>EBITDA before non regular items</b>	<b>81.2</b>	<b>212.6</b>	<b>(62%)</b>
Depreciation and Amortisation	(71.0)	(78.8)	10%
Interest	(2.7)	(2.1)	(29%)
Treasury	(6.6)	(8.2)	19%
<b>Profit before income tax and non regular items</b>	<b>0.9</b>	<b>123.5</b>	<b>(99%)</b>
Non regular items before tax	(80.2)	(30.1)	(166%)
Profit before income tax and after non regular items	(79.3)	93.4	(185%)
<b>Profit after tax before non-regular items</b>	<b>0.8</b>	<b>86.4</b>	<b>(99%)</b>
Non regular items after tax	(56.2)	(16.6)	(238%)
<b>Profit after tax and non-regular items</b>	<b>(55.4)</b>	<b>69.8</b>	<b>(179%)</b>

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# Group EBITDA (A\$m) (before non regular items)

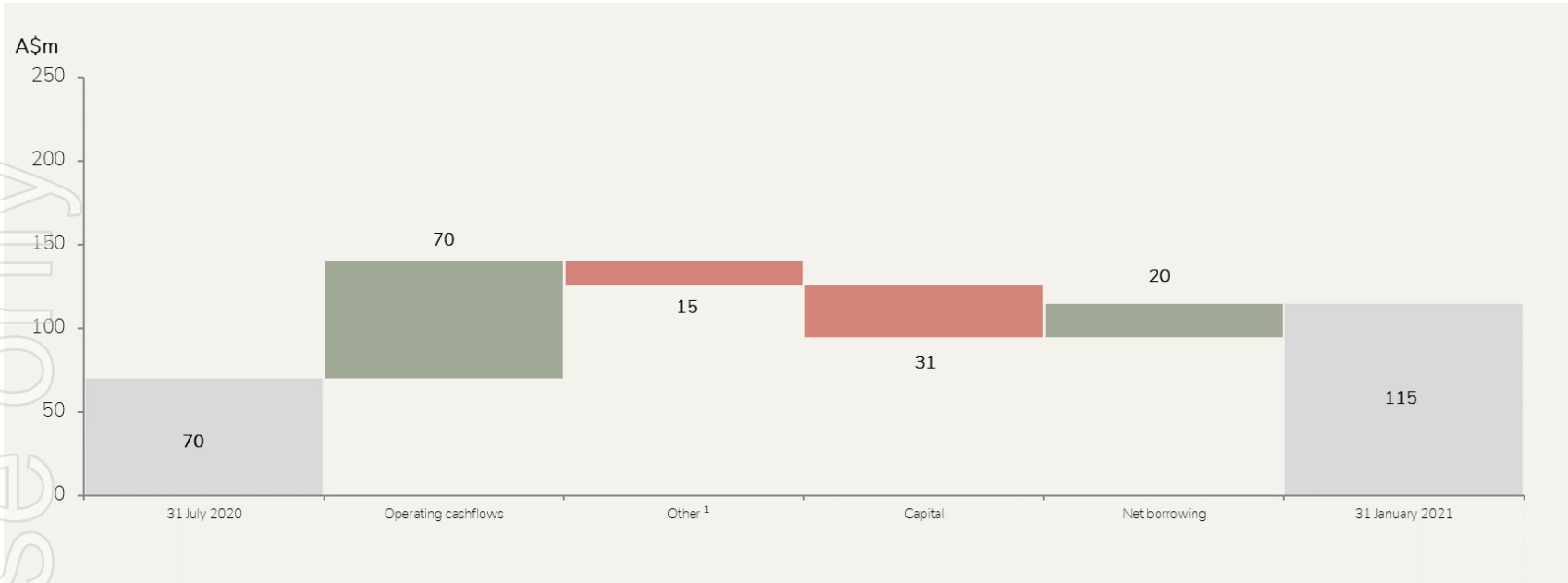


<sup>1</sup> Average realised price per tonne sold in Australian dollars.

<sup>2</sup> Includes Bridgeport, other and Treasury.

These slides should be read in conjunction with the Interim Financial Statements.

# Cash



<sup>1</sup> Includes Bridgeport, other and Treasury.

These slides should be read in conjunction with the Interim Financial Statements.



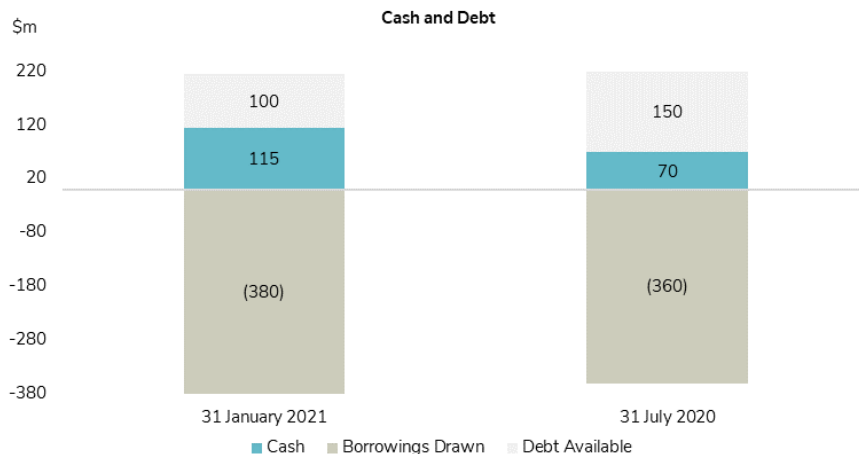
# Debt

## Focus on responsible liquidity management

Total drawn debt for the half year ended 31 January 2021 was \$380 million, with available cash of \$114.8 million and available debt under the existing facility of \$100 million.

Gearing ratio for the half year was 14% which was in line with 31 July 2020.

The Company continues to be in compliance with all covenants under its debt facility.



These slides should be read in conjunction with the Interim Financial Statements.

# Operational Performance & Outlook

Reinhold Schmidt



# Safety

## Managing COVID-19 impacts, improving safety performance

Continuing to make responsible and measured decisions to protect ongoing health and wellbeing of team members.

No cases of COVID-19 across all sites.

Total Recordable Injury Frequency Rate (TRIFR)<sup>1</sup> continues downward trend.

Maintained safe performance focus during New Acland ramp down.

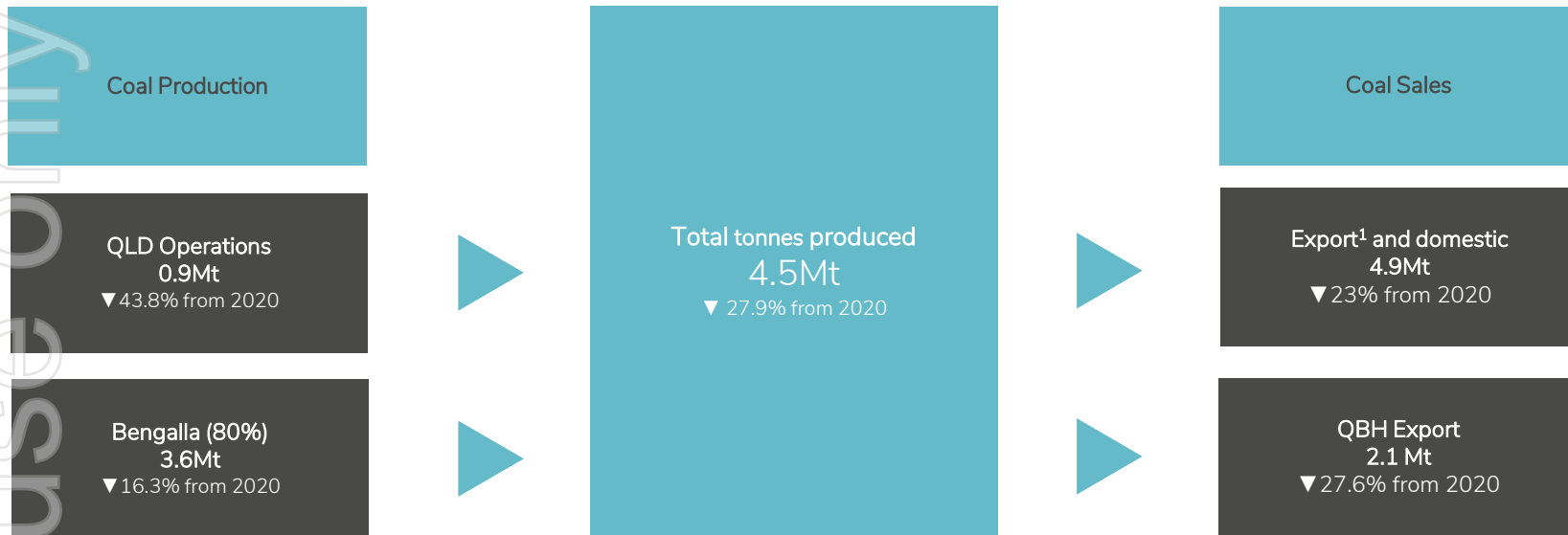


<sup>1</sup>TRIFR excludes Bridgeport



# Production and sales

Half-Year ended 31 January 2021



<sup>1</sup> Includes trade coal sales.

# Bengalla

## Continued strong performance

Total sales better than planned for the first half.

Continued good health and safety performance  
TRIFR at 1.25 per million exposure hours.

Dragline returned to full operations.

Planned major shutdown of Coal Handling and  
Preparation Plant completed successfully.



# New Acland Mine

## Focus on cost reduction as Stage 2 winds down

Strong cost focus with cost reduction projects underway.

Total spend year-to-date under budget and cost per clean tonne under budget.

The High Court of Australia upheld the appeal by Oakey Coal Action Alliance and ordered New Acland's mining lease and environmental authority applications be remitted back to the Land Court of Queensland.

The Land Court of Queensland hearing date is reserved for November 2021.





# Queensland Bulk Handling

## Exports down due to reduced output from NAC

Queensland Bulk Handling exported 2.1mt over the half-year, down 27% on the previous corresponding period.

Impressive safety record continues with site eight years lost time injury (LTI) free.

Operations undergoing restructure due to 20% reduction in workforce.

Short term additional stockpile demand from current customers able to be accommodated.



# West Moreton

## Rehabilitation focus at all sites

Rehabilitation and monitoring continues at Jeebropilly, New Oakleigh and Chuwar.

Eight hectares seeded at Jeebropilly over first half.

507,000 bank cubic metres of material moved into Normanton void.

Phase one of cattle trials at Oakleigh West completed with excellent results.



# Pastoral Operations

## Good rain helps cropping

Good crop yields at both Acland Pastoral (**APC**) and Bengalla Agricultural (**BAC**) over first-half.

Calving commenced from APC's 1,200 breeders.

Weaners making good progress at BAC with high average weight gains.

Recent steer sales realising strong prices.





# Outlook

## Company set up for strong second half

Continued strong performance at Bengalla.

Capital investment in key mining equipment will underpin strong low-cost production.

Targeted cost reductions across the business has brought significant gains in efficiency.

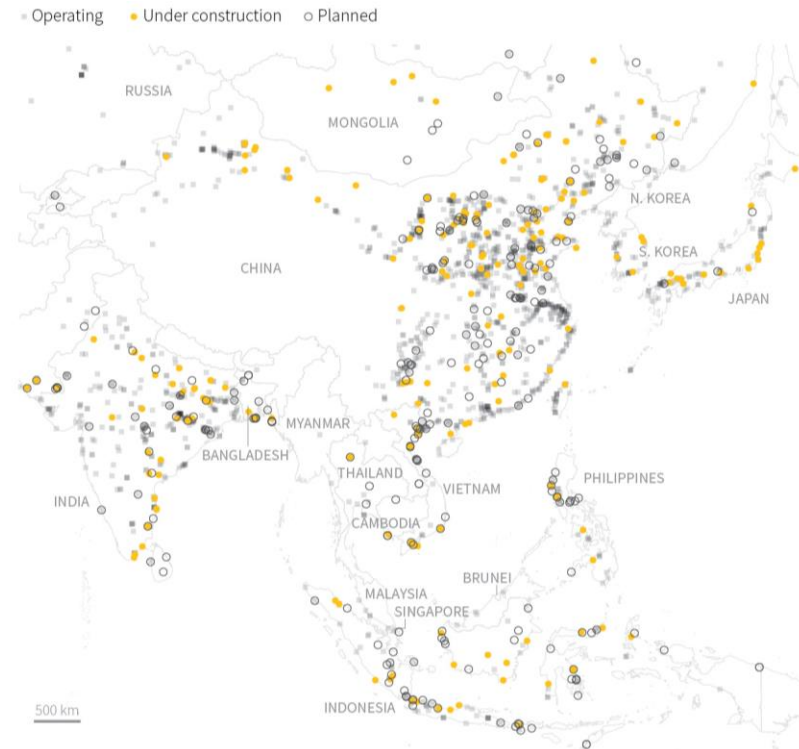
Bengalla and New Acland remain in the bottom quartile of the global cost curve.

Coal price stabilising both short and long term.

Good demand from Asian markets.

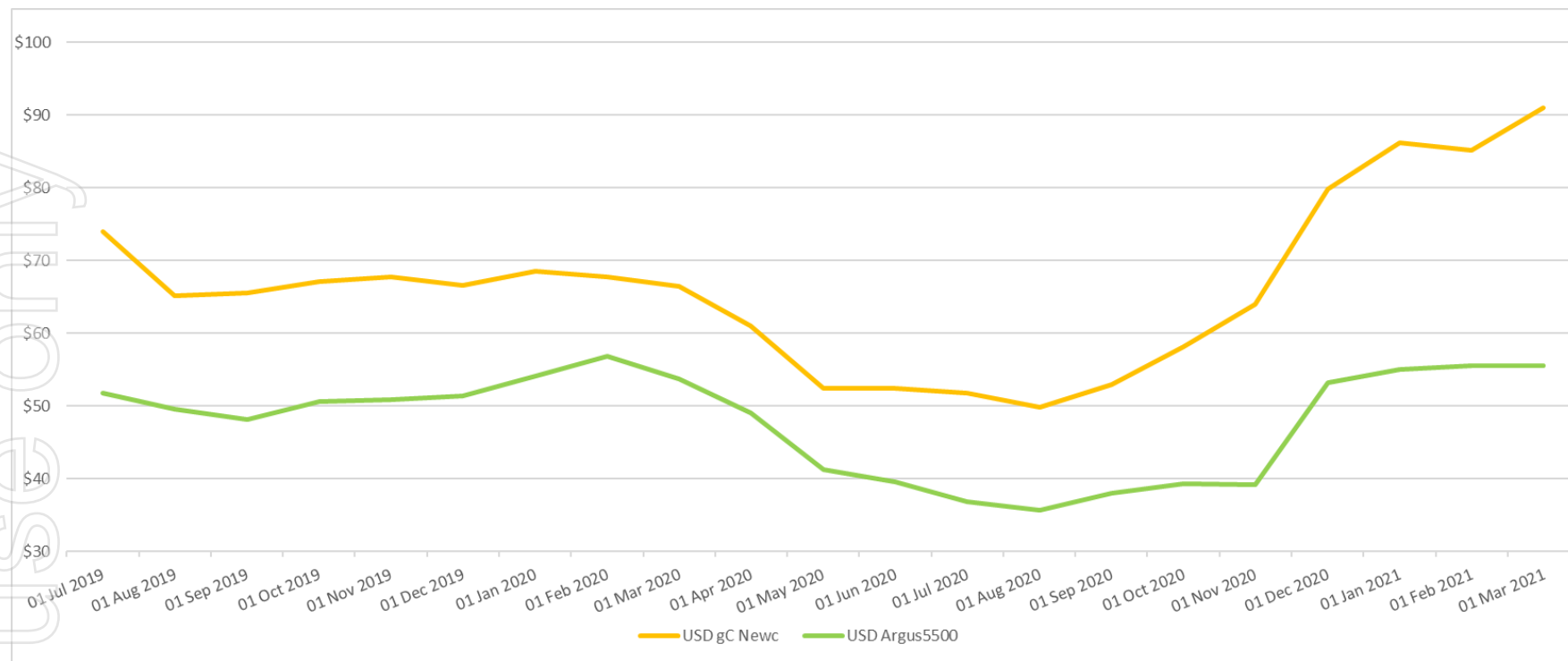
Corporate restructure completed, setting strong foundation for future growth.

## Coal fired Power Plants in Asia



Source: Global Energy Monitor (data as of January 2020)

# Thermal coal prices - Jan 2020 through March 2021



Source - CRU Thermal Coal Market Outlook

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