

## **2013 ANNUAL RESULTS**

3 February 2014



Real Mining. Real People. Real Difference.

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## **AGENDA**

- Overview of 2013
- Safety, health & environment
- Operational review
- Review of markets
- Review of financial performance
- Portfolio restructuring update
- 2014 Outlook
- Q&A



## **OVERVIEW OF 2013**

**Chris Griffith, CEO** 

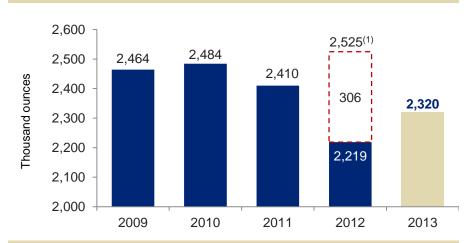


### **OVERVIEW OF 2013**

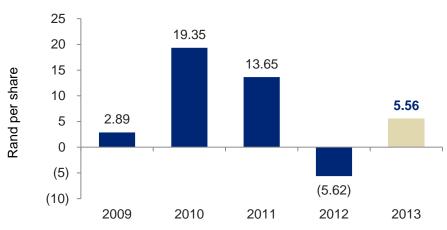
### Solid foundation for the future

- Record year for safety performance
- Delivered on restructuring
  - Rustenburg reconfigured from 5 to 3 mines
  - 5,100 employees left the business
  - 2,300 redeployed to vacancies at other mines
  - R1.9bn benefits delivered
- Return to profitability
  - R2.9 billion improvement in headline earnings, despite restructuring cost in 2013
- Production and sales in line with strategy at 2.3 million ounces
- Solid and improved JV performance
- 52.4 4E million ounce increase in Mogalakwena ore reserves
- Unit costs contained up 4% year-on-year

### **Equivalent refined platinum production**



### Headline earnings per share profile





# SAFETY, HEALTH & ENVIRONMENT

**Chris Griffith, CEO** 



## **SAFETY, HEALTH & ENVIRONMENT**

### **Record safety performance**

#### **SAFETY**

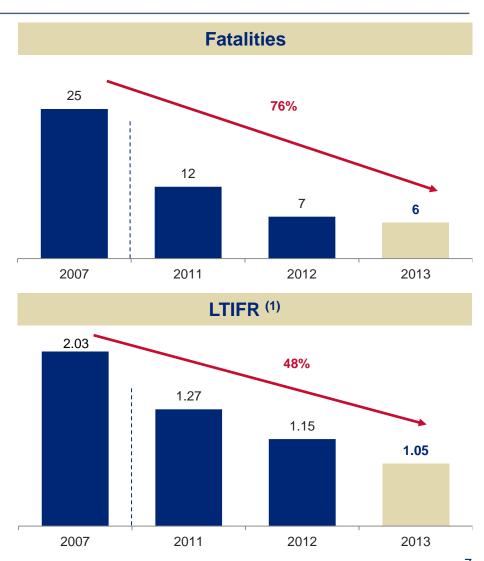
- Best ever safety performance
- Fatalities reduced 50% since 2011 and 76% since 2007
- LTIFR down 9% to 1.05 in 2013

#### **HEALTH**

- Wellness programmes in place to address chronic conditions
- Ongoing programs to reduce exposure to noise and dust

#### **ENVIRONMENT**

- · Energy intensity reductions ongoing
- 17% reduction in water consumed post 2009 baseline
- Zero waste to landfill by 2020 on track





## **OPERATIONAL REVIEW**

**Chris Griffith, CEO** 

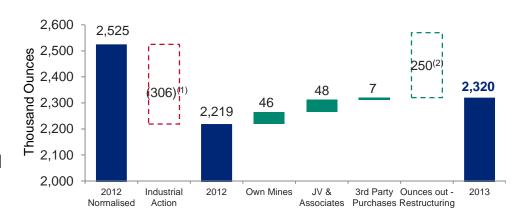


## **GROUP PERFORMANCE IN 2013**

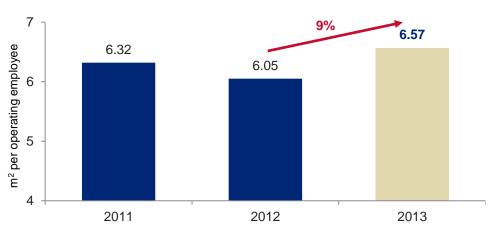
### **Delivered on production despite headwinds**

- Equivalent refined platinum production increased 5% year-on-year
- Targeted production of 2.3 million ounces in line with strategy:
  - Stopped unprofitable production at Rustenburg
  - Aligned production with market demand
- Delivered on production despite headwinds
- 9% improvement in labour productivity across the group

### **Group equivalent refined platinum production**



### **Group labour productivity profile**

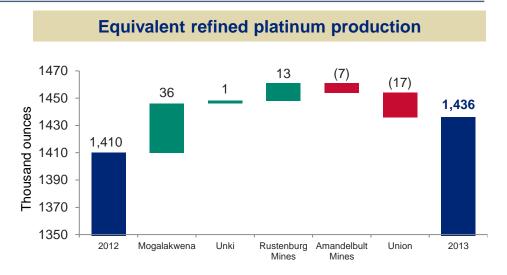


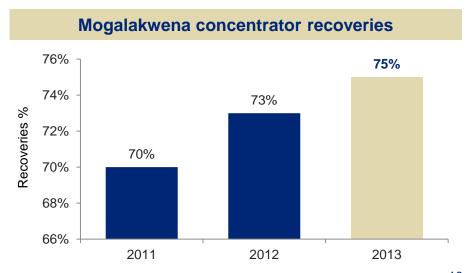
<sup>(1)</sup> Lost production as a result of illegal industrial action in 2012 estimated at 306,000 platinum ounces.

## **OWN MINES PERFORMANCE IN 2013**

### Record production at Mogalakwena and Unki

- Equivalent refined platinum production from own mines<sup>(1)</sup> increased 2% to 1.4 million ounces
- Rustenburg operations reconfigured into 3 Mines
- Union North and South mines combined into one entity
- Record production at Mogalakwena and Unki
- Tumela, Dishaba and Union lower production
  - impacted by decision not to fill vacancies and production headwinds

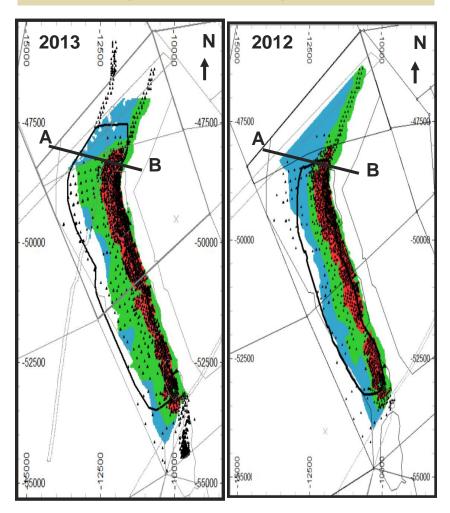




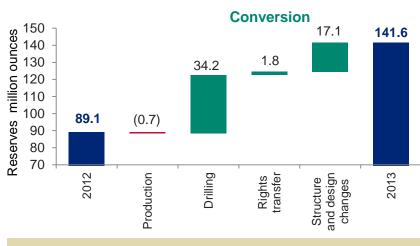
## **MOGALAKWENA RESERVES**

Reserves have increased by 52.5 million 4E ounces (59%)

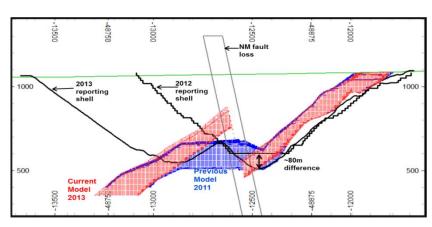
### **Expanded economic pit shell**



### Improved resource confidence



### **Enhanced structural interpretation**

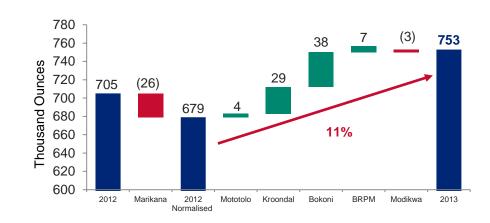


## **JV & ASSOCIATES PERFORMANCE IN 2013**

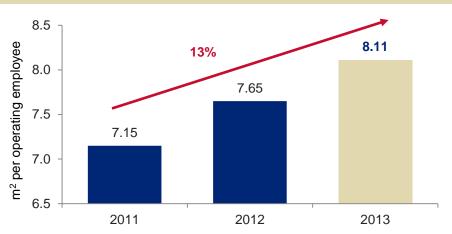
### Solid and improved JV performance

- Stand out operational performance from JV operations
- LTIFR improvement of 18% from 1.03 in 2012 to 0.84
- Equivalent refined platinum production increased 11%
  - Bokoni increased 68%
  - Kroondal increased 14%
- Attributable cash operating cost per equivalent refined platinum ounce consistent year-on-year at R16,090
- Labour productivity performance improved 13% since 2011 to 8.11

### **Equivalent refined platinum production**



### Labour productivity profile

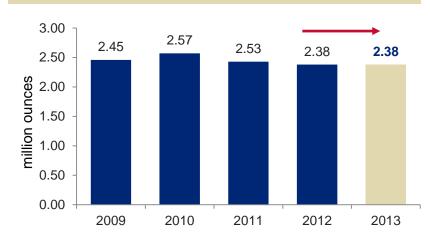


## **REFINED PRODUCTION AND SALES VOLUME IN 2013**

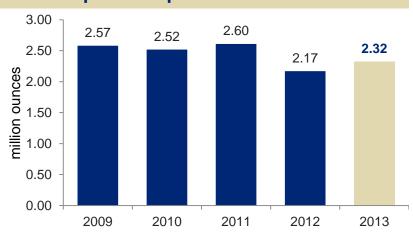
### Strategy to produce and sell around 2.3 million platinum ounces maintained

- Equivalent refined production mined and purchased at 2.32 million ounces
- Refined platinum production was constant at 2.38 million ounces
- Sales volumes increased year-on-year but inline with strategy at 2.32 million platinum ounces sold

### Group refined platinum production



### **Group refined platinum sales volume**





## **REVIEW OF MARKETS**

**Chris Griffith, CEO** 



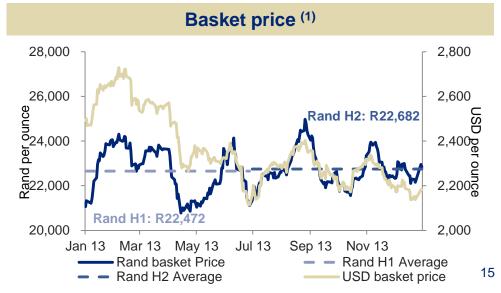
## **MARKET PRICES**

### **Weak PGM prices continue to depress margins**

- Average realised US\$ platinum price declined by 3 % over the year – supply from above ground stocks and 11% weaker rand
- Platinum traded at a premium to gold in H2 – underpin from platinum's industrial uses

- Average US\$ basket price realized on sales declined by 3% over the year
- The weaker rand increased the monthly average rand basket price realized on sales by 14%

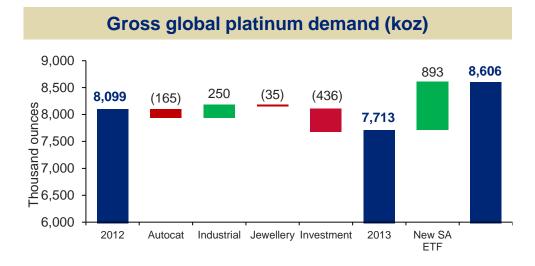




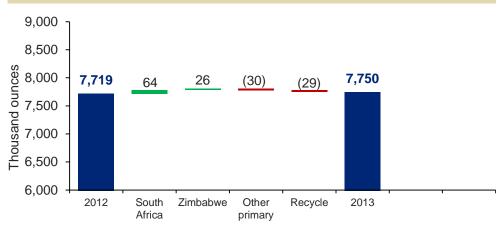
## PLATINUM MARKET

### Deficit reduces above ground stocks for second year

- Autocatalyst demand down but slower rate of decline in EU markets – Industrial demand up on capacity increases in chemicals and glass
- Autocatalyst, jewellery, and industrial demand matched supply in 2013 – balanced market
- Unprecedented demand from new SA based ETF created significant deficit
- Annual deficit not reflected in price second year of significant reductions in above ground stocks
- Primary supply remains constrained secondary supply flat on lower jewellery recycle at low prices
- Near term deficits expected to drive price recovery - industrial demand growth and flat supply



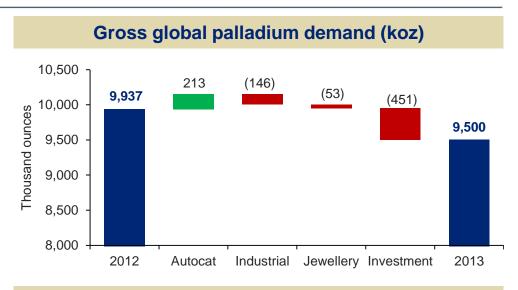




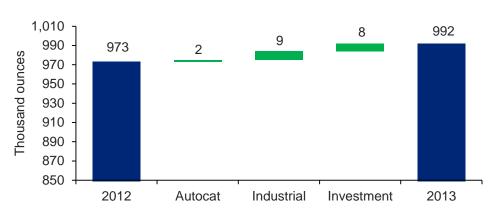
## PALLADIUM AND RHODIUM MARKET

### Solid fundamentals – stock overhangs remain

- Palladium market remains in deficit strong gasoline autocatalyst demand, reduced ETF holdings and flat supply
- Price flat deficit reduced above ground stocks
- Strong palladium autocatalyst in China and US to continue
- Rhodium demand growth returned autocatalyst growing at low loading levels post 2007 thrifting programmes
- Rhodium price weak as surface stock levels flat



### **Gross global rhodium demand (koz)**



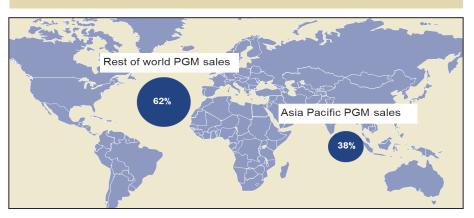
Source: Johnson Matthey and Anglo American Platinum.

## **COMMERCIAL STRATEGY**

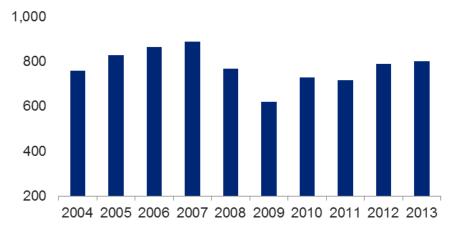
### Adding value to underpin portfolio restructuring

- Commercial strategy implementation increased revenue in 2013 by over \$60 m
  - primarily due to elimination of discounts and increased sales of minor metals
- From end of 2013 no sales commissions (R418 m in 2013) and 80% of PGM sales no discounts.
- Benefits from participation in Anglo American Group commercial transformation include increased Asia Pacific access by Singapore sales team
- Engaged automakers to explore reintroduction of rhodium into autocatalysts to achieve emissions control cost savings

### PGM sales



### **Rhodium autocatalyst demand**



Source: Johnson Matthey and Anglo American Platinum



## REVIEW OF FINANCIAL PERFORMANCE

**Bongani Nqwababa, Financial Director** 

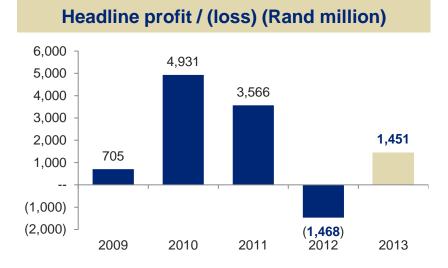


## FINANCIAL REVIEW

### Return to profitability, despite inflationary pressure and weak commodity markets



#### Operating profit / (loss) (Rand million) 10,000 7,965 7,253 8,000 6,000 4,000 1,968 921 2,000 (2,000)(4,000)(6,000)(8,000)(6,334)2009 2010 2011 2012 2013



## **KEY FINANCIAL MEASURES**

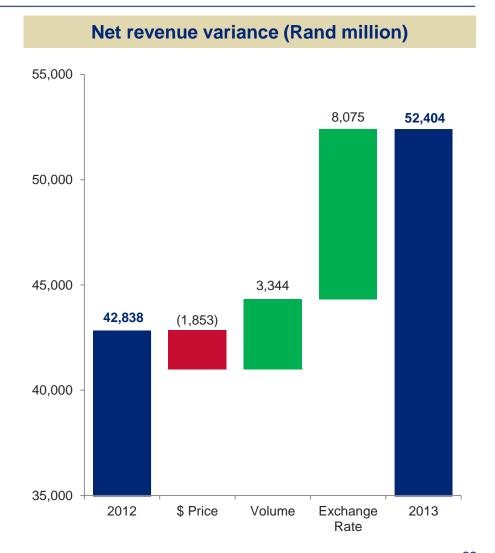
### Strategic steps taken to improve financial returns

Rand million	31 Dec 2013	31 Dec 2012	% change
Basket price per platinum ounce (\$ per ounce)	2 326	2 406	3%
Basket price per platinum ounce (Rand per ounce)	22 586	19 764	14%
Net sales revenue	52 404	42 838	22%
Gross profit on metal sales (%)	11.8	2.1	10%
EBITDA <sup>(1)</sup>	6,515	(2,136)	405%
Operating profit / (loss)	1 968	(6 334)	131%
ROCE (%)	2.7	(11.7)	14%
Headline earnings / (loss)	1 451	(1 468)	199%
Headline earnings / (loss) per share (cents)	556	(562)	199%
Operating free cash flow	3 011	(717)	520%
Capital expenditure (excluding capitalised interest)	5,956	6 785	12%
Net debt	11 456	10 491	9%

## **NET REVENUE**

### Benefit from volume increases and exchange rate

- Net revenue increased by 22% to R52.4 billion
  - Average realised platinum price decreased 3% to \$1.485 / oz in 2013
  - Average \$ basket price decreased by 3% to \$ 2,326/ oz
  - Refined platinum sales volumes up 7%
  - Further impacted by a 18% year-on-year depreciation in Rand/US Dollar exchange rate (2013: R9.71, 2012: R8.22)
  - Realised average rand basket price increased by 14% to R22,586 per platinum ounce in 2013



## **COST OF SALES**

### Costs impacted by above inflationary pressure

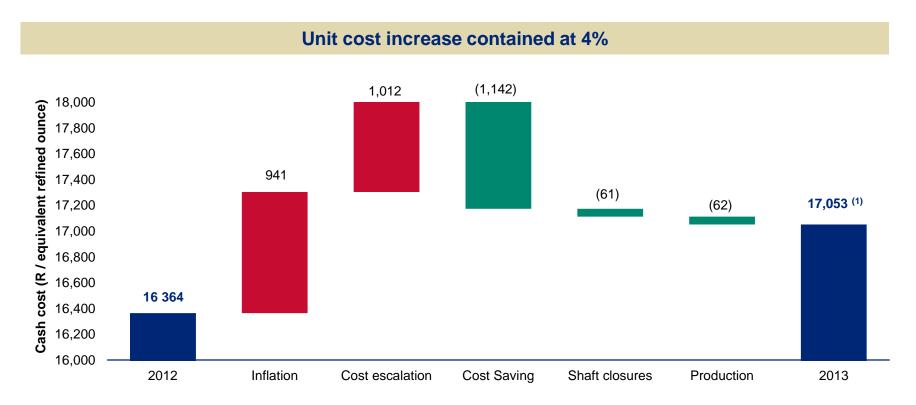
- Cost of sales increase of 10% mainly due to:
  - Production costs contained to a net 7% increase (on-mine costs +9%, processing -4%)
  - Purchase of metals increase in volume and rand prices (+18%)
  - Other costs increase in royalties and spend on bulk infrastructure at Unki (+19%)

Rand million	31 Dec 2013	31 Dec 2012	% change
On-mine	30,201	27,607	+ 9%
Purchase of metals	10,582	8,959	+18%
Processing	5,546	5,789	(4)%
Smelting	2,968	3,096	(4)%
Treatment and refining	2,578	2,693	(4)%
Movement in inventories	(3,365)	(3,144)	+ 7%
Other costs	3,244	2,737	+ 19%
Cost of sales	46,208	41,948	+10%

## **UNIT COST VARIANCE ANALYSIS**

### Unit cost contained at +4%

- Internal mining inflation of ~8.9%
- Cash cost per ounce increase contained at 4%
  - Mined ounces production up 3%
  - Benefit realised through various cost savings initiatives

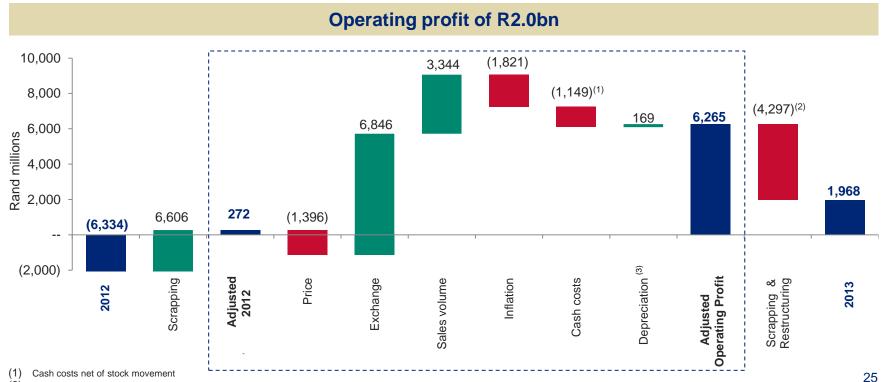


(1) Excluding Twickenham

## **OPERATING PROFIT VARIANCE ANALYSIS**

### Strong sales and weaker exchange rate help return to profitability

- Financial performance in 2013 driven by:
  - Weaker exchange rate benefitting revenue
  - Increased sales volumes and a focus on improving revenues from "minor" metals
  - Negatively impacted by lower realised USD prices, inflation and cash costs
  - Significant impact from the scrapping of assets and restructuring costs



Scrapping of assets total R2,814 million; retrenchment and social impact mitigation plan costs total R1,483 million.

Depreciation includes deferred waste stripping

## **HEADLINE EARNINGS**

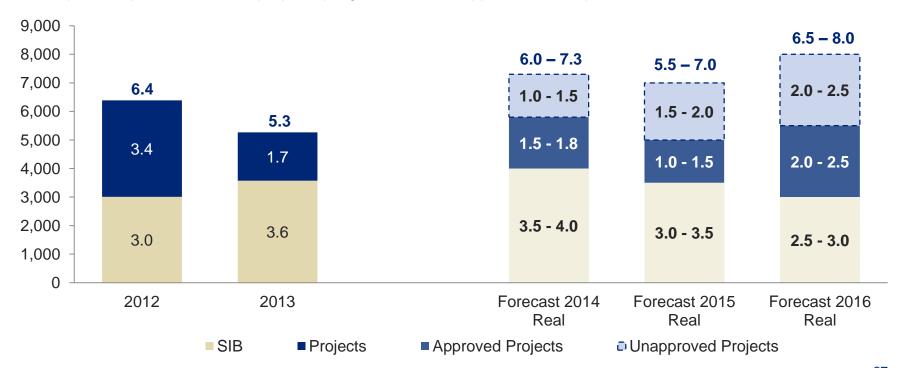
### Headline earnings impacted by write-downs as a result of restructuring

Rand million	31 Dec 2013	31 Dec 2012
Loss attributable to owners of Anglo American Platinum	(1,370)	(6,677)
Loss on write-down of property, plant and equipment	2,814	6,606
Impairment of Property due to Atlatsa Refinancing	833	_
Loss on the revaluation of investments	40	358
Impairment of associates	-	105
Net profit on the sale of assets, mineral rights and investments	(79)	(8)
Taxation effect of adjustments	(787)	(1,852)
Headline earnings / (loss)	1,451	(1,468)
Restructuring costs	1,483	-
Remeasurement of loans from Atlatsa refinancing	(454)	-
Provision for royalties	271	
Taxation effect of adjustments	(491)	-
Prior year tax settlement	1,900	750
Normalised earnings / (loss)	4,160	(718)

## CAPITAL EXPENDITURE

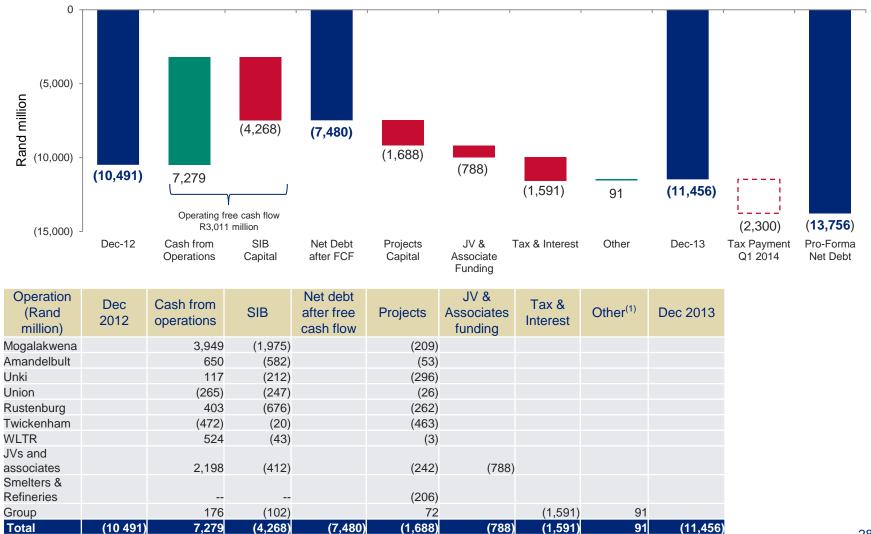
### Capital to transform the portfolio

- Capital expenditure of R5.3 billion
  - Stay-in-business (SIB) capex of R3.6 billion
  - Project capex of R1.7 billion
- Capitalised waste stripping of R692 million at Mogalakwena
- Capex profile aligned to restructured portfolio optimising capital allocation of low risk high return assets
  - SIB of ~ R2.5 4.0 billion over three years
  - Spend to peak in 2016 as projects progress towards approval and implementation



## **CASH FLOW AND NET DEBT**

### Improved operating free cash flow utilised to invest in the business



<sup>(1)</sup> Other includes proceeds sale of equipment, mineral rights and other investments, Interest received, cash distributions to minorities.

## **GEARING**

### **Gross gearing remains unchanged**

- Significant committed undrawn debt facilities of R12.4 billion
- Board resolved to continue with a suspension of dividend

Rand million	31 Dec 2013	31 Dec 2012
Interest-bearing borrowings	12,618	12,665
Cash and cash equivalents	(1,162)	(2,174)
Net debt	11,456	10,491
Total equity	50,008	50,100
Gross debt/equity (%)	25.2%	25.3%
Gross debt/market capitalisation (%)	11.9%	10.5%
Debt facilities	31,939	26,512
Committed	22,384	20,181
Uncommitted	9,555	6,331
Effective interest rate (%)	6.27%	6.12%

## FINANCIAL IMPACT OF RESTRUCTURING

### One off costs to transform the portfolio

### **Refinancing of Atlatsa Resources Corporation**

### **First Phase**

- Atlatsa refinancing transaction completed at 31 December 2013
- The sale by Atlatsa of 51% attributable interest in three farms was for an aggregate purchase consideration of R1.7bn
- The proceeds enabled Atlatsa to repay the debt funding provided by Anglo American Platinum
- Purchase price exceeded fair value of the properties acquired, resulting in a loss of R833m - this amount is excluded from headline earnings,

### **Second Phase**

 Completed at the end of January 2014 with a net gain estimated at R243m.

Assets written off (Rand billion)	2013
Khomanani Mine	1.7
Khuseleka 2 Shaft	0.2
Khuseleka 2 - capitalised costs in respect of ore replacement project	0.6
Union North Decline Shaft	0.1
Other Assets	0.2
Total write-downs	2.8

Cost of Restructuring (Rand billion)	2013
Employee severance packages	0.9
Ramp down & care and maintenance	0.2
Social mitigation plans	0.1
Other	0.3
Total cost	1.5



## PORTFOLIO RESTRUCTURING UPDATE

**Chris Griffith, CEO** 



## PORTFOLIO RESTRUCTURING UPDATE

### **Delivered as promised**

### Mines

- Rationalise Rustenburg operations into 3 mines
- Blasting stopped at Khomanani 1 & 2 and Khuseleka 2 in August 2013
- Reduction of high cost annualised production of 50 koz in 2012 and 250 koz in FY13
- Baseline production to 2.3-2.4 million ounces per annum

### Labour

- Reduction of 7,450 positions by the end of 2013
  - 5,100 employees leaving the organisation
  - 2,300 redeployed within the organisation

### Capital

Capital focused on higher margin opportunities

### **Assets Review**

- Rationalise Union mines into one and prepare for disposal
- JV Portfolio review under way

### **Value Delivery**

- Savings of R1.9bn in 2013.
  R3.8bn benefits targeted by 2015
- Major organisational changes in progress
- Gross commercial savings of >R1bn enabled



## **OUTLOOK**

**Chris Griffith, CEO** 



## **2014 OUTLOOK**

### **Embedding benefits from structural change**

- Journey to zero harm continued
- Focus on value not volume
  - Baseline production to remain 2.3-2.4 million platinum ounces
- Expect the global platinum market to remain balanced in the short term, with increasing deficits over the medium term
- Cash unit costs to between R18,000 and R19,000 per equivalent refined platinum ounce, assuming 2.3 million ounces production level
- SIB and project capex forecast to be between R7 and R8 billion in real terms for next three years
- Remain committed to investing in the business, in line with strategy
- Restructuring Next Phase
  - Cultural transformation
  - Embedding benefits of structural change
  - Optimise efficiencies
  - On-going cost savings



# **THANK YOU**