



# ANGLO AMERICAN PLATINUM 2017 ANNUAL RESULTS PRESENTATION

19 February 2018



*Mogalakwena mine*

**Real Mining. Real People. Real Difference.**

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# 2017 ANNUAL RESULTS AGENDA

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**Safety & sustainability performance**

*Chris Griffith*



**Business performance**

*Chris Griffith*



**Financial results**

*Ian Botha*



**PGM market review**

*Chris Griffith*



**Positioning for the future**

*Chris Griffith*

# DELIVERING ON OUR COMMITMENTS

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## Repositioning the portfolio

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Production in H1 of cost curve

**70%**

from 40% in 2012

Loss-making production cut

**470koz**

since 2012

## Cost control and earnings

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Unit cost reduction

**2%**

to R19,203 /platinum ounce

EBITDA margin & ROCE

**18%**

up from 15% and 9%

## Strong balance sheet

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Net Debt

**R1.8bn**

decrease of 75%

Free cash flow from operations<sup>(1)</sup>

**R2.4bn**

increase of 9%





# 2017 RESULTS

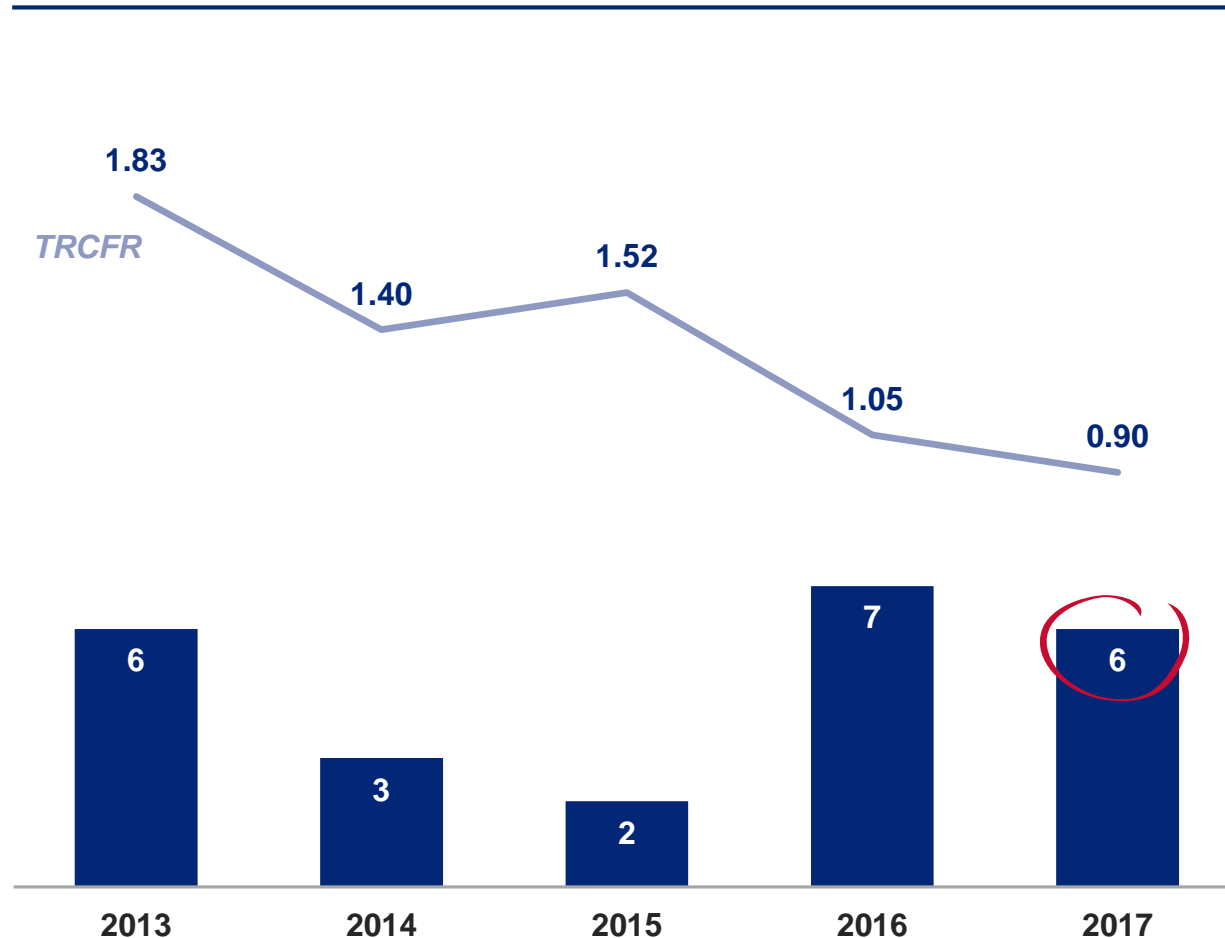
## SAFETY & SUSTAINABILITY PERFORMANCE

Chris Griffith

*Groenfontein vegetable project at Mogalakwena*

# FATALITIES UNACCEPTABLE – OTHER INDICATORS IMPROVE

## Fatalities & total recordable case injury frequency rate (TRCFR)<sup>(2)</sup>



## TRCFR improvement

14%

## LTIFR<sup>(3)</sup> improvement

14%

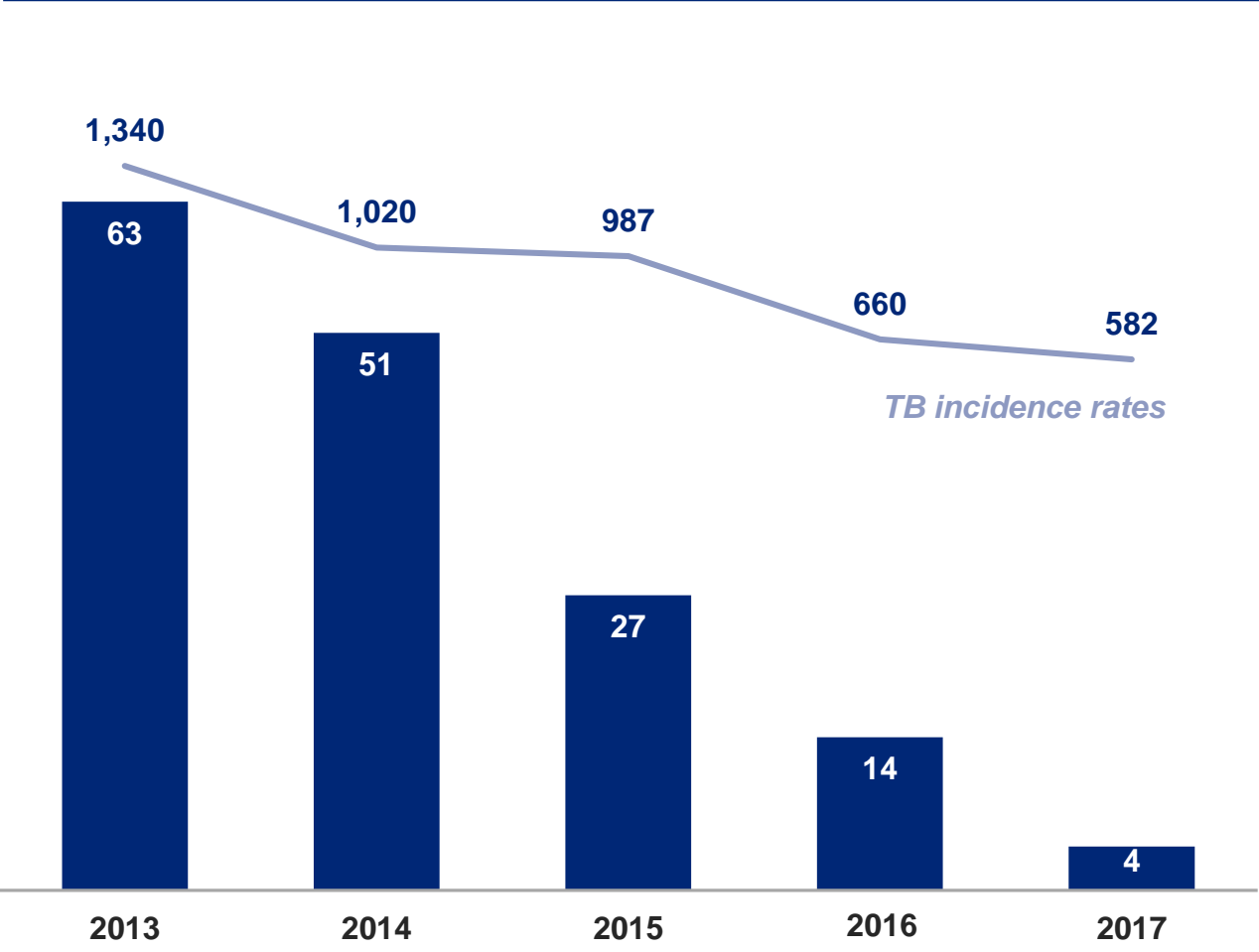
to 0.63 versus 0.73 in 2016

## Safety turnaround in place:

- Revised safety, health and environmental strategy
- Co-created with unions and employees, to turn around poor performance
- Safety aspiration - zero fatalities

# SIGNIFICANT PROGRESS MADE ON IMPROVING HEALTH

Number of deaths from tuberculosis (TB) & TB incidence rates



TB death reduction

**71%**

to 4 in 2017

TB incidence rate reduction

**12%**

to 582 per 100,000, lower than the South African average of 781

Know your HIV status

**80%**

with 96% of employees with HIV voluntarily counselled

# ONGOING ENVIRONMENTAL IMPROVEMENTS

## Environmental management

### Greenhouse gas emissions down

**8%**



at 4.6 vs target of 5.03 (MtCO<sub>2</sub>e)

### Energy intensity down

**5%**



at 21.5 million gigajoules

### Water utilisation down

**1%**



at 1.02m<sup>3</sup>/t milled

### SO<sub>2</sub> abatement project

**R2.5bn**

to achieve global best practice

## Impact management

### Level 3-5 environmental incidents<sup>(4)</sup>

**zero**

since 2013

### Waste to landfill from sites down<sup>(5)</sup>

**39%**

due to active waste management



# SIGNIFICANT INVESTMENT MADE IN LOCAL COMMUNITIES

## Social Labour Plan 2 (SLP 2)

Projects completed in 2017

# 16 projects

- 8 schools and educational projects
- 5 infrastructure projects
- 3 healthcare and clinic projects

Social investment in 2017

# R295m

6% of NOPAT

## Amandelbult chrome plant

Amandelbult Chrome plant  
held by BEE & communities

# 26%

Chrome benefits paid to BEE  
and local community

# R140m

- R89m settling the loan and interest
- R51m in dividends



*Amandelbult chrome plant*



*Rejarenemile Cultural Project at Amandelbult*

# 2017 RESULTS BUSINESS PERFORMANCE

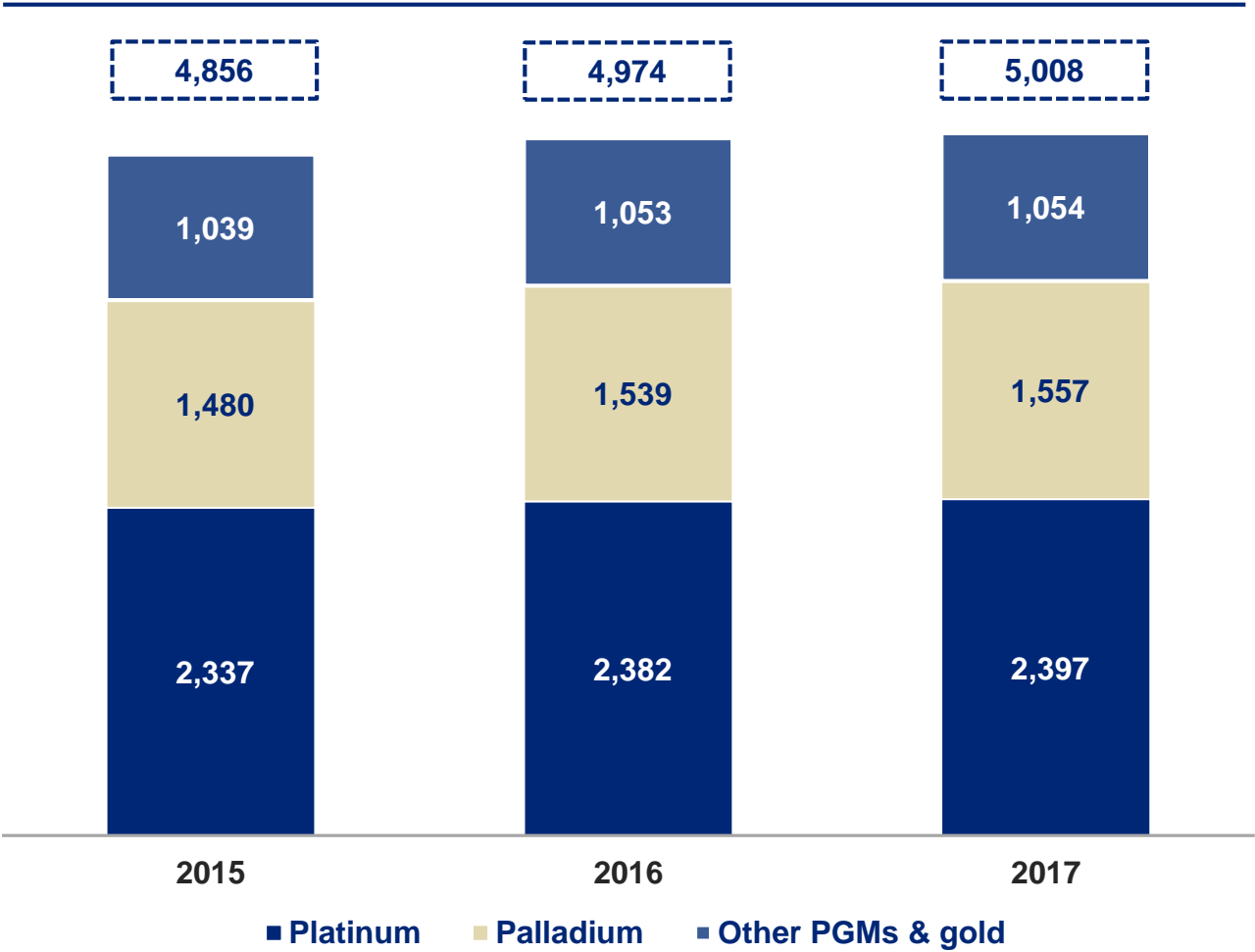
Chris Griffith

*Amandelbult chrome spiral plant*



# STRIVING FOR OPERATIONAL EXCELLENCE

Total PGM Production ('000 ounces)



PGM production increase

1%

despite Bokoni and Maseve closures & temp closure of Mototolo concentrator

Mined productivity up

16%

year-on-year increase based on PGM ounces / employee

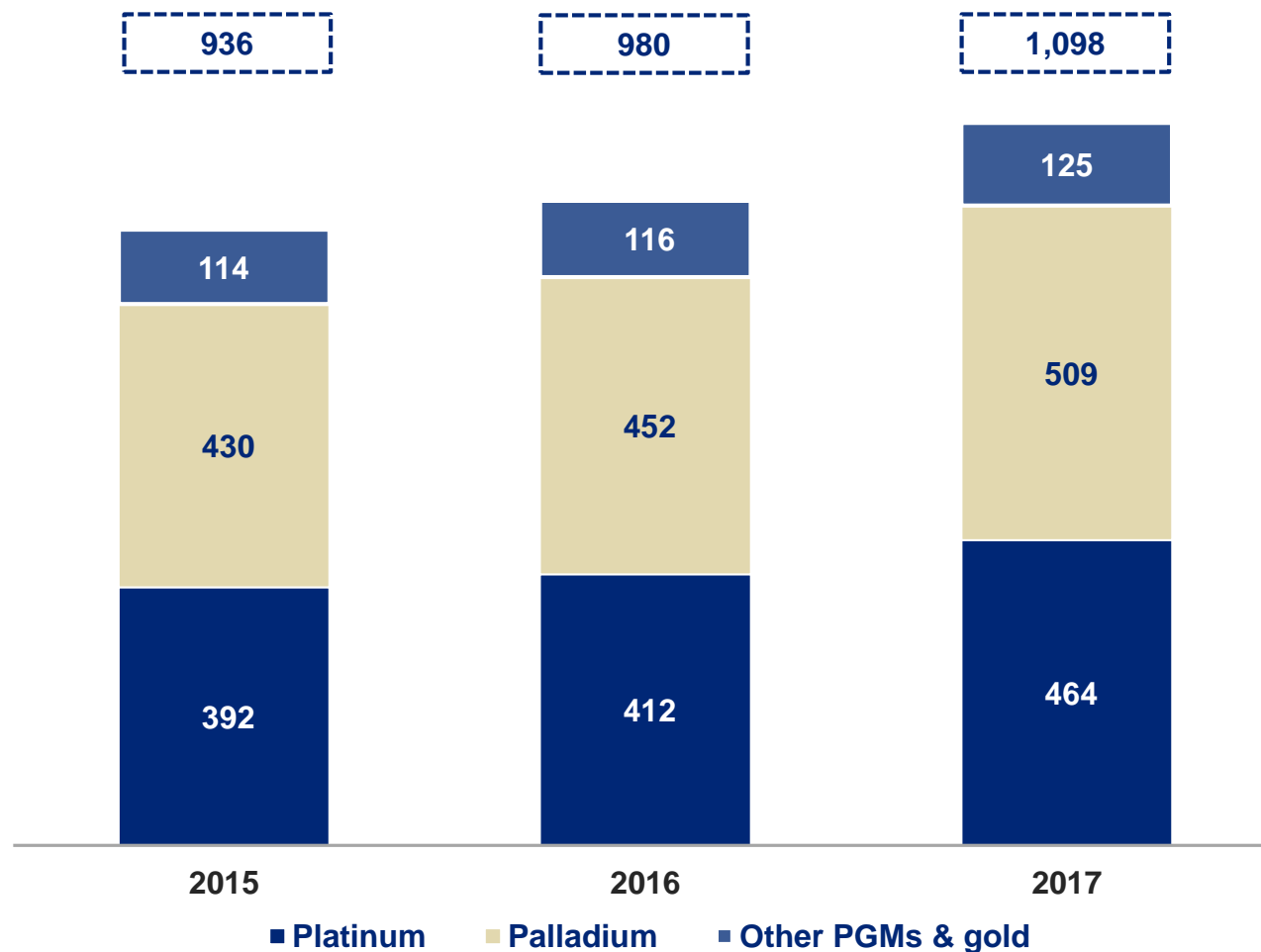
Own mine EBITDA margin

32%

up from 28%

# RECORD PRODUCTION FROM MOGALAKWENA

Total PGM Production ('000 ounces)



PGM production increase

**12%**

EBITDA margin

**48%**

Free cash flow from operations

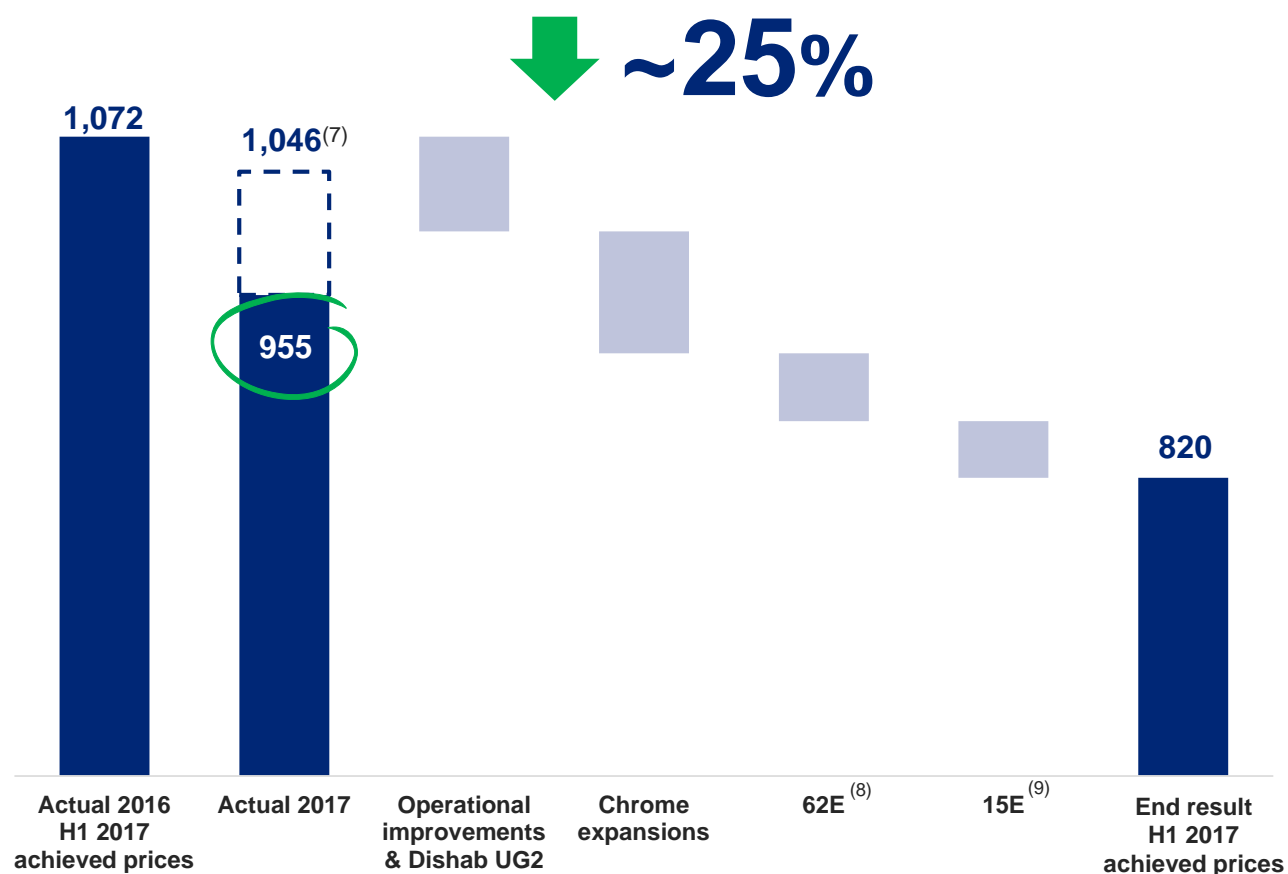
**R4bn**

at AISC of \$340/ platinum ounce sold<sup>(6)</sup>



# AMANDELBULT TURNAROUND PLAN ADVANCING

## All-in sustaining cost (\$/platinum ounce sold)



## Total PGM production decrease

**3%**

to 858,000 PGM ounces

## Chrome production

**654kt**

generating R577 million of attributable operating FCF

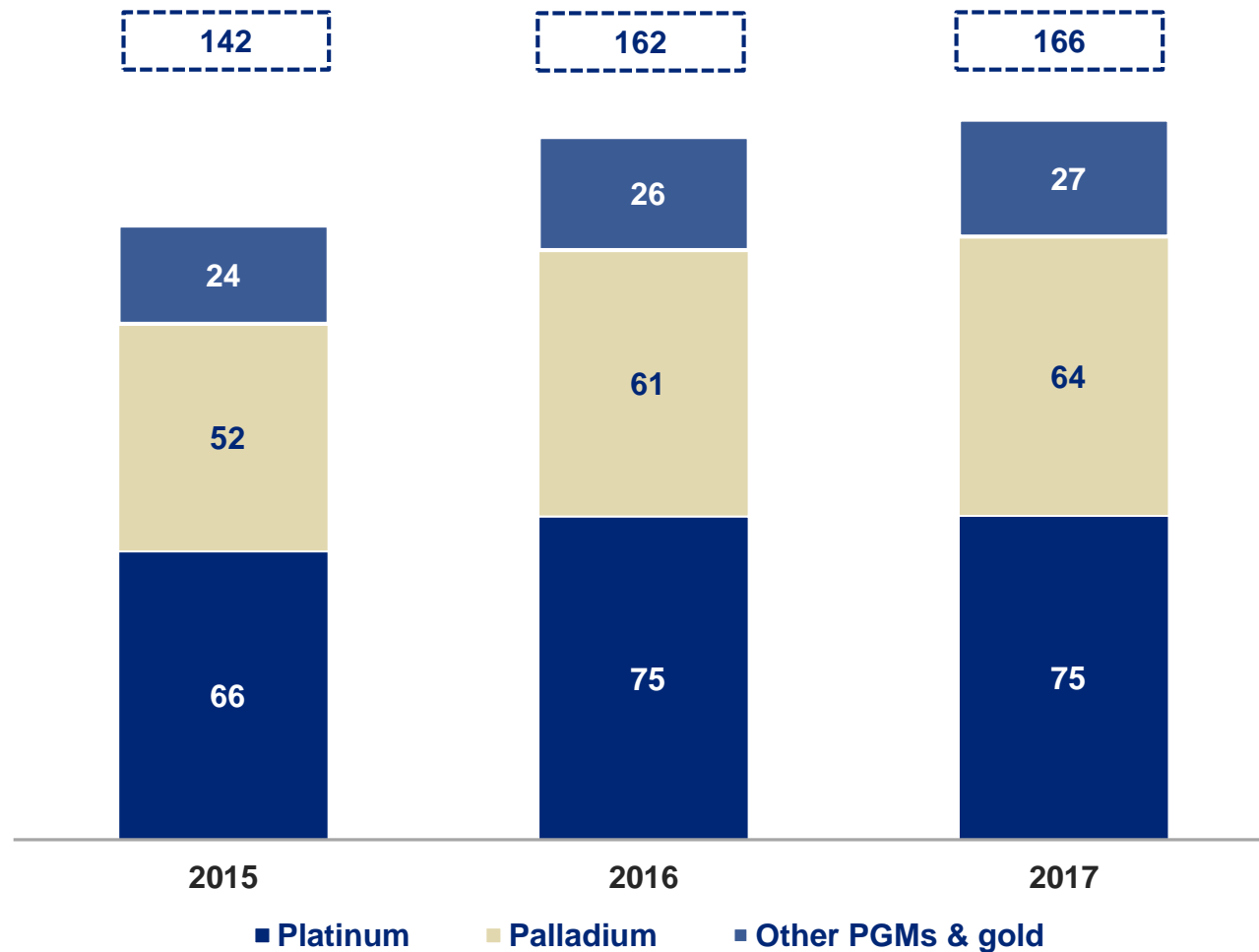
## EBITDA margin

**10%**

generating R91 million attributable operating FCF

# UNKI – STRONG PRODUCTION FROM STRATEGIC ASSET

Total PGM Production ('000 ounces)



Total PGM production increase

**2%**

EBITDA margin

**33%**

24% normalised for sale of treasury bills<sup>(10)</sup>

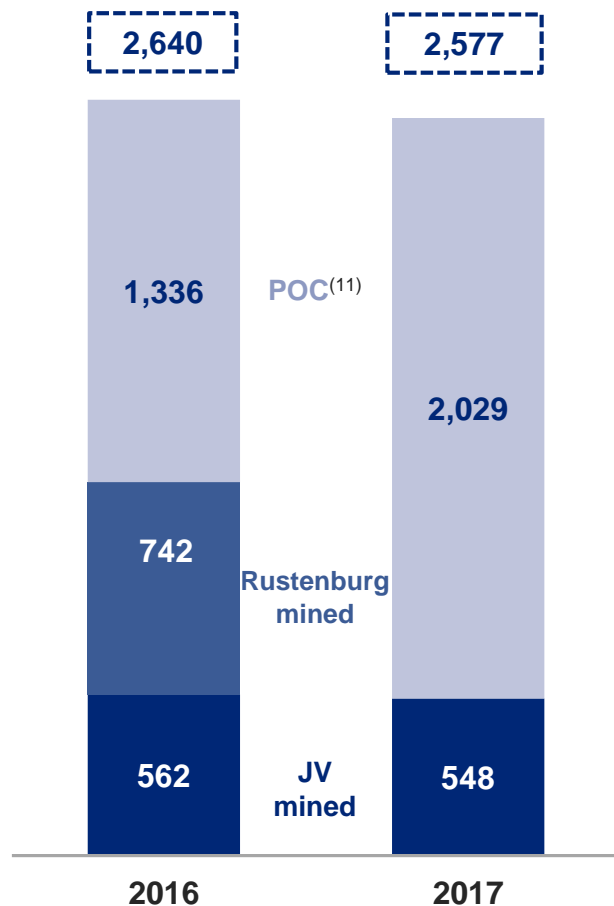
Free cash flow from operations

**R0.6bn**

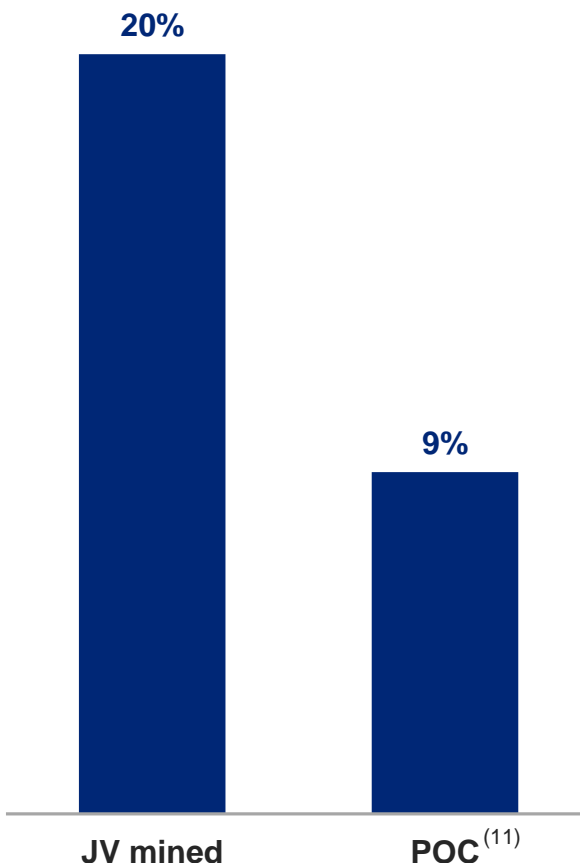
at AISC of \$612 per platinum ounce sold

# JOINT VENTURES & POC PRODUCING STABLE MARGINS

## Total PGM ounces produced



## EBITDA margin



## Total PGM production decrease

**2%**

including Rustenburg own mined production in 2016

## Joint venture and associates

- Modikwa up 10%
- Kroondal up 2%
- BRPM up 8%
- Mototolo down due to temporary closure of the concentrator
- Bokoni placed on care and maintenance

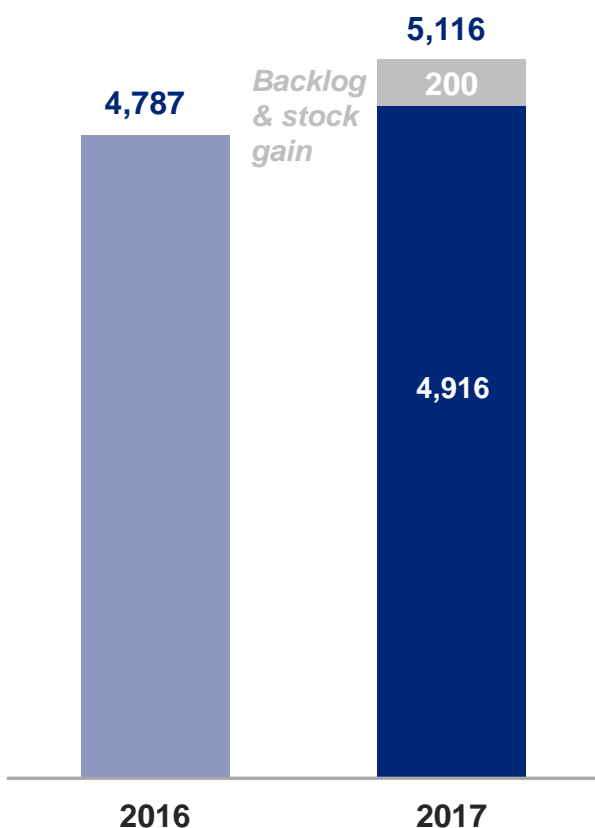
## Free cash flow from POC

**R1.5bn**

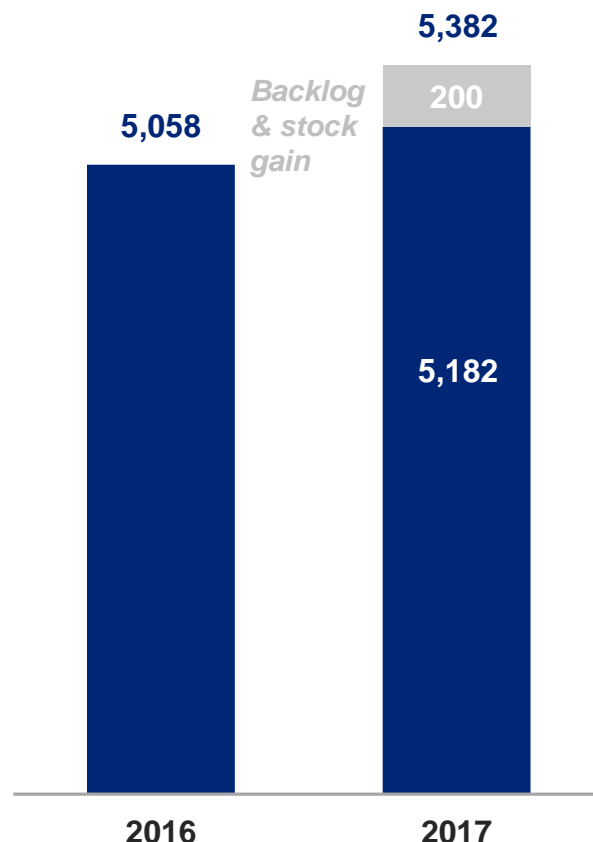
at AISC of \$863 per platinum ounce sold

# STRONG PROCESSING IN H2 – LED TO INCREASE IN SALES

## Refined PGM production



## PGM sales volumes



## Refined production & sales up

**7% & 6%**

## Additional refined production

**200koz**

including 100koz platinum

## Strong production due to:

- Processing annual production
- Processing backlog of Waterval smelter run-out in Q3 2106
- Processing the 2017 stock gain





# 2017 RESULTS FINANCIALS

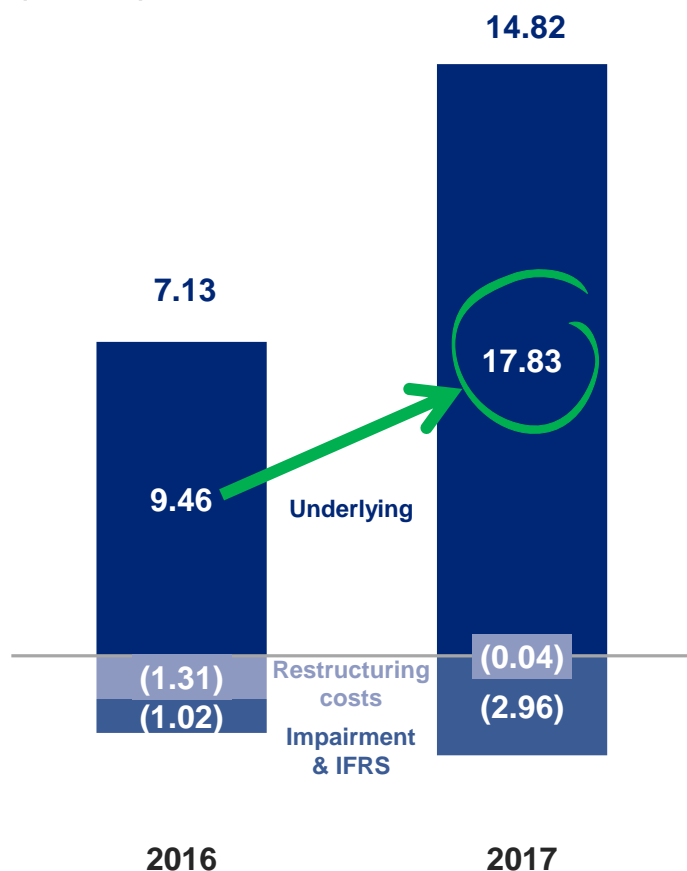
Ian Botha

*Inserting explosives into drill holes - Mogalakwena*

# DELIVERING ON OUR COMMITMENTS

## Headline earnings per share

(R/Share)



## EBITDA

**R12.0bn**

increase of 32%

## ROCE (%)

**18%**

up from 9%

## Headline earnings

**R3.9bn**

increase of 108%

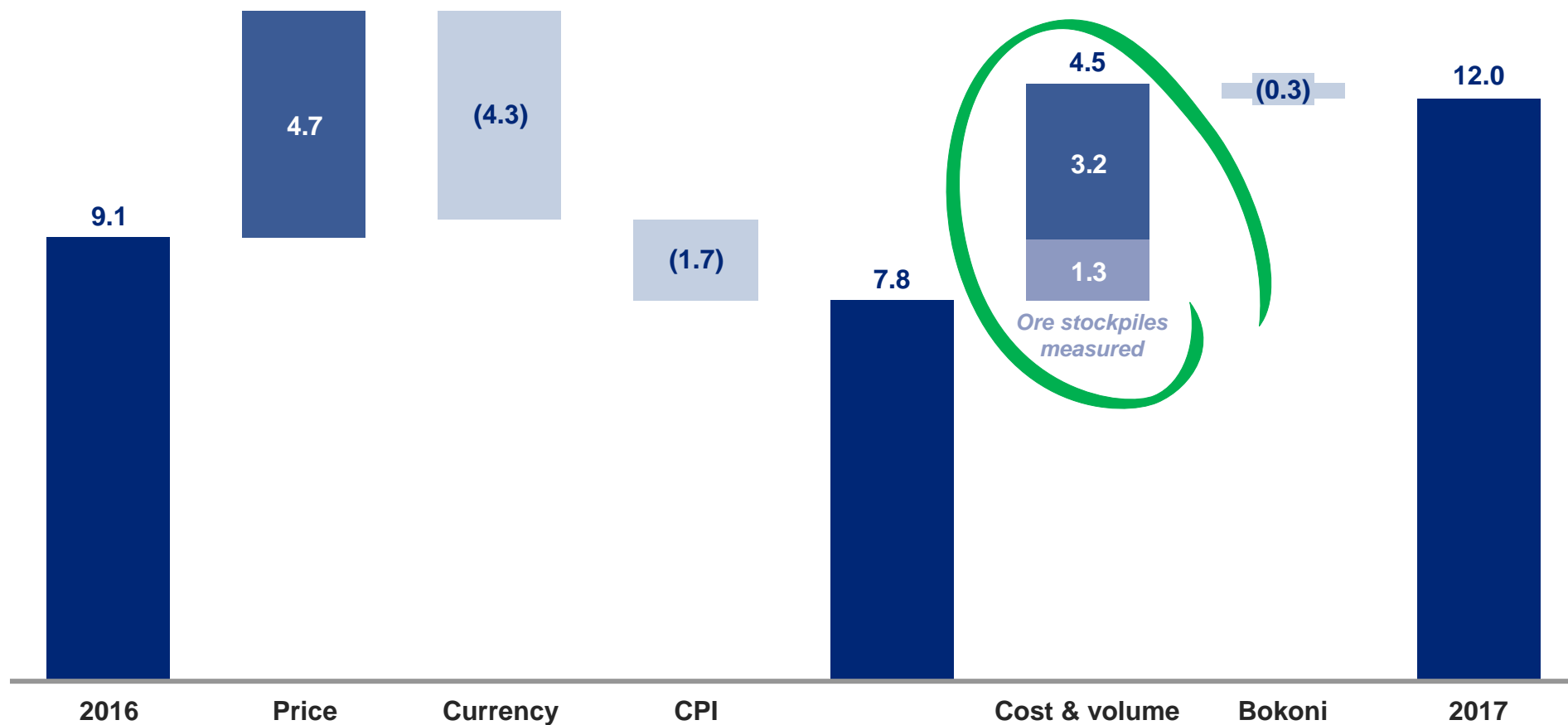
## Net debt

**R1.8bn**

reduction of R5.5bn

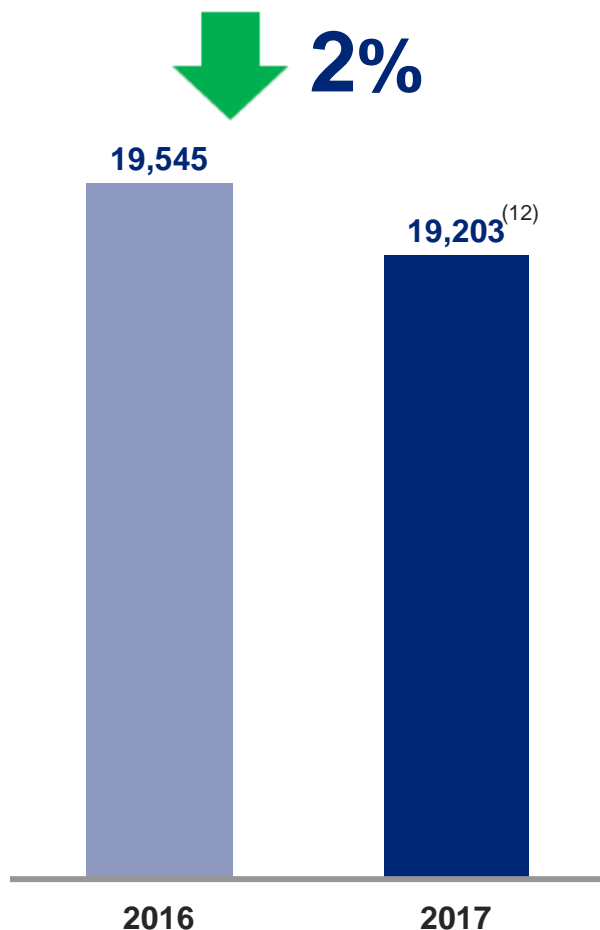
# 'CONTROLLABLES' DRIVING EARNINGS

EBITDA (R billion) 2017 vs. 2016

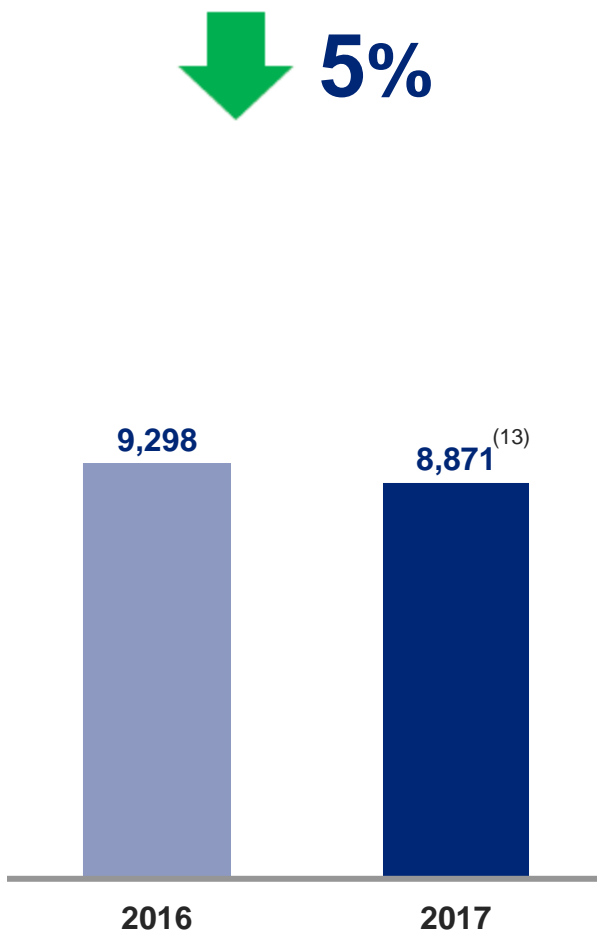


# CONTINUED STRONG COST PERFORMANCE

R /Pt oz produced



R /PGM oz produced



Input cost inflation

**4.5%**

down from 6.9%

2018 Guidance

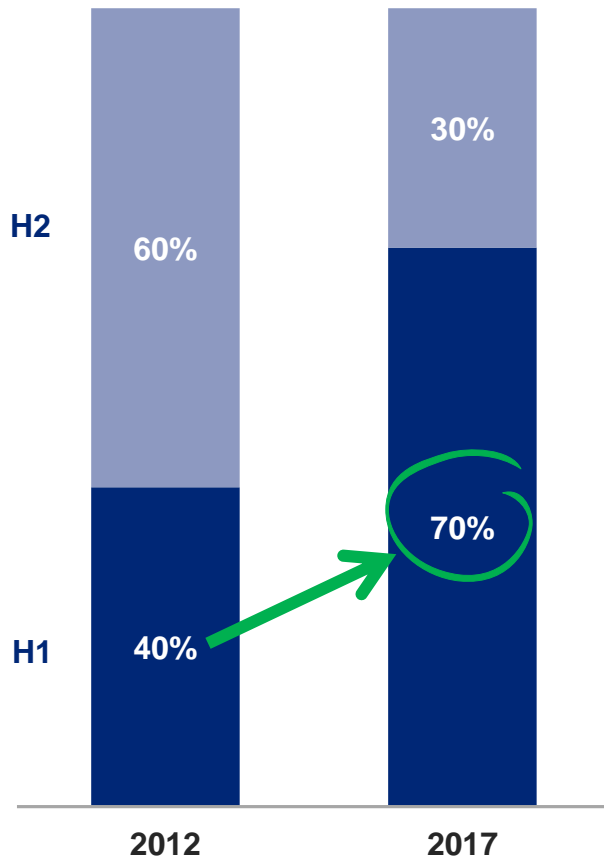
**R19,600 –  
R20,200**

per platinum ounce produced

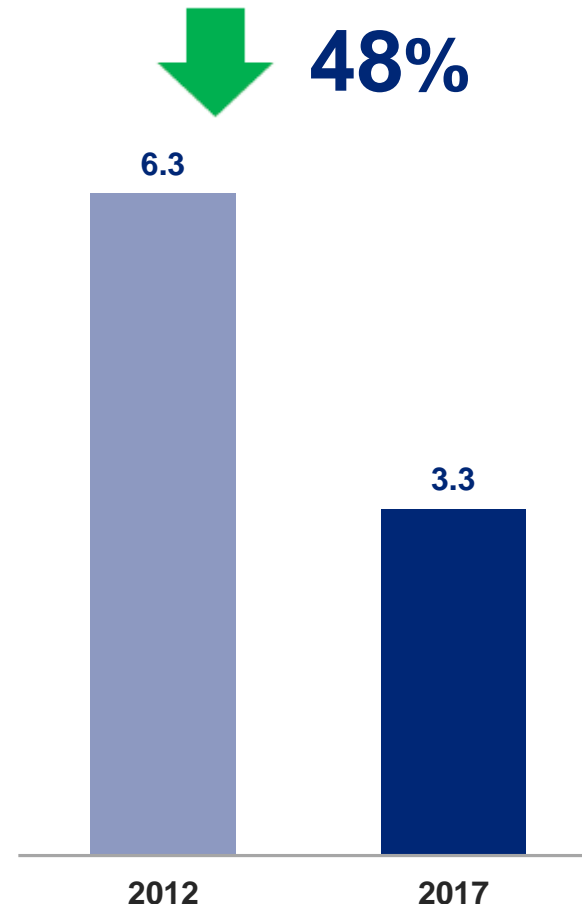


# 70% OF AAP PRODUCTION NOW IN H1 OF COST CURVE

## AAP production on cost curve



## Rightsizing overheads (Rbn)



## Overhead reduction guidance

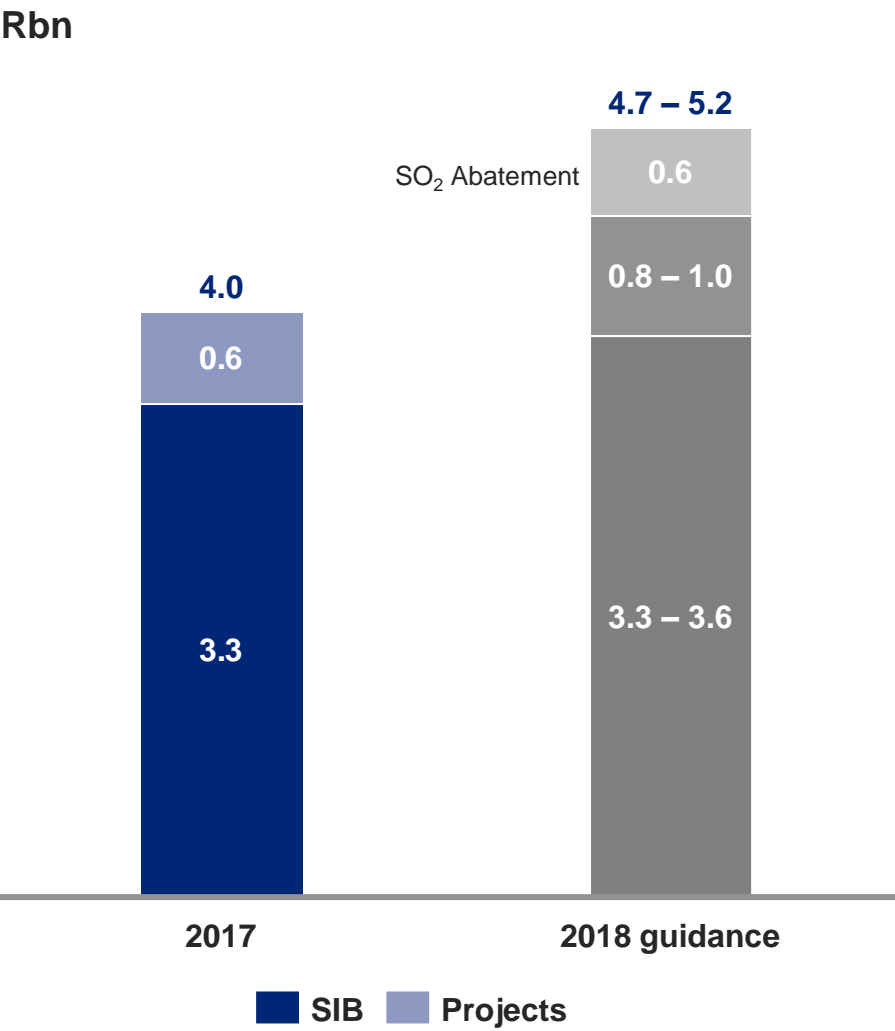
**R0.3bn**

post Union exit

## Structurally changed cost base

- Restructured cost base
- Outperforming peer group
- Less exposure to inflationary cost pressures – e.g. labour through increased mechanisation

# CONTINUED CAPEX DISCIPLINE



## 2017 capital expenditure

**R4.0bn**

SIB and project capex

- Prioritise stay in business capex to maintain asset integrity
- Focus on low capex, fast payback project spend

## Capitalised waste stripping

**R0.8bn**

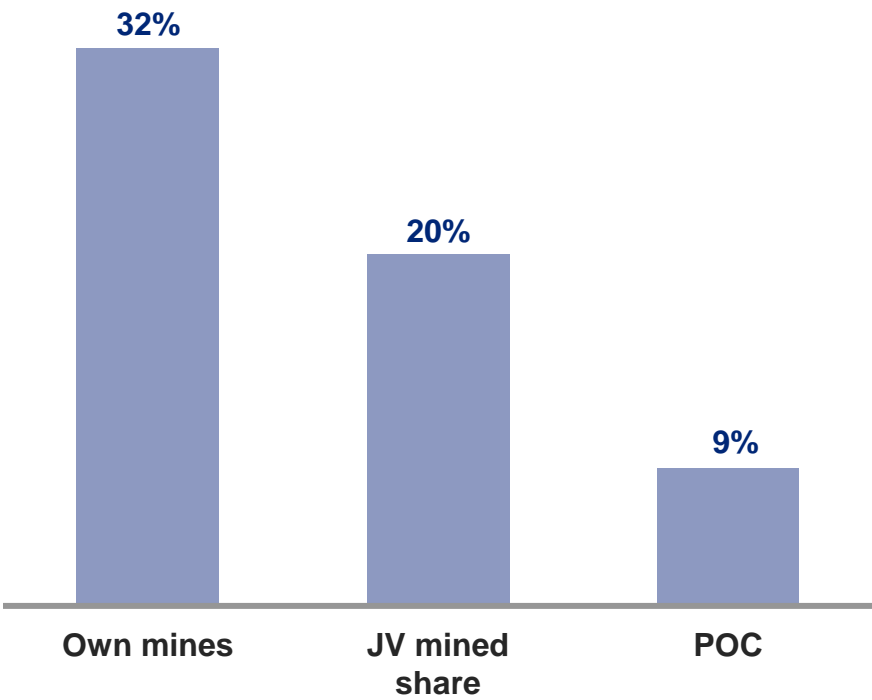
2018 guidance R1.1bn

# STRONGER MARGINS SUPPORTING CASH FLOW

## Improving group EBITDA margin %

18%

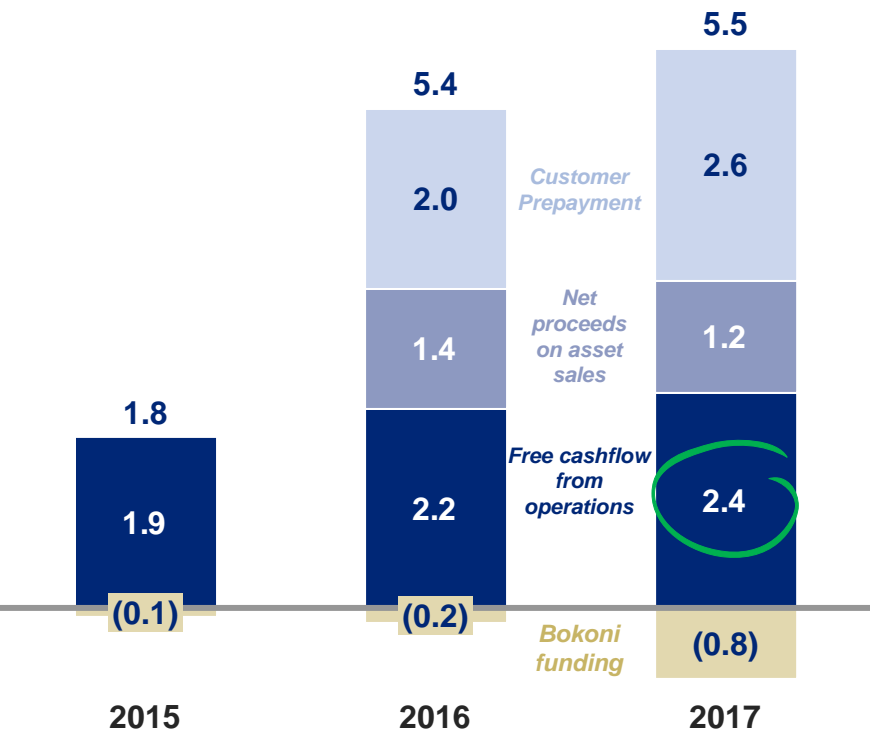
increased from 15%



## Improving operating FCF (Rbn)

R2.4bn

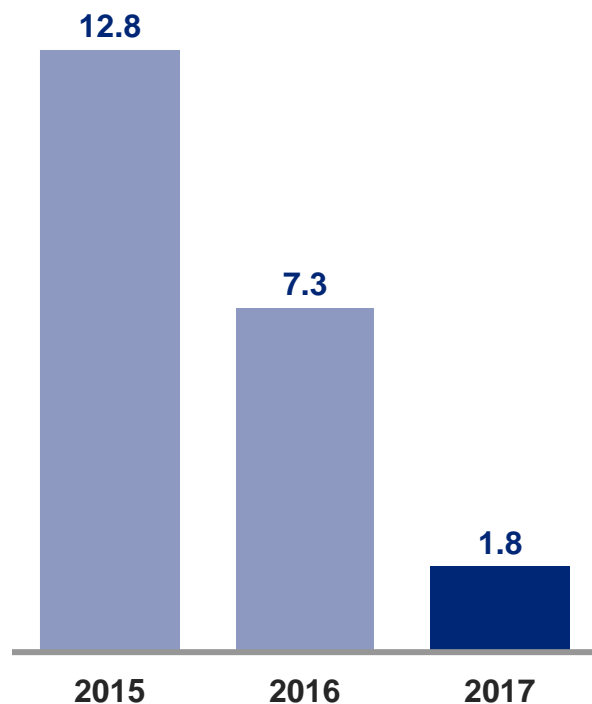
increased 9%



# A STRONG BALANCE SHEET

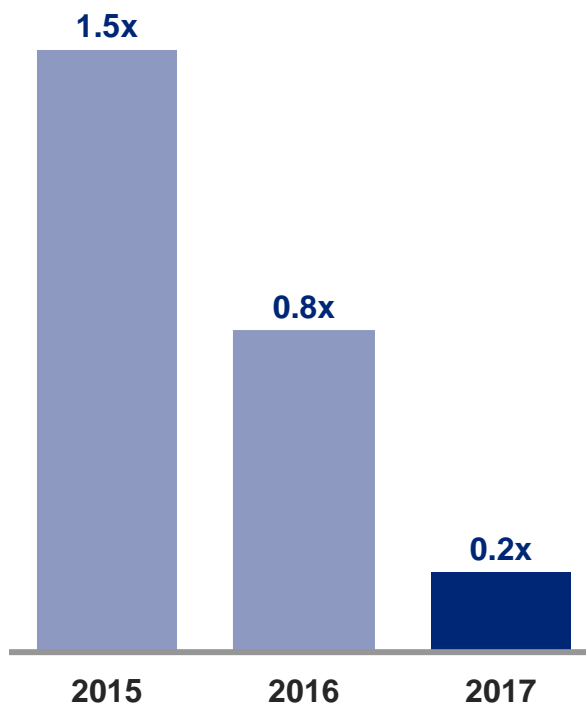
Net debt (Rbn)

↓ 75%<sub>YOY</sub>



Net debt / EBITDA ratio

↓ 75%<sub>YOY</sub>



Gearing ratio<sup>(14)</sup>

4.3%

down from 15.5%

Liquidity headroom<sup>(15)</sup>

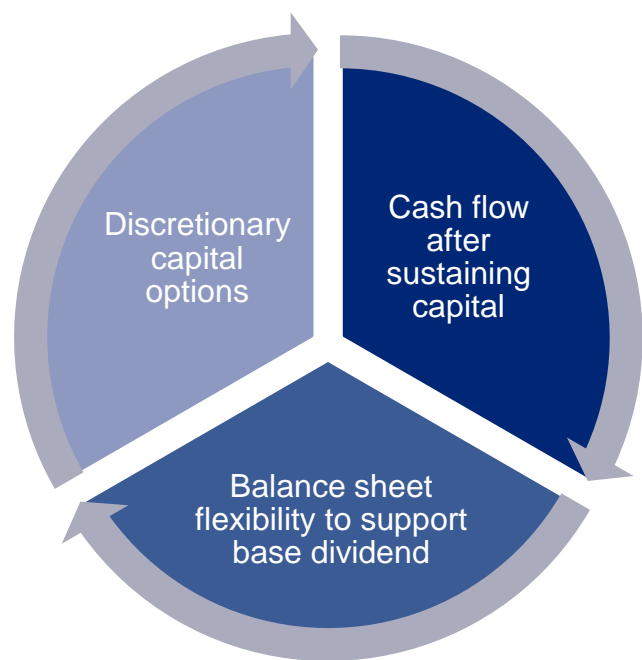
R20.6bn

increased from R14.9bn



# DISCIPLINED CAPITAL ALLOCATION

## Capital allocation framework



### Discretionary capital options

- |                                      |                        |                                |
|--------------------------------------|------------------------|--------------------------------|
| Low cost, fast payback project spend | Future project options | Additional shareholder returns |
|--------------------------------------|------------------------|--------------------------------|

## Focus on sustaining capex & net debt reduction

R10.2bn	<ul style="list-style-type: none"><li>Free cash flow</li></ul>
(R4.1bn)	<ul style="list-style-type: none"><li>Sustaining capex <sup>(16)</sup></li></ul>
(R5.5bn)	<ul style="list-style-type: none"><li>Reduction in net debt</li></ul>
(R0.6bn)	<ul style="list-style-type: none"><li>Discretionary capital</li></ul>

# STRONG RESULTS ALLOW DIVIDEND RESUMPTION

## Improving earnings

EBITDA

**R12.0bn**

Headline EPS

**R14.82**<sub>/share</sub>

## Balance sheet strength restored

Net debt

**R1.8bn**

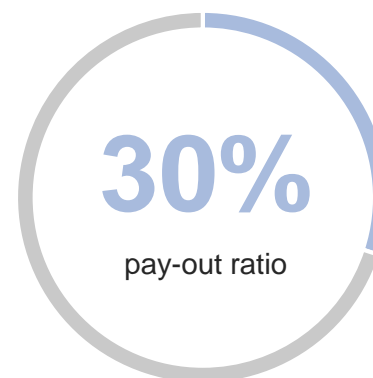
Net debt / EBITDA

**0.2x**

## Dividend policy

- Pay-out of 30%, based on headline earnings for each reporting period
- Additional returns to shareholders to be considered in accordance with capital allocation framework

## Dividend for H2 2017



Results in a cash  
distribution of

**R0.9bn**

or **R3.49**<sub>/share</sub>

# 2017 RESULTS

## PGM MARKET REVIEW

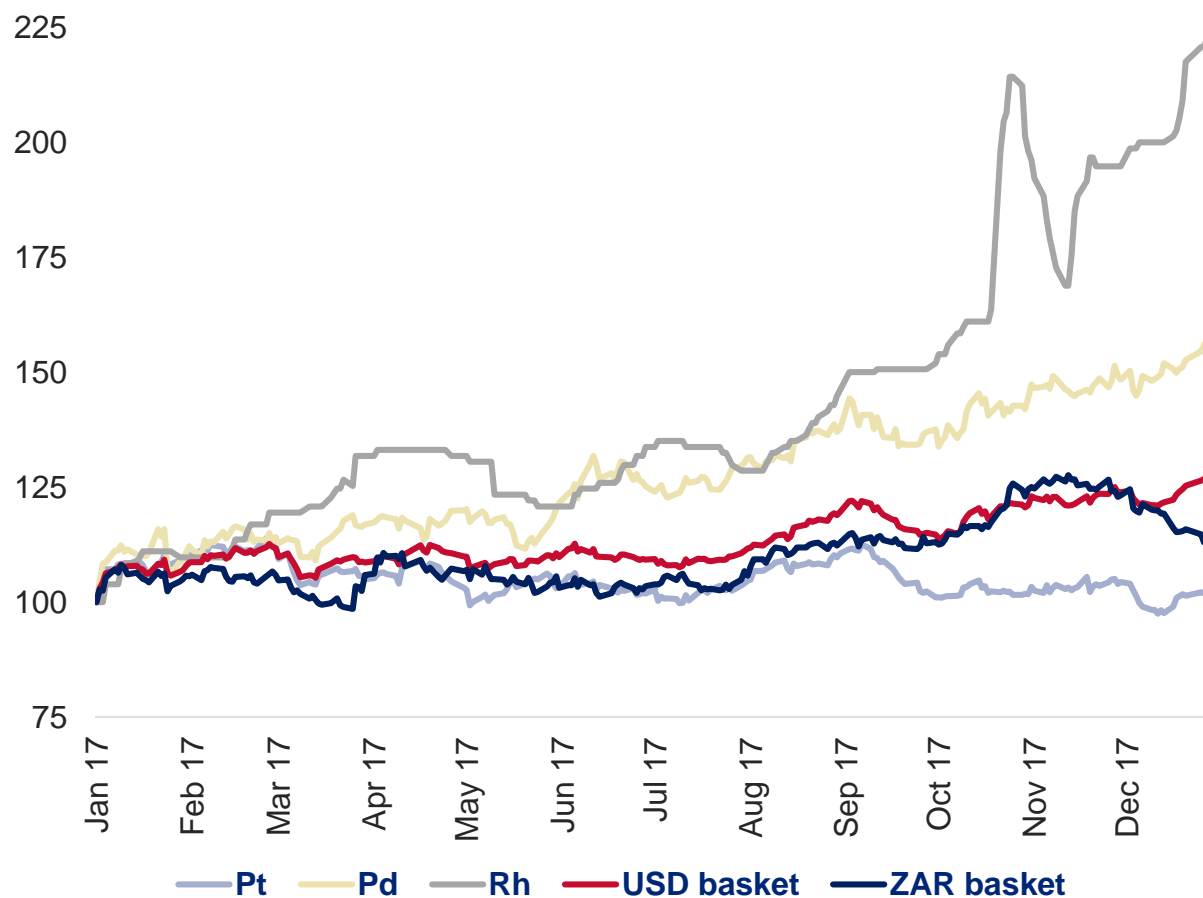
Chris Griffith



*Platinum grain*

# PRICE IMPROVEMENT OFFSET BY ZAR STRENGTHENING

Indexed price (1 Jan 2017 = 100)<sup>(17)</sup>



USD platinum price decrease

**3.9%**

USD basket price increase

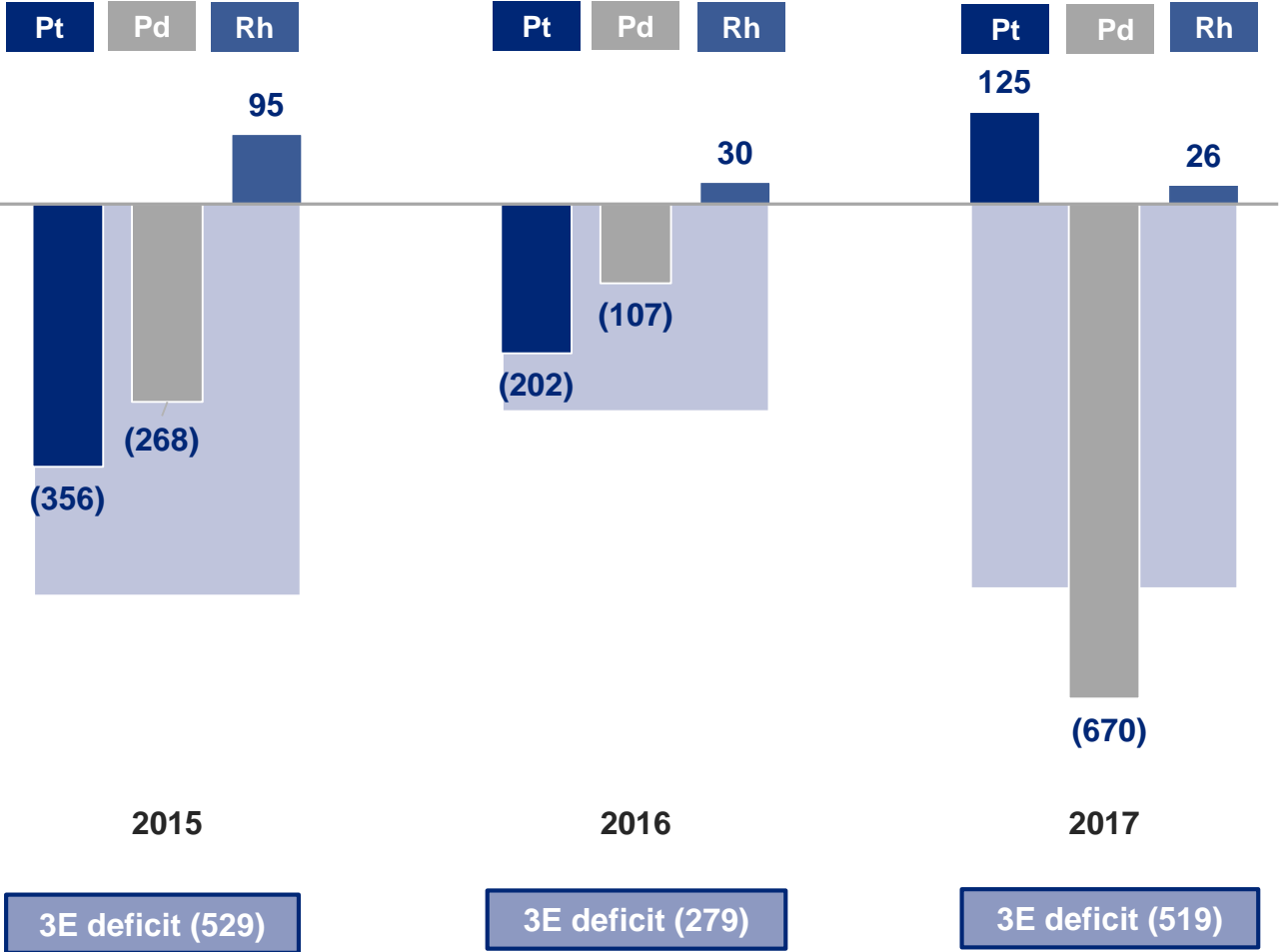
**12.2%**

Rand basket price increase

**2.2%**

# 3E PGMS IN OVERALL DEFICIT

3E fundamental balance ('000 ounces)<sup>(18)</sup>



Total 3E demand increase

**2.6%**  
on a gross basis

Total 3E supply increase

**1.4%**  
boosted by higher recycling

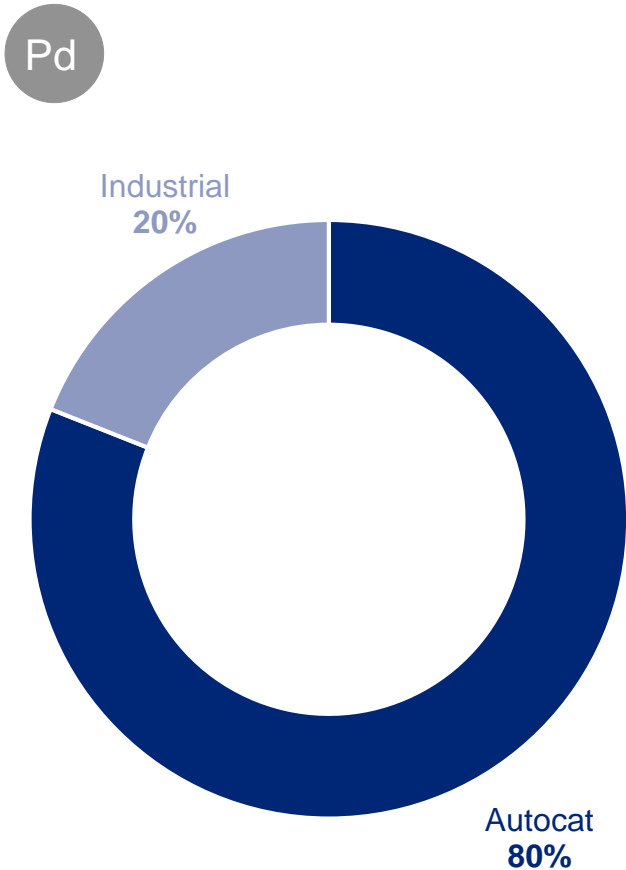
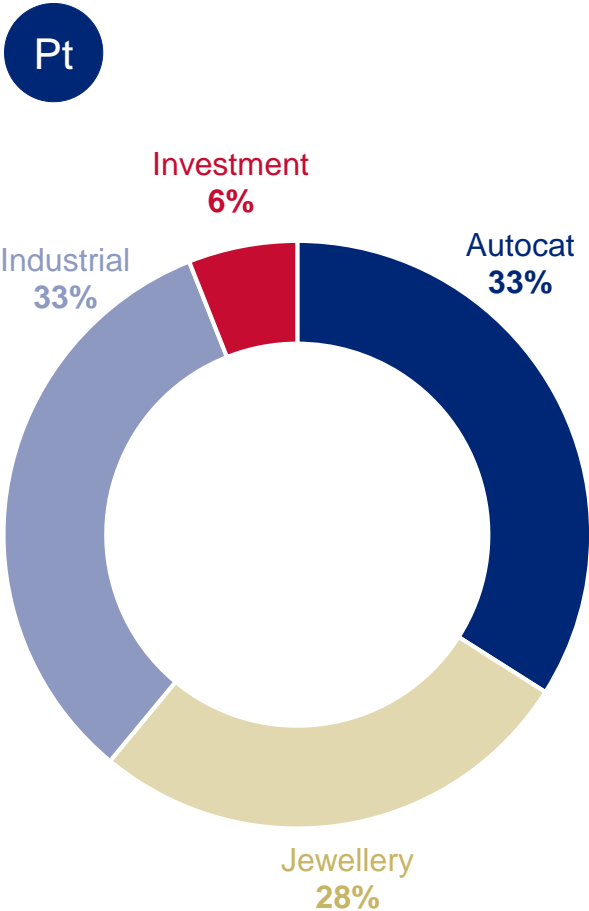
2017 3E deficit ('000 ounces)

**519koz**



# Pt DEMAND BALANCED ACROSS 3 KEY DEMAND SEGMENTS

Net demand 2017 (%)<sup>(19)</sup>



Gross platinum demand down

**4.5%**  
year-on-year

Gross palladium demand up

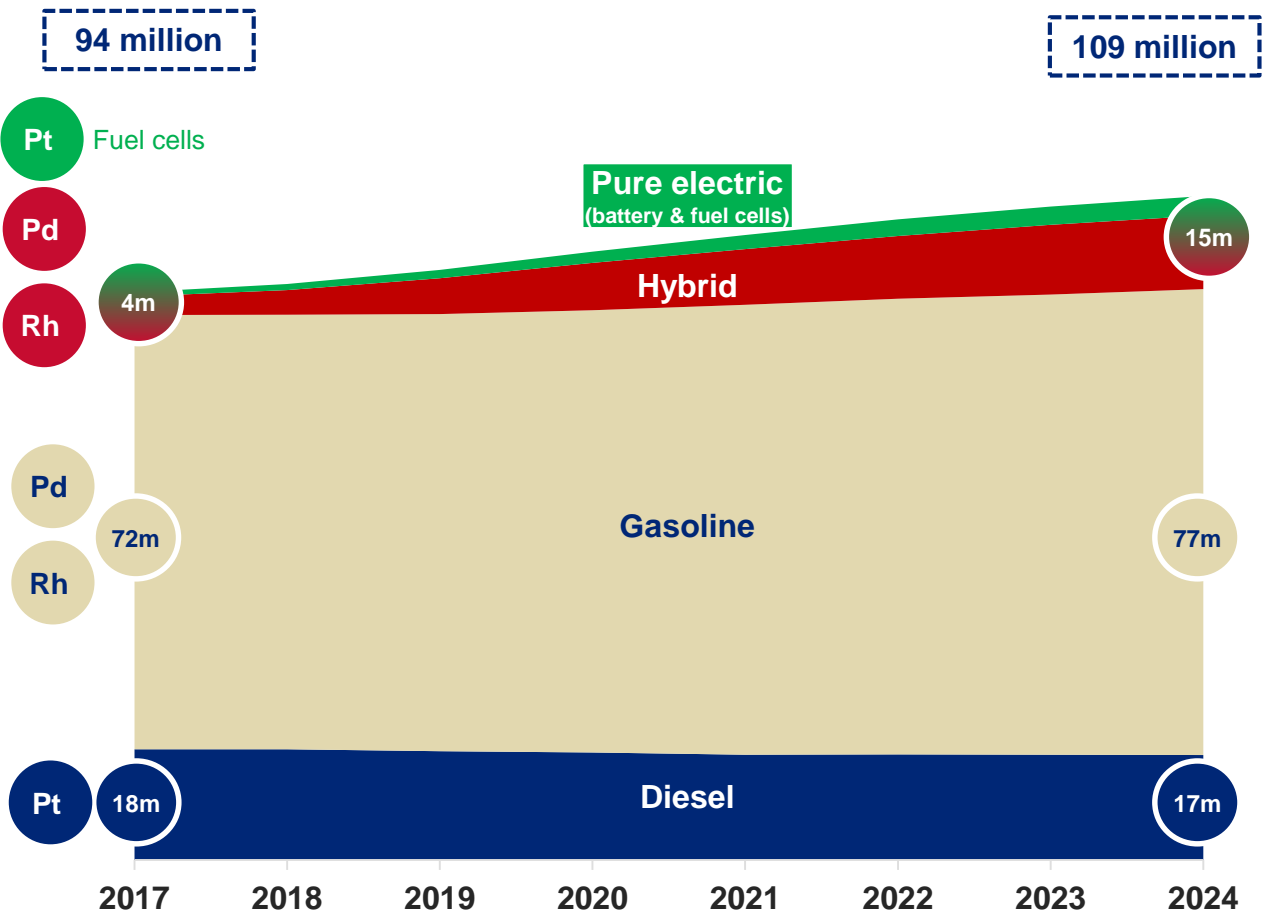
**8.8%**  
year-on-year

Gross rhodium demand up

**3.5%**  
year-on-year

# AUTOMOTIVE PGM DEMAND EXPECTED TO GROW

Global light duty automotive sales outlook (million units)<sup>(20)</sup>



Total light duty 3E outlook to 2024

**positive**

as internal combustion engine remains the dominant drive train technology

**Diesel LDV sales decline**

**0.8%**

CAGR over 2017-2024

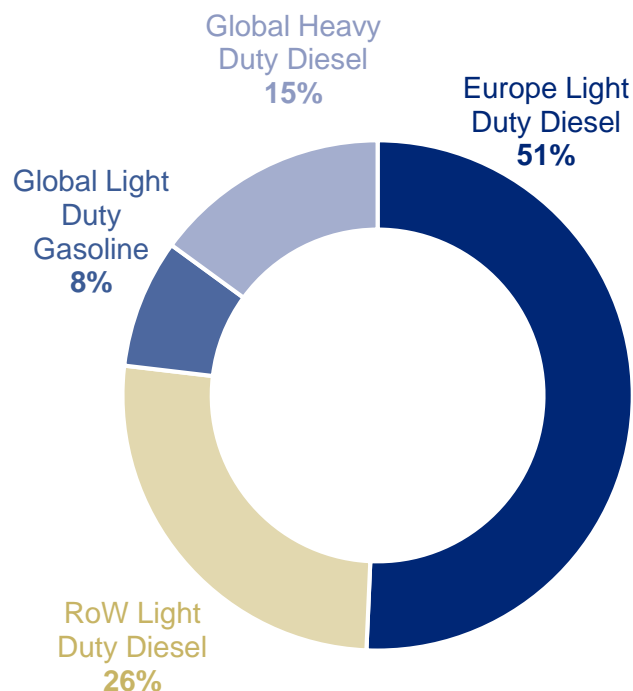
**Gasoline/hybrid sales increase**

**2.6%**

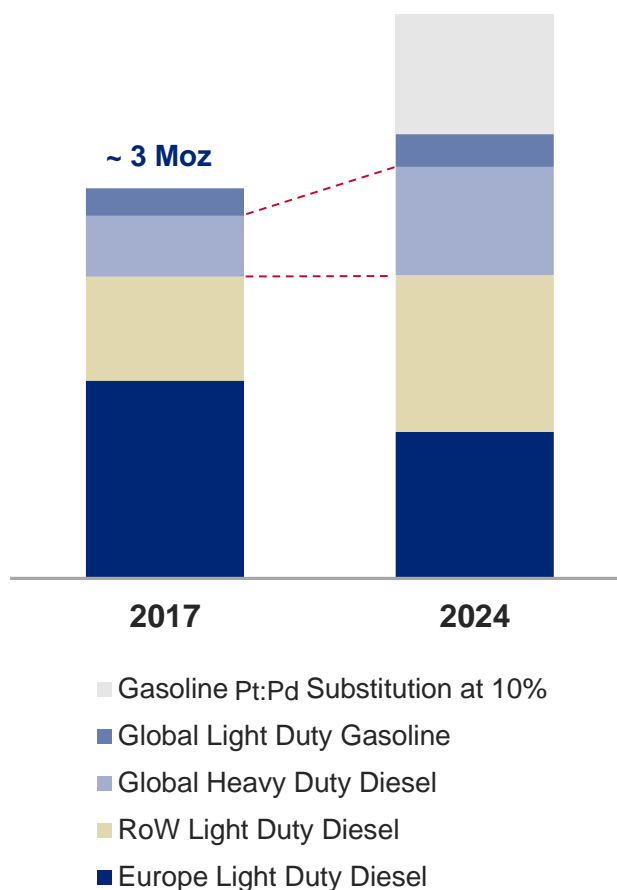
CAGR over 2017-2024

# Pt DEMAND FROM AUTOMOTIVE SECTOR RESILIENT

## Platinum auto demand split<sup>(21)</sup>



## Forecast platinum auto demand<sup>(22)</sup>



## Total platinum demand increase

**2%**

CAGR over 2017-2024, excluding impact of substitution

## Heavy duty diesel outlook

**strong positive**

due to tighter emissions regulation and increased demand

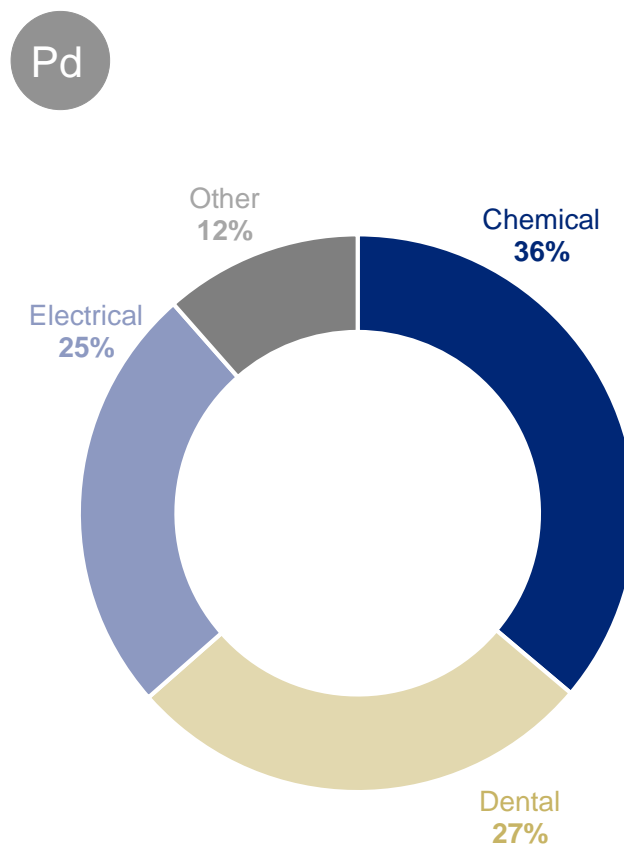
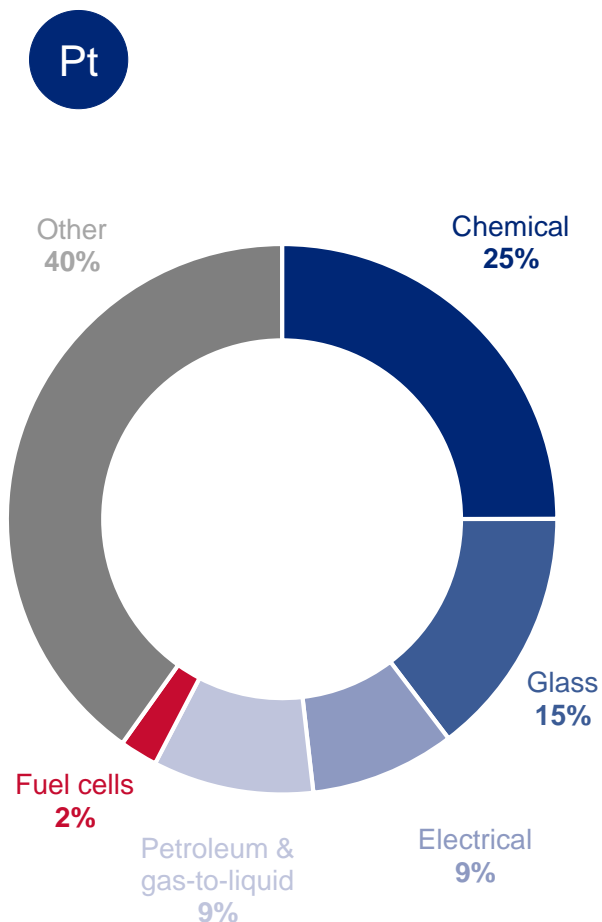
**Increase in palladium and rhodium prices could lead to**

**substitution**

of platinum into gasoline autocatalysts

# INDUSTRIAL DEMAND REMAINS STRONG

Net demand 2017 (%)<sup>(23)</sup>



Platinum outlook

**positive**

following 6% growth in 2017

Palladium outlook

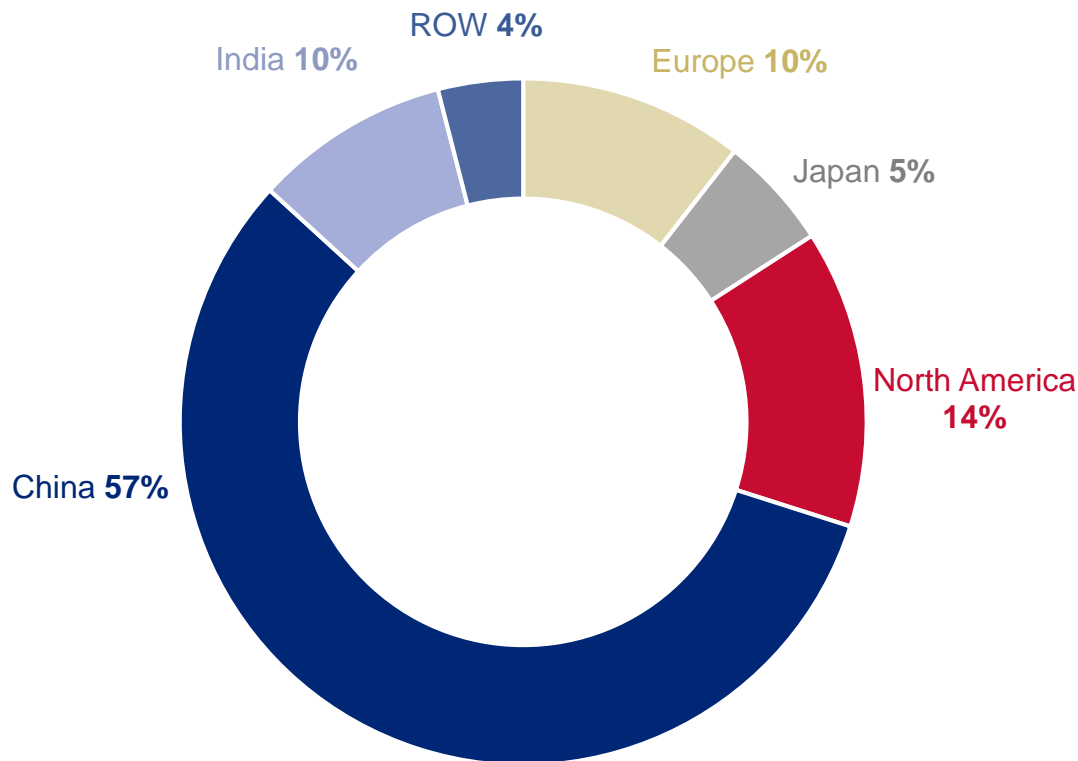
**mildly  
negative**

Rhodium outlook

**neutral**

# JEWELLERY: 2017 MIXED, OUTLOOK MORE POSITIVE

Net demand 2017 (%)<sup>(24)</sup>



China remains challenging

**short term  
negative**

Europe, Japan, North America

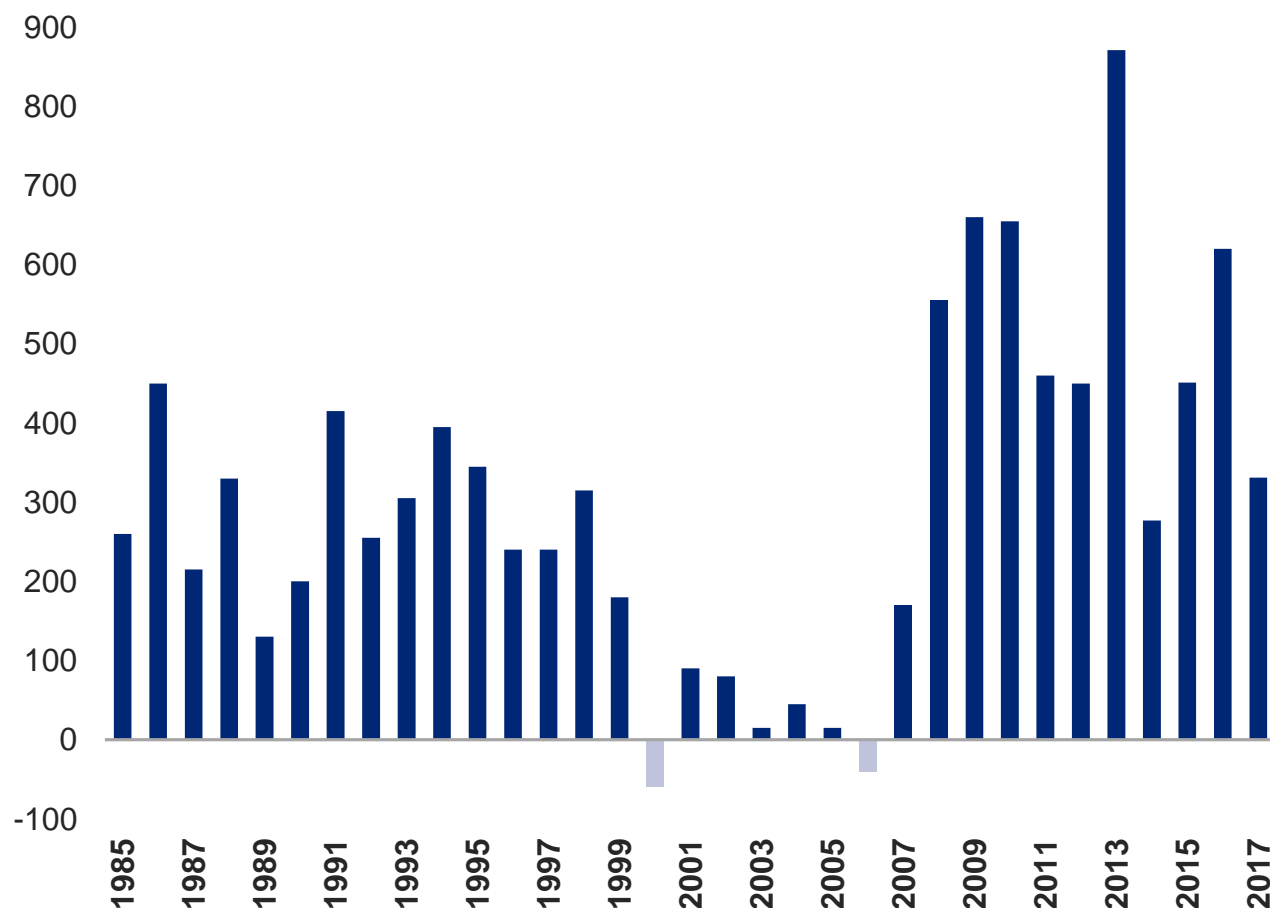
**neutral**

Strong growth from India

**strong  
positive**

# CONSISTENT INVESTMENT DEMAND FOR THREE DECADES

Net platinum investment demand ('000 ounces)<sup>(25)</sup>



Total platinum investment

**350koz**

in 2017, down from 620koz in 2016

Total palladium disinvestment

**-365koz**

in 2017

Platinum investment outlook

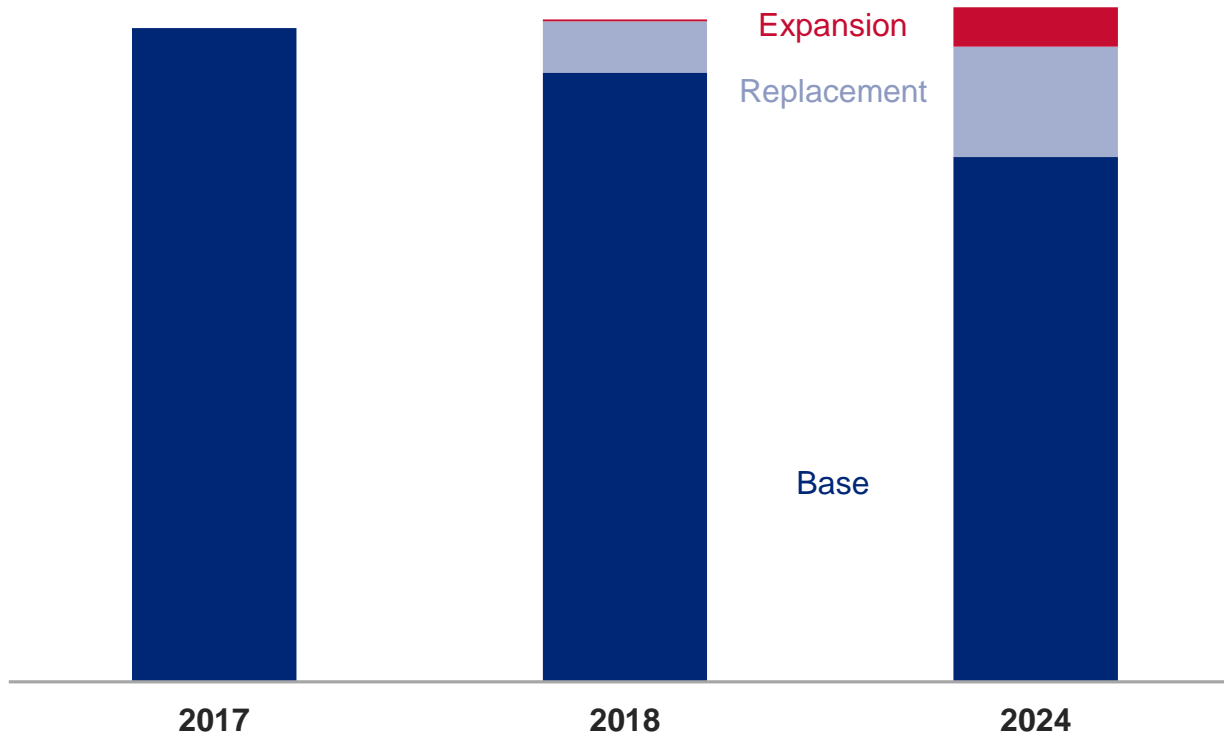
**positive**

due to market development



# PGMs AND Pt TOTAL GLOBAL PRIMARY SUPPLY – AT BEST FLAT

3E Primary supply ('000 ounces)<sup>(26)</sup>



Current production outlook

**negative**

2017-2024

Replacement capex unlikely to offset

**production decline**

in base production

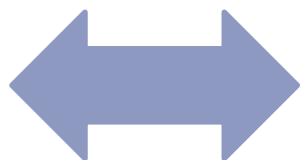
Expansion projects subject to

**constraints**

due to processing capacity, infrastructure and project economics

# OVERALL OUTLOOK FOR 3E DEMAND POSITIVE

## Platinum



**stable**

growth in demand from heavy duty diesel and industrial sectors to outweigh decline in European light duty diesel

## Palladium



**positive**

strong growth in automotive sector heavily outweighs marginal declines in industrial demand

## Rhodium



**positive**

both automotive and industrial demand to grow

# POSITIONING FOR THE FUTURE

**Chris Griffith**

*Robotics arm at the laboratory at Polokwane smelter*

# A FUNDAMENTALLY DIFFERENT BUSINESS

## MORE EFFICIENT

Productivity improvement

**58%**

up since 2012



## MORE COMPETITIVE

Production in H1 cost curve

**70%**

up from 40% in 2012



## BETTER RETURNS

Dividend reintroduced

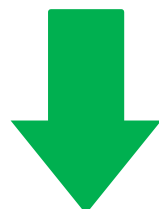
**R3.49**<sub>/share</sub>



Overhead cost reduction

**48%**

down since 2012



EBITDA margin

**18%**

up from 11% in 2012



ROCE

**18%**

up from 0% in 2012



# OUR VALUE PROPOSITION

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## **Quality assets & operational excellence**

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**70% production in H1 of the cost curve**

**Only open-pit PGM mine of scale in the world**

**Optimising assets**

**Long-life mineral resource**

## **Capital discipline & shareholder returns**

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**Balance sheet strength**

**Capital allocation discipline**

**Sustainable dividend adopted**

**Industry leading cost control**

## **Long term sustainability**

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**Project studies ongoing**

**Grow demand for PGMs**

**Modernising mining**

**Invest in people and communities**

# WHAT NEXT FOR ANGLO AMERICAN PLATINUM?

## Operational & marketing excellence



- Amandelbult turnaround – optimisation
- Operating Model roll-out
- Modernising operations and deploying new mining technologies
- Realising full value from base and minor metals

## Low capex, fast pay-back projects



- Mogalakwena North concentrator optimisation
- Unki smelter
- Dishaba UG2
- Amandelbult chrome plant expansion

### Projects under review:

- Amandelbult optimisation projects – 15E and 62E
- Investment in copper leaching circuit at the Base Metal Refinery

## Project studies



- **Mogalakwena expansion** – low capital intensity option, utilising existing processing capacity
- **Der Brochen** – studies on building a fully mechanised decline mine for replacement of Mototolo (with some growth potential)



# 2018 GUIDANCE

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- Produce, refine and sell 4.75 to 5.00 million PGM ounces
  - Including 2.3 to 2.4 million platinum ounces and 1.5 to 1.6 million palladium ounces
- Unit cost guidance – R19,600 to R20,200 per produced platinum ounce



- Capital expenditure guidance – R4.7 to R5.2 billion
- Base dividend pay-out-ratio of 30% of headline earnings
- Risk of strengthening rand prevails



- 3E basket in deficit again in 2018
- Platinum in small surplus, rhodium in balance, and palladium set to be in large deficit

# DELIVERING ON OUR COMMITMENTS & DIVIDEND REINSTATED

## Repositioning the portfolio

Production in H1 of cost curve

**70%**

from 40% in 2012

Loss-making production cut

**470koz**

since 2012

## Cost control and earnings

Unit cost reduction

**2%**

to R19,203 /platinum ounce

EBITDA margin & ROCE

**18%**

up from 15% and 9%

## Strong balance sheet

Net Debt

**R1.8bn**

decrease of 75%

Free cash flow from operations<sup>(1)</sup>

**R2.4bn**

increase of 9%

Reinstated H2 2017 dividend with a pay-out ratio of **30%** of headline earnings

# Q&A

*Polokwane smelter*

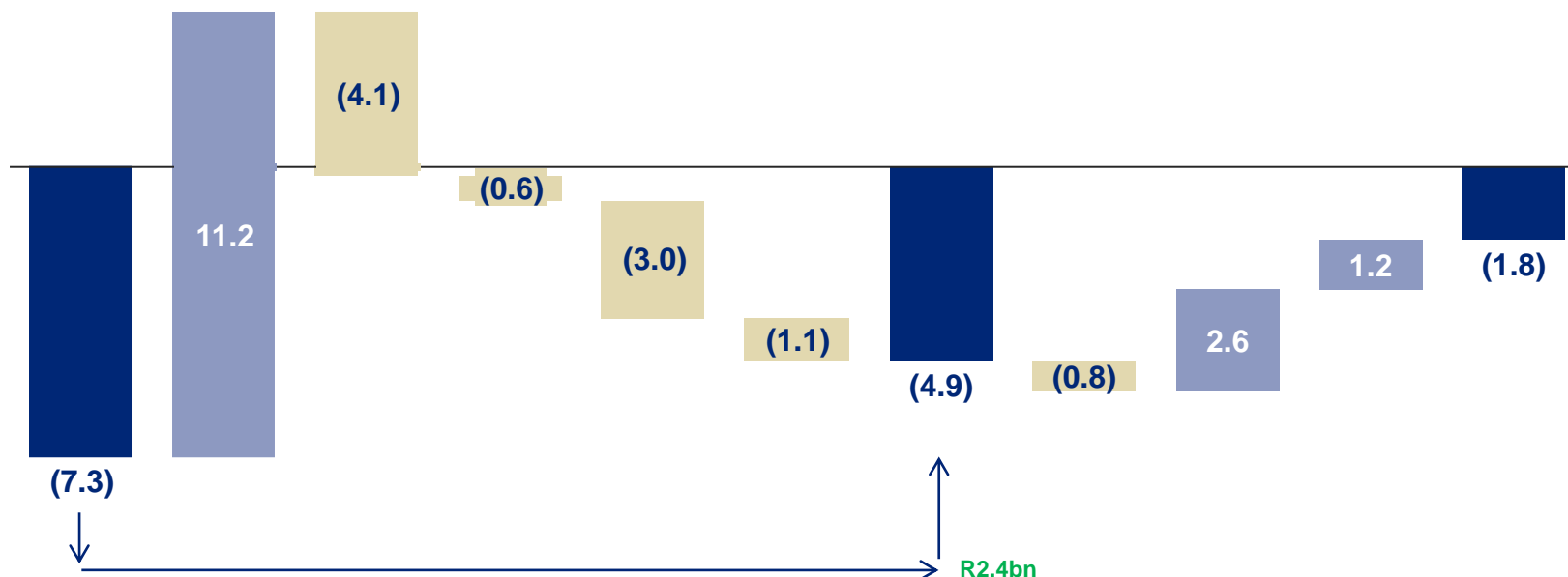




# APPENDIX

*Truck at Mogalakwena*

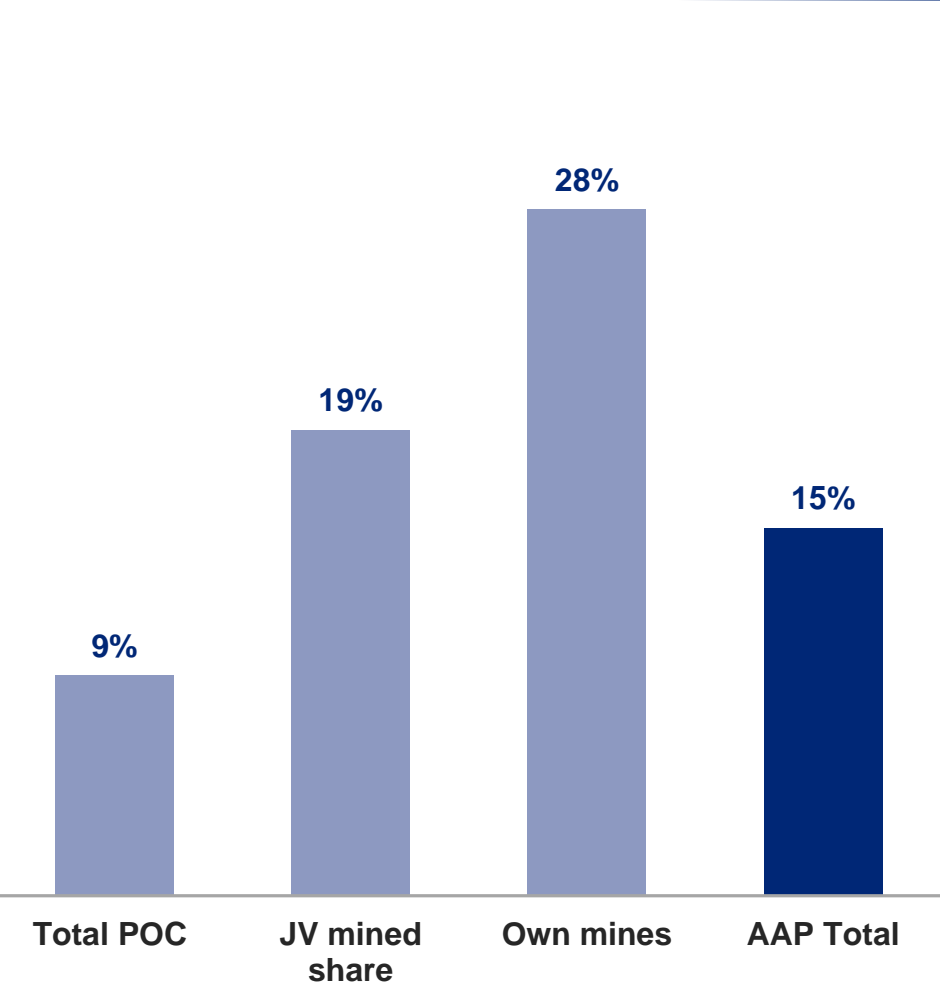
# NET DEBT AND CASH FLOW BY ASSET



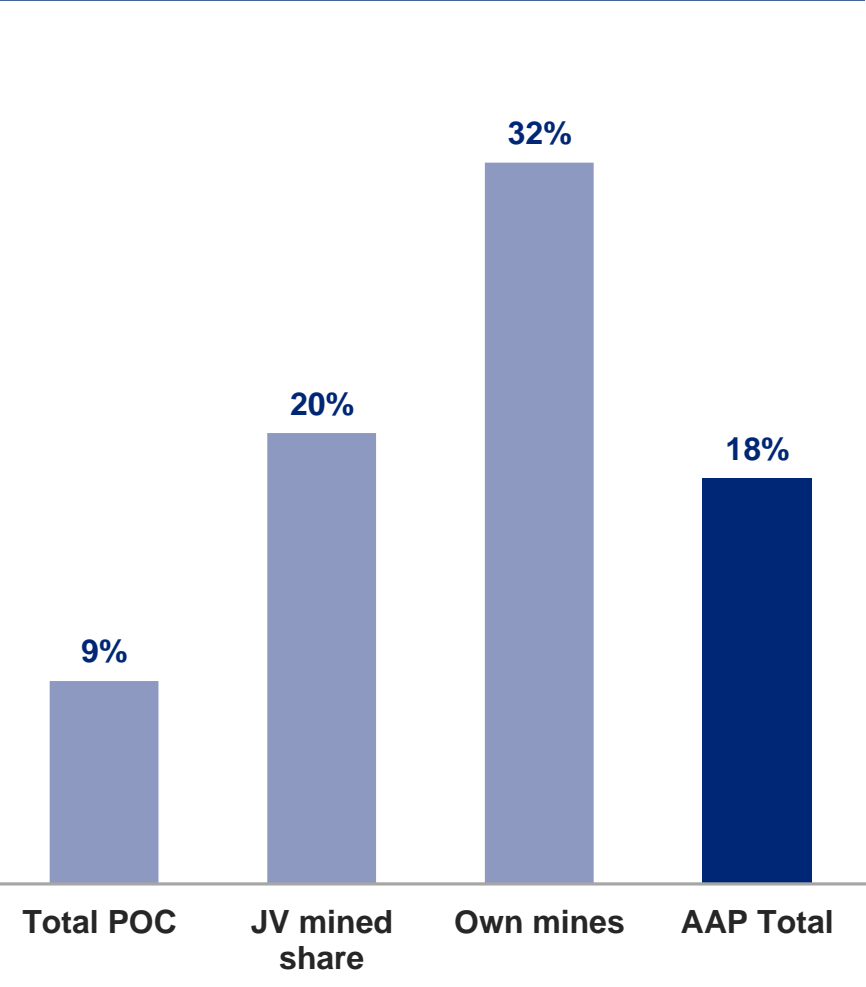
Operation	Net Debt December 2016	Cash from operations	SIB & Waste capital	Project capital	Cash tax and net interest paid	Funding associates & minorities	Free cash flow	Bokoni	Customer Prepayment	Net proceeds on asset sales	Net Debt December 2017
Mogalakwena		6,170	(2,193)	(221)			3,756				
Amandelbult		857	(563)	(18)		(203)	73			1,016	
Unki		794	(181)	(318)			296				
Union		571	(161)	(0)		(198)	211				
JVs - Mined		966	(558)	(77)			331				
POC		1,638	(332)	(0)		(658)	647	(786)			
Twick - C&M		(113)	-	-			(113)				
Twick - NMT		(318)	(17)	10			(325)				
Company		665	(116)	(0)	(2,971)	(31)	(2,454)		2,608	226	
	(7,320)	11,228	(4,120)	(624)	(2,971)	(1,090)	2,423	(786)	2,608	1,242	(1,833)

# STRONG MINING MARGINS AND STABLE POC MARGINS

2016



2017





# SUPPLY AND DEMAND BALANCES

000 OUNCES <sup>(27)</sup>	PLATINUM		PALLADIUM		RHODIUM	
	2017	2016	2017	2016	2017	2016
<b>SUPPLY</b>						
South Africa	4,365	4,390	2,570	2,575	618	615
Russia	650	705	2,650	2,775	65	85
North America	320	335	865	890	22	24
Zimbabwe	485	490	380	390	40	43
Other	160	160	130	130	5	5
<b>Total Primary Supply</b>	<b>5,980</b>	<b>6,080</b>	<b>6,595</b>	<b>6,760</b>	<b>750</b>	<b>772</b>
Autocatalyst recycling	1,325	1,160	2,425	2,000	324	271
Jewellery recycling	625	735	20	20		
Industrial recycling	35	30	480	480		
<b>Total Secondary Supply</b>	<b>1,985</b>	<b>1,925</b>	<b>2,925</b>	<b>2,500</b>	<b>324</b>	<b>271</b>
<b>Total Gross Supply</b>	<b>7,965</b>	<b>8,005</b>	<b>9,520</b>	<b>9,260</b>	<b>1,074</b>	<b>1,043</b>
<b>DEMAND</b>						
Autocatalyst: gross	3,285	3,325	8,425	7,950	858	822
Jewellery: gross	2,225	2,410	180	190		
Industrial: gross	1,980	1,855	1,930	1,875		
Investment:- Pt and Pd / Other:- Rh	350	620	(345)	(645)	190	191
<b>Total Gross Demand</b>	<b>7,840</b>	<b>8,210</b>	<b>10,190</b>	<b>9,370</b>	<b>1,048</b>	<b>1,013</b>
<b>(Deficit) / Surplus</b>	<b>125</b>	<b>(205)</b>	<b>(670)</b>	<b>(110)</b>	<b>26</b>	<b>30</b>

# COST BREAKDOWN

Costs reflective of AAP Own mined and Joint Venture share of production and costs at operations. Excludes all purchase of concentrate costs and volume, overhead and marketing expenses.

2015	Cost base (Rbn)	Volume %	PGM volume (koz)	Labour	Contractors	Materials	Utilities	Sundries
Opencast Mining	2.4	25%	885	25%	9%	67%	3%	-4%
Conventional Mining	14.8	51%	1,781	60%	3%	18%	8%	12%
Mechanised Mining	5.1	24%	830	42%	17%	26%	6%	9%
Concentrating	6.4			15%	4%	34%	22%	25%
Processing	5.3			24%	2%	26%	30%	19%
<b>Total</b>	<b>34.0</b>	<b>100%</b>	<b>3,497</b>	<b>41%</b>	<b>6%</b>	<b>27%</b>	<b>13%</b>	<b>14%</b>

2015 used as a comparison as 2016 costs not directly comparable due to the Rustenburg disposal in November 2016 i.e. only 10 months of mining cost included in 2016.

2017	Cost base (Rbn)	Volume %	PGM volume (koz)	Labour	Contractors	Materials	Utilities	Sundries
Opencast Mining	3.4	36%	1,041	21%	8%	60%	2%	9%
Conventional Mining	10.4	44%	1,272	56%	6%	18%	7%	13%
Mechanised Mining	4.5	20%	589	41%	11%	30%	7%	10%
Concentrating	5.5			15%	0%	37%	22%	26%
Processing	6.2			25%	6%	25%	30%	14%
<b>Total</b>	<b>29.9</b>	<b>100%</b>	<b>2,902</b>	<b>36%</b>	<b>6%</b>	<b>30%</b>	<b>14%</b>	<b>15%</b>

Non ZAR – 10% of total costs

- 100% at Unki
- Circa 25% at Mogalakwena

# FOOT NOTES

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- (1) Excludes funding to Bokoni of R0.8 billion
- (2) TRCFR is a measure of the rate of all injuries requiring treatment above first aid per 200,000 hours worked
- (3) LTIFR stands for lost time injury frequency rate and is measured as number of injuries for every 200,000 hours worked
- (4) Level 3-5 environmental incident is defined as any large incident at least restricted to site, through to a Level 5 incident which has a regional impact, or threatens a sensitive environment or species
- (5) Waste to landfill is measured per 1,000 tonnes
- (6) AISC – all-in sustaining costs: defined as cash operating costs, overhead costs, other income and expenses, all sustaining capital expenditure, capitalised waste stripping and allocated marketing and market development costs net of revenue from all metals other than platinum
- (7) \$1,046 is the AISC for 2017, based on H1 2017 achieved prices. \$955 is the AISC based on 2017 achieved prices
- (8) 62E – establishing a raise bore to surface to increase existing shaft hoisting capacity
- (9) 15E Project – sinking of a decline shaft with fully mechanised operations from current shaft bottom position to access deeper reserves
- (10) Treasury bills: Monetising of treasury bills issued by the Zimbabwean Reserve Bank (ZRB) for government debt
- (11) POC refers to purchase of concentrate comprising 50% purchased production from joint ventures and all purchase of concentrate from associates and third parties.
- (12) 2017 unit cost per produced ounce is R20,482 before ore measurement, compared to guidance of R20,350 to R20,850 / Pt oz
- (13) 2017 unit cost per PGM ounce is R9,462 before ore measurement
- (14) Gearing ratio is calculated as Net Debt / (Equity plus Net debt)
- (15) Cash includes cash held offshore that can be repatriated at a forex and tax cost as well as cash in joint operations
- (16) Sustaining capital refers to SIB capex and capitalised waste stripping
- (17) Johnson Matthey, LBMA, Bloomberg, Company analysis
- (18) Johnson Matthey
- (19) Johnson Matthey
- (20) LMC Automotive
- (21) Johnson Matthey
- (22) Johnson Matthey, LMC Automotive, Company analysis
- (23) Johnson Matthey
- (24) Johnson Matthey, Platinum Guild International
- (25) Johnson Matthey, Bloomberg, Company analysis
- (26) Johnson Matthey, SNL, Company analysis
- (27) Johnson Matthey, Company analysis