







# BRIEFING BOOK 2019

NOVEMBER 2019

Harmony Gold Mining Company Limited

NYSE Ticker Code: HMY
JSE Ticker Code: HAR

#### **INVESTMENT CASE**



#### >1.45Moz producer

Responsible mining company with experienced, credible management team



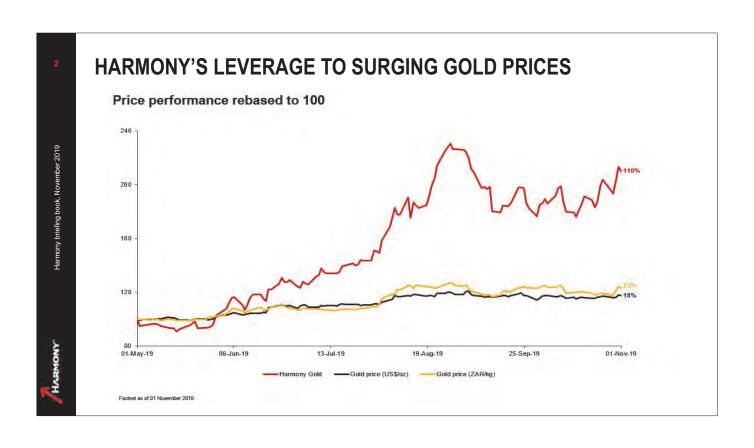
## Quality growth prospects

at attractive returns

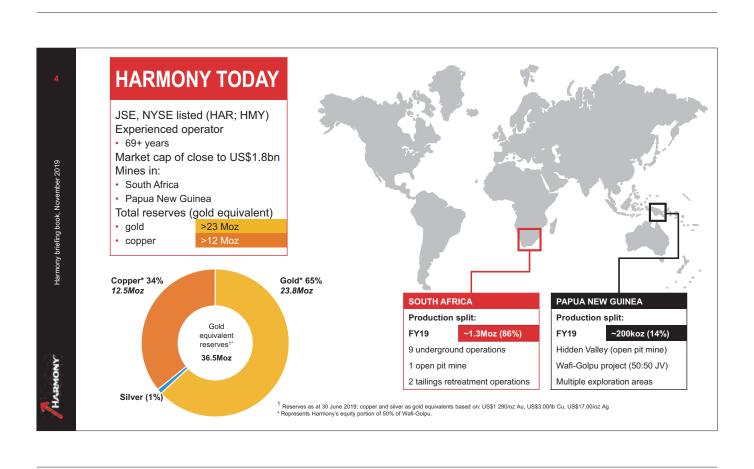


## Leveraged to the gold price

and Rand hedge stock







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# HARMON

#### **DELIVERY ON STRATEGY FY19 SINCE 2016**

**OUR STRATEGY** 

Safe, profitable ounces Increasing margins

#### STRATEGIC PILLARS

01



#### OPERATIONAL EXCELLENCE

- journey to zero fatalities our safety priority
- performance in line with production guidance, four years in a row
  - 17% increase in gold production y-on-y
  - 7 consecutive years of grade improvement
- integration of Moab Khotsong, production ramp-up at Hidden Valley

02



#### CASH CERTAINTY

- successful commodity (c. 20% of production) and foreign exchange hedging
- hedging strategy: contributed US\$296 million since inception in January 2016
- notable net debt reduction
- net debt/EBITDA at 0.9x

03 📶

#### EFFECTIVE CAPITAL ALLOCATION

- Moab Khotsong, Hidden Valley prove investment case merits
- generated R1 375 million (US\$97 million) in operating free cashflow

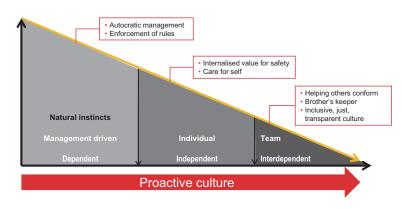
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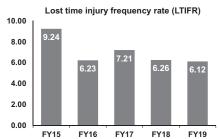


#### RESPONSIBLE STEWARDSHIP

- · FTSE4Good Index constituent
- Carbon Disclosure Project:
   A- climate change, B- water
- 2019 Bloomberg Gender-Equality Index constituent

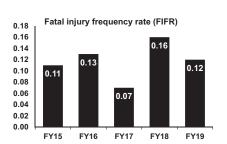
#### SAFETY: TOWARDS AN INTERDEPENDENT CULTURE





#### Since FY16:

- · four-layered, risk-based management approach
- · modernised safety systems implemented
- proactive risk management training for leadership, line management
- focus on addressing behaviour to achieve zero fatalities goal



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#### **BEST-IN-CLASS ESG FRAMEWORK**

#### US\$20 trillion of assets managed globally now incorporate ESG screening\*

#### Stakeholders

#### Materiality

#### Framework

#### Implementation

King IV Licence to operate ISO 14001, 18001, 9000 ICMM Corporate policy 15 significant, material indicators assured annually

Government



Industry bodies



Employees, unions



Investors



Business partners, suppliers



Media, general public



Host communities



Keep people safe and healthy



Achieve business objectives



Maintain workforce stability



Manage impacts

 Social and ethics committee policy oversight:

- public safety
- occupational health
- environmental management
- employee health, wellbeing
- corporate social responsibility
- human resources
- ethics

#### 2. Guidelines, standards

- · support discipline-specific policies
- inform site-specific management systems

#### 3. Operating management

 management team, with discipline executives, responsible for policy implementation Five-year focus on United Nations sustainable development goals



FTSE4Good



#### Achievements since 2016 include:

- reduction in power usage
- 54% increase in community development spend
- 45 shaft rehabilitations

\*Source: survey conducted by the Morgan Stanley Institute for Sustainable Investing, 2018

#### **FY20 FOCUS AREAS**

**OUR STRATEGY** 

Safe, profitable ounces Increasing margins

#### STRATEGIC PILLARS

01



#### OPERATIONAL EXCELLENCE

- · improve safety
- increase productivity, efficiency
- produce 1.46Moz at an AISC of R579 000/kg

02



#### CASH CERTAINTY

- repay debt
- hedge to manage short-term volatility

03 📶

#### EFFECTIVE CAPITAL ALLOCATION

- secure Wafi-Golpu permitting, funding
- pursue organic growth, safe value-accretive M&A opportunities

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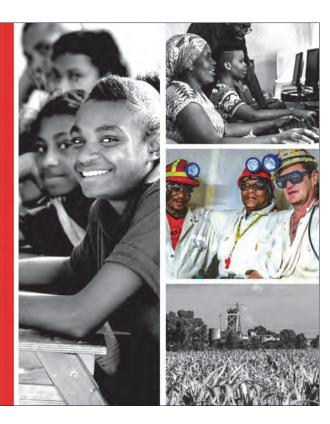


#### RESPONSIBLE STEWARDSHIP

- maintain strong stakeholder relationships
- continue responsible corporate citizenship, good governance, environmental management

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#### **GOLD IS EXPECTED TO BE SUPPORTED BY FUNDAMENTALS**

#### Key gold commodity drivers

#### Economic tailwinds

- Global data softening, volatility rising
- US Federal Reserve easing

#### Geopolitical concerns

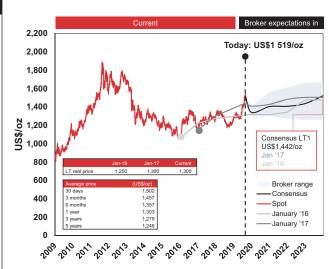
- Geopolitical tensions put pressure on growth
  - · US/China trade war
  - · US/Russia relations

#### Physical demand

- Increased demand from China, India as incomes rise
- Robust central bank demand expected, short and medium term

#### Supply issues

- · Limited supply due to lower exploration success
  - · Gold producer hedging
  - Cost inflation (fuel, wages, etc.)
  - Recycling



Source: Broker reports, FactSet as of 30 August 2019
Note: ¹ Long-term prices are given in 2018 real terms, shown in graph inflated to 2024 nominal

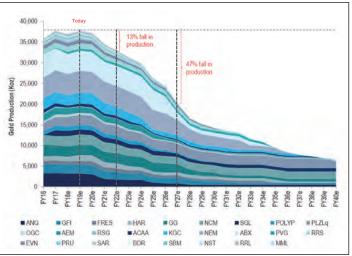
#### **GOLD MINING INDUSTRY IS EVOLVING**

#### Global gold mining industry

- Five to 10-year production cliff
  - years of under-investment in exploration, capital
- · Undeveloped ore bodies are deep
- Mergers by majors have shaken up the industry
- Shareholders want higher returns

#### Harmony's advantage

- Tier 1 project in our portfolio (Wafi-Golpu)
- Pipeline of organic projects
- Excellent stakeholder relations, unlocking future opportunities
- · Large producer: >1.4Moz
  - highly geared in rising gold price environment



Source: Citi Global Gold Project Book 16 May 2018 (Citi Research, Company Reports)

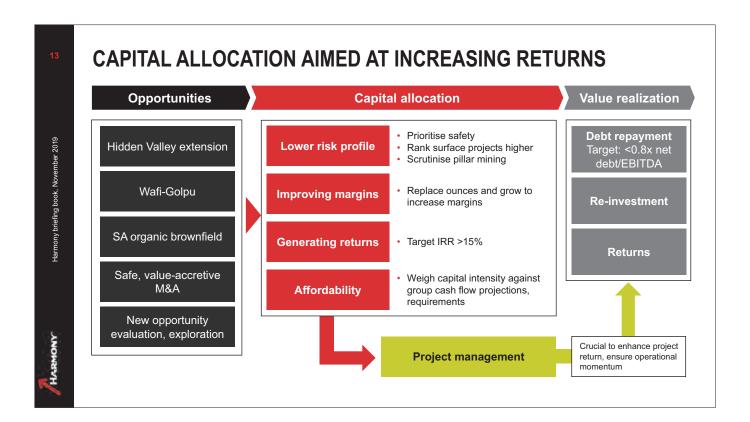
# INCREASING OUR MARGINS

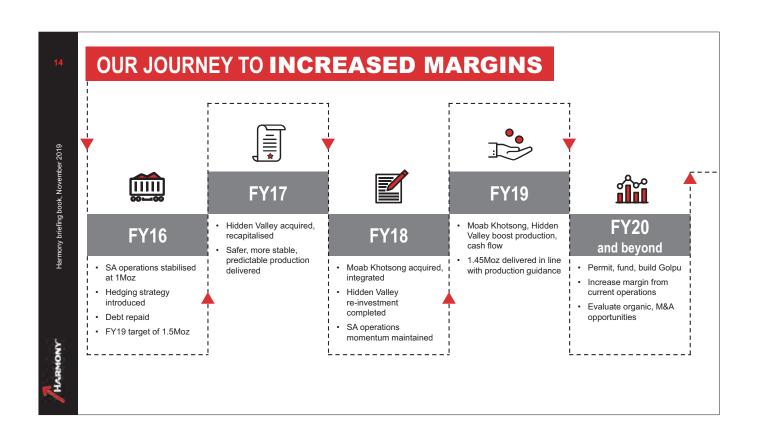


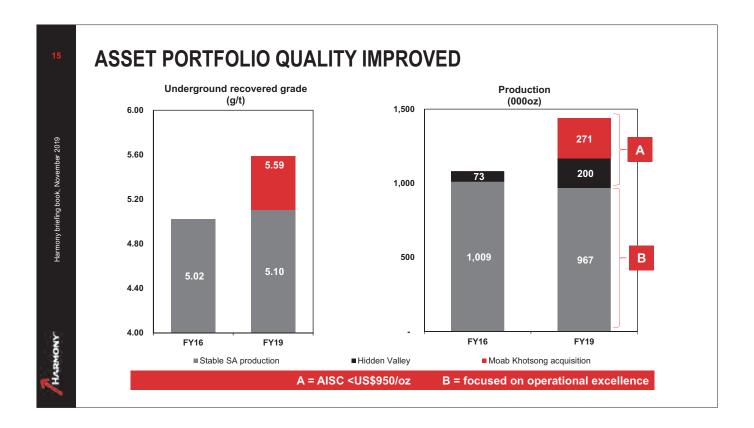


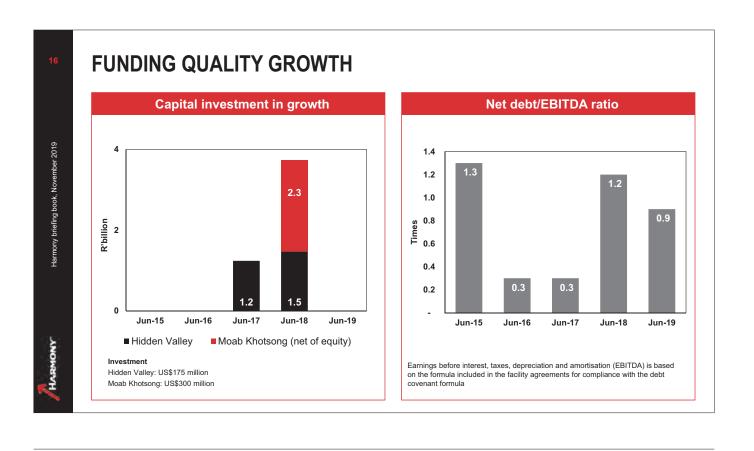


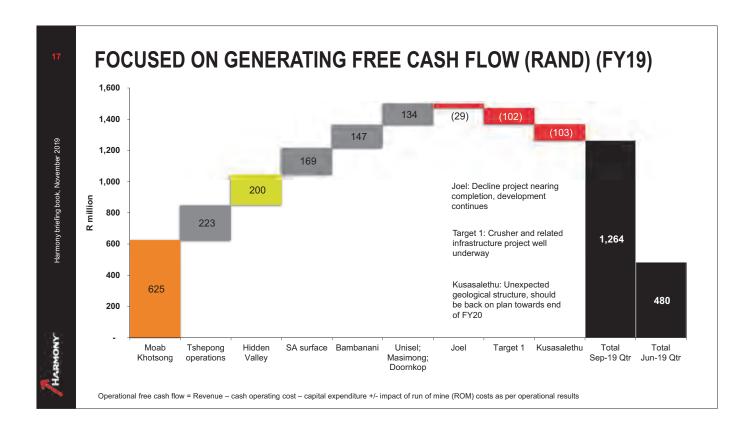












**GREAT NOLIGWA PILLAR EXTRACTION PROJECT** 

- · Safety a key aspect of the feasibility study process
- · Harmony has pillar mining expertise
- Included as an incremental project to the Moab Khotsong life-of-mine plan extends to 2028 (+2 years)

#### Key project metrics and assumptions:

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Rey project metrics and assumptions.						
Metric	Approved feasibility study (real, pre-tax)					
Tons milled	1.2Mt					
Recovery grade	6.8g/t					
Gold production	8.29t (0.267Moz)					
AISC (average)	<us\$950 oz<="" td=""></us\$950>					
IRR (@ R585 000/kg)	28%					
Major capital (incl. capitalised gold revenue)	R410 million					
Time to first gold production	2.6					
Payback	6.4					

#### WAFI-GOLPU IS A TIER ONE ASSET

Large production profile

- Steady state production: in excess of 1.4 million gold equivalents ounces per annum

High grade = low unit cost production

Significant free

cash flow potential

- High average grades: Au = 0.90g/t, Cu = 1.27%
- Lowest decile cost quartile copper production, Negative AISC of US\$2 128/oz in gold production terms
- US\$9 billion free cash flow generated in first 10 years (post achieving commercial levels of production)

Large resource - Mine life of over 28 years and long life

#### Permitting update

- Targeted permitting timelines have not been achieved
- Committed to re-commencing constructive negotiations with the newly appointed PNG government and stakeholders
- Updated timelines will be shared once available

\* All figures are quoted on a 100% basis. The Waff-Golpu project is held in a JV with Newcrest Mining Limited (Newcrest). For full resource and reserve declarations please refer to either <a href="https://www.harmony.co.za">www.harmony.co.za</a> or to Newcrest's Annual Statement of Mineral Resources and Ore Reserves as at <a href="https://www.newcrest.com.au">www.newcrest.com.au</a>.

#### WAFI-GOLPU – SIGNIFICANT CASH FLOW GENERATION **POTENTIAL\*** 2.500 17,500 Cumulative 2,000 14,000 Harmony briefing book, November 2019 1,500 10,500 Cash flow (US\$m real) 1,000 7.000 500 3,500 cash (3,500) (500) (1,000) (7,000) (1,500) (10,500)1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 Years from SML grant Gross Revenue Capex Operating, realisation cost and tax Undiscounted cash flow - Cumulative UFCF

- 5.5 years to early stage cash flow
- Initial capital expenditure approx. US\$2.8bn1
- Steady state production: in excess of 1.2 million gold equivalent ounces per annum
- · High average grades:
- Au = 0.90g/t, Cu = 1.27%

<sup>1</sup>U\$2.8bn is based on real costs as at December Quarter 2017

All figures are quoted on a 100% basis. The Wafi-Golpu project is held in a JV with Newcrest Mining Limited (Newcrest). For full resource and reserve declarations please refer to either <a href="www.harmony.co.za">www.harmony.co.za</a> or to Newcrest's Annual Statement of Mineral Resources and Ore Reserves at www.newcrest.com.au

## OPERATIONAL AND FINANCIAL RESULTS FY19









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#### **OPERATIONAL RESULTS - FY19 vs FY18**

		FY19	FY18	% change
Gold produced	kg	44 734	38 193	17
Gold produced	oz	1 438 231	1 227 934	17
Underground recovery grade	g/t	5.59	5.48	2
Gold price received	R/kg	586 653	570 709	3
	US\$/oz	1 287	1 380	(7)
Cash operating costs	R/kg	439 722	421 260	(4)
	US\$/oz	965	1 018	5
Production profit*	Rm	6 588	5 356	23
	US\$m	465	416	12
All-in sustaining costs	R/kg	550 005	508 970	(8)
	US\$/oz	1 207	1 231	2
Average exchange rate	R/US\$	14.18	12.85	10

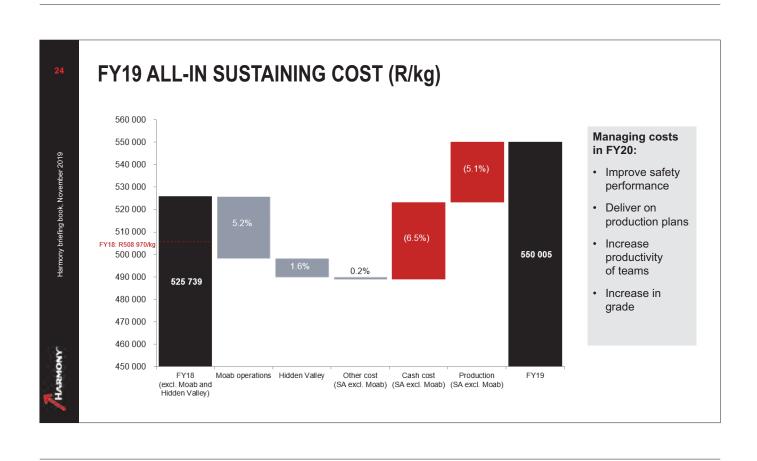
<sup>\*</sup> Production profit as per operating results (revenue less production cost)

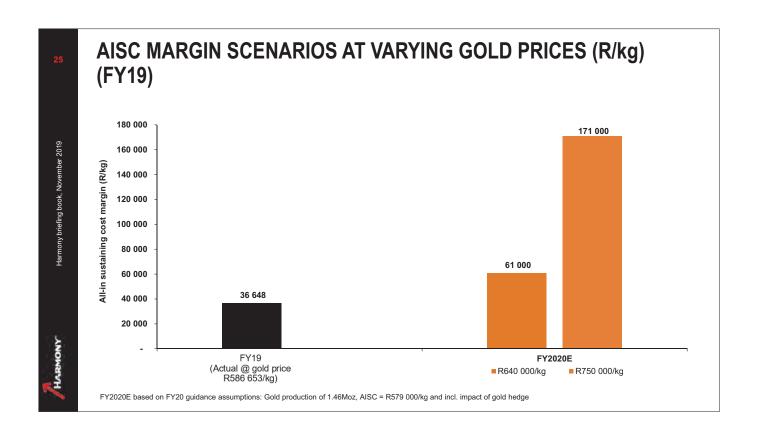
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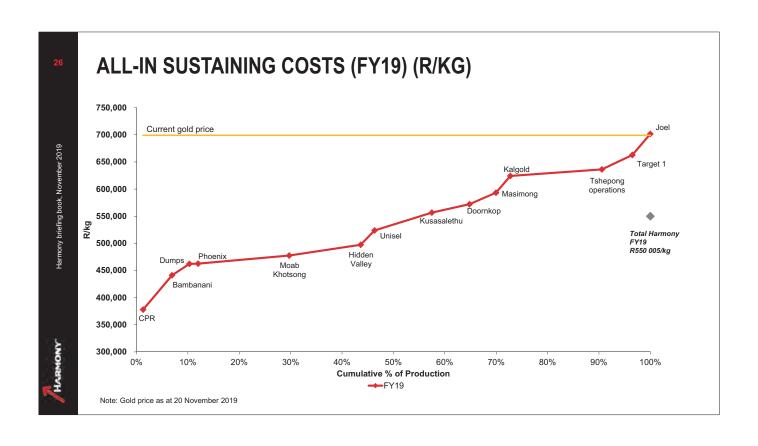
#### **EXTRACT FROM THE INCOME STATEMENT (RAND) (FY19)**

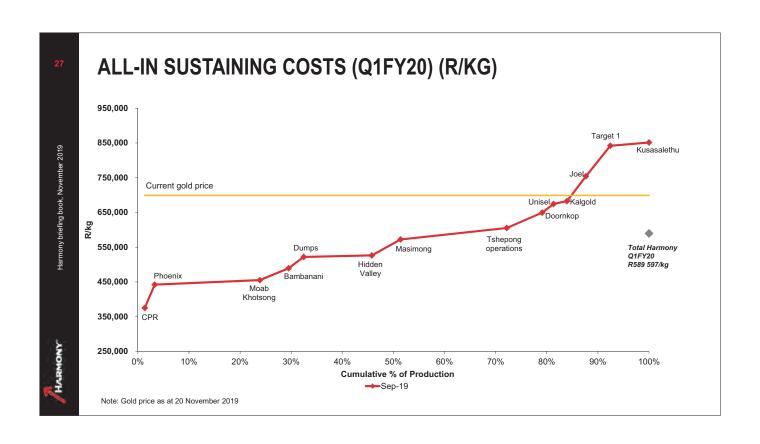
	Year ended 30 June 2019	Year ended 30 June 2018	Change Rm	Change %
Production profit*	6 588	5 356	1 232	23
Hidden Valley	2 229	175	2 054	>100
Moab Khotsong	1 369	720	649	90
SA operations	2 990	4 461	(1 471)	(33)
Impairment of assets	(3 898)	(5 336)	1 438	27
Amortisation and depreciation	(4 054)	(2 570)	(1 484)	(58)
Hidden Valley	(1 742)	(138)	(1 604)	(>100)
Moab Khotsong	(287)	(109)	(178)	(>100)
SA operations	(2 025)	(2 323)	255	(11)
Foreign currency impact	385	(570)	955	>100
Gains on derivatives	484	99	385	>100
Translation loss on US\$ credit facilities	(99)	(669)	570	85
Net loss	(2 607)	(4 473)	1 866	42
Average exchange rate	14.18	12.85		10

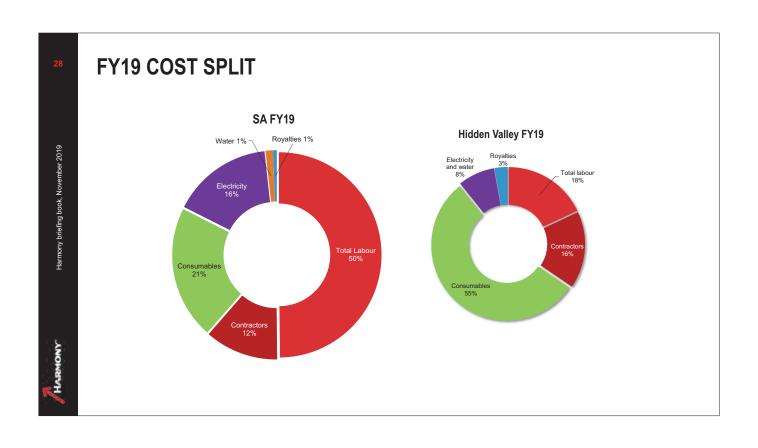
<sup>\*</sup> Production profit as per operating results

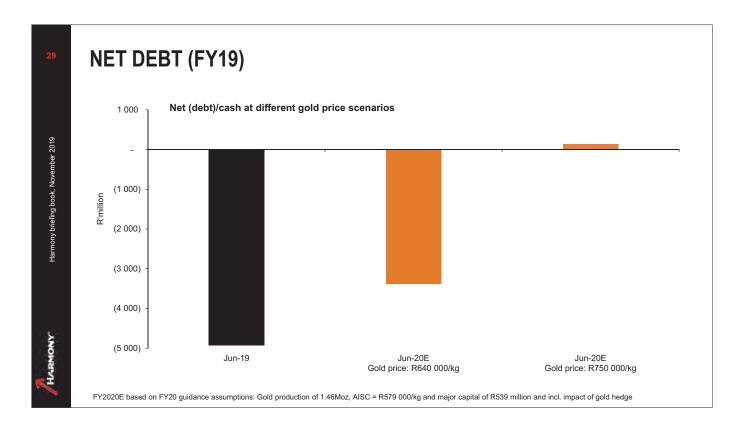












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#### **NEW US\$400 MILLION SYNDICATED FACILITY**

New US\$400 million facility has been signed between Harmony and a syndicate of lenders

- Replacing the existing US\$350 million facility
- The key terms and conditions of the facility:
  - US\$200 million term loan and US\$200 million revolving credit facility (RCF)
  - · tenor of 3+1 years
  - margin for the term loan 3.05% and RCF 2.90%

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#### **HEDGING PROGRAMME AT 30 SEPTEMBER 2019**

		FY 2020			FY2021				FY2022	
		Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	TOTAL
Rand Gold		•	•		·	·	·			
Forward Contracts	koz	95	95	96	77	75	74	61	25	598
	R'000/kg	642	648	661	672	679	690	728	787	67
Dollar Gold										
Forward Contracts	koz	12	12	12	12	9	7	4	2	70
	US\$/oz	1 363	1 357	1 370	1 413	1 417	1 456	1 477	1 532	1 400
Total Gold	koz	107	107	108	89	84	81	65	27	668
Currency Hedges Rand Dollar										
Zero Cost Collars	\$m	79	76	74	64	59	52	29	5	438
	Floor R/\$	14.63	14.82	14.99	15.30	15.32	15.46	15.62	15.91	15.09
	Cap R/\$	15.44	15.66	15.85	16.22	16.38	16.54	16.76	17.31	16.03
Forward Contracts	\$m	45	64	60	61	35	24	6		29
	R/US\$	15.13	15.28	15.44	15.89	15.82	15.96	16.23	-	15.49
Total Rand Dollar	<u>\$m</u>	124	140	134	125	94	76	35	5	73
Dollar Silver										
Zero Cost Collars	koz	300	300	300	240	220	210	180	140	189
20.0 000. 00liaio	Floor \$/oz	17.06	17.06	17.06	17.38	17.93	18.07	18.32	18.43	17.5
	Cap \$/oz	18.43	18.43	18.43	18.79	19.38	19.53	19.82	19.95	18.9

 $Approved\ hedging\ limits:\ 25\%\ currency\ (R/US\$)\ over\ a\ 24-month\ period;\ 23\%\ gold\ over\ a\ 24-month\ period.$ 

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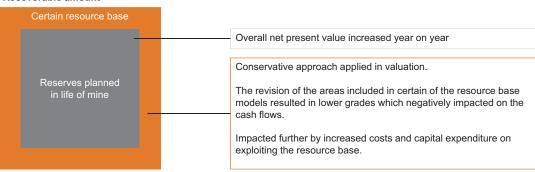
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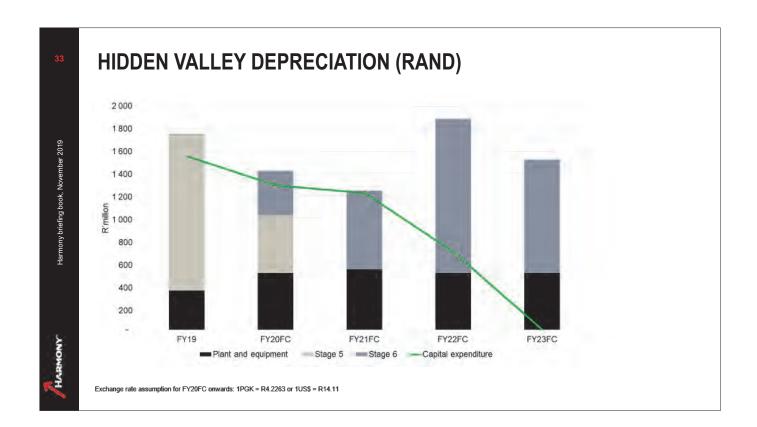
## COMONY

#### **IMPAIRMENT RECOGNISED (FY19)**

	F119	F 1 10
Assumptions		
Gold price		
US\$/oz (long term)	1 290	1 250
R/kg (long term)	585 000	535 000
Exchange rates		
R/US\$ (long term)	14.11	13.30
Impairment recognised (R'million)	3 898	5 336

#### Recoverable amount







#### **FY20 COST AND GRADE GUIDANCE**

- Plan to produce ~1.46 Moz in FY20, at
  - an average underground recovered grade of ~5.96g/t, and
  - an all-in sustaining cost of R579 000/kg

Operation	Reserve grade June 2019 (g/t)	Adjusted reserve grade June 2019 (-5%)	FY19 grade (g/t)	FY20 grade guidance (g/t)
Tshepong operations	5.68	5.40	4.94	5.61
Moab Khotsong	8.28	7.87	8.17	9.30
Bambanani	11.69	11.11	10.93	10.84
Target 1	4.47	4.25	4.51	4.32
Doornkop	4.89	4.65	4.48	4.67
Joel	4.93	4.68	3.65	4.67
Kusasalethu	6.76	6.42	6.72	6.62
Masimong	4.33	4.11	3.84	4.13
Unisel	4.65	4.42	4.73	4.46
Underground operations	5.83	5.54	5.59	~5.96

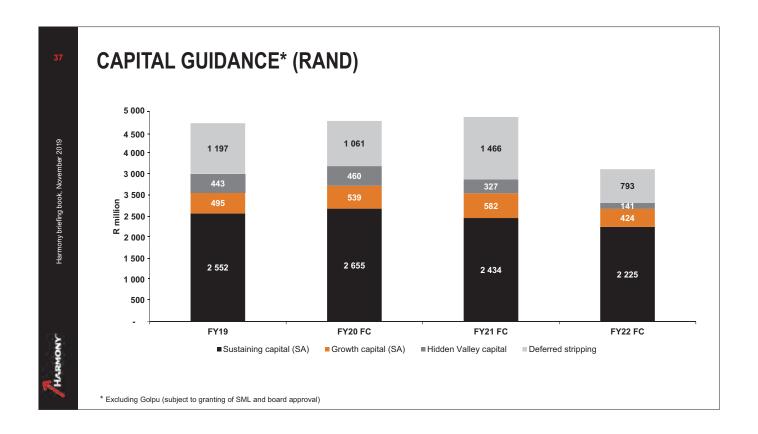
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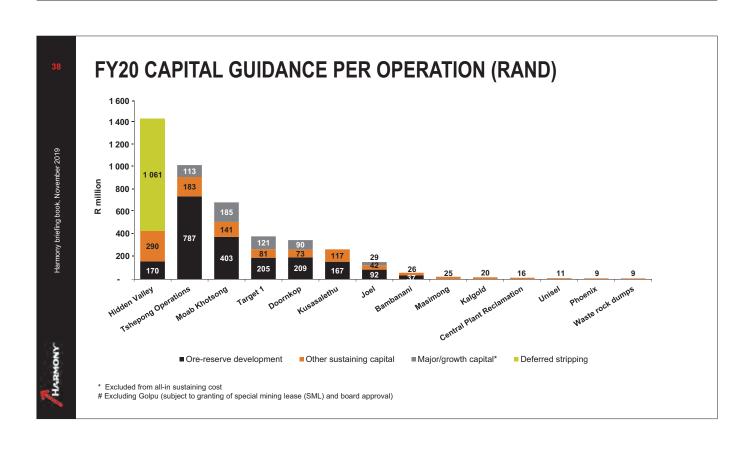
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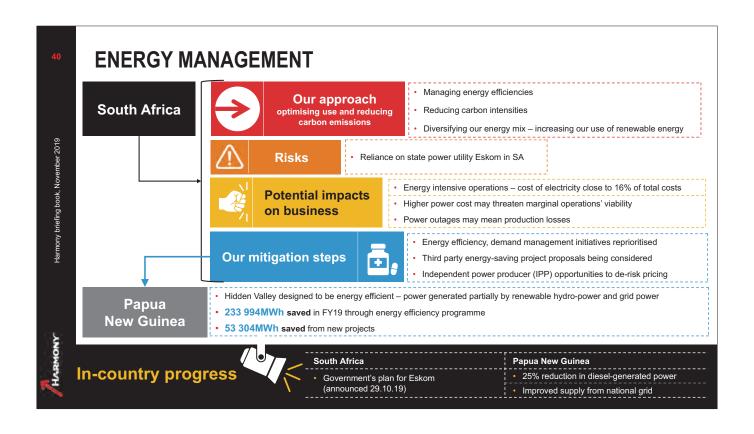
#### **FY20 PRODUCTION GUIDANCE (PER OPERATION)**

Operation	FY19 production (oz)	FY20 guidance (oz)	Life of mine (years)
Tshepong operations	256 146	290 000	19
Moab Khotsong	254 891	246 000	9
Bambanani	80 860	77 000	4
Target 1	85 296	84 000	7
Doornkop	105 229	113 000	17
Joel	50 379	61 000	10
Kusasalethu	160 400	169 000	5
Masimong	74 237	69 000	1
Unisel	38 966	32 000	1
Underground operations	1 106 404	1 141 000	
SA surface (tailings and waste rock dumps)	91 629	87 000	14+
Kalgold	40 156	42 000	12
Hidden Valley	200 042	190 000	4
Total	1 438 231	~1.460 Moz	





#### **EMPLOYEE RELATIONS Employee complement** % of employees drawn from local communities Permanent employees Contractors Region FY19 Harmony briefing book, November 2019 South Africa 75 Papua New Guinea 1 1 397 818 96 96 1 675 738 33 917 6 769 Harmony - total 32 876 6 897 <sup>1</sup> Excludes employees of the Wafi-Golpu Joint Venture Diversity, gender equality Training, skills development Union representation In South Africa In Papua New Guir In South Africa In South Africa 62% 96% 93% of employees are local of the workforce trained, of management (FY18: 96%) Non-union historically disadvantaged developed in FY19 NUMSA South Africans (FY18: 92%) Employee (FY18: 60%) UASA representative 14% R484 million . committee NUM Strategy rollout in FY19 AMCL are women to improve women spent (FY18:12%) representation (FY18: R418 million)



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# HARMONY

#### PRIVATE SECURITIES LITIGATION REFORM ACT SAFE HARBOUR STATEMENT

#### FORWARD LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of the safe harbour provided by Section 21E of the Exchange Act and Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), with respect to our financial condition, results of operations, business strategies, operating efficiencies, competitive positions, growth opportunities for existing services, plans and objectives of management, markets for stock and othermatters.

- These forward-looking statements, including, among others, those relating to our future business prospects, revenues, and the potential benefit of acquisitions (including statements regarding growth and cost savings) wherever they may occur in this annual report and the exhibits to this annual report, are necessarily estimates reflecting the best judgment of our senior management and involve a number of risks and uncertainties that could cause actual results to differ materially from those suggested by the forward-looking statements. As a consequence, these forward-looking statements should be considered in light of various important factors, including those set forth in this annual report. Important factors that could cause actual results to differ materially from estimates or projections contained in the forward-looking statements include, without limitation:
- overall economic and business conditions in South Africa, Papua New Guinea, Australia and elsewhere; estimates of future earnings, and the sensitivity of earnings to the prices of gold and other metals; estimates of future cash costs; estimates of future cash costs; estimates of future cash costs; estimates of future earnings, and the sensitivity of cash flows to the prices of gold and other metals; estimates of pruture tax labilities; estimates of future cash costs; estimates of future expenditures, projected costs and anticipated costs are strategies, exploration and development activities and other initiatives; thure financial position, plans, strategies, objectives, capital expenditures, projected costs and anticipated cost savings and financing plans; estimates of reserves statements regarding future exploration results and the replacement of reserves; the ability to achieve anticipated efficiencies and other cost savings in connection with past and future acquisitions, as well as at existing operations; fluctuations in the market price of gold; the occurrence of hazards associated with underground and surface gold mining; the occurrence of labour disruptions related to industrial action or health and safety incidents; power cost increases as well as power stoppages, fluctuations and usage constraints; supply chains shortages and increases in the prices of production imports and the availability, terms and deployment of capital; our ability to hire and retain senior management, sufficiently technically-skilled employees, as well as our ability to achieve sufficient representation of historically disadvantaged persons in management positions; our ability to comply with requirements that we operate in a sustainable manner and provide benefits to affected communities; potential liabilities related to occupational health diseases; changes in government regulation and the political environment, particularly tax and royalties, mining rights, health, safety, environmental regulation and business ownership in
- The foregoing factors and others described under "Risk Factors" in our Integrated Annual Report (<a href="www.har.co.za">www.har.co.za</a>) should not be construed as exhaustive. We undertake no obligation to update publicly or release any revisions to these forward-looking statements to reflect events or circumstances after the date of this annual report or to reflect the occurrence of unanticipated events, except as required by law. All subsequent written or oral forward-looking statements attributable to Harmony or any person acting on its behalf are qualified by the cautionary statements herein.

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