

# **AACI** acquisition

**INVESTOR & ANALYST UPDATE** 

9 June 2008

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- 1. Transaction summary
- 2. Asset focus
- 3. Sales and marketing
- 4. Financial review
- 5. Strategic considerations



### 1. Transaction summary

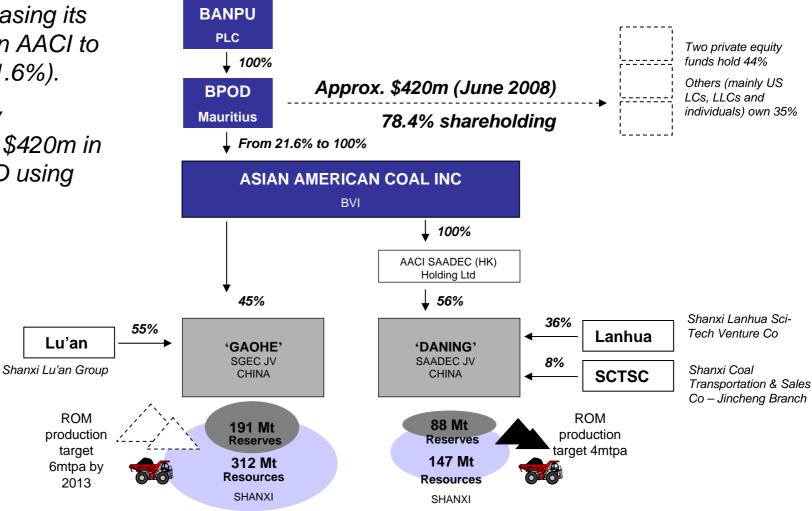
**Somruedee Somphong**Chief Financial Officer



### **Transaction summary**

Banpu is increasing its shareholding in AACI to 100% (from 21.6%).

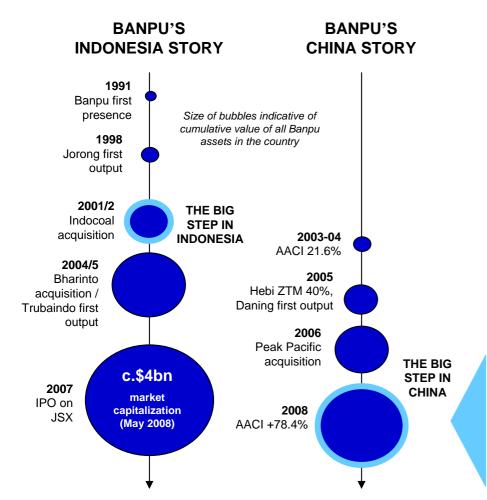
Banpu will pay approximately \$420m in cash via BPOD using debt finance.





**Note:** Reserves and resources figures are based on the reports done by Marshall, Miller and Associates. Reserves and resources figures are to be reviewed after this acquisition.

#### **Transaction rationale**

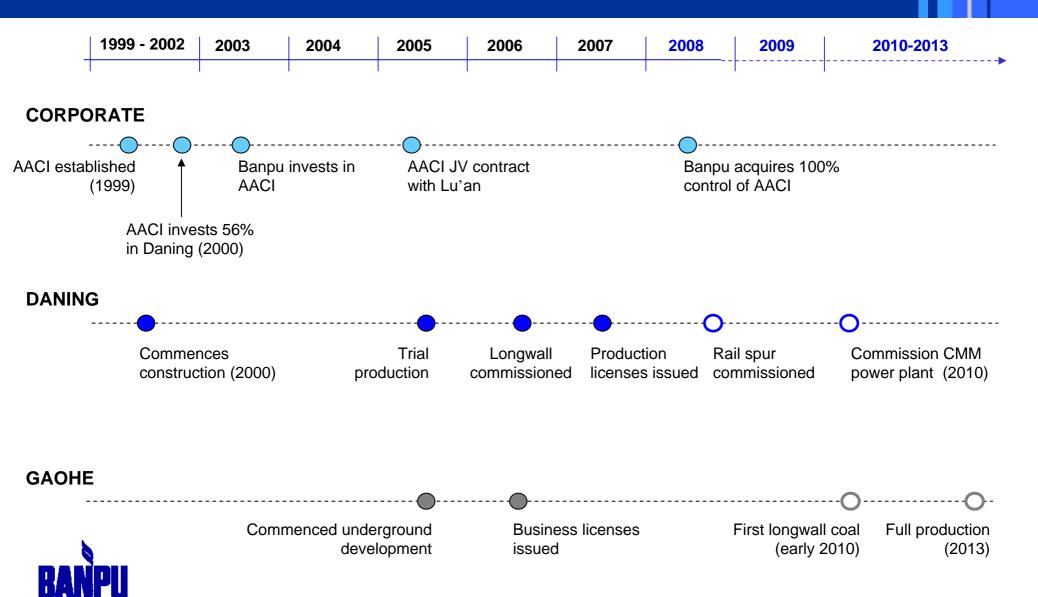


#### **AACI TRANSACTION RATIONALE**

- Establishes critical mass and asset diversity to Banpu's China strategy providing firmer foothold in China
- ✓ Adds 107Mt equity reserves in China and diversifies Banpu's reserve and asset base
- Opportunity to obtain majority control of large quality mine in China built/operated to US standards (Daning 4Mtpa)
- Opportunity to develop other projects and relationships with local stakeholders
- ✓ Banpu familiar with both main assets (since 2003); better able to understand valuecreation potential



### **AACI** milestones

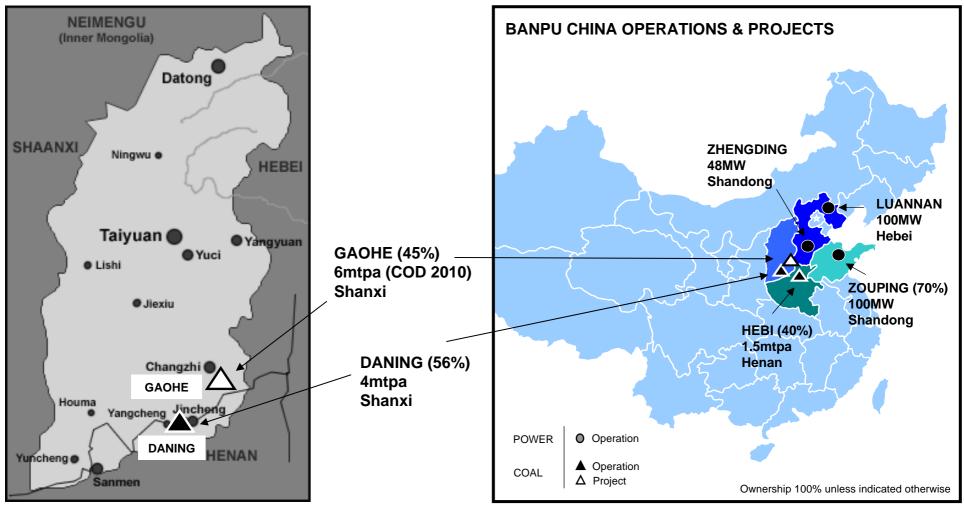


### 2. Asset focus

**Nipon Amorntheparaksa** Head of China Coal



### **Location of Daning and Gaohe**

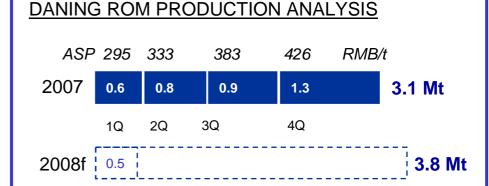




### **Daning introduction**







#### COMMENTS

ASP 450

- Thermal and lump coal production. Grades ranging from CV 5600 – 6900 kcal/kg
- Underground longwall operation with design capacity for 5.0mtpa (licensed for 4.0mtpa)
- Rail spur due for completion in 2008
- Total project investment RMB 1.5bn, debt to equity 65:35

### **Daning surface facilities**





### **Daning underground facilities**



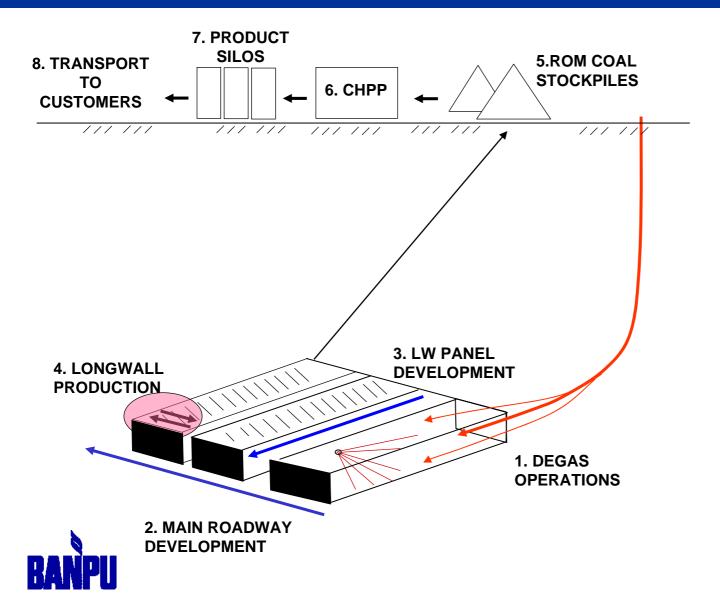


#### Mining components and expertise from

- Shield: DBT (Germany)
- Shearer: Joy (USA)
- AFC: LW Associates (England)
- Conveyor belts: DBT (Germany)
- Electrical system (Australia)
- Underground installation: DBT (Germany)

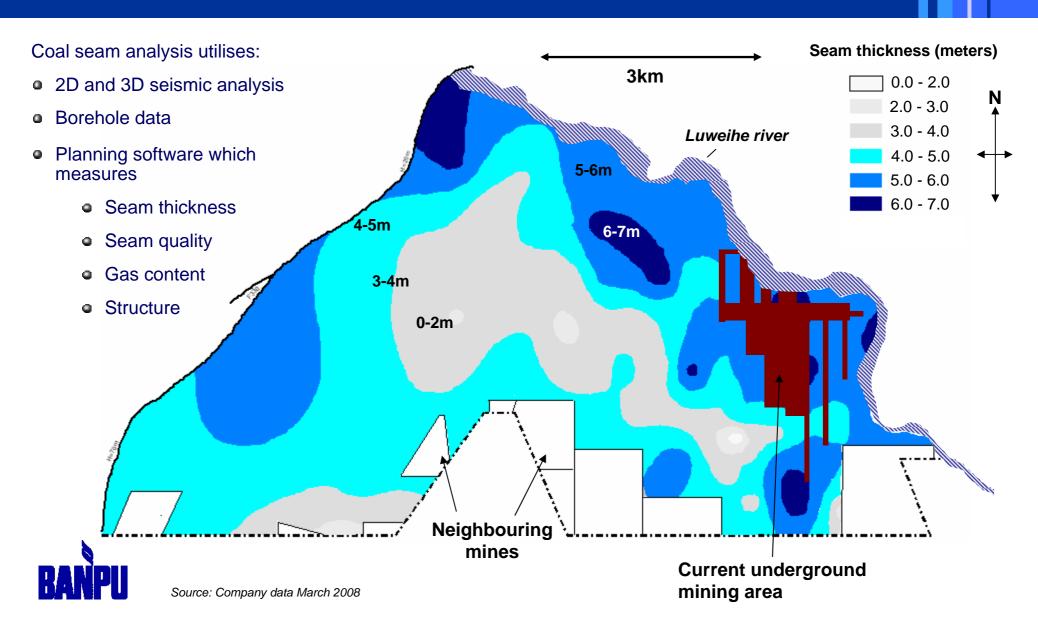


### **Daning coal production process**



- Longwall mines are single face, serial production operations
- Achieving design output is dependent on effectively managing several interrelated activities and minimizing interruptions from external factors (capacity constraints, panel geometry, geology, equipment reliability)

### **Aerial overview of Daning coal seam thickness**



### **Daning health and safety**

- Compulsory safety education and training centre
- Industrial disease control centre and full-time rescue team
- Team and crew management
- Strict safety targets and evaluations
- Severe punishment for safety infringements

KEY SAFETY METRICS	RESULTS (2007)
Fatalities	0
Injury causing accidents	3 (no severe accidents)
Non injury causing accidents	20
Lost production time from accidents	<5%



### **Gaohe introduction**





Total capacity 4x8,000 tonnes

GAOHE PRODUCTION F	<u> PLAN</u>	
2010e	3.0 Mt	
2013e		6.0 Mt
COMMENTS		

- 6Mtpa ROM capacity mine, selling to Chinese utilities and steel mills
- First output 2010 full capacity output by 2013

16

- Total project investment RMB 3.15bn\* (\$455m). Approx. 1/3 incurred to date
- Target 65:35 debt to equity



<sup>\*</sup> Exclude mining license

### **Gaohe site photos**







Total capacity 6x10,0000 tonnes

### 3. Sales and marketing

**Nipon Amorntheparaksa** Head of China Coal

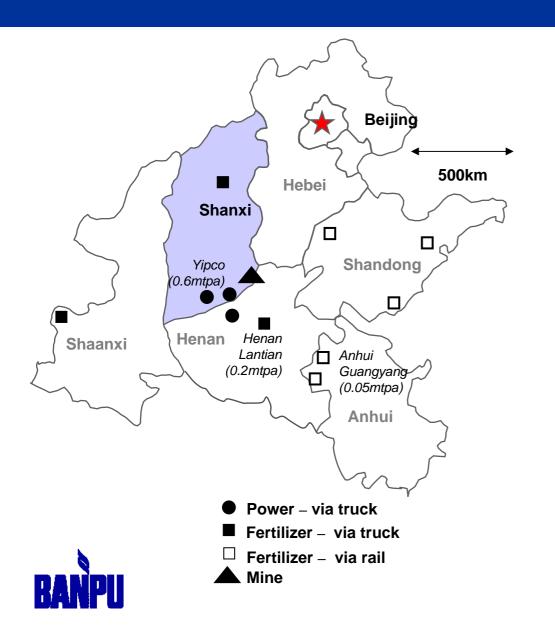


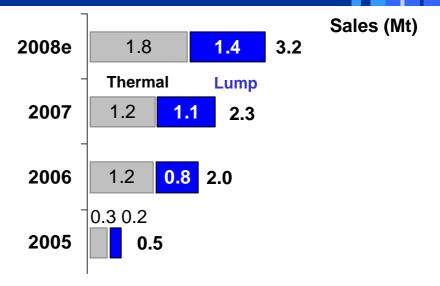
### **Main product specifications**





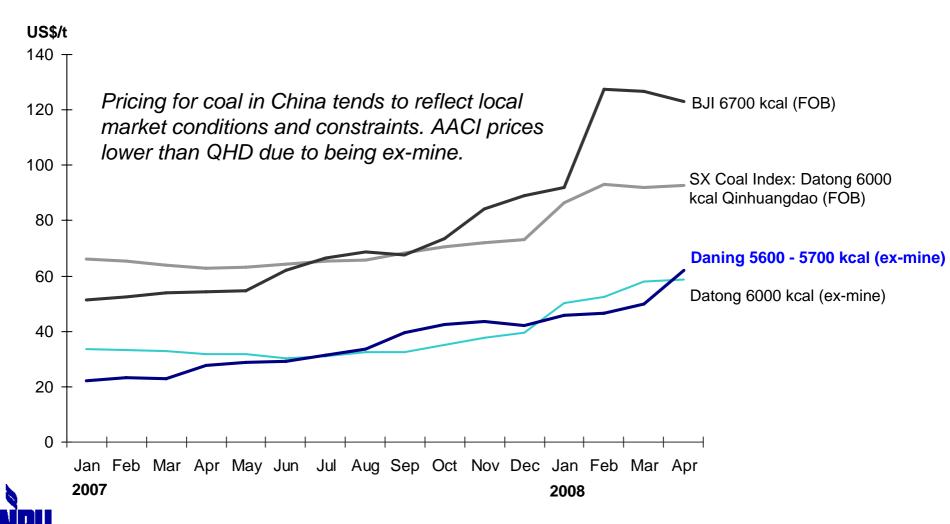
### **Daning sales**

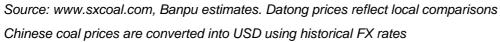




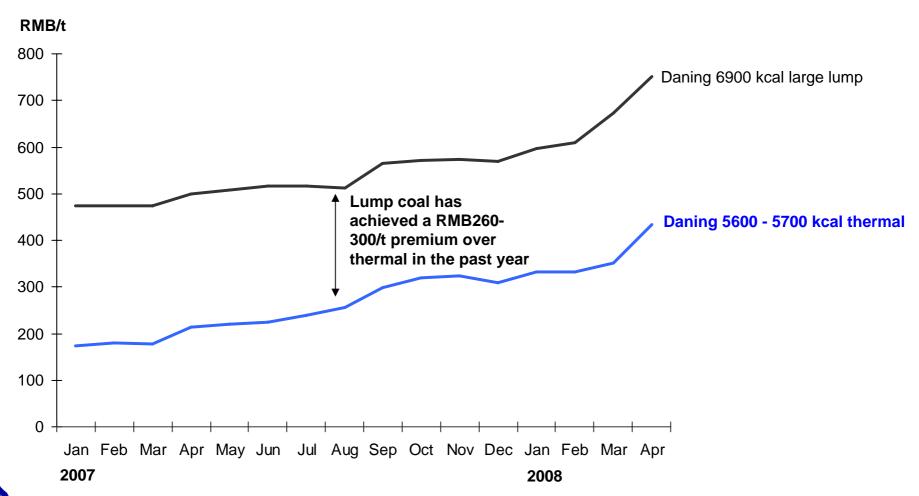
- Buyers include power plants, steel mills and fertilizer producers
- The top three power customers purchase
  65% of total thermal production
- Fertilizer purchases of lump coal are more fragmented
- All sales are made ex-mine
- Completion of rail spur will allow loading of coal onto rail at the mine

### **Pricing environment (1)**



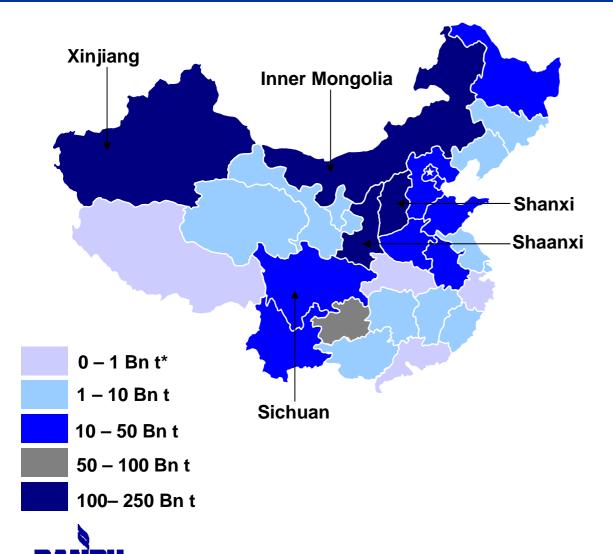


### **Pricing environment (2)**



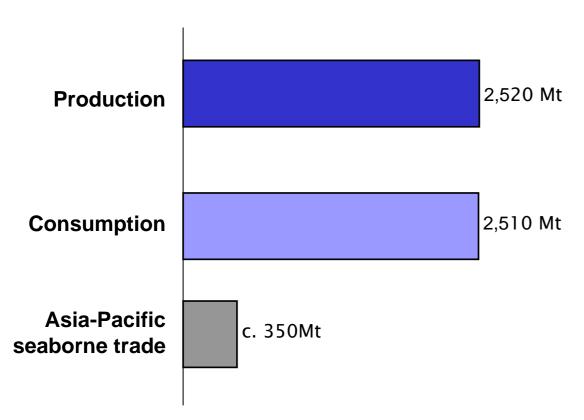


#### Distribution of coal resources in China



- China's coal deposits are concentrated in the northern and northwestern parts of the country.
- China has 1.03 trillion tonnes of coal resources, third largest in the world after USA and Russia
- Shanxi, the largest producing province, contributes 25% of the nation's total production
- Both Daning and Gaohe mines are located in the south-east corner of Shanxi province

### China coal industry (2007)

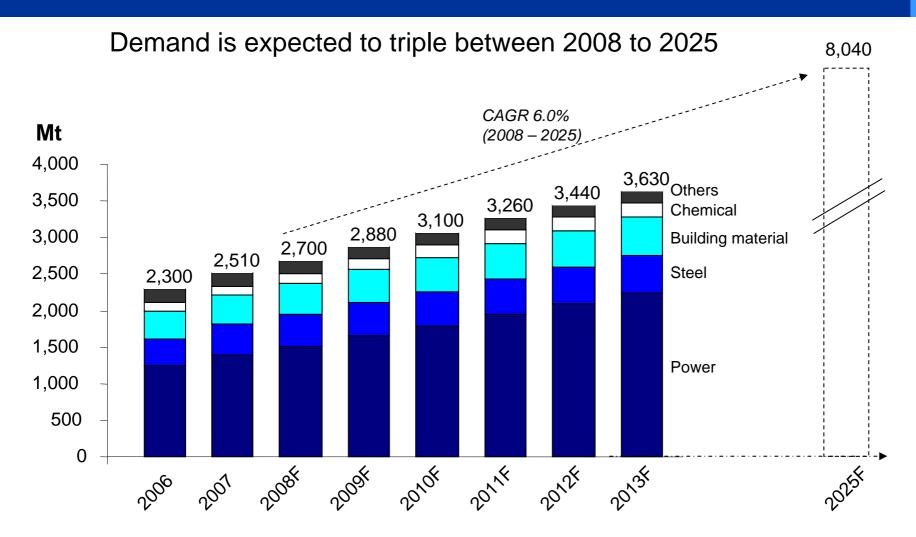


- Coal accounts for nearly 70% of China's energy mix
- Largest coal producers are:
  - Shenhua (149 Mtpa)
  - China coal (72 Mtpa)
  - Shanxi coking coal (61 Mtpa)
  - Datong coal (57 Mtpa)
  - Heilongjiang Longmei (48Mtpa)
  - Yanzhou (40Mtpa)
- China is now a net importer of coal.
  Net export 2007 was 2Mt, mainly to Japan and Korea
- Vietnam and Indonesia provide 76% of imports to China



Source: Chinese National Bureau of Statistics (2007), China market intelligence

### Chinese coal demand by key industries



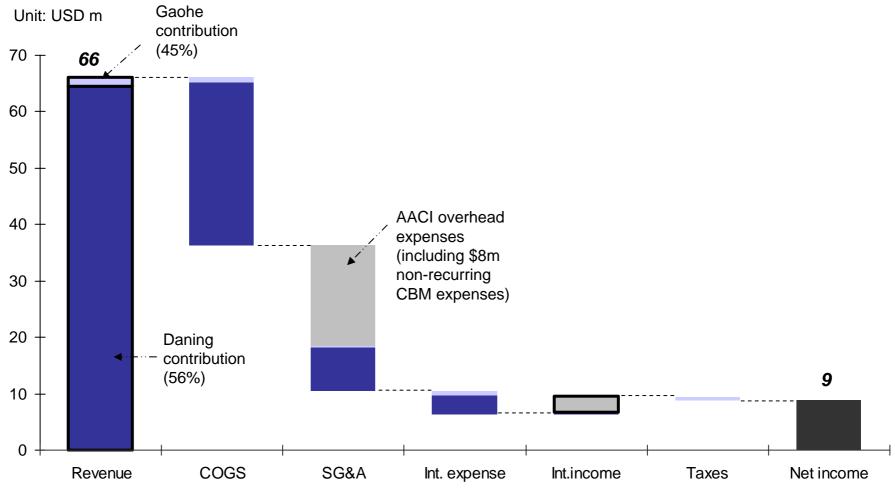


### 4. Financial review

Somruedee Somphong Chief Financial Officer



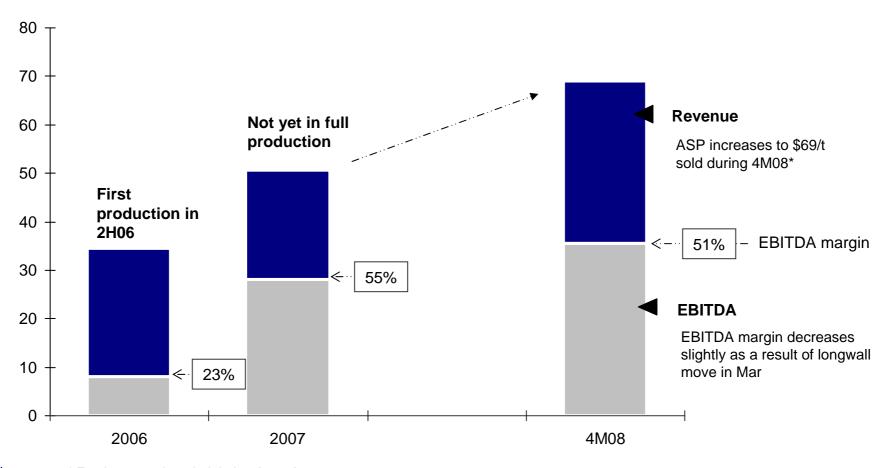
### **AACI 2007 financial breakdown**

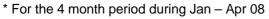




### Daning historical revenue and EBITDA margin

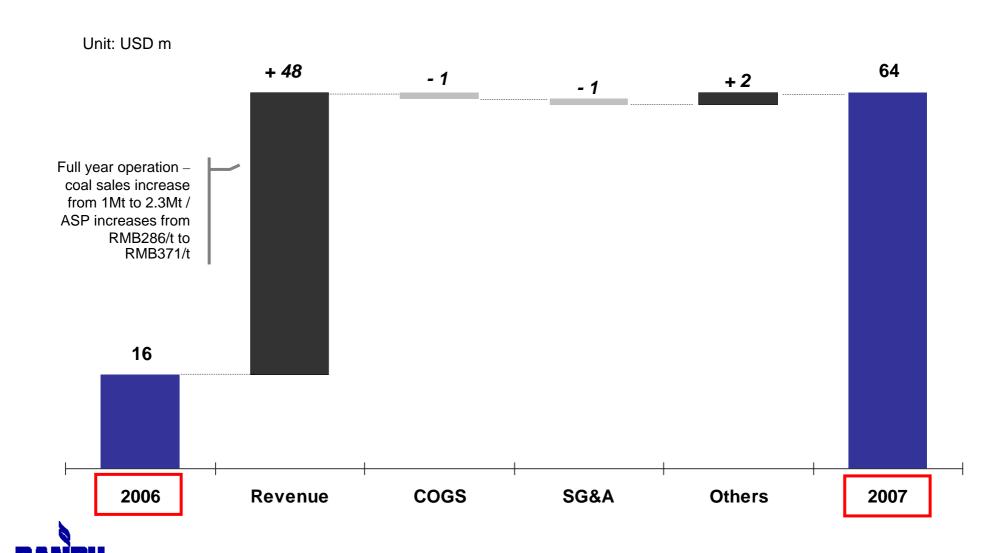
Unit: USD / t sold



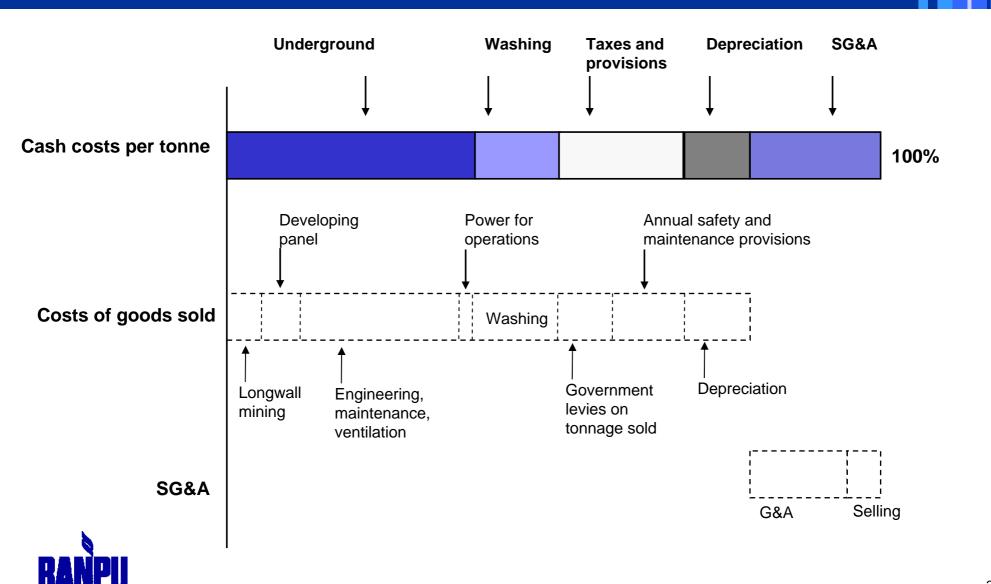




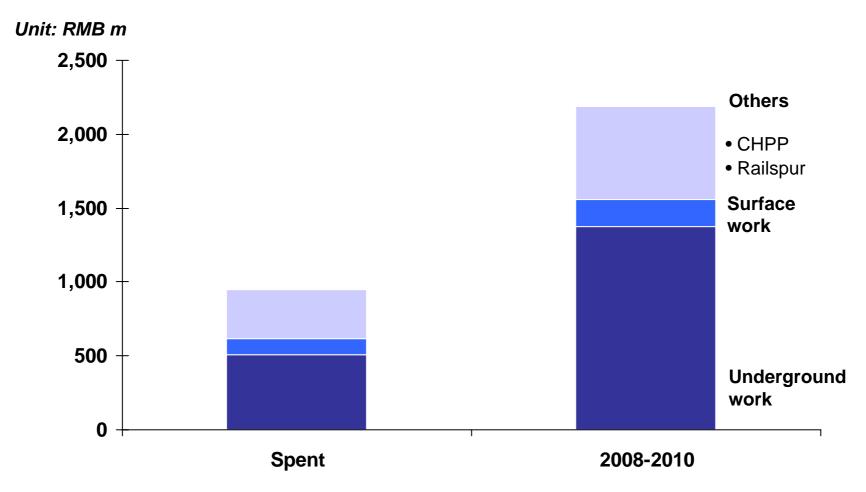
## **Daning EBITDA**



### **Daning cost structure (2007)**



## Gaohe development capital expenditure\*





<sup>\*</sup> Exclude mining license fee

### 5. Strategic considerations

**Somruedee Somphong**Chief Financial Officer



### **Key risk factors**

### 1. Daning

- High gas mine
- Further geological exploration required for western section of mine
- Delays in rail spur completion

#### 2. Gaohe

- General project delays and cost over runs
- High gas mine

#### 3. External

- Coal prices
- Regulatory risks
  - Price controls
  - Taxes
  - Licenses
- Safety compliance

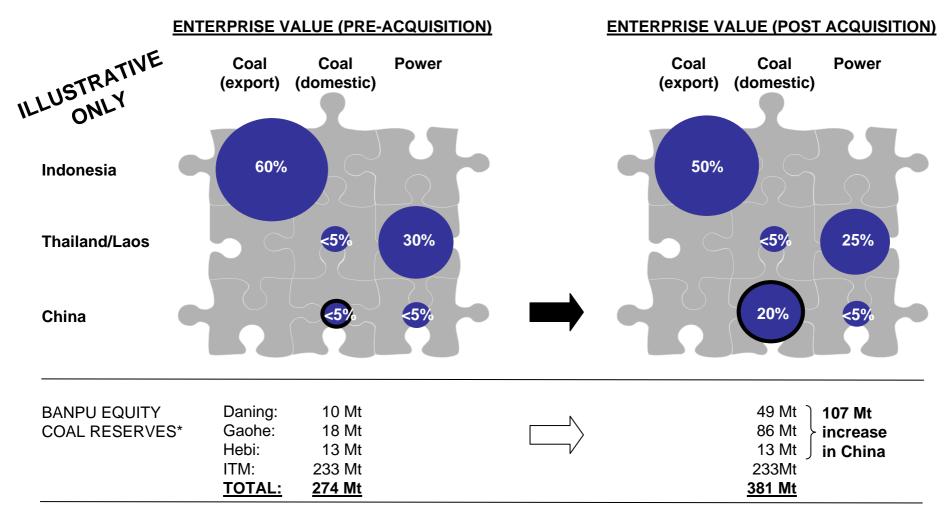


### **Funding for acquisition**

- The total consideration approximately \$420m, equivalent to approx. Bt 13.8 billion
- Sources of fund for acquisition will be from bank loans
- Further capital expenditure for Gaohe development will be mostly from project financing
- Banpu net D/E following acquisition will be approximately 0.42



### **Transaction impact on Banpu value structure**





### **APPENDICES**



## **AACI financial summary**

Unit: USD million	<b>2005</b> <sup>1</sup>	<b>2006</b> <sup>2</sup>	<b>2007</b> <sup>2</sup>
Revenue	-	37.8	66.1
EBITDA	(13.8)	(8.7)	18.6
Net profit (loss)	(13.9)	(14.3)	8.9
Total assets	130.1	209.6	264.5
Net debt	(68.9)	16.0	55.7
Total debt	2.1	86.3	127.1
Total equity	128	123.3	137.3



Note: 1 Under US GAAP 2 Under IFRS

## **Daning financial summary**

Unit: USD million	2005	2006	2007
			_
Revenue	n.a.	67.6	115.2
EBITDA	n.a.	15.7	64.5
Net profit (loss)	n.a.	(2.0)	41.8
Total assets	n.a.	204.5	276.8
Net debt	n.a.	131.3	111.5
Total debt	n.a.	169.4	196.1
Total equity	n.a.	35.1	80.7

Note: All financial is based on IFRS



## **Gaohe financial summary**

Unit: USD million	2005	2006*	2007*
			_
Revenue	n.a.	-	3.5
EBITDA	n.a.	1.8	0.1
Net profit (loss)	n.a.	(0.3)	(8.0)
Total assets	n.a.	65.2	138.8
Net debt	n.a.	(20.3)	37.6
Total debt	n.a.	35.1	78.8
Total equity	n.a.	30.1	60.0

Note: All financial is based on IFRS

