

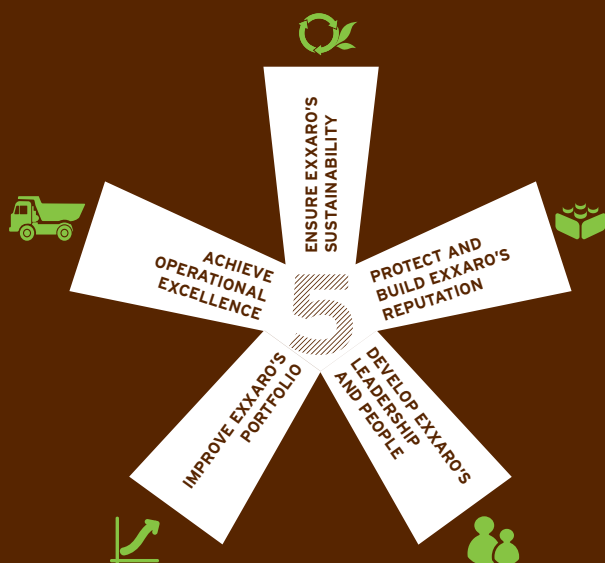
# ANNUAL RESULTS 2011\*

**\* AUDITED GROUP FINANCIAL RESULTS AND  
UNAUDITED PHYSICAL INFORMATION FOR  
THE YEAR ENDED 31 DECEMBER 2011**



POWERING POSSIBILITY

To achieve our strategic target of becoming a US\$20-billion company by 2020, we have set milestones to mark our progress: we need to be a global, diversified company with top-quartile returns; we will embrace the spirit of the mining charter in full by being an employer of choice and an agent for change in South Africa; we are structured for operational excellence aiming to reduce our carbon footprint, improve on the safety and empowerment of our people, while being sustainable and relevant in the future.



## HIGHLIGHTS



Lost time injury frequency rate (LTIFR) down 20% to 0,20



MPower scheme testimony to meaningful employee empowerment, distributing over R1 billion to 9 694 beneficiaries



Revenue increased by 24% to R21,3 billion



Net operating profit up 53% to R4 billion, excluding the impact of impairment reversals and charges



Headline earnings per share up 40% to 2 098 cents per share



Final dividend of 500 cents per share; total dividend of 800 cents per share for 2011

## LOWLIGHTS



Regrettably, three fatalities



Cessation of zinc production at the Zincor refinery

## CONDENSED GROUP INCOME STATEMENT (AUDITED)

For the year ended 31 December	2011 Rm	2010 Rm
<b>Revenue</b>	<b>12 471</b>	10 116
Operating expenses	(9 663)	(7 628)
<b>Net operating profit</b>	<b>2 808</b>	2 488
Interest income (note 4)	159	116
Interest expense (note 4)	(590)	(432)
Income from investments	4	2
Share of income from equity-accounted investments	4 668	3 717
<b>Profit before tax (note 2)</b>	<b>7 049</b>	5 891
Income tax expense (note 5)	(986)	(732)
Profit for the year from continuing operations	6 063	5 159
Profit for the year from discontinued operations (note 6)	1 594	76
<b>Profit for the year</b>	<b>7 657</b>	5 235
<b>Profit attributable to:</b>		
Owners of the parent	7 653	5 208
– continuing operations	6 073	5 167
– discontinued operations	1 580	41
Non-controlling interests	4	27
– continuing operations	(10)	(8)
– discontinued operations	14	35
<b>Profit for the year</b>	<b>7 657</b>	5 235

## CONDENSED GROUP STATEMENT OF COMPREHENSIVE INCOME (AUDITED)

For the year ended 31 December	2011 Rm	2010 Rm
<b>Profit for the year</b>	<b>7 657</b>	5 235
<b>Other comprehensive income:</b>		
Exchange differences on translating foreign operations	800	(44)
Cash flow hedges	(40)	204
Share of comprehensive income of associates	(254)	40
Share of comprehensive income of non-controlling interests	35	(57)
<b>Net gain recognised in other comprehensive income</b>	<b>541</b>	143
<b>Total comprehensive income for the year</b>	<b>8 198</b>	5 378
<b>Total comprehensive income attributable to:</b>		
Owners of the parent	8 159	5 408
– continuing operations	6 641	5 167
– discontinued operations	1 518	241
Non-controlling interests	39	(30)
– continuing operations	(6)	(12)
– discontinued operations	45	(18)
<b>Total comprehensive income for the year</b>	<b>8 198</b>	5 378
Ordinary shares (million)		
– in issue	354	358
– weighted average number of shares	348	347
– diluted weighted average number of shares	353	361
Attributable earnings per share continuing operations (cents)		
– basic	1 745	1 489
– diluted	1 720	1 432
Attributable earnings per share discontinued operations (cents)		
– basic	454	12
– diluted	448	11
Aggregate attributable earnings per share (cents)		
– basic	2 199	1 501
– diluted	2 168	1 443

## CONDENSED GROUP STATEMENT OF FINANCIAL POSITION (AUDITED)

At 31 December	2011 Rm	2010 Rm
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	10 695	13 305
Biological assets	66	46
Intangible assets	128	75
Investments in unlisted associates (note 8)	4 764	3 880
Deferred tax	228	726
Financial assets	1 538	1 375
	17 419	19 407
<b>Current assets</b>		
Inventories	589	3 120
Trade and other receivables	2 763	3 752
Current tax receivable	105	105
Cash and cash equivalents	1 065	2 140
	4 522	9 117
<b>Non-current assets classified as held for sale (note 7)</b>	14 979	85
<b>Total assets</b>	36 920	28 609
<b>EQUITY AND LIABILITIES</b>		
<b>Capital and reserves</b>		
Equity attributable to owners of the parent	23 588	17 437
Non-controlling interests	20	(23)
<b>Total equity</b>	23 608	17 414
<b>Non-current liabilities</b>		
Interest-bearing borrowings	2 202	3 644
Non-current provisions	2 166	2 097
Post-retirement employee benefits	133	96
Deferred tax	1 845	1 353
	6 346	7 190
<b>Current liabilities</b>		
Trade and other payables	3 334	3 057
Interest-bearing borrowings	866	716
Current tax payable	50	147
Current provisions	151	33
	4 401	3 953
<b>Non-current liabilities classified as held for sale (note 7)</b>	2 565	52
<b>Total equity and liabilities</b>	36 920	28 609

## CONDENSED GROUP STATEMENT OF CASH FLOWS (AUDITED)

For the year ended 31 December	2011 Rm	2010 Rm
<b>Cash flows from operating activities</b>		
– Cash retained from operations	6 503	4 106
– net financing costs	(94)	(256)
– tax paid	(502)	(430)
– dividends paid	(2 123)	(1 056)
<b>Cash flows from investing activities</b>		
– capital expenditure	(4 926)	(2 677)
– proceeds from disposal of property, plant and equipment	496	60
– investments in intangible assets	(119)	
– dividends from investments and equity-accounted investments	3 525	1 817
– increase in investments	(325)	(149)
– other	37	
<b>Net cash inflow</b>	2 472	1 415
<b>Net cash flows from financing activities</b>		
– shares issued	15	29
– increase in non-controlling interests' loans	11	6
– net borrowings repaid	(631)	(304)
<b>Net increase in cash and cash equivalents</b>	1 867	1 146
Cash and cash equivalents at beginning of year	2 140	1 023
Translation difference on movement in cash and cash equivalents	158	(29)
<b>Cash and cash equivalents at end of year</b>	4 165	2 140
Cash and cash equivalents classified as non-current assets held for sale at end of year	3 100	
Cash and cash equivalents per statement of financial position	1 065	2 140
<b>Cash and cash equivalents at end of year</b>	4 165	2 140

# GROUP STATEMENT OF CHANGES IN EQUITY (AUDITED)

	Other components of equity				Attributable to owners of the parent				Non-controlling interests		Total equity
	Share capital	Foreign currency translation	Financial instruments revaluation	Equity-settled	Other reserves	Retained income	parent	controlling interests			
	Rm	Rm	Rm	Rm	Rm	Rm	Rm	Rm	Rm	Rm	Rm
<b>Balance at 1 January 2010</b>	2 141	802	3	1 241		8 721	12 908	1	12 909		
Profit for the year						5 208	5 208	27	5 235		
Other comprehensive income											
Share of associates' comprehensive income		(43)	203			73	160	(57)	103		
Issue of share capital <sup>1</sup>	29	(43)	10				40		40		
Share-based payments movements				148			29		29		
Non-controlling interests additional contributions							148		148		
Dividends paid <sup>2</sup>						(1 056)	(1 056)	6	6		
<b>Balance at 31 December 2010</b>	<b>2 170</b>	<b>716</b>	<b>216</b>	<b>1 389</b>		<b>12 946</b>	<b>17 437</b>	<b>(23)</b>	<b>17 414</b>		
Profit for the year						7 653	7 653	4	7 657		
Other comprehensive income											
Share of associates' comprehensive income		800	(40)				760	35	795		
Issue of share capital <sup>1</sup>	15	72	20				(254)		(254)		
Employee share scheme (MPower) vesting issue of shares	174				9		15		15		
Share-based payments movement							174		174		
Non-controlling interests additional contributions				23			23	2	25		
Transfer to distributable reserve		(3)					(3)	8	8		
Dividends paid <sup>2</sup>						(2 217)	(2 217)	(6)	(2 223)		
<b>Balance at 31 December 2011</b>	<b>2 359</b>	<b>1 585</b>	<b>196</b>	<b>1 412</b>	<b>9</b>	<b>18 027</b>	<b>23 588</b>	<b>20</b>	<b>23 608</b>		
Final dividend paid per share (cents) in respect of the 2010 financial year	300										
Dividend paid per share (cents) in respect of the 2011 interim period	300										
Final dividend payable per share (cents) in respect of 2011 financial year	500										

<sup>1</sup> Issued to the Kunba Resources Management Share Trust due to options exercised.

<sup>2</sup> The STC on these dividends amounts to Rm1 million after taking into account STC credits.

## RECONCILIATION OF HEADLINE EARNINGS (AUDITED)

	Gross Rm	Tax Rm	Net Rm
<b>For the year ended 31 December 2011</b>			
Profit for the year attributable to owners of the parent			7 653
Adjusted for:			
– impairment of property, plant and equipment	516		516
– reversal of impairment of property, plant and equipment	(869)		(869)
– gains on disposal of subsidiaries	(1)		(1)
– gains or losses on disposal of property, plant and equipment	3	(2)	1
– share of associates' gains or losses on disposal of property, plant and equipment	2		2
<b>Headline earnings</b>	<b>(349)</b>	<b>(2)</b>	<b>7 302</b>
<b>Headline earnings from continuing operations</b>	<b>(34)</b>	<b>9</b>	<b>6 048</b>
<b>Headline earnings from discontinued operations</b>	<b>(315)</b>	<b>(11)</b>	<b>1 254</b>
<b>For the year ended 31 December 2010</b>			
Profit for the year attributable to owners of the parent			5 208
Adjusted for:			
– impairment of property, plant and equipment	4	(1)	3
– gains or losses on disposal of property, plant and equipment	(26)		(26)
– share of associates' gains or losses on disposal of property, plant and equipment	1		1
<b>Headline earnings</b>	<b>(21)</b>	<b>(1)</b>	<b>5 186</b>
<b>Headline earnings from continuing operations</b>	<b>(39)</b>		<b>5 128</b>
<b>Headline earnings from discontinued operations</b>	<b>18</b>	<b>(1)</b>	<b>58</b>
<b>For the year ended 31 December</b>	<b>2011</b>		<b>2010</b>
Headline earnings per share aggregate (cents)			
– basic	2 098		1 495
– diluted	2 069		1 437
Headline earnings per share from continuing operations (cents)			
– basic	1 738		1 478
– diluted	1 714		1 421
Headline earnings per share from discontinued operations (cents)			
– basic	360		17
– diluted	355		16

## SALIENT FEATURES

	2011 Rm	2010 Rm
Net asset value per share (Rand)	67	49
Capital expenditure		
– incurred	4 926	2 677
– contracted	8 029	6 475
– authorised but not contracted	2 738	2 490
Capital expenditure contracted relating to captive mines, Tshikondeni, Arnot and Matla, which will be financed by ArcelorMittal South Africa Limited (AMSA Limited) and Eskom respectively	90	1
Contingent liabilities (note 10)	1 198	1 007
Contingent assets (note 11)	82	63
Operating lease commitments	60	132
Operating sublease rentals receivable	4	6

## CALCULATION OF MOVEMENT IN NET DEBT

	2011 Rm	2010 Rm
Net cash inflow	2 472	1 415
– shares issued	15	29
– loans from non-controlling interests	11	6
– share-based payments	(2)	
– investment capitalised to joint venture loan	21	
– finance lease	125	
– non-cash flow movements in net debt applicable to currency translation differences of transactions denominated in foreign currency	(8)	187
– non-cash flow movements in net debt applicable to currency translation differences of net debt items of foreign entities	(151)	(126)
<b>Decrease in net debt</b>	<b>2 483</b>	<b>1 511</b>

## NOTES TO THE GROUP FINANCIAL RESULTS (AUDITED)

### 1. BASIS OF PREPARATION

This condensed report for the year ended 31 December 2011 has been prepared under the supervision of WA de Klerk (CA)SA, South African Institute of Chartered Accountants (SAICA) registration number: 00133273, in accordance with the International Accounting Standard (IAS) 34 *Interim Financial Reporting*, the requirements of the South African Companies Act, No 71 of 2008, as amended, the AC 500 standards issued by the Accounting Practices Board or its successor and in compliance with the Listings Requirements of the JSE Limited.

The group financial statements have been prepared on the historical cost basis excluding financial instruments and biological assets, which are fairly valued, and conform to International Financial Reporting Standards (IFRS). The accounting policies adopted are in terms of IFRS and are consistent with those applied in the annual financial statements for the year ended 31 December 2010.

During 2011 the following accounting pronouncements became effective:

Amended IFRS 1 *First-time Adoption of International Financial Reporting*, Amended IFRS 7 *Financial Instruments: Disclosures*, Amended IAS 1 *Presentation of Financial Statements*, Amended IAS 24 *Related Party Disclosures* and Amended IAS 34 *Interim Financial Reporting*. These pronouncements had no material impact on the accounting of transactions or the disclosure thereof.

The accounting standards, amendments to issued accounting standards and interpretations, which are relevant to the group, but not yet effective at 31 December 2011, have not been adopted. It is expected that, where applicable, these standards and amendments will be adopted on each respective effective date, except where specifically identified. The group continuously evaluates the impact of these pronouncements.

### 2. PROFIT BEFORE TAX

	2011 Rm	2010 Rm
<b>For the year ended 31 December</b>		
Profit before tax is arrived at after:		
<i>Continuing operations</i>		
Depreciation, and amortisation of intangible assets	(735)	(663)
Net realised foreign currency exchange gains/(losses)	177	(30)
Net unrealised foreign exchange (losses)/gains	(20)	6
(Losses)/gains on derivative instruments held for trading	(154)	152
Fair value gains adjustment on financial instruments	11	10
Impairment reversals/(charges) and write-offs of trade and other receivables	228	(44)
Royalties	(41)	(50)
Surplus on disposal of property, plant and equipment	38	48
<i>Discontinued operations</i>		
Depreciation, and amortisation of intangible assets	(468)	(717)
Net realised foreign currency exchange gains/(losses)	361	(95)
Net unrealised foreign exchange gains/(losses)	35	(36)
Gains/(losses) on derivative instruments held for trading	196	300
Fair value gains adjustment on financial instruments	3	3
Impairment reversals/(charges) of property, plant and equipment (note 3)	353	(4)
Impairment charges and write-offs of trade and other receivables	(2)	(1)
Write-down to net realisable value of inventories	(1)	(50)
Royalties	(100)	(64)
Deficit on disposal of property, plant and equipment	(37)	(16)

### 3. IMPAIRMENT REVERSALS/(CHARGES)

	2011 Rm	2010 Rm
<b>For the year ended 31 December</b>		
Impairment of property, plant and equipment	(516)	
Impairment of property, plant and equipment held for sale		(4)
Total impairment charges	(516)	(4)
Partial reversal of impairment of property, plant and equipment held for sale	869	
Tax effect		1
Net effect of impairment reversals/(charges) on attributable earnings	353	(3)
<i>Net impairment reversals/(charges) attributable to discontinued operations</i>	353	(3)
Impairment charges relates to the carrying value of the property, plant and equipment of the Zincor refinery.		
The impairment reversal relates to the carrying value of the property, plant and equipment of KZN Sands.		

### 4. NET FINANCING COSTS

Interest expense and loan costs	(289)	(321)
Finance leases	204	(70)
Interest income	223	135
Net interest income/(expense)	138	(256)
Interest adjustment on non-current provisions	(429)	(199)
Total net financing costs	(291)	(455)
Total net financing costs	(291)	(455)
– continuing operations	(431)	(316)
– discontinued operations	140	(139)

### 5. TAX RATE RECONCILIATION

	%	%
Tax as a percentage of profit before tax	12,7	11,3
Tax effect of		
– assessed losses not provided for	(0,3)	(0,2)
– capital losses	(0,6)	(0,3)
– disallowable expenditure	(2,3)	(0,2)
– exempt income	0,4	0,7
– special tax allowances		1,3
– share of associates and joint ventures	15,0	17,6
– tax rate differences		0,1
– Controlled Foreign Company profits (CFC)		(0,2)
– prior year tax	0,1	(1,9)
– derecognition of deferred tax asset	(6,2)	(0,2)
– re-instatement of deferred tax asset	9,2	
	28,0	28,0

### 6. DISCONTINUED OPERATIONS

The Rosh Pinah mine assets classified as held for sale represent a separate major line of business as well as geographical area of operation and form part of a single co-ordinated plan to dispose of the assets and related liabilities. Although the sale transaction is still conditional to the completion of all conditions precedent, IFRS 5 *Non-current Assets Held for Sale and Discontinued Operations* requires that the operations of the Rosh Pinah mine is classified as discontinued operations.

On 27 July 2011 it was announced that Exxaro was planning to cease zinc production at the Zincor refinery. Following the necessary consultations, Zincor ceased production on 12 December 2011.

On 26 September 2011, Exxaro and Tronox announced that New Tronox will acquire Exxaro's mineral sands operations, which include Exxaro's 50% interest in the Tiwest Joint Venture with New Tronox in Western Australia, along with 74% of Exxaro's KZN Sands and Namakwa Sands operations in South Africa, in exchange for approximately 38,5% of New Tronox's equity.

The Glen Douglas dolomite mine investment, which was disclosed as a Non-Current Asset Held for Sale as at 31 December 2010, was sold to JSE-listed materials supplier Afrimat Limited on 1 January 2011. The investment was therefore effectively only accounted for one day in the year ended 31 December 2011.

Financial information relating to the discontinued operations for the period to the date of disposal is set out below.

### Financial performance and cash flow information

	2011 Rm	2010 Rm
<b>For the year ended 31 December</b>		
Revenue	8 834	7 039
Operating expenses	(7 261)	(6 891)
<b>Net operating profit</b>	<b>1 573</b>	148
Net financing income/(cost) (note 4)	140	(139)
Share of income from investments	5	
<b>Profit before tax (note 2)</b>	<b>1 718</b>	9
Income tax (expense)/benefit	(124)	67
<b>Profit for the year from discontinued operations</b>	<b>1 594</b>	76
Cash flow attributable to operating activities	927	643
Cash flow attributable to investing activities	(286)	(923)
Cash flow attributable to financing activities	1 979	437
<b>Cash flow attributable to discontinued operations</b>	<b>2 620</b>	157

### GAINS/(LOSSES) ON THE DISPOSAL OF SUBSIDIARIES <sup>1</sup>

	Turkey Rm	Glen Douglas Rm	Total Rm
<b>Year ended 31 December 2011</b>			
Consideration received:			
Cash	17	33	50
Total disposal consideration	17	33	50
Carrying amount of net assets sold	(12)	(37)	(49)
Gain/(loss) on sale before and after income tax	5	(4)	1

<sup>1</sup> The Minerals Sands Operations and the Rosh Pinah Operation have been classified as discontinued as part of IFRS 5 requirements where a separate major line of business has been classified as held for sale. Actual sale has not occurred at 31 December 2011, whilst Zincor has been classified as discontinued based on the board decision to cease production.

### 7. NON-CURRENT ASSETS CLASSIFIED AS HELD FOR SALE

	2011 Rm	2010 Rm
<b>At 31 December</b>		
The major classes of assets and liabilities classified as held for sale are as follows:		
<b>Assets</b>		
Property, plant and equipment	6 771	34
Intangible assets	132	
Deferred tax	465	
Financial assets	158	21
Inventories	2 403	8
Trade and other receivables	1 932	22
Current tax receivable	18	
Cash and cash equivalents	3 100	
	14 979	85
<b>Liabilities</b>		
Interest-bearing borrowings	834	
Provisions	692	29
Deferred tax	69	8
Trade and other payables	968	14
Current tax payable	2	1
	2 565	52
<b>Total at end of year</b>	<b>12 414</b>	33

Included above are the assets and liabilities of Rosh Pinah, the Australian and South African Mineral Sands operations as well as other assets and liabilities classified as held for sale. Management is committed to the sale of the other assets and liabilities within the next 12 months.

**8. INVESTMENTS**

<b>At 31 December</b>	<b>2011 Rm</b>	<b>2010 Rm</b>
Market value of listed investments	<b>44</b>	
Directors' valuation of unlisted investments in associates	<b>22 715</b>	20 782
Directors' valuation of unlisted investments in other financial assets	<b>392</b>	407
Directors' valuation of unlisted investments in non-current assets held for sale	<b>2</b>	

**9. NET CASH/(DEBT)**

Net cash/(debt)	<b>263</b>	(2 220)
Net cash/(debt) is calculated as being interest-bearing borrowings less cash and cash equivalents, including those classified as non-current assets held for sale.		

**10. CONTINGENT LIABILITIES**

Comprises guarantees in the normal course of business from which it is anticipated that no material liabilities will arise, including guarantees to banks and other institutions. The increase in 2011 is attributable to the increase in the group's share of contingent liabilities of associates and joint ventures. In 2010 the increase was due to guarantees to the Department of Mineral Resources (DMR) in respect of environmental liabilities on immediate closure of mining operations.

Includes the group's share of contingent liabilities of associates and joint ventures of R233 million (2010: R117 million). These contingent liabilities have no tax impact. The timing and occurrence of any possible outflows are uncertain.

**11. CONTINGENT ASSETS**

A surrender fee of R82 million (2010: R63 million) in exchange for the exclusive right to prospect, explore, investigate and mine for coal within a designated area in Central Queensland and Moranbah, Australia, conditional to the grant of a mining lease.

**12. RELATED PARTY TRANSACTIONS**

During the year the company and its subsidiaries, in the ordinary course of business, entered into various sale and purchase transactions with associates and joint ventures. These transactions were subject to terms that are no less favourable than those arranged with third parties.

**13. EVENTS AFTER THE REPORTING PERIOD**

Subsequent to the reporting date of 31 December 2011 and further to the unsuccessful off market takeover bid for Australian junior miner Territory Resources, Exxaro, through its wholly-owned subsidiary Exxaro Australia Iron Investments Pty Limited, launched an off market takeover bid for African Iron Limited. This offer initially remained open for acceptance until 14 February 2012. By 14 February 2012 Exxaro obtained a shareholding of 66,6% in African Iron Ore Limited, with the offer automatically extended by a further 14 days until 28 February 2012, in line with the Australian Stock Exchange take over rules. The bid does not represent an adjusting event.

The directors are not aware of any matter or circumstance arising after the statement of financial position date up to the date of this report, not otherwise dealt with in this report.

**14. JSE LIMITED LISTINGS REQUIREMENTS**

The financial year end results announcement has been prepared in accordance with the Listings Requirements of the JSE Limited.

**15. CORPORATE GOVERNANCE**

The group complies in all material respects with the Code of Corporate Practice and Conduct published in the King III Report on Corporate Governance.

**16. MINERAL RESOURCES AND MINERAL RESERVES**

The group's Mineral Resources and Ore Reserves have been reviewed during the year to provide updated estimates. No material changes to the Mineral Resources and Ore Reserves disclosed in the Exxaro annual report for the year ended 31 December 2010 were identified other than depletion due to continued mining activities.

**17. AUDIT OPINION**

The independent external auditors, PricewaterhouseCoopers Inc., have audited the consolidated annual financial statements of Exxaro Resources Limited from which the condensed consolidated financial results have been derived. The condensed financial statements are consistent in all material respects with the consolidated group annual financial statements. The audit was conducted in accordance with International Standards of Auditing. The auditors have issued an unqualified audit opinion on the consolidated annual financial statements.

A copy of the auditors' audit report is available for inspection at the company's registered office.

**COMMENTS****COMPARABILITY OF RESULTS**

Comments are based on a comparison of the group's audited financial results and unaudited physical information for the years ended 31 December 2011 and 2010 respectively. These results are not comparable due to the R869 million partial impairment reversal of the carrying value of the property, plant and equipment at KZN Sands, which was initially accounted for in the year ended 31 December 2009, and a R516 million impairment of the carrying value of the property, plant and equipment at the Zincor refinery.

After fulfilment of all suspensive conditions, the Glen Douglas dolomite mine was sold to Afrimat Limited effective 1 January 2011. The investment was therefore effectively only accounted for one day in the year ended 31 December 2011.

**REPORTED ACTUAL SEGMENT RESULTS (AUDITED)**

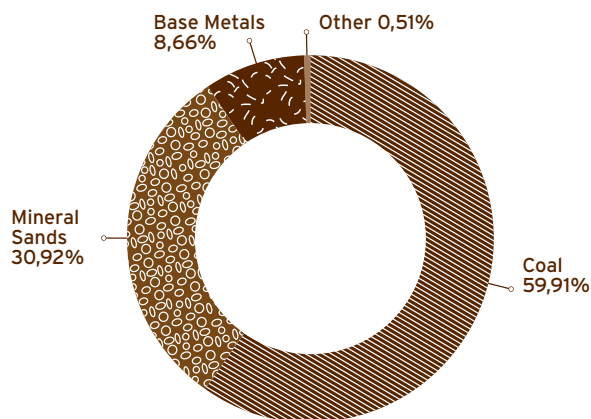
<b>For the year ended 31 December</b>	<b>2011 Rm</b>	<b>2010 Rm</b>
<b>REVENUE</b>		
<b>Coal</b>	<b>12 763</b>	10 515
Tied operations	<b>3 140</b>	2 952
Commercial operations	<b>9 623</b>	7 563
<b>Mineral Sands</b>	<b>6 587</b>	4 640
KZN Sands	<b>1 196</b>	1 288
Namakwa Sands	<b>2 904</b>	1 801
Australia Sands	<b>2 487</b>	1 551
<b>Base Metals</b>	<b>1 846</b>	1 787
Rosh Pinah	<b>698</b>	674
Zincor	<b>1 550</b>	1 598
Inter-segmental	<b>(402)</b>	(485)
Other	<b>109</b>	213
<b>Total</b>	<b>21 305</b>	17 155
<b>NET OPERATING PROFIT</b>		
<b>Coal</b>	<b>3 339</b>	2 690
Tied operations	<b>309</b>	186
Commercial operations	<b>3 030</b>	2 504
<b>Mineral Sands</b>	<b>2 678</b>	179
KZN Sands <sup>1</sup>	<b>753</b>	(66)
Namakwa Sands	<b>987</b>	107
Australia Sands	<b>938</b>	138
<b>Base Metals</b>	<b>(1 145)</b>	(113)
Rosh Pinah	<b>102</b>	143
Zincor <sup>2</sup>	<b>(1 239)</b>	(171)
Other	<b>(8)</b>	(85)
<b>Other</b>	<b>(491)</b>	(120)
<b>Total</b>	<b>4 381</b>	2 636

<sup>1</sup> Includes a partial impairment reversal of R869 million of the carrying value of the property, plant and equipment at KZN Sands, which impairment was initially accounted for in 2009

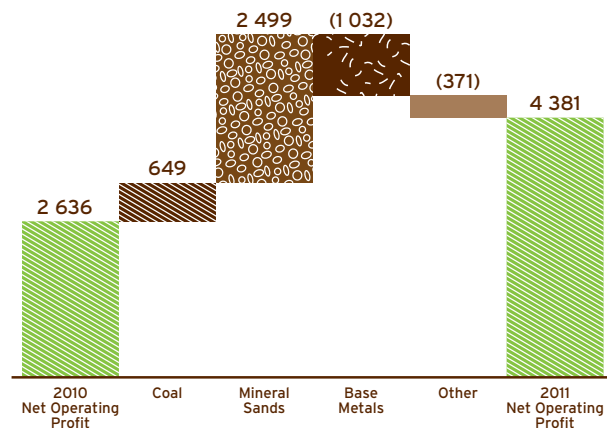
<sup>2</sup> Includes an impairment of R516 million of the carrying value of the property, plant and equipment at Zincor refinery.



## REVENUE (%)



## NET OPERATING PROFIT (Rm)



## EXCHANGE RATES

An average exchange rate of R7,28 (spot average of R7,22) to the US dollar (US\$) was realised for the year ended 31 December 2011 compared to R7,72 (spot average of R7,30) for the year ended 31 December 2010. Unrealised foreign currency losses, on the revaluation of monetary items denominated in a foreign currency were recorded based on the relative strength of the local and Australian currency to the US\$ at 31 December 2011. The relative strength of the Australian dollar (AU\$) also continued to impact negatively on the financial results of the mineral sands business in Australia. An average rate of US\$0,99 cents (spot average of US\$1,03 cents) to the AU\$ was realised compared with US\$0,87 cents (spot average of US\$0,92 cents) in 2010.

## REVENUE

Group consolidated revenue increased by 24% to R21,3 billion due to higher selling prices across Exxaro's commodities despite lower total coal sales and the adverse impact of a stronger local and Australian currency.

### Coal

Revenue was 21% higher mainly due to higher export sales at higher prices despite the lower volumes at the mines captive to Eskom, combined with lower other domestic sales volumes.

### Mineral Sands

Revenue increased by 42% to R6,6 billion with lower sales volumes recorded at higher prices.

### Base Metals

Revenue increased marginally by 3% as a 1% higher average realised zinc price of US\$2 191 per tonne partially offset the lower zinc metal sales volumes.

## NET OPERATING PROFIT

Group consolidated net operating profit was R1 392 million or 53% higher at R4 billion after exclusion of the R869 million partial reversal of the impairment of the carrying value of the property, plant and equipment at KZN Sands accounted for in 2009, as well as the R516 million impairment of the carrying value of the property, plant and equipment at the Zincor refinery.

### Coal

The coal business reported a 24% increase in net operating profit to R3 339 million at an operating margin of 26% as higher selling prices and stronger international demand were only partially negated by lower local demand. The weaker domestic performance was partially as a result of lower demand from AMSA Limited as well as lower sales volumes from the operations tied to Eskom. Despite the lower sales volumes from the mines tied to Eskom, these operations recorded a 66% increase in net operating profit to R309 million, resulting from a revised manner by which the group applies the discount rates on the calculation and recovery of rehabilitation costs contributing R132 million to this number. The net impact of the revised calculation results in additional rehabilitation costs recoverable from Eskom.

### Mineral Sands

The higher revenue recorded translated into a higher consolidated net operating profit of R1 701 million even after excluding the partial impairment reversal of the property, plant and equipment at KZN Sands of R869 million and non-recurring profit recognised on the Tronox International (Tronox) buy back transaction amounting to R108 million. Sales volumes at Namakwa Sands and Australia Sands increased on the back of higher demand. KZN Sands' sales were however lower due to combined furnace unavailability (Furnace 1 down for four months in 2011 and Furnace 2 down for eight months in 2011).

The stronger AU\$ against the US\$ has been partially mitigated by the hedging of US\$ receivables of the Australian operation, with realised foreign exchange gains of R90 million in 2011.

### Base Metals

Despite the marginally higher revenue recorded, a net operating loss of R629 million, excluding the impairment of carrying amount of property, plant and equipment at the Zincor refinery, was reported mainly due to the previously announced decision to cease zinc production invariably resulting in an under recovery of fixed expenses. The impact of continued higher than inflation increases in electricity and maintenance expenses also continued to contribute negatively to the base metals results.

Rosh Pinah's operating results were also lower based on lower zinc concentrate production and sales.

## Other

Net expenditure increased primarily from non-recurring costs associated with the implementation of Exxaro's new operating model and associated technology enablement as well as other project related costs.

## EARNINGS

Attributable earnings, inclusive of Exxaro's equity accounted investment in associates, amounted to R7 653 million or 2 199 cents per share, up 47% from 2010's 1 501 cents per share.

Equity accounted investments in the post-tax profits of associates consists of Exxaro's 19,98% interest in Sishen Iron Ore Company (Pty) Limited (SIOC) of R4 456 million, 26% in Black Mountain Mining (Pty) Limited (Black Mountain) of R210 million and 22% in the Chifeng zinc refinery of R2 million.

Headline earnings which exclude, inter alia, the impact of the impairment and partial impairment reversal, were R7 302 million or 2 098 cents per share. This represents a 41% increase on the comparable 2010 earnings of R5 186 million or 1 495 cents per share.

## CASH FLOW

Cash retained from operations was R6 503 million for the group. This was primarily used to fund net financing charges of R94 million, taxation payments of R502 million, dividend payments of R2 123 million, and capital expenditure of R4 926 million of which R3 301 million was invested in new capacity and R1 625 million applied to sustaining and environmental capital. R3 070 million of the expansion capacity expenditure was for the Grootegeluk Mine Expansion Project (GMEP) for the Medupi power station. After the receipt of R3 525 million in dividends, primarily from SIOC, the group had a net cash inflow of R2 472 million for the year. The final dividend for 2011 will amount to a further cash outflow of approximately R1 771 million offset by the dividend inflow from SIOC of approximately R1 958 million.

Net debt of R2 220 million at 31 December 2010 has inverted to a net cash position of R263 million at 31 December 2011.

## SAFETY AND SUSTAINABLE DEVELOPMENT

Regrettably three fatalities were suffered during the first seven months of 2011. The group continues to pursue its commitment to a zero injury and fatality environment. In 2012, Exxaro will implement further initiatives to enhance the current safety and risk assessment and control effectiveness drive. The average LTIFR per two hundred thousand man-hours worked improved to 0,20, from 0,25 in 2010, reflecting a 20% improvement year-on-year and below the group's target at 0,21.

The 2011 HIV/AIDS programme target for testing was 75%. This target was exceeded when 86% of employees, including contractors, underwent voluntary testing. The HIV prevalence rate is estimated at 12% of permanent employees (12,8% including contractors) as compared to the industry average of 25%. Exxaro has trained 153 community peer educators around six of the Mpumalanga business units as part of the HIV community awareness programme. The training will be extended to business units in the Waterberg region in 2012.

In addition to the 16 Integrated Water Use Licences (IWULs) already granted in terms of National Water Act, No 36 of 1998, two further IWULs were approved and five Environmental Authorisations were granted in terms of the National Environmental Act, No 107 of 1998 in 2011.

All 16 Exxaro operated business units have retained their ISO 14001 and OHSAS 18001 certification in 2011.

## CREATING WEALTH FOR EMPLOYEES THROUGH MEANINGFUL EMPOWERMENT

When Exxaro was created in November 2006 following the unbundling of Kumba Resources, MPower was created as part of the group's commitment to broad based ownership. Only employees up to lower management level qualified to be beneficiaries of the scheme as middle and senior management participate in management share incentives schemes. MPower held approximately 3% of Exxaro's issued shares with each of the 9 694 beneficiaries' assigned units notionally linked to the shares held by the scheme. Shares held

by MPower were sold in the last quarter of 2011, generating over R1 billion for distribution among the beneficiaries. The distribution varied dependent on number of units assigned; in turn based on individual length of MPower membership. Each beneficiary that participated for the full five years of the scheme received a pre-tax distribution of R135 102. In addition to this distribution, MPower has already paid a total of R81,5 million in dividends to participants.

## PHYSICAL INFORMATION (UNAUDITED)

	Year ended 31 December		Six months ended 31 December	
('000 TONNES)	2011	2010	2011	2010
<b>Coal</b>				
<b>Production</b>				
Power station coal	32 532	36 767	16 832	18 498
Tied operations <sup>1</sup>	12 441	16 461	6 071	8 096
Commercial operations	20 091	20 306	10 761	10 402
Coking coal	2 161	2 419	920	1 232
Tied operations <sup>1</sup>	299	285	165	161
Commercial operations	1 862	2 134	755	1 071
Steam coal	7 337	7 502	3 535	3 984
Char	142	114	65	65
<b>Total</b>	<b>42 172</b>	<b>46 802</b>	<b>21 352</b>	<b>23 779</b>
<b>Sales</b>				
Eskom coal	32 301	36 428	16 470	18 049
Tied operations <sup>1</sup>	12 443	16 438	6 067	8 082
Commercial operations	19 858	19 990	10 403	9 967
Other domestic coal	4 670	5 044	1 840	2 597
Tied operations <sup>1</sup>	325	260	159	143
Commercial operations	4 345	4 784	1 681	2 454
Coal export	4 898	4 106	2 814	2 264
Char	129	122	55	70
<b>Total</b>	<b>41 998</b>	<b>45 700</b>	<b>21 179</b>	<b>22 980</b>
<b>Mineral Sands <sup>2</sup></b>				
<b>Production</b>				
Ilmenite	771	718	404	351
Zircon	195	196	101	102
Rutile	67	63	35	35
Synthetic rutile	110	90	56	39
Pig iron (LMPi)	160	153	92	72
Scrap iron	8	12	4	4
Slag tapped	277	262	153	121
Chloride slag	281	232	131	148
Sulphate slag	49	52	23	36
Leucoxene	10	13	5	6
Pigment	76	57	32	32
<b>Total</b>	<b>2 004</b>	<b>1 848</b>	<b>1 036</b>	<b>946</b>
<b>Sales</b>				
Ilmenite	15		15	
Zircon	173	243	81	119
Rutile	66	79	34	44
Synthetic rutile	37	30	21	7
Pig iron (LMPi)	170	194	91	87
Scrap iron	4	3	3	2
Chloride slag	274	264	148	166
Sulphate slag	50	39	22	32
Leucoxene	8	16	4	9
Pigment	71	55	28	31
<b>Total</b>	<b>868</b>	<b>923</b>	<b>447</b>	<b>497</b>

('000 TONNES)	Year ended 31 December		Six months ended 31 December	
	2011	2010	2011	2010
<b>Base Metals</b>				
<b>Production</b>				
Zinc concentrate	108	120	55	60
Rosh Pinah	89	101	46	49
Black Mountain	19	19	9	11
Zinc Metal	101	120	44	66
Zincor	73	90	32	47
Chifeng <sup>a</sup>	28	30	12	19
Lead concentrate	36	37	16	20
Rosh Pinah	16	19	7	10
Black Mountain	20	18	9	10
<b>Sales</b>				
Zinc metal sales	114	119	51	60
Domestic	86	90	40	44
Export	28	29	11	16
Lead concentrate sales				
Export	18	20	11	13

<sup>1</sup> Tied operations refer to mines that supply their entire production to either Eskom or AMSA Limited in terms of contractual agreements.

<sup>2</sup> Includes Exxaro Sands Australia's interest in the Tiwest joint venture.

<sup>3</sup> Exxaro's effective interest in the Chifeng refinery is disclosed.

## OPERATIONS

### Coal

#### Production

Power station coal production at the Eskom tied operations was 24% lower due to previously reported adverse geological conditions at the Arnot mine in March 2011, the closure of the Mooifontein open cast operation as well as the flooding in Mine 2 at Matla in February and June respectively.

Production volumes at the commercial mines remained relatively in line with the previous year.

Coking coal production declined by 11% because of lower demand from AMSA Limited, partially offset by higher production at Tshikondeni due to the higher contribution from the mini-pits initiated in April 2011.

Steam coal production was 2% lower due to lower production at the NBC and NCC mines. The open pit operation at NCC reached the end of its economic life in the first quarter of 2010. This, together with challenging underground conditions, resulted in lower production than in 2010. NBC experienced a combination of challenging geological and equipment problems which led to lower production. Higher production was, however, recorded at Leeuwpans as a result of improved feed tempo to the dense medium separation plant and at Inyanda due to higher plant availability and throughput to meet increased demand.

The Char plant production was 25% higher due to improved availability and higher feed rate per hour.

#### Sales

Sales of power station coal tonnes to Eskom, were 11% lower as a result of lower production at Matla and Arnot. This was partially offset by higher sales recorded at Leeuwpans. Domestic non-Eskom sales decreased by 9% mainly due to production challenges at NBC.

Export sales tonnes were 19% higher than in 2010, mainly as a result of increased performance by Transnet Freight Rail (TFR).

### Mineral sands

#### Production

The consolidated mineral sands business reported an increase in production of most of its products. Lower heavy minerals concentrate production, as the KZN Sands Hillendale mine nears its end of life resulting in lower grades was offset by higher production in Australia as well as at Namakwa Sands from

increased side feed. Titanium slag production was also lower at KZN Sands as Furnace 1 and 2 were down for four and eight months respectively.

Zircon production reflects a volume increase at Namakwa Sands from better head grades. Lower production in Australia due to lower mineral grades was offset by improved recovery. Rutile production was 6% higher as increased production at Namakwa Sands from improved recovery and higher mineral grades was only partially offset by lower production in Australia. Synthetic rutile production in Australia was 22% higher in 2011 due to the 2010 plant shut which limited production in 2010.

Record pigment production was achieved in 2011 as a result of a 28% improvement in performance from the existing plant, complemented by production volume from the pigment plant expansion commissioned in the previous year.

#### Sales

The increase in mineral sands product prices coupled with higher demand resulted in increased sales volumes at Namakwa Sands and Australia Sands, offset by lower volumes at KZN Sands due to furnace downtime.

### Base Metals

On 27 July 2011 it was announced that Exxaro was planning to cease zinc production at the Zincor refinery. Following the necessary consultations, Zincor ceased zinc production on 12 December 2011.

#### Production

Production of zinc metal at the Zincor refinery of 73kt was 17kt lower than in 2010. Zinc concentrate and lead production at Rosh Pinah were 12kt and 3kt lower than in 2010 respectively. Zinc production grades were however 2% higher due to recovery improvements on the floatation plant.

#### Sales

Domestic zinc metal sales at Zincor were 4% lower at 86kt mainly due to lower production as a result of the planned ramp-down.

## CAPITAL EXPENDITURE AND PROJECT PIPELINE

Exxaro's growth initiatives are focused on diversifying the business further with carbon, reductants, ferrous and energy projects aligned with the group's approved commodity strategy.

### Coal

Construction on GMEP, to supply Eskom with 14,6Mtpa of coal for the Medupi power station, continues to progress to deliver first coal in May 2012 and is expected to be completed within budget. Overall project progress has increased to 72% completion. The total project spend to date is R4,4 billion with total capital expenditure for the project still forecast at R9,5 billion. Total funds committed to date amount to approximately R6,5 billion.

The Thabametsi development project, as a supplier of coal to a base load Independent Power Producer (IPP), is expected to reach first coal production by 2016/17, dependent on the Waterberg IPP and water supply development schedule.

Exxaro continues to engage with the relevant stakeholders for the conclusion of implementation plans for an integrated infrastructure for the Waterberg coalfields which will include the supply of water, rail, road and housing requirements.

Exxaro entered into a prospecting joint venture agreement with Sasol Mining to investigate the commercial viability of the development of a new coal mine in the Waterberg to also supply Sasol's potential new 80 000 barrels per day inland coal to liquids facility (Project Mafutha). The detailed pre-feasibility study for Project Mafutha has now been completed. Based on the findings of the pre-feasibility study, global environmental risks, and in the absence of a commercially viable carbon emission solution which is realistically not anticipated before 2020, the decision has been taken to not proceed with Project Mafutha at this stage.

Studies regarding the evaluation of the Phase 2 expansion of the Sintel Char plant to produce an additional 140ktpa of char and the production of market coke from semi-soft coking coal at Grootegeluk continue to progress. The studies are still expected to be completed in the second half of 2012.

Exxaro's application for a mining right for the Belfast project has been accepted by the DMR. The bankable feasibility study is expected to be completed by the second quarter of 2012. Specialist studies, as required by the National Environmental and National Water Acts, were submitted to the relevant authorities in the fourth quarter of 2011. Start-up and first production is expected to be in 2014.

A concept study completed on the Moranbah South project indicated high potential for a dual long wall mine to produce between 10 and 12 Mtpa of premium quality hard coking coal. The pre-feasibility study commenced in 2011 and is expected to be completed in the second quarter of 2012, whereafter a bankable feasibility study will commence.

#### **Mineral Sands**

On 26 September 2011, Exxaro and Tronox announced that New Tronox will acquire Exxaro's mineral sands operations, which include Exxaro's 50% interest in the Tiwest Joint Venture with Tronox in Western Australia, along with 74% of Exxaro's KZN Sands and 74% of Namakwa Sands operations in South Africa, in exchange for approximately a 38,5% shareholding in New Tronox. The long term partnership is expected to enhance production capabilities and implement technical efficiencies in the integrated process, creating a truly global, vertically integrated titanium dioxide pigment producer. This is expected to result in a strong platform for future growth uniquely positioned to capitalise on favourable market dynamics and to serve the needs of the ever growing pigment and zircon customer base across the globe. It is still expected that the transaction will close in the second quarter of 2012 following New Tronox shareholder and regulatory approvals.

Exxaro awaits the customary regulatory and environmental approvals for the Fairbreeze project before construction can commence. Such approvals were not obtained in the second half of 2011 as previously expected. Detailed design was however completed in the second half of 2011. The department of Agriculture, Environmental Affairs and Rural Development requires additional information of Fairbreeze's Basic Assessment Report on air quality, traffic and agricultural studies, as well as rehabilitation reports. This report, with the requested information, was sent on 9 February 2012 to Interested and Affected Parties for review by 9 March 2012 and Exxaro also awaits the decision from the relevant authorities by the end of June 2012. Commissioning is now only expected in the first half of 2014.

A partial reversal of the previous impairments of the carrying value of the property, plant and equipment at KZN Sands was made in the second half of 2011. A decision on the reversal of the remaining portion will be taken once the regulatory and environmental approvals for Fairbreeze have been obtained.

#### **Base Metals**

The formal process to divest from the base metals business commenced early in May 2011. Exxaro received several offers for the Rosh Pinah zinc and lead mine in Namibia, following which it has entered into an agreement relating to the disposal of its 50,04% shareholding in, and claims against, Rosh Pinah Zinc Corporation to a subsidiary of Glencore International AG for R939 million, subject to final working capital and net debt adjustments. The transaction agreement contains terms and conditions that are customary for transactions of this nature, including, inter alia, regulatory approvals to be obtained in Namibia and South Africa. It is expected that the transaction will be completed by the second quarter of 2012.

No offer was received for the Zincor zinc refinery in Springs, South Africa. It was consequently decided to cease zinc production at Zincor due to the refinery becoming uneconomical as a result of the high cost of zinc feedstock as well as escalating transport, electricity and labour costs. Zinc production was ramped down and finally ceased during December 2011. The refinery has been put on care and maintenance with a team appointed to evaluate any potential future use of the facility's assets.

In addition to the impairment of the carrying value of the property, plant and equipment at Zincor made on 30 June 2011, additional impairments were also made in the second half of 2011 arising from capital commitments for the remainder of 2011.

Although discussions for the divestment of Exxaro's shareholding in the Chifeng zinc refinery in China were well advanced, the potential buyer was unable to meet contractual obligations and the transaction was terminated. Exxaro still

plans to sell this business and renewed efforts will be made during 2012 to divest from this asset.

#### **Energy**

Exxaro continues to explore opportunities in the energy markets with a focus on cleaner energy initiatives. To this end, Exxaro and its new equity partner have agreed all the salient points of the shareholders' agreement and will aim to sign the definitive agreement by the end of the first quarter of 2012.

Exxaro intends submitting five renewable energy projects in terms of the South African government's drive to procure 3 725MW of renewable energy electricity from the private sector. These projects will be submitted in the second window of submission, which closes on 5 March 2012, through the Department of Energy's (DoE) Request for Qualification and Proposals for new Generation Capacity under the IPP Procurement Programme issued on 3 August 2011. The five projects entail two solar projects and three wind projects.

The board of directors approved the outcome of the bankable feasibility study for a 14MW co-generation plant at Namakwa Sands in the third quarter of 2011. Construction of the power plant is expected to start in the second quarter of 2012, with commercial operation date planned for the fourth quarter of 2012. The Clean Development Mechanism registration of this project is underway.

The pre-feasibility study for the 60MW co-generation plant at Grootegeluk mine is in the final stages and is now expected to be completed in the first half of 2012.

The facilitation for the development of a 600MW coal-fired base load power station in the Waterberg is underway. Non-binding term sheets for the off-take of 1 150MW of electricity have been signed between Exxaro and industrial off-takers. Four base load IPPs have been selected, with the preferred bidder expected to be selected in the first half of 2012. The pre-feasibility study of the project will progress during 2012 and a bankable feasibility study is planned conditional to the establishment of appropriate enabling environment in which such a development can proceed.

A clearer indication of the potential for economic gas flow by means of the evaluation of opportunities for underground coal gasification in both South Africa and Botswana, is now only expected in the first half of 2012.

#### **Ferrous**

AlloyStream's large scale demonstration facility to commercialise the technology for beneficiation of manganese ore into high carbon ferromanganese alloy together with Assmang Limited, is expected to be commissioned in the first quarter of 2012. The Ferromanganese furnace (Project Letaba) demonstration facility was completed in the fourth quarter of 2011.

Subsequent to the reporting date of 31 December 2011 and further to the unsuccessful off market takeover bid for Australian junior miner Territory Resources, Exxaro, through its wholly-owned subsidiary Exxaro Australia Iron Investments Pty Limited, launched an off market takeover bid for African Iron Limited. This offer initially remained open for acceptances until 14 February 2012. By 14 February 2012 Exxaro obtained a shareholding of 66,6% in African Iron Ore Limited, with the offer automatically extended by a further 14 days until 28 February 2012, in line with the Australian stock exchange takeover rules.

African Iron Limited is an Australian-listed and domiciled iron ore development company working on the exploration and evaluation of the Mayoko Iron Ore and Ngoubou-Ngoubou Projects, located approximately 300km north-east of Pointe-Noire in the Republic of Congo in central West Africa. It owns a 92% interest in the Mayoko Iron Ore Project which currently has a Joint Ore Reserves Committee (JORC) code compliant mineral resource of 121 million tonnes of iron ore. The Mayoko Iron Ore Project represents a near term development opportunity in an emerging iron ore province in central West Africa with an existing underutilised, heavy haulage mineral railway passing within 2km of the main prospect. African Iron's second opportunity is its 85% interest in the 944km<sup>2</sup> Ngoubou-Ngoubou Authority to Prospect, which is contiguous with Mayoko. African Iron Limited's assets provide an excellent match to Exxaro's stated objective of gaining operational exposure in iron ore and represent a reasonably sized opportunity, which will allow Exxaro to leverage its bulk commodity and iron ore expertise.

## CONVERSION OF MINING RIGHTS

All of Exxaro's old order mining licences have been converted to mining rights. The converted mining rights for Grootegeluk and Gravelotte have been executed in the second half of 2011. The DMR has confirmed the granting of converted mining rights for Tshikondeni, Matla, Strathrae, Arnot and Glisa. These rights still need to be scheduled for execution by the DMR. Exxaro is continuously in consultation with the different regional offices of the DMR to expedite the execution process.

## OUTLOOK FOR 2012

Greater emphasis will be placed to create and maintain a safe, healthy and environmentally friendly working environment.

The group's consolidated results for 2012 will continue to be impacted by the trading levels of the local currency and the AU\$ against the US\$. At 31 December 2011 Exxaro had US\$200 million of hedging in place at an average exchange rate of R7,56 for the local operations as well as US\$17 million at an average rate of US\$0,97 to the AU\$ for the Australian operation.

The coal business will continue to focus on optimising and growing its market position in the supply of coal to Eskom as well as the other domestic and export markets while considering alternatives to increase export volumes. Continued reliable performance from TFR and a progressive increase in allocation at the Richards Bay Coal Terminal remain paramount. International coal prices are expected to decrease in 2012 along with lower coking prices while volumes to Eskom and AMSA Limited should remain stable.

Mineral sands' short to medium term focus remains the granting of relevant regulatory approvals for the construction of Fairbreeze, as well as the finalisation of the New Tronox transaction. Feedstock prices should increase significantly supported by higher demand. A recovery in demand for Zircon is also expected in the second quarter of 2012.

Base metals finalisation of the sale of Rosh Pinah to a subsidiary of Glencore International AG is expected in the second quarter of 2012, whilst the future application of the Zincor plant is still under investigation.

The financial information on which the outlook statement is based has not been reviewed nor reported on by the group's auditors.

## CHANGES TO THE BOARD

Ms N Langeni resigned as non-executive director effective 18 January 2012. The board expressed its sincere appreciation for her contribution during her term of office. As a result of the resignation, Ms S Dakile-Hlongwane was appointed as non-executive director of the board on 21 February 2012, as the Basadi Ba Kopane Investments (Pty) Limited nominated representative.

Maria Susanna (Marie) Viljoen, Company Secretary of first Kumba Resources Limited and then Exxaro since 1 August 2001, retired with effect 30 June 2011. The board expressed its sincere appreciation for her service during her term of office. The board of directors appointed Catharina Helena (Carina) Wessels as Group Company Secretary with effect 1 July 2011. Carina holds LLB and LLM degrees, is an admitted advocate of the High Court of South Africa, and is a Fellow and Senior Vice-President of the Chartered Secretaries Southern Africa.

## FINAL DIVIDEND

The board of directors has declared a final cash dividend number 18 of 500 cents per share in respect of the 2011 final dividend. The dividend has been declared in South African currency and is payable to shareholders recorded in the register of the company at close of business on Friday, 30 March 2012.

In compliance with the requirements of Strate, the electronic and custody system used by the JSE, the following dates are applicable:

Last date to trade cum dividend	Friday, 23 March 2012
Shares trade ex dividend	Monday, 26 March 2012
Record date	Friday, 30 March 2012
Payment date	Monday, 02 April 2012

Share certificates may not be dematerialised or rematerialised during the period Monday, 26 March 2012 and Friday, 30 March 2012, both days inclusive.

On Monday, 02 April 2012 the final cash dividend will be electronically transferred to the bank accounts of all certificated shareholders where this facility is available. Where electronic fund transfer is not available or desired, cheques dated 02 April 2012 will be posted on that date.

Shareholders who have dematerialised their share certificates will have their accounts at their Central Securities Depository Participant (CSDP) or broker credited on Monday, 02 April 2012.

On behalf of the board:

**Len Konar**

*Chairman*

21 February 2012

**Sipho Nkosi**

*Chief Executive Officer*

**Wim de Klerk**

*Finance Director*

**Registered Office**

Exxaro Resources Limited  
Roger Dyason Road  
Pretoria West, 0183  
Tel no +27 12 307 5000  
Fax no +27 12 323 3400

**Transfer Secretaries**

Computershare Investor  
Services (Pty) Limited  
Ground Floor,  
70 Marshall Street  
Johannesburg, 2001  
PO Box 61051,  
Marshalltown, 2107

This report is available at: **[www.exxaro.com](http://www.exxaro.com)**

**Directors:** Dr D Konar (Chairman), SA Nkosi (Chief Executive Officer), WA de Klerk (Finance Director), S Dakile-Hlongwane, JJ Geldenhuys, CI Griffith, U Khumalo, VZ Mntambo, RP Mohring, NL Sowazi, J van Rooyen, D Zihlangu

**Prepared under supervision of:** WA de Klerk, CA (SA),  
SAICA registration number: 00133273

**Group Company Secretary:** CH Wessels (+27 12 307 4384)

**Investor Relations:** P Lebina (+27 12 307 3081)

**Sponsor:** Deutsche (SA) (Propriety) Limited (+27 11 775 7000)

**Registration Number:** 2000/011076/06

**JSE Share code:** EXX

**ISIN:** ZAE000084992

**ADR code:** EXXAY

("Exxaro" or "the company" or "the group")

**If you have any queries regarding your shareholding in Exxaro Resources Limited, please contact the Transfer Secretaries at +27 11 370 5000.**