## Harmony

# FINALISATION OF MINING CHARTER BRINGS MORE CERTAINTY TO ALL STAKEHOLDERS



# ROBUST CASH OPERATING PROFIT OF R950 MILLION IN DIFFICULT QUARTER

**QUARTER ENDED SEPTEMBER 2002** 

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This presentation includes certain information that is based on management's reasonable expectations and assumptions. These "forward-looking statements" include, but are not limited to, statements regarding estimates, intentions and beliefs, as well as anticipated future production, mine life, market conditions and costs. While management has prepared this information using the best of their experience and judgement, and in all good faith, there are risks and uncertainties involved which could cause results to differ from projections.

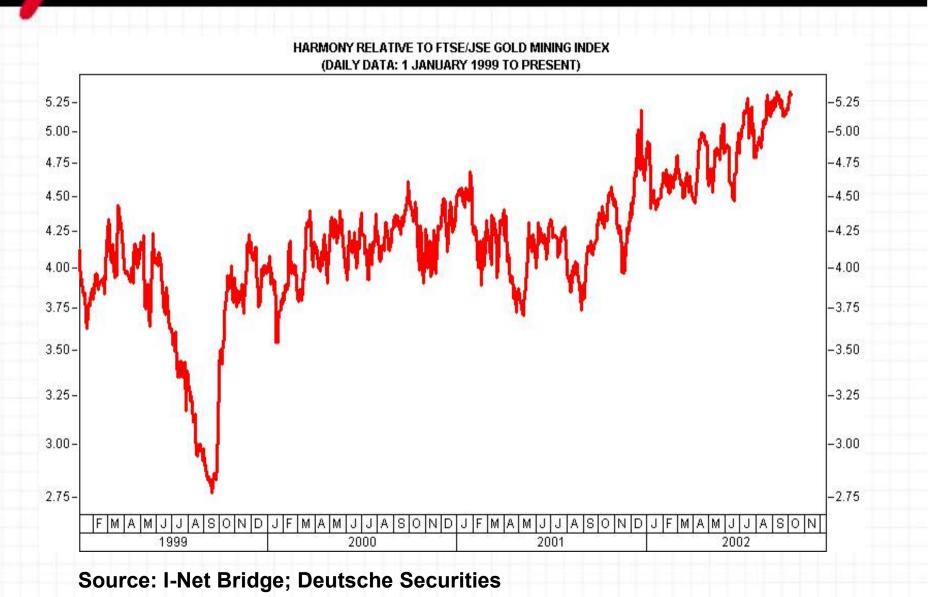
#### STRENGTHENING OUR BOARD

- Ms Nolitha Fakude
  - Managing Director of Black Management Forum (BMF)
  - BA degrees in Education & English
  - BA Honours in Psychology
  - Senior Executive Programme (Harvard)
- Mr Simo Lushaba
  - Chief Executive of Rand Water
  - BSc in Advanced Biochemistry
  - MBA from Cardiff Business School

#### **SEVEN YEARS OF VALUE CREATION**

	1995	2002	% GROWTH
Production oz per annum	580 000	2,7million	360%
Cash operating Profit US\$	9 million	254million	2 700%
Market Cap US\$	180 million	2290million	1700%
Employees in service	23 000	42 600	85%
Ounces produced per em ployee	25	63	150%

#### **SHARE PRICE PERFORMANCE**



#### **SCORECARD**???

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#### Our track record thus far:-

• 6,4% Simane = 6,4% of 3,1 m/oz = 198400

• 10% Khuma Bathong = 10% of  $450\ 000$  oz =  $45\ 000$ 

beneficiation, assume
 5% credit = 5% of 3,1 m/oz = 155 000

Current Credit = 398 400 oz

Target 15% of 2,5 million SA ounces = 375 000 oz

Compliance in respect of initial 5 years

#### MINING CHARTER COMPLIANCE

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- 15% participation/ownership
- employment equity
- human resource development
- community development
- procurement policy
- beneficiation

#### **Status**



ongoing



ongoing



We are well on our way to compliance

#### **BENEFICIATION**

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Value-adding activities and initiatives:-



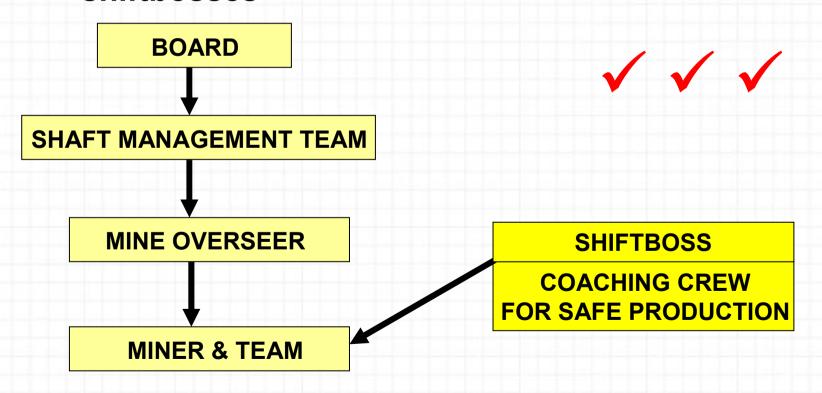




- Harmony refinery 90% of production exported to end users
- Kgabane/Harmony project joint venture between Mintek/Harmony and DME to enable transformation of jewellery industry
- Virginia Jewellery School Lord of the Rings and other areas of participation
- Emthumtwini participation in Lord of the Rings with Harmony and other initiatives
- RSAM jewellery export producer located in Virginia

#### FLATTENING THE REPORTING STRUCTURES

- our next quantum leap is realising our people potential
- groundbreaking agreement regarding utilisation of shiftbosses

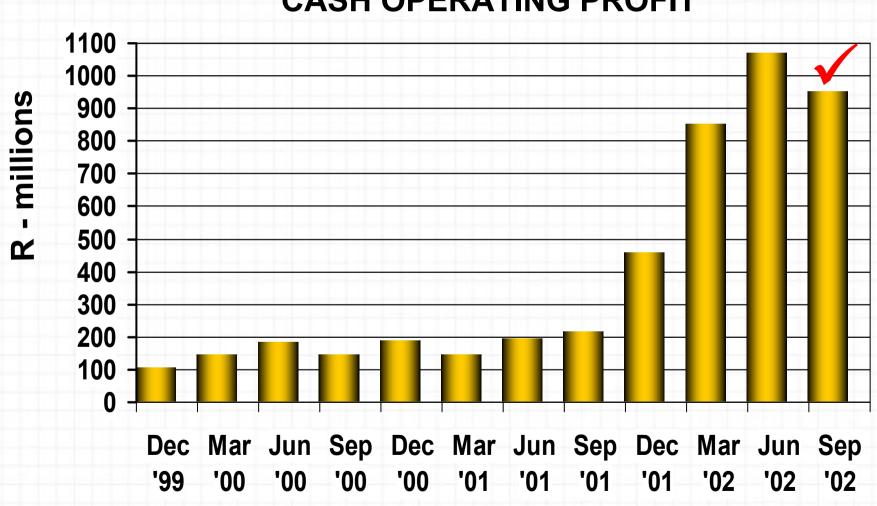


#### **HIGHLIGHTS**

- record quarterly production of 796 497 oz on track for annualised 3.1 million oz
- cash operating profit of R950 million (R1 068 million in June 2002)
- quarterly e.p.s of 247 cents
- reduction in cash operating profits mainly due to:-
  - effective 8,2% annual wage increase,
  - seismic event at Evander No. 8 Shaft,
  - operational problems at Elandsrand & Deelkraal, and
  - reduction in market value of Placer Dome shares of (R142 m) (84 cents per share)

#### **VALUE CREATION THE "HARMONY WAY"**





#### QUARTERLY PERFORMANCE

	Sept 2002	June 2002	% Variance
Production kg	24 774	24 390	2
Production/oz	796 497	784 155	2
Revenue R/kg	106 463	103 349	3
Cash cost R/kg	68 110	59 574	(14)
Revenue US\$/oz	319	308	4
Cash cost US\$/oz	204	178	(15)
Exchange rate R/US\$	10,39	10,43	

#### **WORKING PROFIT ANALYSIS**

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#### **TOTAL WORKING PROFIT (R'million)**

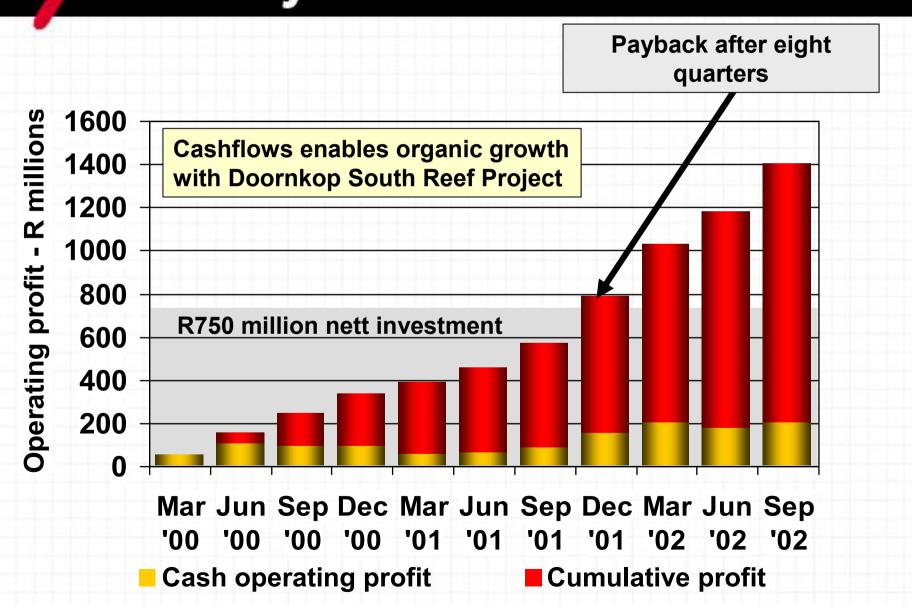
OPERATIONS	SEPT 2002	JUNE 2002	VARIANCE
Free State	190	214	(24)
Evander	101	141	(40)
Randfontein	200	172	28
Elandskraal	105	174	(69)
Kalgold	25	12	13
Offshore Op.	100	70	30
Sub Total	721	783	(62)
Free Gold (50%)	229	285	(56)
TOTAL	950	1 068	(118)

#### RECOUPMENT OF EVANDER INVESTMENT Harmony **Cumulative CAPEX of Operating profit - R millions** R298 million 1200 Payback after ten 1000 quarters Cashflows enables growth Accretive Profit 800 opportunities in Poplar and Rolspruit projects 600 400 R415 million nett investment 200 99 **1**99 9 **.**0 9 Sep Sep Sep Mar Mar Mar Sep Mar

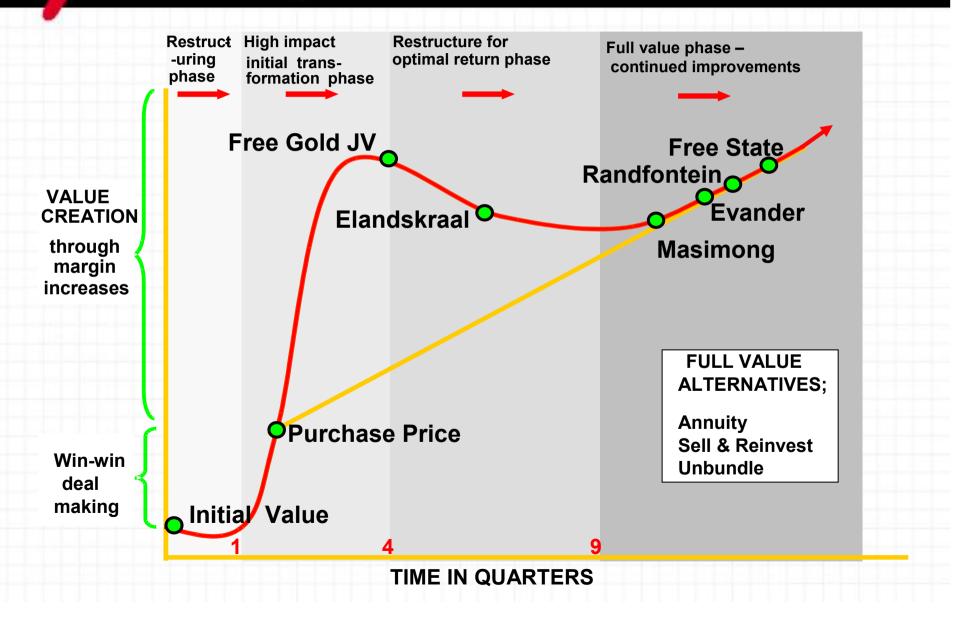
**Cumulative profit** 

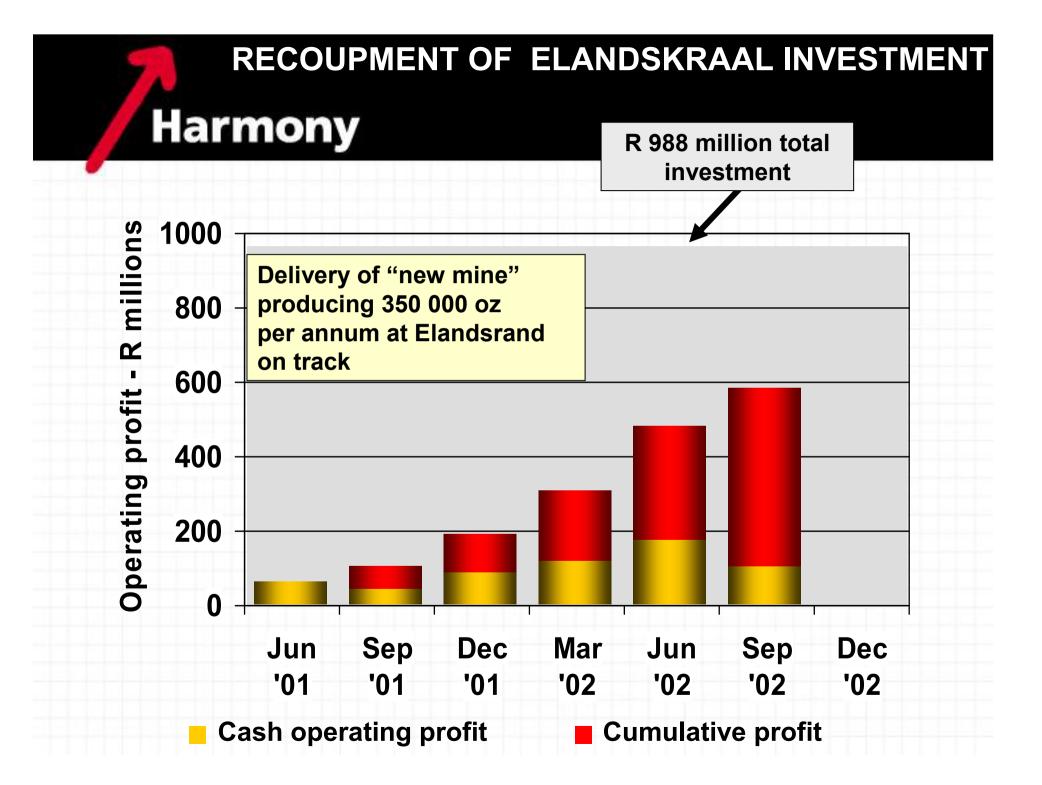
**Cash operating profit** 

#### RECOUPMENT OF RANDFONTEIN INVESTMENT



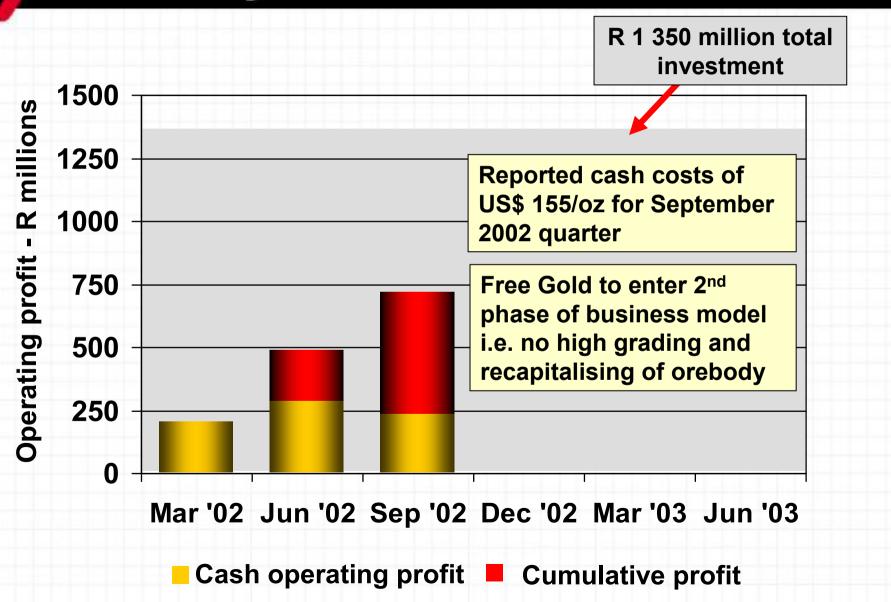
#### HARMONY VALUE CREATION CURVE





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## RECOUPMENT OF FREE GOLD INVESTMENT (50%)



#### **KALPLATS PROJECT**

- R1,3 million spent on confirmation drilling, box cut design, surveying and mobilisation of mining contractor
- 500 t bulk sample will be collected at ± 45 m depth, involving removal of 1,5 million tons of rock
- bulk sample excavation to be completed during December 2002, with pilot plant flotation tests available during March 2003 quarter



## FUTURE GROWTH OPPORTUNITIES OPTION VALUE

#### Bendigo Mining NL in Australia

- 31,8% investment with option to increase to 51% at 30 cents Australian before/by 31 December 2003
- decline has reached orebody position and first blast was taken late in September 2002
- presence of visible gold and initial grade results are encouraging
- extensive programme of development, bulk sampling and grade valuation in progress



## FUTURE GROWTH OPPORTUNITIES OPTION VALUE

#### **Highland Gold Ltd in Russia**

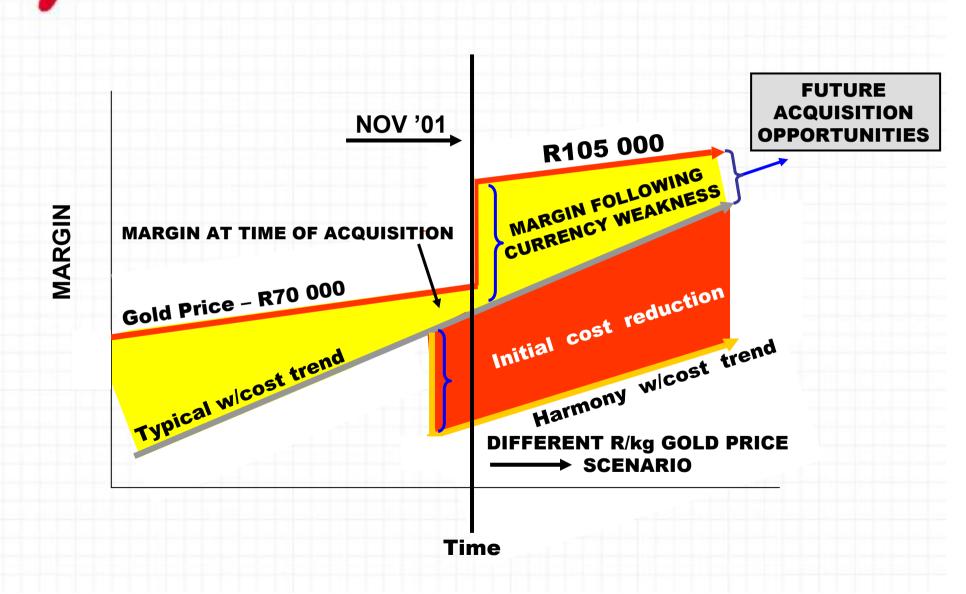
- satisfactory progress with incorporation
- technical assistance provided in evaluation of new gold properties identified in far-east Russia and Mongolia

#### **CAPITAL EXPENDITURE**

OPERATIONS	SEPT QUARTER ACTUALS	DEC QUARTER FORECAST
Free State	32	31
Evander	24	34
Randfontein	6	6
Elandskraal	35	34
Free Gold (50%)	12	10
Australian Ops	58	60
Kalgold	8	4
TOTAL	175	179

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## MARGIN SQUEEZE WILL DELIVER MORE OPPORTUNITIES



#### **ORGANIC GROWTH STATUS REPORT**

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#### **Current projects:-**

- **/**
- Masimong Expansion production build up underway
- **/**
- Elandsrand Shaft Deepening on track, on time and within budget
- **/**
- Deelkraal 35 Level progressing well
- South Reef board approval awaited
- **\**
- Kalplats box cut underway

#### Projects under review:-

- Rolspruit Extension at Evander
- Poplar Project at Evander

## FUTURE DELIVERY OF SHAREHOLDER VALUE Harmony

- continue with our growth strategy through the application of Harmony Value Creation Model
- built a company during difficult times i.e. decreasing gold price environment
- today Harmony is ideally positioned to continue delivering value to our shareholders in respect of:
  - organic growth projects,
  - > further acquisition opportunities, and
  - > dividend payments from increased revenues
- in future, high cost- low margin opportunities that suit our business model will again become available



## Questions

Website www.harmony.co.za