

# Investor Presentation: 2011 Results

5 April 2012, London

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- URENCO: Financial Performance
- URENCO: Outlook

# Our global presence

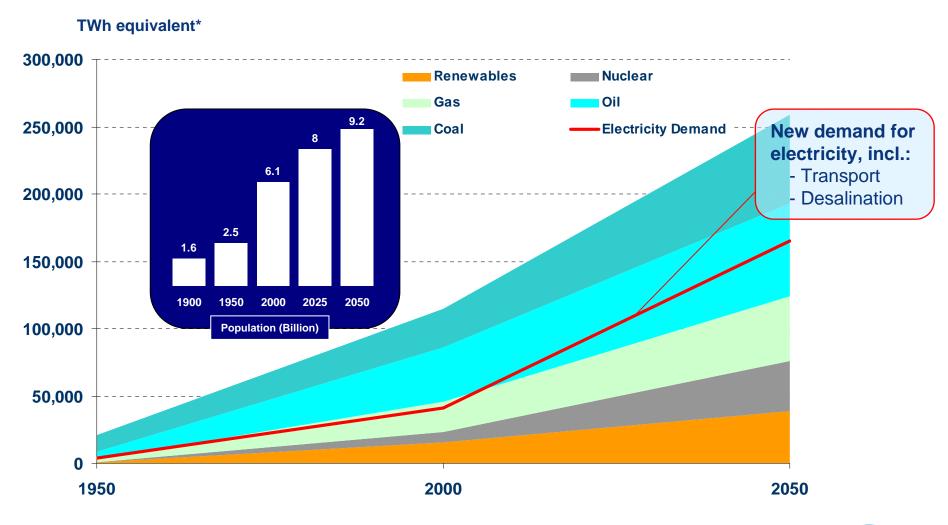




### The world energy challenge

Demand and population growth through 2050





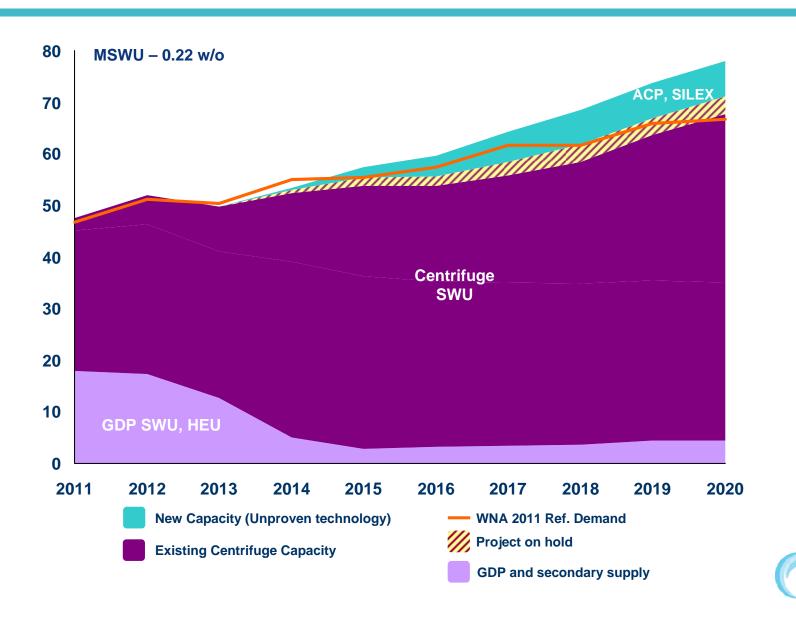




## **SWU** market equilibrium







# **Impact from Fukushima**



Potential Impact	Mitigating Factors
Regulatory	<ul><li>URENCO plant design safe</li><li>URENCO plant low chemical risk only</li></ul>
Sales	<ul> <li>Geographic diversification</li> <li>Replacement sales in new markets</li> <li>Long-term order book in excess of €20 billion extending beyond 2025</li> <li>URENCO capacity expansion modular</li> </ul>
Capex	<ul> <li>Capacity expansion in line with customer needs</li> <li>Easily adjusted to market requirements</li> <li>Committed to build close to customer demandance</li> </ul>

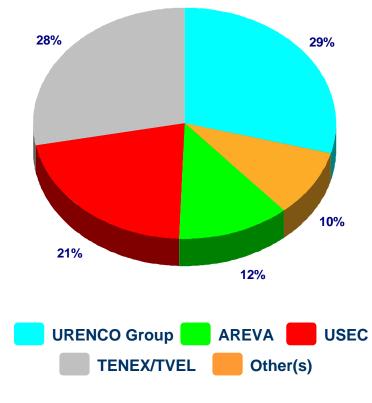
# **Competition overview**

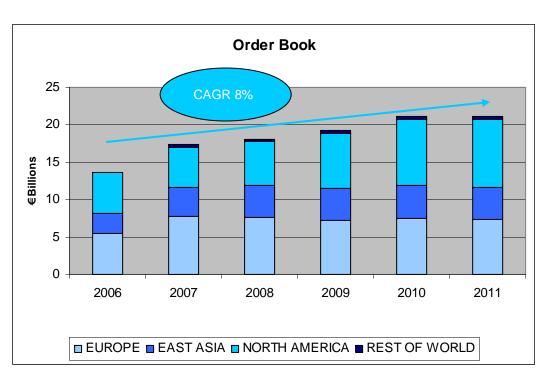


- Continued operation of gas diffusion plant in the US in question; ongoing complex funding discussions reported for American Centrifuge Project.
- Russia continuing on track to remove quotas and trade barriers in all markets; Russian market still closed to URENCO.
- European gas diffusion operations due to shut down; competitors' centrifuge plant operational ramp up continues.
- China intent on having capacity to supply largest nuclear new build programme globally. Seeking to access foreign enrichment capacity and technology whilst developing domestic capability.
- Laser enrichment approval issued following environmental impact application.

## Global market share development







2011 - 29%

(Source: URENCO)

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## **Good 2011 performance**



#### **Fulfilled all customer commitments**

- Flexible business model: Solid revenue growth up 3.4% to €1.3 billion
- Increased global market share to 29% \*
- Limited impact from Fukushima

#### Successful capacity expansion

- Additional capacity of 1,600 tSW/a brings the Group to more than 14,600 tSW/a
- On target to achieve 18,000 tSW/a by 2015
- Enrichment capacity expanded in Germany, the Netherlands and the USA
- Initial challenges in USA overcome; project expansion on schedule
- Tails Management Facility project on schedule for operations in 2015

#### Strong platform to maintain growth

- Order book continues to be strong: In excess of €20 billion extending beyond 2025
- Future focus on internal efficiencies

# Our unique strengths



#### **Customer service**

Being the "most favourable supplier of enrichment services":

- close relationships with all our customers
- focus on quality and flexibility
- 100% delivery against commitments

#### Skills

Our workforce is made up of very talented people:

- operating with great integrity
- compliance in a highly regulated industry
- directly responsible for the success of our business

#### Safety

Safety is our priority for the protection of:

- our employees
- the communities where we operate
- the suppliers we work with
- the customers we supply

#### World-leading technology

Centrifuge technology is the world's preferred uranium enrichment technology:

- recognised as the most cost effective
- proven form of enrichment globally

# Committed to build close to our customers





Year end capacity: 14,600 tSW/a → target of 18,000 tSW/a by 2015

Future investment: 2012 - 2015 → €2.5 billion





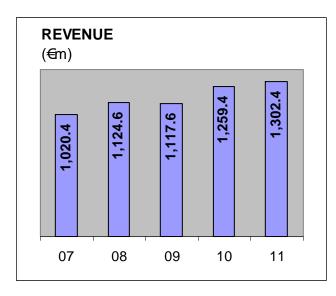
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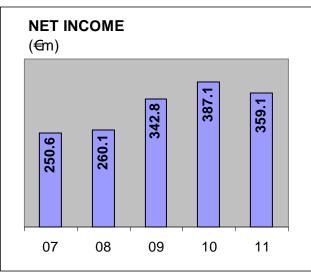


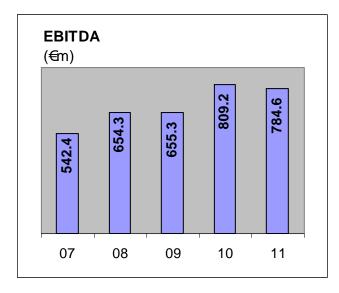
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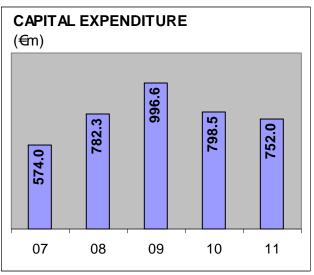
# **Key indicators**











# Robust results and positive outlook



**Operating performance** 

Revenue	€1.3bn	
EBITDA margin	60%	
Net income margin	28%	

Solid financial structure

Capital Investment	<b>€</b> 752m
Net financial debt	+ €230m
Continued strong operating cash flows	
No significant debt maturities until 2015	

Expected growth in output, revenue and earnings in 2012

# 2011 key figures



#### Financial highlights

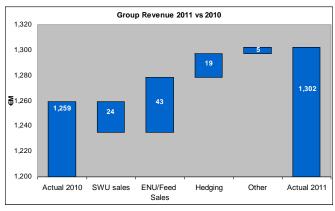
	2011 €m	2010 <sup>(i)</sup> €m	% Increase/ (Decrease)
Revenue	1,302.4	1,259.4	3%
EBITDA	784.6	809.2	(3)%
Income from operating activities	525.7	590.5	(11)%
Net Income	359.1	387.1	(7)%
Capital expenditure <sup>(ii)</sup>	752.0	798.5	(6)%
Cash generated from operations (before interest & tax)	902.8	858.2	5%

<sup>(</sup>i) The December 2010 results have been restated for a change in accounting policy under IAS 31 Interests in Joint Ventures.

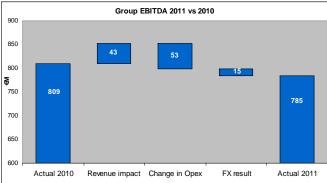
<sup>(</sup>ii) Capital expenditure reflects investment in property, plant and equipment plus the prepayments in respect of fixed asset purchases for the year.

# Revenue, EBITDA, net income – 2011 vs 2010

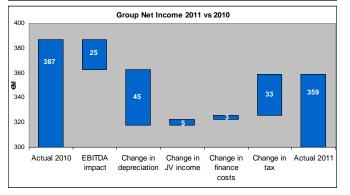




 Reduction in SWU sales compensated by increase in feed sales



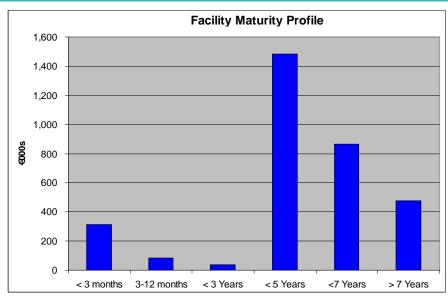
 Operating costs impacted by increased energy costs, ongoing UUSA build-up costs and lower margins due to sales mix

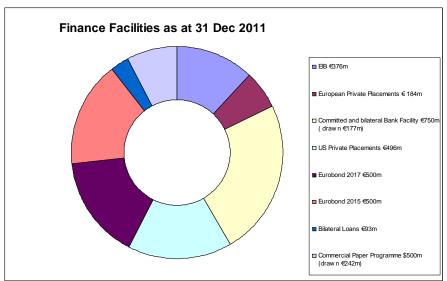


- Higher depreciation following installed capacity coming online
- Reduction in tax effective rate

# **Facilities and funding**







- Sufficient forward cover from our committed funding facilities for the medium term
- New syndicated and bilateral facilities totalling €750m due March 2016; €75m of additional European Investment Bank funding drawn in 2011
- Continuing investor interest in URENCO's corporate credit:
  - Access to the US Commercial Paper market
  - Access to a broad variety of long-term funding

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#### **Positive outlook**



- Build and maintain strong customer relationships
- Strong order book: €20 billion confirmed extending beyond 2025
- Capacity increasing in line with demand no excess or shortfalls
- Continued investment in technology, people and innovation to maintain leading position
- Flexibility of business model facilitating diversification and future growth



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