

# DRIVING VALUE UNDERSTANDING THE POTENTIAL

**Investor Presentation, 12 December 2013** 



Real Mining. Real People. Real Difference.



#### CAUTIONARY STATEMENT

**Disclaimer:** This presentation has been prepared by Anglo American plc ("Anglo American") and comprises the written materials/slides for a presentation concerning Anglo American. By attending this presentation and/or reviewing the slides you agree to be bound by the following conditions.

This presentation is for information purposes only and does not constitute an offer to sell or the solicitation of an offer to buy shares in Anglo American. Further, it does not constitute a recommendation by Anglo American or any other party to sell or buy shares in Anglo American or any other securities. All written or oral forward-looking statements attributable to Anglo American or persons acting on their behalf are qualified in their entirety by these cautionary statements.

#### **Forward-Looking Statements**

This presentation includes forward-looking statements. All statements other than statements of historical facts included in this presentation, including, without limitation, those regarding Anglo American's financial position, business and acquisition strategy, plans and objectives of management for future operations (including development plans and objectives relating to Anglo American's products, products, products, products, products, products, products, and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Anglo American, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

Such forward-looking statements are based on numerous assumptions regarding Anglo American's present and future business strategies and the environment in which Anglo American will operate in the future. Important factors that could cause Anglo American's actual results, performance or achievements to differ materially from those in the forward-looking statements include, among others, levels of actual production during any period, levels of global demand and commodity market prices, mineral resource exploration and development capabilities, recovery rates and other operational capabilities, the availability of mining and processing equipment, the ability to produce and transport products profitably, the impact of foreign currency exchange rates on market prices and operating costs, the availability of sufficient credit, the effects of inflation, political uncertainty and economic conditions in relevant areas of the world, the actions of competitors, activities by governmental authorities such as changes in taxation or safety, health, environmental or other types of regulation in the countries where Anglo American operates, conflicts over land and resource ownership rights and such other risk factors identified in Anglo American's most recent Annual Report. Forward-looking statements should, therefore, be construed in light of such risk factors and undue reliance should not be placed on forward-looking statements. These forward-looking statements speak only as of the date of this presentation. Anglo American expressly disclaims any obligation or undertaking (except as required by applicable law, the City Code on Takeovers and Mergers (the "Takeover Code"), the UK Listing Rules, the Disclosure and Transparency Rules of the Financial Conduct Authority, the Listings Requirements of the securities exchange of the JSE Limited in South Africa, the SWX Swiss Exchange, the Botswana Stock Exchange and the Namibian Stock Exchange and any other applicable regulations) to release publicly any updates or revisions to any fo

Nothing in this presentation should be interpreted to mean that future earnings per share of Anglo American will necessarily match or exceed its historical published earnings per share.

Certain statistical and other information about Anglo American included in this presentation is sourced from publicly available third party sources. As such it presents the views of those third parties, but may not necessarily correspond to the views held by Anglo American.

#### No Investment Advice

This presentation has been prepared without reference to your particular investment objectives, financial situation, taxation position and particular needs. It is important that you view this presentation in its entirety. If you are in any doubt in relation to these matters, you should consult your stockbroker, bank manager, solicitor, accountant, taxation adviser or other independent financial adviser (where applicable, as authorised under the Financial Services and Markets Act 2000 in the UK, or in South Africa, under the Financial Advisory and Intermediary Services Act 37 of 2002.).

# **AGENDA**

Setting context Mark Cutifani

Asset reviews & operational priorities Duncan Wanblad, Tony O'Neill,

Mark Cutifani

Q&A

Break

Commercial model Peter Whitcutt

Focus on capital René Médori

Safety, sustainability & engagement Mark Cutifani

Conclusion Mark Cutifani

Q&A

# **PRESENTERS**



Mark Cutifani
Chief Executive



René Médori Finance Director



Tony O'Neill Group Director Technical



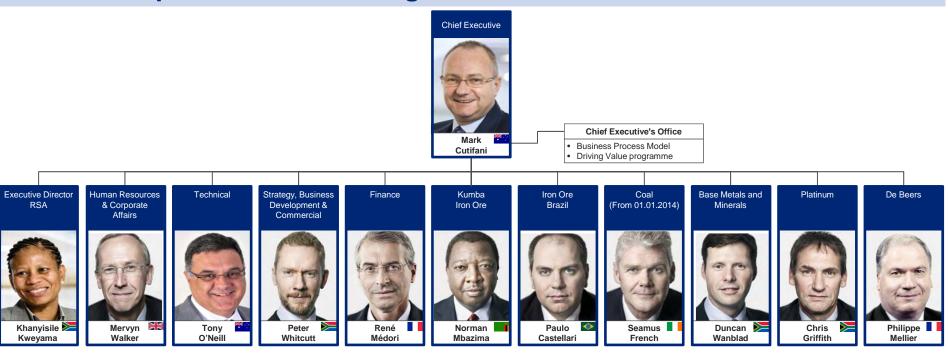
Peter Whitcutt
Group Director
Strategy, Business
Development &
Commercial



**Duncan Wanblad**CEO Base Metals and Minerals

#### ORGANISATION

#### We have implemented a new organisation structure ...



- Leadership team in place.....a diverse group with experience and capability.
- Building our technical and commercial skills.....to support our strategy.
- Now building our next layer of skills.....to support planning and execution.

... and focus on results already delivering measurable operating gains.

#### WHAT ARE YOU GOING TO HEAR?

#### We have focused our discussions around those assets and issues...

#### 1. The BIG TICKET asset opportunities

- Sishen recovery and optimisation
- Platinum restructuring and reconfiguration approach
- Moranbah North and process improvement approach

#### 2. Asset recovery projects

- Copper recovery and development strategy
- Jwaneng recovery update
- Thermal coal asset reconfiguration and recovery approach
- Nickel furnace recovery and rebuild

#### 3. Major project progress report

- Minas-Rio update
- 4. New development opportunities
  - Niobium/phosphate approach

#### 5. Commercial reconfiguration

• Singapore opportunities

#### 6. Focus on capital

- Capital allocation
- Balance sheet and dividend

#### 7. The pathway to 15%

Risks and opportunities

...that will underpin our drive to deliver improving returns and cash flow.

# ANGLO AMERICAN - WORLD CLASS ASSET BASE...



# ...AND WORLD CLASS PEOPLE



#### SECOND IMPRESSIONS...UNDERSTANDING THE DETAIL

#### We have now completed the review of our asset portfolio...

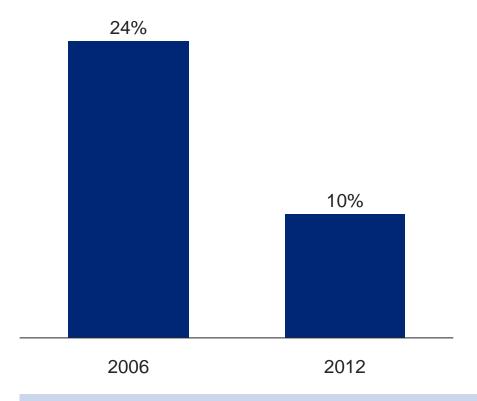
- Large, scalable resources across diversified commodity portfolio..................a unique set of options.
- **High quality assets** with potential to deliver better margins and returns:
  - Opportunities to better "work" our resource base......scale and quality supports different approaches.
  - Installed infrastructure capable of increasing ore extraction rates......to better utilise installed capital.
  - Development can be used to help improve productivities.....supporting execution consistency.
  - We have a range of commercial opportunities......to improve margins and returns.
- Capital deployment will be focused on priority projects.......to support building cash flow and returns.
- We have good people......determined to improve performance and our credibility.

... and we are clear in our understanding of what has to be done.

#### **SETTING INDUSTRY CONTEXT**

# Since 2006 industry ROCE has dropped significantly...

#### **Estimated mining industry ROCE**



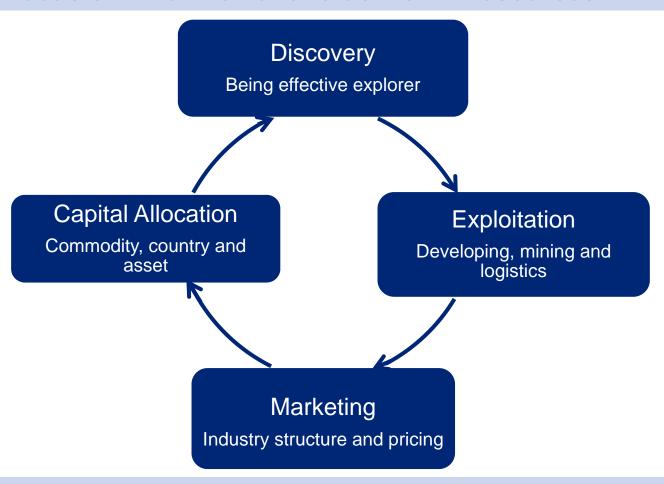
- Commodity prices have dropped from 10 year highs
- Companies over capitalised their assets in pursuing growth at any cost
- Takeovers "at any price" driven by desire to dominate markets
- Operating costs increasing reflecting:
  - Deeper operations and lower mining grades
  - Lack of planning and execution discipline
  - Lack of control on discretionary spending
- Projects overspent and behind schedule as detail lost in "need for speed"

#### ...and we have lost the trust of our investor base.

Source: BoAML 11

#### **SETTING OUR STRATEGIC CONTEXT**

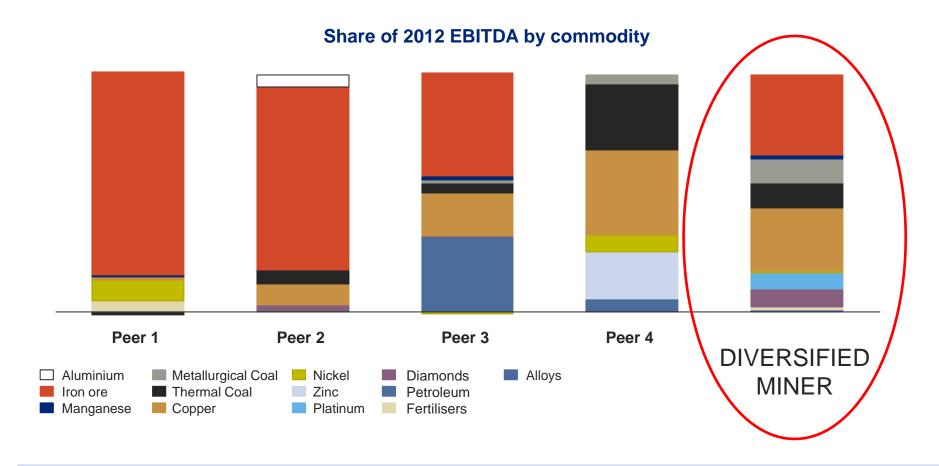
We need to focus on what we have to do well in resources...



...to ensure we can deliver returns and cash on a sustainable basis.

#### **DIVERSIFIED COMMODITY MIX**

# We have a diversified and high quality commodity portfolio...

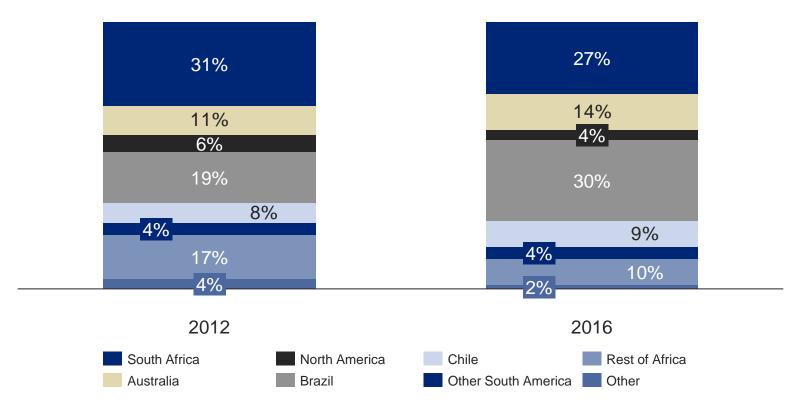


...that sets us apart from our competitors.

#### **DIVERSIFIED GEOGRAPHIC BASE**

### Our asset base is geographically diversified...

#### Average attributable capital employed by geography

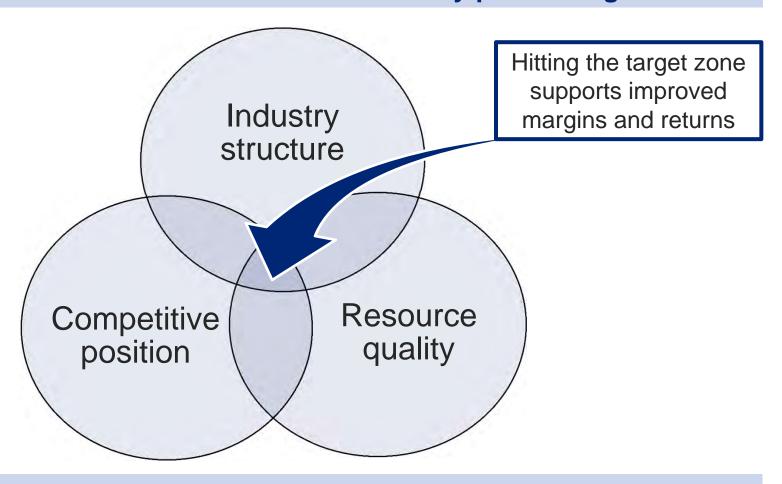


...and will continue to rebalance as we grow in South America and Australia.

Source: Company internal analysis

#### **ASSET FOCUS – MARGINS AND RETURNS**

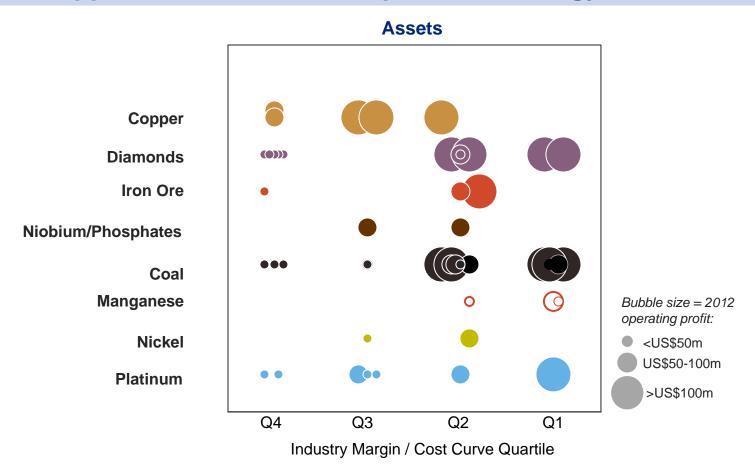
We are focused on assets and associated industry positioning...



...to help focus our capital allocation decisions.

#### PORTFOLIO POSITION – ASSET PERFORMANCE

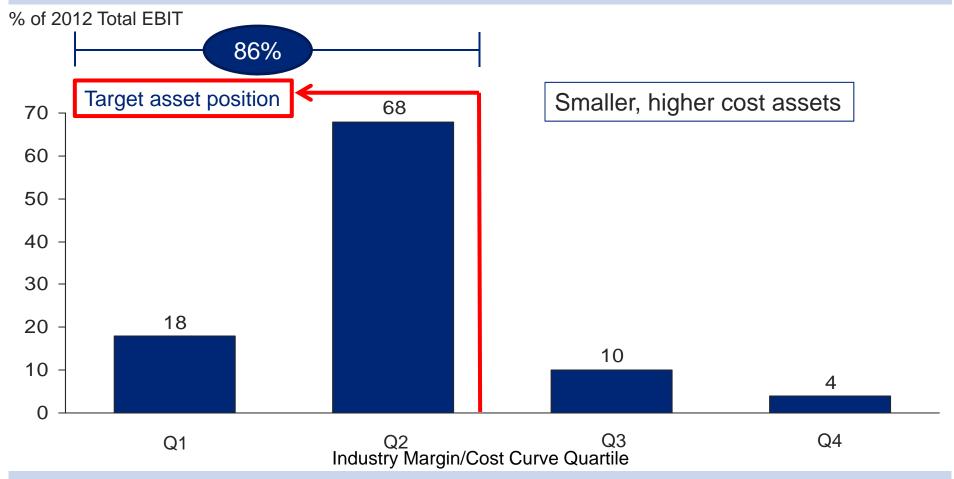
# Structured approach to asset driven portfolio strategy...



# ...where capital goes to quality...and laggards will be monetised.

#### PORTFOLIO POSITION – ASSET PERFORMANCE

# Structured approach to asset driven portfolio strategy...



...majority of profits from low cost assets.

# FROM OUR LAST CONVERSATION - BUSINESS EXECUTION

# We talked about our immediate challenges...

Platinum restructure	✓ Implementation now in process	
Kumba revitalisation	<ul> <li>Rebuilding pit development strategyin progress</li> <li>✓ AMSA dispute resolved</li> </ul>	
Copper production delivery	✓ Collahuasi and Los Bronces performing to targets	
Barro Alto	<ul> <li>Furnace rebuild programmedesign in progress</li> <li>✓ Process tonnes improve with new operating strategy</li> </ul>	
Minas-Rio project	<ul> <li>Focus on operational ramp up</li> <li>✓ Project hits key milestones – pre-stripping commences</li> </ul>	
De Beers delivery	✓ Jwaneng and Venetia recovery projects delivered	
Metallurgical Coal costs	✓ Productivity and cost improvements delivered	

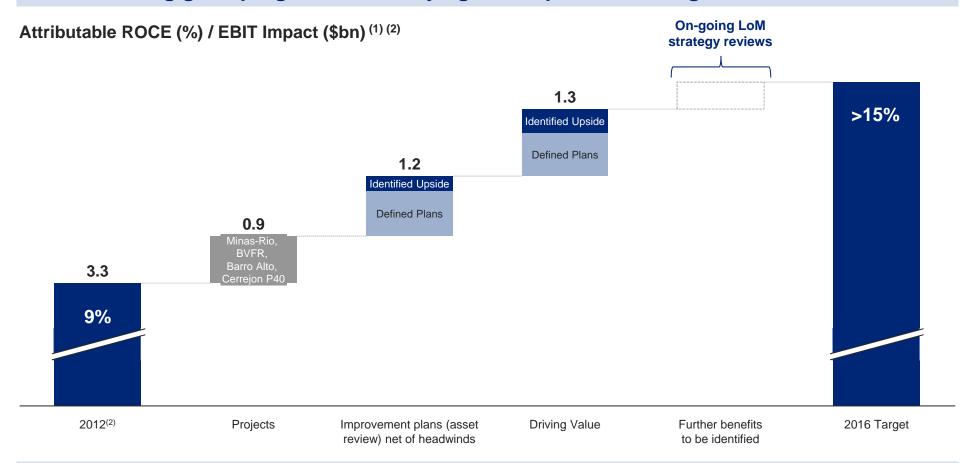
...and we have made significant progress.

# THE PLAN TO ADDRESS THE HEADWINDS...

		Los Bronces grades/El Soldado fault impacting production	~50-60kt lower production
Copper 			55 CORE TOWER PROGRESSION
	Plan	Los Bronces and El Soldado stripping and process debottlenecking Collahuasi stripping to access higher grade ore / increased throughput	~150kt higher production
	$\longrightarrow$	Sishen mining rates constrained by inadequate waste stripping	~3-0-3.5Mt lower prod.
Thermal/	Plan	Redesign of Sishen pit and core operating processes Kolomela optimisation	~9.0-9.5Mt higher prod.
		Depleting South African resource base Infrastructure commitments in Australia limit industry flexibility	~4-5Mt lower production Not quantified
Met coal	Plan	Optimise thermal product mix and yields Improved equipment productivity (open cut and longwall performance)	~3.0-3.5Mt higher prod. ~3.0-3.5Mt higher prod.
Platinum		Unsettled labour environment and cost inflation pressures	Production unchanged
	Plan	Delivery of restructuring programme and improved labour productivity	~100-125koz higher prod.
Diamonds		Lower revenue per carat at Venetia from K2 and K3 pipes and tailings	
	Plan	Improved plant productivity at Jwaneng and Orapa	~3.0Mct higher production
Minas-Rio		Increased operating cost: forecast +\$3/t and ramp-up schedule	Production unchanged
	Plan	Open up mining areas and debottleneck wet plant	
Barro Alto		Furnace operating below nominal production capacity	~14-15kt lower production
	Plan	Rebuild two furnaces to deliver reliable performance	~14-15kt higher production

#### FOCUS ON RETURNS – A KEY MEASURE OF PERFORMANCE

We are making good progress in identifying the steps to achieving our ambition...



...but we realise more is to be done to achieve our goal of exceeding a ROCE of 15% by 2016.

<sup>(1)</sup> Attributable ROCE defined as operating profit attributable to AA plc shareholders divided by attributable average capital employed

<sup>(2)</sup> ROCE and EBIT impact based on commodity prices and exchange rates at 30 June 2013 and including structural changes to portfolio

#### ...AND CAPITAL ALLOCATION

# We have applied a more stringent capital allocation model...

- **✓** Pebble project withdrawal
- ✓ Non-core asset sales deliver c.\$400m cash returns
- ✓ Sustaining capital controls tightened..."Investco" criteria rebuilt
- **✓** Project pipeline recalibration focus on exploration and study costs
- **✓** Quellaveco re-scoping to enhance the economic case for the project
- ✓ Mine development optimisation at major open pit operations in progress

...with 2014 delivery of our \$300m pipeline cost reduction target.

#### **KEY MESSAGES**

#### We have defined where we are going and what needs to be done...

- ✓ Asset review completed and opportunities identified
  - Key risks have planned mitigation plans in place
  - Improvement opportunities are in planning and execution
  - Commercial model in place and delivering improved margins
- ✓ Capital allocation model rebuilt
- ✓ Leadership team rebuilt and accountable for delivery

### Asset performance improvements are being planned and implemented...

- √\$400m cash realised from asset sales
- √ ~85% of additional EBIT opportunities identified to achieve 15% ROCE by 2016

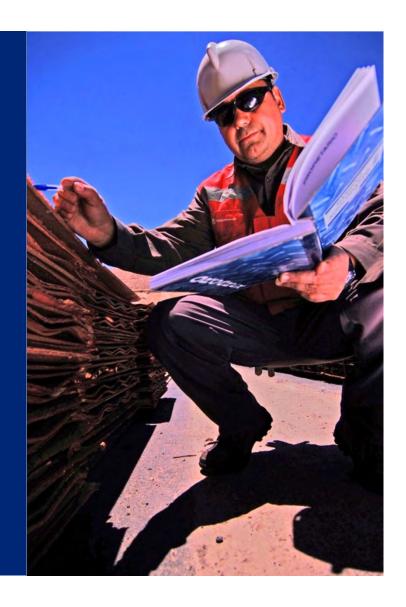
... and identified the pathway to increase earnings potential by 2016



# **ASSET REVIEW**

**DUNCAN WANBLAD** 

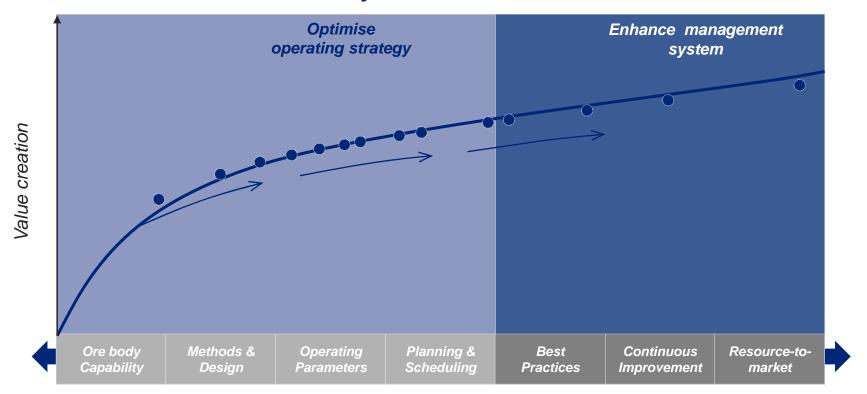
- Approach
- Process and methodology
- Findings



#### THE PATHWAY TO VALUE

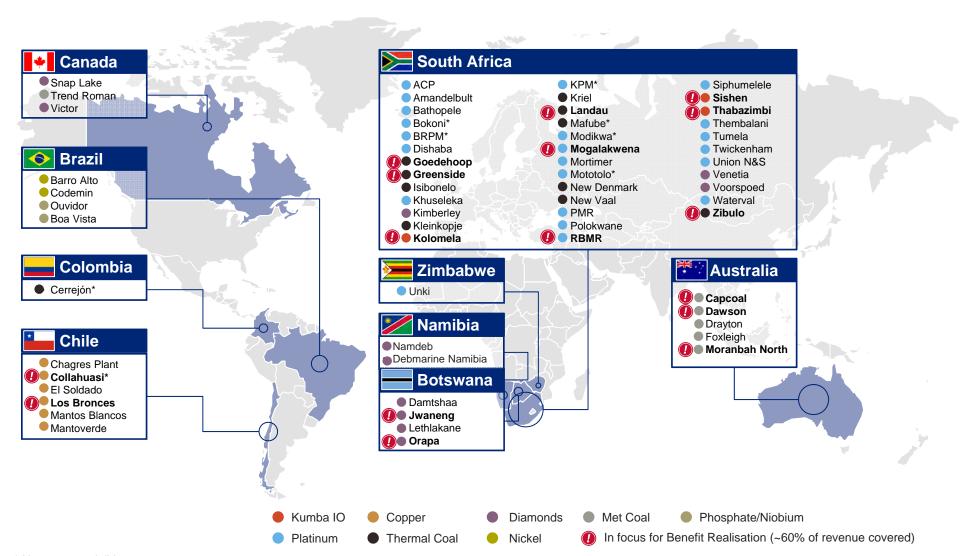
### Improvement efforts cover the full pathway to value curve...

#### Pathway to value\*



...improvement focus of asset varies according to position on curve.

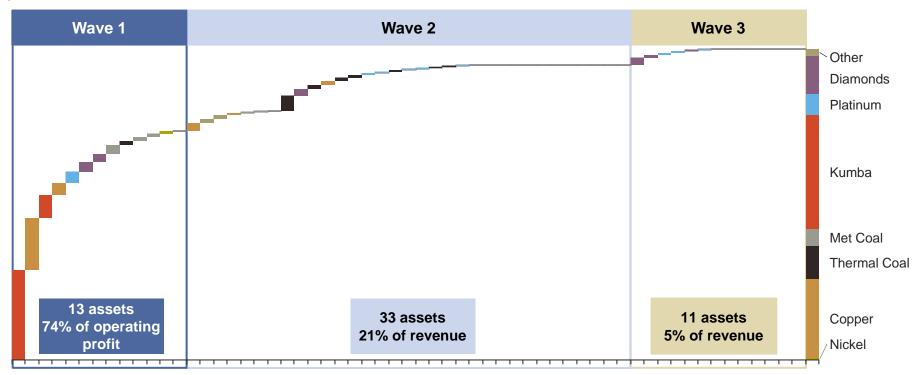
### WE REVIEWED ALL OUR OPERATING ASSETS



\* Non-managed JV 25

# 20 ASSETS REPRESENT ~80% OF EBIT

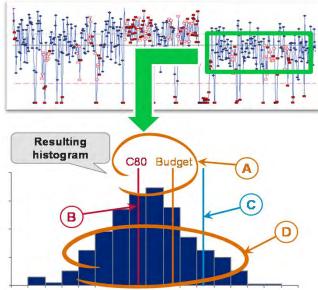
#### 2012 EBIT



#### APPROACH FOLLOWED

### Five key questions have been addressed in the Asset Reviews...

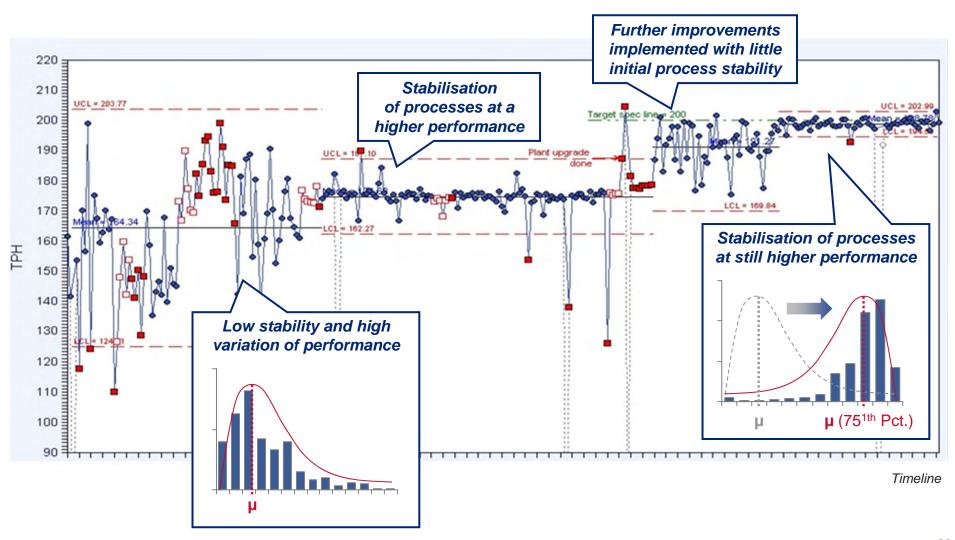
- What is the likelihood of meeting the 2013 Budget ?
- 2 Is there a material delivery risk to budgets in 2014 and 2015?
- What are the key risks faced by the assets?
- 4 What is the asset's full potential?
- How should the asset be strategically positioned?



- (C80) and budget Determine gap between current capabilities
- **B** Likely production (C80): Level which will be achieved on average with a confidence level of 80%, assuming **no changes** to the process
- Potential incremental improvement (P75): A production level that could be achieved in the future if the process is **stabilised and** optimised (aspirational)
- Distribution shape: Indication of required effort to improve output

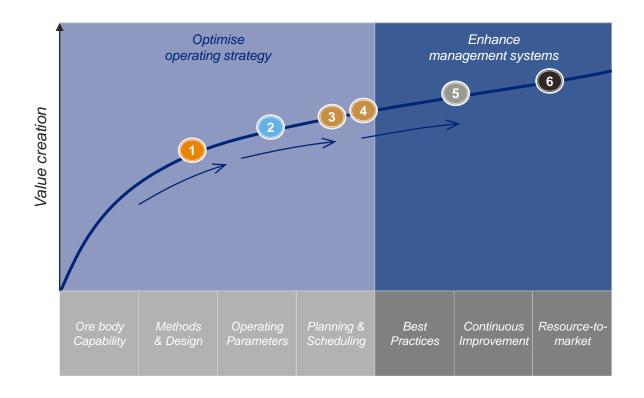
### ...plus statistical analysis of operational KPI's.

# PROCESS STABILITY IS KEY TO IMPROVED PERFORMANCE



#### **OPERATIONAL PRIORITIES: PATHWAY APPROACH**

# Asset Review benefits realisation examples exploiting different aspects of the Pathway to Value



#### Focus of improvements per mine

- Osishen: optimise mine design to ensure optimal waste stripping; plus mining fleet efficiency improvements
- Mogalakwena: improve overall equipment effectiveness plus plant throughput
- Los Bronces: set up optimal mine development and increase mining operation efficiencies
- Collahuasi: operation stabilised during 2013 but stripping backlog & equipment planning deficit
- Moranbah N: demonstrate how longwall mining best practice is being rolled-out across other operations
- **Thermal Coal:** demonstrate *enterprise value optimisation* as well as continuous improvement of operations

#### WE FOUND SOME SYSTEMIC AND SPECIFIC OPPORTUNITIES

#### Comprehensive view on systemic opportunities and root causes developed...

#### **Description**

#### Our approach to improve

Systemic opportunities

Opportunities and themes identified across all our operations

Mostly related to process control and management of operations

Identify root causes and overall organisation and business process model

Asset specific opportunities

Asset specific potential to improve output and reduce costs

Often related to technical matters, geology or operational set-up

Define asset specific improvement plans addressing opportunities and mitigating risks identified

... operational opportunities addressed and tackled asset by asset.



# COPPER

**DUNCAN WANBLAD** 

LOS BRONCES

• Location: Chile

• Ownership: 50.1% Anglo; 29.5% Codelco and

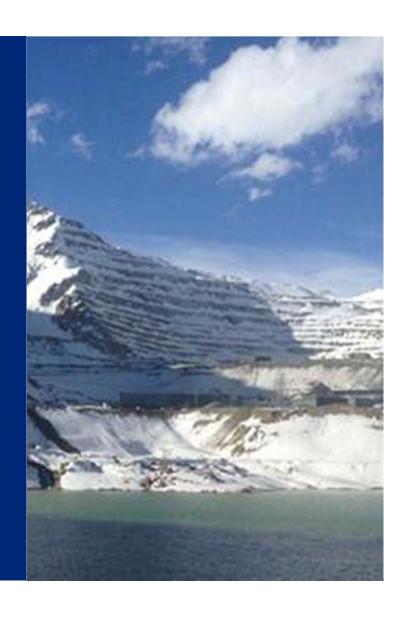
Mitsui JV; 20.4% Mitsubishi

• **Product:** Copper (Moly by-product)

• Mining method: Open pit

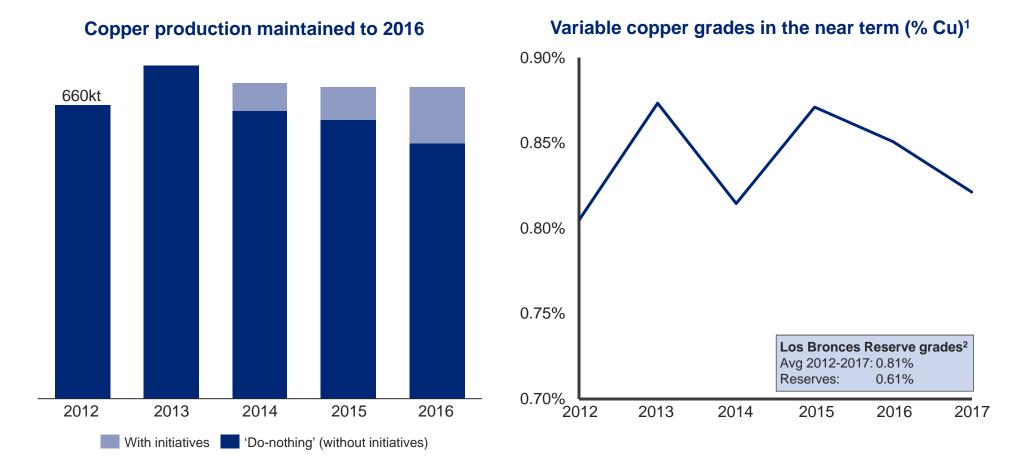
• **Processing:** Concentrate, Cathode

• **LoM**: 36 yrs (2049 – LOM plan)



### **COPPER: PRODUCTION AND GRADES**

#### Grade variability and increasing ore hardness would...



# ...result in falling production without initiatives.

<sup>1)</sup> Grade shown is the weighted average grade for sulphide flotation ore across all assets; Collahuasi at 44%.

<sup>2)</sup> Source: 2012 Ore Reserve and Mineral Resource Statement. Grades shown are for Proven and Probable Reserves, sulphide flotation.

#### LOS BRONCES

#### Challenges we are facing at Los Bronces...

#### Los Bronces challenges in 2010...

- Mine development behind plan
- Mining operation inefficiencies
- Plant processing constraints
- Recovery challenges
- Variation in ore grade

#### ...are being fixed

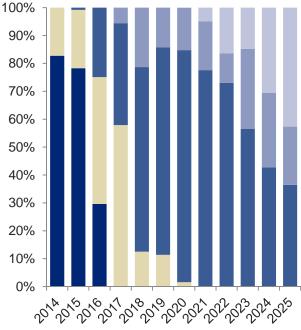
- Increase material extraction
- Improve ore flow continuity
- Debottleneck plants and increase total throughput
- Increase flotation residence time





#### Los Bronces ore phases

■ Don01 ■ Cas02 ■ Inf05 ■ Inf07 ■ Don02



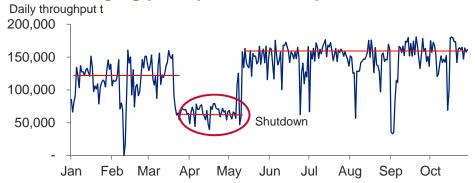
...actions we are taking to address the key challenges.

#### **COLLAHUASI**

#### Improved performance at Collahuasi....



#### **Encouraging plant performance post shutdown**



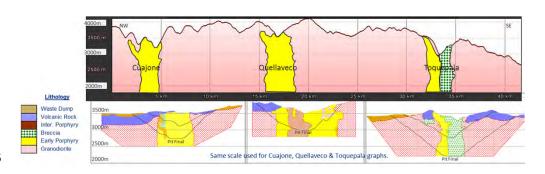
- Focus on operational stability and maximising existing asset potential given current production limitations (largely governed by water supply and the existing plant)
- Less variability and higher throughput achieved through improved mine to plant coordination, stator change and better plant operational control
- Throughput increase of 25% and operating costs 28% below 2012
- Cathode production stops from 2015, economic decision to stop Rosario Sur
- Need to build a stable platform for future expansions given the size of the Resource

#### ...with increased throughput and higher grades.

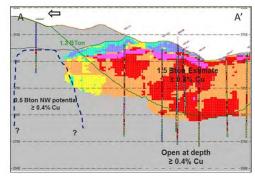
#### QUELLAVECO PROJECT

#### Very large ore body with attractive grades...

- Located in Southern Peru in an established mining district
- Resources of 1.5Bnt at 0.60% Cu and 0.020% Mo, remaining open at depth and to the north west
- Feasibility Study and related permit modifications for a larger scale project being advanced
- 30 year LOM with production of 215ktpa (281ktpa during the first five years) and significant further expansion potential
- Strong political and community support following the stakeholder Dialogue Table process and ongoing engagement and investment
- Construction early works commenced in 2010







...Peru is fundamental to our copper portfolio.



# SISHEN MINING STRATEGY

**TONY O'NEILL** 

Location: South Africa

Ownership: 51.5% (73.9% by Kumba Iron Ore)

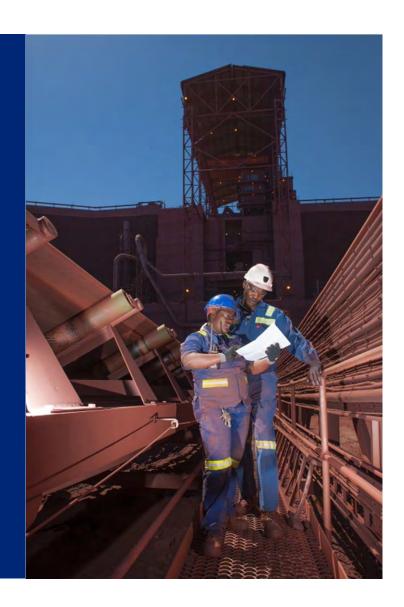
**Product:** Iron Ore

Mining method: Open pit

**Processing:** Open pit feeding DMS & JIG plants

LoM: +17 years

Costs: Second quartile



#### **SISHEN MINE**

#### "Business as usual" ore produced

Ore Mt

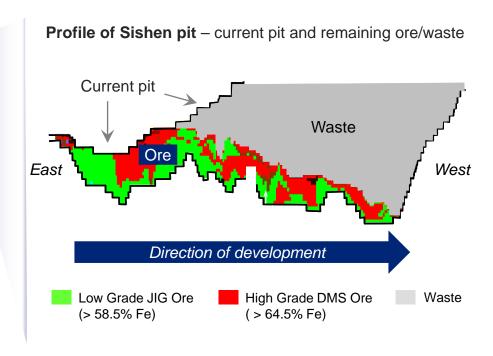


#### SISHEN MINE CURRENT STATUS

#### **Ore Exposure Status at Sishen**

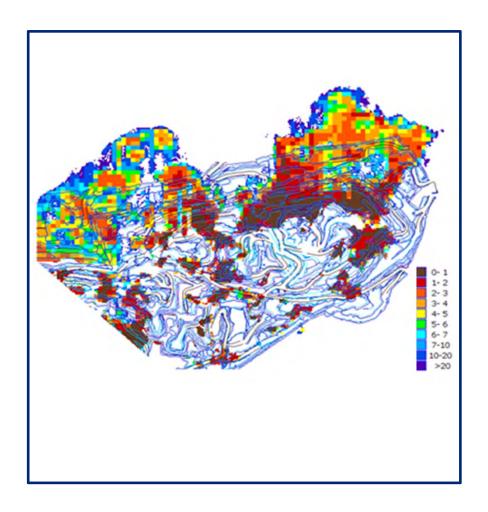
- Sishen ore body dips and thins to the west, resulting in a rising strip ratio
- Sishen now has an accumulated waste stripping deficit and reduced 'exposed' ore over plan
- Business as usual results in slower ore produced recovery and requires waste stripping of up to 270 Mtpa for production of 37 Mtpa at specification

#### **Profile of Sishen pit**

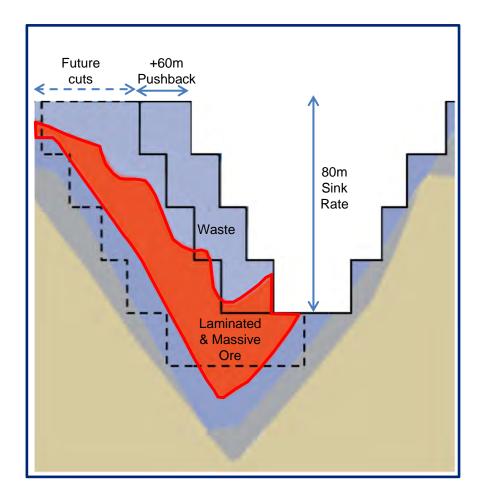


#### SISHEN MINE: RESCHEDULE KEY INPUTS

#### Spatial waste to ore ratio

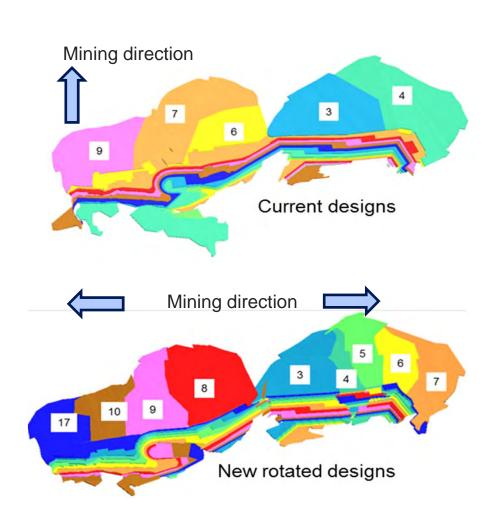


#### Push back sink ratio



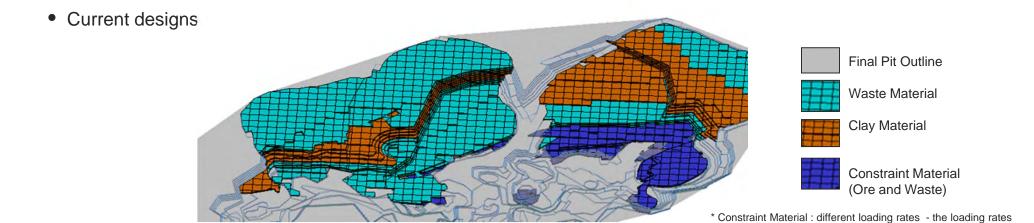
# SISHEN MINE: PUSH BACK RE-DESIGN & PUSH BACK 2 FOCUS AREA

- Pit design re-optimised to take into account ore "written off"
- Push backs re-designed including rotating mining direction in some areas through 90 degrees
- Optimised "smaller" push backs and design changes enables faster sink rates to expose ore
  - Increased fleet efficiency through shorter haul cycles
  - Haul road ore "lock up" minimised

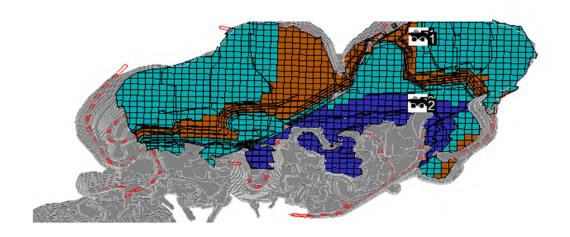




#### SISHEN MINE: VIDEO CLIPS ON CURRENT DESIGN & RE-DESIGN PUSH BACKS

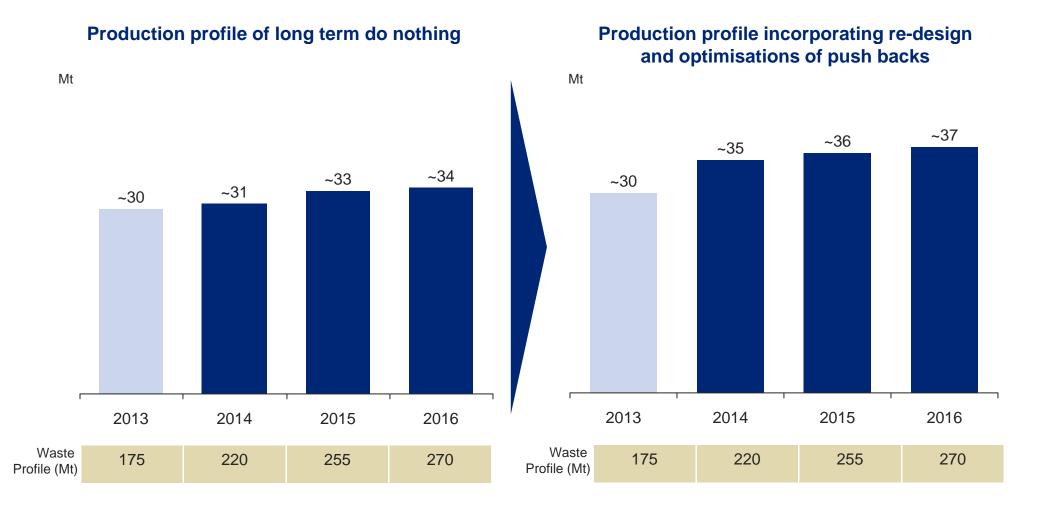


Re-designed push backs



is generally lower than the waste or clay material above it

#### **SISHEN MINE: THE SCENARIOS**





# **MINAS-RIO**

#### **TONY O'NEILL**

Location: Brazil

Ownership: Mine 100%; Port 49%

■ **LoM**: ~60 years

Production: Phase 1 26.5 Mtpa (wet)

Resource of 5.7Bt

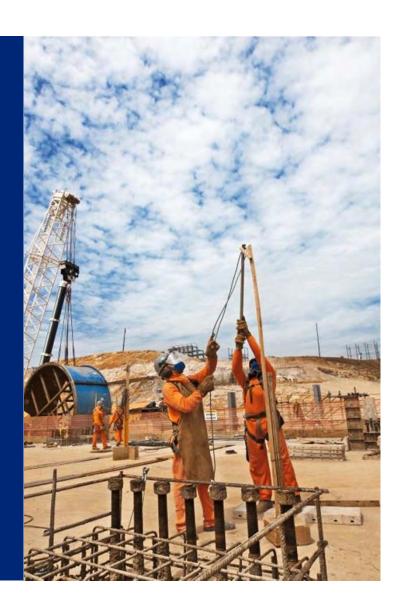
Mining method: Open cut – truck & shovel

■ **Product:** Iron Ore (68% Fe), low contaminant pellet feed

Cash unit costs: c.US\$33-35/t (wet)

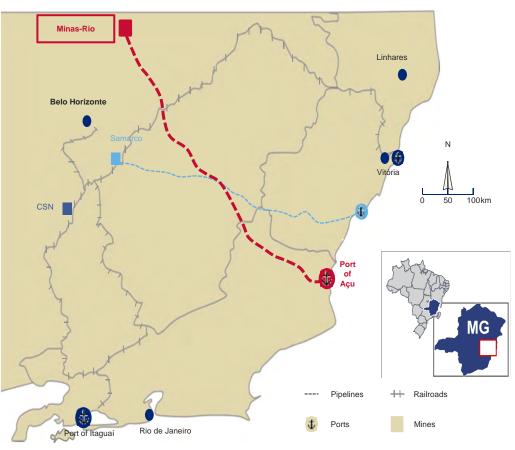
First Ore on Ship: end 2014

■ **Capex:** \$8.8bn



#### **MINAS-RIO PROJECT**

#### Fully integrated mine and infrastructure...



- Total Resource of 5.7 Bt
- Life of Mine: ~60 years
- Fully integrated mine-to-ship infrastructure
- Design capacity of 26.5Mt (wet)
- High grade (68% Fe), low contaminant pellet feed



#### **MINAS-RIO PROGRESS**

#### 82% complete in November...

#### Mine



- Operational readiness preparation
- Pre-stripping activities finalised
- Application to convert from LI to LO on-going
- Over 600 operational employees already hired

## Beneficiation Plant



- 80% overall progress
- 100% transmission line towers erected
- Tailings Dam structure completed
- ~8,000 people mobilised

#### **Pipeline**



- 90% overall progress
- Land access virtually concluded
- 440 km (~85%) of pipe installed
- ~9,000 people mobilised

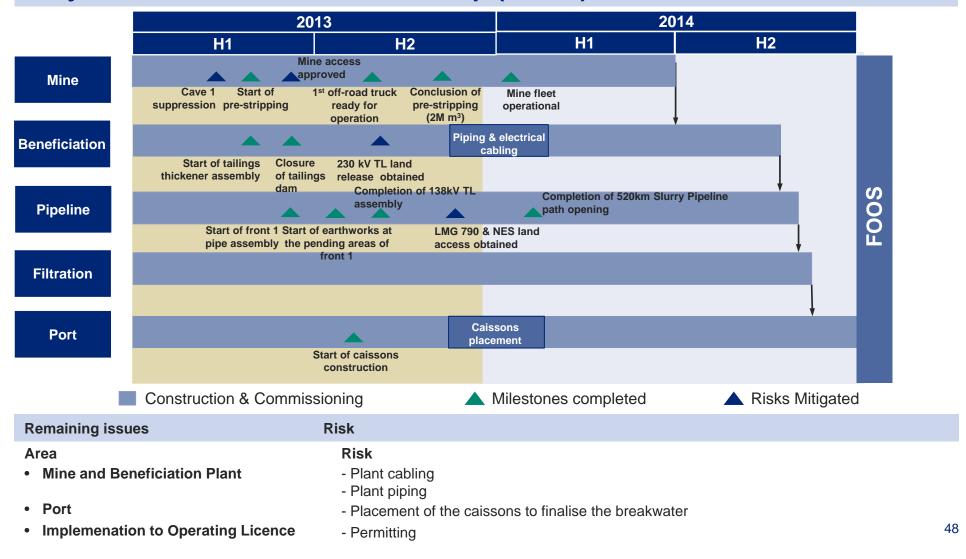
Port



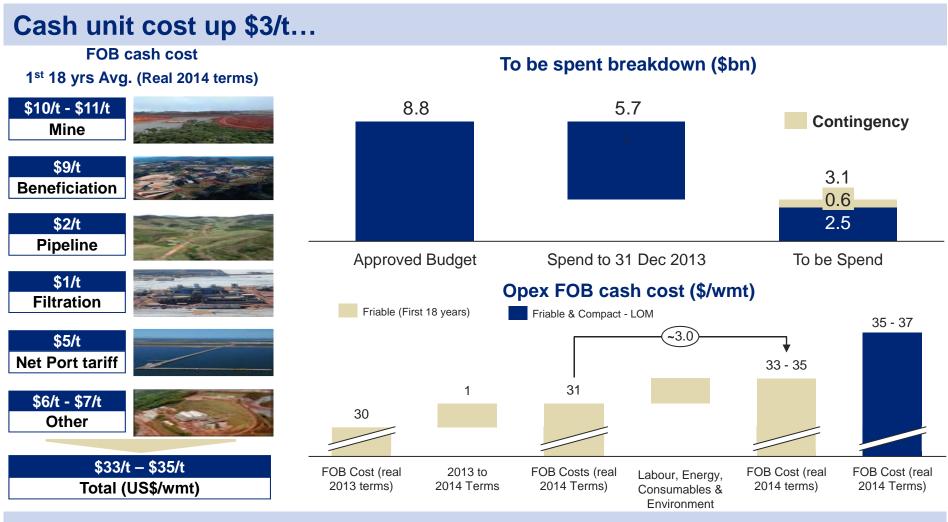
- 73% overall progress
- Filtering plant structure delivered
- 18 of 37 of breakwater caissons built: 2 placed
- ~2,200 people mobilised

#### **MINAS-RIO UPDATE**

#### Project schedule for first ore on ship (FOOS) remains end 2014...



#### MINAS-RIO FINANCIALS



...capex guidance maintained at \$8.8 bn.



# PLATINUM RESTRUCTURING UPDATE

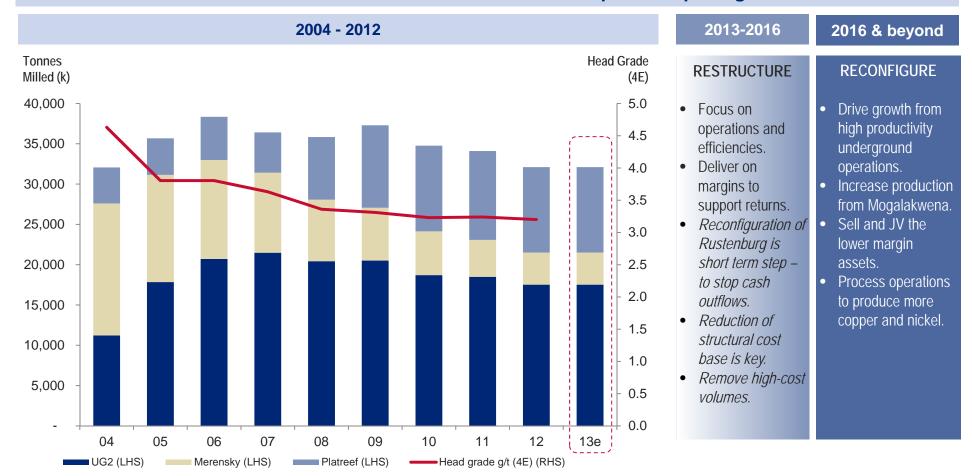
#### **MARK CUTIFANI**

- Current
- Future possibilities



#### THE STRATEGY IN CONTEXT

We need to reconstruct the business to ensure returns in a weak platinum pricing environment...



#### **RESTRUCTURING – PROGRESS UPDATE**

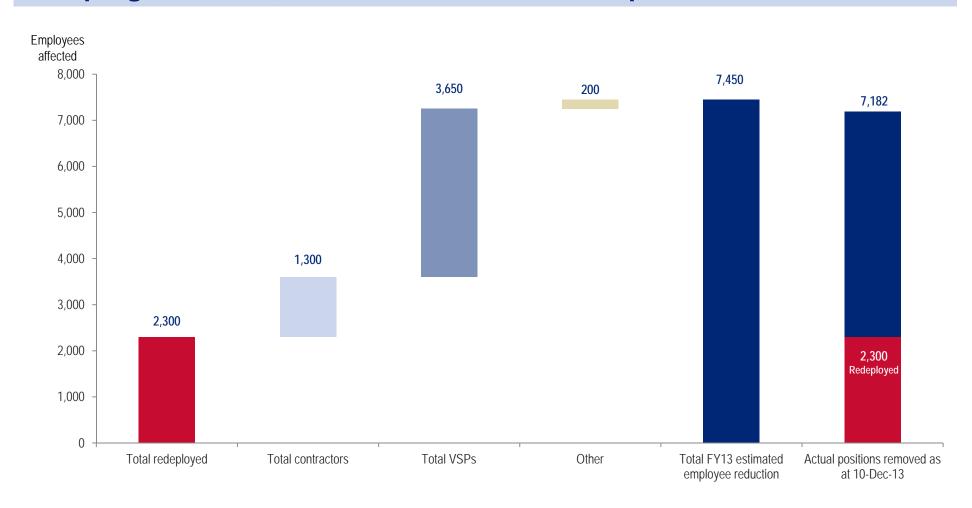
#### We are executing our restructuring plan...

- ✓ Rationalise Rustenburg operations into 3 mines
  - Blasting stopped at Khomanani 1 & 2 and Khuseleka 2 in August 2013
  - Reduction of 7,450 positions by the end of 2013
  - Reductions comprise 5,150 employees leaving the organisation and 2,300 redeployed within the organisation by the end of 2013 on track
  - Limited capital at Khuseleka, Khomanani, Siphumelele & Thembelani
- ✓ Rationalise Union mines into one and prepare for disposal
- √ JV Portfolio review under way
- ✓ Baseline production to 2.2-2.4 million ounces per annum
  - Reduction of high cost annualised production of 50 koz in 2012 and 250 koz in FY13
- ✓ Savings of R1.5bn of total R3.8bn targeted EBIT benefits in place as at December 2013
- ✓ Major organisational changes in progress
- √ Gross commercial savings of >R1bn enabled

...and we have made significant progress since July 2013.

#### **ORGANISATION TRANSFORMATION – ON TRACK**

#### 96% progress made, and on track to meet FY13 plan...





# MOGALAKWENA

#### **MARK CUTIFANI**

Location: South Africa

Ownership: 80% (100% owned by Anglo American Platinum)

Product: PGMs, nickel, copper

LoM: 60+ years

Mining method: Open pit

Processing: Two concentrators on site

• Reserves (4E): ~89.1 Moz

Indicative Nickel and Copper content: Nickel ~1.7 Mt;
 Copper ~0.9 Mt



#### **OVERVIEW**

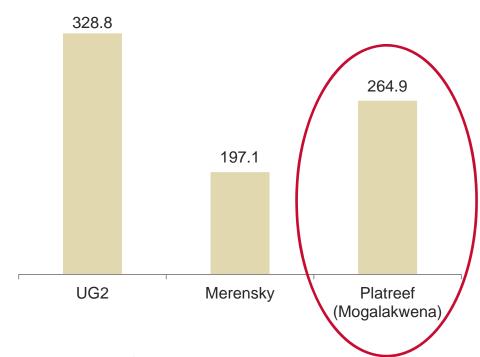
#### A large scale platinum resource that provides new possibilities...

#### **Only operating Platinum mine on Northern Limb**



#### Mineral Resources by Reef Type<sup>1</sup>

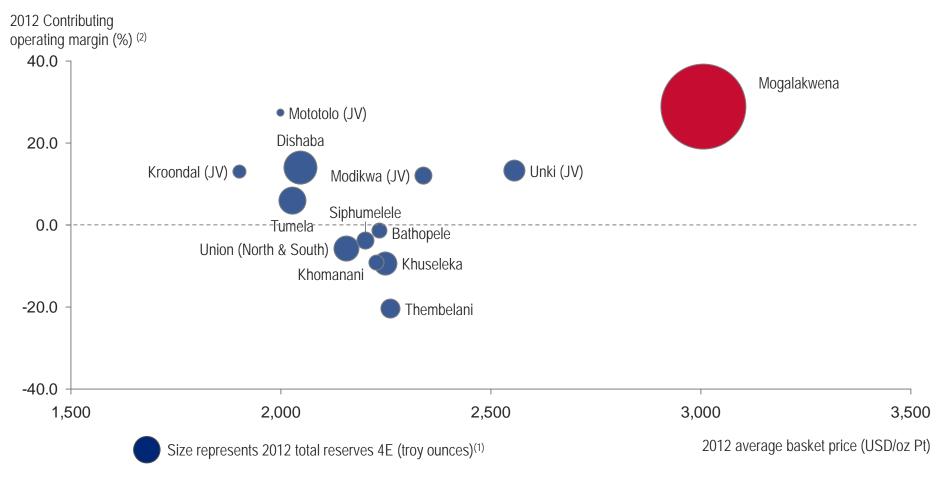
#### **Contained 4E million troy ounces**



- Platreef can support open pit mining deeper than 400m
- Contains more palladium, nickel and copper than UG2 and Merensky

#### **MOGALAKWENA – A SIGNIFICANT RESOURCE**

#### A resource of size and quality provides a range of development options...



<sup>(1)</sup> For JVs, represents Anglo American Platinum's attributable interest (2) 2012 Operating margins negatively impacted by post-Marikana strike action (Tumela, Dishaba, Union, Bathopele, Siphumelele, Khomanani, Khuseleka, Thembelani) Note: Average 2012 exchange rate used 1 USD = 8.47 ZAR

#### ...BUT HAS NOT MET PLAN IN RECENT YEARS

#### Several key issues were identified during the Asset Reviews...

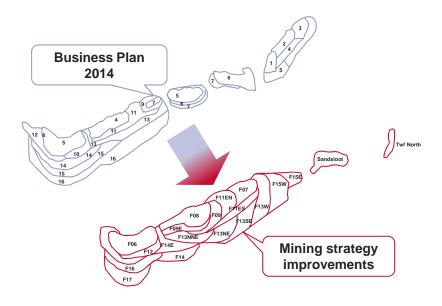
- Mining strategy can be optimised......to reduce waste stripping
- Extraction strategy can be improved......to reduce cost structures
- Mining productivities across all processes......can be improved
- Utilisation/availability on equipment......targeted with new fleet
- Reliability at concentrators......to improve metal extractions
- Front-line supervisory skills gap......we must support a new approach

#### ...and the team is working on improving each of these key areas.

#### MINING STRATEGY IMPROVEMENTS

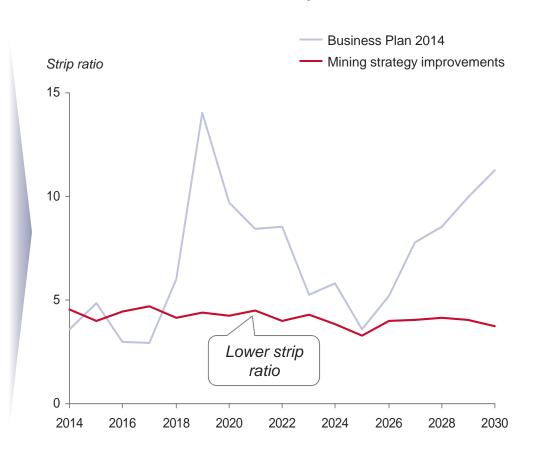
#### Mining strategy improvements materially impact potential...

#### Improved design and optimised scheduling



- Improved stockpiling approach
- · Optimised cut-back layout and schedule
- Simultaneous consecutive bench mining philosophy
- Faster drop down rate

#### Decreased strip ratio(1)

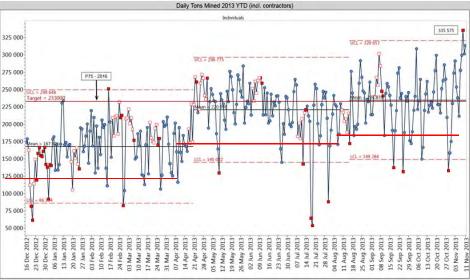


(1) Indirect strip ratio

#### PROCESS IMPROVEMENTS

#### ...and improvement in key processes is already enhancing flexibility





- Pit layout can deliver higher productivity
- Production in 2013 now on track for record platinum ounces...early improvements in drill and blast has driven the increase
- Mean daily tons mined rate up 38% YTD, now operating at 2014 plan production rates
- Significant further improvement potential through BPF implementation in 2014

#### **OPTIMISATION: STEPS TO DELIVERY**

#### **Improvement steps**

improvements

### Mining strategy

#### **Description**

#### -

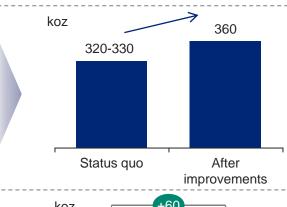
- Improved stockpiling approach
- Optimised cut-back layout and schedule
- Simultaneous consecutive bench mining philosophy

#### **Production volume impact**

Cost reduction impact
Improvements in underlying
efficiencies will help reduce
costs further

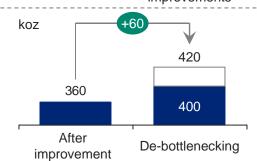
Ongoing operational improvements

- Significant improvements already under way (availability, utilisation, productivity, enablers)
- Increased production volume at stable cost



Debottlenecking

- Additional crushing and storage (crushing area) and hydrodynamic upgrades (milling area)
- Concentrating capacity increase



#### **TARGETS – 2014 MILESTONES**

#### We are looking to incrementally increase Mogalakwena in the mix...

- Resource / Reserve update in March
- Commissioning new rope shovel
- 15m bench heights support productivity improvements in the South pit
- Process upgrades improve sink rates
- Design and implement change to mining strategy
- Commence pre-stripping to support 2017 400 koz/pa mining rate post confirmation of waste stripping revisions



...and the team is already improving each of the key processes.



# **MORANBAH NORTH**

#### **MARK CUTIFANI**

• Ownership: 88% Anglo American

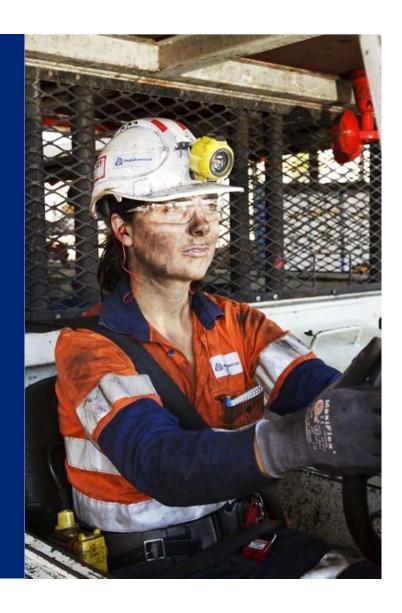
• LoM: 35 years

• Location: Australia

• Product: Metallurgical Coal

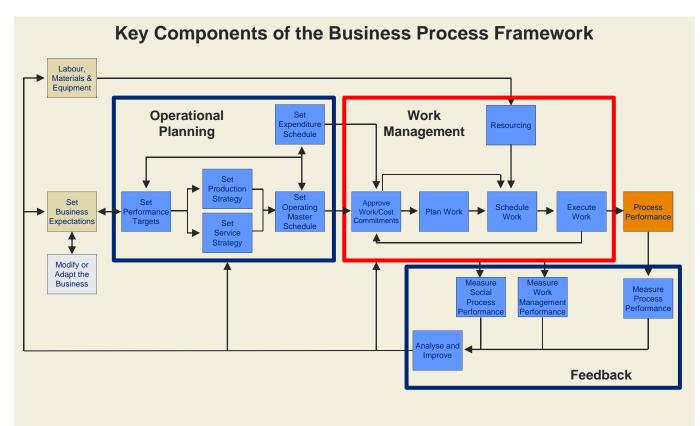
• UG/OC: Underground

• Mining method: Longwall



#### **BUSINESS EXECUTION – THE FOUNDATIONS FOR DELIVERY**

#### We are using a structured approach to improve our performance...



Purpose: to deliver the business expectations established by management

#### **Underlying theory:**

- Doing the right work, at the right time in the right way
- Appropriately planning, scheduling and resourcing work
- 3. Promoting a culture of caring
- Reinforcing positive values and beliefs in the workplace
- Securing employee commitment through involvement and engagement

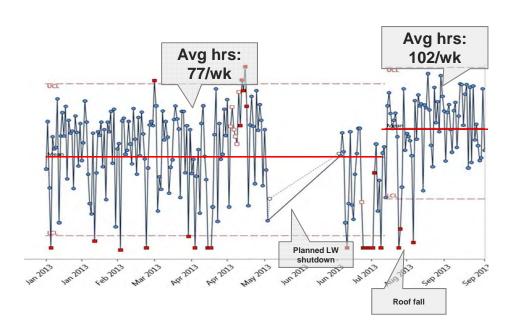
#### ...to enable consistent delivery against expectations

#### LONGWALL PERFORMANCE IMPROVEMENTS

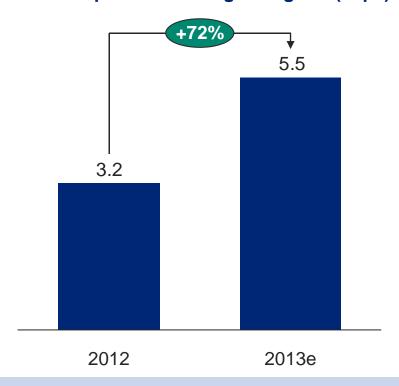
New leadership team implemented processes to address key issues and risks...

...which led to significant performance improvement compared to historical performance

#### Longwall cutting hours / week



#### Saleable production single longwall (Mtpa)

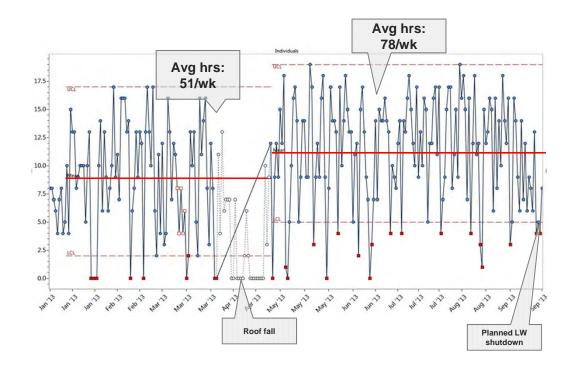


...the team had already identified the potential business process work.

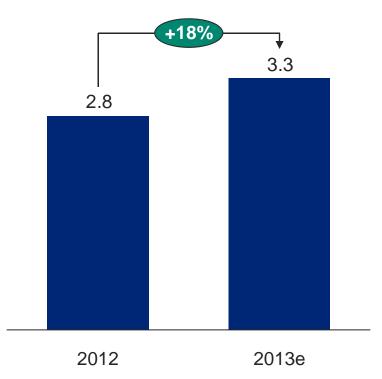
#### **GRASSTREE MINE: LEARNINGS REPLICATED**

#### ...and we are extending the process in coal...

#### **Longwall cutting hours/week**



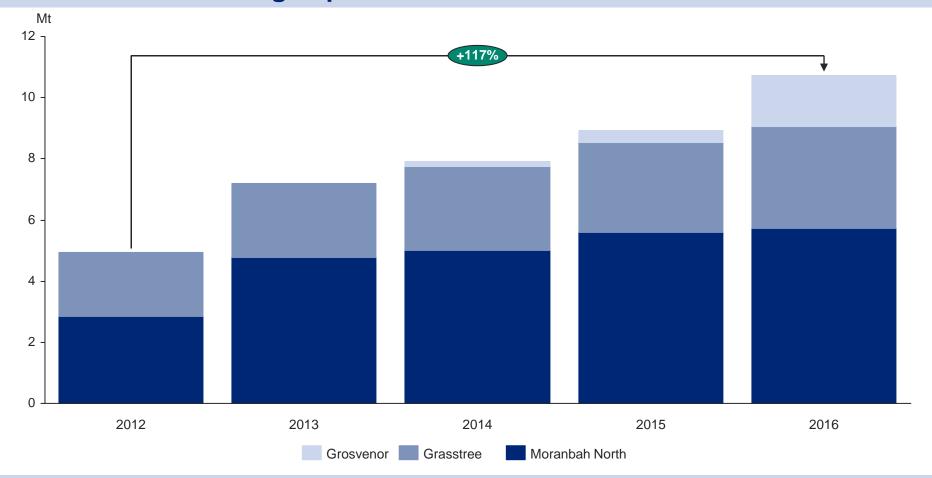
#### Saleable production (Mtpa)



...with Grasstree already showing material improvement.

#### TARGET PRODUCTION GROWTH

#### We can see continuing improvements...

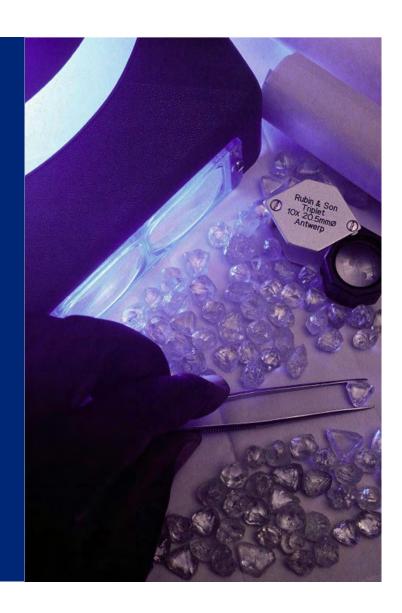


...as we apply our learnings to current and new projects in coal.



# SNAPSHOTS: DIAMONDS THERMAL COAL NIOBIUM & PHOSPHATES NICKEL

**MARK CUTIFANI** 



#### JWANENG JOURNEY TO PERFORMANCE RECOVERY

#### 2012 waterlogged ore



#### 2012 Challenges

- Uncontrolled side wall failure
- Fatality results in low morale and productivity
- Pit floods in rainy season

#### 2013 Turnaround

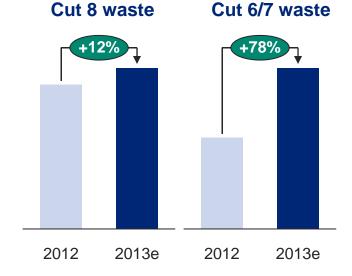
- Reconfigure team
- Back to basics
- Second slope failure with zero impact
- Employee confidence regained

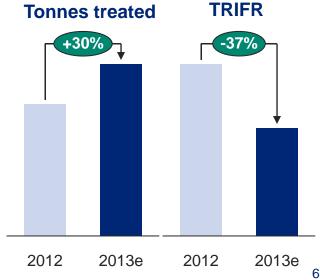
#### 2013 prepared for rain



#### 2014 and beyond focus on:

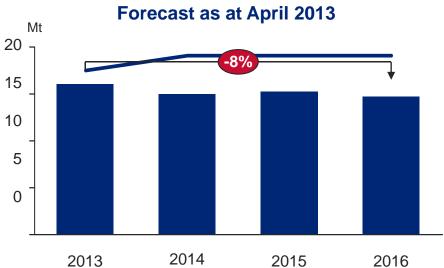
- Consistent delivery
- Maintenance efficiency improvement
- Enforcement of standards
- Mining options beyond Cut 8
- Tailings treatment options



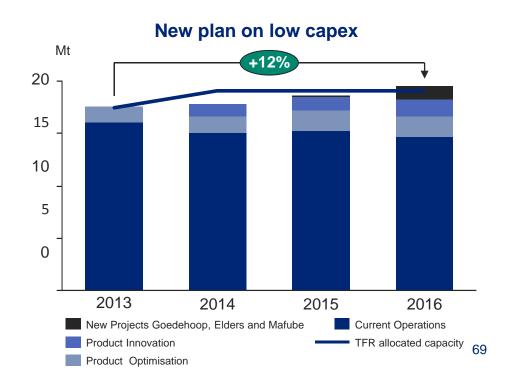


#### THERMAL COAL - OPTIMISING THE RESOURCE



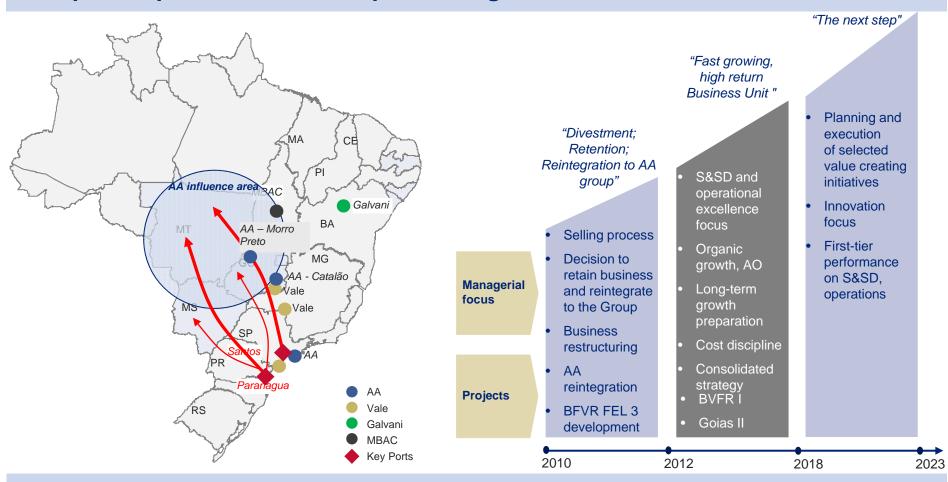


- Natural quality decline impacts production forecasts
- Plan focuses on lower calorific coal...at low incremental cost
- Low capex and low cost maintains margins and returns



#### **NIOBIUM & PHOSPHATES: AN EVOLVING STORY**

#### Phosphates presents excellent positioning...



...when compared to competitors.

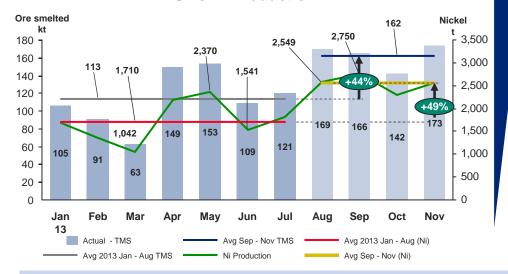
#### **BARRO ALTO: GETTING THE BASICS RIGHT**

#### Production improvement and operational stability...

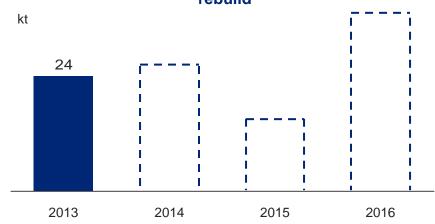
- A series of shorter-term improvements made and an increased level of monitoring put in place are already starting to yield results
- Throughput improvement of 36% H2 to date compared to H1
  - H2 average (as a percentage of nominal capacity) of 77% with a notable number of days above 80%

 Engineering is under way for the furnace rebuilds which will commence in H2 2014 with initial focus on EF2

#### **TMS vs Ni Production**



#### Forecasted Barro Alto production reflecting furnace rebuild



...the furnace rebuild is the next step change.



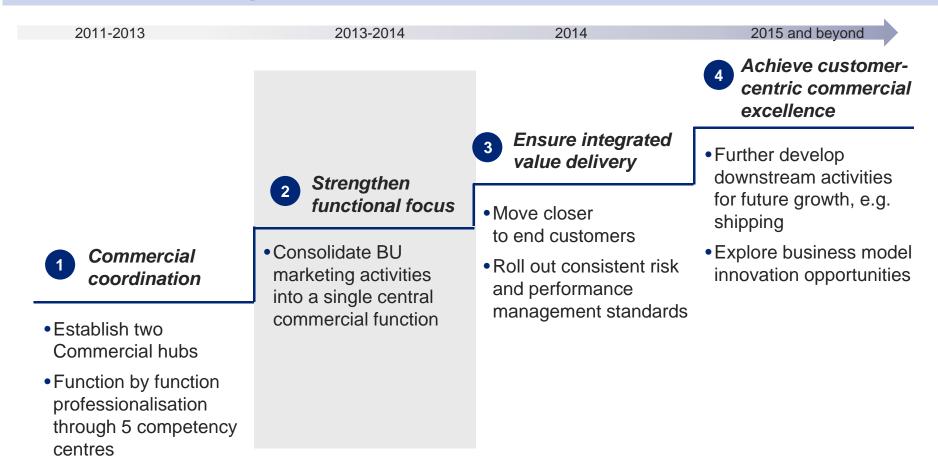
# COMMERCIAL OVERVIEW

**PETER WHITCUTT** 



### ANGLO AMERICAN'S COMMERCIAL TRANSFORMATION

### We are transforming our commercial activities...



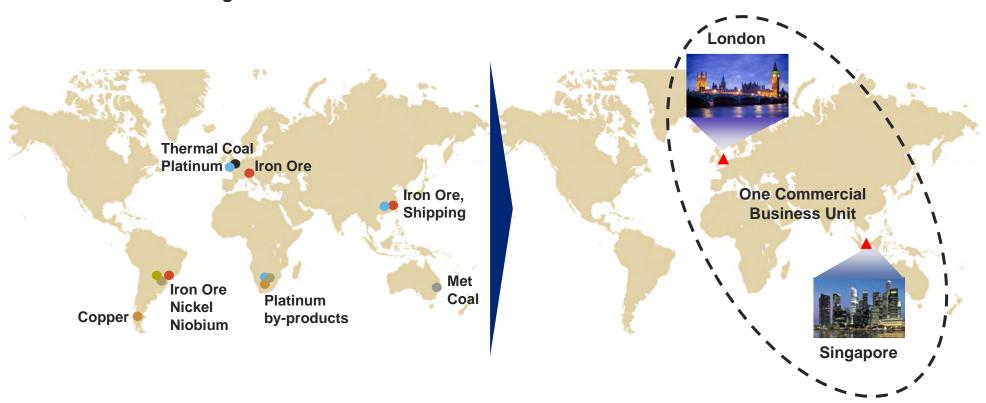
...to extract the full value from the commercial value chain.

### TRANSITION TO CENTRAL COMMERCIAL UNIT

### We have created one commercial business unit...

We have moved from nine separate export marketing offices...

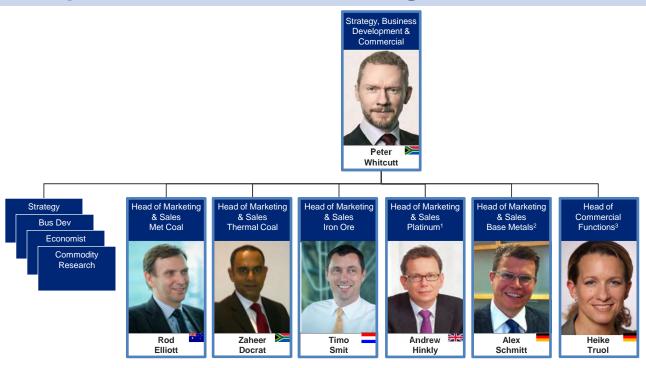
...to a central Commercial business unit marketing all our commodities from two main hubs



...to leverage best practice and drive commercial excellence.

### COMMERCIAL ORGANISATION

### We have implemented a centralised organisation structure ...



New leadership team is largely in place and already driving new commercial thinking and value delivery

... to ensure an integrated approach to value delivery across the portfolio.

<sup>(1)</sup> Includes Platinum and Platinum Group Metals

<sup>(2)</sup> Full title is Head of Marketing Base & Speciality Metals and includes Copper, Nickel and Niobium

<sup>(3)</sup> Head of Commercial Functions is responsible for Shipping, Logistics, Strategy, Market Intelligence, Skills and Capability Development

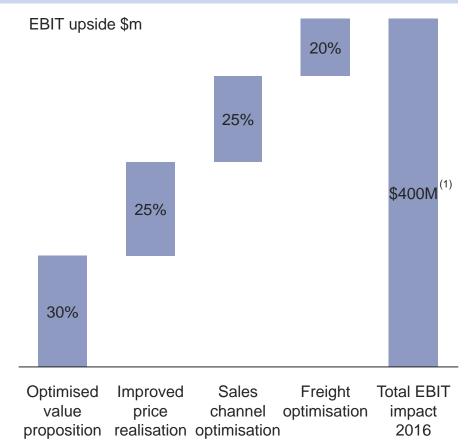
### CAPTURING COMMERCIAL MARGIN IS OUR PRIORITY

### Our commercial strategy is built on four pillars...



collaboration



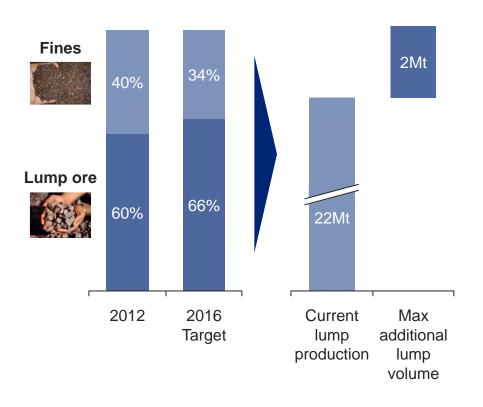


### ...which will deliver an additional \$400 EBIT by 2016.

(1) Incremental EBIT vs. 2012

### **KUMBA: MAXIMISING THE LUMP: FINE RATIO**

### We are working closely with operations...



- Phasing out of coarse sinter product for European market creates an opportunity to adjust the product mix
- Resetting of crusher and screen settings produces additional 2 Mt of lump ore as saleable product
- Sizing specifications of the fines and lump were changed to be in line with international sizing conventions
- Project will generate an additional \$14m - \$33m EBIT per annum

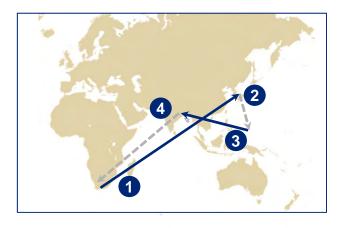
...to maximise the value created from every tonne produced.

Source: Kumba Marketing Team

### SHIPPING: BETTER FREIGHT UTILISATION

### Our scale and diversified global portfolio...

	Route	Cargo
1	Saldanha-Qingdao	Iron Ore
2	Qingdao-Indonesia	Ballast
3	Indonesia-Mundra	Thermal Coal
4	Mundra-Saldanha	Ballast



- Time chartering a Cape sized vessel is more efficient than freight for the two voyage charters with respective ballast routes
- Linking of trades (iron ore from RSA/ thermal coal from Indonesia) minimises ballast legs when compared with standard voyage
- Initial trials run over a 6 month period indicate potential of 8 – 9% cost saving
- Longer routes and / or longer term deals are expected to realise greater savings

... will allow us to fully optimise our freight network.



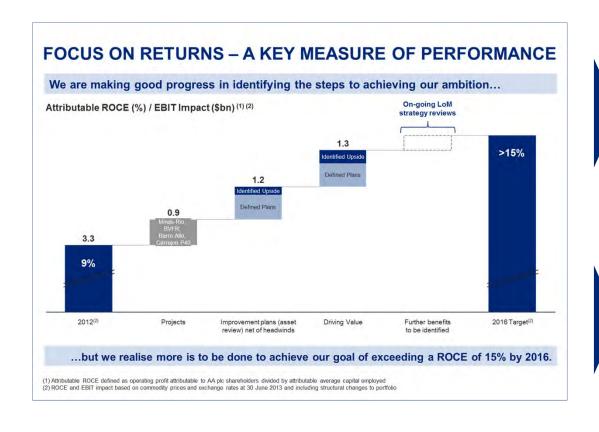
# **FOCUS ON CAPITAL**

**RENÉ MÉDORI** 



### **OUR TARGET**

### We have set ourselves a realistic financial target...



#### Key challenges to ROCE delivery

- improving returns on existing assets
- delivery of committed projects
- optimising SIB and stripping

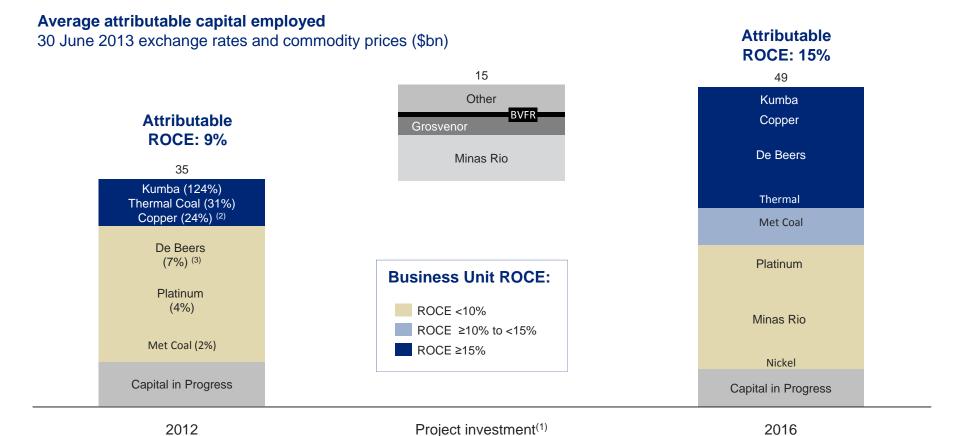
#### Opportunities

- focus on capital allocation process to optimise new capex
- driving value programme to enhance profitability, including:
  - reduced overhead
  - supply chain benefits

...and delivery means a focus on capital discipline and costs.

### OUR CAPITAL EMPLOYED

### Capital employed will increase as projects in execution are advanced...



### ...but ROCE is improving through stronger BU operating performance.

- (1) Project capex, interest capitalised and working capital
- (2) Pro-forma Copper CE for the disposal of Anglo American Sur from 1 Jan 2012
- (3) Pro-forma De Beers CE, including the FV uplift on 45% from 1 Jan 2012

### PROJECT PRIORITISATION AND EVALUATION CRITERIA

#### **Investment principles**

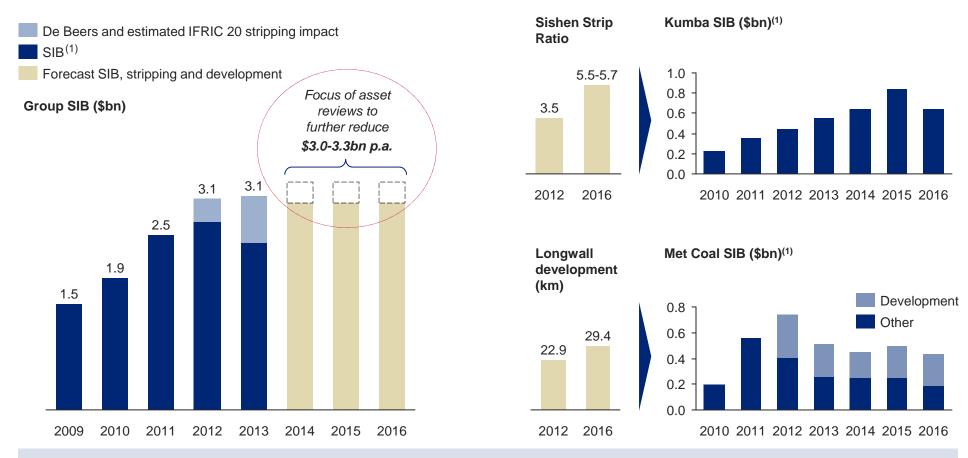
- Commodity agnostic focus on risk and returns
- Technically driven understand capex, opex, schedule
- Risk adjusted assess hurdle rate and payback required
- Scenario based flex supply/demand and margins
- Cost focused lower cost assets, attractive cost curves
- Brownfield preferred improve commodity cost position
- **Greenfields de-risked** sequence and/or partner
- Options rationalised retain flexibility at low cost or exit

#### **Capex outlook**



### **GREATER DISCIPLINE ON SIB CAPITAL**

### SIB is forecast to remain broadly flat...

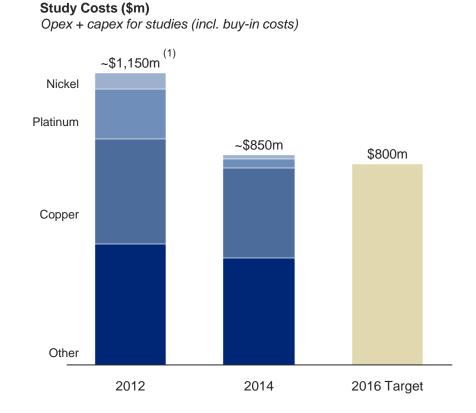


...as Metallurgical Coal reductions offset higher Sishen waste stripping.

### IMMEDIATE STEPS TAKEN TO REDUCE PIPELINE

### We have optimised our portfolio of project options...

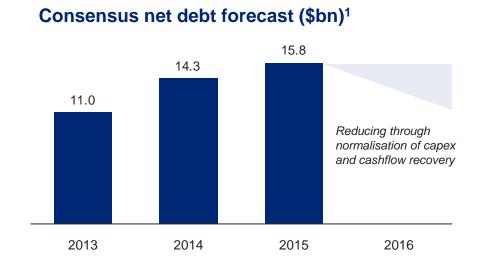
- Platinum spend optimised to reflect asset review outcomes
- Better sequencing of expansion in Met Coal's Bowen Basin given coal prices and infrastructure
- Minimising spend on higher risk, longer dated projects (e.g. Nickel, Minas-Rio 90 Mtpa)
- Exiting constrained options (e.g. Pebble)

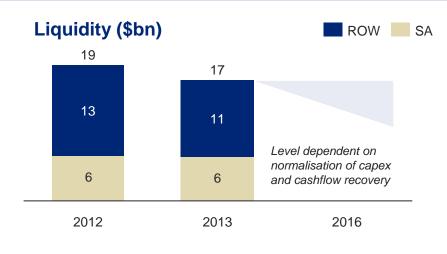


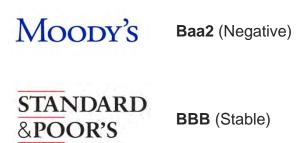
...and are on track to meet our \$300m study cost savings target.

### **BALANCE SHEET FLEXIBILITY**

### Cashflows and capex will normalise post completion of Minas-Rio...









2015

2016

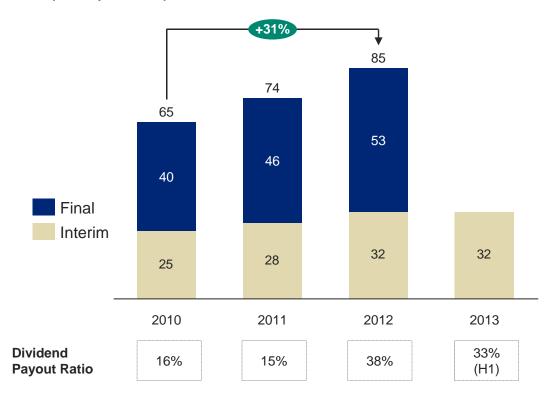
...with potential to reduce liquidity as net debt falls.

2014

### **DIVIDEND**

#### **Dividend profile**

#### **DPS** (cents per share)



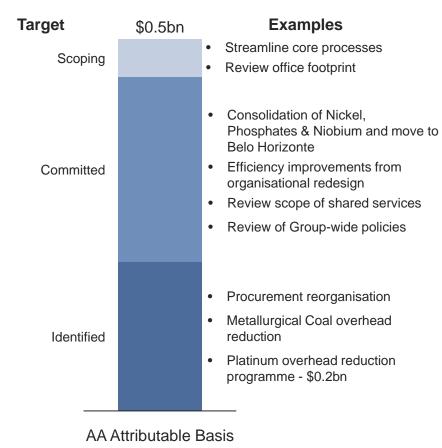
 Dividend an important part of our return to investors

- Dividend sustainable at current level through to Minas-Rio completion
- Long term commitment to maintain or grow dividend

### OVERHEAD AND SUPPLY CHAIN SAVINGS

#### Overhead savings progress achieved

(\$bn)



## Example supply chain savings to deliver \$100m target

#### Current annual off-road tyre spend \$220m

#### **Actions taken**

- ✓ Group tyre demand forecasting
- Tyre management programmes extend life
- Renegotiation of global framework agreements, yielding a 6% reduction in tyre unit price

~\$10m sustainable EBIT savings by 2014 through supplier discounts

#### Current annual fuel spend \$1.1bn

#### **Actions taken**

- Development of best practice guidelines
- Roll out of fuel management systems at all significant fuel consuming sites underway
- Fuel efficiency initiatives trialled in South Africa and Australia to be rolled out to all mines consuming >15m litres p.a.

~\$35m sustainable EBIT savings by 2016

### **PRODUCTION OUTLOOK**

COMMODITY	2012	2013	2014	2015	2016
Copper (1)	660kt	745-755kt	690-710kt	c.700kt	c.700kt
Nickel <sup>(2)</sup>	31kt	33-34kt	30-35kt	20-25kt	40-45kt
Iron ore (Kumba) <sup>(3)</sup>	43Mt	~41Mt	44-46Mt	45-47Mt	46-48Mt
Iron ore (Minas-Rio) (4)	-	-	N.M.	11-14Mt	24-26.5Mt
Metallurgical Coal	17.7Mt	18-19Mt	18-20Mt	19 – 21Mt	20-23Mt
Thermal Coal <sup>(5)</sup>	29Mt	28-29Mt	29-30Mt	28-30Mt	29-31Mt
Platinum <sup>(6)</sup>	2.3Moz	2.2-2.3Moz	2.2-2.4Moz	2.2-2.4Moz	2.2-2.4Moz
Diamonds	28Mct	29-30Mct	29– 31Mct	-	-

 <sup>(1)</sup> Copper Business Unit. Additional copper in 2012 produced by Platinum Business Unit is 11.4 kt
 (2) Nickel Business Unit excluding Loma De Níquel in 2012 Additional nickel in 2012 produced by Platinum Business Unit is 17.7 kt

<sup>(3)</sup> Excluding Thabazimbi

<sup>(4)</sup> Minas-Rio 2016 guidance is dependent on the 18 to 24 month ramp-up schedule

<sup>(5)</sup> Export South Africa and Colombia

<sup>(6)</sup> Refined production



# SUSTAINABILITY AND ENGAGEMENT

**MARK CUTIFANI** 



### SAFETY PERFORMANCE

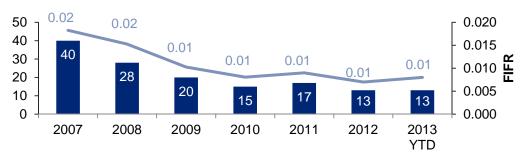
#### Safe production is our number one priority

- In 2013, 13<sup>(1)</sup> people lost their lives as a result of work-related incidents (2012: 13)
  - 9 incidents in total (6 people involved in the tragedy at Amapá System; 2 people remain unaccounted for)
- LTIFR dropped to 0.49 YTD (2012: 0.58)
  - Lowest recordable rate since listing in 1999
- TRCFR has shown a 15.5% improvement YTD against full year 2012
- Three key programmes to drive continued improvement:
  - Visible felt leadership
  - Learning from incidents
  - Operational risk management

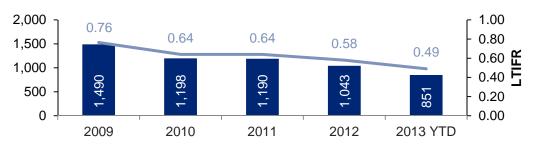
#### (1) Does not include 2 unaccounted for following Amapá incident

#### FIFR: fatal injury frequency rate LTIFR: lost-time injury frequency rate TRCFR: total recordable case frequency rate

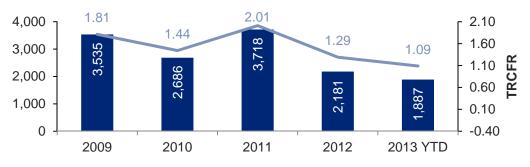
#### **Number of Fatal Injuries**



#### **Lost Time Injuries**



#### **Total Recordable Cases**



### STAKEHOLDER ENGAGEMENT – A SUSTAINABLE MODEL

### We recognise we must build partnerships across the business...

#### A POINT ON PHILOSOPHY...

- Shareholders own the business... and are entitled to attractive returns reflecting the risks they take in funding the business and the social development programs
- Employees are the business... and must be treated with care and respect and compensated fairly for their work
- Stakeholders are partners in the business... and are entitled to fair compensation for their contribution to business success

#### A POINT ON PRACTICAL APPLICATION...

 A strategic priority is to work together with our stakeholders to empower them to reach their potential. Our ability to build effective and mutually beneficial partnerships with host communities and governments is of particular importance for us and is a prerequisite for investment

... and is guiding the development of our strategy and action plan.

### **EMERGING GLOBAL PRESSURES CRITICAL TO SUSTAINABILITY**

#### **Changing dynamic** What it means for mining Increased demand for resources Population growth and Growing demand for employment urbanisation Increased likelihood of needing to undertake resettlements at projects Tied to improved awareness, increased instability, demand for benefits from mining Poverty and inequality (resource nationalism, localism) Demand for improved mineral revenue transparency Unsustainable resource use Competition for resources, increased input costs and legislative complexity (Finite resource availability) Increasing need to develop "outside the fence" infrastructure Uncertainty over future cost of carbon and climate change adaptation Questions over resource suitability / reputation Climate change Increased technical complexity in mitigating long term future risks Increased challenges around, and increased need for trust, reputation, licence to operate Trust and transparency Industry reputation impacts individual company reputations Improved connectivity and awareness acting as an amplifier for stakeholder activism Education, awareness and Opportunities and need for education on benefits of mining connectivity Complexity in gaining license to operate Socio-political power shifts Increased instability, particularly in less developed countries, where most mines exist

### VALUE CAPTURED IN FOUR INDICATORS

### **Excellence in sustainability programmes...**



...delivers tangible benefits to shareholders.

### **OUR PERFORMANCE**

- ✓ For the last two years Anglo American has been recognised as the sector leader on the Dow Jones Sustainability Index (DJSI).
- Anglo American achieved the **best mining performance score** in the Carbon Disclosure
  Project (CDP) in 2012 and 2013 and has been
  included on the CDP Global 500 **Carbon Performance Leadership Index** (CPLI) for the
  past two consecutive years.
- ✓ Anglo American achieved Platinum Big Tick status in the Business in the Community (BITC) Corporate Responsibility Index 2013.
- ✓ Anglo American received the Ernst & Young, Excellence in **Integrated Reporting Award** for our last five 2012 reports.
- Anglo American won PWC's Building Public Trust Award for both our Annual and Sustainable Development 2012 Reports

#### Sector leader





CARBON DISCLOSURE PROJECT

#### **Second in sector**



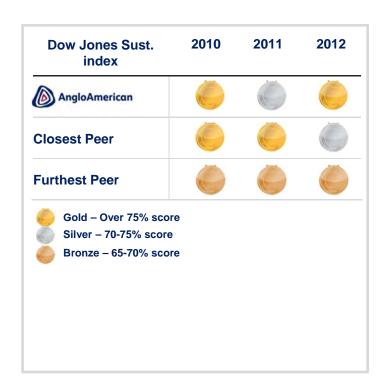
#### Constituent

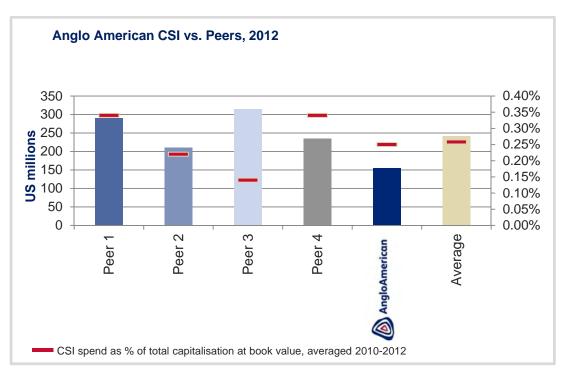




### RELATIVE PERFORMANCE AGAINST PEER GROUP

Anglo American has ranked well against peers in several sustainability performance indicators over the last 3 years despite a larger proportion of our operations being based in developing countries



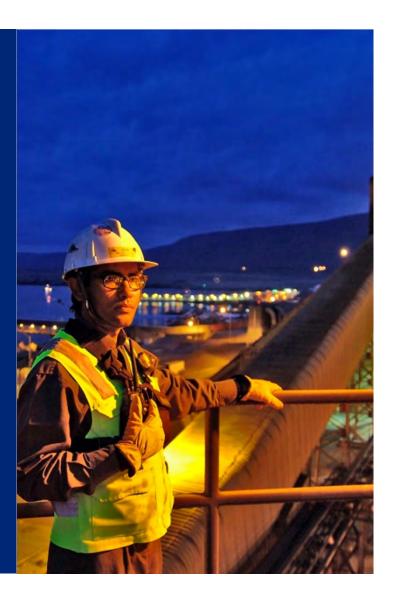


By intelligently leveraging our value chain, for example through local procurement and enterprise development, we are regarded as leaders in community development in mining, despite spending materially less than our peers on corporate social investment.



# CONCLUSION

**MARK CUTIFANI** 



### **CONCLUSION...AND WHAT YOU HEARD TODAY**

### We have identified the issues...

### The BIG TICKET asset opportunities

- ✓ Sishen recovery and optimisation
- **Copper** recovery and development strategy
- ✓ Platinum restructuring and reconfiguration approach
- ✓ Moranbah North and Grasstree process improvement approach

### Asset recovery projects

- √ Jwaneng recovery update
- ▼ Thermal coal asset reconfiguration and recovery approach
- ✓ Nickel furnace recovery and rebuild

### **Major Project progress report**

√ Minas-Rio update

### New development opportunities

✓ Niobium/phosphate strategy

### **Commercial reconfiguration**

√ Singapore opportunities

### Finance update

- √ Key performance metrics
- √ Capital allocation model

### The Pathway to 15%

- √ Asset review completed
- ✓ Leadership team rebuilt

...we are intently focused on delivery of operational performance.

### AND SO WHAT MAKES US DIFFERENT?

### We provide investors with a balanced portfolio of opportunities...

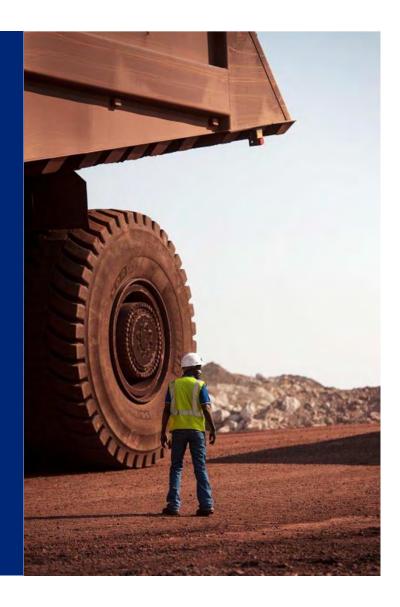
- > High quality resources......development optionality
- > Commodity portfolio......consumer market for platinum and diamonds
- > Growing geographic diversity......policy and currency hedge
- > Asset quality......low capital options utilising existing infrastructure



...and a pathway to improving margins and returns.



# **APPENDIX**



### **COMMITTEE MEMBERS**

#### **Investment Committee**

René Médori, Finance Director

Tony O'Neill, Group Director – Technical

Peter Whitcutt, Group Director – Strategy, Business Development & Commercial

Nimesh Patel, Head of Corporate Finance

#### **Operations Committee**

Tony O'Neill, Group Director – Technical

Mark Cutifani, Chief Executive

Chris Griffith, CEO Anglo American Platinum

Philippe Mellier, CEO De Beers

Norman Mbazima, CEO Kumba Iron Ore

Paulo Castellari, CEO Iron Ore Brazil

Seamus French, CEO Coal (effective 1st January 2014)

Duncan Wanblad, CEO Base Metals and Minerals

#### **Corporate Committee**

René Médori, Finance Director

Mark Cutifani, Chief Executive

Tony O'Neill, Group Director - Technical

Mervyn Walker, Group Director – Human Resources & Corporate Affairs

Peter Whitcutt, Group Director – Strategy, Business Development & Commercial

Khanyisile Kweyama, Executive Director Anglo American South Africa

### **ANGLO AMERICAN ATTENDEES**

Mark Cutifani\* Chief Executive René Médori\* **Finance Director** Tony O'Neill\* Group Director - Technical Group Director - Strategy, Business Peter Whitcutt\* **Development & Commercial** Group Director - Human Resources & Mervyn Walker **Corporate Affairs** Duncan Wanblad\* CEO Base Metals and Minerals Hennie Faul **CEO Copper** Ruben Fernandes CEO Nickel, Niobium and Phosphates Paulo Castellari CEO Iron Ore Brazil Chris Griffith CEO Anglo American Platinum

Norman Mbazima CEO Kumba Iron Ore

Philippe Mellier **CEO De Beers** Gareth Mostyn CFO De Beers Group Head of Finance & Performance Ian Botha Management Head of Corporate Finance Nimesh Patel Heike Truol **Group Head Strategy** Paul Galloway **Investor Relations** Caroline Crampton Investor Relations Sarah McNally **Investor Relations Investor Relations** Emma Chapman Natalie Payne Investor Relations

\*presenters 101

### **ROCE AND ATTRIBUTABLE ROCE – DEFINITION**

- Return on capital employed (ROCE) is a ratio that measures the efficiency and profitability of a company's capital investments. It displays how effectively assets are generating profit for the size of invested capital
- ROCE calculation is annualised underlying operating profit divided by capital employed
- Adjusted Capital employed is net assets excluding net debt and financial asset investments, adjusted for remeasurements of a previously held equity interest as a result of business combination and impairments incurred in the current year
- Adjusted ROCE calculation is annualised underlying operating profit divided by adjusted capital employed
- Attributable ROCE is the return on the adjusted capital employed attributable to equity shareholders of Anglo American, and therefore excludes the portion of the return and capital employed attributable to noncontrolling interests in operations where Anglo American has control but does not hold 100% of the equity

# RECONCILIATION OF 2012 CAPITAL EMPLOYED TO AVERAGE ATTRIBUTABLE CAPITAL EMPLOYED AT 30 JUNE 2013 EXCHANGE RATES AND COMMODITY PRICES

Capital Employed (\$bn)	Period ending 31st Dec 2012	Period ending 31st Dec 2011
Total Closing Capital Employed	<b>52</b> <sup>(2)</sup>	42
Less: Removal of De Beers 45% Fair Value uplift net accumulated depreciation	(2)	-
Adjusted Total Closing Capital Employed	50	42
Less: Non-Controlling Interest Capital Employed	(7)	(5)
Attributable Closing Capital Employed	44	37
Average Attributable Capital Employed(1)	40	
Less: pro forma adjustments (3)	(5)	
Average Attributable Capital Employed at 30 June 2013 exchange rates and commodity prices	35	

<sup>(1)</sup> Average for capital employed is the arithmetic mean of each period opening and closing capital employed, impairments have only been added back in the year they are incurred

<sup>(2) 31</sup> December 2012 capital employed has been pro rated for the period that De Beers has been fully consolidated within AA plc (4 months). The unadjusted capital employed was \$55.4bn with the De Beers pro rata of \$3.1bn

<sup>(3)</sup> Being pro forma adjustments to inter alia: (a) reflect Anglo American's shareholding in AA Sur at 51% effective 1 January 2012, (b) reflect Anglo American's shareholding in DeBeers at 85% effective 1 January 2012, (c) translate the Balance Sheet employing exchange rates at 30 June 2013 and (d) embed impairments

### **UNDERLYING EARNINGS SENSITIVITIES**(1)

Commodity / currency	Change in price / exchange	\$m
Iron ore <sup>(2)</sup>	<u>+</u> \$10/t	78
Metallurgical coal	<u>+</u> \$10/t	48
Thermal coal	<u>+</u> \$10/t	105
Copper	<u>+</u> 10c/lb	34
Nickel <sup>(3)</sup>	<u>+</u> 10c/lb	2
Platinum	<u>+</u> \$100/oz	49
Rhodium	<u>+</u> \$100/oz	6
Palladium	<u>+</u> \$10/oz	3
ZAR / USD	+ every 10c movement	21
AUD / USD	+ every 10c movement	82
CLP / USD	+ every 10 peso movement	6
Oil	<u>+</u> \$10/bbl	26

<sup>(1)</sup> Reflects change on actual results for the six months ended 30 June 2013

<sup>(2)</sup> Includes Amapá

<sup>(3)</sup> Includes nickel for both the Nickel and Platinum business units