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# 2018 – CONTINUED DELIVERY, COMPETITIVE RETURNS TO SHAREHOLDERS

**GE Production** 

1,562 Koz

+9%

Adjusted EBITDA

\$780m

+5%

**Underlying EPS** 

\$1.00

+14%

**AISC** 

\$861/oz

-4%

2018 Dividend Yield

5%

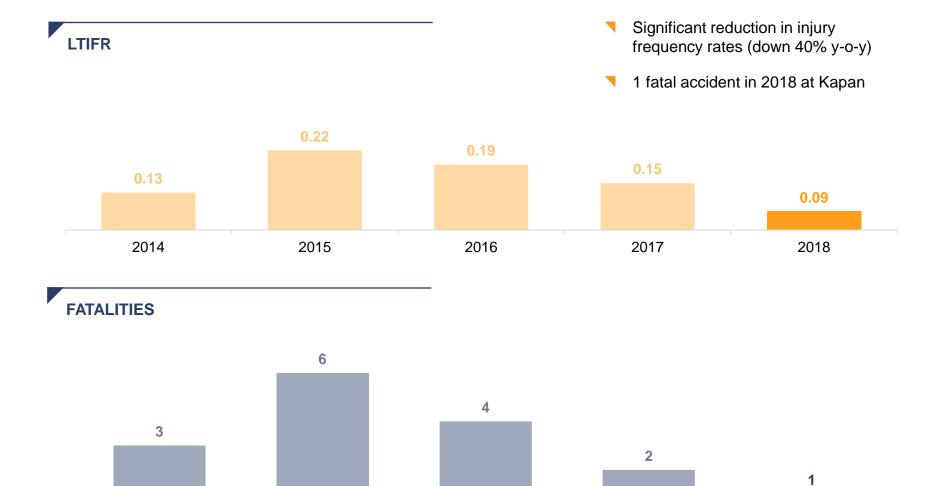
+1%

2018 DPS

\$0.48

+9%

## **2018 - SAFETY**



#### **ESG LEADERSHIP**

#### **RECOGNITION OF OUR EFFORTS TO DATE**



MSCI

▼ First and only Russian member

ESG rating BBB



- Leader in M&M
- 1st among 47 mining companies
- 100 percentile
- ▼ First sustainability-linked loan in CIS



FTSE4Good

- ▼ 5/5 in Corporate Governance
- **▼ 5/5** for Anti-Corruption
- 5/5 in Risk Management & Labor Standards
- **94**th Percentile
- 4.4/5.0 total ESG score

10,551

**EMPLOYEES** 

MAJOR ENVIRON-MENTAL INCIDENTS

0

COMMUNITY INVESTMENTS

\$ 10m

FEMALE QUALIFIED PERSONNEL

40%

STAFF TURNOVER

5.8%

## 2018 – EXCELLENT EXPLORATION RESULTS

Ore Reserves

+ 3.2 Moz

+15% y-oy

**Exploration drilling** 

350 km

Mineral Resources

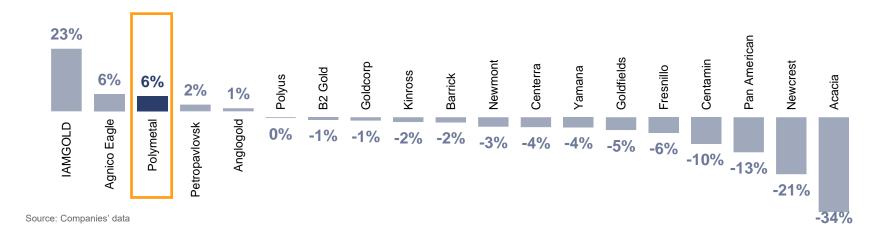
+ 8.1 Moz

+44% y-o-y

GE Reserves per share

+6%

#### 2018 RESERVE PER SHARE, y-o-y change

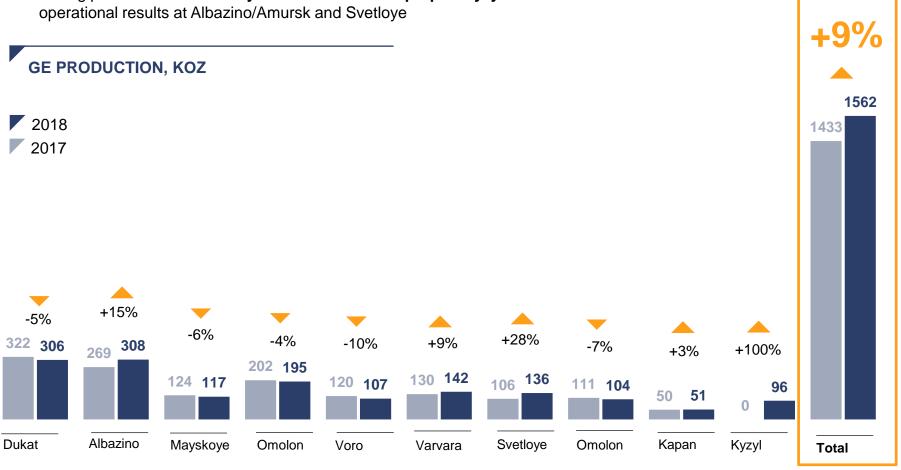


### 2018 - PRODUCTION

Record gold equivalent production of 1,562 Koz, +9% y-o-y and above the original guidance of 1,500 Koz

Strong performance driven by the successful ramp-up at Kyzyl and excellent operational results at Albazino/Amursk and Svetloye

**Exceeding our guidance for** seventh year in a row



## **2018 – FINANCIAL HIGHLIGHTS**

# Strong growth of all profitability metrics

	2018	2017	Change
Revenue, \$m	1,882	1,815	+4%
Adjusted EBITDA, \$m	780	745	+5%
Adjusted EBITDA margin	41%	41%	-7bps
Total cash cost, \$/GE oz	649	658	-1%
All-in sustaining cash cost, \$/GE oz	861	893	-4%
Underlying net earnings, \$m	447	376	+19%
Underlying EPS, \$/share	1.00	0.88	+14%
Dividends proposed for the FY, \$/share	0.48	0.44	+9%
Net operating cash flow, \$m	513	533	-4%
Capital expenditure, \$m	344	383	-10%
Free cash flow (ex M&A), \$m	176	143	+23%
Net debt/Adjusted EBITDA	1.95	1.91	+2%
Net debt, \$m	1,520	1,420	+7%

#### **2018 – REVENUES**

## Strong revenues driven by growing sales volumes

- Revenues of \$1,882m, up 4% y-o-y driven mainly by GE sales growth of 5%
- The average realised gold price remained relatively flat over 2017 at \$1,226/oz, while silver was down 8% at \$15.7/oz as larger silver sales volumes were recorded in 2H when the silver market prices were lower

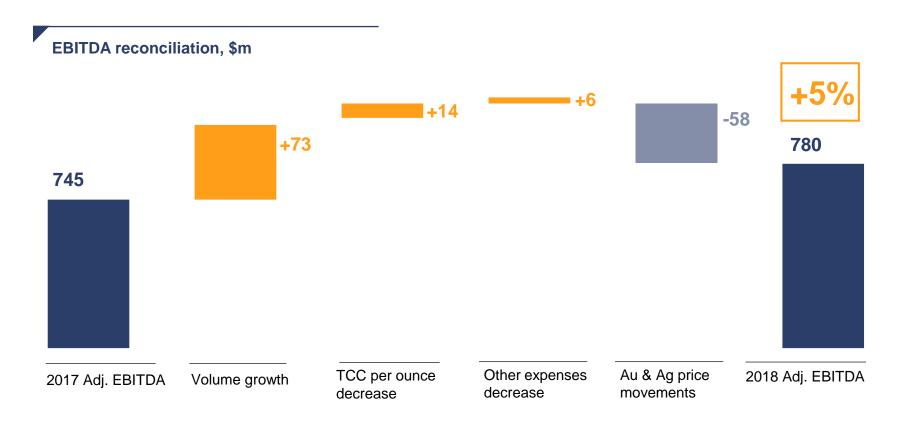
	2018	2017	Change	Volume variance, \$m	Price variance, \$m
Gold revenue, \$m	1,468	1,359	+8%	134	-25
Sales volumes, Koz	1,198	1,099	+10%		
Average realised price, \$/oz	1,226	1,247	-2%		
Share of revenues	78%	75%	-		
Silver revenue, \$m	380	426	-11%	-13	-6
Sales volumes, Moz	25.7	26.5	-3%		
Average realised price, \$/oz	14.8	16.1	-8%		
Share of revenues	20%	23%	-		
Other metals revenue, \$m	34	30	+13%		
Share of revenues	2%	2%	-		
Total GE sold, Koz	1,535	1,456	+5%		
Total revenue, \$m	1,882	1,815	+4%	99	-32

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#### **2018 – EBITDA**

# Driven by higher production volumes and better than expected cost performance

- Adjusted EBITDA was \$780m, 5% higher year-on-year, with an Adjusted EBITDA margin of 41%
- Strong increase in EBITDA at Mayskoye, Albazino/Amursk, Svetloye, Varvara and Kyzyl on the back of a robust operating performance but was down at Omolon and Dukat due to lower GE sales

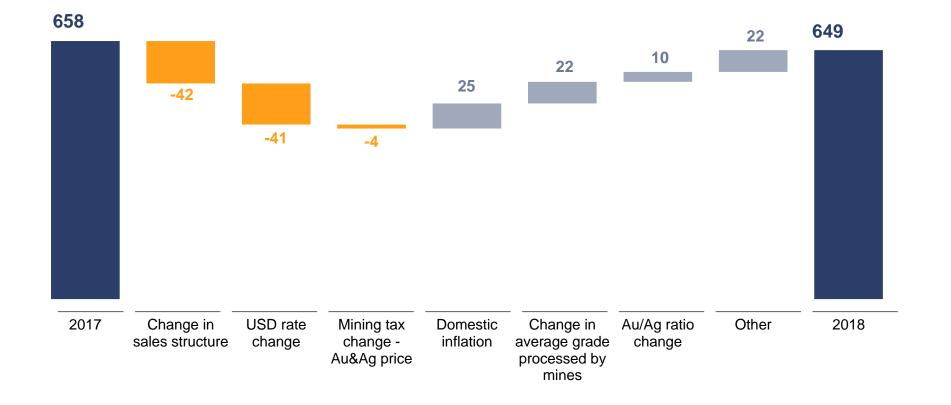


#### 2018 – TOTAL CASH COSTS

Below the guidance of \$650-700/oz

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- ▼ TCC down 1% y-o-y mainly due to a weaker rouble and strong operating results
  - ▼ 7% depreciation of the Russian Rouble (offsetting 4% domestic CPI)
  - ▼ Significant cost improvement at Mayskoye as it processed oxide ore through the combined float-leach circuit
  - Above-plan contributions from Kyzyl and lower costs at Svetloye on the back of higher ore stacking volumes

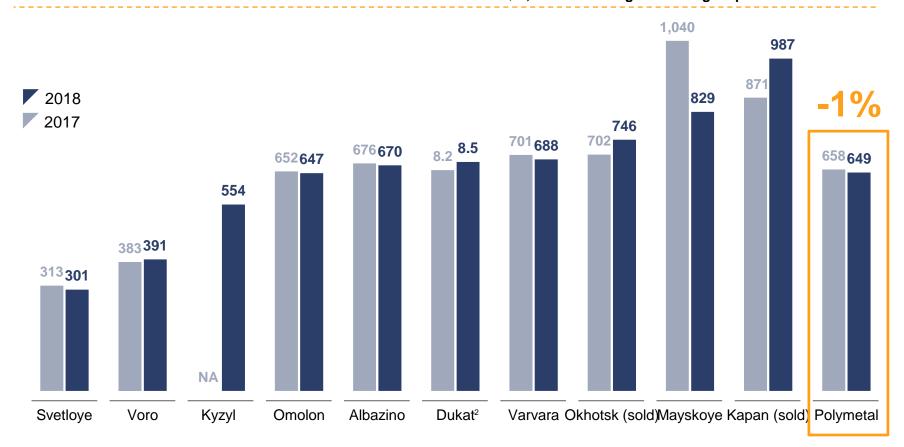


### TOTAL CASH COST DYNAMICS BY MINE

2017-2018

**TOTAL CASH COST, \$/oz of GE** 

\$ 1,226/oz - average realised gold price in FY 2018



#### Notes

<sup>1)</sup> Co-product total cash cost: cost of sales + on-mine part of SG&A - deprecation and amortization. GE (gold equivalent) based on actual realized gold, silver and copper prices

<sup>2)</sup> Silver equivalent based on average realised prices.

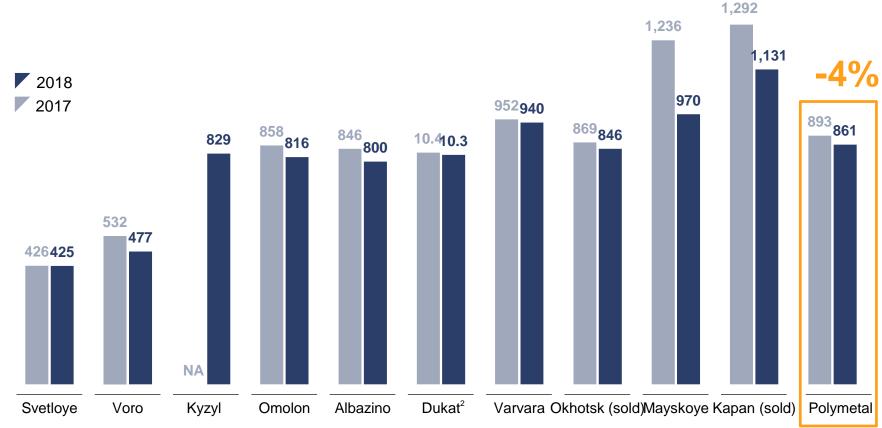
#### **AISC DYNAMICS BY MINE**

2017-2018

ALL-IN SUSTAINING CASH COSTS, \$/oz of GE1

Below the guidance of \$875-925/oz

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#### Notes

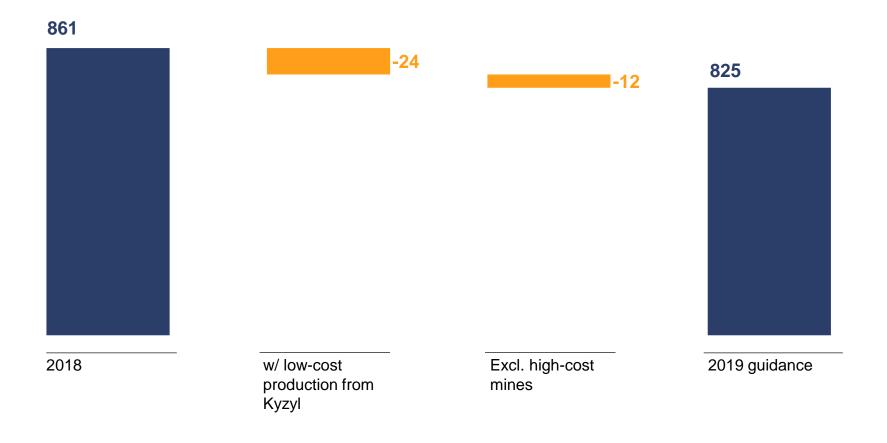
<sup>1)</sup> Co-product AISC: TCC + head office SG&A + other expense + current period capex for operating mines. GE (gold equivalent) based on actual realized gold, silver and copper prices

<sup>2)</sup> Silver equivalent based on average realised prices.

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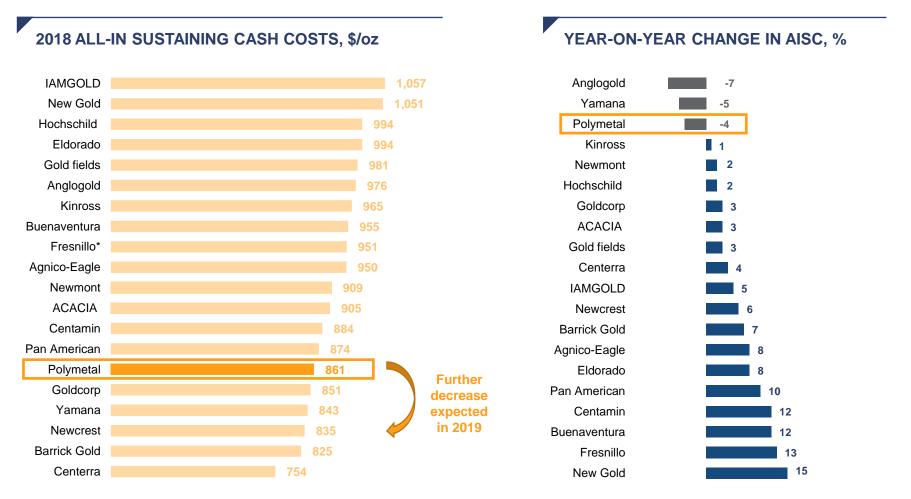
## **COST DYNAMICS**

PRO FORMA AISC IMPROVEMENT, \$/oz



### **KYZYL IS EXPECTED TO DRIVE DOWN COSTS**

#### To the lower end of the cash cost curve



Source: Companies' data. Centamin and Eldorado reported on by product basis. Hochschild: AISC based on Ag/Au ratio of 80 \* BMO data

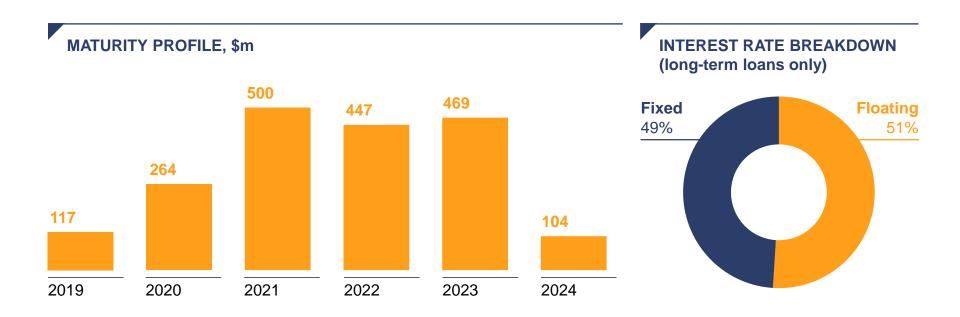
### **BALANCE SHEET**

# Ample liquidity and a comfortable maturity profile

- Net debt of \$1.5 bn as of 31 Dec
- Strong cash position of \$379m
- **Low cost of debt at 4.2%** with 100% of loans on bilateral basis and denominated in US dollars

 Net Debt/Adjusted EBITDA of 1.95x as at year end well below hard ceiling of 3.25x (banks) and 2.5x (regular dividends) 16

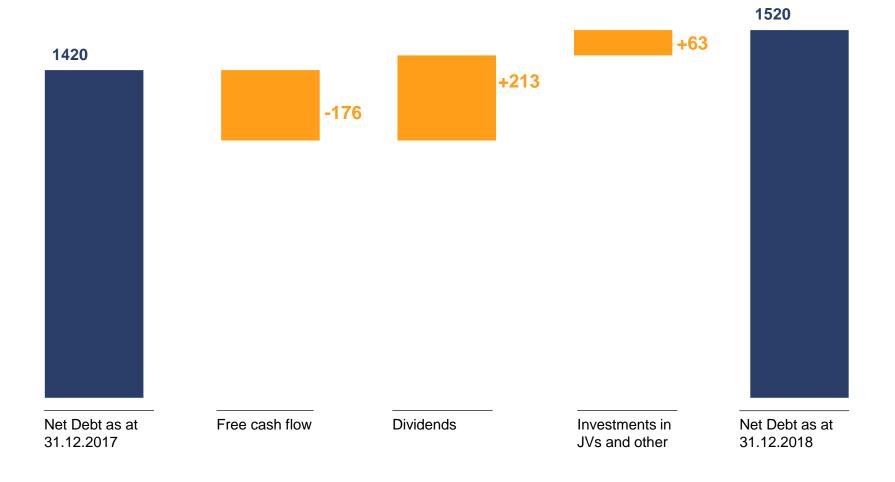
Robust liquidity profile: \$1.3 bn of undrawn credit facilities



## **CAPITAL ALLOCATION**

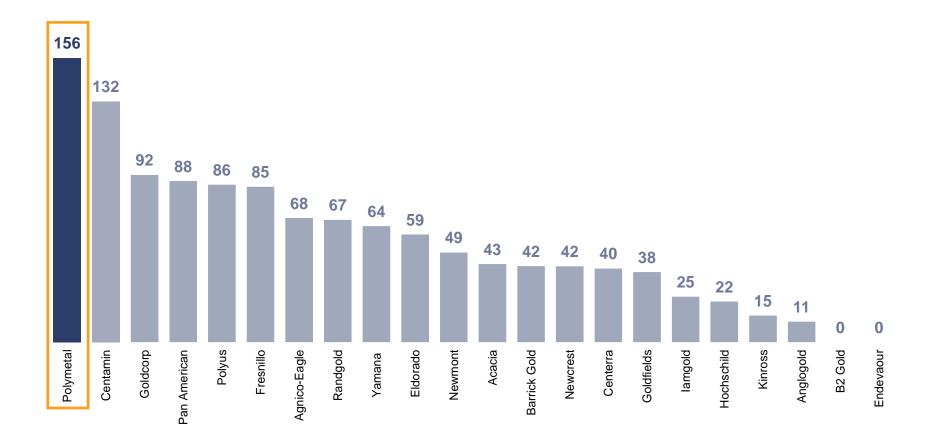
The Company has maintained strict financial discipline, evidenced in consistent cost performance and rigorous capital allocation, enabling it to reward shareholders with significant dividends

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## TRANSLATING PRODUCTION INTO DIVIDENDS

**DIVIDENDS PER GOLD EQUIVALENT PRODUCED IN 2012-2018, \$/oz** 

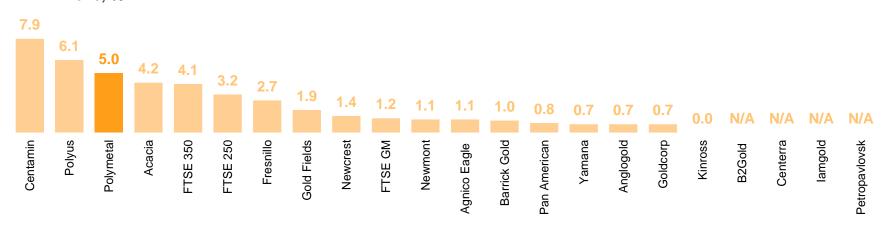


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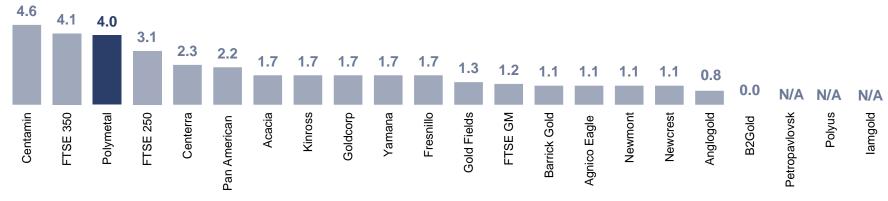
### SECTOR-LEADING SHAREHOLDER RETURNS

## Dividend yield

DY: 2018, %



#### DY: 5-YEAR AVERAGE (SINCE JAN 2014), %

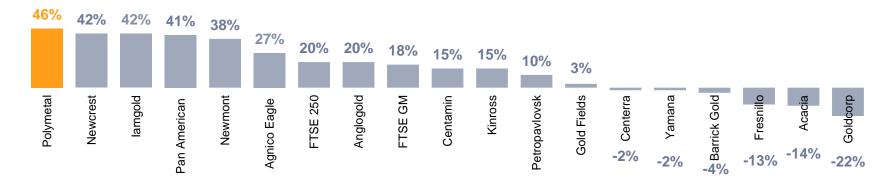


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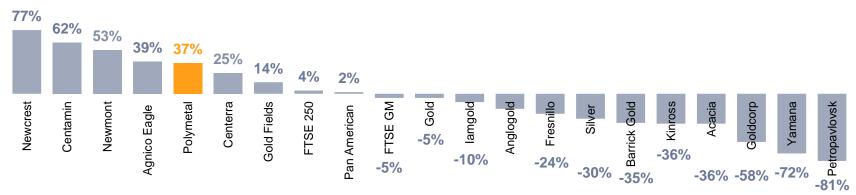
### SECTOR-LEADING SHAREHOLDER RETURNS

## 3-year and 5-year TSR

#### 3-YEAR TSR, %



#### 5-YEAR TSR, %



# SIMPLE STRATEGIC OBJECTIVES AND CLEAR EXECUTION PRIORITIES

#### **SCOPE OF ACTIVITY**

#### Russia and FSU

- Focus on gold, silver and possibly other base metals
- Medium-sized high-grade deposits
- Vertical integration
- ESG best practice

# CAPITAL ALLOCATION PRINCIPLES

- Regular dividend is shareholder's right, comes before growth spending
- Target Net Debt/EBITDA of less than 1.5x
- CAPEX hurdle rate 12% real unlevered

#### **DESIRED OUTCOME**

- Significant sustainable dividend
- Meaningful growth
- Stable licence to operate
- Robust balance sheet
- Reduction of environmental footprint

## **2019 GUIDANCE**

- Further improvement in costs first year of Kyzyl production at full design capacity
- ▼ Higher FCF yield above 5%
- Stable and meaningful income to shareholders
- Reduced leverage

	2018 Actual	2019 Guidance
Production, Koz of GE	1562	1550
TCC, \$/oz of GE	649	<b>Down</b> to 600-650
AISC, \$/oz of GE	861	<b>Down</b> to 800-850
Capital expenditure, \$m	395*	377
Free cash flow	176	Growth
Regular dividend	\$0.48/share	50% of underlying net income
Net Debt/ Adjusted EBITDA	1.95	Down

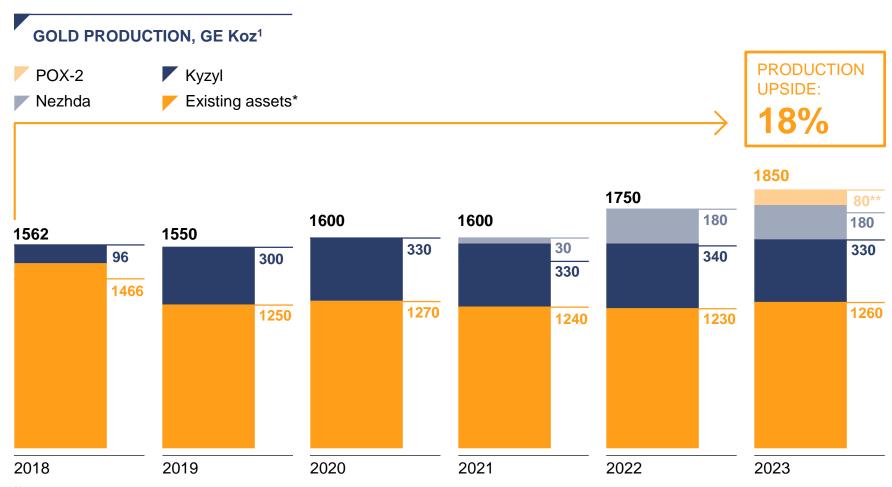
Assumptions	2018 Actual	2019 Budget
Gold, \$/oz	1271	1200
Silver, \$/oz	15.7	15.0
RUR/USD rate	63	65
Oil	68	70

Notes:

<sup>\*</sup>With the addition of loans that were extended to Nezhda and Prognoz before consolidation of these assets

### STRONG GROWTH PROFILE

2018-2023

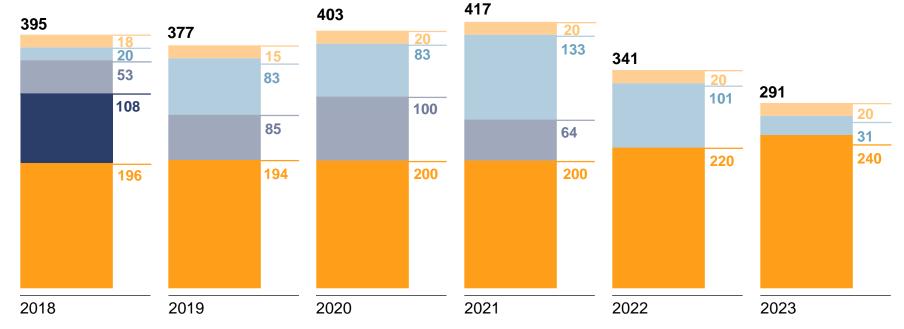


#### Notes:

- 1) Gold equivalent (GE) at 80:1 Ag oz/Au oz and 1:5 Cu mt/Au oz conversion ratios
- \* Excludes Okhotsk (sold in December 2019) and Kapan (sold in January 2019) starting from 2019
- \*\* Includes recovery improvement and long-term 3rd party contracts

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## **CAPITAL EXPENDITURE**



Notes: With the addition of loans that were extended to Nezhda and Prognoz before consolidation of these assets 1) Prognoz, Viksha, greenfield exploration

#### **BOARD SUCCESSION PROGRAM**

Initiated in June 2017 to ensure progressive renewal of the Board in line with international best practice in corporate governance

#### **■ 2018 – 3 NEW INEDs**

- Ollie Oliveira Senior Independent Non-Executive Director tasked to lead the Company's Chair succession.
- Tracey Kerr and Giacomo Baizini Independent Non-Executive Directors.

#### **■ 2019 – 1 NEW INED**

- Ian Cockerill Independent Non-Executive Director with effect from 23 April 2019. Mr Cockerill will be nominated to succeed Bobby Godsell, who has served as Chair of the Board since 2011.
- Bobby Godsell and Jonathan Best will not be offering themselves for re-election at the upcoming AGM.
- Following Mr Best's retirement from the board, Giacomo Baizini will be appointed as Chair of the Audit and Risk committee.



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#### IAN COCKERILL, INED

- Blackrock World Mining Trust, Chair, since 2016
- Ivanhoe Mines Ltd, Lead Independent Director, since 2011
- Ex-President and CEO of Goldfields
- Ex-CEO of AngloCoal
- Bachelor of Science in Geology and a Master of Science in Mining-Mineral Production Management

## 2019 - KEY MILESTONES AND NEWS FLOW

Corporate	
23 May	▼ AGM
24 May	▼ Final dividend pay-out, CMD in London
August	▼ Interim dividend announcement
Q3	▼ Financing updates (refinancing of short-term debt)
Projects	
Q2	POX-2 - start of detailed engineering and construction
	■ Updated OR and MR estimates at Veduga
Q3	▼ First ore mined at Nezhda
	■ Updated MR estimate at Viksha
Q4	▼ Full revaluation of OR and MR at Kyzyl based on actual operating statistics and exploration results



# SENSITIVITY TO RUB/USD EXCHANGE RATE AND OIL PRICE

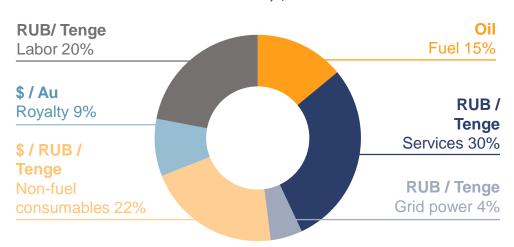
- Over 2018, the Russian Rouble depreciated 17% y-o-y from 57.6 RUB/USD to 69.8 RUB/USD as at 31 December 2018
- Average rate in 2018 was 62.9 RUB/USD
- Actual rate 65.6 RUB/USD

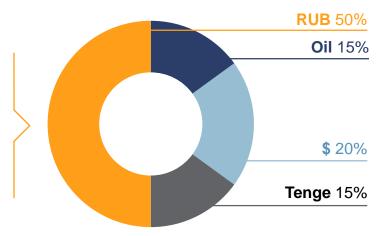
## A 1 RUB movement in domestic currency will have:

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- \$5-6/oz effect on TCC
- \$8-10m impact on EBITDA
- \$10-11m effect on FCF (assuming 60% of capex is in foreign currencies)

#### 2019 CASH COST STRUCTURE, \$/oz





## **PORTFOLIO REVIEW UPDATE**

## Shrinking the footprint

Asset	TCC	Value, \$m
50% in Dolinnoye	Sold in Q2 2018	17
Kapan	Sold in January 2019	55
Svetlobor	Sold in Q4 2018	6
Okhotsk	Sold in Q4 2018	30

Asset	TCC	Value, \$m
Lichkvaz	Under 6-month RoFR from buyer of Kapan Sale expected in Q4 2019	~10
74% in Veduga	Ownership streamlined, sale process to re-commence in Q1 2019	~100
Maminskoye	Non-core, options evaluated	Uncertain
Kutyn	Non-core, options evaluated	Uncertain

\$108<sub>m</sub> PROCEEDS

AMBITIOUSLY TARGETING DEALS FOR ANOTHER \$150+m
BY 2020

30

### 2018 - RESERVES & RESOURCES

# Center of gravity shifting to new high grade and lower cost assets

