

## Harmony - an exciting investment proposition Mining Indaba 2014

Au



5 February 2014

www.harmony.co.za



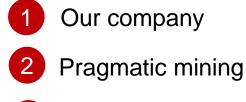
### Private Securities Litigation Reform Act Safe Harbour Statement



This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and 21E of the Securities Exchange Act of 1934, as amended, that are intended to be covered by the safe harbour created by such sections. These statements may be identified by words such as "expects", "looks forward to", "anticipates", "intends", "believes", "seeks", "estimates", "will", "project" or words of similar meaning. All statements other than those of historical facts included in this presentation are forward-looking statements, including, without limitation, (i) estimates of future earnings, and the sensitivity of earnings to the gold and other metals prices; (ii) estimates of future gold and other metals production and sales, (iii) estimates of future cash costs; (iv) estimates of future cash flows, and the sensitivity of cash flows to the gold and other metals prices; (v) statements regarding future debt repayments; (vi) estimates of future capital expenditures; and (vii) estimates of reserves, and statements regarding future exploration results and the replacement of reserves. Where the Company expresses or implies an expectation or belief as to future events or results, such expectation or belief is expressed in good faith and believed to have a reasonable basis. However, forward-looking statements are subject to risks, uncertainties and other factors, which could cause actual results to differ materially from future results expressed, projected or implied by such forward-looking statements. Such risks include, but are not limited to, gold and other metals price volatility, currency fluctuations, increased production costs and variances in ore grade or recovery rates from those assumed in mining plans, project cost overruns, as well as political, economic and operational risks in the countries in which we operate and governmental regulation and judicial outcomes. For a more detailed discussion of such risks and other factors (such as availability of credit or other sources of financing), see the Company's latest Annual Report on Form 20-F for the year ended June 30, 2013 which is on file with the Securities and Exchange Commission, as well as the Company's other SEC filings. The Company does not undertake any obligation to release publicly any revisions to any "forward-looking statement" to reflect events or circumstances after the date of this presentation, or to reflect the occurrence of unanticipated events, except as may be required under applicable securities laws.





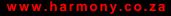


- 3 Profitable ounces
- 4 Wafi-Golpu
- 5 Conclusion





## Our company



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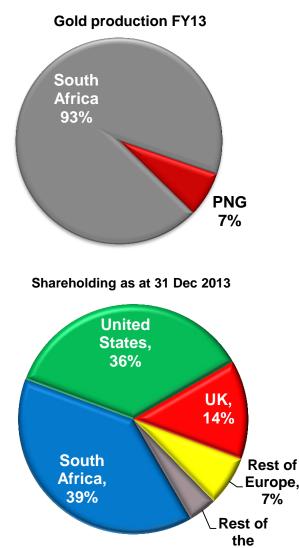


#### Who we are



- Safely operating in South Africa and Papua New Guinea (PNG)
- Building world class mines in South Africa and PNG
  - Produced 1.14Moz\* of gold in FY13
  - 11 underground mines, one open pit operation and several surface sources in SA
  - 50% joint venture in PNG with Newcrest Mining Ltd
    - Hidden Valley open pit mine
    - Wafi-Golpu
    - Exploration
  - 100% PNG exploration areas
- Reserves of 51.5Moz\* and resources of 147.7Moz\*
- Empowered
  - compliant with 2014 Mining Charter requirements
- Employs about 36 000 people (including 6 000 contractors)
- Market capitalisation as at end December 2013: US\$1.08bn
- 435 693 819 shares in issue

\* Moz = million ounces MINING INDABA 2014



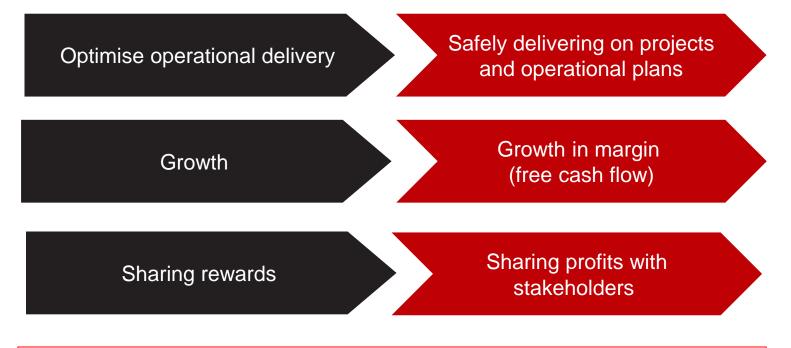
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World,





A globally competitive gold mining company – growth in profits, paying dividends to shareholders



Experienced teams with strong values; committed to deliver

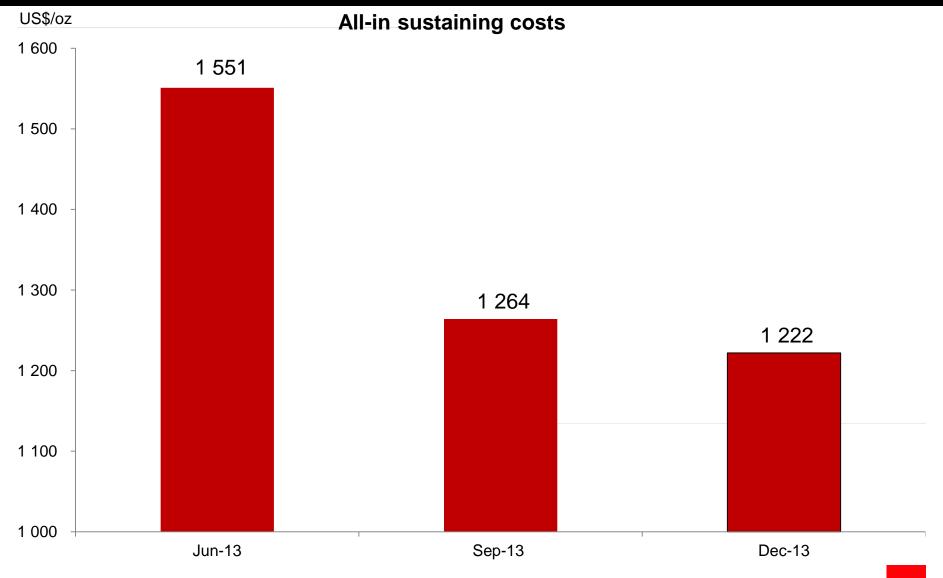


# **Pragmatic mining**

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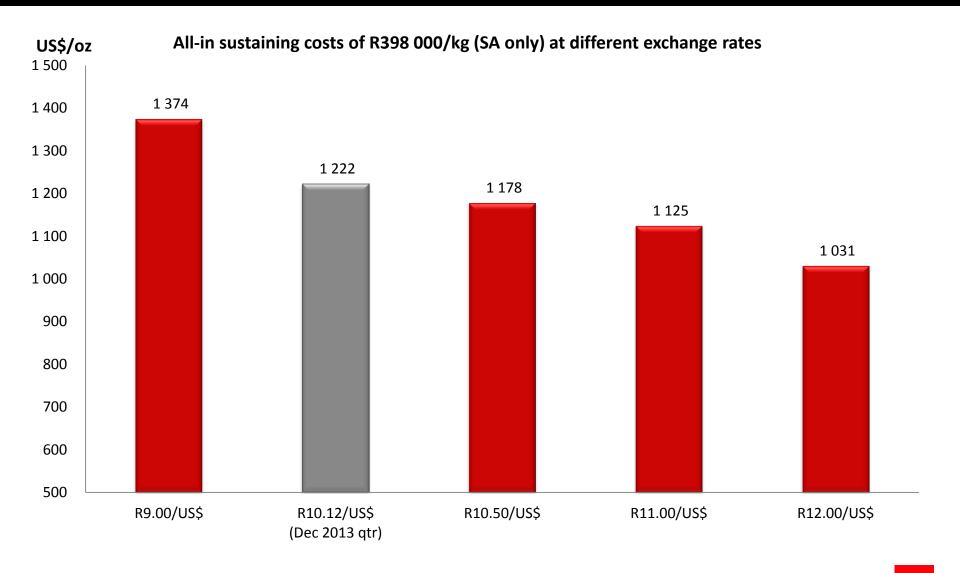
## Driving costs down (US\$/oz)



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| All-in<br>sustaining<br>costs | Mines currently operating at these levels       | Comments   |
|-------------------------------|---|--|
| Less than<br>US\$1000/oz      | Joel, Target 1, Steyn 2,<br>Bambanani, Phoenix, | <ul> <li>Operating at below US\$1000/oz</li> </ul>   |
| Less than<br>US\$1250/oz      | Hidden Valley, Kalgold,<br>Dumps, Unisel        | <ul> <li>Predicting an all in sustaining cost of \$1100/oz by end FY14</li> <li>Our total all-in sustaining cost average is below \$1250/oz</li> </ul> |





| All-in<br>sustaining<br>costs | Mines currently operating at these levels | Comments  |
|-------------------------------|---|---|
| > US\$1250/oz                 | Phakisa, Tshepong,<br>Masimong, Doornkop  | <ul> <li>Operations with an all-in sustaining cost of higher than \$1250/oz will be restructured:</li> <li>Phakisa continues to spend capital on its build-up and should reach the \$1250/oz to \$1300/oz mark by financial year end</li> <li>Management changes and restructuring at Tshepong finalised</li> <li>Doornkop restructured to eliminate the lowest grade tonnage; Masimong to follow suit</li> </ul> |
| > US\$1600/oz                 | Kusasalethu<br>Target 3                   | <ul> <li>Management changes and technical<br/>issues addressed at Kusasalethu and<br/>costs will reduce as production builds up</li> <li>Target 3 to be restructured post quarter<br/>end to eliminate lowest grade tonnage</li> </ul>  |



## **Profitable ounces**

RESULTS ACHIEVED

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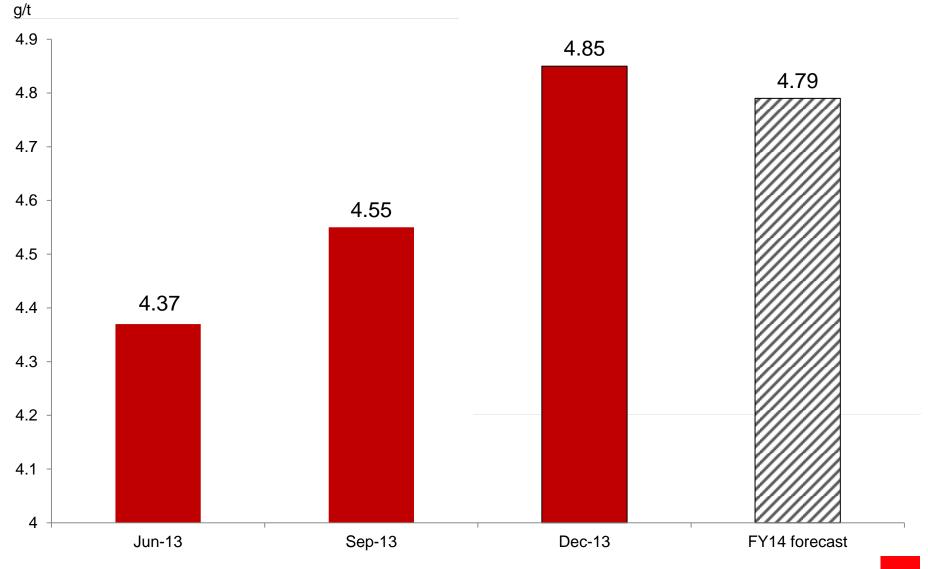




|                               |         | Six months ended<br>Dec 2013 | Six months<br>ended Jun 2013 | %<br>change |
|-------------------------------|---------|------------------------------|------------------------------|-------------|
| Gold produced                 | kg      | 19 150                       | 16 287                       | 18          |
| Gold produced                 | OZ      | 615 686                      | 523 638                      | 18          |
| Cold price                    | R/kg    | 422 386                      | 447 913                      | (6)         |
| Gold price                    | US\$/oz | 1 309                        | 1 518                        | (14)        |
| Cash operating casts          | R/kg    | 316 517                      | 352 619                      | 10          |
| Cash operating costs          | US\$/oz | 981                          | 1 194                        | 18          |
| Underground recovery grade    | g/t     | 4.69                         | 4.43                         | 6           |
| Operating profit1             | Rm      | 2 022                        | 1 524                        | 33          |
| Operating profit <sup>1</sup> | US\$m   | 201                          | 167                          | 20          |
| All-in sustaining costs       | R/kg    | 401 021                      | 474 390                      | 15          |
|                               | US\$/oz | 1 242                        | 1 606                        | 23          |
| Exchange rate                 | R/US\$  | 10.04                        | 9.19                         | 9           |

<sup>1</sup> Operating profit is comparable to the term production profit in the segment report in the financial statements and not to the operating profit line in the income statement



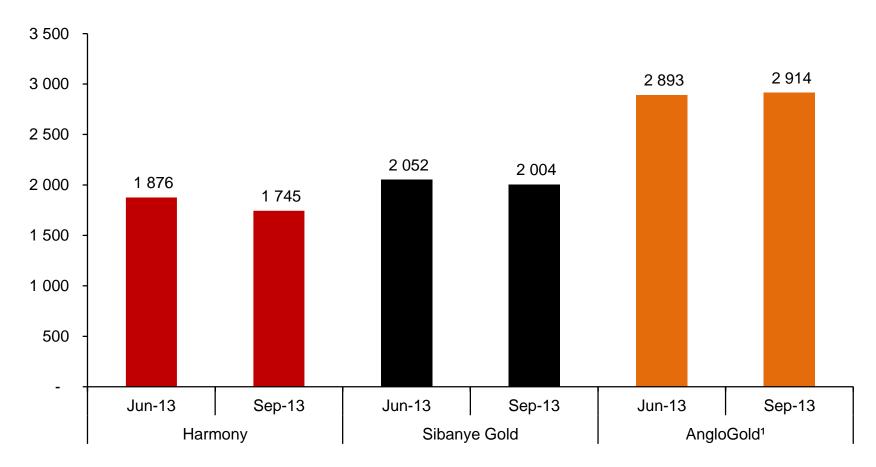


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All-in sustaining costs R/tonne



Note: Harmony has a 30 June year end, while Sibanye and Anglogold have 31 December year ends

<sup>1</sup> Project capital for Anglogold has been included Source: BNP Paribas Cadiz Securities

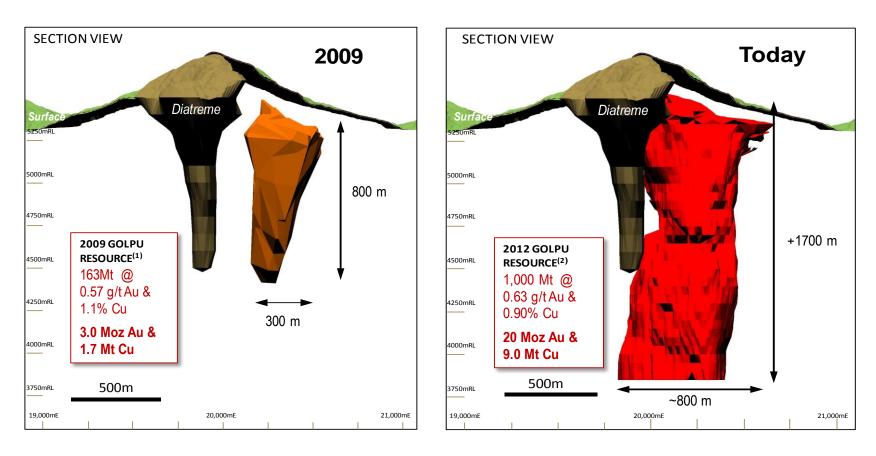




### Globally significant resource



- Modular, expandable mine planned, with lower capital requirements,
- Next phase for the Wafi-Golpu project commencement of underground access



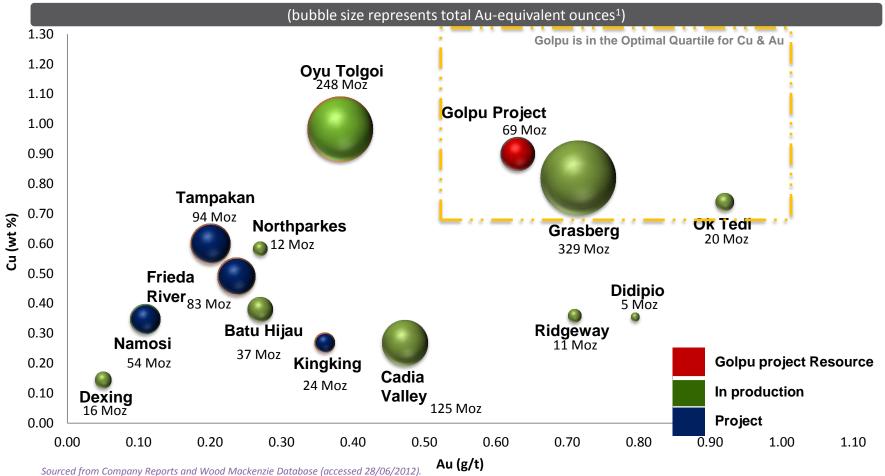
- (1) Harmony Annual Statement of Mineral Resources and Reserves as at 30 June 2009
- (2) Harmony Annual Statement of Mineral Resources and Reserves as at 30 June, 2013 Resource figures quoted on 100% basis.

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#### Porphyry copper-gold deposits – Asia and Pacific region



(1) Gold equivalent based on US\$ 1250/oz Au, USD 3.10/lb Cu on an in-situ basis



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Commissioning and ramp-up 1<sup>st</sup> production

Progress underground development and cave establishment January 2018 onwards

Advance feasibility studies, on-mine infrastructure / early works July 2017 - July 2019



Advance underground access, underground resource definition / early works / infrastructure definition July 2014 – July 2017 (underground access construction)

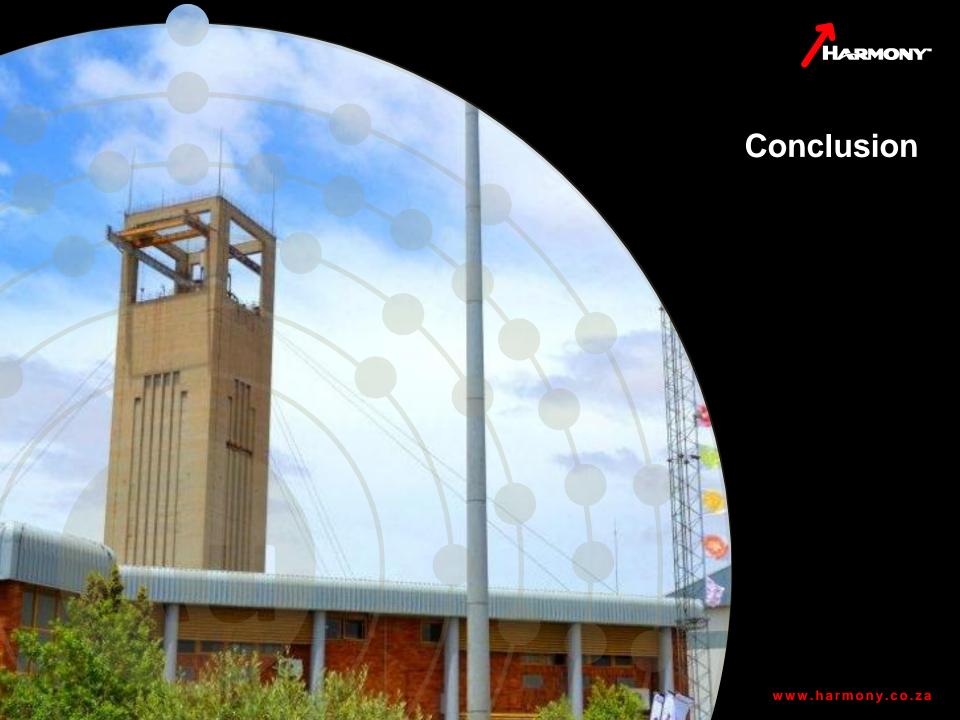
New pre-feasibility study – scalable, staged, lower cost mine July 2015

Feasibility for underground access

May 2013 - Dec 2014 (drilling, common path infrastructure, underground access pre-feasibility study and feasibility study, progress development agreement)

Pre-feasibility study – Mega Mine March 2011 - August 2012

#### Reducing risk



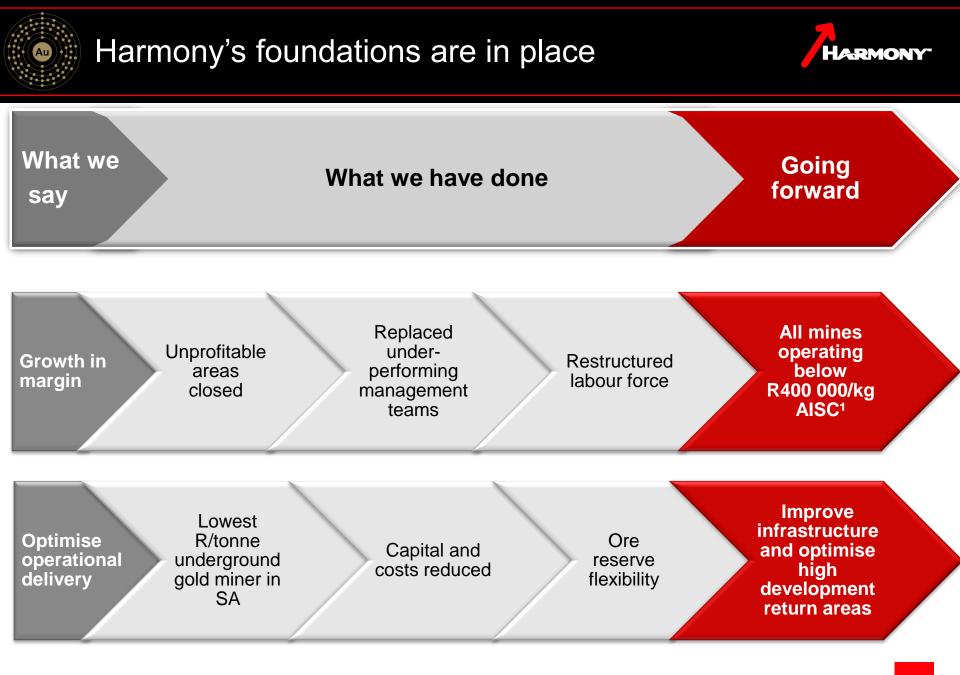


## Finding a balance





MINING INDABA 2014



AISC: All-in sustaining cost





US\$/oz 200 187 180 160 140 120 100 80 65 60 40 24 20 0 2013 estimate Global peer group SA peer group Harmony

#### Market capitalisation/Reserve oz

- Increasing grade
- Lowest R/tonne SA gold producer
- ✓ Greater capital discipline
- Free cash flow
- No hedging
- ✓ Balance sheet strength low debt
- Geared to SA currency
- Earnings growth
- Golpu one of the top gold/copper resources in the world





"Harmony has been in operation in South Africa for the past 63 years.

We have positioned the company to **remain sustainable** for many years to come.

We manage costs and production to ensure profitability

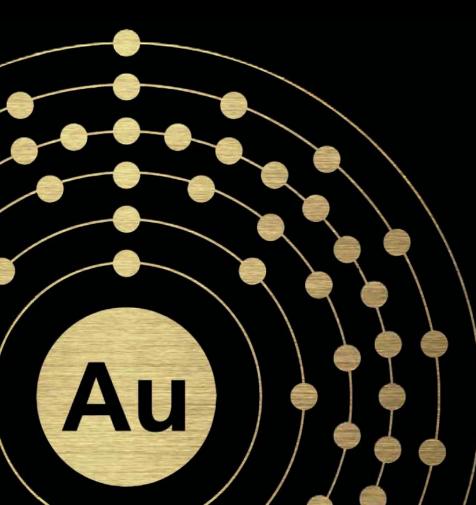
at all gold prices. We mine profitably.

That is what our approach to management is all about."

CEO, Graham Briggs



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JSE (HAR) NYSE (HMY) An exciting investment proposition